



Cost of Production 2013 Annual

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[CDFA Home](#) > [MARKETING SERVICES DIVISION](#) > [DAIRY MARKETING & MILK POOLING](#)

DAIRY MARKETING & MILK POOLING



The Dairy Marketing and Milk Pooling Branch are involved with the economic and fiscal regulation and oversight of the dairy industry. Activities and responsibilities of the **Dairy Marketing Branch** include oversight of the production and marketing of milk and dairy products which includes the regulation of minimum milk farm prices and dairy trade practices in the marketplace. Activities and responsibilities of the **Milk Pooling Branch** include the administration of the Milk Pooling Act which provides standards for distributing monthly statewide market milk revenues to all California dairy producers. The Branch also administers the Milk Producers Security Trust Fund which provides a resolution for defaulted payments to dairy farmers from milk buyers.



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- [Notices/Announcements](#)
- [Current Commodity, Class, and Pool Prices \(PDF\)](#)
- [Milk Producers Security Trust Fund Ineligible List \(PDF\)](#)
- [Proper Producer Payments and Contracts Letter \(PDF\)](#)

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RESOURCES

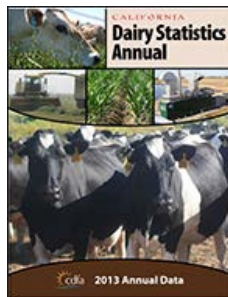
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[Dairy Marketing](#) [Milk Pooling](#)

- [HOW MILK PRICING WORKS](#)
- [Dairy Prices](#)
- [Dairy Publications](#)
- [Hearing Matrix](#)
- [Milk Movement, Assessments](#)
- [Cost of Production \(See Back Cover\)](#)
- [Licensing Applications & Actions](#)
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PUBLICATIONS



California Cost of Production Annual

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Dairy Marketing Branch Economics and Statistics Units, the Milk Pooling Branch *and the*

U.S. Department of Agriculture, Washington, D.C.
Tom Vilsack, Secretary

National Agricultural Statistics Service
Cindy Clark, Administrator;
Vic Tolomeo, Pacific Regional Director

This publication would not be possible without the cooperation of the many dairy producers throughout the State who participate in the Cost of Production Program. Their willingness to voluntarily share their milk production cost data is of great benefit to the entire dairy industry. Both corrections of errors and revisions based on receipt of more complete information and changes in methodology are the basis of all changes from previously published data. Data in columns displaying "percent change" are subject to rounding.

INSIDE . . .

- 3** California Cost of Production in 2013
- 5** California Cost of Production Summary, by Area
- 6** Statewide Cost Comparison Summary
- 7** Statewide, Quarterly, and 5-Year Cost Comparison Summaries
- 10** Herds Summary/Cost Comparison for Holstein, Jersey, Crossbred, California 3X vs. 2X Milking, and Organic Herds; Feed and Labor Costs
- 22** Top Ten Counties Profile, 2013
- 23** U.S. Mailbox Prices, Average Prices Paid to Producers
- 24** Quota Summary and Transfers
- 25** California Dairy Producer Assessment Rates
- 26** Glossary of Terms

Cost of Production Collection Methods

The California Department of Food and Agriculture (Department) Cost of Production Unit (COP) collects and summarizes cost data from a sample of California dairy farms and is the only state in the U.S. that has an impartial government agency reporting comprehensive milk production cost information. Milk Production Cost Auditors specializing in cost accounting and other accounting procedures review dairy farm financial records on-site and work with dairy management to perform a compilation of dairy expenditures. This information is provided primarily as a service to those participating in the cost studies, in order for them to compare the results of their operations with the information presented on the accompanying schedules. All published data is subject to revision.

COP Secure Website

The COP has developed a secure website called the "Cost of Production Unit Document Library" which allows cost study participants to access their

financial information compiled by the auditors into specialized reports. This site has been developed to make sure that confidential and personal information will not be compromised. The link for the website is located at <http://www.cdffa.ca.gov/dairy> click on Cost of Production and a link for the secure website will be at this location.

On the Cover

The cover depicts the Dairy Marketing Branch website home page, highlighting the link to the Cost of Production data pages.



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Karen Ross, Secretary

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California Cost of Production in 2013

California's Dairy Industry in 2013

In California for 2013, total milk production was down 1.3 percent, the number of dairy cows was down 2.5 percent, milk per cow was up 1.2 percent, and the number of dairies decreased 4.3 percent, compared to the previous year. The annual average price paid to producers was \$18.49 per hundredweight (cwt.), with the lowest average price in 2013 at \$17.30/cwt. in March and the highest average price at \$20.77/cwt. in December.

Milk Production

The year 2013 started with lower milk production in comparison to 2012, with net decreases through July when compared to the same months in 2012. Milk production began to increase in August and recorded net increases through December when compared to 2012. However, total milk production for the year finished at a negative 1.3 percent (-545.2 million pounds) when compared to 2012.

The five leading milk producing counties recorded 73 percent of the milk production in 2013: Tulare, Merced, Stanislaus, Kings, and Kern counties. Grade B milk production in 2013 recorded an increase of 92.2 percent (+317.7 million pounds) when compared to 2012. Milk production per cow in 2013 was estimated at 23,234 pounds and the number of cows estimated to be at 1.77 million head.

Utilization

In 2013, utilization of butter and dried milk powders (Class 4a) dropped slightly to 34.4 percent (compared to 35.2 percent in 2012), while the percentage of the milk supply utilized for cheese production (Class 4b) increased slightly to 44.2 percent in 2013 (from 43.4 percent in 2012). In comparison to 2012 production, California butter production showed a decrease of 3 percent, nonfat dry milk production significantly decreased by 29.8 percent (offset by a 70.4 percent increase in the production of "other dry milk products" including skim milk powders), while cheese production increased by 2.7 percent in 2013. For the top three cheeses (comparing 2013 to 2012): Mozzarella increased 2.7 percent, Cheddar increased 7.9 percent, and Monterey Jack showed a slight decrease of 1.8 percent. In 2013, utilization of pooled milk for Class 1 (fluid milk) products was at 13.1 percent, similar to the utilization in 2012. Class 1 sales continued to decline, recording a decrease of 1.4 percent compared to 2012. Whole, lowfat, and skim milks showed decreased sales compared to 2012, while reduced fat milk sales displayed insignificant change and half-and-half sales showed an increase of 6.5 percent.

Milk Prices

The 12-month average price paid to California producers in 2013 was \$18.49/cwt., compared to \$16.59/cwt. in 2012. Average price paid for the year peaked in December at \$20.77/cwt. At the end of 2013, milk production was on the increase, inventories of dairy products were strong, exports of dairy products continued to be robust, and prices paid to producers were above last year levels.

Government Assistance and Related Issues

MILC:

The federal Milk Income Loss Contract (MILC) program compensates dairy producers when domestic milk and feed prices fall below a specific level. The American Taxpayer Relief Act of 2012 authorized MILC payments through September 30, 2013. MILC payments were available to producers for nine months in 2013, ranging from \$0.02368/cwt. to \$0.75456/cwt.

The Agricultural Act of 2014 (Farm Bill)

The 2014 Farm Bill, signed into law in February 2014, repealed existing dairy safety net programs and introduced a new, voluntary program called the Dairy Producer Margin Protection Program (MPP). The MPP will provide dairy producers with indemnity payments when a national benchmark for dairy margins (milk price less the average whole herd feed cost) fall below the margin coverage level the producer chooses annually. The 2014 Farm Bill requires the MPP to be established no later than September 1, 2014.

CDFA Hearings

The Department held a public hearing on May 20, 2013 to consider proposed amendments to the Class 1, 2, 3, 4a and 4b pricing formulas, more specifically to consider whether temporary relief (as ordered for the period of February 1, 2013 to May 31, 2013) should be reinstated. The following temporary amendments were adopted for the period of July 1, 2013 through December 31, 2013:

- Increase the Class 1 milk fat price by \$0.0003 per pound
- Increase the Class 1 milk solids-not-fat price by \$0.0023 per pound
- Increase the Class 1 milk fluid carrier price by \$0.0001 per pound

California Cost of Production in 2013

- Increase the Class 2 and 3 milk fat and milk solids-not-fat price by \$0.0041 per pound
- Increase the Class 4a and 4b milk fat and milk solids-not-fat price by \$0.0123 per pound

The Department conducted a public hearing on September 12, 2013 to consider proposed amendments to the Class 1, 2, 3, 4a and 4b pricing formulas, more specifically for the purpose of considering adjustments to the temporary price relief, in effect for the period of July 1, 2013 to December 31, 2013, and the whey factor in the Class 4b pricing formula. The final decision extended the temporary price adjustments in place rendered by the May 20, 2013 hearing, to remain in effect through June 30, 2014.

Please go to the Dairy Marketing Branch website for further hearing details: http://www.cdfa.ca.gov/dairy/dairy_hearings_matrix.html

Cooperatives Working Together (CWT)

For CWT in 2013, American-type cheese export sales topped 127 million pounds, and butter exports approached 90 million pounds. The product went to 40 countries on six continents. CWT-assisted butter sales reached 97.2 million pounds in 2013, up 16.1 million pounds (22%) from 2012 levels. The Middle East bought 53 percent of the 2013 CWT-assisted butter sales.

CWT is a voluntary, producer-funded national program developed by the National Milk Producers Federation.

Environmental Issues and Regulations

Producers located in the Central Valley have continued working toward fulfilling requirements laid out in the Waste Discharge Requirements General Order (General Order) and titled "Waste Discharge Requirements General Order for Existing Milk Cow Dairies" originally adopted in 2007 by the Central Valley Regional Water Board (Water Board). Due to a legal challenge, the Water Board reissued a new Dairy Order, R5-2013-0122, on October 3, 2013. The General Order established water quality protection requirements for dairy farms related to manure storage, application of fertilizer and manure to crops, monitoring, reporting, and record-keeping.

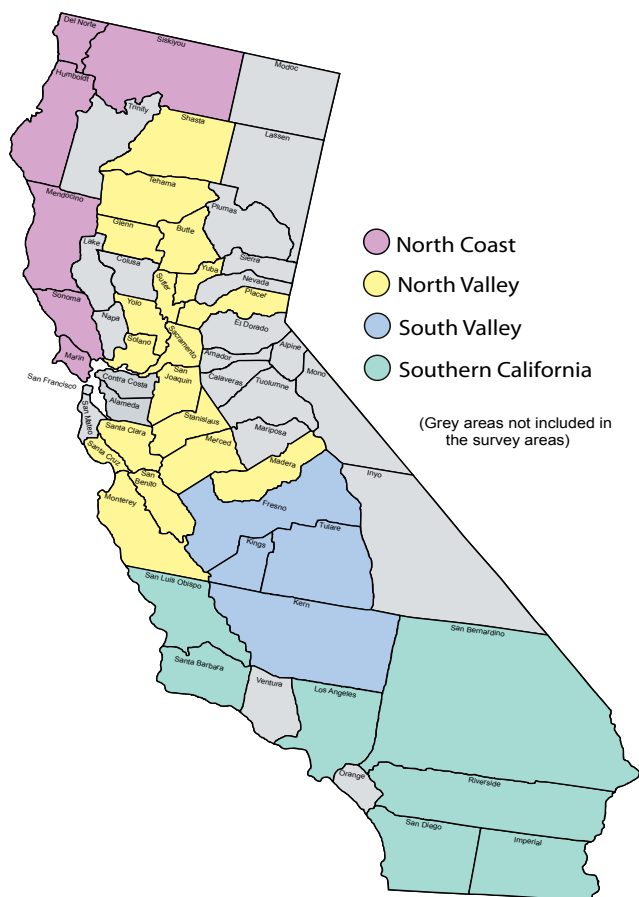
Dairy producers statewide that are classified as a Confined Animal Facility have to pay an annual fee for a Waste Discharge Permit. The Water Board announced a fee increase of 27 percent that will take place during the 2013-14 fiscal year. Invoices were scheduled to have been mailed in November of 2013. Dairies are charged fees on a schedule that is related to their size by number of cows. For current fees, see table below. Fee information is located on the Water Board website: http://www.waterboards.ca.gov/resources/fees/docs/fy13_14_fee_schedule.pdf (see page 8).

State Water Resources Control Board Fee Schedule California Dairies, Fiscal Year 2013-2014

Size of Dairy (Milking Cows)	Previous Fee	2013-2014 Fee	Increase
More than 3,000	\$7,812	\$9,096	\$1,284
1,500 to 2,999	\$4,883	\$5,685	\$802
700 to 1,499	\$2,344	\$2,719	\$385
300 to 699	\$1,172	\$1,364	\$192
Less than 300	\$586	\$682	\$96

California Cost of Production Summary, by Area

Cost of Production Survey Areas in 2013



The COP collects and compiles cost of milk production data based on four unique areas of the state: North Coast, North Valley, South Valley, and Southern California. Each area provides dairy producers with a different set of natural resources for milk production. The map displayed highlights the geographical boundary for each area. The COP also provides special analyses (feedback) reports for the following herd types: Holstein, Jersey, Organic, Crossbred, and Holstein milking 3X and 2X per day. In 2013, the sample of dairies that participated in the Cost of Production survey represented approximately 8 percent of all California dairies.

North Coast

In 2013, the North Coast area represented 2.2 percent of the total milk production in the state, relatively no change compared to a year ago. This area contains a large percentage of the state's organic milk producers. Looking back 10 years, in 2004, North Coast represented 3.4 percent of the state's milk production.

North Valley

The North Valley area is the most diverse in terms of herd size, herd type, and weather conditions. In 2013, the North Valley area represented 37.7 percent of total milk production in the state, an increase 0.4 percent compared to a year ago. In 2004, North Valley represented 37.1 percent of the state's milk production.

South Valley

South Valley is the largest area in terms of milk production; in 2013, producing 54.2 percent of the state's total milk production, an increase of 0.8 percent compared to a year ago. In 2004, South Valley represented 47.3 percent of the state's milk production.

Southern California

In 2013, the Southern California area represented 5.9 percent of the milk produced in the state, a decrease of 1.1 percent compared to a year ago. In 2004, Southern California represented 12.3 percent of the state's milk production.

