

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 1-500**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	NV Average	Herd Size 1to 500							
<b>Feed Costs</b>									
a. Dry Roughage	\$33.99	\$39.05	\$59.91	\$14.10	\$43.00	\$66.32	\$18.88	\$50.38	\$6.36
b. Wet Feed & Wet Roughage	\$40.58	\$33.24	\$3.04	\$0.00	\$30.60	\$17.02	\$22.20	\$21.80	\$56.95
c. Concentrates	\$95.76	\$91.79	\$96.31	\$82.36	\$75.85	\$61.05	\$75.91	\$124.74	\$27.77
d. Minerals & Supplements	\$9.12	\$5.03	\$0.00	\$0.00	\$0.00	\$5.95	\$12.28	\$0.00	\$0.00
e. Pasture	\$2.19	\$2.46	\$9.63	\$32.02	\$0.00	\$0.00	\$0.00	\$0.00	\$5.21
<b>Total Feed Costs</b>	\$181.63	\$171.57	\$168.88	\$128.47	\$149.45	\$150.35	\$129.28	\$196.93	\$96.30
<b>Total Feed Costs (\$/cwt)</b>	\$9.41	\$9.64	\$11.64	\$7.37	\$12.30	\$11.45	\$14.46	\$9.30	\$6.24
<b>Total Hired Labor</b>	\$30.91	\$32.39	\$75.25	\$28.44	\$31.31	\$39.88	\$17.87	\$23.05	\$23.54
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.60	\$1.82	\$5.19	\$1.63	\$2.58	\$3.04	\$2.00	\$1.09	\$1.53
<b>Total Herd Replacement</b>	\$14.45	\$10.75	\$6.50	\$16.67	\$10.92	\$11.96	\$6.44	\$9.13	\$8.86
<b>Total Replacement Costs (\$/cwt)</b>	\$0.75	\$0.60	\$0.45	\$0.96	\$0.90	\$0.91	\$0.72	\$0.43	\$0.57
<b>Total Operating Costs</b>	\$55.63	\$54.30	\$79.94	\$39.38	\$49.60	\$35.18	\$30.51	\$79.55	\$74.51
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$3.05	\$5.51	\$2.26	\$4.08	\$2.68	\$3.41	\$3.76	\$4.83
<b>Total Milk Marketing Costs</b>	\$10.17	\$12.62	\$11.76	\$15.09	\$9.74	\$10.14	\$7.23	\$11.66	\$10.73
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.71	\$0.81	\$0.86	\$0.80	\$0.77	\$0.81	\$0.55	\$0.70
<b>Total Cost (\$/Cow/Month)</b>	\$292.79	\$281.62	\$342.32	\$228.05	\$251.02	\$247.51	\$191.32	\$320.31	\$213.93
<b>Total Cost (\$/cwt)</b>	\$15.16	\$15.82	\$23.60	\$13.07	\$20.66	\$18.84	\$21.40	\$15.12	\$13.87
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.31	17.80	14.51	17.44	12.15	13.14	8.94	21.18	15.42
b. Lbs Milk Sold/milk cow/day	72.92	68.06	53.73	66.07	50.59	48.92	34.35	81.55	60.06
c. Gross Milk Receipts (\$/cwt)	\$19.57	\$19.18	\$18.88	\$18.92	\$18.80	\$19.58	\$18.97	\$19.31	\$17.83
d. Mailbox Price (\$/cwt)	\$19.43	\$18.74	\$18.45	\$18.23	\$18.25	\$18.99	\$18.34	\$18.83	\$17.18
f. Income Over Feed Cost (\$/cwt)	\$10.03	\$9.11	\$6.81	\$10.86	\$5.95	\$7.55	\$3.88	\$9.53	\$10.93
g. Fat Test %	3.84%	3.69%	3.76%	3.66%	3.56%	3.93%	3.27%	3.50%	3.46%
h. SNF Test %	8.90%	8.85%	9.01%	8.89%	8.57%	8.79%	8.68%	8.90%	8.73%
<b>Related Data</b>									
a. Percent Dry Cows	13%	14%	11%	13%	21%	11%	14%	14%	15%
b. Yearly Cull Rate	38%	32%	41%	37%	37%	29%	32%	29%	25%
c. Avg. Value (Drop Bull Calf)	\$45.61	\$62.29	\$90.00	\$56.96	\$40.00	\$70.00	\$44.73	\$60.00	\$57.92
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$244.70	\$230.24	\$285.00	\$0.00	\$240.00	\$202.66	\$175.00	\$250.00	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.74	\$310.17	\$310.00	\$338.29	\$346.00	\$248.36	\$324.62	\$320.25	\$279.05
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.20	23.77	23.00	18.42	18.00	20.13	20.90	30.00	7.70
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$14.48	\$14.97	\$14.78	\$12.89	\$15.91	\$13.82	\$14.05	\$11.38
h. Total Labor (\$/hr)	\$15.22	\$14.49	\$16.55	\$13.19	\$13.28	\$14.38	\$13.82	\$12.79	\$10.01
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.52	\$6.22	\$5.83	\$4.71	\$5.84	\$5.44	\$4.67	\$7.28	\$3.25
j. Milk Cow Feed Costs (\$/cwt.)	\$8.94	\$9.14	\$10.85	\$7.12	\$11.54	\$11.12	\$13.60	\$8.93	\$5.41

