

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**California Holstein 3X Milking**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	CV Holsteins 2X Milking	California 3X Milking							
<b>Feed Costs</b>									
a. Dry Roughage	\$45.54	\$39.84	\$51.78	\$72.74	\$63.74	\$9.47	\$82.41	\$42.52	\$17.90
b. Wet Feed & Wet Roughage	\$34.25	\$42.13	\$41.85	\$29.27	\$31.05	\$73.10	\$38.42	\$26.36	\$57.71
c. Concentrates	\$102.47	\$107.09	\$107.20	\$88.32	\$116.63	\$113.27	\$125.99	\$154.54	\$113.19
d. Minerals & Supplements	\$8.70	\$10.38	\$5.25	\$6.46	\$2.29	\$8.85	\$14.68	\$0.38	\$27.37
e. Pasture	\$0.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$191.05	\$199.44	\$206.08	\$196.79	\$213.71	\$204.68	\$261.49	\$223.80	\$216.17
<b>Total Feed Costs (\$/cwt.)</b>	\$9.75	\$9.13	\$9.67	\$10.70	\$9.74	\$8.58	\$9.66	\$10.02	\$9.18
<b>Total Hired Labor</b>	\$27.19	\$31.70	\$32.18	\$26.85	\$28.39	\$39.87	\$31.24	\$25.66	\$38.39
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.39	\$1.45	\$1.51	\$1.46	\$1.29	\$1.67	\$1.15	\$1.15	\$1.63
<b>Total Herd Replacement</b>	\$16.28	\$14.78	\$14.58	\$12.95	\$12.40	\$20.48	\$15.89	\$12.66	\$16.84
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.83	\$0.68	\$0.68	\$0.70	\$0.57	\$0.86	\$0.59	\$0.57	\$0.72
<b>Total Operating Costs</b>	\$50.63	\$56.26	\$72.89	\$40.62	\$49.53	\$63.97	\$92.03	\$47.48	\$63.35
<b>Total Operating Costs (\$/cwt.)</b>	\$2.58	\$2.57	\$3.42	\$2.21	\$2.26	\$2.68	\$3.40	\$2.13	\$2.69
<b>Total Milk Marketing Costs</b>	\$10.58	\$11.33	\$11.60	\$9.63	\$13.57	\$14.66	\$14.06	\$11.95	\$11.95
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.54	\$0.52	\$0.54	\$0.52	\$0.62	\$0.61	\$0.52	\$0.54	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$295.72	\$313.50	\$337.33	\$286.83	\$317.59	\$343.66	\$414.71	\$321.56	\$346.71
<b>Total Cost (\$/cwt)</b>	\$15.09	\$14.35	\$15.83	\$15.59	\$14.48	\$14.41	\$15.32	\$14.40	\$14.73
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	19.60	21.85	21.31	18.40	21.94	23.85	27.07	22.33	23.54
b. Lbs Milk Sold/milk cow/day	73.74	82.19	83.25	69.45	84.30	89.97	95.68	86.47	88.15
c. Gross Milk Receipts (\$/cwt)	\$18.76	\$18.44	\$19.36	\$18.61	\$18.64	\$18.83	\$19.56	\$18.22	\$17.46
d. Mailbox Price (\$/cwt)	\$18.16	\$17.83	\$19.02	\$18.12	\$18.00	\$18.50	\$19.36	\$16.68	\$16.95
f. Income Over Feed Cost (\$/cwt)	\$8.41	\$8.70	\$9.35	\$7.42	\$8.26	\$9.92	\$9.70	\$6.66	\$7.77
g. Fat Test %	3.62%	3.55%	3.63%	3.36%	3.49%	3.39%	3.58%	3.54%	3.27%
h. SNF Test %	8.81%	8.75%	8.70%	8.82%	8.70%	8.74%	8.75%	8.79%	8.58%
<b>Related Data</b>									
a. Percent Dry Cows	12%	12%	16%	13%	14%	13%	7%	15%	12%
b. Yearly Cull Rate	39%	37%	35%	38%	37%	42%	41%	38%	37%
c. Avg. Value (/Drop Bull Calf)	\$61.47	\$63.48	\$60.00	\$60.00	\$57.80	\$60.00	\$65.00	\$64.45	\$56.06
