

California Production Cost Summary, 2010

All costs: per cow per month, unless noted 2010	2009 Average	North Coast	North Valley	South Valley	Southern California	2010 Average	Percent Change
Number of Herds	145	14	66	59	8	147	
Feed Costs							
a. Dry Roughage	\$40.89	\$51.32	\$29.12	\$33.47	\$45.01	\$33.27	-18.6%
b. Wet Feed & Wet Roughage	\$31.36	\$6.17	\$29.55	\$26.40	\$20.62	\$26.56	-15.3%
c. Concentrates	\$75.37	\$61.71	\$74.30	\$76.52	\$62.00	\$74.33	-1.4%
d. Minerals & Supplements	\$7.28	\$1.77	\$8.99	\$7.41	\$3.95	\$7.56	3.8%
e. Pasture	\$1.21	\$18.25	\$1.07	\$0.00	\$0.00	\$0.80	-34.1%
Total Feed Costs	\$156.11	\$139.22	\$143.04	\$143.80	\$131.58	\$142.52	-8.7%
Total Feed Costs (\$/cwt.)	\$8.77	\$10.21	\$7.80	\$7.85	\$7.38	\$7.84	-10.6%
Total Feed Costs (% of total Cost)	57.9%	57.3%	56.3%	57.8%	57.3%	57.3%	
Total Hired Labor	\$27.96	\$33.67	\$29.85	\$26.24	\$28.48	\$27.81	-0.5%
Total Hired Labor Costs (\$/cwt.)	\$1.57	\$2.47	\$1.63	\$1.43	\$1.60	\$1.53	-2.6%
Total Labor Costs (%of total cost)	10.4%	13.9%	11.8%	10.6%	12.4%	11.2%	
Herd Replacement	\$32.31	\$22.17	\$24.12	\$25.04	\$20.88	\$24.35	-24.6%
Less: Calf. Income (\$/cow/month)	\$5.64	\$7.60	\$6.17	\$6.87	\$6.25	\$6.60	17.1%
Total Herd Replacement	\$26.67	\$14.57	\$17.95	\$18.17	\$14.63	\$17.75	-33.5%
Total Replacement Costs (\$/cwt.)	\$1.50	\$1.07	\$0.98	\$0.99	\$0.82	\$0.98	-34.9%
Total Replacement Costs (%of total cost)	9.9%	6.0%	7.1%	7.3%	6.4%	7.1%	
Operating Costs							
a. Utilities	\$5.21	\$7.80	\$5.48	\$5.03	\$5.21	\$5.26	1.0%
b. Supplies	\$9.43	\$10.37	\$9.99	\$8.91	\$7.62	\$9.22	-2.2%
c. Veterinary & Medicine	\$6.29	\$4.20	\$7.44	\$6.56	\$5.31	\$6.71	6.6%
d. Outside Services	\$3.69	\$2.16	\$4.08	\$3.67	\$3.52	\$3.76	2.0%
e. Repairs & Maintenance	\$5.89	\$5.30	\$6.94	\$5.90	\$4.55	\$6.14	4.3%
f. Miscellaneous	\$2.08	\$1.84	\$1.76	\$2.59	\$1.39	\$2.20	5.8%
g. Bedding & Manure Haul	\$1.36	\$3.16	\$1.12	\$1.11	\$2.10	\$1.24	-9.2%
h. Fuel & Oil	\$2.34	\$3.83	\$2.94	\$2.89	\$2.10	\$2.87	22.6%
i. Interest Expense	\$1.56	\$0.87	\$1.32	\$2.07	\$1.61	\$1.75	12.6%
j. R E Lease Expense	\$4.00	\$0.92	\$4.66	\$4.37	\$5.09	\$4.44	11.0%
k. Depreciation	\$6.10	\$4.82	\$6.05	\$6.34	\$3.75	\$6.01	-1.4%
l. Taxes & Insurance	\$1.85	\$1.64	\$2.01	\$1.83	\$1.78	\$1.89	2.1%
Total Operating Costs	\$49.79	\$46.91	\$53.80	\$51.28	\$44.04	\$51.49	3.4%
Total Operating Costs (\$/cwt.)	\$2.80	\$3.44	\$2.94	\$2.80	\$2.47	\$2.83	1.2%
Total Operating Costs (%of total costs)	18.5%	19.3%	21.2%	20.6%	19.2%	20.7%	
Milk Marketing Costs							
a. Hauling	\$5.95	\$5.66	\$6.05	\$5.86	\$7.78	\$6.06	2.0%
b. State Assessments	\$2.39	\$2.18	\$2.36	\$2.31	\$2.32	\$2.32	-2.6%
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.63	\$0.94	\$0.96	\$0.95	\$0.95	0.0%
Total Milk Marketing Costs	\$9.28	\$8.47	\$9.35	\$9.13	\$11.05	\$9.33	0.6%
Total Milk Marketing Costs (\$/cwt.)	\$0.52	\$0.62	\$0.51	\$0.50	\$0.62	\$0.51	-1.5%
Total Milk Marketing Costs (% of total costs)	3.4%	3.5%	3.7%	3.7%	4.8%	3.7%	
Total Cost (\$/Cow/Month)	\$269.81	\$242.85	\$253.98	\$248.61	\$229.78	\$248.90	-7.7%
Total Cost (\$/cwt)	\$15.16	\$17.80	\$13.86	\$13.57	\$12.88	\$13.70	-9.7%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.24	\$1.17	\$0.87	\$0.91	\$1.00	\$0.90	-27.4%
b. Allowance: Return on Management (\$/cwt.)	\$0.46	\$0.63	\$0.59	\$0.59	\$0.60	\$0.59	28.3%
Total Costs and Allowances (\$/cwt)	\$16.86	\$19.60	\$15.32	\$15.07	\$14.48	\$15.19	-10.0%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.79	13.64	18.33	18.32	17.84	18.17	2.1%
b. Lbs Milk Sold/milk cow/day	67.83	52.70	69.79	69.74	67.43	69.17	2.0%
f. Fat Test %	3.72%	3.86%	3.83%	3.66%	3.48%	3.71%	
g. SNF Test %	8.86%	8.88%	8.93%	8.86%	8.79%	8.88%	
Related Data							
l. Total Cows	1,261	290	1,072	1,754	1,403	1,289	2.2%
m. Average Total Investment per Cow	\$2,827	\$2,506	\$2,572	\$2,719	\$2,993	\$2,684	-5.0%
Milk Volume Percentages	100.00%	2.39%	34.06%	56.11%	7.44%	100.00%	