

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**North Valley Herd Size 1-500**

Dairy ID Number	Averages		1	2	3	4	5	6
	NV Average	Herd Size 1to 500						
<b>Feed Costs</b>								
a. Dry Roughage	\$42.33	\$45.40	\$78.47	\$71.97	\$36.18	\$65.65	\$32.82	\$51.96
b. Wet Feed & Wet Roughage	\$45.99	\$44.29	\$5.11	\$0.00	\$38.36	\$28.38	\$39.36	\$35.24
c. Concentrates	\$97.95	\$92.08	\$62.42	\$77.46	\$79.70	\$55.29	\$57.24	\$131.51
d. Minerals & Supplements	\$10.98	\$4.67	\$0.00	\$0.00	\$0.00	\$3.98	\$11.90	\$2.96
e. Pasture	\$0.72	\$2.00	\$10.93	\$24.59	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$197.97	\$188.44	\$156.93	\$174.02	\$154.24	\$153.29	\$141.31	\$221.67
<b>Total Feed Costs (\$/cwt)</b>	\$10.75	\$11.37	\$11.13	\$10.35	\$13.71	\$12.97	\$15.93	\$11.25
<b>Total Hired Labor</b>	\$31.43	\$33.02	\$70.46	\$29.32	\$31.64	\$40.86	\$17.58	\$22.99
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.71	\$1.99	\$5.00	\$1.74	\$2.81	\$3.46	\$1.98	\$1.17
<b>Total Herd Replacement</b>	\$15.49	\$10.86	\$9.07	\$17.99	\$9.44	\$9.81	\$1.79	\$10.51
<b>Total Replacement Costs (\$/cwt)</b>	\$0.84	\$0.66	\$0.64	\$1.07	\$0.84	\$0.83	\$0.20	\$0.53
<b>Total Operating Costs</b>	\$58.80	\$55.36	\$79.86	\$40.81	\$59.91	\$40.34	\$34.81	\$78.43
<b>Total Operating Costs (\$/cwt)</b>	\$3.19	\$3.34	\$5.66	\$2.43	\$5.33	\$3.41	\$3.92	\$3.98
<b>Total Milk Marketing Costs</b>	\$9.69	\$12.05	\$11.31	\$14.82	\$9.22	\$9.51	\$7.46	\$10.56
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.73	\$0.80	\$0.88	\$0.82	\$0.80	\$0.84	\$0.54
<b>Total Cost (\$/Cow/Month)</b>	\$313.38	\$299.73	\$327.62	\$276.96	\$264.45	\$253.82	\$202.96	\$344.16
<b>Total Cost (\$/cwt)</b>	\$17.02	\$18.08	\$23.23	\$16.47	\$23.51	\$21.47	\$22.88	\$17.46
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	18.42	16.57	14.10	16.81	11.25	11.82	8.87	19.71
b. Lbs Milk Sold/milk cow/day	69.81	64.80	52.87	64.24	43.02	47.88	36.74	76.78
c. Gross Milk Receipts (\$/cwt)	\$18.80	\$18.61	\$19.04	\$18.32	\$18.28	\$18.87	\$17.81	\$18.59
d. Mailbox Price (\$/cwt)	\$18.83	\$18.14	\$18.71	\$17.68	\$17.68	\$18.48	\$17.48	\$18.25
f. Income Over Feed Cost (\$/cwt)	\$8.08	\$6.77	\$7.58	\$7.33	\$3.97	\$5.52	\$1.55	\$7.00
g. Fat Test %	3.96%	3.78%	4.03%	3.78%	3.72%	4.05%	3.19%	3.58%
h. SNF Test %	9.01%	8.94%	9.02%	9.01%	8.59%	8.88%	8.59%	8.93%
<b>Related Data</b>								
a. Percent Dry Cows	14%	17%	13%	15%	15%	19%	21%	16%
b. Yearly Cull Rate	39%	31%	30%	46%	26%	28%	33%	36%
c. Avg. Value (Drop Bull Calf)	\$51.22	\$70.43	\$80.00	\$72.00	\$64.38	\$65.54	\$70.00	\$91.47
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$282.91	\$273.71	\$331.52	\$245.26	\$260.00	\$260.00	\$260.00	\$275.23
e. Grain, Mnrls & Splmnts (\$/ton)	\$317.44	\$304.48	\$234.00	\$308.92	\$317.94	\$235.04	\$337.58	\$326.52
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.78	23.99	20.00	19.12	19.00	20.40	16.96	32.13
g. Milkers (\$/hr with benefits & taxes)	\$14.90	\$14.25	\$13.44	\$15.17	\$12.93	\$15.91	\$12.78	\$13.02
h. Total Labor (\$/hr)	\$15.72	\$14.70	\$17.67	\$14.37	\$13.28	\$14.38	\$12.78	\$12.15
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.06	\$6.85	\$5.41	\$6.42	\$5.60	\$5.80	\$5.32	\$8.14
j. Milk Cow Feed Costs (\$/cwt.)	\$10.12	\$10.57	\$10.23	\$10.00	\$13.01	\$12.12	\$14.47	\$10.60

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**North Valley Herd Size 1-500**

