

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2011
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$60.64	\$17.52	\$81.57	\$23.40	\$68.83	\$85.78	\$93.80	\$53.81	\$77.61
b. Wet Feed & Wet Roughage	\$24.82	\$29.85	\$27.74	\$38.44	\$28.61	\$0.00	\$10.31	\$24.41	\$40.95
c. Concentrates	\$101.02	\$63.03	\$120.82	\$95.39	\$90.41	\$98.85	\$76.95	\$109.70	\$123.55
d. Minerals & Supplements	\$3.24	\$0.34	\$7.22	\$0.27	\$0.00	\$0.00	\$8.95	\$3.94	\$3.88
e. Pasture	\$20.42	\$27.75	\$3.30	\$25.49	\$21.32	\$71.82	\$17.38	\$17.87	\$0.00
Total Feed Costs	\$210.14	\$138.50	\$240.65	\$182.98	\$209.18	\$256.45	\$207.40	\$209.74	\$246.00
Total Feed Costs (\$/cwt.)	\$18.48	\$24.55	\$14.51	\$15.40	\$18.84	\$19.40	\$18.86	\$19.69	\$18.09
Total Hired Labor	\$33.80	\$21.23	\$38.18	\$35.02	\$54.10	\$26.52	\$31.08	\$39.67	\$36.80
Total Hired Labor Costs (\$/cwt.)	\$2.97	\$3.76	\$2.30	\$2.95	\$4.87	\$2.01	\$2.83	\$3.72	\$2.71
Total Herd Replacement	\$11.65	\$15.37	\$6.26	\$7.18	\$13.95	\$6.54	\$15.56	\$5.66	\$16.75
Total Replacement Costs (\$/cwt.)	\$1.02	\$2.72	\$0.38	\$0.60	\$1.26	\$0.49	\$1.41	\$0.53	\$1.23
Total Operating Costs	\$56.42	\$56.74	\$39.11	\$50.24	\$72.72	\$37.33	\$66.96	\$59.04	\$65.32
Total Operating Costs (\$/cwt.)	\$4.96	\$10.06	\$2.36	\$4.23	\$6.55	\$2.82	\$6.09	\$5.54	\$4.80
Total Milk Marketing Costs	\$3.08	\$1.55	\$3.69	\$4.92	\$4.42	\$5.37	\$2.52	\$1.49	\$1.91
Total Milk Marketing Costs (\$/cwt.)	\$0.27	\$0.28	\$0.22	\$0.41	\$0.40	\$0.41	\$0.23	\$0.14	\$0.14
Total Cost (\$/Cow/Month)	\$315.09	\$233.39	\$327.88	\$280.34	\$354.36	\$332.22	\$323.52	\$315.58	\$366.79
Total Cost (\$/cwt)	\$27.71	\$41.38	\$19.77	\$23.60	\$31.92	\$25.13	\$29.42	\$29.63	\$26.97
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	11.37	5.64	16.58	11.88	11.10	13.22	11.00	10.65	13.60
b. Lbs Milk Sold/milk cow/day	42.68	19.72	62.80	43.37	41.13	48.33	43.90	41.96	50.76
c. Gross Milk Receipts (\$/cwt)	\$25.74	\$27.61	\$27.87	\$26.10	\$24.38	\$24.44	\$22.96	\$22.47	\$26.43
d. Mailbox Price (\$/cwt)	\$29.01	\$32.16	\$30.11	\$28.77	\$27.35	\$26.41	\$29.42	\$27.99	\$28.12
f. Income Over Feed Cost (\$/cwt)	\$10.53	\$7.60	\$15.60	\$13.37	\$8.51	\$7.01	\$10.56	\$8.29	\$10.03
g. Fat Test %	4.08%	5.21%	4.02%	4.07%	3.80%	3.65%	3.88%	4.05%	3.83%
h. SNF Test %	8.90%	9.45%	8.98%	8.60%	8.58%	8.37%	8.79%	9.01%	8.89%
Related Data									
a. Percent Dry Cows	13%	7%	14%	11%	12%	11%	18%	17%	13%
b. Yearly Cull Rate	31%	29%	29%	16%	32%	20%	29%	47%	30%
c. Avg. Value (/Drop Bull Calf)	\$67.38	\$0.00	\$71.16	\$60.00	\$56.92	\$50.00	\$86.90	\$81.70	\$68.21
