

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
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	\$39.77	\$41.36	\$32.96	\$51.57	\$58.12	\$41.92	\$45.95	\$56.81	\$39.30
b. Wet Feed & Wet Roughage	\$44.49	\$39.99	\$55.81	\$26.33	\$21.90	\$48.96	\$34.43	\$37.59	\$47.53
c. Concentrates	\$94.41	\$88.56	\$83.35	\$93.29	\$82.09	\$57.31	\$143.00	\$73.68	\$93.77
d. Minerals & Supplements	\$9.51	\$3.16	\$0.14	\$1.14	\$0.10	\$5.42	\$0.00	\$6.00	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$188.19	\$173.07	\$172.26	\$172.33	\$162.21	\$153.60	\$223.39	\$174.08	\$180.60
Total Feed Costs (\$/cwt)	\$10.10	\$10.00	\$10.58	\$9.21	\$9.95	\$10.16	\$10.18	\$9.81	\$9.92
Total Hired Labor	\$32.08	\$27.20	\$22.69	\$29.97	\$42.70	\$33.73	\$26.26	\$29.43	\$33.32
Total Hired Labor Costs (\$/cwt)	\$1.72	\$1.57	\$1.39	\$1.60	\$2.62	\$2.23	\$1.20	\$1.66	\$1.83
Total Herd Replacement	\$43.35	\$43.78	\$36.09	\$37.92	\$28.76	\$37.10	\$34.01	\$29.72	\$44.35
Total Replacement Costs (\$/cwt)	\$2.33	\$2.53	\$2.22	\$2.03	\$1.76	\$2.45	\$1.55	\$1.67	\$2.44
Total Operating Costs	\$55.36	\$57.02	\$46.10	\$64.43	\$36.03	\$59.28	\$56.26	\$55.74	\$54.13
Total Operating Costs (\$/cwt)	\$2.97	\$3.30	\$2.83	\$3.44	\$2.21	\$3.92	\$2.56	\$3.14	\$2.97
Total Milk Marketing Costs	\$10.97	\$9.71	\$9.80	\$9.90	\$8.69	\$7.92	\$11.39	\$9.59	\$9.42
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.56	\$0.60	\$0.53	\$0.53	\$0.52	\$0.52	\$0.54	\$0.52
Total Cost (\$/Cow/Month)	\$329.94	\$310.78	\$286.93	\$314.55	\$278.40	\$291.63	\$351.32	\$298.56	\$321.82
Total Cost (\$/cwt)	\$17.71	\$17.96	\$17.63	\$16.81	\$17.08	\$19.29	\$16.01	\$16.83	\$17.68
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.63	17.30	16.27	18.71	16.30	15.12	21.95	17.74	18.21
b. Lbs Milk Sold/milk cow/day	70.75	66.29	64.42	72.62	61.19	58.05	84.29	70.31	70.27
c. Gross Milk Receipts (\$/cwt)	\$16.25	\$15.96	\$16.01	\$16.39	\$15.75	\$16.18	\$15.59	\$15.19	\$15.96
d. Mailbox Price (\$/cwt)	\$15.95	\$15.60	\$15.73	\$15.71	\$15.26	\$15.56	\$15.09	\$14.84	\$15.35
f. Income Over Feed Cost (\$/cwt)	\$5.85	\$5.60	\$5.15	\$6.50	\$5.30	\$5.41	\$4.92	\$5.03	\$5.43
g. Fat Test %	3.91%	3.83%	3.71%	4.03%	3.68%	3.83%	3.76%	3.69%	3.77%
h. SNF Test %	9.02%	9.04%	8.89%	9.25%	9.01%	9.00%	8.96%	8.83%	9.17%
Related Data									
a. Percent Dry Cows	14%	15%	18%	16%	13%	15%	15%	18%	16%
b. Yearly Cull Rate	43%	49%	38%	37%	28%	39%	36%	38%	44%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.40	\$0.43	\$0.36	\$0.13	\$0.60	\$0.37	\$0.53	\$0.48	\$0.45
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$239.17	\$254.96	\$200.00	\$288.27	\$260.00	\$265.00	\$258.00	\$265.00	\$260.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$248.57	\$233.79	\$241.74	\$229.71	\$220.33	\$205.73	\$293.71	\$227.52	\$208.32
