

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2014**  
**California Organic**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	<b>CAorganic</b>								
a. Dry Roughage	\$82.71	\$25.58	\$104.57	\$57.61	\$71.89	\$143.90	\$78.33	\$89.37	\$91.05
b. Wet Feed & Wet Roughage	\$29.51	\$40.31	\$27.81	\$0.00	\$40.27	\$21.07	\$46.85	\$2.08	\$40.30
c. Concentrates	\$115.24	\$42.47	\$172.65	\$184.63	\$104.01	\$112.11	\$82.40	\$140.14	\$139.24
d. Minerals & Supplements	\$3.35	\$6.94	\$6.90	\$16.05	\$2.85	\$0.00	\$1.74	\$3.61	\$1.07
e. Pasture	\$22.60	\$54.32	\$0.00	\$54.41	\$9.37	\$23.78	\$33.92	\$25.64	\$0.00
<b>Total Feed Costs</b>	<b>\$253.42</b>	<b>\$169.62</b>	<b>\$311.92</b>	<b>\$312.70</b>	<b>\$228.40</b>	<b>\$300.86</b>	<b>\$243.25</b>	<b>\$260.84</b>	<b>\$271.66</b>
Total Feed Costs (\$/cwt.)	\$21.13	\$30.17	\$18.53	\$22.25	\$22.14	\$21.67	\$19.53	\$20.85	\$18.81
<b>Total Hired Labor</b>	<b>\$37.09</b>	<b>\$30.61</b>	<b>\$50.50</b>	<b>\$59.18</b>	<b>\$43.83</b>	<b>\$30.07</b>	<b>\$49.26</b>	<b>\$33.54</b>	<b>\$32.40</b>
Total Hired Labor Costs (\$/cwt.)	\$3.09	\$5.44	\$3.00	\$4.21	\$4.25	\$2.17	\$3.95	\$2.68	\$2.24
<b>Total Herd Replacement</b>	<b>\$21.88</b>	<b>\$6.21</b>	<b>\$26.15</b>	<b>\$17.92</b>	<b>\$21.05</b>	<b>\$25.88</b>	<b>\$37.45</b>	<b>\$15.51</b>	<b>\$19.84</b>
Total Replacement Costs (\$/cwt.)	\$1.82	\$1.10	\$1.55	\$1.28	\$2.04	\$1.86	\$3.01	\$1.24	\$1.37
<b>Total Operating Costs</b>	<b>\$52.39</b>	<b>\$48.48</b>	<b>\$41.89</b>	<b>\$100.57</b>	<b>\$34.25</b>	<b>\$33.07</b>	<b>\$59.40</b>	<b>\$50.49</b>	<b>\$66.79</b>
Total Operating Costs (\$/cwt.)	\$4.37	\$8.62	\$2.49	\$7.16	\$3.32	\$2.38	\$4.77	\$4.04	\$4.63
<b>Total Milk Marketing Costs</b>	<b>\$2.84</b>	<b>\$1.30</b>	<b>\$2.84</b>	<b>\$5.23</b>	<b>\$2.70</b>	<b>\$4.69</b>	<b>\$3.36</b>	<b>\$2.70</b>	<b>\$1.97</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.24	\$0.23	\$0.17	\$0.37	\$0.26	\$0.34	\$0.27	\$0.22	\$0.14
<b>Total Cost (\$/Cow/Month)</b>	<b>\$367.62</b>	<b>\$256.23</b>	<b>\$433.31</b>	<b>\$495.59</b>	<b>\$330.24</b>	<b>\$394.56</b>	<b>\$392.72</b>	<b>\$363.07</b>	<b>\$392.66</b>
Total Cost (\$/cwt)	\$30.65	\$45.58	\$25.74	\$35.26	\$32.01	\$28.42	\$31.53	\$29.03	\$27.19
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.00	5.62	16.83	14.06	10.32	13.88	12.46	12.51	14.44
b. Lbs Milk Sold/milk cow/day	47.52	31.54	62.85	52.53	38.75	50.40	48.42	46.87	53.34
c. Gross Milk Receipts (\$/cwt)	\$29.88	\$38.74	\$28.40	\$27.88	\$27.17	\$24.52	\$26.24	\$30.28	\$33.83
d. Mailbox Price (\$/cwt)	\$33.62	\$38.51	\$33.97	\$32.67	\$31.64	\$31.42	\$31.70	\$33.04	\$34.69
f. Income Over Feed Cost (\$/cwt)	\$12.49	\$8.34	\$15.44	\$10.42	\$9.51	\$9.75	\$12.17	\$12.18	\$15.88
g. Fat Test %	3.95%	5.25%	3.89%	3.87%	4.07%	3.67%	3.81%	3.77%	3.63%
