

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$64.59	\$92.90	\$37.07	\$81.67	\$20.11	\$61.37	\$49.63	\$57.32	\$112.59
b. Wet Feed & Wet Roughage	\$28.25	\$23.49	\$0.00	\$26.24	\$49.54	\$17.45	\$0.00	\$48.80	\$0.00
c. Concentrates	\$114.72	\$135.08	\$182.69	\$126.75	\$97.25	\$17.23	\$150.80	\$55.98	\$115.04
d. Minerals & Supplements	\$4.28	\$7.82	\$0.00	\$0.73	\$2.88	\$0.00	\$0.00	\$0.00	\$0.00
e. Pasture	\$16.59	\$0.00	\$38.81	\$0.00	\$9.52	\$24.40	\$4.95	\$28.52	\$51.87
Total Feed Costs	\$228.42	\$259.30	\$258.57	\$235.39	\$179.30	\$120.46	\$205.37	\$190.61	\$279.50
Total Feed Costs (\$/cwt.)	\$19.88	\$15.34	\$29.05	\$22.41	\$18.67	\$22.20	\$27.47	\$15.48	\$19.77
Total Hired Labor	\$34.53	\$41.49	\$0.39	\$30.46	\$37.68	\$17.61	\$29.34	\$61.01	\$27.46
Total Hired Labor Costs (\$/cwt.)	\$3.01	\$2.45	\$0.04	\$2.90	\$3.92	\$3.24	\$3.92	\$4.96	\$1.94
Total Herd Replacement	\$14.34	\$10.73	\$11.12	\$16.89	\$10.76	\$13.17	\$9.76	\$16.09	\$16.44
Total Replacement Costs (\$/cwt.)	\$1.25	\$0.63	\$1.25	\$1.61	\$1.12	\$2.43	\$1.31	\$1.31	\$1.16
Total Operating Costs	\$52.50	\$44.79	\$66.39	\$43.35	\$47.76	\$59.72	\$33.36	\$73.97	\$39.50
Total Operating Costs (\$/cwt.)	\$4.57	\$2.65	\$7.46	\$4.13	\$4.97	\$11.00	\$4.46	\$6.01	\$2.79
Total Milk Marketing Costs	\$2.42	\$2.95	\$4.17	\$3.09	\$2.66	\$3.14	\$4.22	\$3.48	\$3.00
Total Milk Marketing Costs (\$/cwt.)	\$0.21	\$0.17	\$0.47	\$0.29	\$0.28	\$0.58	\$0.56	\$0.28	\$0.21
Total Cost (\$/Cow/Month)	\$332.22	\$359.26	\$340.64	\$329.18	\$278.15	\$214.09	\$282.04	\$345.17	\$365.90
Total Cost (\$/cwt)	\$28.91	\$21.25	\$38.27	\$31.34	\$28.97	\$39.45	\$37.73	\$28.03	\$25.88
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	11.49	16.91	8.90	10.50	9.60	5.43	7.48	12.31	14.14
b. Lbs Milk Sold/milk cow/day	45.57	64.13	30.93	39.24	35.87	35.39	29.53	45.62	51.86
c. Gross Milk Receipts (\$/cwt)	\$26.28	\$30.18	\$30.95	\$32.88	\$27.73	\$28.61	\$29.82	\$25.64	\$26.83
d. Mailbox Price (\$/cwt)	\$31.40	\$32.97	\$34.02	\$33.26	\$31.39	\$31.91	\$31.26	\$30.04	\$30.97
f. Income Over Feed Cost (\$/cwt)	\$11.52	\$17.63	\$4.97	\$10.85	\$12.71	\$9.71	\$3.79	\$14.56	\$11.20
g. Fat Test %	4.05%	3.92%	4.81%	5.09%	4.01%	4.54%	4.92%	3.67%	3.66%
h. SNF Test %	8.94%	9.11%	9.50%	9.33%	8.66%	9.12%	9.75%	8.57%	8.57%
Related Data									
a. Percent Dry Cows	18%	14%	6%	13%	13%	50%	17%	12%	11%
b. Yearly Cull Rate	26%	33%	12%	26%	18%	24%	41%	38%	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.12	\$0.03	\$0.05	\$0.12	\$0.08	\$0.29	\$0.19	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$309.30	\$305.00	\$310.00	\$322.67	\$320.00	\$320.00	\$0.00	\$320.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$610.17	\$479.89	\$657.44	\$564.08	\$543.33	\$575.90	\$615.00	\$575.88	\$638.27