Dairy ID Number	7	8	9	10	11	12
<b>Feed Costs</b>						
a. Dry Roughage	\$30.31	\$19.24	\$38.26	\$52.86	\$46.62	\$49.51
b. Wet Feed & Wet Roughage	\$52.57	\$64.08	\$49.55	\$50.71	\$55.62	\$47.48
c. Concentrates	\$129.88	\$22.61	\$101.94	\$102.59	\$93.67	\$121.81
d. Minerals & Supplements	\$3.44	\$0.00	\$8.84	\$5.17	\$10.78	\$1.85
e. Pasture	\$0.00	\$6.37	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$216.21	\$112.30	\$198.59	\$211.33	\$206.69	\$220.66
<b>Total Feed Costs (\$/cwt)</b>	\$11.38	\$8.09	\$11.09	\$11.06	\$10.24	\$12.91
<b>Total Hired Labor</b>						
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.76	\$1.81	\$2.10	\$1.76	\$1.36	\$1.67
<b>Total Herd Replacement</b>						
<b>Total Replacement Costs (\$/cwt)</b>	\$0.68	\$0.43	\$0.92	\$0.46	\$0.82	\$0.57
<b>Total Operating Costs</b>						
<b>Total Operating Costs (\$/cwt)</b>	\$2.15	\$4.52	\$2.58	\$3.70	\$3.26	\$2.56
<b>Total Milk Marketing Costs</b>						
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$1.23	\$0.70	\$0.58	\$0.53	\$0.61	\$0.80
<b>Total Cost (\$/Cow/Month)</b>						
<b>Total Cost (\$/cwt)</b>	\$18.21	\$15.55	\$17.27	\$17.50	\$16.30	\$18.51
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt)	19.00	13.89	17.91	19.12	20.18	17.09
b. Lbs Milk Sold/milk cow/day	71.68	57.41	68.29	73.91	75.03	69.86
c. Gross Milk Receipts (\$/cwt)	\$18.30	\$18.25	\$19.14	\$18.99	\$18.71	\$18.40
d. Mailbox Price (\$/cwt)	\$17.20	\$17.73	\$18.75	\$18.46	\$18.62	\$17.85
f. Income Over Feed Cost (\$/cwt)	\$5.82	\$9.64	\$7.66	\$7.41	\$8.38	\$4.93
g. Fat Test %	3.93%	3.68%	3.84%	3.81%	3.82%	3.80%
h. SNF Test %	9.01%	8.79%	8.93%	8.88%	9.11%	8.98%
<b>Related Data</b>						
a. Percent Dry Cows	14%	21%	14%	16%	12%	20%
b. Yearly Cull Rate	30%	19%	30%	26%	46%	30%
c. Avg. Value (Drop Bull Calf)	\$75.00	\$62.50	\$57.33	\$55.00	\$77.55	\$80.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$273.10	\$263.33	\$279.26	\$285.00	\$283.54	\$266.68
e. Grain, Mnrls & Splmnts (\$/ton)	\$326.32	\$289.21	\$299.14	\$308.48	\$312.49	\$357.62
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.75	6.46	27.43	26.40	24.36	27.18
g. Milkers (\$/hr with benefits & taxes)	\$16.34	\$11.92	\$11.29	\$16.53	\$18.63	\$14.43
h. Total Labor (\$/hr)	\$16.70	\$11.95	\$13.88	\$14.85	\$18.67	\$14.04
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.56	\$3.99	\$7.15	\$7.77	\$7.34	\$8.11
j. Milk Cow Feed Costs (\$/cwt.)	\$10.55	\$6.95	\$10.47	\$10.51	\$9.78	\$11.62

