

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2015
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$70.37	\$22.80	\$64.97	\$47.47	\$66.90	\$148.95	\$86.85	\$77.69	\$65.51
b. Wet Feed & Wet Roughage	\$22.86	\$21.24	\$17.09	\$86.33	\$38.71	\$19.96	\$9.88	\$1.96	\$27.86
c. Concentrates	\$105.12	\$42.02	\$105.63	\$117.47	\$88.02	\$137.23	\$84.39	\$132.70	\$142.77
d. Minerals & Supplements	\$3.87	\$13.34	\$4.49	\$15.57	\$2.94	\$0.00	\$0.00	\$3.62	\$1.12
e. Pasture	\$46.69	\$87.59	\$101.95	\$29.13	\$26.10	\$29.64	\$61.87	\$22.00	\$31.73
Total Feed Costs	\$248.91	\$186.98	\$294.13	\$295.97	\$222.68	\$335.77	\$242.99	\$237.97	\$268.98
Total Feed Costs (\$/cwt.)	\$19.62	\$22.84	\$17.10	\$18.40	\$21.28	\$22.91	\$18.38	\$19.47	\$17.53
Total Hired Labor	\$36.53	\$19.68	\$52.62	\$59.71	\$45.82	\$33.35	\$50.22	\$34.19	\$32.80
Total Hired Labor Costs (\$/cwt.)	\$2.88	\$2.40	\$3.06	\$3.71	\$4.38	\$2.28	\$3.80	\$2.80	\$2.14
Total Herd Replacement	\$22.79	\$7.57	\$24.39	\$14.55	\$20.67	\$32.37	\$35.70	\$18.64	\$21.04
Total Replacement Costs (\$/cwt.)	\$1.80	\$0.92	\$1.42	\$0.90	\$1.97	\$2.21	\$2.70	\$1.53	\$1.37
Total Operating Costs	\$49.00	\$38.88	\$42.88	\$98.58	\$42.52	\$30.29	\$42.47	\$56.37	\$67.17
Total Operating Costs (\$/cwt.)	\$3.86	\$4.75	\$2.49	\$6.13	\$4.06	\$2.07	\$3.21	\$4.61	\$4.38
Total Milk Marketing Costs	\$2.83	\$1.28	\$2.93	\$5.47	\$2.76	\$4.99	\$3.43	\$2.67	\$1.80
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.16	\$0.17	\$0.34	\$0.26	\$0.34	\$0.26	\$0.22	\$0.12
Total Cost (\$/Cow/Month)	\$360.06	\$254.39	\$416.94	\$474.27	\$334.44	\$436.77	\$374.82	\$349.83	\$391.80
Total Cost (\$/cwt)	\$28.39	\$31.08	\$24.24	\$29.48	\$31.96	\$29.80	\$28.35	\$28.62	\$25.53
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.68	8.19	17.20	16.09	10.46	14.66	13.22	12.22	15.34
b. Lbs Milk Sold/milk cow/day	51.15	40.41	65.84	61.10	42.28	54.30	51.99	48.75	58.80
c. Gross Milk Receipts (\$/cwt)	\$34.67	\$41.02	\$35.53	\$34.49	\$34.16	\$25.69	\$32.97	\$33.30	\$35.88
d. Mailbox Price (\$/cwt)	\$36.60	\$40.86	\$37.55	\$35.80	\$35.45	\$33.38	\$34.56	\$35.01	\$36.77
f. Income Over Feed Cost (\$/cwt)	\$16.97	\$18.02	\$20.45	\$17.40	\$14.17	\$10.47	\$16.18	\$15.54	\$19.24
g. Fat Test %	3.80%	4.24%	3.72%	3.84%	3.97%	3.67%	3.68%	3.47%	3.59%
h. SNF Test %	8.86%	9.28%	8.87%	8.64%	8.64%	8.64%	8.67%	8.86%	8.92%
Related Data									
a. Percent Dry Cows	17%	32%	13%	12%	18%	10%	15%	16%	13%
b. Yearly Cull Rate	29%	17%	35%	24%	27%	36%	31%	32%	25%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.77	\$0.56	\$0.39	\$0.89	\$0.83	\$0.70	\$1.09	\$1.30	\$0.84
