

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2016
California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CAorganic								
a. Dry Roughage	\$53.01	\$56.07	\$66.59	\$22.06	\$63.67	\$47.92	\$79.02	\$46.83	\$63.92
b. Wet Feed & Wet Roughage	\$16.32	\$13.24	\$45.15	\$0.00	\$13.56	\$8.03	\$2.23	\$18.53	\$0.00
c. Concentrates	\$104.35	\$127.61	\$83.26	\$130.75	\$103.01	\$106.12	\$66.49	\$92.38	\$120.42
d. Minerals & Supplements	\$2.38	\$2.15	\$1.68	\$0.00	\$4.48	\$0.00	\$1.40	\$3.77	\$0.45
e. Pasture	\$63.38	\$47.03	\$34.60	\$83.36	\$33.07	\$115.59	\$103.00	\$59.11	\$83.12
Total Feed Costs	\$239.44	\$246.09	\$231.29	\$236.17	\$217.79	\$277.65	\$252.14	\$220.62	\$267.90
Total Feed Costs (\$/cwt.)	\$17.67	\$16.98	\$16.69	\$16.43	\$14.47	\$19.59	\$22.57	\$17.01	\$23.24
Total Hired Labor	\$44.75	\$32.46	\$39.71	\$41.51	\$61.02	\$47.16	\$34.13	\$61.28	\$29.52
Total Hired Labor Costs (\$/cwt.)	\$3.30	\$2.24	\$2.87	\$2.89	\$4.05	\$3.33	\$3.06	\$4.73	\$2.56
Total Herd Replacement	\$26.62	\$28.01	\$44.53	\$24.50	\$19.49	\$19.90	\$25.90	\$19.22	\$25.59
Total Replacement Costs (\$/cwt.)	\$1.96	\$1.93	\$3.21	\$1.70	\$1.29	\$1.40	\$2.32	\$1.48	\$2.22
Total Operating Costs	\$56.75	\$61.31	\$64.18	\$64.16	\$50.28	\$24.94	\$38.13	\$41.15	\$44.96
Total Operating Costs (\$/cwt.)	\$4.19	\$4.23	\$4.63	\$4.46	\$3.34	\$1.76	\$3.41	\$3.17	\$3.90
Total Milk Marketing Costs	\$4.10	\$1.70	\$3.09	\$2.10	\$9.25	\$7.20	\$3.81	\$3.43	\$3.13
Total Milk Marketing Costs (\$/cwt.)	\$0.30	\$0.12	\$0.22	\$0.15	\$0.61	\$0.51	\$0.34	\$0.26	\$0.27
Total Cost (\$/Cow/Month)	\$371.66	\$369.57	\$382.80	\$368.43	\$357.83	\$376.86	\$354.12	\$345.70	\$371.10
Total Cost (\$/cwt)	\$27.43	\$25.51	\$27.63	\$25.63	\$23.77	\$26.59	\$31.69	\$26.66	\$32.19
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.55	14.49	13.86	14.37	15.06	14.17	11.17	12.97	11.53
b. Lbs Milk Sold/milk cow/day	51.25	54.77	53.07	55.06	59.20	54.06	43.09	45.50	43.86
c. Gross Milk Receipts (\$/cwt)	\$33.92	\$35.52	\$37.25	\$37.76	\$32.23	\$33.17	\$12.46	\$32.89	\$42.65
d. Mailbox Price (\$/cwt)	\$35.21	\$36.40	\$37.03	\$37.03	\$30.58	\$35.37	\$27.17	\$33.68	\$44.05
f. Income Over Feed Cost (\$/cwt)	\$17.54	\$19.41	\$20.33	\$20.60	\$16.11	\$15.78	\$4.60	\$16.67	\$20.81
g. Fat Test %	3.61%	3.47%	3.65%	3.04%	3.74%	3.51%	3.55%	3.78%	4.65%
h. SNF Test %	8.73%	8.70%	8.76%	8.58%	8.87%	8.55%	8.63%	8.56%	9.29%
Related Data									
a. Percent Dry Cows	13%	13%	14%	14%	16%	14%	15%	6%	13%
b. Yearly Cull Rate	36%	29%	40%	35%	37%	22%	21%	37%	32%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.20	\$0.26	\$0.20	\$0.24	\$0.22	\$0.13	\$0.15	\$0.22	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$337.67	\$318.43	\$330.00	\$338.00	\$325.00	\$365.54	\$365.00	\$294.09	\$364.84
