

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
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	\$50.24	\$50.57	\$52.98	\$61.07	\$50.24	\$69.11	\$64.88	\$53.87	\$40.96
b. Wet Feed & Wet Roughage	\$43.95	\$43.61	\$54.50	\$33.33	\$42.16	\$43.11	\$24.19	\$42.84	\$30.34
c. Concentrates	\$122.42	\$114.74	\$92.83	\$149.96	\$112.18	\$83.00	\$128.41	\$85.91	\$141.75
d. Minerals & Supplements	\$8.53	\$3.99	\$2.23	\$8.00	\$1.22	\$7.19	\$10.34	\$2.54	\$6.54
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$225.14	\$212.90	\$202.53	\$252.36	\$205.80	\$202.41	\$227.82	\$185.16	\$219.58
Total Feed Costs (\$/cwt)	\$12.47	\$12.56	\$12.74	\$12.88	\$12.81	\$13.35	\$12.85	\$12.12	\$13.40
Total Hired Labor	\$25.91	\$24.42	\$16.14	\$28.36	\$30.61	\$28.65	\$30.65	\$21.23	\$21.93
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.44	\$1.02	\$1.45	\$1.91	\$1.89	\$1.73	\$1.39	\$1.34
Total Herd Replacement	\$23.45	\$23.79	\$20.30	\$29.79	\$17.01	\$21.52	\$23.00	\$21.74	\$14.40
Total Replacement Costs (\$/cwt)	\$1.30	\$1.40	\$1.28	\$1.52	\$1.06	\$1.42	\$1.30	\$1.42	\$0.88
Total Operating Costs	\$51.28	\$53.44	\$40.51	\$66.06	\$33.13	\$41.17	\$64.19	\$49.87	\$60.53
Total Operating Costs (\$/cwt)	\$2.84	\$3.15	\$2.55	\$3.37	\$2.06	\$2.72	\$3.62	\$3.26	\$3.69
Total Milk Marketing Costs	\$9.57	\$9.24	\$8.64	\$10.78	\$8.84	\$8.25	\$9.63	\$8.64	\$9.04
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.55	\$0.54	\$0.55	\$0.55	\$0.54	\$0.54	\$0.57	\$0.55
Total Cost (\$/Cow/Month)	\$335.36	\$323.79	\$288.13	\$387.35	\$295.40	\$302.00	\$355.29	\$286.64	\$325.49
Total Cost (\$/cwt)	\$18.58	\$19.10	\$18.12	\$19.77	\$18.39	\$19.93	\$20.05	\$18.76	\$19.86
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.05	16.95	15.90	19.59	16.06	15.16	17.72	15.28	16.39
b. Lbs Milk Sold/milk cow/day	69.19	64.83	62.26	73.29	61.91	56.55	65.19	59.61	63.26
c. Gross Milk Receipts (\$/cwt)	\$19.41	\$19.24	\$19.43	\$19.55	\$19.45	\$19.49	\$19.78	\$18.53	\$21.66
d. Mailbox Price (\$/cwt)	\$19.12	\$18.73	\$19.22	\$18.97	\$18.90	\$18.99	\$19.24	\$18.26	\$22.39
f. Income Over Feed Cost (\$/cwt)	\$6.65	\$6.18	\$6.49	\$6.09	\$6.09	\$5.64	\$6.39	\$6.14	\$8.99
g. Fat Test %	3.90%	3.83%	3.60%	4.05%	3.84%	3.87%	3.89%	3.70%	4.79%
h. SNF Test %	8.93%	8.94%	9.03%	9.04%	8.93%	8.91%	8.88%	8.79%	9.39%
Related Data									
a. Percent Dry Cows	15%	15%	17%	13%	15%	13%	11%	16%	16%
b. Yearly Cull Rate	43%	44%	38%	72%	25%	34%	33%	44%	44%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.11	\$0.13	\$0.10	\$0.14	\$0.16	\$0.09	\$0.16	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.34	\$269.99	\$264.12	\$289.21	\$250.00	\$285.00	\$285.00	\$275.00	\$259.75
e. Grain, Mnrls & Splmnts (\$/ton)	\$349.08	\$347.90	\$347.27	\$345.29	\$337.79	\$348.00	\$366.31	\$323.12	\$361.31
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.92	25.92	21.45	33.83	25.69	18.84	27.41	20.78	30.91
g. Milkers (\$/hr with benefits & taxes)	\$13.16	\$12.53	\$16.06	\$11.14	\$12.21	\$12.43	\$11.69	\$14.80	\$13.02
h. Total Labor (\$/hr)	\$14.21	\$12.69	\$15.76	\$11.17	\$12.35	\$12.93	\$11.94	\$14.63	\$13.03
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.08	\$7.59	\$7.19	\$8.95	\$7.46	\$7.03	\$7.94	\$6.60	\$7.77
j. Milk Cow Feed Costs (\$/cwt.)	\$11.68	\$11.70	\$11.55	\$12.21	\$12.05	\$12.44	\$12.18	\$11.07	\$12.28

