

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2016**  
**North Coast**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	NC Average	North Coast							
<b>Feed Costs</b>									
a. Dry Roughage	\$90.57	\$90.57	\$144.93	\$184.41	\$84.72	\$80.14	\$115.41	\$56.07	\$80.18
b. Wet Feed & Wet Roughage	\$28.86	\$28.86	\$44.65	\$7.13	\$36.61	\$0.00	\$31.30	\$15.80	\$60.39
c. Concentrates	\$88.71	\$88.71	\$51.60	\$98.88	\$86.01	\$58.48	\$68.66	\$120.58	\$109.86
d. Minerals & Supplements	\$2.28	\$2.28	\$0.00	\$0.00	\$1.83	\$0.00	\$1.42	\$5.24	\$11.99
e. Pasture	\$15.90	\$15.90	\$0.00	\$0.00	\$6.97	\$36.52	\$7.69	\$46.62	\$10.01
<b>Total Feed Costs</b>	\$226.32	\$226.32	\$241.17	\$290.41	\$216.13	\$175.14	\$224.49	\$244.32	\$272.43
Total Feed Costs (\$/cwt)	\$18.04	\$18.04	\$11.60	\$21.02	\$18.10	\$11.98	\$26.07	\$14.48	\$21.68
<b>Total Hired Labor</b>	\$46.99	\$46.99	\$45.13	\$43.74	\$40.90	\$46.28	\$34.56	\$55.92	\$69.97
Total Hired Labor Costs (\$/cwt)	\$3.74	\$3.74	\$2.17	\$3.17	\$3.43	\$3.17	\$4.01	\$3.31	\$5.57
<b>Herd Replacement</b>	\$28.48	\$28.48	\$31.22	\$24.34	\$47.24	\$22.12	\$27.95	\$21.56	\$26.37
Less: Calf Income (\$/Cow/Month)	\$2.83	\$2.83	\$3.80	\$3.81	\$2.26	\$4.00	\$2.11	\$2.57	\$3.43
<b>Total Herd Replacement</b>	\$28.48	\$28.48	\$31.22	\$24.34	\$47.24	\$22.12	\$27.95	\$21.56	\$26.37
Total Replacement Costs (\$/cwt)	\$2.27	\$2.27	\$1.50	\$1.76	\$3.96	\$1.51	\$3.25	\$1.28	\$2.10
<b>Total Operating Costs</b>	\$52.36	\$52.36	\$42.43	\$33.09	\$53.17	\$72.74	\$47.57	\$49.80	\$83.10
Total Operating Costs (\$/cwt)	\$4.17	\$4.17	\$2.04	\$2.39	\$4.45	\$4.98	\$5.52	\$2.95	\$6.61
<b>Total Milk Marketing Costs</b>	\$4.35	\$4.35	\$11.82	\$7.07	\$2.74	\$3.34	\$4.54	\$2.61	\$4.80
Total Milk Marketing Costs (\$/cwt)	\$0.35	\$0.35	\$0.57	\$0.51	\$0.23	\$0.23	\$0.53	\$0.15	\$0.38
<b>Total Cost (\$/Cow/Month)</b>	\$358.50	\$358.50	\$371.77	\$398.65	\$360.18	\$319.63	\$339.12	\$374.20	\$456.67
Total Cost (\$/cwt)	\$28.57	\$28.57	\$17.89	\$28.85	\$30.16	\$21.87	\$39.38	\$22.17	\$36.35
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	12.55	12.55	20.78	13.82	11.94	14.62	8.61	16.88	12.56
b. Lbs Milk Sold/milk cow/day	48.83	48.83	79.87	51.80	47.34	58.42	33.43	65.38	47.01
c. Gross Milk Receipts (\$/cwt)	\$31.46	\$31.46	\$14.95	\$33.66	\$37.16	\$15.49	\$13.93	\$42.47	\$36.37
d. Mailbox Price (\$/cwt)	\$32.21	\$32.21	\$16.33	\$37.25	\$36.93	\$15.83	\$14.49	\$41.68	\$37.53
e. Mailbox Price Less Costs/ (cwt)	\$3.98	\$3.98	-\$0.99	\$8.92	\$7.00	-\$5.80	-\$24.36	\$19.66	\$1.57
f. Income Over Feed Cost (\$/cwt)	\$14.17	\$14.17	\$4.72	\$16.24	\$18.84	\$3.85	-\$11.58	\$27.20	\$15.85
g. Fat Test %	3.93%	3.93%	3.63%	3.64%	3.74%	3.78%	3.81%	3.86%	3.92%
h. SNF Test %	8.80%	8.80%	8.49%	8.60%	8.64%	8.93%	8.57%	8.99%	8.51%
<b>Related Data</b>									
a. Percent Dry Cows	15%	15%	14%	12%	17%	18%	15%	15%	12%
b. Yearly Cull Rate	38%	38%	55%	25%	43%	27%	23%	34%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.23	\$0.23	\$0.18	\$0.28	\$0.19	\$0.27	\$0.24	\$0.15	\$0.27
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$326.87	\$326.87	\$280.00	\$364.89	\$330.00	\$251.95	\$350.00	\$325.00	\$375.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$496.33	\$496.33	\$294.85	\$582.33	\$477.23	\$242.50	\$607.39	\$489.61	\$623.28
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.53	14.53	13.08	12.50	13.43	19.21	8.97	19.86	14.62
