

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
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	\$48.07	\$49.66	\$39.94	\$33.46	\$50.44	\$55.59	\$36.94	\$67.01	\$51.18
b. Wet Feed & Wet Roughage	\$43.37	\$42.65	\$57.37	\$50.21	\$38.76	\$42.00	\$45.99	\$42.65	\$40.96
c. Concentrates	\$112.35	\$104.44	\$95.70	\$118.16	\$90.67	\$81.02	\$155.30	\$75.88	\$114.75
d. Minerals & Supplements	\$7.58	\$3.70	\$2.12	\$2.76	\$0.10	\$6.72	\$5.98	\$2.32	\$1.43
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$211.37	\$200.45	\$195.12	\$204.58	\$179.98	\$185.32	\$244.20	\$187.86	\$208.32
Total Feed Costs (\$/cwt)	\$11.26	\$11.53	\$11.29	\$11.32	\$10.83	\$11.76	\$11.83	\$10.90	\$12.70
Total Hired Labor	\$27.09	\$26.83	\$17.10	\$28.63	\$39.53	\$26.90	\$27.93	\$24.63	\$32.44
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.54	\$0.99	\$1.58	\$2.38	\$1.71	\$1.35	\$1.43	\$1.98
Total Herd Replacement	\$20.66	\$16.43	\$16.12	\$9.05	\$16.60	\$21.19	\$17.54	\$10.85	\$27.91
Total Replacement Costs (\$/cwt)	\$1.10	\$0.94	\$0.93	\$0.50	\$1.00	\$1.34	\$0.85	\$0.63	\$1.70
Total Operating Costs	\$50.71	\$51.76	\$38.29	\$66.95	\$45.86	\$59.04	\$45.92	\$49.19	\$48.15
Total Operating Costs (\$/cwt)	\$2.70	\$2.98	\$2.22	\$3.70	\$2.76	\$3.74	\$2.22	\$2.85	\$2.93
Total Milk Marketing Costs	\$10.23	\$9.50	\$9.36	\$10.05	\$9.24	\$8.60	\$11.23	\$9.66	\$8.92
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.55	\$0.54	\$0.56	\$0.56	\$0.55	\$0.54	\$0.56	\$0.54
Total Cost (\$/Cow/Month)	\$320.06	\$304.97	\$275.99	\$319.26	\$291.22	\$301.06	\$346.82	\$282.20	\$325.75
Total Cost (\$/cwt)	\$17.04	\$17.54	\$15.97	\$17.66	\$17.53	\$19.10	\$16.80	\$16.37	\$19.85
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.78	17.39	17.28	18.08	16.61	15.77	20.65	17.24	16.41
b. Lbs Milk Sold/milk cow/day	71.26	67.15	68.40	68.95	63.99	59.85	78.69	67.51	62.31
c. Gross Milk Receipts (\$/cwt)	\$20.13	\$19.84	\$19.69	\$20.35	\$20.49	\$20.09	\$19.74	\$19.33	\$20.27
d. Mailbox Price (\$/cwt)	\$19.90	\$19.45	\$19.52	\$19.87	\$19.94	\$19.50	\$19.38	\$18.62	\$19.83
f. Income Over Feed Cost (\$/cwt)	\$8.64	\$7.92	\$8.23	\$8.56	\$9.11	\$7.74	\$7.55	\$7.72	\$7.13
g. Fat Test %	3.88%	3.76%	3.42%	4.08%	3.98%	3.83%	3.78%	3.69%	3.78%
h. SNF Test %	9.04%	9.04%	8.98%	9.18%	9.07%	8.99%	9.03%	8.92%	9.18%
Related Data									
a. Percent Dry Cows	14%	16%	18%	15%	15%	14%	14%	17%	14%
b. Yearly Cull Rate	44%	37%	37%	44%	28%	33%	44%	26%	55%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.25	\$0.26	\$0.20	\$0.18	\$0.40	\$0.33	\$0.29	\$0.19	\$0.21
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$265.68	\$261.37	\$294.13	\$250.00	\$269.60	\$258.00	\$275.00	\$255.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.77	\$299.94	\$296.61	\$305.43	\$278.26	\$290.12	\$354.08	\$280.68	\$313.40
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.09	27.43	26.12	29.74	24.98	22.51	34.70	21.25	27.88
g. Milkers (\$/hr with benefits & taxes)	\$13.80	\$13.07	\$15.57	\$11.36	\$12.57	\$12.50	\$12.11	\$15.92	\$14.24
h. Total Labor (\$/hr)	\$14.93	\$13.45	\$15.31	\$11.72	\$12.61	\$13.07	\$12.67	\$15.17	\$14.12
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.54	\$7.27	\$7.20	\$7.30	\$6.55	\$6.48	\$9.26	\$6.76	\$7.57
j. Milk Cow Feed Costs (\$/cwt.)	\$10.58	\$10.83	\$10.52	\$10.59	\$10.23	\$10.82	\$11.77	\$10.02	\$12.15

