

SONOMA COUNTY

1966

POULTRY EGG PRODUCTION *and* MANAGEMENT STUDY

FEED

76 76 73



AGRICULTURAL EXTENSION SERVICE
UNIVERSITY OF CALIFORNIA

TOTAL CASH COSTS
(Per Cent)

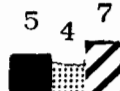
STOCK
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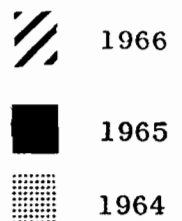
MISC.



HIRED
LABOR



DEPR.



COMPILED BY
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ISSUED FROM

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George B. Alcorn, Director, California Agricultural Extension Service.

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UC Cooperative Extension

I N T R O D U C T I O N

This is the eighteenth annual summary of the current Sonoma County Poultry Egg Production and Management Study. This study is conducted by the Agricultural Extension Service in cooperation with local poultrymen for the purpose of disclosing important management, cost, income, and profit information to aid the entire local poultry industry in obtaining maximum earnings. The number of records is small and the averages in this report are not considered as averages for the county but apply only to the ten flocks covered. They may or may not be typical of the county, but they do show much useful information on current local production, costs, profits, etc., for all poultrymen and those interested in the poultry business.

In order to realize the greatest value from a management study of this kind, it is necessary to carefully analyze and weigh all management factors which contribute to the success or failure of a poultry enterprise.

Cooperators are receiving a monthly summary and comparison of flock performance and mortality. At the end of each year, a detailed analysis of the year's records with comments and suggestions is available. This report represents a part of the information available for public use.

O U T L O O K

Poultrymen will not have as good a price for eggs this year as in 1965. The price received per dozen in 1967 will be lower than 1965.

The chick hatch for 1967 is expected to be above 1966. A larger supply of eggs is in prospect during the year.

* * * * *

Here is a chart on chicks hatched, average number of layers on farms, egg production and egg prices for years 1958 through 1967*.

| Year | Egg-type chicks Hatched (million) | Layers on Farms (millions) | Egg Production Cases (million) | U.S. Egg Price per Dozen (Average) | Sonoma County Cost Study Egg Price - Dozen (Average) |
|--------|-----------------------------------|----------------------------|--------------------------------|------------------------------------|--|
| 1958 | 596 | 326 | 168.7 | 38.3 | 38.4 |
| 1959 | 541 | 306 | 175.8 | 31.1 | 30.7 |
| 1960 | 481 | 295 | 170.4 | 35.7 | 35.1 |
| 1961 | 529 | 290 | 170.2 | 35.2 | 33.0 |
| 1962 | 502 | 297 | 175.4 | 33.7 | 28.7 |
| 1963 | 515 | 296 | 175.6 | 34.4 | 30.7 |
| 1964 | 529 | 298 | 179.0 | 33.8 | 30.9 |
| 1965 | 492 | 297 | 179.5 | 33.4 | 29.2 |
| 1966 | 510 | 305 | 184.6 | 38.8 | 35.4 |
| 1967** | 520 | 308 | 188.0 | 33.4 | 29.0 |

* Figures taken from Poultry Survey Committee Report.

** 1967 figures estimated.

GENERAL INFORMATION

All records are kept on a "hen-day" basis. In other words, a daily inventory of all chickens is maintained throughout the year.

TERMS

1. Hens - All chickens 6 months of age and older.
2. % Culled
% Died equals Total number of birds in each category divided
% Added by average number of hens.
3. Commercial Eggs - Small, cracks, pee wees, B. grade and other eggs.
4. Change of Stock Inventory -- Increased or decreased flock evaluation.
5. Miscellaneous Costs - Vaccines, Medication, Repairs, Taxes, Utilities.
6. Depreciation -- From Building and Equipment Investment Inventory.
7. Family Labor -- Estimated hours @ \$1.50 per hour.
8. Interest on Investment -- Average value of stock, building and equipment, and land @ 5%.
9. Costs and Income per Dozen -- Costs or income divided by dozens of eggs sold.
10. Feed Consumption and Conversion -- Feed used divided by dozens of eggs produced or pounds per average hen.
11. Cost per Cwt. of Feed -- Value of ALL feed purchased divided by the total weight.
12. Chick Cost -- Total cost of day old chicks divided by total number of chicks.
13. Management Income -- Amount remaining after all costs are deducted including depreciation.
14. Net Farm Income -- The sum of Management Income plus the Value of the Farmer's Labor plus Interest on Investment.