Cost of Production Survey Area Data Breakdown for 2013

2013 Data Breakdown	North Coast	North Valley	South Valley	Southern California	California Totals
Milk Production (In Pounds)	887,057,743	15,553,840,630	22,339,186,733	2,439,687,350	41,219,772,456
Estimated Number of Milk Cows	52,117	666,593	949,134	106,264	1,774,108
Number of Dairies	160	700	533	103	1,496
Average Herd Size	401	952	1,781	1,032	1,186

Statewide Cost Comparison Summary

California Cost Comparison Summary

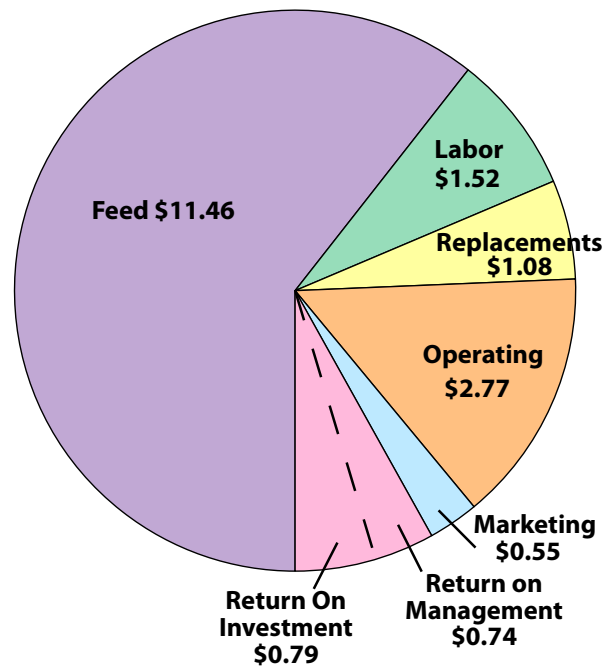
The California Cost Comparison Summary (Cost Comp) is used to monitor the cost of milk production on dairy farms. A summary is published for each production area, based on monthly cost of production data, for the dairies participating in the COP surveys. The comparison provides a statewide weighted average of all costs and allowances for each area. In addition to reporting costs for feed, labor, operating, replacements and marketing, the Cost Comp includes an allowance for return on management and return on investment. The return on investment is based on the Moody's BAA Corporate Bond Index that is published monthly.

2013 Cost Comp Year in Review

Based on the Cost Comp for 2013, the total cost per cwt. of milk decreased by 1.1 percent when compared to 2012. The decrease in cost per cwt. is due to higher output in milk production per-milk-cow, per-day, that averaged 72.2 pounds, an increase of 1.6 percent when compared to 2012. However, when measured on a cost per-cow, per-month total, the total cost per cwt. of milk increased by 0.9 percent when compared to 2012.

The average milk cow alfalfa hay price was \$265.05 per ton, a decrease of 2.8 percent compared to 2012. Grain, minerals, and supplements had an average price of \$340.32 per ton, an increase of 0.8 percent compared to 2012. As a result, the average feed cost was \$11.46 per cwt. of milk compared to \$11.48 per cwt. of milk in 2012. Feed cost in 2013 represented 66 percent of the total cost to produce a cwt. of milk, a 9.3 percent increase since 2009. Although feed prices were at an all time high, 2013 income over feed cost increased by 35.6 percent compared to 2012. The increase in income is reflected in the mailbox price

Cost Comparison Summary, 2013 (Cost per Hundredweight)



that participating producers received for their milk, which averaged \$18.97 per cwt., an increase of 11.4 percent compared to 2012.

In 2013, total labor cost for all hired labor increased by 1.7 percent, however total labor costs on a per cwt. basis decreased by 0.3 percent when compared to 2012. The amount of milk sold per-person, per-month displayed an increase of 2,057 pounds, or an increase of 0.9 percent compared to 2012. Labor represented 8.7 percent of the total cost to produce a cwt. of milk, which is a 1.4 percent decrease since 2009.

The operating cost showed relatively no change, while replacement costs decreased due to higher prices received for beef cows that are included in the replacement cost calculations.

Based on CDFA Sample of Dairies	Holstein	Jersey	Crossbred	Organic
Pounds of Milk Sold Per Milk Cow, Per Day	75.76	61.54	72.12	48.93
Fat Test Percentage	3.66	4.80	3.80	3.85
Solids-Not-Fat Test Percentage	8.87	9.37	8.99	8.89
Income Over Feed Cost \$/cwt.	\$7.06	\$8.92	\$7.55	\$11.57

Statewide Cost Comparison Summary

Statewide Cost Comparison Summary, 2013

All costs: per cow per month, unless noted	2012 Average	North Coast	North Valley	South Valley	Southern California	2013 Average	Percent Change
Number of Herds	126	12	60	38	4	114	
Feed Costs							
a. Dry Roughage	\$48.39	\$61.48	\$43.13	\$50.07	\$53.20	\$48.16	-0.5%
b. Wet Feed & Wet Roughage	\$44.02	\$20.64	\$50.65	\$44.28	\$39.16	\$46.06	4.6%
c. Concentrates	\$111.99	\$95.72	\$108.40	\$120.02	\$124.27	\$115.16	2.8%
d. Minerals & Supplements	\$9.10	\$1.67	\$9.62	\$7.68	\$3.73	\$8.05	-11.5%
e. Pasture	\$1.45	\$41.07	\$1.91	\$0.00	\$0.00	\$1.55	7.3%
Total Feed Costs	\$214.95	\$220.58	\$213.70	\$222.05	\$220.37	\$218.99	1.9%
Total Feed Costs (\$/cwt.)	\$11.48	\$16.03	\$11.16	\$11.61	\$11.53	\$11.46	-0.1%
Total Feed Costs (% of total cost)	65.3%	68.0%	64.0%	67.2%	68.2%	66.0%	
Total Hired Labor	\$28.47	\$36.18	\$32.38	\$26.36	\$27.24	\$28.96	1.7%
Total Hired Labor Costs (\$/cwt.)	\$1.52	\$2.63	\$1.69	\$1.38	\$1.43	\$1.52	-0.3%
Total Labor Costs (% of total cost)	8.7%	11.1%	9.7%	8.0%	8.4%	8.7%	
Total Herd Replacement	\$23.14	\$13.49	\$20.47	\$21.46	\$15.56	\$20.73	-10.4%
Total Replacement Costs (\$/cwt.)	\$1.24	\$0.98	\$1.07	\$1.12	\$0.81	\$1.08	-12.2%
Total Replacement Costs (% of total cost)	7.0%	4.2%	6.1%	6.5%	4.8%	6.2%	
Operating Costs							
a. Utilities	\$5.42	\$9.12	\$5.88	\$5.04	\$6.81	\$5.49	1.3%
b. Supplies	\$10.02	\$10.61	\$10.83	\$9.52	\$7.47	\$9.93	-0.9%
c. Veterinary & Medicine	\$7.02	\$3.34	\$7.55	\$7.57	\$6.10	\$7.37	4.9%
d. Outside Services	\$3.69	\$1.74	\$4.34	\$3.02	\$2.71	\$3.50	-5.1%
e. Repairs & Maintenance	\$6.36	\$6.45	\$7.69	\$5.09	\$8.23	\$6.33	-0.5%
f. Miscellaneous	\$1.28	\$1.52	\$1.52	\$1.36	\$1.53	\$1.41	10.3%
g. Bedding & Manure Haul	\$1.10	\$1.86	\$1.14	\$0.72	\$3.27	\$0.98	-10.6%
h. Fuel & Oil	\$4.05	\$5.31	\$4.10	\$3.78	\$1.97	\$3.86	-4.7%
i. Interest Expense	\$1.24	\$0.37	\$0.81	\$1.68	\$1.25	\$1.33	7.2%
j. R E Lease Expense	\$4.81	\$1.15	\$5.19	\$5.48	\$5.57	\$5.43	13.0%
k. Depreciation	\$5.34	\$5.15	\$5.75	\$4.49	\$1.00	\$4.97	-7.1%
l. Taxes & Insurance	\$2.15	\$1.65	\$2.30	\$2.30	\$1.91	\$2.27	5.5%
Total Operating Costs	\$52.48	\$48.26	\$57.09	\$50.06	\$47.82	\$52.87	0.7%
Total Operating Costs (\$/cwt.)	\$2.80	\$3.51	\$2.98	\$2.62	\$2.50	\$2.77	-1.2%
Total Operating Costs (% of total cost)	15.9%	14.9%	17.1%	15.2%	14.8%	15.9%	
Milk Marketing Costs							
a. Hauling	\$6.66	\$3.02	\$6.59	\$6.91	\$8.34	\$6.88	3.3%
b. State Assessments	\$2.43	\$2.36	\$2.59	\$2.54	\$2.66	\$2.57	5.6%
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.62	\$0.97	\$0.98	\$0.96	\$0.97	2.6%
Total Milk Marketing Costs	\$10.04	\$6.00	\$10.15	\$10.43	\$11.96	\$10.42	3.8%
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.44	\$0.53	\$0.55	\$0.63	\$0.55	1.7%
Total Milk Marketing Costs (% of total cost)	3.1%	1.8%	3.0%	3.2%	3.7%	3.1%	
Total Cost (\$/Cow/Month)	\$329.07	\$324.51	\$333.79	\$330.36	\$322.95	\$331.95	0.9%
Total Cost (\$/cwt.)	\$17.57	\$23.58	\$17.44	\$17.27	\$16.90	\$17.37	-1.1%
Return on Investment and Management							
a. Allowance: Return on Investment (\$/cwt.)	\$0.80	\$0.99	\$0.76	\$0.81	\$0.70	\$0.79	-1.3%
b. Allowance: Return on Management (\$/cwt.)	\$0.66	\$0.78	\$0.74	\$0.74	\$0.75	\$0.74	12.1%
Total Costs and Allowances (\$/cwt.)	\$19.03	\$25.35	\$18.94	\$18.82	\$18.35	\$18.90	-0.7%
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.73	13.76	19.14	19.13	19.10	19.11	2.0%
b. Lbs Milk Sold/milk cow/day	71.03	52.89	72.63	72.24	72.11	72.18	1.6%
f. Income Over Feed Cost (\$/cwt.)	\$5.45	\$9.86	\$8.16	\$6.68	\$7.31	\$7.38	35.6%
g. Fat Test %	3.82%	3.87%	3.93%	3.80%	3.69%	3.83%	
h. SNF Test %	8.91%	8.84%	8.97%	8.94%	8.91%	8.95%	
Related Data							
i. Milk Cow Feed Costs (\$/cow/day)	\$7.67	\$7.82	\$7.64	\$7.93	\$7.85	\$7.81	1.9%
j. Milk Cow Feed Costs (\$/cwt.)	\$10.82	\$14.79	\$10.52	\$10.97	\$10.88	\$10.85	0.3%
l. Total Cows	1,355	279	1,204	1,930	1,161	1,360	0.4%
Milk Volume Percentages ¹	100.00%	2.15%	37.73%	54.20%	5.92%	100.00%	

¹ Weighted average computed based on 2013 milk volume percentages.

Statewide Quarterly Cost Comparison Summary

Statewide Quarterly Cost Comparison Summary, 2013

All costs: per cow per month, unless noted	1st Quarter 2013 Average ¹	2nd Quarter 2013 Average ¹	3rd Quarter 2013 Average ¹	4th Quarter 2013 Average ¹	2013 Annual Summary
Number of Herds	123	118	119	113	114
Feed Costs					
a. Dry Roughage	\$49.98	\$49.08	\$45.64	\$46.66	\$48.16
b. Wet Feed & Wet Roughage	\$46.45	\$47.87	\$44.05	\$45.71	\$46.06
c. Concentrates	\$119.07	\$119.06	\$113.65	\$107.66	\$115.16
d. Minerals & Supplements	\$8.54	\$8.73	\$7.90	\$8.16	\$8.05
e. Pasture	\$0.80	\$2.00	\$2.03	\$0.87	\$1.55
Total Feed Costs	\$224.84	\$226.74	\$213.26	\$209.05	\$218.99
Total Feed Costs (\$/cwt.)	\$11.84	\$11.35	\$11.61	\$11.25	\$11.46
Total Feed Costs (% of total cost)	66.9%	66.8%	65.4%	64.8%	66.0%
Total Hired Labor	\$27.66	\$28.66	\$28.89	\$29.93	\$28.96
Total Hired Labor Costs (\$/cwt.)	\$1.46	\$1.44	\$1.57	\$1.61	\$1.52
Total Labor Costs (% of total cost)	8.2%	8.5%	8.8%	9.3%	8.7%
Total Herd Replacement	\$21.88	\$20.70	\$20.45	\$19.97	\$20.73
Total Replacement Costs (\$/cwt.)	\$1.15	\$1.03	\$1.11	\$1.07	\$1.08
Total Replacement Costs (% of total cost)	6.5%	6.1%	6.3%	6.2%	6.2%
Total Operating Costs	\$51.36	\$52.53	\$53.70	\$53.85	\$52.87
Total Operating Costs (\$/cwt.)	\$2.70	\$2.63	\$2.92	\$2.90	\$2.77
Total Operating Costs (% of total cost)	15.3%	15.5%	16.5%	16.7%	15.9%
Milk Marketing Costs					
a. Hauling	\$6.79	\$6.96	\$6.63	\$6.56	\$6.88
b. State Assessments	\$2.55	\$2.69	\$2.48	\$2.52	\$2.57
c. Federal Assessments & Misc. Ded.	\$0.97	\$1.04	\$0.93	\$0.94	\$0.97
Total Milk Marketing Costs	\$10.31	\$10.68	\$10.05	\$10.02	\$10.42
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.53	\$0.55	\$0.54	\$0.55
Total Milk Marketing Costs (% of total cost)	3.1%	3.1%	3.1%	3.1%	3.1%
Total Cost (\$/Cow/Month)	\$336.05	\$339.31	\$326.35	\$322.83	\$331.95
Total Cost (\$/cwt.)	\$17.69	\$16.98	\$17.76	\$17.37	\$17.37
Return on Investment and Management					
a. Allowance: Return on Investment (\$/cwt.)	\$0.76	\$0.71	\$0.86	\$0.83	\$0.79
b. Allowance: Return on Management (\$/cwt.)	\$0.71	\$0.73	\$0.73	\$0.81	\$0.74
Total Costs and Allowances (\$/cwt.)	\$19.16	\$18.42	\$19.35	\$19.01	\$18.90
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	19.04	20.02	18.41	18.64	19.11
b. Lbs Milk Sold/milk cow/day	72.66	74.72	69.76	70.85	72.18
c. Gross Milk Receipts (\$/cwt.)	\$18.15	\$18.56	\$18.61	\$20.53	\$18.97
d. Mailbox Price (\$/cwt.)	\$18.01	\$18.42	\$18.44	\$20.47	\$18.85
f. Income Over Feed Cost (\$/cwt.)	\$6.17	\$7.07	\$6.83	\$9.21	\$7.38
g. Fat Test %	3.91%	3.75%	3.77%	3.94%	3.83%
h. SNF Test %	8.95%	8.90%	8.88%	9.05%	8.95%
i. Lbs Fat Sold/milk cow/month	85.1	84.9	80.6	85.7	84.1
j. Lbs SNF Sold/milk cow/month	195.2	201.7	190.0	196.7	196.5
k. Percent Quota	24%	26%	27%	28%	26%
Related Data					
i. Milk Cow Feed Costs (\$/cow/day)	\$8.12	\$8.04	\$7.59	\$7.46	\$7.81
j. Milk Cow Feed Costs (\$/cwt.)	\$11.20	\$10.77	\$10.91	\$10.56	\$10.85
l. Total Cows	1,317	1,223	1,354	1,370	1,360

¹ Weighted average computed based on 2013 milk volume percentages.

