



# Milk Production Report Training Materials

Below you will find links to a video, PowerPoint presentation, survey extra information sheet, and practice interviews for NASS's quarterly Milk Production Report. The practice interviews can be used to enter data in CATI or CAPI to get familiar with those data collection instruments.

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Strategic Planning and Business Services Division  
Strategic Planning Branch  
Workforce Performance and Staff Development Section

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# Milk Production Report

## January, April, July, and October



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

**Workforce Performance and Staff Development Section**



# Survey Overview

- Producers can use the milk production information, milk cow inventory data, and milk price information to help make critical decisions for their own operations.
- Processors; warehouse, storage, transportation companies; and retailers rely on the reports to anticipate future volume.
  - How much milk is being produced?; Is there going to be enough milk to produce all the products they have orders for?; Is there enough cooler space (cold storage) to hold all these products?



# 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 8-10 days before the reference date
  - Web reporting is available
- Release:
  - *Milk Production*
  - About 3 weeks after the reference date

NASS website: [www.nass.usda.gov/](http://www.nass.usda.gov/)



# Milk Production

- First of the month inventories and production
  - Asked in all states
  - Total milk cows (both dry and in milk)
    - Include operations with only 1 milk cow for home use!
  - 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 (for smaller operations)



# Milk Disposition Questions

## (April and October Only)

- Of the milk produced, how much was used by people on the operator's farm?
- Of the milk produced, how much was fed as whole milk to calves and other livestock on the farm?



# Replacement Cow/Heifer 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 (January only)
  - 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!!



# Milk Production



# Value of Corn Silage

(October only)

- *Value* of corn silage currently *In* the operator's bunker or silo (select states only)
  - This would include any harvesting, hauling, etc charges
  - Only asked in select states
  - What could the operator sell the silage for per ton? -  
OR - What would it cost to buy silage by the ton?
  - Average value around \$40 - \$80 per ton



# Hay Prices

- Baled, **dry** 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? (only in select states)
    - 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.



# Cattle/Milk Overlap

- If an operation was selected for both Cattle & Milk Production in January or July, data should be collected for both surveys during the same contact.
  - This will be coordinated by the Regional Office for field enumerators
  - For Data Collection Center (DCC) enumerators, milk questions will be added into the Cattle Blaise instruments so only one interview will be required.



# 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?
  - May very well still be in business
- Anything odd or unexpected?
  - Leave good notes – even if a warning isn't triggered (if using Blaise for interviewing)



# Conclusion

- Notes/comments are very helpful: Anything that is unusual.
- Please contact your supervisor with any questions?
- Thank you for your help with the Quarterly Milk Production Report!





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## **Milk Report: Extra Information**

A milk cow will generally produce 20 to 80 pounds of milk per day. However, a dairy can produce more than 80 pounds of milk per cow per day, especially if they milk 3 times per day.

-A note should be left if less than 20 pounds or more than 80 pounds of milk was produced per cow.

Watch out for dairy operations that have every other day milk pickup—they may report the total amount shipped (for 2 days) rather than just what was produced in 1 day.

Cows milked may be equal to total milk cows, but will usually be less, particularly in commercial dairy operations. Typically, 80 to 90% of the operations milk cows will be milked on any given day. The rest will be dry and preparing to have a calf at which time they will be put back in the milking herd.

It is becoming more common for operations to raise *only* dairy replacement heifers and not actually milk any cows. Leave notes if you encounter an operation who only raises replacement heifers.

Milk cow replacement value – we are looking for the total value per head. We are looking for the value of milk cows that could be placed in the milking herd. We are not looking for the value of cull cows that are being removed from the herd.

## Terms and definitions:

- Milk Cow = A female bovine that has had at least one calf, regardless of breed, kept primarily to produce milk for human consumption, either for home use or for sale
- Dry Cow = a cow that is not currently being milked
- Freshen = when milk production begins after a calf's birth
- Calving = when a cow gives birth to a calf
- Mastitis = inflammation of a dairy cow's milk ducts while she is lactating. Usually caused by bacteria and can be treated with antibiotics
- Bulk tank = large refrigerated tank to cool and store milk until it can be picked up by a milk hauler
- Cull cow = a dairy cow that is removed from the herd and sold. After a certain age, dairy cows do not produce as much milk as desired.

**OUT OF BUSINESS:** Watch out for the operations that say they are “out of business” or are “no longer milking” BUT have actually just quit the dairy business. If they still have crops, hay, other livestock, etc. they are *still* in business.

# January Milk Production Report Practice Interviews

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Depending on the version of the questionnaire you're practicing in, some adjustments may be needed.

