

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**North Coast Conventional**

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
<b>Feed Costs</b>							
a. Dry Roughage	\$50.08	\$51.21	\$76.26	\$98.42	\$53.50	\$47.91	\$5.44
b. Wet Feed & Wet Roughage	\$17.57	\$12.66	\$15.60	\$0.00	\$27.38	\$12.15	\$9.55
c. Concentrates	\$104.48	\$91.96	\$105.04	\$112.02	\$96.48	\$84.82	\$73.13
d. Minerals & Supplements	\$2.11	\$1.24	\$0.00	\$0.00	\$2.85	\$1.44	\$1.43
e. Pasture	\$48.25	\$42.09	\$92.99	\$0.00	\$0.00	\$50.23	\$68.72
<b>Total Feed Costs</b>	\$222.49	\$199.16	\$289.89	\$210.44	\$180.21	\$196.57	\$158.26
<b>Total Feed Costs (\$/cwt)</b>	\$15.66	\$12.65	\$12.43	\$12.33	\$12.57	\$13.14	\$12.78
<b>Total Hired Labor</b>	\$36.54	\$34.01	\$29.78	\$54.62	\$24.29	\$34.68	\$28.45
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.57	\$2.16	\$1.28	\$3.20	\$1.69	\$2.32	\$2.30
<b>Total Herd Replacement</b>	\$12.96	\$12.99	\$15.80	\$11.54	\$11.80	\$14.08	\$12.51
<b>Total Replacement Costs (\$/cwt)</b>	\$0.91	\$0.83	\$0.68	\$0.68	\$0.82	\$0.94	\$1.01
<b>Total Operating Costs</b>	\$47.41	\$48.21	\$47.11	\$63.37	\$51.83	\$42.17	\$40.29
<b>Total Operating Costs (\$/cwt)</b>	\$3.34	\$3.06	\$2.02	\$3.71	\$3.62	\$2.82	\$3.25
<b>Total Milk Marketing Costs</b>	\$6.60	\$10.34	\$12.11	\$10.63	\$16.47	\$8.25	\$6.34
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.46	\$0.66	\$0.52	\$0.62	\$1.15	\$0.55	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$325.99	\$304.73	\$394.68	\$350.60	\$284.60	\$295.74	\$245.86
<b>Total Cost (\$/cwt)</b>	\$22.94	\$19.35	\$16.92	\$20.55	\$19.85	\$19.77	\$19.85
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	14.21	15.75	23.32	17.06	14.34	14.96	12.39
b. Lbs Milk Sold/milk cow/day	54.06	58.39	85.73	63.76	55.34	56.20	44.18
c. Gross Milk Receipts (\$/cwt)	\$23.64	\$18.75	\$18.27	\$19.34	\$18.84	\$19.58	\$17.81
d. Mailbox Price (\$/cwt)	\$24.40	\$18.74	\$18.50	\$19.28	\$18.21	\$19.77	\$17.95
f. Income Over Feed Cost (\$/cwt)	\$8.75	\$6.10	\$6.07	\$6.94	\$5.64	\$6.63	\$5.18
g. Fat Test %	3.82%	3.72%	3.40%	3.70%	4.00%	3.86%	3.70%
h. SNF Test %	8.77%	8.76%	8.42%	8.91%	8.91%	8.95%	8.64%
<b>Related Data</b>							
a. Percent Dry Cows	14%	12%	11%	13%	16%	13%	9%
b. Yearly Cull Rate	31%	29%	50%	33%	15%	28%	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.11	\$0.10	\$0.08	\$0.19	\$0.12	\$0.07
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$286.56	\$248.43	\$290.00	\$220.00	\$282.47	\$240.00	\$240.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$535.44	\$372.31	\$405.81	\$334.59	\$355.89	\$386.56	\$380.93
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.32	18.76	19.05	25.00	21.53	16.79	14.00
g. Milkers (\$/hr with benefits & taxes)	\$14.46	\$13.67	\$11.93	\$20.48	\$11.64	\$12.18	\$11.44
h. Total Labor (\$/hr)	\$14.32	\$13.83	\$12.06	\$20.73	\$12.54	\$11.77	\$12.22
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.86	\$6.93	\$9.63	\$7.71	\$6.68	\$6.63	\$5.40