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.12	22.59	19.32	15.92	13.34	3.91	19.38	7.19	13.06
g. Milkers (\$/hr with benefits & taxes)	\$14.41	\$13.99	\$0.00	\$22.69	\$16.17	\$14.41	\$12.68	\$15.36	\$11.95
h. Total Labor (\$/hr)	\$14.51	\$14.38	\$8.94	\$21.32	\$16.19	\$14.41	\$12.22	\$13.71	\$11.48
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.51	\$9.64	\$8.72	\$8.03	\$6.46	\$5.50	\$7.49	\$6.66	\$9.83
j. Milk Cow Feed Costs (\$/cwt.)	\$18.68	\$15.03	\$28.19	\$20.47	\$18.00	\$15.55	\$25.35	\$14.60	\$18.95

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Dairy ID Number	9	10	11	12
Feed Costs				
a. Dry Roughage	\$97.06	\$34.02	\$54.82	\$63.54
b. Wet Feed & Wet Roughage	\$20.17	\$16.89	\$42.31	\$34.91
c. Concentrates	\$102.59	\$65.28	\$144.95	\$142.03
d. Minerals & Supplements	\$13.03	\$3.56	\$4.02	\$4.12
e. Pasture	\$8.70	\$40.25	\$3.03	\$12.36
Total Feed Costs	\$241.55	\$160.00	\$249.12	\$256.97
Total Feed Costs (\$/cwt.)	\$23.06	\$28.56	\$22.17	\$16.65
Total Hired Labor	\$35.38	\$20.26	\$40.10	\$36.39
Total Hired Labor Costs (\$/cwt.)	\$3.38	\$3.62	\$3.57	\$2.36
Total Herd Replacement	\$12.77	\$16.44	\$13.35	\$17.99
Total Replacement Costs (\$/cwt.)	\$1.22	\$2.93	\$1.19	\$1.17
Total Operating Costs	\$47.62	\$55.13	\$50.72	\$63.86
Total Operating Costs (\$/cwt.)	\$4.55	\$9.84	\$4.51	\$4.14
Total Milk Marketing Costs	\$2.45	\$1.60	\$1.57	\$2.20
Total Milk Marketing Costs (\$/cwt.)	\$0.23	\$0.28	\$0.14	\$0.14
Total Cost (\$/Cow/Month)	\$339.77	\$253.43	\$354.87	\$377.40
Total Cost (\$/cwt)	\$32.44	\$45.24	\$31.58	\$24.45
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt.)	10.47	5.60	11.24	15.43
b. Lbs Milk Sold/milk cow/day	43.62	25.31	45.92	57.44
c. Gross Milk Receipts (\$/cwt)	\$28.88	\$31.41	\$22.60	\$21.54
d. Mailbox Price (\$/cwt)	\$31.71	\$34.73	\$30.97	\$29.56
f. Income Over Feed Cost (\$/cwt)	\$8.65	\$6.17	\$8.81	\$12.91
g. Fat Test %	4.08%	5.25%	4.13%	3.68%
h. SNF Test %	8.93%	9.41%	9.00%	8.84%
Related Data				
a. Percent Dry Cows	22%	28%	20%	12%
b. Yearly Cull Rate	18%	25%	26%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.23	\$0.00	\$0.19	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$275.00	\$325.00	\$308.51
e. Grain, Mnrls & Splmnts (\$/ton)	\$770.33	\$778.41	\$629.70	\$484.11
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.50	8.00	19.01	22.13
g. Milkers (\$/hr with benefits & taxes)	\$13.49	\$20.85	\$10.98	\$20.08
h. Total Labor (\$/hr)	\$13.43	\$18.61	\$12.93	\$17.24
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.31	\$6.34	\$9.62	\$9.08
j. Milk Cow Feed Costs (\$/cwt.)	\$21.34	\$25.04	\$20.95	\$15.81