Statewide 5-Year Cost Comparison Summary

Statewide 5-Year Cost Comparison Summary

All costs: per cow per month, unless noted	2009 Average ¹	2010 Average ¹	2011 Average ¹	2012 Average ¹	2013 Average ¹
Number of Herds	145	147	142	126	114
Feed Costs					
a. Dry Roughage	\$40.89	\$33.27	\$43.23	\$48.39	\$48.16
b. Wet Feed & Wet Roughage	\$31.36	\$26.56	\$36.47	\$44.02	\$46.06
c. Concentrates	\$75.37	\$74.33	\$97.97	\$111.99	\$115.16
d. Minerals & Supplements	\$7.28	\$7.56	\$8.47	\$9.10	\$8.05
e. Pasture	\$1.21	\$0.80	\$1.25	\$1.45	\$1.55
Total Feed Costs	\$156.11	\$142.52	\$187.37	\$214.95	\$218.99
Total Feed Costs (\$/cwt.)	\$8.77	\$7.84	\$10.10	\$11.48	\$11.46
Total Feed Costs (% of total cost)	56.7%	55.8%	62.4%	65.3%	66.0%
Total Hired Labor	\$27.96	\$27.81	\$28.14	\$28.47	\$28.96
Total Hired Labor Costs (\$/cwt.)	\$1.57	\$1.53	\$1.52	\$1.52	\$1.52
Total Labor Costs (% of total cost)	10.1%	10.9%	9.4%	8.7%	8.7%
Total Herd Replacement	\$32.31	\$24.35	\$22.25	\$23.14	\$20.73
Total Replacement Costs (\$/cwt.)	\$1.82	\$1.34	\$1.20	\$1.24	\$1.08
Total Replacement Costs (% of total cost)	11.7%	9.5%	7.4%	7.0%	6.2%
Total Operating Costs	\$49.79	\$51.49	\$52.51	\$52.48	\$52.87
Total Operating Costs (\$/cwt.)	\$2.80	\$2.83	\$2.83	\$2.80	\$2.77
Total Operating Costs (% of total cost)	18.1%	20.2%	17.5%	15.9%	15.9%
Milk Marketing Costs					
a. Hauling	\$5.95	\$6.06	\$6.36	\$6.66	\$6.88
b. State Assessments	\$2.39	\$2.32	\$2.47	\$2.43	\$2.57
c. Federal Assessments & Misc. Ded.	\$0.95	\$0.95	\$0.95	\$0.95	\$0.97
Total Milk Marketing Costs	\$9.28	\$9.33	\$9.78	\$10.04	\$10.42
Total Milk Marketing Costs (\$/cwt.)	\$0.52	\$0.51	\$0.53	\$0.54	\$0.55
Total Milk Marketing Costs (% of total cost)	3.4%	3.7%	3.3%	3.1%	3.1%
Total Cost (\$/Cow/Month)	\$275.45	\$255.50	\$300.05	\$329.07	\$331.95
Total Cost (\$/cwt.)	\$15.48	\$14.06	\$16.17	\$17.57	\$17.37
Return on Investment and Management					
a. Allowance: Return on Investment (\$/cwt.)	\$1.24	\$0.90	\$0.87	\$0.80	\$0.79
b. Allowance: Return on Management (\$/cwt.)	\$0.46	\$0.59	\$0.74	\$0.66	\$0.74
Total Costs and Allowances (\$/cwt.)	\$17.18	\$15.55	\$17.78	\$19.03	\$18.90
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	17.79	18.17	18.56	18.73	19.11
b. Lbs Milk Sold/milk cow/day	67.83	69.17	70.64	71.03	72.18
c. Gross Milk Receipts (\$/cwt.)	\$11.92	\$15.05	\$18.85	\$17.00	\$18.97
d. Mailbox Price (\$/cwt)	\$11.82	\$14.80	\$18.49	\$16.92	\$18.85
f. Income Over Feed Cost (\$/cwt.)	\$3.05	\$6.96	\$8.39	\$5.45	\$7.38
g. Fat Test %	3.72%	3.71%	3.78%	3.82%	3.83%
h. SNF Test %	8.86%	8.88%	8.89%	8.91%	8.95%
i. Lbs Fat Sold/milk cow/month	76.6	78.0	81.1	82.6	84.1
j. Lbs SNF Sold/milk cow/month	182.7	186.8	190.9	193.0	196.5
k. Percent Quota	28.6%	26.4%	24.8%	25.5%	26.1%
Related Data					
i. Milk Cow Feed Costs (\$/cow/day)	\$5.52	\$5.11	\$6.71	\$7.67	\$7.81
j. Milk Cow Feed Costs (\$/cwt.)	\$8.14	\$7.40	\$9.52	\$10.82	\$10.85
l. Total Cows	1,261	1,289	1,346	1,355	1,360

¹ Weighted average computed based on 2013 milk volume percentages.

Holstein Herds Cost Comparison Summary

California Holstein Cost Comparison Summary, 2013

All costs: per cow per month, unless noted	2012 Average	Holstein 1-700	Holstein 701-1500	Holstein 1500 Plus	2013 Average	Percent Change
Number of Herds	94	29	32	24	85	
Feed Costs						
a. Dry Roughage	\$51.50	\$50.10	\$47.21	\$51.50	\$50.05	-2.8%
b. Wet Feed & Wet Roughage	\$46.25	\$48.13	\$53.12	\$47.44	\$49.24	6.5%
c. Concentrates	\$112.80	\$105.63	\$109.25	\$118.64	\$114.47	1.5%
d. Minerals & Supplements	\$9.35	\$6.21	\$8.60	\$8.74	\$8.44	-9.7%
e. Pasture	\$0.52	\$4.79	\$0.00	\$0.00	\$0.48	-8.2%
Total Feed Costs	\$220.43	\$214.86	\$218.18	\$226.32	\$222.68	1.0%
Total Feed Costs (\$/cwt.)	\$11.17	\$11.52	\$11.24	\$10.90	\$11.06	-1.0%
Total Feed Costs (% of total cost)	65.6%	64.7%	66.0%	66.4%	66.1%	
Total Hired Labor	\$28.66	\$32.05	\$28.60	\$29.27	\$29.34	2.4%
Total Hired Labor Costs (\$/cwt.)	\$1.45	\$1.72	\$1.47	\$1.41	\$1.46	0.4%
Total Labor Costs (% of total cost)	8.5%	9.7%	8.6%	8.6%	8.7%	
Total Herd Replacement	\$23.72	\$17.26	\$18.86	\$22.04	\$20.59	-13.2%
Total Replacement Costs (\$/cwt.)	\$1.20	\$0.93	\$0.97	\$1.06	\$1.02	-14.9%
Total Replacement Costs (% of total cost)	7.1%	5.2%	5.7%	6.5%	6.1%	
Total Operating Costs	\$52.47	\$56.73	\$54.55	\$52.10	\$53.31	1.6%
Total Operating Costs (\$/cwt.)	\$2.66	\$3.04	\$2.81	\$2.51	\$2.65	-0.4%
Total Operating Costs (% of total cost)	15.6%	17.1%	16.5%	15.3%	15.8%	
Milk Marketing Costs						
a. Hauling	\$7.11	\$7.41	\$6.97	\$7.32	\$7.22	1.6%
b. State Assessments	\$2.56	\$2.85	\$2.65	\$2.72	\$2.71	6.0%
c. Federal Assessments & Misc. Ded.	\$1.01	\$0.99	\$1.01	\$1.05	\$1.04	2.9%
Total Milk Marketing Costs	\$10.68	\$11.25	\$10.63	\$11.10	\$10.97	2.8%
Total Milk Marketing Costs (\$/cwt.)	\$0.54	\$0.60	\$0.55	\$0.53	\$0.54	0.7%
Total Milk Marketing Costs (% of total cost)	3.2%	3.4%	3.2%	3.3%	3.3%	
Total Cost (\$/Cow/Month)	\$335.94	\$332.15	\$330.81	\$340.82	\$336.90	0.3%
Total Cost (\$/cwt.)	\$17.02	\$17.81	\$17.04	\$16.41	\$16.73	-1.7%
Milk Production Data						
a. Milk Sold/Total Cow/Month/ (cwt.)	19.74	18.65	19.41	20.77	20.14	2.0%
b. Lbs Milk Sold/milk cow/day	74.55	70.12	73.46	77.87	75.76	1.6%
c. Gross Milk Receipts (\$/cwt.)	\$16.47	\$18.90	\$18.40	\$18.42	\$18.46	12.1%
d. Mailbox Price (\$/cwt.)	\$16.08	\$18.65	\$18.08	\$18.06	\$18.12	12.7%
f. Income Over Feed Cost (\$/cwt.)	\$4.92	\$7.13	\$6.84	\$7.16	\$7.06	43.7%
g. Fat Test %	3.63%	3.74%	3.66%	3.65%	3.66%	
h. SNF Test %	8.82%	8.90%	8.85%	8.87%	8.87%	
i. Lbs Fat Sold/milk cow/month	82.6	79.8	81.8	86.4	84.3	2.1%
j. Lbs SNF Sold/milk cow/month	200.6	189.8	197.7	210.2	204.3	1.9%
k. Percent Quota	30.0%	47.7%	29.9%	29.4%	31.2%	
Related Data						
a. Percent Dry Cows	13%	13%	13%	12%	13%	
b. Yearly Cull Rate	43%	40%	41%	43%	42%	
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.21	\$0.19	\$0.18	\$0.19	\$0.19	-10.4%
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$270.02	\$259.77	\$264.59	\$261.30	\$262.05	-3.0%
e. Grain, Mnrls & Splmnts (\$/ton)	\$330.73	\$339.60	\$329.73	\$333.75	\$334.23	1.1%
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.4	24.8	27.2	29.2	28.2	-0.7%
g. Milkers (\$/hr with benefits & taxes)	\$14.28	\$14.45	\$14.41	\$15.05	\$14.78	3.5%
h. Total Labor (\$/hr)	\$15.01	\$14.52	\$15.02	\$15.91	\$15.47	3.1%
i. Milk Cow Feed Costs (\$/cow/day)	\$7.84	\$7.63	\$7.77	\$8.05	\$7.92	1.0%
j. Milk Cow Feed Costs (\$/cwt.)	\$10.52	\$10.88	\$10.57	\$10.34	\$10.46	-0.6%
k. Milk Cows	1,188	347	953	2,497	1,182	-0.5%
l. Total Cows	1,369	397	1,097	2,848	1,352	-1.2%

Jersey Herds Cost Comparison Summary

California Jersey Cost Comparison Summary, 2013

All costs: per cow per month, unless noted	2012 Average	2013 Average	Percent Change
Number of Herds	15	12	
Feed Costs			
a. Dry Roughage	\$35.92	\$37.81	5.3%
b. Wet Feed & Wet Roughage	\$38.26	\$39.20	2.4%
c. Concentrates	\$108.11	\$113.11	4.6%
d. Minerals & Supplements	\$10.08	\$9.32	-7.6%
e. Pasture	\$0.00	\$0.00	
Total Feed Costs	\$192.37	\$199.44	3.7%
Total Feed Costs (\$/cwt.)	\$12.35	\$12.44	0.7%
Total Feed Costs (% of total cost)	63.1%	63.1%	
Total Hired Labor	\$27.05	\$28.84	6.6%
Total Hired Labor Costs (\$/cwt.)	\$1.74	\$1.80	3.5%
Total Labor Costs (% of total cost)	8.9%	9.1%	
Total Herd Replacement	\$22.40	\$23.26	3.8%
Total Replacement Costs (\$/cwt.)	\$1.44	\$1.45	0.8%
Total Replacement Costs (% of total cost)	7.4%	7.4%	
Total Operating Costs	\$54.65	\$55.67	1.9%
Total Operating Costs (\$/cwt.)	\$3.51	\$3.47	-1.1%
Total Operating Costs (% of total cost)	17.9%	17.6%	
Milk Marketing Costs			
a. Hauling	\$5.43	\$5.95	9.5%
b. State Assessments	\$1.99	\$2.11	5.9%
c. Federal Assessments & Misc. Ded.	\$0.81	\$0.82	2.3%
Total Milk Marketing Costs	\$8.23	\$8.88	7.9%
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.55	4.8%
Total Milk Marketing Costs (% of total cost)	2.7%	2.8%	
Total Cost (\$/Cow/Month)	\$304.70	\$316.09	3.7%
Total Cost (\$/cwt.)	\$19.56	\$19.71	0.7%
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	15.58	16.04	3.0%
b. Lbs Milk Sold/milk cow/day	59.82	61.54	2.9%
c. Gross Milk Receipts (\$/cwt.)	\$18.57	\$20.52	10.5%
d. Mailbox Price (\$/cwt.)	\$19.61	\$21.35	8.9%
f. Income Over Feed Cost (\$/cwt.)	\$7.26	\$8.92	22.9%
g. Fat Test %	4.79%	4.80%	
h. SNF Test %	9.35%	9.37%	
i. Lbs Fat Sold/milk cow/month	87.3	89.9	3.0%
j. Lbs SNF Sold/milk cow/month	170.7	175.4	2.8%
k. Percent Quota	2.9%	2.7%	
Related Data			
a. Percent Dry Cows	15%	14%	
b. Yearly Cull Rate	47%	50%	
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.03	\$0.03	-0.5%
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$284.49	\$272.41	-4.2%
e. Grain, Mnrls & Splmnts (\$/ton)	\$329.33	\$331.01	0.5%
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.6	28.2	2.2%
g. Milkers (\$/hr with benefits & taxes)	\$13.05	\$13.14	0.7%
h. Total Labor (\$/hr)	\$14.62	\$14.87	1.7%
i. Milk Cow Feed Costs (\$/cow/day)	\$6.92	\$7.19	3.9%
j. Milk Cow Feed Costs (\$/cwt.)	\$11.57	\$11.68	0.9%
k. Milk Cows	1,807	2,075	14.8%
l. Total Cows	2,117	2,421	14.4%

