

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2011**  
**California Organic**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	<b>CAorganic</b>								
a. Dry Roughage	\$39.66	\$82.80	\$2.71	\$49.88	\$19.49	\$1.97	\$29.30	\$65.75	\$0.00
b. Wet Feed & Wet Roughage	\$13.82	\$26.96	\$0.00	\$17.56	\$0.00	\$19.17	\$0.00	\$10.72	\$0.00
c. Concentrates	\$103.26	\$120.84	\$108.13	\$97.80	\$113.37	\$97.28	\$113.12	\$91.64	\$80.85
d. Minerals & Supplements	\$3.45	\$7.45	\$0.00	\$0.75	\$0.00	\$0.00	\$0.00	\$8.64	\$0.37
e. Pasture	\$44.16	\$6.75	\$52.28	\$16.27	\$6.17	\$68.88	\$105.87	\$22.58	\$82.48
<b>Total Feed Costs</b>	<b>\$204.34</b>	<b>\$244.80</b>	<b>\$163.11</b>	<b>\$182.26</b>	<b>\$139.02</b>	<b>\$187.29</b>	<b>\$248.29</b>	<b>\$199.33</b>	<b>\$163.70</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$15.56</b>	<b>\$13.32</b>	<b>\$17.39</b>	<b>\$16.93</b>	<b>\$14.71</b>	<b>\$14.11</b>	<b>\$17.30</b>	<b>\$16.73</b>	<b>\$16.13</b>
<b>Total Hired Labor</b>	<b>\$33.45</b>	<b>\$39.23</b>	<b>\$1.62</b>	<b>\$31.80</b>	<b>\$26.54</b>	<b>\$50.49</b>	<b>\$26.61</b>	<b>\$32.12</b>	<b>\$23.94</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$2.55</b>	<b>\$2.13</b>	<b>\$0.17</b>	<b>\$2.95</b>	<b>\$2.81</b>	<b>\$3.80</b>	<b>\$1.85</b>	<b>\$2.70</b>	<b>\$2.36</b>
<b>Total Herd Replacement</b>	<b>\$10.83</b>	<b>\$0.94</b>	<b>\$15.82</b>	<b>\$12.40</b>	<b>\$3.82</b>	<b>\$10.75</b>	<b>\$9.66</b>	<b>\$16.01</b>	<b>\$10.48</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$0.82</b>	<b>\$0.05</b>	<b>\$1.69</b>	<b>\$1.15</b>	<b>\$0.40</b>	<b>\$0.81</b>	<b>\$0.67</b>	<b>\$1.34</b>	<b>\$1.03</b>
<b>Total Operating Costs</b>	<b>\$56.39</b>	<b>\$46.11</b>	<b>\$68.68</b>	<b>\$54.99</b>	<b>\$32.75</b>	<b>\$72.73</b>	<b>\$29.94</b>	<b>\$67.76</b>	<b>\$41.82</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$4.29</b>	<b>\$2.51</b>	<b>\$7.32</b>	<b>\$5.11</b>	<b>\$3.47</b>	<b>\$5.48</b>	<b>\$2.09</b>	<b>\$5.69</b>	<b>\$4.12</b>
<b>Total Milk Marketing Costs</b>	<b>\$3.52</b>	<b>\$6.84</b>	<b>\$6.06</b>	<b>\$6.99</b>	<b>\$6.98</b>	<b>\$6.02</b>	<b>\$6.93</b>	<b>\$2.46</b>	<b>\$2.32</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.27</b>	<b>\$0.37</b>	<b>\$0.65</b>	<b>\$0.65</b>	<b>\$0.74</b>	<b>\$0.45</b>	<b>\$0.48</b>	<b>\$0.21</b>	<b>\$0.23</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$308.54</b>	<b>\$337.91</b>	<b>\$255.28</b>	<b>\$288.43</b>	<b>\$209.11</b>	<b>\$327.29</b>	<b>\$321.42</b>	<b>\$317.68</b>	<b>\$242.25</b>
<b>Total Cost (\$/cwt)</b>	<b>\$23.49</b>	<b>\$18.38</b>	<b>\$27.22</b>	<b>\$26.79</b>	<b>\$22.13</b>	<b>\$24.66</b>	<b>\$22.39</b>	<b>\$26.66</b>	<b>\$23.86</b>
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.14	18.38	9.38	10.77	9.45	13.27	14.36	11.92	10.15
b. Lbs Milk Sold/milk cow/day	49.68	73.75	38.86	39.14	36.59	50.05	53.52	45.58	36.66
c. Gross Milk Receipts (\$/cwt)	\$24.69	\$27.23	\$28.53	\$31.69	\$28.11	\$24.53	\$25.62	\$22.72	\$24.90
d. Mailbox Price (\$/cwt)	\$27.09	\$28.77	\$28.48	\$31.88	\$27.71	\$24.86	\$25.89	\$26.38	\$28.43
