

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$68.84	\$67.00	\$108.45	\$56.46	\$64.95	\$100.17	\$26.16
b. Wet Feed & Wet Roughage	\$21.96	\$17.35	\$0.00	\$38.89	\$10.00	\$0.00	\$31.25
c. Concentrates	\$104.09	\$96.47	\$131.30	\$108.94	\$78.51	\$117.57	\$64.59
d. Minerals & Supplements	\$1.78	\$0.83	\$0.00	\$2.92	\$1.47	\$0.00	\$0.00
e. Pasture	\$20.76	\$23.00	\$32.56	\$0.00	\$33.33	\$5.77	\$38.91
Total Feed Costs	\$217.44	\$204.65	\$272.31	\$207.21	\$188.25	\$223.52	\$160.92
Total Feed Costs (\$/cwt)	\$16.60	\$14.11	\$13.57	\$14.37	\$13.34	\$14.56	\$14.74
Total Hired Labor	\$34.48	\$33.15	\$29.83	\$23.59	\$36.99	\$47.74	\$27.76
Total Hired Labor Costs (\$/cwt)	\$2.63	\$2.29	\$1.49	\$1.64	\$2.62	\$3.11	\$2.54
Total Herd Replacement	\$14.91	\$17.41	\$14.46	\$10.17	\$18.03	\$16.90	\$24.16
Total Replacement Costs (\$/cwt)	\$1.14	\$1.20	\$0.72	\$0.70	\$1.28	\$1.10	\$2.21
Total Operating Costs	\$49.07	\$48.06	\$51.07	\$52.10	\$45.21	\$59.53	\$36.84
Total Operating Costs (\$/cwt)	\$3.75	\$3.31	\$2.54	\$3.61	\$3.20	\$3.88	\$3.38
Total Milk Marketing Costs	\$5.64	\$9.50	\$10.30	\$16.29	\$5.68	\$11.47	\$5.64
Total Milk Marketing Costs (\$/cwt)	\$0.43	\$0.66	\$0.51	\$1.13	\$0.40	\$0.75	\$0.52
Total Cost (\$/Cow/Month)	\$321.53	\$312.77	\$377.97	\$309.36	\$294.15	\$359.16	\$255.31
Total Cost (\$/cwt)	\$24.54	\$21.57	\$18.83	\$21.45	\$20.85	\$23.39	\$23.39
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	13.10	14.50	20.07	14.42	14.11	15.35	10.91
b. Lbs Milk Sold/milk cow/day	49.89	55.02	77.54	56.33	51.62	60.88	40.00
c. Gross Milk Receipts (\$/cwt)	\$24.91	\$20.03	\$19.63	\$19.70	\$20.78	\$21.06	\$18.94
d. Mailbox Price (\$/cwt)	\$26.86	\$20.36	\$20.04	\$19.22	\$22.07	\$21.12	\$19.28
e. Mailbox Price Less Costs/ (cwt)	\$2.75	-\$0.56	\$1.72	-\$1.09	\$1.63	-\$1.52	-\$3.60
f. Income Over Feed Cost (\$/cwt)	\$10.27	\$6.25	\$6.47	\$4.86	\$8.73	\$6.56	\$4.53
g. Fat Test %	3.96%	3.89%	3.61%	3.91%	3.98%	4.04%	3.92%
h. SNF Test %	8.87%	8.82%	8.54%	8.96%	8.91%	9.08%	8.64%
Related Data							
a. Percent Dry Cows	14%	14%	16%	16%	11%	18%	11%
b. Yearly Cull Rate	30%	33%	53%	13%	28%	26%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.12	\$0.13	\$0.13	\$0.10	\$0.13	\$0.10
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$291.59	\$258.35	\$280.00	\$285.43	\$230.00	\$247.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$510.23	\$396.64	\$426.16	\$366.21	\$405.99	\$372.71	\$411.57
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.68	18.77	23.56	23.87	14.37	25.00	11.50
g. Milkers (\$/hr with benefits & taxes)	\$14.55	\$14.11	\$12.45	\$11.05	\$12.70	\$20.14	\$13.43
h. Total Labor (\$/hr)	\$14.28	\$14.21	\$12.51	\$12.04	\$12.34	\$20.46	\$13.44
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.84	\$7.31	\$10.10	\$7.73	\$6.31	\$8.59	\$5.34

