

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**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	\$44.89	\$57.31	\$68.25	\$103.10	\$42.40	\$83.24	\$28.86	\$49.23	\$56.83
b. Wet Feed & Wet Roughage	\$51.95	\$47.86	\$6.86	\$0.00	\$57.82	\$63.59	\$49.06	\$40.51	\$41.38
c. Concentrates	\$110.41	\$100.58	\$91.69	\$90.50	\$48.91	\$39.48	\$145.74	\$151.56	\$121.39
d. Minerals & Supplements	\$9.51	\$4.09	\$0.00	\$0.00	\$12.95	\$1.79	\$2.46	\$5.02	\$9.48
e. Pasture	\$0.93	\$1.22	\$0.00	\$23.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$217.69	\$211.05	\$166.80	\$217.11	\$162.08	\$188.10	\$226.11	\$246.32	\$229.08
Total Feed Costs (\$/cwt)	\$11.48	\$11.79	\$10.86	\$12.55	\$15.82	\$13.82	\$11.48	\$12.58	\$11.16
<b>Total Hired Labor</b>	\$30.77	\$28.65	\$56.95	\$26.74	\$20.51	\$34.22	\$55.33	\$13.20	\$31.50
Total Hired Labor Costs (\$/cwt)	\$1.62	\$1.60	\$3.71	\$1.55	\$2.00	\$2.51	\$2.81	\$0.67	\$1.53
<b>Total Herd Replacement</b>	\$21.29	\$17.01	\$21.32	\$15.61	\$21.11	\$19.21	\$21.38	\$21.91	\$16.13
Total Replacement Costs (\$/cwt)	\$1.12	\$0.95	\$1.39	\$0.90	\$2.06	\$1.41	\$1.09	\$1.12	\$0.79
<b>Total Operating Costs</b>	\$54.82	\$54.06	\$72.52	\$38.25	\$28.57	\$33.16	\$37.69	\$65.33	\$50.11
Total Operating Costs (\$/cwt)	\$2.89	\$3.02	\$4.72	\$2.21	\$2.79	\$2.44	\$1.91	\$3.34	\$2.44
<b>Total Milk Marketing Costs</b>	\$10.09	\$12.73	\$12.59	\$17.56	\$8.77	\$10.07	\$24.28	\$11.22	\$10.41
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.71	\$0.82	\$1.01	\$0.86	\$0.74	\$1.23	\$0.57	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$334.66	\$323.50	\$330.17	\$315.27	\$241.04	\$284.77	\$364.79	\$357.98	\$337.22
Total Cost (\$/cwt)	\$17.64	\$18.08	\$21.49	\$18.22	\$23.52	\$20.92	\$18.52	\$18.28	\$16.43
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.97	17.89	15.36	17.30	10.25	13.61	19.70	19.58	20.53
b. Lbs Milk Sold/milk cow/day	72.88	69.27	58.99	64.64	40.73	50.70	74.12	78.40	75.75
c. Gross Milk Receipts (\$/cwt)	\$18.44	\$17.90	\$17.65	\$17.47	\$17.83	\$18.01	\$18.06	\$18.24	\$18.46
d. Mailbox Price (\$/cwt)	\$18.49	\$17.51	\$17.29	\$16.88	\$17.32	\$17.38	\$16.94	\$17.92	\$18.47
f. Income Over Feed Cost (\$/cwt)	\$7.01	\$5.71	\$6.44	\$4.33	\$1.50	\$3.56	\$5.47	\$5.34	\$7.31
g. Fat Test %	3.99%	3.75%	3.94%	3.67%	3.42%	3.90%	3.97%	3.68%	3.89%
h. SNF Test %	8.99%	8.91%	8.80%	9.00%	8.61%	8.94%	9.05%	8.92%	8.95%
<b>Related Data</b>									
a. Percent Dry Cows	13%	14%	13%	11%	16%	10%	11%	17%	10%
b. Yearly Cull Rate	42%	37%	38%	26%	54%	34%	40%	47%	29%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.18	\$0.20	\$0.29	\$0.34	\$0.14	\$0.18	\$0.17	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$261.40	\$259.03	\$260.00	\$262.00	\$246.00	\$260.00	\$260.00	\$285.00	\$230.78
e. Grain, Mnrls & Splmnts (\$/ton)	\$367.41	\$349.45	\$293.00	\$358.87	\$376.42	\$291.32	\$363.89	\$371.45	\$347.46
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.96	22.76	24.00	18.86	13.07	10.48	29.74	33.55	27.53
g. Milkers (\$/hr with benefits & taxes)	\$15.45	\$13.43	\$15.59	\$11.66	\$11.90	\$15.26	\$16.30	\$16.71	\$12.05
h. Total Labor (\$/hr)	\$16.09	\$14.22	\$18.07	\$11.79	\$11.90	\$14.09	\$16.65	\$16.71	\$14.74
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.88	\$7.70	\$6.11	\$7.72	\$6.03	\$6.73	\$8.00	\$9.29	\$8.11
j. Milk Cow Feed Costs (\$/cwt.)	\$10.81	\$11.11	\$10.36	\$11.94	\$14.81	\$13.29	\$10.80	\$11.84	\$10.71