g. Milkers (\$/hr with benefits & taxes)	\$16.63	\$16.63	\$16.23	\$15.66	\$18.83	\$16.37	\$13.64	\$16.23	\$15.34
h. Total Labor (\$/hr)	\$16.92	\$16.92	\$16.59	\$16.08	\$19.66	\$16.48	\$15.06	\$17.43	\$14.51
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.21	\$8.21	\$8.46	\$10.20	\$7.77	\$6.55	\$8.06	\$9.13	\$9.85
m. Average Total Investment per Cow	\$2,652	\$2,652	\$3,232	\$2,361	\$2,852	\$2,059	\$2,261	\$2,974	\$2,963

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Dairy ID Number	8	9	10	11	12	13
<b>Feed Costs</b>						
a. Dry Roughage	\$46.36	\$64.13	\$71.36	\$66.05	\$33.24	\$77.04
b. Wet Feed & Wet Roughage	\$22.31	\$45.95	\$58.48	\$40.14	\$0.00	\$23.03
c. Concentrates	\$116.19	\$94.00	\$42.91	\$91.11	\$90.99	\$121.85
d. Minerals & Supplements	\$13.97	\$1.87	\$1.44	\$0.00	\$0.00	\$0.68
e. Pasture	\$52.59	\$12.25	\$0.00	\$12.19	\$5.59	\$27.39
<b>Total Feed Costs</b>	\$251.43	\$218.20	\$174.19	\$209.49	\$129.82	\$249.99
Total Feed Costs (\$/cwt)	\$22.44	\$20.70	\$13.17	\$23.81	\$26.27	\$24.34
<b>Total Hired Labor</b>	\$169.32	\$60.01	\$40.78	\$38.86	\$6.62	\$29.58
Total Hired Labor Costs (\$/cwt)	\$15.11	\$5.69	\$3.08	\$4.42	\$1.34	\$2.88
<b>Herd Replacement</b>	\$51.61	\$17.89	\$31.25	\$18.81	\$19.41	\$22.85
Less: Calf Income (\$/Cow/Month)	\$2.45	\$4.21	\$2.62	\$0.94	\$0.51	\$2.64
<b>Total Herd Replacement</b>	\$51.61	\$17.89	\$31.25	\$18.81	\$19.41	\$22.85
Total Replacement Costs (\$/cwt)	\$4.61	\$1.70	\$2.36	\$2.14	\$3.93	\$2.22
<b>Total Operating Costs</b>	\$152.91	\$42.21	\$42.70	\$71.38	\$47.56	\$44.48
Total Operating Costs (\$/cwt)	\$13.65	\$4.01	\$3.23	\$8.11	\$9.62	\$4.33
<b>Total Milk Marketing Costs</b>	\$4.33	\$3.01	\$7.51	\$3.05	\$3.14	\$2.97
Total Milk Marketing Costs (\$/cwt)	\$0.39	\$0.29	\$0.57	\$0.35	\$0.64	\$0.29
<b>Total Cost (\$/Cow/Month)</b>	\$629.59	\$341.32	\$296.42	\$341.60	\$206.56	\$349.88
Total Cost (\$/cwt)	\$56.18	\$32.39	\$22.41	\$38.83	\$41.79	\$34.06
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt)	11.21	10.54	13.23	8.80	4.94	10.27
b. Lbs Milk Sold/milk cow/day	43.83	37.67	51.74	33.82	26.91	40.77
c. Gross Milk Receipts (\$/cwt)	\$30.14	\$36.14	\$16.73	\$42.92	\$41.03	\$43.97
d. Mailbox Price (\$/cwt)	\$30.32	\$36.75	\$17.93	\$43.84	\$41.68	\$45.49
e. Mailbox Price Less Costs/ (cwt)	-\$25.48	\$4.65	-\$3.91	\$5.35	\$0.52	\$11.72
f. Income Over Feed Cost (\$/cwt)	\$7.88	\$16.05	\$4.76	\$20.02	\$15.41	\$21.15
g. Fat Test %	3.96%	4.03%	4.28%	4.64%	4.73%	4.95%
h. SNF Test %	8.97%	8.59%	9.11%	9.02%	9.33%	9.38%
<b>Related Data</b>						
a. Percent Dry Cows	16%	8%	16%	14%	39%	17%
b. Yearly Cull Rate	324%	33%	38%	19%	17%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.22	\$0.40	\$0.20	\$0.11	\$0.10	\$0.26
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$347.00	\$310.00	\$265.00	\$377.34	\$0.00	\$364.40
e. Grain, Mnrls & Splmnts (\$/ton)	\$581.72	\$565.88	\$315.16	\$530.00	\$593.00	\$549.73
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.53	12.00	11.00	13.24	16.67	15.64
g. Milkers (\$/hr with benefits & taxes)	\$18.18	\$18.23	\$12.82	\$19.38	\$0.00	\$23.00
h. Total Labor (\$/hr)	\$17.97	\$18.67	\$12.58	\$17.19	\$17.40	\$21.61
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.31	\$7.60	\$6.18	\$7.58	\$6.35	\$8.65
m. Average Total Investment per Cow	\$2,153	\$2,542	\$2,345	\$3,336	\$2,494	\$3,081