## Statewide Cost Comparison Summary

All costs Per Cow/Per Month

| Production Cost Comparison Second Quarter 2010 | $\begin{array}{\|c} \hline \text { 2nd Quarter } \\ 2009 \\ \text { Average /1 } \end{array}$ | North Coast | North Valley | South Valley | Southern California | 2nd Quarter 2010 Average /1 | Percent Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | 150 | 14 | 66 | 58 | 7 | 145 |  |
| Feed Costs <br> a. Dry Roughage <br> b. Wet Feed \& Wet Roughage <br> c. Concentrates <br> d. Minerals \& Supplements <br> e. Pasture | $\begin{array}{r} \$ 44.12 \\ \$ 34.58 \\ \$ 79.73 \\ \$ 7.32 \\ \$ 2.01 \end{array}$ | $\begin{array}{r} \$ 38.49 \\ \$ 4.12 \\ \$ 55.51 \\ \$ 1.72 \\ \$ 29.18 \\ \hline \end{array}$ | $\begin{array}{r} \$ 27.67 \\ \$ 28.63 \\ \$ 72.88 \\ \$ 8.96 \\ \$ 1.30 \\ \hline \end{array}$ | $\begin{array}{r} \$ 33.14 \\ \$ 25.42 \\ \$ 72.62 \\ \$ 7.45 \\ \$ 0.00 \\ \hline \end{array}$ | $\begin{array}{r} \$ 43.14 \\ \$ 19.61 \\ \$ 59.13 \\ \$ 4.40 \\ \$ 0.00 \\ \hline \end{array}$ | $\begin{array}{r} \$ 32.18 \\ \$ 25.55 \\ \$ 71.28 \\ \$ 7.59 \\ \$ 1.14 \end{array}$ | $\begin{array}{r} -27.1 \% \\ -26.1 \% \\ -10.6 \% \\ 3.8 \% \\ -43.6 \% \\ \hline \end{array}$ |
| Total Feed Costs Total Feed Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 167.77 \\ \$ 9.07 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 129.03 \\ \$ 9.21 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 139.44 \\ \$ 7.37 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 138.63 \\ \$ 7.31 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 126.28 \\ \$ 6.78 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 137.75 \\ \$ 7.34 \\ \hline \end{array}$ | $\begin{aligned} & \hline-17.9 \% \\ & -19.1 \% \\ & \hline \end{aligned}$ |
| Total Feed Costs (\% of total Cost) | 59.0\% | 55.7\% | 55.9\% | 57.1\% | 55.5\% | 56.5\% |  |
| Total Hired Labor Total Hired Labor Costs (\$/cwt.) | $\begin{array}{r} \hline \hline \$ 28.02 \\ \$ 1.52 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 34.23 \\ \$ 2.44 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 29.50 \\ \$ 1.56 \end{array}$ | $\begin{array}{r\|} \hline \hline \$ 26.80 \\ \$ 1.41 \\ \hline \end{array}$ | $\begin{array}{r} \hline \hline \$ 29.11 \\ \$ 1.56 \\ \hline \end{array}$ | $\begin{array}{r} \hline \hline \$ 28.06 \\ \$ 1.50 \end{array}$ | $\begin{gathered} \hline 0.2 \% \\ -1.3 \% \\ \hline \end{gathered}$ |
| Total Labor Costs (\%of total cost) | 9.9\% | 14.8\% | 11.8\% | 11.0\% | 12.8\% | 11.5\% |  |
| Herd Replacement <br> Less: Calf Income (\$/Cow/Month) | $\begin{array}{r} \hline \$ 35.27 \\ \$ 5.65 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 22.09 \\ \$ 9.27 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 24.44 \\ \$ 7.59 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 25.12 \\ \$ 8.03 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 23.33 \\ \$ 7.26 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 24.69 \\ \$ 7.85 \\ \hline \end{array}$ | $\begin{array}{r} \hline-30.0 \% \\ 39.1 \% \\ \hline \end{array}$ |
| Total Herd Replacement Total Replacement Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 29.62 \\ \$ 1.60 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 12.82 \\ \$ 0.92 \\ \hline \end{array}$ | $\begin{array}{r} \$ 16.85 \\ \$ 0.89 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 17.09 \\ \$ 0.90 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 16.07 \\ \$ 0.86 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 16.83 \\ \$ 0.90 \\ \hline \end{array}$ | $\begin{aligned} & \hline-43.2 \% \\ & -44.1 \% \\ & \hline \end{aligned}$ |
| Total Replacement Costs (\%of total cost) | 12.4\% | 5.5\% | 6.8\% | 7.0\% | 7.1\% | 6.9\% |  |
| Operating Costs |  |  |  |  |  |  |  |
| a. Utilities | \$4.98 | \$7.21 | \$5.17 | \$4.86 | \$5.64 | \$5.08 | 1.9\% |
| b. Supplies | \$9.41 | \$10.58 | \$9.97 | \$8.98 | \$7.52 | \$9.24 | -1.8\% |
| c. Veterinary \& Medicine | \$6.03 | \$3.98 | \$7.46 | \$6.38 | \$5.18 | \$6.59 | 9.4\% |
| d. Outside Services | \$3.72 | \$2.21 | \$4.05 | \$3.53 | \$3.89 | \$3.70 | -0.7\% |
| e. Repairs \& Maintenance | \$5.82 | \$5.67 | \$7.10 | \$6.24 | \$5.21 | \$6.44 | 10.7\% |
