

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2016**  
**California Holstein 3X Milking**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	California 2X Milking	California 3X Milking							
<b>Feed Costs</b>									
a. Dry Roughage	\$41.23	\$44.41	\$36.94	\$26.32	\$49.78	\$45.89	\$54.91	\$33.55	\$51.08
b. Wet Feed & Wet Roughage	\$46.58	\$49.03	\$50.04	\$28.96	\$53.01	\$59.49	\$50.10	\$53.20	\$49.87
c. Concentrates	\$90.90	\$96.93	\$131.94	\$78.29	\$98.82	\$71.92	\$93.09	\$62.37	\$109.58
d. Minerals & Supplements	\$7.45	\$12.51	\$2.68	\$4.41	\$9.27	\$16.91	\$11.18	\$4.61	\$12.47
e. Pasture	\$0.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$186.51	\$202.89	\$221.61	\$137.97	\$210.87	\$194.22	\$209.28	\$153.73	\$223.01
Total Feed Costs (\$/cwt.)	\$9.37	\$8.88	\$9.02	\$7.08	\$8.52	\$8.35	\$8.06	\$9.85	\$8.44
<b>Total Hired Labor</b>	\$31.19	\$38.82	\$55.21	\$29.24	\$45.54	\$41.11	\$29.60	\$40.08	\$47.01
Total Hired Labor Costs (\$/cwt.)	\$1.57	\$1.70	\$2.25	\$1.50	\$1.84	\$1.77	\$1.14	\$2.57	\$1.78
<b>Total Herd Replacement</b>	\$43.38	\$43.12	\$44.19	\$30.43	\$35.86	\$34.68	\$34.85	\$34.14	\$42.30
Total Replacement Costs (\$/cwt.)	\$2.18	\$1.89	\$1.80	\$1.56	\$1.45	\$1.49	\$1.34	\$2.19	\$1.60
<b>Total Operating Costs</b>	\$51.11	\$58.81	\$76.02	\$43.88	\$74.41	\$63.27	\$74.70	\$57.91	\$61.63
Total Operating Costs (\$/cwt.)	\$2.57	\$2.58	\$3.09	\$2.25	\$3.01	\$2.72	\$2.88	\$3.71	\$2.33
<b>Total Milk Marketing Costs</b>	\$10.80	\$12.19	\$13.03	\$10.22	\$12.99	\$12.96	\$11.83	\$8.44	\$14.35
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.53	\$0.53	\$0.52	\$0.52	\$0.56	\$0.46	\$0.54	\$0.54
<b>Total Cost (\$/Cow/Month)</b>	\$322.99	\$355.82	\$410.05	\$251.74	\$379.67	\$346.24	\$360.26	\$294.30	\$388.30
Total Cost (\$/cwt)	\$16.23	\$15.58	\$16.69	\$12.91	\$15.34	\$14.89	\$13.87	\$18.85	\$14.69
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	19.90	22.84	24.57	19.49	24.75	23.26	25.98	15.61	26.44
b. Lbs Milk Sold/milk cow/day	74.51	84.83	92.39	73.21	92.23	84.53	95.48	61.68	96.74
c. Gross Milk Receipts (\$/cwt)	\$14.32	\$14.14	\$14.25	\$14.16	\$13.62	\$14.13	\$14.15	\$15.06	\$14.10
d. Mailbox Price (\$/cwt)	\$13.98	\$13.77	\$13.85	\$13.54	\$13.30	\$13.77	\$14.49	\$14.45	\$13.92
f. Income Over Feed Cost (\$/cwt)	\$4.61	\$4.88	\$4.83	\$6.46	\$4.78	\$5.42	\$6.43	\$4.61	\$5.49
g. Fat Test %	3.74%	3.65%	3.37%	3.52%	3.63%	3.68%	3.73%	3.62%	3.72%
h. SNF Test %	8.90%	8.82%	8.77%	9.03%	8.82%	8.79%	8.89%	8.79%	8.79%
<b>Related Data</b>									
a. Percent Dry Cows	12%	11%	12%	12%	12%	9%	10%	17%	10%
b. Yearly Cull Rate	41%	43%	59%	32%	38%	36%	36%	32%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.18	\$0.18	\$0.22	\$0.17	\$0.17	\$0.14	\$0.19	\$0.11
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$238.03	\$260.97	\$257.00	\$190.00	\$265.39	\$278.39	\$272.08	\$240.00	\$277.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$257.42	\$247.31	\$273.44	\$197.25	\$258.74	\$260.66	\$252.55	\$202.05	\$240.97
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.67	32.66	36.50	31.29	30.65	24.37	29.80	26.21	36.61
g. Milkers (\$/hr with benefits & taxes)	\$16.18	\$16.40	\$15.41	\$13.51	\$19.65	\$18.27	\$18.74	\$15.31	\$20.97
h. Total Labor (\$/hr)	\$16.76	\$17.28	\$15.25	\$13.77	\$19.67	\$19.07	\$18.36	\$16.22	\$22.65
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.62	\$7.15	\$7.80	\$4.89	\$7.37	\$6.70	\$7.32	\$5.63	\$7.90
j. Milk Cow Feed Costs (\$/cwt.)	\$8.89	\$8.42	\$8.44	\$6.68	\$7.99	\$7.93	\$7.67	\$9.13	\$8.16

