

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**North Coast Conventional**

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
<b>Feed Costs</b>							
a. Dry Roughage	\$53.65	\$56.51	\$72.06	\$79.14	\$35.64	\$54.76	\$38.62
b. Wet Feed & Wet Roughage	\$23.73	\$20.44	\$24.52	\$0.00	\$23.84	\$29.65	\$19.98
c. Concentrates	\$97.43	\$84.92	\$106.11	\$102.99	\$80.96	\$60.94	\$81.69
d. Minerals & Supplements	\$1.71	\$1.37	\$3.50	\$0.00	\$1.41	\$1.44	\$0.00
e. Pasture	\$59.71	\$61.30	\$0.00	\$65.11	\$72.12	\$52.79	\$144.54
<b>Total Feed Costs</b>	\$236.23	\$224.54	\$206.19	\$247.24	\$213.97	\$199.57	\$284.83
Total Feed Costs (\$/cwt)	\$16.00	\$13.49	\$13.24	\$14.07	\$14.29	\$14.03	\$11.74
<b>Total Hired Labor</b>	\$39.05	\$38.21	\$44.31	\$44.66	\$35.77	\$29.43	\$41.27
Total Hired Labor Costs (\$/cwt)	\$2.64	\$2.30	\$2.84	\$2.54	\$2.39	\$2.07	\$1.70
<b>Herd Replacement</b>	\$16.71	\$17.43	\$22.56	\$15.09	\$18.35	\$13.90	\$18.73
Less: Calf Income (\$/Cow/Month)	\$13.93	\$14.29	\$11.64	\$14.49	\$13.03	\$11.89	\$24.58
<b>Total Herd Replacement</b>	\$16.71	\$17.43	\$22.56	\$15.09	\$18.35	\$13.90	\$18.73
Total Replacement Costs (\$/cwt)	\$1.13	\$1.05	\$1.45	\$0.86	\$1.23	\$0.98	\$0.77
<b>Total Operating Costs</b>	\$49.34	\$52.77	\$60.02	\$77.11	\$41.67	\$44.65	\$41.38
Total Operating Costs (\$/cwt)	\$3.34	\$3.17	\$3.85	\$4.39	\$2.78	\$3.14	\$1.71
<b>Total Milk Marketing Costs</b>	\$5.61	\$8.45	\$3.43	\$12.90	\$8.19	\$7.02	\$12.70
Total Milk Marketing Costs (\$/cwt)	\$0.38	\$0.51	\$0.22	\$0.73	\$0.55	\$0.49	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	\$346.93	\$341.40	\$336.52	\$397.00	\$317.95	\$294.56	\$398.91
Total Cost (\$/cwt)	\$23.50	\$20.52	\$21.60	\$22.59	\$21.24	\$20.70	\$16.44
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	14.76	16.64	15.58	17.57	14.97	14.23	24.26
b. Lbs Milk Sold/milk cow/day	56.47	63.18	58.70	66.09	57.75	54.31	91.08
c. Gross Milk Receipts (\$/cwt)	\$25.47	\$22.68	\$22.75	\$23.09	\$24.13	\$21.56	\$22.04
d. Mailbox Price (\$/cwt)	\$27.19	\$22.83	\$22.53	\$22.76	\$24.33	\$22.22	\$22.44
e. Mailbox Price Less Costs/ (cwt)	\$4.07	\$2.83	\$1.15	\$0.90	\$3.63	\$2.01	\$6.51
f. Income Over Feed Cost (\$/cwt)	\$11.19	\$9.34	\$9.29	\$8.69	\$10.03	\$8.19	\$10.69
g. Fat Test %	3.73%	3.62%	3.89%	3.51%	3.86%	3.60%	3.27%
h. SNF Test %	8.81%	8.78%	8.80%	8.82%	9.02%	8.75%	8.53%
<b>Related Data</b>							
a. Percent Dry Cows	14%	13%	13%	12%	15%	14%	12%
b. Yearly Cull Rate	28%	28%	27%	25%	29%	24%	45%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.60	\$0.55	\$0.47	\$0.54	\$0.58	\$0.48	\$0.69
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$315.09	\$304.57	\$314.42	\$345.00	\$275.00	\$280.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$490.07	\$337.09	\$322.02	\$309.61	\$353.07	\$340.11	\$360.95
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.45	19.68	25.66	25.00	18.00	14.00	17.00
g. Milkers (\$/hr with benefits & taxes)	\$14.68	\$12.76	\$12.05	\$14.42	\$12.84	\$11.78	\$12.23
h. Total Labor (\$/hr)	\$15.13	\$12.99	\$12.66	\$14.83	\$12.42	\$12.68	\$12.38
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.34	\$7.83	\$7.53	\$8.86	\$7.19	\$6.99	\$9.44

