

Wisconsin Calculated Milk Cost of Production

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The monthly predicted Cost of Production (COP) for milk in Wisconsin is intended for use by dairy producers making production, financial and risk management decisions. It is a calculated cost as it predicts the Mailbox Price (net hauling charges) of milk from the Class III Futures using the regression formula of Gould. An estimated MILC Program payment amount is made, also predicted by Gould <http://future.aae.wisc.edu/milc.html>. Cracked shelled corn, Hi pro soybean meal (SBOM), TM salt and Dicalcium phosphate prices used in this analysis are Southern Wisconsin quotes which include delivery to the farm. The hay price is the monthly USDA, NASS national all hay average quote prior to this report. Corn silage is valued from the "Pricer.exe" spreadsheet by Howard and Shaver. An assumed blended forage ration of 50:50 (Dry Matter basis) haylage: corn silage value is calculated based on the above determined prices. The "*Wisconsin Dairy Enterprise Planning Budget (2008)*" by Jones and Barnett <http://cdp.wisc.edu/Decision%20Making%20Tools.htm> is utilized in calculating COP.

The Class III Futures price for **October**, 2012 is expected to be \$21.02 (\$2.16 from September) yielding a predicted Mailbox Price of \$22.40/cwt (\$2.79) compared to the September price of \$19.61, with seasonal adjustments. No MILC payment is predicted for **October** milk. Income is compared to feed prices of; corn (cracked) - \$8.04/bu. (-\$0.65), SBOM- \$496/ton (-\$47), TM Salt- \$18.10/cwt. (NC) and Dical- \$48.38/cwt (NC from November). The national average all hay price reported by USDA for September was \$187/ton (\$8.00) and the estimated value of corn silage is \$83/ton (\$4.00), both on an as-fed basis.

The value of a purchased replacement heifer \$1,425 (-\$25), heifer calf at \$112.50 (NC) and a 1,300 lb. cull cow of \$793 (\$19.50) are averages reported by Wisconsin markets for the week of this report. Assumed production factors are common to the industry. Because the "*Wisconsin Dairy Enterprise Budget 2008*" assumes the sale of the heifer calf and purchase of a replacement at freshening, the calculated Income over Feed Cost (IOFC) is for a lactating cow only. Variable costs beyond feed are typical of those reported by dairy producers submitting financial records to the AgFA data base with the cost of developing a replacement heifer factored out. Fixed costs are those calculated by the "*Wisconsin Dairy Enterprise Budget (2008)*" for the purpose of reporting a calculated COP for a 200 cow herd based on a Double-8 milking parlor. Fixed costs include depreciation, repairs, taxes, insurance and a return to labor and management. All spreadsheet inputs may be changed to fit your particular herd description.

All values used in the Wisconsin Calculated Milk COP are for demonstration purposes only. **Your actual prices will vary.** Those using this information are advised to access the University of Wisconsin - Center for Dairy Profitability website at <http://cdp.wisc.edu/Welcome.htm> to calculate your COP utilizing your farm specific financial and production data as well as to review and use the other Decision Making Aids, budgets and tools available on the site.

A COP analysis using the "whole farm" approach will yield results different from those obtained via enterprise analysis. Those who intend to utilize the results in identifying a "good price" for marketing or production input decisions may want to use the (this) enterprise analysis derived price while those intending to make long term production decisions and for comparisons to other farms may choose the "whole farm" cost per CWT EQ. or, Per Dollar or Percent of Gross Revenue analysis methods.

A \$22.40 expected Mailbox Price relative to a 22,000 lb. milk average marketed per cow and current costs allocates a total of 16,850 lbs/cow/year of 3.5% BF milk to pay for all expenses including feed, other variable and fixed costs, including a full return to labor and management. Total production required to cover all variable costs at 22,000 lb herd average is 11,742 lbs; 9,635 lbs of which is to pay for feed. No MILC payment is expected for **October**. Because of wide variability in fixed costs, labor and management charges from farm to farm and to present a size-neutral perspective, *a detailed reporting of Incomes Over Feed and Variable Costs per CWT is offered in the table below instead of expected revenue per cow and Net Return.*