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$241.99	\$235.96	\$285.00	\$297.00	\$199.96	\$0.00	\$269.24	\$194.84	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$295.16	\$293.97	\$317.68	\$298.10	\$288.21	\$304.59	\$342.51	\$325.46	\$292.12
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.74	30.53	27.05	23.95	30.20	29.42	28.72	36.36	35.50
g. Milkers (\$/hr with benefits & taxes)	\$13.78	\$13.43	\$13.12	\$10.06	\$19.83	\$12.85	\$16.97	\$9.78	\$11.39
h. Total Labor (\$/hr)	\$14.48	\$14.27	\$12.88	\$10.56	\$19.83	\$13.83	\$15.93	\$9.94	\$13.61
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.82	\$7.13	\$7.72	\$7.24	\$7.47	\$7.31	\$9.03	\$8.23	\$7.69
j. Milk Cow Feed Costs (\$/cwt.)	\$9.25	\$8.68	\$9.27	\$10.42	\$8.86	\$8.12	\$9.44	\$9.52	\$8.73

**CDFA - DAIRY MARKETING BRANCH**  
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**California Holstein 3X Milking**

Dairy ID Number	8	9	10	11	12	13	14	15	16	17
<b>Feed Costs</b>										
a. Dry Roughage	\$49.99	\$37.05	\$29.71	\$29.69	\$42.55	\$82.08	\$31.16	\$53.73	\$33.60	\$33.64
b. Wet Feed & Wet Roughage	\$48.13	\$43.22	\$36.21	\$38.67	\$48.19	\$17.19	\$59.27	\$46.14	\$68.03	\$39.53
c. Concentrates	\$114.00	\$98.89	\$154.55	\$109.91	\$89.96	\$83.41	\$90.31	\$104.63	\$92.38	\$101.21
d. Minerals & Supplements	\$0.24	\$3.10	\$13.24	\$18.27	\$7.34	\$2.36	\$13.76	\$14.15	\$9.58	\$11.19
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$212.35	\$182.26	\$233.72	\$196.52	\$188.04	\$185.04	\$194.50	\$218.66	\$203.59	\$185.57
<b>Total Feed Costs (\$/cwt.)</b>	\$9.82	\$9.81	\$10.31	\$9.56	\$8.18	\$11.47	\$8.12	\$9.55	\$8.71	\$9.15
<b>Total Hired Labor</b>	\$22.99	\$31.49	\$29.24	\$41.25	\$44.09	\$23.49	\$29.83	\$42.57	\$30.84	\$41.13
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.06	\$1.70	\$1.29	\$2.01	\$1.92	\$1.46	\$1.25	\$1.86	\$1.32	\$2.03
<b>Total Herd Replacement</b>	\$17.85	\$15.52	\$19.84	\$10.12	\$20.75	\$7.88	\$13.10	\$16.42	\$18.07	\$15.15
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.83	\$0.84	\$0.88	\$0.49	\$0.90	\$0.49	\$0.55	\$0.72	\$0.77	\$0.75
<b>Total Operating Costs</b>	\$60.20	\$57.85	\$51.23	\$59.83	\$73.00	\$40.21	\$70.13	\$43.57	\$69.44	\$66.51
<b>Total Operating Costs (\$/cwt.)</b>	\$2.78	\$3.11	\$2.26	\$2.91	\$3.17	\$2.49	\$2.93	\$1.90	\$2.97	\$3.28
<b>Total Milk Marketing Costs</b>	\$10.86	\$10.07	\$11.37	\$10.80	\$10.60	\$9.32	\$11.22	\$10.57	\$11.20	\$10.72
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.50	\$0.54	\$0.50	\$0.53	\$0.46	\$0.58	\$0.47	\$0.46	\$0.48	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$324.26	\$297.18	\$345.40	\$318.52	\$336.46	\$265.94	\$318.77	\$331.78	\$333.15	\$319.08
<b>Total Cost (\$/cwt)</b>	\$15.00	\$16.00	\$15.24	\$15.50	\$14.63	\$16.48	\$13.31	\$14.49	\$14.26	\$15.74
