

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
California Holstein 3X Milking

Dairy ID Number	Averages California 3X Milking	1	2	3	4	5	6	7	8
Feed Costs									
a. Dry Roughage	\$35.82	\$41.76	\$41.54	\$41.26	\$28.70	\$31.51	\$23.47	\$33.44	\$38.72
b. Wet Feed & Wet Roughage	\$32.18	\$22.40	\$35.18	\$25.97	\$46.84	\$28.97	\$35.57	\$30.90	\$27.24
c. Concentrates	\$83.78	\$77.59	\$91.17	\$126.86	\$70.98	\$108.13	\$94.17	\$76.18	\$80.84
d. Minerals & Supplements	\$8.59	\$5.71	\$9.65	\$0.97	\$9.88	\$0.64	\$11.02	\$7.96	\$10.90
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$160.38	\$147.46	\$177.54	\$195.05	\$156.40	\$169.25	\$164.23	\$148.48	\$157.70
Total Feed Costs (\$/cwt.)	\$8.05	\$7.97	\$8.15	\$9.25	\$7.10	\$8.62	\$8.61	\$7.46	\$8.28
Total Hired Labor	\$31.80	\$29.64	\$41.11	\$22.24	\$34.62	\$28.12	\$43.25	\$16.45	\$35.45
Total Hired Labor Costs (\$/cwt.)	\$1.60	\$1.60	\$1.89	\$1.05	\$1.57	\$1.43	\$2.27	\$0.83	\$1.86
Herd Replacement	\$24.23	\$17.65	\$26.56	\$23.54	\$25.38	\$24.18	\$13.15	\$24.81	\$25.41
Less: Calf Income (\$/Cow/Month)	\$5.76	\$3.52	\$6.03	\$6.38	\$5.69	\$4.72	\$5.94	\$5.39	\$5.54
Total Herd Replacement	\$18.48	\$14.13	\$20.53	\$17.16	\$19.69	\$19.46	\$7.21	\$19.42	\$19.87
Total Replacement Costs (\$/cwt.)	\$0.93	\$0.76	\$0.94	\$0.81	\$0.89	\$0.99	\$0.38	\$0.98	\$1.04
Total Operating Costs	\$57.98	\$52.29	\$53.05	\$41.52	\$73.99	\$59.64	\$53.57	\$48.63	\$73.30
Total Operating Costs (\$/cwt.)	\$2.91	\$2.83	\$2.44	\$1.97	\$3.36	\$3.04	\$2.81	\$2.44	\$3.85
Total Milk Marketing Costs	\$10.04	\$12.31	\$10.08	\$10.65	\$10.66	\$9.81	\$9.69	\$9.92	\$9.60
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.67	\$0.46	\$0.51	\$0.48	\$0.50	\$0.51	\$0.50	\$0.50
Total Cost (\$/Cow/Month)	\$278.68	\$255.83	\$302.32	\$286.62	\$295.37	\$286.28	\$277.95	\$242.90	\$295.91
Total Cost (\$/cwt)	\$14.00	\$13.82	\$13.88	\$13.59	\$13.40	\$14.58	\$14.57	\$12.20	\$15.54
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	19.91	18.51	21.78	21.09	22.04	19.64	19.08	19.91	19.05
b. Lbs Milk Sold/milk cow/day	75.21	67.62	81.45	80.79	84.32	73.27	75.62	76.55	71.54
c. Gross Milk Receipts (\$/cwt)	\$15.54	\$15.57	\$16.36	\$15.17	\$15.90	\$15.28	\$15.34	\$15.20	\$16.40
d. Mailbox Price (\$/cwt)	\$15.15	\$15.30	\$16.09	\$14.61	\$15.79	\$14.46	\$14.74	\$14.73	\$15.83
f. Fat Test %	3.63%	3.42%	3.72%	3.54%	3.62%	3.62%	3.70%	3.63%	3.71%
g. SNF Test %	8.82%	8.98%	8.94%	8.89%	8.88%	8.88%	8.87%	8.86%	8.86%
Related Data									
a. Percent Dry Cows	14%	11%	13%	15%	15%	13%	18%	15%	13%
b. Yearly Cull Rate	37%	31%	34%	37%	38%	31%	40%	34%	33%
