

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 1 to 1000**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	SV Average	Herd Size 1to 1000							
<b>Feed Costs</b>									
a. Dry Roughage	\$35.26	\$35.34	\$35.42	\$32.50	\$26.52	\$60.51	\$41.63	\$44.24	\$29.90
b. Wet Feed & Wet Roughage	\$29.48	\$29.26	\$31.41	\$30.40	\$28.83	\$0.00	\$25.23	\$24.78	\$19.10
c. Concentrates	\$85.11	\$76.18	\$110.10	\$73.31	\$85.30	\$70.03	\$96.62	\$51.25	\$88.96
d. Minerals & Supplements	\$7.42	\$5.63	\$6.56	\$1.34	\$0.92	\$2.45	\$0.83	\$0.25	\$20.76
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$157.27	\$146.40	\$183.50	\$137.55	\$141.57	\$132.99	\$164.31	\$120.52	\$158.72
<b>Total Feed Costs (\$/cwt)</b>	\$8.76	\$9.19	\$9.86	\$9.42	\$8.67	\$10.33	\$9.72	\$11.87	\$11.10
<b>Total Hired Labor</b>	\$26.86	\$23.90	\$32.71	\$14.29	\$28.46	\$30.14	\$29.70	\$16.80	\$26.51
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.50	\$1.50	\$1.76	\$0.98	\$1.74	\$2.34	\$1.76	\$1.66	\$1.85
<b>Herd Replacement</b>	\$24.68	\$26.33	\$33.98	\$20.04	\$18.72	\$19.22	\$26.35	\$18.09	\$31.85
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.04	\$5.34	\$5.64	\$6.36	\$4.05	\$4.78	\$3.32	\$4.13	\$2.85
<b>Total Herd Replacement</b>	\$18.63	\$21.00	\$28.33	\$13.68	\$14.67	\$14.45	\$23.02	\$13.95	\$28.99
<b>Total Replacement Costs (\$/cwt)</b>	\$1.04	\$1.32	\$1.52	\$0.94	\$0.90	\$1.12	\$1.36	\$1.37	\$2.03
<b>Total Operating Costs</b>	\$52.45	\$47.29	\$61.39	\$34.46	\$32.59	\$40.92	\$47.06	\$24.46	\$74.87
<b>Total Operating Costs (\$/cwt)</b>	\$2.92	\$2.97	\$3.30	\$2.36	\$2.00	\$3.18	\$2.78	\$2.41	\$5.23
<b>Total Milk Marketing Costs</b>	\$9.02	\$8.17	\$9.72	\$7.59	\$8.46	\$6.72	\$8.47	\$5.30	\$7.16
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.51	\$0.52	\$0.52	\$0.52	\$0.52	\$0.50	\$0.52	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$264.24	\$246.76	\$315.65	\$207.58	\$225.74	\$225.21	\$272.57	\$181.03	\$296.25
<b>Total Cost (\$/cwt)</b>	\$14.71	\$15.48	\$16.96	\$14.21	\$13.83	\$17.49	\$16.13	\$17.83	\$20.71
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	17.96	15.94	18.61	14.60	16.32	12.88	16.90	10.15	14.31
b. Lbs Milk Sold/milk cow/day	68.46	61.49	68.21	56.86	60.36	47.81	61.73	47.88	54.25
c. Gross Milk Receipts (\$/cwt)	\$15.82	\$15.77	\$15.88	\$16.22	\$15.64	\$17.07	\$15.25	\$15.49	\$18.80
d. Mailbox Price (\$/cwt)	\$15.49	\$15.42	\$15.23	\$16.28	\$15.03	\$17.45	\$15.09	\$15.07	\$19.83
f. Fat Test %	3.77%	3.74%	3.89%	3.64%	3.64%	4.14%	3.50%	3.44%	5.09%
g. SNF Test %	8.90%	8.89%	8.97%	9.06%	8.83%	9.29%	8.93%	8.61%	9.45%
<b>Related Data</b>									
a. Percent Dry Cows	14%	15%	11%	16%	12%	12%	11%	31%	14%
b. Yearly Cull Rate	38%	38%	65%	32%	24%	29%	34%	21%	42%
c. Avg. Value (Drop Bull Calf)	\$42.46	\$39.75	\$40.27	\$43.32	\$44.74	\$5.86	\$44.30	\$46.81	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$174.95	\$177.16	\$193.50	\$172.90	\$165.00	\$175.00	\$200.00	\$201.11	\$201.01
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.50	\$251.52	\$270.73	\$248.86	\$244.19	\$244.21	\$266.09	\$259.26	\$273.13
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.17	25.01	31.13	23.37	26.07	21.76	26.28	18.75	29.93
g. Milkers (\$/hr with benefits & taxes)	\$13.00	\$12.13	\$12.46	\$13.71	\$11.67	\$11.92	\$10.97	\$13.28	\$10.83
h. Total Labor (\$/hr)	\$14.00	\$12.58	\$12.88	\$13.71	\$11.77	\$12.67	\$11.39	\$13.87	\$11.94
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.62	\$5.31	\$6.45	\$5.00	\$5.00	\$4.63	\$5.71	\$4.92	\$5.69
j. Milk Cow Feed Costs (\$/cwt.)	\$8.21	\$8.64	\$9.46	\$8.80	\$8.28	\$9.68	\$9.25	\$10.27	\$10.48