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 4, 2011**

**North Valley Herd Size 501-700**

Dairy ID Number	Averages		13	14	15	16	17	18	19
	NV Average	Herd Size 501to 700							
<b>Feed Costs</b>									
a. Dry Roughage	\$42.33	\$45.84	\$88.07	\$56.60	\$40.77	\$65.72	\$38.93	\$93.80	\$58.35
b. Wet Feed & Wet Roughage	\$45.99	\$43.60	\$14.16	\$25.28	\$41.13	\$24.47	\$61.25	\$10.31	\$36.81
c. Concentrates	\$97.95	\$91.89	\$98.13	\$162.26	\$95.82	\$126.96	\$50.97	\$76.95	\$101.78
d. Minerals & Supplements	\$10.98	\$8.57	\$8.05	\$3.84	\$15.17	\$6.31	\$0.58	\$8.95	\$1.59
e. Pasture	\$0.72	\$2.83	\$0.00	\$0.00	\$0.00	\$0.00	\$1.56	\$17.38	\$0.00
<b>Total Feed Costs</b>	\$197.97	\$192.74	\$208.41	\$247.98	\$192.89	\$223.47	\$153.29	\$207.40	\$198.53
<b>Total Feed Costs (\$/cwt)</b>	\$10.75	\$11.51	\$11.78	\$11.58	\$11.77	\$11.94	\$9.66	\$18.86	\$11.40
<b>Total Hired Labor</b>	\$31.43	\$29.61	\$27.92	\$47.77	\$34.17	\$27.00	\$31.86	\$31.08	\$33.21
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.71	\$1.77	\$1.58	\$2.23	\$2.09	\$1.44	\$2.01	\$2.83	\$1.91
<b>Total Herd Replacement</b>	\$15.49	\$15.06	\$11.96	\$13.43	\$46.66	\$12.74	\$7.56	\$15.56	\$16.26
<b>Total Replacement Costs (\$/cwt)</b>	\$0.84	\$0.90	\$0.68	\$0.63	\$2.85	\$0.68	\$0.48	\$1.41	\$0.93
<b>Total Operating Costs</b>	\$58.80	\$53.12	\$47.00	\$63.28	\$37.82	\$43.94	\$36.77	\$66.96	\$51.52
<b>Total Operating Costs (\$/cwt)</b>	\$3.19	\$3.17	\$2.66	\$2.96	\$2.31	\$2.35	\$2.32	\$6.09	\$2.96
<b>Total Milk Marketing Costs</b>	\$9.69	\$10.00	\$9.25	\$11.18	\$8.55	\$12.05	\$9.68	\$2.52	\$8.97
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.60	\$0.52	\$0.52	\$0.52	\$0.64	\$0.61	\$0.23	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$313.38	\$300.53	\$304.54	\$383.64	\$320.09	\$319.20	\$239.15	\$323.52	\$308.48
<b>Total Cost (\$/cwt)</b>	\$17.02	\$17.95	\$17.21	\$17.92	\$19.53	\$17.05	\$15.07	\$29.42	\$17.71
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.42	16.74	17.69	21.41	16.39	18.72	15.86	11.00	17.42
b. Lbs Milk Sold/milk cow/day	69.81	62.88	66.62	79.24	63.43	68.53	59.27	43.90	63.38
c. Gross Milk Receipts (\$/cwt)	\$18.80	\$18.98	\$18.17	\$18.96	\$20.96	\$17.65	\$19.02	\$22.96	\$19.05
d. Mailbox Price (\$/cwt)	\$18.83	\$18.94	\$17.67	\$18.54	\$22.79	\$17.01	\$18.98	\$29.42	\$18.44
f. Income Over Feed Cost (\$/cwt)	\$8.08	\$7.43	\$5.89	\$6.95	\$11.02	\$5.08	\$9.32	\$10.56	\$7.04
g. Fat Test %	3.96%	3.89%	3.53%	3.70%	5.07%	3.64%	4.12%	3.88%	3.89%
h. SNF Test %	9.01%	8.96%	8.88%	8.88%	9.43%	8.99%	9.17%	8.79%	9.09%
<b>Related Data</b>									
a. Percent Dry Cows	14%	13%	13%	12%	16%	11%	13%	18%	10%
b. Yearly Cull Rate	39%	37%	37%	42%	83%	38%	22%	29%	35%
c. Avg. Value (Drop Bull Calf)	\$51.22	\$66.18	\$64.29	\$71.74	\$10.00	\$76.72	\$58.52	\$86.90	\$70.08
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$282.91	\$281.18	\$297.00	\$270.00	\$297.41	\$325.10	\$258.57	\$285.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$317.44	\$329.92	\$290.87	\$352.58	\$298.90	\$321.68	\$221.31	\$502.88	\$308.47
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.78	23.62	27.45	34.31	27.88	29.07	17.06	11.92	23.95
g. Milkers (\$/hr with benefits & taxes)	\$14.90	\$13.78	\$10.06	\$15.10	\$17.07	\$10.57	\$16.32	\$11.53	\$12.75
h. Total Labor (\$/hr)	\$15.72	\$14.16	\$10.58	\$16.25	\$20.05	\$11.68	\$18.05	\$12.06	\$12.56
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.06	\$6.84	\$7.65	\$8.78	\$6.99	\$7.74	\$5.47	\$7.41	\$6.87
j. Milk Cow Feed Costs (\$/cwt.)	\$10.12	\$10.88	\$11.48	\$11.07	\$11.01	\$11.29	\$9.24	\$16.89	\$10.84

