

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**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	\$50.53	\$46.28	\$46.21	\$29.02	\$68.14	\$62.53	\$42.37	\$51.01	\$46.82
b. Wet Feed & Wet Roughage	\$45.07	\$43.78	\$50.67	\$50.67	\$29.59	\$48.94	\$28.64	\$46.43	\$44.66
c. Concentrates	\$125.82	\$115.86	\$103.04	\$136.53	\$114.46	\$82.67	\$137.68	\$165.88	\$100.79
d. Minerals & Supplements	\$8.76	\$3.72	\$2.24	\$5.87	\$0.12	\$6.94	\$6.28	\$1.74	\$4.57
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>	\$230.17	\$209.64	\$202.17	\$222.10	\$212.30	\$201.07	\$214.97	\$265.07	\$196.84
Total Feed Costs (\$/cwt)	\$11.96	\$12.06	\$12.30	\$11.11	\$12.20	\$12.60	\$13.19	\$12.32	\$11.04
<b>Total Hired Labor</b>	\$25.21	\$23.35	\$14.70	\$33.37	\$35.77	\$26.65	\$22.91	\$23.32	\$20.11
Total Hired Labor Costs (\$/cwt)	\$1.31	\$1.34	\$0.89	\$1.67	\$2.06	\$1.67	\$1.41	\$1.08	\$1.13
<b>Total Herd Replacement</b>	\$22.84	\$19.82	\$18.91	\$21.93	\$16.82	\$19.42	\$16.99	\$18.77	\$17.73
Total Replacement Costs (\$/cwt)	\$1.19	\$1.14	\$1.15	\$1.10	\$0.97	\$1.22	\$1.04	\$0.87	\$0.99
<b>Total Operating Costs</b>	\$49.73	\$47.18	\$41.32	\$65.30	\$31.99	\$39.49	\$65.28	\$42.42	\$47.83
Total Operating Costs (\$/cwt)	\$2.58	\$2.71	\$2.51	\$3.27	\$1.84	\$2.47	\$4.01	\$1.97	\$2.68
<b>Total Milk Marketing Costs</b>	\$10.26	\$9.58	\$8.91	\$11.08	\$9.62	\$8.74	\$9.00	\$11.74	\$9.98
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.55	\$0.54	\$0.55	\$0.55	\$0.55	\$0.55	\$0.55	\$0.56
<b>Total Cost (\$/Cow/Month)</b>	\$338.21	\$309.56	\$286.02	\$353.77	\$306.50	\$295.37	\$329.14	\$361.31	\$292.50
Total Cost (\$/cwt)	\$17.57	\$17.81	\$17.41	\$17.69	\$17.62	\$18.51	\$20.20	\$16.79	\$16.41
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.25	17.38	16.43	20.00	17.40	15.96	16.29	21.52	17.82
b. Lbs Milk Sold/milk cow/day	73.27	66.03	61.86	74.91	63.45	59.42	62.15	82.83	64.69
c. Gross Milk Receipts (\$/cwt)	\$17.73	\$17.65	\$17.97	\$17.56	\$17.85	\$17.85	\$19.68	\$17.08	\$17.07
d. Mailbox Price (\$/cwt)	\$17.47	\$17.36	\$17.65	\$17.05	\$17.24	\$17.35	\$20.41	\$16.58	\$17.29
f. Income Over Feed Cost (\$/cwt)	\$5.51	\$5.30	\$5.35	\$5.94	\$5.04	\$4.75	\$7.21	\$4.26	\$6.24
g. Fat Test %	3.88%	3.87%	3.75%	3.95%	3.87%	3.89%	4.80%	3.57%	3.71%
h. SNF Test %	8.94%	8.95%	8.95%	8.95%	8.93%	8.92%	9.36%	8.95%	8.87%
<b>Related Data</b>									
a. Percent Dry Cows	12%	12%	11%	11%	9%	10%	13%	13%	9%
b. Yearly Cull Rate	43%	39%	37%	71%	26%	32%	29%	43%	41%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.18	\$0.13	\$0.15	\$0.22	\$0.25	\$0.00	\$0.22	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.28	\$263.11	\$267.00	\$273.81	\$250.00	\$275.05	\$265.00	\$275.00	\$275.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$345.56	\$341.60	\$344.63	\$339.34	\$326.10	\$342.62	\$351.93	\$390.34	\$333.23
