

CDFA - DAIRY MARKETING BRANCH

FEEDBACK - Quarter 1, 2010

North Coast-Conventional

Dairy ID Number	Averages		1	3	4	5	6	7
	NC Average	Conventional						
<b>Feed Costs</b>								
a. Dry Roughage	\$62.37	\$60.32	\$45.56	\$44.66	\$62.07	\$81.62	\$42.78	\$99.12
b. Wet Feed & Wet Roughage	\$10.71	\$6.07	\$3.18	\$0.00	\$0.00	\$0.00	\$27.52	\$0.00
c. Concentrates	\$59.07	\$55.05	\$20.74	\$73.76	\$68.06	\$64.54	\$42.25	\$77.18
d. Minerals & Supplements	\$1.83	\$0.96	\$1.20	\$0.00	\$1.56	\$0.53	\$0.29	\$2.53
e. Pasture	\$3.53	\$1.80	\$4.00	\$3.56	\$4.58	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$137.51	\$124.21	\$74.67	\$121.98	\$136.27	\$146.69	\$112.84	\$178.83
<b>Total Feed Costs (\$/cwt)</b>	\$10.77	\$9.28	\$12.19	\$8.39	\$8.62	\$8.74	\$10.82	\$8.31
<b>Total Hired Labor</b>	\$32.94	\$33.98	\$23.10	\$47.34	\$34.90	\$40.43	\$14.07	\$41.55
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.58	\$2.54	\$3.77	\$3.26	\$2.21	\$2.41	\$1.35	\$1.93
<b>Herd Replacement</b>	\$27.36	\$29.72	\$27.92	\$26.48	\$33.34	\$36.08	\$20.25	\$36.08
<b>Less: Calf Income (\$/Cow/Month)</b>	\$9.77	\$11.79	\$27.24	\$5.31	\$8.99	\$6.51	\$9.17	\$9.58
<b>Total Herd Replacement</b>	\$17.59	\$17.93	\$0.68	\$21.16	\$24.36	\$29.57	\$11.08	\$26.50
<b>Total Replacement Costs (\$/cwt)</b>	\$1.38	\$1.34	\$0.11	\$1.46	\$1.54	\$1.76	\$1.06	\$1.23
<b>Total Operating Costs</b>	\$46.95	\$44.85	\$48.33	\$61.51	\$38.28	\$38.61	\$27.81	\$43.43
<b>Total Operating Costs (\$/cwt)</b>	\$3.68	\$3.35	\$7.89	\$4.23	\$2.42	\$2.30	\$2.67	\$2.02
<b>Total Milk Marketing Costs</b>	\$7.92	\$9.05	\$2.23	\$10.17	\$7.77	\$17.02	\$5.00	\$10.12
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.62	\$0.68	\$0.36	\$0.70	\$0.49	\$1.01	\$0.48	\$0.47
<b>Total Cost (\$/Cow/Month)</b>	\$242.90	\$230.03	\$149.02	\$262.16	\$241.58	\$272.33	\$170.80	\$300.42
<b>Total Cost (\$/cwt)</b>	\$19.02	\$17.18	\$24.33	\$18.04	\$15.29	\$16.22	\$16.38	\$13.96
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	12.77	13.39	6.12	14.53	15.80	16.79	10.43	21.51
b. Lbs Milk Sold/milk cow/day	52.69	56.14	35.36	59.64	62.12	67.44	40.97	77.36
c. Gross Milk Receipts (\$/cwt)	\$18.46	\$14.52	\$14.82	\$14.96	\$15.09	\$14.67	\$13.41	\$14.24
d. Mailbox Price (\$/cwt)	\$18.42	\$14.12	\$14.61	\$14.42	\$14.80	\$14.12	\$13.15	\$13.98
f. Fat Test %	3.87%	3.75%	4.80%	3.84%	3.88%	3.42%	3.78%	3.52%
g. SNF Test %	8.86%	8.84%	9.31%	8.80%	8.93%	8.90%	8.61%	8.60%
<b>Related Data</b>								
a. Percent Dry Cows	19%	21%	42%	19%	15%	17%	15%	7%
b. Yearly Cull Rate	43%	50%	30%	34%	43%	49%	23%	44%
c. Avg. Value (Drop Bull Calf)	\$12.25	\$11.40	\$5.00	\$12.12	\$20.00	\$9.50	\$20.00	\$20.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$180.35	\$159.27	\$180.00	\$135.00	\$140.00	\$170.00	\$150.00	\$160.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$334.33	\$268.21	\$249.74	\$242.19	\$303.81	\$230.21	\$278.87	\$316.40
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.27	17.98	10.00	24.90	17.64	22.27	11.87	18.11
g. Milkers (\$/hr with benefits & taxes)	\$13.60	\$13.31	\$14.89	\$17.51	\$12.96	\$11.38	\$11.33	\$11.92
h. Total Labor (\$/hr)	\$13.31	\$13.15	\$14.79	\$18.29	\$12.30	\$11.42	\$8.14	\$15.90
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.27	\$4.85	\$3.61	\$4.82	\$4.96	\$5.57	\$4.10	\$6.19
j. Milk Cow Feed Costs (\$/cwt.)	\$10.00	\$8.65	\$10.20	\$8.07	\$7.99	\$8.26	\$10.00	\$8.00

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2010**  
**North Coast-Organic**

