

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2010**

Crossbred

Dairy ID Number	Averages	1	2	3	4	5	6
Feed Costs	Crossbred						
a. Dry Roughage	\$24.09	\$10.50	\$32.70	\$32.00	\$40.65	\$12.81	\$44.33
b. Wet Feed & Wet Roughage	\$37.17	\$44.53	\$36.20	\$35.60	\$30.61	\$38.69	\$27.71
c. Concentrates	\$81.08	\$91.67	\$45.48	\$62.16	\$102.56	\$94.64	\$75.11
d. Minerals & Supplements	\$14.21	\$27.36	\$11.97	\$8.29	\$0.41	\$6.91	\$27.86
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$156.55	\$174.05	\$126.34	\$138.04	\$174.23	\$153.04	\$175.01
Total Feed Costs (\$/cwt.)	\$8.83	\$9.04	\$8.18	\$7.89	\$9.41	\$8.59	\$10.85
Total Hired Labor	\$31.70	\$27.81	\$33.29	\$35.60	\$31.50	\$35.89	\$21.21
Total Hired Labor Costs (\$/cwt.)	\$1.79	\$1.45	\$2.15	\$2.04	\$1.70	\$2.01	\$1.31
Herd Replacement	\$19.58	\$18.86	\$13.59	\$15.00	\$27.47	\$21.22	\$24.56
Less: Calf Income (\$/Cow/Month)	\$5.12	\$6.32	\$5.76	\$3.88	\$4.41	\$4.94	\$5.62
Total Herd Replacement	\$14.46	\$12.54	\$7.83	\$11.12	\$23.06	\$16.28	\$18.95
Total Replacement Costs (\$/cwt.)	\$0.82	\$0.65	\$0.51	\$0.64	\$1.25	\$0.91	\$1.17
Total Operating Costs	\$46.51	\$50.23	\$33.25	\$50.22	\$46.14	\$38.73	\$59.67
Total Operating Costs (\$/cwt.)	\$2.62	\$2.61	\$2.15	\$2.87	\$2.49	\$2.17	\$3.70
Total Milk Marketing Costs	\$10.85	\$9.70	\$9.10	\$9.65	\$14.06	\$10.59	\$14.96
Total Milk Marketing Costs (\$/cwt.)	\$0.61	\$0.50	\$0.59	\$0.55	\$0.76	\$0.59	\$0.93
Total Cost (\$/Cow/Month)	\$260.09	\$274.34	\$209.80	\$244.63	\$288.99	\$254.52	\$289.80
Total Cost (\$/cwt)	\$14.67	\$14.26	\$13.58	\$13.99	\$15.62	\$14.29	\$17.96
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.72	19.24	15.45	17.49	18.51	17.81	16.14
b. Lbs Milk Sold/milk cow/day	67.54	73.98	57.13	67.63	74.29	64.87	64.78
c. Gross Milk Receipts (\$/cwt)	\$16.23	\$15.81	\$16.78	\$16.09	\$16.07	\$16.40	\$16.76
d. Mailbox Price (\$/cwt)	\$15.96	\$15.44	\$16.60	\$15.72	\$15.55	\$16.48	\$16.16
f. Fat Test %	3.87%	3.83%	4.08%	3.89%	3.76%	3.89%	3.84%
g. SNF Test %	9.03%	8.95%	9.12%	9.03%	8.89%	9.08%	9.10%
Related Data							
a. Percent Dry Cows	14%	15%	12%	16%	19%	10%	19%
b. Yearly Cull Rate	36%	42%	21%	32%	38%	38%	38%
c. Avg. Value (/Drop Bull Calf)	\$56.14	\$57.70	\$57.46	\$52.53	\$49.76	\$59.44	\$53.54
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$176.29	\$0.00	\$174.20	\$168.09	\$167.51	\$189.91	\$190.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$267.21	\$297.20	\$198.10	\$230.95	\$299.29	\$250.11	\$327.01
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.23	29.69	20.98	22.96	26.62	28.97	25.08
g. Milkers (\$/hr with benefits & taxes)	\$15.66	\$11.21	\$16.56	\$14.07	\$14.88	\$19.33	\$18.71
h. Total Labor (\$/hr)	\$16.74	\$13.77	\$18.27	\$16.56	\$13.69	\$19.85	\$18.16
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.61	\$6.26	\$4.40	\$4.92	\$6.40	\$5.35	\$6.74
j. Milk Cow Feed Costs (\$/cwt.)	\$8.31	\$8.46	\$7.70	\$7.27	\$8.62	\$8.24	\$10.40

