

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 2, 2010**

**Crossbred**

Dairy ID Number	Averages	1	2	3	4	5	6
<b>Feed Costs</b>	<b>Crossbred</b>						
a. Dry Roughage	\$22.87	\$20.15	\$23.38	\$30.75	\$36.90	\$16.39	\$18.43
b. Wet Feed & Wet Roughage	\$29.24	\$32.33	\$24.50	\$27.86	\$29.99	\$34.19	\$17.50
c. Concentrates	\$67.10	\$88.97	\$41.88	\$45.08	\$92.68	\$66.36	\$69.81
d. Minerals & Supplements	\$8.81	\$8.73	\$12.40	\$13.36	\$0.00	\$5.63	\$10.74
e. Pasture	\$3.54	\$0.00	\$2.11	\$0.00	\$0.00	\$2.59	\$22.13
<b>Total Feed Costs</b>	<b>\$131.56</b>	<b>\$150.17</b>	<b>\$104.26</b>	<b>\$117.05</b>	<b>\$159.57</b>	<b>\$125.17</b>	<b>\$138.61</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$7.32</b>	<b>\$7.43</b>	<b>\$6.57</b>	<b>\$6.80</b>	<b>\$8.10</b>	<b>\$7.33</b>	<b>\$7.87</b>
<b>Total Hired Labor</b>	<b>\$29.62</b>	<b>\$24.58</b>	<b>\$34.69</b>	<b>\$32.30</b>	<b>\$32.14</b>	<b>\$33.37</b>	<b>\$20.69</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.65</b>	<b>\$1.22</b>	<b>\$2.19</b>	<b>\$1.88</b>	<b>\$1.63</b>	<b>\$1.95</b>	<b>\$1.17</b>
<b>Herd Replacement</b>	<b>\$20.73</b>	<b>\$22.10</b>	<b>\$17.61</b>	<b>\$16.46</b>	<b>\$24.79</b>	<b>\$22.21</b>	<b>\$22.35</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$9.28</b>	<b>\$8.91</b>	<b>\$9.85</b>	<b>\$8.15</b>	<b>\$10.13</b>	<b>\$9.92</b>	<b>\$9.82</b>
<b>Total Herd Replacement</b>	<b>\$11.44</b>	<b>\$13.19</b>	<b>\$7.76</b>	<b>\$8.31</b>	<b>\$14.67</b>	<b>\$12.29</b>	<b>\$12.53</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$0.64</b>	<b>\$0.65</b>	<b>\$0.49</b>	<b>\$0.48</b>	<b>\$0.74</b>	<b>\$0.72</b>	<b>\$0.71</b>
<b>Total Operating Costs</b>	<b>\$46.33</b>	<b>\$49.40</b>	<b>\$32.18</b>	<b>\$51.63</b>	<b>\$54.19</b>	<b>\$37.26</b>	<b>\$54.96</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.58</b>	<b>\$2.45</b>	<b>\$2.03</b>	<b>\$3.00</b>	<b>\$2.75</b>	<b>\$2.18</b>	<b>\$3.12</b>
<b>Total Milk Marketing Costs</b>	<b>\$9.73</b>	<b>\$5.53</b>	<b>\$9.19</b>	<b>\$9.28</b>	<b>\$13.47</b>	<b>\$9.88</b>	<b>\$16.07</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.54</b>	<b>\$0.27</b>	<b>\$0.58</b>	<b>\$0.54</b>	<b>\$0.68</b>	<b>\$0.58</b>	<b>\$0.91</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$228.69</b>	<b>\$242.87</b>	<b>\$188.08</b>	<b>\$218.57</b>	<b>\$274.05</b>	<b>\$217.98</b>	<b>\$242.85</b>
<b>Total Cost (\$/cwt)</b>	<b>\$12.72</b>	<b>\$12.02</b>	<b>\$11.85</b>	<b>\$12.70</b>	<b>\$13.91</b>	<b>\$12.77</b>	<b>\$13.79</b>
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.98	20.20	15.87	17.21	19.70	17.08	17.62
b. Lbs Milk Sold/milk cow/day	70.63	77.68	60.80	69.89	75.95	67.69	68.15
c. Gross Milk Receipts (\$/cwt)	\$13.97	\$13.36	\$14.32	\$14.03	\$13.93	\$14.17	\$14.57
d. Mailbox Price (\$/cwt)	\$13.70	\$13.15	\$14.10	\$13.79	\$13.41	\$14.05	\$13.94
f. Fat Test %	3.75%	3.56%	3.92%	3.89%	3.71%	3.75%	3.81%
g. SNF Test %	8.93%	8.87%	8.99%	8.95%	8.76%	9.00%	8.91%
<b>Related Data</b>							
a. Percent Dry Cows	16%	14%	14%	19%	15%	17%	15%
b. Yearly Cull Rate	37%	45%	26%	27%	36%	41%	40%
c. Avg. Value (/Drop Bull Calf)	\$56.22	\$57.43	\$49.29	\$55.23	\$70.00	\$54.44	\$56.57
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$147.37	\$167.30	\$131.71	\$136.33	\$146.93	\$161.79	\$142.31
e. Grain, Mnrls & Splmnts (\$/ton)	\$224.93	\$233.84	\$167.40	\$180.51	\$262.72	\$222.10	\$282.79
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.91	31.06	24.45	25.55	26.46	25.09	21.83
g. Milkers (\$/hr with benefits & taxes)	\$15.00	\$11.54	\$17.56	\$13.64	\$14.88	\$17.37	\$16.83
h. Total Labor (\$/hr)	\$16.03	\$13.72	\$18.33	\$15.68	\$13.69	\$18.20	\$16.62
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.82	\$5.42	\$3.83	\$4.28	\$5.74	\$4.65	\$5.10
j. Milk Cow Feed Costs (\$/cwt.)	\$6.82	\$6.98	\$6.30	\$6.12	\$7.55	\$6.86	\$7.48

