

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Fourth Quarter 2007	4th Quarter 2006 Average	North Coast	North Valley	South Valley	Southern California	4th Quarter 2007 Average /1	Percent Change
2007	177	15	69	67	8	159	
Feed Costs							
a. Dry Roughage	\$33.02	\$60.89	\$36.76	\$41.47	\$50.23	\$40.94	24.0%
b. Wet Feed & Wet Roughage	\$23.07	\$8.95	\$30.78	\$27.67	\$15.55	\$27.34	18.5%
c. Concentrates	\$63.99	\$82.64	\$78.18	\$75.21	\$66.27	\$75.74	18.4%
d. Minerals & Supplements	\$6.51	\$1.70	\$8.23	\$6.20	\$4.46	\$6.70	2.9%
e. Pasture	\$0.26	\$15.77	\$0.63	\$0.00	\$0.00	\$0.62	141.5%
Total Feed Costs	\$126.85	\$169.95	\$154.57	\$150.55	\$136.52	\$151.34	19.3%
Total Feed Costs (\$/cwt.)	\$7.33	\$11.63	\$8.60	\$8.47	\$7.86	\$8.53	16.5%
Total Feed Costs (% of total Cost)	54.6%	61.2%	57.6%	56.3%	54.4%	56.8%	
Total Hired Labor	\$27.09	\$30.81	\$30.10	\$26.71	\$27.72	\$28.15	3.9%
Total Hired Labor Costs (\$/cwt.)	\$1.56	\$2.11	\$1.67	\$1.50	\$1.60	\$1.59	1.5%
Total Labor Costs (%of total cost)	11.7%	11.1%	11.2%	10.0%	11.0%	10.6%	
Herd Replacement	\$35.32	\$29.67	\$37.64	\$40.52	\$38.96	\$39.05	10.6%
Less: Calf Income (\$/Cow/Month)	\$13.37	\$10.87	\$12.80	\$13.64	\$12.41	\$13.16	-1.6%
Total Herd Replacement	\$21.95	\$18.80	\$24.84	\$26.88	\$26.55	\$25.90	18.0%
Total Replacement Costs (\$/cwt.)	\$1.27	\$1.29	\$1.38	\$1.51	\$1.53	\$1.46	15.2%
Total Replacement Costs (%of total cost)	9.5%	6.8%	9.3%	10.1%	10.6%	9.7%	
Operating Costs							
a. Utilities	\$4.97	\$6.98	\$5.52	\$4.62	\$5.38	\$5.07	2.0%
b. Supplies	\$8.64	\$9.97	\$9.91	\$8.80	\$8.39	\$9.21	6.6%
c. Veterinary & Medicine	\$7.32	\$4.88	\$7.31	\$7.61	\$5.24	\$7.23	-1.2%
d. Outside Services	\$3.33	\$2.51	\$4.27	\$4.10	\$3.28	\$4.05	21.5%
e. Repairs & Maintenance	\$5.30	\$6.51	\$6.20	\$7.08	\$6.77	\$6.72	26.7%
f. Miscellaneous	\$1.29	\$1.43	\$1.24	\$2.31	\$2.19	\$1.88	45.7%
g. Bedding & Manure Haul	\$1.63	\$4.23	\$2.25	\$1.34	\$3.98	\$1.97	20.7%
h. Fuel & Oil	\$2.41	\$3.96	\$2.73	\$3.48	\$1.85	\$3.08	27.9%
i. Interest Expense	\$2.35	\$0.74	\$1.08	\$3.09	\$2.57	\$2.24	-4.3%
j. R E Lease Expense	\$2.51	\$1.53	\$1.41	\$3.65	\$5.00	\$2.88	14.8%
i. Depreciation	\$5.86	\$4.73	\$5.61	\$6.78	\$3.23	\$6.00	2.3%
j. Taxes & Insurance	\$1.82	\$1.61	\$1.80	\$1.60	\$1.71	\$1.68	-7.3%
Total Operating Costs	\$47.43	\$49.09	\$49.33	\$54.46	\$49.59	\$52.02	9.7%
Total Operating Costs (\$/cwt.)	\$2.74	\$3.36	\$2.74	\$3.07	\$2.85	\$2.93	7.1%
Total Operating Costs (%of total costs)	20.4%	17.7%	18.4%	20.4%	19.7%	19.5%	
Milk Marketing Costs							
a. Hauling	\$5.59	\$6.22	\$6.38	\$5.45	\$7.65	\$6.00	7.4%
b. State Assessments	\$2.32	\$2.26	\$2.30	\$2.21	\$2.22	\$2.24	-3.5%
c. Federal Assessments & Misc. Ded.	\$0.92	\$0.75	\$0.93	\$0.93	\$0.90	\$0.93	0.2%
Total Milk Marketing Costs	\$8.83	\$9.23	\$9.62	\$8.59	\$10.77	\$9.17	3.8%
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.63	\$0.53	\$0.48	\$0.62	\$0.52	1.3%
Total Milk Marketing Costs (% of total costs)	3.8%	3.3%	3.6%	3.2%	4.3%	3.4%	
Total Cost (\$/Cow/Month)	\$232.15	\$277.86	\$268.46	\$267.20	\$251.15	\$266.58	14.8%
Total Cost (\$/cwt)	\$13.41	\$19.01	\$14.93	\$15.04	\$14.46	\$15.03	12.1%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.06	\$1.34	\$1.08	\$1.19	\$0.93	\$1.13	6.7%
b. Allowance: Return on Management (\$/cwt.)	\$0.50	\$0.86	\$0.83	\$0.82	\$0.84	\$0.83	66.0%
Total Costs and Allowances (\$/cwt)	\$14.97	\$21.21	\$16.84	\$17.05	\$16.23	\$16.99	13.5%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.31	14.62	17.98	17.77	17.37	17.73	2.4%
b. Lbs Milk Sold/milk cow/day	67.12	55.97	68.32	67.68	66.38	67.52	0.6%
Related Data							
l. Avg Number of Cows per Herd	1,100	301	935	1,686	1,071	1,198	8.9%
m. Average Total Investment per Cow	\$2,830	\$2,676	\$2,736	\$3,090	\$2,242	\$2,877	1.7%
Milk Volume Percentages		2.47%	37.03%	52.12%	8.38%	100.00%	