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 1-1000

Dairy ID Number	8	9	10	11	12	13	14
Feed Costs							
a. Dry Roughage	\$52.22	\$64.98	\$48.17	\$47.80	\$44.92	\$25.80	\$47.78
b. Wet Feed & Wet Roughage	\$46.78	\$32.53	\$43.37	\$35.74	\$57.41	\$63.77	\$51.69
c. Concentrates	\$168.13	\$108.20	\$119.35	\$96.45	\$141.41	\$73.48	\$117.62
d. Minerals & Supplements	\$1.75	\$4.79	\$1.44	\$5.36	\$4.86	\$1.26	\$0.38
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$268.88	\$210.50	\$212.33	\$185.36	\$248.59	\$164.31	\$217.47
Total Feed Costs (\$/cwt)	\$13.12	\$12.63	\$13.04	\$12.99	\$11.90	\$12.06	\$11.25
Total Hired Labor	\$23.00	\$21.55	\$33.34	\$14.69	\$32.43	\$18.60	\$22.75
Total Hired Labor Costs (\$/cwt)	\$1.12	\$1.29	\$2.05	\$1.03	\$1.55	\$1.36	\$1.18
Total Herd Replacement	\$19.04	\$28.66	\$27.53	\$12.60	\$24.90	\$29.19	\$37.01
Total Replacement Costs (\$/cwt)	\$0.93	\$1.72	\$1.69	\$0.88	\$1.19	\$2.14	\$1.92
Total Operating Costs	\$53.05	\$80.69	\$44.14	\$46.09	\$60.72	\$38.07	\$59.87
Total Operating Costs (\$/cwt)	\$2.59	\$4.84	\$2.71	\$3.23	\$2.91	\$2.79	\$3.10
Total Milk Marketing Costs	\$11.10	\$8.99	\$8.81	\$7.99	\$10.97	\$7.82	\$10.20
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.54	\$0.54	\$0.56	\$0.53	\$0.57	\$0.53
Total Cost (\$/Cow/Month)	\$375.07	\$350.39	\$326.16	\$266.73	\$377.62	\$257.99	\$347.30
Total Cost (\$/cwt)	\$18.30	\$21.02	\$20.03	\$18.69	\$18.07	\$18.93	\$17.97
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	20.49	16.67	16.28	14.27	20.90	13.63	19.32
b. Lbs Milk Sold/milk cow/day	78.30	63.16	62.59	55.93	80.84	51.34	74.49
c. Gross Milk Receipts (\$/cwt)	\$18.94	\$18.72	\$19.56	\$18.68	\$18.74	\$19.32	\$18.60
d. Mailbox Price (\$/cwt)	\$17.90	\$18.22	\$19.10	\$18.41	\$18.31	\$17.56	\$18.13
f. Income Over Feed Cost (\$/cwt)	\$4.78	\$5.59	\$6.06	\$5.42	\$6.42	\$5.51	\$6.88
g. Fat Test %	3.71%	3.80%	3.84%	3.57%	3.62%	3.96%	3.61%
h. SNF Test %	8.96%	8.79%	9.04%	9.01%	8.88%	8.83%	8.87%
Related Data							
a. Percent Dry Cows	15%	14%	15%	17%	16%	13%	15%
b. Yearly Cull Rate	41%	60%	48%	25%	40%	48%	65%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.10	\$0.08	\$0.09	\$0.10	\$0.14	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$275.00	\$255.00	\$255.00	\$275.00	\$270.00	\$230.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$392.68	\$340.42	\$330.90	\$333.80	\$351.77	\$324.08	\$366.59
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.50	24.66	27.77	23.57	31.42	17.30	24.19
g. Milkers (\$/hr with benefits & taxes)	\$10.36	\$12.91	\$14.27	\$17.08	\$10.59	\$13.15	\$11.31
h. Total Labor (\$/hr)	\$10.44	\$12.26	\$14.29	\$14.82	\$12.12	\$13.10	\$12.26
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.32	\$7.46	\$7.67	\$6.84	\$8.91	\$5.85	\$7.91
j. Milk Cow Feed Costs (\$/cwt.)	\$11.90	\$11.81	\$12.25	\$12.23	\$11.02	\$11.39	\$10.62

