

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Third Quarter 2012	3rd Quarter 2011 Average /1	North Coast	North Valley	South Valley	Southern California	3rd Quarter 2012 Average /1	Percent Change
2012	143	13	61	48	7	129	
Feed Costs							
a. Dry Roughage	\$45.57	\$42.59	\$43.63	\$48.19	\$58.53	\$47.04	3.2%
b. Wet Feed & Wet Roughage	\$37.79	\$18.04	\$47.74	\$43.68	\$41.89	\$44.54	17.8%
c. Concentrates	\$100.20	\$104.53	\$107.21	\$117.50	\$120.14	\$113.49	13.3%
d. Minerals & Supplements	\$8.82	\$1.68	\$10.43	\$9.76	\$4.16	\$9.45	7.1%
e. Pasture	\$1.88	\$45.60	\$2.03	\$0.00	\$0.00	\$1.77	-5.5%
Total Feed Costs	\$194.26	\$212.44	\$211.04	\$219.13	\$224.73	\$216.30	11.3%
Total Feed Costs (\$/cwt.)	\$10.62	\$15.02	\$11.55	\$12.41	\$11.67	\$12.09	13.8%
Total Feed Costs (% of total Cost)	63.2%	67.2%	63.5%	66.6%	66.6%	65.4%	
Total Hired Labor	\$27.97	\$33.79	\$31.45	\$26.02	\$28.94	\$28.45	1.7%
Total Hired Labor Costs (\$/cwt.)	\$1.53	\$2.39	\$1.72	\$1.47	\$1.50	\$1.59	3.9%
Total Labor Costs (%of total cost)	9.1%	10.7%	9.5%	7.9%	8.6%	8.6%	
Total Herd Replacement /2	\$22.08	\$15.38	\$22.94	\$23.43	\$22.42	\$23.00	4.2%
Total Replacement Costs (\$/cwt.)	\$1.21	\$1.09	\$1.26	\$1.33	\$1.16	\$1.28	6.4%
Total Replacement Costs (%of total cost)	7.2%	4.9%	6.9%	7.1%	6.6%	7.0%	
Operating Costs							
a. Utilities	\$6.36	\$8.52	\$6.36	\$5.94	\$6.45	\$6.19	-2.7%
b. Supplies	\$9.99	\$10.55	\$11.36	\$9.46	\$7.91	\$10.10	1.1%
c. Veterinary & Medicine	\$6.78	\$3.74	\$7.41	\$7.17	\$4.88	\$7.03	3.7%
d. Outside Services	\$3.74	\$2.29	\$4.31	\$3.47	\$3.18	\$3.74	0.1%
e. Repairs & Maintenance	\$6.85	\$6.43	\$7.08	\$5.83	\$6.47	\$6.36	-7.2%
f. Miscellaneous	\$0.88	\$1.24	\$1.40	\$1.08	\$0.69	\$1.18	34.6%
g. Bedding & Manure Haul	\$1.17	\$0.80	\$1.04	\$0.65	\$2.17	\$0.91	-22.6%
h. Fuel & Oil	\$3.87	\$5.63	\$4.35	\$3.87	\$3.03	\$4.03	4.3%
i. Interest Expense	\$1.48	\$0.88	\$0.91	\$1.55	\$1.68	\$1.30	-12.3%
j. R E Lease Expense	\$4.54	\$1.39	\$4.99	\$4.75	\$6.22	\$4.87	7.2%
k. Depreciation	\$5.72	\$4.88	\$6.03	\$5.05	\$3.81	\$5.33	-6.8%
l. Taxes & Insurance	\$2.01	\$1.70	\$2.01	\$2.12	\$1.93	\$2.06	2.5%
Total Operating Costs	\$53.38	\$48.06	\$57.25	\$50.93	\$48.43	\$53.09	-0.5%
Total Operating Costs (\$/cwt.)	\$2.91	\$3.40	\$3.13	\$2.88	\$2.51	\$2.96	1.7%
Total Operating Costs (%of total costs)	17.4%	15.2%	17.2%	15.5%	14.3%	16.1%	
Milk Marketing Costs							
a. Hauling	\$6.29	\$3.29	\$6.49	\$6.04	\$9.46	\$6.38	1.5%
b. State Assessments	\$2.45	\$2.34	\$2.47	\$2.34	\$2.65	\$2.41	-1.6%
c. Federal Assessments & Misc. Ded.	\$0.94	\$0.62	\$0.91	\$0.93	\$0.99	\$0.92	-1.9%
Total Milk Marketing Costs	\$9.67	\$6.25	\$9.87	\$9.31	\$13.10	\$9.71	0.4%
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.44	\$0.54	\$0.53	\$0.68	\$0.54	2.3%
Total Milk Marketing Costs (% of total costs)	3.1%	2.0%	3.0%	2.8%	3.9%	2.9%	
Total Cost (\$/Cow/Month)	\$307.36	\$315.92	\$332.54	\$328.82	\$337.62	\$330.55	7.5%
Total Cost (\$/cwt)	\$16.80	\$22.34	\$18.19	\$18.61	\$17.53	\$18.46	9.9%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$0.83	\$0.92	\$0.77	\$0.85	\$0.87	\$0.82	-1.2%
b. Allowance: Return on Management (\$/cwt.)	\$0.80	\$0.70	\$0.66	\$0.66	\$0.67	\$0.66	-17.5%
Total Costs and Allowances (\$/cwt)	\$18.43	\$23.96	\$19.62	\$20.12	\$19.07	\$19.94	8.2%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.32	14.14	18.28	17.66	19.26	17.93	-2.1%
b. Lbs Milk Sold/milk cow/day	69.62	53.80	69.35	67.89	71.58	68.38	-1.8%
f. Income Over Feed Cost (\$/cwt)	\$9.12	\$8.60	\$5.84	\$3.68	\$4.51	\$4.66	-48.9%
Related Data							
l. Total Cows	1,324	276	1,153	1,901	1,284	1,350	2.0%
Milk Volume Percentages	100.00%	2.20%	37.89%	53.10%	6.81%	100.00%	

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

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