TABLE I: PROFIT equals INCOME (eggs, stock, misc.) less EXPENSE (feed, labor, other)

| Ser. No. | Income per Hen | | | | | Cash & Depreciation Costs per Hen | | | | | | Net Farm Inc. | Non-Cash Costs/Hen | | Mgt. In- come per Hen |
|-----------------|----------------|-----------------|----------------|--------------------------|----------------|-----------------------------------|-------------------|-------------|-------|-------------|-----------------|---------------|--------------------|--------------|-----------------------|
| | Egg Sales | Poul- try Sales | Misc. in- come | Stock In- ventory Change | Total In- come | Feed | Stock pur- chased | Misc. Costs | Depr. | Hired Labor | Total Ex- pense | | Fam- ily Labor | Int. on Inv. | |
| 16-M | 7.28 | -- | -- | -1.07 | 6.20 | 3.00 | -- | .21 | .14 | .06 | 3.41 | 2.79 | .40 | .09 | 2.30 |
| 2-L | 6.82 | .36 | -- | + .77 | 7.95 | 2.76 | 1.72 | .24 | .13 | .56 | 5.41 | 2.54 | .12 | .12 | 2.30 |
| 12-L | 7.34 | .20 | .01 | - .03 | 7.52 | 4.03 | .38 | .24 | .09 | .35 | 5.09 | 2.43 | .15 | .12 | 2.16 |
| 13-L | 6.95 | .12 | -- | - .10 | 6.97 | 3.58 | .20 | .28 | .13 | .43 | 4.62 | 2.35 | .13 | .14 | 2.08 |
| 11-L | 6.31 | .14 | .01 | + .03 | 6.49 | 3.13 | .43 | .33 | .21 | .05 | 4.15 | 2.34 | .18 | .13 | 2.03 |
| 8-M | 6.82 | .29 | -- | --- | 7.11 | 3.73 | .29 | .22 | .17 | .43 | 4.84 | 2.27 | .12 | .15 | 2.00 |
| 17-S | 7.81 | .08 | -- | + .02 | 7.91 | 4.01 | .25 | .56 | .16 | .61 | 5.59 | 2.32 | .23 | .17 | 1.92 |
| 1-M | 6.76 | .12 | .03 | - .17 | 6.74 | 3.44 | .23 | .39 | .20 | .49 | 4.75 | 1.99 | .46 | .19 | 1.34 |
| 6-S | 5.47 | .11 | -- | - .07 | 5.51 | 3.19 | .17 | .33 | .20 | .14 | 4.03 | 1.48 | .69 | .15 | .64 |
| 18-M | 5.51 | .12 | -- | + .06 | 5.69 | 3.94 | .24 | .24 | .23 | .22 | 4.87 | .82 | .37 | .16 | .29 |
| <u>Averages</u> | | | | | | | | | | | | | | | |
| 1966 | 6.80 | .17 | .01 | + .01 | 6.99 | 3.44 | .48 | .29 | .16 | .34 | 4.71 | 2.28 | .22 | .14 | 1.92 |
| 1965 | 5.69 | .11 | --- | - .17 | 5.63 | 3.53 | .43 | .24 | .19 | .24 | 4.63 | 1.00 | .32 | .15 | .53 |

S: Below 7,500 M: 7,500-15,000 L: 15,000 and Up.

For the cooperator's identification, each flock is assigned a ranch number. Letters of the alphabet indicate flock size. The individual records are listed above in order of Management Income per Hen, which appears in the last column. None of the cooperators showed a minus management figure. That means that all the poultrymen had earned more than the \$1.50 per hour, which is the figure used when considering family labor. A large part of the difference in Net Farm Income between operators is due to the different amounts of their labor used per hen. If rated by Net Farm Income instead of Management Income, the ratings would be different. However, higher labor efficiency is indicated by Management Income rating.

