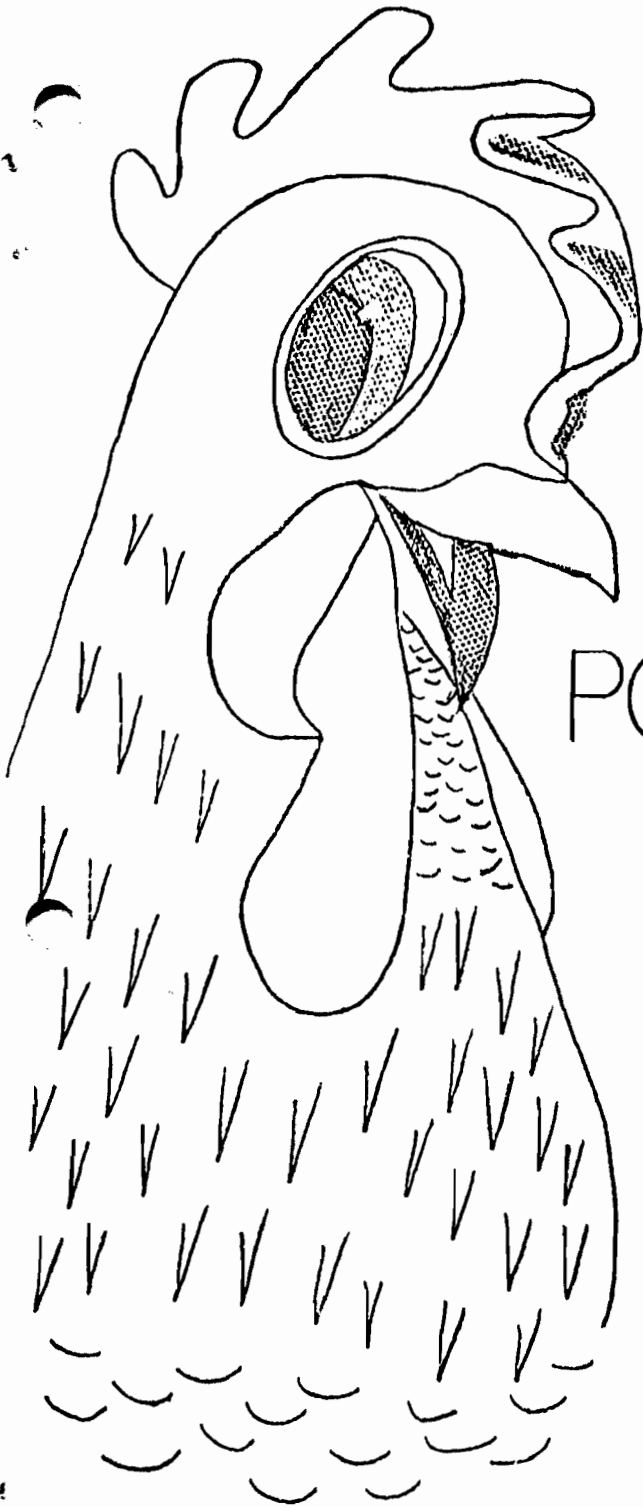


1961

12 YEAR
SUMMARY
SONOMA COUNTY



POULTRY SITUATION
AND
COST STUDIES

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SANTA ROSA CALIFORNIA

1960 POULTRY EGG COST STUDY

Sonoma County Summary

The purpose of this study is to provide participating poultrymen and other poultrymen with a basis for improving efficiency of production by a comparison study of the records compiled. This report cannot be considered as representative of the industry in the county, but the records can be used to make a comparison.

