

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2011
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$31.23	\$43.72	\$8.76	\$40.08	\$21.26	\$52.21	\$41.80	\$54.80	\$0.00
b. Wet Feed & Wet Roughage	\$9.56	\$4.56	\$0.00	\$12.73	\$0.00	\$12.80	\$0.00	\$18.91	\$0.00
c. Concentrates	\$87.67	\$56.01	\$91.89	\$87.44	\$104.45	\$88.32	\$97.45	\$58.35	\$79.46
d. Minerals & Supplements	\$3.41	\$7.44	\$0.00	\$0.75	\$0.00	\$0.00	\$0.00	\$8.64	\$0.36
e. Pasture	\$45.87	\$52.74	\$16.07	\$29.83	\$4.57	\$55.89	\$93.45	\$12.96	\$82.55
Total Feed Costs	\$177.74	\$164.46	\$116.72	\$170.83	\$130.28	\$209.22	\$232.71	\$153.65	\$162.37
Total Feed Costs (\$/cwt.)	\$13.61	\$10.43	\$15.62	\$15.08	\$14.22	\$16.43	\$16.14	\$13.53	\$15.26
Total Hired Labor	\$31.82	\$35.99	\$2.70	\$32.27	\$29.13	\$46.71	\$26.83	\$30.75	\$23.78
Total Hired Labor Costs (\$/cwt.)	\$2.44	\$2.28	\$0.36	\$2.85	\$3.18	\$3.67	\$1.86	\$2.71	\$2.23
Total Herd Replacement	\$8.70	-\$6.99	\$11.56	\$20.17	\$4.54	\$13.65	\$13.65	\$14.53	\$6.52
Total Replacement Costs (\$/cwt.)	\$0.67	-\$0.44	\$1.55	\$1.78	\$0.50	\$1.07	\$0.95	\$1.28	\$0.61
Total Operating Costs	\$52.49	\$45.43	\$57.42	\$46.78	\$31.41	\$67.92	\$30.37	\$56.46	\$43.18
Total Operating Costs (\$/cwt.)	\$4.02	\$2.88	\$7.69	\$4.13	\$3.43	\$5.34	\$2.11	\$4.97	\$4.06
Total Milk Marketing Costs	\$3.91	\$10.47	\$5.21	\$7.39	\$7.00	\$5.79	\$7.00	\$2.54	\$2.31
Total Milk Marketing Costs (\$/cwt.)	\$0.30	\$0.66	\$0.70	\$0.65	\$0.76	\$0.45	\$0.49	\$0.22	\$0.22
Total Cost (\$/Cow/Month)	\$274.67	\$249.37	\$193.61	\$277.44	\$202.36	\$343.28	\$310.56	\$257.95	\$238.17
Total Cost (\$/cwt)	\$21.04	\$15.82	\$25.91	\$24.50	\$22.09	\$26.97	\$21.54	\$22.72	\$22.38
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.06	15.76	7.47	11.33	9.16	12.73	14.42	11.36	10.64
b. Lbs Milk Sold/milk cow/day	50.91	63.34	32.81	43.89	36.69	51.78	54.94	47.06	39.82
c. Gross Milk Receipts (\$/cwt)	\$25.53	\$28.98	\$27.58	\$31.28	\$26.76	\$23.69	\$25.13	\$22.45	\$24.12
d. Mailbox Price (\$/cwt)	\$27.65	\$29.01	\$27.30	\$31.46	\$26.08	\$23.78	\$25.67	\$25.44	\$27.05
f. Income Over Feed Cost (\$/cwt)	\$14.04	\$18.58	\$11.68	\$16.38	\$11.86	\$7.35	\$9.53	\$11.91	\$11.79
g. Fat Test %	3.81%	3.85%	4.41%	4.62%	4.44%	3.63%	3.56%	3.76%	4.21%
h. SNF Test %	8.88%	8.92%	9.29%	9.35%	9.39%	8.58%	8.64%	8.75%	9.04%
Related Data									
a. Percent Dry Cows	15%	18%	25%	15%	18%	19%	13%	20%	12%
b. Yearly Cull Rate	26%	40%	22%	29%	32%	27%	28%	29%	14%
c. Avg. Value (/Drop Bull Calf)	\$62.14	\$60.00	\$5.68	\$11.00	\$49.52	\$50.00	\$50.00	\$80.32	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$234.58	\$210.00	\$120.00	\$218.00	\$0.00	\$340.00	\$310.00	\$200.00	\$239.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$445.82	\$399.81	\$490.00	\$430.26	\$464.50	\$478.75	\$476.64	\$420.76	\$472.32
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.55	12.75	16.47	14.27	18.00	15.00	15.33	11.21	12.65
g. Milkers (\$/hr with benefits & taxes)	\$13.87	\$13.77	\$12.01	\$22.48	\$12.68	\$14.64	\$11.51	\$10.56	\$20.31
h. Total Labor (\$/hr)	\$14.03	\$14.29	\$12.03	\$21.12	\$12.22	\$13.42	\$11.02	\$11.10	\$18.25
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.45	\$6.07	\$4.88	\$5.77	\$4.99	\$7.71	\$8.28	\$5.46	\$5.82
j. Milk Cow Feed Costs (\$/cwt.)	\$12.67	\$9.59	\$14.89	\$13.15	\$13.59	\$14.89	\$15.07	\$11.59	\$14.61

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Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$34.04	\$21.99
b. Wet Feed & Wet Roughage	\$15.35	\$11.88
c. Concentrates	\$95.44	\$119.62
d. Minerals & Supplements	\$3.79	\$4.10
e. Pasture	\$20.13	\$55.17
Total Feed Costs	\$168.75	\$212.77
Total Feed Costs (\$/cwt.)	\$11.78	\$14.42
Total Hired Labor	\$33.93	\$36.42
Total Hired Labor Costs (\$/cwt.)	\$2.37	\$2.47
Total Herd Replacement	\$7.92	\$9.89
Total Replacement Costs (\$/cwt.)	\$0.55	\$0.67
Total Operating Costs	\$60.69	\$58.43
Total Operating Costs (\$/cwt.)	\$4.24	\$3.96
Total Milk Marketing Costs	\$1.56	\$2.04
Total Milk Marketing Costs (\$/cwt.)	\$0.11	\$0.14
Total Cost (\$/Cow/Month)	\$272.85	\$319.55
Total Cost (\$/cwt)	\$19.04	\$21.66
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	14.33	14.75
b. Lbs Milk Sold/milk cow/day	55.22	55.66
c. Gross Milk Receipts (\$/cwt)	\$25.86	\$25.03
d. Mailbox Price (\$/cwt)	\$30.76	\$25.89
f. Income Over Feed Cost (\$/cwt)	\$18.99	\$11.47
g. Fat Test %	3.72%	3.54%
h. SNF Test %	8.96%	8.74%
Related Data		
a. Percent Dry Cows	14%	13%
b. Yearly Cull Rate	24%	26%
c. Avg. Value (/Drop Bull Calf)	\$80.00	\$75.96
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$220.00	\$263.01
e. Grain, Mnrls & Splmnts (\$/ton)	\$374.61	\$450.05
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	19.91	20.65
g. Milkers (\$/hr with benefits & taxes)	\$11.16	\$20.02
h. Total Labor (\$/hr)	\$12.81	\$17.21
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.15	\$7.67
j. Milk Cow Feed Costs (\$/cwt.)	\$11.14	\$13.78