

# Statewide Cost Comparison Summary

All costs Per Cow/Per Month

<b>Production Cost Comparison First Quarter 2011</b>	1st Quarter 2010 Average /1	North Coast	North Valley	South Valley	Southern California	1st Quarter 2011 Average /1	Percent Change
<b>2011</b>	<b>148</b>	<b>13</b>	<b>65</b>	<b>58</b>	<b>9</b>	<b>145</b>	
<b>Feed Costs</b>							
a. Dry Roughage	\$33.22	\$75.36	\$30.33	\$36.98	\$55.40	\$36.77	10.7%
b. Wet Feed & Wet Roughage	\$24.98	\$6.60	\$35.66	\$30.30	\$22.48	\$31.14	24.7%
c. Concentrates	\$70.32	\$74.18	\$85.03	\$93.60	\$81.48	\$89.21	26.9%
d. Minerals & Supplements	\$7.39	\$1.49	\$8.36	\$7.65	\$2.67	\$7.41	0.2%
e. Pasture	\$0.34	\$4.47	\$0.55	\$0.00	\$0.00	\$0.30	-13.6%
<b>Total Feed Costs</b>	<b>\$136.25</b>	<b>\$162.10</b>	<b>\$159.93</b>	<b>\$168.52</b>	<b>\$162.02</b>	<b>\$164.82</b>	<b>21.0%</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$7.66</b>	<b>\$12.19</b>	<b>\$8.78</b>	<b>\$9.03</b>	<b>\$9.27</b>	<b>\$9.03</b>	<b>17.9%</b>
Total Feed Costs (% of total Cost)	56.8%	61.0%	59.6%	61.8%	62.4%	61.0%	
<b>Total Hired Labor</b>	<b>\$27.55</b>	<b>\$36.06</b>	<b>\$29.87</b>	<b>\$25.91</b>	<b>\$27.83</b>	<b>\$27.70</b>	<b>0.5%</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.55</b>	<b>\$2.71</b>	<b>\$1.64</b>	<b>\$1.39</b>	<b>\$1.59</b>	<b>\$1.52</b>	<b>-1.9%</b>
Total Labor Costs (%of total cost)	11.5%	13.6%	11.1%	9.5%	10.7%	10.3%	
<b>Total Herd Replacement</b>	<b>\$17.44</b>	<b>\$11.22</b>	<b>\$15.99</b>	<b>\$17.25</b>	<b>\$14.01</b>	<b>\$16.43</b>	<b>-5.8%</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$0.98</b>	<b>\$0.84</b>	<b>\$0.88</b>	<b>\$0.92</b>	<b>\$0.80</b>	<b>\$0.90</b>	<b>-8.4%</b>
Total Replacement Costs (%of total cost)	7.3%	4.2%	6.0%	6.3%	5.4%	6.1%	
<b>Operating Costs</b>							
a. Utilities	\$4.55	\$7.49	\$5.47	\$4.40	\$4.66	\$4.87	7.0%
b. Supplies	\$9.34	\$10.58	\$11.07	\$9.22	\$8.24	\$9.84	5.4%
c. Veterinary & Medicine	\$6.38	\$4.48	\$6.69	\$7.23	\$4.24	\$6.76	5.8%
d. Outside Services	\$3.57	\$2.90	\$4.04	\$3.38	\$3.44	\$3.61	1.2%
e. Repairs & Maintenance	\$5.98	\$5.49	\$6.16	\$6.21	\$5.02	\$6.09	2.0%
f. Miscellaneous	\$2.10	\$1.17	\$0.95	\$1.76	\$1.21	\$1.41	-32.7%
g. Bedding & Manure Haul	\$1.13	\$3.74	\$1.09	\$1.47	\$1.74	\$1.40	23.9%
h. Fuel & Oil	\$2.66	\$4.71	\$3.63	\$3.63	\$2.54	\$3.57	34.1%
i. Interest Expense	\$1.84	\$0.31	\$1.58	\$1.91	\$2.02	\$1.76	-4.2%
j. R E Lease Expense	\$4.08	\$0.63	\$4.35	\$4.28	\$6.84	\$4.41	8.0%
k. Depreciation	\$5.92	\$4.63	\$5.98	\$6.13	\$3.25	\$5.83	-1.4%
l. Taxes & Insurance	\$1.85	\$1.60	\$2.00	\$2.05	\$1.75	\$2.00	8.2%
<b>Total Operating Costs</b>	<b>\$49.41</b>	<b>\$47.73</b>	<b>\$52.99</b>	<b>\$51.69</b>	<b>\$44.94</b>	<b>\$51.58</b>	<b>4.4%</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.77</b>	<b>\$3.59</b>	<b>\$2.91</b>	<b>\$2.77</b>	<b>\$2.57</b>	<b>\$2.82</b>	<b>1.8%</b>
Total Operating Costs (%of total costs)	20.6%	18.0%	19.8%	18.9%	17.3%	19.1%	
<b>Milk Marketing Costs</b>							
a. Hauling	\$6.01	\$5.85	\$6.15	\$6.06	\$7.64	\$6.20	3.2%
b. State Assessments	\$2.24	\$2.21	\$2.43	\$2.46	\$2.38	\$2.44	8.7%
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.71	\$0.91	\$0.97	\$0.92	\$0.94	-1.6%
<b>Total Milk Marketing Costs</b>	<b>\$9.21</b>	<b>\$8.77</b>	<b>\$9.49</b>	<b>\$9.49</b>	<b>\$10.95</b>	<b>\$9.58</b>	<b>4.0%</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.52</b>	<b>\$0.66</b>	<b>\$0.52</b>	<b>\$0.51</b>	<b>\$0.63</b>	<b>\$0.52</b>	<b>1.4%</b>
Total Milk Marketing Costs (% of total costs)	3.8%	3.3%	3.5%	3.5%	4.2%	3.5%	
<b>Total Cost (\$/Cow/Month)</b>	<b>\$239.86</b>	<b>\$265.88</b>	<b>\$268.26</b>	<b>\$272.86</b>	<b>\$259.75</b>	<b>\$270.10</b>	<b>12.6%</b>
<b>Total Cost (\$/cwt)</b>	<b>\$13.48</b>	<b>\$19.99</b>	<b>\$14.73</b>	<b>\$14.62</b>	<b>\$14.86</b>	<b>\$14.79</b>	<b>9.7%</b>
<b>Return on Investment and Management</b>							
a. Allowance: Return on Investment (\$/cwt.)	\$0.98	\$1.20	\$0.86	\$0.87	\$0.99	\$0.88	-10.2%
b. Allowance: Return on Management (\$/cwt.)	\$0.56	\$0.73	\$0.70	\$0.69	\$0.71	\$0.70	25.9%
<b>Total Costs and Allowances (\$/cwt)</b>	<b>\$15.02</b>	<b>\$21.92</b>	<b>\$16.29</b>	<b>\$16.18</b>	<b>\$16.56</b>	<b>\$16.37</b>	<b>9.0%</b>
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.84	13.30	18.22	18.66	17.48	18.30	2.6%
b. Lbs Milk Sold/milk cow/day	68.33	55.14	70.25	71.14	66.64	70.14	2.7%
<b>Related Data</b>							
l. Total Cows	1,274	292	1,108	1,781	1,418	1,323	3.9%
m. Average Total Investment per Cow	\$2,752	\$2,294	\$2,383	\$2,517	\$2,680	\$2,476	-10.1%
<b>Milk Volume Percentages</b>	100.00%	2.19%	35.95%	54.59%	7.27%	100.00%	

1/ Weighted average computed based on First quarter of 2011 milk volume percentages.