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 4, 2011**

**North Valley Herd Size 501-700**

Dairy ID Number	20	21	22	24	25	26	27	28	29
<b>Feed Costs</b>									
a. Dry Roughage	\$25.36	\$38.26	\$35.79	\$46.20	\$45.46	\$11.24	\$37.84	\$57.73	\$46.36
b. Wet Feed & Wet Roughage	\$45.33	\$35.91	\$61.93	\$66.50	\$39.90	\$69.02	\$66.94	\$60.62	\$44.42
c. Concentrates	\$102.58	\$114.37	\$120.06	\$87.18	\$96.81	\$109.23	\$60.13	\$64.46	\$86.50
d. Minerals & Supplements	\$7.46	\$13.33	\$1.08	\$5.21	\$12.61	\$9.48	\$35.14	\$1.84	\$18.42
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.41	\$4.68
<b>Total Feed Costs</b>	\$180.74	\$201.87	\$218.86	\$205.09	\$194.78	\$198.97	\$200.05	\$185.06	\$200.37
<b>Total Feed Costs (\$/cwt)</b>	\$9.66	\$10.71	\$10.91	\$10.35	\$10.57	\$9.50	\$11.16	\$10.90	\$12.52
<b>Total Hired Labor</b>	\$28.01	\$31.35	\$29.41	\$28.87	\$35.21	\$39.60	\$31.63	\$19.48	\$21.82
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.50	\$1.66	\$1.47	\$1.46	\$1.91	\$1.89	\$1.76	\$1.15	\$1.36
<b>Total Herd Replacement</b>	\$14.50	\$14.60	\$11.69	\$5.50	\$12.49	\$19.81	\$18.51	\$11.26	\$17.50
<b>Total Replacement Costs (\$/cwt)</b>	\$0.78	\$0.77	\$0.58	\$0.28	\$0.68	\$0.95	\$1.03	\$0.66	\$1.09
<b>Total Operating Costs</b>	\$55.32	\$76.72	\$60.35	\$56.66	\$56.86	\$62.14	\$55.58	\$37.48	\$56.71
<b>Total Operating Costs (\$/cwt)</b>	\$2.96	\$4.07	\$3.01	\$2.86	\$3.09	\$2.97	\$3.10	\$2.21	\$3.54
<b>Total Milk Marketing Costs</b>	\$14.65	\$9.75	\$13.08	\$10.31	\$10.93	\$12.89	\$9.30	\$10.04	\$15.57
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.78	\$0.52	\$0.65	\$0.52	\$0.59	\$0.62	\$0.52	\$0.59	\$0.97
<b>Total Cost (\$/Cow/Month)</b>	\$293.22	\$334.30	\$333.40	\$306.43	\$310.27	\$333.41	\$315.08	\$263.32	\$311.97
<b>Total Cost (\$/cwt)</b>	\$15.67	\$17.73	\$16.62	\$15.46	\$16.84	\$15.91	\$17.57	\$15.51	\$19.49
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.71	18.85	20.06	19.82	18.42	20.95	17.93	16.97	16.01
b. Lbs Milk Sold/milk cow/day	72.45	71.91	75.42	77.46	69.49	77.46	65.69	64.06	62.71
c. Gross Milk Receipts (\$/cwt)	\$17.41	\$18.13	\$18.29	\$19.15	\$18.37	\$18.78	\$18.91	\$18.01	\$19.44
d. Mailbox Price (\$/cwt)	\$16.75	\$17.58	\$17.78	\$18.69	\$18.06	\$18.45	\$18.52	\$17.72	\$18.79
f. Income Over Feed Cost (\$/cwt)	\$7.09	\$6.88	\$6.87	\$8.34	\$7.49	\$8.95	\$7.37	\$6.81	\$6.27
g. Fat Test %	3.61%	3.93%	3.70%	3.75%	3.85%	3.69%	3.87%	3.71%	3.98%
h. SNF Test %	8.91%	8.90%	8.92%	8.91%	8.84%	8.89%	8.79%	8.80%	9.17%
<b>Related Data</b>									
a. Percent Dry Cows	16%	15%	13%	17%	14%	12%	11%	14%	17%
b. Yearly Cull Rate	37%	40%	33%	33%	36%	42%	39%	29%	42%
c. Avg. Value (Drop Bull Calf)	\$73.01	\$71.00	\$71.67	\$69.91	\$64.58	\$79.69	\$70.00	\$99.07	\$58.84
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$275.00	\$292.78	\$240.00	\$306.00	\$220.00	\$271.00	\$295.00	\$267.04
e. Grain, Mnrls & Splmnts (\$/ton)	\$274.09	\$298.60	\$328.86	\$299.63	\$304.65	\$312.19	\$345.78	\$371.90	\$339.18
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.77	30.41	27.01	22.90	26.08	26.67	20.19	13.41	24.04
g. Milkers (\$/hr with benefits & taxes)	\$12.49	\$12.89	\$14.75	\$21.67	\$15.10	\$13.00	\$10.56	\$18.69	\$13.67
h. Total Labor (\$/hr)	\$12.15	\$12.52	\$14.91	\$17.69	\$14.54	\$13.99	\$12.03	\$18.50	\$14.57
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.44	\$7.18	\$7.86	\$7.55	\$6.87	\$6.82	\$7.17	\$6.49	\$7.48
j. Milk Cow Feed Costs (\$/cwt.)	\$8.89	\$9.98	\$10.42	\$9.75	\$9.88	\$8.80	\$10.91	\$10.13	\$11.92

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 4, 2011**

**North Valley Herd Size 501-700**

<b>Dairy ID Number</b>	30
<b>Feed Costs</b>	
a. Dry Roughage	\$37.43
b. Wet Feed & Wet Roughage	\$33.41
c. Concentrates	\$62.93
d. Minerals & Supplements	\$0.00
e. Pasture	\$0.00
<b>Total Feed Costs</b>	\$133.77
<b>Total Feed Costs (\$/cwt)</b>	\$12.56
<b>Total Hired Labor</b>	
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.85
<b>Total Herd Replacement</b>	
<b>Total Replacement Costs (\$/cwt)</b>	\$0.83
<b>Total Operating Costs</b>	
<b>Total Operating Costs (\$/cwt)</b>	\$3.83
<b>Total Milk Marketing Costs</b>	
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.78
<b>Total Cost (\$/Cow/Month)</b>	
<b>Total Cost (\$/cwt)</b>	\$19.84
<b>Milk Production Data</b>	
a. Milk Sold/Total Cow/Month/ (cwt)	10.65
b. Lbs Milk Sold/milk cow/day	38.91
c. Gross Milk Receipts (\$/cwt)	\$18.85
d. Mailbox Price (\$/cwt)	\$17.99
f. Income Over Feed Cost (\$/cwt)	\$5.43
g. Fat Test %	4.24%
h. SNF Test %	8.95%
<b>Related Data</b>	
a. Percent Dry Cows	11%
b. Yearly Cull Rate	31%
c. Avg. Value (Drop Bull Calf)	\$48.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$273.97
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.77
g. Milkers (\$/hr with benefits & taxes)	\$12.55
h. Total Labor (\$/hr)	\$12.28
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.73
j. Milk Cow Feed Costs (\$/cwt.)	\$12.16

Visit [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy) then click on Cost of Production to see full list of feedbacks and other reports.

