

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2013**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$64.94	\$62.67	\$36.47	\$71.29	\$59.27	\$69.56	\$51.27	\$137.13	\$90.24
b. Wet Feed & Wet Roughage	\$24.59	\$9.48	\$0.00	\$11.47	\$37.62	\$55.02	\$0.00	\$21.63	\$0.00
c. Concentrates	\$122.72	\$105.56	\$81.41	\$113.77	\$111.06	\$31.18	\$73.16	\$107.52	\$100.58
d. Minerals & Supplements	\$3.54	\$8.07	\$0.00	\$0.71	\$0.74	\$0.00	\$0.00	\$0.00	\$6.43
e. Pasture	\$22.76	\$72.96	\$7.75	\$45.37	\$0.00	\$6.27	\$0.00	\$25.63	\$16.18
Total Feed Costs	\$238.56	\$258.73	\$125.63	\$242.60	\$208.70	\$162.03	\$124.43	\$291.92	\$213.43
Total Feed Costs (\$/cwt.)	\$19.45	\$14.94	\$26.48	\$21.52	\$22.41	\$19.81	\$29.99	\$20.43	\$18.39
Total Hired Labor	\$33.02	\$42.89	\$0.00	\$31.25	\$38.12	\$15.10	\$30.85	\$27.95	\$35.88
Total Hired Labor Costs (\$/cwt.)	\$2.69	\$2.48	\$0.00	\$2.77	\$4.09	\$1.85	\$7.44	\$1.96	\$3.09
Total Herd Replacement	\$14.32	\$8.06	\$12.62	\$18.37	\$9.22	\$13.83	\$8.97	\$20.97	\$12.78
Total Replacement Costs (\$/cwt.)	\$1.17	\$0.47	\$2.66	\$1.63	\$0.99	\$1.69	\$2.16	\$1.47	\$1.10
Total Operating Costs	\$50.46	\$47.46	\$42.60	\$39.65	\$55.71	\$51.43	\$24.17	\$35.73	\$45.99
Total Operating Costs (\$/cwt.)	\$4.11	\$2.74	\$8.98	\$3.52	\$5.98	\$6.29	\$5.82	\$2.50	\$3.96
Total Milk Marketing Costs	\$2.25	\$3.06	\$3.11	\$3.20	\$2.60	\$3.62	\$3.76	\$3.36	\$2.65
Total Milk Marketing Costs (\$/cwt.)	\$0.18	\$0.18	\$0.65	\$0.28	\$0.28	\$0.44	\$0.91	\$0.24	\$0.23
Total Cost (\$/Cow/Month)	\$338.61	\$360.20	\$183.97	\$335.08	\$314.35	\$246.02	\$192.18	\$379.92	\$310.73
Total Cost (\$/cwt)	\$27.60	\$20.79	\$38.77	\$29.72	\$33.76	\$30.08	\$46.31	\$26.58	\$26.78
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.27	17.32	4.74	11.27	9.31	8.18	4.15	14.29	11.60
b. Lbs Milk Sold/milk cow/day	48.68	64.12	24.85	43.85	35.20	32.79	22.15	56.11	49.63
c. Gross Milk Receipts (\$/cwt)	\$28.59	\$30.96	\$31.55	\$33.74	\$31.79	\$27.90	\$33.28	\$27.20	\$28.40
d. Mailbox Price (\$/cwt)	\$31.45	\$33.61	\$34.49	\$34.31	\$31.11	\$30.85	\$32.69	\$31.82	\$31.28
f. Income Over Feed Cost (\$/cwt)	\$12.01	\$18.68	\$8.02	\$12.79	\$8.70	\$11.05	\$2.70	\$11.40	\$12.89
g. Fat Test %	3.87%	3.82%	4.91%	4.86%	4.04%	4.45%	4.79%	3.68%	3.76%
h. SNF Test %	8.94%	9.26%	9.33%	9.38%	8.65%	8.87%	9.56%	8.73%	8.91%
Related Data									
a. Percent Dry Cows	16%	10%	36%	14%	12%	17%	38%	15%	22%
b. Yearly Cull Rate	26%	39%	16%	27%	16%	20%	46%	35%	22%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.19	\$0.12	\$0.06	\$0.06	\$0.19	\$0.05	\$0.30	\$0.13	\$0.25
