

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2014**  
**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	\$51.48	\$46.88	\$46.20	\$44.75	\$49.34	\$76.71	\$45.16	\$47.04	\$37.98
b. Wet Feed & Wet Roughage	\$47.06	\$55.72	\$69.42	\$34.66	\$48.94	\$44.36	\$56.09	\$36.98	\$64.07
c. Concentrates	\$101.48	\$105.47	\$115.15	\$100.26	\$159.38	\$104.54	\$103.92	\$101.98	\$81.54
d. Minerals & Supplements	\$5.62	\$12.99	\$2.14	\$6.06	\$2.13	\$11.02	\$6.18	\$0.24	\$6.12
e. Pasture	\$0.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$205.76	\$221.06	\$232.90	\$185.73	\$259.80	\$236.62	\$211.35	\$186.24	\$189.72
Total Feed Costs (\$/cwt.)	\$10.97	\$10.06	\$9.20	\$9.23	\$11.22	\$10.48	\$10.38	\$10.89	\$9.45
<b>Total Hired Labor</b>	\$28.81	\$33.32	\$40.84	\$28.89	\$32.25	\$29.26	\$34.12	\$22.25	\$35.69
Total Hired Labor Costs (\$/cwt.)	\$1.54	\$1.52	\$1.61	\$1.44	\$1.39	\$1.30	\$1.68	\$1.30	\$1.78
<b>Total Herd Replacement</b>	\$27.04	\$30.04	\$29.59	\$17.82	\$30.43	\$22.17	\$30.33	\$45.11	\$15.23
Total Replacement Costs (\$/cwt.)	\$1.44	\$1.37	\$1.17	\$0.89	\$1.31	\$0.98	\$1.49	\$2.64	\$0.76
<b>Total Operating Costs</b>	\$54.78	\$61.96	\$76.73	\$58.71	\$61.66	\$78.13	\$60.83	\$73.80	\$55.67
Total Operating Costs (\$/cwt.)	\$2.92	\$2.82	\$3.03	\$2.92	\$2.66	\$3.46	\$2.99	\$4.32	\$2.77
<b>Total Milk Marketing Costs</b>	\$10.54	\$11.82	\$14.05	\$11.12	\$12.79	\$10.24	\$11.38	\$9.54	\$11.06
Total Milk Marketing Costs (\$/cwt.)	\$0.56	\$0.54	\$0.55	\$0.55	\$0.55	\$0.45	\$0.56	\$0.56	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	\$326.93	\$358.20	\$394.10	\$302.27	\$396.93	\$376.42	\$348.01	\$336.94	\$307.36
Total Cost (\$/cwt)	\$17.43	\$16.31	\$15.56	\$15.03	\$17.15	\$16.67	\$17.10	\$19.70	\$15.30
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.76	21.96	25.32	20.12	23.14	22.58	20.35	17.10	20.08
b. Lbs Milk Sold/milk cow/day	71.18	82.27	92.02	75.39	86.84	84.11	78.17	60.51	75.07
c. Gross Milk Receipts (\$/cwt)	\$22.57	\$22.11	\$22.49	\$22.34	\$22.04	\$22.35	\$21.39	\$22.38	\$22.39
d. Mailbox Price (\$/cwt)	\$22.16	\$21.43	\$22.19	\$21.83	\$21.62	\$21.20	\$20.91	\$21.91	\$21.69
f. Income Over Feed Cost (\$/cwt)	\$11.19	\$11.36	\$12.99	\$12.60	\$10.39	\$10.72	\$10.52	\$11.02	\$12.24
g. Fat Test %	3.58%	3.46%	3.30%	3.34%	3.55%	3.55%	3.31%	3.63%	3.32%
h. SNF Test %	8.83%	8.77%	8.77%	8.87%	8.81%	8.86%	8.80%	8.89%	8.80%
<b>Related Data</b>									
a. Percent Dry Cows	14%	13%	10%	13%	13%	12%	15%	8%	13%
b. Yearly Cull Rate	40%	42%	71%	23%	45%	33%	28%	80%	28%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.86	\$0.65	\$0.83	\$0.66	\$0.63	\$0.71	\$0.41	\$0.87	\$0.54
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$303.92	\$296.21	\$335.00	\$290.00	\$301.94	\$352.89	\$310.00	\$323.95	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$288.02	\$290.02	\$277.50	\$234.88	\$343.49	\$278.79	\$264.09	\$286.89	\$232.39
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.55	30.24	29.72	33.71	34.33	30.34	31.32	24.92	28.21
g. Milkers (\$/hr with benefits & taxes)	\$15.45	\$14.76	\$17.30	\$10.36	\$13.41	\$18.07	\$11.62	\$12.17	\$14.74
