

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 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	\$47.55	\$43.18	\$35.01	\$24.58	\$42.22	\$53.96	\$42.99	\$58.76	\$49.74
b. Wet Feed & Wet Roughage	\$42.20	\$44.82	\$56.10	\$52.53	\$32.30	\$37.10	\$49.46	\$58.92	\$42.80
c. Concentrates	\$119.19	\$104.89	\$100.91	\$135.15	\$90.70	\$86.25	\$170.69	\$67.84	\$115.28
d. Minerals & Supplements	\$7.29	\$3.34	\$2.14	\$3.12	\$0.10	\$6.79	\$6.01	\$2.20	\$1.97
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$216.23</b>	<b>\$196.22</b>	<b>\$194.16</b>	<b>\$215.38</b>	<b>\$165.32</b>	<b>\$184.10</b>	<b>\$269.15</b>	<b>\$187.72</b>	<b>\$209.78</b>
Total Feed Costs (\$/cwt)	\$11.80	\$11.82	\$12.56	\$11.24	\$10.94	\$12.27	\$12.21	\$11.60	\$12.56
<b>Total Hired Labor</b>	<b>\$26.22</b>	<b>\$24.59</b>	<b>\$15.12</b>	<b>\$31.20</b>	<b>\$37.31</b>	<b>\$25.72</b>	<b>\$24.42</b>	<b>\$22.37</b>	<b>\$30.35</b>
Total Hired Labor Costs (\$/cwt)	\$1.43	\$1.48	\$0.98	\$1.63	\$2.47	\$1.71	\$1.11	\$1.38	\$1.82
<b>Total Herd Replacement</b>	<b>\$21.27</b>	<b>\$18.35</b>	<b>\$18.14</b>	<b>\$11.98</b>	<b>\$17.76</b>	<b>\$20.91</b>	<b>\$17.19</b>	<b>\$13.14</b>	<b>\$26.96</b>
Total Replacement Costs (\$/cwt)	\$1.16	\$1.11	\$1.17	\$0.63	\$1.18	\$1.39	\$0.78	\$0.81	\$1.61
<b>Total Operating Costs</b>	<b>\$51.23</b>	<b>\$47.64</b>	<b>\$37.71</b>	<b>\$64.16</b>	<b>\$31.71</b>	<b>\$50.16</b>	<b>\$55.41</b>	<b>\$48.59</b>	<b>\$45.17</b>
Total Operating Costs (\$/cwt)	\$2.80	\$2.87	\$2.44	\$3.35	\$2.10	\$3.34	\$2.51	\$3.00	\$2.70
<b>Total Milk Marketing Costs</b>	<b>\$10.03</b>	<b>\$9.21</b>	<b>\$8.42</b>	<b>\$10.78</b>	<b>\$8.55</b>	<b>\$8.30</b>	<b>\$12.12</b>	<b>\$9.07</b>	<b>\$9.18</b>
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.56	\$0.54	\$0.56	\$0.57	\$0.55	\$0.55	\$0.56	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	<b>\$324.99</b>	<b>\$296.01</b>	<b>\$273.55</b>	<b>\$333.51</b>	<b>\$260.65</b>	<b>\$289.20</b>	<b>\$378.28</b>	<b>\$280.89</b>	<b>\$321.45</b>
Total Cost (\$/cwt)	\$17.73	\$17.83	\$17.69	\$17.40	\$17.24	\$19.27	\$17.16	\$17.35	\$19.25
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	16.60	15.46	19.16	15.12	15.00	22.04	16.19	16.70
b. Lbs Milk Sold/milk cow/day	69.61	63.45	60.26	71.59	57.43	57.12	83.12	63.01	62.56
c. Gross Milk Receipts (\$/cwt)	\$18.20	\$17.82	\$18.18	\$18.07	\$17.68	\$18.06	\$17.71	\$17.62	\$18.30
d. Mailbox Price (\$/cwt)	\$17.91	\$17.37	\$17.84	\$17.41	\$17.13	\$17.46	\$17.30	\$17.42	\$17.76
f. Income Over Feed Cost (\$/cwt)	\$6.11	\$5.54	\$5.28	\$6.17	\$6.19	\$5.19	\$5.09	\$5.83	\$5.20
g. Fat Test %	3.73%	3.57%	3.49%	3.73%	3.32%	3.68%	3.52%	3.58%	3.67%
h. SNF Test %	8.88%	8.84%	8.78%	9.01%	8.80%	8.71%	8.88%	8.84%	8.95%
<b>Related Data</b>									
