Milk production costs and returns per hundredweight (cwt) sold, by State, 2016 1/

Item	California	Florida	Georgia	Idaho	Illinois	Indiana	Iowa	Kansas	Kentucky	Maine	Michigan	Minnesota	Missouri	New York	Ohio	Oregon	ennsylvan	Tennessee	Texas	Vermont	Virginia	Vashingto	Wisconsir	All States
	dollars per cwt sold																							
Gross value of production:																								
Milk sold	14.59	19.37	19.55	16.35	15.87	16.65	15.82	15.54	21.77	20.50	14.94	16.55	16.24	17.12	17.06	21.03	17.36	19.90	15.82	18.17	17.26	16.71	16.94	16.17
Cattle	1.52	1.83	1.18	1.24	1.53	1.85	1.96	1.63	1.77	1.23	1.20	1.82	1.84	1.01	1.96	1.69	1.31	1.27	1.51	1.14	1.50	1.09	1.45	1.44
Other income 2/	0.67	0.86	0.87	0.61	1.10	0.75	0.53	0.44	0.80	0.70	0.60	0.75	1.03	0.86	0.55	0.92	0.88	0.85	0.67	0.68	0.72	0.98	0.62	0.69
Total, gross value of production	16.78	22.06	21.60	18.20	18.50	19.25	18.31	17.61	24.34	22.43	16.74	19.12	19.11	18.99	19.57	23.64	19.55	22.02	18.00	19.99	19.48	18.78	19.01	18.30
Operating costs:																								
Feed--																								
Purchased feed	13.54	11.36	8.63	8.18	6.42	9.29	8.12	8.32	7.95	13.54	8.53	6.46	9.72	9.24	8.63	17.68	9.18	11.46	10.94	10.69	9.85	14.82	5.78	9.80
Homegrown harvested feed	2.65	2.32	2.89	1.56	7.24	4.14	5.07	2.86	10.16	4.97	5.57	5.08	4.41	9.06	6.29	2.06	8.44	6.65	3.04	5.41	5.11	2.64	6.26	4.34
Grazed feed	0.04	0.07	0.30	0.03	0.09	0.05	0.14	0.16	0.45	0.16	0.03	0.13	0.75	0.19	0.08	0.12	0.16	0.27	0.30	0.23	0.21	0.08	0.11	0.10
Total, feed costs	16.23	13.75	11.82	9.77	13.75	13.48	13.33	11.34	18.56	18.67	14.13	11.67	14.88	18.49	15.00	19.86	17.78	18.38	14.28	16.33	15.17	17.54	12.15	14.24
Other--																								
Veterinary and medicine	0.67	0.67	0.69	0.65	1.13	1.18	1.06	1.66	0.81	1.24	0.85	1.00	0.79	1.29	0.93	0.99	1.18	0.92	0.56	0.90	1.09	0.97	1.15	0.90
Bedding and litter	0.09	0.01	0.02	0.27	0.37	0.31	0.49	0.17	0.29	1.02	0.34	0.47	0.12	0.49	0.57	0.24	0.48	0.10	0.05	0.53	0.30	0.28	0.38	0.27
Marketing	0.33	0.17	0.23	0.31	0.22	0.17	0.17	0.25	0.36	0.35	0.22	0.22	0.17	0.32	0.23	0.18	0.25	0.29	0.15	0.41	0.18	0.31	0.25	0.26
Custom services	0.50	0.57	0.84	0.30	0.82	0.73	0.71	0.74	0.80	0.83	0.64	0.74	0.61	0.85	0.58	0.45	1.12	0.73	1.27	1.18	1.03	0.86	0.41	0.62
Fuel, lube, and electricity	0.38	0.58	0.58	0.29	0.70	0.58	0.59	0.46	0.76	1.07	0.35	0.61	0.74	0.55	0.47	0.42	0.57	0.82	0.47	0.77	0.60	0.43	0.58	0.47
Repairs	0.44	0.62	0.62	0.39	1.20	0.70	0.76	0.63	0.75	1.44	0.74	0.90	0.87	0.78	0.67	0.82	0.74	1.06	0.37	1.01	1.00	0.78	0.67	0.63
Other operating costs 3/	0.00	0.00	0.00	0.00	0.00	0.01	0.01	0.00	0.00	0.02	0.00	0.01	0.00	0.01	0.01	0.01	0.01	0.00	0.00	0.01	0.00	0.01	0.01	0.00
Interest on operating capital	0.04	0.04	0.03	0.03	0.04	0.04	0.04	0.04	0.05	0.06	0.04	0.04	0.04	0.05	0.04	0.05	0.05	0.05	0.04	0.05	0.04	0.05	0.04	0.04
Total, operating cost	18.68	16.41	14.83	12.01	18.23	17.20	17.16	15.29	22.38	24.70	17.31	15.66	18.22	22.83	18.50	23.02	22.18	22.35	17.19	21.19	19.41	21.23	15.64	17.43
Allocated overhead:																								
Hired labor	1.78	2.82	2.06	1.60	1.64	1.07	1.55	1.37	1.64	2.82	2.00	1.18	0.96	1.74	1.32	3.15	1.12	2.29	1.71	1.52	1.92	2.39	1.94	1.75
