

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2011
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	SC Average								
a. Dry Roughage	\$73.47	\$91.00	\$46.39	\$52.84	\$44.61	\$45.90	\$53.07	\$67.13	\$80.09
b. Wet Feed & Wet Roughage	\$27.61	\$33.62	\$41.99	\$37.42	\$53.99	\$71.00	\$32.47	\$23.48	\$14.25
c. Concentrates	\$93.31	\$112.99	\$79.54	\$119.53	\$101.33	\$92.28	\$126.03	\$99.60	\$79.93
d. Minerals & Supplements	\$3.24	\$2.50	\$7.10	\$0.00	\$7.42	\$13.20	\$0.00	\$18.76	\$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	\$197.62	\$240.11	\$175.02	\$209.79	\$207.34	\$222.38	\$211.58	\$208.97	\$174.27
Total Feed Costs (\$/cwt)	\$11.16	\$11.37	\$11.74	\$11.28	\$11.16	\$11.15	\$10.93	\$11.04	\$11.72
Total Hired Labor	\$27.73	\$40.91	\$28.32	\$24.33	\$27.91	\$35.73	\$21.42	\$28.94	\$31.77
Total Hired Labor Costs (\$/cwt)	\$1.57	\$1.94	\$1.90	\$1.31	\$1.50	\$1.79	\$1.11	\$1.53	\$2.14
Total Herd Replacement	\$13.27	\$17.63	\$11.00	\$16.90	\$12.90	\$14.10	\$12.00	\$15.49	\$8.76
Total Replacement Costs (\$/cwt)	\$0.75	\$0.83	\$0.74	\$0.91	\$0.69	\$0.71	\$0.62	\$0.82	\$0.59
Total Operating Costs	\$43.83	\$50.77	\$48.77	\$41.41	\$68.37	\$56.34	\$37.95	\$54.29	\$48.08
Total Operating Costs (\$/cwt)	\$2.48	\$2.40	\$3.27	\$2.23	\$3.68	\$2.83	\$1.96	\$2.87	\$3.23
Total Milk Marketing Costs	\$11.41	\$12.97	\$7.71	\$11.71	\$9.50	\$10.04	\$12.14	\$9.55	\$9.15
Total Milk Marketing Costs (\$/cwt.)	\$0.64	\$0.61	\$0.52	\$0.63	\$0.51	\$0.50	\$0.63	\$0.50	\$0.62
Total Cost (\$/Cow/Month)	\$293.86	\$362.39	\$270.83	\$304.14	\$326.02	\$338.58	\$295.09	\$317.25	\$272.04
Total Cost (\$/cwt)	\$16.60	\$17.16	\$18.16	\$16.36	\$17.54	\$16.98	\$15.24	\$16.76	\$18.30
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	17.70	21.12	14.91	18.59	18.58	19.94	19.36	18.93	14.87
b. Lbs Milk Sold/milk cow/day	67.32	79.40	58.16	72.39	71.02	74.39	71.94	69.32	56.50
c. Gross Milk Receipts (\$/cwt)	\$18.11	\$18.13	\$18.37	\$19.06	\$17.30	\$17.52	\$18.59	\$18.07	\$18.10
d. Mailbox Price (\$/cwt)	\$17.63	\$17.57	\$17.85	\$18.43	\$16.75	\$17.39	\$17.93	\$17.99	\$17.45
f. Income Over Feed Cost (\$/cwt)	\$6.47	\$6.20	\$6.12	\$7.15	\$5.59	\$6.24	\$7.00	\$6.95	\$5.72
g. Fat Test %	3.57%	3.63%	3.83%	3.73%	3.56%	3.54%	3.63%	3.64%	3.52%
h. SNF Test %	8.88%	8.85%	8.99%	8.92%	8.91%	8.84%	8.88%	8.95%	8.94%
Related Data									
a. Percent Dry Cows	14%	13%	16%	16%	15%	13%	12%	11%	14%
b. Yearly Cull Rate	35%	38%	34%	39%	40%	40%	33%	39%	34%
c. Avg. Value (/Drop Bull Calf)	\$53.39	\$52.06	\$79.12	\$50.81	\$70.65	\$89.70	\$47.64	\$55.93	\$44.55
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$281.00	\$285.91	\$280.00	\$285.00	\$290.00	\$291.02	\$286.73	\$290.00	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$291.53	\$292.28	\$280.53	\$290.72	\$294.01	\$290.78	\$297.32	\$283.22	\$270.16
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.17	27.52	23.19	31.24	27.69	25.93	30.89	30.06	22.48
g. Milkers (\$/hr with benefits & taxes)	\$15.52	\$19.88	\$12.37	\$16.62	\$14.25	\$12.29	\$17.56	\$12.77	\$23.77
h. Total Labor (\$/hr)	\$15.94	\$20.79	\$12.91	\$16.60	\$13.91	\$13.15	\$18.07	\$13.31	\$23.11
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.96	\$7.98	\$6.23	\$7.73	\$7.44	\$7.78	\$7.55	\$7.22	\$6.00
j. Milk Cow Feed Costs (\$/cwt)	\$10.34	\$10.04	\$10.71	\$10.68	\$10.47	\$10.46	\$10.50	\$10.42	\$10.62

