

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 1 to 500

| Dairy ID Number | Averages | | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|--|------------|-------------------|----------|----------|----------|----------|----------|----------|----------|
| | NV Average | Herd Size 1to 500 | | | | | | | |
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$30.22 | \$30.87 | \$45.94 | \$56.79 | \$32.42 | \$55.61 | \$39.25 | \$10.41 | \$16.28 |
| b. Wet Feed & Wet Roughage | \$32.43 | \$29.32 | \$2.89 | \$0.00 | \$31.03 | \$17.35 | \$24.57 | \$45.42 | \$15.52 |
| c. Concentrates | \$79.87 | \$80.99 | \$60.63 | \$72.78 | \$69.61 | \$45.08 | \$108.11 | \$34.51 | \$64.51 |
| d. Minerals & Supplements | \$9.48 | \$4.82 | \$0.00 | \$0.00 | \$0.00 | \$9.60 | \$2.06 | \$0.31 | \$0.80 |
| e. Pasture | \$0.68 | \$0.99 | \$8.09 | \$16.12 | \$0.00 | \$0.00 | \$0.00 | \$2.75 | \$0.00 |
| Total Feed Costs | \$152.68 | \$146.99 | \$117.55 | \$145.69 | \$133.06 | \$127.64 | \$173.99 | \$93.40 | \$97.12 |
| Total Feed Costs (\$/cwt) | \$8.50 | \$8.71 | \$7.66 | \$9.04 | \$9.86 | \$9.09 | \$9.87 | \$6.72 | \$11.08 |
| Total Hired Labor | \$30.90 | \$32.78 | \$66.91 | \$25.94 | \$31.45 | \$42.06 | \$31.95 | \$23.40 | \$15.26 |
| Total Hired Labor Costs (\$/cwt) | \$1.72 | \$1.94 | \$4.36 | \$1.61 | \$2.33 | \$3.00 | \$1.81 | \$1.68 | \$1.74 |
| Herd Replacement | \$23.36 | \$21.48 | \$24.69 | \$25.00 | \$19.76 | \$13.09 | \$29.21 | \$17.46 | \$13.99 |
| Less: Calf Income (\$/Cow/Month) | \$5.38 | \$5.95 | \$5.78 | \$7.31 | \$5.52 | \$6.23 | \$4.13 | \$5.36 | \$5.24 |
| Total Herd Replacement | \$17.98 | \$15.53 | \$18.91 | \$17.69 | \$14.24 | \$6.86 | \$25.08 | \$12.10 | \$8.75 |
| Total Replacement Costs (\$/cwt) | \$1.00 | \$0.92 | \$1.23 | \$1.10 | \$1.05 | \$0.49 | \$1.42 | \$0.87 | \$1.00 |
| Total Operating Costs | \$55.38 | \$51.09 | \$65.01 | \$29.44 | \$54.83 | \$36.65 | \$43.10 | \$59.89 | \$28.82 |
| Total Operating Costs (\$/cwt) | \$3.08 | \$3.03 | \$4.23 | \$1.83 | \$4.06 | \$2.61 | \$2.45 | \$4.31 | \$3.29 |
| Total Milk Marketing Costs | \$9.31 | \$11.46 | \$10.56 | \$12.76 | \$9.26 | \$10.10 | \$11.64 | \$10.01 | \$6.70 |
| Total Milk Marketing Costs (\$/cwt) | \$0.52 | \$0.68 | \$0.69 | \$0.79 | \$0.69 | \$0.72 | \$0.66 | \$0.72 | \$0.76 |
| Total Cost (\$/Cow/Month) | \$266.25 | \$257.85 | \$278.94 | \$231.51 | \$242.84 | \$223.30 | \$285.75 | \$198.79 | \$156.65 |
| Total Cost (\$/cwt) | \$14.83 | \$15.27 | \$18.17 | \$14.36 | \$17.99 | \$15.91 | \$16.21 | \$14.31 | \$17.86 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 17.95 | 16.88 | 15.35 | 16.12 | 13.50 | 14.04 | 17.62 | 13.89 | 8.77 |
| b. Lbs Milk Sold/milk cow/day | 68.46 | 65.03 | 59.75 | 60.28 | 52.18 | 55.27 | 70.45 | 55.75 | 34.93 |
| c. Gross Milk Receipts (\$/cwt) | \$16.65 | \$16.36 | \$16.13 | \$15.73 | \$16.40 | \$16.67 | \$16.58 | \$15.61 | \$14.99 |
| d. Mailbox Price (\$/cwt) | \$16.49 | \$15.95 | \$15.69 | \$15.11 | \$15.93 | \$16.20 | \$16.23 | \$15.02 | \$14.62 |
| f. Fat Test % | 3.93% | 3.79% | 3.78% | 3.59% | 3.84% | 4.00% | 3.77% | 3.88% | 2.70% |
| g. SNF Test % | 9.00% | 8.94% | 8.88% | 9.04% | 8.71% | 8.96% | 9.08% | 8.71% | 8.98% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 14% | 15% | 16% | 13% | 16% | 17% | 18% | 19% | 18% |
| b. Yearly Cull Rate | 37% | 34% | 43% | 36% | 35% | 24% | 44% | 29% | 29% |
| c. Avg. Value (Drop Bull Calf) | \$37.75 | \$49.63 | \$70.00 | \$36.43 | \$47.22 | \$46.15 | \$36.67 | \$44.88 | \$47.67 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$181.53 | \$166.48 | \$196.70 | \$189.42 | \$156.74 | \$150.00 | \$180.00 | \$150.00 | \$175.00 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$263.85 | \$261.78 | \$217.00 | \$278.74 | \$296.06 | \$209.82 | \$307.40 | \$230.49 | \$257.38 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 27.17 | 25.00 | 21.75 | 19.57 | 18.00 | 20.52 | 26.70 | 12.14 | 20.20 |
| g. Milkers (\$/hr with benefits & taxes) | \$14.91 | \$14.11 | \$14.24 | \$12.43 | \$12.94 | \$16.48 | \$12.98 | \$11.46 | \$11.73 |
| h. Total Labor (\$/hr) | \$15.68 | \$14.29 | \$14.85 | \$12.08 | \$13.34 | \$14.87 | \$13.38 | \$9.72 | \$11.73 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.47 | \$5.33 | \$4.14 | \$5.75 | \$4.90 | \$4.77 | \$6.21 | \$3.44 | \$3.52 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$7.99 | \$8.19 | \$6.93 | \$9.55 | \$9.39 | \$8.63 | \$8.81 | \$6.16 | \$10.09 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 1 to 500

| Dairy ID Number | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
|--|----------|----------|----------|----------|----------|----------|----------|
| Feed Costs | | | | | | | |
| a. Dry Roughage | \$32.31 | \$18.03 | \$18.87 | \$26.83 | \$30.51 | \$40.65 | \$32.70 |
| b. Wet Feed & Wet Roughage | \$19.35 | \$33.13 | \$40.41 | \$45.82 | \$26.07 | \$30.61 | \$36.20 |