a. Percent Dry Cows	14%	15%	16%	13%	14%	14%	14%	16%	13%
b. Yearly Cull Rate	44%	39%	38%	55%	28%	35%	45%	31%	53%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.18	\$0.15	\$0.20	\$0.28	\$0.22	\$0.17	\$0.19	\$0.14
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$260.82	\$263.01	\$284.20	\$250.00	\$264.46	\$258.00	\$275.00	\$255.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$327.78	\$320.47	\$319.78	\$322.28	\$300.32	\$319.18	\$388.38	\$306.50	\$309.17
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.19	25.45	25.11	31.62	22.72	21.68	33.80	17.21	28.16
g. Milkers (\$/hr with benefits & taxes)	\$13.26	\$12.28	\$13.34	\$11.81	\$11.75	\$12.29	\$10.78	\$14.47	\$12.25
h. Total Labor (\$/hr)	\$14.23	\$12.77	\$13.27	\$12.03	\$11.95	\$12.87	\$11.02	\$13.72	\$13.36
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.71	\$7.00	\$7.06	\$7.62	\$5.81	\$6.44	\$9.59	\$6.61	\$7.55
j. Milk Cow Feed Costs (\$/cwt.)	\$11.08	\$11.04	\$11.71	\$10.65	\$10.12	\$11.28	\$11.53	\$10.49	\$12.06

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**South Valley Herd Size 1-1000**

Dairy ID Number	8	9	10
<b>Feed Costs</b>			
a. Dry Roughage	\$46.57	\$39.04	\$26.99
b. Wet Feed & Wet Roughage	\$46.42	\$34.75	\$44.29
c. Concentrates	\$141.78	\$88.86	\$69.21
d. Minerals & Supplements	\$5.01	\$2.92	\$1.50
e. Pasture	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$239.78</b>	<b>\$165.58</b>	<b>\$142.00</b>
Total Feed Costs (\$/cwt)	\$11.43	\$11.56	\$11.58
<b>Total Hired Labor</b>	<b>\$34.36</b>	<b>\$13.83</b>	<b>\$17.76</b>
Total Hired Labor Costs (\$/cwt)	\$1.64	\$0.97	\$1.45
<b>Total Herd Replacement</b>	<b>\$19.16</b>	<b>\$7.87</b>	<b>\$25.54</b>
Total Replacement Costs (\$/cwt)	\$0.91	\$0.55	\$2.08
<b>Total Operating Costs</b>	<b>\$61.15</b>	<b>\$39.44</b>	<b>\$40.99</b>
Total Operating Costs (\$/cwt)	\$2.92	\$2.75	\$3.34
<b>Total Milk Marketing Costs</b>	<b>\$10.90</b>	<b>\$8.05</b>	<b>\$7.41</b>
Total Milk Marketing Costs (\$/cwt)	\$0.52	\$0.56	\$0.60
<b>Total Cost (\$/Cow/Month)</b>	<b>\$365.36</b>	<b>\$234.78</b>	<b>\$233.70</b>
Total Cost (\$/cwt)	\$17.42	\$16.39	\$19.06
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt)	20.97	14.32	12.26
b. Lbs Milk Sold/milk cow/day	80.98	55.29	47.02
c. Gross Milk Receipts (\$/cwt)	\$17.52	\$17.66	\$17.83
d. Mailbox Price (\$/cwt)	\$17.08	\$17.24	\$17.32
f. Income Over Feed Cost (\$/cwt)	\$5.65	\$5.68	\$5.74
g. Fat Test %	3.37%	3.52%	3.80%
h. SNF Test %	8.86%	8.95%	8.60%
<b>Related Data</b>			
a. Percent Dry Cows	16%	16%	15%
b. Yearly Cull Rate	37%	31%	44%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.13	\$0.10	\$0.32
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$257.53	\$230.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$337.40	\$295.76	\$305.41
