

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 1, 2012**

**California Organic**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	<b>CAorganic</b>								
a. Dry Roughage	\$60.39	\$81.30	\$45.75	\$77.55	\$39.39	\$42.34	\$89.46	\$115.65	\$86.47
b. Wet Feed & Wet Roughage	\$24.11	\$25.08	\$0.00	\$12.73	\$40.32	\$44.64	\$33.34	\$0.00	\$6.83
c. Concentrates	\$102.61	\$120.11	\$65.99	\$101.70	\$83.69	\$27.45	\$123.40	\$108.01	\$95.12
d. Minerals & Supplements	\$7.14	\$7.86	\$0.00	\$0.84	\$3.55	\$0.00	\$0.00	\$0.00	\$13.40
e. Pasture	\$22.29	\$9.84	\$8.21	\$39.30	\$8.12	\$7.72	\$0.00	\$31.34	\$30.75
<b>Total Feed Costs</b>	<b>\$216.53</b>	<b>\$244.19</b>	<b>\$119.95</b>	<b>\$232.11</b>	<b>\$175.07</b>	<b>\$122.15</b>	<b>\$246.20</b>	<b>\$255.00</b>	<b>\$232.57</b>
Total Feed Costs (\$/cwt.)	\$17.80	\$14.22	\$22.12	\$20.62	\$15.91	\$14.82	\$20.47	\$19.18	\$20.08
<b>Total Hired Labor</b>	<b>\$32.89</b>	<b>\$38.21</b>	<b>\$1.63</b>	<b>\$31.81</b>	<b>\$38.77</b>	<b>\$16.52</b>	<b>\$46.78</b>	<b>\$26.03</b>	<b>\$33.87</b>
Total Hired Labor Costs (\$/cwt.)	\$2.70	\$2.23	\$0.30	\$2.83	\$3.52	\$2.01	\$3.89	\$1.96	\$2.92
<b>Total Herd Replacement</b>	<b>\$18.51</b>	<b>\$18.73</b>	<b>\$21.03</b>	<b>\$28.77</b>	<b>\$13.24</b>	<b>\$30.61</b>	<b>\$18.49</b>	<b>\$12.58</b>	<b>\$18.90</b>
Total Replacement Costs (\$/cwt.)	\$1.52	\$1.09	\$3.88	\$2.56	\$1.20	\$3.72	\$1.54	\$0.95	\$1.63
<b>Total Operating Costs</b>	<b>\$50.24</b>	<b>\$41.32</b>	<b>\$43.31</b>	<b>\$44.21</b>	<b>\$51.20</b>	<b>\$64.92</b>	<b>\$65.34</b>	<b>\$34.25</b>	<b>\$52.42</b>
Total Operating Costs (\$/cwt.)	\$4.13	\$2.41	\$7.99	\$3.93	\$4.65	\$7.88	\$5.43	\$2.58	\$4.53
<b>Total Milk Marketing Costs</b>	<b>\$2.46</b>	<b>\$2.78</b>	<b>\$3.09</b>	<b>\$7.23</b>	<b>\$2.64</b>	<b>\$3.73</b>	<b>\$3.01</b>	<b>\$3.20</b>	<b>\$2.51</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.20	\$0.16	\$0.57	\$0.64	\$0.24	\$0.45	\$0.25	\$0.24	\$0.22
<b>Total Cost (\$/Cow/Month)</b>	<b>\$320.63</b>	<b>\$345.23</b>	<b>\$189.01</b>	<b>\$344.14</b>	<b>\$280.93</b>	<b>\$237.93</b>	<b>\$379.81</b>	<b>\$331.07</b>	<b>\$340.28</b>
Total Cost (\$/cwt)	\$26.36	\$20.11	\$34.85	\$30.57	\$25.53	\$28.88	\$31.57	\$24.90	\$29.38
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.16	17.17	5.42	11.26	11.00	8.24	12.03	13.29	11.58
b. Lbs Milk Sold/milk cow/day	48.76	63.14	36.60	42.88	45.03	32.61	42.63	50.78	46.70
c. Gross Milk Receipts (\$/cwt)	\$25.78	\$28.71	\$32.36	\$32.06	\$28.91	\$25.75	\$23.69	\$28.41	\$28.02
d. Mailbox Price (\$/cwt)	\$30.64	\$31.40	\$33.99	\$32.28	\$31.24	\$30.39	\$29.55	\$31.06	\$30.70
f. Income Over Feed Cost (\$/cwt)	\$12.84	\$17.18	\$11.88	\$11.66	\$15.33	\$15.56	\$9.09	\$11.88	\$10.62
g. Fat Test %	4.00%	3.97%	4.81%	4.87%	4.07%	4.46%	3.78%	3.63%	4.00%
h. SNF Test %	8.93%	8.96%	9.31%	9.43%	8.65%	8.93%	8.61%	8.61%	8.94%
<b>Related Data</b>									
a. Percent Dry Cows	18%	10%	51%	13%	19%	17%	7%	14%	18%
b. Yearly Cull Rate	31%	27%	27%	35%	14%	61%	29%	17%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.36	\$0.27	\$0.06	\$0.03	\$0.27	\$0.05	\$0.47	\$0.23	\$0.44
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$313.29	\$300.00	\$350.00	\$338.00	\$325.00	\$290.00	\$340.00	\$310.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$540.90	\$460.00	\$556.36	\$496.91	\$485.14	\$500.00	\$583.04	\$620.42	\$636.25
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.78	20.48	16.00	14.35	14.00	4.35	15.00	13.09	13.77
g. Milkers (\$/hr with benefits & taxes)	\$14.52	\$13.98	\$0.00	\$22.69	\$16.25	\$13.41	\$14.64	\$11.59	\$13.57
h. Total Labor (\$/hr)	\$14.62	\$14.37	\$11.95	\$21.30	\$16.63	\$13.41	\$13.47	\$11.15	\$13.48
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.93	\$8.86	\$6.37	\$7.95	\$6.62	\$4.34	\$8.36	\$9.09	\$8.73
j. Milk Cow Feed Costs (\$/cwt.)	\$16.27	\$14.03	\$17.41	\$18.53	\$14.71	\$13.31	\$19.61	\$17.91	\$18.70

