

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 1-1000

Dairy ID Number	Averages		1	2	3	4	5	6	7
	SV Average	Herd Size 1to 1000							
Feed Costs									
a. Dry Roughage	\$47.59	\$45.29	\$52.26	\$53.79	\$48.09	\$53.04	\$39.08	\$46.25	\$51.70
b. Wet Feed & Wet Roughage	\$36.55	\$36.30	\$34.31	\$41.21	\$22.81	\$36.68	\$45.05	\$17.86	\$32.04
c. Concentrates	\$105.07	\$96.03	\$104.39	\$96.30	\$102.78	\$95.91	\$60.18	\$121.95	\$89.04
d. Minerals & Supplements	\$9.21	\$6.42	\$8.33	\$0.47	\$0.44	\$0.61	\$0.89	\$16.03	\$7.11
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$198.41	\$184.05	\$199.28	\$191.76	\$174.13	\$186.23	\$145.20	\$202.08	\$179.89
Total Feed Costs (\$/cwt)	\$10.83	\$11.39	\$10.08	\$12.07	\$11.92	\$11.56	\$12.26	\$13.07	\$11.89
Total Hired Labor	\$26.58	\$24.04	\$30.18	\$14.14	\$29.06	\$33.35	\$18.32	\$21.59	\$27.16
Total Hired Labor Costs (\$/cwt)	\$1.45	\$1.49	\$1.53	\$0.89	\$1.99	\$2.07	\$1.55	\$1.40	\$1.79
Total Herd Replacement	\$15.58	\$15.53	\$23.06	\$10.26	\$9.59	\$10.97	\$11.64	\$20.58	\$11.44
Total Replacement Costs (\$/cwt)	\$0.85	\$0.96	\$1.17	\$0.65	\$0.66	\$0.68	\$0.98	\$1.33	\$0.76
Total Operating Costs	\$52.40	\$48.94	\$58.88	\$31.12	\$30.21	\$43.01	\$28.61	\$70.62	\$45.15
Total Operating Costs (\$/cwt)	\$2.86	\$3.03	\$2.98	\$1.96	\$2.07	\$2.67	\$2.42	\$4.57	\$2.98
Total Milk Marketing Costs	\$9.43	\$8.61	\$10.48	\$8.35	\$8.86	\$8.27	\$6.20	\$7.89	\$7.97
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.53	\$0.53	\$0.53	\$0.61	\$0.51	\$0.52	\$0.51	\$0.53
Total Cost (\$/Cow/Month)	\$302.40	\$281.17	\$321.87	\$255.64	\$251.86	\$281.83	\$209.98	\$322.77	\$271.60
Total Cost (\$/cwt)	\$16.50	\$17.41	\$16.28	\$16.09	\$17.24	\$17.50	\$17.73	\$20.88	\$17.95
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	16.15	19.77	15.89	14.61	16.11	11.85	15.46	15.13
b. Lbs Milk Sold/milk cow/day	70.25	62.73	73.60	61.37	56.19	61.11	48.99	58.59	58.19
c. Gross Milk Receipts (\$/cwt)	\$19.85	\$19.78	\$19.80	\$19.83	\$19.96	\$19.31	\$19.39	\$23.04	\$20.02
d. Mailbox Price (\$/cwt)	\$19.28	\$19.32	\$19.20	\$19.48	\$19.36	\$19.08	\$18.97	\$22.80	\$19.49
f. Income Over Feed Cost (\$/cwt)	\$8.45	\$7.92	\$9.12	\$7.41	\$7.44	\$7.52	\$6.71	\$9.73	\$7.60
g. Fat Test %	3.64%	3.63%	3.73%	3.43%	3.66%	3.44%	3.36%	4.92%	3.63%
h. SNF Test %	8.81%	8.80%	8.85%	8.81%	8.70%	8.75%	8.51%	9.32%	8.82%
Related Data									
a. Percent Dry Cows	15%	16%	12%	16%	15%	14%	21%	14%	15%
b. Yearly Cull Rate	43%	61%	56%	30%	27%	32%	27%	43%	32%
c. Avg. Value (Drop Bull Calf)	\$51.93	\$45.74	\$33.90	\$49.26	\$60.00	\$48.00	\$41.29	\$0.00	\$58.16
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$276.19	\$272.28	\$296.76	\$280.00	\$280.00	\$285.00	\$280.00	\$317.88	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$302.60	\$301.63	\$263.91	\$312.29	\$282.55	\$319.25	\$310.80	\$341.20	\$299.61
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.26	26.19	31.43	23.92	28.03	22.43	16.19	30.14	23.80
g. Milkers (\$/hr with benefits & taxes)	\$12.75	\$12.22	\$10.12	\$14.14	\$11.30	\$11.72	\$13.63	\$10.17	\$12.32
h. Total Labor (\$/hr)	\$13.71	\$12.55	\$9.59	\$14.14	\$11.52	\$11.79	\$14.12	\$10.94	\$12.87
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.08	\$6.64	\$7.02	\$6.91	\$6.34	\$6.61	\$5.41	\$7.27	\$6.36
j. Milk Cow Feed Costs (\$/cwt.)	\$10.08	\$10.58	\$9.53	\$11.25	\$11.29	\$10.82	\$11.05	\$12.40	\$10.94

