

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison twelve month average for 2011	2010 Average	North Coast	North Valley	South Valley	Southern California	2011 Average	Percent change
Number of Herds	147	12	65	56	9	142	
Feed Costs							
a. Dry Roughage	\$33.27	\$52.39	\$36.07	\$44.31	\$68.20	\$43.23	29.9%
b. Wet Feed & Wet Roughage	\$26.56	\$9.66	\$41.54	\$35.40	\$27.20	\$36.47	37.3%
c. Concentrates	\$74.33	\$83.43	\$93.66	\$102.88	\$87.28	\$97.97	31.8%
d. Minerals & Supplements	\$7.56	\$1.53	\$9.59	\$8.70	\$3.25	\$8.47	12.0%
e. Pasture	\$0.80	\$33.62	\$1.39	\$0.00	\$0.00	\$1.25	55.6%
Total Feed Costs	\$142.52	\$180.63	\$182.25	\$191.28	\$185.93	\$187.37	31.5%
Total Feed Costs (\$/cwt.)	\$7.84	\$13.20	\$9.76	\$10.19	\$10.38	\$10.10	28.8%
Total Feed Costs (% of total Cost)	57.3%	64.7%	62.0%	64.9%	66.3%	63.9%	
Total Hired Labor	\$27.81	\$32.67	\$30.32	\$26.58	\$27.49	\$28.14	1.2%
Total Hired Labor Costs (\$/cwt.)	\$1.53	\$2.39	\$1.62	\$1.42	\$1.53	\$1.52	-0.9%
Total Labor Costs (%of total cost)	11.2%	11.7%	10.3%	9.0%	9.8%	9.6%	
Herd Replacement	\$24.35	\$17.66	\$21.99	\$23.01	\$19.20	\$22.25	-8.6%
Total Replacement Costs (\$/cwt.)	\$0.98	\$0.84	\$0.81	\$0.84	\$0.76	\$0.82	-15.6%
Total Replacement Costs (%of total cost)	7.1%	4.1%	5.2%	5.3%	4.9%	5.2%	
Operating Costs							
a. Utilities	\$5.26	\$8.03	\$5.74	\$5.08	\$5.16	\$5.39	2.5%
b. Supplies	\$9.22	\$10.07	\$11.52	\$9.08	\$8.08	\$9.91	7.6%
c. Veterinary & Medicine	\$6.71	\$3.51	\$6.87	\$7.10	\$4.17	\$6.72	0.2%
d. Outside Services	\$3.76	\$2.34	\$4.25	\$3.59	\$3.59	\$3.80	1.1%
e. Repairs & Maintenance	\$6.14	\$5.85	\$7.49	\$6.54	\$4.81	\$6.75	9.8%
f. Miscellaneous	\$2.20	\$1.07	\$1.14	\$0.87	\$0.46	\$0.95	-57.1%
g. Bedding & Manure Haul	\$1.24	\$2.72	\$1.20	\$1.24	\$2.00	\$1.32	6.4%
h. Fuel & Oil	\$2.87	\$5.12	\$3.98	\$3.85	\$2.67	\$3.84	33.8%
i. Interest Expense	\$1.75	\$0.44	\$1.32	\$1.70	\$1.81	\$1.54	-11.8%
j. R E Lease Expense	\$4.44	\$1.20	\$4.60	\$4.56	\$4.45	\$4.49	1.2%
k. Depreciation	\$6.01	\$4.92	\$6.05	\$5.95	\$3.20	\$5.77	-4.1%
l. Taxes & Insurance	\$1.89	\$1.64	\$2.05	\$2.06	\$1.79	\$2.03	7.7%
Total Operating Costs	\$51.49	\$46.90	\$56.22	\$51.63	\$42.20	\$52.51	2.0%
Total Operating Costs (\$/cwt.)	\$2.83	\$3.43	\$3.01	\$2.75	\$2.36	\$2.83	-0.1%
Total Operating Costs (%of total costs)	20.7%	16.8%	19.1%	17.5%	15.0%	17.9%	
Milk Marketing Costs							
a. Hauling	\$6.06	\$4.51	\$6.38	\$6.19	\$8.02	\$6.36	4.8%
b. State Assessments	\$2.32	\$2.26	\$2.50	\$2.47	\$2.44	\$2.47	6.5%
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.72	\$0.93	\$0.97	\$0.94	\$0.95	0.1%
Total Milk Marketing Costs	\$9.33	\$7.49	\$9.81	\$9.63	\$11.40	\$9.78	4.8%
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.55	\$0.53	\$0.51	\$0.64	\$0.53	2.6%
Total Milk Marketing Costs (% of total costs)	3.7%	2.7%	3.3%	3.3%	4.1%	3.3%	
Total Cost (\$/Cow/Month)	\$248.90	\$279.20	\$293.78	\$294.88	\$280.64	\$293.10	17.8%
Total Cost (\$/cwt)	\$13.70	\$20.41	\$15.74	\$15.71	\$15.67	\$15.79	15.3%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$0.90	\$1.14	\$0.82	\$0.89	\$0.94	\$0.87	-3.3%
b. Allowance: Return on Management (\$/cwt.)	\$0.59	\$0.78	\$0.75	\$0.74	\$0.75	\$0.74	25.4%
Total Costs and Allowances (\$/cwt)	\$15.19	\$22.33	\$17.31	\$17.34	\$17.36	\$17.40	14.6%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.17	13.68	18.67	18.77	17.92	18.56	2.1%
b. Lbs Milk Sold/milk cow/day	69.17	53.02	71.00	71.53	67.57	70.64	2.1%
f. Income Over Feed Cost (\$/cwt.)	\$6.96	\$9.63	\$9.43	\$7.71	\$7.70	\$8.39	20.6%
g. Fat Test %	3.71%	3.90%	3.88%	3.72%	3.54%	3.78%	
h. SNF Test %	8.88%	8.85%	8.93%	8.87%	8.80%	8.89%	
Related Data							
l. Total Cows	1,289	284	1,119	1,824	1,431	1,346	4.4%
Milk Volume Percentages	100.00%	2.20%	36.35%	54.19%	7.26%	100.00%	

1/ Weighted average computed based on Fourth Quarter of 2011 milk volume percentages.