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 1 to 1000**

Dairy ID Number	8	9	10	11	12	13	14	15	16	17
<b>Feed Costs</b>										
a. Dry Roughage	\$32.96	\$41.26	\$31.22	\$40.90	\$14.38	\$40.16	\$34.48	\$33.82	\$31.74	\$37.84
b. Wet Feed & Wet Roughage	\$20.88	\$25.97	\$18.91	\$21.93	\$49.77	\$33.31	\$33.40	\$26.03	\$45.31	\$38.78
c. Concentrates	\$68.37	\$126.86	\$104.68	\$57.31	\$87.04	\$67.79	\$36.72	\$74.81	\$73.79	\$58.63
d. Minerals & Supplements	\$2.83	\$0.97	\$3.96	\$6.43	\$22.99	\$8.76	\$1.58	\$0.28	\$5.14	\$4.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$125.04	\$195.05	\$158.77	\$126.57	\$174.18	\$150.02	\$106.17	\$134.94	\$155.97	\$139.25
<b>Total Feed Costs (\$/cwt)</b>	\$8.67	\$9.25	\$8.50	\$9.24	\$8.68	\$9.73	\$9.27	\$8.33	\$8.71	\$8.44
<b>Total Hired Labor</b>	\$13.57	\$22.24	\$28.81	\$25.43	\$32.85	\$10.00	\$19.92	\$31.10	\$31.40	\$17.54
<b>Total Hired Labor Costs (\$/cwt)</b>	\$0.94	\$1.05	\$1.54	\$1.86	\$1.64	\$0.65	\$1.74	\$1.92	\$1.75	\$1.06
<b>Herd Replacement</b>	\$30.06	\$23.54	\$25.17	\$18.10	\$27.66	\$16.90	\$28.87	\$29.74	\$26.19	\$42.60
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.74	\$6.38	\$3.75	\$4.70	\$5.34	\$4.74	\$6.55	\$5.80	\$6.21	\$7.29
<b>Total Herd Replacement</b>	\$23.32	\$17.16	\$21.42	\$13.41	\$22.32	\$12.16	\$22.32	\$23.94	\$19.98	\$35.31
<b>Total Replacement Costs (\$/cwt)</b>	\$1.62	\$0.81	\$1.15	\$0.98	\$1.11	\$0.79	\$1.95	\$1.48	\$1.12	\$2.14
<b>Total Operating Costs</b>	\$42.02	\$41.52	\$54.24	\$45.95	\$64.80	\$43.78	\$35.04	\$40.16	\$67.12	\$43.32
<b>Total Operating Costs (\$/cwt)</b>	\$2.91	\$1.97	\$2.90	\$3.36	\$3.23	\$2.84	\$3.06	\$2.48	\$3.75	\$2.62
<b>Total Milk Marketing Costs</b>	\$7.82	\$10.65	\$9.54	\$6.99	\$9.93	\$8.20	\$6.13	\$8.21	\$9.02	\$8.40
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.54	\$0.51	\$0.51	\$0.51	\$0.49	\$0.53	\$0.54	\$0.51	\$0.50	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$211.76	\$286.62	\$272.78	\$218.34	\$304.08	\$224.15	\$189.59	\$238.36	\$283.48	\$243.83
<b>Total Cost (\$/cwt)</b>	\$14.68	\$13.59	\$14.60	\$15.95	\$15.15	\$14.54	\$16.55	\$14.71	\$15.84	\$14.77
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt)	14.43	21.09	18.69	13.69	20.07	15.42	11.45	16.20	17.90	16.51
b. Lbs Milk Sold/milk cow/day	57.69	80.79	70.37	51.63	77.54	61.93	44.32	63.46	68.93	60.47
c. Gross Milk Receipts (\$/cwt)	\$14.68	\$15.17	\$16.13	\$15.82	\$14.78	\$15.42	\$16.37	\$16.15	\$15.18	\$16.05
d. Mailbox Price (\$/cwt)	\$14.14	\$14.61	\$15.52	\$15.24	\$14.31	\$15.38	\$15.94	\$15.54	\$14.57	\$15.72
f. Fat Test %	3.43%	3.54%	3.77%	3.74%	3.38%	3.65%	4.13%	3.81%	3.65%	3.66%
g. SNF Test %	8.78%	8.89%	8.80%	8.78%	8.70%	9.01%	8.64%	9.05%	8.82%	8.85%
<b>Related Data</b>										
a. Percent Dry Cows	18%	15%	13%	14%	16%	19%	16%	17%	15%	11%
b. Yearly Cull Rate	45%	37%	33%	22%	32%	34%	44%	42%	44%	58%
c. Avg. Value (Drop Bull Calf)	\$45.54	\$47.60	\$45.37	\$44.62	\$44.96	\$38.20	\$43.78	\$41.63	\$45.12	\$44.17
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$190.00	\$189.46	\$170.16	\$168.00	\$150.00	\$190.00	\$155.00	\$155.00	\$190.00	\$174.02
e. Grain, Mnrls & Splmnts (\$/ton)	\$224.47	\$283.04	\$249.67	\$237.54	\$273.53	\$276.57	\$221.91	\$215.21	\$247.87	\$239.44
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.25	34.11	32.30	19.71	30.34	22.24	13.26	27.00	23.98	18.65
g. Milkers (\$/hr with benefits & taxes)	\$15.45	\$10.33	\$12.27	\$11.96	\$11.19	\$14.22	\$13.15	\$13.28	\$13.36	\$10.18
h. Total Labor (\$/hr)	\$15.45	\$10.34	\$12.35	\$12.52	\$13.46	\$14.22	\$13.11	\$13.78	\$13.05	\$10.90
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.70	\$7.10	\$5.67	\$4.44	\$6.20	\$5.68	\$3.88	\$5.12	\$5.63	\$4.84
j. Milk Cow Feed Costs (\$/cwt.)	\$8.15	\$8.79	\$8.06	\$8.60	\$8.00	\$9.18	\$8.76	\$8.07	\$8.16	\$8.01

