California Production Cost Summary, 2009

All costs: per cow per month, unless noted 2009 Average Coast Valley Valley Colifornia Average Change Food Costs		2000	North	Morth	Courth	Southern	2000	Doroont
Number of Herds	All sector per convince month unless noted 200	2008	North	North	South		2009	Percent
Food Costs Supplements S								Change
a. Dv, Roughage		157	14	00	58	1	145	
b. Wet Foad & Wet Rouphage		¢40.40	¢50.07	¢26.72	# 44 44	¢ E0.04	¢40.00	15.00/
c. Concentrates c. Concentrates d. Mineralas Supplements 57.99 S. 23.33 S. 89.91 S. 77.90 S. 77.72 S. 66.98 S. 73.77 S. 71.27			· ·	· ·	·	* -		
d. Minerals & Supplements \$7.98 \$2.33 \$8.91 \$6.95 \$4.13 \$7.22 8.38 Part	<u> </u>					· ·		
e. Pasture								
Total Feed Costs (\$/cwt.) Total Hird Labor Total Hird Labor S28.21 S34.58 S29.46 S29.46 S29.46 S29.46 S29.48 S20.47 S20.57 S27.96 -0.9% Total Labor Costs (\$/cwt.) Less: Calf. Income (\$/cow/month) S12.00 S5.35 S5.29 S5.29 S5.20 S5.30 S5.29 S5.30 S5.20 S5.30 S5.20 S5.30 S5.20 S5.30 S5.20 S5.30 S5.20 S5.30 S5.20 S5.30 S5.30 S5.20 S5.30 S5.20 S5.30		· ·						
Total Feed Costs (Krewt.) Total Feed Costs (Krewt.) 59.8% 59.8								
Total Freed Costs (% of total Cost)								
Total Hired Labor \$28.21 \$34.56 \$29.48 \$26.70 \$27.92 \$27.96 0.9%	Total Feed Costs (\$/cwt.)	· ·						
Total Hirred Labor Costs (\$fowt.) 15.77 15.29 15.89 15.66 15.48 15.59 15.167 10.4% 15.89 15.98 1	Total Feed Costs (% of total Cost)	59.6%	58.4%	57.3%	58.4%	55.9%	57.9%	
Total Labor Costs (%of total cost) 9.5% 12.6% 11.0% 9.8% 11.2% 10.4%	Total Hired Labor	\$28.21	\$34.58	\$29.48	\$26.70	\$27.92	\$27.96	-0.9%
Total Labor Costs (%of total cost) 9.5% 12.6% 11.0% 9.8% 11.2% 10.4%	Total Hired Labor Costs (\$/cwt.)	\$1.57	\$2.39	\$1.66	\$1.48	\$1.59	\$1.57	0.4%
Less: Calf. Income (\$/cow/month)	Total Labor Costs (%of total cost)	9.5%			9.8%	11.2%	10.4%	1
Less: Calf. Income (\$/cow/month)	Herd Replacement	\$41.48	\$29.87	\$30.62	\$33.34	\$33.18	\$32.31	-22.1%
Total Replacement								
Total Replacement Costs (\$/cwt.) \$1.64 \$1.69 \$1.43 \$1.53 \$1.58 \$1.50 \$-8.4% Collaboration Costs (\$/cof total cost) \$9.9% \$8.9% \$9.4% \$10.1% \$11.1% \$9.9% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$9.9% \$1.01.1% \$1.01.1% \$9.9% \$1.01.1% \$1.01.1% \$9.9% \$1.01.1%	` ′							
Total Replacement Costs (%of total cost) 9.9% 8.9% 9.4% 10.1% 11.1% 9.9%								
Operating Costs		· ·					*	
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% c. Repairs & Maintenance \$6.84 \$6.10 \$6.37 \$1.69 \$2.39 \$1.73 \$2.08 \$-3.7% c. Repairs & Maintenance \$2.16 \$1.75 \$1.69 \$2.39 \$1.73 \$2.08 \$-3.7% c. Maintenance \$3.68 \$1.15 \$1.69 \$2.39 \$1.73 \$2.08 \$1.3% c. Maintenance \$3.68 \$1.15 \$1.69 \$2.39 \$1.73 \$2.08 \$1.3% c. Maintenance \$3.68 \$1.15 \$1.69 \$2.39 \$1.73 \$2.08 \$1.3% c. Maintenance \$3.68 \$1.15 \$1.69 \$2.39 \$1.73 \$2.08 \$1.3% c. Maintenance \$3.68 \$1.15 \$1.69 \$2.39 \$1.73 \$2.08 \$1.3% c. Maintenance \$3.68 \$2.95 \$2.37 \$2.34 \$2.03 \$2.34 \$3.09 \$1.3% c. Maintenance \$3.68 \$2.95 \$2.37 \$2.34 \$2.03 \$2.34 \$3.09 \$1.10		3.370	0.570	3.470	10.170	11.170	3.570	
