## Statewide Cost Comparison Summary

All costs Per Cow/Per Month

<table>
<thead>
<tr>
<th>Production Cost Comparison</th>
<th>1st Quarter 2014 Average /1</th>
<th>North Coast</th>
<th>North Valley</th>
<th>South Valley</th>
<th>Southern California</th>
<th>1st Quarter 2013 Average /1</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2014</td>
<td>123</td>
<td>13</td>
<td>59</td>
<td>38</td>
<td>4</td>
<td>114</td>
</tr>
</tbody>
</table>

### Feed Costs
- a. Dry Roughage: $49.98
- b. Wet Feed & Wet Roughage: $46.45
- c. Concentrates: $119.07
- d. Minerals & Supplements: $8.54
- e. Pasture: $0.80

Total Feed Costs: $224.84

### Total Feed Costs ($/cwt.)
- $11.84

### Total Feed Costs (% of total Cost)
- 66.9%

### Total Hired Labor
- $27.66

### Total Hired Labor Costs ($/cwt.)
- $1.46

### Total Labor Costs (% of total cost)
- 8.2%

### Total Herd Replacement
- $21.88

### Total Replacement Costs ($/cwt.)
- $1.15

### Total Replacement Costs (% of total costs)
- 6.5%

### Operating Costs
- a. Utilities: $4.74
- b. Supplies: $9.59
- c. Veterinary & Medicine: $7.50
- d. Outside Services: $3.30
- e. Repairs & Maintenance: $6.32
- f. Miscellaneous: $0.99
- g. Bedding & Manure Haul: $0.99
- h. Fuel & Oil: $4.00
- i. Interest Expense: $1.35
- j. R E Lease Expense: $5.09
- k. Depreciation: $5.22
- l. Taxes & Insurance: $2.26

Total Operating Costs: $51.36

### Total Operating Costs ($/cwt.)
- $2.70

### Total Operating Costs (% of total costs)
- 15.3%

### Milk Marketing Costs
- a. Hauling: $6.79
- b. State Assessments: $2.55
- c. Federal Assessments & Misc. Ded.: $0.97

Total Milk Marketing Costs: $10.31

### Total Milk Marketing Costs ($/cwt.)
- $0.54

### Total Milk Marketing Costs (% of total costs)
- 3.1%

### Total Cost ($/Cow/Month)
- $336.05

### Total Cost ($/cwt)
- $17.69

### Return on Investment and Management
- a. Allowance: Return on Investment ($/cwt.): $0.76
- b. Allowance: Return on Management ($/cwt.): $0.71

Total Costs and Allowances ($/cwt): $19.16

### Milk Production Data
- a. Milk Sold/Total Cow/Month (cwt.): 19.04
- b. Lbs Milk Sold/milk cow/day: 72.66
- f. Income Over Feed Cost ($/cwt): $6.17

### Related Data
- m. Average Total Investment per Cow: $2,286

### Milk Volume Percentages
- 1/ Weighted average computed based on First Quarter of 2014 milk volume percentages.