

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2015
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$53.07	\$37.16	\$54.98	\$61.94	\$25.84	\$19.94	\$29.06
b. Wet Feed & Wet Roughage	\$18.11	\$13.95	\$40.13	\$0.00	\$20.74	\$6.82	\$0.00
c. Concentrates	\$94.61	\$76.80	\$86.14	\$93.40	\$66.93	\$72.51	\$63.62
d. Minerals & Supplements	\$2.29	\$1.35	\$3.55	\$0.00	\$1.37	\$1.44	\$0.00
e. Pasture	\$66.52	\$64.04	\$0.00	\$43.96	\$40.58	\$104.89	\$147.09
Total Feed Costs	\$234.61	\$193.31	\$184.80	\$199.29	\$155.46	\$205.61	\$239.77
Total Feed Costs (\$/cwt)	\$16.23	\$12.39	\$13.14	\$13.10	\$10.87	\$14.93	\$9.57
Total Hired Labor	\$43.47	\$40.79	\$52.06	\$44.72	\$38.08	\$33.66	\$38.10
Total Hired Labor Costs (\$/cwt)	\$3.01	\$2.61	\$3.70	\$2.94	\$2.66	\$2.44	\$1.52
Herd Replacement	\$30.43	\$33.00	\$33.42	\$34.42	\$34.32	\$31.87	\$30.13
Less: Calf Income (\$/Cow/Month)	\$19.59	\$21.01	\$30.19	\$34.79	\$8.44	\$17.29	\$16.36
Total Herd Replacement	\$30.43	\$33.00	\$33.42	\$34.42	\$34.32	\$31.87	\$30.13
Total Replacement Costs (\$/cwt)	\$2.10	\$2.11	\$2.38	\$2.26	\$2.40	\$2.31	\$1.20
Total Operating Costs	\$48.11	\$47.79	\$74.01	\$57.09	\$38.94	\$35.97	\$35.52
Total Operating Costs (\$/cwt)	\$3.33	\$3.06	\$5.26	\$3.75	\$2.72	\$2.61	\$1.42
Total Milk Marketing Costs	\$5.47	\$8.04	\$3.24	\$11.05	\$7.87	\$6.86	\$13.38
Total Milk Marketing Costs (\$/cwt)	\$0.38	\$0.52	\$0.23	\$0.73	\$0.55	\$0.50	\$0.53
Total Cost (\$/Cow/Month)	\$362.10	\$322.94	\$347.52	\$346.57	\$274.66	\$313.97	\$356.90
Total Cost (\$/cwt)	\$25.04	\$20.69	\$24.72	\$22.78	\$19.21	\$22.79	\$14.25
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	14.46	15.61	14.06	15.21	14.30	13.78	25.05
b. Lbs Milk Sold/milk cow/day	55.94	60.78	56.37	57.02	56.01	54.65	94.63
c. Gross Milk Receipts (\$/cwt)	\$27.63	\$15.40	\$15.17	\$15.75	\$16.96	\$14.13	\$15.16
d. Mailbox Price (\$/cwt)	\$28.77	\$15.57	\$14.94	\$15.28	\$17.15	\$15.02	\$15.37
e. Mailbox Price Less Costs/ (cwt)	\$4.10	-\$4.61	-\$9.55	-\$6.78	-\$1.51	-\$7.27	\$1.66
f. Income Over Feed Cost (\$/cwt)	\$12.54	\$3.18	\$1.80	\$2.18	\$6.27	\$0.10	\$5.80
g. Fat Test %	3.74%	3.61%	3.84%	3.42%	4.03%	3.49%	3.31%
h. SNF Test %	8.81%	8.77%	8.82%	8.80%	9.06%	8.68%	8.52%
Related Data							
a. Percent Dry Cows	15%	15%	18%	12%	16%	17%	13%
b. Yearly Cull Rate	31%	33%	37%	31%	32%	29%	44%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.85	\$0.89	\$1.46	\$1.55	\$0.32	\$0.86	\$0.41
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$351.75	\$314.84	\$319.80	\$345.00	\$270.00	\$285.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$495.58	\$346.61	\$291.23	\$279.88	\$326.56	\$506.38	\$326.28
