

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2012
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$42.59	\$47.93	\$67.37	\$52.21	\$30.52	\$105.82	\$0.00
b. Wet Feed & Wet Roughage	\$18.04	\$14.38	\$0.00	\$36.71	\$13.37	\$0.00	\$20.33
c. Concentrates	\$104.53	\$98.96	\$113.66	\$101.85	\$88.36	\$117.69	\$80.93
d. Minerals & Supplements	\$1.68	\$0.81	\$0.00	\$2.96	\$1.42	\$0.00	\$0.00
e. Pasture	\$45.60	\$42.93	\$66.86	\$0.00	\$54.95	\$0.00	\$82.26
Total Feed Costs	\$212.44	\$205.00	\$247.89	\$193.73	\$188.62	\$223.51	\$183.51
Total Feed Costs (\$/cwt)	\$15.02	\$12.70	\$11.53	\$13.85	\$11.55	\$13.58	\$13.31
Total Hired Labor	\$33.79	\$32.67	\$25.46	\$24.16	\$38.11	\$46.51	\$27.87
Total Hired Labor Costs (\$/cwt)	\$2.39	\$2.02	\$1.18	\$1.73	\$2.33	\$2.83	\$2.02
Total Herd Replacement	\$15.38	\$16.38	\$14.77	\$10.62	\$16.19	\$15.37	\$22.40
Total Replacement Costs (\$/cwt)	\$1.09	\$1.02	\$0.69	\$0.76	\$0.99	\$0.93	\$1.62
Total Operating Costs	\$48.06	\$49.46	\$41.36	\$69.56	\$37.82	\$52.86	\$47.14
Total Operating Costs (\$/cwt)	\$3.40	\$3.06	\$1.92	\$4.97	\$2.32	\$3.21	\$3.42
Total Milk Marketing Costs	\$6.25	\$10.48	\$10.62	\$16.04	\$8.68	\$11.93	\$6.77
Total Milk Marketing Costs (\$/cwt)	\$0.44	\$0.65	\$0.49	\$1.15	\$0.53	\$0.72	\$0.49
Total Cost (\$/Cow/Month)	\$315.92	\$313.99	\$340.10	\$314.11	\$289.42	\$350.18	\$287.70
Total Cost (\$/cwt)	\$22.34	\$19.46	\$15.81	\$22.46	\$17.73	\$21.27	\$20.87
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	14.14	16.14	21.51	13.99	16.33	16.46	13.79
b. Lbs Milk Sold/milk cow/day	53.80	60.83	80.57	53.33	62.30	63.84	50.16
c. Gross Milk Receipts (\$/cwt)	\$22.65	\$16.77	\$16.39	\$16.98	\$17.14	\$17.69	\$15.80
d. Mailbox Price (\$/cwt)	\$23.62	\$16.40	\$16.08	\$16.44	\$16.70	\$17.45	\$15.42
f. Income Over Feed Cost (\$/cwt)	\$8.60	\$3.70	\$4.55	\$2.59	\$5.14	\$3.88	\$2.11
g. Fat Test %	3.80%	3.65%	3.31%	3.87%	3.68%	3.77%	3.70%
h. SNF Test %	8.77%	8.73%	8.50%	8.87%	8.66%	8.98%	8.67%
Related Data							
a. Percent Dry Cows	14%	13%	13%	14%	15%	16%	10%
b. Yearly Cull Rate	26%	30%	41%	14%	25%	23%	46%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.10	\$0.08	\$0.18	\$0.06	\$0.13	\$0.08
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$277.68	\$250.19	\$260.00	\$260.79	\$230.00	\$247.00	\$240.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$506.59	\$390.77	\$416.96	\$354.35	\$399.00	\$358.68	\$420.71
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.92	19.42	20.14	22.52	17.15	25.41	14.00
g. Milkers (\$/hr with benefits & taxes)	\$14.55	\$14.27	\$11.91	\$11.05	\$13.65	\$20.14	\$13.27
h. Total Labor (\$/hr)	\$14.23	\$14.19	\$11.40	\$12.04	\$13.14	\$20.46	\$13.27
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.67	\$7.33	\$8.78	\$7.09	\$6.57	\$8.46	\$6.33
j. Milk Cow Feed Costs (\$/cwt.)	\$14.25	\$12.06	\$10.90	\$13.29	\$10.54	\$13.25	\$12.62

