

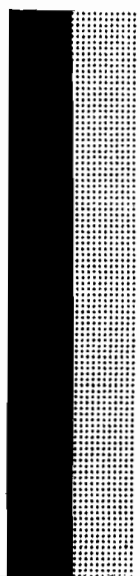
SONOMA COUNTY

1965

*POULTRY  
EGG  
PRODUCTION  
and  
MANAGEMENT  
STUDY*

FEED

76% 76%



(TOTAL CASH COSTS)

UNIVERSITY OF CALIFORNIA  
AGRICULTURAL EXTENSION SERVICE

STOCK  
BOUGHT

9% 8%



MISC.

6% 7%



HIRED  
LABOR

5% 4%



DEPR.

4% 5%



1965

1964

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: 542-4312 Extension 294

Co-operative Extension work in Agriculture and Home Economics, College of Agriculture,  
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George B. Alcorn, Director, California Agricultural Extension Service.

UC Cooperative Extension

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

This is the seventeenth 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 fourteen 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 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 the latter part of the year as in 1965. The price received per dozen in 1966 may be a little lower than 1965.

The chick hatch for 1966 is expected to be above 1965. 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 1966\*.

Year	Egg-type chicks Hatched (million)	Layers on Farms (millions)	Egg Production Cases (million)	U. S. Egg Price per doz. (average)	Sonoma County Cost Study Egg Price doz. (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**	530	300	180.0	32.0	29.0

\* Figures taken from Poultry Survey Committee Report

\*\* 1966 figures estimated.

UC Cooperative Extension

## 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      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 per Hen		Mgt. Income per Hen
	Egg Sales	Poultry Sales	Misc. Income	Change in Stock Inventory	Total Income	Feed	Stock Bought	Misc. Costs	Depr.	Hired Labor	Total Expense		Family Labor	Interest on Investment	
13L	5.90	.16	.01	.11	6.18	3.76	.24	.26	.15	.35	4.76	1.42	.16	.15	1.11
12M	5.83	.14	.02	.56	6.55	4.18	.47	.21	.10	.35	5.31	1.24	.19	.12	.93
6S	5.62	.16	--	-.45	5.33	3.27	.12	.23	.25	.12	3.99	1.34	.37	.15	.82
1M	5.83	.08	--	.29	6.20	3.62	.27	.23	.23	.34	4.69	1.51	.63	.17	.71
10L	5.60	--	--	-1.15	4.45	3.16	--	.13	.16	.21	3.66	.79	.12	.05	.62
8M	5.59	.17	--	.08	5.84	3.80	.32	.23	.18	.46	4.99	.85	.13	.16	.56
2L	6.50	.11	--	-.57	6.04	3.59	.67	.35	.15	.48	5.24	.80	.13	.14	.53
11L	5.30	.11	.02	.26	5.69	2.96	1.27	.25	.27	.05	4.80	.88	.24	.15	.49
5M	6.17	.09	--	.20	6.06	3.98	.25	.25	.23	--	4.70	1.36	.80	.17	.39
17S	6.48	.06	--	.39	6.93	4.19	.33	.23	.22	--	4.97	1.96	1.37	.21	.38
9L	5.04	.01	--	-.63	4.42	3.00	.43	.25	.15	.18	4.01	.42	.25	.12	.04
14S	5.25	.01	--	-1.13	4.13	2.70	--	.24	.35	.02	3.31	.82	.62	.16	.04
3S	5.36	.16	--	-.67	4.85	3.89	.13	.19	.25	.04	4.50	.35	.69	.17	-.51
18S	4.97	.22	--	.25	5.44	4.23	.37	.30	.30	.09	5.29	.15	.66	.20	-.71
1965 Av'g.	5.69	.11	--	-.17	5.63	3.53	.43	.24	.19	.24	4.63	1.00	.32	.15	.53
1964 Av'g.	5.79	.14	.02	.03	5.98	3.62	.37	.31	.19	.25	4.74	1.24	.29	.15	.80

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. There were only two poultrymen that showed a minus management figure. That means that these poultrymen had to work for less than the \$1.50 per hour, which is the figure used when considering family labor. However, 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 1964 figures we find that total income was less for 1965 by .35 cents per hen, however, due to less expense per hen the Management Income was .27 cents less per hen in 1965. This was mainly due to a high egg income, plus fewer poultry sales and a minus stock inventory.

