

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2x Milking 1 to 500**

| Dairy ID Number                             | Averages                   |                       | 1        | 2        | 3        | 4        | 5        | 6        | 7        |
|---|----------------------------|-----------------------|----------|----------|----------|----------|----------|----------|----------|
|   | CV Holsteins<br>2X Milking | Herd Size<br>1 to 500 |          |          |          |          |          |          |          |
| <b>Feed Costs</b>                           |                            |                       |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$53.15                    | \$52.15               | \$104.53 | \$44.32  | \$44.36  | \$63.20  | \$16.92  | \$80.81  | \$55.03  |
| b. Wet Feed & Wet Roughage                  | \$49.79                    | \$50.56               | \$14.52  | \$39.75  | \$55.07  | \$60.91  | \$0.00   | \$46.49  | \$54.38  |
| c. Concentrates                             | \$114.17                   | \$94.46               | \$96.90  | \$159.97 | \$51.53  | \$43.81  | \$92.41  | \$113.79 | \$115.64 |
| d. Minerals & Supplements                   | \$6.00                     | \$4.02                | \$0.00   | \$0.00   | \$14.15  | \$2.05   | \$0.00   | \$1.68   | \$1.15   |
| e. Pasture                                  | \$0.26                     | \$5.75                | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$85.78  | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$223.37                   | \$206.93              | \$215.96 | \$244.04 | \$165.10 | \$169.98 | \$195.11 | \$242.77 | \$226.19 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$10.98                    | \$11.40               | \$10.86  | \$12.92  | \$16.01  | \$12.75  | \$11.82  | \$11.96  | \$12.17  |
| <b>Total Hired Labor</b>                    | \$28.87                    | \$31.96               | \$104.01 | \$0.00   | \$23.93  | \$40.73  | \$21.27  | \$51.13  | \$15.88  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.42                     | \$1.76                | \$5.23   | \$0.00   | \$2.32   | \$3.05   | \$1.29   | \$2.52   | \$0.85   |
| <b>Total Herd Replacement</b>               | \$21.98                    | \$16.54               | \$9.70   | -\$28.99 | \$9.56   | \$18.97  | \$14.39  | \$18.11  | \$19.31  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.08                     | \$0.91                | \$0.49   | -\$1.54  | \$0.93   | \$1.42   | \$0.87   | \$0.89   | \$1.04   |
| <b>Total Operating Costs</b>                | \$51.14                    | \$54.78               | \$124.13 | \$104.87 | \$35.22  | \$35.41  | \$43.70  | \$39.19  | \$48.04  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$2.51                     | \$3.02                | \$6.24   | \$5.55   | \$3.41   | \$2.66   | \$2.65   | \$1.93   | \$2.58   |
| <b>Total Milk Marketing Costs</b>           | \$11.41                    | \$12.25               | \$15.07  | \$11.67  | \$9.05   | \$10.31  | \$15.73  | \$24.47  | \$10.71  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.56                     | \$0.67                | \$0.76   | \$0.62   | \$0.88   | \$0.77   | \$0.95   | \$1.21   | \$0.58   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$336.77                   | \$322.44              | \$468.87 | \$331.59 | \$242.85 | \$275.41 | \$290.21 | \$375.66 | \$320.13 |
| <b>Total Cost (\$/cwt)</b>                  | \$16.56                    | \$17.76               | \$23.57  | \$17.56  | \$23.55  | \$20.65  | \$17.58  | \$18.50  | \$17.22  |
| <b>Milk Production Data</b>                 |                            |                       |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 20.34                      | 18.16                 | 19.89    | 18.88    | 10.31    | 13.34    | 16.51    | 20.30    | 18.59    |
| b. Lbs Milk Sold/milk cow/day               | 76.18                      | 68.05                 | 75.34    | 70.24    | 39.20    | 51.19    | 61.64    | 76.03    | 71.39    |
| c. Gross Milk Receipts (\$/cwt)             | \$22.43                    | \$22.77               | \$25.36  | \$23.47  | \$22.01  | \$22.86  | \$22.24  | \$23.21  | \$21.99  |
| d. Mailbox Price (\$/cwt)                   | \$21.98                    | \$22.40               | \$25.12  | \$23.15  | \$21.34  | \$22.17  | \$22.00  | \$21.96  | \$21.69  |
| f. Income Over Feed Cost (\$/cwt)           | \$10.99                    | \$11.01               | \$14.27  | \$10.22  | \$5.33   | \$9.42   | \$10.18  | \$10.01  | \$9.52   |
| g. Fat Test %                               | 3.57%                      | 3.63%                 | 3.98%    | 3.47%    | 3.26%    | 3.71%    | 3.63%    | 3.92%    | 3.33%    |
| h. SNF Test %                               | 8.88%                      | 8.92%                 | 8.82%    | 8.93%    | 8.42%    | 8.91%    | 8.78%    | 8.99%    | 8.83%    |
| <b>Related Data</b>                         |                            |                       |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 12%                        | 12%                   | 13%      | 11%      | 13%      | 14%      | 12%      | 12%      | 14%      |
| b. Yearly Cull Rate                         | 41%                        | 40%                   | 111%     | 153%     | 24%      | 31%      | 20%      | 27%      | 36%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.39                     | \$0.52                | \$0.52   | \$0.77   | \$1.00   | \$0.95   | \$0.52   | \$0.39   | \$0.36   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$292.84                   | \$308.72              | \$343.76 | \$280.00 | \$325.63 | \$280.00 | \$0.00   | \$338.35 | \$304.64 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$320.52                   | \$309.19              | \$298.00 | \$387.00 | \$328.06 | \$202.69 | \$342.11 | \$318.91 | \$326.14 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 28.53                      | 24.04                 | 24.64    | 30.72    | 15.22    | 17.35    | 20.05    | 26.25    | 27.50    |