Crossbred Herd Cost Comparison Summary

California Crossbred, Mixed-and-Other Herds Cost Comparison Summary, 2013

All costs: per cow per month, unless noted	2012 Average	2013 Average	Percent Change
Number of Herds	5	6	
Feed Costs			
a. Dry Roughage	\$32.72	\$36.10	10.3%
b. Wet Feed & Wet Roughage	\$54.83	\$55.86	1.9%
c. Concentrates	\$109.67	\$106.32	-3.1%
d. Minerals & Supplements	\$6.07	\$5.00	-17.6%
e. Pasture	\$0.80	\$0.61	
Total Feed Costs	\$204.10	\$203.89	-0.1%
Total Feed Costs (\$/cwt.)	\$10.76	\$10.92	1.4%
Total Feed Costs (% of total ost)	65.2%	66.2%	
Total Hired Labor	\$30.63	\$29.85	-2.5%
Total Hired Labor Costs (\$/cwt.)	\$1.61	\$1.60	-1.0%
Total Labor Costs (% of total cost)	9.8%	9.7%	
Total Herd Replacement	\$19.86	\$15.55	-21.7%
Total Replacement Costs (\$/cwt.)	\$1.05	\$0.83	-20.5%
Total Replacement Costs (% of total cost)	6.3%	5.0%	
Total Operating Costs	\$47.47	\$47.69	0.5%
Total Operating Costs (\$/cwt.)	\$2.50	\$2.55	2.0%
Total Operating Costs (% of total cost)	15.2%	15.5%	
Milk Marketing Costs			
a. Hauling	\$7.50	\$7.54	0.5%
b. State Assessments	\$2.47	\$2.52	2.1%
c. Federal Assessments & Misc. Ded.	\$0.96	\$0.95	-1.4%
Total Milk Marketing Costs	\$10.93	\$11.00	0.7%
Total Milk Marketing Costs (\$/cwt.)	\$0.58	\$0.59	2.2%
Total Milk Marketing Costs (% of total cost)	3.5%	3.6%	
Total Cost (\$/Cow/Month)	\$312.99	\$307.98	-1.6%
Total Cost (\$/cwt.)	\$16.50	\$16.49	-0.1%
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	18.97	18.68	-1.5%
b. Lbs Milk Sold/milk cow/day	72.83	72.12	-1.0%
c. Gross Milk Receipts (\$/cwt.)	\$16.58	\$18.57	12.0%
d. Mailbox Price (\$/cwt.)	\$16.23	\$18.46	13.7%
f. Income Over Feed Cost (\$/cwt.)	\$5.47	\$7.55	38.0%
g. Fat Test %	3.74%	3.80%	
h. SNF Test %	8.98%	8.99%	
i. Lbs Fat Sold/milk cow/month	83.1	83.3	0.2%
j. Lbs SNF Sold/milk cow/month	199.4	197.2	-1.1%
k. Percent Quota	16.3%	14.1%	
Related Data			
a. Percent Dry Cows	15%	15%	
b. Yearly Cull Rate	38%	34%	
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.25	\$0.20	-21.0%
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$258.02	\$249.22	-3.4%
e. Grain, Mnrls & Splmnts (\$/ton)	\$316.95	\$330.79	4.4%
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.3	25.8	-5.7%
g. Milkers (\$/hr with benefits & taxes)	\$15.58	\$15.58	0.0%
h. Total Labor (\$/hr)	\$16.64	\$16.76	0.7%
i. Milk Cow Feed Costs (\$/cow/day)	\$7.29	\$7.33	0.5%
j. Milk Cow Feed Costs (\$/cwt.)	\$10.01	\$10.16	1.5%
k. Milk Cows	884	884	0.0%
l. Total Cows	1,035	1,038	0.2%

California 3X vs. 2X Milking Cost Comparison Summary

California Holstein 3X vs. 2X Milking Cost Comparison Summary, 2013

All costs: per cow per month, unless noted	2013 3x Milking	2013 2x Milking	Percent Diff 2013 3X vs. 2X
Number of Herds	22	63	
Feed Costs			
a. Dry Roughage	\$48.00	\$51.19	-6.2%
b. Wet Feed & Wet Roughage	\$53.05	\$47.12	12.6%
c. Concentrates	\$117.30	\$112.89	3.9%
d. Minerals & Supplements	\$11.50	\$6.74	70.5%
e. Pasture	\$0.00	\$0.75	-100.0%
Total Feed Costs	\$229.85	\$218.70	5.1%
Total Feed Costs (\$/cwt.)	\$10.45	\$11.44	-8.7%
Total Feed Costs (% of total ost)	65.0%	66.8%	
Total Hired Labor	\$31.95	\$27.89	14.6%
Total Hired Labor Costs (\$/cwt.)	\$1.45	\$1.46	-0.5%
Total Labor Costs (%of total cost)	9.0%	8.5%	
Total Herd Replacement	\$22.46	\$19.55	14.9%
Total Replacement Costs (\$/cwt.)	\$1.02	\$1.02	-0.1%
Total Replacement Costs (%of total cost)	6.3%	6.0%	
Total Operating Costs	\$57.95	\$50.74	14.2%
Total Operating Costs (\$/cwt.)	\$2.63	\$2.65	-0.8%
Total Operating Costs (%of total cost)	16.4%	15.5%	5.7%
Milk Marketing Costs			
a. Hauling	\$7.63	\$6.99	9.2%
b. State Assessments	\$2.92	\$2.60	12.2%
c. Federal Assessments & Misc. Ded.	\$1.13	\$0.98	14.7%
Total Milk Marketing Costs	\$11.68	\$10.58	10.4%
Total Milk Marketing Costs (\$/cwt.)	\$0.53	\$0.55	-4.0%
Total Milk Marketing Costs (% of total cost)	3.3%	3.2%	2.2%
Total Cost (\$/Cow/Month)	\$353.89	\$327.45	8.1%
Total Cost (\$/cwt.)	\$16.09	\$17.13	-6.1%
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	21.99	19.11	15.1%
b. Lbs Milk Sold/milk cow/day	82.35	72.06	14.3%
c. Gross Milk Receipts (\$/cwt.)	\$18.20	\$18.62	-2.3%
d. Mailbox Price (\$/cwt.)	\$17.82	\$18.31	-2.7%
f. Income Over Feed Cost (\$/cwt.)	\$7.37	\$6.87	7.3%
g. Fat Test %	3.58%	3.71%	
h. SNF Test %	8.82%	8.90%	
i. Lbs Fat Sold/milk cow/month	89.8	81.3	10.5%
j. Lbs SNF Sold/milk cow/month	220.8	195.1	13.2%
k. Percent Quota	35.2%	25.0%	
Related Data			
a. Percent Dry Cows	12%	13%	
b. Yearly Cull Rate	44%	41%	
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.17	\$0.19	0.0%
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$259.21	\$263.46	-1.6%
e. Grain, Mnrls & Splmnts (\$/ton)	\$335.49	\$333.80	0.5%
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.4	27.5	7.1%
g. Milkercs (\$/hr with benefits & taxes)	\$14.60	\$14.90	-2.0%
h. Total Labor (\$/hr)	\$15.28	\$15.59	-2.0%
i. Milk Cow Feed Costs (\$/cow/day)	\$8.14	\$7.80	4.4%
j. Milk Cow Feed Costs (\$/cwt.)	\$9.89	\$10.82	-8.7%
k. Milk Cows	1,640	1,022	60.4%
l. Total Cows	1,867	1,173	59.2%

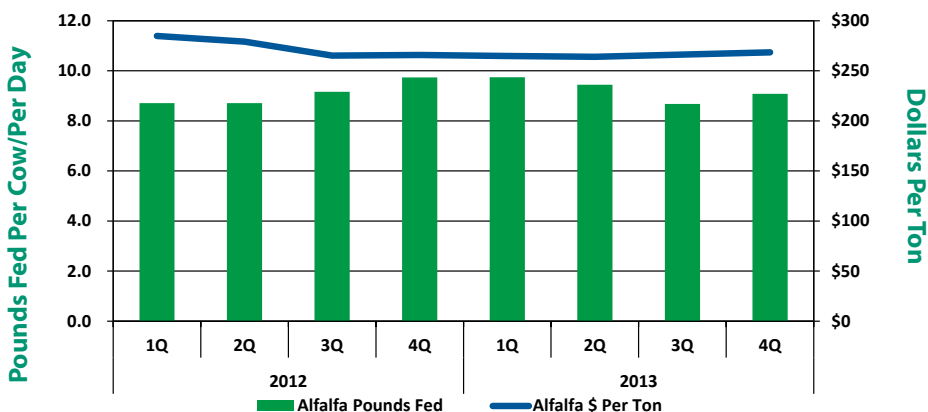
Organic Herds Comparison

California Organic Herds Production Cost Comparison, 2013

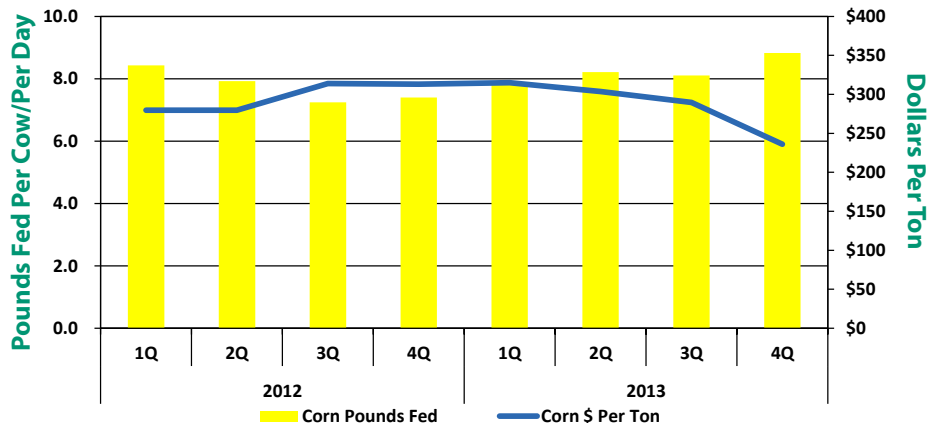
All costs: per cow per month, unless noted	2012 Average	2013 Average	Percent Change
Number of Herds	12	10	
Feed Costs			
a. Dry Roughage	\$49.81	\$56.33	13.1%
b. Wet Feed & Wet Roughage	\$21.04	\$16.96	-19.4%
c. Concentrates	\$110.21	\$120.97	9.8%
d. Minerals & Supplements	\$4.77	\$3.33	-30.2%
e. Pasture	\$36.18	\$47.24	
Total Feed Costs	\$222.00	\$244.84	10.3%
Total Feed Costs (\$/cwt.)	\$17.87	\$19.32	8.1%
Total Feed Costs (% of total cost)	67.7%	69.9%	
Total Hired Labor	\$34.02	\$36.22	6.4%
Total Hired Labor Costs (\$/cwt.)	\$2.74	\$2.86	4.3%
Total Labor Costs (% of total cost)	10.4%	10.3%	
Total Herd Replacement	\$16.59	\$14.84	-10.5%
Total Replacement Costs (\$/cwt.)	\$1.34	\$1.17	-12.3%
Total Replacement Costs (% of total cost)	5.1%	4.2%	
Total Operating Costs	\$52.97	\$51.83	-2.2%
Total Operating Costs (\$/cwt.)	\$4.27	\$4.09	-4.1%
Total Operating Costs (% of total cost)	16.1%	14.8%	
Milk Marketing Costs			
a. Hauling	\$0.45	\$0.51	13.3%
b. State Assessments	\$1.80	\$1.90	5.4%
c. Federal Assessments & Misc. Ded.	\$0.33	\$0.31	-5.1%
Total Milk Marketing Costs	\$2.58	\$2.72	5.5%
Total Milk Marketing Costs (\$/cwt.)	\$0.21	\$0.21	3.4%
Total Milk Marketing Costs (% of total cost)	0.8%	0.8%	
Total Cost (\$/Cow/Month)	\$328.15	\$350.44	6.8%
Total Cost (\$/cwt.)	\$26.42	\$27.66	4.7%
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	12.42	12.67	2.0%
b. Lbs Milk Sold/milk cow/day	48.12	48.93	1.7%
c. Gross Milk Receipts (\$/cwt.)	\$25.75	\$28.82	11.9%
d. Mailbox Price (\$/cwt.)	\$30.31	\$30.90	1.9%
f. Income Over Feed Cost (\$/cwt.)	\$12.44	\$11.57	-6.9%
g. Fat Test %	3.94%	3.85%	
h. SNF Test %	8.90%	8.89%	
i. Lbs Fat Sold/milk cow/month	57.8	57.3	-0.9%
j. Lbs SNF Sold/milk cow/month	130.6	132.3	1.3%
k. Percent Quota	27.1%	28.3%	
Related Data			
a. Percent Dry Cows	15%	15%	
b. Yearly Cull Rate	26%	37%	
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.23	\$0.20	-1.7%
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$308.28	\$315.44	2.3%
e. Grain, Mnrls & Splmnts (\$/ton)	\$571.75	\$610.64	6.8%
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.2	16.4	1.3%
g. Milkers (\$/hr with benefits & taxes)	\$14.43	\$14.56	0.9%
h. Total Labor (\$/hr)	\$14.50	\$14.40	-0.7%
i. Milk Cow Feed Costs (\$/cow/day)	\$8.06	\$8.88	10.2%
j. Milk Cow Feed Costs (\$/cwt.)	\$16.74	\$18.15	8.4%
k. Milk Cows	358	378	5.9%
l. Total Cows	423	445	5.2%

