

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2009**  
**Southern California**

Dairy ID Number	Averages	1	2	3	4	5	6	7
<b>Feed Costs</b>	<b>SC Average</b>							
a. Dry Roughage	\$47.43	\$30.01	\$64.90	\$36.56	\$33.10	\$32.95	\$28.22	\$51.32
b. Wet Feed & Wet Roughage	\$15.92	\$31.83	\$28.94	\$26.42	\$26.59	\$25.13	\$35.02	\$7.61
c. Concentrates	\$60.59	\$55.30	\$71.39	\$44.84	\$77.25	\$82.13	\$82.01	\$49.67
d. Minerals & Supplements	\$1.72	\$1.66	\$2.93	\$6.68	\$0.00	\$0.00	\$6.17	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$125.67</b>	<b>\$118.79</b>	<b>\$168.17</b>	<b>\$114.50</b>	<b>\$136.94</b>	<b>\$140.21</b>	<b>\$151.43</b>	<b>\$108.60</b>
<b>Total Feed Costs (\$/cwt)</b>	<b>\$7.42</b>	<b>\$7.82</b>	<b>\$8.27</b>	<b>\$7.98</b>	<b>\$7.92</b>	<b>\$7.98</b>	<b>\$7.97</b>	<b>\$7.12</b>
<b>Total Hired Labor</b>	<b>\$27.47</b>	<b>\$12.15</b>	<b>\$42.70</b>	<b>\$25.84</b>	<b>\$26.83</b>	<b>\$30.15</b>	<b>\$38.10</b>	<b>\$29.77</b>
<b>Total Hired Labor Costs (\$/cwt)</b>	<b>\$1.62</b>	<b>\$0.80</b>	<b>\$2.10</b>	<b>\$1.80</b>	<b>\$1.55</b>	<b>\$1.72</b>	<b>\$2.00</b>	<b>\$1.95</b>
<b>Herd Replacement</b>	<b>\$27.19</b>	<b>\$27.66</b>	<b>\$30.74</b>	<b>\$20.54</b>	<b>\$29.89</b>	<b>\$26.70</b>	<b>\$26.37</b>	<b>\$28.81</b>
<b>Less: Calf. Income (\$/Cow/Month)</b>	<b>\$7.18</b>	<b>\$7.00</b>	<b>\$6.19</b>	<b>\$6.87</b>	<b>\$5.47</b>	<b>\$7.12</b>	<b>\$9.29</b>	<b>\$12.01</b>
<b>Total Herd Replacement</b>	<b>\$20.01</b>	<b>\$20.66</b>	<b>\$24.55</b>	<b>\$13.67</b>	<b>\$24.42</b>	<b>\$19.58</b>	<b>\$17.08</b>	<b>\$16.80</b>
<b>Total Replacement Costs (\$/cwt)</b>	<b>\$1.18</b>	<b>\$1.36</b>	<b>\$1.21</b>	<b>\$0.95</b>	<b>\$1.41</b>	<b>\$1.11</b>	<b>\$0.90</b>	<b>\$1.10</b>
<b>Total Operating Costs</b>	<b>\$44.59</b>	<b>\$39.49</b>	<b>\$57.26</b>	<b>\$44.03</b>	<b>\$53.31</b>	<b>\$50.03</b>	<b>\$39.32</b>	<b>\$37.72</b>
<b>Total Operating Costs (\$/cwt)</b>	<b>\$2.63</b>	<b>\$2.60</b>	<b>\$2.82</b>	<b>\$3.07</b>	<b>\$3.08</b>	<b>\$2.85</b>	<b>\$2.07</b>	<b>\$2.47</b>
<b>Total Milk Marketing Costs</b>	<b>\$10.28</b>	<b>\$7.85</b>	<b>\$12.03</b>	<b>\$7.73</b>	<b>\$10.61</b>	<b>\$10.29</b>	<b>\$9.38</b>	<b>\$9.09</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.61</b>	<b>\$0.52</b>	<b>\$0.59</b>	<b>\$0.54</b>	<b>\$0.61</b>	<b>\$0.59</b>	<b>\$0.49</b>	<b>\$0.60</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$228.02</b>	<b>\$198.95</b>	<b>\$304.71</b>	<b>\$205.77</b>	<b>\$252.11</b>	<b>\$250.27</b>	<b>\$255.31</b>	<b>\$201.98</b>
<b>Total Cost (\$/cwt)</b>	<b>\$13.46</b>	<b>\$13.10</b>	<b>\$14.99</b>	<b>\$14.35</b>	<b>\$14.58</b>	<b>\$14.25</b>	<b>\$13.44</b>	<b>\$13.24</b>
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	16.94	15.19	20.33	14.34	17.30	17.56	19.00	15.26
b. Lbs Milk Sold/milk cow/day	64.25	57.53	75.29	55.29	64.49	66.44	71.62	57.01
c. Gross Milk Receipts (\$/cwt)	\$14.38	\$14.22	\$14.04	\$14.12	\$14.96	\$14.65	\$14.01	\$14.55
d. Mailbox Price (\$/cwt)	\$13.85	\$14.13	\$13.45	\$13.62	\$14.32	\$14.03	\$13.71	\$13.91
f. Fat Test %	3.60%	3.79%	3.49%	3.70%	3.63%	3.52%	3.68%	3.57%
g. SNF Test %	8.86%	8.97%	8.77%	8.89%	8.75%	8.73%	8.96%	9.22%
<b>Related Data</b>								
a. Percent Dry Cows	14%	14%	12%	15%	13%	14%	13%	13%
b. Yearly Cull Rate	38%	44%	44%	29%	44%	36%	37%	39%
c. Avg. Value (/Drop Bull Calf)	\$16.59	\$26.35	\$20.00	\$25.00	\$16.00	\$16.00	\$26.52	\$18.23
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$144.92	\$136.64	\$186.00	\$150.00	\$155.00	\$150.00	\$157.20	\$155.41
e. Grain, Mnrls & Splmnts (\$/ton)	\$199.23	\$214.22	\$202.55	\$191.81	\$194.23	\$215.56	\$241.23	\$181.26
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.81	20.14	25.51	20.12	28.89	28.16	26.71	20.45
g. Milkers (\$/hr with benefits & taxes)	\$16.02	\$11.60	\$16.13	\$12.59	\$16.44	\$18.46	\$13.80	\$22.35
h. Total Labor (\$/hr)	\$16.60	\$11.60	\$17.72	\$13.14	\$16.51	\$19.85	\$15.00	\$22.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.46	\$4.12	\$5.53	\$4.05	\$4.83	\$5.04	\$5.37	\$3.82
j. Milk Cow Feed Costs (\$/cwt)	\$6.93	\$7.17	\$7.35	\$7.33	\$7.49	\$7.59	\$7.50	\$6.71