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 1-1000

Dairy ID Number	8	9	10	11	12	13	14	15	16
Feed Costs									
a. Dry Roughage	\$50.34	\$39.66	\$38.77	\$31.27	\$24.48	\$55.82	\$38.46	\$47.27	\$62.80
b. Wet Feed & Wet Roughage	\$24.90	\$35.68	\$30.82	\$29.39	\$54.27	\$36.67	\$39.35	\$51.16	\$36.14
c. Concentrates	\$80.07	\$116.03	\$155.23	\$123.40	\$110.56	\$73.58	\$101.09	\$96.95	\$33.09
d. Minerals & Supplements	\$8.41	\$5.30	\$3.04	\$8.69	\$16.18	\$7.59	\$0.56	\$11.52	\$1.38
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$163.72	\$196.67	\$227.87	\$192.74	\$205.48	\$173.65	\$179.45	\$206.89	\$133.40
Total Feed Costs (\$/cwt)	\$11.78	\$10.98	\$10.25	\$12.49	\$9.74	\$11.43	\$11.84	\$10.83	\$12.68
Total Hired Labor	\$16.85	\$29.95	\$26.31	\$22.01	\$32.80	\$12.49	\$30.19	\$25.73	\$17.81
Total Hired Labor Costs (\$/cwt)	\$1.21	\$1.67	\$1.18	\$1.43	\$1.55	\$0.82	\$1.99	\$1.35	\$1.69
Total Herd Replacement	\$6.43	\$13.02	\$13.87	\$31.91	\$13.87	\$3.70	\$19.46	\$14.08	\$28.21
Total Replacement Costs (\$/cwt)	\$0.46	\$0.73	\$0.62	\$2.07	\$0.66	\$0.24	\$1.28	\$0.74	\$2.68
Total Operating Costs	\$52.72	\$47.74	\$45.53	\$61.63	\$57.40	\$41.77	\$45.18	\$77.34	\$29.76
Total Operating Costs (\$/cwt)	\$3.79	\$2.66	\$2.05	\$3.99	\$2.72	\$2.75	\$2.98	\$4.05	\$2.83
Total Milk Marketing Costs	\$7.82	\$9.47	\$11.59	\$8.45	\$10.79	\$8.14	\$7.95	\$9.94	\$6.18
Total Milk Marketing Costs (\$/cwt)	\$0.56	\$0.53	\$0.52	\$0.55	\$0.51	\$0.54	\$0.52	\$0.52	\$0.59
Total Cost (\$/Cow/Month)	\$247.54	\$296.85	\$325.16	\$316.73	\$320.34	\$239.74	\$282.23	\$334.00	\$215.35
Total Cost (\$/cwt)	\$17.82	\$16.57	\$14.63	\$20.53	\$15.18	\$15.78	\$18.61	\$17.48	\$20.47
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	13.89	17.91	22.23	15.43	21.10	15.19	15.16	19.11	10.52
b. Lbs Milk Sold/milk cow/day	56.66	67.08	84.28	64.80	80.12	59.68	60.27	71.87	40.30
c. Gross Milk Receipts (\$/cwt)	\$18.40	\$19.93	\$19.34	\$21.89	\$18.75	\$19.03	\$20.14	\$18.91	\$20.23
d. Mailbox Price (\$/cwt)	\$17.88	\$19.36	\$18.87	\$21.79	\$18.27	\$18.41	\$19.61	\$18.35	\$19.79
f. Income Over Feed Cost (\$/cwt)	\$6.10	\$8.38	\$8.62	\$9.30	\$8.53	\$6.98	\$7.78	\$7.53	\$7.11
g. Fat Test %	3.31%	3.56%	3.50%	4.44%	3.23%	3.31%	3.70%	3.35%	3.91%
h. SNF Test %	8.50%	8.68%	8.78%	9.10%	8.72%	8.94%	8.84%	8.80%	8.66%
Related Data									
a. Percent Dry Cows	20%	13%	14%	22%	14%	17%	18%	13%	15%
b. Yearly Cull Rate	25%	32%	39%	44%	31%	23%	43%	37%	56%
c. Avg. Value (Drop Bull Calf)	\$53.85	\$46.53	\$60.00	\$2.00	\$52.93	\$43.09	\$48.00	\$58.12	\$57.92
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$292.25	\$268.00	\$275.00	\$240.15	\$265.00	\$260.00	\$311.43	\$230.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$286.06	\$295.20	\$330.79	\$325.12	\$293.84	\$302.20	\$295.63	\$294.81	\$270.91
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.07	30.40	35.71	33.18	32.10	21.11	26.97	27.17	9.65
g. Milkers (\$/hr with benefits & taxes)	\$17.09	\$12.18	\$9.92	\$12.28	\$11.28	\$14.57	\$12.72	\$13.04	\$13.15
h. Total Labor (\$/hr)	\$17.09	\$12.55	\$10.07	\$13.48	\$13.85	\$13.11	\$13.01	\$12.73	\$13.10
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.20	\$6.98	\$7.74	\$7.33	\$7.28	\$6.38	\$6.54	\$7.37	\$4.75
j. Milk Cow Feed Costs (\$/cwt.)	\$10.94	\$10.40	\$9.19	\$11.32	\$9.08	\$10.69	\$10.85	\$10.25	\$11.80

