

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 1-1000**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	SV Average	Herd Size 1to 1000							
<b>Feed Costs</b>									
a. Dry Roughage	\$49.42	\$45.92	\$51.80	\$56.26	\$48.79	\$45.72	\$50.34	\$52.67	\$46.39
b. Wet Feed & Wet Roughage	\$41.35	\$39.10	\$42.80	\$49.46	\$30.83	\$49.70	\$21.60	\$29.21	\$41.99
c. Concentrates	\$105.22	\$98.63	\$119.71	\$90.77	\$117.64	\$49.30	\$121.64	\$86.96	\$79.54
d. Minerals & Supplements	\$8.70	\$5.05	\$8.03	\$0.47	\$0.95	\$2.18	\$10.73	\$2.58	\$7.10
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>	\$204.69	\$188.70	\$222.35	\$196.97	\$198.21	\$146.90	\$204.31	\$171.43	\$175.02
<b>Total Feed Costs (\$/cwt)</b>	\$11.18	\$11.67	\$11.12	\$12.40	\$12.03	\$12.72	\$13.34	\$10.79	\$11.74
<b>Total Hired Labor</b>	\$26.95	\$24.84	\$29.72	\$15.43	\$31.13	\$18.00	\$21.96	\$18.15	\$28.32
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.47	\$1.54	\$1.49	\$0.97	\$1.89	\$1.56	\$1.43	\$1.14	\$1.90
<b>Total Herd Replacement</b>	\$14.72	\$14.88	\$25.56	\$11.72	\$8.65	\$9.04	\$22.96	\$7.44	\$11.00
<b>Total Replacement Costs (\$/cwt)</b>	\$0.80	\$0.92	\$1.28	\$0.74	\$0.53	\$0.78	\$1.50	\$0.47	\$0.74
<b>Total Operating Costs</b>	\$52.63	\$50.05	\$59.84	\$37.42	\$36.86	\$27.79	\$63.88	\$44.74	\$48.77
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$3.09	\$2.99	\$2.36	\$2.24	\$2.41	\$4.17	\$2.82	\$3.27
<b>Total Milk Marketing Costs</b>	\$9.35	\$8.52	\$10.51	\$8.35	\$8.66	\$6.09	\$7.81	\$8.86	\$7.71
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.51	\$0.53	\$0.53	\$0.53	\$0.53	\$0.53	\$0.51	\$0.56	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	\$308.34	\$286.99	\$347.97	\$269.88	\$283.51	\$207.83	\$320.92	\$250.61	\$270.83
<b>Total Cost (\$/cwt)</b>	\$16.84	\$17.74	\$17.40	\$17.00	\$17.21	\$17.99	\$20.95	\$15.78	\$18.16
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.31	16.17	20.00	15.88	16.47	11.55	15.32	15.88	14.91
b. Lbs Milk Sold/milk cow/day	69.95	62.72	74.35	59.77	61.41	50.03	56.71	62.63	58.16
c. Gross Milk Receipts (\$/cwt)	\$18.08	\$18.16	\$17.81	\$18.43	\$18.27	\$17.66	\$20.86	\$16.93	\$18.37
d. Mailbox Price (\$/cwt)	\$17.76	\$17.85	\$17.26	\$18.23	\$17.76	\$17.34	\$21.35	\$16.51	\$17.85
f. Income Over Feed Cost (\$/cwt)	\$6.57	\$6.18	\$6.14	\$5.82	\$5.73	\$4.62	\$8.01	\$5.72	\$6.12
g. Fat Test %	3.79%	3.84%	3.71%	3.69%	3.82%	3.37%	5.14%	3.44%	3.83%
h. SNF Test %	8.95%	8.97%	9.07%	9.01%	8.91%	8.76%	9.40%	8.79%	8.99%
<b>Related Data</b>									
a. Percent Dry Cows	15%	16%	12%	13%	13%	25%	12%	17%	16%
b. Yearly Cull Rate	42%	61%	55%	35%	27%	26%	44%	26%	34%
c. Avg. Value (Drop Bull Calf)	\$67.37	\$59.04	\$37.44	\$56.80	\$71.09	\$62.79	\$0.00	\$70.55	\$79.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$279.50	\$274.80	\$321.37	\$280.00	\$280.00	\$280.00	\$320.26	\$285.00	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$298.05	\$294.23	\$297.99	\$295.13	\$276.24	\$307.44	\$319.75	\$271.72	\$280.53
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.32	27.25	31.39	23.28	31.88	14.44	30.20	25.86	23.19
g. Milkers (\$/hr with benefits & taxes)	\$13.27	\$12.57	\$10.01	\$15.26	\$12.09	\$13.28	\$10.84	\$14.40	\$12.37