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.85	18.14	24.70	25.00	16.38	11.50	14.00
g. Milkers (\$/hr with benefits & taxes)	\$15.89	\$13.39	\$12.76	\$14.61	\$12.46	\$13.00	\$16.07
h. Total Labor (\$/hr)	\$16.28	\$13.87	\$13.02	\$15.04	\$12.23	\$14.49	\$16.29
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.39	\$7.02	\$7.05	\$7.13	\$5.87	\$7.42	\$8.05

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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	\$53.07	\$61.16	\$82.44	\$5.71	\$24.23	\$72.41	\$64.21	\$46.67
b. Wet Feed & Wet Roughage	\$18.11	\$20.23	\$24.83	\$0.00	\$46.62	\$4.05	\$30.18	\$36.40
c. Concentrates	\$94.61	\$103.67	\$117.61	\$97.70	\$110.29	\$127.65	\$83.54	\$37.21
d. Minerals & Supplements	\$2.29	\$2.77	\$5.13	\$0.00	\$16.61	\$0.67	\$3.01	\$4.09
e. Pasture	\$66.52	\$67.77	\$49.26	\$22.24	\$47.32	\$60.85	\$39.44	\$89.83
Total Feed Costs	\$234.61	\$255.61	\$279.27	\$125.65	\$245.07	\$265.63	\$220.38	\$214.20
Total Feed Costs (\$/cwt)	\$16.23	\$18.42	\$17.28	\$15.00	\$14.61	\$22.99	\$18.07	\$21.01
Total Hired Labor	\$43.47	\$44.83	\$50.49	\$0.00	\$65.34	\$29.59	\$47.29	\$27.31
Total Hired Labor Costs (\$/cwt)	\$3.01	\$3.23	\$3.12	\$0.00	\$3.89	\$2.56	\$3.88	\$2.68
Herd Replacement	\$30.43	\$29.12	\$20.39	\$23.98	\$16.95	\$32.63	\$24.44	\$23.25
Less: Calf Income (\$/Cow/Month)	\$19.59	\$18.88	\$12.93	\$6.66	\$16.13	\$9.25	\$24.84	\$1.14
Total Herd Replacement	\$30.43	\$29.12	\$20.39	\$23.98	\$16.95	\$32.63	\$24.44	\$23.25
Total Replacement Costs (\$/cwt)	\$2.10	\$2.10	\$1.26	\$2.86	\$1.01	\$2.82	\$2.00	\$2.28
Total Operating Costs	\$48.11	\$48.28	\$44.07	\$58.44	\$96.06	\$52.33	\$36.20	\$85.48
Total Operating Costs (\$/cwt)	\$3.33	\$3.48	\$2.73	\$6.98	\$5.72	\$4.53	\$2.97	\$8.39
Total Milk Marketing Costs	\$5.47	\$4.16	\$2.87	\$2.93	\$5.65	\$3.11	\$3.15	\$4.74
Total Milk Marketing Costs (\$/cwt)	\$0.38	\$0.30	\$0.18	\$0.35	\$0.34	\$0.27	\$0.26	\$0.46
Total Cost (\$/Cow/Month)	\$362.10	\$382.00	\$397.09	\$211.00	\$429.07	\$383.29	\$331.45	\$354.97
Total Cost (\$/cwt)	\$25.04	\$27.53	\$24.58	\$25.19	\$25.57	\$33.17	\$27.17	\$34.82
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	14.46	13.87	16.16	8.38	16.78	11.56	12.20	10.19
b. Lbs Milk Sold/milk cow/day	55.94	53.51	63.14	36.70	62.98	43.50	48.89	33.60
c. Gross Milk Receipts (\$/cwt)	\$27.63	\$34.62	\$34.46	\$37.29	\$34.36	\$41.74	\$33.61	\$40.17
d. Mailbox Price (\$/cwt)	\$28.77	\$36.31	\$36.19	\$38.00	\$35.51	\$43.42	\$34.86	\$40.44
e. Mailbox Price Less Costs/ (cwt)	\$4.10	\$9.08	\$11.79	\$13.17	\$10.27	\$10.53	\$7.95	\$6.08
f. Income Over Feed Cost (\$/cwt)	\$12.54	\$17.89	\$18.90	\$23.01	\$20.90	\$20.44	\$16.80	\$19.42