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.38	29.81	27.34	31.18	27.87	22.56	36.28	27.35	34.46
g. Milkers (\$/hr with benefits & taxes)	\$14.98	\$13.55	\$15.07	\$13.48	\$14.26	\$12.76	\$11.33	\$16.12	\$14.44
h. Total Labor (\$/hr)	\$15.96	\$14.03	\$15.45	\$13.78	\$13.82	\$13.51	\$11.86	\$15.71	\$15.30
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.71	\$6.17	\$6.37	\$6.16	\$5.71	\$5.36	\$8.02	\$6.46	\$6.50
j. Milk Cow Feed Costs (\$/cwt.)	\$9.48	\$9.31	\$9.88	\$8.49	\$9.33	\$9.23	\$9.52	\$9.19	\$9.25

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
South Valley Herd Size 1-1000

Dairy ID Number	8	9	10	11	12
Feed Costs					
a. Dry Roughage	\$40.46	\$12.41	\$49.42	\$44.15	\$36.57
b. Wet Feed & Wet Roughage	\$45.04	\$60.54	\$32.11	\$30.58	\$33.79
c. Concentrates	\$79.85	\$80.31	\$94.49	\$98.22	\$77.45
d. Minerals & Supplements	\$9.04	\$0.32	\$5.18	\$0.24	\$5.76
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$174.39	\$153.58	\$181.20	\$173.19	\$153.57
Total Feed Costs (\$/cwt)	\$10.16	\$10.50	\$9.94	\$9.60	\$10.09
Total Hired Labor	\$21.89	\$18.79	\$32.33	\$25.76	\$19.53
Total Hired Labor Costs (\$/cwt)	\$1.28	\$1.28	\$1.77	\$1.43	\$1.28
Total Herd Replacement	\$51.05	\$52.29	\$32.85	\$76.46	\$40.61
Total Replacement Costs (\$/cwt)	\$2.97	\$3.58	\$1.80	\$4.24	\$2.67
Total Operating Costs	\$58.25	\$36.71	\$71.59	\$85.00	\$44.43
Total Operating Costs (\$/cwt)	\$3.39	\$2.51	\$3.93	\$4.71	\$2.92
Total Milk Marketing Costs	\$9.95	\$8.93	\$10.56	\$10.42	\$9.27
Total Milk Marketing Costs (\$/cwt)	\$0.58	\$0.61	\$0.58	\$0.58	\$0.61
Total Cost (\$/Cow/Month)	\$315.53	\$270.30	\$328.52	\$370.82	\$267.41
Total Cost (\$/cwt)	\$18.38	\$18.49	\$18.03	\$20.55	\$17.56
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt)	17.17	14.62	18.22	18.04	15.22
b. Lbs Milk Sold/milk cow/day	65.07	55.08	73.45	66.30	56.97
c. Gross Milk Receipts (\$/cwt)	\$16.42	\$16.96	\$15.49	\$16.13	\$15.78
d. Mailbox Price (\$/cwt)	\$16.01	\$16.79	\$14.98	\$16.12	\$15.80
f. Income Over Feed Cost (\$/cwt)	\$5.85	\$6.29	\$5.04	\$6.52	\$5.72
g. Fat Test %	3.97%	4.21%	3.57%	3.91%	3.81%
h. SNF Test %	9.16%	9.00%	8.86%	9.14%	9.18%
Related Data					
a. Percent Dry Cows	14%	13%	19%	11%	13%
b. Yearly Cull Rate	99%	40%	41%	76%	38%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.40	\$0.50	\$0.44	\$0.49	\$0.30
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$235.00	\$255.00	\$238.41	\$280.00	\$250.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$230.60	\$224.74	\$251.35	\$257.78	\$213.88
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.21	26.95	31.03	27.58	28.43
g. Milkers (\$/hr with benefits & taxes)	\$12.66	\$13.08	\$12.85	\$13.83	\$15.94
h. Total Labor (\$/hr)	\$12.79	\$13.03	\$13.72	\$14.87	\$15.60