c. Avg. Value (/Drop Bull Calf)	\$47.34	\$43.37	\$50.00	\$47.60	\$53.81	\$44.34	\$47.53	\$42.42	\$44.51
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$173.39	\$153.89	\$185.00	\$189.46	\$158.99	\$189.55	\$170.00	\$188.35	\$180.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$250.08	\$246.01	\$242.97	\$283.04	\$217.69	\$262.79	\$253.64	\$225.12	\$244.71
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.37	24.59	29.91	34.11	27.18	30.23	31.84	28.14	27.90
g. Milkers (\$/hr with benefits & taxes)	\$13.52	\$15.11	\$17.55	\$10.33	\$18.58	\$11.88	\$11.60	\$12.91	\$11.82
h. Total Labor (\$/hr)	\$14.41	\$14.62	\$18.45	\$10.34	\$19.19	\$12.85	\$13.24	\$13.05	\$13.75
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.70	\$5.21	\$6.22	\$7.10	\$5.57	\$6.00	\$6.05	\$5.31	\$5.54
j. Milk Cow Feed Costs (\$/cwt.)	\$7.58	\$7.70	\$7.63	\$8.79	\$6.60	\$8.19	\$7.99	\$6.94	\$7.74

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Feed Costs									
a. Dry Roughage	\$6.01	\$35.81	\$45.81	\$42.62	\$59.99	\$39.97	\$40.25	\$21.92	\$55.83
b. Wet Feed & Wet Roughage	\$40.37	\$46.53	\$30.66	\$26.87	\$34.00	\$34.55	\$44.14	\$31.37	\$2.51
c. Concentrates	\$126.08	\$69.23	\$85.34	\$71.65	\$80.77	\$85.98	\$71.87	\$80.00	\$66.59
d. Minerals & Supplements	\$8.30	\$6.21	\$16.20	\$7.00	\$14.12	\$0.30	\$12.53	\$11.80	\$3.03
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$180.75	\$157.79	\$178.00	\$148.15	\$188.88	\$160.79	\$168.78	\$145.10	\$127.95
Total Feed Costs (\$/cwt.)	\$8.82	\$7.19	\$9.02	\$8.35	\$8.06	\$8.98	\$7.17	\$6.89	\$8.61
Total Hired Labor	\$40.28	\$43.80	\$33.56	\$26.18	\$27.51	\$30.22	\$31.03	\$32.87	\$22.16
Total Hired Labor Costs (\$/cwt.)	\$1.97	\$1.99	\$1.70	\$1.48	\$1.17	\$1.69	\$1.32	\$1.56	\$1.49
Herd Replacement	\$27.82	\$28.57	\$30.16	\$15.64	\$25.35	\$26.07	\$21.85	\$22.80	\$17.01
Less: Calf Income (\$/Cow/Month)	\$5.66	\$6.15	\$6.81	\$5.76	\$8.90	\$5.06	\$4.57	\$5.30	\$2.96
Total Herd Replacement	\$22.16	\$22.42	\$23.35	\$9.88	\$16.45	\$21.01	\$17.28	\$17.50	\$14.05
Total Replacement Costs (\$/cwt.)	\$1.08	\$1.02	\$1.18	\$0.56	\$0.70	\$1.17	\$0.73	\$0.83	\$0.95
Total Operating Costs	\$58.21	\$70.41	\$69.48	\$41.82	\$75.86	\$59.25	\$63.46	\$50.71	\$39.80
Total Operating Costs (\$/cwt.)	\$2.84	\$3.21	\$3.52	\$2.36	\$3.24	\$3.31	\$2.69	\$2.41	\$2.68
Total Milk Marketing Costs	\$14.68	\$10.11	\$9.69	\$9.16	\$11.56	\$8.93	\$10.99	\$10.01	\$7.87
Total Milk Marketing Costs (\$/cwt.)	\$0.72	\$0.46	\$0.49	\$0.52	\$0.49	\$0.50	\$0.47	\$0.48	\$0.53