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 1-500**

Dairy ID Number	8	9	10	11	12	13
<b>Feed Costs</b>						
a. Dry Roughage	\$20.33	\$40.04	\$51.78	\$40.21	\$54.22	\$36.29
b. Wet Feed & Wet Roughage	\$38.33	\$30.90	\$41.85	\$44.65	\$30.35	\$41.64
c. Concentrates	\$125.54	\$106.82	\$107.20	\$96.90	\$124.89	\$61.72
d. Minerals & Supplements	\$4.47	\$18.90	\$5.25	\$9.38	\$3.24	\$0.31
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4.43
<b>Total Feed Costs</b>	\$188.68	\$196.66	\$206.08	\$191.14	\$212.70	\$144.38
<b>Total Feed Costs (\$/cwt)</b>	\$9.74	\$10.82	\$9.67	\$8.26	\$10.89	\$8.55
<b>Total Hired Labor</b>						
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.74	\$2.17	\$1.51	\$1.20	\$1.53	\$1.64
<b>Total Herd Replacement</b>						
<b>Total Replacement Costs (\$/cwt)</b>	\$0.59	\$1.03	\$0.68	\$0.54	\$0.58	\$0.22
<b>Total Operating Costs</b>						
<b>Total Operating Costs (\$/cwt)</b>	\$1.85	\$2.84	\$3.42	\$3.22	\$2.45	\$2.24
<b>Total Milk Marketing Costs</b>						
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$1.23	\$0.59	\$0.54	\$0.61	\$0.78	\$0.61
<b>Total Cost (\$/Cow/Month)</b>	\$312.91	\$316.98	\$337.33	\$319.86	\$317.16	\$224.10
<b>Total Cost (\$/cwt)</b>	\$16.15	\$17.44	\$15.83	\$13.82	\$16.24	\$13.27
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt)	19.38	18.17	21.31	23.14	19.53	16.88
b. Lbs Milk Sold/milk cow/day	73.08	67.11	83.25	83.36	77.38	65.05
c. Gross Milk Receipts (\$/cwt)	\$19.15	\$19.91	\$19.36	\$19.10	\$19.11	\$19.48
d. Mailbox Price (\$/cwt)	\$18.06	\$19.67	\$19.02	\$19.02	\$18.70	\$19.12
f. Income Over Feed Cost (\$/cwt)	\$8.32	\$8.85	\$9.35	\$10.76	\$7.81	\$10.57
g. Fat Test %	3.82%	3.73%	3.63%	3.65%	3.74%	3.91%
h. SNF Test %	8.89%	8.84%	8.70%	8.96%	8.83%	8.97%
<b>Related Data</b>						
a. Percent Dry Cows	13%	11%	16%	8%	17%	14%
b. Yearly Cull Rate	29%	37%	35%	43%	31%	21%
c. Avg. Value (Drop Bull Calf)	\$60.00	\$54.19	\$60.00	\$66.74	\$60.00	\$79.62
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$195.00	\$255.49	\$285.00	\$205.66	\$220.60	\$235.19
e. Grain, Mnrls & Splmnts (\$/ton)	\$322.94	\$331.16	\$317.68	\$303.60	\$365.47	\$225.92
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.36	27.91	27.05	24.95	26.92	20.72
g. Milkers (\$/hr with benefits & taxes)	\$15.94	\$12.52	\$13.12	\$18.87	\$14.64	\$15.34
h. Total Labor (\$/hr)	\$16.56	\$14.74	\$12.88	\$18.28	\$13.44	\$16.63
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.69	\$7.01	\$7.72	\$6.71	\$7.82	\$5.29
j. Milk Cow Feed Costs (\$/cwt.)	\$9.16	\$10.44	\$9.27	\$8.04	\$10.10	\$8.13

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 2, 2011  
North Valley Herd Size 501-700**