COMPARE YOUR RESULTS TO STUDY AVERAGES

Costs per Average Hen

| | Sonoma County Averages | Your results |
|---|---------------------------|--------------|
| Operation Costs: | | |
| Feed | 3.89 | _____ |
| Chick purchases | .60 | _____ |
| Supplies, taxes, services, misc. | .34 | _____ |
| Hired labor | .24 | _____ |
| ----- | | |
| Less Cost Credits: | | |
| Culls and Manure | .21 | _____ |
| Stock Inventory Change | .26 | _____ |
| ----- | | |
| Net Operation Costs per Hen | 4.60 | _____ |
| Overhead costs: | | |
| Depreciation | .28 | _____ |
| Interest on Investment, 5% | .21 | _____ |
| ----- | | |
| Total net operation and overhead costs | 5.09 | _____ |
| Value operator's labor | .78 | _____ |
| ----- | | |
| Net cost of egg production per hen | 5.87 | _____ |
| Net cost of egg production per dozen sold | 30.7¢ | _____ |

Sales and Returns per Average Hen

| | | |
|--|-------|-------|
| Dozen eggs sold per hen | 19.7 | _____ |
| Average price per dozen sold | 35.2 | _____ |
| ----- | | |
| Egg returns per hen | 6.95 | _____ |
| Egg returns over net operations cost | 2.35 | _____ |
| Egg returns over net operations and overhead costs | 1.86 | _____ |
| ----- | | |
| Management income per hen | 1.08 | _____ |
| Management income per dozen sold | 5.4¢ | _____ |
| Net or farm income per hen | 2.07 | _____ |
| Net or farm income per dozen eggs | 10.4¢ | _____ |

SONOMA COUNTY AGRICULTURAL COMMISSION FIGURES, PRODUCTION AND VALUE OF POULTRY — 1940 — 1960 comparison

| Date | No. of Hens | Eggs Per Hen | Eggs (Dozens) | Average Price | Egg Value | *Meat Birds (pounds) | Average Price | Meat Value | ***Other Poultry Value | Total Value |
|------|-------------|--------------|---------------|---------------|--------------|----------------------|---------------|--------------|------------------------|--------------|
| 1940 | 4,525,000 | 126 | 47,500,000 | .19 | \$ 9,075,000 | 11,400,000 | .18 | \$ 2,106,500 | \$ 504,942 | \$11,686,442 |
| 1941 | 4,275,000 | 109 | 38,990,000 | .28 | 10,757,400 | 12,430,000 | .20 | 2,540,175 | 564,212 | 13,861,787 |
| 1942 | 4,250,000 | 122 | 43,301,000 | .33 | 14,458,830 | 9,000,500 | .27 | 2,461,625 | 817,237 | 17,737,692 |
| 1943 | 4,692,000 | 125 | 48,875,000 | .40 | 19,537,500 | 22,300,000 | .29 | 6,550,000 | 1,508,235 | 27,595,735 |
| 1944 | 4,500,000 | 137 | 51,390,000 | .39 | 19,843,608 | 27,560,469 | .32 | 8,812,977 | 1,676,368 | 30,332,953 |
| 1945 | 4,500,000 | 149 | 55,915,000 | .42 | 23,415,150 | 26,694,674 | .40 | 10,576,961 | 1,625,800 | 35,617,911 |
| 1946 | 3,925,500 | 148 | 48,447,000 | .45 | 21,664,655 | 25,901,050 | .37 | 9,630,422 | 1,707,026 | 33,002,103 |
| 1947 | 3,552,242 | 148 | 43,811,000 | .58 | 25,313,285 | 18,000,000 | .30 | 5,445,000 | 1,232,370 | 31,990,655 |
| 1948 | 3,936,240 | 150 | 49,203,000 | .55 | 27,203,070 | 28,666,193 | .34 | 9,671,012 | 1,571,888 | 38,445,970 |
| 1949 | 4,026,993 | 151 | 50,673,000 | .47 | 23,864,667 | 38,798,025 | .25 | 9,542,311 | 1,638,500 | 35,045,478 |
| 1950 | 3,728,289 | 152 | 47,225,000 | .41 | 19,455,640 | 40,820,950 | .26 | 10,624,235 | 1,761,565 | 31,841,440 |
| 1951 | 3,300,314 | 153 | 42,079,000 | .54 | 22,831,598 | 30,471,456 | .28 | 8,528,233 | 2,234,466 | 33,594,297 |
| 1952 | 3,231,039 | 154 | 41,465,000 | .50 | 20,752,421 | 24,996,754 | .27 | 6,853,630 | 2,175,812 | 29,781,863 |
| 1953 | 3,261,600 | 155 | 42,129,000 | .54 | 22,861,240 | 23,284,639 | ** .28 | 6,095,255 | 2,419,693 | 31,376,188 |
| 1954 | 3,344,000 | 160 | 43,357,000 | .40 | 17,250,923 | 21,763,518 | ** .26 | 4,365,933 | 1,746,000 | 23,369,287 |
| 1955 | 3,120,498 | 165 | 42,906,846 | .42 | 18,180,325 | 29,917,646 | ** .27 | 7,219,794 | 2,057,932 | 27,458,051 |
| 1956 | 2,994,889 | 175 | 43,675,458 | .39 | 16,833,276 | 26,460,614 | ** .24 | 5,220,044 | 2,245,573 | 24,298,893 |
| 1957 | 2,753,275 | 185 | 42,446,323 | .36 | 15,420,184 | 30,541,982 | ** .19 | 5,651,418 | 2,327,259 | 23,398,861 |
| 1958 | 2,386,162 | 195 | 38,775,131 | .37 | 14,014,496 | 30,199,976 | ** .19 | 5,008,637 | 2,542,255 | 21,565,388 |
| 1959 | 2,598,844 | 200 | 43,314,150 | .30 | 13,383,969 | 24,476,291 | ** .18 | 3,947,765 | 4,079,693 | 21,411,427 |
| 1960 | 2,326,000 | 205 | 39,767,725 | .34 | 13,782,337 | 26,430,117 | ** .19 | 3,499,962 | 4,276,588 | 21,558,887 |

