

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**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	\$41.99	\$39.18	\$38.02	\$45.12	\$70.47	\$52.72	\$44.16	\$60.09	\$36.91
b. Wet Feed & Wet Roughage	\$45.11	\$48.16	\$69.05	\$35.94	\$23.16	\$39.39	\$54.78	\$41.94	\$56.22
c. Concentrates	\$97.93	\$89.78	\$84.87	\$96.65	\$72.81	\$58.90	\$144.77	\$83.45	\$92.29
d. Minerals & Supplements	\$8.71	\$7.11	\$1.37	\$1.13	\$0.10	\$6.73	\$1.80	\$6.49	\$0.62
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>	\$193.74	\$184.23	\$193.30	\$178.84	\$166.54	\$157.74	\$245.51	\$191.97	\$186.03
Total Feed Costs (\$/cwt)	\$10.56	\$10.59	\$11.27	\$9.62	\$10.30	\$10.31	\$10.41	\$10.72	\$10.40
<b>Total Hired Labor</b>	\$29.62	\$27.91	\$20.50	\$36.23	\$39.80	\$30.16	\$26.99	\$26.42	\$29.70
Total Hired Labor Costs (\$/cwt)	\$1.61	\$1.60	\$1.20	\$1.95	\$2.46	\$1.97	\$1.14	\$1.47	\$1.66
<b>Total Herd Replacement</b>	\$43.03	\$38.58	\$30.54	\$33.66	\$26.57	\$32.42	\$36.49	\$31.78	\$43.96
Total Replacement Costs (\$/cwt)	\$2.34	\$2.22	\$1.78	\$1.81	\$1.64	\$2.12	\$1.55	\$1.77	\$2.46
<b>Total Operating Costs</b>	\$54.21	\$53.87	\$61.03	\$59.54	\$32.64	\$61.15	\$60.23	\$56.39	\$47.95
Total Operating Costs (\$/cwt)	\$2.95	\$3.10	\$3.56	\$3.20	\$2.02	\$4.00	\$2.55	\$3.15	\$2.68
<b>Total Milk Marketing Costs</b>	\$10.78	\$9.93	\$10.52	\$10.03	\$8.78	\$8.16	\$12.46	\$9.82	\$9.43
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.57	\$0.61	\$0.54	\$0.54	\$0.53	\$0.53	\$0.55	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$331.37	\$314.52	\$315.89	\$318.30	\$274.33	\$289.63	\$381.67	\$316.37	\$317.07
Total Cost (\$/cwt)	\$18.05	\$18.07	\$18.42	\$17.12	\$16.97	\$18.94	\$16.19	\$17.66	\$17.73
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.35	17.40	17.15	18.59	16.17	15.29	23.58	17.91	17.88
b. Lbs Milk Sold/milk cow/day	69.81	66.35	67.25	71.35	63.13	57.64	88.04	70.37	69.12
c. Gross Milk Receipts (\$/cwt)	\$15.52	\$15.59	\$15.18	\$15.89	\$15.32	\$15.38	\$15.09	\$14.52	\$15.73
d. Mailbox Price (\$/cwt)	\$15.17	\$15.22	\$14.91	\$15.35	\$14.73	\$14.77	\$14.62	\$13.97	\$15.12
f. Income Over Feed Cost (\$/cwt)	\$4.62	\$4.63	\$3.65	\$5.74	\$4.43	\$4.46	\$4.21	\$3.25	\$4.72
g. Fat Test %	3.68%	3.73%	3.39%	3.89%	3.53%	3.56%	3.58%	3.42%	3.69%
h. SNF Test %	8.92%	8.95%	8.75%	9.16%	8.84%	8.83%	8.88%	8.78%	9.08%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	17%	15%	16%	13%	13%	17%	16%
b. Yearly Cull Rate	44%	40%	35%	34%	27%	42%	40%	38%	44%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.84	\$0.73	\$1.21	\$0.25	\$1.06	\$1.34	\$0.76	\$0.89	\$0.77
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$257.99	\$266.26	\$261.05	\$286.69	\$260.00	\$269.17	\$258.00	\$285.00	\$260.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$261.53	\$250.74	\$262.62	\$247.61	\$226.56	\$220.29	\$307.94	\$256.25	\$223.71
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.88	29.00	25.77	29.62	25.04	21.31	34.64	26.63	31.85