Dairy ID Number	Averages		14	15	16	17	18	19	20
	NV Average	Herd Size 501to 700							
<b>Feed Costs</b>									
a. Dry Roughage	\$33.99	\$42.62	\$44.46	\$55.59	\$26.52	\$43.95	\$26.38	\$72.74	\$36.45
b. Wet Feed & Wet Roughage	\$40.58	\$39.04	\$24.78	\$26.97	\$42.41	\$36.22	\$46.20	\$29.27	\$22.69
c. Concentrates	\$95.76	\$98.68	\$133.50	\$134.93	\$81.40	\$97.75	\$97.71	\$88.32	\$124.48
d. Minerals & Supplements	\$9.12	\$9.92	\$6.99	\$25.81	\$12.09	\$1.78	\$7.80	\$6.46	\$13.18
e. Pasture	\$2.19	\$0.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$181.63	\$191.14	\$209.74	\$243.30	\$162.43	\$179.69	\$178.10	\$196.79	\$196.80
<b>Total Feed Costs (\$/cwt)</b>	\$9.41	\$9.90	\$10.76	\$11.07	\$9.17	\$9.45	\$8.99	\$10.70	\$9.71
<b>Total Hired Labor</b>	\$30.91	\$31.21	\$27.59	\$47.07	\$36.64	\$36.58	\$36.11	\$26.85	\$32.35
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.60	\$1.62	\$1.42	\$2.14	\$2.07	\$1.92	\$1.82	\$1.46	\$1.60
<b>Total Herd Replacement</b>	\$14.45	\$15.51	\$11.66	\$14.56	\$42.03	\$13.10	\$13.26	\$12.95	\$15.25
<b>Total Replacement Costs (\$/cwt)</b>	\$0.75	\$0.80	\$0.60	\$0.66	\$2.37	\$0.69	\$0.67	\$0.70	\$0.75
<b>Total Operating Costs</b>	\$55.63	\$55.15	\$53.37	\$61.58	\$38.44	\$54.87	\$66.02	\$40.62	\$69.43
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$2.86	\$2.74	\$2.80	\$2.17	\$2.88	\$3.33	\$2.21	\$3.43
<b>Total Milk Marketing Costs</b>	\$10.17	\$11.05	\$12.83	\$11.84	\$8.81	\$9.59	\$16.47	\$9.63	\$10.83
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.57	\$0.66	\$0.54	\$0.50	\$0.50	\$0.83	\$0.52	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$292.79	\$304.06	\$315.19	\$378.34	\$288.35	\$293.82	\$309.96	\$286.83	\$324.66
<b>Total Cost (\$/cwt)</b>	\$15.16	\$15.74	\$16.17	\$17.21	\$16.28	\$15.45	\$15.64	\$15.59	\$16.02
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.31	19.31	19.50	21.98	17.72	19.02	19.82	18.40	20.27
b. Lbs Milk Sold/milk cow/day	72.92	72.85	73.56	81.35	66.24	71.04	77.33	69.45	75.55
c. Gross Milk Receipts (\$/cwt)	\$19.57	\$19.27	\$18.36	\$19.32	\$21.69	\$19.00	\$17.88	\$18.61	\$18.81
d. Mailbox Price (\$/cwt)	\$19.43	\$18.90	\$17.65	\$18.85	\$23.02	\$16.14	\$17.15	\$18.12	\$18.30
f. Income Over Feed Cost (\$/cwt)	\$10.03	\$9.00	\$6.90	\$7.78	\$13.86	\$6.69	\$8.17	\$7.42	\$8.59
g. Fat Test %	3.84%	3.66%	3.60%	3.44%	4.82%	3.61%	3.44%	3.36%	3.76%
h. SNF Test %	8.90%	8.80%	8.84%	8.87%	9.26%	8.70%	8.80%	8.82%	8.87%
<b>Related Data</b>									
a. Percent Dry Cows	13%	13%	13%	11%	12%	12%	16%	13%	12%
b. Yearly Cull Rate	38%	39%	45%	41%	93%	29%	38%	38%	39%
c. Avg. Value (Drop Bull Calf)	\$45.61	\$56.42	\$60.00	\$60.00	\$7.00	\$55.00	\$60.00	\$60.00	\$60.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$244.70	\$244.06	\$277.71	\$250.00	\$245.92	\$195.00	\$265.00	\$297.00	\$236.03
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.74	\$310.68	\$328.53	\$359.35	\$252.14	\$295.93	\$277.61	\$298.10	\$301.29
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.20	26.59	31.79	32.60	27.16	24.61	28.48	23.95	32.47
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$13.74	\$10.59	\$14.98	\$15.50	\$12.98	\$12.04	\$10.06	\$13.05
h. Total Labor (\$/hr)	\$15.22	\$13.92	\$11.74	\$16.16	\$16.99	\$12.91	\$12.54	\$10.56	\$12.56
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.52	\$6.88	\$7.69	\$8.67	\$5.80	\$6.33	\$6.41	\$7.24	\$6.97
j. Milk Cow Feed Costs (\$/cwt.)	\$8.94	\$9.45	\$10.45	\$10.65	\$8.76	\$8.91	\$8.29	\$10.42	\$9.23

