

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Coast Conventional**

Dairy ID Number	Averages		1	2	3	4	5	6
	NC Average	Conventional						
<b>Feed Costs</b>								
a. Dry Roughage	\$35.14	\$30.99	\$30.49	\$27.50	\$3.95	\$37.89	\$43.66	\$38.99
b. Wet Feed & Wet Roughage	\$6.02	\$6.32	\$0.00	\$29.91	\$0.00	\$0.00	\$17.09	\$0.00
c. Concentrates	\$78.41	\$75.76	\$43.40	\$101.93	\$113.08	\$90.55	\$51.45	\$97.56
d. Minerals & Supplements	\$1.53	\$0.87	\$0.49	\$5.28	\$0.00	\$1.48	\$0.00	\$0.00
e. Pasture	\$49.71	\$46.84	\$35.01	\$0.00	\$17.07	\$70.55	\$46.45	\$111.18
<b>Total Feed Costs</b>	\$170.81	\$160.78	\$109.40	\$164.62	\$134.10	\$200.47	\$158.66	\$247.73
<b>Total Feed Costs (\$/cwt.)</b>	\$12.03	\$10.70	\$9.06	\$11.98	\$8.32	\$12.95	\$11.37	\$11.59
<b>Total Hired Labor</b>	\$31.20	\$30.18	\$21.81	\$37.11	\$49.40	\$26.61	\$27.12	\$28.34
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.20	\$2.01	\$1.81	\$2.70	\$3.06	\$1.72	\$1.94	\$1.33
<b>Herd Replacement</b>	\$17.15	\$19.40	\$18.58	\$13.43	\$22.28	\$20.03	\$19.52	\$21.24
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.11	\$5.51	\$6.54	\$8.61	\$5.94	\$4.87	\$3.55	\$4.31
<b>Total Herd Replacement</b>	\$11.04	\$13.89	\$12.04	\$4.83	\$16.34	\$15.16	\$15.97	\$16.93
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.78	\$0.92	\$1.00	\$0.35	\$1.01	\$0.98	\$1.14	\$0.79
<b>Total Operating Costs</b>	\$45.19	\$43.67	\$43.64	\$59.10	\$50.81	\$42.37	\$33.95	\$40.06
<b>Total Operating Costs (\$/cwt.)</b>	\$3.18	\$2.91	\$3.61	\$4.30	\$3.15	\$2.74	\$2.43	\$1.87
<b>Total Milk Marketing Costs</b>	\$7.82	\$7.92	\$2.63	\$16.21	\$11.76	\$7.76	\$6.59	\$10.02
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.55	\$0.53	\$0.22	\$1.18	\$0.73	\$0.50	\$0.47	\$0.47
<b>Total Cost (\$/Cow/Month)</b>	\$266.06	\$256.44	\$189.52	\$281.86	\$262.41	\$292.36	\$242.30	\$343.08
<b>Total Cost (\$/cwt)</b>	\$18.75	\$17.07	\$15.69	\$20.51	\$16.28	\$18.89	\$17.37	\$16.05
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.19	15.02	12.08	13.74	16.12	15.48	13.95	21.38
b. Lbs Milk Sold/milk cow/day	55.01	56.90	43.68	51.06	61.63	62.54	54.27	80.52
c. Gross Milk Receipts (\$/cwt)	\$22.31	\$18.88	\$17.97	\$19.37	\$19.55	\$20.23	\$18.14	\$18.79
d. Mailbox Price (\$/cwt)	\$22.20	\$18.60	\$18.05	\$18.80	\$19.26	\$19.83	\$17.77	\$18.42
e. Mailbox Price Less Costs/ (cwt)	\$4.01	\$2.06	\$2.58	-\$0.53	\$3.71	\$1.44	\$0.87	\$2.84
f. Income Over Feed Cost (\$/cwt)	\$10.17	\$7.90	\$8.99	\$6.82	\$10.94	\$6.88	\$6.39	\$6.83
g. Fat Test %	3.81%	3.76%	4.32%	3.80%	3.51%	3.80%	3.65%	3.43%
h. SNF Test %	8.83%	8.80%	8.91%	8.85%	8.97%	8.92%	8.70%	8.56%
<b>Related Data</b>								
a. Percent Dry Cows	15%	13%	9%	11%	14%	18%	15%	12%
b. Yearly Cull Rate	31%	31%	26%	16%	36%	28%	42%	33%
c. Avg. Value (/Drop Bull Calf)	\$39.61	\$36.31	\$6.93	\$65.00	\$45.00	\$50.00	\$50.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$245.84	\$236.02	\$192.41	\$205.67	\$0.00	\$250.00	\$245.57	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$400.50	\$344.24	\$263.13	\$314.92	\$345.88	\$394.35	\$345.52	\$402.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.11	17.06	12.00	25.32	25.00	18.86	11.63	18.07
g. Milkers (\$/hr with benefits & taxes)	\$14.38	\$14.33	\$14.93	\$13.30	\$17.58	\$12.39	\$14.48	\$11.80
h. Total Labor (\$/hr)	\$14.03	\$14.30	\$14.95	\$14.15	\$18.35	\$11.59	\$14.47	\$11.30
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.16	\$5.74	\$3.57	\$5.95	\$5.04	\$7.73	\$5.83	\$8.65
m. Average Total Investment per Cow	\$2,315	\$2,225	\$2,984	\$2,085	\$1,557	\$1,983	\$2,049	\$2,095

visit [www.cdfr.ca.gov/dairy](http://www.cdfr.ca.gov/dairy) then click on Cost of Production to see full list of feedbacks and other reports.

