

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 3, 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	\$35.97	\$88.61	\$6.80	\$48.12	\$2.59	\$0.00	\$27.17	\$0.00	\$66.51
b. Wet Feed & Wet Roughage	\$20.67	\$24.32	\$0.00	\$10.15	\$46.95	\$0.00	\$0.00	\$35.19	\$0.00
c. Concentrates	\$116.32	\$128.84	\$149.94	\$109.93	\$102.88	\$35.21	\$174.27	\$67.68	\$114.43
d. Minerals & Supplements	\$3.81	\$7.46	\$0.00	\$0.72	\$2.57	\$0.00	\$0.00	\$0.00	\$0.00
e. Pasture	\$45.93	\$0.00	\$92.43	\$63.02	\$18.28	\$58.41	\$21.50	\$91.16	\$80.45
<b>Total Feed Costs</b>	<b>\$222.69</b>	<b>\$249.24</b>	<b>\$249.18</b>	<b>\$231.94</b>	<b>\$173.28</b>	<b>\$93.62</b>	<b>\$222.94</b>	<b>\$194.03</b>	<b>\$261.39</b>
Total Feed Costs (\$/cwt.)	\$17.47	\$15.34	\$23.35	\$20.51	\$15.46	\$14.18	\$22.46	\$17.09	\$16.68
<b>Total Hired Labor</b>	<b>\$34.92</b>	<b>\$40.68</b>	<b>\$1.76</b>	<b>\$30.89</b>	<b>\$38.59</b>	<b>\$17.11</b>	<b>\$29.45</b>	<b>\$55.27</b>	<b>\$25.43</b>
Total Hired Labor Costs (\$/cwt.)	\$2.74	\$2.50	\$0.17	\$2.73	\$3.44	\$2.59	\$2.97	\$4.87	\$1.62
<b>Total Herd Replacement</b>	<b>\$16.13</b>	<b>\$15.77</b>	<b>\$12.07</b>	<b>\$20.99</b>	<b>\$12.31</b>	<b>\$23.09</b>	<b>\$9.79</b>	<b>\$14.44</b>	<b>\$12.26</b>
Total Replacement Costs (\$/cwt.)	\$1.26	\$0.97	\$1.13	\$1.86	\$1.10	\$3.50	\$0.99	\$1.27	\$0.78
<b>Total Operating Costs</b>	<b>\$54.03</b>	<b>\$42.09</b>	<b>\$73.81</b>	<b>\$45.01</b>	<b>\$46.22</b>	<b>\$58.67</b>	<b>\$33.54</b>	<b>\$65.90</b>	<b>\$32.83</b>
Total Operating Costs (\$/cwt.)	\$4.24	\$2.59	\$6.92	\$3.98	\$4.12	\$8.89	\$3.38	\$5.81	\$2.09
<b>Total Milk Marketing Costs</b>	<b>\$2.65</b>	<b>\$2.85</b>	<b>\$4.10</b>	<b>\$7.30</b>	<b>\$2.89</b>	<b>\$3.18</b>	<b>\$4.63</b>	<b>\$3.01</b>	<b>\$3.25</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.21	\$0.18	\$0.38	\$0.65	\$0.26	\$0.48	\$0.47	\$0.27	\$0.21
<b>Total Cost (\$/Cow/Month)</b>	<b>\$330.42</b>	<b>\$350.63</b>	<b>\$340.93</b>	<b>\$336.13</b>	<b>\$273.29</b>	<b>\$195.66</b>	<b>\$300.35</b>	<b>\$332.65</b>	<b>\$335.16</b>
Total Cost (\$/cwt)	\$25.92	\$21.57	\$31.95	\$29.73	\$24.39	\$29.63	\$30.26	\$29.31	\$21.39
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.75	16.25	10.67	11.31	11.21	6.60	9.93	11.35	15.67
b. Lbs Milk Sold/milk cow/day	47.92	65.10	35.89	42.10	41.18	29.96	33.98	47.77	57.29
c. Gross Milk Receipts (\$/cwt)	\$25.40	\$26.65	\$29.65	\$32.77	\$27.34	\$28.77	\$29.44	\$25.73	\$26.26
d. Mailbox Price (\$/cwt)	\$29.62	\$29.17	\$30.96	\$32.69	\$29.42	\$30.36	\$31.27	\$27.87	\$28.66
f. Income Over Feed Cost (\$/cwt)	\$12.15	\$13.83	\$7.61	\$12.18	\$13.95	\$16.18	\$8.81	\$10.78	\$11.99
g. Fat Test %	3.88%	3.84%	4.51%	4.82%	3.93%	4.61%	4.58%	3.73%	3.47%
h. SNF Test %	8.83%	8.90%	9.26%	9.25%	8.64%	9.13%	9.48%	8.55%	8.55%
<b>Related Data</b>									
a. Percent Dry Cows	13%	19%	3%	12%	11%	28%	5%	23%	11%
b. Yearly Cull Rate	28%	27%	14%	30%	16%	33%	41%	25%	20%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.15	\$0.20	\$0.06	\$0.06	\$0.14	\$0.00	\$0.02	\$0.12	\$0.11