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Mixed

Dairy ID Number	Averages	7	8	9	10
Feed Costs	Mixed				
a. Dry Roughage	\$38.77	\$26.48	\$37.33	\$40.16	\$60.51
b. Wet Feed & Wet Roughage	\$25.34	\$25.08	\$28.55	\$33.31	\$0.00
c. Concentrates	\$68.40	\$69.43	\$67.73	\$67.79	\$70.03
d. Minerals & Supplements	\$5.08	\$0.65	\$5.90	\$8.76	\$2.45
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$137.58	\$121.63	\$139.50	\$150.02	\$132.99
Total Feed Costs (\$/cwt.)	\$9.53	\$9.49	\$9.21	\$9.73	\$10.33
Total Hired Labor	\$21.14	\$19.11	\$26.21	\$10.00	\$30.14
Total Hired Labor Costs (\$/cwt.)	\$1.46	\$1.49	\$1.73	\$0.65	\$2.34
Herd Replacement	\$24.07	\$42.29	\$20.72	\$16.90	\$19.22
Less: Calf Income (\$/Cow/Month)	\$4.25	\$4.13	\$3.85	\$4.74	\$4.78
Total Herd Replacement	\$19.81	\$38.17	\$16.86	\$12.16	\$14.45
Total Replacement Costs (\$/cwt.)	\$1.37	\$2.98	\$1.11	\$0.79	\$1.12
Total Operating Costs	\$45.30	\$42.67	\$48.98	\$43.78	\$40.92
Total Operating Costs (\$/cwt.)	\$3.14	\$3.33	\$3.23	\$2.84	\$3.18
Total Milk Marketing Costs	\$7.83	\$8.75	\$7.50	\$8.20	\$6.72
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.68	\$0.49	\$0.53	\$0.52
Total Cost (\$/Cow/Month)	\$231.67	\$230.33	\$239.04	\$224.15	\$225.21
Total Cost (\$/cwt)	\$16.05	\$17.98	\$15.78	\$14.54	\$17.49
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	14.44	12.81	15.15	15.42	12.88
b. Lbs Milk Sold/milk cow/day	55.83	49.42	58.10	61.93	47.81
c. Gross Milk Receipts (\$/cwt)	\$16.53	\$16.26	\$17.19	\$15.42	\$17.07
d. Mailbox Price (\$/cwt)	\$16.49	\$15.42	\$17.39	\$15.38	\$17.45
f. Fat Test %	4.09%	3.96%	4.40%	3.65%	4.14%
g. SNF Test %	9.17%	9.06%	9.28%	9.01%	9.29%
Related Data					
a. Percent Dry Cows	16%	15%	15%	19%	12%
b. Yearly Cull Rate	41%	68%	35%	34%	29%
c. Avg. Value (/Drop Bull Calf)	\$25.07	\$35.20	\$19.81	\$38.20	\$5.86
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$173.41	\$148.00	\$169.80	\$190.00	\$175.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$249.79	\$252.39	\$225.76	\$276.57	\$244.21
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.18	21.31	24.31	22.24	21.76
g. Milkers (\$/hr with benefits & taxes)	\$12.09	\$11.66	\$11.41	\$14.22	\$11.92
h. Total Labor (\$/hr)	\$13.33	\$11.60	\$14.17	\$14.22	\$12.67
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.01	\$4.44	\$5.03	\$5.68	\$4.63
j. Milk Cow Feed Costs (\$/cwt.)	\$8.97	\$8.99	\$8.65	\$9.18	\$9.68