h. Total Labor (\$/hr)	\$14.27	\$13.08	\$10.39	\$15.26	\$12.24	\$13.87	\$11.65	\$14.40	\$12.91
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.28	\$6.78	\$7.86	\$6.99	\$7.05	\$5.57	\$7.18	\$6.28	\$6.23
j. Milk Cow Feed Costs (\$/cwt.)	\$10.41	\$10.81	\$10.57	\$11.69	\$11.47	\$11.13	\$12.67	\$10.04	\$10.71

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 1-1000**

Dairy ID Number	8	9	10	11	12	13	14	15
<b>Feed Costs</b>								
a. Dry Roughage	\$42.96	\$34.63	\$36.57	\$47.45	\$53.80	\$50.35	\$44.61	\$39.54
b. Wet Feed & Wet Roughage	\$36.92	\$37.96	\$35.51	\$55.33	\$38.16	\$31.60	\$53.99	\$32.86
c. Concentrates	\$112.08	\$154.71	\$117.95	\$106.01	\$79.67	\$95.13	\$101.33	\$64.91
d. Minerals & Supplements	\$4.12	\$1.53	\$6.56	\$8.39	\$10.65	\$0.96	\$7.42	\$1.43
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$196.08	\$228.84	\$196.60	\$217.18	\$182.28	\$178.04	\$207.34	\$138.74
<b>Total Feed Costs (\$/cwt)</b>	\$11.01	\$10.61	\$13.44	\$10.82	\$12.42	\$11.98	\$11.16	\$11.56
<b>Total Hired Labor</b>	\$28.51	\$28.12	\$23.43	\$36.22	\$13.09	\$32.91	\$27.91	\$18.13
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.60	\$1.30	\$1.60	\$1.80	\$0.89	\$2.21	\$1.50	\$1.51
<b>Total Herd Replacement</b>	\$14.37	\$12.89	\$22.89	\$12.52	\$2.63	\$20.05	\$12.90	\$27.58
<b>Total Replacement Costs (\$/cwt)</b>	\$0.81	\$0.60	\$1.57	\$0.62	\$0.18	\$1.35	\$0.69	\$2.30
<b>Total Operating Costs</b>	\$52.45	\$42.91	\$56.13	\$69.82	\$41.66	\$48.34	\$68.37	\$38.91
<b>Total Operating Costs (\$/cwt)</b>	\$2.94	\$1.99	\$3.84	\$3.48	\$2.84	\$3.25	\$3.68	\$3.24
<b>Total Milk Marketing Costs</b>	\$9.36	\$11.06	\$8.09	\$10.13	\$8.00	\$7.65	\$9.50	\$6.69
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.51	\$0.55	\$0.50	\$0.55	\$0.52	\$0.51	\$0.56
<b>Total Cost (\$/Cow/Month)</b>	\$300.77	\$323.82	\$307.14	\$345.87	\$247.68	\$286.99	\$326.02	\$230.05
<b>Total Cost (\$/cwt)</b>	\$16.88	\$15.01	\$21.00	\$17.23	\$16.87	\$19.32	\$17.54	\$19.17
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	17.82	21.58	14.62	20.07	14.68	14.86	18.58	12.00
b. Lbs Milk Sold/milk cow/day	66.69	83.24	59.49	73.70	60.32	57.63	71.02	46.26
c. Gross Milk Receipts (\$/cwt)	\$17.95	\$17.59	\$20.65	\$17.40	\$17.70	\$18.64	\$17.30	\$18.16
d. Mailbox Price (\$/cwt)	\$17.38	\$17.13	\$21.34	\$16.98	\$17.45	\$18.17	\$16.75	\$17.85
f. Income Over Feed Cost (\$/cwt)	\$6.38	\$6.53	\$7.90	\$6.16	\$5.04	\$6.19	\$5.59	\$6.29
g. Fat Test %	3.66%	3.60%	4.92%	3.49%	3.71%	3.97%	3.56%	3.97%
h. SNF Test %	8.88%	8.95%	9.37%	8.88%	8.96%	9.01%	8.91%	8.80%
<b>Related Data</b>								
a. Percent Dry Cows	13%	15%	20%	11%	21%	16%	15%	15%
b. Yearly Cull Rate	30%	37%	44%	29%	24%	43%	40%	60%
c. Avg. Value (Drop Bull Calf)	\$76.98	\$74.59	\$2.00	\$57.73	\$58.04	\$60.01	\$70.65	\$69.50
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$292.25	\$285.00	\$275.00	\$260.00	\$275.00	\$260.00	\$290.00	\$230.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$280.49	\$328.81	\$311.14	\$297.76	\$301.94	\$276.82	\$294.01	\$272.25
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.78	36.09	31.80	27.70	24.45	26.62	27.69	18.69
g. Milkers (\$/hr with benefits & taxes)	\$11.84	\$12.20	\$12.59	\$11.18	\$13.15	\$13.05	\$14.25	\$13.15