| g. Milkers (\$/hr with benefits & taxes)    | \$15.31                    | \$13.81               | \$16.29  | \$0.00   | \$12.88  | \$15.05  | \$11.98  | \$16.37  | \$15.63  |
| h. Total Labor (\$/hr)                      | \$16.05                    | \$14.53               | \$18.07  | \$0.00   | \$12.88  | \$14.61  | \$13.08  | \$15.90  | \$15.70  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$7.93                     | \$7.37                | \$7.80   | \$8.71   | \$5.84   | \$6.07   | \$6.90   | \$8.52   | \$8.19   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$10.41                    | \$10.83               | \$10.35  | \$12.40  | \$14.91  | \$11.86  | \$11.20  | \$11.21  | \$11.48  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2x Milking 1 to 500**

| Dairy ID Number                             | 8        | 9        | 10       | 11       | 12       |
|---|----------|----------|----------|----------|----------|
| <b>Feed Costs</b>                           |          |          |          |          |          |
| a. Dry Roughage                             | \$72.95  | \$52.28  | \$73.85  | \$37.10  | \$17.02  |
| b. Wet Feed & Wet Roughage                  | \$29.30  | \$40.34  | \$21.90  | \$57.91  | \$124.21 |
| c. Concentrates                             | \$115.70 | \$130.69 | \$109.57 | \$104.80 | \$20.42  |
| d. Minerals & Supplements                   | \$10.01  | \$5.09   | \$0.10   | \$10.09  | \$0.55   |
| e. Pasture                                  | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$1.25   |
| <b>Total Feed Costs</b>                     | \$227.96 | \$228.39 | \$205.43 | \$209.90 | \$163.45 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$10.94  | \$11.05  | \$11.08  | \$9.85   | \$10.98  |
| <b>Total Hired Labor</b>                    | \$41.45  | \$35.94  | \$38.13  | \$29.91  | \$15.56  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.99   | \$1.74   | \$2.06   | \$1.40   | \$1.04   |
| <b>Total Herd Replacement</b>               | \$24.92  | \$11.58  | \$22.16  | \$21.92  | \$18.91  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.20   | \$0.56   | \$1.20   | \$1.03   | \$1.27   |
| <b>Total Operating Costs</b>                | \$61.67  | \$63.14  | \$32.87  | \$59.60  | \$66.81  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$2.96   | \$3.05   | \$1.77   | \$2.80   | \$4.49   |
| <b>Total Milk Marketing Costs</b>           | \$10.07  | \$11.42  | \$10.27  | \$10.56  | \$11.28  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.48   | \$0.55   | \$0.55   | \$0.50   | \$0.76   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$366.07 | \$350.47 | \$308.85 | \$331.89 | \$276.02 |
| <b>Total Cost (\$/cwt)</b>                  | \$17.57  | \$16.95  | \$16.66  | \$15.57  | \$18.54  |
| <b>Milk Production Data</b>                 |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 20.84    | 20.67    | 18.54    | 21.31    | 14.89    |
| b. Lbs Milk Sold/milk cow/day               | 75.68    | 77.71    | 64.83    | 81.15    | 58.31    |
| c. Gross Milk Receipts (\$/cwt)             | \$23.82  | \$22.76  | \$22.21  | \$22.55  | \$22.36  |
| d. Mailbox Price (\$/cwt)                   | \$23.94  | \$22.16  | \$21.73  | \$22.89  | \$21.78  |
| f. Income Over Feed Cost (\$/cwt)           | \$13.00  | \$11.12  | \$10.66  | \$13.04  | \$10.80  |
| g. Fat Test %                               | 3.85%    | 3.78%    | 3.46%    | 3.52%    | 3.63%    |
| h. SNF Test %                               | 8.99%    | 9.12%    | 8.97%    | 8.98%    | 8.72%    |
| <b>Related Data</b>                         |          |          |          |          |          |
| a. Percent Dry Cows                         | 9%       | 12%      | 6%       | 13%      | 16%      |
| b. Yearly Cull Rate                         | 49%      | 33%      | 30%      | 47%      | 26%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.34   | \$0.34   | \$0.38   | \$0.62   | \$0.79   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$300.43 | \$342.98 | \$300.48 | \$302.80 | \$309.45 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$288.71 | \$315.16 | \$287.71 | \$298.00 | \$318.10 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 31.31    | 31.98    | 26.62    | 28.68    | 5.17     |
| g. Milkers (\$/hr with benefits & taxes)    | \$12.58  | \$12.49  | \$12.48  | \$20.89  | \$12.59  |
| h. Total Labor (\$/hr)                      | \$14.59  | \$12.42  | \$12.74  | \$19.45  | \$12.25  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$7.97   | \$8.13   | \$7.06   | \$7.58   | \$6.01   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$10.53  | \$10.46  | \$10.89  | \$9.33   | \$10.30  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2X Milking Herd Size 501-900**

| Dairy ID Number                             | Averages                  |                        | 13       | 14       | 15       | 16       | 17       | 18       | 19       |
|---|---------------------------|------------------------|----------|----------|----------|----------|----------|----------|----------|
|   | CV Holstein<br>2X Milking | Herd Size<br>501to 900 |          |          |          |          |          |          |          |
| <b>Feed Costs</b>                           |                           |                        |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$53.15                   | \$56.68                | \$66.08  | \$69.67  | \$60.32  | \$39.25  | \$38.10  | \$34.41  | \$37.38  |