h. Total Labor (\$/hr)	\$16.16	\$15.33	\$15.86	\$11.16	\$13.93	\$16.89	\$13.64	\$13.68	\$15.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.29	\$7.81	\$8.03	\$6.60	\$9.15	\$8.32	\$7.62	\$6.39	\$6.71
j. Milk Cow Feed Costs (\$/cwt.)	\$10.25	\$9.49	\$8.72	\$8.76	\$10.54	\$9.89	\$9.75	\$10.55	\$8.94

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Dairy ID Number	8	9	10	11	12	13	14	15	16
<b>Feed Costs</b>									
a. Dry Roughage	\$48.09	\$52.84	\$28.81	\$63.44	\$53.39	\$61.20	\$43.31	\$52.82	\$82.49
b. Wet Feed & Wet Roughage	\$44.19	\$67.60	\$42.60	\$57.55	\$68.31	\$68.32	\$47.58	\$47.89	\$26.92
c. Concentrates	\$94.43	\$87.01	\$162.86	\$96.14	\$95.83	\$92.84	\$133.49	\$95.53	\$102.75
d. Minerals & Supplements	\$33.20	\$10.50	\$17.00	\$24.10	\$16.34	\$8.21	\$1.15	\$7.41	\$4.27
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$219.91	\$217.96	\$251.28	\$241.22	\$233.87	\$230.57	\$225.52	\$203.64	\$216.43
Total Feed Costs (\$/cwt.)	\$10.83	\$9.57	\$12.41	\$9.97	\$10.08	\$9.83	\$9.24	\$9.36	\$10.11
<b>Total Hired Labor</b>	\$50.69	\$37.24	\$24.66	\$31.71	\$27.25	\$33.89	\$28.70	\$27.87	\$33.21
Total Hired Labor Costs (\$/cwt.)	\$2.50	\$1.64	\$1.22	\$1.31	\$1.17	\$1.44	\$1.18	\$1.28	\$1.55
<b>Total Herd Replacement</b>	\$22.58	\$23.64	\$22.95	\$24.21	\$32.24	\$29.06	\$34.86	\$41.62	\$30.92
Total Replacement Costs (\$/cwt.)	\$1.11	\$1.04	\$1.13	\$1.00	\$1.39	\$1.24	\$1.43	\$1.91	\$1.45
<b>Total Operating Costs</b>	\$58.75	\$72.77	\$51.48	\$62.88	\$55.10	\$65.32	\$75.71	\$37.47	\$66.26
Total Operating Costs (\$/cwt.)	\$2.89	\$3.20	\$2.54	\$2.60	\$2.38	\$2.78	\$3.10	\$1.72	\$3.10
<b>Total Milk Marketing Costs</b>	\$11.03	\$12.05	\$10.33	\$12.69	\$12.08	\$12.22	\$13.04	\$11.58	\$14.75
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.53	\$0.51	\$0.52	\$0.52	\$0.52	\$0.53	\$0.53	\$0.69
<b>Total Cost (\$/Cow/Month)</b>	\$362.95	\$363.66	\$360.70	\$372.71	\$360.55	\$371.06	\$377.83	\$322.18	\$361.57
Total Cost (\$/cwt)	\$17.88	\$15.97	\$17.81	\$15.41	\$15.54	\$15.82	\$15.48	\$14.81	\$16.90
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	20.30	22.77	20.25	24.19	23.20	23.46	24.41	21.75	21.40
b. Lbs Milk Sold/milk cow/day	81.09	86.96	78.33	92.58	87.15	88.52	89.79	81.18	79.22
c. Gross Milk Receipts (\$/cwt)	\$21.35	\$21.79	\$22.26	\$22.42	\$22.78	\$22.23	\$21.77	\$21.66	\$22.71
d. Mailbox Price (\$/cwt)	\$20.09	\$21.46	\$22.10	\$22.29	\$22.46	\$22.08	\$18.57	\$21.14	\$22.42
f. Income Over Feed Cost (\$/cwt)	\$9.26	\$11.88	\$9.69	\$12.32	\$12.38	\$12.25	\$9.33	\$11.77	\$12.31
g. Fat Test %	3.43%	3.50%	3.56%	3.50%	3.56%	3.52%	3.52%	3.39%	3.29%
h. SNF Test %	8.65%	8.73%	8.74%	8.79%	8.83%	8.77%	8.72%	8.74%	8.75%
<b>Related Data</b>									
a. Percent Dry Cows	18%	15%	16%	15%	13%	14%	11%	13%	12%
b. Yearly Cull Rate	35%	29%	29%	33%	39%	39%	41%	51%	38%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.73	\$0.58	\$0.93	\$0.56	\$0.65	\$0.59	\$0.58	\$0.96	\$0.59
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$308.07	\$345.00	\$330.00	\$325.19	\$311.00	\$297.68	\$299.38	\$272.85