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**North Coast Organic**

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
<b>Feed Costs</b>								
a. Dry Roughage	\$53.65	\$52.14	\$61.65	\$5.41	\$53.55	\$88.82	\$53.06	\$13.86
b. Wet Feed & Wet Roughage	\$23.73	\$25.47	\$19.66	\$0.00	\$0.00	\$0.00	\$36.33	\$24.27
c. Concentrates	\$97.43	\$104.06	\$158.96	\$127.39	\$67.03	\$110.53	\$88.47	\$73.37
d. Minerals & Supplements	\$1.71	\$1.90	\$0.00	\$0.00	\$16.93	\$0.66	\$2.80	\$0.00
e. Pasture	\$59.71	\$58.86	\$20.40	\$20.38	\$137.89	\$44.88	\$35.44	\$103.47
<b>Total Feed Costs</b>	\$236.23	\$242.43	\$260.67	\$153.18	\$275.39	\$244.89	\$216.10	\$214.97
Total Feed Costs (\$/cwt)	\$16.00	\$17.61	\$16.25	\$16.87	\$15.73	\$22.80	\$18.00	\$17.75
<b>Total Hired Labor</b>	\$39.05	\$39.49	\$47.84	\$10.55	\$51.92	\$28.79	\$51.95	\$18.11
Total Hired Labor Costs (\$/cwt)	\$2.64	\$2.87	\$2.98	\$1.16	\$2.97	\$2.68	\$4.33	\$1.50
<b>Herd Replacement</b>	\$16.71	\$16.32	\$14.81	\$14.14	\$19.75	\$21.11	\$12.18	\$10.52
Less: Calf Income (\$/Cow/Month)	\$13.93	\$13.74	\$16.31	\$6.10	\$10.67	\$5.76	\$14.75	\$0.00
<b>Total Herd Replacement</b>	\$16.71	\$16.32	\$14.81	\$14.14	\$19.75	\$21.11	\$12.18	\$10.52
Total Replacement Costs (\$/cwt)	\$1.13	\$1.19	\$0.92	\$1.56	\$1.13	\$1.97	\$1.01	\$0.87
<b>Total Operating Costs</b>	\$49.34	\$47.53	\$39.32	\$64.36	\$95.30	\$51.96	\$40.59	\$71.39
Total Operating Costs (\$/cwt)	\$3.34	\$3.45	\$2.45	\$7.09	\$5.45	\$4.84	\$3.38	\$5.89
<b>Total Milk Marketing Costs</b>	\$5.61	\$4.10	\$2.93	\$4.11	\$5.99	\$2.98	\$3.09	\$4.94
Total Milk Marketing Costs (\$/cwt)	\$0.38	\$0.30	\$0.18	\$0.45	\$0.34	\$0.28	\$0.26	\$0.41
<b>Total Cost (\$/Cow/Month)</b>	\$346.93	\$349.86	\$365.57	\$246.34	\$448.35	\$349.72	\$323.92	\$319.94
Total Cost (\$/cwt)	\$23.50	\$25.41	\$22.79	\$27.12	\$25.62	\$32.56	\$26.98	\$26.42
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	14.76	13.77	16.04	9.08	17.50	10.74	12.01	12.11
b. Lbs Milk Sold/milk cow/day	56.47	52.87	63.14	37.99	62.98	42.98	45.44	39.93
c. Gross Milk Receipts (\$/cwt)	\$25.47	\$27.26	\$27.97	\$29.98	\$27.40	\$35.25	\$27.18	\$28.69
d. Mailbox Price (\$/cwt)	\$27.19	\$29.97	\$30.82	\$31.58	\$29.51	\$36.00	\$27.69	\$29.90
e. Mailbox Price Less Costs/ (cwt)	\$4.07	\$4.86	\$8.21	\$4.91	\$4.24	\$3.71	\$0.97	\$3.89
f. Income Over Feed Cost (\$/cwt)	\$11.19	\$12.37	\$14.57	\$14.71	\$13.78	\$13.20	\$9.69	\$12.15
g. Fat Test %	3.73%	3.80%	3.66%	4.40%	3.63%	4.65%	3.91%	4.51%
h. SNF Test %	8.81%	8.82%	8.89%	9.50%	8.54%	9.38%	8.75%	9.21%
<b>Related Data</b>								
a. Percent Dry Cows	14%	14%	16%	21%	8%	18%	13%	0%
b. Yearly Cull Rate	28%	28%	38%	15%	33%	29%	17%	17%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.60	\$0.63	\$0.65	\$0.06	\$0.42	\$0.08	\$0.82	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$315.09	\$321.35	\$305.00	\$0.00	\$350.00	\$318.42	\$335.00	\$340.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$490.07	\$585.69	\$510.61	\$604.21	\$697.57	\$590.18	\$564.15	\$602.15
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.45	14.72	24.50	17.66	8.66	13.37	12.00	8.00
g. Milkers (\$/hr with benefits & taxes)	\$14.68	\$15.99	\$14.27	\$0.00	\$17.21	\$23.00	\$16.13	\$14.82
h. Total Labor (\$/hr)	\$15.13	\$16.52	\$14.93	\$17.45	\$17.10	\$21.63	\$18.15	\$14.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.34	\$8.61	\$10.02	\$6.20	\$9.33	\$8.57	\$7.65	\$7.09