* — Meat Bird pounds include hens sold plus fryers and broilers

** — Price of broilers and fryers only

*** — Other poultry value includes: ducks, chicks, turkeys, turkey poults

TOTAL PRODUCTION IN CALIFORNIA AND SONOMA COUNTY -- 1940 -1960

| Date | Total Eggs Produced in California | Total Eggs Produced in Sonoma County | % of Cal. Eggs Prod. in Sonoma County | Population in California | Eggs per person Prod. in Cal. | App. Avg. Consumption per Person in U. S. | Avg. No. Eggs Per Person not Prod. in Cal. | % U. S. Layers Prod. in California |
|------|-----------------------------------|--------------------------------------|---------------------------------------|--------------------------|-------------------------------|---|--|------------------------------------|
| 1940 | 1,761,000,000 | 570,000,000 | 32.0 | 6,950,000 | 253 | 319 | 66 | 2.4 |
| 1941 | 1,743,000,000 | 467,880,000 | 27.0 | 7,237,000 | 241 | 311 | 70 | 3.6 |
| 1942 | 2,001,000,000 | 519,612,000 | 26.0 | 7,735,000 | 259 | 318 | 59 | 3.7 |
| 1943 | 2,225,000,000 | 586,500,000 | 26.0 | 8,506,000 | 262 | 347 | 85 | 3.5 |
| 1944 | 2,538,000,000 | 616,680,000 | 24.0 | 8,945,000 | 284 | 354 | 70 | 3.9 |
| 1945 | 2,337,000,000 | 670,980,000 | 29.0 | 9,344,000 | 250 | 402 | 152 | 3.5 |
| 1946 | 2,516,000,000 | 581,364,000 | 23.0 | 9,559,000 | 263 | 379 | 116 | 3.9 |
| 1947 | 2,481,000,000 | 525,732,000 | 21.0 | 9,832,000 | 252 | 383 | 131 | 4.0 |
| 1948 | 2,673,000,000 | 590,436,000 | 22.0 | 10,064,000 | 266 | 389 | 123 | 4.3 |
| 1949 | 3,117,000,000 | 608,076,000 | 20.0 | 10,337,000 | 302 | 383 | 81 | 4.8 |
| 1950 | 3,314,000,000 | 566,700,000 | 17.0 | 10,609,000 | 312 | 389 | 77 | 5.1 |
| 1951 | 3,242,000,000 | 504,948,000 | 16.0 | 11,062,000 | 293 | 392 | 99 | 5.2 |
| 1952 | 3,550,000,000 | 497,580,000 | 14.0 | 11,542,000 | 308 | 390 | 82 | 5.5 |
| 1953 | 4,183,000,000 | 505,548,000 | 12.1 | 12,400,000 | 337 | 379 | 42 | 6.6 |
| 1954 | 4,350,000,000 | 520,285,008 | 12.0 | 12,812,000 | 340 | 376 | 36 | 6.6 |
| 1955 | 4,404,000,000 | 514,882,152 | 11.7 | 13,250,000 | 332 | 371 | 39 | 6.7 |
| 1956 | 4,500,000,000 | 524,105,496 | 11.6 | 13,808,100 | 326 | 369 | 43 | 6.6 |
| 1957 | 4,603,000,000 | 509,355,876 | 11.1 | 14,160,000 | 325 | 365 | 40 | 6.8 |
| 1958 | 4,871,000,000 | 465,301,572 | 9.6 | 14,364,000 | 339 | 355 | 16 | 7.2 |
| 1959 | 5,236,000,000 | 519,769,800 | 10.0 | 15,700,000 | 334 | 347 | 13 | 7.5 |
| 1960 | 5,678,000,000 | 477,224,736 | 8.4 | 15,830,000 | 359 | 330 | +29* | 8.6 |