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 1-500**

Dairy ID Number	8	9	10	11	12	13
<b>Feed Costs</b>						
a. Dry Roughage	\$34.85	\$48.09	\$26.81	\$106.94	\$52.69	\$63.46
b. Wet Feed & Wet Roughage	\$80.55	\$62.74	\$68.13	\$14.95	\$55.43	\$41.05
c. Concentrates	\$24.97	\$132.41	\$106.13	\$79.31	\$122.29	\$112.85
d. Minerals & Supplements	\$0.60	\$5.52	\$10.29	\$3.29	\$1.59	\$0.00
e. Pasture	\$1.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$142.64	\$248.76	\$211.36	\$204.50	\$231.99	\$217.37
Total Feed Costs (\$/cwt)	\$10.16	\$11.75	\$10.59	\$12.36	\$12.25	\$11.62
<b>Total Hired Labor</b>	\$17.31	\$32.81	\$21.79	\$24.32	\$29.66	\$28.77
Total Hired Labor Costs (\$/cwt)	\$1.23	\$1.55	\$1.09	\$1.47	\$1.57	\$1.54
<b>Total Herd Replacement</b>	\$8.89	\$14.31	\$16.87	\$14.72	\$18.35	\$18.62
Total Replacement Costs (\$/cwt)	\$0.63	\$0.68	\$0.85	\$0.89	\$0.97	\$1.00
<b>Total Operating Costs</b>	\$72.70	\$70.82	\$83.97	\$41.67	\$42.97	\$47.37
Total Operating Costs (\$/cwt)	\$5.18	\$3.35	\$4.21	\$2.52	\$2.27	\$2.53
<b>Total Milk Marketing Costs</b>	\$11.14	\$11.86	\$12.27	\$9.34	\$15.32	\$12.78
Total Milk Marketing Costs (\$/cwt)	\$0.79	\$0.56	\$0.61	\$0.56	\$0.81	\$0.68
<b>Total Cost (\$/Cow/Month)</b>	\$252.68	\$378.55	\$346.26	\$294.55	\$338.30	\$324.90
Total Cost (\$/cwt)	\$17.99	\$17.89	\$17.35	\$17.81	\$17.86	\$17.37
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt)	14.04	21.16	19.95	16.54	18.94	18.71
b. Lbs Milk Sold/milk cow/day	55.48	81.39	76.33	67.62	75.67	71.02
c. Gross Milk Receipts (\$/cwt)	\$17.41	\$18.30	\$17.76	\$18.05	\$17.94	\$17.27
d. Mailbox Price (\$/cwt)	\$16.86	\$17.92	\$17.67	\$17.54	\$17.84	\$16.65
f. Income Over Feed Cost (\$/cwt)	\$6.70	\$6.16	\$7.08	\$5.17	\$5.59	\$5.03
g. Fat Test %	3.67%	3.68%	3.67%	3.60%	3.91%	3.73%
h. SNF Test %	8.68%	8.90%	9.00%	8.85%	8.91%	8.92%
<b>Related Data</b>						
a. Percent Dry Cows	16%	13%	13%	18%	17%	12%
b. Yearly Cull Rate	14%	36%	35%	39%	39%	51%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.16	\$0.22	\$0.21	\$0.15	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$250.00	\$262.00	\$255.00	\$285.00	\$257.25	\$247.64
e. Grain, Mnrls & Splmnts (\$/ton)	\$351.25	\$369.54	\$350.44	\$316.32	\$408.72	\$344.21
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	5.82	28.21	24.68	21.31	23.48	24.11
g. Milkers (\$/hr with benefits & taxes)	\$13.56	\$16.07	\$16.34	\$10.09	\$14.69	\$11.03
h. Total Labor (\$/hr)	\$13.31	\$15.53	\$17.26	\$11.14	\$14.27	\$12.24
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.21	\$9.10	\$7.69	\$8.09	\$8.66	\$7.37
j. Milk Cow Feed Costs (\$/cwt.)	\$9.40	\$11.18	\$10.08	\$11.97	\$11.45	\$10.38

