

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5	6
	NC Average	Conventional						
Feed Costs								
a. Dry Roughage	\$35.27	\$32.40	\$8.26	\$41.68	\$110.28	\$39.35	\$0.00	\$26.47
b. Wet Feed & Wet Roughage	\$9.68	\$6.37	\$0.00	\$29.45	\$0.00	\$0.00	\$15.29	\$0.00
c. Concentrates	\$92.52	\$78.95	\$51.92	\$102.94	\$93.71	\$88.23	\$65.98	\$102.40
d. Minerals & Supplements	\$1.44	\$0.82	\$0.03	\$5.51	\$0.00	\$1.42	\$0.00	\$0.00
e. Pasture	\$48.97	\$50.51	\$31.29	\$0.00	\$18.43	\$75.30	\$60.34	\$117.84
Total Feed Costs	\$187.88	\$169.05	\$91.50	\$179.58	\$222.42	\$204.30	\$141.61	\$246.71
Total Feed Costs (\$/cwt.)	\$13.13	\$11.65	\$8.20	\$13.40	\$13.63	\$12.93	\$11.26	\$11.77
Total Hired Labor	\$32.03	\$30.80	\$23.20	\$33.04	\$47.06	\$35.42	\$26.54	\$26.93
Total Hired Labor Costs (\$/cwt.)	\$2.24	\$2.12	\$2.08	\$2.46	\$2.88	\$2.24	\$2.11	\$1.28
Total Herd Replacement	\$11.47	\$14.30	\$18.95	\$4.50	\$18.20	\$16.10	\$9.99	\$13.97
Total Replacement Costs (\$/cwt.)	\$0.80	\$0.99	\$1.70	\$0.34	\$1.12	\$1.02	\$0.79	\$0.67
Total Operating Costs	\$45.52	\$42.01	\$44.71	\$56.36	\$53.80	\$37.71	\$30.37	\$35.14
Total Operating Costs (\$/cwt.)	\$3.18	\$2.90	\$4.01	\$4.20	\$3.30	\$2.39	\$2.42	\$1.68
Total Milk Marketing Costs	\$7.71	\$8.55	\$5.30	\$15.45	\$11.93	\$7.82	\$6.05	\$9.85
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.59	\$0.47	\$1.15	\$0.73	\$0.49	\$0.48	\$0.47
Total Cost (\$/Cow/Month)	\$284.62	\$264.71	\$183.66	\$288.93	\$353.41	\$301.35	\$214.56	\$332.61
Total Cost (\$/cwt)	\$19.89	\$18.24	\$16.47	\$21.55	\$21.66	\$19.07	\$17.07	\$15.86
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.31	14.51	11.15	13.41	16.31	15.80	12.57	20.97
b. Lbs Milk Sold/milk cow/day	53.25	52.68	36.57	49.54	61.91	59.42	47.65	78.83
c. Gross Milk Receipts (\$/cwt)	\$23.26	\$20.46	\$21.35	\$20.43	\$21.06	\$21.08	\$19.35	\$19.63
d. Mailbox Price (\$/cwt)	\$23.35	\$20.09	\$21.12	\$19.90	\$20.64	\$20.69	\$19.02	\$19.23
e. Mailbox Price Less Costs/ (cwt)	\$4.00	\$2.44	\$5.13	-\$0.50	-\$0.29	\$2.11	\$2.44	\$3.83
f. Income Over Feed Cost (\$/cwt)	\$10.22	\$8.44	\$12.92	\$6.50	\$7.01	\$7.76	\$7.76	\$7.46
g. Fat Test %	3.84%	3.81%	4.66%	3.80%	3.66%	3.72%	3.62%	3.36%
h. SNF Test %	8.78%	8.75%	8.99%	8.81%	8.92%	8.83%	8.63%	8.41%
Related Data								
a. Percent Dry Cows	12%	10%	1%	12%	14%	13%	14%	13%
b. Yearly Cull Rate	31%	30%	30%	16%	32%	28%	37%	31%
c. Avg. Value (/Drop Bull Calf)	\$49.53	\$54.61	\$10.00	\$65.00	\$50.00	\$50.00	\$60.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$277.78	\$272.84	\$0.00	\$253.79	\$285.00	\$255.00	\$210.00	\$287.30
e. Grain, Mnrls & Splmnts (\$/ton)	\$422.63	\$355.43	\$283.24	\$326.16	\$368.84	\$396.61	\$357.28	\$399.75
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.02	16.46	12.00	24.59	19.29	17.00	14.00	19.00
g. Milkers (\$/hr with benefits & taxes)	\$14.10	\$13.86	\$14.48	\$13.30	\$15.98	\$12.47	\$14.46	\$11.82
h. Total Labor (\$/hr)	\$13.89	\$14.07	\$14.88	\$14.15	\$17.07	\$12.21	\$14.46	\$11.31
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.64	\$5.83	\$2.92	\$6.43	\$8.18	\$7.29	\$4.94	\$8.66
m. Average Total Investment per Cow	\$2,300	\$2,204	\$3,025	\$2,043	\$1,563	\$1,957	\$2,013	\$2,076