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.88	26.49	23.00	31.15	25.47	19.15	30.76	32.50	22.85
g. Milkers (\$/hr with benefits & taxes)	\$13.32	\$12.39	\$15.66	\$12.70	\$11.69	\$12.18	\$12.46	\$10.25	\$15.01
h. Total Labor (\$/hr)	\$14.29	\$12.72	\$15.41	\$12.60	\$11.91	\$12.76	\$12.78	\$10.32	\$14.80
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.32	\$7.50	\$6.91	\$7.95	\$7.45	\$7.05	\$7.76	\$9.26	\$6.79
j. Milk Cow Feed Costs (\$/cwt.)	\$11.35	\$11.36	\$11.17	\$10.61	\$11.74	\$11.87	\$12.49	\$11.18	\$10.50

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**South Valley Herd Size 1-1000**

Dairy ID Number	8	9	10	11
<b>Feed Costs</b>				
a. Dry Roughage	\$48.60	\$42.48	\$43.42	\$33.26
b. Wet Feed & Wet Roughage	\$37.20	\$57.77	\$36.24	\$50.48
c. Concentrates	\$121.20	\$141.29	\$97.37	\$84.25
d. Minerals & Supplements	\$1.44	\$4.10	\$5.63	\$1.26
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$208.44	\$245.65	\$182.65	\$169.25
Total Feed Costs (\$/cwt)	\$12.60	\$11.26	\$12.62	\$11.70
<b>Total Hired Labor</b>	\$27.72	\$28.40	\$13.61	\$18.81
Total Hired Labor Costs (\$/cwt)	\$1.68	\$1.30	\$0.94	\$1.30
<b>Total Herd Replacement</b>	\$25.66	\$24.54	\$10.40	\$25.40
Total Replacement Costs (\$/cwt)	\$1.55	\$1.12	\$0.72	\$1.76
<b>Total Operating Costs</b>	\$43.20	\$61.15	\$41.25	\$40.77
Total Operating Costs (\$/cwt)	\$2.61	\$2.80	\$2.85	\$2.82
<b>Total Milk Marketing Costs</b>	\$9.02	\$11.60	\$8.16	\$8.27
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.53	\$0.56	\$0.57
<b>Total Cost (\$/Cow/Month)</b>	\$314.05	\$371.34	\$256.07	\$262.50
Total Cost (\$/cwt)	\$18.98	\$17.02	\$17.70	\$18.15
<b>Milk Production Data</b>				
a. Milk Sold/Total Cow/Month/ (cwt)	16.55	21.82	14.47	14.47
b. Lbs Milk Sold/milk cow/day	65.34	82.65	55.71	55.70
c. Gross Milk Receipts (\$/cwt)	\$17.96	\$17.02	\$17.27	\$17.77
d. Mailbox Price (\$/cwt)	\$17.50	\$16.56	\$16.85	\$17.31
f. Income Over Feed Cost (\$/cwt)	\$4.90	\$5.30	\$4.22	\$5.61
g. Fat Test %	3.89%	3.56%	3.77%	4.06%
h. SNF Test %	9.03%	8.87%	8.92%	8.82%
<b>Related Data</b>				
a. Percent Dry Cows	16%	12%	13%	13%
b. Yearly Cull Rate	49%	39%	26%	50%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.14	\$0.30	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$255.00	\$255.00	\$267.15	\$230.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$326.85	\$339.92	\$329.69	\$332.90
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.32	31.85	23.79	19.69
g. Milkers (\$/hr with benefits & taxes)	\$12.15	\$10.72	\$15.43	\$13.15
h. Total Labor (\$/hr)	\$12.33	\$13.15	\$14.36	\$13.10