When compared with the 1965 figures we find that total income was more for 1966 by \$1.36 per hen. Also, the Management Income was \$1.39 more per hen in 1966. This was mainly due to a higher egg income, due to 6.2¢ more per dozen for eggs plus a slightly higher poultry sales per hen.

TABLE II: DISEASES ARE IMPORTANT -- See Related Factors Here.

| Ser. No. | Eggs Laid per Hen | Fall Eggs per Fall Hen | Per- cent Pul- lets | Per- cent Added July- Oct. | Per- cent Mor- tal- ity | Per- cent Chicks Lost | Culled | | Per- cent Feed Mash | Stock Bought or Raised | Hrs. La- bor per Hen | Diseases, Problems, etc. |
|-----------------|-------------------|------------------------|---------------------|----------------------------|-------------------------|-----------------------|-----------|-----------|---------------------|------------------------|----------------------|-------------------------------------|
| | | | | | | | Per- cent | Months 1% | | | | |
| 16-M | 252 | 70 | 100 | -- | 8 | "All-in & All-Out" | -- | -- | 100 | B | .31 | Blucomb |
| 2-L | 210 | 89 | 86 | 100 | 15 | 1 | 91 | 3 | 100 | B | .38 | Cannibalism-worms-mites |
| 12-L | 249 | 76 | 84 | 39 | 14 | 30 | 56 | 3 | 100 | R | .34 | Hemorrhagic-Pasteurella-Salmonella |
| 13-L | 226 | 73 | 85 | -- | 13 | 2 | 37 | 2 | 100 | R | .32 | Newcastle-Cocci-CRD-Cann-Leu.-Mites |
| 11-L | 211 | 67 | 100 | 61 | 12 | 2 | 41 | 3 | 100 | B | .16 | LT-Coryza-Leucosis-Mites |
| 8-M | 237 | 61 | 76 | 17 | 16 | 5 | 77 | 5 | 100 | R | .38 | Leucosis-CRD-Mites |
| 17-S | 226 | 73 | 62 | 32 | 14 | 22 | 29 | 5 | 96 | R | .56 | Coryza-CRD-Cocci-Mites-Leucosis |
| 1-M | 228 | 75 | 56 | 25 | 14 | 1 | 32 | 2 | 55 | R | .61 | None Specific-Cann.-Mites-CRD-Heat |
| 6-S | 192 | 60 | 73 | 100 | 17 | 9 | 30 | 2 | 100 | R | .56 | None Reported |
| 18-M | 193 | 56 | 73 | 29 | 16 | 26 | 34 | 10 | 100 | R | .40 | Coryza-CRD-Cann.-Chol.-Leuc.-Mites |
| <u>Averages</u> | | | | | | | | | | | | |
| 1966 | 224 | 73 | 74 | 38 | 13 | 9 | 45 | 4 | 96 | -- | .36 | |
| 1965 | 234 | 75 | 77 | 34 | 14 | 6 | 54 | 5 | 89 | -- | .43 | |

S: Below 7,500 M: 7,500-15,000 L: 15,000 and up

The mortality rate shows the best improvement since 1959 when the expansion of large flocks began to take effect. Along with this, eggs per hen was the lowest since 1963. This was due to three factors:

1. Fewer diseases;
2. More "All-in & All-out" birds on record; and
3. Some poultrymen are learning about better methods of handling some of their disease problems. In addition, more old hens were kept over.

The type of housing is not as significant as disease problems and the management of the operation. It is possible to have good management and production in any of the main types of housing. This is the conclusion I have come to, after completing cost studies in Sonoma County since 1949.