Opportunity cost of unpaid labor	0.44	0.60	3.83	0.30	6.76	2.44	3.02	1.94	8.38	4.76	1.87	4.74	10.26	2.73	3.75	1.45	6.76	7.02	2.61	5.06	3.20	1.30	3.37	2.31
Capital recovery of machinery and equipment 4/	2.92	5.27	4.39	1.62	6.41	4.11	4.37	3.47	9.13	6.61	3.73	6.11	5.91	4.81	4.30	2.88	5.50	7.90	3.11	5.98	4.53	3.49	4.75	3.75
Opportunity cost of land (rental rate)	0.01	0.02	0.11	0.00	0.03	0.03	0.04	0.04	0.11	0.03	0.01	0.04	0.25	0.02	0.05	0.01	0.04	0.07	0.03	0.06	0.03	0.01	0.03	0.02
Taxes and insurance	0.15	0.18	0.19	0.09	0.28	0.25	0.26	0.21	0.31	0.50	0.18	0.26	0.51	0.33	0.21	0.22	0.26	0.34	0.17	0.46	0.20	0.16	0.29	0.21
General farm overhead	0.45	0.56	0.45	0.29	0.51	0.63	0.64	0.33	0.51	0.99	0.64	0.69	0.65	0.82	0.66	0.45	1.03	0.63	0.28	1.02	0.96	0.69	0.82	0.63
Total, allocated overhead	5.75	9.45	11.03	3.90	15.63	8.53	9.88	7.36	20.08	15.71	8.43	13.02	18.54	10.45	10.29	8.16	14.71	18.25	7.91	14.10	10.84	8.04	11.20	8.67
Total costs listed	24.43	25.86	25.86	15.91	33.86	25.73	27.04	22.65	42.46	40.41	25.74	28.68	36.76	33.28	28.79	31.18	36.89	40.60	25.10	35.29	30.25	29.27	26.84	26.10
Value of production less total costs listed	-7.65	-3.80	-4.26	2.29	-15.36	-6.48	-8.73	-5.04	-18.12	-17.98	-9.00	-9.56	-17.65	-14.29	-9.22	-7.54	-17.34	-18.58	-7.10	-15.30	-10.77	-10.49	-7.83	-7.80
Value of production less operating costs	-1.90	5.65	6.77	6.19	0.27	2.05	1.15	2.32	1.96	-2.27	-0.57	3.46	0.89	-3.84	1.07	0.62	-2.63	-0.33	0.81	-1.20	0.07	-2.45	3.37	0.87
Supporting information:																								
Milk cows (head per farm)	1,030	936	192	1,170	80	142	132	205	88	92	182	88	64	136	94	389	74	113	383	106	107	422	118	183
Output per cow (pounds)	22,135	18,101	15,594	22,059	17,879	19,243	21,113	21,153	14,376	17,647	22,206	20,342	14,135	19,686	21,025	19,129	19,729	14,391	16,753	17,471	20,200	20,272	20,133	20,724
Milking frequency more than twice per day (percent of farms)	17.42	18.01	3.03	23.93	0.00	6.07	6.05	16.79	2.95	0.00	13.97	8.18	0.00	11.72	6.92	6.47	7.92	2.90	9.51	3.29	10.05	20.96	11.25	9.73
Milk cows receiving bST (percent of cows)	5.06	0.00	0.00	0.00	3.25	0.00	13.16	32.53	1.52	0.00	0.00	18.89	0.58	13.77	1.09	0.00	20.67	0.00	1.11	0.85	0.00	0.00	22.07	8.79
Organic milk sold (percent of sales)	1.32	0.00	0.00	2.10	1.46	2.77	2.63	0.00	2.89	8.33	0.38	2.99	1.00	4.18	3.73	26.88	2.82	0.00	0.53	8.49	1.02	6.07	3.84	2.77

1/ Developed from survey base year, 2010. Reports from Arizona, Colorado, and New Mexico were insufficient for seting estimates using the 2010 ARMS data.
2/ Income from renting or leasing dairy stock to other operations; renting space to other dairy operations; co-op patronage dividends associated with the dairy; assessment rebates, refunds, and other dairy-related resources; and the fertilizer value of manure production.
3/ Costs for third party organic certification
4/ Machinery and equipment, housing, manure handling, feed storage structures, and the dairy breeding herd.
Note: Starting in 2013, annual data about the number of dairy farms by herd size are no longer being published. Therefore, adjustments in the costs and returns, and the supporting information no longer reflect the change in the distribution of dairy farms by herd size.
Source: Compiled by ERS using Agricultural Resource Management Survey data and other sources.