| c. Concentrates | \$109.55 | \$119.35 | \$72.35 | \$101.72 | \$99.00 | \$102.56 | \$45.48 |
| d. Minerals & Supplements | \$2.22 | \$4.55 | \$7.83 | \$7.65 | \$8.34 | \$0.41 | \$11.97 |
| e. Pasture | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$163.43 | \$175.05 | \$139.46 | \$182.03 | \$163.93 | \$174.23 | \$126.34 |
| Total Feed Costs (\$/cwt) | \$8.50 | \$9.21 | \$8.07 | \$8.73 | \$8.02 | \$9.41 | \$8.18 |
| Total Hired Labor | \$22.69 | \$53.10 | \$37.79 | \$35.64 | \$25.96 | \$31.50 | \$33.29 |
| Total Hired Labor Costs (\$/cwt) | \$1.18 | \$2.79 | \$2.19 | \$1.71 | \$1.27 | \$1.70 | \$2.15 |
| Herd Replacement | \$16.30 | \$19.93 | \$29.70 | \$28.44 | \$22.30 | \$27.47 | \$13.59 |
| Less: Calf Income (\$/Cow/Month) | \$6.10 | \$4.15 | \$8.01 | \$6.43 | \$8.46 | \$4.41 | \$5.76 |
| Total Herd Replacement | \$10.20 | \$15.78 | \$21.68 | \$22.01 | \$13.84 | \$23.06 | \$7.83 |
| Total Replacement Costs (\$/cwt) | \$0.53 | \$0.83 | \$1.26 | \$1.06 | \$0.68 | \$1.25 | \$0.51 |
| Total Operating Costs | \$86.16 | \$40.79 | \$44.12 | \$81.88 | \$63.36 | \$46.14 | \$33.25 |
| Total Operating Costs (\$/cwt) | \$4.48 | \$2.15 | \$2.55 | \$3.93 | \$3.10 | \$2.49 | \$2.15 |
| Total Milk Marketing Costs | \$10.15 | \$22.22 | \$9.68 | \$10.88 | \$11.95 | \$14.06 | \$9.10 |
| Total Milk Marketing Costs (\$/cwt) | \$0.53 | \$1.17 | \$0.56 | \$0.52 | \$0.58 | \$0.76 | \$0.59 |
| Total Cost (\$/Cow/Month) | \$292.64 | \$306.95 | \$252.73 | \$332.43 | \$279.04 | \$288.99 | \$209.80 |
| Total Cost (\$/cwt) | \$15.22 | \$16.15 | \$14.63 | \$15.94 | \$13.65 | \$15.62 | \$13.58 |
| Milk Production Data | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 19.22 | 19.00 | 17.27 | 20.86 | 20.44 | 18.51 | 15.45 |
| b. Lbs Milk Sold/milk cow/day | 76.90 | 71.17 | 63.51 | 80.60 | 75.76 | 74.29 | 57.13 |
| c. Gross Milk Receipts (\$/cwt) | \$16.23 | \$16.12 | \$17.33 | \$16.63 | \$16.37 | \$16.07 | \$16.78 |
| d. Mailbox Price (\$/cwt) | \$15.81 | \$15.00 | \$17.01 | \$16.31 | \$16.33 | \$15.55 | \$16.60 |
| f. Fat Test % | 3.49% | 3.93% | 3.97% | 3.76% | 3.79% | 3.76% | 4.08% |
| g. SNF Test % | 9.01% | 8.98% | 8.91% | 8.68% | 9.09% | 8.89% | 9.12% |
| Related Data | | | | | | | |
| a. Percent Dry Cows | 18% | 13% | 11% | 16% | 12% | 19% | 12% |
| b. Yearly Cull Rate | 34% | 32% | 42% | 43% | 36% | 38% | 21% |
| c. Avg. Value (Drop Bull Calf) | \$50.00 | \$49.20 | \$50.00 | \$50.00 | \$52.90 | \$49.76 | \$57.46 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$150.00 | \$158.31 | \$150.00 | \$170.00 | \$169.00 | \$167.51 | \$174.20 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$294.79 | \$280.13 | \$238.54 | \$303.65 | \$251.78 | \$299.29 | \$198.10 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 30.33 | 32.27 | 24.42 | 27.22 | 31.19 | 26.62 | 20.98 |
| g. Milkers (\$/hr with benefits & taxes) | \$13.84 | \$15.98 | \$10.64 | \$14.04 | \$18.32 | \$14.88 | \$16.56 |
| h. Total Labor (\$/hr) | \$12.71 | \$16.60 | \$13.30 | \$13.61 | \$17.63 | \$13.69 | \$18.27 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$6.26 | \$6.21 | \$4.83 | \$6.70 | \$5.81 | \$6.40 | \$4.40 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$8.14 | \$8.73 | \$7.61 | \$8.31 | \$7.67 | \$8.62 | \$7.70 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 501-700

| Dairy ID Number | Averages | | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
|--|------------|---------------------|----------|----------|----------|----------|----------|----------|----------|
| | NV Average | Herd Size 501to 700 | | | | | | | |
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$30.22 | \$33.58 | \$39.74 | \$40.50 | \$28.44 | \$58.71 | \$34.73 | \$31.72 | \$25.88 |
| b. Wet Feed & Wet Roughage | \$32.43 | \$31.43 | \$27.72 | \$36.03 | \$34.66 | \$22.63 | \$25.25 | \$30.29 | \$29.13 |
| c. Concentrates | \$79.87 | \$80.12 | \$98.71 | \$80.46 | \$67.25 | \$59.11 | \$104.24 | \$50.89 | \$97.05 |
| d. Minerals & Supplements | \$9.48 | \$10.13 | \$28.66 | \$0.29 | \$4.66 | \$9.60 | \$9.07 | \$0.98 | \$11.51 |
| e. Pasture | \$0.68 | \$3.27 | \$0.00 | \$0.00 | \$0.00 | \$11.37 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$152.68 | \$158.52 | \$194.83 | \$157.29 | \$135.01 | \$161.43 | \$173.30 | \$113.88 | \$163.57 |
| Total Feed Costs (\$/cwt) | \$8.50 | \$9.27 | \$9.34 | \$8.59 | \$8.79 | \$15.49 | \$9.10 | \$7.86 | \$8.54 |
| Total Hired Labor | \$30.90 | \$31.40 | \$39.88 | \$37.29 | \$48.59 | \$33.01 | \$26.22 | \$31.41 | \$31.82 |
| Total Hired Labor Costs (\$/cwt) | \$1.72 | \$1.84 | \$1.91 | \$2.04 | \$3.16 | \$3.17 | \$1.38 | \$2.17 | \$1.66 |
| Herd Replacement | \$23.36 | \$22.75 | \$23.89 | \$20.63 | \$39.42 | \$27.20 | \$22.51 | \$18.52 | \$20.82 |
| Less: Calf Income (\$/Cow/Month) | \$5.38 | \$5.52 | \$5.22 | \$5.27 | \$2.27 | \$5.72 | \$4.88 | \$5.79 | \$8.14 |
| Total Herd Replacement | \$17.98 | \$17.22 | \$18.67 | \$15.37 | \$37.14 | \$21.48 | \$17.63 | \$12.73 | \$12.69 |
