

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2015
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$53.56	\$5.71	\$72.41	\$46.67	\$82.44	\$24.23	\$64.21	\$35.78	\$77.27
b. Wet Feed & Wet Roughage	\$17.01	\$0.00	\$4.05	\$36.40	\$24.83	\$46.62	\$30.18	\$0.00	\$24.38
c. Concentrates	\$120.05	\$97.70	\$127.65	\$37.21	\$117.61	\$110.29	\$83.54	\$136.72	\$86.69
d. Minerals & Supplements	\$2.58	\$0.00	\$0.67	\$4.09	\$5.13	\$16.61	\$3.01	\$0.00	\$0.35
e. Pasture	\$65.04	\$22.24	\$60.85	\$89.83	\$49.26	\$47.32	\$39.44	\$110.02	\$85.49
Total Feed Costs	\$258.23	\$125.65	\$265.63	\$214.20	\$279.27	\$245.07	\$220.38	\$282.52	\$274.18
Total Feed Costs (\$/cwt.)	\$18.34	\$15.00	\$22.99	\$21.01	\$17.28	\$14.61	\$18.07	\$18.62	\$19.30
Total Hired Labor	\$40.79	\$0.00	\$29.59	\$27.31	\$50.49	\$65.34	\$47.29	\$37.60	\$57.06
Total Hired Labor Costs (\$/cwt.)	\$2.90	\$0.00	\$2.56	\$2.68	\$3.12	\$3.89	\$3.88	\$2.48	\$4.02
Total Herd Replacement	\$26.96	\$23.98	\$32.63	\$23.25	\$20.39	\$16.95	\$24.44	\$32.45	\$41.06
Total Replacement Costs (\$/cwt.)	\$1.92	\$2.86	\$2.82	\$2.28	\$1.26	\$1.01	\$2.00	\$2.14	\$2.89
Total Operating Costs	\$53.30	\$58.44	\$52.33	\$85.48	\$44.07	\$96.06	\$36.20	\$28.51	\$50.59
Total Operating Costs (\$/cwt.)	\$3.79	\$6.98	\$4.53	\$8.39	\$2.73	\$5.72	\$2.97	\$1.88	\$3.56
Total Milk Marketing Costs	\$3.53	\$2.93	\$3.11	\$4.74	\$2.87	\$5.65	\$3.15	\$7.64	\$3.74
Total Milk Marketing Costs (\$/cwt.)	\$0.25	\$0.35	\$0.27	\$0.46	\$0.18	\$0.34	\$0.26	\$0.50	\$0.26
Total Cost (\$/Cow/Month)	\$382.82	\$211.00	\$383.29	\$354.97	\$397.09	\$429.07	\$331.45	\$388.71	\$426.63
Total Cost (\$/cwt)	\$27.19	\$25.19	\$33.17	\$34.82	\$24.58	\$25.57	\$27.17	\$25.62	\$30.02
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	14.08	8.38	11.56	10.19	16.16	16.78	12.20	15.17	14.21
b. Lbs Milk Sold/milk cow/day	54.15	36.70	43.50	33.60	63.14	62.98	48.89	58.12	54.49
c. Gross Milk Receipts (\$/cwt)	\$34.51	\$37.29	\$41.74	\$40.17	\$34.46	\$34.36	\$33.61	\$33.33	\$33.06
d. Mailbox Price (\$/cwt)	\$36.33	\$38.00	\$43.42	\$40.44	\$36.19	\$35.51	\$34.86	\$36.29	\$34.52
f. Income Over Feed Cost (\$/cwt)	\$17.99	\$23.01	\$20.44	\$19.42	\$18.90	\$20.90	\$16.80	\$17.67	\$15.23
g. Fat Test %	3.66%	4.39%	4.63%	4.48%	3.71%	3.77%	3.86%	3.48%	3.68%
h. SNF Test %	8.84%	9.28%	9.34%	8.98%	8.93%	8.74%	8.63%	8.64%	8.76%
Related Data									
a. Percent Dry Cows	14%	25%	12%	0%	16%	12%	18%	14%	14%
b. Yearly Cull Rate	30%	19%	36%	25%	23%	25%	31%	32%	37%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$1.01	\$0.10	\$0.13	\$0.01	\$0.54	\$0.70	\$1.16	\$0.90	\$1.30
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$353.12	\$0.00	\$365.85	\$355.00	\$355.00	\$340.00	\$360.00	\$370.00	\$375.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$573.72	\$599.15	\$560.31	\$677.89	\$512.04	\$650.79	\$564.70	\$642.36	\$499.78
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.57	14.27	14.90	4.00	18.79	14.64	12.00	15.50	12.97
g. Milkers (\$/hr with benefits & taxes)	\$16.46	\$0.00	\$23.08	\$21.42	\$15.07	\$16.34	\$17.44	\$15.26	\$19.76
h. Total Labor (\$/hr)	\$16.55	\$0.00	\$21.71	\$21.42	\$16.26	\$16.50	\$18.70	\$15.47	\$19.03
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.24	\$5.31	\$8.00	\$7.06	\$10.31	\$8.80	\$7.88	\$9.71	\$10.02
j. Milk Cow Feed Costs (\$/cwt.)	\$17.06	\$14.47	\$18.40	\$21.01	\$16.33	\$13.98	\$16.11	\$16.70	\$18.39

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2015
California Organic

Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$31.87	\$43.82
b. Wet Feed & Wet Roughage	\$4.68	\$15.24
c. Concentrates	\$158.29	\$147.39
d. Minerals & Supplements	\$3.59	\$1.14
e. Pasture	\$52.17	\$65.39
Total Feed Costs	\$250.60	\$272.98
Total Feed Costs (\$/cwt.)	\$18.36	\$18.09
Total Hired Labor	\$33.85	\$32.17
Total Hired Labor Costs (\$/cwt.)	\$2.48	\$2.13
Total Herd Replacement	\$19.70	\$25.04
Total Replacement Costs (\$/cwt.)	\$1.44	\$1.66
Total Operating Costs	\$66.12	\$60.86
Total Operating Costs (\$/cwt.)	\$4.85	\$4.03
Total Milk Marketing Costs	\$3.01	\$1.77
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.12
Total Cost (\$/Cow/Month)	\$373.28	\$392.81
Total Cost (\$/cwt.)	\$27.35	\$26.02
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	13.65	15.09
b. Lbs Milk Sold/milk cow/day	53.08	57.09
c. Gross Milk Receipts (\$/cwt)	\$32.68	\$35.40
d. Mailbox Price (\$/cwt)	\$36.49	\$36.29
f. Income Over Feed Cost (\$/cwt)	\$18.13	\$18.20
g. Fat Test %	3.29%	3.46%
h. SNF Test %	8.87%	8.88%
Related Data		
a. Percent Dry Cows	15%	13%
b. Yearly Cull Rate	33%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$1.35	\$1.38
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$310.00	\$334.92
e. Grain, Mnrls & Splmnts (\$/ton)	\$538.26	\$489.38
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.40	22.64
g. Milkers (\$/hr with benefits & taxes)	\$12.30	\$17.46
h. Total Labor (\$/hr)	\$13.07	\$15.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.19	\$9.80
j. Milk Cow Feed Costs (\$/cwt.)	\$17.32	\$17.17