

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Fourth Quarter 2009	4th Quarter 2008 Average	North Coast	North Valley	South Valley	Southern California	4th Quarter 2009 Average /1	Percent Change
2009	157	14	66	58	7	145	
Feed Costs							
a. Dry Roughage	\$52.63	\$45.30	\$30.50	\$32.87	\$47.43	\$33.47	-36.4%
b. Wet Feed & Wet Roughage	\$36.97	\$9.34	\$26.72	\$25.55	\$15.92	\$24.82	-32.9%
c. Concentrates	\$84.03	\$65.62	\$72.04	\$73.83	\$60.59	\$72.01	-14.3%
d. Minerals & Supplements	\$8.59	\$2.29	\$8.64	\$6.90	\$1.72	\$7.00	-18.5%
e. Pasture	\$1.85	\$18.03	\$0.89	\$0.00	\$0.00	\$0.76	-59.1%
Total Feed Costs	\$184.07	\$140.59	\$138.80	\$139.16	\$125.67	\$138.05	-25.0%
Total Feed Costs (\$/cwt.)	\$10.43	\$10.11	\$7.91	\$7.98	\$7.42	\$7.97	-23.6%
Total Feed Costs (% of total Cost)	60.2%	55.4%	56.1%	57.4%	55.1%	56.7%	
Total Hired Labor	\$28.76	\$33.76	\$29.89	\$26.64	\$27.47	\$28.00	-2.7%
Total Hired Labor Costs (\$/cwt.)	\$1.63	\$2.43	\$1.70	\$1.53	\$1.62	\$1.62	-0.8%
Total Labor Costs (%of total cost)	9.4%	13.3%	12.1%	11.0%	12.0%	11.5%	
Herd Replacement	\$40.39	\$27.40	\$25.48	\$26.66	\$27.19	\$26.31	-34.9%
Less: Calf Income (\$/Cow/Month)	\$10.22	\$5.72	\$7.18	\$8.25	\$7.18	\$7.74	-24.3%
Total Herd Replacement	\$30.17	\$21.68	\$18.30	\$18.41	\$20.01	\$18.57	-38.4%
Total Replacement Costs (\$/cwt.)	\$1.71	\$1.56	\$1.04	\$1.06	\$1.18	\$1.07	-37.3%
Total Replacement Costs (%of total cost)	13.2%	10.8%	10.3%	11.0%	11.9%	10.8%	
Operating Costs							
a. Utilities	\$5.34	\$8.50	\$5.41	\$4.76	\$4.32	\$5.04	-5.6%
b. Supplies	\$9.88	\$10.38	\$9.19	\$9.21	\$7.99	\$9.14	-7.5%
c. Veterinary & Medicine	\$7.11	\$4.18	\$7.09	\$5.78	\$5.78	\$6.19	-12.9%
d. Outside Services	\$4.11	\$2.65	\$3.83	\$3.73	\$3.42	\$3.72	-9.7%
e. Repairs & Maintenance	\$6.68	\$6.27	\$6.22	\$5.10	\$6.22	\$5.60	-16.2%
f. Miscellaneous	\$2.61	\$2.13	\$1.82	\$2.56	\$2.02	\$2.26	-13.4%
g. Bedding & Manure Haul	\$1.76	\$3.66	\$1.37	\$1.07	\$2.80	\$1.36	-22.4%
h. Fuel & Oil	\$2.76	\$3.00	\$2.83	\$2.63	\$2.23	\$2.68	-2.9%
i. Interest Expense	\$1.49	\$0.65	\$1.44	\$2.21	\$1.49	\$1.85	24.1%
j. R E Lease Expense	\$3.50	\$0.87	\$3.52	\$4.38	\$4.07	\$3.97	13.6%
k. Depreciation	\$6.23	\$5.07	\$6.50	\$6.33	\$2.56	\$6.08	-2.4%
l. Taxes & Insurance	\$1.73	\$1.67	\$1.93	\$1.74	\$1.69	\$1.80	4.5%
Total Operating Costs	\$53.19	\$49.03	\$51.15	\$49.51	\$44.59	\$49.69	-6.6%
Total Operating Costs (\$/cwt.)	\$3.01	\$3.53	\$2.92	\$2.84	\$2.63	\$2.87	-4.9%
Total Operating Costs (%of total costs)	17.4%	19.3%	20.7%	20.4%	19.6%	20.4%	
Milk Marketing Costs							
a. Hauling	\$6.36	\$5.58	\$5.79	\$5.62	\$7.09	\$5.79	-9.0%
b. State Assessments	\$2.37	\$2.31	\$2.37	\$2.31	\$2.32	\$2.33	-1.4%
c. Federal Assessments & Misc. Ded.	\$0.92	\$0.63	\$0.91	\$0.97	\$0.88	\$0.93	1.7%
Total Milk Marketing Costs	\$9.64	\$8.51	\$9.07	\$8.90	\$10.28	\$9.05	-6.1%
Total Milk Marketing Costs (\$/cwt.)	\$0.55	\$0.61	\$0.52	\$0.51	\$0.61	\$0.52	-4.4%
Total Milk Marketing Costs (% of total costs)	3.2%	3.4%	3.7%	3.7%	4.5%	3.7%	
Total Cost (\$/Cow/Month)	\$305.84	\$253.57	\$247.20	\$242.62	\$228.02	\$243.37	-20.4%
Total Cost (\$/cwt)	\$17.33	\$18.23	\$14.09	\$13.91	\$13.46	\$14.05	-18.9%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.65	\$1.28	\$1.02	\$1.02	\$0.84	\$1.01	-38.6%
b. Allowance: Return on Management (\$/cwt.)	\$0.60	\$0.60	\$0.57	\$0.57	\$0.59	\$0.57	-4.6%
Total Costs and Allowances (\$/cwt)	\$19.58	\$20.11	\$15.68	\$15.50	\$14.89	\$15.63	-20.2%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.64	13.91	17.54	17.45	16.94	17.35	-1.6%
b. Lbs Milk Sold/milk cow/day	67.04	52.56	66.77	66.68	64.25	66.17	-1.3%
Related Data							
l. Avg Number of Cows per Herd	1,256	291	1,066	1,750	1,194	1,436	14.3%
m. Average Total Investment per Cow	\$2,948	\$2,651	\$2,764	\$2,777	\$2,089	\$2,718	-7.8%
Milk Volume Percentages	100.00%	2.50%	34.47%	55.49%	7.54%	100.00%	

1/ Weighted average computed based on Fourth quarter of 2009 milk volume percentages.