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 1001-1400**

Dairy ID Number	Averages		18	19	20	21	22	23	24
	SV Average	Herd Size 1001to 1400							
<b>Feed Costs</b>									
a. Dry Roughage	\$35.26	\$35.32	\$47.44	\$39.97	\$37.22	\$39.65	\$31.60	\$38.00	\$36.69
b. Wet Feed & Wet Roughage	\$29.48	\$28.86	\$18.35	\$34.55	\$31.43	\$16.79	\$26.66	\$29.27	\$25.28
c. Concentrates	\$85.11	\$82.99	\$99.02	\$85.98	\$85.42	\$79.14	\$74.97	\$73.83	\$80.44
d. Minerals & Supplements	\$7.42	\$8.25	\$4.45	\$0.30	\$9.09	\$18.49	\$15.19	\$0.24	\$3.22
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$157.27	\$155.42	\$169.27	\$160.79	\$163.16	\$154.07	\$148.43	\$141.34	\$145.62
<b>Total Feed Costs (\$/cwt)</b>	\$8.76	\$9.01	\$9.62	\$8.98	\$8.42	\$8.19	\$10.35	\$10.22	\$8.36
<b>Total Hired Labor</b>	\$26.86	\$29.57	\$29.96	\$30.22	\$36.65	\$28.88	\$24.03	\$26.80	\$30.04
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.50	\$1.71	\$1.70	\$1.69	\$1.89	\$1.54	\$1.68	\$1.94	\$1.73
<b>Herd Replacement</b>	\$24.68	\$23.96	\$22.67	\$26.07	\$25.54	\$24.23	\$23.60	\$29.78	\$30.37
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.04	\$5.32	\$5.26	\$5.06	\$6.23	\$5.99	\$3.66	\$2.23	\$6.22
<b>Total Herd Replacement</b>	\$18.63	\$18.64	\$17.41	\$21.01	\$19.31	\$18.24	\$19.93	\$27.55	\$24.15
<b>Total Replacement Costs (\$/cwt)</b>	\$1.04	\$1.08	\$0.99	\$1.17	\$1.00	\$0.97	\$1.39	\$1.99	\$1.39
<b>Total Operating Costs</b>	\$52.45	\$50.82	\$42.08	\$59.25	\$44.70	\$43.12	\$56.03	\$51.40	\$58.61
<b>Total Operating Costs (\$/cwt)</b>	\$2.92	\$2.95	\$2.39	\$3.31	\$2.31	\$2.29	\$3.91	\$3.71	\$3.37
<b>Total Milk Marketing Costs</b>	\$9.02	\$8.61	\$8.92	\$8.93	\$9.57	\$9.30	\$7.08	\$7.15	\$8.60
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.50	\$0.51	\$0.50	\$0.49	\$0.49	\$0.49	\$0.52	\$0.49
<b>Total Cost (\$/Cow/Month)</b>	\$264.24	\$263.06	\$267.64	\$280.20	\$273.39	\$253.62	\$255.50	\$254.24	\$267.02
<b>Total Cost (\$/cwt)</b>	\$14.71	\$15.26	\$15.21	\$15.65	\$14.11	\$13.48	\$17.81	\$18.38	\$15.34
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	17.96	17.24	17.59	17.91	19.37	18.81	14.35	13.84	17.41
b. Lbs Milk Sold/milk cow/day	68.46	64.99	68.16	66.04	72.75	69.55	53.32	50.13	65.95
c. Gross Milk Receipts (\$/cwt)	\$15.82	\$16.09	\$15.70	\$15.05	\$15.53	\$15.66	\$18.42	\$18.51	\$15.88
d. Mailbox Price (\$/cwt)	\$15.49	\$15.94	\$15.10	\$14.73	\$15.40	\$15.56	\$19.11	\$19.39	\$15.45
f. Fat Test %	3.77%	3.92%	3.82%	3.52%	3.62%	3.59%	4.90%	4.97%	3.75%
g. SNF Test %	8.90%	8.95%	8.85%	8.81%	8.89%	8.86%	9.41%	9.39%	8.81%
<b>Related Data</b>									
a. Percent Dry Cows	14%	13%	16%	12%	13%	12%	12%	10%	14%
b. Yearly Cull Rate	38%	39%	33%	43%	44%	36%	37%	42%	40%
c. Avg. Value (Drop Bull Calf)	\$42.46	\$35.82	\$48.81	\$47.20	\$42.82	\$46.82	\$0.00	\$0.00	\$47.55
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$174.95	\$172.95	\$176.39	\$166.25	\$166.29	\$160.50	\$185.00	\$166.25	\$172.14
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.50	\$259.07	\$278.87	\$264.45	\$257.88	\$246.22	\$274.73	\$264.82	\$251.82
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.17	26.68	28.05	23.64	26.82	28.72	23.67	19.94	24.63
g. Milkers (\$/hr with benefits & taxes)	\$13.00	\$12.45	\$10.72	\$16.17	\$14.17	\$13.17	\$14.83	\$11.17	\$12.00
h. Total Labor (\$/hr)	\$14.00	\$13.49	\$11.22	\$16.46	\$14.92	\$13.41	\$15.77	\$12.10	\$13.54
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.62	\$5.53	\$6.11	\$5.67	\$5.77	\$5.40	\$5.23	\$4.93	\$5.16
j. Milk Cow Feed Costs (\$/cwt.)	\$8.21	\$8.50	\$8.96	\$8.58	\$7.93	\$7.76	\$9.81	\$9.84	\$7.83

