

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2015
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$83.47	\$85.15	\$159.04	\$50.58	\$66.76	\$62.05	\$105.29
b. Wet Feed & Wet Roughage	\$29.13	\$34.19	\$60.27	\$0.00	\$49.97	\$50.00	\$20.51
c. Concentrates	\$92.10	\$68.71	\$68.21	\$86.35	\$89.41	\$53.69	\$54.07
d. Minerals & Supplements	\$1.97	\$1.41	\$0.00	\$0.00	\$3.74	\$1.37	\$1.45
e. Pasture	\$37.07	\$20.29	\$25.47	\$57.65	\$0.00	\$19.25	\$6.61
Total Feed Costs	\$243.74	\$209.76	\$312.99	\$194.58	\$209.88	\$186.37	\$187.92
Total Feed Costs (\$/cwt)	\$17.84	\$14.38	\$15.21	\$12.59	\$15.31	\$13.51	\$15.39
Total Hired Labor	\$41.50	\$39.51	\$34.93	\$46.35	\$49.60	\$34.81	\$33.63
Total Hired Labor Costs (\$/cwt)	\$3.04	\$2.71	\$1.70	\$3.00	\$3.62	\$2.52	\$2.75
Total Herd Replacement	\$28.88	\$30.18	\$26.81	\$33.28	\$32.19	\$30.41	\$28.04
Total Replacement Costs (\$/cwt)	\$2.11	\$2.07	\$1.30	\$2.15	\$2.35	\$2.20	\$2.30
Total Operating Costs	\$45.48	\$47.03	\$39.55	\$39.69	\$63.80	\$42.07	\$48.10
Total Operating Costs (\$/cwt)	\$3.33	\$3.23	\$1.92	\$2.57	\$4.65	\$3.05	\$3.94
Total Milk Marketing Costs	\$4.59	\$6.54	\$7.71	\$11.27	\$3.03	\$5.34	\$6.12
Total Milk Marketing Costs (\$/cwt)	\$0.34	\$0.45	\$0.37	\$0.73	\$0.22	\$0.39	\$0.50
Total Cost (\$/Cow/Month)	\$364.20	\$333.03	\$421.99	\$325.17	\$358.51	\$298.99	\$303.81
Total Cost (\$/cwt)	\$26.65	\$22.84	\$20.50	\$21.03	\$26.14	\$21.68	\$24.88
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	13.66	14.58	20.58	15.46	13.71	13.79	12.21
b. Lbs Milk Sold/milk cow/day	53.58	57.36	80.97	61.86	53.40	52.59	49.13
c. Gross Milk Receipts (\$/cwt)	\$26.88	\$15.50	\$15.48	\$16.09	\$15.02	\$16.71	\$14.22
d. Mailbox Price (\$/cwt)	\$28.83	\$16.21	\$17.13	\$15.64	\$14.80	\$18.34	\$15.07
f. Income Over Feed Cost (\$/cwt)	\$10.99	\$1.83	\$1.92	\$3.05	-\$0.51	\$4.83	-\$0.32
g. Fat Test %	3.83%	3.78%	3.57%	3.71%	3.88%	4.10%	3.64%
h. SNF Test %	8.78%	8.79%	8.55%	8.95%	8.78%	9.05%	8.62%
Related Data							
a. Percent Dry Cows	15%	15%	15%	17%	14%	13%	17%
b. Yearly Cull Rate	32%	32%	38%	32%	31%	29%	31%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.68	\$0.68	\$0.39	\$0.95	\$0.87	\$0.30	\$0.92
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$333.36	\$304.76	\$320.00	\$345.00	\$340.52	\$270.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$481.88	\$312.14	\$340.64	\$276.52	\$301.45	\$322.92	\$319.07
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.79	17.98	15.32	25.00	24.09	13.00	14.00
g. Milkers (\$/hr with benefits & taxes)	\$15.48	\$13.32	\$13.89	\$14.61	\$12.76	\$12.84	\$13.00
h. Total Labor (\$/hr)	\$15.93	\$13.66	\$13.43	\$15.04	\$13.02	\$12.41	\$14.51
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.68	\$7.45	\$10.72	\$7.36	\$7.89	\$5.98	\$6.80

