

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2011
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5	6
	NC Average	Conventional						
Feed Costs								
a. Dry Roughage	\$64.14	\$67.15	\$38.80	\$74.65	\$140.85	\$81.73	\$18.21	\$87.06
b. Wet Feed & Wet Roughage	\$17.43	\$13.26	\$15.26	\$29.96	\$0.00	\$0.00	\$29.55	\$0.00
c. Concentrates	\$88.76	\$70.11	\$40.96	\$89.09	\$82.91	\$90.91	\$55.70	\$89.19
d. Minerals & Supplements	\$1.45	\$0.86	\$0.02	\$5.38	\$0.00	\$1.50	\$0.00	\$0.00
e. Pasture	\$29.16	\$30.50	\$31.28	\$0.00	\$0.00	\$34.48	\$39.85	\$67.87
Total Feed Costs	\$200.95	\$181.89	\$126.32	\$199.07	\$223.75	\$208.62	\$143.31	\$244.12
Total Feed Costs (\$/cwt)	\$15.34	\$13.42	\$13.39	\$14.04	\$14.35	\$13.82	\$12.89	\$12.45
Total Hired Labor	\$33.33	\$32.14	\$25.70	\$30.88	\$47.88	\$40.06	\$27.27	\$27.04
Total Hired Labor Costs (\$/cwt)	\$2.54	\$2.37	\$2.72	\$2.18	\$3.07	\$2.65	\$2.45	\$1.38
Herd Replacement	\$17.59	\$18.00	\$21.44	\$13.93	\$17.68	\$20.10	\$13.87	\$19.66
Less: Calf. Income (\$/Cow/Month)	\$5.94	\$4.97	\$0.00	\$5.87	\$7.73	\$6.48	\$5.30	\$7.65
Total Herd Replacement	\$11.65	\$13.03	\$21.44	\$8.06	\$9.95	\$13.61	\$8.57	\$12.01
Total Replacement Costs (\$/cwt)	\$0.89	\$0.96	\$2.27	\$0.57	\$0.64	\$0.90	\$0.77	\$0.61
Total Operating Costs	\$48.22	\$47.47	\$43.49	\$66.73	\$61.42	\$40.89	\$39.43	\$41.78
Total Operating Costs (\$/cwt)	\$3.68	\$3.50	\$4.61	\$4.70	\$3.94	\$2.71	\$3.55	\$2.13
Total Milk Marketing Costs	\$6.37	\$7.96	\$3.05	\$16.30	\$11.54	\$7.68	\$5.53	\$9.22
Total Milk Marketing Costs (\$/cwt.)	\$0.49	\$0.59	\$0.32	\$1.15	\$0.74	\$0.51	\$0.50	\$0.47
Total Cost (\$/Cow/Month)	\$300.51	\$282.50	\$219.99	\$321.04	\$354.54	\$310.87	\$224.12	\$334.17
Total Cost (\$/cwt)	\$22.94	\$20.84	\$23.32	\$22.63	\$22.73	\$20.59	\$20.16	\$17.04
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.10	13.56	9.43	14.18	15.59	15.10	11.12	19.61
b. Lbs Milk Sold/milk cow/day	49.12	51.53	30.85	53.57	64.58	57.11	49.21	74.42
c. Gross Milk Receipts (\$/cwt)	\$23.06	\$19.02	\$20.83	\$18.50	\$19.54	\$19.38	\$17.73	\$18.24
d. Mailbox Price (\$/cwt)	\$23.95	\$18.69	\$20.70	\$18.00	\$19.33	\$18.97	\$17.33	\$17.87
e. Mailbox Price Less Costs (\$/cwt)	\$1.50	-\$1.56	-\$2.30	-\$3.48	-\$2.67	-\$1.11	-\$2.33	\$1.30
f. Income Over Feed Cost (\$/cwt)	\$8.61	\$5.27	\$7.31	\$3.97	\$4.98	\$5.15	\$4.44	\$5.42
g. Fat Test %	4.05%	4.02%	5.20%	3.89%	3.90%	3.85%	3.84%	3.52%
h. SNF Test %	8.88%	8.94%	9.34%	8.97%	9.05%	8.95%	8.68%	8.70%
Related Data								
a. Percent Dry Cows	13%	14%	0%	14%	21%	14%	26%	14%
b. Yearly Cull Rate	27%	28%	33%	18%	28%	29%	28%	27%
c. Avg. Value (/Drop Bull Calf)	\$54.76	\$56.01	\$0.00	\$71.59	\$63.78	\$50.00	\$50.00	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$298.60	\$284.49	\$270.00	\$312.31	\$300.00	\$270.00	\$280.00	\$270.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$435.77	\$344.96	\$279.25	\$317.27	\$342.88	\$392.03	\$352.10	\$387.61
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.98	15.78	10.00	22.49	20.03	17.84	14.00	17.45
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$14.11	\$14.49	\$13.30	\$15.93	\$13.38	\$14.49	\$12.07
h. Total Labor (\$/hr)	\$14.27	\$14.17	\$14.99	\$14.15	\$16.75	\$12.72	\$14.48	\$11.58
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.18	\$6.51	\$4.05	\$7.24	\$8.90	\$7.41	\$5.41	\$8.82
m. Average Total Investment per Cow	\$2,352	\$2,221	\$3,114	\$2,015	\$1,570	\$1,989	\$2,034	\$2,061