* First year we have had a surplus

THE 100 LEADING COUNTIES IN NUMBER OF CHICKEN EGGS SOLD, AND NUMBER SOLD, 1959

| <u>RANK</u> | <u>COUNTY</u> | <u>STATE</u> | <u>NUMBER OF EGGS SOLD (THOUSAND DOZENS)</u> | <u>RANK</u> | <u>COUNTY</u> | <u>STATE</u> | <u>NUMBER OF EGGS SOLD (THOUSAND DOZENS)</u> |
|-------------|----------------|--------------|--|-------------|---------------|--------------|--|
| 1. | San Bernardino | Calif. | 53,593 | 51. | Clackamas | Ore. | 6,649 |
| 2. | Lancaster | Penn. | 43,658 | 52. | Pierce | Wash. | 6,610 |
| 3. | San Diego | Calif. | 39,962 | 53. | Gloucester | N. J. | 6,503 |
| 4. | Sonoma | Calif. | 38,358 | 54. | Redwood | Minn. | 6,429 |
| 5. | Orange | Calif. | 38,180 | 55. | Freeborn | Minn. | 6,424 |
| 6. | Los Angeles | Calif. | 30,438 | 56. | Renville | Minn. | 6,297 |
| 7. | Monmouth | N. J. | 30,283 | 57. | Schuylkill | Penn. | 6,295 |
| 8. | Cumberland | N. J. | 26,118 | 58. | Lebanon | Penn. | 6,283 |
| 9. | Ocean | N. J. | 24,878 | 59. | Dane | Wis. | 6,216 |
| 10. | Stanislaus | Calif. | 23,573 | 60. | Hancock | Iowa | 6,183 |
| 11. | Riverside | Calif. | 23,404 | 61. | Lewis | Wash. | 6,108 |
| 12. | Atlantic | N. J. | 17,312 | 62. | Somerset | N. J. | 6,100 |
| 13. | Hunterdon | N. J. | 14,724 | 63. | Knox | Me. | 5,982 |
| 14. | York | Penn. | 14,719 | 64. | Brown | Minn. | 5,960 |
| 15. | Sullivan | N. Y. | 13,456 | 65. | Faribault | Minn. | 5,955 |
| 16. | Tulare | Calif. | 13,394 | 66. | Nacogdoches | Texas | 5,954 |
| 17. | Kosciusko | Ind. | 12,547 | 67. | Salem | N. J. | 5,946 |
| 18. | Santa Clara | Calif. | 12,501 | 68. | Columbia | Penn. | 5,941 |
| 19. | Rockingham | Va. | 11,457 | 69. | Otter Tail | Minn. | 5,921 |
| 20. | Whatcom | Wash. | 10,508 | 70. | Ottawa | Mich. | 5,855 |
| 21. | San Joaquin | Calif. | 10,497 | 71. | Dubois | Ind. | 5,823 |
| 22. | Allegan | Mich. | 10,334 | 72. | Butler | Iowa | 5,811 |
| 23. | Rankin | Miss. | 9,948 | 73. | Nobles | Minn. | 5,757 |
| 24. | Windham | Conn. | 9,320 | 74. | Middlesex | N. J. | 5,740 |
| 25. | Simpson | Miss. | 8,586 | 75. | Wayne | Ohio | 5,715 |
| 26. | Kossuth | Iowa | 8,161 | 76. | Cullman | Ala. | 5,678 |
| 27. | Northumberland | Penn. | 8,128 | 77. | Steele | Minn. | 5,633 |
| 28. | Sacramento | Calif. | 8,085 | 78. | Mercer | Ohio | 5,632 |
| 29. | Ventura | Calif. | 8,067 | 79. | Putnam | Ohio | 5,627 |
| 30. | Hillsborough | N. H. | 8,063 | 80. | New Haven | Conn. | 5,598 |
| 31. | Fresno | Calif. | 8,008 | 81. | Blount | Ala. | 5,544 |
| 32. | New London | Conn. | 7,930 | 82. | McLeod | Minn. | 5,524 |
| 33. | Ulster | N. Y. | 7,899 | 83. | Bristol | Mass. | 5,522 |
| 34. | Bucks | Penn. | 7,889 | 84. | Merced | Calif. | 5,509 |
| 35. | Berks | Penn. | 7,809 | 85. | Franklin | Iowa | 5,449 |
| 36. | Worcester | Mass. | 7,769 | 86. | Fulton | Ohio | 5,372 |
| 37. | Darke | Ohio | 7,669 | 87. | Sussex | Del. | 5,266 |
| 38. | Stearns | Minn. | 7,627 | 88. | Pasco | Fla. | 5,249 |
| 39. | Sioux | Iowa | 7,263 | 89. | Jackson | Minn. | 5,244 |
| 40. | Kennebec | Me. | 7,253 | 90. | Blue Earth | Minn. | 5,240 |
| 41. | Hillsborough | Fla. | 7,075 | 91. | Bremer | Iowa | 5,205 |
| 42. | Sibley | Minn. | 6,967 | 92. | Adams | Penn. | 5,171 |
| 43. | Salt Lake | Utah | 6,967 | 93. | Delaware | Iowa | 5,160 |
| 44. | Livingston | Ill. | 6,959 | 94. | Wabash | Ind. | 5,159 |
| 45. | Middlesex | Mass. | 6,901 | 95. | Mower | Minn. | 5,145 |
| 46. | Hartford | Conn. | 6,880 | 96. | Cleveland | N. C. | 5,139 |
| 47. | Hall | Ga. | 6,865 | 97. | Lyon | Iowa | 5,088 |
| 48. | King | Wash. | 6,820 | 98. | Cumberland | Me. | 5,079 |
| 49. | Montgomery | Penn. | 6,782 | 99. | Dodge | Wis. | 5,034 |
| 50. | Waldo | Me. | 6,704 | 100. | Alameda | Calif. | 5,008 |

Source: 1959 Census of Agriculture

We are indebted to the Watt Publishing Company for compiling this information.

