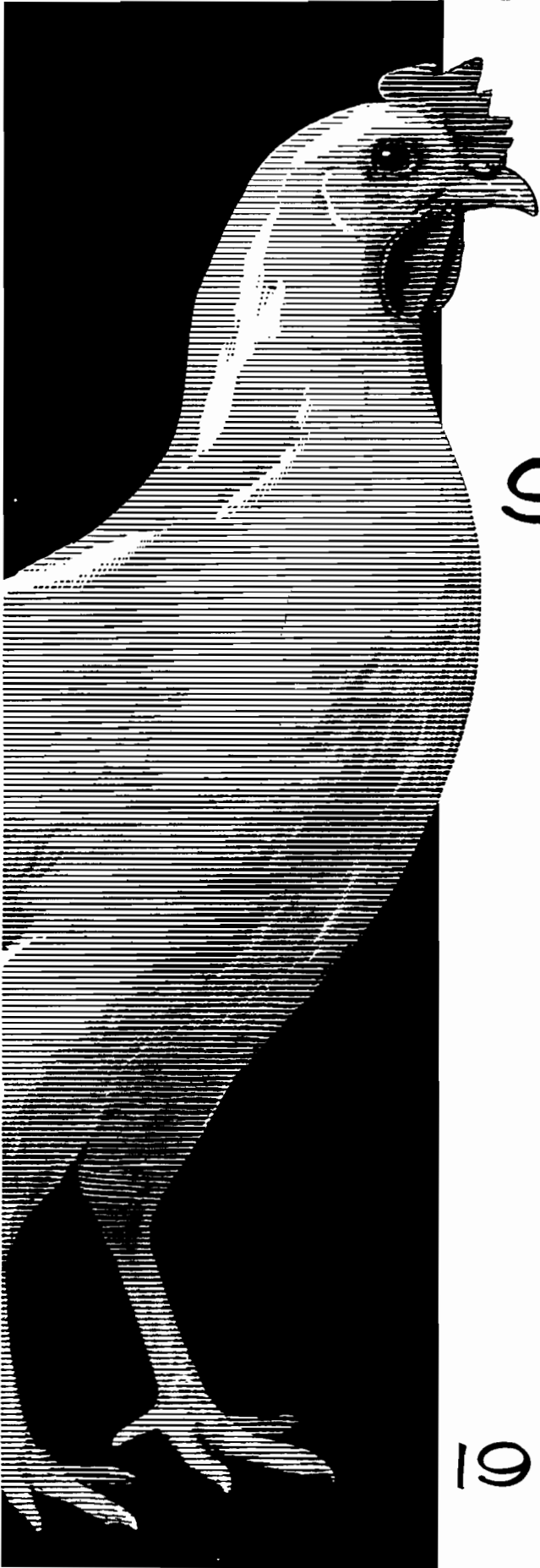


*Cost of prod. studies  
[poultry]*



1967

POULTRY  
SITUATION  
&  
COST  
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UNIVERSITY OF CALIFORNIA  
BERKELEY

*19 th year summary  
sonoma county*

**COMPILED BY**  
**Virgil Stratton**  
**Sonoma County Farm Advisor**

**ISSUED FROM**

**Farm and Home Advisors Office**  
**Room 100-P County Administration Center**  
**2555 Mendocino Avenue**  
**Santa Rosa, California - 95401**  
**Phone: 527-2621**

Co-operative Extension work in Agriculture and Home Economics, College of Agriculture,  
University of California, and United States Department of Agriculture co-operating.  
Distributed in furtherance of the Acts of Congress of May 8, and June 30, 1914.  
George B. Alcorn, Director, California Agricultural Extension Service.

**7/68**  
**700 c.**

SUMMARY OF SONOMA COUNTY

1967 Poultry Egg Cost Study

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. This report was also made up in part to show the poultry situation in Sonoma County in relation to California and United States production.

