

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2013
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$47.06	\$37.59	\$65.29	\$44.24	\$25.82	\$43.13	\$21.46
b. Wet Feed & Wet Roughage	\$17.70	\$18.54	\$24.03	\$26.67	\$0.00	\$16.00	\$25.05
c. Concentrates	\$89.09	\$85.12	\$84.12	\$108.13	\$108.89	\$82.52	\$53.54
d. Minerals & Supplements	\$1.47	\$0.85	\$0.00	\$2.89	\$0.00	\$1.47	\$0.00
e. Pasture	\$62.80	\$52.08	\$106.13	\$0.00	\$57.67	\$46.47	\$59.75
Total Feed Costs	\$218.13	\$194.19	\$279.57	\$181.93	\$192.38	\$189.58	\$159.81
Total Feed Costs (\$/cwt)	\$15.40	\$12.31	\$12.19	\$12.51	\$11.56	\$12.97	\$12.37
Total Hired Labor	\$35.35	\$33.62	\$28.46	\$24.38	\$52.08	\$35.28	\$28.49
Total Hired Labor Costs (\$/cwt)	\$2.50	\$2.13	\$1.24	\$1.68	\$3.13	\$2.41	\$2.21
Total Herd Replacement	\$12.62	\$14.40	\$15.17	\$11.84	\$13.69	\$16.16	\$14.97
Total Replacement Costs (\$/cwt)	\$0.89	\$0.91	\$0.66	\$0.81	\$0.82	\$1.11	\$1.16
Total Operating Costs	\$46.40	\$46.13	\$46.38	\$53.27	\$52.85	\$39.60	\$40.92
Total Operating Costs (\$/cwt)	\$3.28	\$2.92	\$2.02	\$3.66	\$3.18	\$2.71	\$3.17
Total Milk Marketing Costs	\$6.45	\$10.00	\$11.94	\$16.50	\$8.90	\$8.11	\$6.44
Total Milk Marketing Costs (\$/cwt)	\$0.46	\$0.63	\$0.52	\$1.13	\$0.53	\$0.56	\$0.50
Total Cost (\$/Cow/Month)	\$318.95	\$298.34	\$381.51	\$287.93	\$319.91	\$288.73	\$250.63
Total Cost (\$/cwt)	\$22.52	\$18.91	\$16.64	\$19.80	\$19.22	\$19.76	\$19.40
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	14.16	15.78	22.93	14.54	16.65	14.61	12.92
b. Lbs Milk Sold/milk cow/day	55.54	62.24	91.73	56.95	64.55	58.45	50.90
c. Gross Milk Receipts (\$/cwt)	\$23.62	\$18.78	\$18.46	\$19.03	\$18.85	\$19.78	\$17.96
d. Mailbox Price (\$/cwt)	\$24.51	\$18.77	\$18.69	\$18.35	\$18.79	\$19.96	\$18.15
f. Income Over Feed Cost (\$/cwt)	\$9.11	\$6.47	\$6.50	\$5.83	\$7.23	\$6.99	\$5.78
g. Fat Test %	3.76%	3.68%	3.44%	4.04%	3.50%	3.86%	3.61%
h. SNF Test %	8.84%	8.84%	8.56%	8.95%	8.84%	9.06%	8.84%
Related Data							
a. Percent Dry Cows	16%	16%	18%	16%	15%	18%	16%
b. Yearly Cull Rate	31%	31%	58%	15%	33%	29%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.15	\$0.17	\$0.18	\$0.13	\$0.19	\$0.07
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$298.16	\$253.84	\$280.00	\$272.98	\$247.00	\$230.00	\$240.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$522.44	\$380.60	\$420.58	\$357.25	\$338.05	\$396.19	\$390.75
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.69	18.20	16.00	24.33	25.00	16.96	10.80
g. Milkers (\$/hr with benefits & taxes)	\$14.66	\$13.78	\$11.92	\$11.64	\$20.79	\$12.18	\$11.71
h. Total Labor (\$/hr)	\$14.45	\$13.93	\$12.06	\$12.54	\$20.99	\$11.77	\$12.46
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.73	\$6.89	\$9.77	\$6.81	\$6.99	\$6.60	\$5.50

