

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2015**  
**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	\$40.35	\$44.04	\$35.83	\$30.47	\$45.95	\$59.83	\$44.15	\$29.89	\$34.55
b. Wet Feed & Wet Roughage	\$47.91	\$46.77	\$49.94	\$29.14	\$34.43	\$48.29	\$30.58	\$56.81	\$54.45
c. Concentrates	\$90.36	\$96.47	\$131.45	\$84.50	\$143.00	\$88.97	\$98.22	\$83.19	\$68.61
d. Minerals & Supplements	\$7.56	\$12.76	\$2.82	\$4.64	\$0.00	\$11.07	\$0.24	\$9.29	\$4.96
e. Pasture	\$0.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$186.24	\$200.05	\$220.04	\$148.76	\$223.39	\$208.16	\$173.19	\$179.19	\$162.57
Total Feed Costs (\$/cwt.)	\$9.89	\$9.30	\$9.63	\$7.55	\$10.18	\$9.23	\$9.60	\$9.38	\$9.69
<b>Total Hired Labor</b>	\$32.60	\$38.29	\$53.36	\$26.90	\$26.26	\$30.57	\$25.76	\$31.55	\$39.94
Total Hired Labor Costs (\$/cwt.)	\$1.73	\$1.78	\$2.34	\$1.36	\$1.20	\$1.36	\$1.43	\$1.65	\$2.38
<b>Total Herd Replacement</b>	\$41.34	\$41.69	\$42.39	\$24.13	\$34.01	\$32.20	\$76.46	\$33.83	\$32.59
Total Replacement Costs (\$/cwt.)	\$2.20	\$1.94	\$1.86	\$1.22	\$1.55	\$1.43	\$4.24	\$1.77	\$1.94
<b>Total Operating Costs</b>	\$55.13	\$63.27	\$103.80	\$54.57	\$56.26	\$75.53	\$85.00	\$61.00	\$54.45
Total Operating Costs (\$/cwt.)	\$2.93	\$2.94	\$4.54	\$2.77	\$2.56	\$3.35	\$4.71	\$3.19	\$3.25
<b>Total Milk Marketing Costs</b>	\$10.59	\$11.50	\$12.39	\$10.43	\$11.39	\$10.31	\$10.42	\$11.03	\$9.07
Total Milk Marketing Costs (\$/cwt.)	\$0.56	\$0.53	\$0.54	\$0.53	\$0.52	\$0.46	\$0.58	\$0.58	\$0.54
<b>Total Cost (\$/Cow/Month)</b>	\$325.90	\$354.79	\$431.98	\$264.79	\$351.32	\$356.76	\$370.82	\$316.58	\$298.62
Total Cost (\$/cwt)	\$17.31	\$16.49	\$18.91	\$13.43	\$16.01	\$15.81	\$20.55	\$16.57	\$17.80
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.83	21.51	22.84	19.71	21.95	22.56	18.04	19.11	16.78
b. Lbs Milk Sold/milk cow/day	71.69	81.53	85.20	73.17	84.29	85.21	66.30	76.13	63.52
c. Gross Milk Receipts (\$/cwt)	\$16.08	\$15.71	\$16.16	\$15.83	\$15.59	\$15.82	\$16.13	\$15.07	\$16.85
d. Mailbox Price (\$/cwt)	\$15.74	\$15.35	\$15.70	\$15.05	\$15.09	\$16.63	\$16.12	\$14.57	\$16.22
f. Income Over Feed Cost (\$/cwt)	\$5.85	\$6.05	\$6.07	\$7.51	\$4.92	\$7.40	\$6.52	\$5.19	\$6.53
g. Fat Test %	3.78%	3.65%	3.49%	3.57%	3.76%	3.76%	3.91%	3.57%	3.74%
h. SNF Test %	8.96%	8.88%	8.81%	9.10%	8.96%	8.96%	9.14%	8.87%	8.85%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	13%	12%	15%	14%	11%	18%	14%
b. Yearly Cull Rate	43%	43%	61%	28%	36%	35%	76%	27%	32%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.46	\$0.41	\$0.63	\$0.33	\$0.53	\$0.78	\$0.49	\$0.41	\$0.31
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$235.83	\$261.21	\$257.00	\$190.00	\$258.00	\$270.86	\$280.00	\$255.00	\$250.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.65	\$255.08	\$278.90	\$196.88	\$293.71	\$256.53	\$257.78	\$233.23	\$209.48
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.74	32.15	35.39	33.40	36.28	28.85	27.58	30.71	26.60
g. Milkers (\$/hr with benefits & taxes)	\$15.91	\$16.16	\$15.58	\$11.10	\$11.33	\$18.83	\$13.83	\$13.34	\$14.52
h. Total Labor (\$/hr)	\$16.51	\$17.15	\$14.89	\$11.80	\$11.86	\$20.00	\$14.87	\$15.26	\$15.07
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.63	\$7.08	\$7.85	\$5.22	\$8.02	\$7.33	\$6.07	\$6.51	\$5.80
j. Milk Cow Feed Costs (\$/cwt.)	\$9.25	\$8.68	\$9.21	\$7.14	\$9.52	\$8.61	\$9.16	\$8.55	\$9.13

