## Statewide Cost Comparison Summary

## All costs Per Cow/Per Month

| Production Cost Comparison Second Quarter 2007 | $\begin{gathered} \text { 2nd Quarter } \\ 2006 \\ \text { Average } \\ \hline \end{gathered}$ | North Coast | North Valley | South Valley | Southern California | $\begin{array}{\|c\|} \hline \text { 2nd Quarter } \\ 2007 \\ \text { Average /1 } \end{array}$ | Percent Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 178 | 15 | 80 | 67 | 6 | 168 |  |
| Feed Costs <br> a. Dry Roughage <br> b. Wet Feed \& Wet Roughage <br> c. Concentrates <br> d. Minerals \& Supplements <br> e. Pasture | $\begin{array}{r} \$ 32.84 \\ \$ 21.48 \\ \$ 58.40 \\ \$ 6.88 \\ \$ 0.91 \end{array}$ | $\begin{array}{r} \$ 35.92 \\ \$ 5.24 \\ \$ 73.39 \\ \$ 1.99 \\ \$ 31.89 \end{array}$ | $\begin{array}{r} \$ 33.80 \\ \$ 27.22 \\ \$ 67.40 \\ \$ 8.29 \\ \$ 0.80 \end{array}$ | $\begin{array}{r} \$ 37.98 \\ \$ 26.04 \\ \$ 68.17 \\ \$ 5.55 \\ \$ 0.00 \end{array}$ | $\begin{array}{r} \$ 47.50 \\ \$ 17.01 \\ \$ 64.75 \\ \$ 6.79 \\ \$ 0.00 \end{array}$ | $\begin{array}{r} \$ 37.26 \\ \$ 25.11 \\ \$ 67.73 \\ \$ 6.55 \\ \$ 1.14 \end{array}$ | $\begin{gathered} 13.5 \% \\ 16.9 \% \\ 16.0 \% \\ -4.8 \% \\ 25.0 \% \end{gathered}$ |
| Total Feed Costs Total Feed Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 120.51 \\ \$ 6.67 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 148.43 \\ \$ 9.68 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 137.52 \\ \$ 7.57 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 137.74 \\ \$ 7.50 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 136.05 \\ \$ 7.12 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 137.79 \\ \$ 7.54 \\ \hline \end{array}$ | $\begin{aligned} & \hline 14.3 \% \\ & \text { 12.9\% } \end{aligned}$ |
| Total Feed Costs (\% of total Cost) | 53.7\% | 59.7\% | 56.4\% | 55.5\% | 54.8\% | 55.9\% |  |
| Total Hired Labor Total Hired Labor Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 26.91 \\ \$ 1.49 \end{array}$ | $\begin{array}{r} \hline \hline \$ 29.61 \\ \$ 1.93 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 29.32 \\ \$ 1.61 \end{array}$ | $\begin{array}{r} \hline \$ 25.28 \\ \$ 1.38 \\ \hline \end{array}$ | $\begin{array}{r} \hline \hline \$ 28.06 \\ \$ 1.47 \end{array}$ | $\begin{array}{r} \hline \$ 27.10 \\ \$ 1.48 \end{array}$ | $\begin{array}{r} \hline 0.7 \% \\ -0.5 \% \\ \hline \end{array}$ |
| Total Labor Costs (\%of total cost) | 12.0\% | 11.9\% | 12.0\% | 10.2\% | 11.3\% | 11.0\% |  |
| Herd Replacement <br> Less: Calf Income (\$/Cow/Month) | $\begin{aligned} & \hline \$ 35.19 \\ & \$ 13.99 \end{aligned}$ | $\begin{aligned} & \hline \$ 30.25 \\ & \$ 14.38 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 35.04 \\ & \$ 12.43 \end{aligned}$ | $\begin{aligned} & \hline \hline \$ 37.44 \\ & \$ 11.76 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 39.13 \\ & \$ 11.38 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 36.54 \\ & \$ 12.04 \end{aligned}$ | $\begin{array}{r} \hline \hline 3.8 \% \\ -13.9 \% \\ \hline \end{array}$ |
