

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2014**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$80.44	\$36.51	\$87.47	\$75.43	\$51.86	\$90.05	\$139.98	\$123.75	\$71.66
b. Wet Feed & Wet Roughage	\$23.24	\$10.41	\$21.79	\$67.00	\$43.03	\$55.19	\$18.87	\$2.39	\$27.81
c. Concentrates	\$113.21	\$86.82	\$163.07	\$89.48	\$90.93	\$29.59	\$97.38	\$146.97	\$150.02
d. Minerals & Supplements	\$3.29	\$5.02	\$0.00	\$16.95	\$7.65	\$0.00	\$0.00	\$3.67	\$4.12
e. Pasture	\$22.53	\$40.66	\$0.00	\$21.55	\$15.21	\$38.64	\$39.20	\$7.99	\$20.78
Total Feed Costs	\$242.71	\$179.42	\$272.33	\$270.42	\$208.68	\$213.46	\$295.43	\$284.77	\$274.39
Total Feed Costs (\$/cwt.)	\$19.30	\$22.35	\$17.07	\$17.39	\$20.39	\$15.10	\$21.24	\$19.71	\$18.41
Total Hired Labor	\$34.14	\$21.68	\$46.38	\$51.85	\$44.03	\$70.93	\$28.12	\$34.10	\$30.61
Total Hired Labor Costs (\$/cwt.)	\$2.71	\$2.70	\$2.91	\$3.33	\$4.30	\$5.02	\$2.02	\$2.36	\$2.05
Total Herd Replacement	\$12.78	\$11.88	\$8.47	\$5.69	\$9.26	\$15.18	\$12.89	\$12.05	\$18.33
Total Replacement Costs (\$/cwt.)	\$1.02	\$1.48	\$0.53	\$0.37	\$0.91	\$1.07	\$0.93	\$0.83	\$1.23
Total Operating Costs	\$53.82	\$47.50	\$45.14	\$100.30	\$42.18	\$73.40	\$34.38	\$60.89	\$66.58
Total Operating Costs (\$/cwt.)	\$4.28	\$5.92	\$2.83	\$6.45	\$4.12	\$5.19	\$2.47	\$4.22	\$4.47
Total Milk Marketing Costs	\$2.88	\$1.61	\$2.86	\$5.68	\$2.82	\$3.91	\$4.76	\$3.15	\$1.75
Total Milk Marketing Costs (\$/cwt.)	\$0.23	\$0.20	\$0.18	\$0.37	\$0.28	\$0.28	\$0.34	\$0.22	\$0.12
Total Cost (\$/Cow/Month)	\$346.33	\$262.08	\$375.17	\$433.95	\$306.97	\$376.89	\$375.58	\$394.96	\$391.66
Total Cost (\$/cwt)	\$27.54	\$32.64	\$23.52	\$27.91	\$30.00	\$26.66	\$27.00	\$27.34	\$26.27
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.58	8.03	15.95	15.55	10.23	14.14	13.91	14.45	14.91
b. Lbs Milk Sold/milk cow/day	49.74	35.24	61.23	56.47	39.24	55.72	52.48	57.37	56.66
c. Gross Milk Receipts (\$/cwt)	\$28.79	\$28.92	\$30.62	\$25.95	\$27.50	\$25.76	\$24.70	\$28.56	\$30.32
d. Mailbox Price (\$/cwt)	\$31.96	\$33.36	\$33.63	\$30.06	\$30.97	\$29.84	\$31.48	\$31.60	\$31.20
f. Income Over Feed Cost (\$/cwt)	\$12.66	\$11.02	\$16.56	\$12.67	\$10.57	\$14.74	\$10.25	\$11.89	\$12.80
g. Fat Test %	3.92%	4.29%	3.91%	3.85%	4.08%	3.70%	3.67%	3.68%	3.76%
h. SNF Test %	8.90%	9.30%	9.01%	8.54%	8.67%	8.60%	8.68%	9.02%	8.78%
Related Data									
a. Percent Dry Cows	16%	24%	13%	8%	13%	15%	12%	16%	12%
b. Yearly Cull Rate	27%	32%	29%	6%	17%	39%	25%	24%	31%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.28	\$0.23	\$0.34	\$0.08	\$0.29	\$0.25	\$0.15	\$0.43	\$0.34
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$321.00	\$320.00	\$305.00	\$350.00	\$330.00	\$320.00	\$330.00	\$330.00	\$306.37
e. Grain, Mnrls & Splmnts (\$/ton)	\$595.46	\$591.38	\$510.61	\$725.30	\$592.90	\$583.18	\$654.75	\$556.17	\$535.13
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.33	13.48	24.50	10.66	12.00	4.00	11.22	21.53	21.59
g. Milkers (\$/hr with benefits & taxes)	\$15.36	\$21.10	\$14.25	\$17.31	\$16.30	\$15.78	\$12.26	\$12.11	\$17.15
h. Total Labor (\$/hr)	\$15.04	\$18.00	\$15.00	\$17.10	\$17.78	\$14.35	\$11.83	\$12.88	\$14.77
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.03	\$7.16	\$10.32	\$9.46	\$7.33	\$7.63	\$10.30	\$10.95	\$9.91
j. Milk Cow Feed Costs (\$/cwt.)	\$18.15	\$20.31	\$16.85	\$16.74	\$18.67	\$13.69	\$19.62	\$19.09	\$17.50