TABLE III: EXPENSE PER HEN IS IMPORTANT TO PROFIT

| Ser. No. | Percent of Average Number of Hens | | | | Avg. Price Cull Hens | Avg. Cost per Chick | Percent Chicks Lost | Average Cost per Cwt. of Feed | | | Per Hen | | | Percent Mash | Per Dozen | |
|-----------------|-----------------------------------|--------|-------|-------|----------------------|---------------------|---------------------|-------------------------------|-------|-------|-----------|-----------------|------------------------|--------------|------------------------|-----------|
| | Died | Culled | Added | Diff. | | | | Mash | Grain | M & G | Feed Cost | Lbs. Mash Grain | Grit, Shell, Limestone | | Grit, Shell, Limestone | Lbs. Feed |
| | | | | | | | | | | | | | | | | |
| 16-M | 8 | -- | -- | - 8 | "All-in & All-out" | | 3.39 | --- | 3.39 | 3.00 | 88 | -- | 100 | -- | 4.1 | |
| 2-L | 15 | 91 | 114 | + 8 | 40.4 | 1.49* | 1 | 3.41 | | 3.41 | 2.76 | 81 | -- | 100 | -- | 4.6 |
| 12-L | 14 | 56 | 92 | + 22 | 36.0 | .298 | 30 | 3.42 | -- | 3.42 | 4.03 | 118 | -- | 100 | -- | 5.5 |
| 13-L | 13 | 37 | 64 | + 16 | 32.0 | .300 | 2 | 3.48 | -- | 3.48 | 3.58 | 103 | -- | 100 | -- | 5.4 |
| 11-L | 12 | 41 | 67 | + 14 | 33.5 | 1.35* | 2 | 3.36 | -- | 3.36 | 3.13 | 94 | -- | 100 | -- | 5.3 |
| 8-M | 16 | 77 | 110 | + 17 | 37.4 | .300 | 5 | 3.31 | -- | 3.31 | 3.73 | 113 | -- | 100 | -- | 5.6 |
| 17-S | 14 | 29 | 66 | + 23 | 28.6 | .300 | 22 | 3.66 | 2.63 | 3.62 | 4.01 | 111 | -- | 96 | -- | 5.7 |
| 1-M | 14 | 32 | 71 | + 25 | 37.0 | .313 | 1 | 3.85 | 2.63 | 3.31 | 3.44 | 103 | 4 | 55 | -- | 5.4 |
| 6-S | 17 | 30 | 36 | - 5 | 38.5 | .278 | 9 | 3.31 | -- | 3.31 | 3.19 | 96 | -- | 100 | -- | 6.0 |
| 18-M | 16 | 34 | 76 | + 27 | 35.6 | .280 | 26 | 3.35 | 3.29 | 3.35 | 3.94 | 117 | -- | 100 | -- | 7.2 |
| <u>Averages</u> | | | | | | | | | | | | | | | | |
| 1966 | 13 | 45 | 71 | + 14 | 36.2 | .298 | 9 | 3.43 | 2.63 | 3.40 | 3.44 | 101 | .3 | 96 | -- | 5.3 |
| 1965 | 14 | 54 | 86 | + 18 | 21.9 | .298 | 6 | 3.39 | 2.75 | 3.32 | 3.53 | 106 | 1.0 | 89 | -- | 5.4 |

S: Below 7,500 M: 7,500-15,000 L: 15,000 and up

*Started Pullets. Not included in cost of chicks average.

| | <u>Average Cost Started Pullets</u> | <u>Percent Started Pullets Bought</u> | <u>Percent Day Old Chicks</u> |
|------|-------------------------------------|---------------------------------------|-------------------------------|
| 1966 | \$ 1.42 | 36% | 64% |
| 1965 | 1.33 | 28% | 72% |
| 1964 | 1.45 | 7% | 93% |

Birds removed from the flock or birds added to the flock during the year resulted in an increase of 14% which was 4% lower than in 1965. There was some difference in pounds of feed per dozen eggs. Many factors bring this about--number of replacements raised, buying grit and shell separate from feed, calorie content of feed, mortality of young chicks, and feed wasted. Also, the ones who bought started pullets should have less feed used as all the feed is charged against the average hen or dozen eggs sold. The "All-in & All-out" cooperators did not raise chicks plus the fact that more hens were force molted than last year, which accounts for some of the low feed usage, plus housing and lower egg production. This all accounted for 5 lbs. less feed used per hen than in 1965.