Dairy ID Number	Averages		8	9	10	11	12	13	14
	NC Average	Organic							
<b>Feed Costs</b>									
a. Dry Roughage	\$62.37	\$65.07	\$20.17	\$48.07	\$56.04	\$49.20	\$40.88	\$97.29	\$108.90
b. Wet Feed & Wet Roughage	\$10.71	\$16.79	\$61.25	\$12.75	\$0.00	\$24.20	\$0.00	\$16.37	\$0.00
c. Concentrates	\$59.07	\$64.34	\$0.00	\$79.24	\$53.07	\$91.43	\$68.07	\$56.85	\$81.60
d. Minerals & Supplements	\$1.83	\$2.97	\$1.34	\$7.56	\$0.87	\$0.00	\$0.00	\$3.07	\$0.75
e. Pasture	\$3.53	\$5.81	\$0.00	\$19.94	\$1.30	\$3.06	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$137.51	\$154.98	\$82.76	\$167.57	\$111.27	\$167.90	\$108.95	\$173.58	\$191.24
<b>Total Feed Costs (\$/cwt)</b>	\$10.77	\$12.96	\$19.65	\$10.80	\$22.94	\$14.73	\$12.76	\$12.14	\$13.80
<b>Total Hired Labor</b>	\$32.94	\$31.56	\$19.10	\$39.98	\$8.84	\$36.30	\$25.81	\$39.21	\$28.16
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.58	\$2.64	\$4.53	\$2.58	\$1.82	\$3.18	\$3.02	\$2.74	\$2.03
<b>Herd Replacement</b>	\$27.36	\$24.27	\$20.79	\$19.41	\$31.62	\$22.81	\$17.68	\$27.39	\$30.88
Less: Calf Income (\$/Cow/Month)	\$9.77	\$7.13	\$12.36	\$2.71	\$15.30	\$4.00	\$7.66	\$6.27	\$9.32
<b>Total Herd Replacement</b>	\$17.59	\$17.13	\$8.43	\$16.70	\$16.32	\$18.81	\$10.02	\$21.11	\$21.56
<b>Total Replacement Costs (\$/cwt)</b>	\$1.38	\$1.43	\$2.00	\$1.08	\$3.37	\$1.65	\$1.17	\$1.48	\$1.56
<b>Total Operating Costs</b>	\$46.95	\$49.71	\$41.16	\$44.74	\$39.20	\$54.64	\$29.72	\$80.87	\$41.19
<b>Total Operating Costs (\$/cwt)</b>	\$3.68	\$4.16	\$9.77	\$2.88	\$8.08	\$4.79	\$3.48	\$5.66	\$2.97
<b>Total Milk Marketing Costs</b>	\$7.92	\$6.43	\$2.93	\$8.46	\$4.52	\$7.52	\$6.51	\$6.25	\$6.12
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.62	\$0.54	\$0.70	\$0.55	\$0.93	\$0.66	\$0.76	\$0.44	\$0.44
<b>Total Cost (\$/Cow/Month)</b>	\$242.90	\$259.81	\$154.39	\$277.45	\$180.16	\$285.16	\$181.01	\$321.03	\$288.27
<b>Total Cost (\$/cwt)</b>	\$19.02	\$21.72	\$36.65	\$17.89	\$37.15	\$25.01	\$21.20	\$22.45	\$20.80
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	12.77	11.96	4.21	15.51	4.85	11.40	8.54	14.30	13.86
b. Lbs Milk Sold/milk cow/day	52.69	48.33	17.79	58.61	30.48	43.39	33.01	55.91	57.35
c. Gross Milk Receipts (\$/cwt)	\$18.46	\$24.25	\$24.23	\$27.68	\$23.18	\$31.53	\$20.33	\$20.51	\$20.06
d. Mailbox Price (\$/cwt)	\$18.42	\$24.73	\$23.79	\$27.83	\$22.96	\$31.71	\$19.95	\$21.54	\$21.08
f. Fat Test %	3.87%	4.04%	4.83%	4.07%	4.82%	4.71%	4.73%	3.81%	3.54%
g. SNF Test %	8.86%	8.90%	8.76%	8.96%	9.33%	9.35%	9.51%	8.64%	8.71%
<b>Related Data</b>									
a. Percent Dry Cows	19%	18%	21%	12%	47%	12%	14%	15%	19%
b. Yearly Cull Rate	43%	35%	22%	33%	30%	65%	20%	36%	37%
c. Avg. Value (Drop Bull Calf)	\$12.25	\$14.49	\$10.00	\$20.00	\$7.03	\$2.47	\$20.00	\$20.00	\$20.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$180.35	\$214.77	\$260.00	\$200.00	\$227.00	\$204.05	\$0.00	\$220.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$334.33	\$400.45	\$400.00	\$360.11	\$418.54	\$400.00	\$439.21	\$368.56	\$415.82
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.27	14.10	0.28	22.11	15.30	16.87	12.45	12.58	16.30
g. Milkers (\$/hr with benefits & taxes)	\$13.60	\$13.96	\$13.39	\$14.80	\$0.00	\$22.66	\$12.68	\$12.51	\$11.49
h. Total Labor (\$/hr)	\$13.31	\$13.55	\$13.45	\$15.06	\$11.89	\$21.28	\$12.20	\$11.96	\$10.99
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.27	\$5.79	\$2.69	\$6.10	\$5.85	\$5.97	\$3.93	\$6.34	\$7.35
j. Milk Cow Feed Costs (\$/cwt.)	\$10.00	\$11.99	\$15.10	\$10.41	\$19.21	\$13.76	\$11.91	\$11.34	\$12.81