

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2014
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$81.66	\$75.29	\$73.29	\$111.80	\$72.64	\$47.34	\$87.01
b. Wet Feed & Wet Roughage	\$27.38	\$22.08	\$24.02	\$0.00	\$11.84	\$39.92	\$30.13
c. Concentrates	\$91.72	\$78.25	\$85.84	\$93.55	\$68.81	\$51.45	\$113.09
d. Minerals & Supplements	\$1.97	\$1.25	\$2.93	\$0.00	\$1.44	\$1.40	\$0.00
e. Pasture	\$22.01	\$22.92	\$0.00	\$16.42	\$30.09	\$18.38	\$62.30
Total Feed Costs	\$224.74	\$199.81	\$186.08	\$221.77	\$184.81	\$158.49	\$292.53
Total Feed Costs (\$/cwt)	\$16.90	\$13.89	\$13.26	\$13.28	\$13.52	\$16.65	\$13.11
Total Hired Labor	\$38.41	\$37.44	\$43.78	\$44.93	\$41.05	\$28.67	\$29.81
Total Hired Labor Costs (\$/cwt)	\$2.89	\$2.60	\$3.12	\$2.69	\$3.00	\$3.01	\$1.34
Total Herd Replacement	\$12.49	\$14.43	\$15.95	\$11.67	\$14.79	\$13.72	\$16.84
Total Replacement Costs (\$/cwt)	\$0.94	\$1.00	\$1.14	\$0.70	\$1.08	\$1.44	\$0.75
Total Operating Costs	\$50.43	\$51.95	\$64.82	\$72.75	\$40.57	\$41.14	\$43.73
Total Operating Costs (\$/cwt)	\$3.79	\$3.61	\$4.62	\$4.36	\$2.97	\$4.32	\$1.96
Total Milk Marketing Costs	\$4.96	\$7.23	\$8.86	\$10.17	\$5.50	\$4.82	\$8.20
Total Milk Marketing Costs (\$/cwt)	\$0.37	\$0.50	\$0.63	\$0.61	\$0.40	\$0.51	\$0.37
Total Cost (\$/Cow/Month)	\$331.02	\$310.85	\$319.49	\$361.29	\$286.73	\$246.85	\$391.12
Total Cost (\$/cwt)	\$24.89	\$21.60	\$22.76	\$21.64	\$20.98	\$25.94	\$17.52
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	13.30	14.39	14.04	16.70	13.67	9.52	22.32
b. Lbs Milk Sold/milk cow/day	51.78	56.06	56.95	66.25	52.45	36.08	86.49
c. Gross Milk Receipts (\$/cwt)	\$26.27	\$23.45	\$23.07	\$24.02	\$24.46	\$22.50	\$23.05
d. Mailbox Price (\$/cwt)	\$28.85	\$24.13	\$22.72	\$24.05	\$25.80	\$23.16	\$24.72
f. Income Over Feed Cost (\$/cwt)	\$11.95	\$10.24	\$9.46	\$10.77	\$12.28	\$6.51	\$11.61
g. Fat Test %	3.90%	3.77%	3.90%	3.75%	3.92%	3.79%	3.54%
h. SNF Test %	8.83%	8.81%	8.88%	8.94%	8.99%	8.73%	8.53%
Related Data							
a. Percent Dry Cows	14%	14%	18%	16%	13%	12%	14%
b. Yearly Cull Rate	25%	27%	21%	26%	27%	24%	42%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.23	\$0.25	\$0.36	\$0.34	\$0.11	\$0.24	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$304.49	\$274.16	\$291.71	\$283.23	\$240.00	\$280.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$498.97	\$324.69	\$303.43	\$296.89	\$338.75	\$334.00	\$350.65
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.85	19.25	23.75	25.00	15.92	12.00	25.00
g. Milkers \$/hr with benefits & taxes	\$14.64	\$13.35	\$12.05	\$14.86	\$14.52	\$11.91	\$12.34
h. Total Labor (\$/hr)	\$14.54	\$13.45	\$12.66	\$15.14	\$13.98	\$12.80	\$12.44
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.15	\$7.18	\$7.18	\$8.45	\$6.52	\$5.46	\$9.95