COMPARE YOUR RESULTS TO STUDY AVERAGES

Costs per Average Hen

	Sonoma County Averages	Your Results
<u>OPERATION COSTS:</u>		
Feed	\$ 3.72	_____
Chick purchases	.53	_____
Supplies, taxes, services, miscellaneous	.30	_____
Hired Labor	.38	_____
-----		
<u>LESS COST CREDITS</u>		
Culls and Manure	.12	_____
Stock Inventory Change	+.18	_____
-----		
<u>NET OPERATION COSTS PER HEN</u>	\$ 4.63	_____
<u>OVERHEAD COSTS</u>		
Depreciation	.15	_____
Interest on Investment, 5%	.14	_____
-----		
<u>TOTAL NET OPERATION AND OVERHEAD COSTS</u>	\$ 4.92	_____
<u>VALUE OPERATOR'S LABOR</u>	.19	_____
-----		
<u>NET COST OF EGG PRODUCTION PER HEN</u>	\$ 5.11	_____
<u>NET COST OF EGG PRODUCTION PER DOZEN SOLD</u>	.273	_____

Sales and Returns per Average Hen

Dozen Eggs Sold per Hen	18.7	_____
Average price per Dozen Sold	28.0¢	_____
-----		
Egg returns per Hen	\$ 5.24	_____
Egg returns over Net Operations Cost	.61	_____
Egg returns over Net Operations & Overhead Costs	.32	_____
-----		
Management Income per Hen	.13¢	_____
Management Income per Dozen Sold	.007¢	_____
Net or Farm Income per Hen	.46¢	_____
Net or Farm Income per Dozen Eggs	.024¢	_____

COMPARE YOUR RESULTS ---

--- WITH STUDY AVERAGES

	<u>Sonoma County Averages</u>	<u>Your Results</u>
<b><u>FEED INCLUDES REPLACEMENTS:</u></b>		
Pounds per Hen	107	_____
Cost per Hundred Pounds	\$3.47	_____
Pounds per Dozen Eggs Sold	5.7	_____
Cost per Dozen Eggs Sold	19.8¢	_____
-----		
<b><u>LABOR: Hired and Operator's</u></b>		
Hours per Hen	0.35	_____
Cost per Hen	.57¢	_____
Cost per Dozen Eggs Sold	2.8¢	_____
-----		
<b><u>PER CENT OF AVERAGE FLOCK:</u></b>		
Died	15%	_____
Culled	57%	_____
Total Added	80%	_____
Increase in Flock	+ 8%	_____
-----		
EGGS PER HEN, SOLD	224	_____
PER CENT LARGE EGGS SOLD	78%	_____
COST PER CHICK	31.5¢	_____
CULL INCOME PER HEN	19.4¢	_____
PER CENT CHICK LOSS OF PURCHASED	9.0%	_____
AVERAGE NUMBER OF BIRDS PER FLOCK	21,005	_____

**FACTORS CONTRIBUTING TO EFFICIENT EGG PRODUCTION AND QUALITY**

- I. Maintain eighty to 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 cost of labor per hen
  - b. Allows for maximum number of birds per operator.
  
- III. Make replacements as few times a year as possible or better still go "All-in and all-out", if necessary.
  - a. Allows for age group handling of birds
  - b. Culling, moving, and production records more easily handled
  - c. Better pullets produced with more individualized attention to each brood
  - d. Disease hazard of several different age groups of pullets minimized
  - e. Mortality reduced and production improved.