| Total Replacement Costs (\$/cwt) | \$1.00 | \$1.01 | \$0.89 | \$0.84 | \$2.42 | \$2.06 | \$0.93 | \$0.88 | \$0.66 |
| Total Operating Costs | \$55.38 | \$54.06 | \$65.41 | \$56.29 | \$61.76 | \$50.35 | \$41.34 | \$42.39 | \$64.28 |
| Total Operating Costs (\$/cwt) | \$3.08 | \$3.16 | \$3.13 | \$3.07 | \$4.02 | \$4.83 | \$2.17 | \$2.93 | \$3.36 |
| Total Milk Marketing Costs | \$9.31 | \$10.06 | \$10.75 | \$9.44 | \$9.51 | \$2.42 | \$12.13 | \$10.96 | \$9.77 |
| Total Milk Marketing Costs (\$/cwt) | \$0.52 | \$0.59 | \$0.51 | \$0.52 | \$0.62 | \$0.23 | \$0.64 | \$0.76 | \$0.51 |
| Total Cost (\$/Cow/Month) | \$266.25 | \$271.27 | \$329.54 | \$275.67 | \$292.02 | \$268.69 | \$270.61 | \$211.37 | \$282.13 |
| Total Cost (\$/cwt) | \$14.83 | \$15.86 | \$15.79 | \$15.05 | \$19.00 | \$25.78 | \$14.20 | \$14.59 | \$14.73 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 17.95 | 17.11 | 20.87 | 18.31 | 15.37 | 10.42 | 19.05 | 14.49 | 19.16 |
| b. Lbs Milk Sold/milk cow/day | 68.46 | 66.79 | 77.18 | 66.71 | 58.68 | 42.91 | 68.69 | 57.90 | 73.33 |
| c. Gross Milk Receipts (\$/cwt) | \$16.65 | \$16.77 | \$16.97 | \$16.55 | \$18.74 | \$23.28 | \$15.41 | \$17.22 | \$15.87 |
| d. Mailbox Price (\$/cwt) | \$16.49 | \$16.65 | \$16.52 | \$16.82 | \$19.72 | \$27.89 | \$14.77 | \$16.86 | \$15.29 |
| f. Fat Test % | 3.93% | 3.79% | 3.74% | 3.75% | 4.99% | 4.01% | 3.70% | 3.92% | 3.86% |
| g. SNF Test % | 9.00% | 8.92% | 8.96% | 9.06% | 9.39% | 8.93% | 8.85% | 8.91% | 8.94% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 14% | 16% | 12% | 10% | 15% | 21% | 10% | 18% | 15% |
| b. Yearly Cull Rate | 37% | 36% | 42% | 32% | 86% | 35% | 42% | 29% | 32% |
| c. Avg. Value (Drop Bull Calf) | \$37.75 | \$46.68 | \$49.12 | \$49.83 | \$3.00 | \$63.73 | \$40.70 | \$42.17 | \$46.70 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$181.53 | \$179.90 | \$175.00 | \$160.00 | \$200.00 | \$190.00 | \$189.88 | \$155.00 | \$175.00 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$263.85 | \$286.09 | \$300.42 | \$257.96 | \$227.12 | \$422.28 | \$274.98 | \$239.81 | \$266.25 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 27.17 | 25.69 | 30.81 | 22.42 | 23.55 | 13.23 | 29.34 | 17.15 | 30.48 |
| g. Milkers (\$/hr with benefits & taxes) | \$14.91 | \$14.43 | \$15.44 | \$13.23 | \$16.69 | \$10.17 | \$10.56 | \$17.09 | \$12.34 |
| h. Total Labor (\$/hr) | \$15.68 | \$14.56 | \$16.19 | \$13.12 | \$19.45 | \$10.82 | \$11.67 | \$14.93 | \$12.49 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.47 | \$5.88 | \$6.90 | \$5.42 | \$4.84 | \$5.99 | \$5.88 | \$4.24 | \$5.89 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$7.99 | \$8.80 | \$8.94 | \$8.13 | \$8.24 | \$13.96 | \$8.56 | \$7.33 | \$8.04 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 501-700

| Dairy ID Number | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$42.62 | \$31.42 | \$29.83 | \$35.04 | \$6.01 | \$29.27 | \$41.84 | \$28.28 | \$27.75 |
| b. Wet Feed & Wet Roughage | \$26.87 | \$31.56 | \$23.07 | \$51.07 | \$40.37 | \$7.93 | \$37.22 | \$25.21 | \$56.61 |
| c. Concentrates | \$71.65 | \$97.92 | \$104.84 | \$60.43 | \$126.08 | \$30.03 | \$74.20 | \$100.46 | \$65.01 |
| d. Minerals & Supplements | \$7.00 | \$9.39 | \$3.61 | \$4.62 | \$8.30 | \$2.84 | \$4.09 | \$13.94 | \$29.04 |
| e. Pasture | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$44.89 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$148.15 | \$170.29 | \$161.35 | \$151.15 | \$180.75 | \$114.96 | \$157.36 | \$167.90 | \$178.42 |
| Total Feed Costs (\$/cwt) | \$8.35 | \$8.89 | \$8.72 | \$7.59 | \$8.82 | \$16.48 | \$9.23 | \$8.93 | \$9.40 |
| Total Hired Labor | \$26.18 | \$29.88 | \$36.67 | \$28.75 | \$40.28 | \$21.37 | \$23.97 | \$34.71 | \$26.10 |
| Total Hired Labor Costs (\$/cwt) | \$1.48 | \$1.56 | \$1.98 | \$1.44 | \$1.97 | \$3.06 | \$1.41 | \$1.85 | \$1.37 |
| Herd Replacement | \$15.64 | \$22.25 | \$22.65 | \$20.36 | \$27.82 | \$2.01 | \$26.46 | \$23.89 | \$28.02 |
| Less: Calf Income (\$/Cow/Month) | \$5.76 | \$7.95 | \$5.04 | \$8.50 | \$5.66 | \$0.13 | \$5.51 | \$6.39 | \$6.30 |
| Total Herd Replacement | \$9.88 | \$14.30 | \$17.61 | \$11.86 | \$22.16 | \$1.88 | \$20.95 | \$17.50 | \$21.72 |
| Total Replacement Costs (\$/cwt) | \$0.56 | \$0.75 | \$0.95 | \$0.60 | \$1.08 | \$0.27 | \$1.23 | \$0.93 | \$1.14 |
| Total Operating Costs | \$41.82 | \$66.05 | \$73.28 | \$49.26 | \$58.21 | \$47.86 | \$39.50 | \$57.84 | \$51.45 |
| Total Operating Costs (\$/cwt) | \$2.36 | \$3.45 | \$3.96 | \$2.47 | \$2.84 | \$6.86 | \$2.32 | \$3.08 | \$2.71 |
| Total Milk Marketing Costs | \$9.16 | \$14.61 | \$11.57 | \$10.22 | \$14.68 | \$1.75 | \$9.55 | \$10.55 | \$9.68 |
| Total Milk Marketing Costs (\$/cwt) | \$0.52 | \$0.76 | \$0.63 | \$0.51 | \$0.72 | \$0.25 | \$0.56 | \$0.56 | \$0.51 |
| Total Cost (\$/Cow/Month) | \$235.19 | \$295.13 | \$300.49 | \$251.25 | \$316.08 | \$187.82 | \$251.32 | \$288.50 | \$287.37 |