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.76	\$8.79	\$6.71	\$6.18
j. Milk Cow Feed Costs (\$/cwt.)	\$11.87	\$10.64	\$12.04	\$11.09

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	Averages		12	13	14	15	16	17	18
	SV Average	Herd Size 1001to 1500							
<b>Feed Costs</b>									
a. Dry Roughage	\$50.53	\$53.72	\$45.42	\$61.10	\$46.56	\$76.68	\$36.15	\$63.07	\$43.88
b. Wet Feed & Wet Roughage	\$45.07	\$49.59	\$57.09	\$29.56	\$76.14	\$54.14	\$55.08	\$37.39	\$74.60
c. Concentrates	\$125.82	\$112.96	\$132.08	\$133.46	\$106.97	\$92.71	\$120.26	\$121.88	\$82.69
d. Minerals & Supplements	\$8.76	\$11.01	\$0.25	\$0.55	\$15.35	\$7.94	\$17.32	\$14.78	\$14.77
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>	\$230.17	\$227.28	\$234.84	\$224.66	\$245.02	\$231.48	\$228.81	\$237.12	\$215.94
Total Feed Costs (\$/cwt)	\$11.96	\$12.11	\$11.01	\$12.84	\$11.87	\$11.44	\$12.11	\$12.63	\$12.71
<b>Total Hired Labor</b>	\$25.21	\$23.86	\$18.64	\$22.83	\$34.14	\$29.62	\$17.92	\$17.32	\$16.58
Total Hired Labor Costs (\$/cwt)	\$1.31	\$1.27	\$0.87	\$1.31	\$1.65	\$1.46	\$0.95	\$0.92	\$0.98
<b>Total Herd Replacement</b>	\$22.84	\$22.32	\$32.87	\$18.83	\$20.05	\$21.97	\$14.65	\$30.29	\$16.20
Total Replacement Costs (\$/cwt)	\$1.19	\$1.19	\$1.54	\$1.08	\$0.97	\$1.09	\$0.77	\$1.61	\$0.95
<b>Total Operating Costs</b>	\$49.73	\$53.48	\$64.32	\$48.48	\$47.46	\$45.39	\$74.95	\$47.22	\$43.32
Total Operating Costs (\$/cwt)	\$2.58	\$2.85	\$3.02	\$2.77	\$2.30	\$2.24	\$3.97	\$2.52	\$2.55
<b>Total Milk Marketing Costs</b>	\$10.26	\$9.87	\$11.17	\$9.45	\$10.68	\$10.45	\$9.86	\$9.96	\$9.05
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.53	\$0.52	\$0.54	\$0.52	\$0.52	\$0.52	\$0.53	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$338.21	\$336.81	\$361.85	\$324.26	\$357.35	\$338.91	\$346.17	\$341.91	\$301.09
Total Cost (\$/cwt)	\$17.57	\$17.95	\$16.97	\$18.54	\$17.31	\$16.76	\$18.32	\$18.22	\$17.72
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.25	18.76	21.32	17.49	20.65	20.23	18.90	18.77	17.00
b. Lbs Milk Sold/milk cow/day	73.27	71.76	77.75	68.69	77.73	76.36	72.92	71.55	64.67
c. Gross Milk Receipts (\$/cwt)	\$17.73	\$17.72	\$17.18	\$17.33	\$17.01	\$17.20	\$17.41	\$17.92	\$17.39
d. Mailbox Price (\$/cwt)	\$17.47	\$17.50	\$16.71	\$16.87	\$16.73	\$17.03	\$16.91	\$17.39	\$16.95
f. Income Over Feed Cost (\$/cwt)	\$5.51	\$5.38	\$5.70	\$4.03	\$4.87	\$5.58	\$4.80	\$4.75	\$4.24
g. Fat Test %	3.88%	3.90%	3.71%	3.82%	3.53%	3.64%	3.72%	3.70%	3.81%
h. SNF Test %	8.94%	8.92%	8.87%	8.87%	8.80%	8.86%	8.73%	8.81%	8.85%
<b>Related Data</b>									
a. Percent Dry Cows	12%	13%	9%	15%	11%	12%	14%	13%	12%
