

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2011**  
**North Coast Conventional**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	NC Average	Conventional							
<b>Feed Costs</b>									
a. Dry Roughage	\$75.36	\$72.87	\$62.08	\$30.17	\$42.34	\$81.69	\$103.05	\$58.50	\$106.44
b. Wet Feed & Wet Roughage	\$6.60	\$5.83	\$0.00	\$21.17	\$0.00	\$0.00	\$0.00	\$27.13	\$0.00
c. Concentrates	\$74.18	\$69.26	\$29.55	\$100.64	\$101.88	\$81.61	\$73.35	\$45.97	\$98.86
d. Minerals & Supplements	\$1.49	\$0.74	\$0.00	\$5.45	\$0.00	\$1.52	\$0.80	\$0.00	\$0.00
e. Pasture	\$4.47	\$2.49	\$1.24	\$0.00	\$10.34	\$0.00	\$0.00	\$0.00	\$8.67
<b>Total Feed Costs</b>	\$162.10	\$151.19	\$92.87	\$157.43	\$154.56	\$164.82	\$177.19	\$131.60	\$213.97
<b>Total Feed Costs (\$/cwt.)</b>	\$12.19	\$11.26	\$15.98	\$10.86	\$10.58	\$11.07	\$11.33	\$11.38	\$9.63
<b>Total Hired Labor</b>	\$36.06	\$35.46	\$24.07	\$41.30	\$50.50	\$27.22	\$43.00	\$29.16	\$39.07
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.71	\$2.64	\$4.14	\$2.85	\$3.46	\$1.83	\$2.75	\$2.52	\$1.76
<b>Total Herd Replacement</b>	\$11.22	\$12.97	\$3.51	\$6.34	\$19.32	\$15.20	\$14.00	\$19.47	\$14.23
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.84	\$0.97	\$0.60	\$0.44	\$1.32	\$1.02	\$0.89	\$1.68	\$0.64
<b>Total Operating Costs</b>	\$47.73	\$44.66	\$38.91	\$66.92	\$60.36	\$35.95	\$47.25	\$35.54	\$40.65
<b>Total Operating Costs (\$/cwt.)</b>	\$3.59	\$3.33	\$6.70	\$4.62	\$4.13	\$2.41	\$3.02	\$3.07	\$1.83
<b>Total Milk Marketing Costs</b>	\$8.77	\$9.48	\$1.56	\$16.62	\$10.67	\$7.50	\$17.33	\$5.69	\$10.35
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.66	\$0.71	\$0.27	\$1.15	\$0.73	\$0.50	\$1.11	\$0.49	\$0.47
<b>Total Cost (\$/Cow/Month)</b>	\$265.88	\$253.76	\$160.92	\$288.60	\$295.42	\$250.69	\$298.78	\$221.46	\$318.27
<b>Total Cost (\$/cwt)</b>	\$19.99	\$18.90	\$27.69	\$19.90	\$20.22	\$16.83	\$19.10	\$19.16	\$14.32
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.30	13.43	5.81	14.50	14.61	14.89	15.65	11.56	22.23
b. Lbs Milk Sold/milk cow/day	55.14	56.15	32.28	52.17	57.72	57.67	61.91	48.19	85.39
c. Gross Milk Receipts (\$/cwt)	\$21.61	\$17.93	\$19.20	\$17.56	\$18.32	\$18.71	\$18.15	\$16.89	\$17.14
d. Mailbox Price (\$/cwt)	\$21.56	\$17.50	\$19.17	\$16.95	\$17.73	\$18.29	\$17.64	\$16.51	\$16.79
f. Income Over Feed Cost (\$/cwt)	\$9.37	\$6.24	\$3.19	\$6.09	\$7.16	\$7.22	\$6.32	\$5.13	\$7.17
g. Fat Test %	3.87%	3.78%	4.82%	3.80%	3.74%	3.93%	3.55%	3.83%	3.49%
h. SNF Test %	8.89%	8.86%	9.45%	8.88%	8.88%	8.92%	8.86%	8.65%	8.66%
<b>Related Data</b>									
a. Percent Dry Cows	20%	20%	40%	7%	16%	14%	16%	20%	13%
b. Yearly Cull Rate	35%	33%	21%	13%	39%	30%	41%	43%	33%
c. Avg. Value (/Drop Bull Calf)	\$29.80	\$24.58	\$5.00	\$30.00	\$30.00	\$50.00	\$27.50	\$50.00	\$53.71
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$208.33	\$199.08	\$191.66	\$208.44	\$201.88	\$170.00	\$219.15	\$210.00	\$185.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$370.16	\$316.17	\$265.11	\$284.54	\$322.28	\$357.47	\$291.42	\$319.34	\$374.43
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.82	18.59	12.28	26.85	25.00	18.00	19.95	12.00	20.00
g. Milkers (\$/hr with benefits & taxes)	\$13.69	\$13.58	\$14.33	\$13.30	\$17.81	\$12.39	\$11.37	\$14.46	\$11.81
h. Total Labor (\$/hr)	\$13.76	\$13.83	\$14.55	\$14.14	\$18.55	\$11.57	\$11.37	\$14.45	\$15.75
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.30	\$5.94	\$3.92	\$5.58	\$5.93	\$6.09	\$6.73	\$5.49	\$7.73
j. Milk Cow Feed Costs (\$/cwt.)	\$11.43	\$10.59	\$12.14	\$10.69	\$10.28	\$10.57	\$10.88	\$11.38	\$9.06

