

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Third Quarter 2011	3rd Quarter 2010 Average /1	North Coast	North Valley	South Valley	Southern California	3rd Quarter 2011 Average /1	Percent Change
2011	146	12	65	57	9	143	
Feed Costs							
a. Dry Roughage	\$32.17	\$35.27	\$37.15	\$47.59	\$76.82	\$45.57	41.7%
b. Wet Feed & Wet Roughage	\$26.17	\$9.68	\$43.50	\$36.55	\$26.63	\$37.79	44.4%
c. Concentrates	\$73.76	\$92.52	\$95.93	\$105.07	\$88.23	\$100.20	35.8%
d. Minerals & Supplements	\$7.64	\$1.44	\$9.68	\$9.21	\$3.84	\$8.82	15.5%
e. Pasture	\$1.18	\$48.97	\$2.10	\$0.00	\$0.00	\$1.88	58.8%
Total Feed Costs	\$140.92	\$187.88	\$188.36	\$198.41	\$195.52	\$194.26	37.8%
Total Feed Costs (\$/cwt.)	\$7.78	\$13.13	\$10.10	\$10.83	\$10.97	\$10.62	36.6%
Total Feed Costs (% of total Cost)	57.0%	66.0%	62.8%	65.6%	67.6%	64.7%	
Total Hired Labor	\$27.60	\$32.03	\$30.05	\$26.58	\$26.37	\$27.97	1.3%
Total Hired Labor Costs (\$/cwt.)	\$1.53	\$2.24	\$1.61	\$1.45	\$1.48	\$1.53	0.3%
Total Labor Costs (%of total cost)	11.2%	11.3%	10.0%	8.8%	9.1%	9.3%	
Total Herd Replacement	\$17.51	\$11.47	\$14.46	\$15.58	\$13.27	\$14.91	-14.8%
Total Replacement Costs (\$/cwt.)	\$0.96	\$0.80	\$0.78	\$0.85	\$0.74	\$0.81	-15.6%
Total Replacement Costs (%of total cost)	7.1%	4.0%	4.8%	5.2%	4.6%	5.0%	
Operating Costs							
a. Utilities	\$6.23	\$8.91	\$6.46	\$6.24	\$5.96	\$6.36	2.2%
b. Supplies	\$9.13	\$9.79	\$11.54	\$9.19	\$7.98	\$9.99	9.4%
c. Veterinary & Medicine	\$6.64	\$3.54	\$7.02	\$7.12	\$3.91	\$6.78	2.0%
d. Outside Services	\$3.81	\$1.63	\$4.28	\$3.52	\$3.37	\$3.74	-1.8%
e. Repairs & Maintenance	\$6.05	\$5.34	\$7.89	\$6.44	\$5.12	\$6.85	13.3%
f. Miscellaneous	\$2.08	\$1.06	\$1.17	\$0.74	\$0.37	\$0.88	-57.8%
g. Bedding & Manure Haul	\$1.19	\$1.23	\$1.04	\$1.14	\$2.05	\$1.17	-1.4%
h. Fuel & Oil	\$2.83	\$5.09	\$4.07	\$3.84	\$2.61	\$3.87	36.5%
i. Interest Expense	\$1.72	\$0.88	\$1.27	\$1.60	\$1.86	\$1.48	-14.0%
j. R E Lease Expense	\$4.60	\$1.58	\$4.56	\$4.67	\$4.41	\$4.54	-1.4%
k. Depreciation	\$5.95	\$4.74	\$6.03	\$5.89	\$3.16	\$5.72	-3.8%
l. Taxes & Insurance	\$1.88	\$1.72	\$2.05	\$2.02	\$1.78	\$2.01	6.4%
Total Operating Costs	\$52.12	\$45.52	\$57.38	\$52.40	\$42.57	\$53.38	2.4%
Total Operating Costs (\$/cwt.)	\$2.87	\$3.18	\$3.08	\$2.86	\$2.39	\$2.91	1.4%
Total Operating Costs (%of total costs)	21.1%	16.0%	19.1%	17.3%	14.7%	17.8%	
Milk Marketing Costs							
a. Hauling	\$6.04	\$4.62	\$6.39	\$6.06	\$8.01	\$6.29	4.1%
b. State Assessments	\$2.28	\$2.34	\$2.50	\$2.42	\$2.43	\$2.45	7.2%
c. Federal Assessments & Misc. Ded.	\$0.94	\$0.75	\$0.93	\$0.95	\$0.94	\$0.94	-0.3%
Total Milk Marketing Costs	\$9.26	\$7.71	\$9.82	\$9.43	\$11.37	\$9.67	4.4%
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.54	\$0.53	\$0.51	\$0.64	\$0.53	3.4%
Total Milk Marketing Costs (% of total costs)	3.8%	2.7%	3.3%	3.1%	3.9%	3.2%	
Total Cost (\$/Cow/Month)	\$247.41	\$284.62	\$300.07	\$302.40	\$289.11	\$300.19	21.3%
Total Cost (\$/cwt)	\$13.65	\$19.89	\$16.10	\$16.50	\$16.22	\$16.41	20.2%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$0.86	\$1.07	\$0.80	\$0.83	\$0.92	\$0.83	-3.5%
b. Allowance: Return on Management (\$/cwt.)	\$0.62	\$0.84	\$0.80	\$0.79	\$0.81	\$0.80	29.0%
Total Costs and Allowances (\$/cwt)	\$15.13	\$21.80	\$17.70	\$18.12	\$17.95	\$18.04	19.2%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.15	14.31	18.64	18.33	17.82	18.32	0.9%
b. Lbs Milk Sold/milk cow/day	68.99	53.25	70.26	70.25	66.78	69.62	0.9%
f. Income Over Feed Cost (\$/cwt)	\$7.71	\$10.22	\$10.18	\$8.45	\$8.29	\$9.12	18.3%
Related Data							
l. Total Cows	1,298	287	1,128	1,748	1,442	1,324	2.0%
m. Average Total Investment per Cow	\$2,622	\$2,300	\$2,324	\$2,415	\$2,580	\$2,391	-8.8%
Milk Volume Percentages	100.00%	2.25%	36.88%	53.67%	7.20%	100.00%	

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