b. Yearly Cull Rate	43%	43%	63%	39%	46%	37%	36%	59%	33%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.18	\$0.14	\$0.36	\$0.24	\$0.20	\$0.17	\$0.22	\$0.30
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.28	\$273.43	\$285.00	\$275.00	\$262.43	\$257.90	\$269.99	\$290.00	\$275.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$345.56	\$344.96	\$359.08	\$359.91	\$342.76	\$354.78	\$336.80	\$348.25	\$327.45
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.88	27.61	26.52	28.57	26.32	21.05	30.92	29.56	22.12
g. Milkers (\$/hr with benefits & taxes)	\$13.32	\$12.05	\$11.20	\$12.59	\$13.66	\$12.51	\$11.80	\$10.59	\$12.11
h. Total Labor (\$/hr)	\$14.29	\$12.75	\$10.96	\$12.78	\$14.33	\$13.14	\$12.86	\$11.77	\$12.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.32	\$8.26	\$8.33	\$8.31	\$8.82	\$8.35	\$8.31	\$8.67	\$7.77
j. Milk Cow Feed Costs (\$/cwt.)	\$11.35	\$11.50	\$10.71	\$12.10	\$11.34	\$10.94	\$11.40	\$12.11	\$12.01

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	19	20	21	22
<b>Feed Costs</b>				
a. Dry Roughage	\$50.54	\$58.17	\$41.58	\$66.65
b. Wet Feed & Wet Roughage	\$48.45	\$40.38	\$44.63	\$34.56
c. Concentrates	\$114.49	\$100.99	\$105.35	\$134.99
d. Minerals & Supplements	\$25.98	\$9.26	\$0.30	\$11.42
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$239.47	\$208.80	\$191.85	\$247.62
Total Feed Costs (\$/cwt)	\$11.55	\$13.79	\$12.98	\$11.18
<b>Total Hired Labor</b>	\$40.05	\$25.69	\$23.50	\$16.92
Total Hired Labor Costs (\$/cwt)	\$1.93	\$1.70	\$1.59	\$0.76
<b>Total Herd Replacement</b>	\$19.69	\$17.24	\$36.21	\$18.02
Total Replacement Costs (\$/cwt)	\$0.95	\$1.14	\$2.45	\$0.81
<b>Total Operating Costs</b>	\$54.74	\$51.30	\$43.24	\$67.60
Total Operating Costs (\$/cwt)	\$2.64	\$3.39	\$2.93	\$3.05
<b>Total Milk Marketing Costs</b>	\$11.25	\$7.65	\$8.06	\$11.40
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.51	\$0.55	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$365.19	\$310.68	\$302.87	\$361.57
Total Cost (\$/cwt)	\$17.61	\$20.51	\$20.50	\$16.33
<b>Milk Production Data</b>				
a. Milk Sold/Total Cow/Month/ (cwt)	20.74	15.15	14.78	22.14
b. Lbs Milk Sold/milk cow/day	82.64	58.46	56.69	83.81
c. Gross Milk Receipts (\$/cwt)	\$16.97	\$19.46	\$19.82	\$17.63
d. Mailbox Price (\$/cwt)	\$16.49	\$20.25	\$20.34	\$17.37
f. Income Over Feed Cost (\$/cwt)	\$4.94	\$6.46	\$7.36	\$6.18
g. Fat Test %	3.71%	4.66%	4.98%	3.86%
h. SNF Test %	8.78%	9.37%	9.41%	8.89%
<b>Related Data</b>				
a. Percent Dry Cows	16%	14%	13%	12%
b. Yearly Cull Rate	38%	42%	44%	42%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.06	\$0.00	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$265.00	\$285.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$352.62	\$330.92	\$357.71	\$323.55