h. Total Labor (\$/hr)	\$12.19	\$12.81	\$13.50	\$13.23	\$13.04	\$14.13	\$13.91	\$13.10
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.91	\$7.86	\$7.34	\$7.51	\$6.82	\$6.43	\$7.44	\$4.98
j. Milk Cow Feed Costs (\$/cwt.)	\$10.36	\$9.44	\$12.33	\$10.19	\$11.30	\$11.16	\$10.47	\$10.76

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	Averages		16	17	18	19	20	21	22
	SV Average	Herd Size 1001to 1500							
<b>Feed Costs</b>									
a. Dry Roughage	\$49.42	\$50.64	\$70.34	\$49.29	\$59.86	\$45.37	\$67.13	\$40.41	\$44.58
b. Wet Feed & Wet Roughage	\$41.35	\$41.69	\$27.33	\$51.18	\$44.09	\$69.98	\$23.48	\$35.30	\$41.80
c. Concentrates	\$105.22	\$95.54	\$119.25	\$107.72	\$69.22	\$94.92	\$99.60	\$92.54	\$98.40
d. Minerals & Supplements	\$8.70	\$12.06	\$0.00	\$0.31	\$12.44	\$13.02	\$18.76	\$8.04	\$0.25
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>	\$204.69	\$199.94	\$216.92	\$208.50	\$185.61	\$223.30	\$208.97	\$176.29	\$185.03
<b>Total Feed Costs (\$/cwt)</b>	\$11.18	\$11.60	\$12.55	\$10.62	\$11.68	\$11.20	\$11.04	\$12.55	\$12.03
<b>Total Hired Labor</b>	\$26.95	\$25.80	\$34.91	\$23.71	\$17.41	\$35.73	\$28.94	\$24.97	\$25.11
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.47	\$1.50	\$2.02	\$1.21	\$1.10	\$1.79	\$1.53	\$1.78	\$1.63
<b>Total Herd Replacement</b>	\$14.72	\$14.17	\$12.01	\$19.56	\$14.63	\$14.10	\$15.49	\$15.46	\$20.16
<b>Total Replacement Costs (\$/cwt)</b>	\$0.80	\$0.82	\$0.70	\$1.00	\$0.92	\$0.71	\$0.82	\$1.10	\$1.31
<b>Total Operating Costs</b>	\$52.63	\$54.15	\$54.26	\$62.58	\$39.48	\$56.34	\$54.29	\$56.35	\$52.27
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$3.14	\$3.14	\$3.19	\$2.48	\$2.83	\$2.87	\$4.01	\$3.40
<b>Total Milk Marketing Costs</b>	\$9.35	\$8.83	\$8.91	\$9.87	\$8.07	\$10.04	\$9.55	\$7.13	\$8.43
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.51	\$0.51	\$0.52	\$0.50	\$0.51	\$0.50	\$0.50	\$0.51	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	\$308.34	\$302.90	\$327.02	\$324.23	\$265.20	\$339.50	\$317.25	\$280.20	\$291.01
<b>Total Cost (\$/cwt)</b>	\$16.84	\$17.58	\$18.92	\$16.52	\$16.68	\$17.03	\$16.76	\$19.95	\$18.92
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.31	17.23	17.28	19.63	15.90	19.94	18.93	14.05	15.39
b. Lbs Milk Sold/milk cow/day	69.95	65.52	66.99	72.53	59.75	74.39	69.32	52.60	56.41
c. Gross Milk Receipts (\$/cwt)	\$18.08	\$18.58	\$17.78	\$17.17	\$18.22	\$17.52	\$18.07	\$20.93	\$20.31
d. Mailbox Price (\$/cwt)	\$17.76	\$18.47	\$17.18	\$16.13	\$17.93	\$17.39	\$17.99	\$22.16	\$20.41
f. Income Over Feed Cost (\$/cwt)	\$6.57	\$6.87	\$4.63	\$5.51	\$6.25	\$6.19	\$6.95	\$9.61	\$8.38
g. Fat Test %	3.79%	4.01%	3.77%	3.45%	3.60%	3.54%	3.64%	5.05%	4.86%
h. SNF Test %	8.95%	9.05%	8.89%	8.85%	8.91%	8.84%	8.95%	9.59%	9.39%
<b>Related Data</b>									
a. Percent Dry Cows	15%	14%	16%	12%	13%	13%	11%	13%	11%
b. Yearly Cull Rate	42%	37%	40%	45%	38%	40%	39%	39%	35%
c. Avg. Value (Drop Bull Calf)	\$67.37	\$52.70	\$79.83	\$73.29	\$62.29	\$89.70	\$55.93	\$0.00	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$279.50	\$280.58	\$280.00	\$280.00	\$286.73	\$291.08	\$290.00	\$245.00	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$298.05	\$299.68	\$316.01	\$339.53	\$301.44	\$301.93	\$283.22	\$302.27	\$338.54
