

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 2, 2013**

**California Organic**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	California Organic								
a. Dry Roughage	\$48.41	\$46.24	\$6.29	\$71.59	\$59.72	\$66.79	\$50.38	\$30.76	\$68.31
b. Wet Feed & Wet Roughage	\$14.52	\$7.59	\$0.00	\$0.00	\$39.11	\$0.00	\$0.00	\$38.28	\$17.37
c. Concentrates	\$118.04	\$92.05	\$117.33	\$116.35	\$93.10	\$37.86	\$99.28	\$33.49	\$125.69
d. Minerals & Supplements	\$2.99	\$7.55	\$0.00	\$0.69	\$0.74	\$0.00	\$0.00	\$0.00	\$0.00
e. Pasture	\$60.76	\$90.28	\$18.24	\$67.22	\$17.81	\$90.28	\$12.67	\$115.85	\$87.87
<b>Total Feed Costs</b>	\$244.71	\$243.71	\$141.85	\$255.86	\$210.48	\$194.92	\$162.34	\$218.37	\$299.25
Total Feed Costs (\$/cwt.)	\$18.36	\$15.45	\$19.56	\$21.69	\$18.55	\$20.79	\$19.64	\$14.79	\$18.78
<b>Total Hired Labor</b>	\$38.24	\$43.61	\$0.00	\$30.42	\$38.85	\$14.28	\$31.89	\$70.01	\$27.98
Total Hired Labor Costs (\$/cwt.)	\$2.87	\$2.77	\$0.00	\$2.58	\$3.42	\$1.52	\$3.86	\$4.74	\$1.76
<b>Total Herd Replacement</b>	\$13.32	\$6.06	\$14.15	\$18.48	\$4.88	\$10.44	\$7.61	\$13.18	\$19.89
Total Replacement Costs (\$/cwt.)	\$1.00	\$0.38	\$1.95	\$1.57	\$0.43	\$1.11	\$0.92	\$0.89	\$1.25
<b>Total Operating Costs</b>	\$52.74	\$42.27	\$54.21	\$44.74	\$37.18	\$73.19	\$28.44	\$77.46	\$32.61
Total Operating Costs (\$/cwt.)	\$3.96	\$2.68	\$7.48	\$3.79	\$3.28	\$7.81	\$3.44	\$5.25	\$2.05
<b>Total Milk Marketing Costs</b>	\$3.10	\$2.85	\$3.60	\$3.20	\$2.96	\$3.91	\$4.63	\$4.00	\$8.00
Total Milk Marketing Costs (\$/cwt.)	\$0.23	\$0.18	\$0.50	\$0.27	\$0.26	\$0.42	\$0.56	\$0.27	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$352.11	\$338.50	\$213.80	\$352.71	\$294.35	\$296.74	\$234.90	\$383.03	\$387.73
Total Cost (\$/cwt.)	\$26.41	\$21.46	\$29.48	\$29.90	\$25.94	\$31.65	\$28.42	\$25.95	\$24.34
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.33	15.77	7.25	11.80	11.35	9.37	8.27	14.76	15.93
b. Lbs Milk Sold/milk cow/day	51.41	62.39	33.88	45.24	43.87	30.91	37.47	58.60	61.45
c. Gross Milk Receipts (\$/cwt)	\$28.01	\$28.02	\$30.16	\$33.19	\$27.17	\$28.36	\$29.23	\$25.69	\$24.20
d. Mailbox Price (\$/cwt)	\$29.40	\$30.14	\$31.28	\$33.76	\$28.12	\$29.30	\$28.21	\$27.28	\$26.50
f. Income Over Feed Cost (\$/cwt)	\$11.05	\$14.69	\$11.72	\$12.07	\$9.57	\$8.51	\$8.57	\$12.49	\$7.72
g. Fat Test %	3.66%	3.69%	4.43%	4.61%	3.84%	4.44%	4.43%	3.65%	3.45%
h. SNF Test %	8.81%	8.88%	9.44%	9.30%	8.65%	9.10%	9.53%	8.62%	8.66%
<b>Related Data</b>									
a. Percent Dry Cows	15%	17%	29%	14%	15%	0%	27%	17%	15%
b. Yearly Cull Rate	28%	39%	17%	26%	14%	16%	53%	47%	34%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.23	\$0.10	\$0.06	\$0.12	\$0.00	\$0.32	\$0.14	\$0.27
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$313.48	\$305.00	\$0.00	\$328.00	\$320.00	\$330.00	\$0.00	\$320.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$604.67	\$485.11	\$681.85	\$596.66	\$604.78	\$624.00	\$600.00	\$665.65	\$629.65
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.95	16.25	16.09	14.07	12.00	4.00	15.00	4.00	15.40
g. Milkers (\$/hr with benefits & taxes)	\$14.48	\$14.12	\$0.00	\$23.00	\$15.87	\$14.56	\$21.45	\$15.38	\$11.89
h. Total Labor (\$/hr)	\$14.50	\$14.56	\$0.00	\$21.63	\$16.63	\$14.56	\$20.69	\$13.99	\$11.47
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.80	\$8.92	\$6.16	\$8.72	\$7.60	\$6.43	\$6.51	\$7.31	\$10.15
j. Milk Cow Feed Costs (\$/cwt.)	\$17.12	\$14.29	\$18.19	\$19.27	\$17.32	\$20.79	\$17.39	\$12.47	\$16.53