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 501-800**

Dairy ID Number	Averages		14	15	16	17	18	19	20
	NV Average	Herd Size 501to 800							
<b>Feed Costs</b>									
a. Dry Roughage	\$44.89	\$48.89	\$63.66	\$44.48	\$45.80	\$90.24	\$62.48	\$30.24	\$35.64
b. Wet Feed & Wet Roughage	\$51.95	\$50.07	\$28.28	\$47.38	\$64.96	\$0.00	\$45.64	\$71.66	\$45.73
c. Concentrates	\$110.41	\$112.54	\$187.48	\$102.24	\$64.27	\$100.58	\$123.78	\$122.21	\$131.74
d. Minerals & Supplements	\$9.51	\$7.83	\$0.29	\$10.77	\$0.72	\$6.43	\$0.23	\$1.51	\$14.02
e. Pasture	\$0.93	\$5.61	\$0.00	\$0.00	\$0.00	\$16.18	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$217.69	\$224.94	\$279.71	\$204.87	\$175.74	\$213.43	\$232.12	\$225.61	\$227.14
Total Feed Costs (\$/cwt)	\$11.48	\$12.54	\$12.30	\$12.11	\$11.11	\$18.39	\$13.06	\$11.12	\$11.42
<b>Total Hired Labor</b>	\$30.77	\$31.43	\$48.84	\$36.70	\$28.50	\$35.88	\$32.64	\$39.80	\$28.46
Total Hired Labor Costs (\$/cwt)	\$1.62	\$1.75	\$2.15	\$2.17	\$1.80	\$3.09	\$1.84	\$1.96	\$1.43
<b>Total Herd Replacement</b>	\$21.29	\$21.39	\$17.61	\$58.42	\$10.03	\$12.78	\$19.48	\$19.92	\$24.46
Total Replacement Costs (\$/cwt)	\$1.12	\$1.19	\$0.77	\$3.45	\$0.63	\$1.10	\$1.10	\$0.98	\$1.23
<b>Total Operating Costs</b>	\$54.82	\$53.67	\$57.96	\$34.25	\$32.92	\$45.99	\$47.29	\$49.04	\$76.11
Total Operating Costs (\$/cwt)	\$2.89	\$2.99	\$2.55	\$2.03	\$2.08	\$3.96	\$2.66	\$2.42	\$3.83
<b>Total Milk Marketing Costs</b>	\$10.09	\$9.44	\$12.67	\$8.63	\$9.67	\$2.65	\$9.67	\$13.31	\$10.99
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.53	\$0.56	\$0.51	\$0.61	\$0.23	\$0.54	\$0.66	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	\$334.66	\$340.86	\$416.79	\$342.86	\$256.85	\$310.73	\$341.20	\$347.68	\$367.16
Total Cost (\$/cwt)	\$17.64	\$19.00	\$18.33	\$20.27	\$16.24	\$26.78	\$19.20	\$17.13	\$18.46
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.97	17.94	22.74	16.91	15.82	11.60	17.77	20.29	19.89
b. Lbs Milk Sold/milk cow/day	72.88	69.15	85.57	66.54	64.09	49.63	64.76	74.32	75.55
c. Gross Milk Receipts (\$/cwt)	\$18.44	\$19.43	\$18.23	\$20.07	\$18.17	\$28.40	\$18.63	\$17.89	\$17.48
d. Mailbox Price (\$/cwt)	\$18.49	\$19.51	\$17.87	\$21.63	\$18.25	\$31.28	\$18.67	\$17.72	\$16.98
f. Income Over Feed Cost (\$/cwt)	\$7.01	\$6.97	\$5.57	\$9.51	\$7.13	\$12.89	\$5.61	\$6.60	\$5.56
g. Fat Test %	3.99%	3.88%	3.66%	5.05%	4.02%	3.76%	3.97%	3.77%	3.88%
h. SNF Test %	8.99%	8.92%	8.84%	9.37%	9.10%	8.91%	9.09%	8.89%	8.89%
<b>Related Data</b>									
a. Percent Dry Cows	13%	14%	11%	15%	18%	22%	9%	9%	12%
b. Yearly Cull Rate	42%	39%	42%	83%	18%	22%	40%	47%	44%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.19	\$0.16	\$0.03	\$0.22	\$0.25	\$0.18	\$0.15	\$0.16
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$261.40	\$269.24	\$270.00	\$270.59	\$243.31	\$272.50	\$276.20	\$225.00	\$248.14
e. Grain, Mnrls & Splmnts (\$/ton)	\$367.41	\$394.65	\$392.12	\$313.82	\$282.07	\$608.55	\$359.08	\$378.64	\$349.73
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.96	24.26	35.53	27.54	18.67	15.00	24.82	23.47	30.59
g. Milkers (\$/hr with benefits & taxes)	\$15.45	\$15.77	\$15.80	\$19.50	\$16.08	\$13.70	\$13.25	\$18.04	\$11.99
h. Total Labor (\$/hr)	\$16.09	\$15.47	\$17.00	\$19.95	\$17.01	\$13.62	\$12.96	\$16.34	\$11.68
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.88	\$8.22	\$10.11	\$7.59	\$6.57	\$8.39	\$8.16	\$8.01	\$8.20
j. Milk Cow Feed Costs (\$/cwt.)	\$10.81	\$11.89	\$11.81	\$11.41	\$10.26	\$16.91	\$12.60	\$10.78	\$10.86

