

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2012
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	\$50.57	\$52.06	\$54.25	\$81.06	\$9.06	\$52.66	\$52.69	\$56.96	\$46.58
b. Wet Feed & Wet Roughage	\$44.68	\$47.48	\$59.43	\$17.27	\$83.65	\$54.90	\$51.58	\$58.41	\$59.57
c. Concentrates	\$108.32	\$109.88	\$109.90	\$101.86	\$99.09	\$97.40	\$97.18	\$136.53	\$84.81
d. Minerals & Supplements	\$8.46	\$11.77	\$5.18	\$8.56	\$9.81	\$9.75	\$16.41	\$12.12	\$3.32
e. Pasture	\$0.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$212.12	\$221.20	\$228.76	\$208.75	\$201.62	\$214.71	\$217.87	\$264.02	\$194.28
Total Feed Costs (\$/cwt.)	\$10.67	\$10.11	\$10.44	\$11.30	\$9.39	\$9.18	\$9.17	\$10.56	\$10.18
Total Hired Labor	\$26.97	\$30.97	\$31.37	\$30.19	\$39.35	\$42.77	\$27.46	\$29.04	\$32.87
Total Hired Labor Costs (\$/cwt.)	\$1.36	\$1.42	\$1.43	\$1.63	\$1.83	\$1.83	\$1.16	\$1.16	\$1.72
Total Herd Replacement	\$23.50	\$23.63	\$16.10	\$12.37	\$27.44	\$24.08	\$21.75	\$22.83	\$20.94
Total Replacement Costs (\$/cwt.)	\$1.18	\$1.08	\$0.74	\$0.67	\$1.28	\$1.03	\$0.92	\$0.91	\$1.10
Total Operating Costs	\$49.42	\$55.42	\$78.17	\$47.55	\$65.81	\$74.18	\$50.21	\$73.92	\$54.24
Total Operating Costs (\$/cwt.)	\$2.49	\$2.53	\$3.57	\$2.57	\$3.07	\$3.17	\$2.11	\$2.96	\$2.84
Total Milk Marketing Costs	\$10.54	\$11.23	\$11.41	\$9.59	\$13.02	\$11.06	\$11.70	\$12.83	\$9.90
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.51	\$0.52	\$0.52	\$0.61	\$0.47	\$0.49	\$0.51	\$0.52
Total Cost (\$/Cow/Month)	\$322.55	\$342.44	\$365.81	\$308.46	\$347.23	\$366.80	\$328.99	\$402.64	\$312.23
Total Cost (\$/cwt)	\$16.23	\$15.65	\$16.70	\$16.70	\$16.18	\$15.68	\$13.84	\$16.10	\$16.36
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	19.88	21.88	21.90	18.47	21.46	23.39	23.76	25.01	19.09
b. Lbs Milk Sold/milk cow/day	74.51	82.09	82.39	69.22	81.25	87.75	89.12	91.32	74.13
c. Gross Milk Receipts (\$/cwt)	\$15.84	\$15.58	\$16.41	\$15.96	\$16.49	\$15.24	\$15.46	\$15.82	\$16.38
d. Mailbox Price (\$/cwt)	\$15.50	\$15.20	\$15.96	\$15.49	\$16.18	\$14.97	\$15.17	\$16.02	\$15.87
f. Income Over Feed Cost (\$/cwt)	\$4.83	\$5.09	\$5.51	\$4.19	\$6.79	\$5.79	\$6.00	\$5.46	\$5.69
g. Fat Test %	3.67%	3.60%	3.71%	3.48%	3.63%	3.57%	3.54%	3.75%	3.60%
h. SNF Test %	8.88%	8.79%	8.82%	8.80%	8.86%	8.79%	8.72%	8.75%	8.63%
Related Data									
a. Percent Dry Cows	12%	12%	12%	12%	13%	12%	12%	10%	15%
b. Yearly Cull Rate	40%	38%	27%	37%	41%	31%	38%	38%	30%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.30	\$0.27	\$0.41	\$0.32	\$0.26	\$0.24	\$0.18	\$0.25	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$281.20	\$281.27	\$285.00	\$297.00	\$220.00	\$262.44	\$291.96	\$297.82	\$278.50