COMPARE YOUR RESULTS

WITH STUDY AVERAGES

| | Sonoma County Average | Your results |
|-----------------------------------|--------------------------|--------------|
| Feed includes replacement: | | |
| Pounds per hen | 124 | _____ |
| Cost per hundred pounds | \$ 3.21 | _____ |
| Pounds per dozen eggs sold | 6.3 | _____ |
| Cost per dozen eggs sold | 19.7¢ | _____ |
| ----- | | |
| Labor: Hired and Operator's | | |
| Hours per hen | 0.7 | _____ |
| Cost per hen | \$ 1.02 | _____ |
| Cost per dozen eggs sold | 5.1¢ | _____ |
| ----- | | |
| Per cent of average flock: | | |
| Died | 15 | _____ |
| Culled | 60 | _____ |
| Total added | 95 | _____ |
| Increase in flock | 18 | _____ |
| ----- | | |
| Eggs per hen sold | 237 | _____ |
| Per cent large eggs sold | 66 | _____ |
| Cost per chick | 35.2¢ | _____ |
| Cull income per each | 34.2¢ | _____ |
| Per cent chick loss of purchased | 6.0 | _____ |
| Average number of birds per flock | 4,588 | _____ |

Factors Contributing to Efficient Egg Production

- I. Maintain one hundred per cent replacement
 - A. Provides high egg production
 - B. Provides better egg quality
 - C. Provides high total egg income
 - D. Low feed conversion ratio with high egg production

- II. Use labor-saving equipment
 - A. Cuts costs of labor per hen
 - B. Allows for maximum number of birds per operator

- III. Start replacements three or four times a year
 - A. Evens out production during the year
 - B. Evens out work-load over the year
 - C. Allows for age group handling of birds
 - D. Culling, moving, and production records more easily handled
 - E. Better pullets produced with more individualized attention to each brood
 - F. Disease hazard of several different age groups of pullets minimized