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.11	\$5.53	\$6.51	\$6.07	\$5.39
j. Milk Cow Feed Costs (\$/cwt.)	\$9.39	\$10.05	\$8.87	\$9.16	\$9.47

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
South Valley Herd Size 1001-1500

Dairy ID Number	Averages		13	14	15	16	17	18
	SV Average	Herd Size 1001to 1500						
Feed Costs								
a. Dry Roughage	\$39.77	\$37.64	\$29.89	\$24.67	\$55.14	\$25.05	\$43.02	\$43.28
b. Wet Feed & Wet Roughage	\$44.49	\$45.81	\$56.81	\$39.97	\$39.03	\$78.40	\$39.13	\$47.07
c. Concentrates	\$94.41	\$91.51	\$83.19	\$92.34	\$95.28	\$117.03	\$109.03	\$83.72
d. Minerals & Supplements	\$9.51	\$12.75	\$9.29	\$29.05	\$0.09	\$13.82	\$9.32	\$33.41
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$188.19	\$187.71	\$179.19	\$186.03	\$189.54	\$234.31	\$200.50	\$207.48
Total Feed Costs (\$/cwt)	\$10.10	\$10.40	\$9.38	\$12.07	\$9.51	\$10.95	\$10.09	\$9.76
Total Hired Labor	\$32.08	\$38.19	\$31.55	\$33.68	\$47.92	\$37.37	\$29.81	\$69.10
Total Hired Labor Costs (\$/cwt)	\$1.72	\$2.12	\$1.65	\$2.18	\$2.40	\$1.75	\$1.50	\$3.25
Total Herd Replacement	\$43.35	\$49.54	\$33.83	\$54.41	\$47.67	\$35.10	\$38.62	\$38.13
Total Replacement Costs (\$/cwt)	\$2.33	\$2.75	\$1.77	\$3.53	\$2.39	\$1.64	\$1.94	\$1.79
Total Operating Costs	\$55.36	\$57.47	\$61.00	\$62.53	\$50.17	\$58.65	\$47.26	\$62.74
Total Operating Costs (\$/cwt)	\$2.97	\$3.19	\$3.19	\$4.06	\$2.52	\$2.74	\$2.38	\$2.95
Total Milk Marketing Costs	\$10.97	\$9.89	\$11.03	\$8.93	\$10.26	\$12.34	\$10.18	\$10.84
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.55	\$0.58	\$0.58	\$0.51	\$0.58	\$0.51	\$0.51
Total Cost (\$/Cow/Month)	\$329.94	\$342.80	\$316.58	\$345.58	\$345.56	\$377.77	\$326.37	\$388.28
Total Cost (\$/cwt)	\$17.71	\$19.00	\$16.57	\$22.42	\$17.33	\$17.66	\$16.42	\$18.26
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	18.63	18.04	19.11	15.42	19.94	21.39	19.88	21.26
b. Lbs Milk Sold/milk cow/day	70.75	68.93	76.13	59.21	75.88	79.30	73.38	82.91
c. Gross Milk Receipts (\$/cwt)	\$16.25	\$16.46	\$15.07	\$18.83	\$15.36	\$15.85	\$15.43	\$14.71
d. Mailbox Price (\$/cwt)	\$15.95	\$16.42	\$14.57	\$19.71	\$14.75	\$15.56	\$15.26	\$14.20
f. Income Over Feed Cost (\$/cwt)	\$5.85	\$6.01	\$5.19	\$7.65	\$5.24	\$4.61	\$5.17	\$4.44
g. Fat Test %	3.91%	4.04%	3.57%	4.76%	3.70%	3.79%	3.72%	3.52%
h. SNF Test %	9.02%	9.09%	8.87%	9.43%	8.98%	8.91%	8.89%	8.86%
Related Data								
a. Percent Dry Cows	14%	15%	18%	15%	14%	12%	12%	16%
b. Yearly Cull Rate	43%	46%	27%	50%	53%	39%	39%	41%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.40	\$0.36	\$0.41	\$0.04	\$0.69	\$0.44	\$0.47	\$0.50