IOFC surged this month by \$3.16/cwt to \$12.59, the fourth increase of the last ten months. Milk price increased a very healthy \$2.79/cwt., more than offsetting price increases for hay and corn silage. Prices for corn and SBOM declined. Total ration forage price increased to \$113.33/blended ton of corn silage/hay (as fed) from \$108.17 in September. Feed cost per dollar of milk revenue dropped eight cents from \$0.52 to \$0.44. **October** IOFC and feed cost per dollar of revenue values are at levels not experienced since very late 2011 and early 2012. Income from the sale of a typical 1,300 lb cull cow climbed \$19.50/head to \$793 with prices paid for replacement springers declining and the income received from selling a heifer calf remaining the same as September.

October marks the seventh month during 2012 with IOFC above \$8.00/ cwt. at the 22,000 lb production level. A total of three months (of eleven evaluated) above \$8.00/cwt IOFC were recorded during 2009.

The follow table summarizes calculated Incomes over Feed and Variable Costs for **October**.

Incomes Over Feed and Total Variable Costs per CWT

For A Mail Box Price of \$22.40/CWT

For **October** 2012 Milk

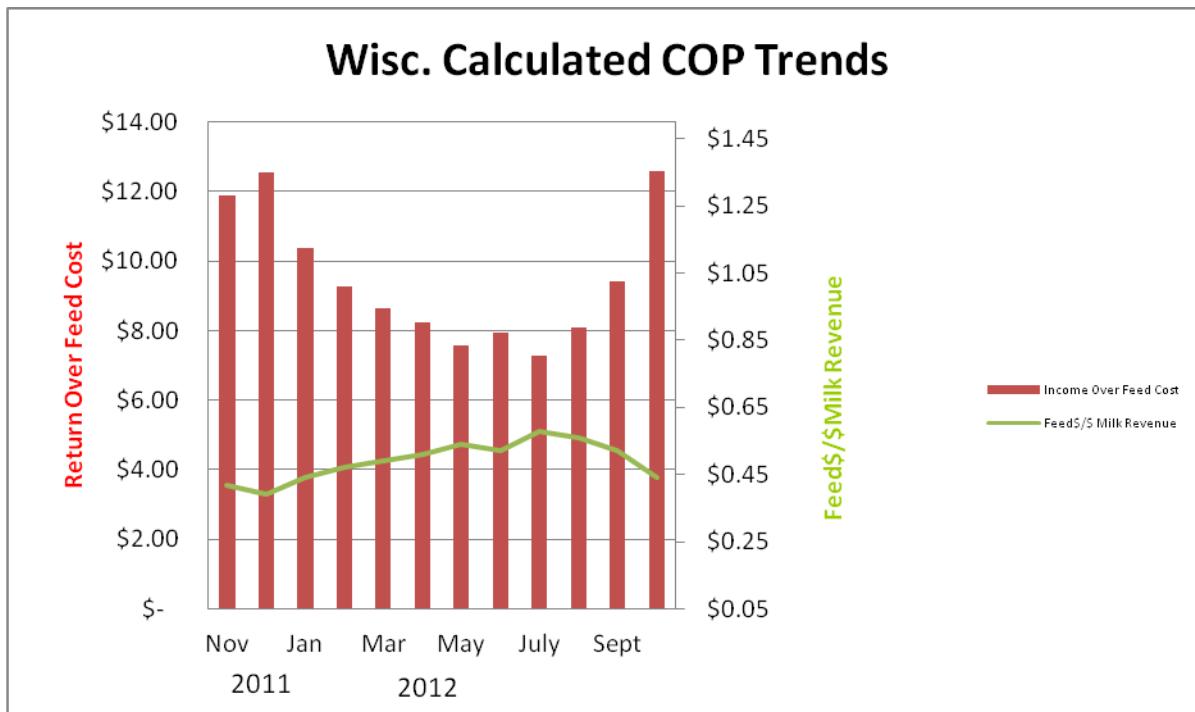
Production per Year	Incomes Over Feed Costs/CWT	Incomes Over Total Variable Costs/CWT
18,000 lbs.	\$ 12.25	\$ 9.62
20,000 lbs.	12.44	10.08
22,000 lbs.	12.59	10.44
24,000 lbs.	12.72	10.75
26,000 lbs.	12.83	11.01
28,000 lbs.	12.92	11.23
30,000 lbs.	13.00	11.43

See the chart below for the developing trend line of monthly Return over Feed Cost per CWT and Feed Cost per Dollar of Gross Revenue for 2011-12.