HOW WE COMPARE WITH OTHER YEARS

| | 1949 | 1950 | 1951 | 1952 | 1953 | 1954 | 1955 | 1956 | 1957 | 1958 | 1959 | 1960 |
|---------------------------------------|------|------|-------|-------|-------|------|------|------|------|------|------|------|
| Number of Records | 21 | 24 | 23 | 17 | 24 | 27 | 24 | 24 | 20 | 18 | 18 | 13 |
| Ave. Number Hens per Flock | 1619 | 1734 | 1716 | 1784 | 1920 | 2293 | 2759 | 2856 | 3140 | 2989 | 3986 | 4588 |
| Eggs Laid per Hen | 197 | 210 | 209 | 228 | 218 | 228 | 231 | 232 | 236 | 243 | 243 | 232 |
| <u>HENS: % Mortality</u> | 22 | 16 | 14 | 11 | 15 | 13 | 11 | 12 | 11 | 11 | 12 | 15 |
| % Culled | 92 | 82 | 104 | 118 | 97 | 96 | 87 | 101 | 84 | 81 | 65 | 60 |
| % Added | 130 | 99 | 121 | 138 | 131 | 129 | 125 | 115 | 108 | 100 | 103 | 95 |
| % Increase or Decrease | 16 | 1 | 3 | 9 | 19 | 20 | 27 | 2 | 13 | 8 | 26 | 18 |
| Ave Price Mash & Grain (CWT) | 3.93 | 3.67 | 4.04 | 4.42 | 4.14 | 3.79 | 3.60 | 3.58 | 3.50 | 3.47 | 3.44 | 3.21 |
| Lbs mash & grain per hen | 141 | 128 | 138 | 146 | 144 | 135 | 135 | 127 | 126 | 123 | 122 | 124 |
| Per Cent Mash | 64 | 62 | 55 | 57 | 53 | 56 | 49 | 55 | 59 | 61 | 70 | 71 |
| Hours Labor per Hen | 1.8 | 1.4 | 1.5 | 1.2 | 1.2 | 1.2 | 1.0 | 1.0 | 1.1 | .9 | .8 | .7 |
| Ave Price per Dozen Eggs | 49.5 | 41.9 | 54.9 | 48.6 | 55.0 | 40.7 | 42.8 | 40.1 | 36.7 | 38.4 | 30.7 | 35.2 |
| Net Cost per Dozen | 45.1 | 37.8 | 42.3 | 42.3 | 42.3 | 38.3 | 33.3 | 33.8 | 32.5 | 31.4 | 28.6 | 30.7 |
| Mgt. Income Per Dozen | 4.4 | 4.1 | 12.6 | 6.3 | 12.7 | 2.4 | 9.5 | 6.3 | 4.2 | 7.0 | 2.1 | 5.4 |
| <u>INCOME PER HEN: Egg Sales</u> | 8.19 | 7.36 | 9.74 | 9.47 | 10.37 | 8.05 | 8.59 | 8.11 | 7.58 | 8.01 | 6.49 | 6.95 |
| Poultry Sales | .67 | .73 | 1.32 | 1.01 | .95 | .57 | .56 | .56 | .40 | .42 | .26 | .21 |
| Misc Income | .22 | .22 | .30 | .05 | .03 | .04 | .02 | .02 | .02 | .01 | --- | --- |
| Inv. Change | .26 | --- | -.12 | .28 | .57 | .43 | .60 | .07 | .10 | .07 | .54 | .26 |
