

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Second Quarter 2011	2nd Quarter 2010 Average /1	North Coast	North Valley	South Valley	Southern California	2nd Quarter 2011 Average /1	Percent Change
2011	145	12	65	56	9	142	
Feed Costs							
a. Dry Roughage	\$32.18	\$35.14	\$33.99	\$43.77	\$66.89	\$41.75	29.7%
b. Wet Feed & Wet Roughage	\$25.55	\$6.02	\$40.58	\$33.29	\$32.28	\$35.24	37.9%
c. Concentrates	\$71.28	\$78.41	\$95.76	\$106.40	\$85.98	\$100.47	40.9%
d. Minerals & Supplements	\$7.59	\$1.53	\$9.12	\$8.68	\$3.20	\$8.28	9.0%
e. Pasture	\$1.14	\$49.71	\$2.19	\$0.00	\$0.00	\$1.88	65.5%
Total Feed Costs	\$137.75	\$170.81	\$181.63	\$192.14	\$188.35	\$187.62	36.2%
Total Feed Costs (\$/cwt.)	\$7.34	\$12.03	\$9.41	\$9.77	\$10.09	\$9.71	32.4%
Total Feed Costs (% of total Cost)	56.5%	64.2%	62.0%	64.7%	66.9%	63.9%	
Total Hired Labor	\$28.06	\$31.20	\$30.91	\$26.89	\$26.44	\$28.40	1.2%
Total Hired Labor Costs (\$/cwt.)	\$1.50	\$2.20	\$1.60	\$1.37	\$1.42	\$1.47	-1.7%
Total Labor Costs (%of total cost)	11.5%	11.7%	10.6%	9.1%	9.4%	9.7%	
Total Herd Replacement	\$16.83	\$11.04	\$14.45	\$16.20	\$13.82	\$15.28	-9.2%
Total Replacement Costs (\$/cwt.)	\$0.90	\$0.78	\$0.75	\$0.82	\$0.74	\$0.79	-11.8%
Total Replacement Costs (%of total cost)	6.9%	4.1%	4.9%	5.5%	4.9%	5.2%	
Operating Costs							
a. Utilities	\$5.08	\$6.92	\$5.70	\$4.80	\$4.82	\$5.17	1.7%
b. Supplies	\$9.24	\$9.86	\$11.02	\$8.88	\$7.90	\$9.60	3.8%
c. Veterinary & Medicine	\$6.59	\$3.96	\$6.84	\$6.74	\$4.28	\$6.54	-0.9%
d. Outside Services	\$3.70	\$1.97	\$4.33	\$3.67	\$3.50	\$3.86	4.3%
e. Repairs & Maintenance	\$6.44	\$6.07	\$7.67	\$6.87	\$4.16	\$6.94	7.8%
f. Miscellaneous	\$2.15	\$0.85	\$0.99	\$0.71	\$0.52	\$0.80	-62.8%
g. Bedding & Manure Haul	\$1.16	\$1.89	\$0.98	\$1.22	\$1.98	\$1.20	3.7%
h. Fuel & Oil	\$2.86	\$5.74	\$4.19	\$4.14	\$2.80	\$4.10	43.2%
i. Interest Expense	\$1.74	\$0.40	\$1.30	\$1.60	\$1.53	\$1.46	-16.1%
j. R E Lease Expense	\$4.81	\$1.16	\$4.50	\$4.61	\$4.42	\$4.48	-6.8%
k. Depreciation	\$5.73	\$4.67	\$6.00	\$6.21	\$3.17	\$5.88	2.6%
l. Taxes & Insurance	\$1.95	\$1.70	\$2.12	\$2.16	\$1.87	\$2.12	8.5%
Total Operating Costs	\$51.46	\$45.19	\$55.63	\$51.62	\$40.96	\$52.14	1.3%
Total Operating Costs (\$/cwt.)	\$2.74	\$3.18	\$2.88	\$2.63	\$2.19	\$2.70	-1.5%
Total Operating Costs (%of total costs)	21.1%	17.0%	19.0%	17.4%	14.6%	17.7%	
Milk Marketing Costs							
a. Hauling	\$6.20	\$4.76	\$6.61	\$6.58	\$8.38	\$6.68	7.9%
b. State Assessments	\$2.37	\$2.31	\$2.57	\$2.58	\$2.53	\$2.57	8.4%
c. Federal Assessments & Misc. Ded.	\$0.98	\$0.75	\$0.99	\$1.01	\$0.97	\$1.00	2.2%
Total Milk Marketing Costs	\$9.54	\$7.82	\$10.17	\$10.18	\$11.87	\$10.25	7.4%
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.55	\$0.53	\$0.52	\$0.64	\$0.53	4.4%
Total Milk Marketing Costs (% of total costs)	3.9%	2.9%	3.5%	3.4%	4.2%	3.5%	
Total Cost (\$/Cow/Month)	\$243.64	\$266.06	\$292.79	\$297.03	\$281.44	\$293.69	20.5%
Total Cost (\$/cwt)	\$12.98	\$18.75	\$15.16	\$15.11	\$15.08	\$15.21	17.2%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$0.90	\$1.13	\$0.81	\$0.82	\$0.92	\$0.83	-8.1%
b. Allowance: Return on Management (\$/cwt.)	\$0.55	\$0.79	\$0.76	\$0.75	\$0.76	\$0.75	37.4%
Total Costs and Allowances (\$/cwt)	\$14.43	\$20.67	\$16.73	\$16.68	\$16.76	\$16.79	16.4%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.81	14.19	19.31	19.66	18.66	19.34	2.8%
b. Lbs Milk Sold/milk cow/day	71.07	55.01	72.92	74.30	69.66	73.04	2.8%
Related Data							
l. Total Cows	1,258	285	1,114	1,802	1,438	1,308	4.0%
m. Average Total Investment per Cow	\$2,608	\$2,315	\$2,344	\$2,502	\$2,613	\$2,449	-6.1%
Milk Volume Percentages		2.20%	35.95%	54.57%	7.28%	100.00%	

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