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 9.66% C. 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 -1.99% f. Miscellaneous \$2.16 \$1.75 \$1.69 \$2.39 \$1.73 \$2.08 \$-7.39 g. Bedding & Manure Haul \$1.46 \$2.70 \$1.20 \$1.21 \$2.69 \$1.36 \$-9.9% h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$2.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$3.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$3.37 \$2.34 \$2.03 \$2.24 \$3.99 h. Fuel & Oil \$3.65 \$2.95 \$3.37 \$3.37 \$3.38 \$4.48 \$4.00 \$12.9% k. Depreciation \$6.02 \$4.88 \$6.47 \$6.41 \$2.67 \$6.10 \$4.40 h. Toxas & Insurance \$1.76 \$1.74 \$1.95 \$1.80 \$1.76 \$1.85 \$4.7% h. Total Operating Costs (\$/cwt.) \$2.92 \$3.21 \$2.85 \$2.79 \$2.50 \$43.90 \$49.79 \$-5.4% h. Total Operating Costs (\$/cwt.) \$2.92 \$3.21 \$2.85 \$2.79 \$2.50 \$43.90 \$49.79 \$-5.4% h. Hauking Costs \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.84 \$3.85 \$3.8		0E 04	ф 7 го	6 E E0	¢4.00	¢4.04	ФE 04	2.00/
c. Veterinary & Medicine \$6.96 \$4.43 \$6.98 \$6.09 \$5.55 \$6.29 9.6% d. Outside Services \$3.89 \$2.40 \$3.84 \$3.68 \$3.44 \$3.69 5.3% d. Outside Services \$8.84 \$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 \$14.6 \$2.70 \$1.20 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$9.10 \$1.21 \$2.69 \$1.36 \$9.136 \$1.5								
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% e. Repairs & Maintenance \$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% e. Repairs & Maintenance \$1.46 \$2.70 \$1.20 \$1.21 \$2.69 \$1.36 \$-6.9% e. Repairs & Maintenance \$1.46 \$2.70 \$1.20 \$1.21 \$2.69 \$1.36 \$-6.9% e. Repairs & Maintenance \$1.45 \$0.62 \$1.02 \$1.93 \$1.56 \$1.56 \$7.6% \$1.85 \$1.45 \$0.62 \$1.02 \$1.93 \$1.56 \$1.56 \$7.6% \$1.85 \$1.56 \$1.56 \$7.6% \$1.45 \$0.62 \$1.02 \$1.93 \$1.56 \$1.56 \$7.6% \$1.85 \$1.56 \$1.56 \$7.6% \$1.56 \$1.								
e. Repairs & Maintenance \$8.84 \$6.10 \$5.37 \$5.65 \$5.44 \$5.89 1.3.9% 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 -3.59% 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 Total Operating Costs \$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% Total Milk Marketing Costs \$2.37 \$2.35 \$2.39 \$2.38 \$2.40 \$2.39 \$2.81 \$6.42		· ·						
f. Miscellaneous \$2.16 \$1.75 \$1.89 \$2.30 \$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 \$2.97 \$2.24 \$2.03 \$2.34 3.59% i. Interest Expense \$14.45 \$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 \$5.0.2 \$4.88 \$5.647 \$6.41 \$2.67 \$6.10 \$1.4% \$1.55 \$1.80 \$1.76 \$1.85 \$4.7% \$1.00 \$1.0								
g. Bedding & Manure Haul h. Fuel & Oil Fuel & Oil Sa.65 Sa.95 Sa.97 Sa.97 Sa.93 Sa.93 Sa.95 Sa.97 Sa.93 Sa.93 Sa.93 Sa.95 Sa.97 Sa.93 Sa.93 Sa.93 Sa.93 Sa.93 Sa.93 Sa.93 Sa.93 Sa.93 Sa.94 Sa.95 Sa.95 Sa.97 Sa.93 Sa.93 Sa.93 Sa.93 Sa.93 Sa.94 Sa.95 Sa.97 Sa.93 Sa.94 Sa.95 Sa.97 Sa.98 Sa.97 Sa.98 Sa.97 Sa.98 Sa.97 Sa.98 Sa.97 Sa.98 Sa.97 Sa.98 Sa.98 Sa.97 Sa.98 Sa.98 Sa.98 Sa.99 Sa.98 Sa.99 Sa.98 Sa.99 Sa.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 \$1.4% Total Operating Costs (S/cwt.) \$2.21 \$46.48 \$50.73 \$50.20 \$43.90 \$49.79 5-5.4% Total Operating Costs (%of total costs) 17.7% 16.9% 18.9% 18.4% 17.6% 18.5% Milk Marketing Costs \$2.23 \$2.21 \$2.85 \$2.79 \$2.50 \$2.80 -4.1% Milk Marketing Costs (%of total costs) \$6.48 \$5.80 \$5.85 \$5.81 \$7.36 \$5.95 -8.3% b. State Assessments & Misc. Ded. \$0.96		· ·						
i. Interest Expense \$1.45 \$0.62 \$1.02 \$1.93 \$1.56 \$1.56 7.6% j. R E Lease Expense \$3.54 \$1.55 \$3.47 \$4.38 \$4.48 \$4.00 12.9%		· ·						
