

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2010**

North Coast-Organic

Dairy ID Number	Averages		1	2	3	4	5	6	7
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$38.49	\$40.93	\$33.21	\$30.77	\$16.23	\$45.20	\$27.51	\$81.67	\$32.23
b. Wet Feed & Wet Roughage	\$4.12	\$7.69	\$25.71	\$2.29	\$0.00	\$10.06	\$0.00	\$12.52	\$0.00
c. Concentrates	\$55.51	\$55.64	\$0.00	\$48.93	\$69.54	\$74.72	\$71.49	\$57.29	\$85.56
d. Minerals & Supplements	\$1.72	\$2.76	\$0.25	\$7.80	\$0.79	\$0.00	\$0.00	\$3.09	\$0.82
e. Pasture	\$29.18	\$36.69	\$27.07	\$62.87	\$31.61	\$26.38	\$3.10	\$9.54	\$54.29
Total Feed Costs	\$129.03	\$143.71	\$86.23	\$152.65	\$118.17	\$156.36	\$102.10	\$164.11	\$172.89
Total Feed Costs (\$/cwt.)	\$9.21	\$11.82	\$14.90	\$9.48	\$14.61	\$13.51	\$12.69	\$12.25	\$12.48
Total Hired Labor	\$34.23	\$33.64	\$17.41	\$44.36	\$8.39	\$34.43	\$27.63	\$46.40	\$30.74
Total Hired Labor Costs (\$/cwt.)	\$2.44	\$2.77	\$3.01	\$2.76	\$1.04	\$2.97	\$3.43	\$3.46	\$2.22
Herd Replacement	\$22.09	\$20.83	\$19.63	\$14.81	\$24.71	\$21.57	\$14.56	\$27.27	\$23.66
Less: Calf Income (\$/Cow/Month)	\$9.27	\$9.65	\$7.33	\$11.49	\$7.55	\$6.82	\$9.11	\$8.18	\$13.23
Total Herd Replacement	\$12.82	\$11.17	\$12.30	\$3.32	\$17.16	\$14.76	\$5.45	\$19.09	\$10.43
Total Replacement Costs (\$/cwt.)	\$0.92	\$0.92	\$2.12	\$0.21	\$2.12	\$1.28	\$0.68	\$1.42	\$0.75
Total Operating Costs	\$47.06	\$49.68	\$32.85	\$55.61	\$54.14	\$56.74	\$33.68	\$65.81	\$37.61
Total Operating Costs (\$/cwt.)	\$3.36	\$4.09	\$5.67	\$3.45	\$6.69	\$4.90	\$4.18	\$4.91	\$2.72
Total Milk Marketing Costs	\$8.63	\$6.62	\$3.41	\$9.04	\$5.55	\$7.51	\$6.44	\$5.94	\$6.47
Total Milk Marketing Costs (\$/cwt.)	\$0.62	\$0.54	\$0.59	\$0.56	\$0.69	\$0.65	\$0.80	\$0.44	\$0.47
Total Cost (\$/Cow/Month)	\$231.77	\$244.83	\$152.20	\$264.98	\$203.41	\$269.79	\$175.30	\$301.34	\$258.14
Total Cost (\$/cwt)	\$16.54	\$20.14	\$26.29	\$16.46	\$25.15	\$23.31	\$21.78	\$22.49	\$18.63
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	14.01	12.15	5.79	16.10	8.09	11.57	8.05	13.40	13.85
b. Lbs Milk Sold/milk cow/day	54.27	48.51	24.43	61.63	38.47	44.29	35.05	51.99	54.14
c. Gross Milk Receipts (\$/cwt)	\$17.32	\$22.87	\$21.58	\$23.99	\$22.96	\$31.21	\$22.22	\$19.40	\$20.60
d. Mailbox Price (\$/cwt)	\$17.20	\$23.06	\$21.61	\$24.13	\$22.53	\$31.40	\$21.51	\$19.73	\$21.12
f. Fat Test %	3.75%	3.93%	4.40%	3.89%	4.47%	4.57%	4.54%	3.69%	3.47%
g. SNF Test %	8.85%	8.87%	8.82%	8.90%	9.23%	9.34%	9.55%	8.57%	8.65%
Related Data									
a. Percent Dry Cows	15%	17%	22%	14%	31%	14%	24%	15%	16%
b. Yearly Cull Rate	42%	37%	20%	43%	26%	45%	26%	33%	48%
c. Avg. Value (/Drop Bull Calf)	\$43.65	\$42.21	\$10.00	\$75.00	\$10.00	\$11.01	\$46.67	\$37.10	\$60.61
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$176.13	\$216.67	\$260.00	\$200.00	\$227.00	\$205.00	\$0.00	\$220.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$325.94	\$392.18	\$400.00	\$369.75	\$398.55	\$400.00	\$394.07	\$368.56	\$414.11
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.85	11.99	0.05	11.75	16.79	12.97	15.81	12.60	16.00
g. Milkers (\$/hr with benefits & taxes)	\$13.59	\$13.99	\$13.39	\$14.94	\$0.00	\$22.66	\$12.68	\$12.51	\$11.49
h. Total Labor (\$/hr)	\$13.64	\$13.70	\$13.47	\$15.44	\$11.92	\$21.30	\$12.22	\$12.31	\$11.00
i. Milk Cow Feed Costs (\$/Cow/Day)	\$3.98	\$4.62	\$1.91	\$5.52	\$3.83	\$5.31	\$3.90	\$5.65	\$4.37
j. Milk Cow Feed Costs (\$/cwt.)	\$7.33	\$9.52	\$7.81	\$8.95	\$9.95	\$11.98	\$11.11	\$10.86	\$8.06