**CDFA - DAIRY MARKETING BRANCH**

**FEEDBACK - Quarter 1, 2012**

**California Organic**

<b>Dairy ID Number</b>	9	10	11
<b>Feed Costs</b>			
a. Dry Roughage	\$14.25	\$39.40	\$69.11
b. Wet Feed & Wet Roughage	\$30.25	\$23.61	\$32.84
c. Concentrates	\$62.47	\$115.88	\$133.69
d. Minerals & Supplements	\$20.60	\$5.79	\$3.95
e. Pasture	\$16.53	\$44.89	\$14.82
<b>Total Feed Costs</b>	\$144.10	\$229.57	\$254.41
Total Feed Costs (\$/cwt.)	\$21.91	\$16.86	\$17.54
<b>Total Hired Labor</b>	\$18.66	\$38.76	\$36.07
Total Hired Labor Costs (\$/cwt.)	\$2.84	\$2.85	\$2.49
<b>Total Herd Replacement</b>	\$16.11	\$16.84	\$22.98
Total Replacement Costs (\$/cwt.)	\$2.45	\$1.24	\$1.58
<b>Total Operating Costs</b>	\$34.92	\$58.40	\$59.59
Total Operating Costs (\$/cwt.)	\$5.31	\$4.29	\$4.11
<b>Total Milk Marketing Costs</b>	\$1.26	\$1.75	\$1.90
Total Milk Marketing Costs (\$/cwt.)	\$0.19	\$0.13	\$0.13
<b>Total Cost (\$/Cow/Month)</b>	\$215.05	\$345.31	\$374.96
Total Cost (\$/cwt)	\$32.70	\$25.37	\$25.85
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt.)	6.58	13.61	14.51
b. Lbs Milk Sold/milk cow/day	34.91	51.13	54.86
c. Gross Milk Receipts (\$/cwt)	\$27.22	\$22.47	\$21.89
d. Mailbox Price (\$/cwt)	\$32.15	\$30.14	\$29.39
f. Income Over Feed Cost (\$/cwt)	\$10.24	\$13.27	\$11.85
g. Fat Test %	4.36%	4.00%	3.82%
h. SNF Test %	9.21%	9.05%	8.90%
<b>Related Data</b>			
a. Percent Dry Cows	38%	12%	13%
b. Yearly Cull Rate	28%	51%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.45	\$0.52	\$0.36
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$244.00	\$330.00	\$334.79
e. Grain, Mnrls & Splmnts (\$/ton)	\$580.16	\$509.43	\$473.91
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	13.58	17.73	21.63
g. Milkers (\$/hr with benefits & taxes)	\$20.50	\$11.00	\$20.20
h. Total Labor (\$/hr)	\$18.37	\$12.95	\$17.39
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.76	\$8.20	\$9.10
j. Milk Cow Feed Costs (\$/cwt.)	\$13.64	\$16.04	\$16.59