## Practice Interview 1

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on January 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation January 1, 20XX? **200**

How many cows were milked on this operation January 1, 20XX? **170**

What was the amount of milk produced on this operation on January 1, 20XX from the 170 cows milked? **9,860 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1200**

What was the average price per head in your locality of heifers for dairy herd replacement? **\$900**



How many tons of baled alfalfa hay and alfalfa hay mixtures did you purchase from other farmers in December? **Bought 500 bales of Alfalfa**

What was the average weight (in pounds) of one bale? **65 pounds**

What was the total amount you paid for the 16 tons of alfalfa hay and alfalfa hay mixtures purchased from other farmers in December? **\$3.50 per bale**

Was any of the baled alfalfa hay premium or supreme grade? **No**

How many tons of other baled hay, including.....did you purchase from other farmers in December? **Didn't buy any**

Do you make any day-to-day decisions for another milk production farm or ranch? **No**

Would you like a copy of the summary emailed to you? **No**



## Practice Interview 2

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on January 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation January 1, 20XX? **35**

How many cows were milked on this operation January 1, 20XX? **31**

What was the amount of milk produced on this operation January 1, 20XX from the 31 cows milked? **1,400 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1300**

What was the average price per head in your locality of heifers for dairy herd replacement? **\$1000**



How many tons of baled alfalfa hay and alfalfa hay mixtures did you purchase from other farmers in December? **Didn't buy any**

How many tons of other baled hay, including.....did you purchase from other farmers in December? **20 bales**

What was the average weight (in pounds) of one bale? **1,200 pounds**

What was the total amount you paid for the 12 tons of other baled other hay purchased from other farmers in December? **\$1,500 total dollars**

Do you make any day-to-day decisions for another milk production farm or ranch? **No**  
Would you like a copy of the summary emailed to you? **No**



### Practice Interview 3

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, dry or in milk, on this operation on January 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation January 1, 20XX?

**1,900**

How many cows were milked on this operation January 1, 20XX? **1,500**

What was the amount of milk produced on this operation January 1, 20XX from the 1,500 cows milked? **117,000 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1,700**

What was the average price per head in your locality of heifers for dairy herd replacement? **\$1,100**



How many tons of baled alfalfa hay and alfalfa hay mixtures did you purchase from other farmers in December? **Bought 330 tons of Alfalfa**

What was the total amount you paid for the 330 tons of alfalfa hay and alfalfa hay mixtures purchased from other farmers in December? **\$185 per ton**

Was any of the baled alfalfa hay premium or supreme grade? **Yes**

How many tons of baled premium and supreme grade did you purchase from other farmers in December? **330 tons**

What was the total amount you paid for the 330 tons of premium and supreme alfalfa hay and alfalfa hay mixtures purchased from other farmers in December? **\$185 per ton**

How many tons of other baled hay, including.....did you purchase from other farmers in December? **Didn't buy any**

Do you make any day-to-day decisions for another milk production farm or ranch? **No**  
Would you like a copy of the summary emailed to you? **No**





# April Milk Production Report Practice Interviews

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Depending on the version of the questionnaire you're practicing in, some adjustments may be needed.

## Practice Interview 1

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on April 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation April 1, 20XX? **200**

How many cows were milked on this operation April 1, 20XX? **180**

What was the amount of milk produced on this operation on April 1, 20XX from the 170 cows milked? **10,000 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1200**



How many tons of baled alfalfa hay and alfalfa hay mixtures did you purchase from other farmers in March? **Bought 500 bales of Alfalfa**

What was the average weight (in pounds) of one bale? **65 pounds**

What was the total amount you paid for the 16 tons of alfalfa hay and alfalfa hay mixtures purchased from other farmers in March? **\$3.75 per bale**

Was any of the baled alfalfa hay premium or supreme grade? **No**

How many tons of other baled hay, including.....did you purchase from other farmers in March? **Didn't buy any**

Do you make any day-to-day decisions for another milk production farm or ranch? **No**

Would you like a copy of the summary emailed to you? **No**

## Practice Interview 2

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on April 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation April 1, 20XX? **35**

How many cows were milked on this operation April 1, 20XX? **31**

What was the amount of milk produced on this operation April 1, 20XX from the 31 cows milked? **1,450 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1350**

How many tons of baled alfalfa hay and alfalfa hay mixtures did you purchase from other farmers in March? **Didn't buy any**

How many tons of other baled hay, including.....did you purchase from other farmers in March? **20 bales**

