

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2014
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$64.62	\$97.43	\$57.32	\$49.34	\$59.47	\$65.37	\$89.39	\$40.90	\$0.00
b. Wet Feed & Wet Roughage	\$22.26	\$27.19	\$0.00	\$26.38	\$19.51	\$44.62	\$2.08	\$22.61	\$0.00
c. Concentrates	\$114.76	\$160.87	\$61.76	\$91.76	\$115.69	\$73.93	\$143.31	\$116.15	\$163.82
d. Minerals & Supplements	\$2.81	\$6.43	\$16.51	\$2.46	\$0.00	\$2.11	\$3.60	\$1.31	\$0.00
e. Pasture	\$55.05	\$0.00	\$135.05	\$71.55	\$96.36	\$55.57	\$34.39	\$76.85	\$73.28
Total Feed Costs	\$259.51	\$291.92	\$270.63	\$241.49	\$291.03	\$241.59	\$272.77	\$257.82	\$237.10
Total Feed Costs (\$/cwt.)	\$19.34	\$18.24	\$16.65	\$21.21	\$20.25	\$19.13	\$18.80	\$18.22	\$22.96
Total Hired Labor	\$37.65	\$47.54	\$63.73	\$44.23	\$28.62	\$49.32	\$33.47	\$31.60	\$11.50
Total Hired Labor Costs (\$/cwt.)	\$2.81	\$2.97	\$3.92	\$3.88	\$1.99	\$3.91	\$2.31	\$2.23	\$1.11
Total Herd Replacement	\$19.48	\$21.50	\$18.32	\$16.75	\$16.34	\$28.04	\$13.85	\$18.93	\$15.60
Total Replacement Costs (\$/cwt.)	\$1.45	\$1.34	\$1.13	\$1.47	\$1.14	\$2.22	\$0.95	\$1.34	\$1.51
Total Operating Costs	\$50.47	\$43.13	\$81.47	\$38.63	\$30.17	\$39.11	\$65.27	\$58.92	\$82.29
Total Operating Costs (\$/cwt.)	\$3.76	\$2.70	\$5.01	\$3.39	\$2.10	\$3.10	\$4.50	\$4.16	\$7.97
Total Milk Marketing Costs	\$3.43	\$2.81	\$5.76	\$2.96	\$7.18	\$3.46	\$3.11	\$1.67	\$4.56
Total Milk Marketing Costs (\$/cwt.)	\$0.26	\$0.18	\$0.35	\$0.26	\$0.50	\$0.27	\$0.21	\$0.12	\$0.44
Total Cost (\$/Cow/Month)	\$370.53	\$406.91	\$439.92	\$344.05	\$373.34	\$361.52	\$388.48	\$368.96	\$351.06
Total Cost (\$/cwt)	\$27.61	\$25.43	\$27.07	\$30.21	\$25.98	\$28.62	\$26.77	\$26.07	\$34.00
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.42	16.00	16.25	11.39	14.37	12.63	14.51	14.15	10.33
b. Lbs Milk Sold/milk cow/day	50.41	61.78	62.64	41.55	53.12	48.73	53.87	51.26	33.95
c. Gross Milk Receipts (\$/cwt)	\$28.24	\$28.07	\$26.62	\$26.72	\$24.06	\$25.97	\$27.99	\$31.58	\$29.73
d. Mailbox Price (\$/cwt)	\$30.96	\$31.66	\$29.40	\$29.12	\$30.00	\$29.23	\$30.16	\$32.46	\$32.09
f. Income Over Feed Cost (\$/cwt)	\$11.62	\$13.42	\$12.75	\$7.91	\$9.75	\$10.10	\$11.36	\$14.25	\$9.13
g. Fat Test %	3.65%	3.75%	3.69%	3.86%	3.54%	3.75%	3.34%	3.31%	4.54%
h. SNF Test %	8.76%	8.90%	8.47%	8.64%	8.49%	8.65%	8.88%	8.69%	9.25%
Related Data									
a. Percent Dry Cows	13%	16%	15%	11%	12%	15%	12%	10%	1%
b. Yearly Cull Rate	28%	36%	28%	20%	26%	32%	27%	28%	19%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.76	\$0.94	\$0.57	\$1.01	\$0.72	\$0.71	\$0.75	\$0.90	\$0.02
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$348.53	\$355.00	\$385.00	\$360.00	\$330.00	\$375.00	\$335.00	\$336.94	\$283.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$585.52	\$531.10	\$696.60	\$563.74	\$618.94	\$503.25	\$550.55	\$547.89	\$600.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.88	24.32	8.66	12.00	13.82	11.23	19.81	15.26	17.96
g. Milkers (\$/hr with benefits & taxes)	\$15.26	\$15.08	\$17.05	\$16.16	\$11.98	\$17.97	\$12.11	\$17.15	\$0.00
h. Total Labor (\$/hr)	\$15.58	\$15.80	\$16.39	\$17.91	\$11.57	\$18.64	\$12.88	\$14.71	\$17.45
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.13	\$11.06	\$9.44	\$8.49	\$9.71	\$8.57	\$9.90	\$8.59	\$7.53
j. Milk Cow Feed Costs (\$/cwt.)	\$18.12	\$17.91	\$15.07	\$20.43	\$18.28	\$17.59	\$18.37	\$16.75	\$22.18

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Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$86.72	\$56.14
b. Wet Feed & Wet Roughage	\$36.25	\$0.00
c. Concentrates	\$112.54	\$64.12
d. Minerals & Supplements	\$0.76	\$0.00
e. Pasture	\$0.00	\$36.23
Total Feed Costs	\$236.27	\$156.49
Total Feed Costs (\$/cwt.)	\$22.53	\$28.93
Total Hired Labor	\$29.74	\$19.65
Total Hired Labor Costs (\$/cwt.)	\$2.84	\$3.63
Total Herd Replacement	\$27.86	\$8.15
Total Replacement Costs (\$/cwt.)	\$2.66	\$1.51
Total Operating Costs	\$46.42	\$70.67
Total Operating Costs (\$/cwt.)	\$4.43	\$13.07
Total Milk Marketing Costs	\$2.96	\$3.28
Total Milk Marketing Costs (\$/cwt.)	\$0.28	\$0.61
Total Cost (\$/Cow/Month)	\$343.25	\$258.23
Total Cost (\$/cwt)	\$32.73	\$47.74
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	10.49	5.41
b. Lbs Milk Sold/milk cow/day	40.12	28.30
c. Gross Milk Receipts (\$/cwt)	\$36.29	\$29.09
d. Mailbox Price (\$/cwt)	\$37.03	\$30.38
f. Income Over Feed Cost (\$/cwt)	\$14.49	\$1.45
g. Fat Test %	4.72%	4.74%
h. SNF Test %	9.35%	9.15%
Related Data		
a. Percent Dry Cows	15%	38%
b. Yearly Cull Rate	34%	16%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.10	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$347.42	\$370.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$568.11	\$675.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	13.87	9.86
g. Milkers (\$/hr with benefits & taxes)	\$23.00	\$14.66
h. Total Labor (\$/hr)	\$21.63	\$14.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.24	\$6.14
j. Milk Cow Feed Costs (\$/cwt.)	\$20.52	\$21.71