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 501-700**

Dairy ID Number	21	22	23	24	25	26	27	28	29	30
<b>Feed Costs</b>										
a. Dry Roughage	\$54.80	\$32.58	\$29.37	\$51.64	\$9.47	\$35.62	\$82.41	\$37.97	\$57.48	\$25.93
b. Wet Feed & Wet Roughage	\$18.91	\$49.25	\$45.17	\$29.95	\$73.10	\$41.96	\$38.42	\$19.91	\$36.02	\$72.26
c. Concentrates	\$58.35	\$109.52	\$116.59	\$110.53	\$113.27	\$76.88	\$125.99	\$75.21	\$91.30	\$59.01
d. Minerals & Supplements	\$8.64	\$1.32	\$6.42	\$10.63	\$8.85	\$1.64	\$14.68	\$0.52	\$1.76	\$38.76
e. Pasture	\$12.96	\$0.00	\$0.00	\$0.00	\$0.00	\$2.03	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$153.65</b>	<b>\$192.69</b>	<b>\$197.55</b>	<b>\$202.75</b>	<b>\$204.68</b>	<b>\$158.12</b>	<b>\$261.49</b>	<b>\$133.60</b>	<b>\$186.56</b>	<b>\$195.95</b>
<b>Total Feed Costs (\$/cwt)</b>	<b>\$13.53</b>	<b>\$9.28</b>	<b>\$9.13</b>	<b>\$9.60</b>	<b>\$8.58</b>	<b>\$8.73</b>	<b>\$9.66</b>	<b>\$12.05</b>	<b>\$10.64</b>	<b>\$10.14</b>
<b>Total Hired Labor</b>	<b>\$30.75</b>	<b>\$29.60</b>	<b>\$28.38</b>	<b>\$31.86</b>	<b>\$39.87</b>	<b>\$20.91</b>	<b>\$31.24</b>	<b>\$20.13</b>	<b>\$35.38</b>	<b>\$25.33</b>
<b>Total Hired Labor Costs (\$/cwt)</b>	<b>\$2.71</b>	<b>\$1.43</b>	<b>\$1.31</b>	<b>\$1.51</b>	<b>\$1.67</b>	<b>\$1.15</b>	<b>\$1.15</b>	<b>\$1.82</b>	<b>\$2.02</b>	<b>\$1.31</b>
<b>Total Herd Replacement</b>	<b>\$14.53</b>	<b>\$10.77</b>	<b>\$14.91</b>	<b>\$9.09</b>	<b>\$20.48</b>	<b>\$15.35</b>	<b>\$15.89</b>	<b>\$17.75</b>	<b>\$9.63</b>	<b>\$15.07</b>
<b>Total Replacement Costs (\$/cwt)</b>	<b>\$1.28</b>	<b>\$0.52</b>	<b>\$0.69</b>	<b>\$0.43</b>	<b>\$0.86</b>	<b>\$0.85</b>	<b>\$0.59</b>	<b>\$1.60</b>	<b>\$0.55</b>	<b>\$0.78</b>
<b>Total Operating Costs</b>	<b>\$56.46</b>	<b>\$55.18</b>	<b>\$48.99</b>	<b>\$56.39</b>	<b>\$63.97</b>	<b>\$40.06</b>	<b>\$92.03</b>	<b>\$41.97</b>	<b>\$47.70</b>	<b>\$50.04</b>
<b>Total Operating Costs (\$/cwt)</b>	<b>\$4.97</b>	<b>\$2.66</b>	<b>\$2.27</b>	<b>\$2.67</b>	<b>\$2.68</b>	<b>\$2.21</b>	<b>\$3.40</b>	<b>\$3.78</b>	<b>\$2.72</b>	<b>\$2.59</b>
<b>Total Milk Marketing Costs</b>	<b>\$2.54</b>	<b>\$13.62</b>	<b>\$11.60</b>	<b>\$12.55</b>	<b>\$14.66</b>	<b>\$10.69</b>	<b>\$14.06</b>	<b>\$8.62</b>	<b>\$9.40</b>	<b>\$10.33</b>
<b>Total Milk Marketing Costs (\$/cwt)</b>	<b>\$0.22</b>	<b>\$0.66</b>	<b>\$0.54</b>	<b>\$0.59</b>	<b>\$0.61</b>	<b>\$0.59</b>	<b>\$0.52</b>	<b>\$0.78</b>	<b>\$0.54</b>	<b>\$0.53</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$257.95</b>	<b>\$301.86</b>	<b>\$301.44</b>	<b>\$312.64</b>	<b>\$343.66</b>	<b>\$245.13</b>	<b>\$414.71</b>	<b>\$222.06</b>	<b>\$288.67</b>	<b>\$296.73</b>
<b>Total Cost (\$/cwt)</b>	<b>\$22.72</b>	<b>\$14.54</b>	<b>\$13.94</b>	<b>\$14.80</b>	<b>\$14.41</b>	<b>\$13.53</b>	<b>\$15.32</b>	<b>\$20.02</b>	<b>\$16.46</b>	<b>\$15.36</b>
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt)	11.36	20.76	21.63	21.12	23.85	18.11	27.07	11.09	17.54	19.32
b. Lbs Milk Sold/milk cow/day	47.06	78.41	76.20	79.03	89.97	69.86	95.68	41.85	68.79	73.51
c. Gross Milk Receipts (\$/cwt)	\$22.45	\$19.03	\$19.76	\$19.05	\$18.83	\$18.69	\$19.56	\$19.50	\$19.19	\$19.38
d. Mailbox Price (\$/cwt)	\$25.44	\$18.68	\$19.42	\$18.91	\$18.50	\$18.31	\$19.36	\$18.65	\$18.54	\$18.85
f. Income Over Feed Cost (\$/cwt)	\$11.91	\$9.40	\$10.29	\$9.32	\$9.92	\$9.58	\$9.70	\$6.60	\$7.90	\$8.70
g. Fat Test %	3.76%	3.67%	3.68%	3.71%	3.39%	3.60%	3.58%	3.97%	3.60%	3.68%
h. SNF Test %	8.75%	8.78%	8.77%	8.83%	8.74%	8.74%	8.75%	8.95%	8.68%	8.69%
<b>Related Data</b>										
a. Percent Dry Cows	20%	13%	6%	12%	13%	15%	7%	13%	16%	13%
b. Yearly Cull Rate	29%	30%	35%	34%	42%	31%	41%	46%	31%	37%
c. Avg. Value (Drop Bull Calf)	\$80.32	\$60.00	\$60.00	\$60.12	\$60.00	\$60.00	\$65.00	\$52.00	\$60.89	\$53.49
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$200.00	\$237.51	\$190.00	\$300.00	\$0.00	\$183.00	\$269.24	\$267.00	\$265.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$420.76	\$299.44	\$309.00	\$281.64	\$304.59	\$300.05	\$342.51	\$283.75	\$281.36	\$345.51
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	11.21	27.29	28.05	31.35	29.42	19.78	28.72	20.03	25.67	21.42
g. Milkers (\$/hr with benefits & taxes)	\$10.56	\$14.71	\$21.20	\$17.73	\$12.85	\$18.60	\$16.97	\$11.73	\$17.38	\$11.46
h. Total Labor (\$/hr)	\$11.10	\$14.91	\$17.25	\$14.65	\$13.83	\$18.44	\$15.93	\$11.66	\$16.46	\$12.46
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.46	\$6.98	\$6.96	\$7.20	\$7.31	\$5.78	\$9.03	\$4.79	\$6.88	\$7.32
j. Milk Cow Feed Costs (\$/cwt.)	\$11.59	\$8.91	\$9.13	\$9.11	\$8.12	\$8.28	\$9.44	\$11.45	\$10.00	\$9.96