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt.)	21.62	18.58	22.66	20.55	23.00	16.13	23.94	22.90	23.37	20.27
b. Lbs Milk Sold/milk cow/day	78.72	70.84	84.37	80.26	86.19	60.63	89.97	87.40	85.64	76.41
c. Gross Milk Receipts (\$/cwt)	\$18.28	\$19.27	\$18.47	\$18.26	\$18.14	\$18.34	\$18.56	\$18.93	\$18.78	\$19.32
d. Mailbox Price (\$/cwt)	\$16.09	\$18.53	\$18.24	\$17.79	\$17.88	\$18.19	\$18.45	\$18.67	\$18.63	\$18.74
f. Income Over Feed Cost (\$/cwt)	\$6.27	\$8.72	\$7.93	\$8.22	\$9.70	\$6.72	\$10.33	\$9.12	\$9.92	\$9.59
g. Fat Test %	3.60%	3.49%	3.57%	3.61%	3.52%	3.54%	3.62%	3.63%	3.69%	3.64%
h. SNF Test %	8.72%	8.67%	8.66%	8.79%	8.77%	8.71%	8.71%	8.84%	8.79%	8.78%
<b>Related Data</b>										
a. Percent Dry Cows	9%	14%	11%	16%	12%	12%	12%	14%	10%	13%
b. Yearly Cull Rate	49%	29%	40%	28%	33%	35%	33%	32%	40%	39%
c. Avg. Value (/Drop Bull Calf)	\$63.32	\$58.41	\$60.00	\$68.09	\$50.00	\$54.16	\$50.87	\$50.00	\$64.32	\$63.33
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$260.00	\$265.00	\$300.00	\$225.32	\$193.55	\$243.73	\$165.00	\$237.13	\$230.75	\$239.96
e. Grain, Mnrls & Splmnts (\$/ton)	\$328.42	\$287.44	\$336.78	\$289.33	\$280.95	\$311.84	\$269.01	\$261.63	\$272.48	\$271.10
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.96	27.05	35.20	33.71	25.43	20.67	27.85	33.41	26.61	30.85
g. Milkers (\$/hr with benefits & taxes)	\$11.18	\$11.94	\$15.85	\$11.64	\$17.12	\$14.81	\$16.88	\$17.06	\$16.58	\$11.82
h. Total Labor (\$/hr)	\$11.41	\$12.54	\$15.62	\$12.37	\$18.17	\$15.35	\$16.64	\$17.94	\$16.93	\$13.79
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.51	\$6.68	\$8.25	\$7.23	\$6.61	\$6.48	\$6.89	\$7.82	\$7.13	\$6.66
j. Milk Cow Feed Costs (\$/cwt.)	\$9.54	\$9.43	\$9.78	\$9.01	\$7.66	\$10.68	\$7.66	\$8.95	\$8.33	\$8.72

**CDFA - DAIRY MARKETING BRANCH**  
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**California Holstein 3X Milking**

Dairy ID Number	18	19	20	21	22	23	24	25	26	27
<b>Feed Costs</b>										
a. Dry Roughage	\$54.43	\$49.29	\$36.42	\$27.72	\$53.53	\$51.01	\$39.99	\$41.28	\$31.47	\$17.30
b. Wet Feed & Wet Roughage	\$24.75	\$36.79	\$42.85	\$40.74	\$39.37	\$31.79	\$38.98	\$42.23	\$35.13	\$57.13
c. Concentrates	\$100.24	\$123.69	\$100.29	\$100.18	\$91.94	\$106.61	\$124.03	\$96.46	\$115.77	\$110.81
d. Minerals & Supplements	\$9.54	\$0.54	\$7.15	\$8.95	\$2.48	\$11.47	\$21.40	\$10.70	\$10.47	\$14.48
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$188.96	\$210.31	\$186.71	\$177.59	\$187.31	\$200.88	\$224.39	\$190.66	\$192.83	\$199.73
<b>Total Feed Costs (\$/cwt.)</b>	\$9.30	\$9.17	\$8.91	\$8.16	\$9.35	\$8.95	\$8.99	\$9.18	\$9.68	\$8.43
<b>Total Hired Labor</b>	\$40.71	\$27.50	\$32.21	\$17.72	\$25.80	\$32.43	\$24.94	\$36.32	\$33.96	\$31.90