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.71	25.24	22.10	33.37
g. Milkers (\$/hr with benefits & taxes)	\$11.73	\$11.87	\$11.03	\$14.11
h. Total Labor (\$/hr)	\$12.53	\$13.53	\$11.55	\$13.95
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.97	\$7.64	\$6.98	\$8.84
j. Milk Cow Feed Costs (\$/cwt.)	\$10.85	\$13.07	\$12.32	\$10.55

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	Averages		23	24	25	26	27	28	29	30
	SV Average	Herd Size 1501to 2400								
<b>Feed Costs</b>										
a. Dry Roughage	\$50.53	\$51.50	\$51.60	\$40.53	\$33.57	\$38.17	\$50.60	\$58.47	\$64.33	\$65.88
b. Wet Feed & Wet Roughage	\$45.07	\$45.65	\$34.30	\$32.49	\$55.68	\$45.02	\$45.18	\$41.65	\$54.34	\$50.68
c. Concentrates	\$125.82	\$125.30	\$102.06	\$109.02	\$89.92	\$122.77	\$152.82	\$118.28	\$136.37	\$153.67
d. Minerals & Supplements	\$8.76	\$4.42	\$9.29	\$11.31	\$5.79	\$1.16	\$0.79	\$9.56	\$0.14	\$0.49
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>	<b>\$230.17</b>	<b>\$226.87</b>	<b>\$197.25</b>	<b>\$193.34</b>	<b>\$184.96</b>	<b>\$207.11</b>	<b>\$249.39</b>	<b>\$227.96</b>	<b>\$255.19</b>	<b>\$270.72</b>
Total Feed Costs (\$/cwt)	\$11.96	\$12.03	\$13.70	\$13.83	\$13.30	\$13.25	\$10.31	\$10.83	\$11.62	\$12.33
<b>Total Hired Labor</b>	<b>\$25.21</b>	<b>\$25.31</b>	<b>\$17.45</b>	<b>\$22.91</b>	<b>\$32.08</b>	<b>\$18.41</b>	<b>\$25.45</b>	<b>\$19.19</b>	<b>\$27.20</b>	<b>\$36.49</b>
Total Hired Labor Costs (\$/cwt)	\$1.31	\$1.34	\$1.21	\$1.64	\$2.31	\$1.18	\$1.05	\$0.91	\$1.24	\$1.66
<b>Total Herd Replacement</b>	<b>\$22.84</b>	<b>\$23.17</b>	<b>\$25.58</b>	<b>\$20.74</b>	<b>\$20.97</b>	<b>\$16.85</b>	<b>\$22.26</b>	<b>\$30.47</b>	<b>\$22.41</b>	<b>\$24.84</b>
Total Replacement Costs (\$/cwt)	\$1.19	\$1.23	\$1.78	\$1.48	\$1.51	\$1.08	\$0.92	\$1.45	\$1.02	\$1.13
<b>Total Operating Costs</b>	<b>\$49.73</b>	<b>\$51.99</b>	<b>\$52.28</b>	<b>\$50.14</b>	<b>\$53.51</b>	<b>\$21.23</b>	<b>\$67.80</b>	<b>\$36.71</b>	<b>\$60.77</b>	<b>\$69.39</b>
Total Operating Costs (\$/cwt)	\$2.58	\$2.76	\$3.63	\$3.59	\$3.85	\$1.36	\$2.80	\$1.74	\$2.77	\$3.16
<b>Total Milk Marketing Costs</b>	<b>\$10.26</b>	<b>\$10.16</b>	<b>\$7.43</b>	<b>\$9.29</b>	<b>\$7.62</b>	<b>\$8.47</b>	<b>\$12.96</b>	<b>\$11.31</b>	<b>\$11.24</b>	<b>\$11.34</b>
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.54	\$0.52	\$0.66	\$0.55	\$0.54	\$0.54	\$0.54	\$0.51	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	<b>\$338.21</b>	<b>\$337.50</b>	<b>\$299.99</b>	<b>\$296.43</b>	<b>\$299.14</b>	<b>\$272.07</b>	<b>\$377.87</b>	<b>\$325.64</b>	<b>\$376.80</b>	<b>\$412.77</b>
Total Cost (\$/cwt)	\$17.57	\$17.90	\$20.84	\$21.21	\$21.50	\$17.40	\$15.62	\$15.48	\$17.16	\$18.80