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
North Coast Organic

Dairy ID Number	Averages		7	8	9	10	11	12
	NC Average	Organic						
Feed Costs								
a. Dry Roughage	\$35.27	\$38.89	\$82.80	\$2.71	\$49.88	\$19.49	\$1.97	\$29.30
b. Wet Feed & Wet Roughage	\$9.68	\$13.88	\$26.96	\$0.00	\$17.56	\$0.00	\$19.17	\$0.00
c. Concentrates	\$92.52	\$109.67	\$120.84	\$108.13	\$97.80	\$113.37	\$97.28	\$113.12
d. Minerals & Supplements	\$1.44	\$2.22	\$7.45	\$0.00	\$0.75	\$0.00	\$0.00	\$0.00
e. Pasture	\$48.97	\$47.04	\$6.75	\$52.28	\$16.27	\$6.17	\$68.88	\$105.87
Total Feed Costs	\$187.88	\$211.70	\$244.80	\$163.11	\$182.26	\$139.02	\$187.29	\$248.29
Total Feed Costs (\$/cwt.)	\$13.13	\$15.06	\$13.32	\$17.39	\$16.93	\$14.71	\$14.11	\$17.30
Total Hired Labor	\$32.03	\$33.58	\$39.23	\$1.62	\$31.80	\$26.54	\$50.49	\$26.61
Total Hired Labor Costs (\$/cwt.)	\$2.24	\$2.39	\$2.13	\$0.17	\$2.95	\$2.81	\$3.80	\$1.85
Total Herd Replacement	\$11.47	\$7.90	\$0.94	\$15.82	\$12.40	\$3.82	\$10.75	\$9.66
Total Replacement Costs (\$/cwt.)	\$0.80	\$0.56	\$0.05	\$1.69	\$1.15	\$0.40	\$0.81	\$0.67
Total Operating Costs	\$45.52	\$49.96	\$46.11	\$68.68	\$54.99	\$32.75	\$72.73	\$29.94
Total Operating Costs (\$/cwt.)	\$3.18	\$3.55	\$2.51	\$7.32	\$5.11	\$3.47	\$5.48	\$2.09
Total Milk Marketing Costs	\$7.71	\$6.66	\$6.84	\$6.06	\$6.99	\$6.98	\$6.02	\$6.93
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.47	\$0.37	\$0.65	\$0.65	\$0.74	\$0.45	\$0.48
Total Cost (\$/Cow/Month)	\$284.62	\$309.79	\$337.91	\$255.28	\$288.43	\$209.11	\$327.29	\$321.42
Total Cost (\$/cwt)	\$19.89	\$22.04	\$18.38	\$27.22	\$26.79	\$22.13	\$24.66	\$22.39
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.31	14.05	18.38	9.38	10.77	9.45	13.27	14.36
b. Lbs Milk Sold/milk cow/day	53.25	54.01	73.75	38.86	39.14	36.59	50.05	53.52
c. Gross Milk Receipts (\$/cwt)	\$23.26	\$26.91	\$27.23	\$28.53	\$31.69	\$28.11	\$24.53	\$25.62
d. Mailbox Price (\$/cwt)	\$23.35	\$27.61	\$28.77	\$28.48	\$31.88	\$27.71	\$24.86	\$25.89
e. Mailbox Price Less Costs/ (cwt)	\$4.00	\$6.04	\$10.76	\$1.91	\$5.74	\$6.31	\$0.65	\$3.98
f. Income Over Feed Cost (\$/cwt)	\$10.22	\$12.55	\$15.45	\$11.09	\$14.95	\$12.99	\$10.75	\$8.59
g. Fat Test %	3.84%	3.87%	3.86%	4.54%	4.69%	4.57%	3.59%	3.48%
h. SNF Test %	8.78%	8.82%	8.90%	9.20%	9.31%	9.39%	8.54%	8.51%
Related Data								
a. Percent Dry Cows	12%	15%	19%	21%	10%	16%	14%	13%
b. Yearly Cull Rate	31%	32%	43%	27%	32%	14%	32%	26%
c. Avg. Value (/Drop Bull Calf)	\$49.53	\$45.71	\$60.00	\$6.00	\$13.49	\$50.00	\$60.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$277.78	\$282.89	\$300.00	\$208.50	\$218.00	\$0.00	\$340.00	\$315.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$422.63	\$489.83	\$442.80	\$497.63	\$468.36	\$487.49	\$489.73	\$553.25
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.02	17.78	23.25	18.00	14.21	18.00	15.00	15.00
g. Milkers (\$/hr with benefits & taxes)	\$14.10	\$14.39	\$13.64	\$0.00	\$22.48	\$12.68	\$14.63	\$11.50
h. Total Labor (\$/hr)	\$13.89	\$13.68	\$14.21	\$12.02	\$21.12	\$12.22	\$13.40	\$11.01
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.64	\$7.73	\$9.56	\$6.52	\$6.17	\$5.18	\$6.56	\$8.70
m. Average Total Investment per Cow	\$2,300	\$2,422	\$2,844	\$1,754	\$2,179	\$1,905	\$2,711	\$2,184