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

Dairy ID Number	8	9	10	11	12	13	14	15	16
<b>Feed Costs</b>									
a. Dry Roughage	\$43.28	\$51.47	\$20.66	\$66.82	\$53.97	\$50.85	\$40.49	\$45.97	\$35.39
b. Wet Feed & Wet Roughage	\$47.07	\$58.52	\$44.96	\$40.38	\$56.40	\$52.33	\$43.94	\$43.09	\$44.18
c. Concentrates	\$83.72	\$97.01	\$134.22	\$93.25	\$98.44	\$102.33	\$118.04	\$85.30	\$106.40
d. Minerals & Supplements	\$33.41	\$10.11	\$16.64	\$20.85	\$16.67	\$11.39	\$0.68	\$7.02	\$4.35
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>	\$207.48	\$217.11	\$216.48	\$221.30	\$225.48	\$216.90	\$203.15	\$181.38	\$190.32
Total Feed Costs (\$/cwt.)	\$9.76	\$9.18	\$10.96	\$9.40	\$9.76	\$8.96	\$9.38	\$8.79	\$9.18
<b>Total Hired Labor</b>	\$69.10	\$45.49	\$36.42	\$38.35	\$28.80	\$47.22	\$31.98	\$26.42	\$38.38
Total Hired Labor Costs (\$/cwt.)	\$3.25	\$1.92	\$1.84	\$1.63	\$1.25	\$1.95	\$1.48	\$1.28	\$1.85
<b>Total Herd Replacement</b>	\$38.13	\$37.26	\$33.97	\$28.86	\$32.59	\$38.22	\$41.59	\$51.72	\$40.09
Total Replacement Costs (\$/cwt.)	\$1.79	\$1.57	\$1.72	\$1.23	\$1.41	\$1.58	\$1.92	\$2.51	\$1.93
<b>Total Operating Costs</b>	\$62.74	\$70.57	\$50.24	\$64.36	\$54.41	\$63.11	\$70.91	\$38.60	\$68.66
Total Operating Costs (\$/cwt.)	\$2.95	\$2.98	\$2.54	\$2.73	\$2.35	\$2.61	\$3.27	\$1.87	\$3.31
<b>Total Milk Marketing Costs</b>	\$10.84	\$12.90	\$10.14	\$12.05	\$12.60	\$13.15	\$11.06	\$10.55	\$14.11
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.55	\$0.51	\$0.51	\$0.55	\$0.54	\$0.51	\$0.51	\$0.68
<b>Total Cost (\$/Cow/Month)</b>	\$388.28	\$383.33	\$347.24	\$364.92	\$353.88	\$378.60	\$358.68	\$308.67	\$351.56
Total Cost (\$/cwt)	\$18.26	\$16.20	\$17.58	\$15.49	\$15.31	\$15.65	\$16.56	\$14.96	\$16.95
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	21.26	23.66	19.75	23.55	23.11	24.20	21.65	20.63	20.74
b. Lbs Milk Sold/milk cow/day	82.91	91.72	75.66	91.42	88.57	92.16	82.42	77.71	76.72
c. Gross Milk Receipts (\$/cwt)	\$14.71	\$15.27	\$15.46	\$15.93	\$16.13	\$15.83	\$15.45	\$15.34	\$17.06
d. Mailbox Price (\$/cwt)	\$14.20	\$14.92	\$15.23	\$15.74	\$15.78	\$15.54	\$14.87	\$14.69	\$16.78
f. Income Over Feed Cost (\$/cwt)	\$4.44	\$5.75	\$4.27	\$6.34	\$6.02	\$6.58	\$5.49	\$5.90	\$7.60
g. Fat Test %	3.52%	3.67%	3.62%	3.71%	3.71%	3.75%	3.74%	3.62%	3.50%
h. SNF Test %	8.86%	8.88%	8.82%	8.86%	8.95%	8.90%	8.89%	8.89%	8.66%
<b>Related Data</b>									
a. Percent Dry Cows	16%	16%	15%	16%	15%	14%	14%	13%	12%
b. Yearly Cull Rate	41%	42%	39%	30%	32%	38%	34%	46%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.50	\$0.38	\$0.34	\$0.34	\$0.30	\$0.30	\$0.44	\$0.53	\$0.37
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$225.00	\$270.51	\$280.00	\$305.00	\$323.83	\$285.00	\$259.38	\$264.87	\$242.46
e. Grain, Mnrls & Splmnts (\$/ton)	\$273.48	\$263.12	\$285.71	\$262.60	\$260.24	\$261.19	\$253.92	\$224.85	\$243.78
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.44	30.87	35.98	32.31	32.52	31.81	33.16	30.46	33.23
g. Milkers (\$/hr with benefits & taxes)	\$15.57	\$23.51	\$16.25	\$20.63	\$16.84	\$21.19	\$12.21	\$12.79	\$16.35
h. Total Labor (\$/hr)	\$18.89	\$23.94	\$16.70	\$22.24	\$18.34	\$23.21	\$13.24	\$13.67	\$16.65
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.55	\$7.79	\$7.21	\$7.91	\$8.08	\$7.62	\$7.08	\$6.48	\$6.76
j. Milk Cow Feed Costs (\$/cwt.)	\$9.11	\$8.49	\$9.53	\$8.65	\$9.12	\$8.27	\$8.59	\$8.34	\$8.81