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$239.17	\$242.87	\$255.00	\$250.00	\$235.00	\$239.70	\$235.00	\$225.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$248.57	\$261.98	\$233.23	\$304.24	\$237.40	\$292.46	\$269.94	\$273.48
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.38	30.40	30.71	30.12	30.00	32.76	31.43	32.44
g. Milkers (\$/hr with benefits & taxes)	\$14.98	\$15.17	\$13.34	\$15.43	\$21.65	\$15.33	\$13.50	\$15.57
h. Total Labor (\$/hr)	\$15.96	\$16.80	\$15.26	\$16.38	\$21.53	\$15.85	\$14.35	\$18.89
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.71	\$6.71	\$6.51	\$6.83	\$6.67	\$8.24	\$6.88	\$7.55
j. Milk Cow Feed Costs (\$/cwt.)	\$9.48	\$9.73	\$8.55	\$11.54	\$8.78	\$10.39	\$9.37	\$9.11

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
South Valley Herd Size 1001-1500

Dairy ID Number	19	20
Feed Costs		
a. Dry Roughage	\$36.63	\$40.56
b. Wet Feed & Wet Roughage	\$46.26	\$27.46
c. Concentrates	\$76.60	\$83.32
d. Minerals & Supplements	\$8.51	\$0.27
e. Pasture	\$0.00	\$0.00
Total Feed Costs	\$168.00	\$151.61
Total Feed Costs (\$/cwt)	\$11.48	\$10.52
Total Hired Labor	\$29.98	\$26.70
Total Hired Labor Costs (\$/cwt)	\$2.05	\$1.85
Total Herd Replacement	\$41.50	\$94.56
Total Replacement Costs (\$/cwt)	\$2.84	\$6.56
Total Operating Costs	\$56.17	\$60.25
Total Operating Costs (\$/cwt)	\$3.84	\$4.18
Total Milk Marketing Costs	\$7.48	\$9.05
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.63
Total Cost (\$/Cow/Month)	\$303.13	\$342.16
Total Cost (\$/cwt)	\$20.71	\$23.74
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	14.64	14.41
b. Lbs Milk Sold/milk cow/day	54.79	56.30
c. Gross Milk Receipts (\$/cwt)	\$18.94	\$18.64
d. Mailbox Price (\$/cwt)	\$19.33	\$19.45
f. Income Over Feed Cost (\$/cwt)	\$7.85	\$8.93
g. Fat Test %	4.82%	4.78%
h. SNF Test %	9.45%	9.48%
Related Data		
a. Percent Dry Cows	13%	17%
b. Yearly Cull Rate	36%	76%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.20	\$0.04
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$235.00	\$280.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$225.72	\$259.39
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.62	24.43
g. Milkers (\$/hr with benefits & taxes)	\$13.24	\$13.06
h. Total Labor (\$/hr)	\$16.07	\$14.41
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.97	\$5.47
j. Milk Cow Feed Costs (\$/cwt.)	\$10.90	\$9.72

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
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	\$39.77	\$44.89	\$39.44	\$38.41	\$61.62	\$40.49	\$50.63	\$37.35	\$45.97
b. Wet Feed & Wet Roughage	\$44.49	\$39.24	\$33.38	\$34.62	\$32.00	\$43.94	\$44.40	\$40.00	\$43.09
c. Concentrates	\$94.41	\$93.19	\$87.92	\$86.46	\$87.81	\$118.04	\$81.40	\$103.17	\$85.30
d. Minerals & Supplements	\$9.51	\$8.28	\$8.98	\$0.55	\$6.48	\$0.68	\$29.51	\$3.09	\$7.02