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt)	19.25	18.86	14.40	13.98	13.91	15.63	24.18	21.04	21.96	21.96
b. Lbs Milk Sold/milk cow/day	73.27	71.74	59.04	54.77	52.41	61.39	89.52	78.50	82.15	81.42
c. Gross Milk Receipts (\$/cwt)	\$17.73	\$18.03	\$19.83	\$19.89	\$20.02	\$17.87	\$16.83	\$17.29	\$17.31	\$18.08
d. Mailbox Price (\$/cwt)	\$17.47	\$17.84	\$20.58	\$20.80	\$20.80	\$17.25	\$16.33	\$16.72	\$17.03	\$17.52
f. Income Over Feed Cost (\$/cwt)	\$5.51	\$5.81	\$6.88	\$6.96	\$7.51	\$4.01	\$6.01	\$5.88	\$5.41	\$5.19
g. Fat Test %	3.88%	4.00%	4.93%	4.95%	4.96%	3.81%	3.59%	3.75%	3.73%	3.70%
h. SNF Test %	8.94%	8.97%	9.47%	9.49%	9.44%	8.93%	8.79%	8.76%	8.80%	8.87%
<b>Related Data</b>										
a. Percent Dry Cows	12%	12%	19%	15%	12%	15%	10%	11%	11%	10%
b. Yearly Cull Rate	43%	44%	39%	33%	44%	30%	38%	57%	50%	52%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.16	\$0.00	\$0.01	\$0.02	\$0.17	\$0.29	\$0.21	\$0.14	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.28	\$268.06	\$290.00	\$266.43	\$260.00	\$245.00	\$275.11	\$260.36	\$269.46	\$270.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$345.56	\$360.90	\$337.04	\$357.26	\$351.44	\$362.75	\$357.64	\$332.16	\$381.74	\$407.21
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.88	27.19	26.43	25.82	19.89	26.21	31.29	28.44	26.09	27.70
g. Milkers (\$/hr with benefits & taxes)	\$13.32	\$13.62	\$10.36	\$12.62	\$10.52	\$16.43	\$12.26	\$12.01	\$13.14	\$20.68
h. Total Labor (\$/hr)	\$14.29	\$14.18	\$12.20	\$13.78	\$11.47	\$14.52	\$13.00	\$12.89	\$14.68	\$20.25
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.32	\$8.20	\$7.51	\$7.13	\$6.50	\$7.60	\$8.86	\$8.19	\$9.15	\$9.61
j. Milk Cow Feed Costs (\$/cwt.)	\$11.35	\$11.43	\$12.72	\$13.02	\$12.40	\$12.37	\$9.90	\$10.44	\$11.14	\$11.80

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	Averages		31	32	33	34	35	36	37
	SV Average	Herd Size 2401plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$50.53	\$50.00	\$28.32	\$49.07	\$72.77	\$43.34	\$55.79	\$46.89	\$76.60
b. Wet Feed & Wet Roughage	\$45.07	\$43.84	\$54.13	\$52.75	\$52.47	\$39.90	\$43.23	\$41.21	\$54.23
c. Concentrates	\$125.82	\$131.04	\$140.89	\$108.24	\$109.64	\$135.86	\$104.51	\$146.91	\$121.21
d. Minerals & Supplements	\$8.76	\$10.26	\$5.52	\$14.09	\$14.80	\$13.34	\$3.01	\$11.77	\$20.54
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>	\$230.17	\$235.14	\$228.86	\$224.14	\$249.68	\$232.44	\$206.54	\$246.78	\$272.58
Total Feed Costs (\$/cwt)	\$11.96	\$11.88	\$12.07	\$11.07	\$11.54	\$10.89	\$11.09	\$12.65	\$12.14
<b>Total Hired Labor</b>	\$25.21	\$25.83	\$29.70	\$26.38	\$25.89	\$21.89	\$20.17	\$24.83	\$30.78
Total Hired Labor Costs (\$/cwt)	\$1.31	\$1.31	\$1.57	\$1.30	\$1.20	\$1.03	\$1.08	\$1.27	\$1.37