| Total Cost (\$/cwt) | \$13.25 | \$15.40 | \$16.25 | \$12.62 | \$15.43 | \$26.92 | \$14.74 | \$15.34 | \$15.14 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 17.74 | 19.16 | 18.50 | 19.91 | 20.48 | 6.98 | 17.05 | 18.81 | 18.98 |
| b. Lbs Milk Sold/milk cow/day | 66.95 | 73.39 | 70.64 | 75.79 | 77.80 | 43.62 | 66.01 | 71.72 | 71.43 |
| c. Gross Milk Receipts (\$/cwt) | \$15.83 | \$15.22 | \$16.28 | \$16.13 | \$16.39 | \$26.57 | \$15.65 | \$15.96 | \$16.17 |
| d. Mailbox Price (\$/cwt) | \$15.31 | \$14.56 | \$15.85 | \$15.65 | \$16.02 | \$30.35 | \$15.33 | \$15.81 | \$15.66 |
| f. Fat Test % | 3.54% | 3.66% | 3.76% | 3.36% | 3.58% | 4.97% | 3.60% | 3.67% | 3.74% |
| g. SNF Test % | 8.84% | 8.84% | 8.91% | 8.90% | 8.86% | 9.39% | 8.79% | 8.98% | 8.68% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 14% | 15% | 15% | 14% | 14% | 48% | 16% | 14% | 13% |
| b. Yearly Cull Rate | 36% | 34% | 34% | 30% | 39% | 2% | 34% | 39% | 39% |
| c. Avg. Value (Drop Bull Calf) | \$50.00 | \$51.82 | \$48.71 | \$50.00 | \$49.23 | \$3.00 | \$46.84 | \$49.53 | \$48.11 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$210.00 | \$178.41 | \$188.23 | \$155.49 | \$175.00 | \$211.00 | \$183.00 | \$195.00 | \$195.00 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$238.70 | \$247.50 | \$257.84 | \$256.16 | \$267.14 | \$441.09 | \$292.67 | \$257.34 | \$330.70 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 24.82 | 32.41 | 31.53 | 19.21 | 38.18 | 8.63 | 20.28 | 33.17 | 20.85 |
| g. Milkers (\$/hr with benefits & taxes) | \$10.18 | \$11.80 | \$14.56 | \$14.57 | \$12.91 | \$20.63 | \$20.20 | \$20.38 | \$11.57 |
| h. Total Labor (\$/hr) | \$10.69 | \$12.12 | \$17.72 | \$14.04 | \$13.89 | \$18.77 | \$19.10 | \$16.60 | \$12.57 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.44 | \$6.11 | \$5.88 | \$5.50 | \$6.62 | \$7.37 | \$5.57 | \$6.07 | \$6.30 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$8.13 | \$8.33 | \$8.32 | \$7.26 | \$8.51 | \$16.89 | \$8.45 | \$8.47 | \$8.82 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 501-700

| Dairy ID Number | 31 | 32 |
|--|----------|----------|
| Feed Costs | | |
| a. Dry Roughage | \$32.22 | \$44.33 |
| b. Wet Feed & Wet Roughage | \$29.48 | \$27.71 |
| c. Concentrates | \$82.02 | \$75.11 |
| d. Minerals & Supplements | \$2.49 | \$27.86 |
| e. Pasture | \$0.00 | \$0.00 |
| Total Feed Costs | \$146.21 | \$175.01 |
| Total Feed Costs (\$/cwt) | \$8.59 | \$10.85 |
| Total Hired Labor | \$33.95 | \$21.21 |
| Total Hired Labor Costs (\$/cwt) | \$2.00 | \$1.31 |
| Herd Replacement | \$23.65 | \$24.56 |
| Less: Calf Income (\$/Cow/Month) | \$5.37 | \$5.62 |
| Total Herd Replacement | \$18.29 | \$18.95 |
| Total Replacement Costs (\$/cwt) | \$1.07 | \$1.17 |
| Total Operating Costs | \$49.33 | \$59.67 |
| Total Operating Costs (\$/cwt) | \$2.90 | \$3.70 |
| Total Milk Marketing Costs | \$8.72 | \$14.96 |
| Total Milk Marketing Costs (\$/cwt) | \$0.51 | \$0.93 |
| Total Cost (\$/Cow/Month) | \$256.49 | \$289.80 |
| Total Cost (\$/cwt) | \$15.08 | \$17.96 |
| Milk Production Data | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 17.01 | 16.14 |
| b. Lbs Milk Sold/milk cow/day | 62.37 | 64.78 |
| c. Gross Milk Receipts (\$/cwt) | \$16.55 | \$16.76 |
| d. Mailbox Price (\$/cwt) | \$15.84 | \$16.16 |
| f. Fat Test % | 3.78% | 3.84% |
| g. SNF Test % | 8.70% | 9.10% |
| Related Data | | |
| a. Percent Dry Cows | 11% | 19% |
| b. Yearly Cull Rate | 34% | 38% |
| c. Avg. Value (Drop Bull Calf) | \$43.87 | \$53.54 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$155.00 | \$190.00 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$241.39 | \$327.01 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 25.48 | 25.08 |
| g. Milkers (\$/hr with benefits & taxes) | \$17.88 | \$18.71 |
| h. Total Labor (\$/hr) | \$16.62 | \$18.16 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.19 | \$6.74 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$8.32 | \$10.40 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 701-1300

| Dairy ID Number | Averages | | 33 | 34 | 35 | 36 | 37 | 38 | 39 |
|--|------------|-------------------------|----------|----------|----------|----------|----------|----------|----------|
| | NV Average | Herd Size 701to 1300 | | | | | | | |
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$30.22 | \$35.17 | \$59.99 | \$26.48 | \$39.87 | \$37.19 | \$35.76 | \$36.90 | \$33.01 |
| b. Wet Feed & Wet Roughage | \$32.43 | \$32.96 | \$34.00 | \$25.08 | \$20.90 | \$27.34 | \$21.35 | \$31.72 | \$25.98 |
| c. Concentrates | \$79.87 | \$76.48 | \$80.77 | \$69.43 | \$106.49 | \$75.62 | \$66.36 | \$99.85 | \$71.38 |
| d. Minerals & Supplements | \$9.48 | \$11.72 | \$14.12 | \$0.65 | \$4.04 | \$3.77 | \$6.64 | \$0.86 | \$18.64 |