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**Southern California**

Dairy ID Number	8	9	10	11	12
<b>Feed Costs</b>					
a. Dry Roughage	\$48.23	\$49.46	\$52.56	\$35.24	\$43.40
b. Wet Feed & Wet Roughage	\$25.68	\$3.60	\$10.47	\$22.78	\$23.09
c. Concentrates	\$40.16	\$73.52	\$48.75	\$89.31	\$79.11
d. Minerals & Supplements	\$1.09	\$7.34	\$0.08	\$9.50	\$0.78
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$115.16	\$133.91	\$111.86	\$156.84	\$146.38
<b>Total Feed Costs (\$/cwt)</b>	\$7.97	\$7.21	\$6.56	\$8.55	\$7.95
<b>Total Hired Labor</b>	\$23.51	\$21.90	\$27.86	\$21.72	\$37.22
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.63	\$1.18	\$1.63	\$1.18	\$2.02
<b>Herd Replacement</b>	\$27.62	\$24.37	\$26.03	\$26.92	\$32.02
Less: Calf. Income (\$/Cow/Month)	\$4.84	\$7.65	\$6.34	\$6.71	\$9.15
<b>Total Herd Replacement</b>	\$22.78	\$16.72	\$19.68	\$20.21	\$22.87
<b>Total Replacement Costs (\$/cwt)</b>	\$1.58	\$0.90	\$1.15	\$1.10	\$1.24
<b>Total Operating Costs</b>	\$37.43	\$41.59	\$46.13	\$37.34	\$70.61
<b>Total Operating Costs (\$/cwt)</b>	\$2.59	\$2.24	\$2.70	\$2.04	\$3.83
<b>Total Milk Marketing Costs</b>	\$10.31	\$11.78	\$9.12	\$11.84	\$9.11
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.71	\$0.63	\$0.53	\$0.65	\$0.49
<b>Total Cost (\$/Cow/Month)</b>	\$209.18	\$225.90	\$214.66	\$247.94	\$286.19
<b>Total Cost (\$/cwt)</b>	\$14.48	\$12.17	\$12.58	\$13.52	\$15.54
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt)	14.45	18.56	17.06	18.33	18.42
b. Lbs Milk Sold/milk cow/day	55.33	71.20	65.43	67.54	69.77
c. Gross Milk Receipts (\$/cwt)	\$14.62	\$14.83	\$13.39	\$14.96	\$14.40
d. Mailbox Price (\$/cwt)	\$14.33	\$14.18	\$13.00	\$14.35	\$14.27
f. Fat Test %	3.69%	3.72%	3.53%	3.70%	3.46%
g. SNF Test %	8.67%	8.92%	8.85%	8.86%	8.78%
<b>Related Data</b>					
a. Percent Dry Cows	15%	15%	15%	11%	14%
b. Yearly Cull Rate	32%	34%	42%	32%	44%
c. Avg. Value (/Drop Bull Calf)	\$6.06	\$19.06	\$18.67	\$20.00	\$25.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$149.64	\$145.41	\$123.29	\$258.00	\$150.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$215.01	\$205.38	\$180.79	\$225.31	\$255.94
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.37	29.31	20.32	31.59	22.83
g. Milkers (\$/hr with benefits & taxes)	\$13.50	\$15.78	\$13.61	\$11.66	\$21.11
h. Total Labor (\$/hr)	\$12.92	\$16.93	\$14.31	\$12.68	\$20.85
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.00	\$4.82	\$4.08	\$5.45	\$5.20
j. Milk Cow Feed Costs (\$/cwt)	\$7.22	\$6.76	\$6.24	\$8.07	\$7.46