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2011
North Coast Organic

Dairy ID Number	Averages		7	8	9	10	11	12	13
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$64.14	\$61.32	\$81.57	\$32.08	\$64.57	\$23.40	\$19.77	\$68.83	\$85.78
b. Wet Feed & Wet Roughage	\$17.43	\$21.35	\$27.74	\$0.00	\$24.15	\$38.44	\$0.00	\$28.61	\$0.00
c. Concentrates	\$88.76	\$106.31	\$120.82	\$136.77	\$106.68	\$95.39	\$109.38	\$90.41	\$98.85
d. Minerals & Supplements	\$1.45	\$2.00	\$7.22	\$0.00	\$0.75	\$0.27	\$0.00	\$0.00	\$0.00
e. Pasture	\$29.16	\$27.90	\$3.30	\$66.99	\$14.79	\$25.49	\$5.15	\$21.32	\$71.82
Total Feed Costs	\$200.95	\$218.88	\$240.65	\$235.84	\$210.95	\$182.98	\$134.30	\$209.18	\$256.45
Total Feed Costs (\$/cwt)	\$15.34	\$17.27	\$14.51	\$25.95	\$20.08	\$15.40	\$18.04	\$18.84	\$19.40
Total Hired Labor	\$33.33	\$34.44	\$38.18	\$1.72	\$31.80	\$35.02	\$27.37	\$54.10	\$26.52
Total Hired Labor Costs (\$/cwt)	\$2.54	\$2.72	\$2.30	\$0.19	\$3.03	\$2.95	\$3.68	\$4.87	\$2.01
Herd Replacement	\$17.59	\$17.20	\$13.98	\$21.45	\$29.35	\$15.64	\$9.80	\$20.12	\$14.69
Less: Calf. Income (\$/Cow/Month)	\$5.94	\$6.86	\$7.72	\$1.61	\$4.29	\$8.47	\$5.68	\$6.18	\$8.15
Total Herd Replacement	\$11.65	\$10.34	\$6.26	\$19.84	\$25.06	\$7.18	\$4.12	\$13.95	\$6.54
Total Replacement Costs (\$/cwt)	\$0.89	\$0.82	\$0.38	\$2.18	\$2.39	\$0.60	\$0.55	\$1.26	\$0.49
Total Operating Costs	\$48.22	\$48.93	\$39.11	\$66.97	\$51.20	\$50.24	\$36.55	\$72.72	\$37.33
Total Operating Costs (\$/cwt)	\$3.68	\$3.86	\$2.36	\$7.37	\$4.87	\$4.23	\$4.91	\$6.55	\$2.82
Total Milk Marketing Costs	\$6.37	\$4.87	\$3.69	\$5.39	\$6.97	\$4.92	\$5.43	\$4.42	\$5.37
Total Milk Marketing Costs (\$/cwt.)	\$0.49	\$0.38	\$0.22	\$0.59	\$0.66	\$0.41	\$0.73	\$0.40	\$0.41
Total Cost (\$/Cow/Month)	\$300.51	\$317.47	\$327.88	\$329.75	\$325.98	\$280.34	\$207.76	\$354.36	\$332.22
Total Cost (\$/cwt)	\$22.94	\$25.05	\$19.77	\$36.28	\$31.03	\$23.60	\$27.91	\$31.92	\$25.13
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	13.10	12.68	16.58	9.09	10.50	11.88	7.44	11.10	13.22
b. Lbs Milk Sold/milk cow/day	49.12	46.90	62.80	32.61	37.91	43.37	29.43	41.13	48.33
c. Gross Milk Receipts (\$/cwt)	\$23.06	\$27.13	\$27.87	\$29.05	\$33.33	\$26.10	\$33.60	\$24.38	\$24.44
d. Mailbox Price (\$/cwt)	\$23.95	\$29.25	\$30.11	\$31.36	\$33.55	\$28.77	\$33.16	\$27.35	\$26.41
e. Mailbox Price Less Costs(/\$/cwt)	\$1.50	\$4.58	\$10.56	-\$4.33	\$3.18	\$5.59	\$5.98	-\$4.17	\$1.69
f. Income Over Feed Cost (\$/cwt)	\$8.61	\$11.98	\$15.60	\$5.41	\$13.46	\$13.37	\$15.12	\$8.51	\$7.01
g. Fat Test %	4.05%	4.09%	4.02%	4.80%	5.21%	4.07%	4.75%	3.80%	3.65%
h. SNF Test %	8.88%	8.82%	8.98%	9.41%	9.43%	8.60%	9.54%	8.58%	8.37%
Related Data									
a. Percent Dry Cows	13%	12%	14%	9%	10%	11%	18%	12%	11%
b. Yearly Cull Rate	27%	25%	29%	32%	35%	16%	13%	32%	20%
c. Avg. Value (/Drop Bull Calf)	\$54.76	\$53.92	\$71.16	\$0.00	\$10.44	\$60.00	\$50.00	\$56.92	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$298.60	\$312.64	\$300.00	\$350.00	\$297.57	\$325.00	\$0.00	\$340.00	\$310.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$435.77	\$513.61	\$455.70	\$553.63	\$488.43	\$486.36	\$554.53	\$467.02	\$589.78
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.98	16.16	21.28	17.72	14.86	14.00	15.60	14.34	12.05
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$14.74	\$13.81	\$0.00	\$22.48	\$15.87	\$13.20	\$14.82	\$11.75
h. Total Labor (\$/hr)	\$14.27	\$14.36	\$14.08	\$11.91	\$21.12	\$17.04	\$12.77	\$13.73	\$11.27
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.18	\$7.80	\$8.94	\$8.24	\$7.10	\$6.40	\$5.09	\$7.54	\$8.85
m. Average Total Investment per Cow	\$2,352	\$2,475	\$2,614	\$1,753	\$2,311	\$2,665	\$1,894	\$2,982	\$2,155