Average Alfalfa Hay and Other Forage Prices

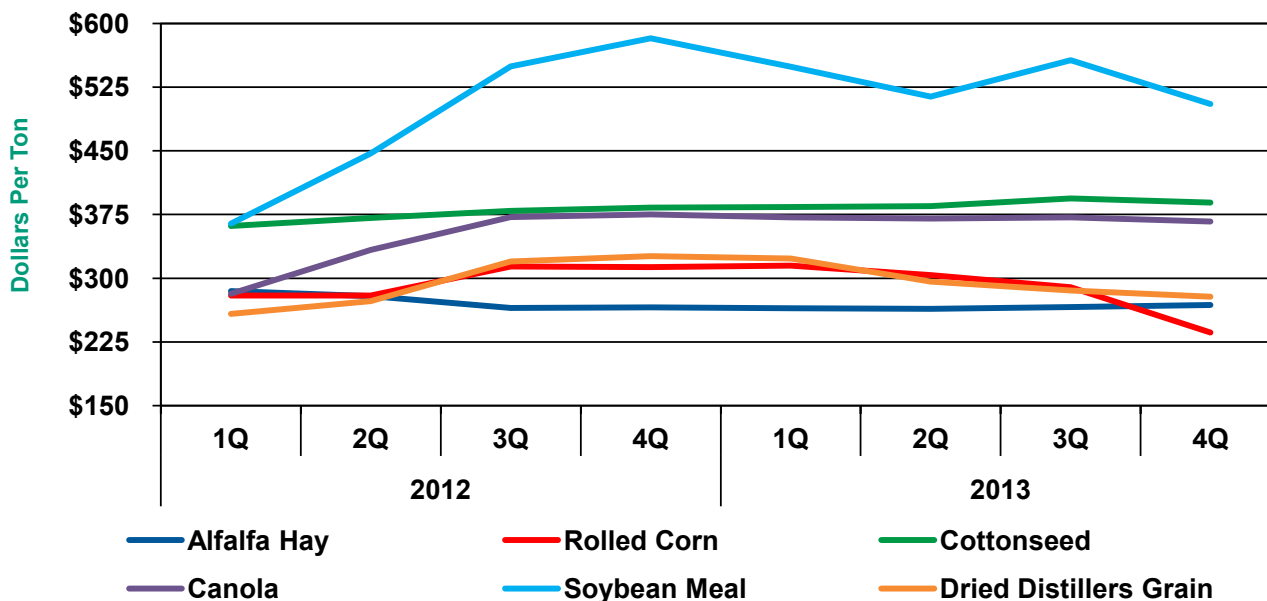
Pounds of Alfalfa Fed Per Cow-Per Day/Dollars Per Ton



Pounds of Corn Fed Per Cow-Per Day/Dollars Per Ton



Feed Commodity Prices Paid for Premium Alfalfa, Canola, Rolled Corn, Soybean Meal, Whole Cottonseed, and Dried Distillers Grain Based on California Cost of Production Surveys January 2012-December 2013



Holstein Herd Feed Summary

This Annual Feed Summary provides a breakdown for feed ingredients fed to milk and dry cows throughout the year. The summary provides the dollars-per-ton fed for each commodity fed, feed intake per-cow per-day, estimated dry matter intake per-cow per-day, and the percent of total feed cost. This table represents the Holstein herds throughout California participating in the COP survey. This summary table does not contain organic herds.

California Holstein Dairies - Feed Summary, 2013 12-Month Weighted Averages, Based on CDFA Cost Study Dairy Surveys

FEED	MILK COWS				DRY COWS			
	\$ Per Ton ¹	As Fed #s Per Cow Per Day ¹	Dry Matter #s Per Cow Per Day ²	% of Total Feed Cost ¹	\$ Per Ton ¹	As Fed #s Per Cow Per Day ¹	Dry Matter #s Per Cow Per Day ²	% of Total Feed Cost ¹
DRY ROUGHAGE								
Alfalfa Hay	\$262.39	9.88	8.88	16.4%	\$249.19	1.80	1.61	7.0%
Other Hay	\$150.53	0.67	0.59	0.6%	\$186.18	9.99	8.94	1.6%
Almond Hulls & Shells	\$148.06	4.68	4.18	4.1%	\$147.99	2.21	1.96	0.3%
Total Dry Roughage	\$222.31	15.23	13.65	21.4%	\$188.25	14.00	12.52	41.4%
SILAGE								
Corn Silage	\$67.09	29.59	9.89	12.5%	\$67.09	13.08	4.37	13.8%
Other Silage	\$62.97	8.61	2.86	3.4%	\$55.53	23.56	7.89	20.5%
Green Chop	\$54.95	1.36	0.36	0.5%	\$54.95	0.11	0.03	0.1%
Total Silage	\$65.77	39.57	13.11	16.4%	\$59.64	36.75	12.29	34.4%
OTHER FORAGES & WET FEEDS								
Earlage	\$146.30	0.51	0.30	0.5%	\$146.30	0.02	0.01	0.0%
Wet Distiller Grain	\$104.77	2.66	0.83	1.8%	\$104.77	0.10	0.03	0.2%
Wet Corn Gluten	\$111.58	1.29	0.41	0.9%	\$111.58	0.18	0.06	0.3%
Whey	\$39.96	3.89	0.60	1.0%	\$39.96	0.22	0.03	0.1%
Other Wet Feeds	\$39.09	2.98	0.61	0.7%	\$42.47	1.56	0.38	1.0%
Total Other Forages & Wet Feeds	\$67.89	11.33	2.75	4.9%	\$52.02	2.08	0.51	1.7%
CONCENTRATES & BYPRODUCTS								
Inside Barn Mix	\$324.63	1.69	1.45	3.5%	\$0.00	0.00	0.00	0.0%
Rolled Corn	\$284.82	8.61	7.57	15.5%	\$284.82	0.98	0.86	4.4%
Rolled Barley	\$284.99	0.23	0.21	0.4%	\$285.09	0.04	0.03	0.2%
Whole Cottonseed/Pima	\$391.33	2.79	2.56	6.9%	\$391.03	0.01	0.01	0.1%
Soybean Meal	\$453.15	0.05	0.05	0.2%	\$0.00	0.00	0.00	0.0%
Canola	\$367.77	3.61	3.31	8.4%	\$367.77	0.32	0.29	1.8%
Beet Pulp	\$278.76	0.49	0.45	0.9%	\$278.76	0.03	0.03	0.1%
Wheat Millrun	\$237.27	0.40	0.36	0.6%	\$237.27	0.07	0.06	0.3%
Dried Distillers Grain	\$298.69	1.76	1.61	3.3%	\$298.69	0.16	0.14	0.7%
Other Grains & byproducts	\$339.30	2.63	2.39	5.6%	\$345.46	1.66	1.46	8.3%
Mill/Custom Mix	\$348.26	3.70	3.19	8.1%	\$356.55	0.12	0.11	0.0%
Total Concentrates & Byproducts	\$325.38	25.97	23.16	53.4%	\$324.25	3.38	3.00	16.6%
MINERALS & ADDITIVES								
All Minerals	\$354.52	1.65	1.33	3.7%	\$527.90	0.65	0.54	5.4%
PASTURE								
Pasture	\$43.03	0.73	0.15	0.2%	\$43.03	0.77	0.16	0.5%
TOTALS	\$167.49	94.47	54.15	100.0%	\$110.78	57.63	29.02	100.0%

Cost Per Cow-Per Day \$7.91
 Cost Per Cwt. of Milk \$10.44
 Avg. Milk Cows 1,182
 Milk Production Per Cow-Per Day 75.75

Cost Per Cow-Per Day \$3.19
 Cost Per Cwt. of Milk \$0.61
 Avg. Dry Cows 170

¹ All figures based on weighted averages

² Dry Matter is estimated

Jersey Herd Feed Summary

This Annual Feed Summary provides a breakdown for feed ingredients fed to milk and dry cows throughout the year. The summary provides the dollars-per-ton fed for each commodity fed, feed intake per-cow per-day, estimated dry matter intake per-cow per-day, and the percent of total feed cost. This table represents the Jersey herds throughout California participating in the COP survey. This table does not contain organic herds.

California Jersey Dairies - Feed Summary, 2013 12-Month Weighted Averages, Based on CDFA Cost Study Dairy Surveys

FEED	MILK COWS				DRY COWS			
	\$ Per Ton ¹	As Fed #s Per Cow Per Day ¹	Dry Matter #s Per Cow Per Day ²	% of Total Feed Cost ¹	\$ Per Ton ¹	As Fed #s Per Cow Per Day ¹	Dry Matter #s Per Cow Per Day ²	% of Total Feed Cost ¹
DRY ROUGHAGE								
Alfalfa Hay	\$273.86	6.87	6.15	13.1%	\$207.49	0.92	0.82	3.4%
Other Hay	\$145.00	1.72	1.40	1.6%	\$157.22	11.09	8.71	1.9%
Almond Hulls & Shells	\$137.48	2.92	2.63	2.6%	\$137.48	1.96	1.77	0.3%
Total Dry Roughage	\$219.99	11.52	10.19	17.6%	\$157.75	13.96	11.29	39.2%
SILAGE								
Corn Silage	\$67.47	26.43	8.77	12.4%	\$67.47	8.69	2.88	10.4%
Other Silage	\$64.83	7.13	2.55	3.2%	\$51.98	16.73	5.99	15.5%
Green Chop	\$0.00	0.00	0.00	0.0%	\$0.00	0.00	0.00	0.0%
Total Silage	\$66.91	33.56	11.31	15.6%	\$57.28	25.42	8.87	25.9%
OTHER FORAGES & WET FEEDS								
Earlage	\$165.03	0.57	0.37	0.7%	\$0.00	0.00	0.00	0.0%
Wet Distiller Grain	\$113.23	1.35	0.42	1.1%	\$113.23	0.21	0.07	0.4%
Wet Corn Gluten	\$107.40	1.42	0.55	1.1%	\$107.40	0.47	0.18	0.9%
Whey	\$31.91	2.15	0.24	0.5%	\$31.91	1.64	0.19	0.9%
Other Wet Feeds	\$33.24	0.83	0.17	0.2%	\$44.32	0.33	0.08	0.3%
Total Other Forages & Wet Feeds	\$78.42	6.33	1.76	3.5%	\$53.32	2.66	0.52	2.5%
CONCENTRATES & BYPRODUCTS								
Inside Barn Mix	\$0.00	0.00	0.00	0.0%	\$0.00	0.00	0.00	0.0%
Rolled Corn	\$277.93	8.42	7.42	16.3%	\$277.93	1.47	1.30	7.3%
Rolled Barley	\$308.70	0.05	0.05	0.1%	\$308.70	0.02	0.02	0.1%
Whole Cottonseed/Pima	\$377.31	3.73	3.44	9.8%	\$377.48	0.15	0.14	1.0%
Soybean Meal	\$537.51	0.01	0.01	0.0%	\$0.00	0.00	0.00	0.0%
Canola	\$365.46	4.41	4.06	11.2%	\$365.46	0.66	0.60	4.3%
Beet Pulp	\$248.63	0.06	0.05	0.1%	\$0.00	0.00	0.00	0.0%
Wheat Millrun	\$240.12	0.14	0.12	0.2%	\$0.00	0.00	0.00	0.0%
Dried Distillers Grain	\$284.49	1.41	1.29	2.8%	\$284.49	0.29	0.27	1.5%
Other Grains & byproducts	\$352.91	5.11	4.64	12.6%	\$301.24	1.26	1.13	6.8%
Mill/Custom Mix	\$359.02	2.36	2.05	5.9%	\$0.00	0.00	0.00	0.0%
Total Concentrates & Byproducts	\$330.00	25.71	23.13	59.0%	\$305.06	3.85	3.46	20.9%
MINERALS & ADDITIVES								
All Minerals	\$362.52	1.68	1.35	4.2%	\$689.88	0.92	0.80	11.4%
PASTURE								
Pasture	\$0.00	0.00	0.00	0.0%	\$0.00	0.00	0.00	0.0%
TOTALS	\$182.35	78.79	47.74	100.0%	\$119.89	46.81	24.93	100.0%

Cost Per Cow-Per Day \$7.18
 Cost Per Cwt. of Milk \$11.67
 Avg. Total Cows 2,075
 Milk Production Per Cow-Per Day 61.54

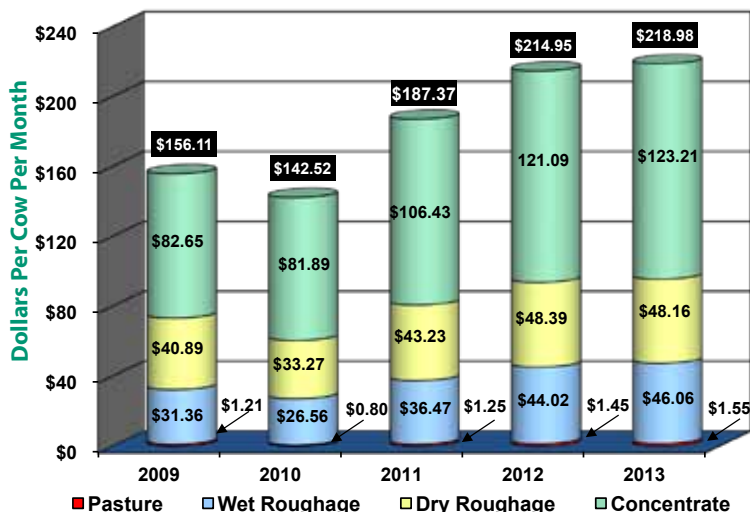
Cost Per Cow-Per Day \$2.81
 Cost Per Cwt. of Milk \$0.76
 Avg. Dry Cows 347