| b. Wet Feed & Wet Roughage                  | \$49.79                   | \$53.31                | \$32.02  | \$40.50  | \$44.52  | \$58.47  | \$50.26  | \$74.92  | \$92.73  |
| c. Concentrates                             | \$114.17                  | \$105.97               | \$192.16 | \$100.87 | \$109.99 | \$133.13 | \$121.83 | \$121.90 | \$88.83  |
| d. Minerals & Supplements                   | \$6.00                    | \$8.05                 | \$0.25   | \$0.00   | \$4.37   | \$1.14   | \$16.08  | \$9.54   | \$13.71  |
| e. Pasture                                  | \$0.26                    | \$0.00                 | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$223.37                  | \$224.02               | \$290.51 | \$211.04 | \$219.19 | \$231.99 | \$226.27 | \$240.77 | \$232.66 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$10.98                   | \$11.45                | \$12.18  | \$11.27  | \$11.56  | \$11.02  | \$10.20  | \$11.62  | \$10.47  |
| <b>Total Hired Labor</b>                    | \$28.87                   | \$30.71                | \$48.41  | \$27.46  | \$37.43  | \$40.23  | \$33.52  | \$34.53  | \$28.26  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.42                    | \$1.57                 | \$2.03   | \$1.47   | \$1.97   | \$1.91   | \$1.51   | \$1.67   | \$1.27   |
| <b>Total Herd Replacement</b>               | \$21.98                   | \$20.04                | \$23.13  | \$16.73  | \$21.08  | \$20.80  | \$18.21  | \$17.22  | \$17.09  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.08                    | \$1.02                 | \$0.97   | \$0.89   | \$1.11   | \$0.99   | \$0.82   | \$0.83   | \$0.77   |
| <b>Total Operating Costs</b>                | \$51.14                   | \$57.01                | \$56.78  | \$49.99  | \$57.55  | \$60.39  | \$57.17  | \$76.78  | \$67.88  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$2.51                    | \$2.91                 | \$2.38   | \$2.67   | \$3.03   | \$2.87   | \$2.58   | \$3.70   | \$3.05   |
| <b>Total Milk Marketing Costs</b>           | \$11.41                   | \$11.23                | \$13.16  | \$10.24  | \$11.37  | \$14.46  | \$12.11  | \$10.42  | \$12.14  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.56                    | \$0.57                 | \$0.55   | \$0.55   | \$0.60   | \$0.69   | \$0.55   | \$0.50   | \$0.55   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$336.77                  | \$343.01               | \$432.00 | \$315.47 | \$346.63 | \$367.86 | \$347.28 | \$379.72 | \$358.02 |
| <b>Total Cost (\$/cwt)</b>                  | \$16.56                   | \$17.53                | \$18.11  | \$16.85  | \$18.28  | \$17.47  | \$15.66  | \$18.32  | \$16.11  |
| <b>Milk Production Data</b>                 |                           |                        |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 20.34                     | 19.57                  | 23.85    | 18.72    | 18.97    | 21.05    | 22.17    | 20.72    | 22.22    |
| b. Lbs Milk Sold/milk cow/day               | 76.18                     | 73.54                  | 87.88    | 70.71    | 69.83    | 79.55    | 83.10    | 76.97    | 77.73    |
| c. Gross Milk Receipts (\$/cwt)             | \$22.43                   | \$22.85                | \$23.26  | \$22.38  | \$24.27  | \$22.81  | \$21.93  | \$22.78  | \$23.09  |
| d. Mailbox Price (\$/cwt)                   | \$21.98                   | \$22.41                | \$22.96  | \$21.92  | \$24.36  | \$22.39  | \$21.44  | \$22.60  | \$22.54  |
| f. Income Over Feed Cost (\$/cwt)           | \$10.99                   | \$10.96                | \$10.78  | \$10.65  | \$12.81  | \$11.37  | \$11.24  | \$10.98  | \$12.07  |
| g. Fat Test %                               | 3.57%                     | 3.68%                  | 3.62%    | 3.63%    | 3.91%    | 3.62%    | 3.53%    | 3.73%    | 3.55%    |
| h. SNF Test %                               | 8.88%                     | 8.92%                  | 8.83%    | 9.02%    | 9.09%    | 8.95%    | 8.86%    | 8.85%    | 8.81%    |
| <b>Related Data</b>                         |                           |                        |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 12%                       | 12%                    | 11%      | 13%      | 10%      | 13%      | 12%      | 11%      | 6%       |
| b. Yearly Cull Rate                         | 41%                       | 39%                    | 47%      | 33%      | 41%      | 41%      | 45%      | 40%      | 36%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.39                    | \$0.39                 | \$0.42   | \$0.49   | \$0.40   | \$0.45   | \$0.44   | \$0.40   | \$0.32   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$292.84                  | \$302.92               | \$300.00 | \$273.51 | \$276.20 | \$288.00 | \$299.50 | \$352.57 | \$315.00 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$320.52                  | \$323.51               | \$390.19 | \$309.36 | \$308.80 | \$336.70 | \$305.26 | \$337.43 | \$316.27 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 28.53                     | 26.62                  | 35.88    | 23.89    | 26.82    | 29.66    | 32.82    | 28.20    | 22.38    |
| g. Milkers (\$/hr with benefits & taxes)    | \$15.31                   | \$14.73                | \$15.44  | \$11.02  | \$13.93  | \$18.61  | \$12.43  | \$15.68  | \$15.69  |
