

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2010
California Holstein 3X Milking

Dairy ID Number	Averages		1	2	3	4	5	6	7
	California 2X Milking	California 3X Milking							
Feed Costs									
a. Dry Roughage	\$32.93	\$33.05	\$26.77	\$56.39	\$30.48	\$20.95	\$55.02	\$29.00	\$28.83
b. Wet Feed & Wet Roughage	\$26.37	\$28.89	\$45.02	\$27.83	\$25.67	\$28.22	\$31.49	\$28.69	\$36.70
c. Concentrates	\$72.88	\$73.06	\$97.20	\$75.67	\$56.52	\$109.22	\$81.11	\$108.38	\$73.00
d. Minerals & Supplements	\$7.64	\$9.13	\$3.98	\$5.18	\$6.51	\$8.65	\$14.03	\$0.83	\$30.79
e. Pasture	\$0.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$139.92	\$144.12	\$172.96	\$165.08	\$119.18	\$167.05	\$181.64	\$166.89	\$169.31
Total Feed Costs (\$/cwt.)	\$7.31	\$6.81	\$7.88	\$7.23	\$7.82	\$7.43	\$6.97	\$7.84	\$7.25
Total Hired Labor	\$26.91	\$31.46	\$40.57	\$42.51	\$24.97	\$41.40	\$28.09	\$21.13	\$30.21
Total Hired Labor Costs (\$/cwt.)	\$1.41	\$1.49	\$1.85	\$1.86	\$1.64	\$1.84	\$1.08	\$0.99	\$1.29
Herd Replacement	\$25.38	\$24.62	\$25.69	\$26.99	\$15.68	\$23.75	\$26.43	\$26.64	\$22.33
Less: Calf Income (\$/Cow/Month)	\$8.05	\$8.52	\$7.66	\$7.13	\$12.31	\$7.34	\$7.82	\$8.57	\$5.93
Total Herd Replacement	\$17.33	\$16.10	\$18.03	\$19.86	\$3.37	\$16.41	\$18.61	\$18.07	\$16.40
Total Replacement Costs (\$/cwt.)	\$0.91	\$0.76	\$0.82	\$0.87	\$0.22	\$0.73	\$0.71	\$0.85	\$0.70
Total Operating Costs	\$51.40	\$52.89	\$69.44	\$48.77	\$39.93	\$53.39	\$72.75	\$51.73	\$58.20
Total Operating Costs (\$/cwt.)	\$2.69	\$2.50	\$3.16	\$2.14	\$2.62	\$2.37	\$2.79	\$2.43	\$2.49
Total Milk Marketing Costs	\$9.98	\$10.53	\$11.26	\$13.28	\$7.76	\$15.05	\$12.43	\$10.64	\$11.44
Total Milk Marketing Costs (\$/cwt.)	\$0.52	\$0.50	\$0.51	\$0.58	\$0.51	\$0.67	\$0.48	\$0.50	\$0.49
Total Cost (\$/Cow/Month)	\$245.54	\$255.10	\$312.26	\$289.49	\$195.23	\$293.30	\$313.52	\$268.45	\$285.56
Total Cost (\$/cwt)	\$12.83	\$12.05	\$14.23	\$12.68	\$12.82	\$13.04	\$12.03	\$12.61	\$12.23
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	19.14	21.18	21.94	22.84	15.23	22.50	26.07	21.30	23.35
b. Lbs Milk Sold/milk cow/day	71.97	79.83	85.83	82.25	59.38	83.99	92.19	79.99	87.66
c. Gross Milk Receipts (\$/cwt)	\$13.65	\$13.37	\$14.15	\$13.35	\$13.68	\$14.32	\$14.59	\$13.23	\$12.67
d. Mailbox Price (\$/cwt)	\$13.32	\$12.99	\$13.73	\$12.60	\$13.20	\$13.98	\$14.30	\$12.64	\$12.18
f. Fat Test %	3.52%	3.46%	3.65%	3.29%	3.34%	3.49%	3.53%	3.48%	3.13%
g. SNF Test %	8.82%	8.77%	8.55%	8.66%	8.67%	8.82%	8.78%	8.82%	8.78%
Related Data									