f. Income Over Feed Cost (\$/cwt)	\$11.53	\$15.45	\$11.09	\$14.95	\$12.99	\$10.75	\$8.59	\$9.65	\$12.30
g. Fat Test %	3.83%	3.86%	4.54%	4.69%	4.57%	3.59%	3.48%	3.80%	4.45%
h. SNF Test %	8.82%	8.90%	9.20%	9.31%	9.39%	8.54%	8.51%	8.78%	9.05%
<b>Related Data</b>									
a. Percent Dry Cows	14%	19%	21%	10%	16%	14%	13%	15%	10%
b. Yearly Cull Rate	30%	43%	27%	32%	14%	32%	26%	27%	23%
c. Avg. Value (/Drop Bull Calf)	\$58.81	\$60.00	\$6.00	\$13.49	\$50.00	\$60.00	\$50.00	\$77.50	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$298.43	\$300.00	\$208.50	\$218.00	\$0.00	\$340.00	\$315.00	\$265.28	\$239.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$471.87	\$442.80	\$497.63	\$468.36	\$487.49	\$489.73	\$553.25	\$468.71	\$488.50
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.02	23.25	18.00	14.21	18.00	15.00	15.00	15.03	12.00
g. Milkers (\$/hr with benefits & taxes)	\$13.48	\$13.64	\$0.00	\$22.48	\$12.68	\$14.63	\$11.50	\$10.56	\$19.57
h. Total Labor (\$/hr)	\$13.78	\$14.21	\$12.02	\$21.12	\$12.22	\$13.40	\$11.01	\$11.10	\$17.94
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.28	\$9.56	\$6.52	\$6.17	\$5.18	\$6.56	\$8.70	\$6.94	\$5.60
j. Milk Cow Feed Costs (\$/cwt.)	\$14.66	\$12.96	\$16.78	\$15.75	\$14.17	\$13.11	\$16.25	\$15.23	\$15.29

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Dairy ID Number	9	10
<b>Feed Costs</b>		
a. Dry Roughage	\$52.11	\$38.70
b. Wet Feed & Wet Roughage	\$16.57	\$23.71
c. Concentrates	\$102.93	\$117.49
d. Minerals & Supplements	\$3.96	\$4.02
e. Pasture	\$24.29	\$48.29
<b>Total Feed Costs</b>	\$199.86	\$232.21
<b>Total Feed Costs (\$/cwt.)</b>	\$14.71	\$16.56
<b>Total Hired Labor</b>	\$37.76	\$36.37
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.78	\$2.59
<b>Total Herd Replacement</b>	\$11.12	\$12.92
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.82	\$0.92
<b>Total Operating Costs</b>	\$62.20	\$65.53
<b>Total Operating Costs (\$/cwt.)</b>	\$4.58	\$4.67
<b>Total Milk Marketing Costs</b>	\$1.49	\$1.59
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.11	\$0.11
<b>Total Cost (\$/Cow/Month)</b>	\$312.43	\$348.63
<b>Total Cost (\$/cwt)</b>	\$22.99	\$24.86
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt.)	13.59	14.03
b. Lbs Milk Sold/milk cow/day	51.78	52.48
c. Gross Milk Receipts (\$/cwt)	\$21.58	\$25.20
d. Mailbox Price (\$/cwt)	\$26.75	\$26.09
f. Income Over Feed Cost (\$/cwt)	\$12.04	\$9.53
g. Fat Test %	3.74%	3.48%
h. SNF Test %	8.80%	8.72%
<b>Related Data</b>		
a. Percent Dry Cows	14%	13%
b. Yearly Cull Rate	32%	28%
c. Avg. Value (/Drop Bull Calf)	\$70.00	\$66.01
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$330.00	\$322.19
e. Grain, Mnrls & Splmnts (\$/ton)	\$386.13	\$436.44
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	20.56	20.49
g. Milkers (\$/hr with benefits & taxes)	\$10.60	\$19.96
h. Total Labor (\$/hr)	\$12.36	\$17.13
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.17	\$8.20
j. Milk Cow Feed Costs (\$/cwt.)	\$13.85	\$15.63