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
South Valley Herd Size 1-1000

Dairy ID Number	8	9
Feed Costs		
a. Dry Roughage	\$51.13	\$46.11
b. Wet Feed & Wet Roughage	\$32.46	\$45.93
c. Concentrates	\$79.87	\$124.67
d. Minerals & Supplements	\$3.89	\$4.95
e. Pasture	\$0.00	\$0.00
Total Feed Costs	\$167.36	\$221.65
Total Feed Costs (\$/cwt)	\$11.78	\$10.93
Total Hired Labor	\$14.50	\$31.64
Total Hired Labor Costs (\$/cwt)	\$1.02	\$1.56
Total Herd Replacement	\$6.76	\$18.20
Total Replacement Costs (\$/cwt)	\$0.48	\$0.90
Total Operating Costs	\$43.83	\$65.57
Total Operating Costs (\$/cwt)	\$3.08	\$3.23
Total Milk Marketing Costs	\$7.94	\$10.66
Total Milk Marketing Costs (\$/cwt)	\$0.56	\$0.53
Total Cost (\$/Cow/Month)	\$240.38	\$347.72
Total Cost (\$/cwt)	\$16.92	\$17.15
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	14.21	20.28
b. Lbs Milk Sold/milk cow/day	55.69	79.29
c. Gross Milk Receipts (\$/cwt)	\$20.12	\$19.24
d. Mailbox Price (\$/cwt)	\$20.36	\$18.84
f. Income Over Feed Cost (\$/cwt)	\$8.59	\$7.91
g. Fat Test %	3.97%	3.46%
h. SNF Test %	9.14%	8.98%
Related Data		
a. Percent Dry Cows	17%	17%
b. Yearly Cull Rate	33%	32%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.23	\$0.28
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$275.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$276.82	\$304.39
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.07	32.51
g. Milkers (\$/hr with benefits & taxes)	\$15.31	\$10.89
h. Total Labor (\$/hr)	\$14.29	\$13.21
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.08	\$7.91
j. Milk Cow Feed Costs (\$/cwt.)	\$10.91	\$9.98

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
South Valley Herd Size 1001-1500