a. Percent Dry Cows	12%	13%	16%	8%	15%	12%	7%	12%	12%
b. Yearly Cull Rate	40%	36%	37%	39%	38%	35%	38%	39%	27%
c. Avg. Value (/Drop Bull Calf)	\$53.43	\$55.05	\$20.00	\$46.72	\$50.00	\$60.30	\$63.23	\$55.44	\$54.21
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$155.59	\$157.93	\$170.00	\$152.00	\$170.00	\$155.00	\$183.56	\$152.00	\$150.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$217.35	\$217.24	\$263.94	\$193.78	\$206.82	\$233.18	\$239.58	\$236.79	\$268.88
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.34	29.09	29.38	28.62	23.71	37.07	27.78	34.23	28.42
g. Milkers (\$/hr with benefits & taxes)	\$13.87	\$13.47	\$13.83	\$20.02	\$10.18	\$12.91	\$14.84	\$10.83	\$11.77
h. Total Labor (\$/hr)	\$14.48	\$14.22	\$13.45	\$20.32	\$10.69	\$13.89	\$14.32	\$10.76	\$14.08
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.98	\$5.13	\$6.44	\$5.39	\$4.43	\$6.10	\$6.25	\$5.98	\$6.00
j. Milk Cow Feed Costs (\$/cwt.)	\$6.92	\$6.43	\$7.51	\$6.55	\$7.47	\$7.26	\$6.78	\$7.48	\$6.85

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Feed Costs									
a. Dry Roughage	\$31.35	\$29.78	\$34.07	\$31.46	\$37.20	\$31.51	\$26.81	\$33.72	\$30.93
b. Wet Feed & Wet Roughage	\$24.81	\$32.48	\$31.95	\$25.31	\$35.20	\$26.91	\$45.22	\$24.06	\$27.57
c. Concentrates	\$61.82	\$79.58	\$69.23	\$65.35	\$73.37	\$83.67	\$67.74	\$70.06	\$84.86
d. Minerals & Supplements	\$2.98	\$0.26	\$5.78	\$9.07	\$12.88	\$6.71	\$9.68	\$12.42	\$0.65
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$120.97	\$142.10	\$141.03	\$131.19	\$158.64	\$148.80	\$149.46	\$140.25	\$144.00
Total Feed Costs (\$/cwt.)	\$6.62	\$7.28	\$6.29	\$6.57	\$6.56	\$6.59	\$6.41	\$7.03	\$6.93
Total Hired Labor	\$34.58	\$23.75	\$39.81	\$42.28	\$30.81	\$34.46	\$29.85	\$33.20	\$26.56
Total Hired Labor Costs (\$/cwt.)	\$1.89	\$1.22	\$1.78	\$2.12	\$1.27	\$1.53	\$1.28	\$1.66	\$1.28
Herd Replacement	\$32.58	\$27.43	\$29.40	\$16.91	\$22.09	\$25.60	\$24.21	\$27.75	\$24.99
Less: Calf Income (\$/Cow/Month)	\$8.41	\$7.88	\$7.20	\$7.28	\$6.85	\$10.14	\$7.70	\$7.73	\$7.64
Total Herd Replacement	\$24.17	\$19.55	\$22.20	\$9.63	\$15.24	\$15.47	\$16.51	\$20.02	\$17.35
Total Replacement Costs (\$/cwt.)	\$1.32	\$1.00	\$0.99	\$0.48	\$0.63	\$0.68	\$0.71	\$1.00	\$0.83
Total Operating Costs	\$56.93	\$57.02	\$72.31	\$62.97	\$63.86	\$50.32	\$62.22	\$54.20	\$57.68
Total Operating Costs (\$/cwt.)	\$3.12	\$2.92	\$3.23	\$3.16	\$2.64	\$2.23	\$2.67	\$2.72	\$2.77
Total Milk Marketing Costs	\$9.35	\$9.65	\$10.14	\$10.01	\$11.11	\$10.23	\$10.98	\$9.94	\$10.29
