

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2013
North Coast Conventional

Dairy ID Number	Averages		4	6	7	8	9
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$76.79	\$76.04	\$144.28	\$63.67	\$73.68	\$63.88	\$57.24
b. Wet Feed & Wet Roughage	\$21.14	\$20.96	\$28.66	\$28.24	\$13.11	\$0.00	\$32.88
c. Concentrates	\$96.60	\$93.51	\$99.38	\$112.63	\$76.89	\$110.46	\$76.56
d. Minerals & Supplements	\$1.69	\$0.92	\$0.00	\$3.35	\$1.49	\$0.00	\$0.00
e. Pasture	\$23.73	\$15.13	\$20.30	\$0.00	\$24.95	\$36.18	\$0.00
Total Feed Costs	\$219.96	\$206.57	\$292.62	\$207.88	\$190.13	\$210.52	\$166.68
Total Feed Costs (\$/cwt)	\$16.85	\$14.25	\$14.06	\$13.96	\$14.03	\$12.86	\$16.72
Total Hired Labor	\$32.50	\$33.70	\$29.69	\$24.66	\$36.02	\$50.06	\$28.42
Total Hired Labor Costs (\$/cwt)	\$2.49	\$2.33	\$1.43	\$1.66	\$2.66	\$3.06	\$2.85
Total Herd Replacement	\$15.22	\$18.03	\$16.40	\$11.52	\$19.52	\$19.11	\$21.62
Total Replacement Costs (\$/cwt)	\$1.17	\$1.24	\$0.79	\$0.77	\$1.44	\$1.17	\$2.17
Total Operating Costs	\$45.28	\$46.00	\$42.90	\$57.81	\$50.14	\$54.06	\$30.44
Total Operating Costs (\$/cwt)	\$3.47	\$3.17	\$2.06	\$3.88	\$3.70	\$3.30	\$3.05
Total Milk Marketing Costs	\$6.16	\$10.24	\$10.05	\$17.03	\$5.51	\$15.36	\$5.28
Total Milk Marketing Costs (\$/cwt)	\$0.47	\$0.71	\$0.48	\$1.14	\$0.41	\$0.94	\$0.53
Total Cost (\$/Cow/Month)	\$319.12	\$314.54	\$391.66	\$318.91	\$301.32	\$349.13	\$252.44
Total Cost (\$/cwt)	\$24.44	\$21.71	\$18.81	\$21.42	\$22.23	\$21.32	\$25.32
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	13.06	14.49	20.82	14.89	13.55	16.37	9.97
b. Lbs Milk Sold/milk cow/day	51.32	56.62	88.04	56.41	52.89	64.89	37.52
c. Gross Milk Receipts (\$/cwt)	\$24.64	\$18.32	\$18.37	\$18.17	\$19.32	\$18.51	\$17.22
d. Mailbox Price (\$/cwt)	\$25.93	\$18.47	\$18.74	\$17.60	\$20.63	\$18.13	\$17.34
f. Income Over Feed Cost (\$/cwt)	\$9.09	\$4.22	\$4.68	\$3.63	\$6.60	\$5.27	\$0.62
g. Fat Test %	3.93%	3.84%	3.71%	4.01%	3.98%	3.69%	3.86%
h. SNF Test %	8.94%	8.86%	8.65%	8.95%	9.05%	8.96%	8.67%
Related Data							
a. Percent Dry Cows	15%	15%	21%	13%	15%	16%	11%
b. Yearly Cull Rate	31%	35%	60%	15%	31%	32%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.14	\$0.08	\$0.15	\$0.11	\$0.22	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$291.32	\$258.41	\$280.00	\$267.40	\$230.00	\$247.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$507.18	\$388.77	\$419.98	\$370.02	\$392.14	\$350.15	\$411.44
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.29	19.21	20.02	23.78	15.60	25.00	14.00
g. Milkers (\$/hr with benefits & taxes)	\$14.85	\$14.17	\$11.91	\$11.64	\$12.13	\$21.10	\$13.74
h. Total Labor (\$/hr)	\$14.79	\$14.26	\$12.00	\$12.53	\$11.79	\$21.26	\$13.73
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.03	\$7.48	\$11.02	\$7.61	\$6.66	\$8.05	\$5.74
m. Average Total Investment per Cow	\$2,127	\$1,964	\$2,348	\$1,909	\$2,095	\$1,601	\$1,962