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 1001-1500

Dairy ID Number	Averages		15	16	17	18	19	20	21
	SV Average	Herd Size 1001to 1500							
Feed Costs									
a. Dry Roughage	\$50.24	\$53.72	\$65.27	\$51.14	\$51.99	\$65.99	\$42.79	\$43.33	\$45.09
b. Wet Feed & Wet Roughage	\$43.95	\$46.28	\$31.29	\$43.84	\$83.81	\$57.85	\$56.48	\$31.01	\$44.67
c. Concentrates	\$122.42	\$106.82	\$134.64	\$87.50	\$98.17	\$100.67	\$97.12	\$113.41	\$124.83
d. Minerals & Supplements	\$8.53	\$11.63	\$0.53	\$9.95	\$14.65	\$7.67	\$15.96	\$10.39	\$17.63
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$225.14	\$218.45	\$231.74	\$192.44	\$248.62	\$232.18	\$212.35	\$198.14	\$232.22
Total Feed Costs (\$/cwt)	\$12.47	\$12.85	\$13.17	\$13.34	\$12.78	\$12.00	\$13.28	\$13.78	\$12.50
Total Hired Labor	\$25.91	\$26.09	\$23.54	\$18.66	\$34.67	\$30.25	\$19.03	\$22.40	\$24.96
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.53	\$1.34	\$1.29	\$1.78	\$1.56	\$1.19	\$1.56	\$1.34
Total Herd Replacement	\$23.45	\$22.23	\$19.48	\$24.38	\$22.84	\$23.13	\$17.02	\$24.21	\$15.79
Total Replacement Costs (\$/cwt)	\$1.30	\$1.31	\$1.11	\$1.69	\$1.17	\$1.20	\$1.06	\$1.68	\$0.85
Total Operating Costs	\$51.28	\$52.19	\$40.79	\$39.07	\$50.29	\$46.86	\$43.98	\$63.08	\$73.75
Total Operating Costs (\$/cwt)	\$2.84	\$3.07	\$2.32	\$2.71	\$2.58	\$2.42	\$2.75	\$4.39	\$3.97
Total Milk Marketing Costs	\$9.57	\$8.91	\$9.50	\$7.54	\$10.07	\$9.76	\$8.28	\$7.44	\$9.62
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.52	\$0.54	\$0.52	\$0.52	\$0.50	\$0.52	\$0.52	\$0.52
Total Cost (\$/Cow/Month)	\$335.36	\$327.87	\$325.06	\$282.09	\$366.49	\$342.17	\$300.65	\$315.27	\$356.34
Total Cost (\$/cwt)	\$18.58	\$19.29	\$18.47	\$19.56	\$18.83	\$17.69	\$18.80	\$21.93	\$19.18
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.05	17.00	17.60	14.42	19.46	19.34	15.99	14.37	18.58
b. Lbs Milk Sold/milk cow/day	69.19	65.28	66.86	56.42	73.31	72.06	61.48	55.40	69.92
c. Gross Milk Receipts (\$/cwt)	\$19.41	\$19.73	\$18.79	\$19.53	\$18.74	\$18.95	\$19.13	\$22.23	\$19.05
d. Mailbox Price (\$/cwt)	\$19.12	\$19.66	\$18.38	\$19.13	\$18.50	\$18.84	\$18.71	\$23.34	\$18.55
f. Income Over Feed Cost (\$/cwt)	\$6.65	\$6.81	\$5.22	\$5.79	\$5.72	\$6.84	\$5.43	\$9.55	\$6.05
g. Fat Test %	3.90%	4.01%	3.73%	3.70%	3.60%	3.71%	3.85%	5.08%	3.68%
h. SNF Test %	8.93%	9.00%	8.87%	8.84%	8.82%	8.87%	8.85%	9.59%	8.82%
Related Data									
a. Percent Dry Cows	15%	15%	14%	17%	13%	12%	15%	15%	13%
b. Yearly Cull Rate	43%	41%	37%	41%	45%	37%	40%	43%	37%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.11	\$0.14	\$0.15	\$0.16	\$0.14	\$0.13	\$0.01	\$0.10
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.34	\$272.00	\$275.00	\$275.00	\$274.54	\$263.46	\$275.00	\$275.00	\$261.70
e. Grain, Mnrls & Splmnts (\$/ton)	\$349.08	\$348.64	\$361.80	\$339.71	\$340.28	\$366.31	\$343.23	\$359.32	\$341.97
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.92	26.14	27.88	21.50	24.09	21.52	24.70	25.96	30.77
g. Milkers (\$/hr with benefits & taxes)	\$13.16	\$12.00	\$11.96	\$10.74	\$14.39	\$12.38	\$12.27	\$13.52	\$11.31
h. Total Labor (\$/hr)	\$14.21	\$13.17	\$12.15	\$11.41	\$15.75	\$13.30	\$12.77	\$14.80	\$11.81
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.08	\$7.86	\$8.36	\$6.81	\$8.77	\$8.05	\$7.60	\$7.18	\$8.23
j. Milk Cow Feed Costs (\$/cwt.)	\$11.68	\$12.04	\$12.50	\$12.07	\$11.96	\$11.17	\$12.36	\$12.95	\$11.77