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 1001-1400**

Dairy ID Number	25	26
<b>Feed Costs</b>		
a. Dry Roughage	\$23.47	\$28.82
b. Wet Feed & Wet Roughage	\$35.57	\$38.83
c. Concentrates	\$94.17	\$76.28
d. Minerals & Supplements	\$11.02	\$10.95
e. Pasture	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$164.23	\$154.89
<b>Total Feed Costs (\$/cwt)</b>	\$8.61	\$9.04
<b>Total Hired Labor</b>	\$43.25	\$17.35
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.27	\$1.01
<b>Herd Replacement</b>	\$13.15	\$21.88
<b>Less: Calf Income (\$/Cow/Month)</b>	\$5.94	\$7.11
<b>Total Herd Replacement</b>	\$7.21	\$14.78
<b>Total Replacement Costs (\$/cwt)</b>	\$0.38	\$0.86
<b>Total Operating Costs</b>	\$53.57	\$47.24
<b>Total Operating Costs (\$/cwt)</b>	\$2.81	\$2.76
<b>Total Milk Marketing Costs</b>	\$9.69	\$8.44
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.51	\$0.49
<b>Total Cost (\$/Cow/Month)</b>	\$277.95	\$242.69
<b>Total Cost (\$/cwt)</b>	\$14.57	\$14.16
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt)	19.08	17.14
b. Lbs Milk Sold/milk cow/day	75.62	65.33
c. Gross Milk Receipts (\$/cwt)	\$15.34	\$15.66
d. Mailbox Price (\$/cwt)	\$14.74	\$15.34
f. Fat Test %	3.70%	3.78%
g. SNF Test %	8.87%	8.83%
<b>Related Data</b>		
a. Percent Dry Cows	18%	14%
b. Yearly Cull Rate	40%	38%
c. Avg. Value (Drop Bull Calf)	\$47.53	\$43.86
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$170.00	\$193.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$253.64	\$239.10
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.84	27.20
g. Milkers (\$/hr with benefits & taxes)	\$11.60	\$11.67
h. Total Labor (\$/hr)	\$13.24	\$12.34
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.05	\$5.57
j. Milk Cow Feed Costs (\$/cwt.)	\$7.99	\$8.52

Visit [www.cdffa.ca.gov/dairy](http://www.cdffa.ca.gov/dairy) then click on Cost of Production to see full list of feedbacks and other reports.

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 1401-2100**

Dairy ID Number	Averages		27	28	29	30	31	32	33
	SV Average	Herd Size 1401to 2100							
<b>Feed Costs</b>									
a. Dry Roughage	\$35.26	\$35.83	\$37.33	\$36.72	\$38.91	\$43.33	\$32.21	\$39.12	\$41.64
b. Wet Feed & Wet Roughage	\$29.48	\$27.61	\$28.55	\$28.63	\$25.11	\$27.50	\$24.88	\$31.13	\$25.63
c. Concentrates	\$85.11	\$82.74	\$67.73	\$76.53	\$97.59	\$80.45	\$69.84	\$73.41	\$75.70
d. Minerals & Supplements	\$7.42	\$8.21	\$5.90	\$11.58	\$5.16	\$10.70	\$8.24	\$16.76	\$9.99
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$157.27	\$154.38	\$139.50	\$153.46	\$166.76	\$161.99	\$135.17	\$160.42	\$152.95
<b>Total Feed Costs (\$/cwt)</b>	\$8.76	\$9.03	\$9.21	\$8.47	\$9.09	\$8.99	\$10.02	\$7.83	\$8.63
<b>Total Hired Labor</b>	\$26.86	\$25.54	\$26.21	\$18.56	\$23.37	\$17.02	\$20.35	\$16.49	\$28.61
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.50	\$1.49	\$1.73	\$1.02	\$1.27	\$0.94	\$1.51	\$0.80	\$1.61
<b>Herd Replacement</b>	\$24.68	\$22.10	\$20.72	\$31.00	\$24.83	\$24.04	\$19.88	\$25.22	\$18.27
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.04	\$5.45	\$3.85	\$6.89	\$5.35	\$6.79	\$2.72	\$7.37	\$5.07
<b>Total Herd Replacement</b>	\$18.63	\$16.65	\$16.86	\$24.11	\$19.48	\$17.24	\$17.16	\$17.85	\$13.20
<b>Total Replacement Costs (\$/cwt)</b>	\$1.04	\$0.97	\$1.11	\$1.33	\$1.06	\$0.96	\$1.27	\$0.87	\$0.74
<b>Total Operating Costs</b>	\$52.45	\$56.10	\$48.98	\$47.44	\$68.43	\$50.33	\$43.34	\$72.28	\$62.52
<b>Total Operating Costs (\$/cwt)</b>	\$2.92	\$3.28	\$3.23	\$2.62	\$3.73	\$2.79	\$3.21	\$3.53	\$3.53
<b>Total Milk Marketing Costs</b>	\$9.02	\$8.61	\$7.50	\$9.70	\$9.02	\$9.64	\$7.12	\$10.07	\$8.88
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.50	\$0.49	\$0.54	\$0.49	\$0.53	\$0.53	\$0.49	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$264.24	\$261.28	\$239.04	\$253.26	\$287.06	\$256.22	\$223.14	\$277.10	\$266.16
<b>Total Cost (\$/cwt)</b>	\$14.71	\$15.28	\$15.78	\$13.98	\$15.65	\$14.22	\$16.54	\$13.53	\$15.02
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	17.96	17.10	15.15	18.12	18.34	18.02	13.49	20.49	17.73
b. Lbs Milk Sold/milk cow/day	68.46	65.17	58.10	70.91	70.59	70.99	51.52	77.97	64.97
c. Gross Milk Receipts (\$/cwt)	\$15.82	\$16.22	\$17.19	\$16.07	\$15.55	\$15.97	\$18.40	\$15.83	\$15.21
d. Mailbox Price (\$/cwt)	\$15.49	\$15.99	\$17.39	\$15.89	\$15.12	\$15.77	\$18.89	\$15.50	\$14.62
f. Fat Test %	3.77%	3.92%	4.40%	3.60%	3.76%	3.63%	4.90%	3.78%	3.62%
g. SNF Test %	8.90%	8.96%	9.28%	8.85%	8.71%	8.76%	9.41%	8.86%	8.82%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	15%	17%	15%	17%	15%	14%	11%
b. Yearly Cull Rate	38%	35%	35%	45%	36%	34%	25%	45%	27%
c. Avg. Value (Drop Bull Calf)	\$42.46	\$36.09	\$19.81	\$48.42	\$46.63	\$45.08	\$0.00	\$49.35	\$46.62
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$174.95	\$181.65	\$169.80	\$180.00	\$185.01	\$190.08	\$180.00	\$172.28	\$207.57
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.50	\$248.45	\$225.76	\$228.75	\$277.20	\$246.26	\$230.30	\$215.14	\$249.69
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.17	27.80	24.31	29.57	27.66	28.49	25.44	31.10	24.46
g. Milkers (\$/hr with benefits & taxes)	\$13.00	\$12.10	\$11.41	\$10.76	\$11.09	\$10.10	\$10.94	\$12.66	\$14.59
h. Total Labor (\$/hr)	\$14.00	\$13.22	\$14.17	\$11.87	\$11.50	\$10.60	\$12.71	\$13.06	\$15.96
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.62	\$5.52	\$5.03	\$5.59	\$6.01	\$5.93	\$4.87	\$5.73	\$5.30
j. Milk Cow Feed Costs (\$/cwt.)	\$8.21	\$8.47	\$8.65	\$7.88	\$8.51	\$8.35	\$9.46	\$7.35	\$8.16