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2012
North Coast Organic

Dairy ID Number	Averages		6	7	8	9	10	11	12
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$42.59	\$39.18	\$27.17	\$6.80	\$0.00	\$48.12	\$0.00	\$66.51	\$2.59
b. Wet Feed & Wet Roughage	\$18.04	\$20.39	\$0.00	\$0.00	\$0.00	\$10.15	\$35.19	\$0.00	\$46.95
c. Concentrates	\$104.53	\$108.09	\$174.27	\$149.94	\$35.21	\$109.93	\$67.68	\$114.43	\$102.88
d. Minerals & Supplements	\$1.68	\$2.23	\$0.00	\$0.00	\$0.00	\$0.72	\$0.00	\$0.00	\$2.57
e. Pasture	\$45.60	\$47.31	\$21.50	\$92.43	\$58.41	\$63.02	\$91.16	\$80.45	\$18.28
Total Feed Costs	\$212.44	\$217.19	\$222.94	\$249.18	\$93.62	\$231.94	\$194.03	\$261.39	\$173.28
Total Feed Costs (\$/cwt)	\$15.02	\$16.89	\$22.46	\$23.35	\$14.18	\$20.51	\$17.09	\$16.68	\$15.46
Total Hired Labor	\$33.79	\$34.51	\$29.45	\$1.76	\$17.11	\$30.89	\$55.27	\$25.43	\$38.59
Total Hired Labor Costs (\$/cwt)	\$2.39	\$2.68	\$2.97	\$0.17	\$2.59	\$2.73	\$4.87	\$1.62	\$3.44
Total Herd Replacement	\$15.38	\$14.74	\$9.79	\$12.07	\$23.09	\$20.99	\$14.44	\$12.26	\$12.31
Total Replacement Costs (\$/cwt)	\$1.09	\$1.15	\$0.99	\$1.13	\$3.50	\$1.86	\$1.27	\$0.78	\$1.10
Total Operating Costs	\$48.06	\$47.16	\$33.54	\$73.81	\$58.67	\$45.01	\$65.90	\$32.83	\$46.22
Total Operating Costs (\$/cwt)	\$3.40	\$3.67	\$3.38	\$6.92	\$8.89	\$3.98	\$5.81	\$2.09	\$4.12
Total Milk Marketing Costs	\$6.25	\$3.55	\$4.63	\$4.10	\$3.18	\$7.30	\$3.01	\$3.25	\$2.89
Total Milk Marketing Costs (\$/cwt)	\$0.44	\$0.28	\$0.47	\$0.38	\$0.48	\$0.65	\$0.27	\$0.21	\$0.26
Total Cost (\$/Cow/Month)	\$315.92	\$317.16	\$300.35	\$340.93	\$195.66	\$336.13	\$332.65	\$335.16	\$273.29
Total Cost (\$/cwt)	\$22.34	\$24.66	\$30.26	\$31.95	\$29.63	\$29.73	\$29.31	\$21.39	\$24.39
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	14.14	12.86	9.93	10.67	6.60	11.31	11.35	15.67	11.21
b. Lbs Milk Sold/milk cow/day	53.80	49.23	33.98	35.89	29.96	42.10	47.77	57.29	41.18
c. Gross Milk Receipts (\$/cwt)	\$22.65	\$27.37	\$29.44	\$29.65	\$28.77	\$32.77	\$25.73	\$26.26	\$27.34
d. Mailbox Price (\$/cwt)	\$23.62	\$29.41	\$31.27	\$30.96	\$30.36	\$32.69	\$27.87	\$28.66	\$29.42
f. Income Over Feed Cost (\$/cwt)	\$8.60	\$12.53	\$8.81	\$7.61	\$16.18	\$12.18	\$10.78	\$11.99	\$13.95
g. Fat Test %	3.80%	3.92%	4.58%	4.51%	4.61%	4.82%	3.73%	3.47%	3.93%
h. SNF Test %	8.77%	8.81%	9.48%	9.26%	9.13%	9.25%	8.55%	8.55%	8.64%
Related Data									
a. Percent Dry Cows	14%	15%	5%	3%	28%	12%	23%	11%	11%
b. Yearly Cull Rate	26%	24%	41%	14%	33%	30%	25%	20%	16%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.13	\$0.02	\$0.06	\$0.00	\$0.06	\$0.12	\$0.11	\$0.14
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$277.68	\$305.93	\$0.00	\$310.00	\$0.00	\$328.00	\$320.00	\$300.00	\$325.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$506.59	\$578.97	\$596.11	\$630.69	\$600.00	\$554.55	\$607.19	\$621.64	\$538.85
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.92	15.29	20.00	15.93	5.29	14.00	9.33	13.31	14.00
g. Milkers (\$/hr with benefits & taxes)	\$14.55	\$14.73	\$12.68	\$0.00	\$14.41	\$22.69	\$15.36	\$11.42	\$16.06
h. Total Labor (\$/hr)	\$14.23	\$14.25	\$12.22	\$12.08	\$14.41	\$21.32	\$13.71	\$11.01	\$16.20
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.67	\$7.88	\$7.39	\$8.00	\$3.58	\$7.80	\$7.69	\$8.99	\$6.13
j. Milk Cow Feed Costs (\$/cwt.)	\$14.25	\$16.01	\$21.74	\$22.29	\$11.96	\$18.52	\$16.09	\$15.70	\$14.88

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2012
North Coast Organic

Dairy ID Number	13
Feed Costs	
a. Dry Roughage	\$88.61
b. Wet Feed & Wet Roughage	\$24.32
c. Concentrates	\$128.84
d. Minerals & Supplements	\$7.46
e. Pasture	\$0.00
Total Feed Costs	\$249.24
Total Feed Costs (\$/cwt)	\$15.34
Total Hired Labor	\$40.68
Total Hired Labor Costs (\$/cwt)	\$2.50
Total Herd Replacement	\$15.77
Total Replacement Costs (\$/cwt)	\$0.97
Total Operating Costs	\$42.09
Total Operating Costs (\$/cwt)	\$2.59
Total Milk Marketing Costs	\$2.85
Total Milk Marketing Costs (\$/cwt)	\$0.18
Total Cost (\$/Cow/Month)	\$350.63
Total Cost (\$/cwt)	\$21.57
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt)	16.25
b. Lbs Milk Sold/milk cow/day	65.10
c. Gross Milk Receipts (\$/cwt)	\$26.65
d. Mailbox Price (\$/cwt)	\$29.17
f. Income Over Feed Cost (\$/cwt)	\$13.83
g. Fat Test %	3.84%
h. SNF Test %	8.90%
Related Data	
a. Percent Dry Cows	19%
b. Yearly Cull Rate	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$305.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$479.89
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	22.75
g. Milkers (\$/hr with benefits & taxes)	\$13.93
h. Total Labor (\$/hr)	\$14.36
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.71
j. Milk Cow Feed Costs (\$/cwt.)	\$14.91