g. Fat Test %	3.74%	3.80%	3.71%	4.39%	3.77%	4.63%	3.86%	4.48%
h. SNF Test %	8.81%	8.83%	8.93%	9.28%	8.74%	9.34%	8.63%	8.98%
Related Data								
a. Percent Dry Cows	15%	15%	16%	25%	12%	12%	18%	0%
b. Yearly Cull Rate	31%	30%	23%	19%	25%	36%	31%	25%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.85	\$0.82	\$0.54	\$0.10	\$0.70	\$0.13	\$1.16	\$0.01
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$351.75	\$363.93	\$355.00	\$0.00	\$340.00	\$365.85	\$360.00	\$355.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$495.58	\$588.69	\$512.04	\$599.15	\$650.79	\$560.31	\$564.70	\$677.89
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.85	14.70	18.79	14.27	14.64	14.90	12.00	4.00
g. Milkers (\$/hr with benefits & taxes)	\$15.89	\$17.71	\$15.07	\$0.00	\$16.34	\$23.08	\$17.44	\$21.42
h. Total Labor (\$/hr)	\$16.28	\$17.70	\$16.26	\$0.00	\$16.50	\$21.71	\$18.70	\$21.42
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.39	\$9.08	\$10.31	\$5.31	\$8.80	\$8.00	\$7.88	\$7.06

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Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$35.78	\$77.27
b. Wet Feed & Wet Roughage	\$0.00	\$24.38
c. Concentrates	\$136.72	\$86.69
d. Minerals & Supplements	\$0.00	\$0.35
e. Pasture	\$110.02	\$85.49
Total Feed Costs	\$282.52	\$274.18
Total Feed Costs (\$/cwt)	\$18.62	\$19.30
Total Hired Labor	\$37.60	\$57.06
Total Hired Labor Costs (\$/cwt)	\$2.48	\$4.02
Herd Replacement	\$32.45	\$41.06
Less: Calf Income (\$/Cow/Month)	\$21.43	\$28.68
Total Herd Replacement	\$32.45	\$41.06
Total Replacement Costs (\$/cwt)	\$2.14	\$2.89
Total Operating Costs	\$28.51	\$50.59
Total Operating Costs (\$/cwt)	\$1.88	\$3.56
Total Milk Marketing Costs	\$7.64	\$3.74
Total Milk Marketing Costs (\$/cwt)	\$0.50	\$0.26
Total Cost (\$/Cow/Month)	\$388.71	\$426.63
Total Cost (\$/cwt)	\$25.62	\$30.02
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	15.17	14.21
b. Lbs Milk Sold/milk cow/day	58.12	54.49
c. Gross Milk Receipts (\$/cwt)	\$33.33	\$33.06
d. Mailbox Price (\$/cwt)	\$36.29	\$34.52
e. Mailbox Price Less Costs/ (cwt)	\$11.18	\$4.76
f. Income Over Feed Cost (\$/cwt)	\$17.67	\$15.23
g. Fat Test %	3.48%	3.68%
h. SNF Test %	8.64%	8.76%
Related Data		
a. Percent Dry Cows	14%	14%
b. Yearly Cull Rate	32%	37%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.90	\$1.30
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$370.00	\$375.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$642.36	\$499.78
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.50	12.97
g. Milkers (\$/hr with benefits & taxes)	\$15.26	\$19.76
h. Total Labor (\$/hr)	\$15.47	\$19.03
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.71	\$10.02