

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2013**  
**North Coast Conventional**

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
<b>Feed Costs</b>							
a. Dry Roughage	\$70.29	\$64.11	\$55.42	\$96.40	\$64.01	\$18.41	\$122.93
b. Wet Feed & Wet Roughage	\$22.29	\$15.00	\$24.17	\$0.00	\$11.99	\$19.82	\$17.08
c. Concentrates	\$97.11	\$76.59	\$94.64	\$87.65	\$53.34	\$69.45	\$85.23
d. Minerals & Supplements	\$1.44	\$1.30	\$3.04	\$0.00	\$1.46	\$1.44	\$0.00
e. Pasture	\$26.81	\$30.74	\$0.00	\$0.00	\$52.52	\$46.62	\$52.28
<b>Total Feed Costs</b>	\$217.94	\$187.74	\$177.28	\$184.06	\$183.32	\$155.74	\$277.51
<b>Total Feed Costs (\$/cwt)</b>	\$16.71	\$13.15	\$12.75	\$11.97	\$12.57	\$16.22	\$12.58
<b>Total Hired Labor</b>	\$37.14	\$34.81	\$24.23	\$56.30	\$36.73	\$28.72	\$30.25
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.85	\$2.44	\$1.74	\$3.66	\$2.52	\$2.99	\$1.37
<b>Total Herd Replacement</b>	\$12.15	\$11.76	\$13.63	\$7.41	\$12.52	\$11.66	\$13.90
<b>Total Replacement Costs (\$/cwt)</b>	\$0.93	\$0.82	\$0.98	\$0.48	\$0.86	\$1.21	\$0.63
<b>Total Operating Costs</b>	\$50.13	\$51.65	\$56.78	\$73.82	\$42.11	\$42.86	\$46.27
<b>Total Operating Costs (\$/cwt)</b>	\$3.84	\$3.62	\$4.08	\$4.80	\$2.89	\$4.46	\$2.10
<b>Total Milk Marketing Costs</b>	\$5.34	\$8.40	\$15.82	\$8.48	\$5.74	\$4.96	\$8.31
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.41	\$0.59	\$1.14	\$0.55	\$0.39	\$0.52	\$0.38
<b>Total Cost (\$/Cow/Month)</b>	\$322.69	\$294.36	\$287.73	\$330.07	\$280.42	\$243.93	\$376.22
<b>Total Cost (\$/cwt)</b>	\$24.74	\$20.61	\$20.70	\$21.46	\$19.23	\$25.41	\$17.05
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	13.04	14.28	13.90	15.38	14.58	9.60	22.07
b. Lbs Milk Sold/milk cow/day	49.46	54.32	53.39	60.85	54.68	35.77	83.61
c. Gross Milk Receipts (\$/cwt)	\$25.11	\$20.66	\$20.47	\$21.57	\$21.49	\$19.58	\$20.05
d. Mailbox Price (\$/cwt)	\$27.40	\$21.35	\$19.87	\$21.64	\$23.14	\$19.76	\$21.97
f. Income Over Feed Cost (\$/cwt)	\$10.70	\$8.21	\$7.12	\$9.67	\$10.57	\$3.54	\$9.39
g. Fat Test %	4.01%	3.90%	3.98%	3.98%	4.00%	3.98%	3.58%
h. SNF Test %	8.87%	8.86%	9.02%	9.02%	9.08%	8.72%	8.47%
<b>Related Data</b>							
a. Percent Dry Cows	14%	14%	15%	18%	13%	13%	14%
b. Yearly Cull Rate	28%	28%	18%	29%	24%	27%	47%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.18	\$0.16	\$0.22	\$0.20	\$0.12	\$0.12	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$293.41	\$256.06	\$290.65	\$220.00	\$240.00	\$260.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$489.24	\$329.82	\$316.79	\$277.53	\$331.18	\$375.74	\$345.67
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.05	18.18	23.75	25.00	12.41	14.00	18.68
g. Milkers (\$/hr with benefits & taxes)	\$14.63	\$13.92	\$11.64	\$20.48	\$12.71	\$11.44	\$12.51
h. Total Labor (\$/hr)	\$14.47	\$14.06	\$12.54	\$20.73	\$12.29	\$12.22	\$12.58
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.66	\$6.50	\$6.53	\$7.05	\$6.10	\$4.89	\$9.58

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2013**  
**North Coast Organic**