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$188.19	\$185.59	\$169.72	\$160.04	\$187.90	\$203.15	\$205.94	\$183.60	\$181.38
Total Feed Costs (\$/cwt)	\$10.10	\$9.82	\$11.24	\$10.88	\$10.40	\$9.38	\$10.23	\$9.05	\$8.79
Total Hired Labor	\$32.08	\$31.26	\$28.80	\$26.23	\$27.48	\$31.98	\$33.24	\$42.72	\$26.42
Total Hired Labor Costs (\$/cwt)	\$1.72	\$1.65	\$1.91	\$1.78	\$1.52	\$1.48	\$1.65	\$2.11	\$1.28
Total Herd Replacement	\$43.35	\$44.42	\$39.41	\$36.88	\$44.71	\$41.59	\$47.36	\$46.42	\$51.72
Total Replacement Costs (\$/cwt)	\$2.33	\$2.35	\$2.61	\$2.51	\$2.47	\$1.92	\$2.35	\$2.29	\$2.51
Total Operating Costs	\$55.36	\$55.62	\$56.07	\$27.56	\$50.44	\$70.91	\$60.80	\$80.21	\$38.60
Total Operating Costs (\$/cwt)	\$2.97	\$2.94	\$3.71	\$1.87	\$2.79	\$3.27	\$3.02	\$3.95	\$1.87
Total Milk Marketing Costs	\$10.97	\$10.41	\$10.64	\$7.60	\$9.21	\$11.06	\$11.54	\$11.71	\$10.55
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.55	\$0.70	\$0.52	\$0.51	\$0.51	\$0.57	\$0.58	\$0.51
Total Cost (\$/Cow/Month)	\$329.94	\$327.30	\$304.64	\$258.30	\$319.73	\$358.68	\$358.88	\$364.65	\$308.67
Total Cost (\$/cwt)	\$17.71	\$17.31	\$20.17	\$17.57	\$17.70	\$16.56	\$17.83	\$17.98	\$14.96
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.63	18.90	15.10	14.70	18.06	21.65	20.13	20.28	20.63
b. Lbs Milk Sold/milk cow/day	70.75	72.17	57.96	55.26	71.68	82.42	78.61	75.22	77.71
c. Gross Milk Receipts (\$/cwt)	\$16.25	\$16.15	\$19.54	\$16.22	\$15.80	\$15.45	\$15.60	\$16.61	\$15.34
d. Mailbox Price (\$/cwt)	\$15.95	\$15.70	\$20.30	\$15.56	\$15.20	\$14.87	\$15.13	\$16.07	\$14.69
f. Income Over Feed Cost (\$/cwt)	\$5.85	\$5.88	\$9.06	\$4.68	\$4.80	\$5.49	\$4.90	\$7.02	\$5.90
g. Fat Test %	3.91%	3.86%	5.09%	3.80%	3.85%	3.74%	3.72%	3.74%	3.62%
h. SNF Test %	9.02%	8.96%	9.53%	9.00%	8.99%	8.89%	8.84%	8.86%	8.89%
Related Data									
a. Percent Dry Cows	14%	15%	15%	13%	18%	14%	17%	12%	13%
b. Yearly Cull Rate	43%	43%	43%	37%	45%	34%	49%	45%	46%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.40	\$0.49	\$0.05	\$0.70	\$0.66	\$0.44	\$0.45	\$0.56	\$0.53
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$239.17	\$254.79	\$285.00	\$250.00	\$270.00	\$259.38	\$269.68	\$212.00	\$264.87
e. Grain, Mnrls & Splmnts (\$/ton)	\$248.57	\$248.93	\$254.97	\$235.28	\$249.24	\$253.92	\$273.01	\$251.14	\$224.85
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.38	31.10	28.42	27.27	29.03	33.16	30.94	30.93	30.46
g. Milkers (\$/hr with benefits & taxes)	\$14.98	\$15.57	\$16.46	\$17.05	\$14.63	\$12.21	\$14.12	\$20.54	\$12.79
h. Total Labor (\$/hr)	\$15.96	\$15.81	\$16.95	\$15.93	\$14.85	\$13.24	\$16.02	\$20.41	\$13.67
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.71	\$6.59	\$6.10	\$5.64	\$6.79	\$7.08	\$7.44	\$6.39	\$6.48