TABLE IV: PRODUCTION, MORTALITY, REPLACEMENTS, FEED AND LABOR USE DETERMINE PROFITS

| Ser No. | Eggs Sold per Hen | Eggs Laid per Hen | Per-cent Prod. | % of All Eggs Sold | | | | | % Eggs Sept.-Dec. | Average Price per Dozen | | | Cents per Dozen | | | | | Net Farm Inc. | |
|-----------------|-------------------|-------------------|----------------|--------------------|------|------------|----------|---------|-------------------|-------------------------|---------|----------|-----------------|-----------|----------|-----------|---------------|---------------|--------------|
| | | | | Lg. | Med. | Sm. & Com. | Whl-sale | Re-tail | | Whl-sale | Re-tail | All Eggs | Feed Cost | Cash Cost | Net Cost | Mgt. Inc. | Fam-ily Labor | | Int. on Inv. |
| 16-M | 260 | 252 | 69.1 | **74 | 9 | 5 | 100 | 0 | 28 | 33.6 | -- | 33.6 | 13.8 | 20.7 | 23.0 | 10.6 | 1.9 | .4 | 12.9 |
| 2-L | 211 | 210 | 67.3 | 70 | 19 | 11 | 90 | 10 | 47 | 38.7* | 38.8 | 38.7* | 15.6 | 24.3 | 25.7 | 13.0 | .7 | .7 | 14.4 |
| 12-L | 256 | 249 | 68.2 | 75 | 18 | 7 | 100 | -- | 31 | 34.4 | -- | 34.4 | 18.9 | 22.9 | 24.2 | 10.1 | .7 | .6 | 11.4 |
| 13-L | 227 | 226 | 62.0 | 74 | 21 | 5 | 97 | 3 | 28 | 36.5 | 45.9 | 36.8 | 19.0 | 24.4 | 25.9 | 11.0 | .7 | .8 | 12.5 |
| 11-L | 211 | 211 | 57.7 | 86 | 10 | 4 | 89 | 11 | 93 | 35.1 | 41.0 | 35.9 | 17.8 | 22.6 | 24.3 | 11.6 | 1.0 | .7 | 13.3 |
| 8-M | 240 | 237 | 64.9 | 68 | 26 | 6 | 95 | 5 | 32 | 33.9 | 39.3 | 34.1 | 18.7 | 22.8 | 24.1 | 10.0 | .6 | .7 | 11.3 |
| 17-S | 234 | 226 | 61.9 | 77 | 17 | 6 | 100 | -- | 36 | 40.2* | -- | 40.2* | 20.6 | 28.2 | 30.3 | 9.9 | 1.2 | .9 | 12.0 |
| 1-M | 229 | 228 | 62.5 | 80 | 12 | 8 | 83 | 17 | 97 | 33.8 | 43.9 | 35.5 | 18.0 | 25.0 | 28.4 | 7.0 | 2.4 | 1.0 | 10.4 |
| 6-S | 194 | 192 | 52.7 | 73 | 13 | 14 | 77 | 23 | 33 | 32.3 | 39.9 | 33.8 | 19.7 | 24.6 | 29.8 | 4.0 | 4.3 | .9 | 9.2 |
| 18-M | 194 | 193 | 52.7 | 71 | 20 | 9 | 92 | 8 | 33 | 33.4 | 41.7 | 34.0 | 24.3 | 29.0 | 32.3 | 1.7 | 2.3 | 1.0 | 5.0 |
| <u>Averages</u> | | | | | | | | | | | | | | | | | | | |
| 1966 | 227 | 224 | 62.4 | 76 | 17 | 7 | 92 | 8 | 34 | 34.9 | 41.2 | 35.4 | 18.2 | 23.9 | 25.8 | 10.1 | 1.2 | .7 | 12.0 |
| 1965 | 234 | 232 | 63.5 | 75 | 18 | 7 | 92 | 8 | 33 | 27.9 | 35.5 | 29.2 | 18.1 | 24.0 | 26.4 | 2.8 | 1.7 | .7 | 5.2 |

S: Below 7,500 M: 7,500-15,000 L: 15,000 and up - *Processed on Ranch. Not figured in average.

**12% Sold to Breakers ungraded.

Eggs sold per hen and eggs laid per hen are shown in the second and third columns of this table. The number of eggs sold per hen should be a lot greater than the number laid per hen because eggs laid by the pullets before they are entered in the record at six months of age have been included in the amount of eggs sold per hen. If there is a loss, the breakage is too high or some eggs were sold and not recorded.