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.32	27.54	28.75	23.04	19.67	25.56	30.06	24.44	20.93
g. Milkers (\$/hr with benefits & taxes)	\$13.27	\$11.60	\$11.03	\$11.02	\$10.40	\$12.29	\$12.77	\$14.98	\$11.06
h. Total Labor (\$/hr)	\$14.27	\$12.75	\$11.43	\$12.62	\$10.86	\$13.15	\$13.31	\$16.41	\$11.89
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.28	\$7.12	\$7.79	\$7.39	\$6.42	\$7.81	\$7.22	\$6.15	\$6.50
j. Milk Cow Feed Costs (\$/cwt.)	\$10.41	\$10.87	\$11.63	\$10.19	\$10.75	\$10.50	\$10.42	\$11.69	\$11.53

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	23	24	25	26	27	28
<b>Feed Costs</b>						
a. Dry Roughage	\$44.07	\$53.10	\$51.20	\$36.56	\$53.43	\$50.93
b. Wet Feed & Wet Roughage	\$53.56	\$44.50	\$35.29	\$59.12	\$30.16	\$28.24
c. Concentrates	\$91.13	\$82.42	\$101.49	\$74.97	\$109.44	\$103.87
d. Minerals & Supplements	\$29.09	\$8.02	\$20.89	\$20.47	\$9.77	\$10.24
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$217.85	\$188.04	\$208.87	\$191.12	\$202.80	\$193.28
<b>Total Feed Costs (\$/cwt)</b>	\$11.40	\$12.55	\$11.48	\$11.47	\$10.66	\$12.26
<b>Total Hired Labor</b>	\$42.77	\$27.05	\$24.13	\$16.80	\$20.31	\$17.36
<b>Total Hired Labor Costs (\$/cwt)</b>	\$2.24	\$1.80	\$1.33	\$1.01	\$1.07	\$1.10
<b>Total Herd Replacement</b>	\$8.13	\$6.89	\$13.28	\$11.92	\$13.64	\$19.99
<b>Total Replacement Costs (\$/cwt)</b>	\$0.43	\$0.46	\$0.73	\$0.72	\$0.72	\$1.27
<b>Total Operating Costs</b>	\$65.23	\$54.09	\$66.13	\$49.25	\$47.38	\$46.44
<b>Total Operating Costs (\$/cwt)</b>	\$3.41	\$3.61	\$3.63	\$2.96	\$2.49	\$2.95
<b>Total Milk Marketing Costs</b>	\$9.96	\$7.54	\$9.14	\$8.42	\$10.17	\$7.93
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.52	\$0.50	\$0.50	\$0.51	\$0.53	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$343.94	\$283.61	\$321.54	\$277.51	\$294.31	\$285.00
<b>Total Cost (\$/cwt)</b>	\$18.01	\$18.92	\$17.67	\$16.65	\$15.47	\$18.08
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt)	19.10	14.99	18.20	16.66	19.02	15.77
b. Lbs Milk Sold/milk cow/day	76.44	57.44	71.01	62.95	74.06	60.54
c. Gross Milk Receipts (\$/cwt)	\$17.77	\$19.97	\$17.67	\$17.75	\$18.16	\$20.91
d. Mailbox Price (\$/cwt)	\$17.27	\$20.60	\$17.29	\$17.03	\$17.67	\$22.07
f. Income Over Feed Cost (\$/cwt)	\$5.87	\$8.06	\$5.82	\$5.56	\$7.01	\$9.81
g. Fat Test %	3.79%	4.58%	3.74%	3.72%	3.54%	5.06%
h. SNF Test %	8.94%	9.36%	8.75%	8.87%	8.89%	9.56%
<b>Related Data</b>						
a. Percent Dry Cows	19%	15%	16%	14%	16%	15%
b. Yearly Cull Rate	26%	43%	36%	34%	38%	33%
c. Avg. Value (Drop Bull Calf)	\$73.84	\$4.63	\$77.98	\$74.43	\$73.89	\$2.50
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$270.00	\$260.00	\$290.00	\$300.00	\$290.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$304.93	\$270.85	\$304.10	\$265.98	\$281.71	\$284.93
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.46	24.96	30.46	26.52	32.39	30.32
g. Milkers (\$/hr with benefits & taxes)	\$11.44	\$11.62	\$12.29	\$11.53	\$10.90	\$10.42
h. Total Labor (\$/hr)	\$13.37	\$12.51	\$12.76	\$11.93	\$12.42	\$13.16
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.08	\$6.79	\$7.57	\$6.80	\$7.26	\$6.99
j. Milk Cow Feed Costs (\$/cwt.)	\$10.57	\$11.82	\$10.66	\$10.80	\$9.80	\$11.55