| h. Total Labor (\$/hr)                      | \$16.05                   | \$15.16                | \$16.63  | \$12.19  | \$13.61  | \$16.69  | \$13.42  | \$15.27  | \$15.25  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$7.93                    | \$7.95                 | \$10.30  | \$7.23   | \$7.69   | \$8.33   | \$8.08   | \$8.48   | \$7.90   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$10.41                   | \$10.81                | \$11.72  | \$10.23  | \$11.01  | \$10.48  | \$9.73   | \$11.01  | \$10.16  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2X Milking Herd Size 501-900**

| Dairy ID Number                             | 20       | 21       | 22       | 23       | 24       | 25       | 26       | 27       |
|---|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Feed Costs</b>                           |          |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$36.10  | \$61.63  | \$63.63  | \$57.48  | \$55.14  | \$89.58  | \$66.54  | \$61.18  |
| b. Wet Feed & Wet Roughage                  | \$82.90  | \$35.13  | \$42.16  | \$67.95  | \$56.81  | \$35.40  | \$29.58  | \$57.07  |
| c. Concentrates                             | \$59.71  | \$107.10 | \$90.37  | \$115.51 | \$102.16 | \$102.63 | \$80.28  | \$101.21 |
| d. Minerals & Supplements                   | \$38.55  | \$0.74   | \$6.88   | \$8.09   | \$12.73  | \$2.27   | \$4.69   | \$1.21   |
| e. Pasture                                  | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$217.26 | \$204.60 | \$203.04 | \$249.03 | \$226.83 | \$229.89 | \$181.09 | \$220.68 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$11.76  | \$11.77  | \$11.64  | \$11.23  | \$10.56  | \$11.78  | \$12.45  | \$12.49  |
| <b>Total Hired Labor</b>                    | \$29.59  | \$22.24  | \$25.71  | \$43.46  | \$33.50  | \$24.39  | \$14.68  | \$28.54  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.60   | \$1.28   | \$1.47   | \$1.96   | \$1.56   | \$1.25   | \$1.01   | \$1.62   |
| <b>Total Herd Replacement</b>               | \$24.43  | \$25.77  | \$22.77  | \$19.51  | \$28.68  | \$12.10  | \$5.49   | \$28.72  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.32   | \$1.48   | \$1.31   | \$0.88   | \$1.34   | \$0.62   | \$0.38   | \$1.63   |
| <b>Total Operating Costs</b>                | \$79.37  | \$42.09  | \$46.91  | \$61.38  | \$63.28  | \$52.95  | \$42.34  | \$48.04  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$4.29   | \$2.42   | \$2.69   | \$2.77   | \$2.95   | \$2.71   | \$2.91   | \$2.72   |
| <b>Total Milk Marketing Costs</b>           | \$10.13  | \$10.28  | \$9.48   | \$13.92  | \$12.72  | \$10.90  | \$8.96   | \$9.58   |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.55   | \$0.59   | \$0.54   | \$0.63   | \$0.59   | \$0.56   | \$0.62   | \$0.54   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$360.79 | \$304.97 | \$307.92 | \$387.31 | \$365.01 | \$330.24 | \$252.56 | \$335.56 |
| <b>Total Cost (\$/cwt)</b>                  | \$19.52  | \$17.54  | \$17.66  | \$17.47  | \$17.00  | \$16.92  | \$17.36  | \$18.99  |
| <b>Milk Production Data</b>                 |          |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 18.48    | 17.38    | 17.44    | 22.17    | 21.47    | 19.52    | 14.55    | 17.67    |
| b. Lbs Milk Sold/milk cow/day               | 70.05    | 67.52    | 64.83    | 82.62    | 78.88    | 72.44    | 58.66    | 68.78    |
| c. Gross Milk Receipts (\$/cwt)             | \$24.01  | \$23.35  | \$22.46  | \$23.26  | \$22.56  | \$21.55  | \$22.79  | \$22.77  |
| d. Mailbox Price (\$/cwt)                   | \$23.46  | \$23.28  | \$21.94  | \$23.15  | \$22.21  | \$19.88  | \$22.63  | \$22.29  |
| f. Income Over Feed Cost (\$/cwt)           | \$11.71  | \$11.51  | \$10.29  | \$11.92  | \$11.65  | \$8.10   | \$10.18  | \$9.80   |
| g. Fat Test %                               | 3.84%    | 3.83%    | 3.63%    | 3.78%    | 3.60%    | 3.44%    | 3.82%    | 3.73%    |
| h. SNF Test %                               | 8.95%    | 9.07%    | 8.90%    | 8.87%    | 8.89%    | 8.82%    | 9.07%    | 8.96%    |
| <b>Related Data</b>                         |          |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 13%      | 15%      | 11%      | 12%      | 10%      | 11%      | 18%      | 15%      |
| b. Yearly Cull Rate                         | 40%      | 41%      | 32%      | 37%      | 48%      | 23%      | 27%      | 51%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.48   | \$0.59   | \$0.39   | \$0.21   | \$0.36   | \$0.34   | \$0.24   | \$0.42   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$257.50 | \$270.93 | \$299.50 | \$347.00 | \$320.00 | \$316.52 | \$307.86 | \$325.46 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$368.10 | \$312.82 | \$318.94 | \$361.24 | \$297.53 | \$328.83 | \$289.30 | \$272.67 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 19.87    | 26.37    | 22.32    | 25.13    | 28.04    | 23.44    | 22.81    | 28.95    |
| g. Milkers (\$/hr with benefits & taxes)    | \$13.72  | \$22.05  | \$12.25  | \$17.22  | \$15.74  | \$14.71  | \$15.47  | \$12.39  |
| h. Total Labor (\$/hr)                      | \$14.25  | \$20.97  | \$12.80  | \$19.16  | \$15.50  | \$14.43  | \$14.40  | \$14.11  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$7.70   | \$7.29   | \$7.09   | \$8.86   | \$8.01   | \$8.10   | \$6.71   | \$8.00   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$11.00  | \$10.80  | \$10.93  | \$10.73  | \$10.15  | \$11.18  | \$11.44  | \$11.62  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2X Milking Herd Size 901-1500**

| Dairy ID Number                             | Averages                  |                         | 28       | 29       | 30       | 31       | 32       | 33       | 34       |
|---|---------------------------|-------------------------|----------|----------|----------|----------|----------|----------|----------|
