

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2011
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$55.20	\$43.39	\$61.03	\$12.52	\$55.45	\$53.83	\$27.43	\$117.25	\$116.04
b. Wet Feed & Wet Roughage	\$16.35	\$0.00	\$22.87	\$12.41	\$28.42	\$15.65	\$0.00	\$0.00	\$0.00
c. Concentrates	\$76.93	\$42.86	\$78.99	\$58.01	\$103.96	\$85.43	\$71.16	\$69.20	\$107.91
d. Minerals & Supplements	\$3.20	\$0.00	\$0.85	\$0.69	\$4.25	\$8.43	\$0.00	\$0.00	\$0.00
e. Pasture	\$10.27	\$0.00	\$3.74	\$38.06	\$0.00	\$16.62	\$0.00	\$9.99	\$0.00
Total Feed Costs	\$161.96	\$86.26	\$167.50	\$121.68	\$192.08	\$179.95	\$98.59	\$196.44	\$223.96
Total Feed Costs (\$/cwt.)	\$13.66	\$20.67	\$15.35	\$18.51	\$13.27	\$10.76	\$19.71	\$15.17	\$14.91
Total Hired Labor	\$31.91	\$1.51	\$32.40	\$17.25	\$36.96	\$41.54	\$32.74	\$57.02	\$28.96
Total Hired Labor Costs (\$/cwt.)	\$2.69	\$0.36	\$2.97	\$2.62	\$2.55	\$2.48	\$6.54	\$4.40	\$1.93
Herd Replacement	\$15.65	\$14.74	\$21.50	\$4.26	\$14.86	-\$1.14	\$7.75	\$19.57	\$27.95
Less: Calf Income (\$/Cow/Month)	\$6.95	\$7.97	\$3.95	\$7.37	\$5.33	\$3.97	\$5.04	\$7.68	\$7.54
Total Herd Replacement	\$8.70	\$6.78	\$17.54	-\$3.11	\$9.53	-\$5.11	\$2.71	\$11.89	\$20.41
Total Replacement Costs (\$/cwt.)	\$0.73	\$1.62	\$1.61	-\$0.47	\$0.66	-\$0.31	\$0.54	\$0.92	\$1.36
Total Operating Costs	\$51.04	\$44.27	\$52.95	\$43.54	\$57.67	\$54.72	\$19.92	\$69.41	\$44.81
Total Operating Costs (\$/cwt.)	\$4.30	\$10.61	\$4.85	\$6.62	\$3.98	\$3.27	\$3.98	\$5.36	\$2.98
Total Milk Marketing Costs	\$3.85	\$4.18	\$7.23	\$1.26	\$2.01	\$10.64	\$5.72	\$5.89	\$7.25
Total Milk Marketing Costs (\$/cwt.)	\$0.32	\$1.00	\$0.66	\$0.19	\$0.14	\$0.64	\$1.14	\$0.45	\$0.48
Total Cost (\$/Cow/Month)	\$257.47	\$142.99	\$277.62	\$180.62	\$298.25	\$281.75	\$159.67	\$340.65	\$325.39
Total Cost (\$/cwt)	\$21.71	\$34.26	\$25.45	\$27.48	\$20.60	\$16.85	\$31.92	\$26.30	\$21.67
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	11.86	4.17	10.91	6.57	14.48	16.72	5.00	12.95	15.02
b. Lbs Milk Sold/milk cow/day	50.21	29.46	42.04	35.32	55.75	63.80	24.86	53.31	57.21
c. Gross Milk Receipts (\$/cwt)	\$25.93	\$29.29	\$32.04	\$25.07	\$25.01	\$29.32	\$27.65	\$23.96	\$25.47
d. Mailbox Price (\$/cwt)	\$28.17	\$28.87	\$32.25	\$29.87	\$25.87	\$29.38	\$26.50	\$25.10	\$26.64
f. Income Over Feed Cost (\$/cwt)	\$14.52	\$8.20	\$16.90	\$11.35	\$12.60	\$18.62	\$6.79	\$9.93	\$11.73
g. Fat Test %	3.99%	4.93%	4.96%	4.39%	3.73%	4.11%	4.77%	3.65%	3.56%
h. SNF Test %	8.96%	9.25%	9.36%	9.25%	8.85%	9.00%	9.46%	8.65%	8.80%
Related Data									
a. Percent Dry Cows	21%	53%	14%	38%	13%	13%	33%	19%	13%
