

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2012
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7
Feed Costs	SC Average							
a. Dry Roughage	\$70.25	\$59.16	\$49.46	\$55.99	\$33.22	\$55.07	\$66.01	\$94.23
b. Wet Feed & Wet Roughage	\$28.02	\$39.08	\$40.33	\$40.42	\$70.17	\$37.82	\$28.24	\$14.14
c. Concentrates	\$102.94	\$135.07	\$93.94	\$122.62	\$103.86	\$122.93	\$105.21	\$86.11
d. Minerals & Supplements	\$3.36	\$5.37	\$4.79	\$0.00	\$15.20	\$0.00	\$15.73	\$1.37
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$204.57	\$238.68	\$188.52	\$219.04	\$222.45	\$215.82	\$215.19	\$195.86
Total Feed Costs (\$/cwt.)	\$10.68	\$11.20	\$10.71	\$10.45	\$10.41	\$10.30	\$10.76	\$11.33
Total Hired Labor	\$28.22	\$39.60	\$27.76	\$26.09	\$34.52	\$24.74	\$30.81	\$31.52
Total Hired Labor Costs (\$/cwt.)	\$1.47	\$1.86	\$1.58	\$1.24	\$1.62	\$1.18	\$1.54	\$1.82
Total Herd Replacement	\$20.25	\$23.41	\$24.03	\$23.40	\$24.78	\$18.08	\$21.92	\$19.22
Total Replacement Costs (\$/cwt.)	\$1.06	\$1.10	\$1.37	\$1.12	\$1.16	\$0.86	\$1.10	\$1.11
Total Operating Costs	\$47.72	\$42.33	\$43.37	\$45.31	\$39.03	\$40.73	\$46.57	\$37.94
Total Operating Costs (\$/cwt.)	\$2.49	\$1.99	\$2.46	\$2.16	\$1.83	\$1.94	\$2.33	\$2.19
Total Milk Marketing Costs	\$12.63	\$13.20	\$8.99	\$13.00	\$10.87	\$12.95	\$10.16	\$10.45
Total Milk Marketing Costs (\$/cwt.)	\$0.66	\$0.62	\$0.51	\$0.62	\$0.51	\$0.62	\$0.51	\$0.60
Total Cost (\$/Cow/Month)	\$313.39	\$357.22	\$292.67	\$326.84	\$331.65	\$312.32	\$324.64	\$294.99
Total Cost (\$/cwt)	\$16.36	\$16.76	\$16.63	\$15.59	\$15.52	\$14.91	\$16.23	\$17.07
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	19.16	21.32	17.60	20.97	21.37	20.95	20.00	17.28
b. Lbs Milk Sold/milk cow/day	71.11	80.15	66.50	78.87	79.67	79.09	75.21	62.25
c. Gross Milk Receipts (\$/cwt)	\$16.29	\$16.07	\$15.97	\$16.63	\$15.42	\$16.31	\$15.55	\$15.81
d. Mailbox Price (\$/cwt)	\$15.81	\$15.51	\$15.53	\$15.96	\$15.30	\$15.64	\$15.38	\$15.22
f. Income Over Feed Cost (\$/cwt)	\$5.13	\$4.31	\$4.82	\$5.51	\$4.89	\$5.34	\$4.62	\$3.89
g. Fat Test %	3.53%	3.65%	3.77%	3.65%	3.52%	3.56%	3.60%	3.48%
h. SNF Test %	8.88%	8.82%	8.94%	8.86%	8.85%	8.84%	8.91%	8.86%
Related Data								
a. Percent Dry Cows	11%	12%	13%	12%	12%	13%	12%	8%
b. Yearly Cull Rate	36%	36%	34%	39%	47%	36%	38%	34%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.24	\$0.44	\$0.25	\$0.24	\$0.24	\$0.32	\$0.11
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$281.91	\$290.00	\$280.00	\$285.00	\$285.00	\$290.00	\$300.00	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$294.45	\$322.99	\$275.18	\$280.96	\$300.58	\$282.03	\$279.10	\$275.38
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.90	30.43	26.46	32.09	28.28	32.30	32.30	22.91