JULY 1968

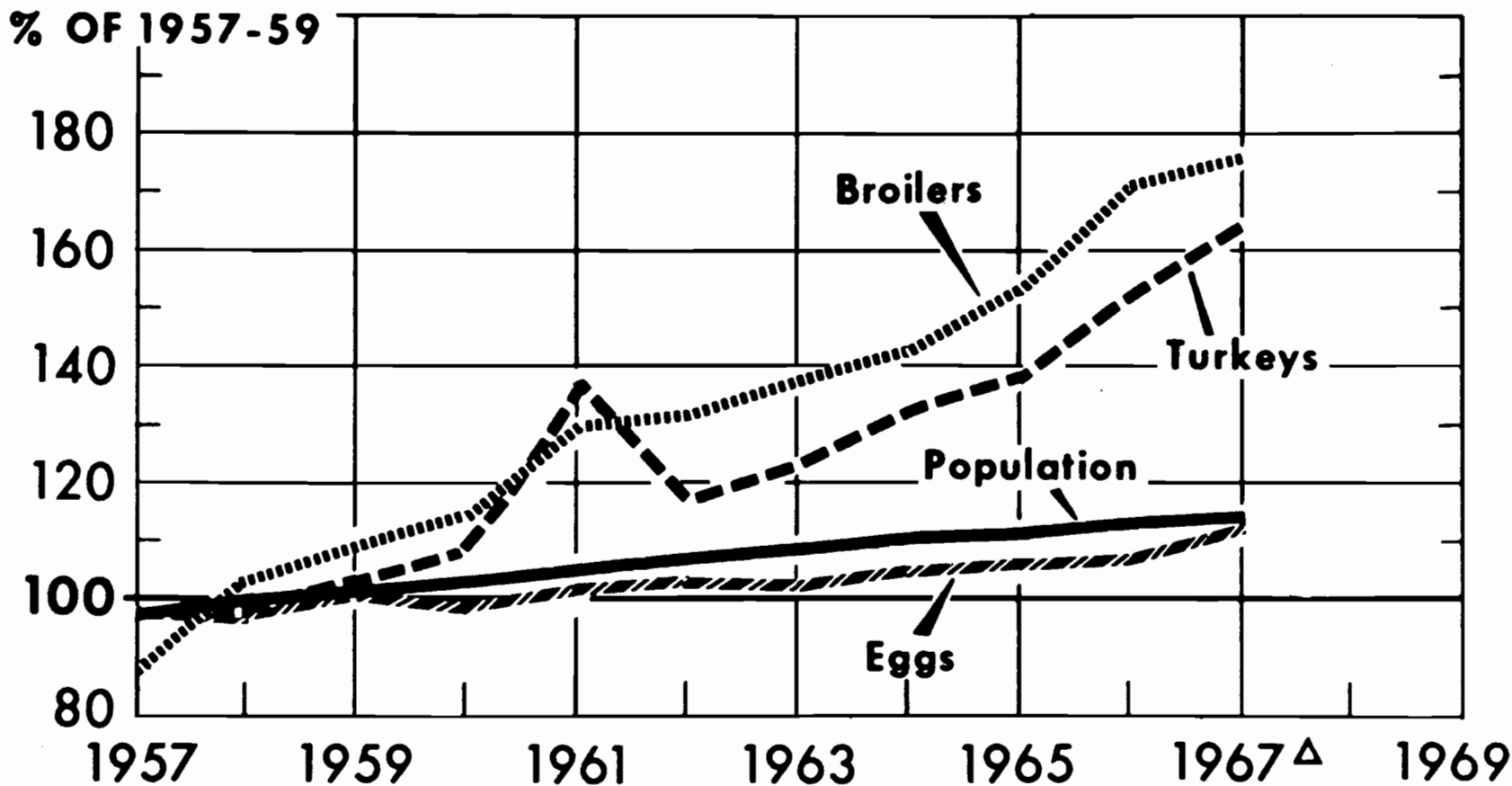
The summary below shows averages of individual annual poultry management study records in California since 1925, when these studies began. They are not represented as averages for all commercial egg farms in the State, but do cover enough individuals to show what has probably happened in egg production, prices and earnings over this long period.

The 1,442,960 hens covered by these records represent about 4% of the total number of hens in California in 1967.