e. Grain, Mnrls & Splmnts (\$/ton)	\$525.66	\$490.21	\$435.87	\$525.89	\$489.61	\$567.17	\$568.32	\$547.42	\$555.11
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.82	19.65	13.78	19.07	17.26	14.00	9.21	12.00	14.87
g. Milkers (\$/hr with benefits & taxes)	\$17.44	\$19.47	\$20.16	\$15.11	\$16.22	\$18.61	\$13.64	\$18.66	\$23.00
h. Total Labor (\$/hr)	\$17.54	\$16.38	\$21.22	\$15.60	\$17.37	\$18.81	\$15.08	\$19.49	\$21.63
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.55	\$8.77	\$8.24	\$8.49	\$8.31	\$10.22	\$8.92	\$7.30	\$9.21
j. Milk Cow Feed Costs (\$/cwt.)	\$16.69	\$16.00	\$15.53	\$15.43	\$14.03	\$18.90	\$20.71	\$16.05	\$21.01

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Dairy ID Number	9	10	11	12
Feed Costs				
a. Dry Roughage	\$40.99	\$69.02	\$16.99	\$32.25
b. Wet Feed & Wet Roughage	\$62.11	\$34.50	\$0.00	\$9.88
c. Concentrates	\$112.16	\$50.96	\$123.60	\$78.97
d. Minerals & Supplements	\$15.77	\$0.00	\$0.00	\$11.71
e. Pasture	\$42.44	\$63.93	\$17.37	\$99.34
Total Feed Costs	\$273.47	\$218.42	\$157.96	\$232.15
Total Feed Costs (\$/cwt.)	\$17.29	\$21.53	\$17.30	\$20.60
Total Hired Labor	\$67.42	\$37.53	\$6.31	\$150.32
Total Hired Labor Costs (\$/cwt.)	\$4.26	\$3.70	\$0.69	\$13.34
Total Herd Replacement	\$26.65	\$17.87	\$18.33	\$37.01
Total Replacement Costs (\$/cwt.)	\$1.69	\$1.76	\$2.01	\$3.28
Total Operating Costs	\$98.74	\$87.96	\$66.47	\$139.90
Total Operating Costs (\$/cwt.)	\$6.24	\$8.67	\$7.28	\$12.41
Total Milk Marketing Costs	\$5.29	\$4.41	\$4.19	\$4.07
Total Milk Marketing Costs (\$/cwt.)	\$0.33	\$0.44	\$0.46	\$0.36
Total Cost (\$/Cow/Month)	\$471.57	\$366.20	\$253.26	\$563.45
Total Cost (\$/cwt)	\$29.82	\$36.09	\$27.73	\$49.99
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt.)	15.81	10.15	9.13	11.27
b. Lbs Milk Sold/milk cow/day	56.42	33.45	37.21	43.97
c. Gross Milk Receipts (\$/cwt)	\$33.20	\$40.20	\$36.28	\$32.17
d. Mailbox Price (\$/cwt)	\$34.59	\$41.24	\$37.32	\$32.28
f. Income Over Feed Cost (\$/cwt)	\$17.29	\$19.71	\$20.03	\$11.68
g. Fat Test %	3.65%	4.59%	4.07%	3.89%
h. SNF Test %	8.56%	9.00%	9.39%	8.98%
Related Data				
a. Percent Dry Cows	8%	0%	19%	16%
b. Yearly Cull Rate	30%	18%	16%	261%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.00	\$0.06	\$0.40
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$375.00	\$379.23	\$0.00	\$347.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$504.25	\$528.44	\$559.09	\$534.85
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.10	6.36	18.00	13.24
g. Milkers (\$/hr with benefits & taxes)	\$15.32	\$19.96	\$0.00	\$18.18
h. Total Labor (\$/hr)	\$14.54	\$17.45	\$17.21	\$17.98
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.46	\$7.20	\$6.20	\$8.41
j. Milk Cow Feed Costs (\$/cwt.)	\$16.76	\$21.53	\$16.67	\$19.13