Total Cost (\$/Cow/Month)	\$316.08	\$304.53	\$314.09	\$235.19	\$320.27	\$280.20	\$291.55	\$256.18	\$211.84
Total Cost (\$/cwt)	\$15.43	\$13.87	\$15.92	\$13.25	\$13.66	\$15.65	\$12.38	\$12.16	\$14.25
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	20.48	21.96	19.72	17.74	23.45	17.91	23.55	21.07	14.87
b. Lbs Milk Sold/milk cow/day	77.80	81.24	74.28	66.95	87.02	66.04	87.99	79.28	57.93
c. Gross Milk Receipts (\$/cwt)	\$16.39	\$15.01	\$15.99	\$15.83	\$15.53	\$15.05	\$14.83	\$15.68	\$15.17
d. Mailbox Price (\$/cwt)	\$16.02	\$14.75	\$15.60	\$15.31	\$15.53	\$14.73	\$14.75	\$15.41	\$14.92
f. Fat Test %	3.58%	3.52%	3.67%	3.54%	3.62%	3.52%	3.48%	3.64%	3.49%
g. SNF Test %	8.86%	8.84%	8.84%	8.84%	8.83%	8.81%	8.81%	8.81%	8.80%
Related Data									
a. Percent Dry Cows	14%	12%	13%	14%	12%	12%	13%	13%	16%
b. Yearly Cull Rate	39%	35%	43%	36%	40%	43%	33%	32%	35%
c. Avg. Value (/Drop Bull Calf)	\$49.23	\$50.00	\$38.89	\$50.00	\$45.00	\$47.20	\$42.65	\$64.49	\$36.67
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$175.00	\$171.72	\$180.00	\$210.00	\$209.06	\$166.25	\$159.30	\$163.53	\$150.31
e. Grain, Mnrls & Splmnts (\$/ton)	\$267.14	\$232.23	\$282.85	\$238.70	\$254.20	\$264.45	\$227.36	\$233.47	\$257.51
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	38.18	22.36	26.53	24.82	27.13	23.64	26.41	28.61	21.04
g. Milkers (\$/hr with benefits & taxes)	\$12.91	\$17.40	\$16.45	\$10.18	\$15.11	\$16.17	\$16.98	\$14.38	\$14.49
h. Total Labor (\$/hr)	\$13.89	\$18.83	\$16.50	\$10.69	\$14.54	\$16.46	\$16.73	\$15.33	\$15.00
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.62	\$5.36	\$6.39	\$5.44	\$6.68	\$5.67	\$5.92	\$5.18	\$4.63
j. Milk Cow Feed Costs (\$/cwt.)	\$8.51	\$6.60	\$8.61	\$8.13	\$7.68	\$8.58	\$6.72	\$6.53	\$7.99

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Dairy ID Number	18	19	20	21	22	23	24	25	26
Feed Costs									
a. Dry Roughage	\$57.55	\$31.60	\$44.85	\$33.04	\$44.55	\$33.07	\$14.38	\$32.82	\$26.83
b. Wet Feed & Wet Roughage	\$26.83	\$33.77	\$28.52	\$35.89	\$27.88	\$36.26	\$49.77	\$35.29	\$45.82
c. Concentrates	\$89.48	\$78.98	\$72.00	\$114.48	\$82.02	\$75.08	\$87.04	\$78.02	\$101.72
d. Minerals & Supplements	\$3.98	\$9.23	\$10.85	\$0.80	\$12.18	\$6.45	\$22.99	\$3.24	\$7.65
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$177.85	\$153.58	\$156.22	\$184.21	\$166.63	\$150.87	\$174.18	\$149.37	\$182.03
Total Feed Costs (\$/cwt.)	\$8.49	\$8.35	\$8.03	\$8.43	\$8.96	\$7.91	\$8.68	\$8.24	\$8.73
Total Hired Labor	\$42.71	\$35.34	\$35.24	\$26.94	\$39.19	\$22.66	\$32.85	\$31.53	\$35.64
