

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	SC Average								
a. Dry Roughage	\$50.28	\$66.00	\$25.32	\$51.98	\$31.74	\$38.62	\$57.55	\$35.05	\$41.76
b. Wet Feed & Wet Roughage	\$17.29	\$0.35	\$42.95	\$17.43	\$45.31	\$26.53	\$26.83	\$27.10	\$22.40
c. Concentrates	\$71.50	\$88.64	\$82.79	\$52.61	\$73.79	\$89.78	\$89.48	\$88.63	\$77.59
d. Minerals & Supplements	\$3.40	\$6.54	\$1.46	\$1.26	\$5.14	\$0.00	\$3.98	\$0.00	\$5.71
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$142.46	\$161.52	\$152.52	\$123.28	\$155.97	\$154.93	\$177.85	\$150.78	\$147.46
Total Feed Costs (\$/cwt)	\$8.26	\$8.59	\$9.62	\$7.58	\$8.71	\$8.64	\$8.49	\$8.63	\$7.97
Total Hired Labor	\$28.07	\$28.09	\$19.03	\$28.87	\$31.40	\$24.02	\$42.71	\$26.50	\$29.64
Total Hired Labor Costs (\$/cwt)	\$1.63	\$1.49	\$1.20	\$1.78	\$1.75	\$1.34	\$2.04	\$1.52	\$1.60
Herd Replacement	\$20.60	\$23.10	\$20.26	\$19.56	\$26.19	\$22.12	\$25.00	\$23.03	\$17.65
Less: Calf. Income (\$/Cow/Month)	\$4.45	\$5.33	\$6.31	\$4.69	\$6.21	\$4.75	\$4.46	\$4.55	\$3.52
Total Herd Replacement	\$16.15	\$17.77	\$13.95	\$14.87	\$19.98	\$17.37	\$20.54	\$18.48	\$14.13
Total Replacement Costs (\$/cwt)	\$0.94	\$0.95	\$0.88	\$0.91	\$1.12	\$0.97	\$0.98	\$1.06	\$0.76
Total Operating Costs	\$45.22	\$46.08	\$26.92	\$47.63	\$67.12	\$38.66	\$53.34	\$43.09	\$52.29
Total Operating Costs (\$/cwt)	\$2.62	\$2.45	\$1.70	\$2.93	\$3.75	\$2.16	\$2.55	\$2.47	\$2.83
Total Milk Marketing Costs	\$10.61	\$11.94	\$7.98	\$8.73	\$9.02	\$10.54	\$12.39	\$10.32	\$12.31
Total Milk Marketing Costs (\$/cwt.)	\$0.62	\$0.63	\$0.50	\$0.54	\$0.50	\$0.59	\$0.59	\$0.59	\$0.67
Total Cost (\$/Cow/Month)	\$242.50	\$265.40	\$220.41	\$223.39	\$283.48	\$245.54	\$306.83	\$249.17	\$255.83
Total Cost (\$/cwt)	\$14.06	\$14.12	\$13.90	\$13.74	\$15.84	\$13.70	\$14.64	\$14.26	\$13.82
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	17.24	18.80	15.86	16.26	17.90	17.93	20.95	17.48	18.51
b. Lbs Milk Sold/milk cow/day	64.87	71.42	62.05	62.77	68.93	66.71	74.67	66.34	67.62
c. Gross Milk Receipts (\$/cwt)	\$15.97	\$16.92	\$16.20	\$15.63	\$15.18	\$16.54	\$15.76	\$16.94	\$15.57
d. Mailbox Price (\$/cwt)	\$15.49	\$16.14	\$15.58	\$15.35	\$14.57	\$15.75	\$15.13	\$16.25	\$15.30
f. Fat Test %	3.61%	3.86%	3.80%	3.64%	3.65%	3.70%	3.54%	3.77%	3.42%
g. SNF Test %	8.85%	9.01%	8.89%	8.86%	8.82%	8.75%	8.79%	8.78%	8.98%
Related Data									
a. Percent Dry Cows	13%	14%	17%	16%	15%	12%	8%	14%	11%
b. Yearly Cull Rate	34%	35%	27%	31%	44%	31%	37%	32%	31%
c. Avg. Value (/Drop Bull Calf)	\$35.71	\$37.00	\$63.84	\$38.12	\$45.12	\$40.78	\$37.51	\$39.67	\$43.37
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$162.37	\$190.42	\$170.00	\$150.78	\$190.00	\$165.00	\$152.97	\$165.00	\$153.89
e. Grain, Mnrls & Splmnts (\$/ton)	\$231.60	\$230.72	\$267.06	\$215.36	\$247.87	\$219.18	\$227.99	\$218.61	\$246.01
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.13	29.25	23.94	18.31	23.98	30.03	27.87	30.23	24.59
g. Milkers (\$/hr with benefits & taxes)	\$15.36	\$14.75	\$15.69	\$13.35	\$13.36	\$16.93	\$19.17	\$17.95	\$15.11