|   | CV Holstein<br>2X Milking | Herd Size<br>901to 1500 |          |          |          |          |          |          |          |
| <b>Feed Costs</b>                           |                           |                         |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$53.15                   | \$50.31                 | \$31.77  | \$59.36  | \$48.42  | \$19.73  | \$46.67  | \$39.29  | \$40.94  |
| b. Wet Feed & Wet Roughage                  | \$49.79                   | \$50.48                 | \$74.60  | \$53.54  | \$54.67  | \$60.51  | \$53.12  | \$49.09  | \$60.07  |
| c. Concentrates                             | \$114.17                  | \$114.43                | \$103.38 | \$127.97 | \$101.12 | \$90.78  | \$124.29 | \$131.17 | \$130.00 |
| d. Minerals & Supplements                   | \$6.00                    | \$6.80                  | \$10.45  | \$0.82   | \$5.22   | \$1.30   | \$21.97  | \$3.79   | \$19.22  |
| e. Pasture                                  | \$0.26                    | \$0.00                  | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$223.37                  | \$222.02                | \$220.21 | \$241.68 | \$209.44 | \$172.32 | \$246.05 | \$223.34 | \$250.23 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$10.98                   | \$10.94                 | \$11.20  | \$10.84  | \$10.91  | \$12.52  | \$11.08  | \$11.12  | \$10.96  |
| <b>Total Hired Labor</b>                    | \$28.87                   | \$31.59                 | \$46.93  | \$30.16  | \$24.98  | \$17.80  | \$21.47  | \$16.80  | \$34.84  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.42                    | \$1.56                  | \$2.39   | \$1.35   | \$1.30   | \$1.29   | \$0.97   | \$0.84   | \$1.53   |
| <b>Total Herd Replacement</b>               | \$21.98                   | \$22.21                 | \$20.57  | \$17.68  | \$23.35  | \$28.58  | \$17.70  | \$22.90  | \$25.16  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.08                    | \$1.09                  | \$1.05   | \$0.79   | \$1.22   | \$2.08   | \$0.80   | \$1.14   | \$1.10   |
| <b>Total Operating Costs</b>                | \$51.14                   | \$52.87                 | \$53.91  | \$39.11  | \$67.71  | \$38.47  | \$82.52  | \$47.97  | \$49.83  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$2.51                    | \$2.61                  | \$2.74   | \$1.75   | \$3.53   | \$2.79   | \$3.72   | \$2.39   | \$2.18   |
| <b>Total Milk Marketing Costs</b>           | \$11.41                   | \$11.32                 | \$14.26  | \$12.92  | \$10.43  | \$8.18   | \$12.32  | \$10.86  | \$12.64  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.56                    | \$0.56                  | \$0.73   | \$0.58   | \$0.54   | \$0.59   | \$0.55   | \$0.54   | \$0.55   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$336.77                  | \$340.01                | \$355.88 | \$341.55 | \$335.91 | \$265.35 | \$380.06 | \$321.87 | \$372.69 |
| <b>Total Cost (\$/cwt)</b>                  | \$16.56                   | \$16.76                 | \$18.10  | \$15.33  | \$17.50  | \$19.27  | \$17.12  | \$16.02  | \$16.33  |
| <b>Milk Production Data</b>                 |                           |                         |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 20.34                     | 20.29                   | 19.66    | 22.29    | 19.20    | 13.77    | 22.20    | 20.09    | 22.83    |
| b. Lbs Milk Sold/milk cow/day               | 76.18                     | 75.51                   | 76.00    | 80.11    | 74.38    | 52.20    | 82.44    | 74.05    | 85.68    |
| c. Gross Milk Receipts (\$/cwt)             | \$22.43                   | \$22.37                 | \$23.43  | \$23.45  | \$22.94  | \$22.36  | \$21.47  | \$22.02  | \$21.59  |
| d. Mailbox Price (\$/cwt)                   | \$21.98                   | \$22.03                 | \$22.99  | \$22.92  | \$22.40  | \$21.94  | \$20.99  | \$21.50  | \$21.36  |
| f. Income Over Feed Cost (\$/cwt)           | \$10.99                   | \$11.09                 | \$11.79  | \$12.07  | \$11.49  | \$9.42   | \$9.91   | \$10.38  | \$10.40  |
| g. Fat Test %                               | 3.57%                     | 3.56%                   | 3.64%    | 3.68%    | 3.53%    | 3.78%    | 3.31%    | 3.50%    | 3.40%    |
| h. SNF Test %                               | 8.88%                     | 8.82%                   | 8.76%    | 8.85%    | 8.92%    | 8.75%    | 8.64%    | 8.93%    | 8.72%    |
| <b>Related Data</b>                         |                           |                         |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 12%                       | 11%                     | 15%      | 8%       | 15%      | 13%      | 11%      | 11%      | 12%      |
| b. Yearly Cull Rate                         | 41%                       | 41%                     | 36%      | 33%      | 38%      | 46%      | 40%      | 43%      | 45%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.39                    | \$0.39                  | \$0.32   | \$0.20   | \$0.65   | \$0.47   | \$0.24   | \$0.38   | \$0.38   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$292.84                  | \$293.34                | \$270.92 | \$284.43 | \$330.00 | \$289.98 | \$282.27 | \$310.61 | \$262.58 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$320.52                  | \$315.43                | \$344.30 | \$287.95 | \$311.47 | \$322.65 | \$338.81 | \$310.68 | \$350.34 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 28.53                     | 28.73                   | 24.82    | 31.48    | 26.01    | 20.84    | 31.61    | 32.04    | 31.19    |
