

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2014
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$92.80	\$95.28	\$66.62	\$157.10	\$64.71	\$76.93	\$140.15
b. Wet Feed & Wet Roughage	\$27.77	\$23.38	\$46.65	\$0.00	\$23.48	\$18.75	\$30.99
c. Concentrates	\$104.61	\$76.89	\$99.29	\$92.44	\$68.43	\$55.66	\$78.33
d. Minerals & Supplements	\$2.58	\$1.47	\$3.91	\$0.00	\$1.41	\$1.44	\$0.00
e. Pasture	\$21.92	\$22.85	\$0.00	\$0.00	\$31.66	\$36.32	\$48.59
Total Feed Costs	\$249.69	\$219.87	\$216.47	\$249.54	\$189.69	\$189.10	\$298.06
Total Feed Costs (\$/cwt)	\$18.46	\$14.33	\$14.57	\$14.43	\$13.40	\$15.96	\$13.16
Total Hired Labor	\$40.35	\$39.71	\$48.15	\$46.62	\$38.27	\$33.17	\$32.63
Total Hired Labor Costs (\$/cwt)	\$2.98	\$2.59	\$3.24	\$2.70	\$2.70	\$2.80	\$1.44
Herd Replacement	\$27.58	\$27.99	\$29.98	\$30.35	\$30.20	\$25.51	\$22.90
Less: Calf Income (\$/Cow/Month)	\$20.25	\$18.85	\$20.22	\$13.95	\$18.11	\$16.51	\$30.09
Total Herd Replacement	\$27.58	\$27.99	\$29.98	\$30.35	\$30.20	\$25.51	\$22.90
Total Replacement Costs (\$/cwt)	\$2.04	\$1.82	\$2.02	\$1.75	\$2.13	\$2.15	\$1.01
Total Operating Costs	\$49.46	\$49.38	\$67.31	\$63.16	\$42.57	\$33.73	\$45.83
Total Operating Costs (\$/cwt)	\$3.66	\$3.22	\$4.53	\$3.65	\$3.01	\$2.85	\$2.02
Total Milk Marketing Costs	\$4.61	\$6.85	\$3.19	\$12.66	\$5.43	\$5.98	\$8.26
Total Milk Marketing Costs (\$/cwt)	\$0.34	\$0.45	\$0.21	\$0.73	\$0.38	\$0.50	\$0.36
Total Cost (\$/Cow/Month)	\$371.68	\$343.80	\$365.10	\$402.33	\$306.16	\$287.48	\$407.69
Total Cost (\$/cwt)	\$27.47	\$22.40	\$24.57	\$23.26	\$21.63	\$24.27	\$18.00
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	13.53	15.35	14.86	17.29	14.16	11.85	22.65
b. Lbs Milk Sold/milk cow/day	51.66	57.99	55.17	65.38	52.12	46.30	85.78
c. Gross Milk Receipts (\$/cwt)	\$25.07	\$21.07	\$20.57	\$21.90	\$22.34	\$19.89	\$20.57
d. Mailbox Price (\$/cwt)	\$28.65	\$21.89	\$20.69	\$21.75	\$24.01	\$20.68	\$22.36
e. Mailbox Price Less Costs/ (cwt)	\$1.51	-\$0.06	-\$3.67	-\$0.78	\$2.77	-\$3.08	\$4.72
f. Income Over Feed Cost (\$/cwt)	\$10.19	\$7.57	\$6.12	\$7.32	\$10.61	\$4.72	\$9.20
g. Fat Test %	3.92%	3.84%	3.78%	3.87%	4.10%	3.84%	3.59%
h. SNF Test %	8.82%	8.86%	9.04%	9.08%	9.08%	8.59%	8.52%
Related Data							
a. Percent Dry Cows	15%	14%	12%	14%	11%	17%	14%
b. Yearly Cull Rate	32%	32%	29%	32%	32%	29%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.91	\$0.77	\$0.87	\$0.47	\$0.73	\$0.97	\$0.85
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$339.24	\$314.71	\$357.50	\$345.00	\$280.00	\$300.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$480.49	\$311.52	\$292.57	\$279.16	\$317.43	\$318.81	\$348.84
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.61	19.40	26.17	25.00	16.20	14.00	16.60
g. Milkers (\$/hr with benefits & taxes)	\$15.05	\$13.33	\$12.76	\$14.61	\$13.62	\$12.73	\$12.75
h. Total Labor (\$/hr)	\$15.59	\$13.72	\$13.02	\$14.94	\$13.24	\$14.17	\$13.13
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.91	\$7.71	\$7.80	\$9.25	\$6.39	\$6.64	\$9.81
m. Average Total Investment per Cow	\$2,270	\$2,081	\$2,035	\$1,753	\$2,117	\$2,074	\$2,590