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 1001-1500

Dairy ID Number	Averages		17	18	19	20	21	22	23
	SV Average	Herd Size 1001to 1500							
Feed Costs									
a. Dry Roughage	\$47.59	\$49.40	\$76.28	\$56.28	\$45.23	\$57.61	\$67.15	\$44.25	\$49.56
b. Wet Feed & Wet Roughage	\$36.55	\$37.54	\$22.52	\$42.85	\$42.94	\$41.16	\$26.39	\$25.50	\$31.96
c. Concentrates	\$105.07	\$99.56	\$121.40	\$108.96	\$80.99	\$117.87	\$85.65	\$97.67	\$86.64
d. Minerals & Supplements	\$9.21	\$12.11	\$0.00	\$0.28	\$11.96	\$11.98	\$23.67	\$7.79	\$0.23
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$198.41	\$198.60	\$220.19	\$208.36	\$181.12	\$228.61	\$202.85	\$175.21	\$168.39
Total Feed Costs (\$/cwt)	\$10.83	\$11.02	\$12.78	\$10.58	\$11.99	\$10.52	\$11.07	\$11.82	\$11.22
Total Hired Labor	\$26.58	\$25.63	\$34.19	\$23.58	\$18.78	\$38.97	\$27.21	\$24.91	\$24.71
Total Hired Labor Costs (\$/cwt)	\$1.45	\$1.42	\$1.98	\$1.20	\$1.24	\$1.79	\$1.49	\$1.68	\$1.65
Total Herd Replacement	\$15.58	\$17.57	\$13.94	\$16.20	\$20.51	\$12.68	\$16.95	\$15.71	\$18.25
Total Replacement Costs (\$/cwt)	\$0.85	\$0.97	\$0.81	\$0.82	\$1.36	\$0.58	\$0.93	\$1.06	\$1.22
Total Operating Costs	\$52.40	\$53.02	\$43.02	\$59.12	\$41.53	\$49.66	\$49.70	\$52.19	\$48.51
Total Operating Costs (\$/cwt)	\$2.86	\$2.94	\$2.50	\$3.00	\$2.75	\$2.28	\$2.71	\$3.52	\$3.23
Total Milk Marketing Costs	\$9.43	\$9.27	\$8.97	\$10.05	\$7.67	\$10.96	\$9.24	\$7.46	\$8.05
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.51	\$0.52	\$0.51	\$0.51	\$0.50	\$0.50	\$0.50	\$0.54
Total Cost (\$/Cow/Month)	\$302.40	\$304.10	\$320.32	\$317.32	\$269.61	\$340.88	\$305.96	\$275.48	\$267.91
Total Cost (\$/cwt)	\$16.50	\$16.87	\$18.59	\$16.11	\$17.85	\$15.68	\$16.70	\$18.58	\$17.85
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	18.02	17.23	19.69	15.10	21.74	18.32	14.83	15.01
b. Lbs Milk Sold/milk cow/day	70.25	68.67	66.57	73.79	57.51	80.89	69.09	55.20	56.68
c. Gross Milk Receipts (\$/cwt)	\$19.85	\$20.05	\$19.65	\$19.10	\$19.99	\$19.36	\$19.73	\$22.70	\$22.22
d. Mailbox Price (\$/cwt)	\$19.28	\$19.48	\$19.03	\$17.26	\$19.64	\$19.00	\$19.53	\$23.42	\$21.06
f. Income Over Feed Cost (\$/cwt)	\$8.45	\$8.46	\$6.26	\$6.68	\$7.64	\$8.48	\$8.45	\$11.61	\$9.84
g. Fat Test %	3.64%	3.71%	3.69%	3.42%	3.46%	3.45%	3.49%	4.69%	4.63%
h. SNF Test %	8.81%	8.83%	8.75%	8.75%	8.77%	8.76%	8.76%	9.46%	9.20%
Related Data									
a. Percent Dry Cows	15%	14%	16%	13%	14%	12%	14%	12%	14%
b. Yearly Cull Rate	43%	46%	41%	45%	41%	37%	36%	40%	34%
c. Avg. Value (Drop Bull Calf)	\$51.93	\$45.17	\$60.00	\$56.94	\$45.62	\$60.48	\$53.05	\$0.00	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$276.19	\$278.42	\$280.00	\$280.00	\$270.00	\$291.35	\$285.00	\$245.00	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$302.60	\$307.82	\$328.18	\$339.73	\$311.97	\$314.11	\$299.63	\$324.61	\$341.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.26	27.92	27.95	23.55	21.91	29.77	26.83	23.48	18.82
g. Milkers (\$/hr with benefits & taxes)	\$12.75	\$11.32	\$11.03	\$11.25	\$10.24	\$12.85	\$12.90	\$12.02	\$10.89
h. Total Labor (\$/hr)	\$13.71	\$12.31	\$11.42	\$11.79	\$10.78	\$13.72	\$13.51	\$13.90	\$11.51
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.08	\$7.09	\$7.91	\$7.47	\$6.35	\$7.98	\$7.11	\$6.21	\$6.06
j. Milk Cow Feed Costs (\$/cwt.)	\$10.08	\$10.33	\$11.88	\$10.12	\$11.05	\$9.87	\$10.30	\$11.25	\$10.69