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 701-1300**

Dairy ID Number	Averages		31	32	33	34	35	36	37
	NV Average	Herd Size 701to 1300							
<b>Feed Costs</b>									
a. Dry Roughage	\$33.99	\$34.79	\$24.49	\$0.00	\$21.99	\$39.53	\$59.12	\$57.31	\$25.07
b. Wet Feed & Wet Roughage	\$40.58	\$39.04	\$35.60	\$0.00	\$11.88	\$36.64	\$23.35	\$40.65	\$41.80
c. Concentrates	\$95.76	\$88.37	\$50.99	\$79.46	\$119.62	\$76.14	\$97.26	\$97.54	\$70.94
d. Minerals & Supplements	\$9.12	\$10.90	\$25.29	\$0.36	\$4.10	\$12.15	\$9.58	\$8.42	\$8.44
e. Pasture	\$2.19	\$9.08	\$20.94	\$82.55	\$55.17	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$181.63	\$182.17	\$157.30	\$162.37	\$212.77	\$164.46	\$189.30	\$203.91	\$146.25
<b>Total Feed Costs (\$/cwt)</b>	\$9.41	\$9.78	\$8.98	\$15.26	\$14.42	\$8.13	\$9.65	\$9.31	\$11.91
<b>Total Hired Labor</b>	\$30.91	\$30.47	\$20.33	\$23.78	\$36.42	\$22.14	\$28.68	\$41.82	\$27.85
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.60	\$1.64	\$1.16	\$2.23	\$2.47	\$1.09	\$1.46	\$1.91	\$2.27
<b>Total Herd Replacement</b>	\$14.45	\$13.49	\$13.08	\$6.52	\$9.89	\$20.64	\$14.50	\$11.43	\$16.22
<b>Total Replacement Costs (\$/cwt)</b>	\$0.75	\$0.72	\$0.75	\$0.61	\$0.67	\$1.02	\$0.74	\$0.81	\$1.32
<b>Total Operating Costs</b>	\$55.63	\$54.34	\$55.75	\$43.18	\$58.43	\$47.56	\$56.21	\$55.58	\$49.38
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$2.92	\$3.18	\$4.06	\$3.96	\$2.35	\$2.87	\$2.54	\$4.02
<b>Total Milk Marketing Costs</b>	\$10.17	\$10.28	\$17.21	\$2.31	\$2.04	\$11.68	\$10.46	\$12.23	\$6.55
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.55	\$0.98	\$0.22	\$0.14	\$0.58	\$0.53	\$0.56	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$292.79	\$290.76	\$263.68	\$238.17	\$319.55	\$266.47	\$299.16	\$324.97	\$246.26
<b>Total Cost (\$/cwt)</b>	\$15.16	\$15.62	\$15.05	\$22.38	\$21.66	\$13.17	\$15.25	\$14.83	\$20.06
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.31	18.62	17.53	10.64	14.75	20.23	19.62	21.91	12.28
b. Lbs Milk Sold/milk cow/day	72.92	69.95	67.87	39.82	55.66	76.30	73.54	80.98	47.02
c. Gross Milk Receipts (\$/cwt)	\$19.57	\$19.87	\$19.99	\$24.12	\$25.03	\$18.46	\$19.50	\$19.21	\$21.37
d. Mailbox Price (\$/cwt)	\$19.43	\$19.85	\$19.29	\$27.05	\$25.89	\$17.98	\$18.96	\$19.04	\$20.45
f. Income Over Feed Cost (\$/cwt)	\$10.03	\$10.07	\$10.32	\$11.79	\$11.47	\$9.85	\$9.31	\$9.73	\$8.53
g. Fat Test %	3.84%	3.70%	3.91%	4.21%	3.54%	3.47%	3.62%	3.66%	4.74%
h. SNF Test %	8.90%	8.84%	8.87%	9.04%	8.74%	8.72%	8.86%	8.78%	9.23%
<b>Related Data</b>									
a. Percent Dry Cows	13%	12%	15%	12%	13%	13%	12%	11%	14%
b. Yearly Cull Rate	38%	36%	40%	14%	26%	41%	36%	34%	32%
c. Avg. Value (Drop Bull Calf)	\$45.61	\$60.53	\$79.57	\$15.00	\$75.96	\$51.41	\$68.72	\$48.44	\$10.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$244.70	\$240.03	\$160.00	\$239.00	\$263.01	\$190.00	\$295.00	\$251.11	\$271.94
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.74	\$317.19	\$316.80	\$472.32	\$450.05	\$222.32	\$261.05	\$300.20	\$316.12
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.20	24.42	18.41	12.65	20.65	29.52	29.84	25.69	18.45
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$14.42	\$16.82	\$20.31	\$20.02	\$15.53	\$15.08	\$16.23	\$14.48
h. Total Labor (\$/hr)	\$15.22	\$15.08	\$17.16	\$18.25	\$17.21	\$13.98	\$15.63	\$19.00	\$13.24
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.52	\$6.55	\$5.81	\$5.82	\$7.67	\$6.04	\$6.77	\$7.17	\$5.27
j. Milk Cow Feed Costs (\$/cwt.)	\$8.94	\$9.36	\$8.56	\$14.61	\$13.78	\$7.91	\$9.21	\$8.86	\$11.22

