

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Second Quarter 2012	2nd Quarter 2011 Average /1	North Coast	North Valley	South Valley	Southern California	2nd Quarter 2012 Average /1	Percent Change
2012	142	13	63	50	8	134	
Feed Costs							
a. Dry Roughage	\$41.75	\$38.12	\$44.90	\$48.34	\$72.87	\$48.66	16.5%
b. Wet Feed & Wet Roughage	\$35.24	\$12.17	\$45.95	\$42.76	\$32.76	\$42.56	20.8%
c. Concentrates	\$100.47	\$93.86	\$101.73	\$115.92	\$102.04	\$109.23	8.7%
d. Minerals & Supplements	\$8.28	\$1.80	\$11.50	\$7.91	\$3.89	\$8.81	6.3%
e. Pasture	\$1.88	\$60.98	\$3.22	\$0.00	\$0.00	\$2.45	30.5%
Total Feed Costs	\$187.62	\$206.93	\$207.31	\$214.92	\$211.55	\$211.71	12.8%
Total Feed Costs (\$/cwt.)	\$9.71	\$14.46	\$10.67	\$10.98	\$10.60	\$10.91	12.3%
Total Feed Costs (% of total Cost)	62.5%	65.7%	62.8%	66.0%	66.1%	64.8%	
Total Hired Labor	\$28.40	\$33.86	\$31.62	\$26.07	\$28.47	\$28.45	0.2%
Total Hired Labor Costs (\$/cwt.)	\$1.47	\$2.37	\$1.63	\$1.33	\$1.43	\$1.47	-0.3%
Total Labor Costs (%of total cost)	9.5%	10.8%	9.6%	8.0%	8.9%	8.7%	
Total Herd Replacement /2	\$21.87	\$17.16	\$23.56	\$23.98	\$21.26	\$23.48	7.4%
Total Replacement Costs (\$/cwt.)	\$1.13	\$1.20	\$1.21	\$1.22	\$1.07	\$1.21	6.9%
Total Replacement Costs (%of total cost)	7.3%	5.4%	7.1%	7.4%	6.6%	7.2%	
Operating Costs							
a. Utilities	\$5.17	\$8.54	\$5.66	\$4.78	\$5.37	\$5.22	1.1%
b. Supplies	\$9.60	\$10.40	\$11.19	\$9.71	\$8.81	\$10.20	6.3%
c. Veterinary & Medicine	\$6.54	\$3.21	\$7.52	\$6.46	\$3.73	\$6.58	0.6%
d. Outside Services	\$3.86	\$1.79	\$4.25	\$3.26	\$3.20	\$3.59	-7.0%
e. Repairs & Maintenance	\$6.94	\$8.60	\$7.74	\$6.30	\$5.15	\$6.79	-2.2%
f. Miscellaneous	\$0.80	\$2.13	\$1.38	\$1.04	\$0.46	\$1.14	42.4%
g. Bedding & Manure Haul	\$1.20	\$1.60	\$1.01	\$0.84	\$2.61	\$1.05	-12.9%
h. Fuel & Oil	\$4.10	\$5.89	\$4.42	\$4.11	\$2.82	\$4.17	1.7%
i. Interest Expense	\$1.46	\$0.64	\$0.76	\$1.93	\$1.34	\$1.43	-2.1%
j. R E Lease Expense	\$4.48	\$0.95	\$5.15	\$4.75	\$6.80	\$4.97	10.9%
k. Depreciation	\$5.88	\$5.19	\$5.98	\$5.16	\$3.21	\$5.32	-9.6%
l. Taxes & Insurance	\$2.12	\$1.72	\$2.14	\$2.35	\$2.00	\$2.23	5.4%
Total Operating Costs	\$52.14	\$50.67	\$57.19	\$50.67	\$45.49	\$52.69	1.0%
Total Operating Costs (\$/cwt.)	\$2.70	\$3.54	\$2.94	\$2.59	\$2.28	\$2.72	0.7%
Total Operating Costs (%of total costs)	17.4%	16.1%	17.3%	15.6%	14.2%	16.1%	
Milk Marketing Costs							
a. Hauling	\$6.68	\$3.32	\$7.03	\$6.77	\$9.72	\$7.01	4.9%
b. State Assessments	\$2.57	\$2.21	\$2.46	\$2.42	\$2.54	\$2.44	-5.0%
c. Federal Assessments & Misc. Ded.	\$1.00	\$0.74	\$0.98	\$1.00	\$1.05	\$0.99	-0.7%
Total Milk Marketing Costs	\$10.25	\$6.27	\$10.48	\$10.19	\$13.30	\$10.44	1.9%
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.44	\$0.54	\$0.52	\$0.67	\$0.54	1.1%
Total Milk Marketing Costs (% of total costs)	3.4%	2.0%	3.2%	3.1%	4.2%	3.2%	
Total Cost (\$/Cow/Month)	\$300.27	\$314.89	\$330.15	\$325.83	\$320.07	\$326.77	8.8%
Total Cost (\$/cwt)	\$15.55	\$22.00	\$16.99	\$16.64	\$16.04	\$16.84	8.3%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$0.83	\$0.98	\$0.76	\$0.80	\$0.83	\$0.79	-4.8%
b. Allowance: Return on Management (\$/cwt.)	\$0.75	\$0.62	\$0.59	\$0.58	\$0.60	\$0.59	-21.3%
Total Costs and Allowances (\$/cwt)	\$17.13	\$23.60	\$18.34	\$18.02	\$17.47	\$18.22	6.4%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	19.34	14.31	19.43	19.58	19.96	19.44	0.5%
b. Lbs Milk Sold/milk cow/day	73.04	55.52	73.22	73.81	74.21	73.24	0.3%
f. Income Over Feed Cost (\$/cwt)	\$8.94	\$8.39	\$4.96	\$3.37	\$3.83	\$4.09	-54.3%
Related Data							
l. Total Cows	1,336	275	1,134	1,811	1,339	1,315	-1.5%
Milk Volume Percentages	100.00%	2.08%	36.73%	53.88%	7.31%	100.00%	

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

2/ Change in methodology of calculating replacement cost, 2011 cost adjusted to reflect change.