g. Milkers (\$/hr with benefits & taxes)	\$14.80	\$13.39	\$14.14	\$13.36	\$12.91	\$12.17	\$11.33	\$14.82	\$12.84
h. Total Labor (\$/hr)	\$15.54	\$13.92	\$14.08	\$13.89	\$12.94	\$12.75	\$11.86	\$14.37	\$13.52
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.87	\$6.55	\$7.05	\$6.30	\$5.97	\$5.11	\$8.67	\$7.05	\$6.67
j. Milk Cow Feed Costs (\$/cwt.)	\$9.84	\$9.87	\$10.49	\$8.83	\$9.45	\$8.87	\$9.84	\$10.01	\$9.65

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**South Valley Herd Size 1-1000**

Dairy ID Number	8	9	10	11
<b>Feed Costs</b>				
a. Dry Roughage	\$15.69	\$41.38	\$31.39	\$24.86
b. Wet Feed & Wet Roughage	\$63.11	\$33.92	\$60.38	\$42.83
c. Concentrates	\$80.84	\$76.35	\$83.97	\$104.77
d. Minerals & Supplements	\$0.31	\$5.80	\$8.18	\$30.93
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$159.95</b>	<b>\$157.45</b>	<b>\$183.91</b>	<b>\$203.39</b>
Total Feed Costs (\$/cwt)	\$10.81	\$10.74	\$9.81	\$11.80
<b>Total Hired Labor</b>	<b>\$19.38</b>	<b>\$13.90</b>	<b>\$34.58</b>	<b>\$36.15</b>
Total Hired Labor Costs (\$/cwt)	\$1.31	\$0.95	\$1.85	\$2.10
<b>Total Herd Replacement</b>	<b>\$45.37</b>	<b>\$33.11</b>	<b>\$35.82</b>	<b>\$55.74</b>
Total Replacement Costs (\$/cwt)	\$3.07	\$2.26	\$1.91	\$3.23
<b>Total Operating Costs</b>	<b>\$45.80</b>	<b>\$36.07</b>	<b>\$60.87</b>	<b>\$69.65</b>
Total Operating Costs (\$/cwt)	\$3.09	\$2.46	\$3.25	\$4.04
<b>Total Milk Marketing Costs</b>	<b>\$9.33</b>	<b>\$9.13</b>	<b>\$11.07</b>	<b>\$10.20</b>
Total Milk Marketing Costs (\$/cwt)	\$0.63	\$0.62	\$0.59	\$0.59
<b>Total Cost (\$/Cow/Month)</b>	<b>\$279.85</b>	<b>\$249.66</b>	<b>\$326.25</b>	<b>\$375.13</b>
Total Cost (\$/cwt)	\$18.90	\$17.03	\$17.41	\$21.77
<b>Milk Production Data</b>				
a. Milk Sold/Total Cow/Month/ (cwt)	14.80	14.66	18.74	17.23
b. Lbs Milk Sold/milk cow/day	55.08	54.87	75.81	62.67
c. Gross Milk Receipts (\$/cwt)	\$15.80	\$15.41	\$14.86	\$17.84
d. Mailbox Price (\$/cwt)	\$15.32	\$15.08	\$14.36	\$18.36
f. Income Over Feed Cost (\$/cwt)	\$4.52	\$4.34	\$4.54	\$6.56
g. Fat Test %	3.85%	3.70%	3.49%	4.56%
h. SNF Test %	8.87%	9.03%	8.77%	9.36%
<b>Related Data</b>				
a. Percent Dry Cows	12%	13%	19%	10%
b. Yearly Cull Rate	49%	37%	30%	50%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$1.08	\$0.62	\$0.63	\$0.02
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$267.83	\$270.08	\$263.67	\$250.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$229.45	\$227.33	\$237.35	\$320.51
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	25.80	26.34	30.62	30.44
g. Milkers (\$/hr with benefits & taxes)	\$13.08	\$15.85	\$13.74	\$14.87
h. Total Labor (\$/hr)	\$13.03	\$15.35	\$15.38	\$15.39
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.69	\$5.52	\$6.79	\$7.19
j. Milk Cow Feed Costs (\$/cwt.)	\$10.33	\$10.06	\$8.96	\$11.47

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	Averages		12	13	14	15	16	17
