

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 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	\$36.82	\$39.55	\$24.06	\$45.02	\$44.79	\$37.00	\$49.95	\$40.44	\$28.30
b. Wet Feed & Wet Roughage	\$45.20	\$47.34	\$21.76	\$39.25	\$40.44	\$50.08	\$35.57	\$30.42	\$46.64
c. Concentrates	\$92.38	\$97.94	\$93.12	\$80.79	\$87.47	\$76.13	\$136.70	\$156.60	\$89.82
d. Minerals & Supplements	\$7.35	\$13.12	\$3.50	\$8.69	\$31.80	\$6.30	\$2.67	\$0.00	\$8.08
e. Pasture	\$0.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$182.60	\$197.95	\$142.44	\$173.75	\$204.50	\$169.50	\$224.90	\$227.46	\$172.85
Total Feed Costs (\$/cwt.)	\$9.02	\$8.57	\$7.34	\$7.74	\$9.56	\$10.11	\$9.15	\$9.30	\$8.34
<b>Total Hired Labor</b>	\$31.91	\$38.98	\$29.80	\$26.76	\$70.93	\$41.67	\$55.08	\$27.43	\$34.26
Total Hired Labor Costs (\$/cwt.)	\$1.58	\$1.69	\$1.54	\$1.19	\$3.31	\$2.49	\$2.24	\$1.12	\$1.65
<b>Total Herd Replacement</b>	\$43.85	\$43.37	\$33.81	\$56.68	\$40.98	\$30.50	\$44.01	\$42.67	\$32.10
Total Replacement Costs (\$/cwt.)	\$2.17	\$1.88	\$1.74	\$2.53	\$1.91	\$1.82	\$1.79	\$1.74	\$1.55
<b>Total Operating Costs</b>	\$52.11	\$59.59	\$40.65	\$39.75	\$57.49	\$69.18	\$86.66	\$47.62	\$52.07
Total Operating Costs (\$/cwt.)	\$2.57	\$2.58	\$2.09	\$1.77	\$2.69	\$4.13	\$3.53	\$1.95	\$2.51
<b>Total Milk Marketing Costs</b>	\$11.00	\$12.36	\$10.14	\$11.38	\$10.99	\$9.01	\$12.98	\$12.55	\$12.01
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.54	\$0.52	\$0.51	\$0.51	\$0.54	\$0.53	\$0.51	\$0.58
<b>Total Cost (\$/Cow/Month)</b>	\$321.47	\$352.25	\$256.84	\$308.32	\$384.90	\$319.85	\$423.62	\$357.73	\$303.29
Total Cost (\$/cwt)	\$15.89	\$15.25	\$13.24	\$13.74	\$17.99	\$19.09	\$17.24	\$14.62	\$14.63
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	20.24	23.09	19.40	22.44	21.40	16.76	24.57	24.46	20.73
b. Lbs Milk Sold/milk cow/day	75.94	85.12	72.17	82.39	83.88	63.53	91.84	91.30	80.29
c. Gross Milk Receipts (\$/cwt)	\$13.32	\$13.36	\$13.14	\$13.18	\$12.61	\$14.33	\$13.50	\$13.26	\$12.45
d. Mailbox Price (\$/cwt)	\$12.99	\$13.01	\$12.52	\$12.62	\$12.02	\$13.78	\$13.08	\$12.77	\$11.95
f. Income Over Feed Cost (\$/cwt)	\$3.96	\$4.44	\$5.18	\$4.88	\$2.46	\$3.66	\$3.93	\$3.47	\$3.62
g. Fat Test %	3.61%	3.61%	3.38%	3.56%	3.55%	3.62%	3.35%	3.75%	3.40%
h. SNF Test %	8.87%	8.79%	9.02%	8.82%	8.74%	8.76%	8.70%	8.89%	8.78%
<b>Related Data</b>									
a. Percent Dry Cows	12%	11%	11%	10%	16%	13%	12%	12%	15%
b. Yearly Cull Rate	41%	42%	34%	47%	45%	34%	53%	43%	25%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.15	\$0.18	\$0.21	\$0.13	\$0.13	\$0.15	\$0.21	\$0.11
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$220.52	\$238.57	\$190.00	\$237.79	\$225.00	\$240.00	\$257.00	\$240.49	\$193.68
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.79	\$256.58	\$217.18	\$223.81	\$276.37	\$236.38	\$282.96	\$287.49	\$230.61
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.26	32.13	32.65	29.02	33.12	26.43	36.32	39.85	32.22
g. Milkers (\$/hr with benefits & taxes)	\$16.25	\$16.60	\$13.50	\$13.76	\$15.85	\$14.90	\$15.41	\$14.79	\$14.63
h. Total Labor (\$/hr)	\$16.64	\$17.38	\$14.19	\$14.29	\$17.71	\$15.61	\$15.28	\$13.80	\$15.84
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.50	\$6.94	\$5.09	\$6.15	\$7.52	\$6.15	\$7.96	\$8.14	\$6.27
j. Milk Cow Feed Costs (\$/cwt.)	\$8.56	\$8.16	\$7.05	\$7.46	\$8.97	\$9.68	\$8.67	\$8.92	\$7.81