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	Averages		29	30	31	32	33	34	35
	SV Average	Herd Size 1501to 2400							
<b>Feed Costs</b>									
a. Dry Roughage	\$49.42	\$45.69	\$65.52	\$50.39	\$36.76	\$38.37	\$17.56	\$45.35	\$36.38
b. Wet Feed & Wet Roughage	\$41.35	\$42.57	\$27.07	\$44.41	\$72.80	\$43.06	\$37.91	\$30.24	\$44.61
c. Concentrates	\$105.22	\$108.54	\$120.50	\$97.55	\$101.11	\$102.64	\$93.02	\$89.56	\$116.56
d. Minerals & Supplements	\$8.70	\$7.95	\$10.37	\$10.72	\$5.54	\$13.73	\$9.10	\$8.06	\$0.66
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>	\$204.69	\$204.75	\$223.45	\$203.07	\$216.21	\$197.80	\$157.60	\$173.22	\$198.20
<b>Total Feed Costs (\$/cwt)</b>	\$11.18	\$11.05	\$10.72	\$10.91	\$11.35	\$10.55	\$12.35	\$12.95	\$12.56
<b>Total Hired Labor</b>	\$26.95	\$26.95	\$17.94	\$30.97	\$18.51	\$38.83	\$29.81	\$28.44	\$18.01
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.47	\$1.45	\$0.86	\$1.66	\$0.97	\$2.07	\$2.34	\$2.13	\$1.14
<b>Total Herd Replacement</b>	\$14.72	\$14.70	\$6.24	\$10.73	\$8.13	\$12.65	\$10.26	\$17.57	\$17.66
<b>Total Replacement Costs (\$/cwt)</b>	\$0.80	\$0.79	\$0.30	\$0.58	\$0.43	\$0.67	\$0.80	\$1.31	\$1.12
<b>Total Operating Costs</b>	\$52.63	\$55.10	\$74.54	\$53.29	\$58.28	\$75.26	\$42.82	\$48.29	\$24.57
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$2.97	\$3.58	\$2.86	\$3.06	\$4.01	\$3.36	\$3.61	\$1.56
<b>Total Milk Marketing Costs</b>	\$9.35	\$9.36	\$10.45	\$9.45	\$9.61	\$9.60	\$6.44	\$6.94	\$8.06
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.51	\$0.50	\$0.50	\$0.51	\$0.50	\$0.51	\$0.50	\$0.52	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$308.34	\$310.85	\$332.63	\$307.51	\$310.74	\$334.13	\$246.93	\$274.46	\$266.50
<b>Total Cost (\$/cwt)</b>	\$16.84	\$16.78	\$15.96	\$16.53	\$16.31	\$17.82	\$19.36	\$20.51	\$16.88
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.31	18.53	20.84	18.61	19.05	18.75	12.76	13.38	15.78
b. Lbs Milk Sold/milk cow/day	69.95	70.74	79.55	71.21	76.78	74.35	50.74	50.61	61.12
c. Gross Milk Receipts (\$/cwt)	\$18.08	\$18.10	\$18.22	\$17.70	\$17.20	\$18.84	\$20.71	\$20.42	\$18.16
d. Mailbox Price (\$/cwt)	\$17.76	\$17.72	\$17.79	\$17.20	\$16.53	\$18.28	\$21.91	\$21.38	\$17.58
f. Income Over Feed Cost (\$/cwt)	\$6.57	\$6.67	\$7.07	\$6.28	\$5.19	\$7.73	\$9.55	\$8.43	\$5.02
g. Fat Test %	3.79%	3.82%	3.86%	3.73%	3.57%	3.82%	4.98%	4.82%	3.70%
h. SNF Test %	8.95%	8.95%	8.93%	8.90%	8.73%	8.85%	9.51%	9.53%	8.92%
<b>Related Data</b>									
a. Percent Dry Cows	15%	15%	15%	15%	19%	18%	18%	14%	16%
b. Yearly Cull Rate	42%	43%	35%	29%	44%	40%	49%	39%	35%
c. Avg. Value (Drop Bull Calf)	\$67.37	\$63.23	\$74.73	\$74.56	\$78.62	\$75.26	\$0.00	\$0.00	\$75.54
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$279.50	\$285.83	\$300.00	\$287.16	\$275.00	\$294.34	\$0.00	\$265.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$298.05	\$301.56	\$300.19	\$308.55	\$308.63	\$287.86	\$283.15	\$333.51	\$315.87
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.32	29.59	32.47	26.03	27.01	30.92	27.53	21.67	28.08
g. Milkers (\$/hr with benefits & taxes)	\$13.27	\$12.64	\$14.94	\$15.34	\$12.56	\$12.08	\$13.05	\$10.97	\$15.67