| e. Pasture | \$0.68 | \$0.65 | \$0.00 | \$0.00 | \$4.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$152.68 | \$156.99 | \$188.88 | \$121.63 | \$175.37 | \$143.92 | \$130.11 | \$169.33 | \$149.02 |
| Total Feed Costs (\$/cwt) | \$8.50 | \$8.79 | \$8.06 | \$9.49 | \$12.67 | \$7.93 | \$10.83 | \$8.52 | \$8.06 |
| Total Hired Labor | \$30.90 | \$30.73 | \$27.51 | \$19.11 | \$36.33 | \$26.40 | \$28.34 | \$42.60 | \$29.57 |
| Total Hired Labor Costs (\$/cwt) | \$1.72 | \$1.72 | \$1.17 | \$1.49 | \$2.63 | \$1.45 | \$2.36 | \$2.14 | \$1.60 |
| Herd Replacement | \$23.36 | \$24.00 | \$25.35 | \$42.29 | \$17.84 | \$33.43 | \$21.15 | \$27.91 | \$25.29 |
| Less: Calf Income (\$/Cow/Month) | \$5.38 | \$5.92 | \$8.90 | \$4.13 | \$7.04 | \$5.72 | \$3.77 | \$7.24 | \$7.67 |
| Total Herd Replacement | \$17.98 | \$18.08 | \$16.45 | \$38.17 | \$10.80 | \$27.71 | \$17.37 | \$20.68 | \$17.63 |
| Total Replacement Costs (\$/cwt) | \$1.00 | \$1.01 | \$0.70 | \$2.98 | \$0.78 | \$1.53 | \$1.45 | \$1.04 | \$0.95 |
| Total Operating Costs | \$55.38 | \$53.75 | \$75.86 | \$42.67 | \$67.68 | \$52.31 | \$48.95 | \$73.88 | \$46.10 |
| Total Operating Costs (\$/cwt) | \$3.08 | \$3.01 | \$3.24 | \$3.33 | \$4.89 | \$2.88 | \$4.07 | \$3.72 | \$2.49 |
| Total Milk Marketing Costs | \$9.31 | \$9.55 | \$11.56 | \$8.75 | \$2.34 | \$9.99 | \$6.11 | \$10.61 | \$9.41 |
| Total Milk Marketing Costs (\$/cwt) | \$0.52 | \$0.53 | \$0.49 | \$0.68 | \$0.17 | \$0.55 | \$0.51 | \$0.53 | \$0.51 |
| Total Cost (\$/Cow/Month) | \$266.25 | \$269.11 | \$320.27 | \$230.33 | \$292.52 | \$260.33 | \$230.89 | \$317.09 | \$251.72 |
| Total Cost (\$/cwt) | \$14.83 | \$15.07 | \$13.66 | \$17.98 | \$21.14 | \$14.34 | \$19.22 | \$15.96 | \$13.62 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 17.95 | 17.86 | 23.45 | 12.81 | 13.84 | 18.16 | 12.01 | 19.87 | 18.48 |
| b. Lbs Milk Sold/milk cow/day | 68.46 | 67.51 | 87.02 | 49.42 | 52.52 | 67.04 | 46.37 | 71.87 | 69.95 |
| c. Gross Milk Receipts (\$/cwt) | \$16.65 | \$16.79 | \$15.53 | \$16.26 | \$23.67 | \$15.59 | \$18.47 | \$16.50 | \$16.69 |
| d. Mailbox Price (\$/cwt) | \$16.49 | \$16.49 | \$15.53 | \$15.42 | \$24.50 | \$15.19 | \$18.39 | \$16.35 | \$16.18 |
| f. Fat Test % | 3.93% | 3.77% | 3.62% | 3.96% | 3.71% | 3.49% | 4.95% | 3.76% | 3.70% |
| g. SNF Test % | 9.00% | 8.91% | 8.83% | 9.06% | 8.84% | 8.84% | 9.38% | 8.97% | 8.97% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 14% | 14% | 12% | 15% | 14% | 12% | 16% | 10% | 14% |
| b. Yearly Cull Rate | 37% | 39% | 40% | 68% | 28% | 50% | 30% | 45% | 37% |
| c. Avg. Value (Drop Bull Calf) | \$37.75 | \$45.22 | \$45.00 | \$35.20 | \$48.96 | \$50.00 | \$1.00 | \$52.51 | \$52.65 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$181.53 | \$185.47 | \$209.06 | \$148.00 | \$213.15 | \$170.00 | \$204.03 | \$208.00 | \$176.00 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$263.85 | \$262.39 | \$254.20 | \$252.39 | \$397.68 | \$202.16 | \$254.97 | \$234.10 | \$220.02 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 27.17 | 25.69 | 27.13 | 21.31 | 20.59 | 28.57 | 21.53 | 30.72 | 29.97 |
| g. Milkers (\$/hr with benefits & taxes) | \$14.91 | \$13.65 | \$15.11 | \$11.66 | \$20.08 | \$15.86 | \$14.39 | \$11.39 | \$15.08 |
| h. Total Labor (\$/hr) | \$15.68 | \$14.61 | \$14.54 | \$11.60 | \$17.20 | \$14.15 | \$14.40 | \$12.75 | \$15.39 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.47 | \$5.61 | \$6.68 | \$4.44 | \$6.45 | \$5.13 | \$4.82 | \$5.89 | \$5.29 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$7.99 | \$8.31 | \$7.68 | \$8.99 | \$12.29 | \$7.65 | \$10.40 | \$8.19 | \$7.56 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 701-1300

| Dairy ID Number | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$44.29 | \$45.02 | \$35.67 | \$29.60 | \$32.82 | \$34.91 | \$42.47 | \$37.18 | \$32.00 |
| b. Wet Feed & Wet Roughage | \$36.76 | \$26.60 | \$24.40 | \$26.02 | \$35.29 | \$38.80 | \$58.05 | \$32.50 | \$35.60 |
| c. Concentrates | \$86.86 | \$75.55 | \$91.94 | \$70.70 | \$78.02 | \$65.89 | \$59.24 | \$63.19 | \$62.16 |
| d. Minerals & Supplements | \$11.98 | \$2.24 | \$15.07 | \$0.30 | \$3.24 | \$6.70 | \$26.40 | \$32.36 | \$8.29 |
| e. Pasture | \$0.00 | \$7.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$179.90 | \$157.24 | \$167.08 | \$126.61 | \$149.37 | \$146.29 | \$186.16 | \$165.23 | \$138.04 |
| Total Feed Costs (\$/cwt) | \$8.81 | \$11.70 | \$8.85 | \$7.90 | \$8.24 | \$7.01 | \$9.02 | \$9.14 | \$7.89 |
| Total Hired Labor | \$36.43 | \$35.32 | \$38.37 | \$19.08 | \$31.53 | \$35.83 | \$28.60 | \$24.17 | \$35.60 |
| Total Hired Labor Costs (\$/cwt) | \$1.78 | \$2.63 | \$2.03 | \$1.19 | \$1.74 | \$1.72 | \$1.39 | \$1.34 | \$2.04 |
| Herd Replacement | \$22.00 | \$20.73 | \$19.35 | \$24.87 | \$29.50 | \$27.78 | \$24.48 | \$22.13 | \$15.00 |
| Less: Calf Income (\$/Cow/Month) | \$5.21 | \$6.29 | \$6.50 | \$6.98 | \$5.88 | \$4.20 | \$6.76 | \$5.35 | \$3.88 |