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2016**  
**California Holstein 3X Milking**

Dairy ID Number	8	9	10	11	12	13	14	15	16
<b>Feed Costs</b>									
a. Dry Roughage	\$42.79	\$33.03	\$48.33	\$41.13	\$34.29	\$24.94	\$39.95	\$46.38	\$60.66
b. Wet Feed & Wet Roughage	\$27.72	\$55.97	\$51.50	\$42.69	\$40.88	\$44.32	\$55.46	\$49.16	\$40.18
c. Concentrates	\$98.65	\$98.11	\$101.31	\$100.49	\$113.96	\$133.83	\$105.46	\$92.53	\$95.68
d. Minerals & Supplements	\$0.28	\$13.54	\$9.70	\$10.79	\$0.65	\$15.70	\$16.48	\$31.13	\$21.27
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>	\$169.45	\$200.65	\$210.85	\$195.10	\$189.78	\$218.80	\$217.34	\$219.21	\$217.79
Total Feed Costs (\$/cwt.)	\$9.65	\$9.02	\$8.37	\$7.85	\$8.01	\$10.33	\$8.70	\$9.32	\$8.46
<b>Total Hired Labor</b>	\$29.00	\$59.75	\$43.03	\$34.37	\$36.01	\$27.95	\$31.10	\$26.14	\$34.53
Total Hired Labor Costs (\$/cwt.)	\$1.65	\$2.69	\$1.71	\$1.38	\$1.52	\$1.32	\$1.25	\$1.11	\$1.34
<b>Total Herd Replacement</b>	\$48.96	\$49.95	\$35.06	\$39.57	\$43.49	\$38.58	\$35.08	\$39.49	\$36.29
Total Replacement Costs (\$/cwt.)	\$2.79	\$2.24	\$1.39	\$1.59	\$1.84	\$1.82	\$1.40	\$1.68	\$1.41
<b>Total Operating Costs</b>	\$66.56	\$53.20	\$75.50	\$62.29	\$67.06	\$56.34	\$54.87	\$46.95	\$72.62
Total Operating Costs (\$/cwt.)	\$3.79	\$2.39	\$3.00	\$2.51	\$2.83	\$2.66	\$2.20	\$2.00	\$2.82
<b>Total Milk Marketing Costs</b>	\$11.05	\$11.14	\$12.98	\$14.09	\$11.68	\$10.85	\$13.58	\$12.00	\$13.13
Total Milk Marketing Costs (\$/cwt.)	\$0.63	\$0.50	\$0.52	\$0.57	\$0.49	\$0.51	\$0.54	\$0.51	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$325.02	\$374.69	\$377.42	\$345.42	\$348.03	\$352.51	\$351.97	\$343.79	\$374.34
Total Cost (\$/cwt)	\$18.51	\$16.84	\$14.99	\$13.90	\$14.69	\$16.64	\$14.10	\$14.62	\$14.55
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	17.56	22.25	25.19	24.86	23.69	21.19	24.97	23.51	25.73
b. Lbs Milk Sold/milk cow/day	68.57	83.89	94.50	89.15	88.24	79.29	95.05	86.85	93.44
c. Gross Milk Receipts (\$/cwt)	\$13.28	\$12.54	\$12.76	\$13.30	\$12.79	\$13.38	\$13.55	\$13.14	\$13.30
d. Mailbox Price (\$/cwt)	\$12.85	\$12.00	\$12.45	\$12.83	\$12.41	\$13.12	\$13.21	\$12.75	\$13.09
f. Income Over Feed Cost (\$/cwt)	\$3.19	\$2.99	\$4.07	\$4.98	\$4.40	\$2.79	\$4.51	\$3.42	\$4.63
g. Fat Test %	3.72%	3.52%	3.55%	3.56%	3.60%	3.70%	3.61%	3.73%	3.58%
h. SNF Test %	9.00%	8.71%	8.81%	8.73%	8.77%	8.72%	8.85%	8.89%	8.73%
<b>Related Data</b>									
a. Percent Dry Cows	16%	13%	12%	8%	11%	12%	13%	11%	9%
b. Yearly Cull Rate	66%	51%	38%	42%	37%	43%	34%	38%	36%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.16	\$0.17	\$0.15	\$0.19	\$0.16	\$0.15	\$0.15	\$0.15
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$251.25	\$217.47	\$232.37	\$255.00	\$212.32	\$260.00	\$213.40	\$236.77	\$288.25
e. Grain, Mnrls & Splmnts (\$/ton)	\$268.89	\$238.35	\$260.37	\$224.04	\$237.80	\$278.24	\$261.48	\$257.86	\$256.61
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.08	34.71	31.40	35.38	34.92	35.76	34.42	34.80	32.19
g. Milkers (\$/hr with benefits & taxes)	\$13.39	\$15.64	\$14.08	\$19.59	\$13.27	\$16.52	\$18.38	\$17.12	\$18.07
h. Total Labor (\$/hr)	\$15.02	\$16.02	\$15.16	\$19.68	\$14.02	\$16.97	\$19.00	\$17.25	\$19.46
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.20	\$7.12	\$7.39	\$6.73	\$6.74	\$7.20	\$7.85	\$7.71	\$7.45
j. Milk Cow Feed Costs (\$/cwt.)	\$9.04	\$8.49	\$7.82	\$7.55	\$7.64	\$9.08	\$8.25	\$8.88	\$7.97

