

AGRICULTURAL EXTENSION SERVICE  
University of California

## SHORT COURSE IN FARM MANAGEMENT FOR COMMERCIAL BANKERS

SAMPLE INCOME & EXPENSE - MARKET MILK DAIRY - NORTH BAY, 1970

by

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Production Data

200 cows: selling 13,500 lbs. of milk and 510 lbs. of butterfat  
per cow per year.

90% calf crop: 30% replacements - 2% mortality.

Income

	<u>Lbs. Butterfat</u>	<u>Lbs. Solids-not-fat</u>		<u>Per Cow</u>
Current production	102,000	240,300		
Production base	86,088	175,660		
Quota pool	65,600 @ .832	127,000 @ .345	\$98,394	
Base pool	20,488 @ .774	48,660 @ .224	26,757	
Overbase pool	15,912 @ .774	64,640 @ .224	<u>26,795</u>	
TOTAL MILK (gross)			\$151,946	
Less hauling at 30¢ per hundred weight			8,100	
Less dues and assessments			<u>1,460</u>	
NET MILK INCOME			\$142,386	\$711.93
Cull cows: 56 at \$220 each			12,320	
Calves: 180 at \$30 each			<u>5,400</u>	
TOTAL INCOME			\$160,106	