| Total Herd Replacement <br> Total Replacement Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 21.20 \\ \$ 1.17 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 15.87 \\ \$ 1.04 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 22.61 \\ \$ 1.24 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 25.68 \\ \$ 1.40 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 27.75 \\ \$ 1.45 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 24.50 \\ \$ 1.34 \\ \hline \end{array}$ | $\begin{aligned} & \hline 15.6 \% \\ & 14.2 \% \\ & \hline \end{aligned}$ |
| Total Replacement Costs (\%of total cost) | 9.4\% | 6.4\% | 9.3\% | 10.4\% | 11.2\% | 9.9\% |  |
| Operating Costs <br> a. Utilities <br> b. Supplies <br> c. Veterinary \& Medicine <br> d. Outside Services <br> e. Repairs \& Maintenance <br> f. Miscellaneous <br> g. Bedding \& Manure Haul <br> h. Fuel \& Oil <br> i. Interest Expense <br> j. R E Lease Expense <br> i. Depreciation <br> j. Taxes \& Insurance | $\begin{aligned} & \$ 4.91 \\ & \$ 8.29 \\ & \$ 7.72 \\ & \$ 3.38 \\ & \$ 5.90 \\ & \$ 1.11 \\ & \$ 1.16 \\ & \$ 2.69 \\ & \$ 1.75 \\ & \$ 2.55 \\ & \$ 5.31 \\ & \$ 1.89 \\ & \hline \end{aligned}$ | $\begin{array}{r} \$ 6.57 \\ \$ 10.02 \\ \$ 4.95 \\ \$ 2.16 \\ \$ 5.97 \\ \$ 1.24 \\ \$ 2.82 \\ \$ 3.22 \\ \$ 0.74 \\ \$ 1.64 \\ \$ 4.45 \\ \$ 1.69 \\ \hline \end{array}$ | $\begin{aligned} & \$ 5.00 \\ & \$ 8.83 \\ & \$ 7.62 \\ & \$ 3.48 \\ & \$ 5.37 \\ & \$ 1.12 \\ & \$ 1.14 \\ & \$ 2.54 \\ & \$ 1.05 \\ & \$ 1.47 \\ & \$ 5.35 \\ & \$ 1.82 \end{aligned}$ | $\begin{aligned} & \$ 4.61 \\ & \$ 8.44 \\ & \$ 7.01 \\ & \$ 3.44 \\ & \$ 6.22 \\ & \$ 2.10 \\ & \$ 1.00 \\ & \$ 3.19 \\ & \$ 3.28 \\ & \$ 3.56 \\ & \$ 6.07 \\ & \$ 1.65 \end{aligned}$ | $\begin{aligned} & \$ 4.88 \\ & \$ 7.94 \\ & \$ 4.71 \\ & \$ 2.83 \\ & \$ 5.59 \\ & \$ 2.01 \\ & \$ 3.69 \\ & \$ 1.33 \\ & \$ 2.64 \\ & \$ 4.47 \\ & \$ 3.12 \\ & \$ 1.91 \end{aligned}$ | $\begin{aligned} & \$ 4.83 \\ & \$ 8.58 \\ & \$ 6.97 \\ & \$ 3.37 \\ & \$ 5.85 \\ & \$ 1.71 \\ & \$ 1.33 \\ & \$ 2.79 \\ & \$ 2.35 \\ & \$ 2.84 \\ & \$ 5.51 \\ & \$ 1.74 \\ & \hline \end{aligned}$ | $\begin{array}{r} -1.8 \% \\ 3.5 \% \\ -9.7 \% \\ -0.5 \% \\ -0.9 \% \\ 54.5 \% \\ 15.2 \% \\ 3.9 \% \\ 34.6 \% \\ 11.2 \% \\ 3.7 \% \\ -8.3 \% \\ \hline \end{array}$ |
| Total Operating Costs Total Operating Costs (\$/cwt.) | $\begin{array}{r} \hline \$ 46.66 \\ \$ 2.58 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 45.47 \\ \$ 2.97 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 4.77 \\ \$ 2.46 \\ \hline \end{array}$ | $\begin{array}{r} \$ 50.56 \\ \$ 2.75 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 45.10 \\ \$ 2.36 \\ \hline \end{array}$ | $\begin{array}{r} \hline \$ 47.86 \\ \$ 2.62 \\ \hline \end{array}$ | $\begin{aligned} & \hline 2.6 \% \\ & 1.3 \% \\ & \hline \end{aligned}$ |
