

CDFA - DAIRY MARKETING BRANCH

FEEDBACK - Quarter 4, 2010

North Coast-Conventional

Dairy ID Number	Averages		1	3	4	5	6	7
	NC Average	Conventional						
Feed Costs								
a. Dry Roughage	\$65.48	\$67.79	\$44.16	\$71.38	\$59.89	\$102.04	\$56.04	\$88.27
b. Wet Feed & Wet Roughage	\$5.83	\$3.23	\$0.00	\$0.00	\$0.00	\$0.00	\$11.23	\$0.00
c. Concentrates	\$69.70	\$66.97	\$37.41	\$88.02	\$81.16	\$70.61	\$49.15	\$91.85
d. Minerals & Supplements	\$1.76	\$0.94	\$1.17	\$0.00	\$1.56	\$0.10	\$0.31	\$2.28
e. Pasture	\$12.41	\$9.73	\$20.27	\$0.00	\$11.81	\$0.00	\$12.92	\$18.12
Total Feed Costs	\$155.18	\$148.66	\$103.03	\$159.39	\$154.42	\$172.75	\$129.65	\$200.52
Total Feed Costs (\$/cwt)	\$11.39	\$10.36	\$11.73	\$10.26	\$9.57	\$10.50	\$11.05	\$9.35
Total Hired Labor	\$34.58	\$35.01	\$25.04	\$49.80	\$36.81	\$42.85	\$25.44	\$28.76
Total Hired Labor Costs (\$/cwt)	\$2.54	\$2.44	\$2.85	\$3.20	\$2.28	\$2.60	\$2.17	\$1.34
Herd Replacement	\$19.85	\$22.44	\$17.64	\$26.24	\$21.47	\$21.77	\$32.19	\$18.25
Less: Calf. Income (\$/Cow/Month)	\$4.41	\$4.38	\$0.00	\$4.91	\$5.36	\$5.25	\$4.76	\$8.29
Total Herd Replacement	\$15.44	\$18.06	\$17.64	\$21.34	\$16.10	\$16.51	\$27.43	\$9.96
Total Replacement Costs (\$/cwt)	\$1.13	\$1.26	\$2.01	\$1.37	\$1.00	\$1.00	\$2.34	\$0.46
Total Operating Costs	\$47.12	\$44.94	\$40.92	\$57.00	\$39.68	\$45.31	\$31.92	\$47.82
Total Operating Costs (\$/cwt)	\$3.46	\$3.13	\$4.66	\$3.67	\$2.46	\$2.75	\$2.72	\$2.23
Total Milk Marketing Costs	\$8.57	\$9.72	\$3.01	\$11.10	\$8.11	\$17.40	\$5.64	\$10.07
Total Milk Marketing Costs (\$/cwt.)	\$0.63	\$0.68	\$0.34	\$0.71	\$0.50	\$1.06	\$0.48	\$0.47
Total Cost (\$/Cow/Month)	\$260.90	\$256.40	\$189.63	\$298.62	\$255.12	\$294.82	\$220.08	\$297.14
Total Cost (\$/cwt)	\$19.15	\$17.87	\$21.58	\$19.21	\$15.81	\$17.92	\$18.75	\$13.86
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.62	14.35	8.79	15.54	16.14	16.45	11.74	21.44
b. Lbs Milk Sold/milk cow/day	50.57	52.19	28.95	58.45	58.84	61.93	44.44	80.16
c. Gross Milk Receipts (\$/cwt)	\$20.70	\$16.76	\$17.88	\$17.48	\$17.42	\$16.78	\$15.90	\$15.85
d. Mailbox Price (\$/cwt)	\$20.57	\$16.36	\$17.73	\$16.89	\$17.10	\$16.25	\$15.60	\$15.55
f. Fat Test %	4.01%	3.92%	5.25%	3.99%	3.96%	3.53%	3.90%	3.48%
g. SNF Test %	8.94%	8.94%	9.51%	8.95%	8.98%	8.94%	8.78%	8.66%
Related Data								
a. Percent Dry Cows	12%	10%	1%	13%	11%	13%	14%	13%
b. Yearly Cull Rate	36%	36%	24%	38%	33%	46%	36%	28%
c. Avg. Value (/Drop Bull Calf)	\$45.06	\$48.29	\$0.00	\$47.58	\$43.03	\$49.26	\$50.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$199.69	\$188.40	\$191.00	\$185.00	\$155.00	\$208.00	\$175.00	\$185.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$346.62	\$295.73	\$281.78	\$264.84	\$335.10	\$260.81	\$312.18	\$353.42
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.26	16.98	9.00	25.00	18.00	20.29	12.00	19.68
g. Milkers (\$/hr with benefits & taxes)	\$13.84	\$13.76	\$14.80	\$17.18	\$13.65	\$11.32	\$14.41	\$12.26
h. Total Labor (\$/hr)	\$13.62	\$13.55	\$15.22	\$18.00	\$12.95	\$11.32	\$14.42	\$11.79
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.48	\$5.20	\$3.35	\$5.84	\$5.40	\$6.28	\$4.61	\$7.04
j. Milk Cow Feed Costs (\$/cwt)	\$10.84	\$9.97	\$11.56	\$10.00	\$9.18	\$10.15	\$10.38	\$8.79