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FEEDBACK - Quarter 4, 2014
North Coast Organic

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
Feed Costs								
a. Dry Roughage	\$92.80	\$91.52	\$104.57	\$51.50	\$57.61	\$86.57	\$71.89	\$65.41
b. Wet Feed & Wet Roughage	\$27.77	\$30.05	\$27.81	\$0.00	\$0.00	\$39.97	\$40.27	\$0.00
c. Concentrates	\$104.61	\$118.94	\$172.65	\$121.85	\$184.63	\$121.24	\$104.01	\$70.17
d. Minerals & Supplements	\$2.58	\$3.15	\$6.90	\$0.00	\$16.05	\$0.70	\$2.85	\$0.00
e. Pasture	\$21.92	\$21.44	\$0.00	\$68.56	\$54.41	\$0.00	\$9.37	\$37.95
Total Feed Costs	\$249.69	\$265.10	\$311.92	\$241.91	\$312.70	\$248.48	\$228.40	\$173.53
Total Feed Costs (\$/cwt)	\$18.46	\$21.06	\$18.53	\$28.35	\$22.25	\$24.50	\$22.14	\$32.05
Total Hired Labor	\$40.35	\$40.68	\$50.50	\$4.79	\$59.18	\$30.28	\$43.83	\$18.70
Total Hired Labor Costs (\$/cwt)	\$2.98	\$3.23	\$3.00	\$0.56	\$4.21	\$2.99	\$4.25	\$3.45
Herd Replacement	\$27.58	\$27.36	\$26.15	\$16.13	\$17.92	\$33.49	\$21.05	\$19.23
Less: Calf Income (\$/Cow/Month)	\$20.25	\$20.97	\$21.91	\$0.00	\$31.09	\$9.11	\$20.15	\$17.68
Total Herd Replacement	\$27.58	\$27.36	\$26.15	\$16.13	\$17.92	\$33.49	\$21.05	\$19.23
Total Replacement Costs (\$/cwt)	\$2.04	\$2.17	\$1.55	\$1.89	\$1.28	\$3.30	\$2.04	\$3.55
Total Operating Costs	\$49.46	\$49.50	\$41.89	\$70.35	\$100.57	\$47.68	\$34.25	\$67.81
Total Operating Costs (\$/cwt)	\$3.66	\$3.93	\$2.49	\$8.25	\$7.16	\$4.70	\$3.32	\$12.53
Total Milk Marketing Costs	\$4.61	\$3.46	\$2.84	\$4.05	\$5.23	\$2.91	\$2.70	\$3.14
Total Milk Marketing Costs (\$/cwt)	\$0.34	\$0.27	\$0.17	\$0.48	\$0.37	\$0.29	\$0.26	\$0.58
Total Cost (\$/Cow/Month)	\$371.68	\$386.10	\$433.31	\$337.23	\$495.59	\$362.85	\$330.24	\$282.41
Total Cost (\$/cwt)	\$27.47	\$30.67	\$25.74	\$39.52	\$35.26	\$35.78	\$32.01	\$52.16
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.53	12.59	16.83	8.53	14.06	10.14	10.32	5.41
b. Lbs Milk Sold/milk cow/day	51.66	48.34	62.85	31.37	52.53	38.31	38.75	36.39
c. Gross Milk Receipts (\$/cwt)	\$25.07	\$27.59	\$28.40	\$31.23	\$27.88	\$35.90	\$27.17	\$28.53
d. Mailbox Price (\$/cwt)	\$28.65	\$32.90	\$33.97	\$35.42	\$32.67	\$37.05	\$31.64	\$36.73
e. Mailbox Price Less Costs/ (cwt)	\$1.51	\$2.51	\$8.40	-\$3.63	-\$2.22	\$1.56	-\$0.10	-\$14.85
f. Income Over Feed Cost (\$/cwt)	\$10.19	\$11.84	\$15.44	\$7.07	\$10.42	\$12.55	\$9.51	\$4.68
g. Fat Test %	3.92%	3.97%	3.89%	4.91%	3.87%	5.00%	4.07%	4.51%
h. SNF Test %	8.82%	8.80%	8.96%	9.50%	8.56%	9.36%	8.67%	9.12%
Related Data								
a. Percent Dry Cows	15%	15%	13%	11%	13%	14%	13%	51%
b. Yearly Cull Rate	32%	32%	36%	22%	24%	39%	25%	21%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.91	\$0.99	\$0.83	\$0.00	\$1.59	\$0.21	\$1.12	\$0.22
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$339.24	\$353.72	\$355.00	\$465.00	\$385.00	\$366.36	\$360.00	\$370.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$480.49	\$586.10	\$531.10	\$590.00	\$609.25	\$559.97	\$563.24	\$675.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.61	16.68	25.25	15.19	24.62	14.47	14.00	14.00
g. Milkers (\$/hr with benefits & taxes)	\$15.05	\$16.37	\$15.70	\$0.00	\$17.00	\$23.00	\$16.30	\$14.66
h. Total Labor (\$/hr)	\$15.59	\$16.74	\$16.50	\$13.53	\$15.93	\$21.63	\$17.94	\$14.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.91	\$9.53	\$11.48	\$8.64	\$11.14	\$8.25	\$8.24	\$8.61
m. Average Total Investment per Cow	\$2,270	\$2,368	\$2,640	\$2,025	\$1,945	\$2,920	\$2,487	\$2,475