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 701-1300**

Dairy ID Number	38	39	40	41	42	43	44	45	46
<b>Feed Costs</b>									
a. Dry Roughage	\$48.71	\$30.47	\$52.50	\$34.04	\$45.18	\$33.74	\$37.05	\$4.20	\$40.70
b. Wet Feed & Wet Roughage	\$49.47	\$53.89	\$55.30	\$15.35	\$55.65	\$32.84	\$43.22	\$53.53	\$50.12
c. Concentrates	\$87.32	\$100.09	\$64.64	\$95.44	\$86.07	\$98.73	\$98.89	\$131.19	\$51.23
d. Minerals & Supplements	\$6.55	\$2.03	\$22.20	\$3.79	\$7.02	\$0.20	\$3.10	\$8.83	\$43.64
e. Pasture	\$0.00	\$0.00	\$0.00	\$20.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$192.06	\$186.48	\$194.63	\$168.75	\$193.93	\$165.50	\$182.26	\$197.75	\$185.69
<b>Total Feed Costs (\$/cwt)</b>	\$8.95	\$9.40	\$8.73	\$11.78	\$8.62	\$9.58	\$9.81	\$9.26	\$9.54
<b>Total Hired Labor</b>	\$40.89	\$41.25	\$29.44	\$33.93	\$35.76	\$18.10	\$31.49	\$31.33	\$24.32
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.91	\$2.08	\$1.32	\$2.37	\$1.59	\$1.05	\$1.70	\$1.47	\$1.25
<b>Total Herd Replacement</b>	\$12.85	\$12.61	\$17.51	\$7.92	\$16.71	\$16.42	\$15.52	\$10.35	\$12.70
<b>Total Replacement Costs (\$/cwt)</b>	\$0.60	\$0.64	\$0.79	\$0.55	\$0.74	\$0.95	\$0.84	\$0.48	\$0.65
<b>Total Operating Costs</b>	\$82.16	\$43.46	\$53.87	\$60.69	\$56.77	\$33.38	\$57.85	\$60.05	\$54.77
<b>Total Operating Costs (\$/cwt)</b>	\$3.83	\$2.19	\$2.42	\$4.24	\$2.52	\$1.93	\$3.11	\$2.81	\$2.81
<b>Total Milk Marketing Costs</b>	\$11.72	\$20.30	\$13.36	\$1.56	\$11.51	\$9.14	\$10.07	\$11.29	\$11.46
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.55	\$1.02	\$0.60	\$0.11	\$0.51	\$0.53	\$0.54	\$0.53	\$0.59
<b>Total Cost (\$/Cow/Month)</b>	\$339.68	\$304.09	\$308.81	\$272.85	\$314.68	\$242.55	\$297.18	\$310.77	\$288.93
<b>Total Cost (\$/cwt)</b>	\$15.83	\$15.34	\$13.85	\$19.04	\$13.98	\$14.04	\$16.00	\$14.56	\$14.85
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	21.45	19.83	22.30	14.33	22.50	17.27	18.58	21.35	19.46
b. Lbs Milk Sold/milk cow/day	77.21	76.07	82.68	55.22	83.20	64.16	70.84	80.94	72.14
c. Gross Milk Receipts (\$/cwt)	\$19.28	\$19.92	\$19.48	\$25.86	\$18.74	\$17.76	\$19.27	\$18.48	\$19.09
d. Mailbox Price (\$/cwt)	\$19.11	\$19.21	\$19.08	\$30.76	\$18.76	\$17.29	\$18.53	\$18.01	\$18.60
f. Income Over Feed Cost (\$/cwt)	\$10.16	\$9.81	\$10.36	\$18.99	\$10.14	\$7.71	\$8.72	\$8.75	\$9.06
g. Fat Test %	3.64%	3.74%	3.77%	3.72%	3.80%	3.25%	3.49%	3.64%	3.75%
h. SNF Test %	8.89%	8.68%	8.85%	8.96%	8.85%	8.89%	8.67%	8.84%	8.80%
<b>Related Data</b>									
a. Percent Dry Cows	8%	14%	11%	14%	11%	11%	14%	13%	11%
b. Yearly Cull Rate	39%	45%	49%	24%	40%	36%	29%	45%	36%
c. Avg. Value (Drop Bull Calf)	\$75.72	\$63.86	\$65.00	\$80.00	\$33.03	\$58.71	\$58.41	\$78.53	\$55.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$319.69	\$208.99	\$187.68	\$220.00	\$264.01	\$244.48	\$265.00	\$0.00	\$275.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$286.97	\$322.16	\$300.87	\$374.61	\$285.62	\$271.00	\$287.44	\$305.04	\$303.71
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.29	23.31	21.08	19.91	23.56	27.10	27.05	34.29	22.61
g. Milkers (\$/hr with benefits & taxes)	\$12.56	\$15.34	\$11.67	\$11.16	\$16.13	\$15.43	\$11.94	\$11.77	\$18.26
h. Total Labor (\$/hr)	\$14.19	\$16.67	\$13.10	\$12.81	\$16.64	\$15.46	\$12.54	\$14.27	\$16.57
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.65	\$6.71	\$6.95	\$6.15	\$6.88	\$6.05	\$6.68	\$7.21	\$6.53
j. Milk Cow Feed Costs (\$/cwt.)	\$8.62	\$8.82	\$8.40	\$11.14	\$8.27	\$9.42	\$9.43	\$8.90	\$9.05