j. Milk Cow Feed Costs (\$/cwt.)	\$9.48	\$9.13	\$10.52	\$10.20	\$9.47	\$8.59	\$9.47	\$8.49	\$8.34

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
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	\$39.77	\$38.15	\$19.69	\$62.10	\$47.93	\$42.44	\$37.66	\$47.61	\$43.24
b. Wet Feed & Wet Roughage	\$44.49	\$46.98	\$41.12	\$37.51	\$40.94	\$27.40	\$57.37	\$38.50	\$40.62
c. Concentrates	\$94.41	\$96.77	\$101.92	\$86.17	\$80.86	\$100.51	\$79.96	\$109.20	\$108.89
d. Minerals & Supplements	\$9.51	\$10.58	\$15.31	\$17.88	\$10.27	\$19.38	\$4.86	\$17.76	\$1.69
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$188.19	\$192.48	\$178.05	\$203.66	\$180.00	\$189.73	\$179.85	\$213.08	\$194.44
Total Feed Costs (\$/cwt)	\$10.10	\$10.15	\$9.25	\$9.45	\$9.12	\$9.12	\$10.36	\$10.02	\$10.60
Total Hired Labor	\$32.08	\$32.02	\$29.11	\$25.34	\$36.64	\$26.85	\$22.74	\$34.32	\$27.56
Total Hired Labor Costs (\$/cwt)	\$1.72	\$1.69	\$1.51	\$1.18	\$1.86	\$1.29	\$1.31	\$1.61	\$1.50
Total Herd Replacement	\$43.35	\$41.47	\$42.49	\$34.85	\$47.79	\$34.34	\$44.37	\$41.87	\$46.81
Total Replacement Costs (\$/cwt)	\$2.33	\$2.19	\$2.21	\$1.62	\$2.42	\$1.65	\$2.55	\$1.97	\$2.55
Total Operating Costs	\$55.36	\$54.42	\$61.26	\$51.83	\$78.57	\$55.88	\$50.80	\$81.45	\$60.61
Total Operating Costs (\$/cwt)	\$2.97	\$2.87	\$3.18	\$2.40	\$3.98	\$2.69	\$2.92	\$3.83	\$3.30
Total Milk Marketing Costs	\$10.97	\$11.68	\$9.83	\$10.99	\$11.34	\$10.62	\$8.94	\$12.21	\$10.49
Total Milk Marketing Costs (\$/cwt)	\$0.59	\$0.62	\$0.51	\$0.51	\$0.57	\$0.51	\$0.51	\$0.57	\$0.57
Total Cost (\$/Cow/Month)	\$329.94	\$332.06	\$320.74	\$326.67	\$354.34	\$317.42	\$306.70	\$382.93	\$339.90
Total Cost (\$/cwt)	\$17.71	\$17.52	\$16.67	\$15.15	\$17.96	\$15.25	\$17.66	\$18.01	\$18.53
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt)	18.63	18.96	19.24	21.56	19.73	20.81	17.37	21.27	18.34
b. Lbs Milk Sold/milk cow/day	70.75	71.64	72.40	82.10	75.56	77.74	66.32	79.36	67.77
c. Gross Milk Receipts (\$/cwt)	\$16.25	\$16.29	\$15.47	\$15.39	\$16.42	\$15.28	\$16.73	\$15.53	\$16.20
d. Mailbox Price (\$/cwt)	\$15.95	\$16.00	\$14.87	\$14.94	\$15.94	\$14.78	\$16.35	\$15.08	\$15.94
f. Income Over Feed Cost (\$/cwt)	\$5.85	\$5.84	\$5.61	\$5.50	\$6.82	\$5.67	\$6.00	\$5.06	\$5.34
g. Fat Test %	3.91%	3.92%	3.61%	3.72%	3.82%	3.65%	3.83%	3.54%	3.98%
h. SNF Test %	9.02%	9.02%	8.85%	8.98%	8.91%	8.90%	9.05%	8.81%	8.98%
Related Data									
a. Percent Dry Cows	14%	14%	13%	14%	15%	13%	15%	13%	12%
b. Yearly Cull Rate	43%	42%	39%	36%	47%	32%	39%	45%	47%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.40	\$0.37	\$0.39	\$0.45	\$0.39	\$0.55	\$0.52	\$0.33	\$0.32
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$239.17	\$229.67	\$255.00	\$267.00	\$224.60	\$257.24	\$240.00	\$270.00	\$262.85
