

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 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	\$45.27	\$53.16	\$41.39	\$27.86	\$24.67	\$37.19	\$29.84	\$37.62	\$52.37
b. Wet Feed & Wet Roughage	\$19.64	\$26.30	\$21.74	\$29.52	\$42.49	\$29.96	\$28.29	\$17.07	\$34.88
c. Concentrates	\$60.11	\$79.16	\$48.90	\$69.66	\$73.18	\$77.78	\$66.96	\$66.67	\$33.16
d. Minerals & Supplements	\$4.16	\$3.70	\$6.61	\$5.07	\$3.52	\$18.95	\$6.58	\$18.66	\$6.46
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>	<b>\$129.19</b>	<b>\$162.33</b>	<b>\$118.64</b>	<b>\$132.11</b>	<b>\$143.86</b>	<b>\$163.88</b>	<b>\$131.67</b>	<b>\$140.02</b>	<b>\$126.87</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$7.18</b>	<b>\$7.22</b>	<b>\$8.29</b>	<b>\$7.29</b>	<b>\$7.56</b>	<b>\$8.18</b>	<b>\$7.40</b>	<b>\$7.34</b>	<b>\$7.48</b>
<b>Total Hired Labor</b>	<b>\$28.32</b>	<b>\$45.27</b>	<b>\$24.07</b>	<b>\$26.97</b>	<b>\$33.24</b>	<b>\$33.37</b>	<b>\$24.46</b>	<b>\$28.39</b>	<b>\$26.05</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.57</b>	<b>\$2.01</b>	<b>\$1.68</b>	<b>\$1.49</b>	<b>\$1.75</b>	<b>\$1.67</b>	<b>\$1.37</b>	<b>\$1.49</b>	<b>\$1.54</b>
<b>Herd Replacement</b>	<b>\$20.37</b>	<b>\$26.22</b>	<b>\$17.97</b>	<b>\$17.13</b>	<b>\$27.22</b>	<b>\$26.21</b>	<b>\$22.56</b>	<b>\$21.25</b>	<b>\$22.53</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$5.77</b>	<b>\$5.07</b>	<b>\$5.64</b>	<b>\$6.67</b>	<b>\$8.07</b>	<b>\$6.00</b>	<b>\$7.27</b>	<b>\$6.41</b>	<b>\$5.10</b>
<b>Total Herd Replacement</b>	<b>\$14.60</b>	<b>\$21.16</b>	<b>\$12.33</b>	<b>\$10.46</b>	<b>\$19.16</b>	<b>\$20.22</b>	<b>\$15.29</b>	<b>\$14.84</b>	<b>\$17.44</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$0.81</b>	<b>\$0.94</b>	<b>\$0.86</b>	<b>\$0.58</b>	<b>\$1.01</b>	<b>\$1.01</b>	<b>\$0.86</b>	<b>\$0.78</b>	<b>\$1.03</b>
<b>Total Operating Costs</b>	<b>\$46.27</b>	<b>\$56.50</b>	<b>\$42.51</b>	<b>\$44.07</b>	<b>\$77.47</b>	<b>\$41.16</b>	<b>\$38.63</b>	<b>\$45.16</b>	<b>\$36.56</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.57</b>	<b>\$2.51</b>	<b>\$2.97</b>	<b>\$2.43</b>	<b>\$4.07</b>	<b>\$2.05</b>	<b>\$2.17</b>	<b>\$2.37</b>	<b>\$2.16</b>
<b>Total Milk Marketing Costs</b>	<b>\$10.97</b>	<b>\$13.08</b>	<b>\$7.21</b>	<b>\$10.55</b>	<b>\$9.49</b>	<b>\$9.76</b>	<b>\$10.33</b>	<b>\$9.27</b>	<b>\$12.19</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.61</b>	<b>\$0.58</b>	<b>\$0.53</b>	<b>\$0.58</b>	<b>\$0.53</b>	<b>\$0.53</b>	<b>\$0.58</b>	<b>\$0.53</b>	<b>\$0.72</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$229.34</b>	<b>\$298.33</b>	<b>\$204.77</b>	<b>\$224.16</b>	<b>\$283.22</b>	<b>\$268.38</b>	<b>\$220.38</b>	<b>\$237.69</b>	<b>\$219.11</b>
<b>Total Cost (\$/cwt)</b>	<b>\$12.74</b>	<b>\$13.28</b>	<b>\$14.35</b>	<b>\$12.37</b>	<b>\$14.91</b>	<b>\$13.43</b>	<b>\$12.38</b>	<b>\$12.51</b>	<b>\$12.93</b>
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.00	22.47	14.30	18.13	19.03	20.04	17.80	19.07	16.95
b. Lbs Milk Sold/milk cow/day	67.78	79.39	53.72	68.39	70.82	76.27	67.99	70.76	65.60
c. Gross Milk Receipts (\$/cwt)	\$15.45	\$15.10	\$15.38	\$16.35	\$14.92	\$15.08	\$15.94	\$15.26	\$15.41
d. Mailbox Price (\$/cwt)	\$15.05	\$14.45	\$14.89	\$15.70	\$14.38	\$14.92	\$15.29	\$14.98	\$15.11
f. Fat Test %	3.38%	3.26%	3.56%	3.51%	3.38%	3.39%	3.38%	3.44%	3.27%
g. SNF Test %	8.73%	8.68%	8.63%	8.66%	8.79%	8.80%	8.65%	8.69%	8.65%
<b>Related Data</b>									
a. Percent Dry Cows	13%	8%	13%	14%	12%	14%	15%	12%	16%
b. Yearly Cull Rate	32%	36%	22%	34%	45%	42%	30%	36%	37%
c. Avg. Value (/Drop Bull Calf)	\$57.26	\$54.68	\$62.20	\$61.59	\$61.62	\$61.26	\$61.48	\$61.12	\$33.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$150.65	\$152.00	\$168.00	\$160.00	\$179.73	\$171.42	\$160.00	\$162.75	\$167.06
e. Grain, Mnrls & Splmnts (\$/ton)	\$196.05	\$195.96	\$199.97	\$188.37	\$213.45	\$256.05	\$190.47	\$218.76	\$196.71
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.32	28.58	20.28	29.39	26.22	27.87	29.03	28.32	15.28
g. Milkers (\$/hr with benefits & taxes)	\$15.31	\$20.46	\$11.82	\$18.20	\$13.24	\$13.52	\$17.19	\$13.02	\$12.75
h. Total Labor (\$/hr)	\$15.74	\$21.60	\$12.49	\$18.19	\$13.11	\$14.56	\$18.20	\$13.35	\$12.23
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.59	\$5.24	\$4.14	\$4.77	\$5.08	\$5.84	\$4.83	\$4.90	\$4.52
j. Milk Cow Feed Costs (\$/cwt.)	\$6.77	\$6.60	\$7.71	\$6.97	\$7.17	\$7.65	\$7.11	\$6.93	\$6.89