TABLE II: DISEASES ARE IMPORTANT -- SEE RELATED FACTORS HERE

Ser. No.	Eggs Laid per Hen	Fall Eggs per Hen	Per- cent Pul- lets	Per- cent Added July- Oct.	Per- cent Mor- tality	Per- cent Chicks Lost	Culled		Per- cent Feed Mash	Stock Bought or Raised	Hours Labor per Hen	Diseases, Problems, etc.
							Per- cent	Months %				
13L	236	74	89	0	12	2	65	5	100	R	.3	Cocci, CRD, Cann, Leucosis, Mites
12M	238	81	99	30	15	23	64	10	76	R	.4	Cocci, CRD, Cann., L.Tr.,Mites,Cor.,Chol.
6S	229	80	67	0	14	6	69	2	100	R	.3	Cocci, Mites, Cann.
1M	240	77	77	50	14	2	44	3	52	R	.6	CRD, Cann., Heat, Leucosis
10L	255	79	100	*	15	*	1	-	100	B	.2	Cann., Mites, Worms, Synovitis
8M	232	78	100	41	12	2	79	5	64	R	.4	Leucosis, Mites
2L	262	90	77	33	14	4	106	6	100	B	.3	CRD, Cann, Leucosis, Mites, Gumbaro
11L	212	66	70	100	13	1	52	5	99	B	.2	Coryza, CRD, Cann., Leuc.,Mites, Worms
5M	227	74	76	32	13	14	43	3	100	R	.5	None Listed
17S	222	73	66	30	24	8	77	12	94	R	.9	Coryza, Cocci,CRD,Cann.,Leuc., Mites
9L	203	64	63	100	18	4	8	1	100	B	.3	Cocci, Cann., Leuc.,Mites, Worms
14S	238	63	100	*	13	*	-	-	100	B	.4	Mites, Nutrition
3S	227	71	89	51	14	3	60	5	64	R	.5	Mites
18S	206	71	88	26	18	10	96	12	67	R	.5	Coryza,Cann.,CRD, Leuc.,Mites, Cholera
1965 Av'g.	234	75	77	34	14	6	54	5	89	-	.43	
1964 Av'g.	226	71	78	32	16	7	56	6	82	-	.36	

\*\* All-in, All-out flocks. 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 showed the best improvement since 1960. This was due to three factors:

1. Fewer disease problems;
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.

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				Av. Price Cull Hens	Av. Cost per Chick	Per-cent-Chicks Lost	Average Cost per CWT of Feed			Per Hen			Per-cent Mash	Per Dozen	
	Died	Culled	Added	Diff.				Mash	Grain	M&G	Feed Cost	Lbs. Mash Grain	Grit, Shell, Lime-stone		Grit, Shell, Lime-stone	Lbs. Feed
13L	12	65	111	34	23.9	32.7	2	3.41	--	3.41	3.76	110	--	100	--	5.5
12M	15	64	126	47	22.0	27.9	23	3.40	2.86	3.26	4.18	128	--	76	--	6.3
6S	14	69	61	- 22	22.6	33.0	6	3.20	--	3.20	3.27	102	--	100	--	5.4
1M	14	44	85	27	20.5	32.4	2	3.58	2.60	3.11	3.62	115	4	52	.2	5.8
10L	15	1	--	- 16	20.0	--	--	3.40	--	3.40	3.16	93	1	100	--	4.3
8M	12	79	102	11	21.7	30.0	2	3.49	2.85	3.26	3.80	116	3	64	.2	5.9
2L	14	106	148	28	19.8	*1.34	4	3.35	--	3.35	3.59	107	--	100	--	4.9
11L	13	52	93	28	21.0	*1.35	1	3.22	2.84	3.22	2.96	92	--	99	--	5.1
5M	13	43	77	21	20.9	32.4	14	3.76	--	3.76	3.98	106	--	100	--	5.5
17S	24	77	118	17	14.0	28.5	8	3.61	2.08	3.52	4.19	119	--	94	--	6.3
9L	18	8	33	7	21.5	*1.25	4	3.17	--	3.17	3.00	95	--	100	--	5.6
14S	13	--	--	- 13	--	--	--	3.20	--	3.20	2.70	84	--	100	--	4.3
3S	14	60	89	15	25.9	28.5	3	3.41	2.81	3.20	3.89	121	--	64	--	6.4
18S	18	96	110	- 4	22.8	27.0	10	3.61	2.84	3.36	4.23	125	1	67	.1	7.2
<u>1965</u> Av'g.	14	54	86	18	21.9	29.8	6	3.39	2.75	3.32	3.53	106	1	89	--	5.4
<u>1964</u> Av'g.	16	56	80	7	23.9	32.1	7	3.42	2.76	3.30	3.62	109	1.4	82	.1	5.8

