

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2015
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$54.30	\$32.04	\$43.00	\$89.55	\$0.57	\$22.95	\$81.99	\$61.22	\$26.48
b. Wet Feed & Wet Roughage	\$21.77	\$4.78	\$15.20	\$28.24	\$0.00	\$37.67	\$31.22	\$34.96	\$0.00
c. Concentrates	\$125.43	\$160.91	\$139.30	\$154.20	\$150.47	\$99.79	\$130.19	\$85.83	\$38.56
d. Minerals & Supplements	\$2.94	\$4.86	\$1.11	\$6.45	\$0.00	\$16.18	\$0.68	\$2.89	\$4.25
e. Pasture	\$45.24	\$51.67	\$64.11	\$0.00	\$21.39	\$37.76	\$10.27	\$37.13	\$60.65
Total Feed Costs	\$249.68	\$254.26	\$262.72	\$278.45	\$172.42	\$214.35	\$254.35	\$222.04	\$129.94
Total Feed Costs (\$/cwt.)	\$18.18	\$17.54	\$16.93	\$17.46	\$17.02	\$14.61	\$23.77	\$19.46	\$24.70
Total Hired Labor	\$40.04	\$35.18	\$30.90	\$51.34	\$0.00	\$74.83	\$29.50	\$49.46	\$28.39
Total Hired Labor Costs (\$/cwt.)	\$2.92	\$2.43	\$1.99	\$3.22	\$0.00	\$5.10	\$2.76	\$4.33	\$5.40
Total Herd Replacement	\$27.73	\$22.17	\$28.18	\$18.59	\$23.71	\$20.49	\$29.87	\$21.73	\$25.23
Total Replacement Costs (\$/cwt.)	\$2.02	\$1.53	\$1.82	\$1.17	\$2.34	\$1.40	\$2.79	\$1.90	\$4.80
Total Operating Costs	\$53.94	\$59.13	\$64.03	\$40.72	\$75.03	\$112.21	\$55.35	\$38.83	\$102.16
Total Operating Costs (\$/cwt.)	\$3.93	\$4.08	\$4.13	\$2.55	\$7.41	\$7.65	\$5.17	\$3.40	\$19.42
Total Milk Marketing Costs	\$3.18	\$2.57	\$1.80	\$1.69	\$4.51	\$5.21	\$3.02	\$3.04	\$3.25
Total Milk Marketing Costs (\$/cwt.)	\$0.23	\$0.18	\$0.12	\$0.11	\$0.45	\$0.36	\$0.28	\$0.27	\$0.62
Total Cost (\$/Cow/Month)	\$374.57	\$373.31	\$387.62	\$390.78	\$275.67	\$427.09	\$372.10	\$335.09	\$288.97
Total Cost (\$/cwt)	\$27.27	\$25.75	\$24.98	\$24.51	\$27.21	\$29.10	\$34.78	\$29.37	\$54.92
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.73	14.50	15.52	15.94	10.13	14.68	10.70	11.41	5.26
b. Lbs Milk Sold/milk cow/day	52.34	54.26	57.64	63.66	34.55	56.65	38.34	44.51	26.33
c. Gross Milk Receipts (\$/cwt)	\$35.13	\$37.40	\$35.21	\$39.49	\$36.94	\$34.58	\$42.53	\$33.27	\$41.37
d. Mailbox Price (\$/cwt)	\$37.23	\$37.35	\$36.09	\$40.09	\$37.75	\$35.66	\$44.24	\$35.14	\$42.57
f. Income Over Feed Cost (\$/cwt)	\$19.05	\$19.81	\$19.16	\$22.62	\$20.73	\$21.05	\$20.46	\$15.68	\$17.87
g. Fat Test %	3.63%	3.25%	3.30%	3.79%	4.47%	3.87%	4.84%	3.83%	4.74%
h. SNF Test %	8.78%	8.85%	8.77%	8.93%	9.11%	8.67%	9.36%	8.52%	9.12%
Related Data									
a. Percent Dry Cows	14%	13%	12%	18%	4%	16%	9%	16%	35%
b. Yearly Cull Rate	30%	32%	26%	24%	15%	28%	35%	28%	21%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.90	\$0.91	\$1.30	\$0.86	\$0.05	\$0.61	\$0.06	\$0.88	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$332.14	\$304.87	\$329.67	\$325.00	\$0.00	\$370.00	\$363.55	\$335.00	\$355.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$551.42	\$539.30	\$473.15	\$508.03	\$603.48	\$656.34	\$566.24	\$564.57	\$532.52
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.70	23.00	21.73	25.25	17.00	13.64	14.78	12.00	8.00
g. Milkers (\$/hr with benefits & taxes)	\$16.07	\$11.88	\$17.46	\$15.15	\$0.00	\$16.02	\$23.08	\$18.00	\$21.18
h. Total Labor (\$/hr)	\$16.51	\$12.82	\$14.98	\$17.06	\$0.00	\$15.20	\$21.71	\$19.02	\$21.18
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.91	\$9.07	\$9.27	\$10.87	\$5.78	\$7.81	\$7.77	\$7.84	\$5.18
j. Milk Cow Feed Costs (\$/cwt.)	\$17.02	\$16.71	\$16.09	\$17.07	\$16.74	\$13.79	\$20.28	\$17.61	\$19.66

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2015
California Organic

Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$45.25	\$73.74
b. Wet Feed & Wet Roughage	\$7.74	\$43.02
c. Concentrates	\$136.24	\$82.38
d. Minerals & Supplements	\$0.00	\$0.38
e. Pasture	\$103.27	\$37.25
Total Feed Costs	\$292.50	\$236.77
Total Feed Costs (\$/cwt.)	\$19.67	\$18.62
Total Hired Labor	\$41.22	\$45.53
Total Hired Labor Costs (\$/cwt.)	\$2.77	\$3.58
Total Herd Replacement	\$31.36	\$44.09
Total Replacement Costs (\$/cwt.)	\$2.11	\$3.47
Total Operating Costs	\$29.39	\$45.77
Total Operating Costs (\$/cwt.)	\$1.98	\$3.60
Total Milk Marketing Costs	\$7.51	\$3.28
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.26
Total Cost (\$/Cow/Month)	\$401.98	\$375.44
Total Cost (\$/cwt)	\$27.03	\$29.52
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	14.87	12.72
b. Lbs Milk Sold/milk cow/day	55.69	48.79
c. Gross Milk Receipts (\$/cwt)	\$32.66	\$27.71
d. Mailbox Price (\$/cwt)	\$35.49	\$35.97
f. Income Over Feed Cost (\$/cwt)	\$15.82	\$17.36
g. Fat Test %	3.42%	3.74%
h. SNF Test %	8.45%	8.71%
Related Data		
a. Percent Dry Cows	13%	15%
b. Yearly Cull Rate	29%	41%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.83	\$0.95
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$360.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$581.63	\$476.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.30	12.92
g. Milkers (\$/hr with benefits & taxes)	\$15.10	\$19.19
h. Total Labor (\$/hr)	\$15.53	\$19.77
i. Milk Cow Feed Costs (\$/Cow/Day)	\$10.13	\$8.40
j. Milk Cow Feed Costs (\$/cwt.)	\$18.19	\$17.22