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.72	\$303.79	\$314.67	\$286.00	\$333.31	\$293.08	\$291.30	\$317.96	\$265.05
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.07	30.38	27.05	28.90	23.71	26.67	28.63	33.70	25.84
g. Milkers (\$/hr with benefits & taxes)	\$14.00	\$13.88	\$14.31	\$10.06	\$12.94	\$15.00	\$14.25	\$12.33	\$16.96
h. Total Labor (\$/hr)	\$14.78	\$14.62	\$13.66	\$10.61	\$13.92	\$16.01	\$15.30	\$13.38	\$15.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.54	\$7.86	\$8.23	\$7.64	\$7.15	\$7.53	\$7.81	\$9.28	\$7.19
j. Milk Cow Feed Costs (\$/cwt.)	\$10.12	\$9.58	\$9.98	\$11.04	\$8.80	\$8.58	\$8.76	\$10.16	\$9.70

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Dairy ID Number	8	9	10	11	12	13	14	15	16	17
Feed Costs										
a. Dry Roughage	\$55.55	\$46.36	\$62.08	\$48.90	\$39.16	\$52.34	\$46.03	\$49.11	\$45.01	\$35.57
b. Wet Feed & Wet Roughage	\$47.19	\$71.56	\$63.52	\$28.34	\$46.89	\$53.54	\$52.98	\$46.22	\$48.85	\$42.18
c. Concentrates	\$112.33	\$105.69	\$88.39	\$176.76	\$117.67	\$105.40	\$93.70	\$139.15	\$110.02	\$155.29
d. Minerals & Supplements	\$14.98	\$10.55	\$21.76	\$18.85	\$17.92	\$13.84	\$8.14	\$6.36	\$0.23	\$1.54
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	\$230.05	\$234.16	\$235.75	\$272.86	\$221.64	\$225.12	\$200.86	\$240.84	\$204.10	\$234.58
Total Feed Costs (\$/cwt.)	\$10.10	\$9.63	\$9.46	\$11.67	\$10.49	\$10.10	\$9.34	\$10.28	\$10.15	\$10.25
Total Hired Labor	\$33.77	\$39.07	\$35.59	\$27.58	\$34.92	\$33.39	\$23.03	\$24.75	\$19.44	\$29.03
Total Hired Labor Costs (\$/cwt.)	\$1.48	\$1.61	\$1.43	\$1.18	\$1.65	\$1.50	\$1.07	\$1.06	\$0.97	\$1.27
Total Herd Replacement	\$25.29	\$26.57	\$21.34	\$22.79	\$24.81	\$22.41	\$27.05	\$21.13	\$31.79	\$20.82
Total Replacement Costs (\$/cwt.)	\$1.11	\$1.09	\$0.86	\$0.97	\$1.17	\$1.01	\$1.26	\$0.90	\$1.58	\$0.91
Total Operating Costs	\$48.75	\$66.02	\$68.85	\$50.00	\$69.46	\$52.86	\$28.94	\$56.91	\$65.72	\$54.20
Total Operating Costs (\$/cwt.)	\$2.14	\$2.72	\$2.76	\$2.14	\$3.29	\$2.37	\$1.35	\$2.43	\$3.27	\$2.37
Total Milk Marketing Costs	\$10.77	\$11.47	\$11.88	\$12.12	\$10.70	\$11.17	\$10.81	\$11.79	\$10.21	\$11.56
Total Milk Marketing Costs (\$/cwt.)	\$0.47	\$0.47	\$0.48	\$0.52	\$0.51	\$0.50	\$0.50	\$0.50	\$0.51	\$0.51
Total Cost (\$/Cow/Month)	\$348.64	\$377.30	\$373.40	\$385.35	\$361.52	\$344.95	\$290.70	\$355.41	\$331.26	\$350.18
Total Cost (\$/cwt)	\$15.31	\$15.52	\$14.98	\$16.48	\$17.11	\$15.47	\$13.52	\$15.16	\$16.47	\$15.30
