

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2010
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	SC Average								
a. Dry Roughage	\$43.14	\$56.39	\$43.45	\$27.83	\$31.96	\$28.92	\$35.72	\$42.87	\$52.23
b. Wet Feed & Wet Roughage	\$19.61	\$27.83	\$27.07	\$29.68	\$32.59	\$30.92	\$28.51	\$16.51	\$7.81
c. Concentrates	\$59.13	\$75.67	\$42.36	\$69.92	\$74.07	\$69.20	\$73.17	\$66.34	\$54.45
d. Minerals & Supplements	\$4.40	\$5.18	\$6.41	\$5.09	\$4.34	\$5.86	\$16.09	\$18.63	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$126.28	\$165.08	\$119.29	\$132.53	\$142.96	\$134.90	\$153.49	\$144.35	\$114.50
Total Feed Costs (\$/cwt.)	\$6.78	\$7.23	\$7.24	\$7.29	\$6.78	\$7.49	\$7.61	\$7.01	\$6.75
Total Hired Labor	\$29.11	\$42.51	\$24.56	\$27.20	\$31.59	\$25.17	\$36.57	\$27.94	\$29.53
Total Hired Labor Costs (\$/cwt.)	\$1.56	\$1.86	\$1.49	\$1.50	\$1.50	\$1.40	\$1.81	\$1.36	\$1.74
Herd Replacement	\$23.33	\$26.99	\$17.67	\$23.56	\$27.68	\$24.39	\$25.15	\$20.43	\$25.96
Less: Calf Income (\$/Cow/Month)	\$7.26	\$7.13	\$6.55	\$7.74	\$8.18	\$8.01	\$9.14	\$8.57	\$6.86
Total Herd Replacement	\$16.07	\$19.86	\$11.12	\$15.82	\$19.49	\$16.37	\$16.01	\$11.86	\$19.10
Total Replacement Costs (\$/cwt.)	\$0.86	\$0.87	\$0.67	\$0.87	\$0.92	\$0.91	\$0.79	\$0.58	\$1.13
Total Operating Costs	\$44.76	\$48.77	\$43.32	\$42.41	\$72.82	\$46.21	\$38.36	\$43.48	\$41.72
Total Operating Costs (\$/cwt.)	\$2.40	\$2.14	\$2.63	\$2.33	\$3.45	\$2.57	\$1.90	\$2.11	\$2.46
Total Milk Marketing Costs	\$11.24	\$13.28	\$8.33	\$10.57	\$10.50	\$10.45	\$9.82	\$10.00	\$10.03
Total Milk Marketing Costs (\$/cwt.)	\$0.60	\$0.58	\$0.51	\$0.58	\$0.50	\$0.58	\$0.49	\$0.49	\$0.59
Total Cost (\$/Cow/Month)	\$227.46	\$289.49	\$206.62	\$228.53	\$277.36	\$233.11	\$254.25	\$237.63	\$214.88
Total Cost (\$/cwt)	\$12.20	\$12.68	\$12.54	\$12.58	\$13.16	\$12.94	\$12.61	\$11.54	\$12.67
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.64	22.84	16.48	18.17	21.08	18.02	20.16	20.59	16.96
b. Lbs Milk Sold/milk cow/day	69.17	82.25	61.12	68.29	77.48	67.82	75.76	75.72	60.87
c. Gross Milk Receipts (\$/cwt)	\$13.78	\$13.35	\$13.49	\$14.56	\$13.15	\$14.20	\$13.28	\$13.43	\$13.52
d. Mailbox Price (\$/cwt)	\$13.22	\$12.60	\$12.92	\$13.88	\$12.54	\$13.52	\$13.09	\$13.11	\$12.74
f. Fat Test %	3.39%	3.29%	3.53%	3.53%	3.38%	3.42%	3.39%	3.40%	3.37%
g. SNF Test %	8.76%	8.66%	8.75%	8.72%	8.87%	8.69%	8.83%	8.80%	8.76%
Related Data									
a. Percent Dry Cows	11%	8%	11%	12%	10%	12%	12%	10%	8%
b. Yearly Cull Rate	35%	39%	22%	38%	50%	34%	40%	35%	35%
c. Avg. Value (/Drop Bull Calf)	\$43.66	\$46.72	\$54.71	\$47.44	\$56.32	\$47.63	\$54.98	\$55.00	\$43.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$145.69	\$152.00	\$168.00	\$160.00	\$168.72	\$160.00	\$159.86	\$155.00	\$160.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$186.04	\$193.78	\$183.43	\$188.16	\$200.56	\$191.38	\$235.13	\$211.86	\$180.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.43	28.62	19.30	29.43	28.35	29.06	27.77	29.01	21.72