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.00	\$1.20	\$1.54	\$0.81	\$1.29	\$1.44	\$1.00	\$1.75	\$1.70	\$1.35
<b>Total Herd Replacement</b>	\$16.54	\$11.83	\$17.90	\$18.30	\$12.86	\$20.54	\$9.07	\$13.10	\$15.16	\$12.29
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.81	\$0.52	\$0.85	\$0.84	\$0.64	\$0.92	\$0.36	\$0.63	\$0.76	\$0.52
<b>Total Operating Costs</b>	\$81.26	\$63.42	\$34.09	\$48.55	\$37.76	\$66.06	\$55.08	\$57.14	\$57.45	\$48.30
<b>Total Operating Costs (\$/cwt.)</b>	\$4.00	\$2.76	\$1.63	\$2.23	\$1.89	\$2.94	\$2.21	\$2.75	\$2.88	\$2.04
<b>Total Milk Marketing Costs</b>	\$10.14	\$12.08	\$11.00	\$11.37	\$13.83	\$11.24	\$12.45	\$11.01	\$10.41	\$11.33
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.50	\$0.53	\$0.53	\$0.52	\$0.69	\$0.50	\$0.50	\$0.53	\$0.52	\$0.48
<b>Total Cost (\$/Cow/Month)</b>	\$337.61	\$325.14	\$281.92	\$273.52	\$277.56	\$331.15	\$325.93	\$308.24	\$309.82	\$303.55
<b>Total Cost (\$/cwt)</b>	\$16.62	\$14.17	\$13.45	\$12.56	\$13.86	\$14.76	\$13.06	\$14.84	\$15.55	\$12.81
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt.)	20.32	22.95	20.96	21.77	20.02	22.44	24.96	20.78	19.93	23.69
b. Lbs Milk Sold/milk cow/day	79.72	85.48	78.43	83.04	74.88	81.77	91.49	79.25	78.14	87.48
c. Gross Milk Receipts (\$/cwt)	\$18.67	\$18.08	\$18.29	\$18.32	\$18.27	\$18.88	\$18.09	\$18.08	\$18.05	\$18.44
d. Mailbox Price (\$/cwt)	\$18.20	\$16.07	\$17.66	\$17.91	\$17.98	\$18.41	\$16.89	\$17.61	\$17.02	\$18.16
f. Income Over Feed Cost (\$/cwt)	\$8.90	\$6.90	\$8.75	\$9.75	\$8.63	\$9.46	\$7.90	\$8.43	\$7.34	\$9.73
g. Fat Test %	3.72%	3.52%	3.54%	3.67%	3.35%	3.58%	3.60%	3.52%	3.53%	3.50%
h. SNF Test %	8.92%	8.77%	8.70%	8.74%	8.78%	8.81%	8.67%	8.73%	8.76%	8.77%
<b>Related Data</b>										
a. Percent Dry Cows	16%	12%	12%	14%	12%	10%	10%	14%	16%	11%
b. Yearly Cull Rate	36%	28%	40%	35%	37%	44%	36%	33%	43%	33%
c. Avg. Value (/Drop Bull Calf)	\$65.97	\$63.28	\$67.71	\$58.27	\$62.42	\$68.43	\$73.65	\$63.56	\$68.30	\$65.51
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$300.00	\$303.78	\$264.60	\$175.00	\$265.66	\$170.00	\$239.90	\$243.99	\$226.69	\$257.70
e. Grain, Mnrls & Splmnts (\$/ton)	\$265.61	\$303.30	\$267.92	\$257.09	\$298.15	\$306.47	\$309.92	\$271.52	\$278.82	\$300.93
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.56	29.70	29.34	31.46	23.55	27.76	33.94	29.73	34.37	30.39
g. Milkers (\$/hr with benefits & taxes)	\$12.74	\$12.34	\$11.69	\$13.06	\$15.07	\$17.08	\$12.12	\$12.71	\$11.18	\$14.30
h. Total Labor (\$/hr)	\$14.25	\$13.18	\$12.81	\$13.25	\$14.47	\$17.64	\$14.08	\$13.82	\$11.76	\$15.44
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.00	\$7.46	\$6.66	\$6.39	\$6.72	\$7.07	\$7.88	\$6.90	\$7.00	\$7.15
j. Milk Cow Feed Costs (\$/cwt.)	\$8.78	\$8.72	\$8.49	\$7.70	\$8.97	\$8.65	\$8.61	\$8.71	\$8.95	\$8.18