

## California Production Cost Summary, 2009

All costs: per cow per month, unless noted	2009	2008 Average	North Coast	North Valley	South Valley	Southern California	2009 Average	Percent Change
Number of Herds		157	14	66	58	7	145	
<b>Feed Costs</b>								
a. Dry Roughage		\$48.10	\$50.97	\$36.73	\$41.41	\$52.21	\$40.89	-15.0%
b. Wet Feed & Wet Roughage		\$32.63	\$9.65	\$33.07	\$33.47	\$16.13	\$31.36	-3.9%
c. Concentrates		\$86.84	\$69.81	\$73.90	\$77.72	\$66.98	\$75.37	-13.2%
d. Minerals & Supplements		\$7.98	\$2.33	\$8.91	\$6.95	\$4.13	\$7.28	-8.8%
e. Pasture		\$1.37	\$27.68	\$1.46	\$0.00	\$0.00	\$1.21	-11.2%
<b>Total Feed Costs</b>		\$176.92	\$160.44	\$154.06	\$159.54	\$139.44	\$156.11	-11.8%
<b>Total Feed Costs (\$/cwt.)</b>		\$9.82	\$11.08	\$8.67	\$8.87	\$7.94	\$8.77	-10.6%
<b>Total Feed Costs (% of total Cost)</b>		59.6%	58.4%	57.3%	58.4%	55.9%	57.9%	
<b>Total Hired Labor</b>		\$28.21	\$34.58	\$29.48	\$26.70	\$27.92	\$27.96	-0.9%
<b>Total Hired Labor Costs (\$/cwt.)</b>		\$1.57	\$2.39	\$1.66	\$1.48	\$1.59	\$1.57	0.4%
<b>Total Labor Costs (%of total cost)</b>		9.5%	12.6%	11.0%	9.8%	11.2%	10.4%	
<b>Herd Replacement</b>		\$41.48	\$29.87	\$30.62	\$33.34	\$33.18	\$32.31	-22.1%
Less: Calf. Income (\$/cow/month)		\$12.00	\$5.35	\$5.29	\$5.89	\$5.47	\$5.64	-53.0%
<b>Total Herd Replacement</b>		\$29.48	\$24.52	\$25.33	\$27.45	\$27.70	\$26.67	-9.5%
Total Replacement Costs (\$/cwt.)		\$1.64	\$1.69	\$1.43	\$1.53	\$1.58	\$1.50	-8.4%
<b>Total Replacement Costs (%of total cost)</b>		9.9%	8.9%	9.4%	10.1%	11.1%	9.9%	
<b>Operating Costs</b>								
a. Utilities		\$5.31	\$7.53	\$5.53	\$4.96	\$4.81	\$5.21	-2.0%
b. Supplies		\$9.55	\$10.04	\$9.83	\$9.36	\$7.94	\$9.43	-1.3%
c. Veterinary & Medicine		\$6.96	\$4.43	\$6.98	\$6.09	\$5.35	\$6.29	-9.6%
d. Outside Services		\$3.89	\$2.40	\$3.84	\$3.68	\$3.44	\$3.69	-5.3%
e. Repairs & Maintenance		\$6.84	\$6.10	\$6.37	\$5.65	\$5.44	\$5.89	-13.9%
f. Miscellaneous		\$2.16	\$1.75	\$1.69	\$2.39	\$1.73	\$2.08	-3.7%
g. Bedding & Manure Haul		\$1.46	\$2.70	\$1.20	\$1.21	\$2.69	\$1.36	-6.9%
h. Fuel & Oil		\$3.65	\$2.95	\$2.37	\$2.34	\$2.03	\$2.34	-35.9%
i. Interest Expense		\$1.45	\$0.62	\$1.02	\$1.93	\$1.56	\$1.56	7.6%
j. R E Lease Expense		\$3.54	\$1.35	\$3.47	\$4.38	\$4.48	\$4.00	12.9%
k. Depreciation		\$6.02	\$4.88	\$6.47	\$6.41	\$2.67	\$6.10	1.4%
l. Taxes & Insurance		\$1.76	\$1.74	\$1.95	\$1.80	\$1.76	\$1.85	4.7%
<b>Total Operating Costs</b>		\$52.61	\$46.48	\$50.73	\$50.20	\$43.90	\$49.79	-5.4%
Total Operating Costs (\$/cwt.)		\$2.92	\$3.21	\$2.85	\$2.79	\$2.50	\$2.80	-4.1%
<b>Total Operating Costs (%of total costs)</b>		17.7%	16.9%	18.9%	18.4%	17.6%	18.5%	
<b>Milk Marketing Costs</b>								
a. Hauling		\$6.48	\$5.80	\$5.85	\$5.81	\$7.36	\$5.95	-8.3%
b. State Assessments		\$2.37	\$2.35	\$2.39	\$2.38	\$2.40	\$2.39	0.8%
c. Federal Assessments & Misc. Ded.		\$0.96	\$0.67	\$0.92	\$0.98	\$0.93	\$0.95	-1.6%
<b>Total Milk Marketing Costs</b>		\$9.81	\$8.82	\$9.16	\$9.18	\$10.69	\$9.28	-5.4%
<b>Total Milk Marketing Costs (\$/cwt.)</b>		\$0.54	\$0.61	\$0.52	\$0.51	\$0.61	\$0.52	-4.2%
<b>Total Milk Marketing Costs (% of total costs)</b>		3.3%	3.2%	3.4%	3.4%	4.3%	3.4%	
<b>Total Cost (\$/Cow/Month)</b>		\$297.03	\$274.85	\$268.76	\$273.07	\$249.66	\$269.81	-9.2%
<b>Total Cost (\$/cwt)</b>		\$16.48	\$18.98	\$15.12	\$15.18	\$14.21	\$15.16	-8.0%
<b>Return on Investment and Management</b>								
a. Allowance: Return on Investment (\$/cwt.)		\$1.33	\$1.50	\$1.24	\$1.25	\$0.99	\$1.24	-6.8%
b. Allowance: Return on Management (\$/cwt.)		\$0.67	\$0.49	\$0.46	\$0.46	\$0.47	\$0.46	-31.3%
<b>Total Costs and Allowances (\$/cwt)</b>		\$18.48	\$20.97	\$16.82	\$16.89	\$15.67	\$16.86	-8.8%
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt.)		18.02	14.48	17.77	17.99	17.57	17.79	-1.3%
b. Lbs Milk Sold/milk cow/day		68.37	56.26	67.75	68.60	66.60	67.83	-0.8%
f. Fat Test %		3.72%	3.83%	3.85%	3.65%	3.50%	3.72%	
g. SNF Test %		8.83%	8.87%	8.92%	8.83%	8.75%	8.86%	
<b>Related Data</b>								
l. Total Cows		1,239	300	1,054	1,737	1,199	1,261	1.8%
m. Average Total Investment per Cow		\$2,931	\$2,704	\$2,876	\$2,900	\$2,130	\$2,827	-3.5%
<b>Milk Volume Percentages</b>		100.00%	2.58%	34.34%	55.27%	7.81%	100.00%	