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

Average Cost Started Pullets

1965      \$ 1.33  
1964      1.45

Percent Started Pullets Bought

28%  
7%

Percent Day Old Chicks

72%  
93%

Birds removed from the flock or birds added to the flock during the year resulted in an increase of 18% which was 11% higher than in 1964. There was quite a difference in pounds feed per dozen eggs. Many factors bring this about--number of replacements raised, buying grit or 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 and all out" cooperators did not raise chicks plus the fact that Nos. 2, 11, and 17 force molted some of their birds the last two months which accounts for some of the low feed usage, plus housing and lower egg production.

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				Fam- ily Labor	Int. on Inv.	Net Farm Inc.
				Large	Med.	Sm. & Com.	Whl- sale	Re- tail		Whl- sale	Re- tail	All Eggs	Feed Cost	Cash Cost	Net Cost	Mgt. Inc.			
13L	239	236	64.8	74	21	5	96	4	43	29.2	38.9	29.6	18.9	23.9	24.1	5.5	.8	.8	7.1
12M	244	238	65.1	76	17	7	100	—	37	28.7	—	28.7	20.6	26.2	24.1	4.6	.9	.6	6.1
6S	228	229	62.5	81	13	6	89	11	35	28.8	35.3	29.6	17.2	21.0	25.2	4.3	1.9	.8	7.0
1M	240	240	65.6	75	15	10	88	12	37	27.4	43.7	29.4	18.3	23.7	25.8	3.6	3.1	.9	7.6
10L	257	255	69.8	90	8	2	95	5	29	26.4	*22.9	*26.2	14.8	17.1	23.3	2.9	.6	.2	3.7
8M	235	232	63.6	69	25	6	96	4	34	28.2	34.5	28.4	19.4	25.4	25.6	2.8	.7	.8	4.3
2L	261	262	71.6	70	21	9	95	5	35	29.6	37.0	30.0	16.5	24.1	27.5	2.5	.6	.6	3.7
11L	216	212	58.0	83	13	4	79	21	29	28.1	34.2	29.4	16.4	26.7	26.7	2.7	1.3	.9	4.9
5M	230	227	62.2	66	24	10	93	7	34	**31.4	44.6	**32.2	20.7	24.5	30.2	2.0	4.2	.9	7.1
17S	226	222	60.8	73	22	5	100	—	33	**34.4	—	**34.4	22.2	26.4	32.4	2.0	7.3	1.1	10.4
9L	204	203	55.5	84	13	3	100	—	36	29.7	—	29.7	17.7	23.6	29.5	.2	1.4	.8	2.4
14S	234	238	65.2	44	42	14	79	21	25	24.3	36.7	26.9	13.9	17.0	26.7	.2	3.2	.8	4.2
3S	224	227	62.2	64	27	9	79	21	33	26.8	35.3	28.6	20.8	24.0	31.3	-2.7	3.7	.9	1.9
18S	211	206	56.5	66	20	14	84	16	34	27.7	31.9	28.3	24.1	30.1	32.3	-4.0	3.7	1.1	.8
<u>1965</u> Av'g.	234	232	63.5	75	18	7	92	8	33	27.9	35.5	29.2	18.1	23.7	26.4	-2.8	1.7	.7	5.2
<u>1964</u> Av'g.	226	226	61.7	75	18	7	95	5	32	30.4	40.4	30.9	19.3	24.2	26.6	4.3	1.6	.8	6.7

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

\*\*Processed on ranch. Not figured in average.

