

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2016
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$86.37	\$56.07	\$33.24	\$80.18	\$77.04	\$64.13	\$66.05	\$184.41	\$84.72
b. Wet Feed & Wet Roughage	\$24.81	\$15.80	\$0.00	\$60.39	\$23.03	\$45.95	\$40.14	\$7.13	\$36.61
c. Concentrates	\$110.11	\$120.58	\$90.99	\$109.86	\$121.85	\$94.00	\$91.11	\$98.88	\$86.01
d. Minerals & Supplements	\$2.59	\$5.24	\$0.00	\$11.99	\$0.68	\$1.87	\$0.00	\$0.00	\$1.83
e. Pasture	\$15.46	\$46.62	\$5.59	\$10.01	\$27.39	\$12.25	\$12.19	\$0.00	\$6.97
Total Feed Costs	\$239.34	\$244.32	\$129.82	\$272.43	\$249.99	\$218.20	\$209.49	\$290.41	\$216.13
Total Feed Costs (\$/cwt.)	\$18.46	\$14.48	\$26.27	\$21.68	\$24.34	\$20.70	\$23.81	\$21.02	\$18.10
Total Hired Labor	\$42.56	\$55.92	\$6.62	\$69.97	\$29.58	\$60.01	\$38.86	\$43.74	\$40.90
Total Hired Labor Costs (\$/cwt.)	\$3.28	\$3.31	\$1.34	\$5.57	\$2.88	\$5.69	\$4.42	\$3.17	\$3.43
Total Herd Replacement	\$27.35	\$21.56	\$19.41	\$26.37	\$22.85	\$17.89	\$18.81	\$24.34	\$47.24
Total Replacement Costs (\$/cwt.)	\$2.11	\$1.28	\$3.93	\$2.10	\$2.22	\$1.70	\$2.14	\$1.76	\$3.96
Total Operating Costs	\$55.82	\$49.80	\$47.56	\$83.10	\$44.48	\$42.21	\$71.38	\$33.09	\$53.17
Total Operating Costs (\$/cwt.)	\$4.31	\$2.95	\$9.62	\$6.61	\$4.33	\$4.01	\$8.11	\$2.39	\$4.45
Total Milk Marketing Costs	\$3.02	\$2.61	\$3.14	\$4.80	\$2.97	\$3.01	\$3.05	\$7.07	\$2.74
Total Milk Marketing Costs (\$/cwt.)	\$0.23	\$0.15	\$0.64	\$0.38	\$0.29	\$0.29	\$0.35	\$0.51	\$0.23
Total Cost (\$/Cow/Month)	\$368.09	\$374.20	\$206.56	\$456.67	\$349.88	\$341.32	\$341.60	\$398.65	\$360.18
Total Cost (\$/cwt)	\$28.39	\$22.17	\$41.79	\$36.35	\$34.06	\$32.39	\$38.83	\$28.85	\$30.16
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.97	16.88	4.94	12.56	10.27	10.54	8.80	13.82	11.94
b. Lbs Milk Sold/milk cow/day	50.13	65.38	26.91	47.01	40.77	37.67	33.82	51.80	47.34
c. Gross Milk Receipts (\$/cwt)	\$38.05	\$42.47	\$41.03	\$36.37	\$43.97	\$36.14	\$42.92	\$33.66	\$37.16
d. Mailbox Price (\$/cwt)	\$38.57	\$41.68	\$41.68	\$37.53	\$45.49	\$36.75	\$43.84	\$37.25	\$36.93
f. Income Over Feed Cost (\$/cwt)	\$20.12	\$27.20	\$15.41	\$15.85	\$21.15	\$16.05	\$20.02	\$16.24	\$18.84
g. Fat Test %	3.73%	3.86%	4.73%	3.92%	4.95%	4.03%	4.64%	3.64%	3.74%
h. SNF Test %	8.81%	8.99%	9.33%	8.51%	9.38%	8.59%	9.02%	8.60%	8.64%
Related Data									
a. Percent Dry Cows	15%	15%	39%	12%	17%	8%	14%	12%	17%
b. Yearly Cull Rate	31%	34%	17%	29%	29%	33%	19%	25%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.15	\$0.10	\$0.27	\$0.26	\$0.40	\$0.11	\$0.28	\$0.19
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$336.97	\$325.00	\$0.00	\$375.00	\$364.40	\$310.00	\$377.34	\$364.89	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$541.21	\$489.61	\$593.00	\$623.28	\$549.73	\$565.88	\$530.00	\$582.33	\$477.23
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.86	19.86	16.67	14.62	15.64	12.00	13.24	12.50	13.43
g. Milkers (\$/hr with benefits & taxes)	\$17.17	\$16.23	\$0.00	\$15.34	\$23.00	\$18.23	\$19.38	\$15.66	\$18.83
h. Total Labor (\$/hr)	\$17.19	\$17.43	\$17.40	\$14.51	\$21.61	\$18.67	\$17.19	\$16.08	\$19.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.70	\$9.13	\$6.35	\$9.85	\$8.65	\$7.60	\$7.58	\$10.20	\$7.77
j. Milk Cow Feed Costs (\$/cwt.)	\$17.35	\$13.97	\$23.62	\$20.95	\$21.22	\$20.17	\$22.42	\$19.70	\$16.41

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Dairy ID Number	9	10
Feed Costs		
a. Dry Roughage	\$49.07	\$104.83
b. Wet Feed & Wet Roughage	\$2.28	\$31.54
c. Concentrates	\$139.30	\$118.44
d. Minerals & Supplements	\$3.72	\$2.11
e. Pasture	\$33.51	\$0.00
Total Feed Costs	\$227.87	\$256.92
Total Feed Costs (\$/cwt.)	\$16.25	\$18.28
Total Hired Labor	\$43.17	\$31.75
Total Hired Labor Costs (\$/cwt.)	\$3.08	\$2.26
Total Herd Replacement	\$24.12	\$27.37
Total Replacement Costs (\$/cwt.)	\$1.72	\$1.95
Total Operating Costs	\$69.04	\$67.01
Total Operating Costs (\$/cwt.)	\$4.92	\$4.77
Total Milk Marketing Costs	\$2.06	\$1.65
Total Milk Marketing Costs (\$/cwt.)	\$0.15	\$0.12
Total Cost (\$/Cow/Month)	\$366.26	\$384.70
Total Cost (\$/cwt)	\$26.12	\$27.37
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	14.02	14.05
b. Lbs Milk Sold/milk cow/day	53.65	54.07
c. Gross Milk Receipts (\$/cwt)	\$38.40	\$36.41
d. Mailbox Price (\$/cwt)	\$37.66	\$37.29
f. Income Over Feed Cost (\$/cwt)	\$21.41	\$19.01
g. Fat Test %	2.90%	3.71%
h. SNF Test %	8.92%	8.76%
Related Data		
a. Percent Dry Cows	14%	14%
b. Yearly Cull Rate	37%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.42	\$0.27
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$338.00	\$317.60
e. Grain, Mnrls & Splmnts (\$/ton)	\$508.91	\$491.73
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.48	18.43
g. Milkers (\$/hr with benefits & taxes)	\$15.11	\$19.67
h. Total Labor (\$/hr)	\$15.60	\$16.53
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.38	\$9.27
j. Milk Cow Feed Costs (\$/cwt.)	\$15.63	\$17.15