	SV Average	Herd Size 1001to 1500						
<b>Feed Costs</b>								
a. Dry Roughage	\$41.99	\$45.28	\$48.36	\$55.83	\$52.57	\$19.71	\$40.89	\$53.13
b. Wet Feed & Wet Roughage	\$45.11	\$46.24	\$42.99	\$40.16	\$36.33	\$75.59	\$35.03	\$40.81
c. Concentrates	\$97.93	\$94.04	\$71.31	\$103.09	\$109.81	\$117.98	\$102.51	\$91.15
d. Minerals & Supplements	\$8.71	\$11.89	\$8.42	\$6.31	\$8.45	\$13.78	\$0.20	\$10.15
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$193.74	\$197.45	\$171.08	\$205.39	\$207.17	\$227.06	\$178.63	\$195.25
Total Feed Costs (\$/cwt)	\$10.56	\$10.81	\$10.67	\$10.81	\$10.49	\$10.28	\$10.62	\$10.88
<b>Total Hired Labor</b>	\$29.62	\$37.78	\$25.92	\$29.39	\$76.84	\$41.24	\$21.80	\$27.50
Total Hired Labor Costs (\$/cwt)	\$1.61	\$2.07	\$1.62	\$1.55	\$3.89	\$1.87	\$1.30	\$1.53
<b>Total Herd Replacement</b>	\$43.03	\$41.84	\$49.12	\$44.75	\$43.34	\$36.42	\$55.51	\$35.65
Total Replacement Costs (\$/cwt)	\$2.34	\$2.29	\$3.06	\$2.36	\$2.19	\$1.65	\$3.30	\$1.99
<b>Total Operating Costs</b>	\$54.21	\$60.67	\$53.84	\$80.39	\$47.79	\$56.10	\$79.13	\$45.09
Total Operating Costs (\$/cwt)	\$2.95	\$3.32	\$3.36	\$4.23	\$2.42	\$2.54	\$4.70	\$2.51
<b>Total Milk Marketing Costs</b>	\$10.78	\$10.11	\$9.97	\$11.25	\$10.37	\$12.25	\$10.24	\$9.32
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.55	\$0.62	\$0.59	\$0.52	\$0.55	\$0.61	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	\$331.37	\$347.86	\$309.93	\$371.17	\$385.51	\$373.07	\$345.31	\$312.81
Total Cost (\$/cwt)	\$18.05	\$19.05	\$19.34	\$19.53	\$19.52	\$16.89	\$20.53	\$17.43
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	18.35	18.26	16.03	19.00	19.75	22.08	16.82	17.95
b. Lbs Milk Sold/milk cow/day	69.81	69.15	63.29	71.64	74.23	83.09	60.17	66.92
c. Gross Milk Receipts (\$/cwt)	\$15.52	\$15.40	\$15.12	\$15.44	\$14.76	\$15.05	\$15.62	\$15.39
d. Mailbox Price (\$/cwt)	\$15.17	\$15.08	\$14.67	\$14.91	\$14.19	\$14.83	\$15.28	\$15.25
f. Income Over Feed Cost (\$/cwt)	\$4.62	\$4.27	\$4.00	\$4.10	\$3.70	\$4.55	\$4.66	\$4.37
g. Fat Test %	3.68%	3.69%	3.59%	3.60%	3.46%	3.51%	3.77%	3.76%
h. SNF Test %	8.92%	8.86%	8.73%	8.69%	8.88%	8.81%	9.04%	8.68%
<b>Related Data</b>								
a. Percent Dry Cows	14%	14%	17%	14%	13%	13%	9%	13%
b. Yearly Cull Rate	44%	49%	84%	42%	51%	42%	64%	39%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.84	\$0.89	\$1.45	\$0.57	\$1.32	\$0.76	\$0.67	\$0.99
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$257.99	\$271.40	\$279.51	\$276.10	\$275.00	\$243.02	\$286.90	\$260.48
e. Grain, Mnrls & Splmnts (\$/ton)	\$261.53	\$271.34	\$236.11	\$272.74	\$287.01	\$294.89	\$289.62	\$271.17
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.88	29.50	25.89	29.64	30.34	32.86	25.03	26.84
g. Milkers (\$/hr with benefits & taxes)	\$14.80	\$14.97	\$14.00	\$12.90	\$21.90	\$15.74	\$13.29	\$14.30
h. Total Labor (\$/hr)	\$15.54	\$16.38	\$14.28	\$13.79	\$22.04	\$16.66	\$14.71	\$14.71