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2014
North Coast Organic

Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$143.90	\$78.33
b. Wet Feed & Wet Roughage	\$21.07	\$46.85
c. Concentrates	\$112.11	\$82.40
d. Minerals & Supplements	\$0.00	\$1.74
e. Pasture	\$23.78	\$33.92
Total Feed Costs	\$300.86	\$243.25
Total Feed Costs (\$/cwt)	\$21.67	\$19.53
Total Hired Labor	\$30.07	\$49.26
Total Hired Labor Costs (\$/cwt)	\$2.17	\$3.95
Herd Replacement	\$25.88	\$37.45
Less: Calf Income (\$/Cow/Month)	\$30.25	\$20.88
Total Herd Replacement	\$25.88	\$37.45
Total Replacement Costs (\$/cwt)	\$1.86	\$3.01
Total Operating Costs	\$33.07	\$59.40
Total Operating Costs (\$/cwt)	\$2.38	\$4.77
Total Milk Marketing Costs	\$4.69	\$3.36
Total Milk Marketing Costs (\$/cwt)	\$0.34	\$0.27
Total Cost (\$/Cow/Month)	\$394.56	\$392.72
Total Cost (\$/cwt)	\$28.42	\$31.53
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	13.88	12.46
b. Lbs Milk Sold/milk cow/day	50.40	48.42
c. Gross Milk Receipts (\$/cwt)	\$24.52	\$26.24
d. Mailbox Price (\$/cwt)	\$31.42	\$31.70
e. Mailbox Price Less Costs/ (cwt)	\$3.34	\$0.44
f. Income Over Feed Cost (\$/cwt)	\$9.75	\$12.17
g. Fat Test %	3.67%	3.81%
h. SNF Test %	8.59%	8.63%
Related Data		
a. Percent Dry Cows	10%	16%
b. Yearly Cull Rate	32%	36%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$1.39	\$1.07
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$330.00	\$367.63
e. Grain, Mnrls & Splmnts (\$/ton)	\$658.23	\$502.18
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.37	12.56
g. Milkers (\$/hr with benefits & taxes)	\$12.36	\$18.34
h. Total Labor (\$/hr)	\$12.18	\$18.93
i. Milk Cow Feed Costs (\$/Cow/Day)	\$10.07	\$8.70
m. Average Total Investment per Cow	\$2,014	\$2,250