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$309.93	\$245.00	\$300.00	\$325.00	\$340.00	\$310.00	\$285.00	\$330.00	\$328.60
e. Grain, Mnrls & Splmnts (\$/ton)	\$503.33	\$492.40	\$455.70	\$486.36	\$467.02	\$589.78	\$502.88	\$491.67	\$454.20
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.07	9.00	21.28	14.00	14.34	12.05	11.92	17.59	20.58
g. Milkers (\$/hr with benefits & taxes)	\$14.17	\$22.32	\$13.81	\$15.87	\$14.82	\$11.75	\$11.53	\$11.29	\$19.95
h. Total Labor (\$/hr)	\$14.47	\$20.17	\$14.08	\$17.04	\$13.73	\$11.27	\$12.06	\$13.04	\$17.13
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.46	\$4.69	\$8.94	\$6.40	\$7.54	\$8.85	\$7.41	\$7.67	\$8.70
j. Milk Cow Feed Costs (\$/cwt.)	\$17.48	\$23.77	\$14.24	\$14.75	\$18.33	\$18.31	\$16.89	\$18.27	\$17.14

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$32.08	\$64.57	\$19.77
b. Wet Feed & Wet Roughage	\$0.00	\$24.15	\$0.00
c. Concentrates	\$136.77	\$106.68	\$109.38
d. Minerals & Supplements	\$0.00	\$0.75	\$0.00
e. Pasture	\$66.99	\$14.79	\$5.15
Total Feed Costs	\$235.84	\$210.95	\$134.30
Total Feed Costs (\$/cwt.)	\$25.95	\$20.08	\$18.04
Total Hired Labor	\$1.72	\$31.80	\$27.37
Total Hired Labor Costs (\$/cwt.)	\$0.19	\$3.03	\$3.68
Total Herd Replacement	\$19.84	\$25.06	\$4.12
Total Replacement Costs (\$/cwt.)	\$2.18	\$2.39	\$0.55
Total Operating Costs	\$66.97	\$51.20	\$36.55
Total Operating Costs (\$/cwt.)	\$7.37	\$4.87	\$4.91
Total Milk Marketing Costs	\$5.39	\$6.97	\$5.43
Total Milk Marketing Costs (\$/cwt.)	\$0.59	\$0.66	\$0.73
Total Cost (\$/Cow/Month)	\$329.75	\$325.98	\$207.76
Total Cost (\$/cwt)	\$36.28	\$31.03	\$27.91
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	9.09	10.50	7.44
b. Lbs Milk Sold/milk cow/day	32.61	37.91	29.43
c. Gross Milk Receipts (\$/cwt)	\$29.05	\$33.33	\$33.60
d. Mailbox Price (\$/cwt)	\$31.36	\$33.55	\$33.16
f. Income Over Feed Cost (\$/cwt)	\$5.41	\$13.46	\$15.12
g. Fat Test %	4.80%	5.21%	4.75%
h. SNF Test %	9.41%	9.43%	9.54%
Related Data			
a. Percent Dry Cows	9%	10%	18%
b. Yearly Cull Rate	32%	35%	13%
c. Avg. Value (/Drop Bull Calf)	\$0.00	\$10.44	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$350.00	\$297.57	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$553.63	\$488.43	\$554.53
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.72	14.86	15.60
g. Milkers (\$/hr with benefits & taxes)	\$0.00	\$22.48	\$13.20
h. Total Labor (\$/hr)	\$11.91	\$21.12	\$12.77
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.24	\$7.10	\$5.09
j. Milk Cow Feed Costs (\$/cwt.)	\$25.27	\$18.73	\$17.29