

## Statewide Cost Comparison Summary

All costs: per cow per month, unless noted 2012	2011 Average	North Coast	North Valley	South Valley	Southern California	2012 Average	Percent change
Number of Herds	142	13	58	48	7	126	
<b>Feed Costs</b>							
a. Dry Roughage	\$43.23	\$56.44	\$44.21	\$48.88	\$64.17	\$48.39	11.9%
b. Wet Feed & Wet Roughage	\$36.47	\$17.96	\$48.05	\$43.19	\$36.94	\$44.02	20.7%
c. Concentrates	\$97.97	\$99.50	\$105.40	\$117.15	\$111.05	\$111.99	14.3%
d. Minerals & Supplements	\$8.47	\$1.84	\$10.98	\$8.79	\$3.72	\$9.10	7.5%
e. Pasture	\$1.25	\$37.00	\$1.80	\$0.00	\$0.00	\$1.45	16.1%
Total Feed Costs	\$187.37	\$212.74	\$210.44	\$218.02	\$215.88	\$214.95	14.7%
<b>Total Feed Costs (\$/cwt.)</b>	\$10.10	\$15.40	\$11.15	\$11.64	\$11.13	\$11.48	13.7%
Total Feed Costs (% of total Cost)	63.9%	67.0%	63.5%	66.4%	66.2%	65.3%	
Total Hired Labor	\$28.14	\$33.97	\$31.49	\$26.10	\$29.04	\$28.47	1.2%
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.52	\$2.46	\$1.67	\$1.39	\$1.50	\$1.52	0.2%
Total Labor Costs (%of total cost)	9.6%	10.7%	9.5%	8.0%	8.9%	8.7%	
Total Herd Replacement /2	\$22.25	\$16.15	\$23.04	\$23.58	\$22.33	\$23.14	4.0%
<b>Total Replacement Costs (\$/cwt.)</b>	\$1.20	\$1.17	\$1.22	\$1.26	\$1.15	\$1.24	2.9%
Total Replacement Costs (%of total cost)	7.4%	5.1%	7.0%	7.2%	6.8%	7.0%	
<b>Operating Costs</b>							
a. Utilities	\$5.39	\$8.73	\$5.85	\$4.98	\$5.51	\$5.42	0.5%
b. Supplies	\$9.91	\$10.02	\$11.01	\$9.49	\$8.85	\$10.02	1.1%
c. Veterinary & Medicine	\$6.72	\$3.42	\$7.14	\$7.38	\$4.74	\$7.02	4.5%
d. Outside Services	\$3.80	\$1.88	\$4.23	\$3.42	\$3.37	\$3.69	-3.1%
e. Repairs & Maintenance	\$6.75	\$7.00	\$7.40	\$5.59	\$6.55	\$6.36	-5.7%
f. Miscellaneous	\$0.95	\$1.50	\$1.46	\$1.23	\$0.68	\$1.28	35.4%
g. Bedding & Manure Haul	\$1.32	\$1.88	\$1.16	\$0.84	\$2.55	\$1.10	-16.6%
h. Fuel & Oil	\$3.84	\$5.55	\$4.28	\$3.96	\$3.06	\$4.05	5.4%
i. Interest Expense	\$1.54	\$0.67	\$0.84	\$1.46	\$1.88	\$1.24	-19.6%
j. R E Lease Expense	\$4.49	\$1.02	\$5.15	\$4.97	\$2.89	\$4.81	7.0%
k. Depreciation	\$5.77	\$5.07	\$5.95	\$5.14	\$3.76	\$5.34	-7.3%
l. Taxes & Insurance	\$2.03	\$1.66	\$2.08	\$2.25	\$1.94	\$2.15	5.8%
Total Operating Costs	\$52.51	\$48.41	\$56.56	\$50.71	\$45.77	\$52.48	-0.1%
<b>Total Operating Costs (\$/cwt.)</b>	\$2.83	\$3.50	\$3.00	\$2.71	\$2.36	\$2.80	-1.0%
Total Operating Costs (%of total costs)	17.9%	15.3%	17.1%	15.4%	14.0%	15.9%	
<b>Milk Marketing Costs</b>							
a. Hauling	\$6.36	\$3.18	\$6.63	\$6.44	\$9.53	\$6.66	4.7%
b. State Assessments	\$2.47	\$2.24	\$2.47	\$2.40	\$2.57	\$2.43	-1.8%
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.63	\$0.94	\$0.96	\$1.00	\$0.95	0.1%
Total Milk Marketing Costs	\$9.78	\$6.05	\$10.03	\$9.79	\$13.10	\$10.04	2.6%
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.53	\$0.44	\$0.53	\$0.52	\$0.68	\$0.54	1.7%
Total Milk Marketing Costs (% of total costs)	3.3%	1.9%	3.0%	3.0%	4.0%	3.1%	
<b>Total Cost (\$/Cow/Month)</b>	\$300.05	\$317.31	\$331.57	\$328.19	\$326.13	\$329.07	9.7%
<b>Total Cost (\$/cwt)</b>	\$16.17	\$22.97	\$17.57	\$17.52	\$16.81	\$17.57	8.6%
<b>Return on Investment and Management</b>							
a. Allowance: Return on Investment (\$/cwt.)	\$0.87	\$1.00	\$0.75	\$0.81	\$0.86	\$0.80	-8.0%
b. Allowance: Return on Management (\$/cwt.)	\$0.74	\$0.70	\$0.67	\$0.66	\$0.67	\$0.66	-10.8%
<b>Total Costs and Allowances (\$/cwt)</b>	\$17.78	\$24.67	\$18.99	\$18.99	\$18.34	\$19.03	7.0%
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.56	13.81	18.87	18.74	19.40	18.73	0.9%
b. Lbs Milk Sold/milk cow/day	70.64	13.29	17.89	17.79	18.13	17.76	-74.9%
f. Income Over Feed Cost (\$/cwt.)	\$8.39	\$8.98	\$6.36	\$4.64	\$5.34	\$5.45	-35.1%
g. Fat Test %	3.78%	3.84%	3.92%	3.78%	3.53%	3.82%	
h. SNF Test %	8.89%	8.82%	8.95%	8.89%	8.84%	8.91%	
<b>Related Data</b>							
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.71	\$5.80	\$5.63	\$5.84	\$5.68	\$5.75	-14.3%
j. Milk Cow Feed Costs (\$/cwt.)	\$9.52	\$14.54	\$10.50	\$10.94	\$10.44	\$10.82	13.6%
l. Total Cows	1,346	274	1,178	1,869	1,300	1,355	0.7%
<b>Milk Volume Percentages /1</b>	100.00%	2.10%	37.10%	53.75%	7.05%	100.00%	

1/ Weighted average computed based on 2012 milk volume percentages.

2/ Change in methodology of calculating replacement cost, 2012 cost adjusted to reflect change.