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 1401-2100**

Dairy ID Number	34	35	36	37	38	39	40	41
<b>Feed Costs</b>								
a. Dry Roughage	\$30.13	\$25.32	\$41.41	\$19.89	\$38.97	\$38.72	\$31.51	\$44.55
b. Wet Feed & Wet Roughage	\$21.07	\$42.95	\$20.57	\$22.67	\$31.26	\$27.24	\$28.97	\$27.88
c. Concentrates	\$78.69	\$82.79	\$74.86	\$85.10	\$97.39	\$80.84	\$108.13	\$82.02
d. Minerals & Supplements	\$13.68	\$1.46	\$0.42	\$5.92	\$11.57	\$10.90	\$0.64	\$12.18
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$143.58	\$152.52	\$137.26	\$133.57	\$179.18	\$157.70	\$169.25	\$166.63
<b>Total Feed Costs (\$/cwt)</b>	\$10.13	\$9.62	\$8.74	\$10.82	\$9.26	\$8.28	\$8.62	\$8.96
<b>Total Hired Labor</b>	\$28.36	\$19.03	\$13.89	\$33.70	\$26.50	\$35.45	\$28.12	\$39.19
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.00	\$1.20	\$0.88	\$2.73	\$1.37	\$1.86	\$1.43	\$2.11
<b>Herd Replacement</b>	\$19.14	\$20.26	\$23.14	\$12.76	\$23.77	\$25.41	\$24.18	\$20.81
Less: Calf Income (\$/Cow/Month)	\$3.30	\$6.31	\$5.55	\$2.99	\$6.06	\$5.54	\$4.72	\$8.84
<b>Total Herd Replacement</b>	\$15.84	\$13.95	\$17.59	\$9.77	\$17.71	\$19.87	\$19.46	\$11.98
<b>Total Replacement Costs (\$/cwt)</b>	\$1.12	\$0.88	\$1.12	\$0.79	\$0.92	\$1.04	\$0.99	\$0.64
<b>Total Operating Costs</b>	\$48.44	\$26.92	\$38.73	\$41.06	\$73.06	\$73.30	\$59.64	\$80.96
<b>Total Operating Costs (\$/cwt)</b>	\$3.42	\$1.70	\$2.47	\$3.33	\$3.78	\$3.85	\$3.04	\$4.35
<b>Total Milk Marketing Costs</b>	\$7.43	\$7.98	\$7.70	\$6.12	\$9.48	\$9.60	\$9.81	\$9.11
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.52	\$0.50	\$0.49	\$0.50	\$0.49	\$0.50	\$0.50	\$0.49
<b>Total Cost (\$/Cow/Month)</b>	\$243.63	\$220.41	\$215.18	\$224.23	\$305.94	\$295.91	\$286.28	\$307.87
<b>Total Cost (\$/cwt)</b>	\$17.19	\$13.90	\$13.70	\$18.16	\$15.82	\$15.54	\$14.58	\$16.55
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	14.18	15.86	15.70	12.34	19.34	19.05	19.64	18.60
b. Lbs Milk Sold/milk cow/day	52.18	62.05	59.72	48.72	73.48	71.54	73.27	70.77
c. Gross Milk Receipts (\$/cwt)	\$18.60	\$16.20	\$15.21	\$18.30	\$15.74	\$16.40	\$15.28	\$15.56
d. Mailbox Price (\$/cwt)	\$19.79	\$15.58	\$14.86	\$18.93	\$15.43	\$15.83	\$14.46	\$15.12
f. Fat Test %	4.93%	3.80%	3.58%	4.84%	3.79%	3.71%	3.62%	3.78%
g. SNF Test %	9.58%	8.89%	8.92%	9.45%	8.94%	8.86%	8.88%	8.74%
<b>Related Data</b>								
a. Percent Dry Cows	11%	17%	14%	17%	14%	13%	13%	14%
b. Yearly Cull Rate	36%	27%	48%	34%	39%	33%	31%	28%
c. Avg. Value (Drop Bull Calf)	\$0.00	\$63.84	\$43.42	\$0.00	\$46.02	\$44.51	\$44.34	\$45.26
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$163.30	\$170.00	\$184.71	\$179.87	\$168.85	\$180.00	\$189.55	\$205.46
e. Grain, Mnrls & Splmnts (\$/ton)	\$265.94	\$267.06	\$233.16	\$268.27	\$255.85	\$244.71	\$262.79	\$255.84
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	24.75	23.94	24.12	26.32	31.71	27.90	30.23	27.29
g. Milkers (\$/hr with benefits & taxes)	\$11.31	\$15.69	\$10.55	\$12.98	\$12.42	\$11.82	\$11.88	\$12.60
h. Total Labor (\$/hr)	\$12.44	\$15.39	\$11.46	\$14.04	\$13.16	\$13.75	\$12.85	\$13.72
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.02	\$5.52	\$4.93	\$4.93	\$6.36	\$5.54	\$6.00	\$5.89
j. Milk Cow Feed Costs (\$/cwt.)	\$9.61	\$8.89	\$8.25	\$10.12	\$8.66	\$7.74	\$8.19	\$8.33