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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	\$81.66	\$85.51	\$87.47	\$30.29	\$75.43	\$83.01	\$51.86	\$63.09
b. Wet Feed & Wet Roughage	\$27.38	\$30.58	\$21.79	\$0.00	\$67.00	\$29.86	\$43.03	\$13.80
c. Concentrates	\$91.72	\$99.85	\$163.07	\$92.63	\$89.48	\$107.24	\$90.93	\$52.80
d. Minerals & Supplements	\$1.97	\$2.41	\$0.00	\$0.00	\$16.95	\$0.71	\$7.65	\$0.00
e. Pasture	\$22.01	\$21.46	\$0.00	\$13.68	\$21.55	\$10.41	\$15.21	\$48.70
Total Feed Costs	\$224.74	\$239.81	\$272.33	\$136.60	\$270.42	\$231.23	\$208.68	\$178.39
Total Feed Costs (\$/cwt)	\$16.90	\$18.98	\$17.07	\$22.23	\$17.39	\$21.19	\$20.39	\$23.61
Total Hired Labor	\$38.41	\$39.00	\$46.38	\$0.00	\$51.85	\$29.40	\$44.03	\$14.54
Total Hired Labor Costs (\$/cwt)	\$2.89	\$3.09	\$2.91	\$0.00	\$3.33	\$2.69	\$4.30	\$1.92
Total Herd Replacement	\$12.49	\$11.32	\$8.47	\$14.28	\$5.69	\$15.14	\$9.26	\$11.24
Total Replacement Costs (\$/cwt)	\$0.94	\$0.90	\$0.53	\$2.32	\$0.37	\$1.39	\$0.91	\$1.49
Total Operating Costs	\$50.43	\$49.51	\$45.14	\$40.01	\$100.30	\$41.37	\$42.18	\$59.10
Total Operating Costs (\$/cwt)	\$3.79	\$3.92	\$2.83	\$6.51	\$6.45	\$3.79	\$4.12	\$7.82
Total Milk Marketing Costs	\$4.96	\$3.58	\$2.86	\$3.28	\$5.68	\$3.03	\$2.82	\$3.29
Total Milk Marketing Costs (\$/cwt)	\$0.37	\$0.28	\$0.18	\$0.53	\$0.37	\$0.28	\$0.28	\$0.44
Total Cost (\$/Cow/Month)	\$331.02	\$343.21	\$375.17	\$194.17	\$433.95	\$320.18	\$306.97	\$266.56
Total Cost (\$/cwt)	\$24.89	\$27.16	\$23.52	\$31.60	\$27.91	\$29.35	\$30.00	\$35.27
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.30	12.64	15.95	6.14	15.55	10.91	10.23	7.56
b. Lbs Milk Sold/milk cow/day	51.78	49.20	61.23	28.60	56.47	41.24	39.24	33.38
c. Gross Milk Receipts (\$/cwt)	\$26.27	\$28.22	\$30.62	\$31.10	\$25.95	\$34.87	\$27.50	\$28.16
d. Mailbox Price (\$/cwt)	\$28.85	\$32.11	\$33.63	\$34.22	\$30.06	\$35.64	\$30.97	\$30.79
f. Income Over Feed Cost (\$/cwt)	\$11.95	\$13.13	\$16.56	\$11.99	\$12.67	\$14.45	\$10.57	\$7.18
g. Fat Test %	3.90%	3.98%	3.91%	4.82%	3.85%	4.81%	4.08%	4.44%
h. SNF Test %	8.83%	8.84%	9.01%	9.40%	8.54%	9.34%	8.67%	9.00%
Related Data								
a. Percent Dry Cows	14%	14%	13%	28%	8%	12%	13%	25%
b. Yearly Cull Rate	25%	25%	29%	15%	6%	25%	17%	26%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.23	\$0.22	\$0.34	\$0.04	\$0.08	\$0.14	\$0.29	\$0.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$304.49	\$322.36	\$305.00	\$283.00	\$350.00	\$323.71	\$330.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$498.97	\$607.90	\$510.61	\$619.34	\$725.30	\$592.57	\$592.90	\$583.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.85	13.80	24.50	13.82	10.66	12.58	12.00	8.00
g. Milkers (\$/hr with benefits & taxes)	\$14.64	\$15.50	\$14.25	\$0.00	\$17.31	\$23.00	\$16.30	\$14.99
h. Total Labor (\$/hr)	\$14.54	\$15.26	\$15.00	\$0.00	\$17.10	\$21.61	\$17.78	\$14.99
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.15	\$8.73	\$10.32	\$5.99	\$9.46	\$7.85	\$7.33	\$6.89

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Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$90.05	\$139.98
b. Wet Feed & Wet Roughage	\$55.19	\$18.87
c. Concentrates	\$29.59	\$97.38
d. Minerals & Supplements	\$0.00	\$0.00
e. Pasture	\$38.64	\$39.20
Total Feed Costs	\$213.46	\$295.43
Total Feed Costs (\$/cwt)	\$15.10	\$21.24
Total Hired Labor	\$70.93	\$28.12
Total Hired Labor Costs (\$/cwt)	\$5.02	\$2.02
Total Herd Replacement	\$15.18	\$12.89
Total Replacement Costs (\$/cwt)	\$1.07	\$0.93
Total Operating Costs	\$73.40	\$34.38
Total Operating Costs (\$/cwt)	\$5.19	\$2.47
Total Milk Marketing Costs	\$3.91	\$4.76
Total Milk Marketing Costs (\$/cwt)	\$0.28	\$0.34
Total Cost (\$/Cow/Month)	\$376.89	\$375.58
Total Cost (\$/cwt)	\$26.66	\$27.00
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	14.14	13.91
b. Lbs Milk Sold/milk cow/day	55.72	52.48
c. Gross Milk Receipts (\$/cwt)	\$25.76	\$24.70
d. Mailbox Price (\$/cwt)	\$29.84	\$31.48
f. Income Over Feed Cost (\$/cwt)	\$14.74	\$10.25
g. Fat Test %	3.70%	3.67%
h. SNF Test %	8.60%	8.68%
Related Data		
a. Percent Dry Cows	15%	12%
b. Yearly Cull Rate	39%	25%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.25	\$0.15
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$320.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$583.18	\$654.75
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	4.00	11.22
g. Milkers (\$/hr with benefits & taxes)	\$15.78	\$12.26
h. Total Labor (\$/hr)	\$14.35	\$11.83
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.63	\$10.30