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Dairy ID Number	9	10	11	12	13
<b>Feed Costs</b>					
a. Dry Roughage	\$58.53	\$49.39	\$17.31	\$48.86	\$39.96
b. Wet Feed & Wet Roughage	\$0.00	\$5.33	\$39.12	\$16.43	\$26.05
c. Concentrates	\$72.88	\$61.31	\$71.77	\$43.27	\$66.26
d. Minerals & Supplements	\$6.60	\$2.97	\$1.37	\$1.31	\$3.16
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$138.01	\$118.99	\$129.58	\$109.86	\$135.44
<b>Total Feed Costs (\$/cwt.)</b>	\$7.30	\$7.90	\$7.78	\$6.51	\$6.90
<b>Total Hired Labor</b>	\$30.70	\$23.06	\$17.81	\$29.26	\$29.16
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.62	\$1.53	\$1.07	\$1.73	\$1.49
<b>Herd Replacement</b>	\$22.18	\$17.14	\$20.13	\$21.64	\$18.54
<b>Less: Calf Income (\$/Cow/Month)</b>	\$7.25	\$5.01	\$6.95	\$6.73	\$4.38
<b>Total Herd Replacement</b>	\$14.93	\$12.13	\$13.18	\$14.91	\$14.15
<b>Total Replacement Costs (\$/cwt.)</b>	\$0.79	\$0.80	\$0.79	\$0.88	\$0.72
<b>Total Operating Costs</b>	\$49.47	\$39.25	\$27.53	\$44.94	\$55.64
<b>Total Operating Costs (\$/cwt.)</b>	\$2.62	\$2.60	\$1.65	\$2.66	\$2.83
<b>Total Milk Marketing Costs</b>	\$11.85	\$8.22	\$8.33	\$8.92	\$12.82
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.63	\$0.55	\$0.53	\$0.53	\$0.65
<b>Total Cost (\$/Cow/Month)</b>	\$244.97	\$201.65	\$196.44	\$207.88	\$247.22
<b>Total Cost (\$/cwt)</b>	\$12.96	\$13.38	\$11.83	\$12.33	\$12.59
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	18.90	15.07	16.65	16.86	19.63
b. Lbs Milk Sold/milk cow/day	71.92	58.06	65.17	64.06	71.67
c. Gross Milk Receipts (\$/cwt)	\$16.20	\$15.05	\$15.41	\$15.23	\$15.03
d. Mailbox Price (\$/cwt)	\$15.44	\$14.92	\$14.86	\$14.97	\$14.77
f. Fat Test %	3.54%	3.48%	3.46%	3.45%	3.24%
g. SNF Test %	8.85%	8.71%	8.72%	8.73%	8.76%
<b>Related Data</b>					
a. Percent Dry Cows	14%	15%	17%	14%	11%
b. Yearly Cull Rate	33%	34%	26%	34%	26%
c. Avg. Value (/Drop Bull Calf)	\$55.10	\$56.00	\$74.29	\$61.63	\$70.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$145.99	\$145.00	\$150.00	\$138.43	\$153.39
e. Grain, Mnrls & Splmnts (\$/ton)	\$205.58	\$211.34	\$228.91	\$162.79	\$216.42
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.73	23.43	24.27	20.23	23.28
g. Milkers (\$/hr with benefits & taxes)	\$16.26	\$14.81	\$14.70	\$13.20	\$15.50
h. Total Labor (\$/hr)	\$17.89	\$15.33	\$14.41	\$14.55	\$14.96
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.93	\$4.27	\$4.66	\$3.88	\$4.78
j. Milk Cow Feed Costs (\$/cwt.)	\$6.85	\$7.35	\$7.15	\$6.06	\$6.66

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.