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 1001-1500

Dairy ID Number	24	25	26	27	28	29	30
Feed Costs							
a. Dry Roughage	\$42.52	\$52.54	\$34.49	\$30.58	\$48.82	\$48.14	\$50.07
b. Wet Feed & Wet Roughage	\$41.24	\$40.59	\$39.20	\$73.56	\$34.71	\$30.91	\$27.94
c. Concentrates	\$104.44	\$83.08	\$88.87	\$109.82	\$109.62	\$102.50	\$100.38
d. Minerals & Supplements	\$37.56	\$7.32	\$19.95	\$7.99	\$20.51	\$5.84	\$9.69
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$225.76	\$183.52	\$182.50	\$221.95	\$213.66	\$187.39	\$188.08
Total Feed Costs (\$/cwt)	\$11.76	\$11.78	\$10.73	\$9.70	\$10.82	\$10.14	\$10.90
Total Hired Labor	\$39.12	\$27.29	\$18.01	\$25.37	\$22.49	\$18.80	\$19.26
Total Hired Labor Costs (\$/cwt)	\$2.04	\$1.75	\$1.06	\$1.11	\$1.14	\$1.02	\$1.12
Total Herd Replacement	\$8.91	\$10.30	\$13.71	\$51.58	\$14.08	\$15.52	\$15.44
Total Replacement Costs (\$/cwt)	\$0.46	\$0.66	\$0.81	\$2.25	\$0.71	\$0.84	\$0.89
Total Operating Costs	\$53.59	\$51.07	\$47.21	\$70.62	\$72.49	\$53.42	\$44.57
Total Operating Costs (\$/cwt)	\$2.79	\$3.28	\$2.78	\$3.08	\$3.67	\$2.89	\$2.58
Total Milk Marketing Costs	\$10.04	\$7.80	\$8.54	\$11.55	\$10.10	\$9.88	\$9.24
Total Milk Marketing Costs (\$/cwt)	\$0.52	\$0.50	\$0.50	\$0.50	\$0.51	\$0.53	\$0.54
Total Cost (\$/Cow/Month)	\$337.41	\$279.97	\$269.97	\$381.07	\$332.81	\$285.01	\$276.59
Total Cost (\$/cwt)	\$17.57	\$17.97	\$15.88	\$16.65	\$16.85	\$15.43	\$16.03
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	19.20	15.58	17.00	22.89	19.75	18.48	17.26
b. Lbs Milk Sold/milk cow/day	76.08	58.91	64.14	84.36	74.75	74.23	67.45
c. Gross Milk Receipts (\$/cwt)	\$19.34	\$21.73	\$19.32	\$19.34	\$19.42	\$20.13	\$19.95
d. Mailbox Price (\$/cwt)	\$18.87	\$22.09	\$18.15	\$18.27	\$18.97	\$19.75	\$19.45
f. Income Over Feed Cost (\$/cwt)	\$7.11	\$10.31	\$7.42	\$8.57	\$8.15	\$9.61	\$8.55
g. Fat Test %	3.59%	4.30%	3.53%	3.55%	3.59%	3.54%	3.48%
h. SNF Test %	8.73%	9.25%	8.68%	8.73%	8.64%	8.77%	8.65%
Related Data							
a. Percent Dry Cows	18%	14%	14%	12%	14%	19%	17%
b. Yearly Cull Rate	27%	41%	37%	44%	39%	38%	41%
c. Avg. Value (Drop Bull Calf)	\$56.70	\$10.72	\$55.00	\$62.75	\$56.74	\$56.74	\$60.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$270.00	\$260.00	\$300.00	\$275.00	\$286.70	\$285.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$336.28	\$270.14	\$271.61	\$315.78	\$308.13	\$272.06	\$274.04
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.42	24.76	29.65	26.91	31.18	31.18	30.83
g. Milkers (\$/hr with benefits & taxes)	\$11.29	\$12.23	\$11.53	\$12.10	\$11.22	\$9.68	\$10.36
h. Total Labor (\$/hr)	\$12.14	\$14.48	\$11.91	\$13.26	\$11.88	\$10.19	\$11.71
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.35	\$6.59	\$6.46	\$7.71	\$7.66	\$6.88	\$6.74
j. Milk Cow Feed Costs (\$/cwt.)	\$10.97	\$11.18	\$10.08	\$9.15	\$10.25	\$9.26	\$9.99