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**North Coast Organic**

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
<b>Feed Costs</b>								
a. Dry Roughage	\$50.08	\$49.34	\$2.65	\$0.01	\$79.88	\$0.00	\$19.89	\$83.86
b. Wet Feed & Wet Roughage	\$17.57	\$20.77	\$0.00	\$0.00	\$7.88	\$30.65	\$42.21	\$9.99
c. Concentrates	\$104.48	\$112.64	\$167.97	\$58.80	\$114.18	\$36.60	\$104.37	\$125.86
d. Minerals & Supplements	\$2.11	\$2.68	\$0.00	\$0.00	\$0.69	\$0.00	\$4.31	\$0.00
e. Pasture	\$48.25	\$52.27	\$19.49	\$79.52	\$38.90	\$146.90	\$27.99	\$82.08
<b>Total Feed Costs</b>	\$222.49	\$237.69	\$190.11	\$138.33	\$241.53	\$214.15	\$198.77	\$301.79
<b>Total Feed Costs (\$/cwt)</b>	\$15.66	\$17.99	\$19.22	\$22.36	\$21.69	\$14.95	\$17.51	\$20.06
<b>Total Hired Labor</b>	\$36.54	\$38.19	\$0.00	\$18.16	\$29.87	\$70.67	\$39.56	\$28.12
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.57	\$2.89	\$0.00	\$2.94	\$2.68	\$4.93	\$3.48	\$1.87
<b>Total Herd Replacement</b>	\$12.96	\$12.93	\$16.06	\$23.11	\$17.30	\$14.62	\$8.85	\$17.39
<b>Total Replacement Costs (\$/cwt)</b>	\$0.91	\$0.98	\$1.62	\$3.74	\$1.55	\$1.02	\$0.78	\$1.16
<b>Total Operating Costs</b>	\$47.41	\$46.88	\$68.79	\$68.37	\$38.74	\$73.61	\$39.80	\$34.07
<b>Total Operating Costs (\$/cwt)</b>	\$3.34	\$3.55	\$6.95	\$11.05	\$3.48	\$5.14	\$3.51	\$2.26
<b>Total Milk Marketing Costs</b>	\$6.60	\$4.16	\$4.46	\$3.67	\$3.10	\$3.88	\$2.97	\$7.63
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.46	\$0.31	\$0.45	\$0.59	\$0.28	\$0.27	\$0.26	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$325.99	\$339.85	\$279.42	\$251.64	\$330.54	\$376.93	\$289.94	\$389.01
<b>Total Cost (\$/cwt)</b>	\$22.94	\$25.73	\$28.25	\$40.68	\$29.68	\$26.31	\$25.54	\$25.86
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	14.21	13.21	9.89	6.19	11.14	14.33	11.35	15.04
b. Lbs Milk Sold/milk cow/day	54.06	51.11	34.95	29.66	42.13	54.73	44.39	54.28
c. Gross Milk Receipts (\$/cwt)	\$23.64	\$27.44	\$29.61	\$28.99	\$33.97	\$25.53	\$27.68	\$23.92
d. Mailbox Price (\$/cwt)	\$24.40	\$28.80	\$30.97	\$28.47	\$33.69	\$27.34	\$29.27	\$24.41
f. Income Over Feed Cost (\$/cwt)	\$8.75	\$10.81	\$11.75	\$6.11	\$12.01	\$12.39	\$11.76	\$4.35
g. Fat Test %	3.82%	3.90%	4.54%	4.67%	4.74%	3.64%	3.98%	3.47%
h. SNF Test %	8.77%	8.78%	9.19%	9.18%	9.29%	8.55%	8.64%	8.49%
<b>Related Data</b>								
a. Percent Dry Cows	14%	16%	8%	32%	14%	15%	17%	10%
b. Yearly Cull Rate	31%	32%	19%	45%	26%	47%	15%	35%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.16	\$0.05	\$0.00	\$0.07	\$0.17	\$0.15	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$286.56	\$316.34	\$280.00	\$320.00	\$315.00	\$320.00	\$330.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$535.44	\$651.96	\$673.98	\$700.00	\$595.93	\$699.07	\$685.35	\$705.35
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.32	14.67	17.64	8.00	13.51	4.00	12.00	12.87
g. Milkers (\$/hr with benefits & taxes)	\$14.46	\$15.02	\$0.00	\$14.40	\$23.00	\$15.36	\$15.83	\$11.76
h. Total Labor (\$/hr)	\$14.32	\$14.62	\$0.00	\$14.40	\$21.63	\$13.99	\$16.27	\$11.35
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.86	\$8.49	\$6.52	\$6.31	\$8.08	\$6.76	\$6.99	\$10.15

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**North Coast Organic**

<b>Dairy ID Number</b>	12
<b>Feed Costs</b>	
a. Dry Roughage	\$83.95
b. Wet Feed & Wet Roughage	\$22.87
c. Concentrates	\$151.75
d. Minerals & Supplements	\$7.48
e. Pasture	\$0.00
<b>Total Feed Costs</b>	\$266.04
<b>Total Feed Costs (\$/cwt)</b>	\$16.39
<b>Total Hired Labor</b>	\$45.67
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.81
<b>Total Herd Replacement</b>	\$6.10
<b>Total Replacement Costs (\$/cwt)</b>	\$0.38
<b>Total Operating Costs</b>	\$40.87
<b>Total Operating Costs (\$/cwt)</b>	\$2.52
<b>Total Milk Marketing Costs</b>	\$2.90
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.18
<b>Total Cost (\$/Cow/Month)</b>	\$361.59
<b>Total Cost (\$/cwt)</b>	\$22.27
<b>Milk Production Data</b>	
a. Milk Sold/Total Cow/Month/ (cwt)	16.23
b. Lbs Milk Sold/milk cow/day	65.70
c. Gross Milk Receipts (\$/cwt)	\$28.45
d. Mailbox Price (\$/cwt)	\$30.86
f. Income Over Feed Cost (\$/cwt)	\$14.47
g. Fat Test %	3.87%
h. SNF Test %	8.93%
<b>Related Data</b>	
a. Percent Dry Cows	19%
b. Yearly Cull Rate	36%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.19
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$305.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$504.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.57
g. Milkers (\$/hr with benefits & taxes)	\$14.31
h. Total Labor (\$/hr)	\$14.91
i. Milk Cow Feed Costs (\$/Cow/Day)	\$10.55