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 501-800**

Dairy ID Number	21	22	23	24	25	26	27	28	29	30
<b>Feed Costs</b>										
a. Dry Roughage	\$52.22	\$44.65	\$54.96	\$57.66	\$58.93	\$20.03	\$62.19	\$29.52	\$72.62	\$16.88
b. Wet Feed & Wet Roughage	\$76.62	\$57.40	\$35.85	\$62.88	\$64.86	\$8.97	\$33.45	\$58.60	\$42.12	\$95.62
c. Concentrates	\$106.12	\$127.41	\$114.60	\$51.50	\$133.20	\$120.38	\$156.37	\$103.34	\$86.77	\$94.26
d. Minerals & Supplements	\$9.91	\$9.02	\$0.76	\$38.75	\$12.19	\$3.02	\$4.12	\$0.76	\$12.15	\$5.22
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$46.28	\$25.61	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$244.88	\$238.49	\$206.16	\$210.79	\$269.19	\$198.67	\$281.73	\$192.21	\$213.65	\$211.99
Total Feed Costs (\$/cwt)	\$11.12	\$11.61	\$12.10	\$12.07	\$11.38	\$28.99	\$18.11	\$11.27	\$11.12	\$10.07
<b>Total Hired Labor</b>	\$30.21	\$36.22	\$20.93	\$30.33	\$30.76	\$18.72	\$37.37	\$19.54	\$30.79	\$36.41
Total Hired Labor Costs (\$/cwt)	\$1.37	\$1.76	\$1.23	\$1.74	\$1.30	\$2.73	\$2.40	\$1.15	\$1.60	\$1.73
<b>Total Herd Replacement</b>	\$13.18	\$16.63	\$21.77	\$32.79	\$20.50	\$13.03	\$17.20	\$16.10	\$29.30	\$22.49
Total Replacement Costs (\$/cwt)	\$0.60	\$0.81	\$1.28	\$1.88	\$0.87	\$1.90	\$1.11	\$0.94	\$1.52	\$1.07
<b>Total Operating Costs</b>	\$61.93	\$53.71	\$39.35	\$54.37	\$75.30	\$37.53	\$59.46	\$49.84	\$58.75	\$67.87
Total Operating Costs (\$/cwt)	\$2.81	\$2.61	\$2.31	\$3.11	\$3.18	\$5.48	\$3.82	\$2.92	\$3.06	\$3.22
<b>Total Milk Marketing Costs</b>	\$12.11	\$12.18	\$10.12	\$9.62	\$12.33	\$1.40	\$1.81	\$9.99	\$11.18	\$13.11
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.59	\$0.59	\$0.55	\$0.52	\$0.20	\$0.12	\$0.59	\$0.58	\$0.62
<b>Total Cost (\$/Cow/Month)</b>	\$362.31	\$357.24	\$298.34	\$337.90	\$408.09	\$269.35	\$397.57	\$287.69	\$343.68	\$351.88
Total Cost (\$/cwt)	\$16.45	\$17.38	\$17.51	\$19.35	\$17.26	\$39.31	\$25.55	\$16.86	\$17.88	\$16.72
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt)	22.02	20.55	17.04	17.46	23.65	6.85	15.56	17.06	19.22	21.05
b. Lbs Milk Sold/milk cow/day	81.47	76.14	67.68	67.38	88.65	27.27	59.70	65.70	76.13	81.72
c. Gross Milk Receipts (\$/cwt)	\$18.54	\$17.77	\$18.22	\$18.83	\$17.64	\$28.89	\$30.21	\$17.87	\$17.56	\$17.59
d. Mailbox Price (\$/cwt)	\$18.03	\$17.72	\$18.25	\$18.35	\$17.49	\$30.96	\$31.09	\$17.88	\$17.31	\$17.18
f. Income Over Feed Cost (\$/cwt)	\$6.91	\$6.12	\$6.15	\$6.28	\$6.11	\$1.97	\$12.99	\$6.61	\$6.19	\$7.11
g. Fat Test %	3.76%	3.81%	3.91%	3.97%	3.86%	4.32%	3.67%	4.01%	3.64%	3.59%
h. SNF Test %	8.84%	8.87%	9.08%	8.81%	8.74%	9.24%	8.84%	9.11%	8.84%	8.77%
<b>Related Data</b>										
a. Percent Dry Cows	10%	10%	16%	14%	11%	16%	13%	13%	16%	14%
b. Yearly Cull Rate	39%	43%	39%	51%	39%	22%	27%	29%	51%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.17	\$0.24	\$0.22	\$0.17	\$0.24	\$0.22	\$0.22	\$0.24	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$275.00	\$258.00	\$262.60	\$270.00	\$271.89	\$332.00	\$330.67	\$225.47	\$260.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$349.89	\$343.82	\$356.07	\$377.61	\$352.26	\$666.12	\$513.45	\$323.84	\$327.52	\$412.99
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.12	28.88	25.32	18.07	30.46	14.75	23.58	24.45	23.32	18.31
g. Milkers (\$/hr with benefits & taxes)	\$15.55	\$17.74	\$19.30	\$14.10	\$17.48	\$19.46	\$21.77	\$14.96	\$16.50	\$12.50
h. Total Labor (\$/hr)	\$15.05	\$15.99	\$19.23	\$13.90	\$16.35	\$16.95	\$18.04	\$15.06	\$15.16	\$13.74
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.79	\$8.43	\$7.49	\$7.67	\$9.65	\$7.22	\$10.25	\$7.05	\$8.11	\$7.87
j. Milk Cow Feed Costs (\$/cwt.)	\$10.79	\$11.07	\$11.06	\$11.38	\$10.89	\$26.47	\$17.16	\$10.73	\$10.66	\$9.62

