

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2013
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7
Feed Costs	SC Average							
a. Dry Roughage	\$64.43	\$69.01	\$60.93	\$80.16	\$59.41	\$74.81	\$51.21	\$93.28
b. Wet Feed & Wet Roughage	\$36.59	\$31.63	\$46.03	\$35.08	\$53.73	\$32.44	\$54.83	\$37.00
c. Concentrates	\$115.62	\$144.45	\$85.93	\$64.40	\$132.14	\$78.95	\$135.52	\$90.91
d. Minerals & Supplements	\$3.25	\$2.73	\$7.03	\$5.51	\$0.49	\$0.00	\$0.89	\$6.42
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$219.89	\$247.82	\$199.92	\$185.15	\$245.77	\$186.19	\$242.45	\$227.61
Total Feed Costs (\$/cwt.)	\$11.32	\$11.59	\$11.99	\$11.02	\$11.91	\$10.74	\$11.70	\$10.84
Total Hired Labor	\$29.31	\$41.32	\$25.28	\$25.59	\$28.40	\$34.31	\$23.40	\$29.79
Total Hired Labor Costs (\$/cwt.)	\$1.51	\$1.93	\$1.52	\$1.52	\$1.38	\$1.98	\$1.13	\$1.42
Total Herd Replacement	\$14.09	\$23.12	\$18.53	\$6.28	\$12.06	\$12.06	\$17.50	\$22.10
Total Replacement Costs (\$/cwt.)	\$0.73	\$1.08	\$1.11	\$0.37	\$0.58	\$0.70	\$0.84	\$1.05
Total Operating Costs	\$45.62	\$48.74	\$46.36	\$37.54	\$46.28	\$39.35	\$44.06	\$45.36
Total Operating Costs (\$/cwt.)	\$2.35	\$2.28	\$2.78	\$2.24	\$2.24	\$2.27	\$2.13	\$2.16
Total Milk Marketing Costs	\$12.84	\$13.36	\$9.25	\$13.61	\$12.71	\$10.83	\$12.70	\$10.84
Total Milk Marketing Costs (\$/cwt.)	\$0.66	\$0.62	\$0.55	\$0.81	\$0.62	\$0.62	\$0.61	\$0.52
Total Cost (\$/Cow/Month)	\$321.74	\$374.36	\$299.33	\$268.17	\$345.21	\$282.74	\$340.11	\$335.69
Total Cost (\$/cwt)	\$16.57	\$17.51	\$17.95	\$15.97	\$16.72	\$16.31	\$16.41	\$15.99
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	19.42	21.39	16.68	16.79	20.64	17.34	20.72	21.00
b. Lbs Milk Sold/milk cow/day	70.69	80.87	62.08	62.59	74.95	61.73	72.95	77.81
c. Gross Milk Receipts (\$/cwt)	\$18.48	\$17.88	\$18.16	\$16.87	\$19.15	\$18.19	\$18.74	\$17.73
d. Mailbox Price (\$/cwt)	\$17.88	\$17.29	\$17.56	\$16.44	\$18.58	\$17.47	\$18.15	\$17.59
f. Income Over Feed Cost (\$/cwt)	\$6.56	\$5.70	\$5.57	\$5.42	\$6.67	\$6.73	\$6.46	\$6.75
g. Fat Test %	3.52%	3.40%	3.70%	3.30%	3.65%	3.50%	3.50%	3.55%
h. SNF Test %	8.81%	8.69%	8.81%	8.53%	8.88%	8.75%	8.83%	8.79%
Related Data								
a. Percent Dry Cows	9%	13%	11%	12%	9%	7%	6%	11%
b. Yearly Cull Rate	40%	44%	32%	51%	38%	38%	37%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.08	\$0.09	\$0.19	\$0.04	\$0.08	\$0.12	\$0.08	\$0.17
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$255.78	\$284.00	\$270.00	\$0.00	\$275.39	\$240.00	\$280.18	\$259.83
e. Grain, Mnrls & Splmnts (\$/ton)	\$272.39	\$339.46	\$331.36	\$327.00	\$301.27	\$314.66	\$304.01	\$340.69
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.42	32.02	20.55	15.59	31.57	17.87	31.37	20.75
g. Milkercs (\$/hr with benefits & taxes)	\$17.88	\$20.37	\$11.77	\$11.45	\$18.88	\$23.86	\$18.14	\$12.87
h. Total Labor (\$/hr)	\$18.04	\$21.16	\$12.45	\$11.66	\$18.80	\$22.65	\$19.99	\$13.56
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.66	\$8.95	\$6.98	\$6.48	\$8.49	\$6.38	\$8.27	\$7.94
j. Milk Cow Feed Costs (\$/cwt.)	\$10.84	\$11.07	\$11.24	\$10.35	\$11.32	\$10.34	\$11.34	\$10.21

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Dairy ID Number	8	9
Feed Costs		
a. Dry Roughage	\$58.65	\$60.68
b. Wet Feed & Wet Roughage	\$18.70	\$50.22
c. Concentrates	\$136.39	\$127.35
d. Minerals & Supplements	\$7.71	\$5.10
e. Pasture	\$0.00	\$0.00
Total Feed Costs	\$221.45	\$243.35
Total Feed Costs (\$/cwt.)	\$11.06	\$9.94
Total Hired Labor	\$28.29	\$32.04
Total Hired Labor Costs (\$/cwt.)	\$1.41	\$1.31
Total Herd Replacement	\$15.40	\$20.48
Total Replacement Costs (\$/cwt.)	\$0.77	\$0.84
Total Operating Costs	\$54.40	\$60.19
Total Operating Costs (\$/cwt.)	\$2.72	\$2.46
Total Milk Marketing Costs	\$13.74	\$17.27
Total Milk Marketing Costs (\$/cwt.)	\$0.69	\$0.71
Total Cost (\$/Cow/Month)	\$333.28	\$373.33
Total Cost (\$/cwt)	\$16.65	\$15.24
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt.)	20.02	24.49
b. Lbs Milk Sold/milk cow/day	73.82	84.03
c. Gross Milk Receipts (\$/cwt)	\$19.11	\$17.95
d. Mailbox Price (\$/cwt)	\$18.47	\$17.65
f. Income Over Feed Cost (\$/cwt)	\$7.41	\$7.71
g. Fat Test %	3.63%	3.20%
h. SNF Test %	9.00%	8.72%
Related Data		
a. Percent Dry Cows	11%	4%
b. Yearly Cull Rate	36%	38%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.08	\$0.08
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$227.21	\$235.52
e. Grain, Mnrls & Splmnts (\$/ton)	\$320.08	\$339.01
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.69	26.76
g. Milkers (\$/hr with benefits & taxes)	\$17.96	\$14.65
h. Total Labor (\$/hr)	\$17.35	\$14.78
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.84	\$8.23
j. Milk Cow Feed Costs (\$/cwt.)	\$10.62	\$9.79