

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**North Coast Conventional**

Dairy ID Number	Averages		2	3	4	5
	NC Average	Conventional				
<b>Feed Costs</b>						
a. Dry Roughage	\$56.95	\$43.80	\$113.68	\$25.35	\$10.64	\$31.11
b. Wet Feed & Wet Roughage	\$21.72	\$8.38	\$0.00	\$15.67	\$0.00	\$7.24
c. Concentrates	\$103.31	\$80.38	\$92.31	\$74.02	\$85.39	\$57.55
d. Minerals & Supplements	\$2.45	\$1.04	\$0.00	\$1.36	\$1.48	\$0.00
e. Pasture	\$44.93	\$60.71	\$0.00	\$36.94	\$117.64	\$106.59
<b>Total Feed Costs</b>	\$229.36	\$194.31	\$206.00	\$153.33	\$215.15	\$202.50
Total Feed Costs (\$/cwt)	\$16.90	\$13.09	\$11.97	\$11.55	\$18.03	\$9.59
<b>Total Hired Labor</b>	\$45.59	\$49.43	\$45.15	\$40.99	\$34.93	\$44.24
Total Hired Labor Costs (\$/cwt)	\$3.36	\$3.33	\$2.62	\$3.09	\$2.93	\$2.09
<b>Total Herd Replacement</b>	\$30.85	\$35.49	\$32.02	\$35.34	\$30.76	\$37.12
Total Replacement Costs (\$/cwt)	\$2.27	\$2.39	\$1.86	\$2.66	\$2.58	\$1.76
<b>Total Operating Costs</b>	\$51.54	\$55.73	\$71.58	\$36.43	\$37.43	\$38.00
Total Operating Costs (\$/cwt)	\$3.80	\$3.76	\$4.16	\$2.74	\$3.14	\$1.80
<b>Total Milk Marketing Costs</b>	\$4.96	\$7.76	\$8.38	\$7.43	\$6.25	\$11.72
Total Milk Marketing Costs (\$/cwt)	\$0.37	\$0.52	\$0.49	\$0.56	\$0.52	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	\$362.30	\$342.72	\$363.13	\$273.52	\$324.52	\$333.57
Total Cost (\$/cwt)	\$26.70	\$23.09	\$21.11	\$20.61	\$27.20	\$15.79
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt)	13.57	14.84	17.21	13.27	11.93	21.12
b. Lbs Milk Sold/milk cow/day	52.11	56.36	63.00	50.08	48.14	78.37
c. Gross Milk Receipts (\$/cwt)	\$28.44	\$16.20	\$16.62	\$17.42	\$14.91	\$15.82
d. Mailbox Price (\$/cwt)	\$30.58	\$16.44	\$16.69	\$17.60	\$15.55	\$16.01
f. Income Over Feed Cost (\$/cwt)	\$13.68	\$3.35	\$4.72	\$6.04	-\$2.48	\$6.42
g. Fat Test %	3.80%	3.70%	3.70%	3.99%	3.64%	3.42%
h. SNF Test %	8.74%	8.69%	8.91%	8.92%	8.48%	8.40%
<b>Related Data</b>						
a. Percent Dry Cows	15%	14%	11%	14%	19%	12%
b. Yearly Cull Rate	38%	56%	32%	36%	30%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.77	\$0.79	\$0.82	\$0.37	\$1.14	\$0.56
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$319.93	\$272.59	\$275.00	\$270.00	\$278.00	\$245.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$499.94	\$399.50	\$255.75	\$314.54	\$606.11	\$300.62
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.86	17.33	26.42	18.08	11.56	13.98
g. Milkers (\$/hr with benefits & taxes)	\$16.34	\$14.76	\$14.91	\$12.45	\$13.00	\$15.88
h. Total Labor (\$/hr)	\$16.73	\$14.89	\$15.33	\$12.24	\$14.46	\$16.32
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.21	\$6.97	\$7.33	\$5.58	\$8.02	\$6.81
j. Milk Cow Feed Costs (\$/cwt.)	\$15.76	\$12.37	\$11.63	\$11.14	\$16.67	\$8.68