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.49	\$0.45	\$0.50	\$0.46	\$0.45	\$0.47	\$0.50	\$0.50
Total Cost (\$/Cow/Month)	\$246.00	\$252.07	\$285.49	\$256.08	\$279.66	\$259.29	\$269.01	\$257.62	\$255.88
Total Cost (\$/cwt)	\$13.47	\$12.91	\$12.73	\$12.83	\$11.57	\$11.48	\$11.54	\$12.92	\$12.31
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.27	19.53	22.42	19.95	24.17	22.59	23.30	19.95	20.79
b. Lbs Milk Sold/milk cow/day	69.99	70.17	83.48	78.84	90.78	85.13	85.54	75.75	77.85
c. Gross Milk Receipts (\$/cwt)	\$14.42	\$13.06	\$13.04	\$12.97	\$13.00	\$13.71	\$14.36	\$14.10	\$13.10
d. Mailbox Price (\$/cwt)	\$13.71	\$12.78	\$12.78	\$12.35	\$12.87	\$13.46	\$14.24	\$13.46	\$12.80
f. Fat Test %	3.46%	3.41%	3.48%	3.44%	3.46%	3.55%	3.46%	3.49%	3.45%
g. SNF Test %	8.60%	8.78%	8.77%	8.78%	8.75%	8.90%	8.85%	8.85%	8.81%
Related Data									
a. Percent Dry Cows	14%	8%	11%	17%	12%	13%	10%	13%	12%
b. Yearly Cull Rate	46%	40%	36%	42%	32%	33%	36%	36%	31%
c. Avg. Value (/Drop Bull Calf)	\$51.00	\$51.06	\$55.00	\$55.06	\$52.54	\$67.00	\$59.35	\$56.22	\$48.61
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$160.00	\$160.00	\$152.57	\$157.50	\$146.18	\$150.00	\$143.91	\$170.00	\$165.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$180.14	\$225.77	\$214.22	\$181.83	\$212.10	\$216.50	\$205.91	\$208.31	\$223.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.38	25.10	24.37	31.29	29.49	30.33	26.87	29.62	28.09
g. Milkers (\$/hr with benefits & taxes)	\$11.50	\$10.96	\$15.96	\$11.50	\$17.01	\$16.65	\$16.07	\$11.81	\$11.89
h. Total Labor (\$/hr)	\$12.28	\$12.41	\$17.00	\$12.21	\$16.76	\$17.46	\$16.46	\$13.95	\$12.55
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.46	\$4.94	\$4.78	\$4.77	\$5.66	\$5.29	\$5.21	\$4.96	\$5.12
j. Milk Cow Feed Costs (\$/cwt.)	\$6.37	\$7.04	\$5.72	\$6.05	\$6.23	\$6.21	\$6.09	\$6.55	\$6.58

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Dairy ID Number	17	18	19	20	21	22	23	24
Feed Costs								
a. Dry Roughage	\$46.09	\$28.76	\$38.68	\$45.57	\$29.29	\$38.97	\$28.72	\$22.71
b. Wet Feed & Wet Roughage	\$19.54	\$34.46	\$27.99	\$26.14	\$28.01	\$25.73	\$30.97	\$26.61
c. Concentrates	\$72.50	\$61.21	\$62.71	\$75.59	\$95.52	\$61.15	\$71.32	\$65.85
d. Minerals & Supplements	\$20.94	\$7.37	\$1.85	\$17.89	\$0.68	\$11.61	\$10.20	\$10.78
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$159.07	\$131.80	\$131.23	\$165.20	\$153.49	\$137.47	\$141.21	\$125.96
Total Feed Costs (\$/cwt.)	\$7.22	\$6.31	\$6.95	\$7.30	\$7.00	\$6.96	\$6.86	\$6.03