¹ All figures based on weighted averages

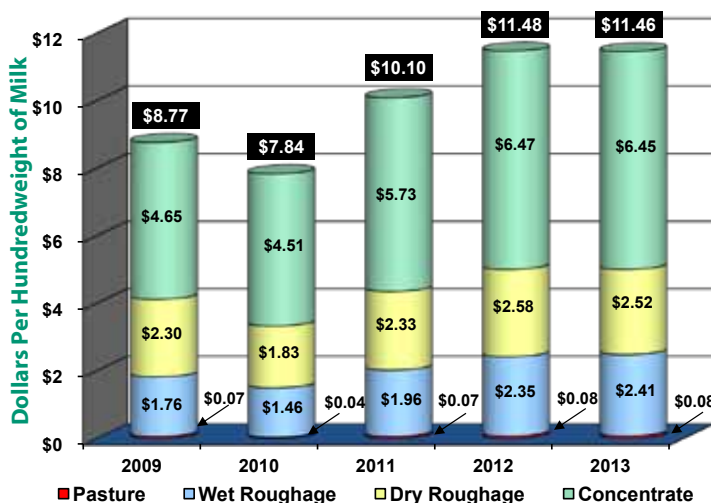
² Dry Matter is estimated

Feed Cost Breakdown

**Total Feed Costs Per Cow, Per Month¹
California, 2009-2013**

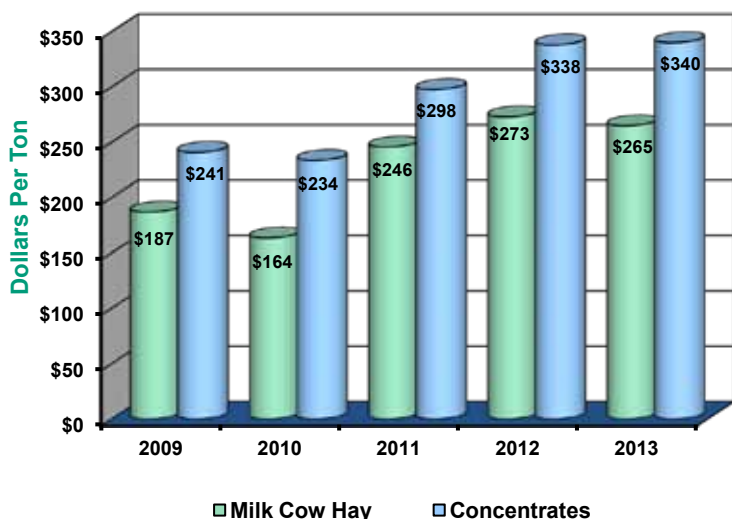


**Total Feed Cost Per Hundredweight of Milk¹
California, 2009-2013**

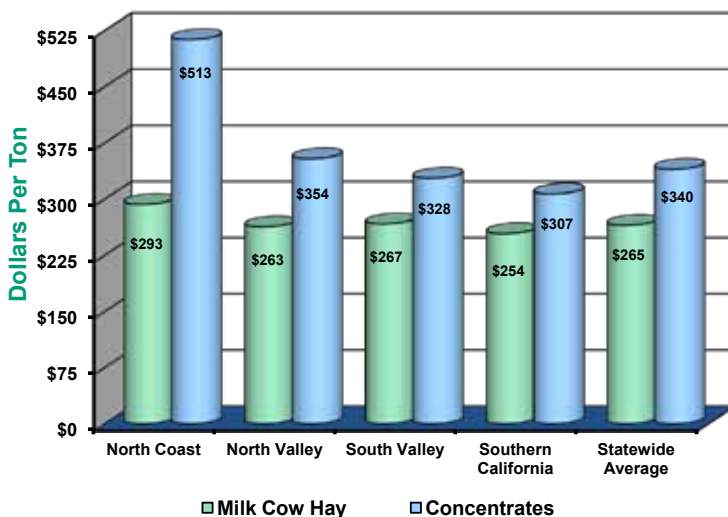


¹ Includes feed costs for both milk cows and dry cows.

**Dry Roughage and Concentrate Costs,
California, 2009-2013**

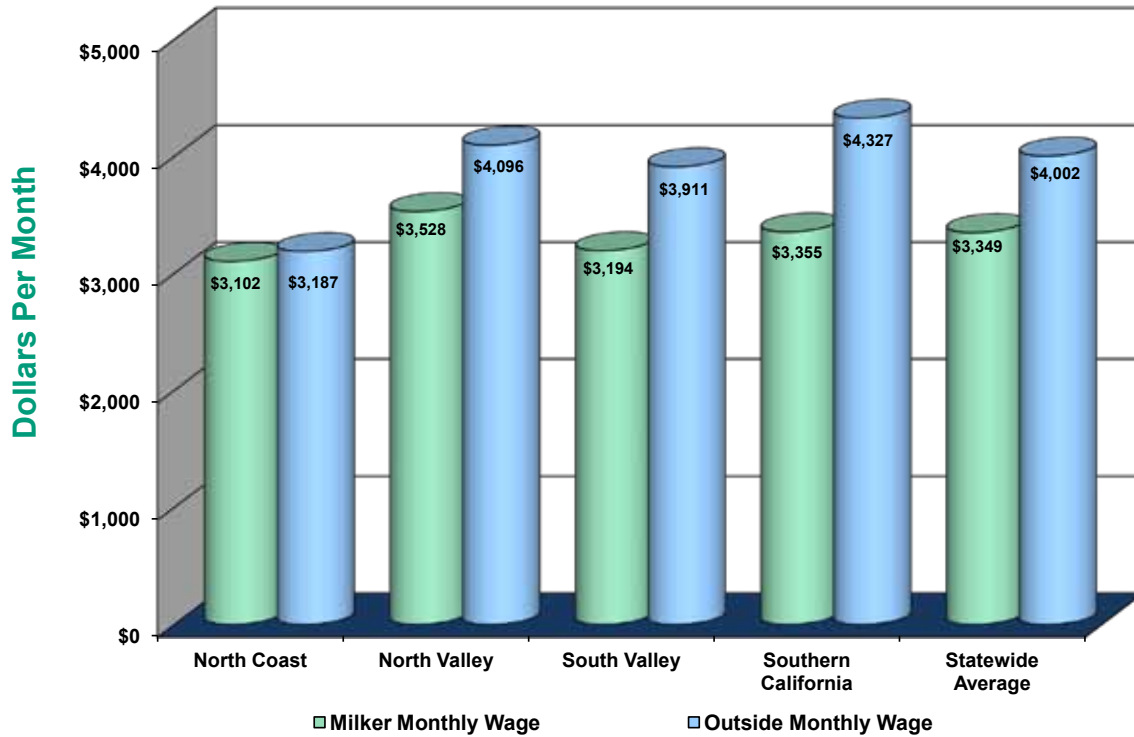


**Dry Roughage and Concentrate Costs,
California, by Area, 2013**

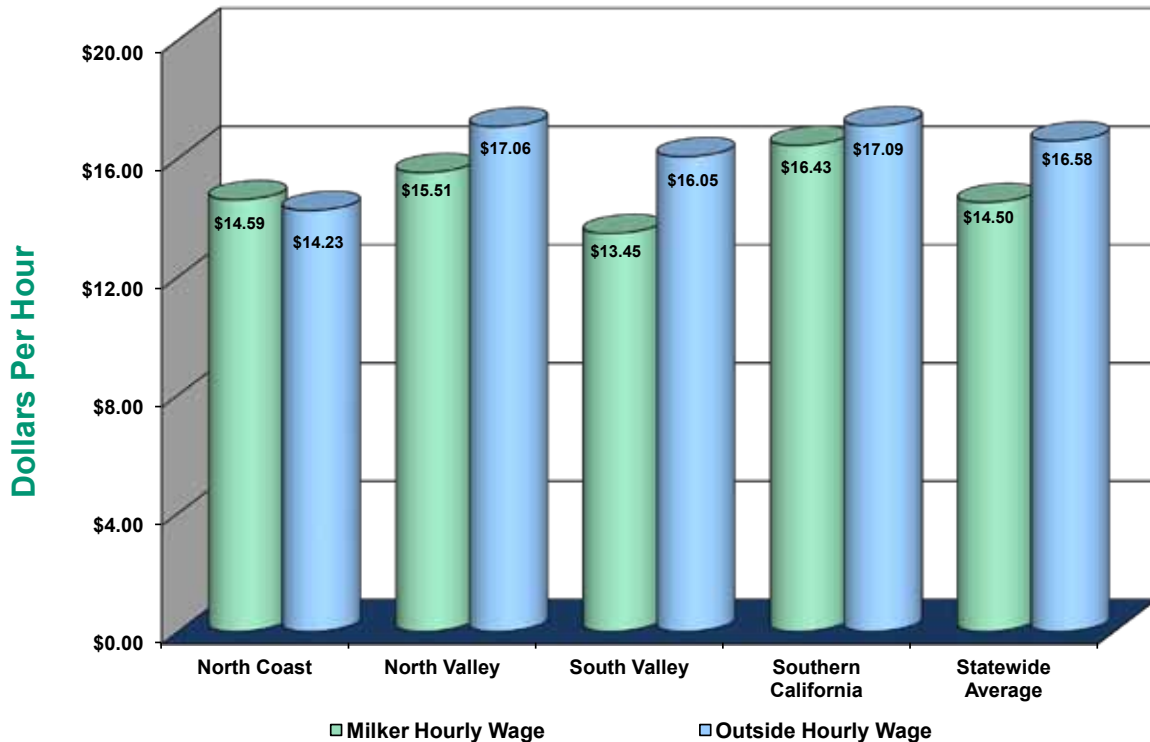


Average Milk and Outside Labor Wages

Average Milker and Outside Labor Monthly Wages Including Benefits and Employer Taxes California Cost of Production Areas, 2013



Average Milker and Outside Labor Hourly Wages Including Benefits and Employer Taxes California Cost of Production Areas, 2013



Labor Costs Comparison, by Area

Labor Statewide Comparison, by Cost of Production Area, 2013

AVERAGES	2012 Statewide Average	North Coast	North Valley	South Valley	Southern California	2013 Statewide Average	Percent Change
CASH WAGE / HIRED MILKER	\$2,591	\$2,169	\$2,739	\$2,538	\$2,653	\$2,622	1.2%
PERQUISITES / HIRED MILKER ¹	\$274	\$468	\$304	\$249	\$259	\$280	2.3%
TAXES / HIRED MILKER ²	\$431	\$465	\$486	\$408	\$443	\$446	3.6%
PERQUISITES & TAXES / HIRED MILKER ¹	\$705	\$934	\$790	\$657	\$702	\$726	3.1%
TOTAL WAGE / HIRED MILKER ²	\$3,295	\$3,102	\$3,528	\$3,194	\$3,355	\$3,349	1.6%
HOURS / MONTH / HIRED MILKER	234	213	227	238	204	231	-1.2%
HOURLY CASH WAGE / HIRED MILKER	\$11.09	\$10.20	\$12.04	\$10.68	\$12.99	\$11.35	2.4%
HOURLY PERQUISITES / HIRED MILKER ¹	\$1.17	\$2.20	\$1.33	\$1.05	\$1.27	\$1.21	3.5%
HOURLY TAXES / HIRED MILKER ²	\$1.84	\$2.19	\$2.14	\$1.72	\$2.17	\$1.93	4.8%
HOURLY PERQUISITES & TAXES / HIRED MILKER ¹	\$3.01	\$4.39	\$3.47	\$2.76	\$3.44	\$3.15	4.3%
HOURLY WAGE / HIRED MILKER ²	\$14.10	\$14.59	\$15.51	\$13.45	\$16.43	\$14.50	2.8%
HIRED LABOR							
CASH WAGE / HIRED LABOR	\$3,063	\$2,397	\$3,137	\$3,128	\$3,570	\$3,124	2.0%
PERQUISITES / HIRED LABOR ¹	\$329	\$300	\$389	\$289	\$181	\$340	3.4%
TAXES / HIRED LABOR ²	\$512	\$490	\$570	\$494	\$576	\$538	5.1%
PERQUISITES & TAXES / HIRED LABOR ¹	\$841	\$790	\$959	\$783	\$757	\$878	4.4%
TOTAL WAGE / HIRED LABOR ²	\$3,904	\$3,187	\$4,096	\$3,911	\$4,327	\$4,002	2.5%
HOURS / MONTH / HIRED LABOR	240	224	240	244	253	241	0.5%
HOURLY CASH WAGE / HIRED LABOR	\$12.75	\$10.70	\$13.06	\$12.84	\$14.10	\$12.94	1.5%
HOURLY PERQUISITES / HIRED LABOR ¹	\$1.37	\$1.34	\$1.62	\$1.18	\$0.71	\$1.41	2.8%
HOURLY TAXES / HIRED LABOR ²	\$2.13	\$2.19	\$2.37	\$2.03	\$2.27	\$2.23	4.5%
HOURLY PERQUISITES & TAXES / HIRED LABOR ¹	\$3.50	\$3.53	\$3.99	\$3.21	\$2.99	\$3.64	3.9%
HOURLY WAGE / HIRED LABOR ²	\$16.25	\$14.23	\$17.06	\$16.05	\$17.09	\$16.58	2.0%
ALL HIRED							
CASH WAGE / ALL HIRED	\$2,778	\$2,270	\$2,920	\$2,749	\$2,995	\$2,827	1.8%
TOTAL WAGE / ALL HIRED ²	\$3,537	\$3,140	\$3,786	\$3,450	\$3,718	\$3,615	2.2%
HOURLY CASH WAGE / ALL HIRED	\$11.76	\$10.43	\$12.52	\$11.47	\$13.47	\$12.02	2.2%
HOURLY WAGE / ALL HIRED ²	\$14.97	\$14.43	\$16.23	\$14.39	\$16.71	\$15.37	2.7%
ALL HIRED PER COW							
HOURS / COW / MONTH / ALL HIRED	1.91	2.51	1.99	1.83	1.75	1.92	0.5%
CASH COST / COW / MONTH / ALL HIRED	\$22.45	\$26.16	\$24.97	\$21.00	\$23.53	\$23.06	2.7%
COST / COW / MONTH / ALL HIRED ²	\$28.58	\$36.18	\$32.38	\$26.36	\$29.21	\$29.49	3.2%
ALL HIRED PER PERSON							
NUMBER COWS / HIRED MILKER	205	156	214	204	203	207	0.8%
NUMBER COWS / HIRED LABOR	311	196	257	366	341	301	-3.5%
NUMBER COWS / ALL MILKERS & LABOR ³	124	86	117	131	127	122	-1.0%
MILK SOLD / PERSON / MONTH (LBS.) ³	231,305	118,207	223,506	249,909	260,194	233,362	0.9%
REVENUE GENERATED / PERSON / MONTH ³	\$39,289	\$28,706	\$43,063	\$46,404	\$49,717	\$44,356	12.9%

¹ Includes Fair Market Value For Housing Supplied By Employer, Health Insurance, Meat, Etc. and Employment Taxes (FICA, Worker's Compensation, Unemployment Insurance) Paid by Employer