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 1001-1500

Dairy ID Number	22	23	24	25
Feed Costs				
a. Dry Roughage	\$45.52	\$59.87	\$68.10	\$52.08
b. Wet Feed & Wet Roughage	\$40.70	\$38.80	\$36.49	\$49.01
c. Concentrates	\$99.07	\$118.02	\$91.38	\$110.22
d. Minerals & Supplements	\$0.38	\$10.75	\$11.28	\$25.80
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$185.67	\$227.43	\$207.25	\$237.10
Total Feed Costs (\$/cwt)	\$13.08	\$12.85	\$13.52	\$11.83
Total Hired Labor	\$26.99	\$19.47	\$28.58	\$37.27
Total Hired Labor Costs (\$/cwt)	\$1.90	\$1.10	\$1.86	\$1.86
Total Herd Replacement	\$26.01	\$32.54	\$18.97	\$19.60
Total Replacement Costs (\$/cwt)	\$1.83	\$1.84	\$1.24	\$0.98
Total Operating Costs	\$56.93	\$47.33	\$50.91	\$56.78
Total Operating Costs (\$/cwt)	\$4.01	\$2.67	\$3.32	\$2.83
Total Milk Marketing Costs	\$7.79	\$9.43	\$7.71	\$10.89
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.53	\$0.50	\$0.54
Total Cost (\$/Cow/Month)	\$303.39	\$336.19	\$313.42	\$361.64
Total Cost (\$/cwt)	\$21.38	\$19.00	\$20.45	\$18.04
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt)	14.19	17.69	15.33	20.05
b. Lbs Milk Sold/milk cow/day	55.61	70.39	57.40	78.68
c. Gross Milk Receipts (\$/cwt)	\$21.90	\$19.52	\$21.44	\$18.65
d. Mailbox Price (\$/cwt)	\$22.40	\$19.12	\$22.79	\$17.88
f. Income Over Feed Cost (\$/cwt)	\$9.31	\$6.27	\$9.27	\$6.05
g. Fat Test %	5.01%	3.67%	4.71%	3.71%
h. SNF Test %	9.45%	8.82%	9.37%	8.85%
Related Data				
a. Percent Dry Cows	17%	18%	13%	17%
b. Yearly Cull Rate	44%	53%	43%	34%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.00	\$0.15	\$0.05	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$285.00	\$284.88	\$265.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$365.27	\$342.26	\$317.92	\$356.61
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	20.64	29.21	23.69	28.89
g. Milkers (\$/hr with benefits & taxes)	\$11.09	\$10.46	\$13.23	\$11.72
h. Total Labor (\$/hr)	\$12.30	\$11.80	\$15.76	\$12.89
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.75	\$8.55	\$7.42	\$8.72
j. Milk Cow Feed Costs (\$/cwt.)	\$12.14	\$12.14	\$12.92	\$11.08