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Coast Organic**

Dairy ID Number	Averages		7	8	9	10	11	12
	NC Average	Organic						
<b>Feed Costs</b>								
a. Dry Roughage	\$35.14	\$40.24	\$43.72	\$8.76	\$40.08	\$21.26	\$52.21	\$41.80
b. Wet Feed & Wet Roughage	\$6.02	\$5.65	\$4.56	\$0.00	\$12.73	\$0.00	\$12.80	\$0.00
c. Concentrates	\$78.41	\$81.68	\$56.01	\$91.89	\$87.44	\$104.45	\$88.32	\$97.45
d. Minerals & Supplements	\$1.53	\$2.35	\$7.44	\$0.00	\$0.75	\$0.00	\$0.00	\$0.00
e. Pasture	\$49.71	\$53.23	\$52.74	\$16.07	\$29.83	\$4.57	\$55.89	\$93.45
<b>Total Feed Costs</b>	\$170.81	\$183.16	\$164.46	\$116.72	\$170.83	\$130.28	\$209.22	\$232.71
<b>Total Feed Costs (\$/cwt.)</b>	\$12.03	\$13.91	\$10.43	\$15.62	\$15.08	\$14.22	\$16.43	\$16.14
<b>Total Hired Labor</b>	\$31.20	\$32.45	\$35.99	\$2.70	\$32.27	\$29.13	\$46.71	\$26.83
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.20	\$2.46	\$2.28	\$0.36	\$2.85	\$3.18	\$3.67	\$1.86
<b>Herd Replacement</b>	\$17.15	\$14.37	\$1.33	\$16.72	\$24.45	\$18.41	\$19.11	\$20.00
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.11	\$6.85	\$8.32	\$5.16	\$4.29	\$13.86	\$5.46	\$6.34
<b>Total Herd Replacement</b>	\$11.04	\$7.53	-\$6.99	\$11.56	\$20.17	\$4.54	\$13.65	\$13.65
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.78	\$0.57	-\$0.44	\$1.55	\$1.78	\$0.50	\$1.07	\$0.95
<b>Total Operating Costs</b>	\$45.19	\$47.07	\$45.43	\$57.42	\$46.78	\$31.41	\$67.92	\$30.37
<b>Total Operating Costs (\$/cwt.)</b>	\$3.18	\$3.57	\$2.88	\$7.69	\$4.13	\$3.43	\$5.34	\$2.11
<b>Total Milk Marketing Costs</b>	\$7.82	\$7.70	\$10.47	\$5.21	\$7.39	\$7.00	\$5.79	\$7.00
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.55	\$0.58	\$0.66	\$0.70	\$0.65	\$0.76	\$0.45	\$0.49
<b>Total Cost (\$/Cow/Month)</b>	\$266.06	\$277.91	\$249.37	\$193.61	\$277.44	\$202.36	\$343.28	\$310.56
<b>Total Cost (\$/cwt)</b>	\$18.75	\$21.10	\$15.82	\$25.91	\$24.50	\$22.09	\$26.97	\$21.54
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.19	13.17	15.76	7.47	11.33	9.16	12.73	14.42
b. Lbs Milk Sold/milk cow/day	55.01	52.55	63.34	32.81	43.89	36.69	51.78	54.94
c. Gross Milk Receipts (\$/cwt)	\$22.31	\$27.12	\$28.98	\$27.58	\$31.28	\$26.76	\$23.69	\$25.13
d. Mailbox Price (\$/cwt)	\$22.20	\$27.26	\$29.01	\$27.30	\$31.46	\$26.08	\$23.78	\$25.67
e. Mailbox Price Less Costs/ (cwt)	\$4.01	\$6.75	\$13.86	\$2.09	\$7.62	\$4.76	-\$2.73	\$4.62
f. Income Over Feed Cost (\$/cwt)	\$10.17	\$13.36	\$18.58	\$11.68	\$16.38	\$11.86	\$7.35	\$9.53
g. Fat Test %	3.81%	3.88%	3.85%	4.41%	4.62%	4.44%	3.63%	3.56%
h. SNF Test %	8.83%	8.87%	8.92%	9.29%	9.35%	9.39%	8.58%	8.64%
<b>Related Data</b>								
a. Percent Dry Cows	15%	17%	18%	25%	15%	18%	19%	13%
b. Yearly Cull Rate	31%	31%	40%	22%	29%	32%	27%	28%
c. Avg. Value (/Drop Bull Calf)	\$39.61	\$42.76	\$60.00	\$5.68	\$11.00	\$49.52	\$50.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$245.84	\$255.29	\$210.00	\$120.00	\$218.00	\$0.00	\$340.00	\$310.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$400.50	\$456.77	\$399.81	\$490.00	\$430.26	\$464.50	\$478.75	\$476.64
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.11	14.87	12.75	16.47	14.27	18.00	15.00	15.33
g. Milkers (\$/hr with benefits & taxes)	\$14.38	\$14.45	\$13.77	\$12.01	\$22.48	\$12.68	\$14.64	\$11.51
h. Total Labor (\$/hr)	\$14.03	\$13.73	\$14.29	\$12.03	\$21.12	\$12.22	\$13.42	\$11.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.16	\$6.71	\$6.07	\$4.88	\$5.77	\$4.99	\$7.71	\$8.28
m. Average Total Investment per Cow	\$2,315	\$2,425	\$2,709	\$1,731	\$2,316	\$1,964	\$2,706	\$2,228

Visit [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy) then click on Cost of Production to see full list of feedbacks and other reports.