**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	\$56.04	\$44.55	\$61.52	\$21.64	\$49.66	\$47.64	\$41.83	\$32.06	\$43.02
b. Wet Feed & Wet Roughage	\$57.34	\$42.48	\$35.52	\$48.37	\$44.81	\$30.95	\$30.39	\$49.58	\$44.64
c. Concentrates	\$101.03	\$88.18	\$101.92	\$139.96	\$83.22	\$92.90	\$136.72	\$89.95	\$89.14
d. Minerals & Supplements	\$17.11	\$5.97	\$22.12	\$17.62	\$7.20	\$0.25	\$3.27	\$8.38	\$31.09
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>	<b>\$231.52</b>	<b>\$181.17</b>	<b>\$221.07</b>	<b>\$227.59</b>	<b>\$184.90</b>	<b>\$171.74</b>	<b>\$212.21</b>	<b>\$179.97</b>	<b>\$207.89</b>
Total Feed Costs (\$/cwt.)	\$9.48	\$7.93	\$8.66	\$10.64	\$8.39	\$9.45	\$9.24	\$8.29	\$9.42
<b>Total Hired Labor</b>	<b>\$31.10</b>	<b>\$41.74</b>	<b>\$33.56</b>	<b>\$28.46</b>	<b>\$23.46</b>	<b>\$29.61</b>	<b>\$25.31</b>	<b>\$40.16</b>	<b>\$71.19</b>
Total Hired Labor Costs (\$/cwt.)	\$1.27	\$1.83	\$1.31	\$1.33	\$1.06	\$1.63	\$1.10	\$1.85	\$3.23
<b>Total Herd Replacement</b>	<b>\$33.47</b>	<b>\$73.11</b>	<b>\$33.09</b>	<b>\$37.55</b>	<b>\$52.67</b>	<b>\$44.41</b>	<b>\$37.81</b>	<b>\$32.11</b>	<b>\$45.85</b>
Total Replacement Costs (\$/cwt.)	\$1.37	\$3.20	\$1.30	\$1.76	\$2.39	\$2.44	\$1.65	\$1.48	\$2.08
<b>Total Operating Costs</b>	<b>\$58.17</b>	<b>\$71.53</b>	<b>\$68.43</b>	<b>\$57.35</b>	<b>\$30.14</b>	<b>\$75.53</b>	<b>\$46.90</b>	<b>\$48.79</b>	<b>\$59.53</b>
Total Operating Costs (\$/cwt.)	\$2.38	\$3.13	\$2.68	\$2.68	\$1.37	\$4.16	\$2.04	\$2.25	\$2.70
<b>Total Milk Marketing Costs</b>	<b>\$13.30</b>	<b>\$10.45</b>	<b>\$12.92</b>	<b>\$10.95</b>	<b>\$11.20</b>	<b>\$11.09</b>	<b>\$11.83</b>	<b>\$12.69</b>	<b>\$11.35</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.46	\$0.51	\$0.51	\$0.51	\$0.61	\$0.52	\$0.58	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	<b>\$367.56</b>	<b>\$378.01</b>	<b>\$369.07</b>	<b>\$361.90</b>	<b>\$302.38</b>	<b>\$332.38</b>	<b>\$334.05</b>	<b>\$313.73</b>	<b>\$395.81</b>
Total Cost (\$/cwt)	\$15.04	\$16.55	\$14.45	\$16.92	\$13.72	\$18.30	\$14.54	\$14.45	\$17.94
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	24.43	22.84	25.54	21.38	22.05	18.17	22.97	21.72	22.06
b. Lbs Milk Sold/milk cow/day	92.03	83.26	96.35	80.19	80.12	69.03	88.13	81.86	83.64
c. Gross Milk Receipts (\$/cwt)	\$14.49	\$15.00	\$14.19	\$13.88	\$13.93	\$14.14	\$14.21	\$13.12	\$13.38
d. Mailbox Price (\$/cwt)	\$14.15	\$14.84	\$13.89	\$13.60	\$13.32	\$13.64	\$13.65	\$12.59	\$12.71
f. Income Over Feed Cost (\$/cwt)	\$4.67	\$6.91	\$5.23	\$2.96	\$4.93	\$4.19	\$4.41	\$4.30	\$3.29
g. Fat Test %	3.71%	3.69%	3.67%	3.62%	3.68%	3.80%	3.86%	3.39%	3.58%
h. SNF Test %	8.86%	8.82%	8.77%	8.75%	8.82%	9.02%	8.91%	8.83%	8.81%
<b>Related Data</b>									
a. Percent Dry Cows	12%	10%	13%	12%	9%	13%	14%	13%	13%
b. Yearly Cull Rate	34%	68%	32%	41%	48%	65%	38%	25%	42%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.26	\$0.13	\$0.21	\$0.20	\$0.17	\$0.30	\$0.15	\$0.16
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$323.80	\$265.00	\$305.00	\$280.00	\$257.01	\$286.22	\$250.00	\$201.39	\$225.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.41	\$252.22	\$253.87	\$287.92	\$217.53	\$248.51	\$268.26	\$226.38	\$266.64
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	33.92	26.59	35.78	36.40	30.04	28.00	38.66	32.22	33.45
g. Milkers (\$/hr with benefits & taxes)	\$18.81	\$16.35	\$17.89	\$16.31	\$13.62	\$13.59	\$13.78	\$16.15	\$16.86
h. Total Labor (\$/hr)	\$19.69	\$17.95	\$19.29	\$16.83	\$14.12	\$14.72	\$13.11	\$14.25	\$20.30
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.25	\$6.32	\$7.89	\$7.51	\$6.49	\$6.17	\$7.64	\$6.41	\$7.48
j. Milk Cow Feed Costs (\$/cwt.)	\$8.96	\$7.59	\$8.19	\$9.36	\$8.09	\$8.93	\$8.67	\$7.83	\$8.94