The poultryman who showed a high percent sold retail comes up with a larger number short from laid to sold which indicates all eggs sold may not have been recorded.

The way the eggs are graded plus prices received and the percent of large eggs produced had a big influence on the average price per dozen. Another influencing factor is the type of selling arrangement, whereby more eggs are processed on the ranch than usual plus eggs which were only 8% of the total sold retail. One other factor which influenced price was the volume of eggs produced and sold in higher egg price months. The percent of eggs sold retail was the largest amount sold since this study was started. The 6.2 cents per dozen increase in price was the most benefit received from any previous year. The two cooperators who processed their eggs on the ranch received 3.7c more per dozen for this type of egg handling. UC Cooperative Extension

TABLE V. HOW WE COMPARE WITH OTHER YEARS

| | 1949 | 1950 | 1951 | 1952 | 1953 | 1954 | 1955 | 1956 | 1957 | 1958 | 1959 | 1960 | 1961 | 1962 | 1963 | 1964 | 1965 | 1966 |
|--------------------------------------|------|------|-------|-------|-------|------|------|------|------|------|------|------|------|------|--------|--------|--------|--------|
| No. of Records | 21 | 24 | 23 | 17 | 24 | 27 | 24 | 24 | 20 | 18 | 18 | 13 | 13 | 13 | 13 | 13 | 14 | 10 |
| Avg. Hens per Flock | 1619 | 1734 | 1716 | 1784 | 1920 | 2293 | 2759 | 2856 | 3140 | 2989 | 3986 | 4588 | 6739 | 8304 | 10,974 | 13,056 | 12,978 | 15,986 |
| Eggs Laid per Hen | 197 | 210 | 209 | 228 | 218 | 228 | 231 | 232 | 236 | 243 | 243 | 232 | 227 | 226 | 219 | 226 | 232 | 224 |
| <u>HENS:</u> | | | | | | | | | | | | | | | | | | |
| % Mortality | 22 | 16 | 14 | 11 | 15 | 13 | 11 | 12 | 11 | 11 | 12 | 15 | 18 | 17 | 17 | 16 | 14 | 13 |
| % Culled | 92 | 82 | 104 | 118 | 97 | 96 | 87 | 101 | 84 | 81 | 65 | 60 | 71 | 68 | 62 | 56 | 54 | 45 |
| % Added | 130 | 99 | 121 | 138 | 131 | 129 | 125 | 115 | 108 | 100 | 103 | 95 | 94 | 112 | 81 | 80 | 86 | 71 |
| % Inc./Decr. | 16 | 1 | 3 | 9 | 19 | 20 | 27 | 2 | 13 | 8 | 26 | 18 | 6 | 27 | 2 | 7 | 18 | + 14 |
| Av. Price M & G (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 | 3.26 | 3.24 | 3.33 | 3.30 | 3.32 | 3.40 |
| Lbs. M, G per Hen | 141 | 128 | 138 | 146 | 144 | 135 | 135 | 127 | 126 | 123 | 122 | 124 | 116 | 117 | 112 | 109 | 106 | 101 |
| Percent Mash | 64 | 62 | 55 | 57 | 53 | 56 | 49 | 55 | 59 | 61 | 70 | 71 | 81 | 71 | 75 | 82 | 89 | 96 |
| 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 | .5 | .5 | .4 | .36 | .43 | .36 |
| Av. Price 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 | 33.0 | 28.7 | 30.7 | 30.9 | 29.2 | 35.4 |
| 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 | 29.5 | 28.3 | 26.9 | 26.6 | 26.4 | 25.8 |
| Mgt. Income Per Doz. | 4.4 | 4.1 | 12.6 | 6.3 | 12.7 | 2.4 | 9.5 | 6.3 | 4.2 | 7.0 | 2.1 | 5.4 | 3.5 | .3 | 3.8 | 4.3 | 2.8 | 10.1 |