| g. Milkers (\$/hr with benefits & taxes)    | \$15.31                   | \$15.97                 | \$22.45  | \$21.65  | \$15.56  | \$13.15  | \$12.14  | \$13.71  | \$13.36  |
| h. Total Labor (\$/hr)                      | \$16.05                   | \$16.10                 | \$20.68  | \$20.53  | \$14.79  | \$13.10  | \$12.91  | \$13.31  | \$14.47  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$7.93                    | \$7.81                  | \$7.93   | \$8.02   | \$7.57   | \$6.17   | \$8.65   | \$7.95   | \$8.87   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$10.41                   | \$10.35                 | \$10.44  | \$10.02  | \$10.18  | \$11.82  | \$10.49  | \$10.73  | \$10.36  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2X Milking Herd Size 901-1500**

| Dairy ID Number                             | 35       | 36       | 37       | 38       | 39       | 40       | 41       |
|---|----------|----------|----------|----------|----------|----------|----------|
| <b>Feed Costs</b>                           |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$69.73  | \$58.50  | \$71.07  | \$58.64  | \$50.77  | \$49.50  | \$52.25  |
| b. Wet Feed & Wet Roughage                  | \$31.70  | \$68.13  | \$37.15  | \$52.41  | \$42.60  | \$40.85  | \$41.38  |
| c. Concentrates                             | \$125.70 | \$86.93  | \$120.94 | \$120.79 | \$119.50 | \$103.14 | \$116.52 |
| d. Minerals & Supplements                   | \$0.66   | \$8.27   | \$10.09  | \$1.23   | \$8.60   | \$5.28   | \$0.59   |
| e. Pasture                                  | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$227.79 | \$221.83 | \$239.24 | \$233.07 | \$221.47 | \$198.76 | \$210.73 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$11.91  | \$9.65   | \$11.46  | \$10.46  | \$9.85   | \$11.75  | \$10.75  |
| <b>Total Hired Labor</b>                    | \$37.30  | \$41.14  | \$27.78  | \$26.54  | \$52.41  | \$18.99  | \$40.82  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.95   | \$1.79   | \$1.33   | \$1.19   | \$2.33   | \$1.12   | \$2.08   |
| <b>Total Herd Replacement</b>               | \$23.00  | \$16.85  | \$24.42  | \$17.28  | \$19.56  | \$26.05  | \$26.09  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.20   | \$0.73   | \$1.17   | \$0.78   | \$0.87   | \$1.54   | \$1.33   |
| <b>Total Operating Costs</b>                | \$44.23  | \$64.82  | \$51.93  | \$41.53  | \$59.05  | \$44.30  | \$55.73  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$2.31   | \$2.82   | \$2.49   | \$1.86   | \$2.63   | \$2.62   | \$2.84   |
| <b>Total Milk Marketing Costs</b>           | \$10.30  | \$10.61  | \$10.72  | \$12.88  | \$12.66  | \$9.35   | \$11.13  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.54   | \$0.46   | \$0.51   | \$0.58   | \$0.56   | \$0.55   | \$0.57   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$342.63 | \$355.25 | \$354.10 | \$331.30 | \$365.14 | \$297.46 | \$344.50 |
| <b>Total Cost (\$/cwt)</b>                  | \$17.92  | \$15.46  | \$16.96  | \$14.87  | \$16.25  | \$17.59  | \$17.58  |
| <b>Milk Production Data</b>                 |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 19.12    | 22.98    | 20.87    | 22.28    | 22.47    | 16.91    | 19.60    |
| b. Lbs Milk Sold/milk cow/day               | 76.73    | 85.24    | 77.42    | 80.92    | 75.32    | 65.78    | 72.22    |
| c. Gross Milk Receipts (\$/cwt)             | \$21.97  | \$22.36  | \$21.91  | \$23.01  | \$21.75  | \$22.20  | \$23.15  |
| d. Mailbox Price (\$/cwt)                   | \$21.59  | \$22.20  | \$21.78  | \$22.49  | \$21.56  | \$21.82  | \$23.00  |
| f. Income Over Feed Cost (\$/cwt)           | \$9.68   | \$12.54  | \$10.32  | \$12.03  | \$11.71  | \$10.07  | \$12.25  |
| g. Fat Test %                               | 3.60%    | 3.76%    | 3.54%    | 3.53%    | 3.54%    | 3.62%    | 3.57%    |
| h. SNF Test %                               | 8.84%    | 8.89%    | 8.82%    | 8.80%    | 8.81%    | 8.87%    | 8.87%    |
| <b>Related Data</b>                         |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 18%      | 11%      | 11%      | 9%       | 2%       | 15%      | 11%      |
| b. Yearly Cull Rate                         | 38%      | 39%      | 39%      | 34%      | 53%      | 40%      | 48%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.62   | \$0.37   | \$0.47   | \$0.26   | \$0.31   | \$0.44   | \$0.48   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$316.96 | \$286.98 | \$291.81 | \$284.75 | \$311.23 | \$311.41 | \$290.00 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$321.00 | \$282.64 | \$342.63 | \$280.69 | \$305.84 | \$317.11 | \$301.35 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 30.60    | 25.11    | 27.98    | 30.99    | 28.02    | 26.15    | 28.25    |
| g. Milkers (\$/hr with benefits & taxes)    | \$19.69  | \$16.92  | \$12.87  | \$20.76  | \$15.22  | \$11.56  | \$17.38  |
| h. Total Labor (\$/hr)                      | \$19.66  | \$17.89  | \$13.41  | \$19.90  | \$15.42  | \$12.13  | \$17.31  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$8.39   | \$7.86   | \$8.40   | \$7.86   | \$7.39   | \$7.21   | \$7.44   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$10.94  | \$9.22   | \$10.85  | \$9.72   | \$9.81   | \$10.97  | \$10.31  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2X Milking Herd Size 1501 Plus**

| Dairy ID Number                             | Averages                  |                       | 42       | 43       | 44       | 45       | 46       | 47       | 48       |
|---|---------------------------|-----------------------|----------|----------|----------|----------|----------|----------|----------|
|   | CV Holstein<br>2X Milking | Herd Size<br>1501plus |          |          |          |          |          |          |          |