Dairy ID Number	Averages		6	7	8	9	10
	NC Average	Organic					
<b>Feed Costs</b>							
a. Dry Roughage	\$70.29	\$74.18	\$86.65	\$26.13	\$83.04	\$38.17	\$33.92
b. Wet Feed & Wet Roughage	\$22.29	\$26.88	\$22.04	\$0.00	\$26.60	\$44.28	\$26.70
c. Concentrates	\$97.11	\$110.05	\$156.64	\$166.31	\$109.99	\$91.77	\$38.69
d. Minerals & Supplements	\$1.44	\$1.53	\$0.00	\$0.00	\$0.67	\$7.46	\$0.00
e. Pasture	\$26.81	\$24.34	\$0.00	\$23.15	\$0.00	\$20.99	\$42.23
<b>Total Feed Costs</b>	\$217.94	\$236.97	\$265.33	\$215.59	\$220.29	\$202.67	\$141.54
<b>Total Feed Costs (\$/cwt)</b>	\$16.71	\$19.32	\$16.42	\$26.61	\$23.02	\$20.34	\$23.95
<b>Total Hired Labor</b>	\$37.14	\$38.60	\$45.07	\$7.88	\$29.17	\$39.53	\$18.16
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.85	\$3.15	\$2.79	\$0.97	\$3.05	\$3.97	\$3.07
<b>Total Herd Replacement</b>	\$12.15	\$12.40	\$7.15	\$16.39	\$15.08	\$8.70	\$20.83
<b>Total Replacement Costs (\$/cwt)</b>	\$0.93	\$1.01	\$0.44	\$2.02	\$1.58	\$0.87	\$3.52
<b>Total Operating Costs</b>	\$50.13	\$49.17	\$44.02	\$72.22	\$38.84	\$37.63	\$89.12
<b>Total Operating Costs (\$/cwt)</b>	\$3.84	\$4.01	\$2.72	\$8.91	\$4.06	\$3.78	\$15.08
<b>Total Milk Marketing Costs</b>	\$5.34	\$3.41	\$2.88	\$3.95	\$2.86	\$2.73	\$3.22
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.41	\$0.28	\$0.18	\$0.49	\$0.30	\$0.27	\$0.54
<b>Total Cost (\$/Cow/Month)</b>	\$322.69	\$340.56	\$364.44	\$316.03	\$306.25	\$291.26	\$272.86
<b>Total Cost (\$/cwt)</b>	\$24.74	\$27.77	\$22.56	\$39.01	\$32.01	\$29.23	\$46.17
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	13.04	12.26	16.16	8.10	9.57	9.96	5.91
b. Lbs Milk Sold/milk cow/day	49.46	46.41	61.53	26.72	36.24	37.14	35.95
c. Gross Milk Receipts (\$/cwt)	\$25.11	\$28.38	\$29.88	\$31.66	\$35.63	\$27.95	\$28.81
d. Mailbox Price (\$/cwt)	\$27.40	\$31.85	\$32.70	\$34.15	\$35.33	\$30.72	\$30.71
f. Income Over Feed Cost (\$/cwt)	\$10.70	\$12.53	\$16.28	\$7.54	\$12.31	\$10.39	\$6.76
g. Fat Test %	4.01%	4.08%	4.00%	5.10%	5.07%	4.16%	4.64%
h. SNF Test %	8.87%	8.87%	9.02%	9.50%	9.43%	8.68%	9.12%
<b>Related Data</b>							
a. Percent Dry Cows	14%	14%	14%	1%	14%	13%	46%
b. Yearly Cull Rate	28%	27%	29%	20%	24%	14%	38%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.18	\$0.20	\$0.25	\$0.00	\$0.06	\$0.13	\$0.02
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$293.41	\$317.49	\$305.00	\$280.00	\$311.98	\$330.00	\$320.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$489.24	\$603.11	\$495.10	\$628.43	\$594.93	\$581.70	\$588.85
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.05	14.71	24.10	17.48	12.96	12.00	8.00
g. Milkers (\$/hr with benefits & taxes)	\$14.63	\$15.11	\$14.30	\$0.00	\$23.00	\$15.88	\$14.40
h. Total Labor (\$/hr)	\$14.47	\$14.71	\$15.02	\$15.20	\$21.63	\$16.22	\$14.40
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.66	\$8.39	\$9.95	\$7.06	\$7.53	\$6.86	\$5.58

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2013**  
**North Coast Organic**

Dairy ID Number	11	12
<b>Feed Costs</b>		
a. Dry Roughage	\$73.02	\$114.84
b. Wet Feed & Wet Roughage	\$51.62	\$8.63
c. Concentrates	\$35.63	\$123.51
d. Minerals & Supplements	\$0.00	\$0.00
e. Pasture	\$58.96	\$43.10
<b>Total Feed Costs</b>	\$219.23	\$290.08
<b>Total Feed Costs (\$/cwt)</b>	\$15.47	\$22.04
<b>Total Hired Labor</b>	\$72.08	\$29.23
<b>Total Hired Labor Costs (\$/cwt)</b>	\$5.09	\$2.22
<b>Total Herd Replacement</b>	\$15.10	\$15.38
<b>Total Replacement Costs (\$/cwt)</b>	\$1.07	\$1.17
<b>Total Operating Costs</b>	\$78.66	\$35.31
<b>Total Operating Costs (\$/cwt)</b>	\$5.55	\$2.68
<b>Total Milk Marketing Costs</b>	\$3.93	\$4.57
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.28	\$0.35
<b>Total Cost (\$/Cow/Month)</b>	\$389.01	\$374.57
<b>Total Cost (\$/cwt)</b>	\$27.44	\$28.45
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt)	14.18	13.16
b. Lbs Milk Sold/milk cow/day	52.63	47.37
c. Gross Milk Receipts (\$/cwt)	\$26.01	\$24.62
d. Mailbox Price (\$/cwt)	\$29.33	\$31.48
f. Income Over Feed Cost (\$/cwt)	\$13.86	\$9.44
g. Fat Test %	3.81%	3.70%
h. SNF Test %	8.61%	8.61%
<b>Related Data</b>		
a. Percent Dry Cows	12%	9%
b. Yearly Cull Rate	44%	28%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.29
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$320.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$654.07	\$679.69
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	4.04	13.08
g. Milkers (\$/hr with benefits & taxes)	\$15.36	\$12.29
h. Total Labor (\$/hr)	\$13.96	\$11.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.49	\$9.90