

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2012**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$38.62	\$66.56	\$19.65	\$53.69	\$2.12	\$38.24	\$23.91	\$93.91	\$35.47
b. Wet Feed & Wet Roughage	\$11.67	\$8.37	\$0.00	\$6.34	\$44.01	\$0.00	\$0.00	\$29.63	\$0.00
c. Concentrates	\$106.89	\$96.71	\$109.60	\$98.16	\$96.26	\$30.29	\$151.27	\$107.82	\$107.41
d. Minerals & Supplements	\$4.40	\$7.72	\$0.00	\$0.73	\$1.83	\$0.00	\$0.00	\$0.00	\$0.00
e. Pasture	\$60.15	\$60.02	\$13.28	\$69.49	\$22.98	\$132.22	\$13.43	\$12.47	\$106.46
Total Feed Costs	\$221.72	\$239.38	\$142.53	\$228.41	\$167.20	\$200.75	\$188.62	\$243.83	\$249.35
Total Feed Costs (\$/cwt.)	\$16.56	\$15.06	\$17.67	\$19.18	\$13.07	\$17.72	\$26.61	\$20.25	\$17.16
Total Hired Labor	\$33.71	\$41.67	\$1.58	\$31.33	\$42.48	\$17.63	\$25.45	\$46.26	\$24.83
Total Hired Labor Costs (\$/cwt.)	\$2.52	\$2.62	\$0.20	\$2.63	\$3.32	\$1.56	\$3.59	\$3.84	\$1.71
Total Herd Replacement	\$17.56	\$20.96	\$13.88	\$24.88	\$13.81	\$30.90	\$5.46	\$17.67	\$12.34
Total Replacement Costs (\$/cwt.)	\$1.31	\$1.32	\$1.72	\$2.09	\$1.08	\$2.73	\$0.77	\$1.47	\$0.85
Total Operating Costs	\$55.04	\$48.24	\$60.97	\$48.47	\$51.39	\$74.29	\$30.05	\$76.76	\$38.32
Total Operating Costs (\$/cwt.)	\$4.11	\$3.04	\$7.56	\$4.07	\$4.02	\$6.56	\$4.24	\$6.37	\$2.64
Total Milk Marketing Costs	\$2.75	\$3.48	\$2.77	\$7.51	\$2.95	\$4.43	\$3.52	\$3.04	\$2.98
Total Milk Marketing Costs (\$/cwt.)	\$0.21	\$0.22	\$0.34	\$0.63	\$0.23	\$0.39	\$0.50	\$0.25	\$0.21
Total Cost (\$/Cow/Month)	\$330.80	\$353.73	\$221.73	\$340.59	\$277.83	\$328.00	\$253.09	\$387.56	\$327.81
Total Cost (\$/cwt)	\$24.70	\$22.26	\$27.49	\$28.60	\$21.72	\$28.95	\$35.71	\$32.18	\$22.55
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.39	15.89	8.07	11.91	12.79	11.33	7.09	12.04	14.53
b. Lbs Milk Sold/milk cow/day	50.47	61.45	39.24	46.19	46.51	38.67	29.05	47.65	55.89
c. Gross Milk Receipts (\$/cwt)	\$25.29	\$27.09	\$29.62	\$32.36	\$27.26	\$28.34	\$28.88	\$25.63	\$26.59
d. Mailbox Price (\$/cwt)	\$29.60	\$29.95	\$31.27	\$32.57	\$29.30	\$31.18	\$29.53	\$28.07	\$28.63
f. Income Over Feed Cost (\$/cwt)	\$13.04	\$14.88	\$13.60	\$13.39	\$16.22	\$13.46	\$2.91	\$7.82	\$11.48
g. Fat Test %	3.83%	3.73%	4.29%	4.68%	3.87%	4.47%	4.32%	3.68%	3.50%
h. SNF Test %	8.88%	8.92%	9.36%	9.34%	8.75%	9.06%	9.47%	8.56%	8.59%
Related Data									
a. Percent Dry Cows	13%	15%	32%	15%	9%	3%	20%	17%	14%
b. Yearly Cull Rate	31%	33%	17%	32%	16%	50%	16%	29%	19%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.17	\$0.09	\$0.08	\$0.25	\$0.14	\$0.72	\$0.32	\$0.45
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$308.88	\$300.00	\$0.00	\$328.00	\$0.00	\$320.00	\$0.00	\$340.00	\$310.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$553.82	\$481.66	\$586.21	\$518.55	\$498.48	\$500.00	\$568.30	\$583.42	\$618.02