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2011**  
**North Coast Organic**

Dairy ID Number	Averages		8	9	10	11	12	13
	NC Average	Organic						
<b>Feed Costs</b>								
a. Dry Roughage	\$75.36	\$79.27	\$53.83	\$43.39	\$61.03	\$27.43	\$117.25	\$116.04
b. Wet Feed & Wet Roughage	\$6.60	\$7.81	\$15.65	\$0.00	\$22.87	\$0.00	\$0.00	\$0.00
c. Concentrates	\$74.18	\$81.91	\$85.43	\$42.86	\$78.99	\$71.16	\$69.20	\$107.91
d. Minerals & Supplements	\$1.49	\$2.66	\$8.43	\$0.00	\$0.85	\$0.00	\$0.00	\$0.00
e. Pasture	\$4.47	\$7.58	\$16.62	\$0.00	\$3.74	\$0.00	\$9.99	\$0.00
<b>Total Feed Costs</b>	\$162.10	\$179.22	\$179.95	\$86.26	\$167.50	\$98.59	\$196.44	\$223.96
<b>Total Feed Costs (\$/cwt.)</b>	\$12.19	\$13.67	\$10.76	\$20.67	\$15.35	\$19.71	\$15.17	\$14.91
<b>Total Hired Labor</b>	\$36.06	\$36.99	\$41.54	\$1.51	\$32.40	\$32.74	\$57.02	\$28.96
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.71	\$2.82	\$2.48	\$0.36	\$2.97	\$6.54	\$4.40	\$1.93
<b>Total Herd Replacement</b>	\$11.22	\$8.48	-\$5.11	\$6.78	\$17.54	\$2.71	\$11.89	\$20.41
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.84	\$0.65	-\$0.31	\$1.62	\$1.61	\$0.54	\$0.92	\$1.36
<b>Total Operating Costs</b>	\$47.73	\$52.55	\$54.72	\$44.27	\$52.95	\$19.92	\$69.41	\$44.81
<b>Total Operating Costs (\$/cwt.)</b>	\$3.59	\$4.01	\$3.27	\$10.61	\$4.85	\$3.98	\$5.36	\$2.98
<b>Total Milk Marketing Costs</b>	\$8.77	\$7.65	\$10.64	\$4.18	\$7.23	\$5.72	\$5.89	\$7.25
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.66	\$0.58	\$0.64	\$1.00	\$0.66	\$1.14	\$0.45	\$0.48
<b>Total Cost (\$/Cow/Month)</b>	\$265.88	\$284.91	\$281.75	\$142.99	\$277.62	\$159.67	\$340.65	\$325.39
<b>Total Cost (\$/cwt)</b>	\$19.99	\$21.73	\$16.85	\$34.26	\$25.45	\$31.92	\$26.30	\$21.67
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt.)	13.30	13.11	16.72	4.17	10.91	5.00	12.95	15.02
b. Lbs Milk Sold/milk cow/day	55.14	53.58	63.80	29.46	42.04	24.86	53.31	57.21
c. Gross Milk Receipts (\$/cwt)	\$21.61	\$27.52	\$29.32	\$29.29	\$32.04	\$27.65	\$23.96	\$25.47
d. Mailbox Price (\$/cwt)	\$21.56	\$28.07	\$29.38	\$28.87	\$32.25	\$26.50	\$25.10	\$26.64
f. Income Over Feed Cost (\$/cwt)	\$9.37	\$14.40	\$18.62	\$8.20	\$16.90	\$6.79	\$9.93	\$11.73
g. Fat Test %	3.87%	4.01%	4.11%	4.93%	4.96%	4.77%	3.65%	3.56%
h. SNF Test %	8.89%	8.94%	9.00%	9.25%	9.36%	9.46%	8.65%	8.80%
<b>Related Data</b>								
a. Percent Dry Cows	20%	18%	13%	53%	14%	33%	19%	13%
b. Yearly Cull Rate	35%	38%	56%	16%	25%	37%	26%	41%
c. Avg. Value (/Drop Bull Calf)	\$29.80	\$40.22	\$50.00	\$6.00	\$7.50	\$50.00	\$50.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$208.33	\$222.29	\$210.00	\$120.00	\$218.00	\$0.00	\$251.12	\$235.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$370.16	\$433.15	\$359.62	\$452.01	\$391.72	\$449.59	\$472.98	\$476.87
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.82	16.64	20.23	13.35	13.44	15.70	12.00	17.00
g. Milkers (\$/hr with benefits & taxes)	\$13.69	\$13.85	\$14.11	\$0.00	\$22.48	\$12.68	\$12.51	\$11.49
h. Total Labor (\$/hr)	\$13.76	\$13.66	\$14.26	\$11.86	\$21.10	\$12.20	\$13.35	\$10.99
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.30	\$6.85	\$6.60	\$5.08	\$5.69	\$4.45	\$7.36	\$8.28
j. Milk Cow Feed Costs (\$/cwt.)	\$11.43	\$12.79	\$10.35	\$17.25	\$13.54	\$17.88	\$13.80	\$14.48