

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 3, 2010**

**California Organic**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	<b>Organic Herds</b>								
a. Dry Roughage	\$28.87	\$61.05	\$14.59	\$26.73	\$13.84	\$29.45	\$61.71	\$34.93	\$29.45
b. Wet Feed & Wet Roughage	\$12.00	\$18.60	\$0.00	\$14.35	\$0.00	\$21.29	\$0.00	\$21.65	\$12.72
c. Concentrates	\$77.04	\$86.41	\$73.28	\$81.81	\$88.78	\$61.00	\$58.61	\$73.13	\$107.47
d. Minerals & Supplements	\$3.76	\$7.92	\$0.00	\$0.00	\$0.74	\$9.58	\$3.02	\$2.12	\$6.38
e. Pasture	\$30.70	\$0.00	\$12.21	\$33.83	\$82.30	\$28.17	\$35.88	\$14.41	\$22.76
<b>Total Feed Costs</b>	<b>\$152.37</b>	<b>\$173.98</b>	<b>\$100.08</b>	<b>\$156.71</b>	<b>\$185.66</b>	<b>\$149.48</b>	<b>\$159.22</b>	<b>\$146.24</b>	<b>\$178.78</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$11.86</b>	<b>\$10.24</b>	<b>\$9.20</b>	<b>\$13.54</b>	<b>\$12.46</b>	<b>\$13.78</b>	<b>\$12.96</b>	<b>\$10.27</b>	<b>\$12.14</b>
<b>Total Hired Labor</b>	<b>\$31.38</b>	<b>\$39.59</b>	<b>\$32.53</b>	<b>\$33.66</b>	<b>\$27.11</b>	<b>\$32.56</b>	<b>\$46.13</b>	<b>\$33.22</b>	<b>\$35.38</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$2.44</b>	<b>\$2.33</b>	<b>\$2.99</b>	<b>\$2.91</b>	<b>\$1.82</b>	<b>\$3.00</b>	<b>\$3.76</b>	<b>\$2.33</b>	<b>\$2.40</b>
<b>Herd Replacement</b>	<b>\$19.49</b>	<b>\$8.91</b>	<b>\$6.16</b>	<b>\$22.02</b>	<b>\$24.80</b>	<b>\$31.68</b>	<b>\$26.96</b>	<b>\$21.24</b>	<b>\$24.17</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$6.34</b>	<b>\$7.71</b>	<b>\$4.94</b>	<b>\$2.83</b>	<b>\$13.62</b>	<b>\$6.35</b>	<b>\$12.55</b>	<b>\$6.40</b>	<b>\$7.63</b>
<b>Total Herd Replacement</b>	<b>\$13.15</b>	<b>\$1.21</b>	<b>\$1.22</b>	<b>\$19.19</b>	<b>\$11.18</b>	<b>\$25.33</b>	<b>\$14.41</b>	<b>\$14.84</b>	<b>\$16.54</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$1.02</b>	<b>\$0.07</b>	<b>\$0.11</b>	<b>\$1.66</b>	<b>\$0.75</b>	<b>\$2.34</b>	<b>\$1.17</b>	<b>\$1.04</b>	<b>\$1.12</b>
<b>Total Operating Costs</b>	<b>\$52.64</b>	<b>\$55.43</b>	<b>\$44.64</b>	<b>\$51.19</b>	<b>\$38.23</b>	<b>\$51.85</b>	<b>\$68.32</b>	<b>\$53.99</b>	<b>\$54.42</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$4.10</b>	<b>\$3.26</b>	<b>\$4.10</b>	<b>\$4.42</b>	<b>\$2.57</b>	<b>\$4.78</b>	<b>\$5.56</b>	<b>\$3.79</b>	<b>\$3.70</b>
<b>Total Milk Marketing Costs</b>	<b>\$4.24</b>	<b>\$9.41</b>	<b>\$8.24</b>	<b>\$7.50</b>	<b>\$7.04</b>	<b>\$2.40</b>	<b>\$5.51</b>	<b>\$2.52</b>	<b>\$3.21</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.33</b>	<b>\$0.55</b>	<b>\$0.76</b>	<b>\$0.65</b>	<b>\$0.47</b>	<b>\$0.22</b>	<b>\$0.45</b>	<b>\$0.18</b>	<b>\$0.22</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$253.79</b>	<b>\$279.61</b>	<b>\$186.72</b>	<b>\$268.25</b>	<b>\$269.21</b>	<b>\$261.62</b>	<b>\$293.58</b>	<b>\$250.80</b>	<b>\$288.33</b>
<b>Total Cost (\$/cwt)</b>	<b>\$19.75</b>	<b>\$16.46</b>	<b>\$17.17</b>	<b>\$23.18</b>	<b>\$18.07</b>	<b>\$24.12</b>	<b>\$23.90</b>	<b>\$17.62</b>	<b>\$19.58</b>
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.85	16.99	10.88	11.57	14.89	10.84	12.28	14.23	14.72
b. Lbs Milk Sold/milk cow/day	48.96	65.12	39.98	41.67	55.56	43.25	48.82	53.07	55.73
c. Gross Milk Receipts (\$/cwt)	\$24.41	\$24.87	\$27.38	\$31.38	\$24.24	\$22.48	\$23.77	\$23.95	\$24.04
d. Mailbox Price (\$/cwt)	\$25.44	\$25.02	\$26.90	\$31.02	\$24.68	\$25.65	\$24.30	\$25.39	\$24.48
f. Fat Test %	3.83%	4.02%	4.57%	4.66%	3.37%	3.77%	3.62%	3.69%	3.50%
g. SNF Test %	8.88%	8.94%	9.42%	9.30%	8.58%	8.75%	8.49%	9.01%	8.71%
<b>Related Data</b>									
a. Percent Dry Cows	14%	15%	11%	9%	13%	18%	18%	13%	14%
b. Yearly Cull Rate	28%	48%	45%	41%	40%	33%	32%	28%	28%
c. Avg. Value (/Drop Bull Calf)	\$61.82	\$65.00	\$50.00	\$10.57	\$70.00	\$71.64	\$60.00	\$70.00	\$63.42
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$210.36	\$210.00	\$0.00	\$209.24	\$235.00	\$180.00	\$220.00	\$213.00	\$216.51
e. Grain, Mnrls & Splmnts (\$/ton)	\$390.67	\$319.91	\$378.09	\$380.00	\$411.38	\$427.13	\$384.18	\$322.73	\$465.26
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.85	22.61	14.24	14.65	16.00	13.03	12.60	16.58	18.19
g. Milkers (\$/hr with benefits & taxes)	\$13.38	\$14.61	\$12.68	\$22.66	\$11.50	\$10.17	\$12.51	\$10.69	\$20.08
h. Total Labor (\$/hr)	\$13.57	\$15.05	\$12.22	\$21.30	\$11.01	\$10.82	\$12.36	\$11.80	\$17.20
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.91	\$6.43	\$3.48	\$6.17	\$6.44	\$6.21	\$5.90	\$5.41	\$7.15
j. Milk Cow Feed Costs (\$/cwt.)	\$12.08	\$9.88	\$8.70	\$14.81	\$11.60	\$14.37	\$12.09	\$10.19	\$12.83