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**North Coast Organic**

Dairy ID Number	12	13
<b>Feed Costs</b>		
a. Dry Roughage	\$42.38	\$55.04
b. Wet Feed & Wet Roughage	\$25.10	\$44.60
c. Concentrates	\$105.15	\$77.83
d. Minerals & Supplements	\$0.00	\$2.12
e. Pasture	\$118.47	\$47.83
<b>Total Feed Costs</b>	\$291.10	\$227.42
Total Feed Costs (\$/cwt)	\$19.39	\$16.24
<b>Total Hired Labor</b>	\$23.80	\$48.45
Total Hired Labor Costs (\$/cwt)	\$1.59	\$3.46
<b>Herd Replacement</b>	\$15.37	\$20.07
Less: Calf Income (\$/Cow/Month)	\$14.72	\$18.81
<b>Total Herd Replacement</b>	\$15.37	\$20.07
Total Replacement Costs (\$/cwt)	\$1.02	\$1.43
<b>Total Operating Costs</b>	\$25.34	\$53.52
Total Operating Costs (\$/cwt)	\$1.69	\$3.82
<b>Total Milk Marketing Costs</b>	\$7.51	\$3.03
Total Milk Marketing Costs (\$/cwt)	\$0.50	\$0.22
<b>Total Cost (\$/Cow/Month)</b>	\$363.11	\$352.49
Total Cost (\$/cwt)	\$24.19	\$25.18
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt)	15.01	14.00
b. Lbs Milk Sold/milk cow/day	58.44	53.61
c. Gross Milk Receipts (\$/cwt)	\$24.18	\$25.96
d. Mailbox Price (\$/cwt)	\$30.05	\$28.57
e. Mailbox Price Less Costs/ (cwt)	\$6.36	\$3.61
f. Income Over Feed Cost (\$/cwt)	\$10.66	\$12.33
g. Fat Test %	3.45%	3.70%
h. SNF Test %	8.64%	8.69%
<b>Related Data</b>		
a. Percent Dry Cows	15%	14%
b. Yearly Cull Rate	27%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.67	\$0.90
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$330.00	\$320.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$619.34	\$493.72
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	13.22	11.25
g. Milkers (\$/hr with benefits & taxes)	\$12.17	\$17.70
h. Total Labor (\$/hr)	\$11.75	\$18.48
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.90	\$7.95