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 1501-2400

Dairy ID Number	Averages		26	27	28	29	30	31	32
	SV Average	Herd Size 1501to 2400							
Feed Costs									
a. Dry Roughage	\$50.24	\$47.75	\$55.84	\$66.47	\$31.50	\$43.37	\$15.16	\$49.68	\$53.01
b. Wet Feed & Wet Roughage	\$43.95	\$43.65	\$31.41	\$33.13	\$47.96	\$33.69	\$45.31	\$49.92	\$44.15
c. Concentrates	\$122.42	\$126.80	\$108.95	\$137.57	\$89.85	\$125.77	\$120.09	\$146.98	\$118.34
d. Minerals & Supplements	\$8.53	\$5.22	\$10.24	\$11.12	\$6.41	\$0.66	\$11.90	\$0.93	\$8.74
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$225.14	\$223.42	\$206.44	\$248.30	\$175.70	\$203.49	\$192.46	\$247.51	\$224.24
Total Feed Costs (\$/cwt)	\$12.47	\$12.40	\$14.08	\$11.75	\$13.58	\$13.52	\$14.53	\$11.04	\$10.74
Total Hired Labor	\$25.91	\$25.71	\$16.69	\$18.00	\$28.73	\$18.77	\$29.45	\$24.46	\$26.30
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.43	\$1.14	\$0.85	\$2.22	\$1.25	\$2.22	\$1.09	\$1.26
Total Herd Replacement	\$23.45	\$22.99	\$24.62	\$20.16	\$24.97	\$17.34	\$16.29	\$23.33	\$30.04
Total Replacement Costs (\$/cwt)	\$1.30	\$1.28	\$1.68	\$0.95	\$1.93	\$1.15	\$1.23	\$1.04	\$1.44
Total Operating Costs	\$51.28	\$53.37	\$48.38	\$64.30	\$51.18	\$22.92	\$48.72	\$70.23	\$43.26
Total Operating Costs (\$/cwt)	\$2.84	\$2.96	\$3.30	\$3.04	\$3.95	\$1.52	\$3.68	\$3.13	\$2.07
Total Milk Marketing Costs	\$9.57	\$9.43	\$7.63	\$10.88	\$6.89	\$8.10	\$6.76	\$11.94	\$11.13
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.52	\$0.52	\$0.52	\$0.53	\$0.54	\$0.51	\$0.53	\$0.53
Total Cost (\$/Cow/Month)	\$335.36	\$334.92	\$303.76	\$361.64	\$287.47	\$270.62	\$293.69	\$377.46	\$334.99
Total Cost (\$/cwt)	\$18.58	\$18.59	\$20.72	\$17.12	\$22.21	\$17.97	\$22.17	\$16.83	\$16.05
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.05	18.02	14.66	21.13	12.94	15.06	13.25	22.43	20.87
b. Lbs Milk Sold/milk cow/day	69.19	69.18	58.25	80.04	49.62	58.30	53.55	84.85	78.13
c. Gross Milk Receipts (\$/cwt)	\$19.41	\$19.77	\$22.07	\$19.39	\$22.01	\$19.56	\$22.01	\$18.56	\$18.85
d. Mailbox Price (\$/cwt)	\$19.12	\$19.59	\$23.10	\$19.13	\$22.93	\$18.94	\$23.81	\$17.97	\$18.28
f. Income Over Feed Cost (\$/cwt)	\$6.65	\$7.19	\$9.02	\$7.38	\$9.35	\$5.43	\$9.28	\$6.94	\$7.54
g. Fat Test %	3.90%	3.99%	5.02%	3.88%	4.94%	3.77%	5.05%	3.61%	3.69%
h. SNF Test %	8.93%	9.01%	9.54%	8.93%	9.48%	9.00%	9.46%	8.87%	8.77%
Related Data									
a. Percent Dry Cows	15%	15%	18%	14%	15%	16%	19%	14%	13%
b. Yearly Cull Rate	43%	43%	37%	43%	45%	28%	46%	38%	51%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.11	\$0.01	\$0.11	\$0.01	\$0.10	\$0.00	\$0.13	\$0.14
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.34	\$265.22	\$290.00	\$290.00	\$260.00	\$240.00	\$0.00	\$261.45	\$260.52
e. Grain, Mnrls & Splmnts (\$/ton)	\$349.08	\$359.29	\$341.54	\$335.59	\$345.76	\$359.95	\$368.89	\$367.88	\$331.53
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.92	28.07	27.17	32.53	20.60	26.55	27.68	29.58	28.34
g. Milkers (\$/hr with benefits & taxes)	\$13.16	\$13.51	\$9.60	\$14.84	\$10.78	\$16.26	\$13.22	\$11.09	\$11.98
h. Total Labor (\$/hr)	\$14.21	\$14.31	\$11.57	\$14.70	\$11.93	\$14.40	\$14.52	\$12.18	\$13.09
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.08	\$8.03	\$7.74	\$8.77	\$6.14	\$7.31	\$7.15	\$8.83	\$8.01
j. Milk Cow Feed Costs (\$/cwt.)	\$11.68	\$11.61	\$13.28	\$10.95	\$12.37	\$12.54	\$13.35	\$10.40	\$10.26