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Dairy ID Number	9	10	11
<b>Feed Costs</b>			
a. Dry Roughage	\$10.49	\$11.01	\$1.29
b. Wet Feed & Wet Roughage	\$1.49	\$0.00	\$4.02
c. Concentrates	\$0.00	\$89.11	\$83.33
d. Minerals & Supplements	\$0.24	\$0.78	\$0.91
e. Pasture	\$45.97	\$37.95	\$51.91
<b>Total Feed Costs</b>	<b>\$58.19</b>	<b>\$138.85</b>	<b>\$141.46</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$8.43</b>	<b>\$14.64</b>	<b>\$13.85</b>
<b>Total Hired Labor</b>	<b>\$17.11</b>	<b>\$4.26</b>	<b>\$22.28</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$2.48</b>	<b>\$0.45</b>	<b>\$2.18</b>
<b>Herd Replacement</b>	<b>\$16.21</b>	<b>\$19.23</b>	<b>\$3.67</b>
Less: Calf Income (\$/Cow/Month)	\$2.69	\$3.20	\$0.00
<b>Total Herd Replacement</b>	<b>\$13.52</b>	<b>\$16.03</b>	<b>\$3.67</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$1.96</b>	<b>\$1.69</b>	<b>\$0.36</b>
<b>Total Operating Costs</b>	<b>\$44.38</b>	<b>\$61.20</b>	<b>\$50.05</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$6.43</b>	<b>\$6.45</b>	<b>\$4.90</b>
<b>Total Milk Marketing Costs</b>	<b>\$3.80</b>	<b>\$6.06</b>	<b>\$2.23</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.55</b>	<b>\$0.64</b>	<b>\$0.22</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$137.00</b>	<b>\$226.40</b>	<b>\$219.69</b>
Total Cost (\$/cwt)	\$19.84	\$23.88	\$21.50
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt.)	6.90	9.48	10.22
b. Lbs Milk Sold/milk cow/day	29.74	35.72	37.74
c. Gross Milk Receipts (\$/cwt)	\$25.40	\$26.63	\$24.28
d. Mailbox Price (\$/cwt)	\$25.48	\$26.68	\$26.45
f. Fat Test %	4.65%	4.64%	4.26%
g. SNF Test %	8.97%	9.13%	9.11%
<b>Related Data</b>			
a. Percent Dry Cows	24%	13%	12%
b. Yearly Cull Rate	17%	17%	4%
c. Avg. Value (/Drop Bull Calf)	\$10.00	\$4.11	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$260.00	\$227.00	\$211.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$400.00	\$380.88	\$427.91
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	0.05	17.76	14.00
g. Milkers (\$/hr with benefits & taxes)	\$13.39	\$0.00	\$19.03
h. Total Labor (\$/hr)	\$13.47	\$11.95	\$17.91
i. Milk Cow Feed Costs (\$/Cow/Day)	\$1.70	\$4.93	\$6.21
j. Milk Cow Feed Costs (\$/cwt.)	\$5.71	\$13.79	\$16.46