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 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	\$42.33	\$47.01	\$61.26	\$72.99	\$77.61	\$59.31	\$45.78	\$50.12	\$39.81
b. Wet Feed & Wet Roughage	\$45.99	\$52.93	\$58.09	\$35.36	\$40.95	\$52.17	\$45.88	\$54.40	\$56.51
c. Concentrates	\$97.95	\$91.01	\$125.56	\$96.07	\$123.55	\$76.92	\$107.75	\$82.84	\$94.90
d. Minerals & Supplements	\$10.98	\$11.24	\$11.48	\$1.91	\$3.88	\$13.74	\$7.78	\$9.90	\$8.73
e. Pasture	\$0.72	\$1.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$197.97	\$203.28	\$256.39	\$206.32	\$246.00	\$202.14	\$207.20	\$197.25	\$199.94
<b>Total Feed Costs (\$/cwt)</b>	\$10.75	\$11.31	\$11.11	\$12.66	\$18.09	\$11.34	\$9.91	\$10.89	\$9.77
<b>Total Hired Labor</b>	\$31.43	\$31.93	\$27.64	\$32.35	\$36.80	\$25.69	\$37.92	\$25.26	\$37.88
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.71	\$1.78	\$1.20	\$1.99	\$2.71	\$1.44	\$1.81	\$1.39	\$1.85
<b>Total Herd Replacement</b>	\$15.49	\$14.02	\$12.46	\$6.74	\$16.75	\$22.19	\$11.04	\$16.78	\$14.14
<b>Total Replacement Costs (\$/cwt)</b>	\$0.84	\$0.78	\$0.54	\$0.41	\$1.23	\$1.24	\$0.83	\$0.93	\$0.69
<b>Total Operating Costs</b>	\$58.80	\$58.17	\$71.25	\$50.93	\$65.32	\$52.21	\$53.97	\$57.28	\$82.65
<b>Total Operating Costs (\$/cwt)</b>	\$3.19	\$3.24	\$3.09	\$3.13	\$4.80	\$2.93	\$2.58	\$3.16	\$4.04
<b>Total Milk Marketing Costs</b>	\$9.69	\$9.86	\$12.00	\$8.46	\$1.91	\$10.41	\$12.89	\$9.35	\$11.08
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.55	\$0.52	\$0.52	\$0.14	\$0.58	\$0.62	\$0.52	\$0.54
<b>Total Cost (\$/Cow/Month)</b>	\$313.38	\$317.26	\$379.74	\$304.79	\$366.79	\$312.63	\$323.02	\$305.93	\$345.70
<b>Total Cost (\$/cwt)</b>	\$17.02	\$17.65	\$16.45	\$18.71	\$26.97	\$17.53	\$15.45	\$16.89	\$16.89
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.42	17.97	23.08	16.29	13.60	17.83	20.91	18.11	20.47
b. Lbs Milk Sold/milk cow/day	69.81	68.05	87.34	63.44	50.76	66.35	77.98	67.90	74.80
c. Gross Milk Receipts (\$/cwt)	\$18.80	\$18.88	\$17.92	\$18.72	\$26.43	\$18.25	\$18.40	\$18.87	\$18.64
d. Mailbox Price (\$/cwt)	\$18.83	\$18.80	\$17.31	\$18.13	\$28.12	\$18.00	\$18.01	\$18.35	\$18.44
f. Income Over Feed Cost (\$/cwt)	\$8.08	\$7.49	\$6.20	\$5.47	\$10.03	\$6.67	\$8.10	\$7.46	\$8.68
g. Fat Test %	3.96%	3.79%	3.71%	3.83%	3.83%	3.73%	3.68%	3.68%	3.78%
h. SNF Test %	9.01%	8.93%	8.84%	8.73%	8.89%	8.81%	8.87%	9.02%	8.96%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	14%	16%	13%	12%	13%	13%	11%
b. Yearly Cull Rate	39%	39%	38%	27%	30%	44%	34%	37%	34%
c. Avg. Value (Drop Bull Calf)	\$51.22	\$64.58	\$70.00	\$70.07	\$68.21	\$81.63	\$49.71	\$70.00	\$72.28
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$282.91	\$287.08	\$305.98	\$280.00	\$328.60	\$270.00	\$290.90	\$280.00	\$299.21
e. Grain, Mnrls & Splmnts (\$/ton)	\$317.44	\$322.73	\$338.58	\$309.82	\$454.20	\$263.05	\$301.17	\$287.09	\$301.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.78	24.51	29.95	24.33	20.58	25.20	28.13	23.47	24.50
g. Milkers (\$/hr with benefits & taxes)	\$14.90	\$14.79	\$15.58	\$17.22	\$19.95	\$16.17	\$16.25	\$15.29	\$11.79
h. Total Labor (\$/hr)	\$15.72	\$15.42	\$14.77	\$16.53	\$17.13	\$14.36	\$18.02	\$16.44	\$13.64
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.06	\$7.29	\$9.10	\$7.57	\$8.70	\$7.35	\$7.31	\$6.94	\$7.01
j. Milk Cow Feed Costs (\$/cwt.)	\$10.12	\$10.72	\$10.42	\$11.93	\$17.14	\$11.08	\$9.37	\$10.22	\$9.37