Milk Production Data										
a. Milk Sold/Total Cow/Month/ (cwt.)	22.77	24.32	24.93	23.38	21.13	22.30	21.50	23.44	20.12	22.88
b. Lbs Milk Sold/milk cow/day	85.61	89.95	93.84	88.18	78.19	84.27	79.49	86.92	71.94	87.44
c. Gross Milk Receipts (\$/cwt)	\$15.97	\$15.64	\$15.45	\$15.46	\$16.18	\$15.14	\$15.57	\$15.22	\$15.12	\$15.36
d. Mailbox Price (\$/cwt)	\$15.70	\$15.52	\$15.37	\$15.16	\$15.63	\$14.73	\$14.96	\$14.89	\$14.69	\$14.82
f. Income Over Feed Cost (\$/cwt)	\$5.60	\$5.90	\$5.92	\$3.49	\$5.14	\$4.63	\$5.62	\$4.62	\$4.54	\$4.57
g. Fat Test %	3.78%	3.67%	3.58%	3.58%	3.68%	3.55%	3.69%	3.64%	3.47%	3.59%
h. SNF Test %	8.86%	8.83%	8.77%	8.69%	8.76%	8.76%	8.77%	8.71%	8.82%	8.87%
Related Data										
a. Percent Dry Cows	12%	11%	12%	13%	11%	13%	11%	11%	8%	14%
b. Yearly Cull Rate	37%	37%	34%	34%	34%	32%	41%	43%	49%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.24	\$0.20	\$0.25	\$0.26	\$0.30	\$0.32	\$0.26	\$0.37	\$0.22	\$0.35
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$274.52	\$271.00	\$273.00	\$300.00	\$294.41	\$287.81	\$285.69	\$275.00	\$284.93	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$298.64	\$309.40	\$328.27	\$329.58	\$314.28	\$293.46	\$262.02	\$312.05	\$332.15	\$321.96
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.61	26.55	24.22	39.48	31.32	30.36	28.15	34.03	23.45	36.66
g. Milkers (\$/hr with benefits & taxes)	\$14.24	\$21.15	\$19.51	\$15.99	\$11.94	\$12.78	\$12.04	\$13.99	\$10.97	\$12.46
h. Total Labor (\$/hr)	\$14.77	\$21.66	\$19.38	\$15.75	\$14.16	\$13.69	\$13.70	\$14.54	\$11.15	\$13.09
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.06	\$8.24	\$8.38	\$9.57	\$7.77	\$8.05	\$7.08	\$8.47	\$7.10	\$7.98
j. Milk Cow Feed Costs (\$/cwt.)	\$9.41	\$9.16	\$8.93	\$10.86	\$9.94	\$9.55	\$8.91	\$9.75	\$9.86	\$9.13

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Dairy ID Number	18	19	20	21	22	23	24	25	26
Feed Costs									
a. Dry Roughage	\$59.64	\$43.04	\$40.81	\$48.71	\$38.16	\$66.69	\$59.16	\$65.57	\$98.19
b. Wet Feed & Wet Roughage	\$50.99	\$49.52	\$43.74	\$38.36	\$58.24	\$39.77	\$39.08	\$39.94	\$0.00
c. Concentrates	\$97.43	\$95.61	\$114.31	\$118.16	\$118.61	\$103.42	\$135.07	\$90.80	\$99.98
d. Minerals & Supplements	\$9.04	\$36.88	\$12.66	\$20.60	\$0.44	\$10.70	\$5.37	\$2.46	\$2.36
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$217.10	\$225.04	\$211.51	\$225.83	\$215.45	\$220.58	\$238.68	\$198.78	\$200.53
Total Feed Costs (\$/cwt.)	\$10.72	\$10.98	\$11.08	\$10.03	\$9.69	\$10.17	\$11.20	\$10.20	\$11.38