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 \$1.80 \$1.76 \$1.74 \$1.95 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.76 \$1.75 \$1.80 \$1.75		· ·			· ·			
K. Depreciation	· ·	· ·						
I. Taxes & Insurance	· ·	· ·			· ·			
Total Operating Costs \$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% Total Operating Costs (wof total costs) 17.7% 16.9% 18.9% 18.4% 17.6% 18.5% Milk Marketing Costs								
Total Operating Costs (\$/cwt.) \$2.92 \$3.21 \$2.85 \$2.79 \$2.50 \$2.80 -4.1%								
Total Operating Costs (%of total costs) 17.7% 16.9% 18.9% 18.4% 17.6% 18.5%		\$52.61	\$46.48	\$50.73	\$50.20	\$43.90	\$49.79	-5.4%
Milk Marketing Costs	Total Operating Costs (\$/cwt.)	· ·	\$3.21	\$2.85	\$2.79	\$2.50		
a. Hauling b. State Assessments c. Federal Assessments & Misc. Ded. \$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% Total Milk Marketing Costs \$9.81 \ \$8.82 \ \$9.16 \ \$9.18 \ \$10.69 \ \$9.28 \ -5.4% Total Milk Marketing Costs (\$/cwt.) Total Milk Marketing Costs (\$/cwt.) Total Milk Marketing Costs (% of total costs) 3.3% \ 3.2% \ 3.4% \ 3.4% \ 4.3% \ 3.4% Total Cost (\$/Cow/Month) \$297.03 \ \$274.85 \ \$268.76 \ \$273.07 \ \$249.66 \ \$269.81 \ -9.2% Total Cost (\$/cwt) Return on Investment and Management a. Allowance: Return on Investment (\$/cwt.) b. Allowance: Return on Management (\$/cwt.) \$1.33 \ \$1.50 \ \$1.24 \ \$1.25 \ \$0.99 \ \$1.24 \ -6.8% B. Allowance: Return on Management (\$/cwt.) \$18.48 \ \$20.97 \ \$16.82 \ \$16.89 \ \$15.67 \ \$16.86 \ -8.8% Milk Production Data a. Milk Sold/Total Cow/Month/ (cwt.) \$1.8.02 \ 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% g. SNF Test % \ 8.83% \ 8.87% \ 8.92% \ 8.83% \ 8.75% \ 8.86% Related Data 1. 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 \ \$2,130 \ \$2,827 \ -3.5%	Total Operating Costs (%of total costs)	17.7%	16.9%	18.9%	18.4%	17.6%	18.5%	
b. State Assessments	Milk Marketing Costs							
c. Federal Assessments & Misc. Ded. \$0.96 \$0.67 \$0.92 \$0.98 \$0.93 \$0.95 -1.6% Total Milk Marketing Costs \$9.81 \$8.82 \$9.16 \$9.18 \$10.69 \$9.28 -5.4% Total Milk Marketing Costs (\$/cwt.) \$0.54 \$0.61 \$0.52 \$0.51 \$0.61 \$0.52 -4.2% Total Milk Marketing Costs (% of total costs) 3.3% 3.2% 3.4% 3.4% 4.3% 3.4% Total Cost (\$/Cow/Month) \$297.03 \$274.85 \$268.76 \$273.07 \$249.66 \$269.81 -9.2% Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management \$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% Total Costs and Allowances (\$/cwt) \$18.02 \$14.48 \$17.77 \$1.99 \$1.57 \$17.79	a. Hauling	\$6.48	\$5.80	\$5.85	\$5.81	\$7.36	\$5.95	-8.3%
Total Milk Marketing Costs \$9.81 \$8.82 \$9.16 \$9.18 \$10.69 \$9.28 -5.4% Total Milk Marketing Costs (\$/cwt.) \$0.54 \$0.61 \$0.52 \$0.51 \$0.61 \$0.52 -4.2% Total Milk Marketing Costs (% of total costs) 3.3% 3.2% 3.4% 3.4% 4.3% 3.4% Total Cost (\$/Cow/Month) \$297.03 \$274.85 \$268.76 \$273.07 \$249.66 \$269.81 -9.2% Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management 3.1 \$1.33 \$1.50 \$1.24 \$1.25 \$0.99 \$1.24 -6.8% D. Allowance: Return on Investment (\$/cwt.) \$0.67 \$0.49 \$0.46 \$0.46 \$0.47 \$0.46 -31.3% Total Costs and Allowances (\$/cwt) \$18.48 \$20.97 \$16.82 \$16.89 \$15.67 \$16.86 -8.8% Milk Production Data	b. State Assessments	\$2.37	\$2.35	\$2.39	\$2.38	\$2.40	\$2.39	0.8%