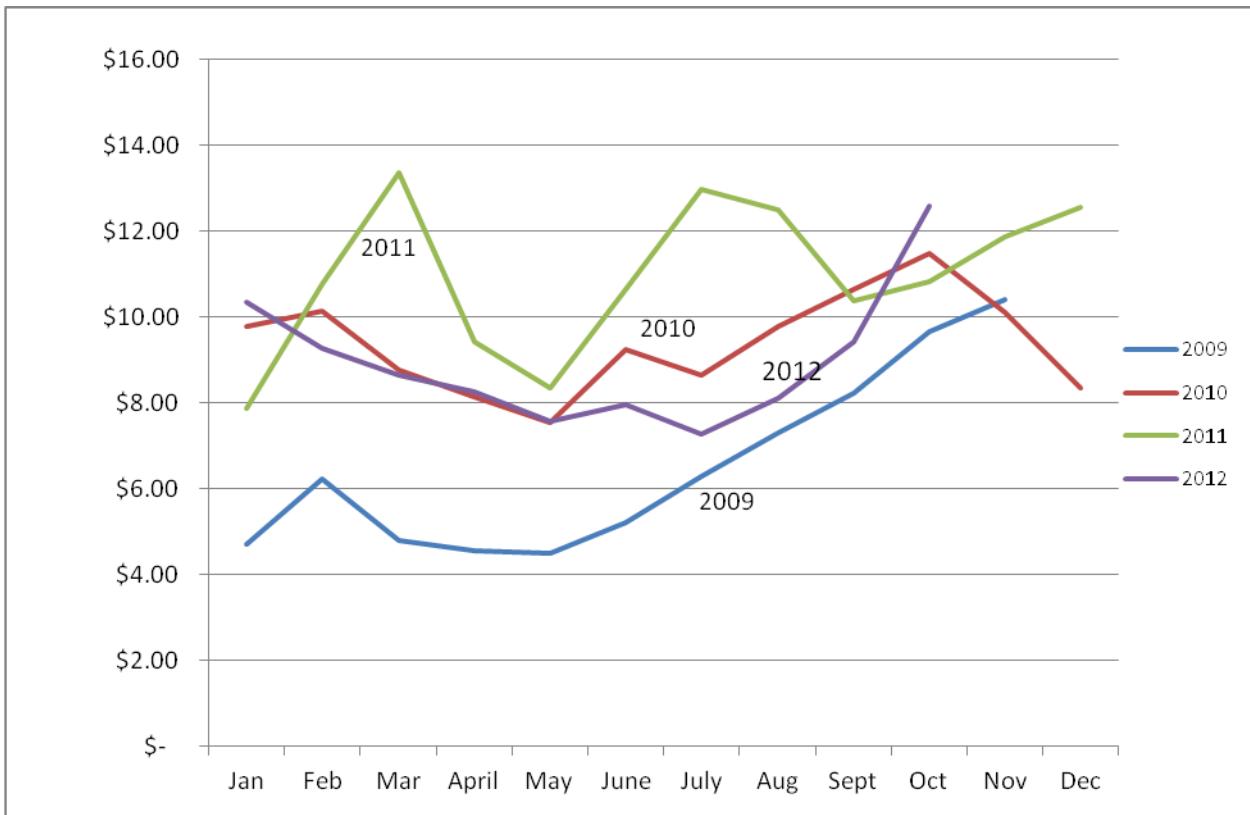
Following is an IOFC 45 month comparison from February 2009 to the present. See the second chart below.

**Wisconsin Calculated COP for Milk
Income over Feed Cost
And
Feed Cost per Dollar of Milk Income**

**22,000 lb Production
2011- 2012 Monthly Trends**



Wisconsin Calculated IOFC
@22,000 lb. milk/cow/year marketed



February 2009- Present

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