What was the average weight (in pounds) of one bale? **1,400 pounds**

What was the total amount you paid for the 14 tons of other baled other hay purchased from other farmers in March? **\$1,600 total dollars**

Do you make any day-to-day decisions for another milk production farm or ranch? **No**

Would you like a copy of the summary emailed to you? **No**



### Practice Interview 3

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, dry or in milk, on this operation on April 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation April 1, 20XX? **1,900**

How many cows were milked on this operation April 1, 20XX? **1,500**

What was the amount of milk produced on this operation April 1, 20XX from the 1,500 cows milked? **115,000 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1,400**

How many tons of baled alfalfa hay and alfalfa hay mixtures did you purchase from other farmers in March? **Bought 330 tons of Alfalfa**

What was the total amount you paid for the 330 tons of alfalfa hay and alfalfa hay mixtures purchased from other farmers in March? **\$235 per ton**

Was any of the baled alfalfa hay premium or supreme grade? **Yes**

How many tons of baled premium and supreme grade did you purchase from other farmers in March? **330 tons**

What was the total amount you paid for the 330 tons of premium and supreme alfalfa hay and alfalfa hay mixtures purchased from other farmers in March? **\$235 per ton**

How many tons of other baled hay, including.....did you purchase from other farmers in March? **Didn't buy any**

Do you make any day-to-day decisions for another milk production farm or ranch? **No**

Would you like a copy of the summary emailed to you? **No**



# July Milk Production Report Practice Interviews

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Depending on the version of the questionnaire you're practicing in, some adjustments may be needed.

## Practice Interview 1

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on July 1, 20XX? **Yes**

How many milk cows, including any dry cows, were on this operation on July 1, 20XX?  
**150**

How many cows were milked on this operation July 1, 20XX? **130**

Of the 130 cows milked, how much milk was produced on this operation on July 1, 20XX? **60 lbs. /cow**

What was the average price per head for milk cows in your locality? **\$1,200**



*(If hay questions are asked)*

How many tons of baled alfalfa hay and alfalfa mixtures did you purchase from other farmers during June? **500 tons**

What was the total amount you paid for the 500 tons of alfalfa and alfalfa mixtures purchased? **\$98/ton**

Was any of the baled alfalfa hay you purchased premium or supreme grade? **Yes**  
How many tons of baled premium and supreme grade alfalfa hay did you purchase in June? **100 tons**

What was the amount you paid for the 100 tons of premium and supreme alfalfa?  
**\$200 per bale**

How many tons of other baled hay did you purchase from other farmers in June?  
**25,000 bales**

What is the average weight (in pounds) of one bale of other hay? **75**  
What was the total amount you paid for the 938 tons of baled other hay purchased?  
**\$85/ton**

Would you rather have a brief summary emailed to you at a later date? **No**





## Practice Interview 2:

Who is responding? **Son, Jake Farmer**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on July 1, 20XX? **No**

Will there be any milk cows on this operation during 20XX? **Yes, sold off entire herd to start fresh with new genetics.**

Would you rather have a brief summary emailed to you at a later date? **No**



### Practice Interview 3:

Who is responding? **Spouse, Missy Farmer**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on July 1, 20XX? **Yes**

How many milk cows, including any dry cows, were on this operation on July 1, 20XX? **20**

How many cows were milked on this operation July 1, 20XX? **17**

Of the 17 cows milked, how much milk was produced on this operation on July 1, 20XX?  
**1,046 total lbs.**

What was the average price per head for milk cows in your locality? **\$2,000**

*(If hay questions are asked)*

How many tons of baled alfalfa hay and alfalfa mixtures did you purchase from other farmers during June? **0**

How many tons of other baled hay did you purchase from other farmers in June? **0**

Would you rather have a brief summary emailed to you at a later date? **No**



#### **Practice Interview 4:**

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on July 1, 20XX? **Yes**

How many milk cows, including any dry cows, were on this operation on July 1, 20XX?  
**300**

How many cows were milked on this operation July 1, 20XX? **235**

Of the 235 cows milked, how much milk was produced on this operation on July 1, 20XX? **13,936 total lbs.**

What was the average price per head in your locality? **\$1075**



*(If hay questions are asked)*

How many tons of baled alfalfa hay and alfalfa mixtures did you purchase from other farmers during June? **250 bales**

What was the average weight (in pounds) of one bale? **1200**

What was the total amount paid for the 150 tons of alfalfa and alfalfa mixture reported? **\$65/bale**

Was any of the baled alfalfa hay you purchased premium or supreme grade? **No**

How many tons of other baled hay did you purchase from other farmers in June? **0**

Would you rather have a brief summary emailed to you at a later date? **No**



# October Milk Production Report Practice Interviews

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Depending on the version of the questionnaire you're practicing in, some adjustments may be needed.