g. Milkers (\$/hr with benefits & taxes)	\$16.25	\$20.44	\$12.28	\$17.98	\$12.07	\$17.62	\$12.94	\$25.20
h. Total Labor (\$/hr)	\$16.57	\$21.17	\$12.80	\$17.96	\$13.33	\$19.01	\$13.31	\$23.74
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.19	\$7.93	\$6.67	\$7.84	\$7.80	\$7.81	\$7.77	\$6.69
j. Milk Cow Feed Costs (\$/cwt.)	\$10.11	\$9.90	\$10.03	\$9.94	\$9.79	\$9.88	\$10.33	\$10.74

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Dairy ID Number	8	9	10	11	12
Feed Costs					
a. Dry Roughage	\$83.75	\$42.85	\$98.19	\$44.17	\$65.57
b. Wet Feed & Wet Roughage	\$38.26	\$19.31	\$0.00	\$39.77	\$39.94
c. Concentrates	\$78.69	\$122.92	\$99.98	\$120.34	\$90.80
d. Minerals & Supplements	\$5.61	\$9.45	\$2.36	\$1.25	\$2.46
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$206.30	\$194.53	\$200.53	\$205.54	\$198.78
Total Feed Costs (\$/cwt.)	\$11.24	\$10.19	\$11.38	\$11.79	\$10.20
Total Hired Labor	\$26.02	\$29.11	\$22.77	\$17.66	\$30.31
Total Hired Labor Costs (\$/cwt.)	\$1.42	\$1.52	\$1.29	\$1.01	\$1.56
Total Herd Replacement	\$20.41	\$23.11	\$11.73	\$23.26	\$23.22
Total Replacement Costs (\$/cwt.)	\$1.11	\$1.21	\$0.67	\$1.33	\$1.19
Total Operating Costs	\$42.42	\$51.97	\$36.44	\$21.59	\$63.40
Total Operating Costs (\$/cwt.)	\$2.31	\$2.72	\$2.07	\$1.24	\$3.25
Total Milk Marketing Costs	\$14.93	\$12.68	\$10.70	\$8.81	\$13.19
Total Milk Marketing Costs (\$/cwt.)	\$0.81	\$0.66	\$0.61	\$0.51	\$0.68
Total Cost (\$/Cow/Month)	\$310.08	\$311.41	\$282.17	\$276.86	\$328.91
Total Cost (\$/cwt)	\$16.89	\$16.31	\$16.01	\$15.88	\$16.88
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	18.35	19.09	17.63	17.44	19.48
b. Lbs Milk Sold/milk cow/day	66.53	70.91	66.05	68.27	72.62
c. Gross Milk Receipts (\$/cwt)	\$16.00	\$16.89	\$15.25	\$15.81	\$16.75
d. Mailbox Price (\$/cwt)	\$15.51	\$16.17	\$15.04	\$15.22	\$16.47
f. Income Over Feed Cost (\$/cwt)	\$4.27	\$5.98	\$3.66	\$3.43	\$6.27
g. Fat Test %	3.43%	3.80%	3.41%	3.64%	3.42%
h. SNF Test %	8.89%	8.99%	8.83%	8.86%	8.88%
Related Data					
a. Percent Dry Cows	9%	11%	12%	16%	12%
b. Yearly Cull Rate	30%	41%	31%	34%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.30	\$0.21	\$0.18	\$0.31	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$289.78	\$236.14	\$273.18	\$285.00	\$285.57
e. Grain, Mnrls & Splmnts (\$/ton)	\$302.78	\$294.07	\$305.00	\$316.35	\$292.32
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	19.92	32.99	25.16	29.43	23.46
g. Milkers (\$/hr with benefits & taxes)	\$11.65	\$18.88	\$14.81	\$15.89	\$14.42
h. Total Labor (\$/hr)	\$11.72	\$20.02	\$15.11	\$14.05	\$14.55
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.12	\$6.91	\$7.06	\$7.45	\$7.04
j. Milk Cow Feed Costs (\$/cwt.)	\$10.70	\$9.75	\$10.68	\$10.91	\$9.70