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.85	23.54	16.77
g. Milkers (\$/hr with benefits & taxes)	\$10.66	\$15.31	\$13.15
h. Total Labor (\$/hr)	\$12.84	\$14.29	\$13.10
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.55	\$5.99	\$5.11
j. Milk Cow Feed Costs (\$/cwt.)	\$10.55	\$10.84	\$10.87

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	Averages		11	12	13	14	15	16	17
	SV Average	Herd Size 1001to 1500							
<b>Feed Costs</b>									
a. Dry Roughage	\$47.55	\$50.16	\$30.08	\$50.09	\$47.71	\$71.79	\$35.24	\$59.80	\$52.46
b. Wet Feed & Wet Roughage	\$42.20	\$45.13	\$57.48	\$48.60	\$42.90	\$43.84	\$52.51	\$28.63	\$42.27
c. Concentrates	\$119.19	\$107.41	\$128.08	\$124.53	\$118.45	\$103.71	\$101.90	\$103.82	\$99.32
d. Minerals & Supplements	\$7.29	\$11.66	\$19.93	\$0.64	\$19.16	\$10.46	\$0.30	\$13.97	\$9.70
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$216.23</b>	<b>\$214.36</b>	<b>\$235.57</b>	<b>\$223.86</b>	<b>\$228.22</b>	<b>\$229.80</b>	<b>\$189.95</b>	<b>\$206.22</b>	<b>\$203.75</b>
Total Feed Costs (\$/cwt)	\$11.80	\$11.89	\$11.37	\$12.37	\$12.08	\$11.53	\$12.03	\$12.16	\$12.25
<b>Total Hired Labor</b>	<b>\$26.22</b>	<b>\$24.91</b>	<b>\$37.57</b>	<b>\$24.97</b>	<b>\$19.46</b>	<b>\$27.08</b>	<b>\$15.54</b>	<b>\$23.37</b>	<b>\$24.56</b>
Total Hired Labor Costs (\$/cwt)	\$1.43	\$1.38	\$1.81	\$1.38	\$1.03	\$1.36	\$0.98	\$1.38	\$1.48
<b>Total Herd Replacement</b>	<b>\$21.27</b>	<b>\$21.59</b>	<b>\$21.29</b>	<b>\$16.77</b>	<b>\$10.29</b>	<b>\$21.69</b>	<b>\$26.66</b>	<b>\$24.32</b>	<b>\$16.01</b>
Total Replacement Costs (\$/cwt)	\$1.16	\$1.20	\$1.03	\$0.93	\$0.54	\$1.09	\$1.69	\$1.43	\$0.96
<b>Total Operating Costs</b>	<b>\$51.23</b>	<b>\$53.25</b>	<b>\$52.60</b>	<b>\$43.42</b>	<b>\$80.05</b>	<b>\$48.11</b>	<b>\$57.81</b>	<b>\$49.01</b>	<b>\$48.48</b>
Total Operating Costs (\$/cwt)	\$2.80	\$2.95	\$2.54	\$2.40	\$4.24	\$2.41	\$3.66	\$2.89	\$2.91
<b>Total Milk Marketing Costs</b>	<b>\$10.03</b>	<b>\$9.41</b>	<b>\$10.72</b>	<b>\$9.77</b>	<b>\$9.66</b>	<b>\$9.67</b>	<b>\$8.26</b>	<b>\$8.98</b>	<b>\$8.28</b>
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.52	\$0.52	\$0.54	\$0.51	\$0.49	\$0.52	\$0.53	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	<b>\$324.99</b>	<b>\$323.52</b>	<b>\$357.75</b>	<b>\$318.80</b>	<b>\$347.68</b>	<b>\$336.36</b>	<b>\$298.22</b>	<b>\$311.90</b>	<b>\$301.08</b>
Total Cost (\$/cwt)	\$17.73	\$17.95	\$17.27	\$17.62	\$18.40	\$16.88	\$18.89	\$18.40	\$18.10
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	18.03	20.72	18.09	18.89	19.93	15.79	16.95	16.64
b. Lbs Milk Sold/milk cow/day	69.61	68.28	78.21	71.19	70.41	74.16	58.57	68.06	62.03
c. Gross Milk Receipts (\$/cwt)	\$18.20	\$17.95	\$17.58	\$17.52	\$17.76	\$17.72	\$17.75	\$18.07	\$19.63