| <u>INC. PER HEN</u> | | | | | | | | | | | | | | | | | | |
| Egg Sales | 8.19 | 7.36 | 9.74 | 9.47 | 10.37 | 8.05 | 8.59 | 8.11 | 7.58 | 8.01 | 6.49 | 6.95 | 6.33 | 5.58 | 5.78 | 5.79 | 5.69 | 6.80 |
| Poultry Sales | .67 | .73 | 1.32 | 1.01 | .95 | .57 | .56 | .56 | .40 | .42 | .26 | .21 | .19 | .17 | .17 | .14 | .11 | .17 |
| Misc. Income | .22 | .22 | .30 | .05 | .03 | .04 | .02 | .02 | .02 | .01 | -- | -- | -- | .01 | .02 | .02 | -- | .01 |
| Inventory Change | .26 | -- | -.12 | .28 | .57 | .43 | .60 | .07 | .10 | .07 | .54 | .26 | .18 | .30 | .10 | .03 | -.17 | +.01 |
| <u>TOTAL INCOME</u> | 9.34 | 8.31 | 11.24 | 10.81 | 11.92 | 9.09 | 9.77 | 8.76 | 8.10 | 8.51 | 7.29 | 7.42 | 6.70 | 6.06 | 6.07 | 5.98 | 5.63 | 6.99 |
| <u>CASH & DEPRECIATION COSTS</u> | | | | | | | | | | | | | | | | | | |
| Feed | 5.68 | 4.78 | 5.66 | 6.51 | 6.03 | 5.15 | 4.91 | 4.60 | 4.46 | 4.32 | 4.25 | 3.89 | 3.80 | 3.83 | 3.74 | 3.62 | 3.53 | 3.44 |
| Stock Bought | -- | .53 | .74 | .78 | .66 | .60 | .53 | .48 | .45 | .51 | .81 | .60 | .57 | .77 | .41 | .37 | .43 | .48 |
| Miscellaneous | .68 | .45 | .53 | .48 | .57 | .62 | .47 | .49 | .46 | .42 | .32 | .34 | .38 | .30 | .26 | .31 | .24 | .29 |
| Depreciation | .23 | .21 | .30 | .32 | .26 | .27 | .25 | .26 | .27 | .27 | .30 | .28 | .23 | .22 | .19 | .19 | .19 | .16 |
| Hired Labor | .25 | .26 | .38 | .15 | .17 | .24 | .22 | .24 | .27 | .30 | .19 | .24 | .23 | .21 | .23 | .25 | .24 | .34 |
| <u>TOTAL CASH & DEPR. 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 | 5.21 | 5.33 | 4.83 | 4.74 | 4.63 | 4.71 |
| <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 | 1.49 | .73 | 1.24 | 1.24 | 1.00 | 2.28 |
| Family Labor | 1.51 | 1.12 | 1.11 | 1.06 | 1.55 | 1.45 | 1.20 | 1.16 | 1.10 | 1.02 | .96 | .78 | .60 | .49 | .37 | .29 | .32 | .22 |
| Int. on Investment | .26 | .24 | .29 | .28 | .28 | .29 | .28 | .27 | .23 | .22 | .19 | .21 | .21 | .17 | .16 | .15 | .15 | .14 |
| <u>MANAGEMENT INCOME</u> | .73 | .72 | 2.23 | 1.23 | 2.40 | .47 | 1.90 | 1.26 | .86 | 1.45 | .27 | 1.08 | .68 | .07 | .71 | .80 | .53 | 1.92 |

The above study averages for Sonoma County for the last 18 years represents about 8% of the hens from the Sonoma County poultry industry but should indicate trends. However, they should not be considered applicable to the entire poultry business in this county. The 1966 records did show an increase in the number of birds per ranch over 1965. This year's record also indicates good income can be obtained by any flock size. Egg prices and farm income per hen was the best since 1958. The 1966 poultrymen received 35.4 cents per dozen which was 6.2 cents more per dozen than in 1965. In addition, we had higher cull prices in 1966--14.2 cents more per hen than 1966. The question is: Will the egg prices for 1967 be similar to 1965 which averaged 29.2 cents per dozen. The answer will be in the 1967 Poultry Egg Production and Management Study or other market information. UC Cooperative Extension