| Total Operating Costs (\%of total costs) | 20.8\% | 18.3\% | 18.4\% | 20.4\% | 18.2\% | 19.4\% |  |
| Milk Marketing Costs <br> a. Hauling <br> b. State Assessments <br> c. Federal Assessments \& Misc. Ded. | $\begin{aligned} & \$ 5.75 \\ & \$ 2.41 \\ & \$ 0.95 \end{aligned}$ | $\begin{aligned} & \$ 6.21 \\ & \$ 2.33 \\ & \$ 0.79 \end{aligned}$ | $\begin{aligned} & \$ 6.28 \\ & \$ 2.36 \\ & \$ 0.97 \end{aligned}$ | $\begin{aligned} & \$ 5.43 \\ & \$ 2.32 \\ & \$ 0.98 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 7.93 \\ & \$ 2.48 \\ & \$ 0.96 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 5.98 \\ & \$ 2.35 \\ & \$ 0.97 \\ & \hline \end{aligned}$ | $\begin{array}{r} 4.0 \% \\ -2.7 \% \\ 1.4 \% \end{array}$ |
| Total Milk Marketing Costs Total Milk Marketing Costs (\$/cwt.) | $\begin{aligned} & \$ 9.11 \\ & \$ 0.50 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 9.32 \\ & \$ 0.61 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \$ 9.60 \\ & \$ 0.53 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 8.72 \\ & \$ 0.48 \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline \$ 11.36 \\ \$ 0.59 \\ \hline \end{array}$ | $\begin{aligned} & \$ 9.29 \\ & \$ 0.51 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 1.9 \% \\ & 0.7 \% \\ & \hline \end{aligned}$ |
| 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 <br> a. Allowance: Return on Investment (\$/cwt.) <br> b. Allowance: Return on Management (\$/cwt.) | $\begin{aligned} & \$ 1.08 \\ & \$ 0.43 \end{aligned}$ | $\begin{aligned} & \$ 1.19 \\ & \$ 0.73 \end{aligned}$ | \$1.02 \$0.70 | \$1.09 $\$ 0.69$ | \$0.83 | \$1.06 | $\begin{array}{r} -1.9 \% \\ 62.8 \% \\ \hline \end{array}$ |
| Total Costs and Allowances (\$/cwot) | \$13.94 | \$18.15 | \$15.13 | \$15.29 | \$14.53 | \$15.25 | 9.4\% |
| Milk Production Data <br> a. Milk Sold/Total Cow/Month/ (cwt.) <br> b. Lbs Milk Sold/milk cow/day | $\begin{aligned} & 18.06 \\ & 70.08 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 15.33 \\ & 59.57 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 18.18 \\ & 70.51 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 18.36 \\ & 70.75 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 19.11 \\ & 71.52 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 18.28 \\ & 70.43 \\ & \hline \hline \end{aligned}$ | $\begin{aligned} & 1.2 \% \\ & 0.5 \% \\ & \hline \hline \end{aligned}$ |
| Related Data <br> I. Avg Number of Cows per Herd <br> m. Average Total Investment per Cow | $\begin{array}{r} 1,035 \\ \$ 2,764 \\ \hline \end{array}$ | $\begin{array}{r} 326 \\ \$ 2,558 \\ \hline \end{array}$ | $\begin{array}{r} 872 \\ \$ 2,656 \\ \hline \end{array}$ | $\begin{array}{r} 1,623 \\ \$ 2,990 \\ \hline \end{array}$ | $\begin{array}{r} 1,025 \\ \$ 2,233 \\ \hline \end{array}$ | $\begin{array}{r} 1,128 \\ \$ 2,791 \\ \hline \end{array}$ | $\begin{aligned} & 9.0 \% \\ & 1.0 \% \\ & \hline \end{aligned}$ |
| Milk Volume Percentages |  | 2.67\% | 35.94\% | 52.56\% | 8.83\% | 100.00\% |  |