Total Milk Marketing Costs (\$/cwt.) \$0.54 \$0.61 \$0.52 \$0.61 \$0.52 -4.2% Total Milk Marketing Costs (% of total costs) 3.3% 3.2% 3.4% 3.4% 4.3% 3.4% Total Cost (\$/Cow/Month) \$297.03 \$274.85 \$268.76 \$273.07 \$249.66 \$269.81 -9.2% Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management **	c. Federal Assessments & Misc. Ded.	\$0.96	\$0.67	\$0.92	\$0.98	\$0.93	\$0.95	-1.6%
Total Milk Marketing Costs (\$/cwt.) \$0.54 \$0.61 \$0.52 \$0.61 \$0.52 -4.2% Total Milk Marketing Costs (% of total costs) 3.3% 3.2% 3.4% 3.4% 4.3% 3.4% Total Cost (\$/Cow/Month) \$297.03 \$274.85 \$268.76 \$273.07 \$249.66 \$269.81 -9.2% Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management **	Total Milk Marketing Costs	\$9.81	\$8.82	\$9.16	\$9.18	\$10.69	\$9.28	-5.4%
Total Milk Marketing Costs (% of total costs) 3.3% 3.2% 3.4% 3.4% 4.3% 3.4% 3.4% Total Cost (\$/Cow/Month) \$297.03 \$274.85 \$268.76 \$273.07 \$249.66 \$269.81 -9.2% Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management								
Total Cost (\$/Cow/Month) \$297.03 \$274.85 \$268.76 \$273.07 \$249.66 \$269.81 -9.2% Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management 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% Total Costs and Allowances (\$/cwt) \$18.48 \$20.97 \$16.82 \$16.89 \$15.67 \$16.86 -8.8% Milk Production Data 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% g. SNF Test % 8.83% 8.87% 8.92% 8.83% 8.75% 8.86% Related Data 1. Total Cows 1,239 300 1,054								
Total Cost (\$/cwt) \$16.48 \$18.98 \$15.12 \$15.18 \$14.21 \$15.16 -8.0% Return on Investment and Management 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% Total Costs and Allowances (\$/cwt) \$18.48 \$20.97 \$16.82 \$16.89 \$15.67 \$16.86 -8.8% Milk Production Data 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% Related Data 1. Total Cows 1,239 300 1,054 1,737 1,199 1								
Return on Investment and Management 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% Total Costs and Allowances (\$/cwt) \$18.48 \$20.97 \$16.82 \$16.89 \$15.67 \$16.86 -8.8% Milk Production Data	· · · · · · · · · · · · · · · · · · ·							
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% Total Costs and Allowances (\$/cwt) \$18.48 \$20.97 \$16.82 \$16.89 \$15.67 \$16.86 -8.8% Milk Production Data		\$10.40	ψ10.90	φ13.12	φ15.10	φ14.21	φ15.10	-0.076
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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% Related Data 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%		\$18.48	\$20.97	\$16.82	\$16.89	\$15.67	\$16.86	-8.8%
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g. SNF Test % 8.83% 8.87% 8.92% 8.83% 8.75% 8.86% Related Data I. 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%								
Related Data 1, 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%								
I. 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%		8.83%	8.87%	8.92%	8.83%	8.75%	8.86%	<u> </u>
m. Average Total Investment per Cow \$2,931 \$2,704 \$2,876 \$2,900 \$2,130 \$2,827 -3.5%								1
Milk Volume Percentages 100.00% 2.58% 34.34% 55.27% 7.81% 100.00%		\$2,931	\$2,704	\$2,876	\$2,900	\$2,130		
	Milk Volume Percentages	100.00%	2.58%	34.34%	55.27%	7.81%	100.00%	