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 1501-2400

Dairy ID Number	Averages		31	32	33	34	35	36	37
	SV Average	Herd Size 1501to 2400							
Feed Costs									
a. Dry Roughage	\$47.59	\$45.85	\$62.88	\$39.67	\$51.89	\$14.21	\$28.21	\$29.20	\$51.45
b. Wet Feed & Wet Roughage	\$36.55	\$34.95	\$23.33	\$25.00	\$39.91	\$31.53	\$56.07	\$37.46	\$38.40
c. Concentrates	\$105.07	\$108.65	\$112.40	\$99.08	\$100.86	\$103.11	\$96.67	\$98.53	\$77.85
d. Minerals & Supplements	\$9.21	\$7.84	\$10.57	\$9.40	\$10.36	\$8.58	\$11.32	\$9.87	\$0.35
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$198.41	\$197.30	\$209.17	\$173.15	\$203.02	\$157.44	\$192.28	\$175.07	\$168.05
Total Feed Costs (\$/cwt)	\$10.83	\$10.94	\$9.93	\$11.02	\$11.28	\$11.59	\$10.26	\$12.50	\$10.79
Total Hired Labor	\$26.58	\$27.67	\$16.52	\$17.34	\$29.66	\$30.21	\$40.94	\$28.45	\$13.23
Total Hired Labor Costs (\$/cwt)	\$1.45	\$1.53	\$0.78	\$1.10	\$1.65	\$2.23	\$2.18	\$2.03	\$0.85
Total Herd Replacement	\$15.58	\$14.69	\$9.79	\$17.04	\$9.98	\$6.80	\$13.32	\$19.47	\$22.57
Total Replacement Costs (\$/cwt)	\$0.85	\$0.81	\$0.46	\$1.08	\$0.55	\$0.50	\$0.71	\$1.39	\$1.45
Total Operating Costs	\$52.40	\$56.38	\$71.93	\$49.70	\$50.17	\$48.18	\$61.40	\$52.50	\$38.44
Total Operating Costs (\$/cwt)	\$2.86	\$3.13	\$3.42	\$3.16	\$2.79	\$3.55	\$3.28	\$3.75	\$2.47
Total Milk Marketing Costs	\$9.43	\$9.21	\$10.56	\$7.88	\$9.32	\$6.78	\$9.77	\$7.34	\$8.02
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.51	\$0.50	\$0.50	\$0.52	\$0.50	\$0.52	\$0.52	\$0.52
Total Cost (\$/Cow/Month)	\$302.40	\$305.24	\$317.98	\$265.11	\$302.15	\$249.41	\$317.71	\$282.83	\$250.32
Total Cost (\$/cwt)	\$16.50	\$16.93	\$15.10	\$16.87	\$16.78	\$18.37	\$16.95	\$20.19	\$16.08
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	18.03	21.06	15.72	18.01	13.58	18.75	14.01	15.57
b. Lbs Milk Sold/milk cow/day	70.25	68.74	79.93	60.10	69.20	52.59	72.91	51.86	59.39
c. Gross Milk Receipts (\$/cwt)	\$19.85	\$20.13	\$19.88	\$22.51	\$19.48	\$22.40	\$20.39	\$22.73	\$18.84
d. Mailbox Price (\$/cwt)	\$19.28	\$19.66	\$18.95	\$23.00	\$18.96	\$23.33	\$19.83	\$22.87	\$18.52
f. Income Over Feed Cost (\$/cwt)	\$8.45	\$8.72	\$9.02	\$11.98	\$7.68	\$11.73	\$9.57	\$10.37	\$7.72
g. Fat Test %	3.64%	3.71%	3.64%	4.68%	3.62%	4.59%	3.56%	4.75%	3.34%
h. SNF Test %	8.81%	8.83%	8.82%	9.32%	8.73%	9.38%	8.74%	9.36%	8.74%
Related Data									
a. Percent Dry Cows	15%	14%	14%	15%	15%	16%	16%	12%	15%
b. Yearly Cull Rate	43%	38%	38%	29%	29%	52%	40%	43%	40%
c. Avg. Value (Drop Bull Calf)	\$51.93	\$49.09	\$66.38	\$2.50	\$56.71	\$0.00	\$56.86	\$0.00	\$53.37
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$276.19	\$271.19	\$270.00	\$290.00	\$271.81	\$0.00	\$285.00	\$235.74	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$302.60	\$309.23	\$277.23	\$272.05	\$308.02	\$292.93	\$280.96	\$354.46	\$290.94
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.26	28.70	32.88	30.00	26.87	28.55	29.15	22.24	20.08
g. Milkers (\$/hr with benefits & taxes)	\$12.75	\$13.31	\$12.67	\$10.62	\$14.95	\$13.09	\$11.99	\$10.81	\$9.72
h. Total Labor (\$/hr)	\$13.71	\$14.34	\$13.07	\$12.57	\$16.04	\$14.07	\$14.01	\$12.01	\$10.20
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.08	\$7.03	\$7.36	\$6.21	\$7.24	\$5.64	\$6.86	\$6.21	\$5.89
j. Milk Cow Feed Costs (\$/cwt.)	\$10.08	\$10.22	\$9.20	\$10.33	\$10.46	\$10.72	\$9.41	\$11.97	\$9.91