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2013
North Coast Organic

Dairy ID Number	Averages		1	2	3	5	10	11	12
	NC Average	Organic							
Feed Costs									
a. Dry Roughage	\$76.79	\$77.34	\$51.27	\$36.47	\$69.56	\$71.29	\$137.13	\$59.27	\$62.67
b. Wet Feed & Wet Roughage	\$21.14	\$21.27	\$0.00	\$0.00	\$55.02	\$11.47	\$21.63	\$37.62	\$9.48
c. Concentrates	\$96.60	\$98.91	\$73.16	\$81.41	\$31.18	\$113.77	\$107.52	\$111.06	\$105.56
d. Minerals & Supplements	\$1.69	\$2.27	\$0.00	\$0.00	\$0.00	\$0.71	\$0.00	\$0.74	\$8.07
e. Pasture	\$23.73	\$30.14	\$0.00	\$7.75	\$6.27	\$45.37	\$25.63	\$0.00	\$72.96
Total Feed Costs	\$219.96	\$229.93	\$124.43	\$125.63	\$162.03	\$242.60	\$291.92	\$208.70	\$258.73
Total Feed Costs (\$/cwt)	\$16.85	\$19.18	\$29.99	\$26.48	\$19.81	\$21.52	\$20.43	\$22.41	\$14.94
Total Hired Labor	\$32.50	\$31.61	\$30.85	\$0.00	\$15.10	\$31.25	\$27.95	\$38.12	\$42.89
Total Hired Labor Costs (\$/cwt)	\$2.49	\$2.64	\$7.44	\$0.00	\$1.85	\$2.77	\$1.96	\$4.09	\$2.48
Total Herd Replacement	\$15.22	\$13.12	\$8.97	\$12.62	\$13.83	\$18.37	\$20.97	\$9.22	\$8.06
Total Replacement Costs (\$/cwt)	\$1.17	\$1.09	\$2.16	\$2.66	\$1.69	\$1.63	\$1.47	\$0.99	\$0.47
Total Operating Costs	\$45.28	\$44.74	\$24.17	\$42.60	\$51.43	\$39.65	\$35.73	\$55.71	\$47.46
Total Operating Costs (\$/cwt)	\$3.47	\$3.73	\$5.82	\$8.98	\$6.29	\$3.52	\$2.50	\$5.98	\$2.74
Total Milk Marketing Costs	\$6.16	\$3.12	\$3.76	\$3.11	\$3.62	\$3.20	\$3.36	\$2.60	\$3.06
Total Milk Marketing Costs (\$/cwt)	\$0.47	\$0.26	\$0.91	\$0.65	\$0.44	\$0.28	\$0.24	\$0.28	\$0.18
Total Cost (\$/Cow/Month)	\$319.12	\$322.53	\$192.18	\$183.97	\$246.02	\$335.08	\$379.92	\$314.35	\$360.20
Total Cost (\$/cwt)	\$24.44	\$26.90	\$46.31	\$38.77	\$30.08	\$29.72	\$26.58	\$33.76	\$20.79
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	13.06	11.99	4.15	4.74	8.18	11.27	14.29	9.31	17.32
b. Lbs Milk Sold/milk cow/day	51.32	47.34	22.15	24.85	32.79	43.85	56.11	35.20	64.12
c. Gross Milk Receipts (\$/cwt)	\$24.64	\$30.32	\$33.28	\$31.55	\$27.90	\$33.74	\$27.20	\$31.79	\$30.96
d. Mailbox Price (\$/cwt)	\$25.93	\$32.65	\$32.69	\$34.49	\$30.85	\$34.31	\$31.82	\$31.11	\$33.61
f. Income Over Feed Cost (\$/cwt)	\$9.09	\$13.47	\$2.70	\$8.02	\$11.05	\$12.79	\$11.40	\$8.70	\$18.68
g. Fat Test %	3.93%	4.01%	4.79%	4.91%	4.45%	4.86%	3.68%	4.04%	3.82%
h. SNF Test %	8.94%	9.02%	9.56%	9.33%	8.87%	9.38%	8.73%	8.65%	9.26%
Related Data									
a. Percent Dry Cows	15%	16%	38%	36%	17%	14%	15%	12%	10%
b. Yearly Cull Rate	31%	29%	46%	16%	20%	27%	35%	16%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.13	\$0.30	\$0.06	\$0.05	\$0.06	\$0.13	\$0.19	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$291.32	\$322.41	\$0.00	\$350.00	\$330.00	\$328.00	\$330.00	\$320.00	\$305.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$507.18	\$591.75	\$555.94	\$673.42	\$625.00	\$579.68	\$620.84	\$604.01	\$484.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.29	14.10	13.99	12.58	4.00	14.29	13.60	14.00	17.36
g. Milkers (\$/hr with benefits & taxes)	\$14.85	\$15.47	\$21.69	\$0.00	\$14.72	\$23.00	\$12.03	\$15.87	\$14.51
h. Total Labor (\$/hr)	\$14.79	\$15.24	\$20.88	\$0.00	\$14.72	\$21.61	\$11.60	\$16.76	\$14.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.03	\$8.44	\$5.29	\$5.91	\$5.91	\$8.59	\$10.36	\$7.56	\$9.23
m. Average Total Investment per Cow	\$2,127	\$2,248	\$1,879	\$1,731	\$2,081	\$2,274	\$1,965	\$2,383	\$2,620