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 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	\$36.27	\$53.81	\$39.19	\$46.73	\$40.31	\$55.32	\$42.85	\$43.85	\$16.15
b. Wet Feed & Wet Roughage	\$62.72	\$24.41	\$49.66	\$58.69	\$78.18	\$53.20	\$44.57	\$60.27	\$58.39
c. Concentrates	\$94.12	\$109.70	\$65.12	\$87.34	\$69.14	\$85.11	\$81.63	\$57.56	\$120.83
d. Minerals & Supplements	\$8.30	\$3.94	\$8.37	\$3.08	\$24.40	\$6.23	\$0.28	\$42.47	\$12.45
e. Pasture	\$0.00	\$17.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$201.42	\$209.74	\$162.34	\$195.84	\$212.03	\$199.87	\$169.32	\$204.14	\$207.82
<b>Total Feed Costs (\$/cwt)</b>	\$10.12	\$19.69	\$14.23	\$10.28	\$9.83	\$9.54	\$10.77	\$11.05	\$11.25
<b>Total Hired Labor</b>	\$45.26	\$39.67	\$31.34	\$32.51	\$30.74	\$37.09	\$19.21	\$24.89	\$30.70
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.27	\$3.72	\$2.75	\$1.71	\$1.43	\$1.77	\$1.22	\$1.35	\$1.66
<b>Total Herd Replacement</b>	\$15.38	\$5.66	\$17.73	\$15.49	\$13.18	\$13.97	\$16.24	\$13.43	\$12.98
<b>Total Replacement Costs (\$/cwt)</b>	\$0.77	\$0.53	\$1.55	\$0.81	\$0.61	\$0.67	\$1.03	\$0.73	\$0.70
<b>Total Operating Costs</b>	\$60.21	\$59.04	\$46.92	\$63.51	\$57.19	\$64.42	\$37.69	\$53.73	\$59.97
<b>Total Operating Costs (\$/cwt)</b>	\$3.02	\$5.54	\$4.11	\$3.33	\$2.65	\$3.08	\$2.40	\$2.91	\$3.25
<b>Total Milk Marketing Costs</b>	\$20.23	\$1.86	\$6.04	\$9.97	\$12.89	\$10.66	\$8.06	\$10.92	\$9.43
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$1.02	\$0.17	\$0.53	\$0.52	\$0.60	\$0.51	\$0.51	\$0.59	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$342.49	\$315.96	\$264.37	\$317.33	\$326.03	\$326.00	\$250.52	\$307.12	\$320.90
<b>Total Cost (\$/cwt)</b>	\$17.20	\$29.67	\$23.17	\$16.65	\$15.12	\$15.56	\$15.94	\$16.63	\$17.38
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.91	10.65	11.41	19.06	21.56	20.95	15.72	18.47	18.47
b. Lbs Milk Sold/milk cow/day	75.86	41.96	44.14	72.95	80.04	76.91	59.79	69.47	72.41
c. Gross Milk Receipts (\$/cwt)	\$19.33	\$22.47	\$20.53	\$18.55	\$18.81	\$17.80	\$16.88	\$18.50	\$18.01
d. Mailbox Price (\$/cwt)	\$18.69	\$27.95	\$21.14	\$18.03	\$18.54	\$17.56	\$16.52	\$18.07	\$17.57
f. Income Over Feed Cost (\$/cwt)	\$8.57	\$8.26	\$6.91	\$7.75	\$8.71	\$8.02	\$5.75	\$7.02	\$6.32
g. Fat Test %	3.82%	4.05%	5.01%	3.60%	3.88%	3.81%	3.17%	3.84%	3.84%
h. SNF Test %	8.85%	9.01%	9.32%	8.74%	9.00%	8.93%	8.99%	8.98%	8.96%
<b>Related Data</b>									
a. Percent Dry Cows	14%	17%	16%	15%	12%	11%	14%	13%	17%
b. Yearly Cull Rate	49%	47%	30%	31%	46%	38%	38%	40%	48%
c. Avg. Value (Drop Bull Calf)	\$90.46	\$81.70	\$10.00	\$50.74	\$80.00	\$47.91	\$66.33	\$64.70	\$57.23
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$281.30	\$330.00	\$292.17	\$278.50	\$239.34	\$284.34	\$270.00	\$296.60	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$312.27	\$491.67	\$328.77	\$266.15	\$308.42	\$296.10	\$267.45	\$319.90	\$317.49
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.12	17.59	16.64	26.01	22.15	22.28	23.32	22.94	32.27
g. Milkers (\$/hr with benefits & taxes)	\$15.58	\$11.29	\$15.96	\$16.97	\$12.91	\$16.50	\$14.54	\$15.27	\$12.11
h. Total Labor (\$/hr)	\$17.09	\$13.04	\$15.72	\$15.84	\$14.05	\$17.00	\$14.74	\$15.08	\$14.84
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.19	\$7.67	\$5.95	\$7.15	\$7.50	\$7.02	\$6.24	\$7.17	\$7.70
j. Milk Cow Feed Costs (\$/cwt.)	\$9.48	\$18.27	\$13.48	\$9.81	\$9.37	\$9.12	\$10.44	\$10.31	\$10.63

