

# Statewide Cost Comparison Summary

## All costs Per Cow/Per Month

<b>Production Cost Comparison Fourth Quarter 2011</b>	4th Quarter 2010 Average /1	North Coast	North Valley	South Valley	Southern California	4th Quarter 2011 Average /1	Percent Change
2011	148	13	65	56	9	143	
<b>Feed Costs</b>							
a. Dry Roughage	\$35.35	\$64.14	\$42.33	\$49.42	\$73.47	\$48.89	38.3%
b. Wet Feed & Wet Roughage	\$29.04	\$17.43	\$45.99	\$41.35	\$27.61	\$41.53	43.0%
c. Concentrates	\$81.93	\$88.76	\$97.95	\$105.22	\$93.31	\$101.33	23.7%
d. Minerals & Supplements	\$7.70	\$1.45	\$10.98	\$8.70	\$3.24	\$8.98	16.7%
e. Pasture	\$0.53	\$29.16	\$0.72	\$0.00	\$0.00	\$0.89	69.5%
<b>Total Feed Costs</b>	<b>\$154.54</b>	<b>\$200.95</b>	<b>\$197.97</b>	<b>\$204.69</b>	<b>\$197.62</b>	<b>\$201.64</b>	<b>30.5%</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$8.70</b>	<b>\$15.34</b>	<b>\$10.75</b>	<b>\$11.18</b>	<b>\$11.16</b>	<b>\$11.11</b>	<b>27.8%</b>
Total Feed Costs (% of total Cost)	58.7%	66.9%	63.2%	66.4%	67.2%	65.3%	
<b>Total Hired Labor</b>	<b>\$28.53</b>	<b>\$33.33</b>	<b>\$31.43</b>	<b>\$26.95</b>	<b>\$27.73</b>	<b>\$28.78</b>	<b>0.9%</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.61</b>	<b>\$2.54</b>	<b>\$1.71</b>	<b>\$1.47</b>	<b>\$1.57</b>	<b>\$1.59</b>	<b>-1.2%</b>
Total Labor Costs (%of total cost)	10.8%	11.1%	10.0%	8.7%	9.4%	9.3%	
<b>Total Herd Replacement</b>	<b>\$18.15</b>	<b>\$11.65</b>	<b>\$15.49</b>	<b>\$14.72</b>	<b>\$13.27</b>	<b>\$14.83</b>	<b>-18.3%</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$1.02</b>	<b>\$0.89</b>	<b>\$0.84</b>	<b>\$0.80</b>	<b>\$0.75</b>	<b>\$0.82</b>	<b>-20.0%</b>
Total Replacement Costs (%of total cost)	6.9%	3.9%	4.9%	4.8%	4.5%	4.8%	
<b>Operating Costs</b>							
a. Utilities	\$5.28	\$8.37	\$5.86	\$5.01	\$5.22	\$5.41	2.4%
b. Supplies	\$9.24	\$9.80	\$12.37	\$9.21	\$8.44	\$10.32	11.7%
c. Veterinary & Medicine	\$7.13	\$2.42	\$6.88	\$7.21	\$4.26	\$6.77	-5.0%
d. Outside Services	\$3.93	\$2.65	\$4.29	\$3.79	\$4.06	\$3.97	1.0%
e. Repairs & Maintenance	\$6.28	\$6.68	\$8.03	\$6.71	\$4.97	\$7.07	12.5%
f. Miscellaneous	\$2.48	\$1.17	\$1.49	\$1.43	\$0.69	\$1.39	-43.7%
g. Bedding & Manure Haul	\$1.41	\$3.94	\$1.61	\$1.14	\$2.23	\$1.45	3.0%
h. Fuel & Oil	\$3.02	\$4.75	\$4.01	\$3.82	\$2.72	\$3.83	26.8%
i. Interest Expense	\$1.68	\$0.22	\$1.12	\$1.72	\$1.76	\$1.47	-12.2%
