

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 1, 2010**

**Southern California**

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
<b>Feed Costs</b>	<b>SC Average</b>								
a. Dry Roughage	\$43.36	\$54.90	\$42.29	\$34.56	\$33.54	\$35.78	\$29.27	\$32.82	\$48.82
b. Wet Feed & Wet Roughage	\$20.60	\$27.73	\$26.73	\$28.20	\$27.00	\$27.89	\$27.90	\$16.06	\$8.08
c. Concentrates	\$57.24	\$72.81	\$42.95	\$71.69	\$74.66	\$70.56	\$66.01	\$68.17	\$51.80
d. Minerals & Supplements	\$4.70	\$2.72	\$6.45	\$0.00	\$5.41	\$0.00	\$7.65	\$18.89	\$0.00
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>	\$125.90	\$158.16	\$118.43	\$134.46	\$140.61	\$134.23	\$130.83	\$135.94	\$108.70
<b>Total Feed Costs (\$/cwt.)</b>	\$7.44	\$7.72	\$7.75	\$7.86	\$6.89	\$7.75	\$7.06	\$7.65	\$6.93
<b>Total Hired Labor</b>	\$26.80	\$40.71	\$24.29	\$25.49	\$29.68	\$25.66	\$35.23	\$28.03	\$28.75
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.58	\$1.99	\$1.59	\$1.49	\$1.45	\$1.48	\$1.90	\$1.58	\$1.83
<b>Herd Replacement</b>	\$20.92	\$33.11	\$18.80	\$29.59	\$29.66	\$25.98	\$24.42	\$18.52	\$27.55
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.82	\$6.54	\$8.52	\$7.40	\$8.99	\$6.77	\$9.17	\$9.41	\$9.97
<b>Total Herd Replacement</b>	\$14.10	\$26.57	\$10.28	\$22.19	\$20.68	\$19.21	\$15.26	\$9.11	\$17.58
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.83	\$1.30	\$0.67	\$1.30	\$1.01	\$1.11	\$0.82	\$0.51	\$1.12
<b>Total Operating Costs</b>	\$39.45	\$59.51	\$44.56	\$41.76	\$66.72	\$38.66	\$39.68	\$46.87	\$40.30
<b>Total Operating Costs (\$/cwt.)</b>	\$2.33	\$2.90	\$2.92	\$2.44	\$3.27	\$2.23	\$2.14	\$2.64	\$2.57
<b>Total Milk Marketing Costs</b>	\$10.48	\$11.95	\$7.89	\$9.97	\$10.17	\$10.06	\$9.16	\$8.65	\$9.28
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.62	\$0.58	\$0.52	\$0.58	\$0.50	\$0.58	\$0.49	\$0.49	\$0.59
<b>Total Cost (\$/Cow/Month)</b>	\$216.73	\$296.90	\$205.44	\$233.86	\$267.86	\$227.81	\$230.16	\$228.60	\$204.61
<b>Total Cost (\$/cwt)</b>	\$12.81	\$14.48	\$13.44	\$13.68	\$13.12	\$13.16	\$12.41	\$12.87	\$13.05
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	16.92	20.50	15.28	17.10	20.41	17.32	18.54	17.77	15.68
b. Lbs Milk Sold/milk cow/day	65.53	79.44	59.36	65.62	76.07	66.97	71.87	68.85	57.29
c. Gross Milk Receipts (\$/cwt)	\$14.38	\$13.79	\$13.71	\$15.00	\$13.24	\$14.73	\$13.73	\$13.93	\$13.95
d. Mailbox Price (\$/cwt)	\$14.07	\$13.16	\$13.20	\$14.45	\$12.79	\$14.18	\$13.47	\$13.50	\$13.27
f. Fat Test %	3.60%	3.51%	3.64%	3.74%	3.44%	3.71%	3.66%	3.66%	3.61%
g. SNF Test %	8.85%	8.72%	8.81%	8.80%	8.85%	8.75%	8.88%	8.87%	8.81%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	14%	13%	11%	14%	14%	14%	9%
b. Yearly Cull Rate	29%	42%	24%	43%	47%	35%	36%	30%	36%
c. Avg. Value (/Drop Bull Calf)	\$22.22	\$29.94	\$28.83	\$22.25	\$27.56	\$23.20	\$24.20	\$28.93	\$26.48
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$144.13	\$152.00	\$170.00	\$160.00	\$165.52	\$160.00	\$123.31	\$151.00	\$153.72
e. Grain, Mnrls & Splmnts (\$/ton)	\$194.70	\$197.31	\$196.85	\$178.46	\$199.66	\$179.78	\$212.47	\$226.31	\$182.20
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.29	27.83	18.44	30.06	28.93	29.70	26.00	28.47	20.70
g. Milkers (\$/hr with benefits & taxes)	\$15.88	\$16.29	\$12.41	\$17.00	\$13.27	\$16.06	\$14.49	\$13.28	\$22.03
h. Total Labor (\$/hr)	\$16.28	\$17.62	\$12.97	\$17.07	\$13.14	\$18.13	\$15.45	\$13.52	\$22.58
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.59	\$5.42	\$4.27	\$4.90	\$5.02	\$4.96	\$4.73	\$4.95	\$3.82
j. Milk Cow Feed Costs (\$/cwt.)	\$7.00	\$6.83	\$7.20	\$7.47	\$6.60	\$7.41	\$6.59	\$7.19	\$6.67