| TOTAL INCOME | 9.34 | 8.31 | 11.24 | 10.81 | 11.92 | 9.09 | 9.77 | 8.76 | 8.10 | 8.51 | 7.29 | 7.42 |
| <u>CASH & DEPREC. COSTS: Feed</u> | 5.68 | 4.78 | 5.66 | 6.51 | 6.03 | 5.15 | 4.91 | 4.60 | 4.46 | 4.32 | 4.25 | 3.89 |
| Stock Bought | --- | .53 | .74 | .78 | .66 | .60 | .53 | .48 | .45 | .51 | .81 | .60 |
| Misc. Costs | .68 | .45 | .53 | .48 | .57 | .62 | .47 | .49 | .46 | .42 | .32 | .34 |
| Deprec. | .23 | .21 | .30 | .32 | .26 | .27 | .25 | .26 | .27 | .27 | .30 | .28 |
| Hired Labor | .25 | .26 | .38 | .15 | .17 | .24 | .22 | .24 | .27 | .30 | .19 | .24 |
| <u>TOTAL CASH & DEPREC. COSTS</u> | 6.84 | 6.23 | 7.61 | 8.24 | 7.69 | 6.88 | 6.38 | 6.07 | 5.91 | 5.82 | 5.87 | 5.35 |
| <u>FARM INCOME</u> | 2.50 | 2.08 | 3.63 | 2.57 | 4.23 | 2.21 | 3.38 | 2.69 | 2.19 | 2.69 | 1.42 | 2.07 |
| Family Labor | 1.51 | 1.12 | 1.11 | 1.06 | 1.55 | 1.45 | 1.20 | 1.16 | 1.10 | 1.02 | .96 | .78 |
| Interest on Investment- | .26 | .24 | .29 | .28 | .28 | .29 | .28 | .27 | .23 | .22 | .19 | .21 |
| <u>MANAGEMENT INCOME</u> | .73 | .72 | 2.23 | 1.23 | 2.40 | .47 | 1.90 | 1.26 | .86 | 1.45 | .27 | 1.08 |

The above study averages for Sonoma County for the last 12 years represent a small sample from a large poultry industry and should not be considered applicable to the entire poultry business in this county. The 1960 study shows a decided increase in number of birds per ranch and the trend toward increasing flock size is continuing. Egg prices are the second lowest and profit per hen is also the second lowest since this study was started in 1949. Poultrymen received 4.5 cents more per dozen than in 1959. In addition, we had the lowest cull price in 1960 - 34.2, causing the low figure of 21 cents per hen for poultry sales. The over-all costs were lower than previous years, due mainly to the lowest replacements and feed costs over the twelve year period. Normally the cost of producing eggs this year should have been the lowest yet; however, a large per cent of old hens were held over due to higher egg prices at the end of 1960.