Total Hired Labor	\$34.78	\$23.12	\$27.22	\$33.88	\$25.52	\$36.57	\$36.56	\$28.43
Total Hired Labor Costs (\$/cwt.)	\$1.58	\$1.11	\$1.44	\$1.50	\$1.16	\$1.85	\$1.78	\$1.36
Herd Replacement	\$18.82	\$25.70	\$10.43	\$31.32	\$24.43	\$24.90	\$31.72	\$23.81
Less: Calf Income (\$/Cow/Month)	\$7.08	\$9.60	\$10.13	\$7.10	\$10.99	\$8.98	\$10.51	\$7.25
Total Herd Replacement	\$11.74	\$16.10	\$0.30	\$24.22	\$13.45	\$15.91	\$21.21	\$16.56
Total Replacement Costs (\$/cwt.)	\$0.53	\$0.77	\$0.02	\$1.07	\$0.61	\$0.81	\$1.03	\$0.79
Total Operating Costs	\$71.69	\$33.24	\$36.56	\$72.90	\$49.05	\$49.38	\$44.08	\$43.85
Total Operating Costs (\$/cwt.)	\$3.26	\$1.59	\$1.94	\$3.22	\$2.24	\$2.50	\$2.14	\$2.10
Total Milk Marketing Costs	\$10.64	\$10.33	\$12.33	\$10.93	\$10.57	\$9.88	\$10.13	\$9.80
Total Milk Marketing Costs (\$/cwt.)	\$0.48	\$0.49	\$0.65	\$0.48	\$0.48	\$0.50	\$0.49	\$0.47
Total Cost (\$/Cow/Month)	\$287.92	\$214.60	\$207.64	\$307.12	\$252.07	\$249.21	\$253.19	\$224.60
Total Cost (\$/cwt)	\$13.07	\$10.27	\$11.00	\$13.57	\$11.49	\$12.62	\$12.30	\$10.75
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	22.02	20.89	18.88	22.63	21.94	19.75	20.58	20.89
b. Lbs Milk Sold/milk cow/day	83.85	76.54	72.36	82.65	83.76	75.40	79.75	78.70
c. Gross Milk Receipts (\$/cwt)	\$13.49	\$13.14	\$13.15	\$14.01	\$13.04	\$13.09	\$12.85	\$13.27
d. Mailbox Price (\$/cwt)	\$13.02	\$12.58	\$13.01	\$13.61	\$12.79	\$12.56	\$12.22	\$13.00
f. Fat Test %	3.58%	3.40%	3.25%	3.65%	3.49%	3.42%	3.37%	3.49%
g. SNF Test %	8.80%	8.68%	8.65%	8.80%	8.71%	8.79%	8.76%	8.77%
Related Data								
a. Percent Dry Cows	13%	10%	14%	10%	14%	14%	15%	12%
b. Yearly Cull Rate	25%	37%	15%	46%	45%	33%	46%	31%
c. Avg. Value (/Drop Bull Calf)	\$55.41	\$55.02	\$65.41	\$67.78	\$64.64	\$55.51	\$55.15	\$35.50
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$167.25	\$160.00	\$153.80	\$155.00	\$160.00	\$170.00	\$153.19	\$154.51
e. Grain, Mnrls & Splmnts (\$/ton)	\$237.82	\$180.80	\$216.40	\$243.58	\$218.87	\$208.79	\$194.62	\$202.10
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.19	27.24	22.74	27.61	32.91	26.24	31.72	27.73
g. Milkers (\$/hr with benefits & taxes)	\$12.46	\$12.07	\$16.00	\$16.46	\$12.05	\$12.23	\$11.12	\$16.21
h. Total Labor (\$/hr)	\$13.67	\$13.69	\$15.28	\$17.06	\$13.14	\$13.61	\$11.60	\$16.78
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.67	\$4.64	\$4.81	\$5.85	\$5.52	\$4.87	\$5.04	\$4.51
j. Milk Cow Feed Costs (\$/cwt.)	\$6.76	\$6.06	\$6.65	\$7.07	\$6.59	\$6.46	\$6.33	\$5.73