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 1301 Plus**

Dairy ID Number	Averages		47	48	49	50	51	52	53
	NV Average	Herd Size 1301plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$33.99	\$31.29	\$29.95	\$26.86	\$29.71	\$42.55	\$47.36	\$50.98	\$12.90
b. Wet Feed & Wet Roughage	\$40.58	\$42.09	\$56.08	\$57.48	\$36.21	\$48.19	\$29.23	\$39.02	\$46.92
c. Concentrates	\$95.76	\$98.01	\$54.06	\$78.89	\$154.55	\$89.96	\$81.49	\$97.25	\$106.90
d. Minerals & Supplements	\$9.12	\$8.65	\$2.11	\$6.87	\$13.24	\$7.34	\$0.59	\$10.43	\$7.78
e. Pasture	\$2.19	\$0.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.46
<b>Total Feed Costs</b>	\$181.63	\$180.10	\$142.20	\$170.10	\$233.72	\$188.04	\$158.68	\$197.68	\$175.95
<b>Total Feed Costs (\$/cwt)</b>	\$9.41	\$9.15	\$8.05	\$8.47	\$10.31	\$8.18	\$8.61	\$10.23	\$9.58
<b>Total Hired Labor</b>	\$30.91	\$30.87	\$32.72	\$25.07	\$29.24	\$44.09	\$30.38	\$26.07	\$27.93
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.60	\$1.57	\$1.85	\$1.25	\$1.29	\$1.92	\$1.65	\$1.35	\$1.52
<b>Total Herd Replacement</b>	\$14.45	\$14.85	\$9.87	\$16.14	\$19.84	\$20.75	\$18.41	\$16.72	\$12.60
<b>Total Replacement Costs (\$/cwt)</b>	\$0.75	\$0.75	\$0.56	\$0.80	\$0.88	\$0.90	\$1.00	\$0.87	\$0.69
<b>Total Operating Costs</b>	\$55.63	\$56.30	\$49.48	\$60.27	\$51.23	\$73.00	\$53.16	\$44.00	\$37.77
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$2.86	\$2.80	\$3.00	\$2.26	\$3.17	\$2.89	\$2.28	\$2.06
<b>Total Milk Marketing Costs</b>	\$10.17	\$9.72	\$10.35	\$10.07	\$11.37	\$10.60	\$10.57	\$11.15	\$11.03
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.49	\$0.59	\$0.50	\$0.50	\$0.46	\$0.57	\$0.58	\$0.60
<b>Total Cost (\$/Cow/Month)</b>	\$292.79	\$291.84	\$244.63	\$281.64	\$345.40	\$336.46	\$271.21	\$295.62	\$265.28
<b>Total Cost (\$/cwt)</b>	\$15.16	\$14.83	\$13.84	\$14.02	\$15.24	\$14.63	\$14.72	\$15.30	\$14.44
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.31	19.68	17.67	20.09	22.66	23.00	18.43	19.32	18.37
b. Lbs Milk Sold/milk cow/day	72.92	74.39	70.50	75.22	84.37	86.19	67.85	72.20	71.38
c. Gross Milk Receipts (\$/cwt)	\$19.57	\$19.56	\$19.28	\$19.03	\$18.47	\$18.14	\$19.44	\$17.70	\$19.27
d. Mailbox Price (\$/cwt)	\$19.43	\$19.47	\$18.84	\$19.00	\$18.24	\$17.88	\$19.22	\$17.30	\$19.35
f. Income Over Feed Cost (\$/cwt)	\$10.03	\$10.32	\$10.80	\$10.54	\$7.93	\$9.70	\$10.61	\$7.07	\$9.77
g. Fat Test %	3.84%	3.94%	3.90%	3.90%	3.57%	3.52%	3.57%	3.09%	3.74%
h. SNF Test %	8.90%	8.95%	8.92%	8.85%	8.66%	8.77%	8.79%	8.69%	9.00%
<b>Related Data</b>									
a. Percent Dry Cows	13%	13%	17%	12%	11%	12%	10%	12%	15%
b. Yearly Cull Rate	38%	38%	35%	41%	40%	33%	44%	38%	33%
c. Avg. Value (Drop Bull Calf)	\$45.61	\$37.50	\$80.59	\$66.73	\$60.00	\$50.00	\$50.00	\$60.08	\$76.51
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$244.70	\$248.56	\$218.66	\$207.43	\$300.00	\$193.55	\$190.00	\$248.64	\$189.91
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.74	\$281.79	\$243.71	\$306.62	\$336.78	\$280.95	\$251.81	\$352.94	\$302.23
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.20	28.61	17.78	20.27	35.20	25.43	23.71	22.23	27.35
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$14.62	\$13.70	\$15.86	\$15.85	\$17.12	\$15.34	\$13.38	\$18.31
h. Total Labor (\$/hr)	\$15.22	\$15.68	\$15.77	\$16.72	\$15.62	\$18.17	\$15.55	\$13.92	\$18.59
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.52	\$6.45	\$5.28	\$6.03	\$8.25	\$6.61	\$5.62	\$6.88	\$6.07
j. Milk Cow Feed Costs (\$/cwt.)	\$8.94	\$8.67	\$7.49	\$8.02	\$9.78	\$7.66	\$8.28	\$9.52	\$8.50