j. R E Lease Expense	\$4.51	\$1.18	\$4.96	\$4.56	\$4.47	\$4.63	2.6%
k. Depreciation	\$5.99	\$5.46	\$6.15	\$6.01	\$3.24	\$5.84	-2.4%
l. Taxes & Insurance	\$1.85	\$1.57	\$2.03	\$2.01	\$1.77	\$1.99	7.7%
<b>Total Operating Costs</b>	<b>\$52.80</b>	<b>\$48.22</b>	<b>\$58.80</b>	<b>\$52.63</b>	<b>\$43.83</b>	<b>\$54.15</b>	<b>2.6%</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.97</b>	<b>\$3.68</b>	<b>\$3.19</b>	<b>\$2.88</b>	<b>\$2.48</b>	<b>\$2.98</b>	<b>0.4%</b>
Total Operating Costs (%of total costs)	20.0%	16.0%	18.8%	17.1%	14.9%	17.5%	
<b>Milk Marketing Costs</b>							
a. Hauling	\$5.93	\$3.50	\$6.29	\$6.00	\$8.06	\$6.20	4.6%
b. State Assessments	\$2.39	\$2.18	\$2.48	\$2.41	\$2.42	\$2.43	2.0%
c. Federal Assessments & Misc. Ded.	\$0.91	\$0.69	\$0.92	\$0.93	\$0.93	\$0.92	1.2%
<b>Total Milk Marketing Costs</b>	<b>\$9.23</b>	<b>\$6.37</b>	<b>\$9.69</b>	<b>\$9.35</b>	<b>\$11.41</b>	<b>\$9.56</b>	<b>3.6%</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.52</b>	<b>\$0.49</b>	<b>\$0.53</b>	<b>\$0.51</b>	<b>\$0.64</b>	<b>\$0.53</b>	<b>1.2%</b>
Total Milk Marketing Costs (% of total costs)	3.5%	2.1%	3.1%	3.0%	3.9%	3.1%	
<b>Total Cost (\$/Cow/Month)</b>	<b>\$263.25</b>	<b>\$300.51</b>	<b>\$313.38</b>	<b>\$308.34</b>	<b>\$293.86</b>	<b>\$308.96</b>	<b>17.4%</b>
<b>Total Cost (\$/cwt)</b>	<b>\$14.81</b>	<b>\$22.94</b>	<b>\$17.02</b>	<b>\$16.84</b>	<b>\$16.60</b>	<b>\$17.02</b>	<b>14.9%</b>
<b>Return on Investment and Management</b>							
a. Allowance: Return on Investment (\$/cwt.)	\$0.89	\$1.18	\$0.79	\$0.88	\$0.90	\$0.85	-4.5%
b. Allowance: Return on Management (\$/cwt.)	\$0.64	\$0.77	\$0.73	\$0.73	\$0.74	\$0.73	14.1%
<b>Total Costs and Allowances (\$/cwt)</b>	<b>\$16.34</b>	<b>\$24.89</b>	<b>\$18.54</b>	<b>\$18.45</b>	<b>\$18.24</b>	<b>\$18.60</b>	<b>13.8%</b>
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt.)	17.80	13.10	18.42	18.31	17.70	18.19	2.2%
b. Lbs Milk Sold/milk cow/day	67.78	49.12	69.81	69.95	67.32	69.26	2.2%
f. Income Over Feed Cost (\$/cwt)	\$7.26	\$8.61	\$8.08	\$6.57	\$6.46	\$7.16	-1.4%
<b>Related Data</b>							
l. Total Cows	1,303	296	1,131	1,821	1,423	1,344	3.1%
m. Average Total Investment per Cow	\$2,559	\$2,352	\$2,326	\$2,443	\$2,580	\$2,408	-5.9%
<b>Milk Volume Percentages</b>	100.00%	2.16%	36.62%	53.93%	7.29%	100.00%	