**CDFA - DAIRY MARKETING BRANCH**  
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Dairy ID Number	17	18	19	20	21
<b>Feed Costs</b>					
a. Dry Roughage	\$62.10	\$47.61	\$44.10	\$30.65	\$42.50
b. Wet Feed & Wet Roughage	\$37.51	\$38.50	\$43.16	\$59.92	\$49.71
c. Concentrates	\$86.17	\$109.20	\$85.97	\$99.61	\$81.11
d. Minerals & Supplements	\$17.88	\$17.76	\$6.60	\$16.60	\$19.20
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$203.66</b>	<b>\$213.08</b>	<b>\$179.82</b>	<b>\$206.79</b>	<b>\$192.52</b>
Total Feed Costs (\$/cwt.)	\$9.45	\$10.02	\$8.26	\$9.62	\$8.73
<b>Total Hired Labor</b>	<b>\$25.34</b>	<b>\$34.32</b>	<b>\$44.55</b>	<b>\$56.00</b>	<b>\$35.82</b>
Total Hired Labor Costs (\$/cwt.)	\$1.18	\$1.61	\$2.05	\$2.60	\$1.62
<b>Total Herd Replacement</b>	<b>\$34.85</b>	<b>\$41.87</b>	<b>\$69.90</b>	<b>\$51.95</b>	<b>\$31.89</b>
Total Replacement Costs (\$/cwt.)	\$1.62	\$1.97	\$3.21	\$2.42	\$1.45
<b>Total Operating Costs</b>	<b>\$51.83</b>	<b>\$81.45</b>	<b>\$72.53</b>	<b>\$59.87</b>	<b>\$61.40</b>
Total Operating Costs (\$/cwt.)	\$2.40	\$3.83	\$3.33	\$2.78	\$2.78
<b>Total Milk Marketing Costs</b>	<b>\$10.99</b>	<b>\$12.21</b>	<b>\$9.97</b>	<b>\$10.89</b>	<b>\$12.11</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.57	\$0.46	\$0.51	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	<b>\$326.67</b>	<b>\$382.93</b>	<b>\$376.78</b>	<b>\$385.50</b>	<b>\$333.73</b>
Total Cost (\$/cwt)	\$15.15	\$18.01	\$17.32	\$17.93	\$15.13
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	21.56	21.27	21.76	21.50	22.05
b. Lbs Milk Sold/milk cow/day	82.10	79.36	80.71	82.00	83.39
c. Gross Milk Receipts (\$/cwt)	\$15.39	\$15.53	\$16.95	\$14.70	\$15.55
d. Mailbox Price (\$/cwt)	\$14.94	\$15.08	\$16.77	\$14.21	\$15.20
f. Income Over Feed Cost (\$/cwt)	\$5.50	\$5.06	\$8.51	\$4.59	\$6.47
g. Fat Test %	3.72%	3.54%	3.80%	3.51%	3.61%
h. SNF Test %	8.98%	8.81%	8.88%	8.83%	8.90%
<b>Related Data</b>					
a. Percent Dry Cows	14%	13%	12%	15%	14%
b. Yearly Cull Rate	36%	45%	65%	57%	38%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.45	\$0.33	\$0.32	\$0.47	\$0.44
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$267.00	\$270.00	\$265.00	\$216.41	\$245.22
e. Grain, Mnrls & Splmnts (\$/ton)	\$224.02	\$274.31	\$251.74	\$254.20	\$296.83
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	34.20	33.80	26.27	34.23	25.01
g. Milkers (\$/hr with benefits & taxes)	\$13.98	\$18.87	\$17.15	\$14.78	\$18.16
h. Total Labor (\$/hr)	\$15.00	\$18.91	\$19.03	\$14.82	\$19.33
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.18	\$7.51	\$6.28	\$7.38	\$6.83
j. Milk Cow Feed Costs (\$/cwt.)	\$8.75	\$9.46	\$7.78	\$9.00	\$8.19

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