d. Mailbox Price (\$/cwt)	\$17.91	\$17.69	\$17.35	\$17.00	\$17.27	\$17.63	\$17.32	\$17.70	\$20.18
f. Income Over Feed Cost (\$/cwt)	\$6.11	\$5.80	\$5.98	\$4.63	\$5.20	\$6.10	\$5.28	\$5.54	\$7.93
g. Fat Test %	3.73%	3.70%	3.42%	3.56%	3.55%	3.57%	3.59%	3.33%	4.43%
h. SNF Test %	8.88%	8.82%	8.77%	8.75%	8.60%	8.74%	8.83%	8.66%	9.23%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	14%	17%	13%	12%	12%	19%	13%
b. Yearly Cull Rate	44%	44%	56%	36%	34%	41%	53%	52%	42%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.15	\$0.16	\$0.16	\$0.14	\$0.19	\$0.18	\$0.31	\$0.05
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$270.71	\$249.96	\$275.00	\$281.00	\$255.65	\$285.00	\$290.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$327.78	\$324.54	\$326.22	\$333.03	\$315.21	\$345.65	\$338.28	\$311.16	\$310.38
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.19	27.88	33.42	28.72	32.01	24.09	21.94	29.52	25.41
g. Milkers (\$/hr with benefits & taxes)	\$13.26	\$12.16	\$13.22	\$13.19	\$11.55	\$12.89	\$11.02	\$11.00	\$12.61
h. Total Labor (\$/hr)	\$14.23	\$13.21	\$14.36	\$13.21	\$12.67	\$13.56	\$10.86	\$12.25	\$14.72
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.71	\$7.62	\$8.28	\$8.18	\$8.03	\$8.00	\$6.71	\$7.70	\$7.22
j. Milk Cow Feed Costs (\$/cwt.)	\$11.08	\$11.16	\$10.59	\$11.48	\$11.41	\$10.79	\$11.45	\$11.31	\$11.65

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	18	19	20	21
<b>Feed Costs</b>				
a. Dry Roughage	\$48.77	\$50.21	\$36.44	\$65.58
b. Wet Feed & Wet Roughage	\$46.85	\$56.81	\$45.82	\$34.17
c. Concentrates	\$105.48	\$79.36	\$96.44	\$128.86
d. Minerals & Supplements	\$27.84	\$14.96	\$0.29	\$11.13
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$228.94</b>	<b>\$201.35</b>	<b>\$178.98</b>	<b>\$239.74</b>
Total Feed Costs (\$/cwt)	\$11.42	\$12.43	\$12.85	\$10.98
<b>Total Hired Labor</b>	<b>\$42.31</b>	<b>\$18.50</b>	<b>\$25.04</b>	<b>\$17.34</b>
Total Hired Labor Costs (\$/cwt)	\$2.11	\$1.14	\$1.80	\$0.79
<b>Total Herd Replacement</b>	<b>\$15.50</b>	<b>\$19.39</b>	<b>\$47.19</b>	<b>\$15.06</b>
Total Replacement Costs (\$/cwt)	\$0.77	\$1.20	\$3.39	\$0.69
<b>Total Operating Costs</b>	<b>\$46.33</b>	<b>\$40.35</b>	<b>\$44.22</b>	<b>\$76.93</b>
Total Operating Costs (\$/cwt)	\$2.31	\$2.49	\$3.17	\$3.52
<b>Total Milk Marketing Costs</b>	<b>\$10.94</b>	<b>\$8.46</b>	<b>\$7.72</b>	<b>\$11.33</b>
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.52	\$0.55	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	<b>\$344.01</b>	<b>\$288.06</b>	<b>\$303.15</b>	<b>\$360.41</b>
Total Cost (\$/cwt)	\$17.16	\$17.78	\$21.76	\$16.51
<b>Milk Production Data</b>				
a. Milk Sold/Total Cow/Month/ (cwt)	20.05	16.20	13.93	21.83
b. Lbs Milk Sold/milk cow/day	78.95	59.59	51.66	82.37