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.87	\$6.93	\$6.10	\$7.10	\$6.97	\$8.01	\$6.15	\$6.63
j. Milk Cow Feed Costs (\$/cwt.)	\$9.84	\$10.02	\$9.64	\$9.92	\$9.38	\$9.64	\$10.22	\$9.91

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	18	19
<b>Feed Costs</b>		
a. Dry Roughage	\$47.44	\$43.92
b. Wet Feed & Wet Roughage	\$48.51	\$49.59
c. Concentrates	\$85.65	\$78.38
d. Minerals & Supplements	\$34.37	\$8.52
e. Pasture	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$215.98	\$180.40
Total Feed Costs (\$/cwt)	\$10.54	\$12.31
<b>Total Hired Labor</b>	\$55.33	\$25.16
Total Hired Labor Costs (\$/cwt)	\$2.70	\$1.72
<b>Total Herd Replacement</b>	\$35.89	\$37.57
Total Replacement Costs (\$/cwt)	\$1.75	\$2.56
<b>Total Operating Costs</b>	\$64.65	\$58.85
Total Operating Costs (\$/cwt)	\$3.16	\$4.02
<b>Total Milk Marketing Costs</b>	\$10.82	\$7.47
Total Milk Marketing Costs (\$/cwt)	\$0.53	\$0.51
<b>Total Cost (\$/Cow/Month)</b>	\$382.68	\$309.45
Total Cost (\$/cwt)	\$18.68	\$21.12
<b>Milk Production Data</b>		
a. Milk Sold/Total Cow/Month/ (cwt)	20.49	14.65
b. Lbs Milk Sold/milk cow/day	81.68	55.23
c. Gross Milk Receipts (\$/cwt)	\$14.43	\$17.73
d. Mailbox Price (\$/cwt)	\$13.88	\$17.99
f. Income Over Feed Cost (\$/cwt)	\$3.34	\$5.68
g. Fat Test %	3.38%	4.55%
h. SNF Test %	8.74%	9.30%
<b>Related Data</b>		
a. Percent Dry Cows	18%	13%
b. Yearly Cull Rate	41%	35%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.99	\$0.47
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$250.00	\$292.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$285.37	\$235.40
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.49	27.19
g. Milkers (\$/hr with benefits & taxes)	\$12.26	\$13.69
h. Total Labor (\$/hr)	\$15.27	\$16.39
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.99	\$6.45
j. Milk Cow Feed Costs (\$/cwt.)	\$9.78	\$11.68

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	Averages		20	21	22	23	24	25	26	27
	SV Average	Herd Size 1501to 2400								
<b>Feed Costs</b>										
a. Dry Roughage	\$41.99	\$43.71	\$37.81	\$38.49	\$41.28	\$51.88	\$44.68	\$40.01	\$46.05	\$47.00
b. Wet Feed & Wet Roughage	\$45.11	\$43.15	\$31.81	\$32.53	\$36.23	\$52.76	\$44.86	\$59.84	\$31.44	\$49.79
c. Concentrates	\$97.93	\$103.34	\$86.61	\$92.44	\$93.62	\$99.01	\$129.62	\$109.24	\$113.19	\$94.40
d. Minerals & Supplements	\$8.71	\$3.24	\$0.25	\$8.86	\$0.68	\$6.52	\$1.16	\$1.13	\$0.31	\$7.21
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>	\$193.74	\$193.44	\$156.48	\$172.33	\$171.82	\$210.18	\$220.33	\$210.22	\$190.99	\$198.40
Total Feed Costs (\$/cwt)	\$10.56	\$10.22	\$11.88	\$11.49	\$10.41	\$11.52	\$9.95	\$10.09	\$9.31	\$9.08
<b>Total Hired Labor</b>	\$29.62	\$30.20	\$24.15	\$26.40	\$28.41	\$26.69	\$33.83	\$31.33	\$44.24	\$23.38
Total Hired Labor Costs (\$/cwt)	\$1.61	\$1.60	\$1.83	\$1.76	\$1.72	\$1.46	\$1.53	\$1.50	\$2.16	\$1.07
