

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2011
California Holstein 3X Milking

Dairy ID Number	Averages		1	2	3	4	5	6	7
	CV Holsteins 2X Milking	California 3X Milking							
Feed Costs									
a. Dry Roughage	\$50.55	\$49.26	\$52.86	\$88.07	\$91.00	\$11.24	\$61.26	\$34.63	\$47.45
b. Wet Feed & Wet Roughage	\$42.69	\$47.01	\$50.71	\$14.16	\$33.62	\$69.02	\$58.09	\$37.96	\$55.33
c. Concentrates	\$100.94	\$106.60	\$102.59	\$98.13	\$112.99	\$109.23	\$125.56	\$154.71	\$106.01
d. Minerals & Supplements	\$8.96	\$10.42	\$5.17	\$8.05	\$2.50	\$9.48	\$11.48	\$1.53	\$8.39
e. Pasture	\$0.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$203.21	\$213.28	\$211.33	\$208.41	\$240.11	\$198.97	\$256.39	\$228.84	\$217.18
Total Feed Costs (\$/cwt.)	\$11.07	\$10.36	\$11.06	\$11.78	\$11.37	\$9.50	\$11.11	\$10.61	\$10.82
Total Hired Labor	\$27.21	\$32.21	\$33.67	\$27.92	\$40.91	\$39.60	\$27.64	\$28.12	\$36.22
Total Hired Labor Costs (\$/cwt.)	\$1.48	\$1.56	\$1.76	\$1.58	\$1.94	\$1.89	\$1.20	\$1.30	\$1.80
Total Herd Replacement	\$14.92	\$13.81	\$8.70	\$11.96	\$17.63	\$19.81	\$12.46	\$12.89	\$12.52
Total Replacement Costs (\$/cwt.)	\$0.81	\$0.67	\$0.46	\$0.68	\$0.83	\$0.95	\$0.54	\$0.60	\$0.62
Total Operating Costs	\$52.33	\$58.72	\$70.68	\$47.00	\$50.77	\$62.14	\$71.25	\$42.91	\$69.82
Total Operating Costs (\$/cwt.)	\$2.85	\$2.85	\$3.70	\$2.66	\$2.40	\$2.97	\$3.09	\$1.99	\$3.48
Total Milk Marketing Costs	\$9.82	\$10.47	\$10.11	\$9.25	\$12.97	\$12.89	\$12.00	\$11.06	\$10.13
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.51	\$0.53	\$0.52	\$0.61	\$0.62	\$0.52	\$0.51	\$0.50
Total Cost (\$/Cow/Month)	\$307.50	\$328.49	\$334.48	\$304.54	\$362.39	\$333.41	\$379.74	\$323.82	\$345.87
Total Cost (\$/cwt)	\$16.76	\$15.96	\$17.50	\$17.21	\$17.16	\$15.91	\$16.45	\$15.01	\$17.23
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.35	20.59	19.12	17.69	21.12	20.95	23.08	21.58	20.07
b. Lbs Milk Sold/milk cow/day	69.70	78.55	73.91	66.62	79.40	77.46	87.34	83.24	73.70
c. Gross Milk Receipts (\$/cwt)	\$18.08	\$17.73	\$18.99	\$18.17	\$18.13	\$18.78	\$17.92	\$17.59	\$17.40
d. Mailbox Price (\$/cwt)	\$17.74	\$17.29	\$18.46	\$17.67	\$17.57	\$18.45	\$17.31	\$17.13	\$16.98
f. Income Over Feed Cost (\$/cwt)	\$6.66	\$6.93	\$7.41	\$5.89	\$6.20	\$8.95	\$6.20	\$6.53	\$6.16
g. Fat Test %	3.70%	3.63%	3.81%	3.53%	3.63%	3.69%	3.71%	3.60%	3.49%
h. SNF Test %	8.92%	8.84%	8.88%	8.88%	8.85%	8.89%	8.84%	8.95%	8.88%
Related Data									
a. Percent Dry Cows	14%	15%	16%	13%	13%	12%	14%	15%	11%
b. Yearly Cull Rate	40%	36%	26%	37%	38%	42%	38%	37%	29%
c. Avg. Value (/Drop Bull Calf)	\$72.34	\$71.22	\$55.00	\$64.29	\$52.06	\$79.69	\$70.00	\$74.59	\$57.73