h. Total Labor (\$/hr)	\$14.27	\$13.81	\$14.81	\$16.62	\$13.63	\$14.16	\$14.03	\$11.98	\$15.38
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.28	\$7.27	\$7.89	\$7.19	\$7.91	\$7.11	\$5.71	\$6.21	\$7.08
j. Milk Cow Feed Costs (\$/cwt.)	\$10.41	\$10.28	\$9.92	\$10.10	\$10.30	\$9.57	\$11.25	\$12.28	\$11.59

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	36	37	38	39	40	41	42
<b>Feed Costs</b>							
a. Dry Roughage	\$42.58	\$57.78	\$60.83	\$48.21	\$39.90	\$44.30	\$55.49
b. Wet Feed & Wet Roughage	\$43.57	\$31.19	\$30.44	\$37.22	\$51.28	\$62.57	\$37.06
c. Concentrates	\$102.93	\$100.56	\$121.21	\$128.41	\$100.10	\$113.33	\$124.69
d. Minerals & Supplements	\$0.32	\$13.68	\$16.82	\$0.64	\$8.32	\$1.93	\$12.45
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$189.41	\$203.21	\$229.30	\$214.48	\$199.61	\$222.12	\$229.69
<b>Total Feed Costs (\$/cwt)</b>	\$11.84	\$10.97	\$10.87	\$10.76	\$9.66	\$10.68	\$10.66
<b>Total Hired Labor</b>	\$14.90	\$23.13	\$41.30	\$27.02	\$28.54	\$24.85	\$31.35
<b>Total Hired Labor Costs (\$/cwt)</b>	\$0.93	\$1.25	\$1.96	\$1.36	\$1.38	\$1.20	\$1.46
<b>Total Herd Replacement</b>	\$22.20	\$21.40	\$17.31	\$9.04	\$17.56	\$13.18	\$17.81
<b>Total Replacement Costs (\$/cwt)</b>	\$1.39	\$1.15	\$0.82	\$0.45	\$0.85	\$0.63	\$0.83
<b>Total Operating Costs</b>	\$39.85	\$70.34	\$65.71	\$61.62	\$33.84	\$57.65	\$67.87
<b>Total Operating Costs (\$/cwt)</b>	\$2.49	\$3.80	\$3.11	\$3.09	\$1.64	\$2.77	\$3.15
<b>Total Milk Marketing Costs</b>	\$8.01	\$9.27	\$10.53	\$10.16	\$10.49	\$10.40	\$10.76
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.50	\$0.50	\$0.51	\$0.51	\$0.50	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$274.37	\$327.35	\$364.15	\$322.32	\$290.03	\$328.21	\$357.47
<b>Total Cost (\$/cwt)</b>	\$17.15	\$17.67	\$17.26	\$16.17	\$14.04	\$15.78	\$16.60
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	16.00	18.53	21.10	19.93	20.65	20.80	21.54
b. Lbs Milk Sold/milk cow/day	59.69	70.18	80.56	75.39	77.13	77.59	80.23
c. Gross Milk Receipts (\$/cwt)	\$17.47	\$17.85	\$17.62	\$17.54	\$17.77	\$17.89	\$17.83
d. Mailbox Price (\$/cwt)	\$17.26	\$17.84	\$17.39	\$16.49	\$17.15	\$17.24	\$17.14
f. Income Over Feed Cost (\$/cwt)	\$5.42	\$6.87	\$6.53	\$5.73	\$7.48	\$6.56	\$6.48
g. Fat Test %	3.61%	3.72%	3.70%	3.70%	3.67%	3.73%	3.69%
h. SNF Test %	8.92%	8.97%	8.95%	8.81%	8.85%	8.89%	8.93%
<b>Related Data</b>							
a. Percent Dry Cows	13%	14%	15%	14%	13%	13%	12%
b. Yearly Cull Rate	41%	40%	39%	25%	43%	53%	45%
c. Avg. Value (Drop Bull Calf)	\$68.32	\$67.41	\$74.14	\$77.70	\$77.36	\$66.06	\$75.41
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$269.34	\$300.00	\$285.00	\$297.41	\$275.00	\$295.86
e. Grain, Mnrls & Splmnts (\$/ton)	\$283.07	\$269.71	\$300.86	\$327.35	\$269.04	\$328.99	\$304.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.84	31.39	34.10	28.83	29.37	25.35	32.91
g. Milkers (\$/hr with benefits & taxes)	\$9.99	\$11.56	\$12.84	\$12.55	\$14.39	\$12.99	\$10.44
h. Total Labor (\$/hr)	\$10.64	\$13.32	\$14.71	\$13.47	\$15.01	\$14.75	\$12.12
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.58	\$7.11	\$8.21	\$7.62	\$7.05	\$7.82	\$8.04
j. Milk Cow Feed Costs (\$/cwt.)	\$11.02	\$10.13	\$10.19	\$10.11	\$9.14	\$10.08	\$10.03

