Milk Production Report Information

• Project Code: 178 - Milk Production Survey
  – Jan. 1, Apr. 1, Jul. 1, and Oct. 1 Reference Dates

• Questionnaires:
  – Mail out about a week before the reference date
  – Web reporting is available

• Release:
  – Milk Production
  – About 3 weeks after the reference date
Milk Production Report
Some items vary by state and quarter

- Current inventories and production
  - Cows on the operation
  - Milk produced
- Milk used on the operation
- Local replacement prices for cows and heifers
- Baled hay purchased and value
- Value of corn silage
Milk Production

• First of the month inventories and production
  • Asked in all states
    – Total milk cows (both dry and in milk)
    – Cows milked that day
    – Milk produced (gallons or pounds)
      • Only one day of production reported
Milk Production

• Typically, about 80% to 90% of the total milk cows will be milked on any one day.
  – The rest will be dry and preparing to have a calf

• Average milk per cow per day is around 60 lbs
  – Leave notes if less than 20 lbs or greater than 80

• Be sure to get only one day’s production
  – Sometimes producers will try to report 2 days production – milk truck usually comes every other day
Additional Questions:

• Milk used on the operation (April and October)
  – Amount consumed on farm
  – Amount fed to calves or other livestock

• Milk cows for dairy herd replacement
  – Average local price
  – Excludes heifers that have not calved

• Heifers for dairy herd replacement (January only)
  – 500 pounds or more
  – Average local price
Replacement Prices

• Price of milk cows for dairy herd replacement
  – This is replacement price, NOT cull cow price
  – These would be cows that could be placed in the milking herd
  – Prices for registered herds may be much higher than for commercial herds

• Price of heifers for dairy herd replacement
  – These are heifers that have not had a calf
  – Should be price of heifers over 500 pounds
  – Heifer prices will typically be less than cow prices, but there are always exceptions!!
  – Heifer prices can vary considerably depending on if they are open or bred, if bred; how close to calving, and if it is registered stock
Hay Prices

• Baled hay purchased during the previous month and amount paid
  – Purchased from other farmers and not through an auction or broker
  – Only asking about dry, baled hay
  – Broken out by:
    • Alfalfa/alfalfa mixtures
      – Premium or Supreme grade?
    • Other hay (any other type of baled hay)
Premium and Supreme Hay

• Was any of the baled alfalfa hay and alfalfa hay mixtures you purchased premium or supreme grade?
  – Premium grade: Early maturity, i.e., pre-bloom, in legumes and pre-head in grass hays, extra leafy and fine stemmed. Factors indicative of a high nutritive content. Hay is green and free of damage.
  – Supreme grade: Very early maturity, pre-bloom, soft fine stemmed, extra leafy. Factors indicative of very high nutritive content. Hay is excellent color and free of damage.
Value of Corn Silage

- Average value per ton for corn silage in the operator’s bunker or silo.
  - Only asked in October
  - Not asked in all states
  - Value should include any harvesting, hauling, etc. charges
    - What could the operator sell the silage for per ton? - OR - What would it cost to buy silage by the ton?
Cattle/Milk Overlap

• If operation was selected for both Cattle & Milk Production, data should be collected for both surveys during the same contact.
Things To Watch Out For:

• Large number of milk cows.
  – Or a big change from previous reports
• High/low milk production per cow.
• Large amount of milk produced used for:
  – Home consumption, livestock feed.
• High/low replacement cow, heifer price.
• High/low price per ton for hay or corn silage.
Things to remember

• Out of business: Be sure to VERIFY via screening questions
• No milk cows or no longer milking?
  – May very well still be in business
• Anything odd or unexpected?
  – Leave good notes and explanations
Conclusion

• Contact your supervisor or Regional Field Office with any questions or concerns about the Quarterly Milk Production surveys

• Practice on your iPad before going out to interview

• Thank you for all your hard work!