**CDFA - DAIRY MARKETING BRANCH**  
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Dairy ID Number	17	18	19	20	21
<b>Feed Costs</b>					
a. Dry Roughage	\$48.29	\$39.45	\$52.50	\$38.40	\$25.86
b. Wet Feed & Wet Roughage	\$54.37	\$38.09	\$55.39	\$58.32	\$53.41
c. Concentrates	\$105.84	\$89.07	\$104.58	\$81.06	\$106.47
d. Minerals & Supplements	\$11.59	\$6.16	\$11.16	\$19.55	\$10.02
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$220.09	\$172.77	\$223.64	\$197.33	\$195.76
Total Feed Costs (\$/cwt.)	\$8.42	\$7.49	\$8.43	\$8.45	\$8.77
<b>Total Hired Labor</b>	\$47.46	\$41.84	\$29.73	\$41.53	\$33.18
Total Hired Labor Costs (\$/cwt.)	\$1.82	\$1.81	\$1.12	\$1.78	\$1.49
<b>Total Herd Replacement</b>	\$41.72	\$68.63	\$38.07	\$37.79	\$43.05
Total Replacement Costs (\$/cwt.)	\$1.60	\$2.98	\$1.43	\$1.62	\$1.93
<b>Total Operating Costs</b>	\$63.61	\$70.77	\$78.08	\$59.38	\$56.33
Total Operating Costs (\$/cwt.)	\$2.43	\$3.07	\$2.94	\$2.54	\$2.52
<b>Total Milk Marketing Costs</b>	\$14.35	\$10.54	\$12.08	\$13.34	\$15.04
Total Milk Marketing Costs (\$/cwt.)	\$0.55	\$0.46	\$0.46	\$0.57	\$0.67
<b>Total Cost (\$/Cow/Month)</b>	\$387.23	\$364.56	\$381.60	\$349.38	\$343.37
Total Cost (\$/cwt)	\$14.81	\$15.81	\$14.38	\$14.96	\$15.38
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	26.14	23.06	26.54	23.36	22.33
b. Lbs Milk Sold/milk cow/day	96.97	83.36	94.26	83.64	78.95
c. Gross Milk Receipts (\$/cwt)	\$13.43	\$14.26	\$14.40	\$13.33	\$14.73
d. Mailbox Price (\$/cwt)	\$13.21	\$14.11	\$14.98	\$12.96	\$14.46
f. Income Over Feed Cost (\$/cwt)	\$4.79	\$6.61	\$6.56	\$4.51	\$5.69
g. Fat Test %	3.71%	3.67%	3.77%	3.62%	3.60%
h. SNF Test %	8.82%	8.82%	8.87%	8.78%	8.77%
<b>Related Data</b>					
a. Percent Dry Cows	11%	9%	7%	8%	7%
b. Yearly Cull Rate	37%	65%	38%	36%	36%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.13	\$0.11	\$0.11	\$0.16
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$272.96	\$240.00	\$265.63	\$266.77	\$219.55
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.69	\$254.08	\$291.30	\$292.47	\$258.29
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	33.74	26.53	27.89	24.33	31.58
g. Milkers (\$/hr with benefits & taxes)	\$20.97	\$16.32	\$18.92	\$20.32	\$16.56
h. Total Labor (\$/hr)	\$22.65	\$17.95	\$17.61	\$21.62	\$16.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.82	\$6.00	\$7.70	\$6.81	\$6.77
j. Milk Cow Feed Costs (\$/cwt.)	\$8.07	\$7.20	\$8.16	\$8.14	\$8.58

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