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 801-1500**

Dairy ID Number	Averages		31	32	33	34	35	36	37
	NV Average	Herd Size 801to 1500							
<b>Feed Costs</b>									
a. Dry Roughage	\$44.89	\$44.03	\$42.69	\$45.85	\$63.55	\$47.70	\$42.12	\$43.06	\$48.64
b. Wet Feed & Wet Roughage	\$51.95	\$56.13	\$67.23	\$59.92	\$42.20	\$60.62	\$39.56	\$63.08	\$64.64
c. Concentrates	\$110.41	\$110.21	\$122.23	\$121.50	\$141.28	\$113.18	\$93.62	\$100.67	\$103.69
d. Minerals & Supplements	\$9.51	\$8.51	\$8.25	\$9.61	\$3.79	\$6.27	\$7.42	\$4.91	\$7.05
e. Pasture	\$0.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$217.69	\$218.87	\$240.40	\$236.88	\$250.82	\$227.77	\$182.73	\$211.72	\$224.02
Total Feed Costs (\$/cwt)	\$11.48	\$11.64	\$10.97	\$11.87	\$20.76	\$11.28	\$15.26	\$10.73	\$9.84
<b>Total Hired Labor</b>	\$30.77	\$31.80	\$42.18	\$37.55	\$38.86	\$25.34	\$28.53	\$44.75	\$35.91
Total Hired Labor Costs (\$/cwt)	\$1.62	\$1.69	\$1.92	\$1.88	\$3.22	\$1.25	\$2.38	\$2.27	\$1.58
<b>Total Herd Replacement</b>	\$21.29	\$19.05	\$14.09	\$24.41	\$13.21	\$17.11	\$17.18	\$17.83	\$17.48
Total Replacement Costs (\$/cwt)	\$1.12	\$1.01	\$0.64	\$1.22	\$1.09	\$0.85	\$1.43	\$0.90	\$0.77
<b>Total Operating Costs</b>	\$54.82	\$52.91	\$56.81	\$48.26	\$56.00	\$58.98	\$42.27	\$69.75	\$51.29
Total Operating Costs (\$/cwt)	\$2.89	\$2.81	\$2.59	\$2.42	\$4.63	\$2.92	\$3.53	\$3.54	\$2.25
<b>Total Milk Marketing Costs</b>	\$10.09	\$10.06	\$13.52	\$11.29	\$1.37	\$11.00	\$6.39	\$10.63	\$11.59
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.53	\$0.62	\$0.57	\$0.11	\$0.54	\$0.53	\$0.54	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$334.66	\$332.70	\$367.00	\$358.39	\$360.27	\$340.20	\$277.10	\$354.67	\$340.28
Total Cost (\$/cwt)	\$17.64	\$17.69	\$16.74	\$17.96	\$29.81	\$16.85	\$23.14	\$17.98	\$14.95
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.97	18.81	21.92	19.96	12.08	20.20	11.97	19.73	22.76
b. Lbs Milk Sold/milk cow/day	72.88	72.33	82.26	78.01	49.37	74.79	46.85	73.28	84.31
c. Gross Milk Receipts (\$/cwt)	\$18.44	\$18.21	\$18.01	\$18.81	\$30.91	\$17.86	\$19.87	\$17.32	\$17.44
d. Mailbox Price (\$/cwt)	\$18.49	\$18.11	\$17.90	\$19.25	\$31.80	\$17.39	\$20.18	\$17.15	\$17.60
f. Income Over Feed Cost (\$/cwt)	\$7.01	\$6.47	\$6.93	\$7.38	\$11.04	\$6.11	\$4.92	\$6.42	\$7.76
g. Fat Test %	3.99%	3.82%	3.73%	3.85%	3.88%	3.55%	5.02%	3.85%	3.87%
h. SNF Test %	8.99%	8.91%	8.92%	8.82%	8.91%	8.92%	9.39%	8.88%	8.94%
<b>Related Data</b>									
a. Percent Dry Cows	13%	13%	11%	15%	18%	10%	15%	10%	10%
b. Yearly Cull Rate	42%	39%	35%	47%	26%	31%	30%	36%	41%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.16	\$0.11	\$0.15	\$0.30	\$0.18	\$0.04	\$0.11	\$0.11
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$261.40	\$266.99	\$254.46	\$264.57	\$325.00	\$268.00	\$280.00	\$269.90	\$257.22
e. Grain, Mnrls & Splmnts (\$/ton)	\$367.41	\$364.29	\$371.71	\$357.81	\$629.11	\$341.37	\$343.44	\$346.78	\$335.90
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.96	25.68	25.91	27.84	18.50	25.65	22.46	22.26	24.11
g. Milkers (\$/hr with benefits & taxes)	\$15.45	\$15.16	\$17.39	\$15.12	\$11.27	\$15.63	\$14.09	\$15.41	\$16.13
h. Total Labor (\$/hr)	\$16.09	\$15.70	\$19.63	\$14.45	\$12.48	\$14.90	\$13.38	\$14.97	\$16.89
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.88	\$7.89	\$8.63	\$8.68	\$9.70	\$8.08	\$6.75	\$7.54	\$7.98
j. Milk Cow Feed Costs (\$/cwt.)	\$10.81	\$10.90	\$10.49	\$11.12	\$19.65	\$10.80	\$14.42	\$10.29	\$9.46