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$278.43	\$280.78	\$285.00	\$297.00	\$285.91	\$220.00	\$305.98	\$285.00	\$260.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$302.07	\$302.10	\$308.48	\$290.87	\$292.28	\$312.19	\$338.58	\$328.81	\$297.76
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.87	29.91	26.40	27.45	27.52	26.67	29.95	36.09	27.70
g. Milkers (\$/hr with benefits & taxes)	\$14.07	\$14.04	\$16.53	\$10.06	\$19.88	\$13.00	\$15.58	\$12.20	\$11.18
h. Total Labor (\$/hr)	\$14.87	\$14.87	\$14.85	\$10.58	\$20.79	\$13.99	\$14.77	\$12.81	\$13.23
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.22	\$7.60	\$7.77	\$7.65	\$7.98	\$6.82	\$9.10	\$7.86	\$7.51
j. Milk Cow Feed Costs (\$/cwt.)	\$10.35	\$9.68	\$10.51	\$11.48	\$10.04	\$8.80	\$10.42	\$9.44	\$10.19

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Dairy ID Number	8	9	10	11	12	13	14	15	16	17
Feed Costs										
a. Dry Roughage	\$49.29	\$46.73	\$44.07	\$35.66	\$56.15	\$93.39	\$59.44	\$62.64	\$38.37	\$42.88
b. Wet Feed & Wet Roughage	\$51.18	\$58.69	\$53.56	\$41.63	\$49.46	\$15.63	\$60.67	\$42.24	\$43.06	\$80.23
c. Concentrates	\$107.72	\$87.34	\$91.13	\$176.90	\$92.03	\$92.39	\$81.53	\$103.91	\$102.64	\$88.54
d. Minerals & Supplements	\$0.31	\$3.08	\$29.09	\$19.44	\$9.14	\$2.44	\$18.40	\$12.41	\$13.73	\$9.26
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$208.50	\$195.84	\$217.85	\$273.62	\$206.78	\$203.85	\$220.03	\$221.19	\$197.80	\$220.91
Total Feed Costs (\$/cwt.)	\$10.62	\$10.28	\$11.40	\$12.59	\$9.54	\$13.46	\$9.34	\$10.20	\$10.55	\$9.69
Total Hired Labor	\$23.71	\$32.51	\$42.77	\$27.60	\$39.20	\$22.86	\$33.45	\$37.76	\$38.83	\$31.31
Total Hired Labor Costs (\$/cwt.)	\$1.21	\$1.71	\$2.24	\$1.27	\$1.81	\$1.51	\$1.42	\$1.74	\$2.07	\$1.37
Total Herd Replacement	\$19.56	\$15.49	\$8.13	\$10.81	\$14.21	\$6.15	\$13.07	\$16.69	\$12.65	\$18.43
Total Replacement Costs (\$/cwt.)	\$1.00	\$0.81	\$0.43	\$0.50	\$0.66	\$0.41	\$0.55	\$0.77	\$0.67	\$0.81
Total Operating Costs	\$62.58	\$63.51	\$65.23	\$48.85	\$77.29	\$42.07	\$69.12	\$53.30	\$75.26	\$66.57
Total Operating Costs (\$/cwt.)	\$3.19	\$3.33	\$3.41	\$2.25	\$3.57	\$2.78	\$2.93	\$2.46	\$4.01	\$2.92
Total Milk Marketing Costs	\$9.87	\$9.97	\$9.96	\$11.29	\$9.99	\$9.34	\$10.91	\$10.04	\$9.60	\$10.18
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.52	\$0.52	\$0.52	\$0.46	\$0.62	\$0.46	\$0.46	\$0.51	\$0.45
Total Cost (\$/Cow/Month)	\$324.23	\$317.33	\$343.94	\$372.17	\$347.47	\$284.26	\$346.58	\$338.98	\$334.13	\$347.39
Total Cost (\$/cwt)	\$16.52	\$16.65	\$18.01	\$17.13	\$16.03	\$18.77	\$14.70	\$15.63	\$17.82	\$15.24
Milk Production Data										