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 1501-2400

Dairy ID Number	38	39	40	41	42	43	44
Feed Costs							
a. Dry Roughage	\$49.39	\$67.72	\$46.10	\$55.29	\$53.62	\$37.53	\$52.64
b. Wet Feed & Wet Roughage	\$35.61	\$21.58	\$32.83	\$23.92	\$42.45	\$46.52	\$31.31
c. Concentrates	\$111.48	\$108.12	\$132.20	\$110.29	\$128.88	\$107.08	\$122.69
d. Minerals & Supplements	\$1.30	\$13.12	\$0.56	\$17.29	\$10.35	\$8.00	\$0.73
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$197.79	\$210.54	\$211.69	\$206.78	\$235.30	\$199.13	\$207.37
Total Feed Costs (\$/cwt)	\$12.44	\$11.17	\$9.85	\$10.99	\$11.80	\$9.33	\$11.51
Total Hired Labor	\$16.86	\$22.78	\$26.02	\$38.21	\$37.07	\$23.47	\$38.46
Total Hired Labor Costs (\$/cwt)	\$1.06	\$1.21	\$1.21	\$2.03	\$1.86	\$1.10	\$2.14
Total Herd Replacement	\$14.73	\$18.56	\$10.30	\$13.25	\$16.98	\$17.26	\$13.96
Total Replacement Costs (\$/cwt)	\$0.93	\$0.98	\$0.48	\$0.70	\$0.85	\$0.81	\$0.78
Total Operating Costs	\$24.93	\$70.95	\$60.73	\$74.81	\$76.58	\$38.41	\$65.82
Total Operating Costs (\$/cwt)	\$1.57	\$3.76	\$2.83	\$3.98	\$3.84	\$1.80	\$3.65
Total Milk Marketing Costs	\$8.26	\$9.43	\$11.18	\$9.39	\$10.18	\$11.03	\$9.08
Total Milk Marketing Costs (\$/cwt)	\$0.52	\$0.50	\$0.52	\$0.50	\$0.51	\$0.52	\$0.50
Total Cost (\$/Cow/Month)	\$262.56	\$332.27	\$319.92	\$342.44	\$376.11	\$289.31	\$334.68
Total Cost (\$/cwt)	\$16.52	\$17.62	\$14.89	\$18.21	\$18.86	\$13.55	\$18.58
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	15.89	18.86	21.49	18.81	19.94	21.35	18.01
b. Lbs Milk Sold/milk cow/day	61.55	71.25	79.61	74.32	74.93	78.90	70.30
c. Gross Milk Receipts (\$/cwt)	\$19.58	\$19.77	\$19.27	\$19.60	\$20.52	\$19.22	\$19.87
d. Mailbox Price (\$/cwt)	\$19.00	\$19.36	\$17.33	\$19.19	\$20.08	\$18.59	\$19.72
f. Income Over Feed Cost (\$/cwt)	\$6.55	\$8.19	\$7.48	\$8.20	\$8.28	\$9.27	\$8.20
g. Fat Test %	3.44%	3.65%	3.53%	3.66%	3.68%	3.43%	3.37%
h. SNF Test %	8.75%	8.81%	8.74%	8.83%	8.75%	8.68%	8.59%
Related Data							
a. Percent Dry Cows	16%	14%	12%	17%	13%	12%	16%
b. Yearly Cull Rate	33%	39%	25%	37%	44%	44%	40%
c. Avg. Value (Drop Bull Calf)	\$58.65	\$56.75	\$58.31	\$60.00	\$65.25	\$56.68	\$60.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$281.54	\$275.76	\$270.73	\$300.00	\$211.83	\$300.00	\$265.17
e. Grain, Mnrls & Splmnts (\$/ton)	\$329.02	\$279.24	\$324.75	\$305.17	\$390.13	\$276.42	\$347.31
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.88	32.18	29.45	31.89	26.28	30.12	27.02
g. Milkers (\$/hr with benefits & taxes)	\$14.68	\$11.17	\$12.08	\$12.60	\$16.80	\$11.77	\$20.75
h. Total Labor (\$/hr)	\$14.39	\$12.50	\$12.83	\$14.20	\$17.46	\$13.42	\$20.26
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.09	\$7.42	\$7.44	\$7.54	\$8.45	\$6.99	\$7.45
j. Milk Cow Feed Costs (\$/cwt.)	\$11.51	\$10.41	\$9.34	\$10.14	\$11.28	\$8.86	\$10.60