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Coast-Organic

Dairy ID Number	Averages		8	9	10	11	12	13	14
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$65.48	\$62.31	\$32.34	\$66.19	\$19.96	\$58.22	\$24.41	\$81.26	\$89.62
b. Wet Feed & Wet Roughage	\$5.83	\$9.38	\$12.29	\$19.27	\$0.00	\$26.64	\$0.00	\$0.00	\$0.00
c. Concentrates	\$69.70	\$73.44	\$0.00	\$94.28	\$62.70	\$84.71	\$83.82	\$68.64	\$100.28
d. Minerals & Supplements	\$1.76	\$2.89	\$0.26	\$8.64	\$0.77	\$0.28	\$0.00	\$3.08	\$0.74
e. Pasture	\$12.41	\$16.08	\$41.22	\$0.00	\$18.81	\$0.00	\$4.74	\$21.80	\$23.34
Total Feed Costs	\$155.18	\$164.10	\$86.11	\$188.38	\$102.24	\$169.86	\$112.98	\$174.78	\$213.98
Total Feed Costs (\$/cwt)	\$11.39	\$13.00	\$15.51	\$10.26	\$14.57	\$15.56	\$12.63	\$14.08	\$14.18
Total Hired Labor	\$34.58	\$33.99	\$17.87	\$47.82	\$0.90	\$33.09	\$32.02	\$49.50	\$28.25
Total Hired Labor Costs (\$/cwt)	\$2.54	\$2.69	\$3.22	\$2.60	\$0.13	\$3.03	\$3.58	\$3.99	\$1.87
Herd Replacement	\$19.85	\$16.32	\$17.42	\$4.16	\$10.20	\$21.77	\$6.99	\$22.32	\$26.01
Less: Calf. Income (\$/Cow/Month)	\$4.41	\$4.46	\$2.00	\$5.49	\$0.00	\$2.46	\$3.19	\$5.10	\$7.58
Total Herd Replacement	\$15.44	\$11.86	\$15.42	-\$1.32	\$10.20	\$19.31	\$3.79	\$17.23	\$18.43
Total Replacement Costs (\$/cwt)	\$1.13	\$0.94	\$2.78	-\$0.07	\$1.45	\$1.77	\$0.42	\$1.39	\$1.22
Total Operating Costs	\$47.12	\$50.10	\$37.52	\$52.35	\$53.73	\$49.68	\$32.51	\$70.54	\$40.54
Total Operating Costs (\$/cwt)	\$3.46	\$3.97	\$6.76	\$2.85	\$7.66	\$4.55	\$3.64	\$5.68	\$2.69
Total Milk Marketing Costs	\$8.57	\$7.01	\$3.40	\$10.42	\$5.14	\$7.17	\$7.42	\$5.67	\$7.26
Total Milk Marketing Costs (\$/cwt.)	\$0.63	\$0.56	\$0.61	\$0.57	\$0.73	\$0.66	\$0.83	\$0.46	\$0.48
Total Cost (\$/Cow/Month)	\$260.90	\$267.06	\$160.32	\$297.65	\$172.21	\$279.10	\$188.72	\$317.72	\$308.46
Total Cost (\$/cwt)	\$19.15	\$21.15	\$28.88	\$16.21	\$24.55	\$25.58	\$21.10	\$25.60	\$20.45
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	13.62	12.63	5.55	18.36	7.02	10.91	8.94	12.41	15.09
b. Lbs Milk Sold/milk cow/day	50.57	48.23	24.21	67.64	28.78	39.30	32.52	48.32	55.40
c. Gross Milk Receipts (\$/cwt)	\$20.70	\$26.83	\$26.66	\$27.63	\$28.57	\$32.52	\$34.18	\$23.47	\$24.46
d. Mailbox Price (\$/cwt)	\$20.57	\$27.12	\$26.55	\$27.77	\$28.56	\$32.87	\$33.19	\$23.98	\$25.11
f. Fat Test %	4.01%	4.14%	4.92%	4.17%	5.11%	5.11%	4.98%	3.67%	3.53%
g. SNF Test %	8.94%	8.94%	9.03%	9.05%	9.23%	9.40%	9.48%	8.63%	8.66%
Related Data									
a. Percent Dry Cows	12%	15%	25%	11%	21%	9%	10%	16%	11%
b. Yearly Cull Rate	36%	36%	19%	61%	10%	33%	35%	27%	39%
c. Avg. Value (/Drop Bull Calf)	\$45.06	\$40.73	\$5.00	\$55.00	\$0.00	\$12.26	\$45.00	\$40.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$199.69	\$219.01	\$242.01	\$210.00	\$132.28	\$218.00	\$0.00	\$220.00	\$235.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$346.62	\$397.51	\$400.00	\$319.91	\$401.12	\$379.35	\$396.12	\$432.97	\$451.29
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.26	15.22	0.06	23.70	12.97	14.56	15.30	12.76	16.22
g. Milkers (\$/hr with benefits & taxes)	\$13.84	\$13.95	\$13.39	\$14.14	\$0.00	\$22.66	\$12.68	\$12.67	\$11.85
h. Total Labor (\$/hr)	\$13.62	\$13.73	\$13.47	\$14.86	\$11.37	\$21.30	\$12.22	\$12.61	\$11.38
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.48	\$5.89	\$2.96	\$6.75	\$3.97	\$5.49	\$3.94	\$6.43	\$7.52
j. Milk Cow Feed Costs (\$/cwt)	\$10.84	\$12.20	\$12.23	\$9.98	\$13.78	\$13.98	\$12.11	\$13.31	\$13.58