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 1501-2400

Dairy ID Number	33	34
Feed Costs		
a. Dry Roughage	\$51.85	\$62.56
b. Wet Feed & Wet Roughage	\$56.12	\$43.83
c. Concentrates	\$137.36	\$146.70
d. Minerals & Supplements	\$0.18	\$0.71
e. Pasture	\$0.00	\$0.00
Total Feed Costs	\$245.51	\$253.81
Total Feed Costs (\$/cwt)	\$11.75	\$13.24
Total Hired Labor	\$27.66	\$35.17
Total Hired Labor Costs (\$/cwt)	\$1.32	\$1.83
Total Herd Replacement	\$23.37	\$24.99
Total Replacement Costs (\$/cwt)	\$1.12	\$1.30
Total Operating Costs	\$61.99	\$66.52
Total Operating Costs (\$/cwt)	\$2.97	\$3.47
Total Milk Marketing Costs	\$10.73	\$9.92
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.52
Total Cost (\$/Cow/Month)	\$369.25	\$390.41
Total Cost (\$/cwt)	\$17.68	\$20.36
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	20.89	19.17
b. Lbs Milk Sold/milk cow/day	78.92	73.13
c. Gross Milk Receipts (\$/cwt)	\$18.84	\$19.71
d. Mailbox Price (\$/cwt)	\$18.00	\$19.13
f. Income Over Feed Cost (\$/cwt)	\$6.25	\$5.89
g. Fat Test %	3.68%	3.62%
h. SNF Test %	8.81%	8.89%
Related Data		
a. Percent Dry Cows	14%	15%
b. Yearly Cull Rate	50%	48%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.15
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$261.06	\$265.07
e. Grain, Mnrls & Splmnts (\$/ton)	\$383.21	\$398.73
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.31	27.57
g. Milkers (\$/hr with benefits & taxes)	\$13.40	\$20.63
h. Total Labor (\$/hr)	\$15.32	\$20.22
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.75	\$9.08
j. Milk Cow Feed Costs (\$/cwt.)	\$11.09	\$12.42

