

# NASS Survey Training

## Milk Production Report: 2023 (MILK PROD)



**United States Department of Agriculture  
National Agricultural Statistics Service**



WPSD  
December 2022



# 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 considerable 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!