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Dairy ID Number	9	10	11	12	13
<b>Feed Costs</b>					
a. Dry Roughage	\$48.16	\$19.56	\$50.82	\$50.36	\$34.26
b. Wet Feed & Wet Roughage	\$31.16	\$38.68	\$1.14	\$10.91	\$30.31
c. Concentrates	\$45.27	\$74.82	\$74.26	\$46.68	\$51.24
d. Minerals & Supplements	\$6.95	\$1.38	\$7.39	\$11.16	\$3.79
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$131.55	\$134.43	\$133.61	\$119.12	\$119.60
<b>Total Feed Costs (\$/cwt.)</b>	\$7.85	\$7.76	\$7.05	\$6.90	\$7.73
<b>Total Hired Labor</b>	\$26.23	\$20.07	\$24.16	\$28.59	\$24.74
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.56	\$1.16	\$1.27	\$1.66	\$1.60
<b>Herd Replacement</b>	\$25.51	\$26.18	\$22.72	\$24.40	\$6.90
Less: Calf Income (\$/Cow/Month)	\$6.35	\$7.91	\$6.74	\$7.97	\$4.99
<b>Total Herd Replacement</b>	\$19.16	\$18.28	\$15.98	\$16.43	\$1.91
<b>Total Replacement Costs (\$/cwt.)</b>	\$1.14	\$1.06	\$0.84	\$0.95	\$0.12
<b>Total Operating Costs</b>	\$41.93	\$25.34	\$43.72	\$41.45	\$30.77
<b>Total Operating Costs (\$/cwt.)</b>	\$2.50	\$1.46	\$2.31	\$2.40	\$1.99
<b>Total Milk Marketing Costs</b>	\$11.79	\$8.63	\$11.88	\$9.81	\$10.11
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.70	\$0.50	\$0.63	\$0.57	\$0.65
<b>Total Cost (\$/Cow/Month)</b>	\$230.65	\$206.74	\$229.34	\$215.39	\$187.13
<b>Total Cost (\$/cwt)</b>	\$13.76	\$11.94	\$12.10	\$12.48	\$12.10
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	16.76	17.32	18.95	17.25	15.47
b. Lbs Milk Sold/milk cow/day	65.94	67.53	71.36	65.76	62.71
c. Gross Milk Receipts (\$/cwt)	\$14.07	\$14.02	\$14.60	\$13.65	\$14.86
d. Mailbox Price (\$/cwt)	\$13.79	\$13.51	\$13.97	\$13.25	\$15.18
f. Fat Test %	3.51%	3.72%	3.71%	3.60%	3.49%
g. SNF Test %	8.78%	8.80%	8.92%	8.84%	8.94%
<b>Related Data</b>					
a. Percent Dry Cows	15%	15%	11%	13%	18%
b. Yearly Cull Rate	30%	35%	33%	38%	9%
c. Avg. Value (/Drop Bull Calf)	\$11.78	\$30.35	\$18.74	\$24.70	\$22.80
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$153.20	\$140.00	\$132.45	\$120.00	\$155.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$197.86	\$221.44	\$210.81	\$201.80	\$209.07
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	19.93	24.93	28.54	20.74	20.80
g. Milkers (\$/hr with benefits & taxes)	\$14.02	\$14.74	\$15.20	\$14.07	\$16.02
h. Total Labor (\$/hr)	\$13.70	\$14.45	\$16.92	\$14.77	\$15.30
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.81	\$4.90	\$4.81	\$4.29	\$4.52
j. Milk Cow Feed Costs (\$/cwt.)	\$7.29	\$7.26	\$6.74	\$6.52	\$7.21