| <b>Feed Costs</b>                           |                           |                       |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$53.15                   | \$53.40               | \$35.62  | \$43.65  | \$38.58  | \$54.08  | \$56.28  | \$56.37  | \$62.25  |
| b. Wet Feed & Wet Roughage                  | \$49.79                   | \$48.62               | \$62.08  | \$80.61  | \$58.29  | \$78.08  | \$51.36  | \$37.15  | \$61.92  |
| c. Concentrates                             | \$114.17                  | \$117.58              | \$79.59  | \$84.22  | \$122.85 | \$82.59  | \$120.94 | \$134.41 | \$128.25 |
| d. Minerals & Supplements                   | \$6.00                    | \$5.37                | \$8.31   | \$23.33  | \$0.69   | \$3.13   | \$7.37   | \$6.59   | \$0.13   |
| e. Pasture                                  | \$0.26                    | \$0.00                | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$223.37                  | \$224.97              | \$185.60 | \$231.80 | \$220.41 | \$217.88 | \$235.95 | \$234.53 | \$252.55 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$10.98                   | \$10.86               | \$10.77  | \$10.17  | \$11.45  | \$10.76  | \$11.44  | \$11.04  | \$10.67  |
| <b>Total Hired Labor</b>                    | \$28.87                   | \$27.19               | \$20.71  | \$44.47  | \$21.10  | \$30.06  | \$47.31  | \$25.44  | \$31.95  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.42                    | \$1.31                | \$1.20   | \$1.95   | \$1.10   | \$1.48   | \$2.29   | \$1.20   | \$1.35   |
| <b>Total Herd Replacement</b>               | \$21.98                   | \$22.79               | \$22.59  | \$21.58  | \$16.58  | \$24.06  | \$24.47  | \$14.91  | \$25.12  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.08                    | \$1.10                | \$1.31   | \$0.95   | \$0.86   | \$1.19   | \$1.19   | \$0.70   | \$1.06   |
| <b>Total Operating Costs</b>                | \$51.14                   | \$48.80               | \$56.10  | \$67.75  | \$28.62  | \$58.10  | \$47.98  | \$47.18  | \$63.91  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$2.51                    | \$2.36                | \$3.26   | \$2.97   | \$1.49   | \$2.87   | \$2.33   | \$2.22   | \$2.70   |
| <b>Total Milk Marketing Costs</b>           | \$11.41                   | \$11.42               | \$8.86   | \$14.86  | \$10.37  | \$11.55  | \$11.95  | \$10.90  | \$13.02  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.56                    | \$0.55                | \$0.51   | \$0.65   | \$0.54   | \$0.57   | \$0.58   | \$0.51   | \$0.55   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$336.77                  | \$335.18              | \$293.87 | \$380.46 | \$297.09 | \$341.65 | \$367.66 | \$332.95 | \$386.54 |
| <b>Total Cost (\$/cwt)</b>                  | \$16.56                   | \$16.19               | \$17.06  | \$16.70  | \$15.43  | \$16.87  | \$17.82  | \$15.67  | \$16.33  |
| <b>Milk Production Data</b>                 |                           |                       |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 20.34                     | 20.71                 | 17.23    | 22.78    | 19.26    | 20.25    | 20.63    | 21.24    | 23.67    |
| b. Lbs Milk Sold/milk cow/day               | 76.18                     | 77.70                 | 75.67    | 85.21    | 70.38    | 75.03    | 79.33    | 77.29    | 86.86    |
| c. Gross Milk Receipts (\$/cwt)             | \$22.43                   | \$22.34               | \$22.57  | \$22.98  | \$22.10  | \$21.91  | \$22.71  | \$21.75  | \$21.78  |
| d. Mailbox Price (\$/cwt)                   | \$21.98                   | \$21.83               | \$22.45  | \$22.61  | \$21.61  | \$21.53  | \$22.37  | \$21.24  | \$20.18  |
| f. Income Over Feed Cost (\$/cwt)           | \$10.99                   | \$10.97               | \$11.68  | \$12.44  | \$10.16  | \$10.77  | \$10.93  | \$10.20  | \$9.51   |
| g. Fat Test %                               | 3.57%                     | 3.55%                 | 3.84%    | 3.45%    | 3.45%    | 3.40%    | 3.65%    | 3.49%    | 3.48%    |
| h. SNF Test %                               | 8.88%                     | 8.88%                 | 8.87%    | 8.84%    | 8.85%    | 8.74%    | 8.87%    | 8.82%    | 8.74%    |
| <b>Related Data</b>                         |                           |                       |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 12%                       | 12%                   | 25%      | 12%      | 10%      | 11%      | 14%      | 9%       | 10%      |
| b. Yearly Cull Rate                         | 41%                       | 41%                   | 54%      | 46%      | 38%      | 36%      | 36%      | 44%      | 43%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.39                    | \$0.37                | \$0.49   | \$0.32   | \$0.31   | \$0.56   | \$0.31   | \$0.43   | \$0.39   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$292.84                  | \$289.17              | \$311.24 | \$325.37 | \$286.25 | \$280.03 | \$260.00 | \$276.34 | \$324.48 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$320.52                  | \$331.33              | \$321.83 | \$321.21 | \$315.74 | \$448.26 | \$328.77 | \$330.48 | \$340.89 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 28.53                     | 29.26                 | 22.47    | 24.78    | 28.24    | 13.37    | 29.18    | 30.52    | 27.04    |
| g. Milkers (\$/hr with benefits & taxes)    | \$15.31                   | \$15.35               | \$16.69  | \$15.15  | \$16.58  | \$16.73  | \$18.57  | \$12.71  | \$13.71  |