² Includes Cash Wages, Perquisites, and Employment Taxes Paid by Employer

³ Includes All Dairy Workers, Hired and Family

Labor Cost Comparison

Labor Comparisons 2013: Jersey Herds, Holstein 3X vs. 2X Milking, and All California Herd Size

AVERAGES	California Jersey Herds	California Holstein 3X Milking	California Holstein 2X Milking	All California Herd Size 1 to 700	All California Herd Size 701 to 1500	All California Herd Size 1500 Plus
CASH WAGE / HIRED MILKER	\$2,805	\$2,591	\$2,583	\$2,444	\$2,500	\$2,723
PERQUISITES / HIRED MILKER ¹	\$78	\$260	\$362	\$299	\$271	\$281
TAXES / HIRED MILKER ²	\$454	\$428	\$457	\$486	\$447	\$438
PERQUISITES & TAXES / HIRED MILKER ¹	\$532	\$688	\$819	\$785	\$717	\$719
TOTAL WAGE / HIRED MILKER ²	\$3,337	\$3,279	\$3,402	\$3,229	\$3,217	\$3,442
HOURS / MONTH / HIRED MILKER	254	225	229	219	227	236
HOURLY CASH WAGE / HIRED MILKER	\$11.04	\$11.54	\$11.26	\$11.17	\$11.02	\$11.56
HOURLY PERQUISITES / HIRED MILKER ¹	\$0.31	\$1.16	\$1.58	\$1.37	\$1.19	\$1.19
HOURLY TAXES / HIRED MILKER ²	\$1.79	\$1.91	\$1.99	\$2.22	\$1.97	\$1.86
HOURLY PERQUISITES & TAXES / HIRED MILKER ¹	\$2.09	\$3.07	\$3.57	\$3.59	\$3.16	\$3.05
HOURLY WAGE / HIRED MILKER ²	\$13.14	\$14.60	\$14.83	\$14.76	\$14.18	\$14.60
CASH WAGE / HIRED LABOR						
CASH WAGE / HIRED LABOR	\$3,472	\$3,156	\$2,970	\$2,529	\$2,939	\$3,346
PERQUISITES / HIRED LABOR ¹	\$142	\$303	\$422	\$404	\$378	\$307
TAXES / HIRED LABOR ²	\$611	\$515	\$524	\$501	\$536	\$547
PERQUISITES & TAXES / HIRED LABOR ¹	\$753	\$818	\$946	\$906	\$914	\$854
TOTAL WAGE / HIRED LABOR ²	\$4,225	\$3,975	\$3,915	\$3,435	\$3,853	\$4,200
HOURS / MONTH / HIRED LABOR	246	244	239	232	241	244
HOURLY CASH WAGE / HIRED LABOR	\$14.09	\$12.95	\$12.43	\$10.89	\$12.21	\$13.72
HOURLY PERQUISITES / HIRED LABOR ¹	\$0.57	\$1.24	\$1.77	\$1.74	\$1.57	\$1.26
HOURLY TAXES / HIRED LABOR ²	\$2.48	\$2.11	\$2.19	\$2.16	\$2.23	\$2.24
HOURLY PERQUISITES & TAXES / HIRED LABOR ¹	\$3.05	\$3.36	\$3.96	\$3.90	\$3.80	\$3.50
HOURLY WAGE / HIRED LABOR ²	\$17.14	\$16.30	\$16.39	\$14.79	\$16.01	\$17.23
CASH WAGE / ALL HIRED						
CASH WAGE / ALL HIRED	\$3,098	\$2,807	\$2,742	\$2,480	\$2,673	\$2,979
TOTAL WAGE / ALL HIRED ²	\$3,728	\$3,545	\$3,613	\$3,316	\$3,468	\$3,754
HOURLY CASH WAGE / ALL HIRED	\$12.36	\$12.10	\$11.75	\$11.05	\$11.51	\$12.47
HOURLY WAGE / ALL HIRED ²	\$14.87	\$15.28	\$15.49	\$14.78	\$14.93	\$15.71
HOURS / COW / MONTH / ALL HIRED						
HOURS / COW / MONTH / ALL HIRED	1.94	2.09	1.84	2.20	1.94	1.86
CASH COST / COW / MONTH / ALL HIRED						
CASH COST / COW / MONTH / ALL HIRED	\$23.97	\$25.30	\$21.64	\$24.26	\$22.32	\$23.20
COST / COW / MONTH / ALL HIRED ²						
COST / COW / MONTH / ALL HIRED ²	\$28.84	\$31.95	\$28.52	\$32.44	\$28.96	\$29.23
NUMBER COWS / HIRED MILKER						
NUMBER COWS / HIRED MILKER	231	180	215	177	198	218
NUMBER COWS / HIRED LABOR						
NUMBER COWS / HIRED LABOR	294	290	308	241	304	312
NUMBER COWS / ALL MILKERS & LABOR ³						
NUMBER COWS / ALL MILKERS & LABOR ³	129	111	126	101	119	128
MILK SOLD / PERSON / MONTH (LBS.) ³						
MILK SOLD / PERSON / MONTH (LBS.) ³	207,315	243,824	238,008	174,796	223,732	250,979
REVENUE GENERATED / PERSON / MONTH ³						
REVENUE GENERATED / PERSON / MONTH ³	\$42,537	\$44,386	\$45,168	\$35,416	\$42,215	\$47,378

¹ Includes Fair Market Value For Housing Supplied By Employer, Health Insurance, Meat, Etc. and Employment Taxes (FICA, Worker's Compensation, Unemployment Insurance) Paid by Employer

² Includes Cash Wages, Perquisites, and Employment Taxes Paid by Employer

³ Includes All Dairy Workers, Hired and Family

Top California Counties Profile, 2013

Market Milk Production (Grade A)

Manufacturing Milk Production (Grade B)

County (by rank)	Pounds of Milk Produced in 2013	% Change from 2012
Tulare	11,293,158,794	-0.04%
Merced	5,737,708,516	-2.36%
Kings	4,226,067,467	-0.54%
Stanislaus	4,192,202,437	-2.32%
Kern	4,064,124,072	0.15%
Fresno	2,720,649,217	2.10%
San Joaquin	2,315,426,327	-2.55%
Madera	1,769,198,107	-0.23%
San Bernardino	1,259,087,263	-21.36%
Riverside	927,961,672	-9.28%

County (by rank)	Pounds of Milk Produced in 2013	% Change from 2012
Merced	435,905,915	107.40%
Stanislaus	119,121,034	866.06%
Humboldt	41,274,823	-5.00%
Tulare	28,328,321	-16.66%
Glenn	14,568,658	23.63%

Profile of Top Ten Dairy Counties, 2013

County	Million Pounds of Milk	Number of Dairies	Number of Cows (Thousands)	Number of Cows Per Farm	Gallons of Milk Per Cow/Per Day
Tulare	11,321	285	485	1,701	7.44
Merced	6,174	237	267	1,127	7.37
Stanislaus	4,311	210	184	875	7.46
Kings	4,230	115	179	1,560	7.53
Kern	4,065	53	170	3,206	7.62
Fresno	2,722	80	115	1,437	7.54
San Joaquin	2,314	118	98	835	7.52
Madera	1,772	44	74	1,691	7.63
San Bernardino	1,259	66	55	833	7.29
Riverside	928	28	40	1,440	7.39
10-County Total	39,096	1,236	1,667	1,471 (Average)	7.48 (Average)
Percent of State Totals	95%	83%	94%		

U.S. Mailbox Milk Prices/Prices Paid to Producers

Mailbox price is defined as the net price received by dairy producers for milk. The mailbox price includes all payments received for milk sold and deducts costs associated with marketing the milk. It makes no difference whether a California producer is shipping milk to a cooperative or a proprietary plant, the mailbox price will be comparable. The Department uses the same criteria to calculate the mailbox price that USDA uses to calculate mailbox prices for Federal Milk Marketing Orders. **Total Receipts less Marketing Costs & Assessments = Mailbox Price**

Total Receipts: Adjusted Gross; Quality Payments; Component Premiums; Yield Premiums; Seasonal Bonuses; Monthly Distribution of Cooperative Earnings; and Direct Contracts

Marketing Costs and Adjustments: Haul and Stop Charges; Cooperative Dues; Equity Deductions; Federal Assessments; State Assessments; Inspection Fees; and Lab Fees

* Please note, annual "thirteenth checks" are not included in the mailbox price.

2013 Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders & California

Reporting Areas	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Dollars Per Hundredweight												
California	\$17.73	\$17.58	\$17.05	\$17.90	\$17.95	\$17.55	\$17.25	\$17.87	\$18.48	\$19.26	\$19.94	\$20.60
New England States	\$21.45	\$21.00	\$20.65	\$20.80	\$20.77	\$20.90	\$20.60	\$21.02	\$21.67	\$22.42	\$23.14	\$23.72
New York	\$20.29	\$19.93	\$19.74	\$19.83	\$19.83	\$19.93	\$19.62	\$20.04	\$20.66	\$21.38	\$22.11	\$22.58
Eastern Pennsylvania	\$20.39	\$20.08	\$19.90	\$19.91	\$19.94	\$20.01	\$19.67	\$20.11	\$20.74	\$21.49	\$22.21	\$22.73
Appalachian States	\$21.31	\$20.74	\$20.08	\$20.02	\$20.04	\$20.41	\$20.76	\$21.24	\$21.61	\$21.85	\$23.14	\$23.52
Southeast States	\$21.71	\$21.04	\$20.43	\$20.26	\$20.41	\$20.85	\$21.34	\$21.89	\$22.08	\$22.16	\$23.50	\$23.69
Southern Missouri	\$19.98	\$19.35	\$19.00	\$18.87	\$18.74	\$19.13	\$19.63	\$20.73	\$21.13	\$21.91	\$22.45	\$22.80
Florida	\$23.22	\$22.60	\$21.96	\$21.73	\$21.67	\$22.30	\$22.86	\$23.39	\$23.40	\$23.89	\$24.57	\$24.68
Western Pennsylvania	\$20.39	\$20.02	\$19.90	\$19.94	\$19.98	\$19.86	\$19.33	\$19.86	\$20.44	\$21.27	\$22.05	\$22.37
Ohio	\$20.71	\$20.08	\$19.83	\$19.82	\$19.86	\$19.92	\$19.60	\$20.06	\$20.61	\$21.33	\$22.06	\$22.53
Indiana	\$19.95	\$19.54	\$19.32	\$19.33	\$19.26	\$19.31	\$19.20	\$19.49	\$20.12	\$20.76	\$21.47	\$21.91
Michigan	\$19.81	\$19.27	\$18.95	\$18.96	\$18.97	\$19.17	\$18.89	\$19.52	\$20.07	\$20.51	\$21.24	\$21.72
Wisconsin	\$20.33	\$19.52	\$19.52	\$19.65	\$20.16	\$19.67	\$18.90	\$19.55	\$19.97	\$20.64	\$21.50	\$21.76
Minnesota	\$20.24	\$19.39	\$19.37	\$19.63	\$20.15	\$19.38	\$18.58	\$19.30	\$19.76	\$20.57	\$21.39	\$21.61
Iowa	\$20.60	\$19.79	\$19.55	\$19.85	\$20.21	\$19.74	\$19.29	\$19.80	\$20.24	\$21.03	\$21.87	\$22.25
Illinois	\$20.50	\$19.82	\$19.67	\$19.75	\$19.99	\$19.73	\$19.22	\$19.87	\$20.40	\$21.08	\$21.98	\$22.27
Corn Belt States	\$19.50	\$18.87	\$18.51	\$18.71	\$18.82	\$18.45	\$18.23	\$18.79	\$19.31	\$20.06	\$20.92	\$21.13
Western Texas	\$19.08	\$18.63	\$18.11	\$18.40	\$18.65	\$18.30	\$17.93	\$18.21	\$19.04	\$19.85	\$20.70	\$21.12
New Mexico	\$18.16	\$17.76	\$17.01	\$17.25	\$17.42	\$17.19	\$17.05	\$17.29	\$17.96	\$18.87	\$19.61	\$19.99
Northwest States	\$19.70	\$19.00	\$18.66	\$19.22	\$19.26	\$19.07	\$18.73	\$19.15	\$19.88	\$20.73	\$21.45	\$22.09
All Federal Order Areas	\$20.18	\$19.56	\$19.30	\$19.45	\$19.63	\$19.46	\$19.08	\$19.59	\$20.13	\$20.83	\$21.65	\$22.04

Average Prices Paid to Producers in California For All Bulk Milk (Grade A and Grade B), by Month, 2009-2013^{1,2}

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
Dollars Per Hundredweight													
2009	11.18	10.32	10.51	10.50	10.25	10.10	10.01	10.99	11.68	12.76	14.19	15.61	11.51
2010	14.42	13.94	13.11	13.30	13.57	13.96	14.68	15.42	16.39	16.89	15.88	14.86	14.70
2011	15.67	17.96	18.40	17.89	18.11	20.31	20.18	20.27	18.98	18.22	18.91	17.38	18.52
2012	16.66	15.51	15.47	14.91	14.31	14.65	15.12	16.55	17.70	19.69	19.91	18.61	16.59
2013	17.90	17.80	17.30	18.22	18.25	17.82	17.53	18.12	18.71	19.41	20.03	20.77	18.49

¹ Prices are F.O.B. plant, at actual test.

² Includes in-state pool shipments and California milk shipped into Federal Milk Marketing Orders. Excludes bonuses and premiums.

Quota Summary

California Grade A milk producers are paid based on a system of quota and non-quota prices (pool prices). The Quota Reform legislation in 1993 introduced a fixed price differential of \$1.70/cwt. between “quota” and “overbase” prices which changed the method of determining pool prices.

Quota and its associated base have always been freely transferable on the open market and can move anywhere in the state. Quota selling prices are

quoted on a per pound of solids-not-fat basis per day. For 2013, statewide quota holdings were valued at about \$901.6 billion.

Producers can sell market milk without owning any quota. In this case, however, they receive the overbase price. In 2013, approximately 56 percent of all market milk producers held quota.