<b>Total Herd Replacement</b>	\$43.03	\$48.43	\$66.71	\$44.17	\$37.71	\$49.97	\$42.28	\$49.55	\$46.64	\$52.90
Total Replacement Costs (\$/cwt)	\$2.34	\$2.56	\$5.06	\$2.94	\$2.28	\$2.74	\$1.91	\$2.38	\$2.27	\$2.42
<b>Total Operating Costs</b>	\$54.21	\$55.09	\$58.32	\$53.43	\$29.89	\$50.27	\$69.11	\$70.82	\$69.04	\$36.60
Total Operating Costs (\$/cwt)	\$2.95	\$2.91	\$4.43	\$3.56	\$1.81	\$2.76	\$3.12	\$3.40	\$3.37	\$1.67
<b>Total Milk Marketing Costs</b>	\$10.78	\$10.63	\$8.26	\$10.92	\$8.67	\$9.51	\$11.55	\$12.22	\$11.39	\$11.39
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.56	\$0.63	\$0.73	\$0.53	\$0.52	\$0.52	\$0.59	\$0.56	\$0.52
<b>Total Cost (\$/Cow/Month)</b>	\$331.37	\$337.80	\$313.92	\$307.26	\$276.50	\$346.63	\$377.10	\$374.15	\$362.30	\$322.66
Total Cost (\$/cwt)	\$18.05	\$17.84	\$23.82	\$20.48	\$16.75	\$19.00	\$17.03	\$17.95	\$17.67	\$14.76
<b>Milk Production Data</b>										
a. Milk Sold/Total Cow/Month/ (cwt)	18.35	18.93	13.18	15.00	16.51	18.24	22.15	20.84	20.50	21.86
b. Lbs Milk Sold/milk cow/day	69.81	71.91	50.89	58.08	62.55	69.78	83.91	80.65	76.55	80.83
c. Gross Milk Receipts (\$/cwt)	\$15.52	\$15.61	\$17.79	\$17.96	\$15.18	\$15.01	\$14.81	\$15.40	\$15.88	\$14.92
d. Mailbox Price (\$/cwt)	\$15.17	\$15.30	\$18.19	\$18.32	\$14.51	\$14.43	\$15.01	\$14.91	\$15.31	\$14.31
f. Income Over Feed Cost (\$/cwt)	\$4.62	\$5.08	\$6.31	\$6.83	\$4.10	\$2.91	\$5.06	\$4.83	\$6.00	\$5.23
g. Fat Test %	3.68%	3.69%	4.66%	4.72%	3.45%	3.56%	3.50%	3.67%	3.44%	3.44%
h. SNF Test %	8.92%	8.91%	9.33%	9.37%	8.82%	8.89%	8.83%	8.79%	8.82%	8.84%
<b>Related Data</b>										
a. Percent Dry Cows	14%	14%	16%	16%	14%	15%	14%	16%	13%	12%
b. Yearly Cull Rate	44%	46%	61%	42%	40%	47%	36%	49%	46%	46%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.84	\$0.83	\$0.06	\$0.07	\$0.61	\$1.60	\$0.79	\$0.76	\$1.12	\$0.96
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$257.99	\$265.02	\$286.62	\$285.00	\$256.65	\$310.00	\$285.46	\$271.45	\$212.99	\$275.32
e. Grain, Mnrls & Splmnts (\$/ton)	\$261.53	\$267.65	\$292.21	\$270.79	\$249.76	\$260.42	\$278.93	\$286.49	\$259.30	\$244.92
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.88	30.40	22.33	28.21	28.09	30.23	33.17	29.13	32.13	30.39
g. Milkers (\$/hr with benefits & taxes)	\$14.80	\$15.31	\$12.50	\$14.91	\$17.04	\$14.83	\$12.97	\$13.68	\$20.84	\$12.79
h. Total Labor (\$/hr)	\$15.54	\$15.50	\$13.50	\$15.59	\$16.01	\$15.20	\$14.00	\$15.04	\$20.40	\$13.20
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.87	\$6.84	\$5.59	\$6.23	\$6.06	\$7.42	\$7.67	\$7.50	\$6.68	\$7.00
j. Milk Cow Feed Costs (\$/cwt.)	\$9.84	\$9.51	\$10.97	\$10.72	\$9.68	\$10.63	\$9.14	\$9.31	\$8.72	\$8.66

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	Averages		28	29	30	31	32	33	34
	SV Average	Herd Size 2401plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$41.99	\$41.22	\$21.24	\$49.74	\$56.91	\$53.80	\$39.63	\$49.82	\$45.66