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 801-1500**

Dairy ID Number	38	39	40	41	42	43	44	45	46
<b>Feed Costs</b>									
a. Dry Roughage	\$54.17	\$32.79	\$29.34	\$41.27	\$52.99	\$42.12	\$47.84	\$47.47	\$30.70
b. Wet Feed & Wet Roughage	\$55.67	\$68.36	\$55.46	\$48.64	\$64.69	\$53.11	\$38.59	\$68.02	\$51.47
c. Concentrates	\$96.57	\$73.37	\$138.88	\$90.36	\$108.91	\$91.60	\$126.68	\$81.96	\$161.72
d. Minerals & Supplements	\$1.00	\$37.77	\$8.25	\$2.08	\$11.35	\$5.64	\$0.53	\$7.18	\$14.77
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>	\$207.40	\$212.30	\$231.93	\$182.36	\$237.93	\$192.48	\$213.64	\$204.63	\$258.66
Total Feed Costs (\$/cwt)	\$11.52	\$11.80	\$11.76	\$11.51	\$10.20	\$11.63	\$11.19	\$10.65	\$12.24
<b>Total Hired Labor</b>	\$19.70	\$28.50	\$32.62	\$30.50	\$34.22	\$29.60	\$37.94	\$22.20	\$27.18
Total Hired Labor Costs (\$/cwt)	\$1.09	\$1.58	\$1.65	\$1.92	\$1.47	\$1.79	\$1.99	\$1.16	\$1.29
<b>Total Herd Replacement</b>	\$24.26	\$19.93	\$17.73	\$15.85	\$27.56	\$9.81	\$20.35	\$22.07	\$23.07
Total Replacement Costs (\$/cwt)	\$1.35	\$1.11	\$0.90	\$1.00	\$1.18	\$0.59	\$1.07	\$1.15	\$1.09
<b>Total Operating Costs</b>	\$34.45	\$56.77	\$58.63	\$44.55	\$65.29	\$46.16	\$51.54	\$59.35	\$47.57
Total Operating Costs (\$/cwt)	\$1.91	\$3.16	\$2.97	\$2.81	\$2.80	\$2.79	\$2.70	\$3.09	\$2.25
<b>Total Milk Marketing Costs</b>	\$9.78	\$10.77	\$10.67	\$9.33	\$11.72	\$9.32	\$10.55	\$10.40	\$11.18
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.60	\$0.54	\$0.59	\$0.50	\$0.56	\$0.55	\$0.54	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$295.58	\$328.28	\$351.57	\$282.59	\$376.73	\$287.36	\$334.02	\$318.66	\$367.68
Total Cost (\$/cwt)	\$16.41	\$18.25	\$17.82	\$17.83	\$16.15	\$17.37	\$17.50	\$16.58	\$17.39
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.01	17.99	19.73	15.85	23.33	16.54	19.09	19.21	21.14
b. Lbs Milk Sold/milk cow/day	68.09	68.97	77.28	63.60	89.39	66.58	70.35	74.15	80.94
c. Gross Milk Receipts (\$/cwt)	\$17.05	\$17.91	\$17.39	\$18.13	\$16.95	\$18.35	\$18.33	\$17.74	\$17.44
d. Mailbox Price (\$/cwt)	\$16.50	\$17.69	\$17.15	\$18.19	\$16.65	\$17.78	\$18.14	\$17.95	\$17.28
f. Income Over Feed Cost (\$/cwt)	\$4.98	\$5.89	\$5.39	\$6.68	\$6.45	\$6.15	\$6.95	\$7.30	\$5.04
g. Fat Test %	3.55%	3.83%	3.74%	4.05%	3.57%	3.74%	3.69%	4.04%	3.80%
h. SNF Test %	8.93%	8.89%	9.01%	9.14%	8.86%	8.80%	8.88%	8.97%	8.67%
<b>Related Data</b>									
a. Percent Dry Cows	12%	13%	15%	17%	13%	17%	10%	14%	13%
b. Yearly Cull Rate	39%	42%	51%	30%	45%	26%	55%	47%	42%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.24	\$0.20	\$0.16	\$0.27	\$0.13	\$0.11	\$0.16	\$0.13	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$260.00	\$243.26	\$220.00	\$256.29	\$244.12	\$250.00	\$290.00	\$274.46	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$350.81	\$364.52	\$356.11	\$320.56	\$352.37	\$321.24	\$316.31	\$359.69	\$360.17
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.08	22.84	32.05	21.85	25.29	24.36	29.08	18.77	31.57
g. Milkers (\$/hr with benefits & taxes)	\$14.83	\$16.10	\$13.38	\$14.62	\$15.52	\$15.30	\$16.71	\$16.10	\$16.01
h. Total Labor (\$/hr)	\$15.19	\$16.00	\$16.68	\$16.34	\$16.37	\$15.23	\$16.90	\$16.71	\$15.77
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.36	\$7.63	\$8.73	\$6.63	\$8.47	\$7.31	\$7.57	\$7.51	\$8.37
j. Milk Cow Feed Costs (\$/cwt.)	\$10.80	\$11.06	\$11.30	\$10.43	\$9.48	\$10.98	\$10.76	\$10.13	\$10.35