c. Gross Milk Receipts (\$/cwt)	\$16.52	\$17.60	\$20.05	\$17.76
d. Mailbox Price (\$/cwt)	\$15.82	\$17.18	\$20.35	\$17.42
f. Income Over Feed Cost (\$/cwt)	\$4.41	\$4.75	\$7.50	\$6.43
g. Fat Test %	3.53%	3.58%	4.79%	3.51%
h. SNF Test %	8.68%	8.69%	9.29%	8.81%
<b>Related Data</b>				
a. Percent Dry Cows	17%	11%	12%	14%
b. Yearly Cull Rate	36%	32%	57%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.18	\$0.02	\$0.14
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$255.00	\$258.40	\$285.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$331.47	\$304.22	\$338.56	\$316.69
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.43	22.49	20.70	32.34
g. Milkers (\$/hr with benefits & taxes)	\$11.66	\$12.49	\$11.36	\$14.09
h. Total Labor (\$/hr)	\$13.78	\$12.72	\$12.29	\$13.93
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.34	\$7.04	\$6.30	\$8.44
j. Milk Cow Feed Costs (\$/cwt.)	\$10.57	\$11.81	\$12.19	\$10.25

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	Averages		22	23	24	25	26	27	28	29
	SV Average	Herd Size 1501to 2400								
<b>Feed Costs</b>										
a. Dry Roughage	\$47.55	\$47.43	\$47.13	\$46.86	\$29.26	\$30.28	\$51.37	\$51.95	\$56.80	\$57.56
b. Wet Feed & Wet Roughage	\$42.20	\$44.01	\$36.28	\$27.21	\$34.17	\$56.34	\$50.40	\$59.44	\$39.56	\$42.25
c. Concentrates	\$119.19	\$121.58	\$94.30	\$113.07	\$100.37	\$114.20	\$143.10	\$126.03	\$108.04	\$156.51
d. Minerals & Supplements	\$7.29	\$4.47	\$10.98	\$10.34	\$5.54	\$0.63	\$0.77	\$0.18	\$8.97	\$1.28
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>\$216.23</b>	<b>\$217.49</b>	<b>\$188.70</b>	<b>\$197.48</b>	<b>\$169.34</b>	<b>\$201.46</b>	<b>\$245.63</b>	<b>\$237.60</b>	<b>\$213.37</b>	<b>\$257.60</b>
Total Feed Costs (\$/cwt)	\$11.80	\$11.87	\$12.67	\$12.92	\$13.55	\$12.50	\$10.37	\$11.48	\$10.30	\$13.32
<b>Total Hired Labor</b>	<b>\$26.22</b>	<b>\$25.79</b>	<b>\$18.57</b>	<b>\$22.93</b>	<b>\$33.01</b>	<b>\$20.29</b>	<b>\$25.31</b>	<b>\$26.74</b>	<b>\$24.61</b>	<b>\$32.15</b>
Total Hired Labor Costs (\$/cwt)	\$1.43	\$1.41	\$1.25	\$1.50	\$2.64	\$1.26	\$1.07	\$1.29	\$1.19	\$1.66
<b>Total Herd Replacement</b>	<b>\$21.27</b>	<b>\$21.55</b>	<b>\$24.88</b>	<b>\$20.97</b>	<b>\$15.10</b>	<b>\$15.40</b>	<b>\$20.27</b>	<b>\$19.93</b>	<b>\$28.28</b>	<b>\$25.30</b>
Total Replacement Costs (\$/cwt)	\$1.16	\$1.18	\$1.67	\$1.37	\$1.21	\$0.96	\$0.86	\$0.96	\$1.37	\$1.31
<b>Total Operating Costs</b>	<b>\$51.23</b>	<b>\$54.51</b>	<b>\$53.21</b>	<b>\$59.28</b>	<b>\$57.67</b>	<b>\$22.72</b>	<b>\$67.75</b>	<b>\$64.55</b>	<b>\$40.54</b>	<b>\$66.86</b>
Total Operating Costs (\$/cwt)	\$2.80	\$2.97	\$3.57	\$3.88	\$4.62	\$1.41	\$2.86	\$3.12	\$1.96	\$3.46
<b>Total Milk Marketing Costs</b>	<b>\$10.03</b>	<b>\$10.01</b>	<b>\$7.68</b>	<b>\$10.83</b>	<b>\$6.75</b>	<b>\$8.81</b>	<b>\$12.74</b>	<b>\$10.67</b>	<b>\$11.23</b>	<b>\$10.00</b>