Dairy ID Number	Averages		10	11	12	13	14	15	16
	SV Average	Herd Size 1001to 1500							
Feed Costs									
a. Dry Roughage	\$48.07	\$45.40	\$26.82	\$44.93	\$42.80	\$38.38	\$64.25	\$63.46	\$31.49
b. Wet Feed & Wet Roughage	\$43.37	\$47.23	\$42.84	\$46.25	\$52.28	\$59.65	\$34.11	\$42.23	\$33.63
c. Concentrates	\$112.35	\$97.16	\$66.54	\$130.15	\$101.60	\$126.15	\$105.46	\$102.57	\$89.04
d. Minerals & Supplements	\$7.58	\$8.67	\$1.68	\$0.54	\$0.27	\$14.88	\$14.70	\$9.26	\$5.63
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$211.37	\$198.46	\$137.88	\$221.87	\$196.95	\$239.07	\$218.52	\$217.52	\$159.79
Total Feed Costs (\$/cwt)	\$11.26	\$11.69	\$11.79	\$11.65	\$10.69	\$11.70	\$11.61	\$10.88	\$12.63
Total Hired Labor	\$27.09	\$26.20	\$17.27	\$28.29	\$17.61	\$37.41	\$19.41	\$27.96	\$28.43
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.54	\$1.48	\$1.49	\$0.96	\$1.83	\$1.03	\$1.40	\$2.25
Total Herd Replacement	\$20.66	\$21.49	\$22.96	\$19.71	\$33.53	\$19.12	\$13.91	\$22.12	\$9.91
Total Replacement Costs (\$/cwt)	\$1.10	\$1.27	\$1.96	\$1.03	\$1.82	\$0.94	\$0.74	\$1.11	\$0.78
Total Operating Costs	\$50.71	\$52.63	\$38.73	\$46.21	\$61.26	\$51.26	\$78.11	\$47.20	\$62.02
Total Operating Costs (\$/cwt)	\$2.70	\$3.10	\$3.31	\$2.43	\$3.33	\$2.51	\$4.15	\$2.36	\$4.90
Total Milk Marketing Costs	\$10.23	\$8.91	\$6.53	\$10.32	\$9.56	\$10.60	\$10.06	\$9.77	\$6.61
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.53	\$0.56	\$0.54	\$0.52	\$0.52	\$0.53	\$0.49	\$0.52
Total Cost (\$/Cow/Month)	\$320.06	\$307.69	\$223.37	\$326.40	\$318.91	\$357.46	\$340.01	\$324.57	\$266.76
Total Cost (\$/cwt)	\$17.04	\$18.13	\$19.10	\$17.14	\$17.32	\$17.49	\$18.07	\$16.23	\$21.08
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.78	16.98	11.70	19.04	18.42	20.43	18.82	20.00	12.65
b. Lbs Milk Sold/milk cow/day	71.26	65.09	45.82	72.69	66.77	78.15	72.83	73.62	53.37
c. Gross Milk Receipts (\$/cwt)	\$20.13	\$20.25	\$19.91	\$19.45	\$19.72	\$19.50	\$19.47	\$19.51	\$22.48
d. Mailbox Price (\$/cwt)	\$19.90	\$20.30	\$19.51	\$18.96	\$19.34	\$19.31	\$19.02	\$19.41	\$23.70
f. Income Over Feed Cost (\$/cwt)	\$8.64	\$8.61	\$7.72	\$7.31	\$8.65	\$7.61	\$7.41	\$8.54	\$11.08
g. Fat Test %	3.88%	4.05%	4.06%	3.73%	3.79%	3.70%	3.66%	3.68%	4.92%
h. SNF Test %	9.04%	9.03%	8.75%	8.93%	8.99%	8.82%	8.69%	8.90%	9.52%
Related Data									
a. Percent Dry Cows	14%	15%	17%	15%	10%	15%	16%	11%	23%
b. Yearly Cull Rate	44%	50%	43%	44%	68%	50%	38%	43%	93%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.25	\$0.19	\$0.42	\$0.24	\$0.18	\$0.32	\$0.25	\$0.20	\$0.02
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$272.11	\$230.00	\$275.00	\$285.00	\$254.00	\$287.00	\$265.04	\$260.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.77	\$305.04	\$295.99	\$307.71	\$303.44	\$352.56	\$306.92	\$309.93	\$299.38
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.09	26.57	16.95	31.67	23.95	29.83	29.61	26.10	25.82
g. Milkers (\$/hr with benefits & taxes)	\$13.80	\$12.08	\$13.15	\$13.91	\$10.88	\$13.83	\$11.21	\$12.73	\$11.17
h. Total Labor (\$/hr)	\$14.93	\$13.34	\$13.10	\$14.24	\$11.38	\$14.74	\$12.42	\$13.52	\$12.62
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.54	\$7.11	\$5.03	\$7.97	\$6.88	\$8.50	\$7.83	\$7.53	\$6.00
j. Milk Cow Feed Costs (\$/cwt.)	\$10.58	\$10.92	\$10.97	\$10.96	\$10.30	\$10.88	\$10.75	\$10.22	\$11.24

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
South Valley Herd Size 1001-1500