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**North Coast Organic**

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
<b>Feed Costs</b>								
a. Dry Roughage	\$56.95	\$62.69	\$89.55	\$0.57	\$22.95	\$81.99	\$61.22	\$26.48
b. Wet Feed & Wet Roughage	\$21.72	\$27.55	\$28.24	\$0.00	\$37.67	\$31.22	\$34.96	\$0.00
c. Concentrates	\$103.31	\$113.32	\$154.20	\$150.47	\$99.79	\$130.19	\$85.83	\$38.56
d. Minerals & Supplements	\$2.45	\$3.07	\$6.45	\$0.00	\$16.18	\$0.68	\$2.89	\$4.25
e. Pasture	\$44.93	\$38.04	\$0.00	\$21.39	\$37.76	\$10.27	\$37.13	\$60.65
<b>Total Feed Costs</b>	\$229.36	\$244.67	\$278.45	\$172.42	\$214.35	\$254.35	\$222.04	\$129.94
Total Feed Costs (\$/cwt)	\$16.90	\$18.80	\$17.46	\$17.02	\$14.61	\$23.77	\$19.46	\$24.70
<b>Total Hired Labor</b>	\$45.59	\$43.92	\$51.34	\$0.00	\$74.83	\$29.50	\$49.46	\$28.39
Total Hired Labor Costs (\$/cwt)	\$3.36	\$3.37	\$3.22	\$0.00	\$5.10	\$2.76	\$4.33	\$5.40
<b>Total Herd Replacement</b>	\$30.85	\$28.83	\$18.59	\$23.71	\$20.49	\$29.87	\$21.73	\$25.23
Total Replacement Costs (\$/cwt)	\$2.27	\$2.21	\$1.17	\$2.34	\$1.40	\$2.79	\$1.90	\$4.80
<b>Total Operating Costs</b>	\$51.54	\$49.70	\$40.72	\$75.03	\$112.21	\$55.35	\$38.83	\$102.16
Total Operating Costs (\$/cwt)	\$3.80	\$3.82	\$2.55	\$7.41	\$7.65	\$5.17	\$3.40	\$19.42
<b>Total Milk Marketing Costs</b>	\$4.96	\$3.74	\$1.69	\$4.51	\$5.21	\$3.02	\$3.04	\$3.25
Total Milk Marketing Costs (\$/cwt)	\$0.37	\$0.29	\$0.11	\$0.45	\$0.36	\$0.28	\$0.27	\$0.62
<b>Total Cost (\$/Cow/Month)</b>	\$362.30	\$370.86	\$390.78	\$275.67	\$427.09	\$372.10	\$335.09	\$288.97
Total Cost (\$/cwt)	\$26.70	\$28.49	\$24.51	\$27.21	\$29.10	\$34.78	\$29.37	\$54.92
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	13.57	13.02	15.94	10.13	14.68	10.70	11.41	5.26
b. Lbs Milk Sold/milk cow/day	52.11	50.22	63.66	34.55	56.65	38.34	44.51	26.33
c. Gross Milk Receipts (\$/cwt)	\$28.44	\$34.53	\$39.49	\$36.94	\$34.58	\$42.53	\$33.27	\$41.37
d. Mailbox Price (\$/cwt)	\$30.58	\$37.61	\$40.09	\$37.75	\$35.66	\$44.24	\$35.14	\$42.57
f. Income Over Feed Cost (\$/cwt)	\$13.68	\$18.82	\$22.62	\$20.73	\$21.05	\$20.46	\$15.68	\$17.87
g. Fat Test %	3.80%	3.84%	3.79%	4.47%	3.87%	4.84%	3.83%	4.74%
h. SNF Test %	8.74%	8.76%	8.93%	9.11%	8.67%	9.36%	8.52%	9.12%
<b>Related Data</b>								
a. Percent Dry Cows	15%	15%	18%	4%	16%	9%	16%	35%
b. Yearly Cull Rate	38%	30%	24%	15%	28%	35%	28%	21%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.77	\$0.76	\$0.86	\$0.05	\$0.61	\$0.06	\$0.88	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$319.93	\$336.48	\$325.00	\$0.00	\$370.00	\$363.55	\$335.00	\$355.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$499.94	\$562.71	\$508.03	\$603.48	\$656.34	\$566.24	\$564.57	\$532.52
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.86	16.65	25.25	17.00	13.64	14.78	12.00	8.00
g. Milkers (\$/hr with benefits & taxes)	\$16.34	\$17.43	\$15.15	\$0.00	\$16.02	\$23.08	\$18.00	\$21.18
h. Total Labor (\$/hr)	\$16.73	\$17.82	\$17.06	\$0.00	\$15.20	\$21.71	\$19.02	\$21.18
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.21	\$8.76	\$10.87	\$5.78	\$7.81	\$7.77	\$7.84	\$5.18
j. Milk Cow Feed Costs (\$/cwt.)	\$15.76	\$17.44	\$17.07	\$16.74	\$13.79	\$20.28	\$17.61	\$19.66

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**North Coast Organic**

Dairy ID Number	12	13
<b>Feed Costs</b>		
a. Dry Roughage	\$45.25	\$73.74
b. Wet Feed & Wet Roughage	\$7.74	\$43.02
c. Concentrates	\$136.24	\$82.38
d. Minerals & Supplements	\$0.00	\$0.38
e. Pasture	\$103.27	\$37.25
<b>Total Feed Costs</b>	<b>\$292.50</b>	<b>\$236.77</b>
Total Feed Costs (\$/cwt)	\$19.67	\$18.62
<b>Total Hired Labor</b>	<b>\$41.22</b>	<b>\$45.53</b>
Total Hired Labor Costs (\$/cwt)	\$2.77	\$3.58
<b>Total Herd Replacement</b>	<b>\$31.36</b>	<b>\$44.09</b>
Total Replacement Costs (\$/cwt)	\$2.11	\$3.47
<b>Total Operating Costs</b>	<b>\$29.39</b>	<b>\$45.77</b>
Total Operating Costs (\$/cwt)	\$1.98	\$3.60
<b>Total Milk Marketing Costs</b>	<b>\$7.51</b>	<b>\$3.28</b>
Total Milk Marketing Costs (\$/cwt)	\$0.50	\$0.26
<b>Total Cost (\$/Cow/Month)</b>	<b>\$401.98</b>	<b>\$375.44</b>
Total Cost (\$/cwt)	\$27.03	\$29.52
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt)	14.87	12.72
b. Lbs Milk Sold/milk cow/day	55.69	48.79
c. Gross Milk Receipts (\$/cwt)	\$32.66	\$27.71
d. Mailbox Price (\$/cwt)	\$35.49	\$35.97
f. Income Over Feed Cost (\$/cwt)	\$15.82	\$17.36
g. Fat Test %	3.42%	3.74%
h. SNF Test %	8.45%	8.71%
<b>Related Data</b>		
a. Percent Dry Cows	13%	15%
b. Yearly Cull Rate	29%	41%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.83	\$0.95
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$360.00	\$330.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$581.63	\$476.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.30	12.92
g. Milkers (\$/hr with benefits & taxes)	\$15.10	\$19.19
h. Total Labor (\$/hr)	\$15.53	\$19.77
i. Milk Cow Feed Costs (\$/Cow/Day)	\$10.13	\$8.40
j. Milk Cow Feed Costs (\$/cwt.)	\$18.19	\$17.22