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.55	\$0.52	\$0.71	\$0.54	\$0.55	\$0.54	\$0.52	\$0.54	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	<b>\$324.99</b>	<b>\$329.33</b>	<b>\$293.04</b>	<b>\$311.49</b>	<b>\$281.86</b>	<b>\$268.67</b>	<b>\$371.70</b>	<b>\$359.49</b>	<b>\$318.02</b>	<b>\$391.92</b>
Total Cost (\$/cwt)	\$17.73	\$17.97	\$19.67	\$20.38	\$22.56	\$16.67	\$15.70	\$17.37	\$15.36	\$20.27
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	18.33	14.90	15.28	12.50	16.12	23.68	20.70	20.71	19.34
b. Lbs Milk Sold/milk cow/day	69.61	69.05	56.83	57.08	48.88	60.05	87.09	78.59	76.39	73.89
c. Gross Milk Receipts (\$/cwt)	\$18.20	\$18.49	\$20.10	\$20.26	\$20.42	\$17.85	\$17.70	\$17.97	\$17.68	\$18.42
d. Mailbox Price (\$/cwt)	\$17.91	\$18.23	\$20.67	\$21.13	\$21.05	\$17.28	\$17.04	\$17.57	\$17.13	\$17.84
f. Income Over Feed Cost (\$/cwt)	\$6.11	\$6.37	\$8.00	\$8.21	\$7.50	\$4.78	\$6.66	\$6.09	\$6.83	\$4.52
g. Fat Test %	3.73%	3.85%	4.72%	4.78%	4.79%	3.43%	3.65%	3.67%	3.50%	3.50%
h. SNF Test %	8.88%	8.91%	9.38%	9.44%	9.39%	8.75%	8.79%	8.76%	8.75%	8.69%
<b>Related Data</b>										
a. Percent Dry Cows	14%	13%	15%	13%	17%	12%	11%	14%	12%	15%
b. Yearly Cull Rate	44%	45%	42%	31%	56%	35%	37%	48%	51%	52%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.15	\$0.00	\$0.02	\$0.01	\$0.17	\$0.14	\$0.24	\$0.21	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$267.08	\$290.00	\$271.52	\$260.00	\$245.00	\$268.75	\$273.13	\$268.88	\$259.49
e. Grain, Mnrls & Splmnts (\$/ton)	\$327.78	\$341.46	\$301.64	\$340.40	\$332.36	\$331.22	\$333.12	\$374.04	\$308.32	\$411.84
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.19	27.56	26.16	26.58	24.32	25.35	31.19	24.78	27.69	28.65
g. Milkers (\$/hr with benefits & taxes)	\$13.26	\$13.31	\$11.13	\$12.09	\$11.34	\$15.56	\$12.15	\$11.86	\$12.04	\$19.07
h. Total Labor (\$/hr)	\$14.23	\$14.08	\$12.91	\$13.32	\$12.66	\$14.23	\$13.01	\$14.20	\$12.89	\$18.98
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.71	\$7.72	\$6.73	\$7.01	\$6.14	\$7.08	\$8.58	\$8.48	\$7.53	\$9.21
j. Milk Cow Feed Costs (\$/cwt.)	\$11.08	\$11.19	\$11.84	\$12.28	\$12.56	\$11.79	\$9.85	\$10.80	\$9.85	\$12.46

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	Averages		30	31	32	33	34	35	36
	SV Average	Herd Size 2401plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$47.55	\$47.45	\$30.68	\$48.45	\$64.08	\$48.93	\$44.97	\$70.34	\$58.96
b. Wet Feed & Wet Roughage	\$42.20	\$40.01	\$46.60	\$57.68	\$38.68	\$44.08	\$38.17	\$46.21	\$42.59
c. Concentrates	\$119.19	\$124.85	\$130.69	\$117.44	\$111.68	\$121.41	\$145.81	\$141.65	\$81.58
d. Minerals & Supplements	\$7.29	\$7.56	\$4.22	\$14.68	\$10.29	\$17.48	\$10.87	\$0.61	\$5.38