Total Hired Labor Costs (\$/cwt.)	\$2.04	\$1.92	\$1.81	\$1.23	\$2.11	\$1.19	\$1.64	\$1.74	\$1.71
Herd Replacement	\$25.00	\$30.31	\$24.33	\$21.43	\$20.81	\$25.68	\$27.66	\$29.50	\$28.44
Less: Calf Income (\$/Cow/Month)	\$4.46	\$6.38	\$6.05	\$6.90	\$8.84	\$5.47	\$5.34	\$5.88	\$6.43
Total Herd Replacement	\$20.54	\$23.93	\$18.28	\$14.53	\$11.98	\$20.22	\$22.32	\$23.63	\$22.01
Total Replacement Costs (\$/cwt.)	\$0.98	\$1.30	\$0.94	\$0.66	\$0.64	\$1.06	\$1.11	\$1.30	\$1.06
Total Operating Costs	\$53.34	\$55.21	\$62.97	\$59.69	\$80.96	\$31.47	\$64.80	\$57.87	\$81.88
Total Operating Costs (\$/cwt.)	\$2.55	\$3.00	\$3.24	\$2.73	\$4.35	\$1.65	\$3.23	\$3.19	\$3.93
Total Milk Marketing Costs	\$12.39	\$9.15	\$9.76	\$10.67	\$9.11	\$9.55	\$9.93	\$9.38	\$10.88
Total Milk Marketing Costs (\$/cwt.)	\$0.59	\$0.50	\$0.50	\$0.49	\$0.49	\$0.50	\$0.49	\$0.52	\$0.52
Total Cost (\$/Cow/Month)	\$306.83	\$277.22	\$282.48	\$296.05	\$307.87	\$234.76	\$304.08	\$271.78	\$332.43
Total Cost (\$/cwt)	\$14.64	\$15.08	\$14.52	\$13.54	\$16.55	\$12.31	\$15.15	\$14.99	\$15.94
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	20.95	18.39	19.45	21.86	18.60	19.08	20.07	18.14	20.86
b. Lbs Milk Sold/milk cow/day	74.67	71.28	73.79	82.39	70.77	70.51	77.54	67.68	80.60
c. Gross Milk Receipts (\$/cwt)	\$15.76	\$15.42	\$15.22	\$15.36	\$15.56	\$15.35	\$14.78	\$16.63	\$16.63
d. Mailbox Price (\$/cwt)	\$15.13	\$14.79	\$14.80	\$15.20	\$15.12	\$14.77	\$14.31	\$15.95	\$16.31
f. Fat Test %	3.54%	3.77%	3.62%	3.74%	3.78%	3.59%	3.38%	3.68%	3.76%
g. SNF Test %	8.79%	8.79%	8.76%	8.75%	8.74%	8.72%	8.70%	8.68%	8.68%
Related Data									
a. Percent Dry Cows	8%	16%	14%	13%	14%	12%	16%	13%	16%
b. Yearly Cull Rate	37%	50%	33%	43%	28%	35%	32%	39%	43%
c. Avg. Value (/Drop Bull Calf)	\$37.51	\$48.59	\$44.28	\$49.06	\$45.26	\$46.36	\$44.96	\$39.83	\$50.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$152.97	\$170.00	\$180.00	\$176.69	\$205.46	\$190.00	\$150.00	\$150.00	\$170.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$227.99	\$233.10	\$238.14	\$262.46	\$255.84	\$225.45	\$273.53	\$248.77	\$303.65
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.87	28.84	26.01	32.47	27.29	26.05	30.34	24.38	27.22
g. Milkers (\$/hr with benefits & taxes)	\$19.17	\$11.13	\$12.38	\$12.48	\$12.60	\$11.92	\$11.19	\$11.50	\$14.04
h. Total Labor (\$/hr)	\$19.77	\$11.82	\$13.66	\$13.87	\$13.72	\$13.56	\$13.46	\$12.27	\$13.61
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.83	\$5.56	\$5.46	\$6.52	\$5.89	\$5.30	\$6.20	\$5.38	\$6.70
j. Milk Cow Feed Costs (\$/cwt.)	\$7.80	\$7.80	\$7.40	\$7.92	\$8.33	\$7.52	\$8.00	\$7.95	\$8.31