

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2013**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$44.27	\$83.95	\$2.65	\$79.88	\$19.89	\$0.01	\$0.00	\$83.86	\$67.20
b. Wet Feed & Wet Roughage	\$14.88	\$22.87	\$0.00	\$7.88	\$42.21	\$0.00	\$30.65	\$9.99	\$0.51
c. Concentrates	\$126.06	\$151.75	\$167.97	\$114.18	\$104.37	\$58.80	\$36.60	\$125.86	\$109.48
d. Minerals & Supplements	\$3.58	\$7.48	\$0.00	\$0.69	\$4.31	\$0.00	\$0.00	\$0.00	\$4.98
e. Pasture	\$58.33	\$0.00	\$19.49	\$38.90	\$27.99	\$79.52	\$146.90	\$82.08	\$65.92
Total Feed Costs	\$247.12	\$266.04	\$190.11	\$241.53	\$198.77	\$138.33	\$214.15	\$301.79	\$248.09
Total Feed Costs (\$/cwt.)	\$19.04	\$16.39	\$19.22	\$21.69	\$17.51	\$22.36	\$14.95	\$20.06	\$17.81
Total Hired Labor	\$37.99	\$45.67	\$0.00	\$29.87	\$39.56	\$18.16	\$70.67	\$28.12	\$34.12
Total Hired Labor Costs (\$/cwt.)	\$2.93	\$2.81	\$0.00	\$2.68	\$3.48	\$2.94	\$4.93	\$1.87	\$2.45
Total Herd Replacement	\$14.73	\$6.10	\$16.06	\$17.30	\$8.85	\$23.11	\$14.62	\$17.39	\$13.08
Total Replacement Costs (\$/cwt.)	\$1.14	\$0.38	\$1.62	\$1.55	\$0.78	\$3.74	\$1.02	\$1.16	\$0.94
Total Operating Costs	\$48.40	\$40.87	\$68.79	\$38.74	\$39.80	\$68.37	\$73.61	\$34.07	\$45.80
Total Operating Costs (\$/cwt.)	\$3.73	\$2.52	\$6.95	\$3.48	\$3.51	\$11.05	\$5.14	\$2.26	\$3.29
Total Milk Marketing Costs	\$2.90	\$2.90	\$4.46	\$3.10	\$2.97	\$3.67	\$3.88	\$7.63	\$3.05
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.18	\$0.45	\$0.28	\$0.26	\$0.59	\$0.27	\$0.51	\$0.22
Total Cost (\$/Cow/Month)	\$351.15	\$361.59	\$279.42	\$330.54	\$289.94	\$251.64	\$376.93	\$389.01	\$344.13
Total Cost (\$/cwt)	\$27.06	\$22.27	\$28.25	\$29.68	\$25.54	\$40.68	\$26.31	\$25.86	\$24.71
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.98	16.23	9.89	11.14	11.35	6.19	14.33	15.04	13.93
b. Lbs Milk Sold/milk cow/day	48.50	65.70	34.95	42.13	44.39	29.66	54.73	54.28	54.64
c. Gross Milk Receipts (\$/cwt)	\$28.20	\$28.45	\$29.61	\$33.97	\$27.68	\$28.99	\$25.53	\$23.92	\$25.84
d. Mailbox Price (\$/cwt)	\$29.58	\$30.86	\$30.97	\$33.69	\$29.27	\$28.47	\$27.34	\$24.41	\$28.31
f. Income Over Feed Cost (\$/cwt)	\$10.54	\$14.47	\$11.75	\$12.01	\$11.76	\$6.11	\$12.39	\$4.35	\$10.50
g. Fat Test %	3.80%	3.87%	4.54%	4.74%	3.98%	4.67%	3.64%	3.47%	3.49%
h. SNF Test %	8.80%	8.93%	9.19%	9.29%	8.64%	9.18%	8.55%	8.49%	8.84%
Related Data									
a. Percent Dry Cows	13%	19%	8%	14%	17%	32%	15%	10%	17%
b. Yearly Cull Rate	29%	36%	19%	26%	15%	45%	47%	35%	25%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.19	\$0.05	\$0.07	\$0.15	\$0.00	\$0.17	\$0.20	\$0.11