Total Hired Labor	\$29.82	\$43.78	\$39.30	\$18.92	\$25.36	\$35.05	\$39.60	\$30.31	\$22.77
Total Hired Labor Costs (\$/cwt.)	\$1.47	\$2.14	\$2.06	\$0.84	\$1.14	\$1.62	\$1.86	\$1.56	\$1.29
Total Herd Replacement	\$22.72	\$17.78	\$29.90	\$22.25	\$22.81	\$29.99	\$23.41	\$23.22	\$11.73
Total Replacement Costs (\$/cwt.)	\$1.12	\$0.87	\$1.57	\$0.99	\$1.03	\$1.38	\$1.10	\$1.19	\$0.67
Total Operating Costs	\$66.13	\$47.67	\$46.59	\$50.04	\$57.72	\$70.70	\$42.33	\$63.40	\$36.44
Total Operating Costs (\$/cwt.)	\$3.27	\$2.33	\$2.44	\$2.22	\$2.59	\$3.26	\$1.99	\$3.25	\$2.07
Total Milk Marketing Costs	\$10.17	\$10.42	\$9.56	\$11.28	\$11.33	\$11.05	\$13.20	\$13.19	\$10.70
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.51	\$0.50	\$0.50	\$0.51	\$0.51	\$0.62	\$0.68	\$0.61
Total Cost (\$/Cow/Month)	\$345.94	\$344.68	\$336.87	\$328.32	\$332.67	\$367.36	\$357.22	\$328.91	\$282.17
Total Cost (\$/cwt)	\$17.08	\$16.82	\$17.64	\$14.59	\$14.96	\$16.93	\$16.76	\$16.88	\$16.01
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	20.25	20.49	19.10	22.51	22.24	21.69	21.32	19.48	17.63
b. Lbs Milk Sold/milk cow/day	77.43	79.68	75.95	83.02	80.21	80.31	80.15	72.62	66.05
c. Gross Milk Receipts (\$/cwt)	\$15.09	\$15.47	\$14.99	\$15.40	\$15.72	\$16.01	\$16.07	\$16.75	\$15.25
d. Mailbox Price (\$/cwt)	\$14.63	\$14.86	\$14.36	\$15.04	\$15.13	\$15.64	\$15.51	\$16.47	\$15.04
f. Income Over Feed Cost (\$/cwt)	\$3.91	\$3.88	\$3.29	\$5.01	\$5.44	\$5.47	\$4.31	\$6.27	\$3.66
g. Fat Test %	3.41%	3.77%	3.50%	3.67%	3.65%	3.65%	3.65%	3.42%	3.41%
h. SNF Test %	8.79%	8.82%	8.78%	8.89%	8.75%	8.88%	8.82%	8.88%	8.83%
Related Data									
a. Percent Dry Cows	14%	15%	17%	11%	9%	11%	12%	12%	12%
b. Yearly Cull Rate	35%	26%	46%	38%	28%	45%	36%	40%	31%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.37	\$0.40	\$0.25	\$0.29	\$0.34	\$0.24	\$0.18	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$270.00	\$270.00	\$270.00	\$283.38	\$285.00	\$285.00	\$290.00	\$285.57	\$273.18
e. Grain, Mnrls & Splmnts (\$/ton)	\$282.73	\$304.12	\$296.54	\$289.44	\$308.18	\$293.74	\$322.99	\$292.32	\$305.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.17	32.54	33.28	34.59	27.41	28.25	30.43	23.46	25.16
g. Milkers (\$/hr with benefits & taxes)	\$10.50	\$11.71	\$11.57	\$13.32	\$12.10	\$17.48	\$20.44	\$14.42	\$14.81
h. Total Labor (\$/hr)	\$12.86	\$13.47	\$12.12	\$13.53	\$12.81	\$18.33	\$21.17	\$14.55	\$15.11
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.71	\$8.19	\$7.97	\$7.98	\$7.44	\$7.80	\$7.93	\$7.04	\$7.06
j. Milk Cow Feed Costs (\$/cwt.)	\$9.96	\$10.28	\$10.50	\$9.61	\$9.28	\$9.71	\$9.90	\$9.70	\$10.68