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2016**  
**California Holstein 3X Milking**

Dairy ID Number	17	18	19	20	21
<b>Feed Costs</b>					
a. Dry Roughage	\$32.54	\$58.42	\$38.41	\$44.09	\$42.57
b. Wet Feed & Wet Roughage	\$60.52	\$46.10	\$50.89	\$48.28	\$43.54
c. Concentrates	\$97.28	\$91.04	\$110.12	\$116.06	\$112.14
d. Minerals & Supplements	\$14.00	\$20.82	\$1.73	\$19.57	\$2.72
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$204.35</b>	<b>\$216.38</b>	<b>\$201.15</b>	<b>\$228.01</b>	<b>\$200.96</b>
Total Feed Costs (\$/cwt.)	\$9.18	\$9.52	\$8.93	\$9.47	\$9.01
<b>Total Hired Labor</b>	<b>\$58.10</b>	<b>\$32.36</b>	<b>\$32.97</b>	<b>\$33.79</b>	<b>\$31.68</b>
Total Hired Labor Costs (\$/cwt.)	\$2.61	\$1.42	\$1.46	\$1.40	\$1.42
<b>Total Herd Replacement</b>	<b>\$53.07</b>	<b>\$39.28</b>	<b>\$43.17</b>	<b>\$39.82</b>	<b>\$43.66</b>
Total Replacement Costs (\$/cwt.)	\$2.38	\$1.73	\$1.92	\$1.65	\$1.96
<b>Total Operating Costs</b>	<b>\$54.85</b>	<b>\$50.60</b>	<b>\$61.06</b>	<b>\$47.20</b>	<b>\$65.27</b>
Total Operating Costs (\$/cwt.)	\$2.46	\$2.23	\$2.71	\$1.96	\$2.93
<b>Total Milk Marketing Costs</b>	<b>\$11.25</b>	<b>\$11.50</b>	<b>\$11.49</b>	<b>\$13.65</b>	<b>\$14.94</b>
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.51	\$0.51	\$0.57	\$0.67
<b>Total Cost (\$/Cow/Month)</b>	<b>\$381.62</b>	<b>\$350.13</b>	<b>\$349.84</b>	<b>\$362.47</b>	<b>\$356.50</b>
Total Cost (\$/cwt)	\$17.15	\$15.41	\$15.53	\$15.06	\$15.98
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	22.26	22.73	22.52	24.07	22.31
b. Lbs Milk Sold/milk cow/day	84.74	87.30	83.89	87.14	79.88
c. Gross Milk Receipts (\$/cwt)	\$13.34	\$14.00	\$13.75	\$14.12	\$15.55
d. Mailbox Price (\$/cwt)	\$12.82	\$13.62	\$13.43	\$13.65	\$15.28
f. Income Over Feed Cost (\$/cwt)	\$3.64	\$4.10	\$4.50	\$4.18	\$6.27
g. Fat Test %	3.56%	3.80%	3.71%	3.62%	3.48%
h. SNF Test %	8.79%	8.94%	8.79%	8.75%	8.81%
<b>Related Data</b>					
a. Percent Dry Cows	13%	14%	12%	9%	8%
b. Yearly Cull Rate	56%	37%	34%	44%	41%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.19	\$0.27	\$0.18	\$0.14	\$0.17
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$223.46	\$281.96	\$239.01	\$255.00	\$245.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$238.22	\$238.23	\$246.79	\$257.90	\$252.78
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	34.93	35.27	32.82	37.78	32.18
g. Milkers (\$/hr with benefits & taxes)	\$15.74	\$16.81	\$12.53	\$18.86	\$12.04
h. Total Labor (\$/hr)	\$16.22	\$16.92	\$13.28	\$19.45	\$15.21
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.30	\$7.74	\$7.15	\$8.00	\$7.02
j. Milk Cow Feed Costs (\$/cwt.)	\$8.62	\$8.86	\$8.52	\$9.19	\$8.79

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