b. Wet Feed & Wet Roughage	\$45.11	\$45.04	\$42.50	\$43.86	\$40.68	\$34.25	\$58.60	\$44.00	\$40.60
c. Concentrates	\$97.93	\$98.24	\$101.72	\$103.63	\$87.03	\$95.59	\$84.54	\$107.12	\$116.78
d. Minerals & Supplements	\$8.71	\$10.29	\$17.09	\$16.02	\$27.56	\$16.17	\$4.95	\$20.30	\$1.41
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>	\$193.74	\$194.79	\$182.55	\$213.24	\$212.18	\$199.80	\$187.73	\$221.24	\$204.44
Total Feed Costs (\$/cwt)	\$10.56	\$10.62	\$9.50	\$9.52	\$10.38	\$9.85	\$11.05	\$10.07	\$11.08
<b>Total Hired Labor</b>	\$29.62	\$28.07	\$29.01	\$28.54	\$27.71	\$33.31	\$22.15	\$31.48	\$26.78
Total Hired Labor Costs (\$/cwt)	\$1.61	\$1.53	\$1.51	\$1.27	\$1.36	\$1.64	\$1.30	\$1.43	\$1.45
<b>Total Herd Replacement</b>	\$43.03	\$42.14	\$39.91	\$36.22	\$32.80	\$45.28	\$46.05	\$46.67	\$46.84
Total Replacement Costs (\$/cwt)	\$2.34	\$2.30	\$2.08	\$1.62	\$1.60	\$2.23	\$2.71	\$2.12	\$2.54
<b>Total Operating Costs</b>	\$54.21	\$52.65	\$53.78	\$53.33	\$55.23	\$76.69	\$52.40	\$77.00	\$65.03
Total Operating Costs (\$/cwt)	\$2.95	\$2.87	\$2.80	\$2.38	\$2.70	\$3.78	\$3.09	\$3.51	\$3.52
<b>Total Milk Marketing Costs</b>	\$10.78	\$11.13	\$10.06	\$11.63	\$10.64	\$11.22	\$8.92	\$12.79	\$11.13
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.61	\$0.52	\$0.52	\$0.52	\$0.55	\$0.53	\$0.58	\$0.60
<b>Total Cost (\$/Cow/Month)</b>	\$331.37	\$328.78	\$315.31	\$342.97	\$338.56	\$366.31	\$317.26	\$389.17	\$354.21
Total Cost (\$/cwt)	\$18.05	\$17.93	\$16.42	\$15.32	\$16.56	\$18.05	\$18.68	\$17.72	\$19.19
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	18.35	18.34	19.21	22.39	20.44	20.29	16.98	21.96	18.45
b. Lbs Milk Sold/milk cow/day	69.81	69.81	71.46	84.45	76.62	78.14	64.57	78.53	69.41
c. Gross Milk Receipts (\$/cwt)	\$15.52	\$15.50	\$15.00	\$15.02	\$14.72	\$15.89	\$15.89	\$15.28	\$15.59
d. Mailbox Price (\$/cwt)	\$15.17	\$15.13	\$14.39	\$14.49	\$14.21	\$15.40	\$15.44	\$14.79	\$15.07
f. Income Over Feed Cost (\$/cwt)	\$4.62	\$4.51	\$4.89	\$4.97	\$3.83	\$5.55	\$4.39	\$4.71	\$3.99
g. Fat Test %	3.68%	3.66%	3.43%	3.57%	3.41%	3.64%	3.48%	3.47%	3.78%
h. SNF Test %	8.92%	8.93%	8.77%	8.95%	8.80%	8.84%	8.94%	8.68%	8.94%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	12%	14%	13%	15%	14%	9%	13%
b. Yearly Cull Rate	44%	44%	38%	37%	35%	46%	44%	47%	50%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.84	\$0.85	\$0.91	\$1.05	\$0.81	\$0.99	\$1.07	\$0.69	\$0.65
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$257.99	\$251.51	\$280.95	\$265.04	\$305.54	\$278.60	\$251.59	\$270.00	\$281.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$261.53	\$260.79	\$245.70	\$239.32	\$245.87	\$226.35	\$271.99	\$280.00	\$281.07
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	30.88	31.66	35.28	36.68	33.75	37.50	24.40	31.65	30.85
g. Milkers (\$/hr with benefits & taxes)	\$14.80	\$14.87	\$20.94	\$14.62	\$13.57	\$22.00	\$13.50	\$17.71	\$12.35