a. Milk Sold/Total Cow/Month/ (cwt.)	19.63	19.06	19.10	21.73	21.68	15.15	23.57	21.68	18.75	22.79
b. Lbs Milk Sold/milk cow/day	72.53	72.95	76.44	83.73	82.18	58.47	89.28	82.19	74.35	88.12
c. Gross Milk Receipts (\$/cwt)	\$17.17	\$18.55	\$17.77	\$17.71	\$17.36	\$17.71	\$17.65	\$18.62	\$18.84	\$17.86
d. Mailbox Price (\$/cwt)	\$16.13	\$18.03	\$17.27	\$17.42	\$17.10	\$17.42	\$17.58	\$18.36	\$18.28	\$17.78
f. Income Over Feed Cost (\$/cwt)	\$5.51	\$7.75	\$5.87	\$4.82	\$7.56	\$3.96	\$8.24	\$8.16	\$7.73	\$8.09
g. Fat Test %	3.45%	3.60%	3.79%	3.64%	3.54%	3.63%	3.62%	3.76%	3.82%	3.70%
h. SNF Test %	8.85%	8.74%	8.94%	8.74%	8.87%	8.84%	8.81%	8.95%	8.85%	8.90%
Related Data										
a. Percent Dry Cows	12%	15%	19%	15%	14%	16%	14%	14%	18%	16%
b. Yearly Cull Rate	45%	31%	26%	35%	28%	34%	31%	33%	40%	35%
c. Avg. Value (/Drop Bull Calf)	\$73.29	\$50.74	\$73.84	\$71.33	\$68.29	\$55.36	\$73.53	\$72.23	\$75.26	\$63.15
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$280.00	\$278.50	\$270.00	\$300.00	\$258.82	\$265.96	\$273.00	\$276.50	\$294.34	\$271.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$339.53	\$266.15	\$304.93	\$346.80	\$292.54	\$312.55	\$311.70	\$289.48	\$287.86	\$299.43
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.04	26.01	30.46	40.06	25.32	23.42	23.13	29.00	30.92	24.06
g. Milkers (\$/hr with benefits & taxes)	\$11.02	\$16.97	\$11.44	\$15.94	\$16.23	\$14.49	\$18.63	\$15.34	\$12.08	\$17.70
h. Total Labor (\$/hr)	\$12.62	\$15.84	\$13.37	\$15.70	\$16.87	\$14.86	\$18.33	\$16.12	\$14.16	\$18.07
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.39	\$7.15	\$8.08	\$9.96	\$7.05	\$7.19	\$7.83	\$7.75	\$7.11	\$8.00
j. Milk Cow Feed Costs (\$/cwt.)	\$10.19	\$9.81	\$10.57	\$11.89	\$8.58	\$12.29	\$8.77	\$9.43	\$9.57	\$9.07

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Dairy ID Number	18	19	20	21	22	23	24	25	26	27
Feed Costs										
a. Dry Roughage	\$60.83	\$48.21	\$39.90	\$60.63	\$38.06	\$64.21	\$45.96	\$49.61	\$37.00	\$37.96
b. Wet Feed & Wet Roughage	\$30.44	\$37.22	\$51.28	\$40.76	\$45.90	\$40.32	\$41.75	\$51.50	\$56.42	\$47.74
c. Concentrates	\$121.21	\$128.41	\$100.10	\$87.65	\$112.05	\$96.33	\$134.23	\$95.93	\$106.80	\$102.47
d. Minerals & Supplements	\$16.82	\$0.64	\$8.32	\$3.18	\$9.93	\$10.22	\$5.70	\$12.69	\$10.79	\$15.69
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$229.30	\$214.48	\$199.61	\$192.23	\$205.94	\$211.09	\$227.65	\$209.73	\$211.01	\$203.85
Total Feed Costs (\$/cwt.)	\$10.87	\$10.76	\$9.66	\$10.21	\$9.80	\$10.69	\$10.44	\$10.17	\$11.39	\$8.95
Total Hired Labor	\$41.30	\$27.02	\$28.54	\$30.19	\$19.90	\$31.68	\$22.29	\$31.72	\$39.66	\$36.73
Total Hired Labor Costs (\$/cwt.)	\$1.96	\$1.36	\$1.38	\$1.60	\$0.95	\$1.60	\$1.02	\$1.54	\$2.14	\$1.61
