

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2012
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$38.12	\$27.69	\$37.55	\$31.99	\$38.43	\$29.51	\$6.56
b. Wet Feed & Wet Roughage	\$12.17	\$7.14	\$26.34	\$0.00	\$0.00	\$0.00	\$10.53
c. Concentrates	\$93.86	\$84.78	\$98.24	\$79.87	\$85.14	\$101.26	\$64.06
d. Minerals & Supplements	\$1.80	\$1.25	\$5.46	\$0.00	\$1.45	\$0.00	\$0.00
e. Pasture	\$60.98	\$71.48	\$0.00	\$109.98	\$81.38	\$59.57	\$96.55
Total Feed Costs	\$206.93	\$192.33	\$167.59	\$221.84	\$206.41	\$190.34	\$177.70
Total Feed Costs (\$/cwt)	\$14.46	\$11.74	\$12.10	\$10.48	\$12.91	\$11.57	\$12.01
Total Hired Labor	\$33.86	\$33.45	\$24.26	\$26.91	\$39.03	\$45.97	\$29.95
Total Hired Labor Costs (\$/cwt)	\$2.37	\$2.04	\$1.75	\$1.27	\$2.44	\$2.80	\$2.02
Total Herd Replacement	\$17.16	\$16.82	\$10.99	\$15.22	\$17.53	\$16.21	\$22.36
Total Replacement Costs (\$/cwt)	\$1.20	\$1.03	\$0.79	\$0.72	\$1.10	\$0.99	\$1.51
Total Operating Costs	\$50.67	\$47.62	\$59.61	\$43.65	\$37.14	\$59.09	\$40.55
Total Operating Costs (\$/cwt)	\$3.54	\$2.91	\$4.30	\$2.06	\$2.32	\$3.59	\$2.74
Total Milk Marketing Costs	\$6.27	\$10.34	\$15.90	\$9.83	\$8.38	\$11.92	\$6.87
Total Milk Marketing Costs (\$/cwt)	\$0.44	\$0.63	\$1.15	\$0.46	\$0.52	\$0.72	\$0.46
Total Cost (\$/Cow/Month)	\$314.89	\$300.56	\$278.34	\$317.45	\$308.49	\$323.53	\$277.42
Total Cost (\$/cwt)	\$22.00	\$18.34	\$20.09	\$14.99	\$19.29	\$19.67	\$18.75
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	14.31	16.39	13.86	21.18	15.99	16.45	14.80
b. Lbs Milk Sold/milk cow/day	55.52	64.19	53.36	83.46	61.59	64.07	59.55
c. Gross Milk Receipts (\$/cwt)	\$21.85	\$14.96	\$14.93	\$14.80	\$15.66	\$15.25	\$14.24
d. Mailbox Price (\$/cwt)	\$22.85	\$14.56	\$14.39	\$14.48	\$15.31	\$14.73	\$13.93
f. Income Over Feed Cost (\$/cwt)	\$8.39	\$2.82	\$2.30	\$4.00	\$2.40	\$3.16	\$1.92
g. Fat Test %	3.73%	3.57%	3.77%	3.40%	3.71%	3.45%	3.62%
h. SNF Test %	8.80%	8.75%	8.81%	8.53%	8.86%	8.84%	8.77%
Related Data							
a. Percent Dry Cows	15%	16%	14%	16%	14%	15%	18%
b. Yearly Cull Rate	26%	28%	14%	25%	26%	23%	46%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.28	\$0.26	\$0.16	\$0.23	\$0.31	\$0.48
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$299.64	\$265.46	\$288.69	\$260.00	\$275.00	\$237.00	\$270.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$470.60	\$352.73	\$315.38	\$370.50	\$381.13	\$315.60	\$381.27
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.51	19.44	25.34	16.72	17.50	25.00	13.53
g. Milkers (\$/hr with benefits & taxes)	\$14.42	\$14.22	\$11.05	\$11.83	\$13.65	\$20.44	\$13.27
h. Total Labor (\$/hr)	\$14.24	\$14.12	\$12.04	\$11.32	\$13.14	\$20.71	\$13.27
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.55	\$7.09	\$6.21	\$8.17	\$7.45	\$7.00	\$6.66
m. Average Total Investment per Cow	\$2,215	\$1,987	\$1,956	\$2,217	\$2,125	\$1,565	\$2,082

CDFA - DAIRY MARKETING BRANCH
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North Coast Organic