CALIFORNIA POULTRY MANAGEMENT STUDY AVERAGES 1925-1967

Year	No. of Records	Ave. No. Hens per Flock	Eggs Laid per Hen	Per Cent of flock		Feed Cost per CWT.	Ave. Price per Doz. Eggs	Egg Feed Ratio	Dollars per Ave. Hen			
				Mortality	Culled				Total Income	Total Expense	Management Inc.	Farm Income
1925	38	1,651	138	20	29	\$2.60	36.5¢	14.1	4.21	3.85	.36	1.23
26	57	618	151	15	30	2.45	29.2	11.9	4.13	3.50	.63	1.50
27	249	1,085	139	22	34	2.53	27.7	11.0	3.59	3.50	.09	.99
28	235	1,266	145	21	36	2.60	29.6	11.4	3.94	3.51	.43	1.25
29	254	1,360	148	23	38	2.52	32.8	13.0	4.55	3.69	.86	1.69
1930	228	1,627	148	30	40	2.25	27.6	12.2	3.62	3.32	.30	1.08
31	161	1,118	153	27	47	1.75	20.4	11.6	2.88	2.95	-.07	.82
32	155	1,159	144	30	51	1.48	18.4	12.5	2.41	2.64	-.23	.55
33	113	1,109	146	33	45	1.49	17.3	11.6	2.32	2.61	-.29	.44
34	75	1,080	149	31	50	1.75	21.1	12.0	3.15	3.10	.05	.89
1935	81	1,255	150	30	49	1.80	24.1	13.3	3.55	3.04	.51	1.18
36	78	1,178	161	25	56	1.85	23.6	12.8	3.58	3.10	.48	1.16
37	78	1,237	166	24	61	2.01	23.0	11.5	3.61	3.42	.19	.88
38	110	1,311	171	21	61	1.73	24.5	14.1	3.86	3.15	.71	1.38
39	119	1,409	174	21	69	1.66	21.1	12.7	3.49	3.05	.44	1.05
1940	112	1,720	177	21	61	1.68	21.5	12.8	3.48	3.00	.48	1.03
41	125	1,750	175	19	63	1.90	28.8	15.1	4.76	3.54	1.22	1.81
42	114	1,938	174	19	66	2.24	35.7	15.9	5.75	4.17	1.58	2.35
43	85	2,159	176	18	77	2.52	43.1	17.2	6.94	4.71	2.23	3.02
44	72	2,198	183	19	84	2.90	39.6	13.7	6.86	5.52	1.34	2.23
1945	63	2,326	179	16	84	2.95	44.5	15.1	7.54	5.66	1.88	2.77
46	61	2,209	177	15	95	3.64	46.7	12.8	7.65	6.93	.72	1.65
47	93	2,175	188	15	77	4.23	54.4	12.5	9.34	7.55	1.79	2.85
48	114	2,024	186	16	76	4.36	56.4	12.7	9.90	8.30	1.60	2.86
49	196	1,880	196	18	78	3.85	49.0	12.5	8.85	7.67	1.18	2.47
1950	248	1,881	202	16	77	3.63	42.8	11.5	7.93	7.06	.87	2.13
51	245	2,114	201	15	83	4.05	54.5	13.5	10.04	7.98	2.06	3.33
52	213	2,592	207	15	84	4.42	47.7	11.8	8.88	8.20	.68	1.83
53	244	2,754	213	14	83	4.09	52.5	12.6	10.38	8.37	2.01	3.21
54	222	3,002	223	14	94	3.81	37.6	9.9	7.77	7.79	-.02	1.03
1955	194	3,165	229	14	82	3.73	42.6	11.1	9.09	7.85	1.24	2.51
56	199	3,742	231	13	86	3.72	39.7	10.4	8.49	7.54	.95	2.13
57	163	4,088	233	13	75	3.45	36.7	10.6	7.64	6.86	.78	1.85
58	203	4,899	233	13	78	3.38	37.5	11.1	7.92	6.60	1.32	2.16
59	155	5,892	235	13	78	3.29	30.2	9.2	6.33	6.25	.08	.86
1960	158	7,051	237	14	66	3.07	34.0	11.7	6.69	5.86	1.26	1.97
61	111	10,187	239	13	75	3.08	31.3	10.2	6.60	5.66	.94	1.48
62	89	13,680	239	14	70	3.09	28.7	9.3	6.17	5.59	.58	1.03
63	77	15,175	238	15	62	3.18	28.8	9.1	5.98	5.25	.73	1.12
64	81	19,084	237	15	69	3.17	28.5	9.0	5.97	5.29	.68	1.02
1965	59	24,547	236	16	49	3.26	28.2	5.6	5.57	5.16	.41	.84
66	63	25,590	230	16	53	3.30	34.1	5.4	6.72	5.16	1.56	1.93
67	39	36,999	229	17	61	3.32	26.1	5.2	5.10	5.15	-.05	+.28