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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	\$83.47	\$82.58	\$55.46	\$29.21	\$47.47	\$86.22	\$148.95	\$66.90
b. Wet Feed & Wet Roughage	\$29.13	\$26.47	\$62.22	\$0.00	\$86.33	\$40.95	\$19.96	\$38.71
c. Concentrates	\$92.10	\$104.41	\$129.94	\$78.65	\$117.47	\$121.76	\$137.23	\$88.02
d. Minerals & Supplements	\$1.97	\$2.26	\$0.00	\$0.00	\$15.57	\$0.71	\$0.00	\$2.94
e. Pasture	\$37.07	\$45.90	\$0.00	\$7.88	\$29.13	\$0.00	\$29.64	\$26.10
Total Feed Costs	\$243.74	\$261.62	\$247.62	\$115.74	\$295.97	\$249.64	\$335.77	\$222.68
Total Feed Costs (\$/cwt)	\$17.84	\$19.85	\$28.36	\$19.68	\$18.40	\$22.22	\$22.91	\$21.28
Total Hired Labor	\$41.50	\$42.54	\$27.84	\$0.00	\$59.71	\$30.37	\$33.35	\$45.82
Total Hired Labor Costs (\$/cwt)	\$3.04	\$3.23	\$3.19	\$0.00	\$3.71	\$2.70	\$2.28	\$4.38
Total Herd Replacement	\$28.88	\$28.19	\$22.10	\$20.49	\$14.55	\$37.55	\$32.37	\$20.67
Total Replacement Costs (\$/cwt)	\$2.11	\$2.14	\$2.53	\$3.48	\$0.90	\$3.34	\$2.21	\$1.97
Total Operating Costs	\$45.48	\$44.67	\$61.08	\$43.12	\$98.58	\$41.90	\$30.29	\$42.52
Total Operating Costs (\$/cwt)	\$3.33	\$3.39	\$6.99	\$7.33	\$6.13	\$3.73	\$2.07	\$4.06
Total Milk Marketing Costs	\$4.59	\$3.57	\$4.02	\$3.26	\$5.47	\$3.04	\$4.99	\$2.76
Total Milk Marketing Costs (\$/cwt)	\$0.34	\$0.27	\$0.46	\$0.55	\$0.34	\$0.27	\$0.34	\$0.26
Total Cost (\$/Cow/Month)	\$364.20	\$380.60	\$362.67	\$182.61	\$474.27	\$362.48	\$436.77	\$334.44
Total Cost (\$/cwt)	\$26.65	\$28.88	\$41.53	\$31.04	\$29.48	\$32.26	\$29.80	\$31.96
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.66	13.18	8.73	5.88	16.09	11.24	14.66	10.46
b. Lbs Milk Sold/milk cow/day	53.58	51.61	31.75	32.98	61.10	42.93	54.30	42.28
c. Gross Milk Receipts (\$/cwt)	\$26.88	\$33.51	\$39.38	\$39.24	\$34.49	\$40.48	\$25.69	\$34.16
d. Mailbox Price (\$/cwt)	\$28.83	\$36.17	\$40.38	\$39.57	\$35.80	\$42.18	\$33.38	\$35.45
f. Income Over Feed Cost (\$/cwt)	\$10.99	\$16.32	\$12.02	\$19.90	\$17.40	\$19.96	\$10.47	\$14.17
g. Fat Test %	3.83%	3.86%	4.35%	4.87%	3.84%	4.74%	3.67%	3.97%
h. SNF Test %	8.78%	8.78%	8.79%	9.33%	8.64%	9.31%	8.64%	8.64%
Related Data								
a. Percent Dry Cows	15%	15%	8%	41%	12%	13%	10%	18%
b. Yearly Cull Rate	32%	32%	26%	22%	24%	42%	36%	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.68	\$0.68	\$0.04	\$0.18	\$0.89	\$0.18	\$0.70	\$0.83
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$333.36	\$350.66	\$359.70	\$0.00	\$395.00	\$365.78	\$370.00	\$360.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$481.88	\$587.97	\$675.00	\$596.74	\$607.81	\$559.92	\$655.93	\$564.43
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.79	14.64	14.00	14.74	16.62	14.89	15.50	12.71
g. Milkers (\$/hr with benefits & taxes)	\$15.48	\$17.18	\$21.65	\$0.00	\$15.50	\$23.08	\$13.53	\$17.47
h. Total Labor (\$/hr)	\$15.93	\$17.35	\$21.65	\$0.00	\$14.79	\$21.69	\$13.06	\$18.78
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.68	\$9.33	\$8.79	\$5.79	\$10.90	\$8.44	\$11.56	\$8.47

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Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$64.97	\$86.85
b. Wet Feed & Wet Roughage	\$17.09	\$9.88
c. Concentrates	\$105.63	\$84.39
d. Minerals & Supplements	\$4.49	\$0.00
e. Pasture	\$101.95	\$61.87
Total Feed Costs	\$294.13	\$242.99
Total Feed Costs (\$/cwt)	\$17.10	\$18.38
Total Hired Labor	\$52.62	\$50.22
Total Hired Labor Costs (\$/cwt)	\$3.06	\$3.80
Total Herd Replacement	\$24.39	\$35.70
Total Replacement Costs (\$/cwt)	\$1.42	\$2.70
Total Operating Costs	\$42.88	\$42.47
Total Operating Costs (\$/cwt)	\$2.49	\$3.21
Total Milk Marketing Costs	\$2.93	\$3.43
Total Milk Marketing Costs (\$/cwt)	\$0.17	\$0.26
Total Cost (\$/Cow/Month)	\$416.94	\$374.82
Total Cost (\$/cwt)	\$24.24	\$28.35
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	17.20	13.22
b. Lbs Milk Sold/milk cow/day	65.84	51.99
c. Gross Milk Receipts (\$/cwt)	\$35.53	\$32.97
d. Mailbox Price (\$/cwt)	\$37.55	\$34.56
f. Income Over Feed Cost (\$/cwt)	\$20.45	\$16.18
g. Fat Test %	3.72%	3.68%
h. SNF Test %	8.87%	8.67%
Related Data		
a. Percent Dry Cows	13%	15%
b. Yearly Cull Rate	35%	31%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.39	\$1.09
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$355.00	\$314.34
e. Grain, Mnrls & Splmnts (\$/ton)	\$543.45	\$500.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.50	13.27
g. Milkers (\$/hr with benefits & taxes)	\$15.46	\$19.24
h. Total Labor (\$/hr)	\$16.46	\$19.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$10.61	\$7.92