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	Averages		43	44	45	46	47	48	49
	SV Average	Herd Size 2401plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$49.42	\$51.91	\$58.20	\$69.47	\$31.12	\$60.44	\$55.00	\$38.06	\$62.17
b. Wet Feed & Wet Roughage	\$41.35	\$41.03	\$42.16	\$44.39	\$54.34	\$21.83	\$42.84	\$45.90	\$39.55
c. Concentrates	\$105.22	\$108.07	\$123.27	\$102.73	\$99.63	\$99.23	\$97.23	\$112.05	\$85.69
d. Minerals & Supplements	\$8.70	\$8.79	\$0.64	\$9.75	\$7.55	\$18.25	\$10.94	\$9.93	\$6.29
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>	\$204.69	\$209.80	\$224.27	\$226.33	\$192.63	\$199.76	\$206.01	\$205.94	\$193.68
<b>Total Feed Costs (\$/cwt)</b>	\$11.18	\$11.04	\$11.90	\$11.31	\$10.85	\$11.42	\$10.92	\$9.80	\$11.11
<b>Total Hired Labor</b>	\$26.95	\$27.80	\$36.31	\$33.92	\$30.49	\$21.33	\$29.72	\$19.90	\$20.19
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.47	\$1.46	\$1.93	\$1.70	\$1.72	\$1.22	\$1.57	\$0.95	\$1.16
<b>Total Herd Replacement</b>	\$14.72	\$14.89	\$13.46	\$15.23	\$12.77	\$18.44	\$16.67	\$14.15	\$19.66
<b>Total Replacement Costs (\$/cwt)</b>	\$0.80	\$0.78	\$0.71	\$0.76	\$0.72	\$1.05	\$0.88	\$0.67	\$1.13
<b>Total Operating Costs</b>	\$52.63	\$51.27	\$63.36	\$64.75	\$50.87	\$49.62	\$53.57	\$49.48	\$39.62
<b>Total Operating Costs (\$/cwt)</b>	\$2.88	\$2.70	\$3.36	\$3.24	\$2.86	\$2.84	\$2.84	\$2.35	\$2.27
<b>Total Milk Marketing Costs</b>	\$9.35	\$9.70	\$9.50	\$10.05	\$9.09	\$8.86	\$9.55	\$10.63	\$8.86
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.51	\$0.51	\$0.50	\$0.50	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$308.34	\$313.47	\$346.90	\$350.28	\$295.85	\$298.01	\$315.53	\$300.11	\$282.01
<b>Total Cost (\$/cwt)</b>	\$16.84	\$16.49	\$18.41	\$17.51	\$16.66	\$17.04	\$16.72	\$14.28	\$16.18
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.31	19.01	18.84	20.01	17.75	17.49	18.87	21.02	17.43
b. Lbs Milk Sold/milk cow/day	69.95	72.59	71.85	73.88	66.32	65.26	71.41	79.42	64.80
c. Gross Milk Receipts (\$/cwt)	\$18.08	\$17.90	\$18.26	\$18.66	\$18.14	\$18.20	\$17.50	\$17.36	\$18.39
d. Mailbox Price (\$/cwt)	\$17.76	\$17.54	\$18.19	\$18.31	\$17.62	\$17.70	\$17.05	\$16.74	\$17.95
f. Income Over Feed Cost (\$/cwt)	\$6.57	\$6.50	\$6.29	\$7.00	\$6.77	\$6.28	\$6.14	\$6.95	\$6.84
g. Fat Test %	3.79%	3.69%	3.54%	3.80%	3.70%	3.93%	3.64%	3.55%	3.83%
h. SNF Test %	8.95%	8.92%	8.78%	8.91%	8.94%	9.05%	8.94%	8.95%	8.98%
<b>Related Data</b>									
a. Percent Dry Cows	15%	15%	14%	12%	13%	13%	14%	14%	12%
b. Yearly Cull Rate	42%	39%	37%	38%	36%	42%	47%	35%	40%
c. Avg. Value (Drop Bull Calf)	\$67.37	\$75.72	\$73.71	\$77.42	\$59.64	\$76.40	\$81.73	\$76.48	\$78.71
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$279.50	\$277.51	\$255.00	\$295.00	\$285.00	\$285.00	\$300.00	\$295.37	\$292.32
e. Grain, Mnrls & Splmnts (\$/ton)	\$298.05	\$297.13	\$353.24	\$325.19	\$294.48	\$287.31	\$283.08	\$272.98	\$280.91
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.32	30.23	26.12	25.13	26.50	30.01	28.02	32.69	24.21
g. Milkers (\$/hr with benefits & taxes)	\$13.27	\$14.60	\$21.18	\$17.42	\$19.19	\$12.27	\$12.86	\$13.13	\$14.24
h. Total Labor (\$/hr)	\$14.27	\$15.41	\$20.73	\$18.32	\$19.53	\$12.29	\$13.69	\$13.22	\$14.33