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2010
North Coast-Conventional

Dairy ID Number	Averages		8	10	11	12	13	14
	NC Average	Conventional						
Feed Costs								
a. Dry Roughage	\$38.49	\$36.74	\$25.50	\$7.20	\$30.87	\$72.94	\$40.50	\$31.67
b. Wet Feed & Wet Roughage	\$4.12	\$1.57	\$0.00	\$0.00	\$0.00	\$0.00	\$7.10	\$0.00
c. Concentrates	\$55.51	\$55.42	\$30.38	\$76.35	\$66.09	\$65.00	\$42.50	\$68.37
d. Minerals & Supplements	\$1.72	\$0.98	\$1.08	\$0.00	\$1.54	\$0.69	\$0.28	\$2.29
e. Pasture	\$29.18	\$23.78	\$38.59	\$27.18	\$23.84	\$0.00	\$18.19	\$45.00
Total Feed Costs	\$129.03	\$118.49	\$95.55	\$110.73	\$122.35	\$138.63	\$108.58	\$147.33
Total Feed Costs (\$/cwt.)	\$9.21	\$7.72	\$7.39	\$6.96	\$7.25	\$7.77	\$9.47	\$7.20
Total Hired Labor	\$34.23	\$34.64	\$22.77	\$46.67	\$34.47	\$43.64	\$20.52	\$37.65
Total Hired Labor Costs (\$/cwt.)	\$2.44	\$2.26	\$1.76	\$2.93	\$2.04	\$2.45	\$1.79	\$1.84
Herd Replacement	\$22.09	\$23.00	\$18.04	\$22.25	\$28.39	\$30.79	\$17.44	\$23.58
Less: Calf Income (\$/Cow/Month)	\$9.27	\$9.00	\$7.90	\$9.12	\$9.87	\$9.33	\$6.25	\$14.00
Total Herd Replacement	\$12.82	\$14.01	\$10.14	\$13.13	\$18.52	\$21.46	\$11.19	\$9.57
Total Replacement Costs (\$/cwt.)	\$0.92	\$0.91	\$0.78	\$0.83	\$1.10	\$1.20	\$0.98	\$0.47
Total Operating Costs	\$47.06	\$45.19	\$41.82	\$57.37	\$40.13	\$48.10	\$29.13	\$34.39
Total Operating Costs (\$/cwt.)	\$3.36	\$2.94	\$3.24	\$3.61	\$2.38	\$2.70	\$2.54	\$1.68
Total Milk Marketing Costs	\$8.63	\$10.07	\$5.90	\$10.96	\$8.16	\$18.41	\$5.29	\$9.53
Total Milk Marketing Costs (\$/cwt.)	\$0.62	\$0.66	\$0.46	\$0.69	\$0.48	\$1.03	\$0.46	\$0.47
Total Cost (\$/Cow/Month)	\$231.77	\$222.40	\$176.18	\$238.86	\$223.62	\$270.24	\$174.71	\$238.47
Total Cost (\$/cwt)	\$16.54	\$14.49	\$13.63	\$15.02	\$13.25	\$15.16	\$15.24	\$11.66
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.01	15.35	12.93	15.90	16.88	17.83	11.46	20.45
b. Lbs Milk Sold/milk cow/day	54.27	58.20	45.59	62.49	65.97	69.36	44.01	78.96
c. Gross Milk Receipts (\$/cwt)	\$17.32	\$14.16	\$14.03	\$14.43	\$14.78	\$14.49	\$13.17	\$13.95
d. Mailbox Price (\$/cwt)	\$17.20	\$13.87	\$13.86	\$13.98	\$14.56	\$14.08	\$12.99	\$13.75
f. Fat Test %	3.75%	3.64%	4.41%	3.52%	3.66%	3.29%	3.62%	3.37%
g. SNF Test %	8.85%	8.84%	8.97%	8.84%	8.93%	8.94%	8.70%	8.58%
Related Data								
a. Percent Dry Cows	15%	13%	7%	16%	16%	15%	14%	15%
b. Yearly Cull Rate	42%	45%	25%	31%	37%	53%	22%	33%
c. Avg. Value (/Drop Bull Calf)	\$43.65	\$44.81	\$7.00	\$75.00	\$50.00	\$42.62	\$60.00	\$60.61
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$176.13	\$152.16	\$180.00	\$135.00	\$140.00	\$147.75	\$150.00	\$160.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$325.94	\$259.69	\$246.55	\$240.00	\$293.68	\$226.46	\$273.85	\$298.41
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.85	16.80	9.00	25.00	18.00	22.47	12.00	18.00
g. Milkers (\$/hr with benefits & taxes)	\$13.59	\$13.30	\$13.82	\$17.40	\$12.96	\$11.32	\$12.69	\$11.92
h. Total Labor (\$/hr)	\$13.64	\$13.60	\$13.97	\$18.19	\$12.31	\$11.32	\$13.06	\$15.92
i. Milk Cow Feed Costs (\$/Cow/Day)	\$3.98	\$3.54	\$1.93	\$4.18	\$3.57	\$5.12	\$3.16	\$3.70
j. Milk Cow Feed Costs (\$/cwt.)	\$7.33	\$6.09	\$4.24	\$6.68	\$5.41	\$7.38	\$7.18	\$4.68