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2011
Southern California

Dairy ID Number	9	10	11	12	13	14
Feed Costs						
a. Dry Roughage	\$90.70	\$65.34	\$93.39	\$36.38	\$81.37	\$60.63
b. Wet Feed & Wet Roughage	\$37.46	\$15.34	\$15.63	\$44.61	\$20.74	\$40.76
c. Concentrates	\$60.26	\$115.58	\$92.39	\$116.56	\$78.38	\$87.65
d. Minerals & Supplements	\$6.38	\$10.69	\$2.44	\$0.64	\$1.39	\$3.18
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$194.80	\$206.94	\$203.85	\$198.19	\$181.87	\$192.23
Total Feed Costs (\$/cwt)	\$11.51	\$11.38	\$13.46	\$12.56	\$10.25	\$10.21
Total Hired Labor	\$25.24	\$26.95	\$22.86	\$18.01	\$29.76	\$30.19
Total Hired Labor Costs (\$/cwt)	\$1.49	\$1.48	\$1.51	\$1.14	\$1.68	\$1.60
Total Herd Replacement	\$23.79	\$17.20	\$6.15	\$17.66	\$9.70	\$12.83
Total Replacement Costs (\$/cwt)	\$1.41	\$0.95	\$0.41	\$1.12	\$0.55	\$0.68
Total Operating Costs	\$38.53	\$43.68	\$42.07	\$24.57	\$48.07	\$44.62
Total Operating Costs (\$/cwt)	\$2.28	\$2.40	\$2.78	\$1.56	\$2.71	\$2.37
Total Milk Marketing Costs	\$13.85	\$12.04	\$9.34	\$8.06	\$9.51	\$12.65
Total Milk Marketing Costs (\$/cwt.)	\$0.82	\$0.66	\$0.62	\$0.51	\$0.54	\$0.67
Total Cost (\$/Cow/Month)	\$296.21	\$306.81	\$284.26	\$266.48	\$278.92	\$292.52
Total Cost (\$/cwt)	\$17.50	\$16.87	\$18.77	\$16.88	\$15.72	\$15.54
Milk Production Data						
a. Milk Sold/Total Cow/Month/ (cwt)	16.93	18.18	15.15	15.78	17.75	18.83
b. Lbs Milk Sold/milk cow/day	66.33	69.07	58.47	61.12	67.07	70.61
c. Gross Milk Receipts (\$/cwt)	\$18.07	\$19.04	\$17.71	\$18.16	\$17.43	\$17.76
d. Mailbox Price (\$/cwt)	\$17.61	\$18.38	\$17.42	\$17.58	\$16.94	\$17.48
f. Income Over Feed Cost (\$/cwt)	\$6.10	\$7.00	\$3.96	\$5.02	\$6.69	\$7.26
g. Fat Test %	3.38%	3.81%	3.63%	3.70%	3.45%	3.51%
h. SNF Test %	8.94%	9.00%	8.84%	8.92%	8.87%	8.76%
Related Data						
a. Percent Dry Cows	17%	14%	16%	16%	14%	13%
b. Yearly Cull Rate	38%	42%	34%	35%	28%	36%
c. Avg. Value (/Drop Bull Calf)	\$50.03	\$52.16	\$55.36	\$75.54	\$49.49	\$70.86
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$286.61	\$269.00	\$265.96	\$285.00	\$285.00	\$282.14
e. Grain, Mnrls & Splmnts (\$/ton)	\$298.96	\$304.61	\$312.55	\$315.81	\$263.80	\$292.66
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.00	30.83	23.42	28.08	22.12	23.08
g. Milkers (\$/hr with benefits & taxes)	\$12.43	\$16.57	\$14.49	\$15.67	\$13.44	\$14.62
h. Total Labor (\$/hr)	\$12.02	\$17.09	\$14.86	\$15.38	\$15.11	\$14.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.84	\$7.34	\$7.19	\$7.07	\$6.33	\$6.82
j. Milk Cow Feed Costs (\$/cwt)	\$10.32	\$10.63	\$12.29	\$11.57	\$9.44	\$9.65