| f. Miscellaneous | \$2.10 | \$2.27 | \$1.67 | \$2.49 | \$1.74 | \$2.15 | 2.3\% |
| g. Bedding \& Manure Haul | \$1.24 | \$2.48 | \$1.12 | \$0.98 | \$2.26 | \$1.16 | -6.5\% |
| h. Fuel \& Oil | \$2.23 | \$3.87 | \$2.96 | \$2.86 | \$2.07 | \$2.86 | 28.3\% |
| i. Interest Expense | \$1.45 | \$1.04 | \$1.25 | \$2.08 | \$1.69 | \$1.74 | 20.3\% |
| j. R E Lease Expense | \$4.13 | \$1.21 | \$5.22 | \$4.62 | \$5.52 | \$4.81 | 16.3\% |
| k. Depreciation | \$6.19 | \$4.86 | \$5.97 | \$6.09 | \$2.18 | \$5.73 | -7.5\% |
| I. Taxes \& Insurance | \$1.92 | \$1.68 | \$2.08 | \$1.90 | \$1.86 | \$1.95 | 1.6\% |
| Total Operating Costs Total Operating Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 49.24 \\ \$ 2.66 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 47.06 \\ \$ 3.36 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 54.02 \\ \$ 2.85 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 51.01 \\ \$ 2.69 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 44.76 \\ \$ 2.40 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 51.46 \\ \$ 2.74 \\ \hline \end{array}$ | $\begin{aligned} & \hline 4.5 \% \\ & 2.9 \% \end{aligned}$ |
| Total Operating Costs (\%of total costs) | 17.3\% | 20.3\% | 21.7\% | 21.0\% | 19.7\% | 21.1\% |  |
| Milk Marketing Costs <br> a. Hauling <br> b. State Assessments <br> c. Federal Assessments \& Misc. Ded. | $\begin{aligned} & \$ 6.11 \\ & \$ 2.48 \\ & \$ 0.97 \end{aligned}$ | $\begin{aligned} & \$ 5.80 \\ & \$ 2.18 \\ & \$ 0.65 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 6.13 \\ & \$ 2.40 \\ & \$ 0.98 \end{aligned}$ | $\begin{aligned} & \$ 6.03 \\ & \$ 2.35 \\ & \$ 0.98 \end{aligned}$ | $\begin{aligned} & \$ 7.84 \\ & \$ 2.41 \\ & \$ 0.99 \end{aligned}$ | $\begin{aligned} & \$ 6.20 \\ & \$ 2.37 \\ & \$ 0.98 \end{aligned}$ | $\begin{array}{r} 1.3 \% \\ -4.5 \% \\ 0.3 \% \end{array}$ |
| Total Milk Marketing Costs Total Milk Marketing Costs (\$/cwt.) | $\begin{aligned} & \hline \$ 9.57 \\ & \$ 0.52 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 8.63 \\ & \$ 0.62 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 9.51 \\ & \$ 0.50 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 9.36 \\ & \$ 0.49 \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline \$ 11.24 \\ \$ 0.60 \\ \hline \end{array}$ | $\begin{aligned} & \$ 9.54 \\ & \$ 0.51 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline-0.3 \% \\ & -1.8 \% \\ & \hline \end{aligned}$ |
| Total Milk Marketing Costs (\% of total costs) | 3.4\% | 3.7\% | 3.8\% | 3.9\% | 4.9\% | 3.9\% |  |
| Total Cost (\$/Cow/Month) | \$284.21 | \$231.77 | \$249.32 | \$242.90 | \$227.46 | \$243.64 | -14.3\% |
| Total Cost (\$/cwt) | \$15.37 | \$16.54 | \$13.17 | \$12.81 | \$12.20 | \$12.98 | -15.6\% |
| Return on Investment and Management <br> a. Allowance: Return on Investment (\$/cwt.) <br> b. Allowance: Return on Management (\$/cwt.) | \$1.34 $\$ 0.42$ | \$1.18 $\$ 0.58$ | $\$ 0.87$ $\$ 0.55$ | $\$ 0.90$ $\$ 0.54$ | $\$ 0.99$ $\$ 0.56$ | $\$ 0.90$ $\$ 0.55$ | $\begin{array}{r} -32.4 \% \\ 31.3 \% \\ \hline \end{array}$ |
| Total Costs and Allowances (\$/cwt) | \$17.12 | \$18.30 | \$14.59 | \$14.25 | \$13.75 | \$14.43 | -15.7\% |
| Milk Production Data <br> a. Milk Sold/Total Cow/Month/ (cwt.) <br> b. Lbs Milk Sold/milk cow/day | $\begin{aligned} & 18.51 \\ & 70.22 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 14.01 \\ & 54.27 \\ & \hline \hline \end{aligned}$ | 18.93 <br> 71.42 | $\begin{aligned} & 18.96 \\ & 71.83 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 18.64 \\ & 69.17 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 18.81 \\ & 71.07 \end{aligned}$ | $1.6 \%$ <br> $1.2 \%$ |
| Related Data <br> I. Avg Number of Cows per Herd m. Average Total Investment per Cow | $\begin{array}{r} 1,250 \\ \$ 2,881 \\ \hline \end{array}$ | $\begin{array}{r}291 \\ \$ 2,510 \\ \hline\end{array}$ | $\begin{array}{r} 1,063 \\ \$ 2,568 \\ \hline \end{array}$ | $\begin{array}{r} 1,722 \\ \$ 2,720 \\ \hline \end{array}$ | $\begin{array}{r} 1,178 \\ \$ 1,980 \\ \hline \end{array}$ | $\begin{array}{r} 1,425 \\ \$ 2,608 \\ \hline \end{array}$ | $\begin{gathered} 14.0 \% \\ -9.5 \% \\ \hline \end{gathered}$ |
| Milk Volume Percentages | 100.00\% | 2.39\% | 33.65\% | 56.44\% | 7.52\% | 100.00\% |  |