Dairy ID Number	Averages		6	7	8	9	10	11	12
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$38.12	\$44.88	\$23.91	\$19.65	\$38.24	\$53.69	\$93.91	\$35.47	\$2.12
b. Wet Feed & Wet Roughage	\$12.17	\$15.44	\$0.00	\$0.00	\$0.00	\$6.34	\$29.63	\$0.00	\$44.01
c. Concentrates	\$93.86	\$99.76	\$151.27	\$109.60	\$30.29	\$98.16	\$107.82	\$107.41	\$96.26
d. Minerals & Supplements	\$1.80	\$2.16	\$0.00	\$0.00	\$0.00	\$0.73	\$0.00	\$0.00	\$1.83
e. Pasture	\$60.98	\$54.17	\$13.43	\$13.28	\$132.22	\$69.49	\$12.47	\$106.46	\$22.98
Total Feed Costs	\$206.93	\$216.41	\$188.62	\$142.53	\$200.75	\$228.41	\$243.83	\$249.35	\$167.20
Total Feed Costs (\$/cwt)	\$14.46	\$16.69	\$26.61	\$17.67	\$17.72	\$19.18	\$20.25	\$17.16	\$13.07
Total Hired Labor	\$33.86	\$34.13	\$25.45	\$1.58	\$17.63	\$31.33	\$46.26	\$24.83	\$42.48
Total Hired Labor Costs (\$/cwt)	\$2.37	\$2.63	\$3.59	\$0.20	\$1.56	\$2.63	\$3.84	\$1.71	\$3.32
Total Herd Replacement	\$17.16	\$17.38	\$5.46	\$13.88	\$30.90	\$24.88	\$17.67	\$12.34	\$13.81
Total Replacement Costs (\$/cwt)	\$1.20	\$1.34	\$0.77	\$1.72	\$2.73	\$2.09	\$1.47	\$0.85	\$1.08
Total Operating Costs	\$50.67	\$52.64	\$30.05	\$60.97	\$74.29	\$48.47	\$76.76	\$38.32	\$51.39
Total Operating Costs (\$/cwt)	\$3.54	\$4.06	\$4.24	\$7.56	\$6.56	\$4.07	\$6.37	\$2.64	\$4.02
Total Milk Marketing Costs	\$6.27	\$3.63	\$3.52	\$2.77	\$4.43	\$7.51	\$3.04	\$2.98	\$2.95
Total Milk Marketing Costs (\$/cwt)	\$0.44	\$0.28	\$0.50	\$0.34	\$0.39	\$0.63	\$0.25	\$0.21	\$0.23
Total Cost (\$/Cow/Month)	\$314.89	\$324.19	\$253.09	\$221.73	\$328.00	\$340.59	\$387.56	\$327.81	\$277.83
Total Cost (\$/cwt)	\$22.00	\$25.00	\$35.71	\$27.49	\$28.95	\$28.60	\$32.18	\$22.55	\$21.72
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	14.31	12.97	7.09	8.07	11.33	11.91	12.04	14.53	12.79
b. Lbs Milk Sold/milk cow/day	55.52	49.98	29.05	39.24	38.67	46.19	47.65	55.89	46.51
c. Gross Milk Receipts (\$/cwt)	\$21.85	\$27.49	\$28.88	\$29.62	\$28.34	\$32.36	\$25.63	\$26.59	\$27.26
d. Mailbox Price (\$/cwt)	\$22.85	\$29.64	\$29.53	\$31.27	\$31.18	\$32.57	\$28.07	\$28.63	\$29.30
f. Income Over Feed Cost (\$/cwt)	\$8.39	\$12.95	\$2.91	\$13.60	\$13.46	\$13.39	\$7.82	\$11.48	\$16.22
g. Fat Test %	3.73%	3.86%	4.32%	4.29%	4.47%	4.68%	3.68%	3.50%	3.87%
h. SNF Test %	8.80%	8.85%	9.47%	9.36%	9.06%	9.34%	8.56%	8.59%	8.75%
Related Data									
a. Percent Dry Cows	15%	14%	20%	32%	3%	15%	17%	14%	9%
b. Yearly Cull Rate	26%	26%	16%	17%	50%	32%	29%	19%	16%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.26	\$0.72	\$0.09	\$0.14	\$0.08	\$0.32	\$0.45	\$0.25
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$299.64	\$316.79	\$0.00	\$0.00	\$320.00	\$328.00	\$340.00	\$310.00	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$470.60	\$544.27	\$568.30	\$586.21	\$500.00	\$518.55	\$583.42	\$618.02	\$498.48
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.51	14.64	21.84	18.20	4.14	13.73	14.63	13.16	14.00
g. Milkers (\$/hr with benefits & taxes)	\$14.42	\$14.57	\$12.68	\$0.00	\$14.38	\$22.69	\$14.64	\$11.59	\$15.26
h. Total Labor (\$/hr)	\$14.24	\$14.32	\$12.22	\$12.05	\$14.38	\$21.32	\$13.46	\$11.16	\$16.04
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.55	\$7.84	\$7.24	\$6.43	\$6.58	\$7.92	\$8.54	\$9.03	\$5.84
m. Average Total Investment per Cow	\$2,215	\$2,363	\$1,849	\$1,737	\$1,689	\$2,298	\$2,904	\$2,093	\$2,434

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North Coast Organic

Dairy ID Number	13
Feed Costs	
a. Dry Roughage	\$66.56
b. Wet Feed & Wet Roughage	\$8.37
c. Concentrates	\$96.71
d. Minerals & Supplements	\$7.72
e. Pasture	\$60.02
Total Feed Costs	\$239.38
Total Feed Costs (\$/cwt)	\$15.06
Total Hired Labor	
Total Hired Labor Costs (\$/cwt)	\$2.62
Total Herd Replacement	
Total Replacement Costs (\$/cwt)	\$1.32
Total Operating Costs	
Total Operating Costs (\$/cwt)	\$3.04
Total Milk Marketing Costs	
Total Milk Marketing Costs (\$/cwt)	\$0.22
Total Cost (\$/Cow/Month)	
Total Cost (\$/cwt)	\$22.26
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt)	15.89
b. Lbs Milk Sold/milk cow/day	61.45
c. Gross Milk Receipts (\$/cwt)	\$27.09
d. Mailbox Price (\$/cwt)	\$29.95
f. Income Over Feed Cost (\$/cwt)	\$14.88
g. Fat Test %	3.73%
h. SNF Test %	8.92%
Related Data	
a. Percent Dry Cows	15%
b. Yearly Cull Rate	33%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$481.66
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.82
g. Milkers (\$/hr with benefits & taxes)	\$13.89
h. Total Labor (\$/hr)	\$14.31
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.08
m. Average Total Investment per Cow	\$2,631