## Statewide Cost Comparison Summary

All costs Per Cow/Per Month

| Production Cost Comparison Third Quarter 2007 | $\begin{gathered} \hline \text { 3rd Quarter } \\ 2006 \\ \text { Average } \\ \hline \end{gathered}$ | North Coast | North Valley | South Valley | Southern California | 3rd Quarter 2007 <br> Average $/ 1$ | Percent Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 177 | 15 | 72 | 68 | 8 | 163 |  |
| Feed Costs <br> a. Dry Roughage <br> b. Wet Feed \& Wet Roughage <br> c. Concentrates <br> d. Minerals \& Supplements <br> e. Pasture | $\begin{array}{r} \$ 30.88 \\ \$ 20.81 \\ \$ 56.79 \\ \$ 6.52 \\ \$ 0.83 \end{array}$ | $\begin{array}{r} \$ 45.71 \\ \$ 6.31 \\ \$ 81.73 \\ \$ 2.16 \\ \$ 26.33 \\ \hline \end{array}$ | $\begin{array}{r} \$ 35.34 \\ \$ 27.66 \\ \$ 70.43 \\ \$ 8.92 \\ \$ 1.06 \\ \hline \end{array}$ | $\begin{array}{r} \$ 40.52 \\ \$ 26.28 \\ \$ 66.98 \\ \$ 5.94 \\ \$ 0.00 \\ \hline \end{array}$ | $\begin{array}{r} \$ 48.86 \\ \$ 14.93 \\ \$ 61.16 \\ \$ 6.75 \\ \$ 0.00 \\ \hline \end{array}$ | $\begin{array}{r} \$ 39.41 \\ \$ 25.32 \\ \$ 68.19 \\ \$ 7.02 \\ \$ 1.11 \end{array}$ | $\begin{array}{r} 27.6 \% \\ 21.7 \% \\ 20.1 \% \\ 7.8 \% \\ 33.2 \% \\ \hline \end{array}$ |
| Total Feed Costs Total Feed Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 115.83 \\ \$ 6.71 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 162.24 \\ \$ 10.48 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 143.42 \\ \$ 7.85 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 139.72 \\ \$ 7.97 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 131.70 \\ \$ 7.47 \\ \hline \end{array}$ | $\begin{array}{r} \$ 141.05 \\ \hline \$ 7.94 \\ \hline \end{array}$ | $\begin{aligned} & \hline 21.8 \% \\ & \text { 18.3\% } \end{aligned}$ |
| Total Feed Costs (\% of total Cost) | 52.8\% | 61.2\% | 57.6\% | 56.1\% | 54.3\% | 56.7\% |  |
| Total Hired Labor <br> Total Hired Labor Costs (\$/cwt.) | $\begin{array}{r} \hline \hline \$ 26.72 \\ \$ 1.55 \end{array}$ | $\begin{array}{r} \hline \hline \$ 29.74 \\ \$ 1.92 \end{array}$ | $\begin{array}{r} \hline \hline \$ 28.21 \\ \$ 1.54 \end{array}$ | $\begin{array}{r} \hline \$ 25.41 \\ \$ 1.45 \\ \hline \end{array}$ | $\begin{array}{r} \hline \hline \$ 26.51 \\ \$ 1.50 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 26.67 \\ \$ 1.50 \\ \hline \end{array}$ | $\begin{array}{l\|} \hline-0.2 \% \\ -3.0 \% \\ \hline \end{array}$ |
| Total Labor Costs (\%of total cost) | 12.2\% | 11.2\% | 11.3\% | 10.2\% | 10.9\% | 10.7\% |  |
| Herd Replacement <br> Less: Calf Income (\$/Cow/Month) | $\begin{aligned} & \hline \$ 34.93 \\ & \$ 15.92 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 30.03 \\ & \$ 10.66 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 35.03 \\ & \$ 14.45 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 38.01 \\ & \$ 14.86 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 38.75 \\ & \$ 13.37 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 36.74 \\ & \$ 14.47 \\ & \hline \end{aligned}$ | $\begin{array}{r} 5.2 \% \\ -9.1 \% \\ \hline \end{array}$ |
| Total Herd Replacement <br> Total Replacement Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 19.00 \\ \$ 1.10 \end{array}$ | $\begin{array}{r} \hline \$ 19.37 \\ \$ 1.25 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 20.58 \\ \$ 1.13 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 23.14 \\ \$ 1.32 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 25.38 \\ \$ 1.44 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 22.27 \\ \$ 1.25 \\ \hline \end{array}$ | $\begin{aligned} & 17.2 \% \\ & \text { 13.8\% } \end{aligned}$ |
| 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 <br> a. Hauling <br> b. State Assessments <br> c. Federal Assessments \& Misc. Ded. | $\begin{aligned} & \$ 5.59 \\ & \$ 2.32 \\ & \$ 0.90 \end{aligned}$ | $\begin{aligned} & \$ 6.11 \\ & \$ 2.29 \\ & \$ 0.82 \end{aligned}$ | $\begin{aligned} & \$ 6.29 \\ & \$ 2.33 \\ & \$ 0.96 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 5.27 \\ & \$ 2.17 \\ & \$ 0.92 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 7.30 \\ & \$ 2.25 \\ & \$ 0.92 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 5.84 \\ & \$ 2.24 \\ & \$ 0.93 \end{aligned}$ | $\begin{array}{r}4.5 \% \\ -3.3 \% \\ 3.1 \% \\ \hline\end{array}$ |
| 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 <br> a. Allowance: Return on Investment (\$/cwt.) <br> b. Allowance: Return on Management (\$/cwt.) | $\begin{aligned} & \$ 1.11 \\ & \$ 0.44 \\ & \hline \end{aligned}$ | \$1.26 $\$ 0.86$ | \$1.06 $\$ 0.83$ | \$1.22 $\$ 0.82$ | $\$ 0.92$ $\$ 0.84$ | \$1.14 $\$ 0.83$ | $\begin{array}{r}2.4 \% \\ 88.6 \% \\ \hline\end{array}$ |
| Total Costs and Allowances (\$/cwt) | \$14.26 | \$19.24 | \$15.51 | \$16.24 | \$15.52 | \$15.98 | 12.1\% |
| Milk Production Data <br> a. Milk Sold/Total Cow/Month/ (cwt.) <br> b. Lbs Milk Sold/milk cow/day | $\begin{aligned} & 17.26 \\ & 66.62 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 15.48 \\ & 58.09 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 18.28 \\ & 69.17 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 17.52 \\ & 66.91 \\ & \hline \end{aligned}$ | $\begin{aligned} & 17.64 \\ & 66.71 \end{aligned}$ | $\begin{aligned} & 17.76 \\ & 67.50 \\ & \hline \hline \end{aligned}$ | $2.9 \%$ <br> $1.3 \%$ |
| Related Data <br> I. Avg Number of Cows per Herd m. Average Total Investment per Cow | $\begin{array}{r} 1,072 \\ \$ 2,805 \\ \hline \end{array}$ | $\begin{array}{r}311 \\ \$ 2,628 \\ \hline\end{array}$ | $\begin{array}{r}899 \\ \$ 2,695 \\ \hline\end{array}$ | 1,673 $\$ 3,059$ | 1,069 $\$ 2,212$ | 1,176 $\$ 2,841$ | $\begin{aligned} & 9.7 \% \\ & 1.3 \% \\ & \hline \end{aligned}$ |
| Milk Volume Percentages |  | 2.70\% | 37.49\% | 51.52\% | 8.29\% | 100.00\% |  |

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[^0]:    1/ Weighted average computed based on Third quarter of 2007 milk volume percentages.