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 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	\$42.33	\$39.67	\$37.12	\$35.42	\$35.66	\$56.15	\$50.65	\$15.25	\$50.84
b. Wet Feed & Wet Roughage	\$45.99	\$44.32	\$59.47	\$60.49	\$41.63	\$49.46	\$41.68	\$45.58	\$68.00
c. Concentrates	\$97.95	\$102.19	\$69.90	\$77.59	\$176.90	\$92.03	\$105.44	\$116.89	\$81.43
d. Minerals & Supplements	\$10.98	\$11.92	\$2.06	\$11.27	\$19.44	\$9.14	\$8.83	\$8.26	\$4.34
e. Pasture	\$0.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$197.97	\$198.10	\$168.56	\$184.76	\$273.62	\$206.78	\$206.60	\$185.98	\$204.61
<b>Total Feed Costs (\$/cwt)</b>	\$10.75	\$10.37	\$9.67	\$9.95	\$12.59	\$9.54	\$12.28	\$9.52	\$10.81
<b>Total Hired Labor</b>	\$31.43	\$31.59	\$32.82	\$24.84	\$27.60	\$39.20	\$34.38	\$34.25	\$24.25
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.71	\$1.65	\$1.88	\$1.34	\$1.27	\$1.81	\$2.04	\$1.75	\$1.28
<b>Total Herd Replacement</b>	\$15.49	\$16.42	\$14.00	\$17.61	\$10.81	\$14.21	\$17.38	\$14.70	\$18.75
<b>Total Replacement Costs (\$/cwt)</b>	\$0.84	\$0.86	\$0.80	\$0.95	\$0.50	\$0.66	\$1.03	\$0.75	\$0.99
<b>Total Operating Costs</b>	\$58.80	\$60.62	\$50.84	\$62.47	\$48.85	\$77.29	\$61.40	\$44.62	\$52.04
<b>Total Operating Costs (\$/cwt)</b>	\$3.19	\$3.17	\$2.92	\$3.36	\$2.25	\$3.57	\$3.65	\$2.28	\$2.75
<b>Total Milk Marketing Costs</b>	\$9.69	\$9.39	\$10.19	\$9.32	\$11.29	\$9.99	\$9.49	\$10.60	\$10.91
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.49	\$0.59	\$0.50	\$0.52	\$0.46	\$0.56	\$0.54	\$0.58
<b>Total Cost (\$/Cow/Month)</b>	\$313.38	\$316.12	\$276.41	\$299.01	\$372.17	\$347.47	\$329.25	\$290.16	\$310.56
<b>Total Cost (\$/cwt)</b>	\$17.02	\$16.55	\$15.87	\$16.09	\$17.13	\$16.03	\$19.57	\$14.85	\$16.40
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.42	19.10	17.42	18.58	21.73	21.68	16.83	19.53	18.93
b. Lbs Milk Sold/milk cow/day	69.81	72.43	64.03	71.96	83.73	82.18	61.64	73.86	68.86
c. Gross Milk Receipts (\$/cwt)	\$18.80	\$18.74	\$18.83	\$18.21	\$17.71	\$17.36	\$19.26	\$18.34	\$17.20
d. Mailbox Price (\$/cwt)	\$18.83	\$18.86	\$18.69	\$18.27	\$17.42	\$17.10	\$19.05	\$18.38	\$16.83
f. Income Over Feed Cost (\$/cwt)	\$8.08	\$8.49	\$9.01	\$8.32	\$4.82	\$7.56	\$6.77	\$8.86	\$6.02
g. Fat Test %	3.96%	4.03%	4.12%	3.94%	3.64%	3.54%	3.84%	3.74%	3.28%
h. SNF Test %	9.01%	9.05%	9.13%	9.01%	8.74%	8.87%	8.95%	9.11%	8.64%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	11%	16%	15%	14%	11%	14%	10%
b. Yearly Cull Rate	39%	40%	36%	39%	35%	28%	38%	35%	37%
c. Avg. Value (Drop Bull Calf)	\$51.22	\$41.97	\$58.07	\$52.20	\$71.33	\$68.29	\$67.02	\$58.22	\$70.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$282.91	\$282.45	\$275.27	\$275.00	\$300.00	\$258.82	\$280.00	\$294.94	\$248.85
e. Grain, Mnrls & Splmnts (\$/ton)	\$317.44	\$309.33	\$283.25	\$324.33	\$346.80	\$292.54	\$321.79	\$288.37	\$434.19
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.78	28.51	18.13	20.48	40.06	25.32	25.70	31.33	13.95
g. Milkers (\$/hr with benefits & taxes)	\$14.90	\$15.30	\$14.88	\$15.86	\$15.94	\$16.23	\$17.66	\$21.06	\$12.10
h. Total Labor (\$/hr)	\$15.72	\$16.32	\$16.99	\$16.72	\$15.70	\$16.87	\$17.31	\$21.16	\$11.94
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.06	\$7.05	\$5.77	\$6.70	\$9.96	\$7.05	\$7.24	\$6.49	\$7.17
j. Milk Cow Feed Costs (\$/cwt.)	\$10.12	\$9.73	\$9.02	\$9.30	\$11.89	\$8.58	\$11.74	\$8.79	\$10.41