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.43	16.82	18.20	13.73	14.00	4.14	21.84	14.63	13.16
g. Milkers (\$/hr with benefits & taxes)	\$14.29	\$13.89	\$0.00	\$22.69	\$15.26	\$14.38	\$12.68	\$14.64	\$11.59
h. Total Labor (\$/hr)	\$14.45	\$14.31	\$12.05	\$21.32	\$16.04	\$14.38	\$12.22	\$13.46	\$11.16
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.85	\$9.08	\$6.43	\$7.92	\$5.84	\$6.58	\$7.24	\$8.54	\$9.03
j. Milk Cow Feed Costs (\$/cwt.)	\$15.55	\$14.77	\$16.40	\$17.14	\$12.55	\$17.01	\$24.92	\$17.92	\$16.15

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Dairy ID Number	9	10	11	12
Feed Costs				
a. Dry Roughage	\$54.49	\$0.00	\$32.55	\$50.13
b. Wet Feed & Wet Roughage	\$4.46	\$0.00	\$13.94	\$13.39
c. Concentrates	\$86.50	\$101.03	\$110.42	\$142.21
d. Minerals & Supplements	\$9.99	\$0.23	\$9.57	\$3.99
e. Pasture	\$56.21	\$94.21	\$63.35	\$46.73
Total Feed Costs	\$211.65	\$195.47	\$229.83	\$256.45
Total Feed Costs (\$/cwt.)	\$16.61	\$16.35	\$16.22	\$16.74
Total Hired Labor	\$35.38	\$19.93	\$39.82	\$35.69
Total Hired Labor Costs (\$/cwt.)	\$2.78	\$1.67	\$2.81	\$2.33
Total Herd Replacement	\$14.83	\$19.79	\$14.26	\$22.16
Total Replacement Costs (\$/cwt.)	\$1.16	\$1.66	\$1.01	\$1.45
Total Operating Costs	\$45.92	\$44.74	\$69.09	\$59.97
Total Operating Costs (\$/cwt.)	\$3.60	\$3.74	\$4.88	\$3.92
Total Milk Marketing Costs	\$2.71	\$2.51	\$1.56	\$1.99
Total Milk Marketing Costs (\$/cwt.)	\$0.21	\$0.21	\$0.11	\$0.13
Total Cost (\$/Cow/Month)	\$310.49	\$282.45	\$354.55	\$376.26
Total Cost (\$/cwt)	\$24.36	\$23.63	\$25.02	\$24.57
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt.)	12.74	11.96	14.17	15.32
b. Lbs Milk Sold/milk cow/day	51.38	41.29	51.81	58.12
c. Gross Milk Receipts (\$/cwt)	\$26.45	\$28.02	\$21.85	\$21.38
d. Mailbox Price (\$/cwt)	\$28.70	\$29.95	\$30.00	\$29.36
f. Income Over Feed Cost (\$/cwt)	\$12.09	\$13.60	\$13.79	\$12.61
g. Fat Test %	3.72%	4.26%	3.75%	3.60%
h. SNF Test %	8.91%	8.97%	8.95%	8.83%
Related Data				
a. Percent Dry Cows	18%	5%	10%	13%
b. Yearly Cull Rate	23%	30%	51%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.00	\$0.42	\$0.31
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$260.00	\$244.00	\$330.00	\$324.27
e. Grain, Mnrls & Splmnts (\$/ton)	\$648.51	\$618.27	\$528.43	\$496.65
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.00	11.29	16.57	22.01
g. Milkers (\$/hr with benefits & taxes)	\$13.49	\$20.24	\$10.95	\$20.14
h. Total Labor (\$/hr)	\$13.43	\$18.02	\$12.75	\$17.31
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.75	\$6.07	\$8.13	\$9.24
j. Milk Cow Feed Costs (\$/cwt.)	\$15.09	\$14.70	\$15.68	\$15.90