**CDFA - DAIRY MARKETING BRANCH  
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**Mixed**

Dairy ID Number	Averages	7	8	9	10
<b>Feed Costs</b>	<b>Mixed</b>				
a. Dry Roughage	\$34.73	\$23.64	\$31.47	\$37.66	\$57.72
b. Wet Feed & Wet Roughage	\$21.17	\$16.92	\$28.38	\$23.76	\$0.00
c. Concentrates	\$54.89	\$60.78	\$52.88	\$51.57	\$58.06
d. Minerals & Supplements	\$5.46	\$2.70	\$5.86	\$8.63	\$2.59
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$116.24</b>	<b>\$104.05</b>	<b>\$118.59</b>	<b>\$121.61</b>	<b>\$118.37</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$7.63</b>	<b>\$8.13</b>	<b>\$7.50</b>	<b>\$7.20</b>	<b>\$8.33</b>
<b>Total Hired Labor</b>	<b>\$22.28</b>	<b>\$20.25</b>	<b>\$27.38</b>	<b>\$10.55</b>	<b>\$32.06</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.46</b>	<b>\$1.58</b>	<b>\$1.73</b>	<b>\$0.62</b>	<b>\$2.25</b>
<b>Herd Replacement</b>	<b>\$25.07</b>	<b>\$36.72</b>	<b>\$24.90</b>	<b>\$19.14</b>	<b>\$17.95</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$6.15</b>	<b>\$6.83</b>	<b>\$6.79</b>	<b>\$5.63</b>	<b>\$4.03</b>
<b>Total Herd Replacement</b>	<b>\$18.92</b>	<b>\$29.89</b>	<b>\$18.12</b>	<b>\$13.51</b>	<b>\$13.92</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$1.24</b>	<b>\$2.34</b>	<b>\$1.15</b>	<b>\$0.80</b>	<b>\$0.98</b>
<b>Total Operating Costs</b>	<b>\$43.18</b>	<b>\$42.37</b>	<b>\$46.62</b>	<b>\$43.49</b>	<b>\$32.93</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.83</b>	<b>\$3.31</b>	<b>\$2.95</b>	<b>\$2.58</b>	<b>\$2.32</b>
<b>Total Milk Marketing Costs</b>	<b>\$8.35</b>	<b>\$9.59</b>	<b>\$7.68</b>	<b>\$8.95</b>	<b>\$7.30</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.55</b>	<b>\$0.75</b>	<b>\$0.49</b>	<b>\$0.53</b>	<b>\$0.51</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$208.98</b>	<b>\$206.15</b>	<b>\$218.39</b>	<b>\$198.11</b>	<b>\$204.57</b>
<b>Total Cost (\$/cwt)</b>	<b>\$13.72</b>	<b>\$16.11</b>	<b>\$13.81</b>	<b>\$11.74</b>	<b>\$14.39</b>
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	15.24	12.80	15.81	16.88	14.22
b. Lbs Milk Sold/milk cow/day	57.59	46.96	59.91	65.28	53.64
c. Gross Milk Receipts (\$/cwt)	\$14.04	\$13.95	\$14.55	\$13.16	\$14.34
d. Mailbox Price (\$/cwt)	\$13.66	\$13.04	\$14.24	\$12.84	\$14.37
f. Fat Test %	3.88%	3.85%	4.21%	3.44%	3.79%
g. SNF Test %	9.05%	8.91%	9.13%	8.94%	9.24%
<b>Related Data</b>					
a. Percent Dry Cows	13%	10%	13%	15%	13%
b. Yearly Cull Rate	45%	67%	42%	38%	33%
c. Avg. Value (/Drop Bull Calf)	\$25.04	\$42.67	\$13.76	\$41.23	\$8.05
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$150.54	\$143.92	\$146.51	\$150.00	\$164.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$198.87	\$201.61	\$183.59	\$213.19	\$197.10
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.29	22.81	23.61	21.84	22.98
g. Milkers (\$/hr with benefits & taxes)	\$12.69	\$11.89	\$11.82	\$16.94	\$12.02
h. Total Labor (\$/hr)	\$13.46	\$11.82	\$13.81	\$16.94	\$12.74
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.14	\$3.64	\$4.24	\$4.45	\$4.12
j. Milk Cow Feed Costs (\$/cwt.)	\$7.19	\$7.75	\$7.07	\$6.81	\$7.68