Dairy ID Number	17	18	19	20
Feed Costs				
a. Dry Roughage	\$48.72	\$48.98	\$51.03	\$39.12
b. Wet Feed & Wet Roughage	\$51.44	\$39.00	\$70.87	\$45.41
c. Concentrates	\$100.83	\$100.06	\$74.30	\$83.48
d. Minerals & Supplements	\$30.91	\$9.43	\$5.88	\$0.34
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$231.90	\$197.48	\$202.08	\$168.34
Total Feed Costs (\$/cwt)	\$11.23	\$12.51	\$11.75	\$12.52
Total Hired Labor	\$43.41	\$23.98	\$17.82	\$24.79
Total Hired Labor Costs (\$/cwt)	\$2.10	\$1.52	\$1.04	\$1.84
Total Herd Replacement	\$15.10	\$15.17	\$22.12	\$41.03
Total Replacement Costs (\$/cwt)	\$0.73	\$0.96	\$1.29	\$3.05
Total Operating Costs	\$63.65	\$48.57	\$43.44	\$41.17
Total Operating Costs (\$/cwt)	\$3.08	\$3.08	\$2.53	\$3.06
Total Milk Marketing Costs	\$11.20	\$7.91	\$8.95	\$7.28
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.50	\$0.52	\$0.54
Total Cost (\$/Cow/Month)	\$365.26	\$293.11	\$294.41	\$282.61
Total Cost (\$/cwt)	\$17.69	\$18.57	\$17.11	\$21.02
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt)	20.65	15.78	17.20	13.44
b. Lbs Milk Sold/milk cow/day	81.31	59.57	63.52	51.62
c. Gross Milk Receipts (\$/cwt)	\$19.29	\$22.07	\$19.72	\$22.36
d. Mailbox Price (\$/cwt)	\$18.60	\$23.51	\$19.72	\$23.21
f. Income Over Feed Cost (\$/cwt)	\$7.37	\$11.00	\$7.97	\$10.68
g. Fat Test %	3.72%	4.74%	3.82%	5.04%
h. SNF Test %	8.87%	9.49%	8.93%	9.47%
Related Data				
a. Percent Dry Cows	17%	14%	12%	15%
b. Yearly Cull Rate	35%	41%	36%	60%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.18	\$0.07	\$0.24	\$0.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$265.00	\$280.00	\$285.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$310.81	\$284.44	\$281.70	\$302.93
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.13	28.21	20.69	20.61
g. Milkers (\$/hr with benefits & taxes)	\$11.60	\$12.52	\$11.57	\$11.25
h. Total Labor (\$/hr)	\$13.83	\$15.24	\$12.18	\$12.41
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.41	\$7.04	\$7.09	\$6.04
j. Milk Cow Feed Costs (\$/cwt.)	\$10.34	\$11.82	\$11.16	\$11.70

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
South Valley Herd Size 1501-2400