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$216.23</b>	<b>\$219.88</b>	<b>\$212.18</b>	<b>\$238.25</b>	<b>\$224.73</b>	<b>\$231.91</b>	<b>\$239.82</b>	<b>\$258.81</b>	<b>\$188.51</b>
Total Feed Costs (\$/cwt)	\$11.80	\$11.74	\$11.21	\$11.43	\$11.37	\$11.08	\$12.30	\$11.74	\$12.03
<b>Total Hired Labor</b>	<b>\$26.22</b>	<b>\$27.14</b>	<b>\$28.58</b>	<b>\$27.51</b>	<b>\$26.37</b>	<b>\$20.65</b>	<b>\$22.41</b>	<b>\$33.37</b>	<b>\$21.87</b>
Total Hired Labor Costs (\$/cwt)	\$1.43	\$1.45	\$1.51	\$1.32	\$1.33	\$0.99	\$1.15	\$1.51	\$1.40
<b>Total Herd Replacement</b>	<b>\$21.27</b>	<b>\$21.56</b>	<b>\$20.58</b>	<b>\$20.68</b>	<b>\$15.33</b>	<b>\$19.75</b>	<b>\$19.60</b>	<b>\$26.47</b>	<b>\$21.78</b>
Total Replacement Costs (\$/cwt)	\$1.16	\$1.15	\$1.09	\$0.99	\$0.78	\$0.94	\$1.01	\$1.20	\$1.39
<b>Total Operating Costs</b>	<b>\$51.23</b>	<b>\$49.87</b>	<b>\$52.40</b>	<b>\$56.15</b>	<b>\$68.17</b>	<b>\$56.32</b>	<b>\$72.16</b>	<b>\$74.67</b>	<b>\$41.60</b>
Total Operating Costs (\$/cwt)	\$2.80	\$2.66	\$2.77	\$2.69	\$3.45	\$2.69	\$3.70	\$3.39	\$2.65
<b>Total Milk Marketing Costs</b>	<b>\$10.03</b>	<b>\$10.41</b>	<b>\$10.37</b>	<b>\$11.27</b>	<b>\$10.19</b>	<b>\$11.31</b>	<b>\$9.99</b>	<b>\$11.39</b>	<b>\$8.56</b>
Total Milk Marketing Costs (\$/cwt)	\$0.55	\$0.56	\$0.55	\$0.54	\$0.52	\$0.54	\$0.51	\$0.52	\$0.55
<b>Total Cost (\$/Cow/Month)</b>	<b>\$324.99</b>	<b>\$328.86</b>	<b>\$324.11</b>	<b>\$353.87</b>	<b>\$344.79</b>	<b>\$339.95</b>	<b>\$363.99</b>	<b>\$404.72</b>	<b>\$282.32</b>
Total Cost (\$/cwt)	\$17.73	\$17.56	\$17.12	\$16.98	\$17.44	\$16.24	\$18.66	\$18.36	\$18.02
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.33	18.73	18.93	20.84	19.77	20.94	19.50	22.05	15.67
b. Lbs Milk Sold/milk cow/day	69.61	71.38	70.46	78.75	75.17	79.12	72.57	80.71	60.53
c. Gross Milk Receipts (\$/cwt)	\$18.20	\$18.24	\$17.74	\$17.71	\$18.64	\$17.70	\$18.18	\$18.20	\$18.75
d. Mailbox Price (\$/cwt)	\$17.91	\$17.95	\$17.21	\$17.27	\$18.23	\$17.31	\$17.63	\$17.72	\$18.17
f. Income Over Feed Cost (\$/cwt)	\$6.11	\$6.21	\$6.00	\$5.83	\$6.86	\$6.23	\$5.33	\$5.98	\$6.14
g. Fat Test %	3.73%	3.72%	3.44%	3.61%	3.69%	3.61%	3.74%	3.57%	3.60%
h. SNF Test %	8.88%	8.90%	8.74%	8.88%	8.86%	8.86%	8.92%	8.77%	8.82%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	12%	14%	14%	14%	12%	11%	16%
b. Yearly Cull Rate	44%	44%	41%	42%	38%	35%	43%	54%	38%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.16	\$0.17	\$0.13	\$0.15	\$0.18	\$0.19	\$0.13	\$0.14	\$0.25
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$265.74	\$262.74	\$272.91	\$261.67	\$263.60	\$274.00	\$278.09	\$265.75
e. Grain, Mnrls & Splmnts (\$/ton)	\$327.78	\$327.71	\$325.15	\$338.69	\$322.94	\$312.84	\$341.47	\$362.27	\$317.03
