

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7
Feed Costs	SC Average							
a. Dry Roughage	\$76.82	\$86.64	\$51.70	\$51.79	\$47.27	\$57.61	\$53.14	\$67.15
b. Wet Feed & Wet Roughage	\$26.63	\$33.74	\$32.04	\$31.07	\$51.16	\$41.16	\$30.19	\$26.39
c. Concentrates	\$88.23	\$115.27	\$89.04	\$107.54	\$96.95	\$117.87	\$107.98	\$85.65
d. Minerals & Supplements	\$3.84	\$2.43	\$7.11	\$5.30	\$11.52	\$11.98	\$4.51	\$23.67
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$195.52	\$238.07	\$179.89	\$195.70	\$206.89	\$228.61	\$195.82	\$202.85
Total Feed Costs (\$/cwt.)	\$10.97	\$10.98	\$11.89	\$10.38	\$10.83	\$10.52	\$10.31	\$11.07
Total Hired Labor	\$26.37	\$26.61	\$27.16	\$25.99	\$25.73	\$38.97	\$23.57	\$27.21
Total Hired Labor Costs (\$/cwt.)	\$1.48	\$1.23	\$1.79	\$1.38	\$1.35	\$1.79	\$1.24	\$1.49
Total Herd Replacement	\$13.27	\$15.35	\$11.44	\$16.57	\$14.08	\$12.68	\$11.15	\$16.95
Total Replacement Costs (\$/cwt.)	\$0.74	\$0.71	\$0.76	\$0.88	\$0.74	\$0.58	\$0.59	\$0.93
Total Operating Costs	\$42.57	\$51.98	\$45.15	\$39.36	\$77.34	\$49.66	\$38.18	\$49.70
Total Operating Costs (\$/cwt.)	\$2.39	\$2.40	\$2.98	\$2.09	\$4.05	\$2.28	\$2.01	\$2.71
Total Milk Marketing Costs	\$11.37	\$13.01	\$7.97	\$11.86	\$9.94	\$10.96	\$11.91	\$9.24
Total Milk Marketing Costs (\$/cwt.)	\$0.64	\$0.60	\$0.53	\$0.63	\$0.52	\$0.50	\$0.63	\$0.50
Total Cost (\$/Cow/Month)	\$289.11	\$345.03	\$271.60	\$289.48	\$334.00	\$340.88	\$280.63	\$305.96
Total Cost (\$/cwt)	\$16.22	\$15.91	\$17.95	\$15.36	\$17.48	\$15.68	\$14.78	\$16.70
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	17.82	21.69	15.13	18.85	19.11	21.74	18.99	18.32
b. Lbs Milk Sold/milk cow/day	66.78	80.26	58.19	71.71	71.87	80.89	73.07	69.09
c. Gross Milk Receipts (\$/cwt)	\$19.74	\$19.56	\$20.02	\$20.85	\$18.91	\$19.36	\$20.33	\$19.73
d. Mailbox Price (\$/cwt)	\$19.26	\$18.96	\$19.49	\$20.17	\$18.35	\$19.00	\$19.62	\$19.53
f. Income Over Feed Cost (\$/cwt)	\$8.29	\$7.98	\$7.60	\$9.79	\$7.53	\$8.48	\$9.30	\$8.45
g. Fat Test %	3.41%	3.40%	3.63%	3.64%	3.35%	3.45%	3.51%	3.49%
h. SNF Test %	8.74%	8.69%	8.82%	8.75%	8.80%	8.76%	8.71%	8.76%
Related Data								
a. Percent Dry Cows	13%	12%	15%	14%	13%	12%	15%	14%
b. Yearly Cull Rate	35%	36%	32%	38%	37%	37%	33%	36%
c. Avg. Value (/Drop Bull Calf)	\$43.16	\$36.05	\$58.16	\$43.57	\$58.12	\$60.48	\$43.00	\$53.05
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$277.05	\$285.91	\$280.00	\$281.53	\$311.43	\$291.35	\$281.51	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$297.70	\$295.43	\$299.61	\$279.16	\$294.81	\$314.11	\$285.82	\$299.63
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.22	27.60	23.80	30.00	27.17	29.77	29.62	26.83
g. Milkers (\$/hr with benefits & taxes)	\$15.54	\$19.41	\$12.32	\$17.97	\$13.04	\$12.85	\$16.94	\$12.90
h. Total Labor (\$/hr)	\$15.77	\$19.41	\$12.87	\$17.95	\$12.73	\$13.72	\$17.94	\$13.51
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.85	\$7.91	\$6.36	\$7.13	\$7.37	\$7.98	\$7.24	\$7.11