# POULTRY AND EGG PRODUCTION AND POPULATION



△ ESTIMATED.

SONOMA COUNTY AGRICULTURAL COMMISSIONER'S FIGURES, PRODUCTION AND VALUE OF POULTRY -- 1940-1967 COMPARISON

Date	Number of Hens	Eggs per Hen	Eggs (Dozens)	Av. Price	Egg Value	*Meat Birds (Pounds)	Av. 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
1961	2,411,000	206	41,484,000	.31	13,229,200	31,853,000	** .15	3,499,000	5,637,400	22,365,600
1962	2,319,000	208	40,233,000	.30	12,180,000	*42,569,000	** .17	5,836,000	5,814,300	*23,830,300
1963	1,874,782	207	32,340,000	.30	10,171,000	*34,957,000	** .18	5,721,000	4,176,000	*20,068,000
1964	1,711,000	212	31,489,000	.30	9,838,000	*31,318,000	** .17	5,437,000	5,356,000	*20,631,000
1965	1,770,000	215	31,705,000	#.31	9,735,000	*32,070,000	** .18	5,821,000	4,404,000	*19,960,000
1966	1,711,000	223	31,820,000	#.354	11,288,000	*29,039,000	** .174	5,053,000	5,142,000	*21,483,000
1967	2,248,000	220	41,213,000	#.292	12,017,000	*27,900,000	** .177	4,935,000	4,270,000	*21,222,000

\* Meat Birds (Pounds) include hens sold plus fryers and roasters.

\*\* Price of roasters and fryers only.

\*\*\* Other poultry value includes; ducks, chicks, turkeys, turkey poults and chicken hens.

\*Broilers reported in previous years discontinued.

#Sonoma County Cost Study 26.5¢ wholesale average per dozen eggs.

SUMMARY OF 1967 CALIFORNIA POULTRY MANAGEMENT STUDY AVERAGES

Counties	<u>Riverside &amp; Orange</u>	San Diego	Sonoma	<u>Totals &amp; Averages</u>
Thousands of hens involved	189,413	1,106,512	147,035	1,442,960
Number of records	7	25	7	39
Average number of hens per flock	27,059	44,261	21,005	36,999
Eggs laid per hen, hen-day basis	225	239	223	229
Eggs sold per hen	225	243	224	231
Per cent mortality, hens	17.3	18.0	15.0	17.0
Per cent culled or removed	61.8	65.0	57.0	61.0
Per cent added as new layers	75.3	86.0	80.0	80.0
Per cent mortality of chicks to layers (24 weeks)	9.4	10.0	9.0	9.5
Average price of feed per Cwt.	\$3.26	\$3.24	\$3.47	\$3.32
Pounds feed per hen	105	87	107	100
Hours of labor per hen	.29	--	.35	--
Average price per dozen eggs	25.5¢	24.8¢	28.0¢	26.1¢
Net cost per dozen	26.5	26.6	27.3	26.8
<u>Management Income per Dozen</u>	-1.0	-1.8	+.7	- .7
Income per hen from eggs	\$4.76	\$5.00	\$5.24	\$5.00
Poultry sales	.10	.20	.11	.13
Miscellaneous income, manure, etc.	.01	--	.01	.01
Increase in poultry stock inventory	-.12	-.19	+.18	-.04
<u>Total income per hen</u>	\$4.75	\$5.01	\$5.54	\$5.10
Feed cost per hen	\$3.42	\$3.57	\$3.72	\$3.57
Poultry stock bought	.23	.44	.53	.40
Miscellaneous costs	.39	.31	.30	.33
Hired labor	.28	.41	.38	.36
Value of operator's labor	.20	.02	.19	.14
Depreciation	.17	.16	.15	.16
Interest on investment	.25	.19	.14	.19
<u>Total expense per hen</u>	\$4.94	\$5.10	\$5.41	\$5.15
Management income per hen	-.19	-.09	+.13	-.05
Farm income per hen	+.26	+.12	+.46	+.28



