

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2015**  
**California Organic**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	<b>CAorganic</b>								
a. Dry Roughage	\$79.60	\$40.44	\$97.87	\$112.69	\$79.68	\$93.72	\$64.69	\$79.27	\$6.68
b. Wet Feed & Wet Roughage	\$31.22	\$11.32	\$27.93	\$27.02	\$43.14	\$27.94	\$50.93	\$59.55	\$0.00
c. Concentrates	\$125.78	\$156.93	\$134.20	\$131.23	\$84.36	\$161.38	\$84.71	\$111.35	\$170.20
d. Minerals & Supplements	\$2.37	\$1.86	\$1.13	\$0.00	\$0.37	\$6.75	\$3.08	\$11.46	\$0.00
e. Pasture	\$11.13	\$24.72	\$0.00	\$29.25	\$19.54	\$0.00	\$6.22	\$9.51	\$12.24
<b>Total Feed Costs</b>	<b>\$250.09</b>	<b>\$235.28</b>	<b>\$261.12</b>	<b>\$300.19</b>	<b>\$227.09</b>	<b>\$289.79</b>	<b>\$209.64</b>	<b>\$271.13</b>	<b>\$189.12</b>
Total Feed Costs (\$/cwt.)	\$19.24	\$16.92	\$18.98	\$20.72	\$18.79	\$17.17	\$20.48	\$21.65	\$22.39
<b>Total Hired Labor</b>	<b>\$43.61</b>	<b>\$45.20</b>	<b>\$31.35</b>	<b>\$44.21</b>	<b>\$46.28</b>	<b>\$58.30</b>	<b>\$54.20</b>	<b>\$66.80</b>	<b>\$0.00</b>
Total Hired Labor Costs (\$/cwt.)	\$3.36	\$3.25	\$2.28	\$3.05	\$3.83	\$3.46	\$5.30	\$5.33	\$0.00
<b>Total Herd Replacement</b>	<b>\$27.11</b>	<b>\$22.83</b>	<b>\$25.74</b>	<b>\$29.08</b>	<b>\$47.77</b>	<b>\$18.91</b>	<b>\$16.34</b>	<b>\$27.26</b>	<b>\$25.47</b>
Total Replacement Costs (\$/cwt.)	\$2.09	\$1.64	\$1.87	\$2.01	\$3.95	\$1.12	\$1.60	\$2.18	\$3.02
<b>Total Operating Costs</b>	<b>\$57.84</b>	<b>\$68.05</b>	<b>\$63.42</b>	<b>\$35.69</b>	<b>\$70.98</b>	<b>\$42.05</b>	<b>\$33.88</b>	<b>\$85.71</b>	<b>\$76.42</b>
Total Operating Costs (\$/cwt.)	\$4.45	\$4.89	\$4.61	\$2.46	\$5.87	\$2.49	\$3.31	\$6.84	\$9.05
<b>Total Milk Marketing Costs</b>	<b>\$3.11</b>	<b>\$2.05</b>	<b>\$1.99</b>	<b>\$7.36</b>	<b>\$2.72</b>	<b>\$2.57</b>	<b>\$2.85</b>	<b>\$4.92</b>	<b>\$4.10</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.24	\$0.15	\$0.14	\$0.51	\$0.23	\$0.15	\$0.28	\$0.39	\$0.48
<b>Total Cost (\$/Cow/Month)</b>	<b>\$381.77</b>	<b>\$373.41</b>	<b>\$383.64</b>	<b>\$416.53</b>	<b>\$394.84</b>	<b>\$411.63</b>	<b>\$316.90</b>	<b>\$455.82</b>	<b>\$295.11</b>
Total Cost (\$/cwt)	\$29.37	\$26.85	\$27.89	\$28.75	\$32.67	\$24.40	\$30.96	\$36.40	\$34.94
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.00	13.91	13.75	14.49	12.09	16.87	10.23	12.52	8.45
b. Lbs Milk Sold/milk cow/day	49.32	52.06	51.67	53.20	46.12	64.34	40.58	47.55	27.55
c. Gross Milk Receipts (\$/cwt)	\$38.18	\$39.23	\$36.34	\$33.71	\$37.81	\$43.37	\$33.95	\$35.15	\$38.05
d. Mailbox Price (\$/cwt)	\$38.77	\$38.48	\$37.20	\$36.88	\$37.58	\$42.57	\$35.79	\$36.86	\$39.52
f. Income Over Feed Cost (\$/cwt)	\$19.53	\$21.57	\$18.22	\$16.16	\$18.79	\$25.40	\$15.31	\$15.20	\$17.13
g. Fat Test %	3.81%	3.15%	3.69%	3.69%	3.83%	3.93%	4.03%	4.07%	4.51%
