

California Production Cost Summary, 2007

All costs: per cow per month, unless noted 2007	2006 Average	North Coast	North Valley	South Valley	Southern California	2007 Average	Percent Change
Number of Herds	179	15	76	68	7	166	
Feed Costs							
a. Dry Roughage	\$32.60	\$49.14	\$34.11	\$38.37	\$47.86	\$37.92	16.3%
b. Wet Feed & Wet Roughage	\$21.76	\$7.08	\$27.92	\$26.49	\$15.57	\$25.57	17.5%
c. Concentrates	\$59.42	\$77.08	\$70.48	\$69.48	\$64.42	\$69.61	17.1%
d. Minerals & Supplements	\$6.55	\$1.93	\$8.33	\$5.86	\$5.95	\$6.67	1.8%
e. Pasture	\$0.50	\$20.78	\$0.69	\$0.00	\$0.00	\$0.79	57.4%
Total Feed Costs	\$120.83	\$156.00	\$141.54	\$140.20	\$133.81	\$140.55	16.3%
Total Feed Costs (\$/cwt.)	\$6.84	\$10.48	\$7.84	\$7.80	\$7.41	\$7.84	14.5%
Total Feed Costs (% of total Cost)	54.1%	60.1%	56.8%	55.8%	54.3%	56.1%	
Total Hired Labor	\$26.93	\$30.16	\$29.15	\$25.61	\$27.42	\$27.17	0.9%
Total Hired Labor Costs (\$/cwt.)	\$1.53	\$2.03	\$1.61	\$1.42	\$1.52	\$1.52	-0.6%
Total Labor Costs (%of total cost)	12.1%	11.6%	11.7%	10.2%	11.1%	10.9%	
Herd Replacement	\$34.94	\$30.16	\$35.73	\$38.30	\$39.27	\$37.24	6.6%
Less: Calf. Income (\$/cow/month)	\$15.41	\$12.06	\$12.93	\$13.08	\$12.65	\$12.96	-15.9%
Total Herd Replacement	\$19.53	\$18.09	\$22.80	\$25.23	\$26.62	\$24.28	24.3%
Total Replacement Costs (\$/cwt.)	\$1.11	\$1.22	\$1.26	\$1.40	\$1.47	\$1.35	22.4%
Total Replacement Costs (%of total cost)	8.7%	7.0%	9.1%	10.0%	10.8%	9.7%	
Operating Costs							
a. Utilities	\$5.09	\$6.88	\$5.37	\$4.72	\$5.44	\$5.08	-0.3%
b. Supplies	\$8.52	\$9.46	\$9.21	\$8.66	\$8.16	\$8.83	3.6%
c. Veterinary & Medicine	\$7.50	\$4.54	\$7.57	\$7.25	\$4.97	\$7.10	-5.3%
d. Outside Services	\$3.35	\$2.37	\$3.78	\$3.59	\$3.11	\$3.59	7.1%
e. Repairs & Maintenance	\$5.56	\$6.20	\$5.46	\$6.30	\$5.70	\$5.94	6.7%
f. Miscellaneous	\$1.25	\$1.27	\$1.20	\$2.13	\$2.11	\$1.77	41.8%
g. Bedding & Manure Haul	\$1.25	\$3.54	\$1.31	\$1.00	\$3.46	\$1.39	11.2%
h. Fuel & Oil	\$2.50	\$3.45	\$2.50	\$3.16	\$1.51	\$2.78	11.3%
i. Interest Expense	\$2.00	\$0.84	\$1.10	\$3.25	\$2.97	\$2.38	18.6%
j. R E Lease Expense	\$2.54	\$1.41	\$1.47	\$3.43	\$5.25	\$2.82	10.8%
k. Depreciation	\$5.58	\$4.39	\$5.44	\$6.59	\$3.20	\$5.82	4.3%
l. Taxes & Insurance	\$1.85	\$1.64	\$1.80	\$1.62	\$1.80	\$1.70	-8.0%
Total Operating Costs	\$47.00	\$46.00	\$46.20	\$51.69	\$47.68	\$49.20	4.66%
Total Operating Costs (\$/cwt.)	\$2.66	\$3.09	\$2.56	\$2.87	\$2.64	\$2.74	3.04%
Total Operating Costs (%of total costs)	21.1%	17.7%	18.5%	20.6%	19.4%	19.7%	
Milk Marketing Costs							
a. Hauling	\$5.62	\$6.12	\$6.25	\$5.38	\$7.55	\$5.90	5.1%
b. State Assessments	\$2.35	\$2.30	\$2.35	\$2.28	\$2.35	\$2.31	-1.7%
c. Federal Assessments & Misc. Ded.	\$0.94	\$0.77	\$0.95	\$0.95	\$0.93	\$0.94	0.8%
Total Milk Marketing Costs	\$8.90	\$9.18	\$9.55	\$8.61	\$10.83	\$9.16	2.9%
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.62	\$0.53	\$0.48	\$0.60	\$0.51	1.3%
Total Milk Marketing Costs (% of total cost)	4.0%	3.5%	3.8%	3.4%	4.4%	3.7%	
Total Cost (\$/Cow/Month)	\$223.19	\$259.43	\$249.24	\$251.34	\$246.36	\$250.35	12.17%
Total Cost (\$/cwt)	\$12.64	\$17.42	\$13.81	\$13.98	\$13.65	\$13.96	10.44%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.07	\$1.24	\$1.03	\$1.14	\$0.88	\$1.09	1.9%
b. Allowance: Return on Management (\$/cwt.)	\$0.47	\$0.76	\$0.73	\$0.72	\$0.73	\$0.72	53.2%
Total Costs and Allowances (\$/cwt)	\$14.18	\$19.42	\$15.57	\$15.84	\$15.26	\$15.77	11.21%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.66	14.89	18.05	17.98	18.05	17.93	1.6%
b. Lbs Milk Sold/milk cow/day	67.17	57.82	68.95	68.56	68.39	68.41	1.8%
f. Fat Test %	3.72%	3.85%	3.81%	3.68%	3.55%	3.72%	
g. SNF Test %	8.83%	8.87%	8.87%	8.82%	8.75%	8.83%	
Related Data							
l. Total Cows	1,058	311	878	1,654	1,043	1,148	8.5%
m. Average Total Investment per Cow	\$2,788	\$2,558	\$2,673	\$3,047	\$2,226	\$2,827	1.4%
Milk Volume Percentages		2.59%	36.48%	52.30%	8.63%	100.00%	

* Starting in 2007 misc. income costs are deducted from Total Herd Replacement Costs
Note: Total Cow numbers for 2006 is a revised figure