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$314.78	\$305.00	\$350.00	\$328.00	\$320.00	\$330.00	\$0.00	\$330.00	\$272.50
e. Grain, Mnrls & Splmnts (\$/ton)	\$587.13	\$484.06	\$673.42	\$579.68	\$604.01	\$625.00	\$555.94	\$620.84	\$608.55
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.71	17.36	12.58	14.29	14.00	4.00	13.99	13.60	15.00
g. Milkers (\$/hr with benefits & taxes)	\$15.21	\$14.51	\$0.00	\$23.00	\$15.87	\$14.72	\$21.69	\$12.03	\$13.70
h. Total Labor (\$/hr)	\$15.13	\$14.82	\$0.00	\$21.61	\$16.76	\$14.72	\$20.88	\$11.60	\$13.62
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.86	\$9.23	\$5.91	\$8.59	\$7.56	\$5.91	\$5.29	\$10.36	\$8.39
j. Milk Cow Feed Costs (\$/cwt.)	\$18.20	\$14.40	\$23.77	\$19.59	\$21.47	\$18.03	\$23.87	\$18.46	\$16.91

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$20.03	\$63.55	\$62.19
b. Wet Feed & Wet Roughage	\$8.97	\$42.20	\$33.45
c. Concentrates	\$120.38	\$141.28	\$156.37
d. Minerals & Supplements	\$3.02	\$3.79	\$4.12
e. Pasture	\$46.28	\$0.00	\$25.61
Total Feed Costs	\$198.67	\$250.82	\$281.73
Total Feed Costs (\$/cwt.)	\$28.99	\$20.76	\$18.11
Total Hired Labor	\$18.72	\$38.86	\$37.37
Total Hired Labor Costs (\$/cwt.)	\$2.73	\$3.22	\$2.40
Total Herd Replacement	\$13.03	\$13.21	\$17.20
Total Replacement Costs (\$/cwt.)	\$1.90	\$1.09	\$1.11
Total Operating Costs	\$37.53	\$56.00	\$59.46
Total Operating Costs (\$/cwt.)	\$5.48	\$4.63	\$3.82
Total Milk Marketing Costs	\$1.40	\$1.37	\$1.81
Total Milk Marketing Costs (\$/cwt.)	\$0.20	\$0.11	\$0.12
Total Cost (\$/Cow/Month)	\$269.35	\$360.27	\$397.57
Total Cost (\$/cwt)	\$39.31	\$29.81	\$25.55
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	6.85	12.08	15.56
b. Lbs Milk Sold/milk cow/day	27.27	49.37	59.70
c. Gross Milk Receipts (\$/cwt)	\$28.89	\$30.91	\$30.21
d. Mailbox Price (\$/cwt)	\$30.96	\$31.80	\$31.09
f. Income Over Feed Cost (\$/cwt)	\$1.97	\$11.04	\$12.99
g. Fat Test %	4.32%	3.88%	3.67%
h. SNF Test %	9.24%	8.91%	8.84%
Related Data			
a. Percent Dry Cows	16%	18%	13%
b. Yearly Cull Rate	22%	26%	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.24	\$0.30	\$0.22
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$332.00	\$325.00	\$330.67
e. Grain, Mnrls & Splmnts (\$/ton)	\$666.12	\$629.11	\$513.45
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.75	18.50	23.58
g. Milkers (\$/hr with benefits & taxes)	\$19.46	\$11.27	\$21.77
h. Total Labor (\$/hr)	\$16.95	\$12.48	\$18.04
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.22	\$9.70	\$10.25
j. Milk Cow Feed Costs (\$/cwt.)	\$26.47	\$19.65	\$17.16