**CDFA - DAIRY MARKETING BRANCH**  
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Dairy ID Number	9	10	11
<b>Feed Costs</b>			
a. Dry Roughage	\$52.01	\$49.53	\$31.90
b. Wet Feed & Wet Roughage	\$0.00	\$14.53	\$17.51
c. Concentrates	\$108.20	\$141.89	\$168.99
d. Minerals & Supplements	\$3.05	\$4.47	\$4.25
e. Pasture	\$61.07	\$46.81	\$53.10
<b>Total Feed Costs</b>	\$224.33	\$257.23	\$275.76
Total Feed Costs (\$/cwt.)	\$16.29	\$20.39	\$19.18
<b>Total Hired Labor</b>	\$37.42	\$44.20	\$36.65
Total Hired Labor Costs (\$/cwt.)	\$2.72	\$3.50	\$2.55
<b>Total Herd Replacement</b>	\$13.11	\$15.20	\$16.22
Total Replacement Costs (\$/cwt.)	\$0.95	\$1.21	\$1.13
<b>Total Operating Costs</b>	\$51.75	\$64.03	\$56.91
Total Operating Costs (\$/cwt.)	\$3.76	\$5.08	\$3.96
<b>Total Milk Marketing Costs</b>	\$3.02	\$1.42	\$2.06
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.11	\$0.14
<b>Total Cost (\$/Cow/Month)</b>	\$329.63	\$382.09	\$387.59
Total Cost (\$/cwt)	\$23.94	\$30.29	\$26.96
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt.)	13.77	12.61	14.38
b. Lbs Milk Sold/milk cow/day	54.11	47.16	54.88
c. Gross Milk Receipts (\$/cwt)	\$25.90	\$29.91	\$29.34
d. Mailbox Price (\$/cwt)	\$28.14	\$30.79	\$30.19
f. Income Over Feed Cost (\$/cwt)	\$11.85	\$10.40	\$11.01
g. Fat Test %	3.52%	3.55%	3.45%
h. SNF Test %	8.84%	8.83%	8.69%
<b>Related Data</b>			
a. Percent Dry Cows	16%	12%	14%
b. Yearly Cull Rate	24%	27%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.24	\$0.25
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$272.50	\$325.00	\$316.45
e. Grain, Mnrls & Splmnts (\$/ton)	\$582.78	\$630.48	\$548.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.00	17.12	23.80
g. Milkers (\$/hr with benefits & taxes)	\$13.70	\$11.28	\$21.70
h. Total Labor (\$/hr)	\$14.26	\$12.48	\$17.96
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.39	\$9.22	\$10.07
j. Milk Cow Feed Costs (\$/cwt.)	\$15.50	\$19.55	\$18.34