TOTAL PRODUCTION IN CALIFORNIA SONOMA COUNTY -- 1940-1967

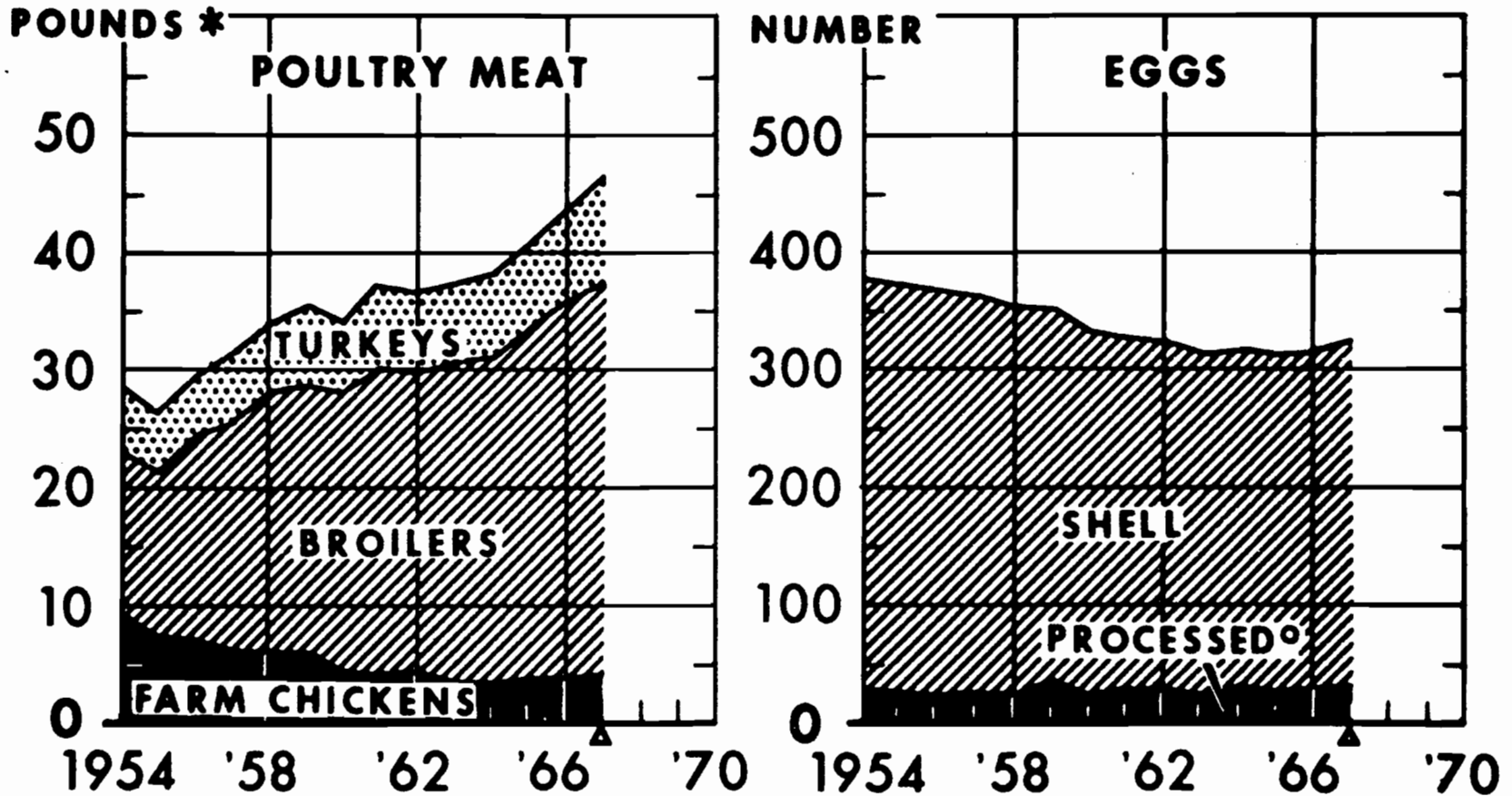
Date	Total Eggs Produced (thousands)		% of Calif Eggs Prod. in Sonoma County	Population in California Average (thousands)	Eggs per Capita		California Consumption (millions)	Av. No. Eggs per person Not Produced in Calif.	U.S. Layers (millions)	Calif. Layers (millions)	% U.S. Layers Produced in California	California <sup>/1</sup> Deficit Surplus (millions)
	California	Sonoma County			Produced in Calif.	Consumed in Calif.						
1940	1,761,000	570,000	32.0	6,950	253	319		- 66			2.4	
1941	1,743,000	467,880	27.0	7,237	241	311		- 70			3.6	
1942	2,001,000	519,612	26.0	7,735	259	318		- 59			3.7	
1943	2,225,000	586,500	26.0	8,506	262	347		- 85			3.5	
1944	2,538,000	616,680	24.0	8,945	284	354		- 70			3.9	
1945	2,337,000	670,980	29.0	9,344	250	402		-152			3.5	
1946	2,516,000	581,364	23.0	9,559	263	379		-116			3.9	
1947	2,481,000	525,732	21.0	9,832	252	383		-131			4.0	
1948	2,673,000	590,436	22.0	10,064	266	389		-123			4.3	
1949	3,117,000	608,076	20.0	10,337	302	383		- 81			4.8	
1950	3,314,000	566,700	17.0	10,609	312	389		- 77			5.1	
1951	3,242,000	504,948	16.0	11,062	293	392	4,278	- 99	328	18.1	5.2	- 1,198