h. SNF Test %	8.83%	8.93%	8.77%	8.56%	8.72%	8.98%	8.55%	8.59%	9.41%
<b>Related Data</b>									
a. Percent Dry Cows	14%	13%	13%	11%	15%	14%	18%	14%	0%
b. Yearly Cull Rate	31%	36%	24%	29%	44%	28%	25%	32%	17%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.43	\$0.61	\$0.46	\$0.41	\$0.48	\$0.41	\$0.35	\$0.45	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$333.27	\$298.00	\$334.02	\$360.00	\$330.00	\$325.00	\$310.00	\$375.00	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$551.84	\$507.95	\$488.77	\$623.65	\$475.47	\$508.03	\$566.86	\$621.63	\$600.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.58	23.40	20.42	15.25	13.20	25.25	12.00	15.01	18.51
g. Milkers (\$/hr with benefits & taxes)	\$16.99	\$15.30	\$17.88	\$15.51	\$18.84	\$15.48	\$18.13	\$15.58	\$0.00
h. Total Labor (\$/hr)	\$17.11	\$15.77	\$15.36	\$16.00	\$19.42	\$17.71	\$18.59	\$15.03	\$0.00
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.97	\$8.54	\$9.22	\$10.42	\$8.10	\$10.86	\$7.78	\$9.75	\$6.17
j. Milk Cow Feed Costs (\$/cwt.)	\$18.19	\$16.40	\$17.85	\$19.58	\$17.56	\$16.88	\$19.18	\$20.50	\$22.39

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Dairy ID Number	9	10
<b>Feed Costs</b>		
a. Dry Roughage	\$69.27	\$86.31
b. Wet Feed & Wet Roughage	\$39.30	\$34.84
c. Concentrates	\$61.94	\$128.41
d. Minerals & Supplements	\$4.35	\$0.68
e. Pasture	\$4.66	\$0.00
<b>Total Feed Costs</b>	\$179.52	\$250.24
Total Feed Costs (\$/cwt.)	\$31.95	\$25.04
<b>Total Hired Labor</b>	\$44.64	\$30.17
Total Hired Labor Costs (\$/cwt.)	\$7.94	\$3.02
<b>Total Herd Replacement</b>	\$19.00	\$24.33
Total Replacement Costs (\$/cwt.)	\$3.38	\$2.43
<b>Total Operating Costs</b>	\$101.21	\$43.67
Total Operating Costs (\$/cwt.)	\$18.01	\$4.37
<b>Total Milk Marketing Costs</b>	\$3.39	\$2.98
Total Milk Marketing Costs (\$/cwt.)	\$0.60	\$0.30
<b>Total Cost (\$/Cow/Month)</b>	\$347.76	\$351.40
Total Cost (\$/cwt)	\$61.89	\$35.16
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt.)	5.62	9.99
b. Lbs Milk Sold/milk cow/day	29.40	36.87
c. Gross Milk Receipts (\$/cwt)	\$40.89	\$44.86
d. Mailbox Price (\$/cwt)	\$42.28	\$46.63
f. Income Over Feed Cost (\$/cwt)	\$10.33	\$21.59
g. Fat Test %	4.57%	5.30%
h. SNF Test %	9.12%	9.52%
<b>Related Data</b>		
a. Percent Dry Cows	38%	12%
b. Yearly Cull Rate	25%	31%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.24	\$0.06
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$370.00	\$366.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$576.68	\$546.53
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.00	14.80
g. Milkers (\$/hr with benefits & taxes)	\$19.68	\$23.08
h. Total Labor (\$/hr)	\$17.23	\$21.71
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.31	\$7.81
j. Milk Cow Feed Costs (\$/cwt.)	\$28.25	\$21.19