

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2014
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$54.15	\$88.35	\$35.14	\$61.65	\$53.55	\$53.06	\$42.38	\$55.04	\$5.41
b. Wet Feed & Wet Roughage	\$21.28	\$2.09	\$21.92	\$19.66	\$0.00	\$36.33	\$25.10	\$44.60	\$0.00
c. Concentrates	\$125.42	\$141.30	\$183.46	\$158.96	\$67.03	\$88.47	\$105.15	\$77.83	\$127.39
d. Minerals & Supplements	\$2.74	\$3.52	\$4.93	\$0.00	\$16.93	\$2.80	\$0.00	\$2.12	\$0.00
e. Pasture	\$49.42	\$33.70	\$30.26	\$20.40	\$137.89	\$35.44	\$118.47	\$47.83	\$20.38
Total Feed Costs	\$253.01	\$268.96	\$275.72	\$260.67	\$275.39	\$216.10	\$291.10	\$227.42	\$153.18
Total Feed Costs (\$/cwt.)	\$18.08	\$18.22	\$19.49	\$16.25	\$15.73	\$18.00	\$19.39	\$16.24	\$16.87
Total Hired Labor	\$36.73	\$32.71	\$30.72	\$47.84	\$51.92	\$51.95	\$23.80	\$48.45	\$10.55
Total Hired Labor Costs (\$/cwt.)	\$2.63	\$2.22	\$2.17	\$2.98	\$2.97	\$4.33	\$1.59	\$3.46	\$1.16
Total Herd Replacement	\$16.62	\$14.21	\$19.40	\$14.81	\$19.75	\$12.18	\$15.37	\$20.07	\$14.14
Total Replacement Costs (\$/cwt.)	\$1.19	\$0.96	\$1.37	\$0.92	\$1.13	\$1.01	\$1.02	\$1.43	\$1.56
Total Operating Costs	\$50.73	\$54.54	\$58.34	\$39.32	\$95.30	\$40.59	\$25.34	\$53.52	\$64.36
Total Operating Costs (\$/cwt.)	\$3.63	\$3.70	\$4.12	\$2.45	\$5.45	\$3.38	\$1.69	\$3.82	\$7.09
Total Milk Marketing Costs	\$3.55	\$3.18	\$2.04	\$2.93	\$5.99	\$3.09	\$7.51	\$3.03	\$4.11
Total Milk Marketing Costs (\$/cwt.)	\$0.25	\$0.22	\$0.14	\$0.18	\$0.34	\$0.26	\$0.50	\$0.22	\$0.45
Total Cost (\$/Cow/Month)	\$360.64	\$373.60	\$386.22	\$365.57	\$448.35	\$323.92	\$363.11	\$352.49	\$246.34
Total Cost (\$/cwt)	\$25.78	\$25.31	\$27.30	\$22.79	\$25.62	\$26.98	\$24.19	\$25.18	\$27.12
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.99	14.76	14.15	16.04	17.50	12.01	15.01	14.00	9.08
b. Lbs Milk Sold/milk cow/day	53.63	55.15	54.97	63.14	62.98	45.44	58.44	53.61	37.99
c. Gross Milk Receipts (\$/cwt)	\$28.07	\$27.37	\$31.19	\$27.97	\$27.40	\$27.18	\$24.18	\$25.96	\$29.98
d. Mailbox Price (\$/cwt)	\$30.32	\$29.49	\$32.04	\$30.82	\$29.51	\$27.69	\$30.05	\$28.57	\$31.58
f. Income Over Feed Cost (\$/cwt)	\$12.23	\$11.26	\$12.55	\$14.57	\$13.78	\$9.69	\$10.66	\$12.33	\$14.71
g. Fat Test %	3.68%	3.38%	3.52%	3.66%	3.63%	3.91%	3.45%	3.70%	4.40%
h. SNF Test %	8.82%	8.96%	8.69%	8.89%	8.54%	8.75%	8.64%	8.69%	9.50%
Related Data									
a. Percent Dry Cows	14%	12%	15%	16%	8%	13%	15%	14%	21%
b. Yearly Cull Rate	28%	24%	30%	38%	33%	17%	27%	29%	15%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.63	\$0.71	\$0.54	\$0.65	\$0.42	\$0.82	\$0.67	\$0.90	\$0.06
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$321.13	\$330.19	\$303.87	\$305.00	\$350.00	\$335.00	\$330.00	\$320.00	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$576.96	\$541.22	\$542.63	\$510.61	\$697.57	\$564.15	\$619.34	\$493.72	\$604.21
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.93	20.00	26.55	24.50	8.66	12.00	13.22	11.25	17.66
g. Milkers (\$/hr with benefits & taxes)	\$15.21	\$12.11	\$17.14	\$14.27	\$17.21	\$16.13	\$12.17	\$17.70	\$0.00
h. Total Labor (\$/hr)	\$15.62	\$12.88	\$14.73	\$14.93	\$17.10	\$18.15	\$11.75	\$18.48	\$17.45
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.00	\$9.83	\$9.65	\$10.02	\$9.33	\$7.65	\$9.90	\$7.95	\$6.20
j. Milk Cow Feed Costs (\$/cwt.)	\$16.78	\$17.82	\$17.55	\$15.87	\$14.81	\$16.84	\$16.94	\$14.83	\$16.32

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Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$88.82	\$13.86
b. Wet Feed & Wet Roughage	\$0.00	\$24.27
c. Concentrates	\$110.53	\$73.37
d. Minerals & Supplements	\$0.66	\$0.00
e. Pasture	\$44.88	\$103.47
Total Feed Costs	\$244.89	\$214.97
Total Feed Costs (\$/cwt.)	\$22.80	\$17.75
Total Hired Labor	\$28.79	\$18.11
Total Hired Labor Costs (\$/cwt.)	\$2.68	\$1.50
Total Herd Replacement	\$21.11	\$10.52
Total Replacement Costs (\$/cwt.)	\$1.97	\$0.87
Total Operating Costs	\$51.96	\$71.39
Total Operating Costs (\$/cwt.)	\$4.84	\$5.89
Total Milk Marketing Costs	\$2.98	\$4.94
Total Milk Marketing Costs (\$/cwt.)	\$0.28	\$0.41
Total Cost (\$/Cow/Month)	\$349.72	\$319.94
Total Cost (\$/cwt)	\$32.56	\$26.42
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	10.74	12.11
b. Lbs Milk Sold/milk cow/day	42.98	39.93
c. Gross Milk Receipts (\$/cwt)	\$35.25	\$28.69
d. Mailbox Price (\$/cwt)	\$36.00	\$29.90
f. Income Over Feed Cost (\$/cwt)	\$13.20	\$12.15
g. Fat Test %	4.65%	4.51%
h. SNF Test %	9.38%	9.21%
Related Data		
a. Percent Dry Cows	18%	0%
b. Yearly Cull Rate	29%	17%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.08	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$318.42	\$340.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$590.18	\$602.15
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	13.37	8.00
g. Milkers (\$/hr with benefits & taxes)	\$23.00	\$14.82
h. Total Labor (\$/hr)	\$21.63	\$14.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.57	\$7.09
j. Milk Cow Feed Costs (\$/cwt.)	\$19.95	\$17.75