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$297.99	\$305.00	\$310.00	\$328.00	\$325.00	\$0.00	\$0.00	\$320.00	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$582.52	\$479.89	\$630.69	\$554.55	\$538.85	\$600.00	\$596.11	\$607.19	\$621.64
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.24	22.75	15.93	14.00	14.00	5.29	20.00	9.33	13.31
g. Milkers (\$/hr with benefits & taxes)	\$14.56	\$13.93	\$0.00	\$22.69	\$16.06	\$14.41	\$12.68	\$15.36	\$11.42
h. Total Labor (\$/hr)	\$14.50	\$14.36	\$12.08	\$21.32	\$16.20	\$14.41	\$12.22	\$13.71	\$11.01
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.98	\$9.71	\$8.00	\$7.80	\$6.13	\$3.58	\$7.39	\$7.69	\$8.99
j. Milk Cow Feed Costs (\$/cwt.)	\$16.66	\$14.91	\$22.29	\$18.52	\$14.88	\$11.96	\$21.74	\$16.09	\$15.70

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Dairy ID Number	9	10	11	12
<b>Feed Costs</b>				
a. Dry Roughage	\$55.43	\$0.00	\$39.56	\$38.02
b. Wet Feed & Wet Roughage	\$7.90	\$0.00	\$43.23	\$20.13
c. Concentrates	\$95.87	\$118.65	\$140.74	\$122.79
d. Minerals & Supplements	\$9.41	\$3.17	\$4.42	\$4.05
e. Pasture	\$51.49	\$90.89	\$13.59	\$40.50
<b>Total Feed Costs</b>	\$220.10	\$212.71	\$241.54	\$225.48
Total Feed Costs (\$/cwt.)	\$18.09	\$20.29	\$19.41	\$14.96
<b>Total Hired Labor</b>	\$35.21	\$26.73	\$40.55	\$35.76
Total Hired Labor Costs (\$/cwt.)	\$2.89	\$2.55	\$3.26	\$2.37
<b>Total Herd Replacement</b>	\$15.02	\$20.15	\$13.61	\$20.61
Total Replacement Costs (\$/cwt.)	\$1.23	\$1.92	\$1.09	\$1.37
<b>Total Operating Costs</b>	\$46.23	\$46.89	\$69.33	\$66.41
Total Operating Costs (\$/cwt.)	\$3.80	\$4.47	\$5.57	\$4.41
<b>Total Milk Marketing Costs</b>	\$2.71	\$2.45	\$1.39	\$1.74
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.23	\$0.11	\$0.12
<b>Total Cost (\$/Cow/Month)</b>	\$319.27	\$308.94	\$366.42	\$349.99
Total Cost (\$/cwt)	\$26.25	\$29.47	\$29.44	\$23.22
<b>Milk Production Data</b>				
a. Milk Sold/Total Cow/Month/ (cwt.)	12.16	10.48	12.45	15.07
b. Lbs Milk Sold/milk cow/day	49.30	34.18	46.38	58.47
c. Gross Milk Receipts (\$/cwt)	\$24.90	\$28.66	\$21.93	\$22.54
d. Mailbox Price (\$/cwt)	\$27.72	\$30.68	\$30.10	\$30.11
f. Income Over Feed Cost (\$/cwt)	\$9.63	\$10.38	\$10.70	\$15.14
g. Fat Test %	3.76%	4.51%	3.86%	3.54%
h. SNF Test %	8.82%	9.00%	8.88%	8.74%
<b>Related Data</b>				
a. Percent Dry Cows	20%	0%	12%	16%
b. Yearly Cull Rate	21%	28%	42%	28%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.22	\$0.00	\$0.11	\$0.27
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$263.00	\$259.00	\$326.74	\$275.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$682.32	\$659.26	\$549.82	\$461.40
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.50	12.00	19.58	20.91
g. Milkers (\$/hr with benefits & taxes)	\$13.49	\$21.89	\$10.94	\$20.08
h. Total Labor (\$/hr)	\$13.43	\$18.73	\$12.71	\$17.24
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.15	\$6.94	\$8.76	\$8.19
j. Milk Cow Feed Costs (\$/cwt.)	\$16.54	\$20.29	\$18.88	\$14.01