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2014**

California Organic

Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$30.29	\$83.01	\$63.09
b. Wet Feed & Wet Roughage	\$0.00	\$29.86	\$13.80
c. Concentrates	\$92.63	\$107.24	\$52.80
d. Minerals & Supplements	\$0.00	\$0.71	\$0.00
e. Pasture	\$13.68	\$10.41	\$48.70
Total Feed Costs	\$136.60	\$231.23	\$178.39
Total Feed Costs (\$/cwt.)	\$22.23	\$21.19	\$23.61
Total Hired Labor	\$0.00	\$29.40	\$14.54
Total Hired Labor Costs (\$/cwt.)	\$0.00	\$2.69	\$1.92
Total Herd Replacement	\$14.28	\$15.14	\$11.24
Total Replacement Costs (\$/cwt.)	\$2.32	\$1.39	\$1.49
Total Operating Costs	\$40.01	\$41.37	\$59.10
Total Operating Costs (\$/cwt.)	\$6.51	\$3.79	\$7.82
Total Milk Marketing Costs	\$3.28	\$3.03	\$3.29
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.28	\$0.44
Total Cost (\$/Cow/Month)	\$194.17	\$320.18	\$266.56
Total Cost (\$/cwt)	\$31.60	\$29.35	\$35.27
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	6.14	10.91	7.56
b. Lbs Milk Sold/milk cow/day	28.60	41.24	33.38
c. Gross Milk Receipts (\$/cwt)	\$31.10	\$34.87	\$28.16
d. Mailbox Price (\$/cwt)	\$34.22	\$35.64	\$30.79
f. Income Over Feed Cost (\$/cwt)	\$11.99	\$14.45	\$7.18
g. Fat Test %	4.82%	4.81%	4.44%
h. SNF Test %	9.40%	9.34%	9.00%
Related Data			
a. Percent Dry Cows	28%	12%	25%
b. Yearly Cull Rate	15%	25%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.04	\$0.14	\$0.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$283.00	\$323.71	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$619.34	\$592.57	\$583.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	13.82	12.58	8.00
g. Milkers (\$/hr with benefits & taxes)	\$0.00	\$23.00	\$14.99
h. Total Labor (\$/hr)	\$0.00	\$21.61	\$14.99
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.99	\$7.85	\$6.89
j. Milk Cow Feed Costs (\$/cwt.)	\$20.93	\$19.03	\$20.64