

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 1, 2013
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7
Feed Costs	SC Average							
a. Dry Roughage	\$65.53	\$65.15	\$69.28	\$59.04	\$68.93	\$46.56	\$56.32	\$70.98
b. Wet Feed & Wet Roughage	\$35.34	\$33.50	\$54.18	\$54.03	\$26.65	\$76.14	\$53.98	\$28.68
c. Concentrates	\$116.42	\$155.16	\$66.42	\$127.64	\$84.16	\$99.30	\$129.04	\$81.71
d. Minerals & Supplements	\$3.33	\$3.34	\$4.34	\$0.86	\$4.81	\$15.35	\$0.69	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$220.62	\$257.14	\$194.21	\$241.57	\$184.55	\$237.36	\$240.03	\$181.37
Total Feed Costs (\$/cwt.)	\$11.32	\$11.62	\$12.17	\$11.78	\$11.57	\$11.50	\$11.72	\$11.13
Total Hired Labor	\$29.77	\$40.78	\$26.65	\$28.57	\$27.33	\$34.14	\$27.07	\$33.66
Total Hired Labor Costs (\$/cwt.)	\$1.53	\$1.84	\$1.67	\$1.39	\$1.71	\$1.65	\$1.32	\$2.07
Total Herd Replacement	\$19.06	\$22.37	\$19.42	\$15.77	\$7.31	\$20.05	\$19.30	\$12.84
Total Replacement Costs (\$/cwt.)	\$0.98	\$1.01	\$1.22	\$0.77	\$0.46	\$0.97	\$0.94	\$0.79
Total Operating Costs	\$47.84	\$49.07	\$39.49	\$48.21	\$33.65	\$47.46	\$46.49	\$40.96
Total Operating Costs (\$/cwt.)	\$2.45	\$2.22	\$2.47	\$2.35	\$2.11	\$2.30	\$2.27	\$2.51
Total Milk Marketing Costs	\$13.18	\$14.26	\$8.74	\$12.95	\$13.12	\$10.68	\$12.88	\$10.44
Total Milk Marketing Costs (\$/cwt.)	\$0.68	\$0.64	\$0.55	\$0.63	\$0.82	\$0.52	\$0.63	\$0.64
Total Cost (\$/Cow/Month)	\$330.47	\$383.62	\$288.51	\$347.07	\$265.96	\$349.69	\$345.77	\$279.27
Total Cost (\$/cwt)	\$16.96	\$17.33	\$18.08	\$16.93	\$16.67	\$16.94	\$16.88	\$17.14
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	19.49	22.13	15.96	20.50	15.95	20.65	20.48	16.30
b. Lbs Milk Sold/milk cow/day	72.73	83.27	59.42	77.18	60.73	77.73	76.77	59.89
c. Gross Milk Receipts (\$/cwt)	\$18.10	\$17.42	\$17.85	\$18.63	\$16.74	\$17.01	\$18.31	\$17.98
d. Mailbox Price (\$/cwt)	\$17.57	\$16.72	\$17.35	\$17.98	\$16.30	\$16.73	\$17.56	\$17.22
f. Income Over Feed Cost (\$/cwt)	\$6.24	\$5.10	\$5.18	\$6.20	\$4.74	\$5.24	\$5.84	\$6.09
g. Fat Test %	3.64%	3.53%	3.89%	3.80%	3.59%	3.53%	3.72%	3.80%
h. SNF Test %	8.85%	8.75%	8.92%	8.86%	8.63%	8.80%	8.79%	8.80%
Related Data								
a. Percent Dry Cows	11%	11%	10%	11%	12%	11%	11%	9%
b. Yearly Cull Rate	40%	42%	32%	41%	35%	46%	38%	34%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.11	\$0.25	\$0.13	\$0.13	\$0.24	\$0.13	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$254.00	\$284.00	\$275.14	\$277.00	\$0.00	\$262.43	\$277.00	\$240.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$327.61	\$347.60	\$335.47	\$295.22	\$338.53	\$321.16	\$297.03	\$334.67
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.20	33.54	15.38	32.13	19.65	26.32	32.23	17.95
g. Milkers (\$/hr with benefits & taxes)	\$17.10	\$19.99	\$12.18	\$18.91	\$12.50	\$13.66	\$18.84	\$25.27
h. Total Labor (\$/hr)	\$17.17	\$20.86	\$12.76	\$18.82	\$12.78	\$14.33	\$20.07	\$23.33
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.81	\$9.26	\$6.80	\$8.34	\$6.57	\$8.53	\$8.40	\$6.36
j. Milk Cow Feed Costs (\$/cwt.)	\$10.73	\$11.12	\$11.44	\$10.80	\$10.83	\$10.97	\$10.94	\$10.63

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Dairy ID Number	8	9	10
Feed Costs			
a. Dry Roughage	\$76.68	\$74.85	\$62.80
b. Wet Feed & Wet Roughage	\$54.14	\$11.60	\$41.21
c. Concentrates	\$92.71	\$132.47	\$117.34
d. Minerals & Supplements	\$7.94	\$7.98	\$3.39
e. Pasture	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$231.48	\$226.90	\$224.75
Total Feed Costs (\$/cwt.)	\$11.44	\$11.97	\$10.63
Total Hired Labor	\$29.62	\$27.64	\$29.51
Total Hired Labor Costs (\$/cwt.)	\$1.46	\$1.46	\$1.40
Total Herd Replacement	\$21.97	\$17.72	\$27.05
Total Replacement Costs (\$/cwt.)	\$1.09	\$0.93	\$1.28
Total Operating Costs	\$45.39	\$47.23	\$56.53
Total Operating Costs (\$/cwt.)	\$2.24	\$2.49	\$2.67
Total Milk Marketing Costs	\$10.45	\$12.91	\$14.40
Total Milk Marketing Costs (\$/cwt.)	\$0.52	\$0.68	\$0.68
Total Cost (\$/Cow/Month)	\$338.91	\$332.39	\$352.24
Total Cost (\$/cwt)	\$16.76	\$17.53	\$16.66
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	20.23	18.96	21.14
b. Lbs Milk Sold/milk cow/day	76.36	71.31	77.96
c. Gross Milk Receipts (\$/cwt)	\$17.20	\$18.80	\$18.10
d. Mailbox Price (\$/cwt)	\$17.03	\$18.13	\$17.82
f. Income Over Feed Cost (\$/cwt)	\$5.58	\$6.17	\$7.18
g. Fat Test %	3.64%	3.86%	3.44%
h. SNF Test %	8.86%	9.03%	8.88%
Related Data			
a. Percent Dry Cows	12%	11%	10%
b. Yearly Cull Rate	37%	37%	45%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.20	\$0.13	\$0.15
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$257.90	\$262.98	\$236.81
e. Grain, Mnrls & Splmnts (\$/ton)	\$354.78	\$335.62	\$343.60
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.05	30.95	25.77
g. Milkers (\$/hr with benefits & taxes)	\$12.51	\$17.88	\$14.73
h. Total Labor (\$/hr)	\$13.14	\$18.29	\$14.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.35	\$8.14	\$7.97
j. Milk Cow Feed Costs (\$/cwt.)	\$10.94	\$11.42	\$10.22