1952	3,550,000	497,580	14.0	11,542	308	390	4,439	- 82	320	18.1	5.5	- 1,067
1953	4,183,000	505,548	12.1	12,400	337	379	4,498	- 42	312	20.6	6.6	- 524
1954	4,350,000	520,285	12.0	12,812	340	376	4,503	- 36	314	20.9	6.6	- 371
1955	4,404,000	514,882	11.7	13,250	332	371	4,734	- 39	309	20.8	6.7	- 550
1956	4,500,000	524,105	11.6	13,808	326	369	4,905	- 43	311	20.6	6.6	- 630
1957	4,603,000	509,355	11.1	14,160	325	365	5,024	- 40	307	20.8	6.8	- 651
1958	4,871,000	465,301	9.6	14,364	339	355	5,118	- 16	304	21.6	7.2	- 491
1959	5,236,000	519,769	10.0	15,700	334	347	5,285	- 13	306	22.9	7.5	- 311
1960	5,678,000	477,224	8.4	15,830	359	330	5,218	+ 29	295	25.3	8.6	+ 176
1961	6,248,000	499,056	8.0	16,445	380	325	5,268	+ 55	295	27.8	9.6	+ 668
1962	6,907,000	482,796	7.0	17,250	400	324	5,426	+ 76	298	30.8	8.5	+ 1,136
1963	7,408,000	388,080	5.2	17,675	419	316	5,485	+103	297	32.9	8.9	+ 1,553
1964	7,801,000	377,868	4.8	17,952	435	314	5,633	+121	298	34.6	11.6	+ 1,778
1965	8,016,000	380,460	4.7	18,756	427	307	5,674	+120	296	35.3	10.2	+ 1,941
1966	7,664,000	381,840	5.0	19,195	399	302	6,008	+ 97	305	34.2	11.2	+ 1,273
1967	8,180,000	494,556	6.0	19,769	414	310	6,128	+104	318	37.1	11.7	+ 1,643

Note: Some figures prior to 1951 not available.