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North Coast Organic

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
Feed Costs								
a. Dry Roughage	\$47.06	\$53.02	\$50.38	\$6.29	\$66.79	\$71.59	\$30.76	\$59.72
b. Wet Feed & Wet Roughage	\$17.70	\$17.18	\$0.00	\$0.00	\$0.00	\$0.00	\$38.28	\$39.11
c. Concentrates	\$89.09	\$91.59	\$99.28	\$117.33	\$37.86	\$116.35	\$33.49	\$93.10
d. Minerals & Supplements	\$1.47	\$1.86	\$0.00	\$0.00	\$0.00	\$0.69	\$0.00	\$0.74
e. Pasture	\$62.80	\$69.55	\$12.67	\$18.24	\$90.28	\$67.22	\$115.85	\$17.81
Total Feed Costs	\$218.13	\$233.20	\$162.34	\$141.85	\$194.92	\$255.86	\$218.37	\$210.48
Total Feed Costs (\$/cwt)	\$15.40	\$17.73	\$19.64	\$19.56	\$20.79	\$21.69	\$14.79	\$18.55
Total Hired Labor	\$35.35	\$36.44	\$31.89	\$0.00	\$14.28	\$30.42	\$70.01	\$38.85
Total Hired Labor Costs (\$/cwt)	\$2.50	\$2.77	\$3.86	\$0.00	\$1.52	\$2.58	\$4.74	\$3.42
Total Herd Replacement	\$12.62	\$11.50	\$7.61	\$14.15	\$10.44	\$18.48	\$13.18	\$4.88
Total Replacement Costs (\$/cwt)	\$0.89	\$0.87	\$0.92	\$1.95	\$1.11	\$1.57	\$0.89	\$0.43
Total Operating Costs	\$46.40	\$46.57	\$28.44	\$54.21	\$73.19	\$44.74	\$77.46	\$37.18
Total Operating Costs (\$/cwt)	\$3.28	\$3.54	\$3.44	\$7.48	\$7.81	\$3.79	\$5.25	\$3.28
Total Milk Marketing Costs	\$6.45	\$4.22	\$4.63	\$3.60	\$3.91	\$3.20	\$4.00	\$2.96
Total Milk Marketing Costs (\$/cwt)	\$0.46	\$0.32	\$0.56	\$0.50	\$0.42	\$0.27	\$0.27	\$0.26
Total Cost (\$/Cow/Month)	\$318.95	\$331.92	\$234.90	\$213.80	\$296.74	\$352.71	\$383.03	\$294.35
Total Cost (\$/cwt)	\$22.52	\$25.24	\$28.42	\$29.48	\$31.65	\$29.90	\$25.95	\$25.94
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	14.16	13.15	8.27	7.25	9.37	11.80	14.76	11.35
b. Lbs Milk Sold/milk cow/day	55.54	51.36	37.47	33.88	30.91	45.24	58.60	43.87
c. Gross Milk Receipts (\$/cwt)	\$23.62	\$27.26	\$29.23	\$30.16	\$28.36	\$33.19	\$25.69	\$27.17
d. Mailbox Price (\$/cwt)	\$24.51	\$28.85	\$28.21	\$31.28	\$29.30	\$33.76	\$27.28	\$28.12
f. Income Over Feed Cost (\$/cwt)	\$9.11	\$11.11	\$8.57	\$11.72	\$8.51	\$12.07	\$12.49	\$9.57
g. Fat Test %	3.76%	3.82%	4.43%	4.43%	4.44%	4.61%	3.65%	3.84%
h. SNF Test %	8.84%	8.84%	9.53%	9.44%	9.10%	9.30%	8.62%	8.65%
Related Data								
a. Percent Dry Cows	16%	16%	27%	29%	0%	14%	17%	15%
b. Yearly Cull Rate	31%	31%	53%	17%	16%	26%	47%	14%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.18	\$0.32	\$0.10	\$0.00	\$0.06	\$0.14	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$298.16	\$321.29	\$0.00	\$0.00	\$330.00	\$328.00	\$320.00	\$320.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$522.44	\$611.09	\$600.00	\$681.85	\$624.00	\$596.66	\$665.65	\$604.78
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.69	12.51	15.00	16.09	4.00	14.07	4.00	12.00
g. Milkers (\$/hr with benefits & taxes)	\$14.66	\$15.25	\$21.45	\$0.00	\$14.56	\$23.00	\$15.38	\$15.87
h. Total Labor (\$/hr)	\$14.45	\$14.77	\$20.69	\$0.00	\$14.56	\$21.63	\$13.99	\$16.63
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.73	\$8.25	\$6.51	\$6.16	\$6.43	\$8.72	\$7.31	\$7.60

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Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$68.31	\$46.24
b. Wet Feed & Wet Roughage	\$17.37	\$7.59
c. Concentrates	\$125.69	\$92.05
d. Minerals & Supplements	\$0.00	\$7.55
e. Pasture	\$87.87	\$90.28
Total Feed Costs	\$299.25	\$243.71
Total Feed Costs (\$/cwt)	\$18.78	\$15.45
Total Hired Labor	\$27.98	\$43.61
Total Hired Labor Costs (\$/cwt)	\$1.76	\$2.77
Total Herd Replacement	\$19.89	\$6.06
Total Replacement Costs (\$/cwt)	\$1.25	\$0.38
Total Operating Costs	\$32.61	\$42.27
Total Operating Costs (\$/cwt)	\$2.05	\$2.68
Total Milk Marketing Costs	\$8.00	\$2.85
Total Milk Marketing Costs (\$/cwt)	\$0.50	\$0.18
Total Cost (\$/Cow/Month)	\$387.73	\$338.50
Total Cost (\$/cwt)	\$24.34	\$21.46
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	15.93	15.77
b. Lbs Milk Sold/milk cow/day	61.45	62.39
c. Gross Milk Receipts (\$/cwt)	\$24.20	\$28.02
d. Mailbox Price (\$/cwt)	\$26.50	\$30.14
f. Income Over Feed Cost (\$/cwt)	\$7.72	\$14.69
g. Fat Test %	3.45%	3.69%
h. SNF Test %	8.66%	8.88%
Related Data		
a. Percent Dry Cows	15%	17%
b. Yearly Cull Rate	34%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.23
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$330.00	\$305.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$629.65	\$485.11
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.40	16.25
g. Milkers (\$/hr with benefits & taxes)	\$11.89	\$14.12
h. Total Labor (\$/hr)	\$11.47	\$14.56
i. Milk Cow Feed Costs (\$/Cow/Day)	\$10.15	\$8.92