| Total Herd Replacement | \$16.79 | \$14.43 | \$12.85 | \$17.89 | \$23.63 | \$23.58 | \$17.72 | \$16.78 | \$11.12 |
| Total Replacement Costs (\$/cwt) | \$1.08 | \$1.07 | \$0.68 | \$1.12 | \$1.30 | \$1.13 | \$0.86 | \$0.93 | \$0.64 |
| Total Operating Costs | \$56.07 | \$51.78 | \$39.94 | \$31.76 | \$57.87 | \$63.49 | \$53.35 | \$60.21 | \$50.22 |
| Total Operating Costs (\$/cwt) | \$2.74 | \$3.85 | \$2.12 | \$1.98 | \$3.19 | \$3.04 | \$2.58 | \$3.33 | \$2.87 |
| Total Milk Marketing Costs | \$12.34 | \$2.50 | \$18.19 | \$8.10 | \$9.38 | \$10.06 | \$11.77 | \$10.07 | \$9.65 |
| Total Milk Marketing Costs (\$/cwt) | \$0.60 | \$0.19 | \$0.96 | \$0.50 | \$0.52 | \$0.48 | \$0.57 | \$0.56 | \$0.55 |
| Total Cost (\$/Cow/Month) | \$301.52 | \$261.27 | \$276.43 | \$203.44 | \$271.78 | \$279.24 | \$297.61 | \$276.47 | \$244.63 |
| Total Cost (\$/cwt) | \$14.76 | \$19.43 | \$14.64 | \$12.69 | \$14.99 | \$13.38 | \$14.42 | \$15.29 | \$13.99 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 20.43 | 13.44 | 18.88 | 16.04 | 18.14 | 20.88 | 20.64 | 18.08 | 17.49 |
| b. Lbs Milk Sold/milk cow/day | 76.11 | 51.25 | 74.14 | 61.12 | 67.68 | 77.15 | 77.52 | 67.60 | 67.63 |
| c. Gross Milk Receipts (\$/cwt) | \$16.14 | \$24.42 | \$17.09 | \$14.49 | \$16.63 | \$15.66 | \$16.45 | \$16.07 | \$16.09 |
| d. Mailbox Price (\$/cwt) | \$15.77 | \$25.24 | \$16.44 | \$13.87 | \$15.95 | \$15.49 | \$15.98 | \$15.65 | \$15.72 |
| f. Fat Test % | 3.67% | 3.86% | 3.80% | 3.17% | 3.68% | 3.85% | 3.82% | 3.77% | 3.89% |
| g. SNF Test % | 8.81% | 9.09% | 8.78% | 8.96% | 8.68% | 8.86% | 8.88% | 8.85% | 9.03% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 12% | 14% | 17% | 14% | 13% | 12% | 13% | 13% | 16% |
| b. Yearly Cull Rate | 34% | 26% | 40% | 37% | 39% | 42% | 44% | 34% | 32% |
| c. Avg. Value (Drop Bull Calf) | \$42.62 | \$50.00 | \$50.00 | \$50.29 | \$39.83 | \$28.17 | \$48.72 | \$48.72 | \$52.53 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$213.54 | \$220.00 | \$195.00 | \$175.00 | \$150.00 | \$191.70 | \$158.72 | \$189.99 | \$168.09 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$256.38 | \$331.15 | \$248.48 | \$230.40 | \$248.77 | \$234.29 | \$285.59 | \$279.91 | \$230.95 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 28.16 | 16.95 | 33.00 | 23.48 | 24.38 | 22.16 | 21.76 | 24.14 | 22.96 |
| g. Milkers (\$/hr with benefits & taxes) | \$14.57 | \$10.46 | \$15.53 | \$15.09 | \$11.50 | \$16.13 | \$11.70 | \$18.07 | \$14.07 |
| h. Total Labor (\$/hr) | \$16.79 | \$11.67 | \$16.62 | \$15.04 | \$12.27 | \$16.64 | \$14.26 | \$16.33 | \$16.56 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$6.30 | \$5.61 | \$6.21 | \$4.58 | \$5.38 | \$5.15 | \$6.56 | \$5.69 | \$4.92 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$8.28 | \$10.94 | \$8.38 | \$7.49 | \$7.95 | \$6.67 | \$8.47 | \$8.42 | \$7.27 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 701-1300

| | |
|--|----------|
| Dairy ID Number | 49 |
| Feed Costs | |
| a. Dry Roughage | \$10.50 |
| b. Wet Feed & Wet Roughage | \$44.53 |
| c. Concentrates | \$91.67 |
| d. Minerals & Supplements | \$27.36 |
| e. Pasture | \$0.00 |
| Total Feed Costs | \$174.05 |
| Total Feed Costs (\$/cwt) | \$9.04 |
| Total Hired Labor | \$27.81 |
| Total Hired Labor Costs (\$/cwt) | \$1.45 |
| Herd Replacement | \$18.86 |
| Less: Calf Income (\$/Cow/Month) | \$6.32 |
| Total Herd Replacement | \$12.54 |
| Total Replacement Costs (\$/cwt) | \$0.65 |
| Total Operating Costs | \$50.23 |
| Total Operating Costs (\$/cwt) | \$2.61 |
| Total Milk Marketing Costs | \$9.70 |
| Total Milk Marketing Costs (\$/cwt) | \$0.50 |
| Total Cost (\$/Cow/Month) | \$274.34 |
| Total Cost (\$/cwt) | \$14.26 |
| Milk Production Data | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 19.24 |
| b. Lbs Milk Sold/milk cow/day | 73.98 |
| c. Gross Milk Receipts (\$/cwt) | \$15.81 |
| d. Mailbox Price (\$/cwt) | \$15.44 |
| f. Fat Test % | 3.83% |
| g. SNF Test % | 8.95% |
| Related Data | |
| a. Percent Dry Cows | 15% |
| b. Yearly Cull Rate | 42% |
| c. Avg. Value (Drop Bull Calf) | \$57.70 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$0.00 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$297.20 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 29.69 |
| g. Milkers (\$/hr with benefits & taxes) | \$11.21 |
| h. Total Labor (\$/hr) | \$13.77 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$6.26 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$8.46 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 1301 Plus

| Dairy ID Number | Averages | | 50 | 51 | 52 | 53 | 54 | 55 | 56 |
|--|------------|--------------------|----------|----------|----------|----------|----------|----------|----------|
| | NV Average | Herd Size 1301plus | | | | | | | |
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$30.22 | \$27.29 | \$32.67 | \$27.56 | \$35.81 | \$12.81 | \$21.31 | \$36.22 | \$40.25 |