Dairy ID Number	Averages		21	22	23	24	25	26	27
	SV Average	Herd Size 1501to 2400							
Feed Costs									
a. Dry Roughage	\$48.07	\$48.52	\$63.35	\$43.35	\$37.07	\$43.28	\$46.40	\$49.58	\$56.91
b. Wet Feed & Wet Roughage	\$43.37	\$42.51	\$35.86	\$28.15	\$52.01	\$41.07	\$54.90	\$43.68	\$38.23
c. Concentrates	\$112.35	\$119.73	\$117.73	\$101.52	\$105.25	\$133.72	\$130.37	\$102.01	\$140.11
d. Minerals & Supplements	\$7.58	\$4.40	\$12.26	\$9.92	\$0.63	\$0.95	\$0.13	\$8.67	\$1.12
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$211.37	\$215.17	\$229.20	\$182.94	\$194.96	\$219.02	\$231.81	\$203.94	\$236.38
Total Feed Costs (\$/cwt)	\$11.26	\$10.87	\$11.04	\$13.12	\$11.82	\$9.35	\$10.68	\$9.80	\$11.94
Total Hired Labor	\$27.09	\$25.70	\$18.17	\$21.19	\$21.06	\$25.03	\$27.84	\$27.76	\$33.75
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.30	\$0.87	\$1.52	\$1.28	\$1.07	\$1.28	\$1.33	\$1.70
Total Herd Replacement	\$20.66	\$21.12	\$15.30	\$20.86	\$13.43	\$19.80	\$22.16	\$27.46	\$24.67
Total Replacement Costs (\$/cwt)	\$1.10	\$1.07	\$0.74	\$1.50	\$0.81	\$0.85	\$1.02	\$1.32	\$1.25
Total Operating Costs	\$50.71	\$55.31	\$70.70	\$56.05	\$25.62	\$70.35	\$62.51	\$38.14	\$64.15
Total Operating Costs (\$/cwt)	\$2.70	\$2.79	\$3.40	\$4.02	\$1.55	\$3.00	\$2.88	\$1.83	\$3.24
Total Milk Marketing Costs	\$10.23	\$10.70	\$10.70	\$9.74	\$8.91	\$12.52	\$11.16	\$11.14	\$10.25
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.54	\$0.52	\$0.70	\$0.54	\$0.53	\$0.51	\$0.54	\$0.52
Total Cost (\$/Cow/Month)	\$320.06	\$328.01	\$344.06	\$290.77	\$263.97	\$346.72	\$355.47	\$308.44	\$369.20
Total Cost (\$/cwt)	\$17.04	\$16.57	\$16.57	\$20.85	\$16.00	\$14.81	\$16.38	\$14.82	\$18.65
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.78	19.79	20.77	13.95	16.50	23.42	21.70	20.81	19.80
b. Lbs Milk Sold/milk cow/day	71.26	73.72	78.42	53.64	59.22	88.74	79.14	77.59	73.84
c. Gross Milk Receipts (\$/cwt)	\$20.13	\$19.99	\$19.86	\$22.60	\$20.06	\$19.21	\$19.43	\$19.67	\$20.43
d. Mailbox Price (\$/cwt)	\$19.90	\$19.61	\$19.64	\$23.99	\$19.55	\$18.25	\$19.07	\$19.12	\$19.88
f. Income Over Feed Cost (\$/cwt)	\$8.64	\$8.73	\$8.60	\$10.87	\$7.73	\$8.90	\$8.39	\$9.32	\$7.94
g. Fat Test %	3.88%	3.80%	3.83%	5.09%	3.73%	3.54%	3.65%	3.71%	3.68%
h. SNF Test %	9.04%	8.97%	8.92%	9.58%	8.99%	8.96%	8.85%	8.93%	8.86%
Related Data									
a. Percent Dry Cows	14%	12%	14%	15%	9%	14%	11%	13%	13%
b. Yearly Cull Rate	44%	42%	39%	29%	37%	37%	49%	48%	51%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.25	\$0.28	\$0.31	\$0.04	\$0.27	\$0.27	\$0.26	\$0.29	\$0.39
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$269.83	\$285.00	\$275.00	\$245.00	\$271.29	\$277.64	\$291.31	\$259.51
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.77	\$309.54	\$292.65	\$314.69	\$300.79	\$294.98	\$339.23	\$277.10	\$348.02
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.09	29.80	32.53	26.64	24.93	33.83	27.47	29.44	29.78
g. Milkers (\$/hr with benefits & taxes)	\$13.80	\$14.42	\$15.26	\$12.32	\$15.56	\$12.09	\$14.28	\$12.18	\$19.12
h. Total Labor (\$/hr)	\$14.93	\$14.89	\$15.14	\$13.50	\$14.23	\$13.24	\$15.35	\$13.07	\$19.45
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.54	\$7.57	\$8.07	\$6.59	\$6.71	\$7.76	\$8.07	\$7.24	\$8.30
j. Milk Cow Feed Costs (\$/cwt.)	\$10.58	\$10.27	\$10.29	\$12.28	\$11.33	\$8.74	\$10.20	\$9.33	\$11.24

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
South Valley Herd Size 2401 Plus