Total Herd Replacement	\$17.31	\$9.04	\$17.56	\$12.83	\$14.15	\$18.77	\$8.32	\$12.13	\$19.23	\$11.66
Total Replacement Costs (\$/cwt.)	\$0.82	\$0.45	\$0.85	\$0.68	\$0.67	\$0.95	\$0.38	\$0.59	\$1.04	\$0.51
Total Operating Costs	\$65.71	\$61.62	\$33.84	\$44.62	\$49.48	\$75.14	\$56.30	\$55.29	\$57.96	\$61.08
Total Operating Costs (\$/cwt.)	\$3.11	\$3.09	\$1.64	\$2.37	\$2.35	\$3.80	\$2.58	\$2.68	\$3.13	\$2.68
Total Milk Marketing Costs	\$10.53	\$10.16	\$10.49	\$12.65	\$10.63	\$9.91	\$10.85	\$10.49	\$9.36	\$10.70
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.51	\$0.51	\$0.67	\$0.51	\$0.50	\$0.50	\$0.51	\$0.51	\$0.47
Total Cost (\$/Cow/Month)	\$364.15	\$322.32	\$290.03	\$292.52	\$300.11	\$346.59	\$325.41	\$319.35	\$337.23	\$324.02
Total Cost (\$/cwt)	\$17.26	\$16.17	\$14.04	\$15.54	\$14.28	\$17.55	\$14.93	\$15.49	\$18.21	\$14.23
Milk Production Data										
a. Milk Sold/Total Cow/Month/ (cwt.)	21.10	19.93	20.65	18.83	21.02	19.75	21.80	20.62	18.52	22.77
b. Lbs Milk Sold/milk cow/day	80.56	75.39	77.13	70.61	79.42	73.67	84.52	79.16	71.76	86.92
c. Gross Milk Receipts (\$/cwt)	\$17.62	\$17.54	\$17.77	\$17.76	\$17.36	\$18.36	\$17.30	\$17.37	\$17.40	\$17.55
d. Mailbox Price (\$/cwt)	\$17.39	\$16.49	\$17.15	\$17.48	\$16.74	\$18.10	\$16.74	\$16.95	\$16.62	\$17.28
f. Income Over Feed Cost (\$/cwt)	\$6.53	\$5.73	\$7.48	\$7.26	\$6.95	\$7.41	\$6.29	\$6.77	\$5.23	\$8.33
g. Fat Test %	3.70%	3.70%	3.67%	3.51%	3.55%	3.71%	3.64%	3.62%	3.64%	3.50%
h. SNF Test %	8.95%	8.81%	8.85%	8.76%	8.95%	8.91%	8.75%	8.76%	8.84%	8.79%
Related Data										
a. Percent Dry Cows	15%	14%	13%	13%	14%	13%	16%	15%	16%	15%
b. Yearly Cull Rate	39%	25%	43%	36%	35%	44%	39%	33%	44%	34%
c. Avg. Value (/Drop Bull Calf)	\$74.14	\$77.70	\$77.36	\$70.86	\$76.48	\$79.24	\$74.63	\$73.44	\$73.68	\$62.93
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$300.00	\$285.00	\$297.41	\$282.14	\$295.37	\$285.00	\$275.00	\$287.89	\$270.00	\$283.96
e. Grain, Mnrls & Splmnts (\$/ton)	\$300.86	\$327.35	\$269.04	\$292.66	\$272.98	\$292.19	\$299.48	\$286.22	\$299.93	\$295.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	34.10	28.83	29.37	23.08	32.69	26.61	35.59	28.70	29.60	29.61
g. Milkers (\$/hr with benefits & taxes)	\$12.84	\$12.55	\$14.39	\$14.62	\$13.13	\$17.04	\$13.17	\$12.83	\$11.29	\$16.19
h. Total Labor (\$/hr)	\$14.71	\$13.47	\$15.01	\$14.82	\$13.22	\$18.23	\$14.50	\$13.80	\$12.06	\$17.41
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.21	\$7.62	\$7.05	\$6.82	\$7.31	\$7.45	\$8.13	\$7.50	\$7.61	\$7.35
j. Milk Cow Feed Costs (\$/cwt.)	\$10.19	\$10.11	\$9.14	\$9.65	\$9.20	\$10.11	\$9.62	\$9.47	\$10.60	\$8.46