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 2101 Plus**

Dairy ID Number	Averages		42	43	44	45	46	47	48
	SV Average	Herd Size 2101plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$35.26	\$34.97	\$43.29	\$28.94	\$33.07	\$38.39	\$42.42	\$32.97	\$33.15
b. Wet Feed & Wet Roughage	\$29.48	\$30.50	\$29.59	\$31.16	\$36.26	\$28.90	\$28.39	\$28.38	\$43.57
c. Concentrates	\$85.11	\$88.43	\$91.31	\$111.22	\$75.08	\$107.07	\$93.16	\$85.97	\$94.33
d. Minerals & Supplements	\$7.42	\$7.27	\$10.50	\$0.48	\$6.45	\$2.14	\$19.66	\$10.37	\$0.36
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$157.27	\$161.17	\$174.70	\$171.79	\$150.87	\$176.50	\$183.63	\$157.69	\$171.42
<b>Total Feed Costs (\$/cwt)</b>	\$8.76	\$8.53	\$9.41	\$9.00	\$7.91	\$9.60	\$8.48	\$8.95	\$8.30
<b>Total Hired Labor</b>	\$26.86	\$27.56	\$36.93	\$25.25	\$22.66	\$37.67	\$31.52	\$30.97	\$21.92
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.50	\$1.46	\$1.99	\$1.32	\$1.19	\$2.05	\$1.46	\$1.76	\$1.06
<b>Herd Replacement</b>	\$24.68	\$25.65	\$30.49	\$24.04	\$25.68	\$28.46	\$23.66	\$23.54	\$23.91
<b>Less: Calf Income (\$/Cow/Month)</b>	\$6.04	\$6.60	\$6.63	\$6.35	\$5.47	\$6.90	\$6.54	\$5.20	\$6.76
<b>Total Herd Replacement</b>	\$18.63	\$19.05	\$23.86	\$17.69	\$20.22	\$21.56	\$17.13	\$18.34	\$17.15
<b>Total Replacement Costs (\$/cwt)</b>	\$1.04	\$1.01	\$1.29	\$0.93	\$1.06	\$1.17	\$0.79	\$1.04	\$0.83
<b>Total Operating Costs</b>	\$52.45	\$52.17	\$66.80	\$64.16	\$31.47	\$68.45	\$75.53	\$58.77	\$57.65
<b>Total Operating Costs (\$/cwt)</b>	\$2.92	\$2.76	\$3.60	\$3.36	\$1.65	\$3.72	\$3.49	\$3.33	\$2.79
<b>Total Milk Marketing Costs</b>	\$9.02	\$9.46	\$9.43	\$9.62	\$9.55	\$9.09	\$10.60	\$8.90	\$10.11
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.50	\$0.51	\$0.50	\$0.50	\$0.49	\$0.49	\$0.51	\$0.49
<b>Total Cost (\$/Cow/Month)</b>	\$264.24	\$269.41	\$311.72	\$288.52	\$234.76	\$313.28	\$318.41	\$274.67	\$278.25
<b>Total Cost (\$/cwt)</b>	\$14.71	\$14.25	\$16.79	\$15.12	\$12.31	\$17.04	\$14.71	\$15.59	\$13.48
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	17.96	18.90	18.56	19.09	19.08	18.39	21.65	17.62	20.64
b. Lbs Milk Sold/milk cow/day	68.46	72.04	71.14	73.34	70.51	69.53	80.49	66.33	78.61
c. Gross Milk Receipts (\$/cwt)	\$15.82	\$15.62	\$16.83	\$15.05	\$15.35	\$16.30	\$15.55	\$15.88	\$15.82
d. Mailbox Price (\$/cwt)	\$15.49	\$15.23	\$16.38	\$14.86	\$14.77	\$16.28	\$15.07	\$15.27	\$15.44
f. Fat Test %	3.77%	3.68%	3.88%	3.58%	3.59%	3.67%	3.68%	3.69%	3.81%
g. SNF Test %	8.90%	8.87%	8.87%	8.79%	8.72%	8.72%	8.87%	8.87%	8.84%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	15%	15%	12%	14%	12%	13%	14%
b. Yearly Cull Rate	38%	40%	46%	43%	35%	41%	36%	38%	50%
c. Avg. Value (Drop Bull Calf)	\$42.46	\$46.75	\$46.37	\$46.16	\$46.36	\$46.43	\$47.68	\$41.52	\$54.47
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$174.95	\$171.65	\$170.00	\$170.00	\$190.00	\$170.00	\$190.70	\$182.35	\$169.92
e. Grain, Mnrls & Splmnts (\$/ton)	\$252.50	\$253.50	\$287.33	\$264.96	\$225.45	\$303.83	\$259.10	\$258.00	\$278.98
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.17	29.27	26.49	31.68	26.05	26.59	31.80	27.56	24.90
g. Milkers (\$/hr with benefits & taxes)	\$13.00	\$13.77	\$17.26	\$12.32	\$11.92	\$21.01	\$10.22	\$19.88	\$12.83
h. Total Labor (\$/hr)	\$14.00	\$14.77	\$17.62	\$13.51	\$13.56	\$20.73	\$11.77	\$20.36	\$14.03
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.62	\$5.75	\$6.33	\$6.13	\$5.30	\$6.29	\$6.46	\$5.60	\$6.10
j. Milk Cow Feed Costs (\$/cwt.)	\$8.21	\$7.98	\$8.90	\$8.36	\$7.52	\$9.05	\$8.03	\$8.45	\$7.76