Summary of Quota Transfers, 2013

Effective 1st of the Month	No. of Sellers	No. of Buyers	No. of Sales at 100%	Sales Without Cows			Total Quota Fat Transferred	Total Quota SNF Transferred	Average Ratio ¹
				Low	Avg.	High			
January	7	10	4	\$380	\$400	\$438	3,742	9,185	2.46
February	7	5	3	\$380	\$391	\$400	2,234	5,518	2.49
March	5	5	2	\$395	\$399	\$400	1,615	3,948	2.45
April	9	15	2	\$395	\$403	\$413	6,134	15,130	2.41
May	12	16	7	\$390	\$398	\$413	5,784	13,958	2.46
June	3	4	3	\$400	\$400	\$400	5,739	14,168	2.46
July	8	13	4	\$400	\$404	\$413	6,718	16,431	2.46
August	6	2	5	\$390	\$398	\$400	4,447	10,911	2.47
September	7	9	6	\$400	\$403	\$410	3,330	8,122	2.48
October	9	8	7	\$400	\$405	\$410	2,725	6,746	2.46
November	5	9	5	\$400	\$424	\$470	2,692	6,477	2.49
December	8	8	6	\$400	\$419	\$450	2,338	5,436	2.41
TOTAL	86	104	54	\$394	\$404	\$418	47,500	116,030	2.44

¹ The average ratio is the relation of total quota fat to total quota SNF

Annual Summary of Quota Transfers, 2004-2013

Year	No. of Sellers	No. of Buyers	Sales at 100%	Average Sales Without Cows	Total Quota Fat Transferred	Total Quota SNF Transferred
2004	72	108	62	\$457	31,580	77,498
2005	65	79	48	\$478	24,715	60,243
2006	52	75	41	\$501	26,107	63,249
2007	77	93	70	\$495	31,060	75,367
2008	56	68	51	\$534	40,425	98,654
2009	105	109	84	\$415	36,479	87,978
2010	52	55	34	\$422	17,801	43,654
2011	40	55	31	\$443	15,297	37,283
2012	87	118	69	\$441	49,852	122,578
2013	86	104	54	\$404	47,500	116,230

Assessment Rates

CALIFORNIA DAIRY PRODUCER ASSESSMENT RATES

2013	POOL ADMIN FEE RATE (CWT)	MKT. MILK ADMIN. FEE RATE (CWT)	MFG. MILK ADMIN. FEE RATE (CWT)	DAIRY COUNCIL				MKT ORDER (MKT) RATE (CWT)	MKT ORDER (MFG) RATE (CWT)	MILK & DAIRY FOOD SAFETY (CWT)
				CLASS 1%		CLASS 1 RATE (CWT)	OTHER MILK RATE (CWT)			
				QUOTA FAT	QUOTA SNF					
Jan	0.011	0.008	0.012	36.91%	72.18%	0.0150	0.0060	0.1000	0.1000	0.001
Feb	0.011	0.008	0.012	35.05%	69.51%	0.0150	0.0060	0.1000	0.1000	0.001
Mar	0.011	0.008	0.012	33.91%	67.05%	0.0150	0.0060	0.1000	0.1000	0.001
Apr	0.011	0.008	0.012	35.26%	69.93%	0.0150	0.0060	0.1000	0.1000	0.001
May	0.011	0.008	0.012	34.76%	68.88%	0.0150	0.0060	0.1000	0.1000	0.001
June	0.011	0.008	0.012	33.18%	61.26%	0.0150	0.0060	0.1000	0.1000	0.001
July	0.011	0.008	0.012	35.79%	64.60%	0.0150	0.0060	0.1000	0.1000	0.001
Aug	0.011	0.008	0.012	35.67%	67.91%	0.0150	0.0060	0.1000	0.1000	0.001
Sept	0.011	0.008	0.012	35.98%	70.74%	0.0150	0.0060	0.1000	0.1000	0.001
Oct	0.011	0.008	0.012	37.31%	73.34%	0.0150	0.0060	0.1000	0.1000	0.001
Nov	0.011	0.008	0.012	36.41%	69.65%	0.0150	0.0060	0.1000	0.1000	0.001
Dec	0.011	0.008	0.012	37.66%	70.40%	0.0150	0.0060	0.1000	0.1000	0.001

Milk Pooling Administration Fee: (.011 cents per hundredweight) - Funds used to administer the functions of the Milk Pooling Branch. Functions include:

- Pool and distribute milk revenue
- Establish the monthly quota and overbase prices
- Administer the registration and transfer of quota holdings
- Audit monthly reports of California plants to verify receipts and usage

Market Milk Administration Fee: (.008 cents per hundredweight on Grade A milk) - Funds used to administer the functions of the Dairy Marketing Branch. Functions include:

- Establish the minimum farm price for milk
- License all milk handlers in the State
- Production and manufacturing cost audits
- California dairy industry statistics

Manufacturing Milk Administration Fee: (.012 cents per hundredweight on Grade B milk) - Funds used for the same purpose as Market Milk Administration Fee above.

Dairy Council Fee (DCC): (Class 1 milk .015 cents per hundredweight, other milk .006 cents per hundredweight)- Funds used to administer the functions of the Dairy Council. This program's function is to provide nutrition education materials that show the role of dairy products in a balanced diet.

California Milk Advisory Board Fee (CMAB): (Market milk, 10 cents per hundredweight) - Funds used to administer the functions of the California Milk Advisory Board. This program is involved in advertising, promotion and research of all dairy products.

California Manufacturing Milk Advisory Board Fee (CMMAB): (Manufacturing milk, 10 cents per hundredweight on Grade B milk). This program is similar to CMAB but does not promote fluid milk products because fluid milk products cannot contain Grade B milk.

Milk and Dairy Foods Safety Fee: (.001 cents per hundredweight) - Funds used for the testing of milk fat, solids not fat and the weighing and sampling of market milk delivered to handlers by producers.

National Dairy Promotion and Research Board (NDPRB): (.05 cents per hundredweight on all milk) - Funds used to administer the functions of the NDPRB, a federal program. This program conducts promotions and research activities on behalf of all United States dairy farmers. (not shown in table above)

Appendix A

Glossary of Terms

The Production Cost Comparison (Cost Comp) is a comprehensive report pertaining solely to the dairy enterprise. This information includes all costs and activities related only to milking and dry (total) cows. It does not include information relating to calf raising, heifer raising and other farming enterprises. The Cost Comp is designed to provide a constructive tool for better decision-making and to closely reflect the actual cost of producing milk. **All costs are based on a per cow/per month basis, unless otherwise noted.**

Number of Herds – number of herds in each size category.

Feed Costs - All feed costs attributed to the dairy enterprise.

- a) Dry Roughage – All forages low in moisture content and high in fiber (e.g.) alfalfa hay, oat hay and almond hulls.
- b) Wet Feed and Wet Roughage – All forages high in moisture content (e.g.) Wet Feed: brewers' malt, wet whey, wet citrus and cull vegetables. Wet Roughage: haylage, earlage, corn silage, and green chop.
- c) Concentrates – Products relatively high in energy and low in fiber, including grains, milled by-products, and protein product (e.g.) rolled corn or barley, whole cottonseed, dried distillers grain and custom premixes.
- d) Mineral & Supplements – Micro or macro minerals and any vitamins and feed additives that improve feed efficiency (e.g.) molasses and bicarbonate.
- e) Pasture – Includes any grazing on land that contains pasture grasses or legumes.

Total Feed Costs – Total of above line items, (a) through (e)

Total Feed Costs/Cwt. - Total Feed cost per cow, divided by the total monthly hundredweight of milk shipped per cow.

Total Hired Labor – Comprises all paid labor attributed to the dairy enterprise.

- Salaried and hourly labor total includes gross wages earned by hired milkers, pushers, feeders, and outside workers plus employer taxes and perquisites (e.g.) Employer Taxes: workers compensation insurance, unemployment insurance, and social security; Perquisites: house, utilities, health insurance, union dues, and 401K or retirement plans..

Total Hired Labor Costs/Cwt. - Total labor cost per cow, divided by the total monthly hundredweight of milk shipped per cow.

Total Herd Replacement – A twelve-month rolling average of the number and value of cows entering the herd, minus the total receipts of cows culled and dead, adjusted for the increase or decrease in herd inventory.

Total Replacement Costs/Cwt. - Total herd replacement cost per cow, divided by the total monthly hundredweight of milk shipped per cow.

Operating Costs

- a) Utilities – Includes electricity, natural gas, garbage, telephone, water, etc.
- b) Supplies – Includes products needed for producing milk (e.g.) soaps, iodine, hoses, office supplies, A.I. expenses, etc.
- c) Veterinary and Medicine – All costs for veterinary work, medicine and supplies, including rBST.
- d) Outside Services – Hired services (e.g.) accountant, nutritionist, hoof trimmer, DHIA or private testing, etc.
- e) Repairs and Maintenance – All repairs and maintenance of equipment and structures used by the dairy enterprise (e.g.) milking parlor, free-stalls, corrals, feedwagons, etc.
- f) Miscellaneous – Any other operating costs not covered above (e.g.) County or state permits, regulatory fees, branding fees, subscriptions, producer association fees, etc.
- g) Bedding & Manure Haul – Cost incurred to scrape corrals and haul manure, may include any dirt or filler to maintain corrals and free-stalls.
- h) Fuel & Oil – Fuel and oil used by the dairy enterprise.
- i) Interest – Interest expense paid on outstanding short term loans for operating costs.
- j) Lease Expense – Expense for leasing dairy facility.
- k) Depreciation – Straight-line depreciation on any owned equipment or buildings used by the dairy enterprise, less a salvage value.
- l) Taxes & Insurance – Tax expense due on owned real and personal property. Insurance for public liability, property damage, fires and storm coverage.

Total Operating Costs– Total of above line items, (a) through (l).

Total Operating Costs/Cwt. - Total operating cost per cow, divided by the total monthly hundredweight of milk shipped per cow.

Milk Marketing Costs – Hauling charges, mandatory assessments and miscellaneous deductions.

- a) Hauling – Fees paid to haul milk from ranch to plant, plus any stop charges.
- b) State Assessments – Dairy Marketing, Milk Pooling, Milk & Dairy Foods Control, Dairy Council and Milk Advisory Board, plus county health inspections.
- c) Federal Assessments and Misc. Deductions – National Dairy Promotion and any permits or third party component testing.

Appendix A - Continued

Glossary of Terms - (Continued)

Total Milk Marketing Cost/Cwt. – Total marketing cost per cow, divided by the total monthly hundredweight of milk shipped per cow.

Total Cost/Cow/Month – Total of above line items, divided by total cows.

Total Cost /Cwt. – Total costs, divided by the total monthly hundredweight of milk shipped per cow.

Milk Production Data

- a) Milk Sold/Total Cow/Month (cwt) – Total hundredweight of milk shipped for the month, divided by total cows.
- b) Lbs. Milk Sold/Milk Cow/Day – Total pounds of milk shipped, divided by number of milk cows.
- c) Gross Milk Receipts (cwt) – Blend price based on California's Pool Price Announcement, minus regional quota adjuster (RQA), plus any transportation allowances. It does not include any quality or yield bonuses.
- d) Mailbox Price (\$/cwt) – Total receipts (receipts includes gross dollars, quality payments, component premiums, yield premiums, seasonal bonuses, monthly distribution of cooperative earnings) less marketing costs and assessments.
- f) Income Over Feed Cost (cwt.) - Mailbox price less total feed cost.
- g) Fat Test % – Total pounds of fat shipped, divided by total pounds of milk shipped for the month.
- h) SNF Test % – Total pounds of solids-not-fat shipped, divided by total pounds of milk shipped for the month.
- i) Fat Sold/Milk Cow/Month (lb.) – Total pounds of fat shipped, divided by total milk cows.
- j) SNF Sold/Milk Cow/Month (lb.) – Total pounds of solids-not-fat shipped, divided by total milk cows.
- k) Percent Quota – Total pounds of quota solids-not-fat produced divided by total pounds of solids-not-fat shipped.

Related Data


- a) Percent Dry Cows – Total number of dry cows, divided by total cows.
- b) Yearly Cull Rate – Twelve-month total of cows leaving the herd, divided by total cows.
- c) Misc. Income (cwt.) - Total dollars received for drop bull calves divided by total cwts. of milk sold.
- d) Milk Cow Alfalfa Hay Price (\$/ton) – Average blend price of alfalfa hay fed to milking cows.

- e) Grain, Minerals & Supplements (\$/ton) – Total grain, mineral/ supplement costs, divided by total tons fed to milking cows.
- f) Grain Minerals & Supplements (lb./mc day) – Total pounds of grain, minerals and supplements fed, divided by total milking cows, divided by the number of days in month.
- g) Milkers (\$/hr) – Average hourly wage received by milkers, plus employer taxes and perquisites.
- h) Total labor (\$/hr) – Average hourly wage received by all hired employees, plus employer taxes and perquisites.
- i) Milk Cow Feed Costs per Day – Total feed costs for milking cows, divided by number of milking cows, divided by the number of days in the month.
- j) Milk Cow Feed Costs per Cwt. – Total feed costs for milking cows, divided by total hundredweight of milk shipped.
- k) Milk Cows – Average number of lactating cows in herds represented by COP survey.
- l) Total Cows – Average number of lactating and dry cows in herds represented by COP survey.



COST OF PRODUCTION

The **Cost of Production Unit** surveys dairies farms on a quarterly basis to obtain costs associated with milk production. The cost of production surveys covers the four major milk production areas in the state: North Coast, North Valley, South Valley, and Southern California.

- [Feed Summary Data](#) 
- [Cost of Production Data](#)
- [Cost of Production Cost Comparisons](#)
- [Cost of Production Feedbacks](#)
- [Cost of Production Unit Document Library \(Secure Website\)](#)
- [Cost Comparison/Feedback Glossary \(PDF\)](#)
- [Cost of Production Region Map \(PDF\)](#)

COST OF PRODUCTION ANNUALS

- [2012 Cost of Production Annual \(4.4 MB, PDF\)](#)
- [2011 Cost of Production Annual \(28.4 MB, PDF\)](#)
- [2010 Cost of Production Annual \(4.3 MB, PDF\)](#)
- [2009 Cost of Production Annual \(3.5 MB, PDF\)](#)
- [2008 Cost of Production Annual \(5.3 MB, PDF\)](#)
- [2007 Cost of Production Annual \(4 MB, PDF\)](#)
- [2006 Cost of Production Annual \(3.2 MB, PDF\)](#)
- [2005 Cost of Production Annual](#)

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[Current Commodity, Class, and Pool Prices \(PDF\)](#)

[Milk Producers Security Trust Fund Ineligible List \(PDF\)](#)

[Notice of Nominations for Milk Producers Security Trust Fund Board Members](#)

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