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$338.05	\$327.31	\$355.00	\$395.00	\$360.00	\$370.00	\$314.34	\$297.50	\$333.16
e. Grain, Mnrls & Splmnts (\$/ton)	\$579.68	\$637.52	\$543.45	\$607.81	\$564.43	\$655.93	\$500.00	\$543.53	\$493.34
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.93	7.03	15.50	16.62	12.71	15.50	13.27	20.00	22.01
g. Milkers (\$/hr with benefits & taxes)	\$16.53	\$21.71	\$15.46	\$15.50	\$17.47	\$13.53	\$19.24	\$12.30	\$17.68
h. Total Labor (\$/hr)	\$16.55	\$20.13	\$16.46	\$14.79	\$18.78	\$13.06	\$19.66	\$13.07	\$15.22
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.06	\$6.41	\$10.61	\$10.90	\$8.47	\$11.56	\$7.92	\$9.22	\$9.88
j. Milk Cow Feed Costs (\$/cwt.)	\$17.72	\$15.87	\$16.12	\$17.85	\$20.03	\$21.29	\$15.24	\$18.92	\$16.81

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$29.21	\$86.22	\$55.46
b. Wet Feed & Wet Roughage	\$0.00	\$40.95	\$62.22
c. Concentrates	\$78.65	\$121.76	\$129.94
d. Minerals & Supplements	\$0.00	\$0.71	\$0.00
e. Pasture	\$7.88	\$0.00	\$0.00
Total Feed Costs	\$115.74	\$249.64	\$247.62
Total Feed Costs (\$/cwt.)	\$19.68	\$22.22	\$28.36
Total Hired Labor	\$0.00	\$30.37	\$27.84
Total Hired Labor Costs (\$/cwt.)	\$0.00	\$2.70	\$3.19
Total Herd Replacement	\$20.49	\$37.55	\$22.10
Total Replacement Costs (\$/cwt.)	\$3.48	\$3.34	\$2.53
Total Operating Costs	\$43.12	\$41.90	\$61.08
Total Operating Costs (\$/cwt.)	\$7.33	\$3.73	\$6.99
Total Milk Marketing Costs	\$3.26	\$3.04	\$4.02
Total Milk Marketing Costs (\$/cwt.)	\$0.55	\$0.27	\$0.46
Total Cost (\$/Cow/Month)	\$182.61	\$362.48	\$362.67
Total Cost (\$/cwt)	\$31.04	\$32.26	\$41.53
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	5.88	11.24	8.73
b. Lbs Milk Sold/milk cow/day	32.98	42.93	31.75
c. Gross Milk Receipts (\$/cwt)	\$39.24	\$40.48	\$39.38
d. Mailbox Price (\$/cwt)	\$39.57	\$42.18	\$40.38
f. Income Over Feed Cost (\$/cwt)	\$19.90	\$19.96	\$12.02
g. Fat Test %	4.87%	4.74%	4.35%
h. SNF Test %	9.33%	9.31%	8.79%
Related Data			
a. Percent Dry Cows	41%	13%	8%
b. Yearly Cull Rate	22%	42%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.18	\$0.18	\$0.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$0.00	\$365.78	\$359.70
e. Grain, Mnrls & Splmnts (\$/ton)	\$596.74	\$559.92	\$675.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.74	14.89	14.00
g. Milkers (\$/hr with benefits & taxes)	\$0.00	\$23.08	\$21.65
h. Total Labor (\$/hr)	\$0.00	\$21.69	\$21.65
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.79	\$8.44	\$8.79
j. Milk Cow Feed Costs (\$/cwt.)	\$17.56	\$19.65	\$27.67