e. Grain, Mnrls & Splmnts (\$/ton)	\$313.87	\$311.00	\$343.25	\$309.18	\$301.03	\$301.13	\$281.14	\$242.73	\$276.42
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.43	23.16	37.01	28.54	26.76	24.07	34.22	31.33	28.63
g. Milkiers (\$/hr with benefits & taxes)	\$11.97	\$18.04	\$15.97	\$21.14	\$15.83	\$21.36	\$11.90	\$12.54	\$15.32
h. Total Labor (\$/hr)	\$14.10	\$18.33	\$15.78	\$21.13	\$17.56	\$22.03	\$13.04	\$12.96	\$15.32
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.08	\$7.57	\$9.01	\$8.58	\$8.29	\$8.16	\$7.87	\$7.21	\$7.61
j. Milk Cow Feed Costs (\$/cwt.)	\$9.96	\$8.70	\$11.50	\$9.27	\$9.51	\$9.22	\$8.76	\$8.89	\$9.60

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Dairy ID Number	17	18	19	20	21
<b>Feed Costs</b>					
a. Dry Roughage	\$44.27	\$51.01	\$45.33	\$31.44	\$26.30
b. Wet Feed & Wet Roughage	\$50.85	\$39.01	\$52.57	\$61.13	\$86.58
c. Concentrates	\$109.81	\$124.48	\$91.33	\$119.46	\$86.43
d. Minerals & Supplements	\$18.22	\$20.97	\$6.57	\$11.30	\$21.76
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$223.15	\$235.47	\$195.80	\$223.33	\$221.08
Total Feed Costs (\$/cwt.)	\$10.77	\$10.19	\$8.98	\$10.47	\$9.90
<b>Total Hired Labor</b>	\$22.23	\$30.77	\$37.28	\$55.42	\$28.09
Total Hired Labor Costs (\$/cwt.)	\$1.07	\$1.33	\$1.71	\$2.60	\$1.26
<b>Total Herd Replacement</b>	\$30.11	\$32.52	\$38.84	\$31.83	\$24.95
Total Replacement Costs (\$/cwt.)	\$1.45	\$1.41	\$1.78	\$1.49	\$1.12
<b>Total Operating Costs</b>	\$52.89	\$77.86	\$66.27	\$62.26	\$56.41
Total Operating Costs (\$/cwt.)	\$2.55	\$3.37	\$3.04	\$2.92	\$2.53
<b>Total Milk Marketing Costs</b>	\$11.03	\$12.67	\$9.85	\$11.44	\$12.01
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.55	\$0.45	\$0.54	\$0.54
<b>Total Cost (\$/Cow/Month)</b>	\$339.42	\$389.29	\$348.04	\$384.28	\$342.53
Total Cost (\$/cwt)	\$16.38	\$16.85	\$15.97	\$18.01	\$15.34
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	20.72	23.10	21.80	21.33	22.32
b. Lbs Milk Sold/milk cow/day	78.73	85.20	79.13	81.30	82.78
c. Gross Milk Receipts (\$/cwt)	\$22.65	\$22.31	\$22.86	\$21.53	\$21.49
d. Mailbox Price (\$/cwt)	\$22.25	\$21.88	\$22.81	\$19.53	\$21.15
f. Income Over Feed Cost (\$/cwt)	\$11.48	\$11.68	\$13.82	\$9.06	\$11.24
g. Fat Test %	3.74%	3.48%	3.66%	3.44%	3.24%
h. SNF Test %	8.93%	8.73%	8.78%	8.76%	8.73%
<b>Related Data</b>					
a. Percent Dry Cows	14%	12%	10%	14%	12%
b. Yearly Cull Rate	36%	41%	52%	57%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.93	\$0.61	\$0.53	\$0.50	\$0.61
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$298.36	\$258.00	\$345.00	\$256.57	\$230.32
e. Grain, Mnrls & Splmnts (\$/ton)	\$282.04	\$306.67	\$300.66	\$287.77	\$318.63
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	33.46	34.56	22.84	33.92	24.69
g. Milkers (\$/hr with benefits & taxes)	\$13.87	\$19.10	\$14.32	\$12.67	\$14.95
h. Total Labor (\$/hr)	\$14.75	\$18.96	\$15.84	\$12.97	\$16.15
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.96	\$8.32	\$6.82	\$7.92	\$7.80
j. Milk Cow Feed Costs (\$/cwt.)	\$10.10	\$9.76	\$8.61	\$9.74	\$9.42

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