

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Fourth Quarter 2010	4th Quarter 2009 Average /1	North Coast	North Valley	South Valley	Southern California	4th Quarter 2010 Average /1	Percent Change
2010	145	14	66	59	9	148	
Feed Costs							
a. Dry Roughage	\$33.47	\$65.48	\$30.22	\$35.26	\$50.28	\$35.35	5.6%
b. Wet Feed & Wet Roughage	\$24.82	\$5.83	\$32.43	\$29.48	\$17.29	\$29.04	17.0%
c. Concentrates	\$72.01	\$69.70	\$79.87	\$85.11	\$71.50	\$81.93	13.8%
d. Minerals & Supplements	\$7.00	\$1.76	\$9.48	\$7.42	\$3.40	\$7.70	10.0%
e. Pasture	\$0.76	\$12.41	\$0.68	\$0.00	\$0.00	\$0.53	-30.4%
Total Feed Costs	\$138.05	\$155.18	\$152.68	\$157.27	\$142.46	\$154.54	11.9%
Total Feed Costs (\$/cwt.)	\$7.97	\$11.39	\$8.50	\$8.76	\$8.26	\$8.70	9.2%
Total Feed Costs (% of total Cost)	56.7%	59.5%	57.3%	59.5%	58.7%	58.7%	
Total Hired Labor	\$28.00	\$34.58	\$30.90	\$26.86	\$28.07	\$28.53	1.9%
Total Hired Labor Costs (\$/cwt.)	\$1.62	\$2.54	\$1.72	\$1.50	\$1.63	\$1.61	-0.6%
Total Labor Costs (%of total cost)	11.5%	13.3%	11.6%	10.2%	11.6%	10.8%	
Herd Replacement	\$26.31	\$19.85	\$23.36	\$24.68	\$20.60	\$23.81	-9.5%
Less: Calf Income (\$/Cow/Month)	\$7.74	\$4.41	\$5.38	\$6.04	\$4.45	\$5.66	-26.9%
Total Herd Replacement	\$18.57	\$15.44	\$17.98	\$18.63	\$16.15	\$18.15	-2.3%
Total Replacement Costs (\$/cwt.)	\$1.07	\$1.13	\$1.00	\$1.04	\$0.94	\$1.02	-5.0%
Total Replacement Costs (%of total cost)	7.6%	5.9%	6.8%	7.1%	6.7%	6.9%	
Operating Costs							
a. Utilities	\$5.04	\$8.43	\$5.69	\$4.95	\$4.89	\$5.28	4.7%
b. Supplies	\$9.14	\$10.49	\$10.24	\$8.66	\$8.59	\$9.24	1.1%
c. Veterinary & Medicine	\$6.19	\$4.30	\$7.83	\$7.10	\$4.98	\$7.13	15.1%
d. Outside Services	\$3.72	\$2.33	\$4.05	\$3.99	\$3.42	\$3.93	5.7%
e. Repairs & Maintenance	\$5.60	\$4.12	\$7.02	\$6.13	\$4.71	\$6.28	12.2%
f. Miscellaneous	\$2.26	\$1.57	\$1.96	\$2.95	\$1.63	\$2.48	9.8%
g. Bedding & Manure Haul	\$1.36	\$4.05	\$1.32	\$1.29	\$1.90	\$1.41	3.4%
h. Fuel & Oil	\$2.68	\$3.97	\$3.18	\$3.02	\$2.00	\$3.02	12.8%
i. Interest Expense	\$1.85	\$0.49	\$1.33	\$2.00	\$1.19	\$1.68	-9.4%
j. R E Lease Expense	\$3.97	\$0.97	\$4.64	\$4.27	\$6.86	\$4.51	13.7%
k. Depreciation	\$6.08	\$4.76	\$6.14	\$6.30	\$3.34	\$5.99	-1.4%
l. Taxes & Insurance	\$1.80	\$1.63	\$1.97	\$1.80	\$1.72	\$1.85	2.5%
Total Operating Costs	\$49.69	\$47.12	\$55.38	\$52.45	\$45.22	\$52.80	6.2%
Total Operating Costs (\$/cwt.)	\$2.87	\$3.46	\$3.08	\$2.92	\$2.62	\$2.97	3.5%
Total Operating Costs (%of total costs)	20.4%	18.1%	20.8%	19.9%	18.6%	20.0%	
Milk Marketing Costs							
a. Hauling	\$5.79	\$5.66	\$5.98	\$5.73	\$7.33	\$5.93	2.5%
b. State Assessments	\$2.33	\$2.28	\$2.43	\$2.37	\$2.35	\$2.39	2.3%
c. Federal Assessments & Misc. Ded.	\$0.93	\$0.63	\$0.91	\$0.92	\$0.93	\$0.91	-2.6%
Total Milk Marketing Costs	\$9.05	\$8.57	\$9.31	\$9.02	\$10.61	\$9.23	1.9%
Total Milk Marketing Costs (\$/cwt.)	\$0.52	\$0.63	\$0.52	\$0.50	\$0.62	\$0.52	-0.6%
Total Milk Marketing Costs (% of total costs)	3.7%	3.3%	3.5%	3.4%	4.4%	3.5%	
Total Cost (\$/Cow/Month)	\$243.37	\$260.90	\$266.25	\$264.24	\$242.50	\$263.25	8.2%
Total Cost (\$/cwt)	\$14.05	\$19.15	\$14.83	\$14.71	\$14.06	\$14.81	5.4%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.01	\$1.17	\$0.86	\$0.89	\$0.97	\$0.89	-12.1%
b. Allowance: Return on Management (\$/cwt.)	\$0.57	\$0.68	\$0.64	\$0.64	\$0.62	\$0.64	11.8%
Total Costs and Allowances (\$/cwt)	\$15.63	\$21.00	\$16.33	\$16.24	\$15.65	\$16.34	4.5%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.35	13.62	17.95	17.96	17.24	17.80	2.6%
b. Lbs Milk Sold/milk cow/day	66.17	50.57	68.46	68.46	64.87	67.78	2.4%
Related Data							
l. Avg Number of Cows per Herd	1,271	289	1,081	1,775	1,413	1,474	16.0%
m. Average Total Investment per Cow	\$2,718	\$2,434	\$2,457	\$2,600	\$2,757	\$2,559	-5.8%
Milk Volume Percentages	100.00%	2.35%	34.43%	55.82%	7.40%	100.00%	

1/ Weighted average computed based on fourth quarter of 2010 milk volume percentages.