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 2101 Plus**

Dairy ID Number	49	50	51	52	53	54	55	56	57
<b>Feed Costs</b>									
a. Dry Roughage	\$38.44	\$40.67	\$33.44	\$35.90	\$45.81	\$29.99	\$33.04	\$44.85	\$27.89
b. Wet Feed & Wet Roughage	\$33.06	\$27.49	\$30.90	\$33.27	\$30.66	\$29.62	\$35.89	\$28.52	\$24.18
c. Concentrates	\$82.12	\$82.27	\$76.18	\$58.62	\$85.34	\$78.08	\$114.48	\$72.00	\$81.90
d. Minerals & Supplements	\$8.98	\$11.98	\$7.96	\$5.66	\$16.20	\$12.92	\$0.80	\$10.85	\$4.42
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$162.60</b>	<b>\$162.41</b>	<b>\$148.48</b>	<b>\$133.44</b>	<b>\$178.00</b>	<b>\$150.61</b>	<b>\$184.21</b>	<b>\$156.22</b>	<b>\$138.39</b>
<b>Total Feed Costs (\$/cwt)</b>	<b>\$9.58</b>	<b>\$8.64</b>	<b>\$7.46</b>	<b>\$8.01</b>	<b>\$9.02</b>	<b>\$8.53</b>	<b>\$8.43</b>	<b>\$8.03</b>	<b>\$8.71</b>
<b>Total Hired Labor</b>	<b>\$20.76</b>	<b>\$27.94</b>	<b>\$16.45</b>	<b>\$19.11</b>	<b>\$33.56</b>	<b>\$24.44</b>	<b>\$26.94</b>	<b>\$35.24</b>	<b>\$21.21</b>
<b>Total Hired Labor Costs (\$/cwt)</b>	<b>\$1.22</b>	<b>\$1.49</b>	<b>\$0.83</b>	<b>\$1.15</b>	<b>\$1.70</b>	<b>\$1.38</b>	<b>\$1.23</b>	<b>\$1.81</b>	<b>\$1.34</b>
<b>Herd Replacement</b>	<b>\$26.94</b>	<b>\$23.26</b>	<b>\$24.81</b>	<b>\$23.74</b>	<b>\$30.16</b>	<b>\$26.79</b>	<b>\$21.43</b>	<b>\$24.33</b>	<b>\$23.48</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$6.64</b>	<b>\$7.45</b>	<b>\$5.39</b>	<b>\$5.41</b>	<b>\$6.81</b>	<b>\$5.55</b>	<b>\$6.90</b>	<b>\$6.05</b>	<b>\$6.83</b>
<b>Total Herd Replacement</b>	<b>\$20.30</b>	<b>\$15.81</b>	<b>\$19.42</b>	<b>\$18.33</b>	<b>\$23.35</b>	<b>\$21.24</b>	<b>\$14.53</b>	<b>\$18.28</b>	<b>\$16.65</b>
<b>Total Replacement Costs (\$/cwt)</b>	<b>\$1.20</b>	<b>\$0.84</b>	<b>\$0.98</b>	<b>\$1.10</b>	<b>\$1.18</b>	<b>\$1.20</b>	<b>\$0.66</b>	<b>\$0.94</b>	<b>\$1.05</b>
<b>Total Operating Costs</b>	<b>\$47.18</b>	<b>\$46.87</b>	<b>\$48.63</b>	<b>\$37.24</b>	<b>\$69.48</b>	<b>\$49.71</b>	<b>\$59.69</b>	<b>\$62.97</b>	<b>\$31.29</b>
<b>Total Operating Costs (\$/cwt)</b>	<b>\$2.78</b>	<b>\$2.49</b>	<b>\$2.44</b>	<b>\$2.24</b>	<b>\$3.52</b>	<b>\$2.81</b>	<b>\$2.73</b>	<b>\$3.24</b>	<b>\$1.97</b>
<b>Total Milk Marketing Costs</b>	<b>\$8.47</b>	<b>\$9.37</b>	<b>\$9.92</b>	<b>\$8.35</b>	<b>\$9.69</b>	<b>\$9.42</b>	<b>\$10.67</b>	<b>\$9.76</b>	<b>\$8.45</b>
<b>Total Milk Marketing Costs (\$/cwt)</b>	<b>\$0.50</b>	<b>\$0.50</b>	<b>\$0.50</b>	<b>\$0.50</b>	<b>\$0.49</b>	<b>\$0.53</b>	<b>\$0.49</b>	<b>\$0.50</b>	<b>\$0.53</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$259.30</b>	<b>\$262.41</b>	<b>\$242.90</b>	<b>\$216.48</b>	<b>\$314.09</b>	<b>\$255.43</b>	<b>\$296.05</b>	<b>\$282.48</b>	<b>\$215.98</b>
<b>Total Cost (\$/cwt)</b>	<b>\$15.28</b>	<b>\$13.96</b>	<b>\$12.20</b>	<b>\$12.99</b>	<b>\$15.92</b>	<b>\$14.46</b>	<b>\$13.54</b>	<b>\$14.52</b>	<b>\$13.60</b>
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	16.96	18.79	19.91	16.66	19.72	17.66	21.86	19.45	15.89
b. Lbs Milk Sold/milk cow/day	63.80	72.61	76.55	62.52	74.28	68.05	82.39	73.79	60.93
c. Gross Milk Receipts (\$/cwt)	\$15.76	\$15.16	\$15.20	\$15.86	\$15.99	\$15.53	\$15.36	\$15.22	\$15.50
d. Mailbox Price (\$/cwt)	\$15.13	\$14.52	\$14.73	\$15.25	\$15.60	\$15.17	\$15.20	\$14.80	\$15.15
f. Fat Test %	3.87%	3.59%	3.63%	3.68%	3.67%	3.61%	3.74%	3.62%	3.77%
g. SNF Test %	8.91%	8.91%	8.86%	8.93%	8.84%	8.89%	8.75%	8.76%	8.91%
<b>Related Data</b>									
a. Percent Dry Cows	13%	16%	15%	13%	13%	15%	13%	14%	15%
b. Yearly Cull Rate	42%	36%	34%	33%	43%	40%	43%	33%	30%
c. Avg. Value (Drop Bull Calf)	\$46.30	\$58.71	\$42.42	\$44.09	\$38.89	\$43.82	\$49.06	\$44.28	\$43.74
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$185.00	\$187.73	\$188.35	\$140.00	\$180.00	\$175.00	\$176.69	\$180.00	\$165.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$261.19	\$238.84	\$225.12	\$234.74	\$282.85	\$249.09	\$262.46	\$238.14	\$231.31
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.72	29.30	28.14	20.50	26.53	27.42	32.47	26.01	27.95
g. Milkers (\$/hr with benefits & taxes)	\$11.97	\$13.26	\$12.91	\$14.08	\$16.45	\$15.62	\$12.48	\$12.38	\$14.93
h. Total Labor (\$/hr)	\$12.01	\$13.99	\$13.05	\$14.17	\$16.50	\$15.99	\$13.87	\$13.66	\$15.21
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.69	\$5.79	\$5.31	\$4.80	\$6.39	\$5.42	\$6.52	\$5.46	\$4.90
j. Milk Cow Feed Costs (\$/cwt.)	\$8.93	\$7.98	\$6.94	\$7.67	\$8.61	\$7.96	\$7.92	\$7.40	\$8.05