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Dairy ID Number	Averages		6	7	8	9	10	11	12
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$68.84	\$70.04	\$49.63	\$37.07	\$61.37	\$81.67	\$57.32	\$112.59	\$20.11
b. Wet Feed & Wet Roughage	\$21.96	\$24.97	\$0.00	\$0.00	\$17.45	\$26.24	\$48.80	\$0.00	\$49.54
c. Concentrates	\$104.09	\$109.05	\$150.80	\$182.69	\$17.23	\$126.75	\$55.98	\$115.04	\$97.25
d. Minerals & Supplements	\$1.78	\$2.40	\$0.00	\$0.00	\$0.00	\$0.73	\$0.00	\$0.00	\$2.88
e. Pasture	\$20.76	\$19.31	\$4.95	\$38.81	\$24.40	\$0.00	\$28.52	\$51.87	\$9.52
Total Feed Costs	\$217.44	\$225.76	\$205.37	\$258.57	\$120.46	\$235.39	\$190.61	\$279.50	\$179.30
Total Feed Costs (\$/cwt)	\$16.60	\$18.52	\$27.47	\$29.05	\$22.20	\$22.41	\$15.48	\$19.77	\$18.67
Total Hired Labor	\$34.48	\$35.34	\$29.34	\$0.39	\$17.61	\$30.46	\$61.01	\$27.46	\$37.68
Total Hired Labor Costs (\$/cwt)	\$2.63	\$2.90	\$3.92	\$0.04	\$3.24	\$2.90	\$4.96	\$1.94	\$3.92
Total Herd Replacement	\$14.91	\$13.28	\$9.76	\$11.12	\$13.17	\$16.89	\$16.09	\$16.44	\$10.76
Total Replacement Costs (\$/cwt)	\$1.14	\$1.09	\$1.31	\$1.25	\$2.43	\$1.61	\$1.31	\$1.16	\$1.12
Total Operating Costs	\$49.07	\$49.72	\$33.36	\$66.39	\$59.72	\$43.35	\$73.97	\$39.50	\$47.76
Total Operating Costs (\$/cwt)	\$3.75	\$4.08	\$4.46	\$7.46	\$11.00	\$4.13	\$6.01	\$2.79	\$4.97
Total Milk Marketing Costs	\$5.64	\$3.12	\$4.22	\$4.17	\$3.14	\$3.09	\$3.48	\$3.00	\$2.66
Total Milk Marketing Costs (\$/cwt)	\$0.43	\$0.26	\$0.56	\$0.47	\$0.58	\$0.29	\$0.28	\$0.21	\$0.28
Total Cost (\$/Cow/Month)	\$321.53	\$327.22	\$282.04	\$340.64	\$214.09	\$329.18	\$345.17	\$365.90	\$278.15
Total Cost (\$/cwt)	\$24.54	\$26.84	\$37.73	\$38.27	\$39.45	\$31.34	\$28.03	\$25.88	\$28.97
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	13.10	12.19	7.48	8.90	5.43	10.50	12.31	14.14	9.60
b. Lbs Milk Sold/milk cow/day	49.89	46.53	29.53	30.93	35.39	39.24	45.62	51.86	35.87
c. Gross Milk Receipts (\$/cwt)	\$24.91	\$28.68	\$29.82	\$30.95	\$28.61	\$32.88	\$25.64	\$26.83	\$27.73
d. Mailbox Price (\$/cwt)	\$26.86	\$31.89	\$31.26	\$34.02	\$31.91	\$33.26	\$30.04	\$30.97	\$31.39
e. Mailbox Price Less Costs/ (cwt)	\$2.75	\$5.31	-\$5.91	-\$3.78	-\$6.96	\$2.22	\$2.29	\$5.30	\$2.69
f. Income Over Feed Cost (\$/cwt)	\$10.27	\$13.38	\$3.79	\$4.97	\$9.71	\$10.85	\$14.56	\$11.20	\$12.71
g. Fat Test %	3.96%	4.02%	4.92%	4.81%	4.54%	5.09%	3.67%	3.66%	4.01%
h. SNF Test %	8.87%	8.90%	9.75%	9.50%	9.12%	9.33%	8.57%	8.57%	8.66%
Related Data									
a. Percent Dry Cows	14%	15%	17%	6%	50%	13%	12%	11%	13%
b. Yearly Cull Rate	30%	28%	41%	12%	24%	26%	38%	27%	18%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.13	\$0.29	\$0.03	\$0.08	\$0.05	\$0.19	\$0.13	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$291.59	\$318.53	\$0.00	\$310.00	\$320.00	\$322.67	\$320.00	\$330.00	\$320.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$510.23	\$581.23	\$615.00	\$657.44	\$575.90	\$564.08	\$575.88	\$638.27	\$543.33
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.68	15.31	19.38	19.32	3.91	15.92	7.19	13.06	13.34
g. Milkers (\$/hr with benefits & taxes)	\$14.55	\$14.85	\$12.68	\$0.00	\$14.41	\$22.69	\$15.36	\$11.95	\$16.17
h. Total Labor (\$/hr)	\$14.28	\$14.32	\$12.22	\$8.94	\$14.41	\$21.32	\$13.71	\$11.48	\$16.19
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.84	\$8.18	\$7.49	\$8.72	\$5.50	\$8.03	\$6.66	\$9.83	\$6.46

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North Coast Organic

Dairy ID Number	13
Feed Costs	
a. Dry Roughage	\$92.90
b. Wet Feed & Wet Roughage	\$23.49
c. Concentrates	\$135.08
d. Minerals & Supplements	\$7.82
e. Pasture	\$0.00
Total Feed Costs	\$259.30
Total Feed Costs (\$/cwt)	\$15.34
Total Hired Labor	\$41.49
Total Hired Labor Costs (\$/cwt)	\$2.45
Total Herd Replacement	\$10.73
Total Replacement Costs (\$/cwt)	\$0.63
Total Operating Costs	\$44.79
Total Operating Costs (\$/cwt)	\$2.65
Total Milk Marketing Costs	\$2.95
Total Milk Marketing Costs (\$/cwt)	\$0.17
Total Cost (\$/Cow/Month)	\$359.26
Total Cost (\$/cwt)	\$21.25
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt)	16.91
b. Lbs Milk Sold/milk cow/day	64.13
c. Gross Milk Receipts (\$/cwt)	\$30.18
d. Mailbox Price (\$/cwt)	\$32.97
e. Mailbox Price Less Costs/ (cwt)	\$11.90
f. Income Over Feed Cost (\$/cwt)	\$17.63
g. Fat Test %	3.92%
h. SNF Test %	9.11%
Related Data	
a. Percent Dry Cows	14%
b. Yearly Cull Rate	33%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$305.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$479.89
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	22.59
g. Milkers (\$/hr with benefits & taxes)	\$13.99
h. Total Labor (\$/hr)	\$14.38
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.64