| b. Wet Feed & Wet Roughage | \$32.43 | \$32.76 | \$26.99 | \$42.98 | \$46.53 | \$38.69 | \$44.31 | \$34.02 | \$44.14 |
| c. Concentrates | \$79.87 | \$81.06 | \$107.92 | \$78.71 | \$69.23 | \$94.64 | \$74.61 | \$87.62 | \$71.87 |
| d. Minerals & Supplements | \$9.48 | \$8.85 | \$14.33 | \$7.61 | \$6.21 | \$6.91 | \$22.75 | \$0.68 | \$12.53 |
| e. Pasture | \$0.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$152.68 | \$149.96 | \$181.91 | \$156.86 | \$157.79 | \$153.04 | \$162.97 | \$158.54 | \$168.78 |
| Total Feed Costs (\$/cwt) | \$8.50 | \$8.19 | \$8.46 | \$8.21 | \$7.19 | \$8.59 | \$8.84 | \$8.71 | \$7.17 |
| Total Hired Labor | \$30.90 | \$30.67 | \$29.24 | \$25.23 | \$43.80 | \$35.89 | \$41.87 | \$28.37 | \$31.03 |
| Total Hired Labor Costs (\$/cwt) | \$1.72 | \$1.67 | \$1.36 | \$1.32 | \$1.99 | \$2.01 | \$2.27 | \$1.56 | \$1.32 |
| Herd Replacement | \$23.36 | \$23.44 | \$27.30 | \$23.63 | \$28.57 | \$21.22 | \$22.40 | \$26.28 | \$21.85 |
| Less: Calf Income (\$/Cow/Month) | \$5.38 | \$5.07 | \$6.55 | \$5.61 | \$6.15 | \$4.94 | \$5.36 | \$7.14 | \$4.57 |
| Total Herd Replacement | \$17.98 | \$18.36 | \$20.75 | \$18.01 | \$22.42 | \$16.28 | \$17.05 | \$19.14 | \$17.28 |
| Total Replacement Costs (\$/cwt) | \$1.00 | \$1.00 | \$0.97 | \$0.94 | \$1.02 | \$0.91 | \$0.92 | \$1.05 | \$0.73 |
| Total Operating Costs | \$55.38 | \$56.77 | \$46.44 | \$56.38 | \$70.41 | \$38.73 | \$64.52 | \$42.22 | \$63.46 |
| Total Operating Costs (\$/cwt) | \$3.08 | \$3.10 | \$2.16 | \$2.95 | \$3.21 | \$2.17 | \$3.50 | \$2.32 | \$2.69 |
| Total Milk Marketing Costs | \$9.31 | \$8.82 | \$10.84 | \$9.68 | \$10.11 | \$10.59 | \$12.16 | \$9.89 | \$10.99 |
| Total Milk Marketing Costs (\$/cwt) | \$0.52 | \$0.48 | \$0.50 | \$0.51 | \$0.46 | \$0.59 | \$0.66 | \$0.54 | \$0.47 |
| Total Cost (\$/Cow/Month) | \$266.25 | \$264.59 | \$289.17 | \$266.16 | \$304.53 | \$254.52 | \$298.57 | \$258.16 | \$291.55 |
| Total Cost (\$/cwt) | \$14.83 | \$14.45 | \$13.45 | \$13.93 | \$13.87 | \$14.29 | \$16.20 | \$14.19 | \$12.38 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 17.95 | 18.31 | 21.50 | 19.11 | 21.96 | 17.81 | 18.43 | 18.19 | 23.55 |
| b. Lbs Milk Sold/milk cow/day | 68.46 | 69.59 | 81.68 | 72.36 | 81.24 | 64.87 | 71.61 | 65.17 | 87.99 |
| c. Gross Milk Receipts (\$/cwt) | \$16.65 | \$16.59 | \$15.34 | \$15.49 | \$15.01 | \$16.40 | \$16.98 | \$15.19 | \$14.83 |
| d. Mailbox Price (\$/cwt) | \$16.49 | \$16.50 | \$15.10 | \$15.36 | \$14.75 | \$16.48 | \$16.67 | \$14.80 | \$14.75 |
| f. Fat Test % | 3.93% | 4.03% | 3.53% | 3.71% | 3.52% | 3.89% | 3.69% | 3.35% | 3.48% |
| g. SNF Test % | 9.00% | 9.05% | 8.75% | 8.93% | 8.84% | 9.08% | 8.89% | 8.66% | 8.81% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 14% | 14% | 14% | 14% | 12% | 10% | 16% | 9% | 13% |
| b. Yearly Cull Rate | 37% | 36% | 37% | 35% | 35% | 38% | 43% | 35% | 33% |
| c. Avg. Value (Drop Bull Calf) | \$37.75 | \$31.07 | \$48.99 | \$49.15 | \$50.00 | \$59.44 | \$50.58 | \$51.53 | \$42.65 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$181.53 | \$181.91 | \$200.00 | \$183.00 | \$171.72 | \$189.91 | \$157.95 | \$188.00 | \$159.30 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$263.85 | \$243.46 | \$240.41 | \$258.72 | \$232.23 | \$250.11 | \$251.58 | \$289.84 | \$227.36 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 27.17 | 28.35 | 36.70 | 24.56 | 22.36 | 28.97 | 29.53 | 21.41 | 26.41 |
| g. Milkers (\$/hr with benefits & taxes) | \$14.91 | \$15.70 | \$15.91 | \$16.54 | \$17.40 | \$19.33 | \$14.73 | \$14.66 | \$16.98 |
| h. Total Labor (\$/hr) | \$15.68 | \$16.67 | \$15.68 | \$17.33 | \$18.83 | \$19.85 | \$14.95 | \$14.78 | \$16.73 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.47 | \$5.33 | \$6.43 | \$5.60 | \$5.36 | \$5.35 | \$5.88 | \$5.35 | \$5.92 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$7.99 | \$7.66 | \$7.87 | \$7.74 | \$6.60 | \$8.24 | \$8.21 | \$8.21 | \$6.72 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 1301 Plus

| Dairy ID Number | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Feed Costs | | | | | | | | | |
| a. Dry Roughage | \$41.54 | \$28.70 | \$31.27 | \$32.21 | \$29.50 | \$25.22 | \$2.28 | \$40.02 | \$24.28 |
| b. Wet Feed & Wet Roughage | \$35.18 | \$46.84 | \$26.95 | \$40.33 | \$36.54 | \$32.80 | \$25.11 | \$16.76 | \$27.32 |
| c. Concentrates | \$91.17 | \$70.98 | \$101.87 | \$53.91 | \$63.32 | \$76.98 | \$102.77 | \$96.75 | \$66.16 |
| d. Minerals & Supplements | \$9.65 | \$9.88 | \$5.47 | \$5.41 | \$4.72 | \$9.27 | \$8.18 | \$2.17 | \$12.32 |
| e. Pasture | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Feed Costs | \$177.54 | \$156.40 | \$165.57 | \$131.87 | \$134.09 | \$144.27 | \$138.34 | \$155.71 | \$130.08 |
| Total Feed Costs (\$/cwt) | \$8.15 | \$7.10 | \$9.05 | \$9.03 | \$8.94 | \$7.24 | \$8.86 | \$10.97 | \$8.21 |