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 2401 Plus

Dairy ID Number	Averages		45	46	47	48	49	50	51
	SV Average	Herd Size 2401plus							
Feed Costs									
a. Dry Roughage	\$47.59	\$48.51	\$50.96	\$44.04	\$35.61	\$60.70	\$46.50	\$33.30	\$54.96
b. Wet Feed & Wet Roughage	\$36.55	\$37.19	\$39.66	\$53.25	\$38.61	\$15.37	\$36.81	\$45.86	\$30.80
c. Concentrates	\$105.07	\$107.32	\$126.29	\$108.95	\$98.31	\$93.06	\$94.56	\$108.29	\$78.23
d. Minerals & Supplements	\$9.21	\$9.59	\$11.99	\$2.03	\$12.96	\$17.02	\$10.95	\$9.56	\$5.94
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$198.41	\$202.61	\$228.89	\$208.27	\$185.49	\$186.14	\$188.81	\$197.01	\$169.93
Total Feed Costs (\$/cwt)	\$10.83	\$10.57	\$10.98	\$10.16	\$10.40	\$10.61	\$9.82	\$9.93	\$10.46
Total Hired Labor	\$26.58	\$26.92	\$30.72	\$24.98	\$30.88	\$20.66	\$27.30	\$19.91	\$19.51
Total Hired Labor Costs (\$/cwt)	\$1.45	\$1.40	\$1.47	\$1.22	\$1.73	\$1.18	\$1.42	\$1.00	\$1.20
Total Herd Replacement	\$15.58	\$15.35	\$18.32	\$10.91	\$12.55	\$16.76	\$17.24	\$14.81	\$18.36
Total Replacement Costs (\$/cwt)	\$0.85	\$0.80	\$0.88	\$0.53	\$0.70	\$0.96	\$0.90	\$0.75	\$1.13
Total Operating Costs	\$52.40	\$50.57	\$72.05	\$59.99	\$54.36	\$44.20	\$49.65	\$49.62	\$38.07
Total Operating Costs (\$/cwt)	\$2.86	\$2.64	\$3.46	\$2.93	\$3.05	\$2.52	\$2.58	\$2.50	\$2.34
Total Milk Marketing Costs	\$9.43	\$9.83	\$10.41	\$10.33	\$9.28	\$9.05	\$9.91	\$10.22	\$8.42
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.51	\$0.50	\$0.50	\$0.52	\$0.52	\$0.52	\$0.52	\$0.52
Total Cost (\$/Cow/Month)	\$302.40	\$305.28	\$360.40	\$314.49	\$292.57	\$276.81	\$292.91	\$291.56	\$254.29
Total Cost (\$/cwt)	\$16.50	\$15.92	\$17.29	\$15.34	\$16.40	\$15.78	\$15.24	\$14.70	\$15.65
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	19.18	20.84	20.50	17.84	17.54	19.22	19.84	16.25
b. Lbs Milk Sold/milk cow/day	70.25	73.69	78.89	79.16	67.48	65.32	72.26	76.11	61.92
c. Gross Milk Receipts (\$/cwt)	\$19.85	\$19.62	\$19.77	\$19.98	\$19.76	\$19.94	\$19.20	\$19.13	\$20.02
d. Mailbox Price (\$/cwt)	\$19.28	\$18.97	\$18.15	\$19.03	\$19.23	\$19.42	\$18.65	\$18.03	\$19.54
f. Income Over Feed Cost (\$/cwt)	\$8.45	\$8.41	\$7.17	\$8.87	\$8.83	\$8.81	\$8.82	\$8.10	\$9.08
g. Fat Test %	3.64%	3.57%	3.64%	3.70%	3.51%	3.75%	3.48%	3.49%	3.66%
h. SNF Test %	8.81%	8.79%	8.79%	8.81%	8.80%	8.90%	8.82%	8.74%	8.76%
Related Data									
a. Percent Dry Cows	15%	15%	14%	16%	14%	12%	13%	15%	14%
b. Yearly Cull Rate	43%	40%	42%	48%	33%	38%	45%	35%	40%
c. Avg. Value (Drop Bull Calf)	\$51.93	\$57.51	\$56.72	\$56.61	\$46.14	\$56.68	\$60.00	\$56.69	\$54.76
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$276.19	\$278.89	\$293.05	\$264.60	\$272.83	\$285.00	\$293.28	\$292.11	\$292.32
e. Grain, Mnrls & Splmnts (\$/ton)	\$302.60	\$291.01	\$316.35	\$329.48	\$284.16	\$275.32	\$253.16	\$274.19	\$273.27
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.26	30.91	32.37	25.01	29.08	29.29	30.01	31.91	23.31
g. Milkers (\$/hr with benefits & taxes)	\$12.75	\$13.23	\$10.22	\$13.63	\$18.72	\$12.26	\$12.23	\$13.13	\$14.26
h. Total Labor (\$/hr)	\$13.71	\$14.23	\$11.75	\$14.64	\$19.31	\$12.30	\$13.32	\$13.22	\$14.52
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.08	\$7.22	\$8.17	\$7.48	\$6.51	\$6.49	\$6.60	\$7.04	\$6.07
j. Milk Cow Feed Costs (\$/cwt.)	\$10.08	\$9.79	\$10.35	\$9.45	\$9.65	\$9.93	\$9.14	\$9.25	\$9.80