Dairy ID Number	Averages		28	29	30	31	32	33	34
	SV Average	Herd Size 2401plus							
Feed Costs									
a. Dry Roughage	\$48.07	\$48.57	\$48.88	\$30.74	\$64.76	\$52.29	\$60.73	\$41.66	\$52.37
b. Wet Feed & Wet Roughage	\$43.37	\$42.49	\$62.46	\$47.32	\$43.35	\$40.86	\$47.01	\$32.76	\$50.52
c. Concentrates	\$112.35	\$115.99	\$86.56	\$126.31	\$101.15	\$110.62	\$113.46	\$141.17	\$83.42
d. Minerals & Supplements	\$7.58	\$8.90	\$15.06	\$3.87	\$10.29	\$17.41	\$13.40	\$11.66	\$5.16
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$211.37	\$215.95	\$212.97	\$208.23	\$219.55	\$221.18	\$234.61	\$227.25	\$191.48
Total Feed Costs (\$/cwt)	\$11.26	\$11.23	\$10.53	\$10.85	\$10.87	\$10.50	\$10.86	\$11.95	\$10.99
Total Hired Labor	\$27.09	\$27.90	\$29.55	\$31.43	\$28.52	\$20.58	\$35.83	\$24.88	\$20.69
Total Hired Labor Costs (\$/cwt)	\$1.44	\$1.45	\$1.46	\$1.64	\$1.41	\$0.98	\$1.66	\$1.31	\$1.19
Total Herd Replacement	\$20.66	\$20.86	\$18.69	\$21.94	\$16.61	\$19.49	\$24.41	\$18.35	\$22.51
Total Replacement Costs (\$/cwt)	\$1.10	\$1.08	\$0.92	\$1.14	\$0.82	\$0.93	\$1.13	\$0.96	\$1.29
Total Operating Costs	\$50.71	\$48.31	\$52.94	\$53.26	\$65.17	\$46.63	\$74.56	\$65.32	\$40.89
Total Operating Costs (\$/cwt)	\$2.70	\$2.51	\$2.62	\$2.78	\$3.23	\$2.21	\$3.45	\$3.43	\$2.35
Total Milk Marketing Costs	\$10.23	\$10.61	\$10.80	\$10.48	\$10.41	\$11.24	\$11.11	\$9.76	\$9.38
Total Milk Marketing Costs (\$/cwt)	\$0.54	\$0.55	\$0.53	\$0.55	\$0.52	\$0.53	\$0.51	\$0.51	\$0.54
Total Cost (\$/Cow/Month)	\$320.06	\$323.64	\$324.95	\$325.34	\$340.26	\$319.12	\$380.51	\$345.56	\$284.95
Total Cost (\$/cwt)	\$17.04	\$16.83	\$16.07	\$16.96	\$16.84	\$15.15	\$17.62	\$18.17	\$16.36
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.78	19.23	20.22	19.18	20.20	21.07	21.59	19.02	17.42
b. Lbs Milk Sold/milk cow/day	71.26	73.02	76.01	72.07	77.45	79.47	79.76	71.79	66.33
c. Gross Milk Receipts (\$/cwt)	\$20.13	\$20.18	\$19.66	\$19.62	\$20.48	\$19.58	\$19.90	\$20.10	\$20.85
d. Mailbox Price (\$/cwt)	\$19.90	\$19.95	\$19.17	\$19.05	\$20.09	\$19.10	\$19.26	\$20.16	\$20.28
f. Income Over Feed Cost (\$/cwt)	\$8.64	\$8.72	\$8.64	\$8.20	\$9.23	\$8.60	\$8.39	\$8.21	\$9.29
g. Fat Test %	3.88%	3.87%	3.79%	3.61%	3.80%	3.77%	3.61%	3.93%	3.86%
h. SNF Test %	9.04%	9.07%	9.05%	8.89%	9.01%	9.00%	8.88%	9.03%	9.08%
Related Data									
a. Percent Dry Cows	14%	14%	13%	13%	15%	14%	12%	14%	14%
b. Yearly Cull Rate	44%	43%	40%	41%	39%	35%	53%	44%	37%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.25	\$0.26	\$0.24	\$0.21	\$0.24	\$0.27	\$0.24	\$0.23	\$0.35
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$266.49	\$264.06	\$276.19	\$262.74	\$260.00	\$273.88	\$258.00	\$274.00	\$265.75
e. Grain, Mnrls & Splmnts (\$/ton)	\$303.77	\$301.95	\$300.38	\$310.01	\$311.36	\$283.16	\$316.47	\$321.84	\$285.65
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.09	31.73	24.66	30.89	26.99	33.21	29.31	35.14	23.45
g. Milkers (\$/hr with benefits & taxes)	\$13.80	\$14.42	\$17.68	\$22.32	\$18.98	\$13.35	\$16.56	\$10.32	\$14.36
h. Total Labor (\$/hr)	\$14.93	\$15.78	\$18.36	\$22.93	\$20.66	\$13.36	\$17.87	\$12.34	\$15.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.54	\$7.71	\$7.47	\$7.38	\$7.89	\$7.85	\$8.27	\$8.05	\$6.88
j. Milk Cow Feed Costs (\$/cwt.)	\$10.58	\$10.56	\$9.83	\$10.24	\$10.18	\$9.88	\$10.37	\$11.21	\$10.37