<b>Total Herd Replacement</b>	\$22.84	\$23.34	\$20.05	\$25.46	\$20.74	\$22.27	\$21.54	\$19.79	\$25.13
Total Replacement Costs (\$/cwt)	\$1.19	\$1.18	\$1.06	\$1.26	\$0.96	\$1.04	\$1.16	\$1.01	\$1.12
<b>Total Operating Costs</b>	\$49.73	\$48.40	\$46.45	\$51.68	\$61.72	\$48.84	\$33.25	\$62.09	\$69.45
Total Operating Costs (\$/cwt)	\$2.58	\$2.45	\$2.45	\$2.55	\$2.85	\$2.29	\$1.79	\$3.18	\$3.09
<b>Total Milk Marketing Costs</b>	\$10.26	\$10.51	\$10.20	\$10.84	\$11.14	\$11.43	\$10.04	\$10.00	\$11.54
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.53	\$0.54	\$0.54	\$0.51	\$0.54	\$0.54	\$0.51	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$338.21	\$343.22	\$335.25	\$338.50	\$369.17	\$336.88	\$291.54	\$363.49	\$409.47
Total Cost (\$/cwt)	\$17.57	\$17.35	\$17.68	\$16.72	\$17.06	\$15.78	\$15.66	\$18.63	\$18.23
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.25	19.79	18.96	20.25	21.64	21.35	18.62	19.51	22.46
b. Lbs Milk Sold/milk cow/day	73.27	75.27	71.45	77.79	80.83	80.84	65.91	72.85	82.80
c. Gross Milk Receipts (\$/cwt)	\$17.73	\$17.65	\$17.30	\$17.26	\$17.92	\$17.23	\$17.91	\$17.77	\$17.52
d. Mailbox Price (\$/cwt)	\$17.47	\$17.36	\$16.79	\$16.81	\$17.58	\$16.64	\$17.44	\$17.33	\$17.08
f. Income Over Feed Cost (\$/cwt)	\$5.51	\$5.48	\$4.72	\$5.74	\$6.05	\$5.75	\$6.35	\$4.68	\$4.94
g. Fat Test %	3.88%	3.84%	3.59%	3.74%	3.72%	3.76%	3.71%	3.95%	3.67%
h. SNF Test %	8.94%	8.94%	8.82%	8.99%	8.94%	8.92%	8.98%	8.94%	8.75%
<b>Related Data</b>									
a. Percent Dry Cows	12%	12%	12%	13%	11%	12%	6%	11%	10%
b. Yearly Cull Rate	43%	44%	38%	46%	40%	39%	32%	38%	50%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.18	\$0.18	\$0.19	\$0.20	\$0.22	\$0.17	\$0.14	\$0.17
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.28	\$264.30	\$253.63	\$274.19	\$271.80	\$246.15	\$240.00	\$280.20	\$278.09
e. Grain, Mnrls & Splmnts (\$/ton)	\$345.56	\$340.39	\$367.38	\$324.85	\$352.48	\$317.81	\$328.24	\$347.37	\$386.46
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.88	31.85	29.32	28.29	26.08	34.66	23.12	33.69	26.76
g. Milkers (\$/hr with benefits & taxes)	\$13.32	\$13.80	\$20.14	\$13.89	\$17.92	\$13.43	\$14.77	\$10.18	\$18.96
h. Total Labor (\$/hr)	\$14.29	\$15.04	\$20.94	\$15.09	\$19.20	\$13.70	\$15.69	\$11.79	\$19.15
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.32	\$8.49	\$8.18	\$8.02	\$8.95	\$8.36	\$7.16	\$8.79	\$9.71
j. Milk Cow Feed Costs (\$/cwt.)	\$11.35	\$11.28	\$11.45	\$10.31	\$11.08	\$10.34	\$10.86	\$12.07	\$11.72

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 1, 2013**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	38	39	40	41	42	43	44
<b>Feed Costs</b>							
a. Dry Roughage	\$38.42	\$38.82	\$35.63	\$78.32	\$49.97	\$22.07	\$56.74