UC Cooperative Extension

<sup>/1</sup> Reflects 5% allocation of total egg production to hatchery replacements.

# PER CAPITA CONSUMPTION OF POULTRY AND EGGS



\* READY-TO-COOK WEIGHT.

○ CONVERTED TO SHELL EQUIVALENT.

△ ESTIMATED.

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	1967
No. of Records	21	24	23	17	24	27	24	24	20	18	18	13	13	13	13	13	14	10	7
Avg. Hens per Flock	1,619	1,734	1,716	1,784	1,920	2,293	2,759	2,856	3,140	2,989	3,986	4,588	6,739	8,304	10,974	13,056	12,978	15,986	21,005
Eggs Laid per Hen	197	210	209	228	218	228	231	232	236	243	243	232	227	226	219	226	232	224	223
<b>HENS:</b>																			
% Mortality	22	16	14	11	15	13	11	12	11	11	12	15	18	17	17	16	14	13	15
% Culled	92	82	104	118	97	96	87	101	84	81	65	60	71	68	62	56	54	45	57
% Added	130	99	121	138	131	129	125	115	108	100	103	95	94	112	81	80	86	71	80
% Inc./Decr.	16	1	3	9	19	20	27	2	13	8	26	18	6	27	2	7	18	+ 14	+ 8
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	3.47
Lbs. M, G per Hen	141	128	138	146	144	135	135	127	126	123	122	124	116	117	112	109	106	101	107
Percent Mash	64	62	55	57	53	56	49	55	59	61	70	71	81	71	75	82	89	96	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	.35
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	28.0
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	27.3
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	.7
<b>INCOME PER HEN</b>																			
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	5.24
Poultry Sales	.67	.73	1.32	1.01	.95	.57	.56	.56	.40	.42	.26	.21	.19	.17	.17	.14	.11	.17	.11
Misc. Income	.22	.22	.30	.05	.03	.04	.02	.02	.02	.01	--	--	--	.01	.02	.02	--	.01	.01
Inventory Change	.26	--	-.12	.28	.57	.43	.60	.07	.10	.07	.54	.26	.18	.30	.10	.03	-.17	+ .01	+ .18
<b>TOTAL INCOME</b>	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	5.54
<b>CASH &amp; DEPRECIATION COSTS</b>																			
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	3.72
Stock Bought	--	.53	.74	.78	.66	.60	.53	.48	.45	.51	.81	.60	.57	.77	.41	.37	.43	.48	.53
Miscellaneous	.68	.45	.53	.48	.57	.62	.47	.49	.46	.42	.32	.34	.38	.30	.26	.31	.24	.29	.30
Depreciation	.23	.21	.30	.32	.26	.27	.25	.26	.27	.27	.30	.28	.23	.22	.19	.19	.19	.16	.15
Hired Labor	.25	.26	.38	.15	.17	.24	.22	.24	.27	.30	.19	.24	.23	.21	.23	.25	.24	.34	.38
<b>TOTAL CASH &amp; DEPR. COSTS</b>	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	5.08
<b>FARM INCOME</b>	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	.46
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	.19
Int. on Investment	.26	.24	.29	.28	.28	.29	.28	.27	.23	.22	.19	.21	.21	.17	.16	.15	.15	.14	.14
<b>MANAGEMENT INCOME</b>	.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	.13

\*Eggs processed on ranch included in average price per dozen.

The above study averages for Sonoma County for the last 19 years represents about 10 percent of the commercial laying 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 1967 records did show an increase in the number of birds per ranch over 1966. Egg prices and farm income per hen was the lowest in 19 years. The 1967 poultryman received 28.0¢ per dozen which was 7.4¢ less per dozen than in 1966. In addition, we had lower cull prices in 1967.

The question is: Will the egg prices for 1968 be similar to 1967? The answer will be in the 1968 Poultry Egg Production and Management Study or other market information.