e. Grain, Mnrls & Splmnts (\$/ton)	\$248.57	\$254.71	\$239.72	\$224.02	\$244.60	\$240.33	\$250.47	\$274.31	\$283.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	31.38	32.03	36.04	34.20	27.82	36.20	25.22	33.80	28.07
g. Milkers (\$/hr with benefits & taxes)	\$14.98	\$15.07	\$21.66	\$13.98	\$19.84	\$13.43	\$13.91	\$18.87	\$12.57
h. Total Labor (\$/hr)	\$15.96	\$16.20	\$22.58	\$15.00	\$20.25	\$14.09	\$15.34	\$18.91	\$14.22
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.71	\$6.86	\$6.30	\$7.18	\$6.49	\$6.79	\$6.50	\$7.51	\$6.75
j. Milk Cow Feed Costs (\$/cwt.)	\$9.48	\$9.58	\$8.70	\$8.75	\$8.59	\$8.73	\$9.80	\$9.46	\$9.97

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
South Valley Herd Size 2401 Plus

Dairy ID Number	35	36	37	38
Feed Costs				
a. Dry Roughage	\$30.65	\$33.51	\$14.01	\$47.01
b. Wet Feed & Wet Roughage	\$59.92	\$43.51	\$52.44	\$54.14
c. Concentrates	\$99.61	\$99.47	\$84.37	\$102.49
d. Minerals & Supplements	\$16.60	\$13.24	\$19.34	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$206.79	\$189.74	\$170.16	\$203.63
Total Feed Costs (\$/cwt)	\$9.62	\$12.04	\$13.63	\$9.94
Total Hired Labor	\$56.00	\$31.19	\$31.22	\$29.76
Total Hired Labor Costs (\$/cwt)	\$2.60	\$1.98	\$2.50	\$1.45
Total Herd Replacement	\$51.95	\$47.96	\$24.63	\$41.14
Total Replacement Costs (\$/cwt)	\$2.42	\$3.04	\$1.97	\$2.01
Total Operating Costs	\$59.87	\$58.58	\$43.60	\$37.67
Total Operating Costs (\$/cwt)	\$2.78	\$3.72	\$3.49	\$1.84
Total Milk Marketing Costs	\$10.89	\$15.41	\$13.51	\$11.78
Total Milk Marketing Costs (\$/cwt)	\$0.51	\$0.98	\$1.08	\$0.57
Total Cost (\$/Cow/Month)	\$385.50	\$342.88	\$283.12	\$323.99
Total Cost (\$/cwt)	\$17.93	\$21.76	\$22.67	\$15.81
Milk Production Data				
a. Milk Sold/Total Cow/Month/ (cwt)	21.50	15.75	12.49	20.50
b. Lbs Milk Sold/milk cow/day	82.00	59.43	46.11	78.51
c. Gross Milk Receipts (\$/cwt)	\$14.70	\$18.72	\$20.16	\$16.02
d. Mailbox Price (\$/cwt)	\$14.21	\$18.77	\$20.37	\$15.87
f. Income Over Feed Cost (\$/cwt)	\$4.59	\$6.73	\$6.74	\$5.94
g. Fat Test %	3.51%	4.83%	5.30%	3.82%
h. SNF Test %	8.83%	9.43%	9.61%	9.01%
Related Data				
a. Percent Dry Cows	15%	14%	12%	15%
b. Yearly Cull Rate	57%	41%	27%	43%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.47	\$0.06	\$0.04	\$0.44
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$216.41	\$266.03	\$0.00	\$215.46
e. Grain, Mnrls & Splmnts (\$/ton)	\$254.20	\$286.52	\$263.22	\$240.96
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	34.23	28.93	28.30	32.35
g. Milkers (\$/hr with benefits & taxes)	\$14.78	\$14.69	\$14.19	\$13.80
h. Total Labor (\$/hr)	\$14.82	\$15.43	\$16.45	\$16.22
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.38	\$6.77	\$5.93	\$7.39
j. Milk Cow Feed Costs (\$/cwt.)	\$9.00	\$11.39	\$12.86	\$9.42