| Total Hired Labor | \$41.11 | \$34.62 | \$34.40 | \$27.81 | \$27.88 | \$27.74 | \$33.69 | \$27.16 | \$19.95 |
| Total Hired Labor Costs (\$/cwt) | \$1.89 | \$1.57 | \$1.88 | \$1.90 | \$1.86 | \$1.39 | \$2.16 | \$1.91 | \$1.26 |
| Herd Replacement | \$26.56 | \$25.38 | \$22.62 | \$30.44 | \$14.36 | \$36.56 | \$32.81 | \$13.93 | \$16.41 |
| Less: Calf Income (\$/Cow/Month) | \$6.03 | \$5.69 | \$6.28 | \$6.77 | \$3.12 | \$5.37 | \$4.95 | \$2.86 | \$4.34 |
| Total Herd Replacement | \$20.53 | \$19.69 | \$16.34 | \$23.66 | \$11.25 | \$31.19 | \$27.86 | \$11.08 | \$12.07 |
| Total Replacement Costs (\$/cwt) | \$0.94 | \$0.89 | \$0.89 | \$1.62 | \$0.75 | \$1.56 | \$1.78 | \$0.78 | \$0.76 |
| Total Operating Costs | \$53.05 | \$73.99 | \$50.09 | \$62.08 | \$55.07 | \$66.15 | \$47.28 | \$53.96 | \$66.94 |
| Total Operating Costs (\$/cwt) | \$2.44 | \$3.36 | \$2.74 | \$4.25 | \$3.67 | \$3.32 | \$3.03 | \$3.80 | \$4.23 |
| Total Milk Marketing Costs | \$10.08 | \$10.66 | \$10.10 | \$6.41 | \$5.62 | \$8.83 | \$6.42 | \$5.79 | \$8.40 |
| Total Milk Marketing Costs (\$/cwt) | \$0.46 | \$0.48 | \$0.55 | \$0.44 | \$0.37 | \$0.44 | \$0.41 | \$0.41 | \$0.53 |
| Total Cost (\$/Cow/Month) | \$302.32 | \$295.37 | \$276.49 | \$251.83 | \$233.90 | \$278.18 | \$253.59 | \$253.69 | \$237.45 |
| Total Cost (\$/cwt) | \$13.88 | \$13.40 | \$15.11 | \$17.24 | \$15.60 | \$13.95 | \$16.24 | \$17.87 | \$14.99 |
| Milk Production Data | | | | | | | | | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 21.78 | 22.04 | 18.29 | 14.61 | 15.00 | 19.94 | 15.61 | 14.19 | 15.84 |
| b. Lbs Milk Sold/milk cow/day | 81.45 | 84.32 | 72.48 | 55.23 | 57.98 | 73.27 | 60.93 | 56.40 | 60.49 |
| c. Gross Milk Receipts (\$/cwt) | \$16.36 | \$15.90 | \$15.88 | \$19.10 | \$18.85 | \$15.25 | \$18.20 | \$18.82 | \$17.96 |
| d. Mailbox Price (\$/cwt) | \$16.09 | \$15.79 | \$15.53 | \$20.43 | \$18.84 | \$15.12 | \$18.35 | \$19.03 | \$17.78 |
| f. Fat Test % | 3.72% | 3.62% | 3.59% | 5.08% | 5.09% | 3.50% | 4.73% | 5.06% | 4.74% |
| g. SNF Test % | 8.94% | 8.88% | 8.96% | 9.41% | 9.50% | 8.85% | 9.61% | 9.51% | 9.34% |
| Related Data | | | | | | | | | |
| a. Percent Dry Cows | 13% | 15% | 18% | 14% | 16% | 11% | 16% | 18% | 15% |
| b. Yearly Cull Rate | 34% | 38% | 32% | 40% | 51% | 48% | 47% | 30% | 22% |
| c. Avg. Value (Drop Bull Calf) | \$50.00 | \$53.81 | \$38.28 | \$2.00 | \$3.00 | \$39.74 | \$5.00 | \$3.00 | \$3.00 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$185.00 | \$158.99 | \$174.38 | \$208.58 | \$200.00 | \$163.05 | \$0.00 | \$209.41 | \$186.66 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$242.97 | \$217.69 | \$257.74 | \$249.91 | \$227.59 | \$201.82 | \$226.48 | \$291.93 | \$238.75 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 29.91 | 27.18 | 31.94 | 17.60 | 22.43 | 30.67 | 36.06 | 26.02 | 24.41 |
| g. Milkers (\$/hr with benefits & taxes) | \$17.55 | \$18.58 | \$17.11 | \$14.55 | \$18.43 | \$16.31 | \$15.26 | \$12.99 | \$13.61 |
| h. Total Labor (\$/hr) | \$18.45 | \$19.19 | \$17.72 | \$15.66 | \$20.06 | \$16.01 | \$17.87 | \$15.64 | \$15.03 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$6.22 | \$5.57 | \$6.12 | \$4.65 | \$4.81 | \$5.01 | \$5.00 | \$5.66 | \$4.65 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$7.63 | \$6.60 | \$8.44 | \$8.42 | \$8.29 | \$6.84 | \$8.21 | \$10.04 | \$7.69 |

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
North Valley Herd Size 1301 Plus

| | |
|--|----------|
| Dairy ID Number | 66 |
| Feed Costs | |
| a. Dry Roughage | \$21.92 |
| b. Wet Feed & Wet Roughage | \$31.37 |
| c. Concentrates | \$80.00 |
| d. Minerals & Supplements | \$11.80 |
| e. Pasture | \$0.00 |
| Total Feed Costs | \$145.10 |
| Total Feed Costs (\$/cwt) | \$6.89 |
| Total Hired Labor | \$32.87 |
| Total Hired Labor Costs (\$/cwt) | \$1.56 |
| Herd Replacement | \$22.80 |
| Less: Calf Income (\$/Cow/Month) | \$5.30 |
| Total Herd Replacement | \$17.50 |
| Total Replacement Costs (\$/cwt) | \$0.83 |
| Total Operating Costs | \$50.71 |
| Total Operating Costs (\$/cwt) | \$2.41 |
| Total Milk Marketing Costs | \$10.01 |
| Total Milk Marketing Costs (\$/cwt) | \$0.48 |
| Total Cost (\$/Cow/Month) | \$256.18 |
| Total Cost (\$/cwt) | \$12.16 |
| Milk Production Data | |
| a. Milk Sold/Total Cow/Month/ (cwt) | 21.07 |
| b. Lbs Milk Sold/milk cow/day | 79.28 |
| c. Gross Milk Receipts (\$/cwt) | \$15.68 |
| d. Mailbox Price (\$/cwt) | \$15.41 |
| f. Fat Test % | 3.64% |
| g. SNF Test % | 8.81% |
| Related Data | |
| a. Percent Dry Cows | 13% |
| b. Yearly Cull Rate | 32% |
| c. Avg. Value (Drop Bull Calf) | \$64.49 |
| d. Milk Cow Alfalfa Hay Price (\$/ton) | \$163.53 |
| e. Grain, Mnrls & Splmnts (\$/ton) | \$233.47 |
| f. Grain, Mnrls. & Splmnts. (lbs/mc/day) | 28.61 |
| g. Milkers (\$/hr with benefits & taxes) | \$14.38 |
| h. Total Labor (\$/hr) | \$15.33 |
| i. Milk Cow Feed Costs (\$/Cow/Day) | \$5.18 |
| j. Milk Cow Feed Costs (\$/cwt.) | \$6.53 |