## Practice Interview 1

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on October 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation October 1, 20XX? **180**

How many cows were milked on this operation October 1, 20XX? **160**

What was the amount of milk produced on this operation October 1, 20XX from the 160 cows milked? **9,900 pounds**

Of the 9,900 pounds of milk produced on this operation October 1, 20XX, how much was used for food or drink by all people on this farm? **2 gallons**

Of the 9,900 pounds of milk produced on this operation October 1, 20XX, how much was fed as whole milk (unskimmed) to calves or other livestock on this farm? **250 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1,250**

*(The following question may or may not be asked depending on the state)*

What is the value per ton of the 20XX corn silage in your bunker or silo? **\$35 dollars per ton**



*(The following questions may or may not be asked depending on the state)*

How many tons of baled alfalfa and alfalfa hay mixtures did you purchase from other farmers in September? **Bought 500 bales of Alfalfa**

What was the average weight (in pounds) of one bale? **65 pounds**

How much was paid for the 16 tons of baled alfalfa and alfalfa mixture hay? **\$3.50 per bale**

Was any of the baled alfalfa hay you purchased premium or supreme grade? **Yes**

How many tons of baled premium and supreme grade alfalfa hay did you purchase in September? **All 500 bales were premium grade**

What was the amount you paid for the 16 tons of premium and supreme alfalfa? **\$3.50 per bale**

What was the quantity of baled other hay purchased from other farmers during the previous month? **Didn't buy any**

Would you like a brief summary emailed to you? **No**



## Practice Interview 2

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on October 1, 20XX? **Yes**

How many milk cows, including dry cows, were on this operation October 1, 20XX? **35**

How many cows were milked on this operation October 1, 20XX? **31**

What was the amount of milk produced on this operation October 1, 20XX from the 31 cows milked? **1,400 pounds**

Of the 1,400 pounds of milk produced on this operation October 1, 20XX, how much was used for food or drink by all people on this farm? **None**

Of the 1,400 pounds of milk produced on this operation October 1, 20XX, how much was fed as whole milk (unskimmed) to calves or other livestock on this farm? **10 gallons**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1,200**

*(The following question may or may not be asked depending on the state)*

What is the value per ton of the 20XX corn silage in your bunker or silo? **\$40 dollars per ton**



*(The following questions may or may not be asked depending on the state)*

How many tons of baled alfalfa and alfalfa hay mixtures did you purchase from other farmers in September? **Didn't buy any**

How many tons other baled hay did you purchase from other farmers during September? **20 bales**

What was the average weight (in pounds) of one bale? **1,200 pounds**

How much was paid for the 12 tons of other hay? **\$1,500 total dollars**

Would you like a brief summary emailed to you? **No**





### Practice Interview 3

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Were any milk cows, including any dry cows, on this operation on October 1, 20XX?  
**Yes**

How many milk cows, including dry cows, were on this operation October 1, 20XX?  
**1,900**

How many cows were milked on this operation October 1, 20XX? **1,500**

What was the amount of milk produced on this operation October 1, 20XX from the 1,500 cows milked? **117,000 pounds**

Of the 117,000 pounds of milk produced on this operation October 1, 20XX, how much was used for food or drink by all people on this farm? **None**

Of the 117,000 pounds of milk produced on this operation October 1, 20XX, how much was fed as whole milk (unskimmed) to calves or other livestock on this farm?  
**800 pounds**

What was the average price per head in your locality of milk cows for dairy herd replacement? **\$1,400**



*(The following question may or may not be asked depending on the state)*

What is the value per ton of the 20XX corn silage in your bunker or silo? **\$42 dollars per ton**

*(The following questions may or may not be asked depending on the state)*

How many tons of baled alfalfa and alfalfa hay mixtures did you purchase from other farmers in September? **Bought 330 tons of Alfalfa**

How much was paid for the 330 tons of baled alfalfa and alfalfa mixture hay? **\$165 per ton**

Was any of the baled alfalfa hay you purchased premium or supreme grade? **Yes**

How many tons of baled premium and supreme grade alfalfa hay did you purchase in September? **All 330 tons were supreme grade**

What was the amount you paid for the 330 tons of premium and supreme alfalfa? **\$165 per ton**

What was the quantity of baled other hay purchased from other farmers during the previous month? **Didn't buy any**

Would you like a copy of the summary sent to you? **No**