

Statewide Cost Comparison Summary

All costs Per Cow/Per Month

Production Cost Comparison Second Quarter 2007	2nd Quarter 2006 Average	North Coast	North Valley	South Valley	Southern California	2nd Quarter 2007 Average /1	Percent Change
2007	178	15	80	67	6	168	
Feed Costs							
a. Dry Roughage	\$32.84	\$35.92	\$33.80	\$37.98	\$47.50	\$37.26	13.5%
b. Wet Feed & Wet Roughage	\$21.48	\$5.24	\$27.22	\$26.04	\$17.01	\$25.11	16.9%
c. Concentrates	\$58.40	\$73.39	\$67.40	\$68.17	\$64.75	\$67.73	16.0%
d. Minerals & Supplements	\$6.88	\$1.99	\$8.29	\$5.55	\$6.79	\$6.55	-4.8%
e. Pasture	\$0.91	\$31.89	\$0.80	\$0.00	\$0.00	\$1.14	25.0%
Total Feed Costs	\$120.51	\$148.43	\$137.52	\$137.74	\$136.05	\$137.79	14.3%
Total Feed Costs (\$/cwt.)	\$6.67	\$9.68	\$7.57	\$7.50	\$7.12	\$7.54	12.9%
Total Feed Costs (% of total Cost)	53.7%	59.7%	56.4%	55.5%	54.8%	55.9%	
Total Hired Labor	\$26.91	\$29.61	\$29.32	\$25.28	\$28.06	\$27.10	0.7%
Total Hired Labor Costs (\$/cwt.)	\$1.49	\$1.93	\$1.61	\$1.38	\$1.47	\$1.48	-0.5%
Total Labor Costs (%of total cost)	12.0%	11.9%	12.0%	10.2%	11.3%	11.0%	
Herd Replacement	\$35.19	\$30.25	\$35.04	\$37.44	\$39.13	\$36.54	3.8%
Less: Ralf Income (\$/Cow/Month)	\$13.99	\$14.38	\$12.43	\$11.76	\$11.38	\$12.04	-13.9%
Total Herd Replacement	\$21.20	\$15.87	\$22.61	\$25.68	\$27.75	\$24.50	15.6%
Total Replacement Costs (\$/cwt.)	\$1.17	\$1.04	\$1.24	\$1.40	\$1.45	\$1.34	14.2%
Total Replacement Costs (%of total cost)	9.4%	6.4%	9.3%	10.4%	11.2%	9.9%	
Operating Costs							
a. Utilities	\$4.91	\$6.57	\$5.00	\$4.61	\$4.88	\$4.83	-1.8%
b. Supplies	\$8.29	\$10.02	\$8.83	\$8.44	\$7.94	\$8.58	3.5%
c. Veterinary & Medicine	\$7.72	\$4.95	\$7.62	\$7.01	\$4.71	\$6.97	-9.7%
d. Outside Services	\$3.38	\$2.16	\$3.48	\$3.44	\$2.83	\$3.37	-0.5%
e. Repairs & Maintenance	\$5.90	\$5.97	\$5.37	\$6.22	\$5.59	\$5.85	-0.9%
f. Miscellaneous	\$1.11	\$1.24	\$1.12	\$2.10	\$2.01	\$1.71	54.5%
g. Bedding & Manure Haul	\$1.16	\$2.82	\$1.14	\$1.00	\$3.69	\$1.33	15.2%
h. Fuel & Oil	\$2.69	\$3.22	\$2.54	\$3.19	\$1.33	\$2.79	3.9%
i. Interest Expense	\$1.75	\$0.74	\$1.05	\$3.28	\$2.64	\$2.35	34.6%
j. R E Lease Expense	\$2.55	\$1.64	\$1.47	\$3.56	\$4.47	\$2.84	11.2%
i. Depreciation	\$5.31	\$4.45	\$5.35	\$6.07	\$3.12	\$5.51	3.7%
j. Taxes & Insurance	\$1.89	\$1.69	\$1.82	\$1.65	\$1.91	\$1.74	-8.3%
Total Operating Costs	\$46.66	\$45.47	\$44.77	\$50.56	\$45.10	\$47.86	2.6%
Total Operating Costs (\$/cwt.)	\$2.58	\$2.97	\$2.46	\$2.75	\$2.36	\$2.62	1.3%
Total Operating Costs (%of total costs)	20.8%	18.3%	18.4%	20.4%	18.2%	19.4%	
Milk Marketing Costs							
a. Hauling	\$5.75	\$6.21	\$6.28	\$5.43	\$7.93	\$5.98	4.0%
b. State Assessments	\$2.41	\$2.33	\$2.36	\$2.32	\$2.48	\$2.35	-2.7%
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.79	\$0.97	\$0.98	\$0.96	\$0.97	1.4%
Total Milk Marketing Costs	\$9.11	\$9.32	\$9.60	\$8.72	\$11.36	\$9.29	1.9%
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.61	\$0.53	\$0.48	\$0.59	\$0.51	0.7%
Total Milk Marketing Costs (% of total costs)	4.1%	3.7%	3.9%	3.5%	4.6%	3.8%	
Total Cost (\$/Cow/Month)	\$224.39	\$248.70	\$243.83	\$247.98	\$248.32	\$246.54	9.9%
Total Cost (\$/cwt)	\$12.43	\$16.23	\$13.41	\$13.51	\$13.00	\$13.49	8.5%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$1.08	\$1.19	\$1.02	\$1.09	\$0.83	\$1.06	-1.9%
b. Allowance: Return on Management (\$/cwt.)	\$0.43	\$0.73	\$0.70	\$0.69	\$0.70	\$0.70	62.8%
Total Costs and Allowances (\$/cwt)	\$13.94	\$18.15	\$15.13	\$15.29	\$14.53	\$15.25	9.4%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.06	15.33	18.18	18.36	19.11	18.28	1.2%
b. Lbs Milk Sold/milk cow/day	70.08	59.57	70.51	70.75	71.52	70.43	0.5%
Related Data							
l. Avg Number of Cows per Herd	1,035	326	872	1,623	1,025	1,128	9.0%
m. Average Total Investment per Cow	\$2,764	\$2,558	\$2,656	\$2,990	\$2,233	\$2,791	1.0%
Milk Volume Percentages		2.67%	35.94%	52.56%	8.83%	100.00%	

1/ Weighted average computed based on second quarter of 2007 milk volume percentages.