j. Milk Cow Feed Costs (\$/cwt.)	\$10.26	\$9.85	\$10.94	\$9.94	\$10.25	\$9.87	\$9.91	\$10.30

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Dairy ID Number	8	9	10	11	12	13	14
Feed Costs							
a. Dry Roughage	\$97.14	\$91.55	\$71.87	\$85.48	\$49.39	\$81.05	\$71.07
b. Wet Feed & Wet Roughage	\$22.65	\$38.65	\$16.46	\$16.63	\$35.61	\$23.70	\$31.27
c. Concentrates	\$64.60	\$62.52	\$92.17	\$90.69	\$111.48	\$79.07	\$94.08
d. Minerals & Supplements	\$0.00	\$6.53	\$9.69	\$2.62	\$1.30	\$1.10	\$3.09
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$184.39	\$199.25	\$190.20	\$195.41	\$197.79	\$184.93	\$199.51
Total Feed Costs (\$/cwt.)	\$12.59	\$11.27	\$10.73	\$13.73	\$12.44	\$10.31	\$10.12
Total Hired Labor	\$30.86	\$21.67	\$27.88	\$22.93	\$16.86	\$28.72	\$27.66
Total Hired Labor Costs (\$/cwt.)	\$2.11	\$1.23	\$1.57	\$1.61	\$1.06	\$1.60	\$1.40
Total Herd Replacement	\$9.84	\$25.92	\$16.50	\$7.71	\$14.73	\$8.21	\$12.63
Total Replacement Costs (\$/cwt.)	\$0.67	\$1.47	\$0.93	\$0.54	\$0.93	\$0.46	\$0.64
Total Operating Costs	\$46.60	\$40.68	\$48.09	\$40.51	\$24.93	\$39.06	\$43.36
Total Operating Costs (\$/cwt.)	\$3.18	\$2.30	\$2.71	\$2.85	\$1.57	\$2.18	\$2.20
Total Milk Marketing Costs	\$9.02	\$13.94	\$11.45	\$8.39	\$8.26	\$9.60	\$13.30
Total Milk Marketing Costs (\$/cwt.)	\$0.62	\$0.79	\$0.65	\$0.59	\$0.52	\$0.54	\$0.67
Total Cost (\$/Cow/Month)	\$280.71	\$301.47	\$294.11	\$274.94	\$262.56	\$270.52	\$296.46
Total Cost (\$/cwt)	\$19.17	\$17.05	\$16.59	\$19.32	\$16.52	\$15.09	\$15.04
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	14.64	17.69	17.73	14.23	15.89	17.93	19.71
b. Lbs Milk Sold/milk cow/day	54.53	64.75	67.87	54.53	61.55	67.69	71.87
c. Gross Milk Receipts (\$/cwt)	\$19.86	\$19.32	\$20.52	\$19.50	\$19.58	\$19.12	\$19.46
d. Mailbox Price (\$/cwt)	\$19.21	\$18.89	\$19.82	\$19.32	\$19.00	\$18.66	\$19.19
f. Income Over Feed Cost (\$/cwt)	\$6.62	\$7.62	\$9.10	\$5.59	\$6.55	\$8.34	\$9.07
g. Fat Test %	3.42%	3.16%	3.53%	3.54%	3.44%	3.36%	3.32%
h. SNF Test %	8.79%	8.74%	8.83%	8.66%	8.75%	8.69%	8.78%
Related Data							
a. Percent Dry Cows	12%	11%	15%	15%	16%	14%	11%
b. Yearly Cull Rate	34%	41%	43%	36%	33%	25%	33%
c. Avg. Value (/Drop Bull Calf)	\$47.70	\$36.13	\$43.76	\$43.33	\$58.65	\$45.68	\$44.74
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$288.86	\$257.27	\$260.47	\$281.54	\$279.95	\$280.32
e. Grain, Mnrls & Splmnts (\$/ton)	\$294.48	\$320.81	\$288.82	\$337.23	\$329.02	\$276.11	\$300.73
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.33	15.57	26.32	21.18	25.88	20.87	23.40
g. Milkers (\$/hr with benefits & taxes)	\$23.79	\$11.03	\$18.10	\$14.81	\$14.68	\$13.11	\$14.88
h. Total Labor (\$/hr)	\$22.59	\$10.90	\$18.65	\$15.06	\$14.39	\$14.74	\$14.43
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.38	\$6.81	\$6.75	\$6.85	\$7.09	\$6.44	\$6.95
j. Milk Cow Feed Costs (\$/cwt.)	\$11.70	\$10.51	\$9.94	\$12.56	\$11.51	\$9.51	\$9.67