g. Milkers (\$/hr with benefits & taxes)	\$16.10	\$20.02	\$11.99	\$18.22	\$12.83	\$17.20	\$13.47	\$13.22	\$22.48
h. Total Labor (\$/hr)	\$16.92	\$20.32	\$12.61	\$18.20	\$12.63	\$18.22	\$14.71	\$13.82	\$22.81
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.44	\$5.39	\$4.17	\$4.77	\$5.04	\$4.89	\$5.44	\$5.08	\$3.95
j. Milk Cow Feed Costs (\$/cwt.)	\$6.42	\$6.55	\$6.83	\$6.99	\$6.50	\$7.20	\$7.18	\$6.71	\$6.50

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Dairy ID Number	9	10	11	12	13
Feed Costs					
a. Dry Roughage	\$39.17	\$52.71	\$43.74	\$18.17	\$38.68
b. Wet Feed & Wet Roughage	\$33.24	\$0.45	\$19.35	\$33.84	\$27.99
c. Concentrates	\$45.45	\$70.49	\$46.58	\$72.47	\$62.71
d. Minerals & Supplements	\$7.80	\$7.13	\$1.10	\$1.36	\$1.85
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$125.67	\$130.79	\$110.78	\$125.84	\$131.23
Total Feed Costs (\$/cwt.)	\$7.00	\$6.51	\$6.03	\$7.56	\$6.95
Total Hired Labor	\$23.68	\$30.67	\$30.69	\$17.81	\$27.22
Total Hired Labor Costs (\$/cwt.)	\$1.32	\$1.53	\$1.67	\$1.07	\$1.44
Herd Replacement	\$21.99	\$21.07	\$22.56	\$21.21	\$10.43
Less: Calf Income (\$/Cow/Month)	\$6.76	\$7.02	\$7.45	\$6.49	\$10.13
Total Herd Replacement	\$15.23	\$14.06	\$15.11	\$14.72	\$0.30
Total Replacement Costs (\$/cwt.)	\$0.85	\$0.70	\$0.82	\$0.88	\$0.02
Total Operating Costs	\$37.17	\$45.83	\$50.72	\$23.17	\$36.56
Total Operating Costs (\$/cwt.)	\$2.07	\$2.28	\$2.76	\$1.39	\$1.94
Total Milk Marketing Costs	\$12.95	\$12.59	\$9.81	\$8.28	\$12.33
Total Milk Marketing Costs (\$/cwt.)	\$0.72	\$0.63	\$0.53	\$0.50	\$0.65
Total Cost (\$/Cow/Month)	\$214.69	\$233.93	\$217.10	\$189.83	\$207.64
Total Cost (\$/cwt)	\$11.96	\$11.64	\$11.83	\$11.40	\$11.00
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	17.95	20.10	18.36	16.65	18.88
b. Lbs Milk Sold/milk cow/day	70.19	75.47	66.14	65.86	72.36
c. Gross Milk Receipts (\$/cwt)	\$13.53	\$14.09	\$13.35	\$13.45	\$13.15
d. Mailbox Price (\$/cwt)	\$13.22	\$13.35	\$13.16	\$12.83	\$13.01
f. Fat Test %	3.22%	3.42%	3.44%	3.40%	3.25%
g. SNF Test %	8.69%	8.89%	8.78%	8.73%	8.65%
Related Data					
a. Percent Dry Cows	16%	12%	9%	17%	14%
b. Yearly Cull Rate	34%	32%	38%	28%	15%
c. Avg. Value (/Drop Bull Calf)	\$27.19	\$49.82	\$46.49	\$52.20	\$65.41
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$157.42	\$132.10	\$130.49	\$150.00	\$153.80
e. Grain, Mnrls & Splmnts (\$/ton)	\$187.88	\$195.38	\$165.77	\$221.51	\$216.40
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.85	28.39	20.36	25.64	22.74
g. Milkers (\$/hr with benefits & taxes)	\$12.28	\$17.18	\$13.38	\$14.70	\$16.00
h. Total Labor (\$/hr)	\$12.03	\$18.78	\$14.64	\$14.41	\$15.28
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.53	\$4.65	\$3.83	\$4.58	\$4.81
j. Milk Cow Feed Costs (\$/cwt.)	\$6.45	\$6.16	\$5.79	\$6.95	\$6.65