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 1301 Plus**

Dairy ID Number	54	55	56	57	58	59	60	61	62
<b>Feed Costs</b>									
a. Dry Roughage	\$32.21	\$31.16	\$53.73	\$33.60	\$40.61	\$28.37	\$26.77	\$45.24	\$2.50
b. Wet Feed & Wet Roughage	\$47.51	\$59.27	\$46.14	\$68.03	\$43.22	\$45.79	\$40.13	\$27.00	\$27.29
c. Concentrates	\$97.36	\$90.31	\$104.63	\$92.38	\$104.17	\$69.22	\$73.18	\$97.17	\$111.60
d. Minerals & Supplements	\$25.39	\$13.76	\$14.15	\$9.58	\$5.43	\$5.81	\$11.25	\$6.59	\$1.77
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$202.48	\$194.50	\$218.66	\$203.59	\$193.43	\$149.20	\$151.33	\$176.00	\$143.16
<b>Total Feed Costs (\$/cwt)</b>	\$9.67	\$8.12	\$9.55	\$8.71	\$9.53	\$9.10	\$9.53	\$8.25	\$9.14
<b>Total Hired Labor</b>	\$37.74	\$29.83	\$42.57	\$30.84	\$36.67	\$26.81	\$24.57	\$37.40	\$31.16
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.80	\$1.25	\$1.86	\$1.32	\$1.81	\$1.64	\$1.55	\$1.75	\$1.99
<b>Total Herd Replacement</b>	\$11.63	\$13.10	\$16.42	\$18.07	\$14.78	\$24.41	\$5.97	\$18.72	\$24.16
<b>Total Replacement Costs (\$/cwt)</b>	\$0.56	\$0.55	\$0.72	\$0.77	\$0.73	\$1.49	\$0.38	\$0.88	\$1.54
<b>Total Operating Costs</b>	\$53.14	\$70.13	\$43.57	\$69.44	\$44.48	\$58.67	\$63.13	\$65.06	\$47.04
<b>Total Operating Costs (\$/cwt)</b>	\$2.54	\$2.93	\$1.90	\$2.97	\$2.19	\$3.58	\$3.98	\$3.05	\$3.00
<b>Total Milk Marketing Costs</b>	\$12.87	\$11.22	\$10.57	\$11.20	\$11.75	\$6.63	\$7.90	\$9.54	\$6.43
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.61	\$0.47	\$0.46	\$0.48	\$0.58	\$0.40	\$0.50	\$0.45	\$0.41
<b>Total Cost (\$/Cow/Month)</b>	\$317.86	\$318.77	\$331.78	\$333.15	\$301.11	\$265.73	\$252.91	\$306.73	\$251.95
<b>Total Cost (\$/cwt)</b>	\$15.18	\$13.31	\$14.49	\$14.26	\$14.84	\$16.21	\$15.93	\$14.38	\$16.09
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	20.93	23.94	22.90	23.37	20.29	16.39	15.88	21.33	15.66
b. Lbs Milk Sold/milk cow/day	78.17	89.97	87.40	85.64	77.72	59.46	61.02	78.20	61.91
c. Gross Milk Receipts (\$/cwt)	\$19.97	\$18.56	\$18.93	\$18.78	\$18.76	\$22.29	\$21.70	\$18.53	\$21.33
d. Mailbox Price (\$/cwt)	\$19.71	\$18.45	\$18.67	\$18.63	\$18.35	\$23.83	\$20.95	\$18.40	\$21.90
f. Income Over Feed Cost (\$/cwt)	\$10.04	\$10.33	\$9.12	\$9.92	\$8.81	\$14.73	\$11.42	\$10.15	\$12.76
g. Fat Test %	3.71%	3.62%	3.63%	3.69%	3.54%	4.97%	4.86%	3.62%	4.66%
h. SNF Test %	8.84%	8.71%	8.84%	8.79%	8.82%	9.37%	9.33%	8.76%	9.39%
<b>Related Data</b>									
a. Percent Dry Cows	12%	12%	14%	10%	14%	9%	14%	10%	17%
b. Yearly Cull Rate	40%	33%	32%	40%	39%	43%	52%	44%	47%
c. Avg. Value (Drop Bull Calf)	\$60.00	\$50.87	\$50.00	\$64.32	\$48.25	\$2.00	\$7.00	\$65.00	\$2.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$231.99	\$165.00	\$237.13	\$230.75	\$248.81	\$296.68	\$245.14	\$287.80	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$276.32	\$269.01	\$261.63	\$272.48	\$293.96	\$256.30	\$252.24	\$236.07	\$255.98
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.83	27.85	33.41	26.61	27.44	20.29	25.03	31.37	33.11
g. Milkers (\$/hr with benefits & taxes)	\$13.86	\$16.88	\$17.06	\$16.58	\$17.08	\$14.27	\$16.38	\$12.78	\$13.88
h. Total Labor (\$/hr)	\$14.64	\$16.64	\$17.94	\$16.93	\$16.53	\$14.89	\$17.76	\$13.46	\$17.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.20	\$6.89	\$7.82	\$7.13	\$6.97	\$5.22	\$5.48	\$6.20	\$5.40
j. Milk Cow Feed Costs (\$/cwt.)	\$9.21	\$7.66	\$8.95	\$8.33	\$8.96	\$8.78	\$8.98	\$7.93	\$8.73

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**North Valley Herd Size 1301 Plus**

Dairy ID Number	63	64	65
<b>Feed Costs</b>			
a. Dry Roughage	\$51.38	\$25.62	\$17.30
b. Wet Feed & Wet Roughage	\$20.61	\$34.39	\$57.13
c. Concentrates	\$118.67	\$92.28	\$110.81
d. Minerals & Supplements	\$8.85	\$2.19	\$14.48
e. Pasture	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$199.51	\$154.48	\$199.73
<b>Total Feed Costs (\$/cwt)</b>	\$12.20	\$8.97	\$8.43
<b>Total Hiring Labor</b>			
	\$27.84	\$24.40	\$31.90
<b>Total Hiring Labor Costs (\$/cwt)</b>	\$1.70	\$1.42	\$1.35
<b>Total Herd Replacement</b>			
	\$11.02	\$10.05	\$12.29
<b>Total Replacement Costs (\$/cwt)</b>	\$0.67	\$0.58	\$0.52
<b>Total Operating Costs</b>			
	\$58.20	\$68.30	\$48.30
<b>Total Operating Costs (\$/cwt)</b>	\$3.56	\$3.96	\$2.04
<b>Total Milk Marketing Costs</b>			
	\$6.53	\$9.14	\$11.33
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.40	\$0.53	\$0.48
<b>Total Cost (\$/Cow/Month)</b>			
	\$303.09	\$266.36	\$303.55
<b>Total Cost (\$/cwt)</b>	\$18.54	\$15.46	\$12.81
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt)	16.35	17.23	23.69
b. Lbs Milk Sold/milk cow/day	65.67	64.55	87.48
c. Gross Milk Receipts (\$/cwt)	\$21.51	\$21.04	\$18.44
d. Mailbox Price (\$/cwt)	\$23.04	\$20.07	\$18.16
f. Income Over Feed Cost (\$/cwt)	\$10.83	\$11.11	\$9.73
g. Fat Test %	4.76%	4.62%	3.50%
h. SNF Test %	9.36%	9.22%	8.77%
<b>Related Data</b>			
a. Percent Dry Cows	18%	12%	11%
b. Yearly Cull Rate	49%	24%	33%
c. Avg. Value (Drop Bull Calf)	\$5.00	\$2.00	\$65.51
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$304.13	\$272.09	\$257.70
e. Grain, Mnrls & Splmnts (\$/ton)	\$326.19	\$278.66	\$300.93
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.53	24.76	30.39
g. Milkers (\$/hr with benefits & taxes)	\$12.51	\$12.16	\$14.30
h. Total Labor (\$/hr)	\$14.72	\$14.25	\$15.44
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.35	\$5.54	\$7.15
j. Milk Cow Feed Costs (\$/cwt.)	\$11.20	\$8.58	\$8.18