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2010**  
**South Valley Herd Size 2101 Plus**

Dairy ID Number	58	59
<b>Feed Costs</b>		
a. Dry Roughage	\$31.60	\$29.32
b. Wet Feed & Wet Roughage	\$33.77	\$25.56
c. Concentrates	\$78.98	\$106.53
d. Minerals & Supplements	\$9.23	\$1.20
e. Pasture	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$153.58</b>	<b>\$162.61</b>
<b>Total Feed Costs (\$/cwt)</b>	<b>\$8.35</b>	<b>\$8.30</b>
<b>Total Hired Labor</b>	<b>\$35.34</b>	<b>\$27.41</b>
<b>Total Hired Labor Costs (\$/cwt)</b>	<b>\$1.92</b>	<b>\$1.40</b>
<b>Herd Replacement</b>	<b>\$30.31</b>	<b>\$25.87</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$6.38</b>	<b>\$8.40</b>
<b>Total Herd Replacement</b>	<b>\$23.93</b>	<b>\$17.47</b>
<b>Total Replacement Costs (\$/cwt)</b>	<b>\$1.30</b>	<b>\$0.89</b>
<b>Total Operating Costs</b>	<b>\$55.21</b>	<b>\$39.12</b>
<b>Total Operating Costs (\$/cwt)</b>	<b>\$3.00</b>	<b>\$2.00</b>
<b>Total Milk Marketing Costs</b>	<b>\$9.15</b>	<b>\$9.64</b>
<b>Total Milk Marketing Costs (\$/cwt)</b>	<b>\$0.50</b>	<b>\$0.49</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$277.22</b>	<b>\$256.26</b>
<b>Total Cost (\$/cwt)</b>	<b>\$15.08</b>	<b>\$13.09</b>
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt)	18.39	19.58
b. Lbs Milk Sold/milk cow/day	71.28	75.98
c. Gross Milk Receipts (\$/cwt)	\$15.42	\$15.78
d. Mailbox Price (\$/cwt)	\$14.79	\$15.58
f. Fat Test %	3.77%	3.60%
g. SNF Test %	8.79%	9.08%
<b>Related Data</b>		
a. Percent Dry Cows	16%	16%
b. Yearly Cull Rate	50%	43%
c. Avg. Value (Drop Bull Calf)	\$48.59	\$49.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$170.00	\$150.88
e. Grain, Mnrls & Splmnts (\$/ton)	\$233.10	\$229.58
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.84	36.41
g. Milkers (\$/hr with benefits & taxes)	\$11.13	\$14.34
h. Total Labor (\$/hr)	\$11.82	\$17.25
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.56	\$5.87
j. Milk Cow Feed Costs (\$/cwt.)	\$7.80	\$7.72

Visit [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy) then click on Cost of Production to see full list of feedbacks and other reports.