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2013
South Valley Herd Size 2401 Plus

Dairy ID Number	35	36	37	38
Feed Costs				
a. Dry Roughage	\$19.65	\$30.49	\$61.71	\$58.83
b. Wet Feed & Wet Roughage	\$43.80	\$59.76	\$7.76	\$42.19
c. Concentrates	\$123.72	\$120.17	\$119.34	\$124.23
d. Minerals & Supplements	\$13.74	\$9.86	\$10.17	\$1.47
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$200.92	\$220.28	\$198.98	\$226.72
Total Feed Costs (\$/cwt)	\$13.43	\$10.67	\$11.48	\$11.31
Total Hired Labor	\$28.45	\$38.73	\$20.06	\$27.96
Total Hired Labor Costs (\$/cwt)	\$1.90	\$1.88	\$1.16	\$1.39
Total Herd Replacement	\$24.45	\$24.85	\$25.28	\$16.80
Total Replacement Costs (\$/cwt)	\$1.63	\$1.20	\$1.46	\$0.84
Total Operating Costs	\$50.82	\$46.24	\$36.51	\$34.82
Total Operating Costs (\$/cwt)	\$3.40	\$2.24	\$2.11	\$1.74
Total Milk Marketing Costs	\$12.85	\$11.00	\$9.55	\$10.34
Total Milk Marketing Costs (\$/cwt)	\$0.86	\$0.53	\$0.55	\$0.52
Total Cost (\$/Cow/Month)	\$317.49	\$341.11	\$290.37	\$316.64
Total Cost (\$/cwt)	\$21.23	\$16.52	\$16.75	\$15.79
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt)	14.96	20.65	17.33	20.05
b. Lbs Milk Sold/milk cow/day	58.60	78.80	67.30	75.42
c. Gross Milk Receipts (\$/cwt)	\$22.25	\$19.21	\$20.03	\$20.34
d. Mailbox Price (\$/cwt)	\$23.60	\$18.35	\$19.66	\$20.38
f. Income Over Feed Cost (\$/cwt)	\$10.16	\$7.68	\$8.18	\$9.07
g. Fat Test %	4.96%	3.62%	3.96%	3.84%
h. SNF Test %	9.50%	8.93%	9.10%	9.16%
Related Data				
a. Percent Dry Cows	17%	15%	16%	13%
b. Yearly Cull Rate	48%	57%	45%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.04	\$0.27	\$0.38	\$0.27
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$255.65	\$256.03	\$268.00	\$262.80
e. Grain, Mnrls & Splmnts (\$/ton)	\$325.06	\$285.89	\$297.64	\$283.41
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.78	34.11	33.29	33.36
g. Milkers (\$/hr with benefits & taxes)	\$12.20	\$12.85	\$16.43	\$12.95
h. Total Labor (\$/hr)	\$13.78	\$13.09	\$16.72	\$16.49
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.32	\$7.84	\$7.12	\$8.13
j. Milk Cow Feed Costs (\$/cwt.)	\$12.49	\$9.94	\$10.57	\$10.78