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 2401 Plus

Dairy ID Number	Averages		35	36	37	38	39	40	41
	SV Average	Herd Size 2401plus							
Feed Costs									
a. Dry Roughage	\$50.24	\$50.11	\$54.53	\$25.95	\$69.95	\$46.44	\$52.64	\$48.32	\$74.78
b. Wet Feed & Wet Roughage	\$43.95	\$43.49	\$55.28	\$53.28	\$41.65	\$38.37	\$40.79	\$40.70	\$51.01
c. Concentrates	\$122.42	\$126.65	\$106.30	\$151.88	\$119.91	\$132.22	\$95.62	\$145.87	\$116.43
d. Minerals & Supplements	\$8.53	\$9.79	\$13.22	\$5.09	\$12.71	\$13.29	\$2.94	\$12.13	\$13.85
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$225.14	\$230.05	\$229.33	\$236.19	\$244.22	\$230.32	\$191.99	\$247.02	\$256.07
Total Feed Costs (\$/cwt)	\$12.47	\$12.39	\$12.41	\$12.69	\$12.31	\$10.92	\$11.16	\$12.94	\$12.44
Total Hired Labor	\$25.91	\$26.25	\$30.06	\$27.75	\$28.95	\$22.06	\$21.95	\$32.84	\$30.78
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.41	\$1.63	\$1.49	\$1.46	\$1.05	\$1.28	\$1.72	\$1.49
Total Herd Replacement	\$23.45	\$23.88	\$27.92	\$20.58	\$23.87	\$22.45	\$24.05	\$20.27	\$28.44
Total Replacement Costs (\$/cwt)	\$1.30	\$1.29	\$1.51	\$1.11	\$1.20	\$1.06	\$1.40	\$1.06	\$1.38
Total Operating Costs	\$51.28	\$49.85	\$50.30	\$53.30	\$68.12	\$55.25	\$39.64	\$61.75	\$69.08
Total Operating Costs (\$/cwt)	\$2.84	\$2.68	\$2.72	\$2.86	\$3.43	\$2.62	\$2.30	\$3.23	\$3.35
Total Milk Marketing Costs	\$9.57	\$9.87	\$9.83	\$9.93	\$10.23	\$11.21	\$9.19	\$9.79	\$10.60
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.53	\$0.53	\$0.53	\$0.52	\$0.53	\$0.53	\$0.51	\$0.51
Total Cost (\$/Cow/Month)	\$335.36	\$339.89	\$347.44	\$347.75	\$375.40	\$341.29	\$286.82	\$371.66	\$394.97
Total Cost (\$/cwt)	\$18.58	\$18.30	\$18.80	\$18.69	\$18.93	\$16.18	\$16.67	\$19.47	\$19.18
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.05	18.57	18.48	18.61	19.84	21.10	17.20	19.09	20.59
b. Lbs Milk Sold/milk cow/day	69.19	71.15	69.64	69.77	75.83	78.69	64.13	72.53	76.46
c. Gross Milk Receipts (\$/cwt)	\$19.41	\$19.24	\$18.97	\$18.93	\$19.82	\$18.71	\$19.56	\$19.55	\$19.25
d. Mailbox Price (\$/cwt)	\$19.12	\$18.89	\$18.48	\$18.45	\$19.09	\$18.32	\$19.05	\$19.20	\$18.80
f. Income Over Feed Cost (\$/cwt)	\$6.65	\$6.51	\$6.07	\$5.75	\$6.77	\$7.40	\$7.89	\$6.26	\$6.37
g. Fat Test %	3.90%	3.85%	3.78%	3.59%	3.79%	3.69%	3.85%	3.98%	3.67%
h. SNF Test %	8.93%	8.89%	9.00%	8.86%	8.97%	8.90%	8.98%	8.97%	8.80%
Related Data									
a. Percent Dry Cows	15%	15%	13%	13%	15%	13%	13%	14%	12%
b. Yearly Cull Rate	43%	42%	48%	37%	41%	41%	32%	41%	51%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.13	\$0.12	\$0.12	\$0.13	\$0.00	\$0.15	\$0.09	\$0.13
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.34	\$264.39	\$274.23	\$229.33	\$268.61	\$252.36	\$240.00	\$261.75	\$275.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$349.08	\$344.04	\$332.53	\$377.13	\$361.56	\$318.67	\$302.38	\$349.31	\$378.51
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.92	30.58	26.78	30.34	27.55	33.08	24.17	33.76	25.27
g. Milkers (\$/hr with benefits & taxes)	\$13.16	\$13.57	\$14.67	\$19.87	\$17.94	\$13.11	\$15.70	\$9.81	\$17.08
h. Total Labor (\$/hr)	\$14.21	\$14.83	\$16.15	\$20.62	\$19.57	\$13.20	\$16.12	\$11.01	\$18.28
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.08	\$8.26	\$8.08	\$8.37	\$8.69	\$8.12	\$6.80	\$8.77	\$9.08
j. Milk Cow Feed Costs (\$/cwt.)	\$11.68	\$11.61	\$11.60	\$12.00	\$11.46	\$10.32	\$10.60	\$12.09	\$11.87

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2012
South Valley Herd Size 2401 Plus