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 1501 Plus**

Dairy ID Number	Averages		47	48	49	50	51	52	53
	NV Average	Herd Size 1501plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$44.89	\$42.76	\$24.20	\$33.77	\$49.93	\$57.11	\$47.32	\$52.73	\$39.69
b. Wet Feed & Wet Roughage	\$51.95	\$50.87	\$61.53	\$58.91	\$73.62	\$50.07	\$82.59	\$60.02	\$92.55
c. Concentrates	\$110.41	\$111.00	\$102.68	\$103.91	\$90.23	\$108.51	\$91.44	\$113.92	\$105.41
d. Minerals & Supplements	\$9.51	\$11.10	\$9.62	\$15.38	\$3.30	\$5.25	\$19.29	\$14.87	\$6.96
e. Pasture	\$0.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$217.69	\$215.74	\$198.02	\$211.97	\$217.07	\$220.94	\$240.64	\$241.54	\$244.61
Total Feed Costs (\$/cwt)	\$11.48	\$11.08	\$10.31	\$9.98	\$11.90	\$11.15	\$9.97	\$10.64	\$10.14
<b>Total Hired Labor</b>	\$30.77	\$30.31	\$31.89	\$39.30	\$26.71	\$40.06	\$33.12	\$34.10	\$34.98
Total Hired Labor Costs (\$/cwt)	\$1.62	\$1.56	\$1.66	\$1.85	\$1.46	\$2.02	\$1.37	\$1.50	\$1.45
<b>Total Herd Replacement</b>	\$21.29	\$22.85	\$19.54	\$19.75	\$21.84	\$24.20	\$18.62	\$28.05	\$21.49
Total Replacement Costs (\$/cwt)	\$1.12	\$1.17	\$1.02	\$0.93	\$1.20	\$1.22	\$0.77	\$1.24	\$0.89
<b>Total Operating Costs</b>	\$54.82	\$56.20	\$40.58	\$51.16	\$51.63	\$52.09	\$65.14	\$48.41	\$65.69
Total Operating Costs (\$/cwt)	\$2.89	\$2.89	\$2.11	\$2.41	\$2.83	\$2.63	\$2.70	\$2.13	\$2.72
<b>Total Milk Marketing Costs</b>	\$10.09	\$10.00	\$10.77	\$12.90	\$10.52	\$11.53	\$12.62	\$11.44	\$12.12
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.51	\$0.56	\$0.61	\$0.58	\$0.58	\$0.52	\$0.50	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$334.66	\$335.09	\$300.79	\$335.08	\$327.76	\$348.82	\$370.13	\$363.53	\$378.88
Total Cost (\$/cwt)	\$17.64	\$17.21	\$15.66	\$15.78	\$17.97	\$17.60	\$15.34	\$16.01	\$15.71
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.97	19.47	19.21	21.23	18.24	19.82	24.14	22.70	24.11
b. Lbs Milk Sold/milk cow/day	72.88	74.64	76.90	80.79	67.78	76.41	92.65	86.98	89.81
c. Gross Milk Receipts (\$/cwt)	\$18.44	\$18.35	\$17.58	\$18.34	\$17.64	\$17.74	\$17.29	\$18.03	\$17.36
d. Mailbox Price (\$/cwt)	\$18.49	\$18.50	\$17.53	\$18.07	\$17.40	\$17.30	\$17.16	\$17.72	\$17.19
f. Income Over Feed Cost (\$/cwt)	\$7.01	\$7.41	\$7.22	\$8.08	\$5.50	\$6.16	\$7.19	\$7.08	\$7.05
g. Fat Test %	3.99%	4.12%	3.66%	3.60%	3.71%	3.72%	3.61%	3.74%	3.66%
h. SNF Test %	8.99%	9.05%	8.99%	8.85%	8.74%	8.87%	8.77%	8.92%	8.81%
<b>Related Data</b>									
a. Percent Dry Cows	13%	13%	17%	12%	10%	14%	13%	13%	11%
b. Yearly Cull Rate	42%	45%	39%	43%	36%	46%	34%	40%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.09	\$0.20	\$0.13	\$0.19	\$0.17	\$0.11	\$0.13	\$0.15
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$261.40	\$255.72	\$252.93	\$252.83	\$247.71	\$251.20	\$220.00	\$257.92	\$251.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$367.41	\$354.59	\$356.64	\$314.98	\$457.61	\$350.32	\$370.51	\$334.62	\$361.57
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.96	26.94	23.52	28.60	14.44	24.54	21.69	28.15	22.22
g. Milkers (\$/hr with benefits & taxes)	\$15.45	\$15.79	\$19.02	\$14.21	\$14.09	\$17.41	\$18.61	\$18.20	\$18.44
h. Total Labor (\$/hr)	\$16.09	\$16.73	\$19.21	\$15.04	\$15.24	\$17.31	\$18.55	\$18.70	\$18.88
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.88	\$7.80	\$7.12	\$7.75	\$7.64	\$8.11	\$8.65	\$8.58	\$8.57
j. Milk Cow Feed Costs (\$/cwt.)	\$10.81	\$10.45	\$9.25	\$9.59	\$11.27	\$10.62	\$9.34	\$9.87	\$9.55