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.28	\$7.45	\$7.96	\$8.00	\$6.74	\$6.89	\$7.24	\$7.31	\$6.86
j. Milk Cow Feed Costs (\$/cwt.)	\$10.41	\$10.26	\$11.08	\$10.83	\$10.16	\$10.55	\$10.13	\$9.20	\$10.58

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2011**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	50	51	52	53	54	55	56
<b>Feed Costs</b>							
a. Dry Roughage	\$64.21	\$45.96	\$48.01	\$49.61	\$59.66	\$37.00	\$53.08
b. Wet Feed & Wet Roughage	\$40.32	\$41.75	\$43.48	\$51.50	\$26.03	\$56.42	\$33.20
c. Concentrates	\$96.33	\$134.23	\$96.48	\$95.93	\$87.95	\$106.80	\$135.24
d. Minerals & Supplements	\$10.22	\$5.70	\$23.40	\$12.69	\$5.01	\$10.79	\$1.47
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$211.09	\$227.65	\$211.37	\$209.73	\$178.66	\$211.01	\$222.99
<b>Total Feed Costs (\$/cwt)</b>	\$10.69	\$10.44	\$11.26	\$10.17	\$11.18	\$11.39	\$11.64
<b>Total Hired Labor</b>	\$31.68	\$22.29	\$24.83	\$31.72	\$20.81	\$39.66	\$27.04
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.60	\$1.02	\$1.32	\$1.54	\$1.30	\$2.14	\$1.41
<b>Total Herd Replacement</b>	\$18.77	\$8.32	\$15.20	\$12.13	\$13.90	\$19.23	\$13.44
<b>Total Replacement Costs (\$/cwt)</b>	\$0.95	\$0.38	\$0.81	\$0.59	\$0.87	\$1.04	\$0.70
<b>Total Operating Costs</b>	\$75.14	\$56.30	\$49.16	\$55.29	\$32.96	\$57.96	\$41.41
<b>Total Operating Costs (\$/cwt)</b>	\$3.80	\$2.58	\$2.62	\$2.68	\$2.06	\$3.13	\$2.16
<b>Total Milk Marketing Costs</b>	\$9.91	\$10.85	\$10.26	\$10.49	\$8.72	\$9.36	\$9.61
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.50	\$0.55	\$0.51	\$0.55	\$0.51	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$346.59	\$325.41	\$310.83	\$319.35	\$255.05	\$337.23	\$314.50
<b>Total Cost (\$/cwt)</b>	\$17.55	\$14.93	\$16.56	\$15.49	\$15.95	\$18.21	\$16.42
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	19.75	21.80	18.77	20.62	15.99	18.52	19.16
b. Lbs Milk Sold/milk cow/day	73.67	84.52	72.92	79.16	62.30	71.76	74.35
c. Gross Milk Receipts (\$/cwt)	\$18.36	\$17.30	\$17.43	\$17.37	\$17.89	\$17.40	\$18.39
d. Mailbox Price (\$/cwt)	\$18.10	\$16.74	\$17.38	\$16.95	\$17.59	\$16.62	\$18.31
f. Income Over Feed Cost (\$/cwt)	\$7.41	\$6.29	\$6.12	\$6.77	\$6.41	\$5.23	\$6.67
g. Fat Test %	3.71%	3.64%	3.43%	3.62%	3.87%	3.64%	3.78%
h. SNF Test %	8.91%	8.75%	8.91%	8.76%	8.92%	8.84%	9.07%
<b>Related Data</b>							
a. Percent Dry Cows	13%	16%	16%	15%	16%	16%	16%
b. Yearly Cull Rate	44%	39%	39%	33%	33%	44%	41%
c. Avg. Value (Drop Bull Calf)	\$79.24	\$74.63	\$74.85	\$73.44	\$75.88	\$73.68	\$78.88
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$275.00	\$290.00	\$287.89	\$263.12	\$270.00	\$265.71
e. Grain, Mnrls & Splmnts (\$/ton)	\$292.19	\$299.48	\$311.93	\$286.22	\$281.26	\$299.93	\$291.36
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.61	35.59	29.06	28.70	25.22	29.60	36.42
g. Milkers (\$/hr with benefits & taxes)	\$17.04	\$13.17	\$18.54	\$12.83	\$14.88	\$11.29	\$13.84
h. Total Labor (\$/hr)	\$18.23	\$14.50	\$17.67	\$13.80	\$15.59	\$12.06	\$17.13
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.45	\$8.13	\$7.64	\$7.50	\$6.32	\$7.61	\$7.94
j. Milk Cow Feed Costs (\$/cwt.)	\$10.11	\$9.62	\$10.47	\$9.47	\$10.14	\$10.60	\$10.68