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.19	30.94	30.27	28.71	28.33	32.57	33.61	28.42	21.01
g. Milkers (\$/hr with benefits & taxes)	\$13.26	\$13.89	\$20.95	\$16.10	\$17.58	\$13.07	\$10.22	\$18.02	\$14.61
h. Total Labor (\$/hr)	\$14.23	\$14.93	\$21.33	\$17.19	\$18.79	\$13.17	\$12.34	\$18.37	\$15.24
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.71	\$7.86	\$7.48	\$8.38	\$8.04	\$8.22	\$8.45	\$9.07	\$6.83
j. Milk Cow Feed Costs (\$/cwt.)	\$11.08	\$11.01	\$10.61	\$10.64	\$10.69	\$10.38	\$11.64	\$11.24	\$11.27

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2013**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	37	38	39	40
<b>Feed Costs</b>				
a. Dry Roughage	\$25.71	\$62.35	\$29.88	\$46.71
b. Wet Feed & Wet Roughage	\$38.42	\$8.10	\$57.99	\$36.58
c. Concentrates	\$136.69	\$109.59	\$128.84	\$132.08
d. Minerals & Supplements	\$8.19	\$10.11	\$10.80	\$1.53
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$209.01	\$190.14	\$227.52	\$216.90
Total Feed Costs (\$/cwt)	\$13.30	\$12.18	\$11.02	\$11.68
<b>Total Hired Labor</b>	\$26.23	\$19.04	\$44.30	\$26.41
Total Hired Labor Costs (\$/cwt)	\$1.67	\$1.22	\$2.15	\$1.42
<b>Total Herd Replacement</b>	\$26.23	\$25.16	\$24.11	\$18.65
Total Replacement Costs (\$/cwt)	\$1.67	\$1.61	\$1.17	\$1.00
<b>Total Operating Costs</b>	\$49.05	\$35.38	\$50.50	\$33.27
Total Operating Costs (\$/cwt)	\$3.12	\$2.27	\$2.45	\$1.79
<b>Total Milk Marketing Costs</b>	\$13.32	\$8.51	\$11.07	\$9.63
Total Milk Marketing Costs (\$/cwt)	\$0.85	\$0.54	\$0.54	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	\$323.84	\$278.22	\$357.49	\$304.86
Total Cost (\$/cwt)	\$20.61	\$17.82	\$17.31	\$16.42
<b>Milk Production Data</b>				
a. Milk Sold/Total Cow/Month/ (cwt)	15.71	15.61	20.65	18.57
b. Lbs Milk Sold/milk cow/day	58.52	62.12	79.00	72.14
c. Gross Milk Receipts (\$/cwt)	\$20.23	\$17.92	\$17.34	\$18.35
d. Mailbox Price (\$/cwt)	\$21.02	\$17.55	\$16.85	\$18.23
f. Income Over Feed Cost (\$/cwt)	\$7.72	\$5.38	\$5.83	\$6.55
g. Fat Test %	4.86%	3.73%	3.45%	3.68%
h. SNF Test %	9.32%	8.90%	8.78%	8.93%
<b>Related Data</b>				
a. Percent Dry Cows	12%	18%	15%	16%
b. Yearly Cull Rate	51%	44%	53%	42%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.03	\$0.26	\$0.17	\$0.18
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$260.85	\$270.38	\$256.34	\$261.62
e. Grain, Mnrls & Splmnts (\$/ton)	\$337.61	\$315.87	\$313.36	\$318.56
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.83	29.56	33.40	32.59
g. Milkers (\$/hr with benefits & taxes)	\$11.73	\$15.68	\$11.41	\$13.25
h. Total Labor (\$/hr)	\$12.30	\$15.81	\$12.25	\$15.81
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.34	\$6.85	\$8.09	\$7.93
j. Milk Cow Feed Costs (\$/cwt.)	\$12.54	\$11.03	\$10.24	\$11.00