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**North Valley Herd Size 1501 Plus**

Dairy ID Number	54	55	56	57	58	59	60
<b>Feed Costs</b>							
a. Dry Roughage	\$56.07	\$42.13	\$35.43	\$24.80	\$48.95	\$56.60	\$31.96
b. Wet Feed & Wet Roughage	\$53.61	\$44.18	\$48.93	\$38.75	\$25.97	\$49.74	\$40.37
c. Concentrates	\$86.96	\$94.77	\$90.13	\$130.27	\$130.28	\$118.74	\$124.33
d. Minerals & Supplements	\$21.54	\$10.17	\$6.06	\$8.90	\$8.89	\$18.13	\$7.21
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$218.18	\$191.25	\$180.55	\$202.72	\$214.08	\$243.22	\$203.87
Total Feed Costs (\$/cwt)	\$13.02	\$11.87	\$8.92	\$12.26	\$14.19	\$10.27	\$11.36
<b>Total Hired Labor</b>	\$23.61	\$25.50	\$33.14	\$36.73	\$28.48	\$28.49	\$24.34
Total Hired Labor Costs (\$/cwt)	\$1.41	\$1.58	\$1.64	\$2.22	\$1.89	\$1.20	\$1.36
<b>Total Herd Replacement</b>	\$29.01	\$20.15	\$33.41	\$30.63	\$14.16	\$20.75	\$22.07
Total Replacement Costs (\$/cwt)	\$1.73	\$1.25	\$1.65	\$1.85	\$0.94	\$0.88	\$1.23
<b>Total Operating Costs</b>	\$60.18	\$63.45	\$54.31	\$53.86	\$58.22	\$50.62	\$62.44
Total Operating Costs (\$/cwt)	\$3.59	\$3.94	\$2.68	\$3.26	\$3.86	\$2.14	\$3.48
<b>Total Milk Marketing Costs</b>	\$6.83	\$8.07	\$9.02	\$6.59	\$8.31	\$12.11	\$9.83
Total Milk Marketing Costs (\$/cwt)	\$0.41	\$0.50	\$0.45	\$0.40	\$0.55	\$0.51	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	\$337.80	\$308.41	\$310.42	\$330.53	\$323.25	\$355.19	\$322.54
Total Cost (\$/cwt)	\$20.15	\$19.14	\$15.34	\$19.99	\$21.42	\$15.00	\$17.98
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	16.76	16.11	20.24	16.53	15.09	23.67	17.94
b. Lbs Milk Sold/milk cow/day	62.98	62.36	75.90	67.00	61.01	89.16	67.12
c. Gross Milk Receipts (\$/cwt)	\$20.21	\$19.76	\$17.36	\$19.41	\$19.94	\$17.29	\$19.24
d. Mailbox Price (\$/cwt)	\$21.94	\$21.15	\$17.23	\$20.98	\$20.26	\$16.98	\$19.24
f. Income Over Feed Cost (\$/cwt)	\$8.92	\$9.28	\$8.31	\$8.72	\$6.08	\$6.70	\$7.88
g. Fat Test %	5.02%	5.01%	3.69%	4.73%	5.00%	3.62%	4.68%
h. SNF Test %	9.42%	9.31%	8.85%	9.40%	9.47%	8.79%	9.33%
<b>Related Data</b>							
a. Percent Dry Cows	11%	14%	11%	18%	18%	11%	11%
b. Yearly Cull Rate	48%	62%	71%	58%	44%	38%	35%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.02	\$0.03	\$0.11	\$0.03	\$0.03	\$0.13	\$0.02
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$290.81	\$270.75	\$206.13	\$285.00	\$260.00	\$263.49	\$275.46
e. Grain, Mnrls & Splmnts (\$/ton)	\$382.25	\$313.70	\$322.92	\$350.92	\$373.18	\$339.07	\$335.89
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	20.86	25.19	21.45	30.41	29.26	29.92	28.88
g. Milkers (\$/hr with benefits & taxes)	\$11.93	\$22.38	\$14.12	\$15.15	\$12.49	\$18.87	\$13.13
h. Total Labor (\$/hr)	\$12.85	\$20.53	\$15.73	\$18.44	\$15.75	\$17.99	\$14.44
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.78	\$6.98	\$6.46	\$7.56	\$7.95	\$8.76	\$7.32
j. Milk Cow Feed Costs (\$/cwt.)	\$12.35	\$11.19	\$8.52	\$11.29	\$13.03	\$9.83	\$10.91