Dairy ID Number	42	43	44	45	46	47	48
Feed Costs							
a. Dry Roughage	\$44.35	\$46.97	\$42.98	\$40.63	\$72.58	\$21.13	\$56.51
b. Wet Feed & Wet Roughage	\$45.64	\$49.61	\$40.42	\$64.05	\$19.75	\$35.52	\$41.75
c. Concentrates	\$143.33	\$117.25	\$152.04	\$121.60	\$93.45	\$127.22	\$138.39
d. Minerals & Supplements	\$7.11	\$27.66	\$9.17	\$10.33	\$13.76	\$6.39	\$1.63
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$240.43	\$241.49	\$244.62	\$236.61	\$199.54	\$190.26	\$238.28
Total Feed Costs (\$/cwt)	\$11.81	\$12.34	\$12.38	\$12.00	\$12.35	\$14.79	\$12.70
Total Hired Labor	\$20.13	\$24.76	\$18.67	\$44.21	\$18.67	\$23.60	\$25.19
Total Hired Labor Costs (\$/cwt)	\$0.99	\$1.27	\$0.94	\$2.24	\$1.16	\$1.83	\$1.34
Total Herd Replacement	\$25.94	\$24.46	\$18.30	\$31.49	\$23.07	\$18.07	\$24.48
Total Replacement Costs (\$/cwt)	\$1.27	\$1.25	\$0.93	\$1.60	\$1.43	\$1.40	\$1.31
Total Operating Costs	\$52.10	\$54.73	\$50.45	\$54.38	\$35.21	\$39.98	\$40.15
Total Operating Costs (\$/cwt)	\$2.56	\$2.80	\$2.55	\$2.76	\$2.18	\$3.11	\$2.14
Total Milk Marketing Costs	\$10.50	\$9.10	\$10.16	\$10.45	\$9.14	\$9.17	\$9.67
Total Milk Marketing Costs (\$/cwt)	\$0.52	\$0.47	\$0.51	\$0.53	\$0.57	\$0.71	\$0.52
Total Cost (\$/Cow/Month)	\$349.11	\$354.54	\$342.20	\$377.14	\$285.63	\$281.07	\$337.78
Total Cost (\$/cwt)	\$17.15	\$18.12	\$17.32	\$19.13	\$17.68	\$21.84	\$18.00
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	20.36	19.56	19.76	19.72	16.16	12.87	18.76
b. Lbs Milk Sold/milk cow/day	76.98	76.20	74.05	76.10	63.36	51.87	72.89
c. Gross Milk Receipts (\$/cwt)	\$18.61	\$18.79	\$18.69	\$17.36	\$19.46	\$21.97	\$19.87
d. Mailbox Price (\$/cwt)	\$18.26	\$17.84	\$18.28	\$16.69	\$19.33	\$22.87	\$19.79
f. Income Over Feed Cost (\$/cwt)	\$6.45	\$5.49	\$5.90	\$4.68	\$6.97	\$8.09	\$7.09
g. Fat Test %	3.65%	3.57%	3.76%	3.63%	4.02%	5.05%	3.93%
h. SNF Test %	8.84%	8.91%	8.81%	7.96%	9.01%	9.43%	9.09%
Related Data							
a. Percent Dry Cows	14%	16%	13%	16%	17%	19%	16%
b. Yearly Cull Rate	44%	50%	44%	55%	38%	33%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.10	\$0.15	\$0.12	\$0.19	\$0.05	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$270.92	\$265.00	\$270.00	\$275.00	\$256.81	\$262.33
e. Grain, Mnrls & Splmnts (\$/ton)	\$353.98	\$345.79	\$360.89	\$319.96	\$336.37	\$353.67	\$326.08
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.48	31.84	32.92	31.20	24.43	29.51	33.39
g. Milkers (\$/hr with benefits & taxes)	\$12.32	\$16.65	\$11.84	\$11.22	\$15.69	\$12.24	\$13.02
h. Total Labor (\$/hr)	\$13.35	\$16.63	\$13.17	\$12.51	\$16.38	\$13.29	\$16.25
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.48	\$8.73	\$8.64	\$8.54	\$7.13	\$7.09	\$8.76
j. Milk Cow Feed Costs (\$/cwt.)	\$11.01	\$11.45	\$11.68	\$11.22	\$11.25	\$13.67	\$12.02