h. Total Labor (\$/hr)	\$15.82	\$16.36	\$15.39	\$14.76	\$13.05	\$17.94	\$19.77	\$17.94	\$14.62
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.06	\$5.79	\$5.52	\$4.38	\$5.63	\$5.56	\$5.83	\$5.48	\$5.21
j. Milk Cow Feed Costs (\$/cwt)	\$7.80	\$8.10	\$8.89	\$6.97	\$8.16	\$8.34	\$7.80	\$8.26	\$7.70

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Dairy ID Number	9	10	11	12	13	14
Feed Costs						
a. Dry Roughage	\$37.22	\$39.65	\$54.96	\$53.16	\$40.90	\$55.83
b. Wet Feed & Wet Roughage	\$31.43	\$16.79	\$36.24	\$7.75	\$21.93	\$2.51
c. Concentrates	\$85.42	\$79.14	\$42.63	\$64.17	\$57.31	\$66.59
d. Minerals & Supplements	\$9.09	\$18.49	\$6.40	\$0.00	\$6.43	\$3.03
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$163.16	\$154.07	\$140.23	\$125.08	\$126.57	\$127.95
Total Feed Costs (\$/cwt)	\$8.42	\$8.19	\$8.26	\$8.34	\$9.24	\$8.61
Total Hired Labor	\$36.65	\$28.88	\$27.38	\$30.56	\$25.43	\$22.16
Total Hired Labor Costs (\$/cwt)	\$1.89	\$1.54	\$1.61	\$2.04	\$1.86	\$1.49
Herd Replacement	\$25.54	\$24.23	\$25.80	\$20.16	\$18.10	\$17.01
Less: Calf. Income (\$/Cow/Month)	\$6.23	\$5.99	\$5.45	\$5.87	\$4.70	\$2.96
Total Herd Replacement	\$19.31	\$18.24	\$20.35	\$14.29	\$13.41	\$14.05
Total Replacement Costs (\$/cwt)	\$1.00	\$0.97	\$1.20	\$0.95	\$0.98	\$0.95
Total Operating Costs	\$44.70	\$43.12	\$36.94	\$44.36	\$45.95	\$39.80
Total Operating Costs (\$/cwt)	\$2.31	\$2.29	\$2.18	\$2.96	\$3.36	\$2.68
Total Milk Marketing Costs	\$9.57	\$9.30	\$12.48	\$9.19	\$6.99	\$7.87
Total Milk Marketing Costs (\$/cwt.)	\$0.49	\$0.49	\$0.74	\$0.61	\$0.51	\$0.53
Total Cost (\$/Cow/Month)	\$273.39	\$253.62	\$237.38	\$223.48	\$218.34	\$211.84
Total Cost (\$/cwt)	\$14.11	\$13.48	\$13.99	\$14.90	\$15.95	\$14.25
Milk Production Data						
a. Milk Sold/Total Cow/Month/ (cwt)	19.37	18.81	16.97	14.99	13.69	14.87
b. Lbs Milk Sold/milk cow/day	72.75	69.55	64.77	55.30	51.63	57.93
c. Gross Milk Receipts (\$/cwt)	\$15.53	\$15.66	\$16.09	\$15.96	\$15.82	\$15.17
d. Mailbox Price (\$/cwt)	\$15.40	\$15.56	\$15.77	\$15.16	\$15.24	\$14.92
f. Fat Test %	3.62%	3.59%	3.58%	3.74%	3.74%	3.49%
g. SNF Test %	8.89%	8.86%	8.76%	8.59%	8.78%	8.80%
Related Data						
a. Percent Dry Cows	13%	12%	15%	12%	14%	16%
b. Yearly Cull Rate	44%	36%	41%	36%	22%	35%
c. Avg. Value (/Drop Bull Calf)	\$42.82	\$46.82	\$19.64	\$35.43	\$44.62	\$36.67
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$166.29	\$160.50	\$169.88	\$169.20	\$168.00	\$150.31
e. Grain, Mnrls & Splmnts (\$/ton)	\$257.88	\$246.22	\$240.41	\$228.57	\$237.54	\$257.51
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.82	28.72	15.27	20.70	19.71	21.04
g. Milkers (\$/hr with benefits & taxes)	\$14.17	\$13.17	\$12.43	\$22.42	\$11.96	\$14.49
h. Total Labor (\$/hr)	\$14.92	\$13.41	\$12.18	\$22.75	\$12.52	\$15.00
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.77	\$5.40	\$4.97	\$4.38	\$4.44	\$4.63
j. Milk Cow Feed Costs (\$/cwt)	\$7.93	\$7.76	\$7.67	\$7.93	\$8.60	\$7.99