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$317.22	\$305.00	\$280.00	\$315.00	\$330.00	\$320.00	\$320.00	\$330.00	\$315.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$633.44	\$504.06	\$673.98	\$595.93	\$685.35	\$700.00	\$699.07	\$705.35	\$580.27
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.10	25.57	17.64	13.51	12.00	8.00	4.00	12.87	15.48
g. Milkers (\$/hr with benefits & taxes)	\$14.75	\$14.31	\$0.00	\$23.00	\$15.83	\$14.40	\$15.36	\$11.76	\$12.29
h. Total Labor (\$/hr)	\$14.57	\$14.91	\$0.00	\$21.63	\$16.27	\$14.40	\$13.99	\$11.35	\$13.07
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.75	\$10.55	\$6.52	\$8.08	\$6.99	\$6.31	\$6.76	\$10.15	\$9.08
j. Milk Cow Feed Costs (\$/cwt.)	\$18.04	\$16.06	\$18.66	\$19.18	\$15.74	\$21.29	\$12.36	\$18.69	\$16.62

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$14.72	\$50.42	\$31.53
b. Wet Feed & Wet Roughage	\$5.52	\$14.75	\$17.55
c. Concentrates	\$94.42	\$142.54	\$179.08
d. Minerals & Supplements	\$3.15	\$4.56	\$4.10
e. Pasture	\$105.10	\$40.24	\$52.10
Total Feed Costs	\$222.91	\$252.52	\$284.36
Total Feed Costs (\$/cwt.)	\$21.61	\$20.58	\$19.31
Total Hired Labor	\$28.48	\$47.28	\$36.92
Total Hired Labor Costs (\$/cwt.)	\$2.76	\$3.85	\$2.51
Total Herd Replacement	\$17.35	\$16.20	\$16.73
Total Replacement Costs (\$/cwt.)	\$1.68	\$1.32	\$1.14
Total Operating Costs	\$35.91	\$54.69	\$56.94
Total Operating Costs (\$/cwt.)	\$3.48	\$4.46	\$3.87
Total Milk Marketing Costs	\$2.42	\$1.39	\$1.72
Total Milk Marketing Costs (\$/cwt.)	\$0.23	\$0.11	\$0.12
Total Cost (\$/Cow/Month)	\$307.06	\$372.07	\$396.68
Total Cost (\$/cwt)	\$29.76	\$30.32	\$26.94
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	10.32	12.27	14.72
b. Lbs Milk Sold/milk cow/day	33.64	45.31	55.62
c. Gross Milk Receipts (\$/cwt)	\$28.70	\$30.17	\$29.36
d. Mailbox Price (\$/cwt)	\$30.50	\$31.05	\$30.24
f. Income Over Feed Cost (\$/cwt)	\$8.89	\$10.48	\$10.92
g. Fat Test %	4.56%	3.67%	3.46%
h. SNF Test %	8.97%	8.82%	8.69%
Related Data			
a. Percent Dry Cows	0%	12%	14%
b. Yearly Cull Rate	30%	28%	28%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.00	\$0.17	\$0.19
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$320.00	\$325.00	\$308.42
e. Grain, Mnrls & Splmnts (\$/ton)	\$632.98	\$620.19	\$571.75
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	10.02	17.29	23.85
g. Milkers (\$/hr with benefits & taxes)	\$21.35	\$11.25	\$21.62
h. Total Labor (\$/hr)	\$18.39	\$12.53	\$17.89
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.27	\$8.97	\$10.32
j. Milk Cow Feed Costs (\$/cwt.)	\$21.61	\$19.79	\$18.55