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2011
South Valley Herd Size 2401 Plus

Dairy ID Number	52	53	54	55	56	57
Feed Costs						
a. Dry Roughage	\$66.48	\$42.60	\$40.60	\$57.51	\$38.64	\$53.19
b. Wet Feed & Wet Roughage	\$35.22	\$40.05	\$54.19	\$27.64	\$48.94	\$27.31
c. Concentrates	\$106.97	\$111.51	\$97.39	\$87.13	\$104.61	\$137.72
d. Minerals & Supplements	\$11.47	\$28.44	\$11.20	\$4.92	\$8.63	\$1.32
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$220.14	\$222.60	\$203.38	\$177.20	\$200.82	\$219.54
Total Feed Costs (\$/cwt)	\$10.81	\$10.05	\$10.05	\$11.19	\$10.23	\$11.47
Total Hired Labor	\$33.79	\$23.32	\$36.23	\$20.18	\$35.01	\$25.76
Total Hired Labor Costs (\$/cwt)	\$1.66	\$1.05	\$1.79	\$1.28	\$1.78	\$1.35
Total Herd Replacement	\$21.29	\$7.63	\$12.45	\$15.80	\$16.50	\$16.34
Total Replacement Costs (\$/cwt)	\$1.05	\$0.34	\$0.61	\$1.00	\$0.84	\$0.85
Total Operating Costs	\$70.65	\$54.69	\$53.27	\$32.93	\$56.13	\$41.50
Total Operating Costs (\$/cwt)	\$3.47	\$2.47	\$2.63	\$2.08	\$2.86	\$2.17
Total Milk Marketing Costs	\$10.20	\$11.10	\$10.43	\$8.77	\$10.14	\$9.62
Total Milk Marketing Costs (\$/cwt)	\$0.50	\$0.50	\$0.52	\$0.55	\$0.52	\$0.50
Total Cost (\$/Cow/Month)	\$356.07	\$319.34	\$315.76	\$254.88	\$318.60	\$312.77
Total Cost (\$/cwt)	\$17.49	\$14.42	\$15.60	\$16.10	\$16.23	\$16.34
Milk Production Data						
a. Milk Sold/Total Cow/Month/ (cwt)	20.36	22.14	20.24	15.83	19.63	19.14
b. Lbs Milk Sold/milk cow/day	76.44	87.77	78.69	61.24	75.98	74.48
c. Gross Milk Receipts (\$/cwt)	\$20.18	\$19.10	\$19.10	\$19.31	\$19.25	\$20.14
d. Mailbox Price (\$/cwt)	\$19.77	\$18.21	\$18.60	\$18.93	\$18.28	\$19.97
f. Income Over Feed Cost (\$/cwt)	\$8.95	\$8.16	\$8.56	\$7.74	\$8.05	\$8.50
g. Fat Test %	3.62%	3.47%	3.46%	3.57%	3.56%	3.60%
h. SNF Test %	8.76%	8.73%	8.68%	8.74%	8.71%	8.94%
Related Data						
a. Percent Dry Cows	13%	18%	16%	16%	16%	16%
b. Yearly Cull Rate	46%	33%	34%	34%	42%	44%
c. Avg. Value (Drop Bull Calf)	\$63.30	\$68.13	\$56.83	\$55.00	\$56.86	\$56.98
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$275.00	\$285.00	\$260.00	\$270.00	\$276.03
e. Grain, Mnrls & Splmnts (\$/ton)	\$318.16	\$307.65	\$285.15	\$299.24	\$275.59	\$291.09
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.44	35.20	29.14	23.08	30.99	37.15
g. Milkers (\$/hr with benefits & taxes)	\$17.53	\$12.18	\$12.68	\$13.87	\$11.22	\$13.89
h. Total Labor (\$/hr)	\$18.47	\$13.37	\$13.88	\$14.28	\$11.76	\$16.25
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.84	\$8.06	\$7.32	\$6.25	\$7.23	\$7.81
j. Milk Cow Feed Costs (\$/cwt.)	\$10.26	\$9.18	\$9.31	\$10.21	\$9.51	\$10.49