b. Wet Feed & Wet Roughage	\$60.92	\$47.88	\$41.82	\$9.93	\$52.73	\$41.68	\$38.86
c. Concentrates	\$126.50	\$128.24	\$154.15	\$108.32	\$125.33	\$139.65	\$150.58
d. Minerals & Supplements	\$8.67	\$25.56	\$8.60	\$13.74	\$10.95	\$5.19	\$1.65
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$234.51	\$240.51	\$240.21	\$210.31	\$238.98	\$208.60	\$247.83
Total Feed Costs (\$/cwt)	\$11.24	\$11.44	\$11.74	\$12.13	\$11.77	\$13.70	\$12.24
<b>Total Hired Labor</b>	\$20.51	\$23.42	\$17.61	\$18.31	\$43.88	\$24.28	\$28.69
Total Hired Labor Costs (\$/cwt)	\$0.98	\$1.11	\$0.86	\$1.06	\$2.16	\$1.59	\$1.42
<b>Total Herd Replacement</b>	\$26.63	\$23.39	\$20.63	\$23.37	\$28.64	\$22.50	\$23.78
Total Replacement Costs (\$/cwt)	\$1.28	\$1.11	\$1.01	\$1.35	\$1.41	\$1.48	\$1.17
<b>Total Operating Costs</b>	\$50.35	\$60.56	\$51.19	\$34.82	\$51.78	\$42.82	\$36.48
Total Operating Costs (\$/cwt)	\$2.41	\$2.88	\$2.50	\$2.01	\$2.55	\$2.81	\$1.80
<b>Total Milk Marketing Costs</b>	\$10.67	\$9.77	\$10.46	\$9.54	\$10.90	\$10.64	\$10.44
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.46	\$0.51	\$0.55	\$0.54	\$0.70	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	\$342.66	\$357.65	\$340.10	\$296.35	\$374.18	\$308.83	\$347.22
Total Cost (\$/cwt)	\$16.43	\$17.02	\$16.62	\$17.09	\$18.43	\$20.29	\$17.15
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt)	20.86	21.02	20.46	17.34	20.30	15.22	20.24
b. Lbs Milk Sold/milk cow/day	79.45	81.80	78.49	68.55	79.98	59.35	76.46
c. Gross Milk Receipts (\$/cwt)	\$17.13	\$17.24	\$17.10	\$17.63	\$16.90	\$19.85	\$18.04
d. Mailbox Price (\$/cwt)	\$16.68	\$17.05	\$16.65	\$17.38	\$16.49	\$20.74	\$17.88
f. Income Over Feed Cost (\$/cwt)	\$5.44	\$5.60	\$4.92	\$5.25	\$4.72	\$7.04	\$5.64
g. Fat Test %	3.77%	3.64%	3.80%	3.92%	3.62%	4.99%	3.89%
h. SNF Test %	8.76%	8.83%	8.76%	9.04%	8.86%	9.41%	9.06%
<b>Related Data</b>							
a. Percent Dry Cows	12%	14%	13%	16%	15%	15%	12%
b. Yearly Cull Rate	44%	50%	40%	41%	56%	42%	47%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.15	\$0.18	\$0.22	\$0.15	\$0.04	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$255.92	\$265.00	\$272.48	\$270.00	\$237.93	\$262.97
e. Grain, Mnrls & Splmnts (\$/ton)	\$347.10	\$320.30	\$348.46	\$324.92	\$322.74	\$352.77	\$324.27
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.06	36.64	35.26	29.21	32.47	31.51	35.44
g. Milkers (\$/hr with benefits & taxes)	\$12.85	\$14.38	\$12.31	\$15.99	\$11.76	\$11.06	\$13.90
h. Total Labor (\$/hr)	\$14.00	\$15.49	\$12.80	\$15.84	\$13.16	\$11.80	\$17.23
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.39	\$8.78	\$8.68	\$7.67	\$8.79	\$7.75	\$9.01
j. Milk Cow Feed Costs (\$/cwt.)	\$10.56	\$10.74	\$11.06	\$11.18	\$10.99	\$13.06	\$11.79