\*Not figured in average because of two months difference on starting and ending report.

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 were not recorded sold.

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 hardly any eggs are processed on the ranch except the retail eggs which were only 8% of the total. One other factor which influenced price was the volume of eggs produced and sold in higher egg price months. The eight percent of eggs sold retail was the largest amount sold since this study was started. Therefore, the 1.3 cents per dozen increase in price was the most benefit received from any previous year. This 8% retail amounted to .25 cents more in income per hen for eggs sold.



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
No. of Records	21	24	23	17	24	27	24	24	20	18	18	13	13	13	13	13	14
Avg. Hens per Flock	1619	1734	1716	1784	1920	2293	2759	2856	3140	2989	3986	4588	6739	8304	10,974	13,056	12,978
Eggs Laid per Hen	197	210	209	228	218	228	231	232	236	243	243	232	227	226	219	226	232
<u>HENS:</u>																	
% Mortality	22	16	14	11	15	13	11	12	11	11	12	15	18	17	17	16	14
% Culled	92	82	104	118	97	96	87	101	84	81	65	60	71	68	62	56	54
% Added	130	99	121	138	131	129	125	115	108	100	103	95	94	112	81	80	86
% Inc./Decr.	16	1	3	9	19	20	27	2	13	8	26	18	6	27	2	7	18
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
Lbs. M, G per Hen	141	128	138	146	144	135	135	127	126	123	122	124	116	117	112	109	106
Percent Mash	64	62	55	57	53	56	49	55	59	61	70	71	81	71	75	82	89
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
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
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
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
<u>INC. PER</u>																	
<u>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
Poultry Sales	.67	.73	1.32	1.01	.95	.57	.56	.56	.40	.42	.26	.21	.19	.17	.17	.14	.11
Misc. Income	.22	.22	.30	.05	.03	.04	.02	.02	.02	.01	--	--	--	.01	.02	.02	--
Inventory Change	.26	--	-.12	.28	.57	.43	.60	.07	.10	.07	.54	.26	.18	.30	.10	.03	-.17
<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
<u>CASH &amp; DEPRECIATION</u>																	
<u>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
Stock Bought	--	.53	.74	.78	.66	.60	.53	.48	.45	.51	.81	.60	.57	.77	.41	.37	.43
Miscellaneous	.68	.45	.53	.48	.57	.62	.47	.49	.46	.42	.32	.34	.38	.30	.26	.31	.24
Depreciation	.23	.21	.30	.32	.26	.27	.25	.26	.27	.27	.30	.28	.23	.22	.19	.19	.19
Hired Labor	.25	.26	.38	.15	.17	.24	.22	.24	.27	.30	.19	.24	.23	.21	.23	.25	.24
<u>TOTAL CASH &amp; DEPR.</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
<u>COSTS</u>																	
<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
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
Int. on Investment	.26	.24	.29	.28	.28	.29	.28	.27	.23	.22	.19	.21	.21	.17	.16	.15	.15
<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

The above study averages for Sonoma County for the last seventeen years represents about 11% hens from Sonoma County poultry industry but should indicate trends. However, they should not be considered applicable to the entire poultry business in this county. The 1965 records did not show an increase in the number of birds per ranch over 1964. This year's record also indicates good income can be obtained by any flock size. Egg prices and farm income per hen are the second lowest since the beginning of this study. The 1965 Poultrymen received 29.2 cents per dozen which was only 1.7 cents less per dozen than in 1964. In addition, we had a lower cull price in 1965 — 2.0 cents per hen less than 1964. The question is: Will the egg prices for 1966 be similar to 1965? The answer will be in the 1966 Poultry Egg Production & Management Study or other market information.