| h. Total Labor (\$/hr)                      | \$16.05                   | \$16.46               | \$17.34  | \$16.31  | \$15.05  | \$17.34  | \$18.57  | \$12.95  | \$15.01  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$7.93                    | \$8.01                | \$7.42   | \$8.22   | \$7.71   | \$7.59   | \$8.43   | \$8.19   | \$8.87   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$10.41                   | \$10.31               | \$9.80   | \$9.64   | \$10.95  | \$10.12  | \$10.62  | \$10.60  | \$10.21  |

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2014**  
**Central Valley Holstein 2X Milking Herd Size 1501 Plus**

| Dairy ID Number                             | 49       | 50       | 51       | 52       | 53       | 54       | 55       | 56       |
|---|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Feed Costs</b>                           |          |          |          |          |          |          |          |          |
| a. Dry Roughage                             | \$51.85  | \$31.05  | \$54.46  | \$63.88  | \$51.79  | \$51.64  | \$58.55  | \$59.46  |
| b. Wet Feed & Wet Roughage                  | \$53.30  | \$46.62  | \$66.21  | \$42.42  | \$49.25  | \$41.10  | \$12.57  | \$45.96  |
| c. Concentrates                             | \$144.60 | \$140.79 | \$88.77  | \$108.91 | \$86.75  | \$156.59 | \$121.94 | \$121.26 |
| d. Minerals & Supplements                   | \$0.38   | \$4.81   | \$18.13  | \$10.58  | \$5.12   | \$0.41   | \$9.39   | \$0.00   |
| e. Pasture                                  | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   | \$0.00   |
| <b>Total Feed Costs</b>                     | \$250.13 | \$223.28 | \$227.56 | \$225.79 | \$192.91 | \$249.74 | \$202.46 | \$226.69 |
| <b>Total Feed Costs (\$/cwt)</b>            | \$12.01  | \$10.70  | \$10.38  | \$9.77   | \$10.27  | \$12.09  | \$10.95  | \$10.82  |
| <b>Total Hired Labor</b>                    | \$35.73  | \$29.09  | \$26.78  | \$28.18  | \$22.62  | \$22.76  | \$19.17  | \$24.65  |
| <b>Total Hired Labor Costs (\$/cwt)</b>     | \$1.72   | \$1.39   | \$1.22   | \$1.22   | \$1.20   | \$1.10   | \$1.04   | \$1.18   |
| <b>Total Herd Replacement</b>               | \$28.79  | \$25.08  | \$22.71  | \$22.84  | \$30.24  | \$21.28  | \$26.99  | \$19.05  |
| <b>Total Replacement Costs (\$/cwt)</b>     | \$1.38   | \$1.20   | \$1.04   | \$0.99   | \$1.61   | \$1.03   | \$1.46   | \$0.91   |
| <b>Total Operating Costs</b>                | \$70.43  | \$55.03  | \$51.75  | \$71.44  | \$39.18  | \$54.76  | \$33.28  | \$36.85  |
| <b>Total Operating Costs (\$/cwt)</b>       | \$3.38   | \$2.64   | \$2.36   | \$3.09   | \$2.09   | \$2.65   | \$1.80   | \$1.76   |
| <b>Total Milk Marketing Costs</b>           | \$11.54  | \$11.18  | \$11.70  | \$12.74  | \$10.11  | \$11.35  | \$10.11  | \$11.58  |
| <b>Total Milk Marketing Costs (\$/cwt.)</b> | \$0.55   | \$0.54   | \$0.53   | \$0.55   | \$0.54   | \$0.55   | \$0.55   | \$0.55   |
| <b>Total Cost (\$/Cow/Month)</b>            | \$396.63 | \$343.65 | \$340.49 | \$361.00 | \$295.06 | \$359.88 | \$292.00 | \$318.82 |
| <b>Total Cost (\$/cwt)</b>                  | \$19.04  | \$16.47  | \$15.54  | \$15.62  | \$15.71  | \$17.42  | \$15.79  | \$15.21  |
| <b>Milk Production Data</b>                 |          |          |          |          |          |          |          |          |
| a. Milk Sold/Total Cow/Month/ (cwt)         | 20.83    | 20.87    | 21.92    | 23.11    | 18.78    | 20.66    | 18.49    | 20.95    |
| b. Lbs Milk Sold/milk cow/day               | 79.69    | 77.07    | 84.06    | 85.26    | 66.82    | 76.91    | 69.40    | 79.38    |
| c. Gross Milk Receipts (\$/cwt)             | \$22.57  | \$21.70  | \$21.54  | \$22.49  | \$22.87  | \$22.88  | \$22.25  | \$22.49  |
| d. Mailbox Price (\$/cwt)                   | \$22.00  | \$21.16  | \$20.99  | \$22.05  | \$22.38  | \$21.49  | \$21.86  | \$22.41  |
| f. Income Over Feed Cost (\$/cwt)           | \$9.99   | \$10.46  | \$10.60  | \$12.28  | \$12.11  | \$9.40   | \$10.91  | \$11.59  |
| g. Fat Test %                               | 3.45%    | 3.37%    | 3.40%    | 3.52%    | 3.52%    | 3.91%    | 3.65%    | 3.57%    |
| h. SNF Test %                               | 8.69%    | 8.75%    | 8.88%    | 8.83%    | 8.97%    | 8.94%    | 8.96%    | 9.00%    |
| <b>Related Data</b>                         |          |          |          |          |          |          |          |          |
| a. Percent Dry Cows                         | 14%      | 11%      | 14%      | 11%      | 7%       | 11%      | 12%      | 13%      |
| b. Yearly Cull Rate                         | 48%      | 39%      | 36%      | 41%      | 44%      | 38%      | 42%      | 38%      |
| c. Misc. Income \$/cwt. (Drop Bull Calf)    | \$0.44   | \$0.38   | \$0.46   | \$0.38   | \$0.37   | \$0.30   | \$0.33   | \$0.34   |
| d. Milk Cow Alfalfa Hay Price (\$/ton)      | \$258.36 | \$328.55 | \$310.88 | \$258.00 | \$300.00 | \$325.00 | \$285.00 | \$284.02 |
| e. Grain, Mnrls & Splmnts (\$/ton)          | \$414.77 | \$320.47 | \$327.82 | \$299.29 | \$272.69 | \$352.19 | \$297.37 | \$278.94 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day)    | 26.16    | 33.05    | 24.49    | 29.18    | 23.89    | 32.54    | 31.97    | 32.75    |
| g. Milkers (\$/hr with benefits & taxes)    | \$20.29  | \$20.34  | \$16.00  | \$20.18  | \$16.19  | \$10.34  | \$16.05  | \$12.39  |
| h. Total Labor (\$/hr)                      | \$20.38  | \$21.16  | \$17.36  | \$21.44  | \$16.90  | \$11.56  | \$17.05  | \$15.35  |
| i. Milk Cow Feed Costs (\$/Cow/Day)         | \$8.98   | \$7.88   | \$8.19   | \$7.95   | \$6.65   | \$8.88   | \$7.10   | \$8.19   |
| j. Milk Cow Feed Costs (\$/cwt)             | \$11.27  | \$10.23  | \$9.74   | \$9.33   | \$9.95   | \$11.54  | \$10.23  | \$10.32  |