h. Total Labor (\$/hr)	\$15.54	\$15.67	\$21.59	\$15.47	\$14.03	\$21.10	\$14.66	\$17.87	\$13.72
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.87	\$6.92	\$6.37	\$7.54	\$7.48	\$7.18	\$6.76	\$7.31	\$7.14
j. Milk Cow Feed Costs (\$/cwt.)	\$9.84	\$9.91	\$8.92	\$8.93	\$9.76	\$9.19	\$10.47	\$9.31	\$10.29

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2015**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	35	36	37	38	39
<b>Feed Costs</b>					
a. Dry Roughage	\$10.51	\$39.75	\$33.94	\$46.96	\$45.85
b. Wet Feed & Wet Roughage	\$47.23	\$50.96	\$40.88	\$32.74	\$51.73
c. Concentrates	\$69.42	\$114.99	\$109.29	\$77.44	\$103.90
d. Minerals & Supplements	\$11.87	\$11.97	\$14.24	\$7.20	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$139.04</b>	<b>\$217.67</b>	<b>\$198.36</b>	<b>\$164.33</b>	<b>\$201.48</b>
Total Feed Costs (\$/cwt)	\$14.91	\$10.09	\$12.67	\$10.52	\$10.30
<b>Total Hired Labor</b>	<b>\$27.88</b>	<b>\$48.63</b>	<b>\$28.52</b>	<b>\$19.97</b>	<b>\$22.36</b>
Total Hired Labor Costs (\$/cwt)	\$2.99	\$2.25	\$1.82	\$1.28	\$1.14
<b>Total Herd Replacement</b>	<b>\$29.14</b>	<b>\$47.48</b>	<b>\$45.72</b>	<b>\$48.75</b>	<b>\$40.73</b>
Total Replacement Costs (\$/cwt)	\$3.13	\$2.20	\$2.92	\$3.12	\$2.08
<b>Total Operating Costs</b>	<b>\$33.71</b>	<b>\$65.87</b>	<b>\$58.38</b>	<b>\$32.75</b>	<b>\$41.19</b>
Total Operating Costs (\$/cwt)	\$3.62	\$3.05	\$3.73	\$2.10	\$2.11
<b>Total Milk Marketing Costs</b>	<b>\$10.70</b>	<b>\$11.19</b>	<b>\$15.17</b>	<b>\$7.46</b>	<b>\$11.51</b>
Total Milk Marketing Costs (\$/cwt)	\$1.15	\$0.52	\$0.97	\$0.48	\$0.59
<b>Total Cost (\$/Cow/Month)</b>	<b>\$240.47</b>	<b>\$390.84</b>	<b>\$346.15</b>	<b>\$273.27</b>	<b>\$317.27</b>
Total Cost (\$/cwt)	\$25.79	\$18.11	\$22.11	\$17.49	\$16.22
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt)	9.32	21.58	15.65	15.62	19.56
b. Lbs Milk Sold/milk cow/day	35.51	83.57	59.41	60.04	76.36
c. Gross Milk Receipts (\$/cwt)	\$18.53	\$14.43	\$17.74	\$14.72	\$15.29
d. Mailbox Price (\$/cwt)	\$18.69	\$13.87	\$17.78	\$14.35	\$15.07
f. Income Over Feed Cost (\$/cwt)	\$3.78	\$3.78	\$5.11	\$3.83	\$4.77
g. Fat Test %	4.93%	3.36%	4.63%	3.49%	3.53%
h. SNF Test %	9.48%	8.86%	9.36%	8.81%	8.92%
<b>Related Data</b>					
a. Percent Dry Cows	14%	16%	14%	15%	16%
b. Yearly Cull Rate	37%	53%	40%	45%	46%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.10	\$1.09	\$0.06	\$1.07	\$1.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$0.00	\$243.52	\$278.75	\$265.00	\$217.75
e. Grain, Mnrls & Splmnts (\$/ton)	\$268.33	\$266.24	\$312.15	\$233.43	\$259.49
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.88	36.17	29.02	27.14	31.01
g. Milkers (\$/hr with benefits & taxes)	\$14.44	\$12.49	\$13.79	\$16.60	\$14.65
h. Total Labor (\$/hr)	\$17.12	\$13.12	\$14.31	\$16.26	\$16.08
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.89	\$7.81	\$7.09	\$5.77	\$7.38
j. Milk Cow Feed Costs (\$/cwt.)	\$13.76	\$9.34	\$11.93	\$9.61	\$9.66