

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Third Quarter 2007	3rd Quarter 2006 Average	North Coast	North Valley	South Valley	Southern California	3rd Quarter 2007 Average ^{1/}	Percent Change
2007	177	15	72	68	8	163	
Feed Costs							
a. Dry Roughage	\$30.88	\$45.71	\$35.34	\$40.52	\$48.86	\$39.41	27.6%
b. Wet Feed & Wet Roughage	\$20.81	\$6.31	\$27.66	\$26.28	\$14.93	\$25.32	21.7%
c. Concentrates	\$56.79	\$81.73	\$70.43	\$66.98	\$61.16	\$68.19	20.1%
d. Minerals & Supplements	\$6.52	\$2.16	\$8.92	\$5.94	\$6.75	\$7.02	7.8%
e. Pasture	\$0.83	\$26.33	\$1.06	\$0.00	\$0.00	\$1.11	33.2%
Total Feed Costs	\$115.83	\$162.24	\$143.42	\$139.72	\$131.70	\$141.05	21.8%
Total Feed Costs (\$/cwt.)	\$6.71	\$10.48	\$7.85	\$7.97	\$7.47	\$7.94	18.3%
Total Feed Costs (% of total Cost)	52.8%	61.2%	57.6%	56.1%	54.3%	56.7%	
Total Hired Labor	\$26.72	\$29.74	\$28.21	\$25.41	\$26.51	\$26.67	-0.2%
Total Hired Labor Costs (\$/cwt.)	\$1.55	\$1.92	\$1.54	\$1.45	\$1.50	\$1.50	-3.0%
Total Labor Costs (%of total cost)	12.2%	11.2%	11.3%	10.2%	10.9%	10.7%	
Herd Replacement	\$34.93	\$30.03	\$35.03	\$38.01	\$38.75	\$36.74	5.2%
Less: Calf Income (\$/Cow/Month)	\$15.92	\$10.66	\$14.45	\$14.86	\$13.37	\$14.47	-9.1%
Total Herd Replacement	\$19.00	\$19.37	\$20.58	\$23.14	\$25.38	\$22.27	17.2%
Total Replacement Costs (\$/cwt.)	\$1.10	\$1.25	\$1.13	\$1.32	\$1.44	\$1.25	13.8%
Total Replacement Costs (%of total cost)	8.7%	7.3%	8.3%	9.3%	10.5%	8.9%	
Operating Costs							
a. Utilities	\$5.99	\$7.18	\$5.90	\$5.53	\$6.37	\$5.78	-3.5%
b. Supplies	\$8.84	\$9.63	\$9.87	\$8.91	\$8.44	\$9.25	4.7%
c. Veterinary & Medicine	\$7.52	\$3.78	\$7.43	\$7.37	\$5.54	\$7.14	-5.1%
d. Outside Services	\$3.43	\$1.89	\$3.87	\$3.75	\$3.37	\$3.71	8.1%
e. Repairs & Maintenance	\$5.61	\$7.39	\$5.33	\$6.09	\$5.12	\$5.76	2.7%
f. Miscellaneous	\$1.54	\$1.34	\$1.20	\$2.09	\$2.06	\$1.74	13.0%
g. Bedding & Manure Haul	\$1.12	\$1.80	\$1.12	\$1.07	\$3.23	\$1.28	14.3%
h. Fuel & Oil	\$2.74	\$3.36	\$2.36	\$3.05	\$1.41	\$2.66	-2.8%
i. Interest Expense	\$1.96	\$0.80	\$1.20	\$3.03	\$2.54	\$2.24	14.4%
j. R E Lease Expense	\$2.64	\$1.04	\$1.61	\$3.12	\$5.62	\$2.70	2.4%
i. Depreciation	\$5.71	\$4.50	\$5.48	\$6.67	\$3.19	\$5.88	2.9%
j. Taxes & Insurance	\$1.81	\$1.70	\$1.83	\$1.58	\$1.74	\$1.69	-6.8%
Total Operating Costs	\$48.92	\$44.40	\$47.19	\$52.24	\$48.63	\$49.84	1.9%
Total Operating Costs (\$/cwt.)	\$2.84	\$2.87	\$2.58	\$2.98	\$2.76	\$2.81	-1.0%
Total Operating Costs (%of total costs)	22.3%	16.8%	19.0%	21.0%	20.0%	20.0%	
Milk Marketing Costs							
a. Hauling	\$5.59	\$6.11	\$6.29	\$5.27	\$7.30	\$5.84	4.5%
b. State Assessments	\$2.32	\$2.29	\$2.33	\$2.17	\$2.25	\$2.24	-3.3%
c. Federal Assessments & Misc. Ded.	\$0.90	\$0.82	\$0.96	\$0.92	\$0.92	\$0.93	3.1%
Total Milk Marketing Costs	\$8.81	\$9.21	\$9.57	\$8.37	\$10.47	\$9.02	2.3%
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.60	\$0.52	\$0.48	\$0.59	\$0.51	-0.6%
Total Milk Marketing Costs (% of total costs)	4.0%	3.5%	3.8%	3.4%	4.3%	3.6%	
Total Cost (\$/Cow/Month)	\$219.29	\$264.96	\$248.98	\$248.90	\$242.70	\$248.85	13.5%
Total Cost (\$/cwt)	\$12.71	\$17.12	\$13.62	\$14.20	\$13.76	\$14.01	10.2%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.11	\$1.26	\$1.06	\$1.22	\$0.92	\$1.14	2.4%
b. Allowance: Return on Management (\$/cwt.)	\$0.44	\$0.86	\$0.83	\$0.82	\$0.84	\$0.83	88.6%
Total Costs and Allowances (\$/cwt)	\$14.26	\$19.24	\$15.51	\$16.24	\$15.52	\$15.98	12.1%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.26	15.48	18.28	17.52	17.64	17.76	2.9%
b. Lbs Milk Sold/milk cow/day	66.62	58.09	69.17	66.91	66.71	67.50	1.3%
Related Data							
l. Avg Number of Cows per Herd	1,072	311	899	1,673	1,069	1,176	9.7%
m. Average Total Investment per Cow	\$2,805	\$2,628	\$2,695	\$3,059	\$2,212	\$2,841	1.3%
Milk Volume Percentages		2.70%	37.49%	51.52%	8.29%	100.00%	

1/ Weighted average computed based on Third quarter of 2007 milk volume percentages.