h. SNF Test %	8.88%	9.64%	8.96%	8.56%	8.67%	8.59%	8.63%	8.95%	8.87%
<b>Related Data</b>									
a. Percent Dry Cows	18%	42%	13%	13%	13%	10%	16%	13%	12%
b. Yearly Cull Rate	30%	31%	36%	24%	25%	32%	36%	28%	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.95	\$0.00	\$0.83	\$1.59	\$1.12	\$1.39	\$1.07	\$1.31	\$0.87
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$350.86	\$323.23	\$355.00	\$385.00	\$360.00	\$330.00	\$367.63	\$335.00	\$360.95
e. Grain, Mnrls & Splmnts (\$/ton)	\$577.98	\$591.06	\$531.10	\$609.25	\$563.24	\$658.23	\$502.18	\$538.80	\$500.93
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.19	9.03	25.25	24.62	14.00	12.37	12.56	20.00	20.36
g. Milkers (\$/hr with benefits & taxes)	\$16.02	\$21.33	\$15.70	\$17.00	\$16.30	\$12.36	\$18.34	\$12.11	\$17.15
h. Total Labor (\$/hr)	\$16.05	\$18.88	\$16.50	\$15.93	\$17.94	\$12.18	\$18.93	\$12.88	\$14.71
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.33	\$7.02	\$11.48	\$11.14	\$8.24	\$10.07	\$8.70	\$9.65	\$9.57
j. Milk Cow Feed Costs (\$/cwt.)	\$19.63	\$22.25	\$18.27	\$21.20	\$21.27	\$19.99	\$17.97	\$20.59	\$17.94

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Dairy ID Number	9	10
<b>Feed Costs</b>		
a. Dry Roughage	\$51.50	\$86.57
b. Wet Feed & Wet Roughage	\$0.00	\$39.97
c. Concentrates	\$121.85	\$121.24
d. Minerals & Supplements	\$0.00	\$0.70
e. Pasture	\$68.56	\$0.00
<b>Total Feed Costs</b>	\$241.91	\$248.48
Total Feed Costs (\$/cwt.)	\$28.35	\$24.50
<b>Total Hired Labor</b>	\$4.79	\$30.28
Total Hired Labor Costs (\$/cwt.)	\$0.56	\$2.99
<b>Total Herd Replacement</b>	\$16.13	\$33.49
Total Replacement Costs (\$/cwt.)	\$1.89	\$3.30
<b>Total Operating Costs</b>	\$70.35	\$47.68
Total Operating Costs (\$/cwt.)	\$8.25	\$4.70
<b>Total Milk Marketing Costs</b>	\$4.05	\$2.91
Total Milk Marketing Costs (\$/cwt.)	\$0.48	\$0.29
<b>Total Cost (\$/Cow/Month)</b>	\$337.23	\$362.85
Total Cost (\$/cwt)	\$39.52	\$35.78
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt.)	8.53	10.14
b. Lbs Milk Sold/milk cow/day	31.37	38.31
c. Gross Milk Receipts (\$/cwt)	\$31.23	\$35.90
d. Mailbox Price (\$/cwt)	\$35.42	\$37.05
f. Income Over Feed Cost (\$/cwt)	\$7.07	\$12.55
g. Fat Test %	4.91%	5.00%
h. SNF Test %	9.50%	9.36%
<b>Related Data</b>		
a. Percent Dry Cows	11%	14%
b. Yearly Cull Rate	22%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.00	\$0.21
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$465.00	\$366.36
e. Grain, Mnrls & Splmnts (\$/ton)	\$590.00	\$559.97
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.19	14.47
g. Milkers (\$/hr with benefits & taxes)	\$0.00	\$23.00
h. Total Labor (\$/hr)	\$13.53	\$21.63
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.64	\$8.25
j. Milk Cow Feed Costs (\$/cwt.)	\$27.53	\$21.53