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 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	\$34.88	\$59.44	\$62.64	\$46.43	\$42.88	\$34.60	\$41.04	\$54.77	\$11.72
b. Wet Feed & Wet Roughage	\$48.31	\$60.67	\$42.24	\$38.57	\$80.23	\$42.58	\$40.35	\$24.77	\$43.97
c. Concentrates	\$99.40	\$81.53	\$103.91	\$112.12	\$88.54	\$86.38	\$92.75	\$114.65	\$111.54
d. Minerals & Supplements	\$25.84	\$18.40	\$12.41	\$5.42	\$9.26	\$10.98	\$14.63	\$6.84	\$9.90
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>	\$208.44	\$220.03	\$221.19	\$202.56	\$220.91	\$174.54	\$188.76	\$201.03	\$177.13
<b>Total Feed Costs (\$/cwt)</b>	\$10.69	\$9.34	\$10.20	\$10.09	\$9.69	\$10.82	\$11.93	\$9.60	\$11.08
<b>Total Hired Labor</b>	\$41.73	\$33.45	\$37.76	\$36.36	\$31.31	\$28.81	\$30.97	\$31.03	\$30.53
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.14	\$1.42	\$1.74	\$1.81	\$1.37	\$1.79	\$1.96	\$1.48	\$1.91
<b>Total Herd Replacement</b>	\$12.09	\$13.07	\$16.69	\$14.59	\$18.43	\$23.03	\$9.68	\$24.70	\$32.36
<b>Total Replacement Costs (\$/cwt)</b>	\$0.62	\$0.55	\$0.77	\$0.73	\$0.81	\$1.43	\$0.61	\$1.18	\$2.02
<b>Total Operating Costs</b>	\$62.46	\$69.12	\$53.30	\$51.86	\$66.57	\$61.87	\$63.19	\$64.92	\$50.39
<b>Total Operating Costs (\$/cwt)</b>	\$3.20	\$2.93	\$2.46	\$2.58	\$2.92	\$3.84	\$3.99	\$3.10	\$3.15
<b>Total Milk Marketing Costs</b>	\$11.86	\$10.91	\$10.04	\$11.63	\$10.18	\$6.49	\$7.87	\$9.50	\$6.55
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.61	\$0.46	\$0.46	\$0.58	\$0.45	\$0.40	\$0.50	\$0.45	\$0.41
<b>Total Cost (\$/Cow/Month)</b>	\$336.59	\$346.58	\$338.98	\$316.98	\$347.39	\$294.73	\$300.48	\$331.19	\$296.95
<b>Total Cost (\$/cwt)</b>	\$17.26	\$14.70	\$15.63	\$15.78	\$15.24	\$18.28	\$19.00	\$15.81	\$18.58
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.50	23.57	21.68	20.08	22.79	16.12	15.82	20.95	15.98
b. Lbs Milk Sold/milk cow/day	73.70	89.28	82.19	78.16	88.12	60.39	60.07	76.13	62.64
c. Gross Milk Receipts (\$/cwt)	\$19.39	\$17.65	\$18.62	\$17.50	\$17.86	\$21.10	\$20.68	\$17.70	\$20.44
d. Mailbox Price (\$/cwt)	\$19.13	\$17.58	\$18.36	\$17.20	\$17.78	\$22.88	\$20.70	\$17.56	\$21.57
f. Income Over Feed Cost (\$/cwt)	\$8.44	\$8.24	\$8.16	\$7.12	\$8.09	\$12.06	\$8.77	\$7.96	\$10.48
g. Fat Test %	3.79%	3.62%	3.76%	3.29%	3.70%	5.07%	5.03%	3.65%	4.85%
h. SNF Test %	8.97%	8.81%	8.95%	8.97%	8.90%	9.46%	9.42%	8.82%	9.50%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	14%	16%	16%	13%	14%	10%	17%
b. Yearly Cull Rate	42%	31%	33%	38%	35%	36%	60%	51%	51%
c. Avg. Value (Drop Bull Calf)	\$69.97	\$73.53	\$72.23	\$58.76	\$63.15	\$10.00	\$10.00	\$70.64	\$5.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$258.21	\$273.00	\$276.50	\$281.23	\$271.00	\$297.80	\$297.71	\$290.00	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$290.06	\$311.70	\$289.48	\$290.85	\$299.43	\$301.23	\$298.90	\$287.13	\$284.42
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.37	23.13	29.00	30.07	24.06	23.26	26.53	29.89	31.22
g. Milkers (\$/hr with benefits & taxes)	\$14.85	\$18.63	\$15.34	\$17.81	\$17.70	\$15.01	\$18.83	\$12.92	\$14.19
h. Total Labor (\$/hr)	\$15.27	\$18.33	\$16.12	\$18.28	\$18.07	\$16.31	\$20.39	\$13.76	\$16.86
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.37	\$7.83	\$7.75	\$7.40	\$8.00	\$6.16	\$6.74	\$7.04	\$6.44
j. Milk Cow Feed Costs (\$/cwt.)	\$10.00	\$8.77	\$9.43	\$9.47	\$9.07	\$10.21	\$11.23	\$9.25	\$10.28

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**North Valley Herd Size 1301 Plus**

Dairy ID Number	63	64	65
<b>Feed Costs</b>			
a. Dry Roughage	\$49.54	\$37.96	\$27.47
b. Wet Feed & Wet Roughage	\$26.80	\$47.74	\$34.30
c. Concentrates	\$115.56	\$102.47	\$98.98
d. Minerals & Supplements	\$14.12	\$15.69	\$11.91
e. Pasture	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$206.02	\$203.85	\$172.67
<b>Total Feed Costs (\$/cwt)</b>	\$13.32	\$8.95	\$10.29
<b>Total Hired Labor</b>	\$32.27	\$36.73	\$22.57
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.09	\$1.61	\$1.34
<b>Total Herd Replacement</b>	\$12.51	\$11.66	\$15.12
<b>Total Replacement Costs (\$/cwt)</b>	\$0.81	\$0.51	\$0.90
<b>Total Operating Costs</b>	\$64.99	\$61.08	\$66.06
<b>Total Operating Costs (\$/cwt)</b>	\$4.20	\$2.68	\$3.94
<b>Total Milk Marketing Costs</b>	\$6.77	\$10.70	\$8.91
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.44	\$0.47	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$322.56	\$324.02	\$285.33
<b>Total Cost (\$/cwt)</b>	\$20.86	\$14.23	\$17.00
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt)	15.46	22.77	16.79
b. Lbs Milk Sold/milk cow/day	60.88	86.92	62.98
c. Gross Milk Receipts (\$/cwt)	\$20.89	\$17.55	\$19.88
d. Mailbox Price (\$/cwt)	\$22.72	\$17.28	\$19.91
f. Income Over Feed Cost (\$/cwt)	\$9.39	\$8.33	\$9.63
g. Fat Test %	5.06%	3.50%	4.70%
h. SNF Test %	9.53%	8.79%	9.27%
<b>Related Data</b>			
a. Percent Dry Cows	17%	15%	13%
b. Yearly Cull Rate	71%	34%	25%
c. Avg. Value (Drop Bull Calf)	\$5.00	\$62.93	\$5.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$290.00	\$283.96	\$302.33
e. Grain, Mnrls & Splmnts (\$/ton)	\$341.42	\$295.06	\$295.77
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.08	29.61	27.61
g. Milkers (\$/hr with benefits & taxes)	\$13.27	\$16.19	\$12.06
h. Total Labor (\$/hr)	\$15.99	\$17.41	\$13.34
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.42	\$7.35	\$6.12
j. Milk Cow Feed Costs (\$/cwt.)	\$12.18	\$8.46	\$9.72