b. Yearly Cull Rate	28%	16%	25%	7%	27%	56%	37%	26%	41%
c. Avg. Value (/Drop Bull Calf)	\$39.23	\$6.00	\$7.50	\$11.94	\$35.48	\$50.00	\$50.00	\$50.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$218.92	\$120.00	\$218.00	\$211.00	\$225.20	\$210.00	\$0.00	\$251.12	\$235.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$419.36	\$452.01	\$391.72	\$473.82	\$404.67	\$359.62	\$449.59	\$472.98	\$476.87
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.32	13.35	13.44	13.45	20.55	20.23	15.70	12.00	17.00
g. Milkers (\$/hr with benefits & taxes)	\$13.31	\$0.00	\$22.48	\$20.33	\$20.25	\$14.11	\$12.68	\$12.51	\$11.49
h. Total Labor (\$/hr)	\$13.70	\$11.86	\$21.10	\$17.44	\$17.42	\$14.26	\$12.20	\$13.35	\$10.99
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.30	\$5.08	\$5.69	\$5.80	\$7.15	\$6.60	\$4.45	\$7.36	\$8.28
j. Milk Cow Feed Costs (\$/cwt.)	\$12.55	\$17.25	\$13.54	\$16.43	\$12.83	\$10.35	\$17.88	\$13.80	\$14.48

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Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$47.15	\$64.57
b. Wet Feed & Wet Roughage	\$23.74	\$14.84
c. Concentrates	\$72.43	\$61.93
d. Minerals & Supplements	\$2.26	\$8.52
e. Pasture	\$5.91	\$0.75
Total Feed Costs	\$151.49	\$150.60
Total Feed Costs (\$/cwt.)	\$11.65	\$14.78
Total Hired Labor	\$31.88	\$31.94
Total Hired Labor Costs (\$/cwt.)	\$2.45	\$3.13
Herd Replacement	\$20.68	\$26.64
Less: Calf Income (\$/Cow/Month)	\$7.96	\$9.49
Total Herd Replacement	\$12.72	\$17.16
Total Replacement Costs (\$/cwt.)	\$0.98	\$1.68
Total Operating Costs	\$50.17	\$50.15
Total Operating Costs (\$/cwt.)	\$3.86	\$4.92
Total Milk Marketing Costs	\$2.42	\$2.36
Total Milk Marketing Costs (\$/cwt.)	\$0.19	\$0.23
Total Cost (\$/Cow/Month)	\$248.68	\$252.20
Total Cost (\$/cwt)	\$19.12	\$24.74
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	13.01	10.19
b. Lbs Milk Sold/milk cow/day	53.76	42.35
c. Gross Milk Receipts (\$/cwt)	\$25.79	\$23.34
d. Mailbox Price (\$/cwt)	\$29.34	\$28.66
f. Income Over Feed Cost (\$/cwt)	\$17.69	\$13.89
g. Fat Test %	3.95%	4.12%
h. SNF Test %	9.02%	8.84%
Related Data		
a. Percent Dry Cows	19%	20%
b. Yearly Cull Rate	25%	34%
c. Avg. Value (/Drop Bull Calf)	\$50.00	\$71.48
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$220.00	\$200.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$316.34	\$402.95
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.35	12.65
g. Milkers (\$/hr with benefits & taxes)	\$10.97	\$10.17
h. Total Labor (\$/hr)	\$12.26	\$10.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.60	\$5.43
j. Milk Cow Feed Costs (\$/cwt.)	\$10.41	\$12.83