



1964  
POULTRY  
SITUATION  
&  
COST  
STUDIES

16th year summary  
sonoma county

COMPILED BY  
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**Co-operative Extension work in Agriculture and Home Economics, College of Agriculture,  
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Distributed in furtherance of the Acts of Congress of May 8, and June 30, 1914.  
George B. Alcorn, Director, California Agricultural Extension Service.**

1964 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. 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 Co. Averages	Your Results
<b>OPERATION COSTS:</b>		
Feed	\$ 3.62	_____
Chick purchases	.37	_____
Supplies, taxes, services, miscellaneous	.31	_____
Hired labor	.25	_____
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<b>LESS COST CREDITS:</b>		
Culls and Manure	.16	_____
Stock Inventory Change	.03	_____
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<b>NET OPERATION COSTS PER HEN</b>	<b>4.36</b>	_____
<b>OVERHEAD COSTS:</b>		
Depreciation	.19	_____
Interest on Investment, 5%	.15	_____
-----		
<b>TOTAL NET OPERATION AND OVERHEAD COSTS</b>	<b>4.70</b>	_____
<b>VALUE OPERATOR'S LABOR</b>	<b>.29</b>	_____
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<b>NET COST OF EGG PRODUCTION PER HEN</b>	<b>4.99</b>	_____
<b>NET COST OF EGG PRODUCTION PER DOZEN SOLD</b>	<b>26.9¢</b>	_____

Sales and Returns per Average Hen

Dozen eggs sold per hen	18.8	_____
Average price per dozen sold	30.9	_____
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Egg returns per hen	5.79	_____
Egg returns over net operations cost	1.43	_____
Egg returns over net operations and overhead costs	1.09	_____
-----		
Management income per hen	.80	_____
Management income per dozen sold	4.3	_____
Net or farm income per hen	1.24	_____
Net or farm income per dozen eggs	6.7¢	_____

COMPARE YOUR RESULTS

WITH STUDY AVERAGES

	Sonoma Co. Averages	Your Results
<b>FEED INCLUDES REPLACEMENT:</b>		
Pounds per hen	109	_____
Cost per hundred pounds	\$ 3.30	_____
Pounds per dozen eggs sold	5.8	_____
Cost per dozen eggs sold	19.3¢	_____
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<b>LABOR: Hired and Operator's</b>		
Hours per hen	0.36	_____
Cost per hen	.54¢	_____
Cost per dozen eggs sold	3.0¢	_____
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<b>PER CENT OF AVERAGE FLOCK:</b>		
Died	16	_____
Culled	56	_____
Total added	80	_____
Increase in flock	7	_____
-----		
EGGS PER HEN SOLD	226	_____
PER CENT LARGE EGGS SOLD	75	_____
COST PER CHICK	32.1¢	_____
CULL INCOME PER EACH	23.9¢	_____
PER CENT CHICK LOSS OF PURCHASED	7.0	_____
AVERAGE NUMBER OF BIRDS PER FLOCK	13,056	_____

**Factors Contributing to Efficient Egg Production and Egg 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.

SONOMA COUNTY AGRICULTURAL COMMISSIONER'S FIGURES, PRODUCTION AND VALUE OF POULTRY --- 1940-1964 Comparison

Date	Number of Hens	Eggs per Hen	Eggs (Dozens)	Ave. Price	Egg Value	*Meat Birds (pounds)	Ave. 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	6,578,000	"21,853,000

\* : 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 30.9 average per dozen eggs.

TOTAL PRODUCTION IN CALIFORNIA AND SONOMA COUNTY -- 1940 - 1964

Date	Total Eggs Produced in California	Total Eggs Produced in Sonoma County	% of Cal. Eggs Prod. in Sonoma County	Population in California Average	Eggs Per Person Produced in California	Approx. Ave. Consumption per Person in U. S.	Average Number Eggs per Person not Produced in California	% 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
1961	6,248,000,000	499,056,000	8.0	16,445,000	380	325	+57	9.6
1962	6,907,000,000	482,796,000	7.0	17,250,000	400	324	+77	8.5
1963	7,408,000,000	388,080,000	5.2	17,675,000	419	316	103	8.9
1964	7,801,000,000	377,868,000	4.8	17,952,000	431	314	117	11.6

HOW WE COMPARE WITH OTHER YEARS

UC Cooperative Extension

	1949	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
No. of Records	21	24	23	17	24	27	24	24	20	18	18	13	13	13	13	13
Avg. Hens per Flock	1619	1734	1716	1784	1920	2293	2759	2856	3140	2989	3986	4588	6739	8304	10,974	13056
Eggs Laid per Hen	197	210	209	228	218	228	231	232	236	243	243	232	227	226	219	226
<b>HENS:</b>																
% Mort.	22	16	14	11	15	13	11	12	11	11	12	15	18	17	17	16
% Culled	92	82	104	118	97	96	87	101	84	81	65	60	71	68	62	56
% Added	130	99	121	138	131	129	125	115	108	100	103	95	94	112	81	80
% Inc./Decr.	16	1	3	9	19	20	27	2	13	8	26	18	6	27	2	7
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
Lbs. M, G per Hen	141	128	138	146	144	135	135	127	126	123	122	124	116	117	112	109
Percent Mash	64	62	55	57	53	56	49	55	59	61	70	71	81	71	75	82
Hrs. 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
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
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
Mgt. Inc. 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
<b>INC. PER</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
<b>HEN</b> Poultry Sales	.67	.73	1.32	1.01	.95	.57	.56	.56	.40	.42	.26	.21	.19	.17	.17	.14
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
<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
<b>CASH &amp; DREPR.</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
<b>COSTS</b> Stock Bought	—	.53	.74	.78	.66	.60	.53	.48	.45	.51	.81	.60	.57	.77	.41	.37
Miscellaneous	.68	.45	.53	.48	.57	.62	.47	.49	.46	.42	.32	.34	.38	.30	.26	.31
Depreciation	.23	.21	.30	.32	.26	.27	.25	.26	.27	.27	.30	.28	.23	.22	.19	.19
Hired Labor	.25	.26	.38	.15	.17	.24	.22	.24	.27	.30	.19	.24	.23	.21	.23	.25
<b>TOT. CASH &amp; DEPR.</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
<b>COSTS</b>																
<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
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
Int. on Investment	.26	.24	.29	.28	.28	.29	.28	.27	.23	.22	.19	.21	.21	.17	.16	.15
<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

The above study averages for Sonoma County for the last sixteen years represents a small sample from a large poultry industry and should indicate trends. However, they should not be considered applicable to the entire poultry business in this county. The 1964 records show a decided increase in number of birds per ranch, and the trend toward increasing flock size is continuing. However, this 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, but the same as last year. The 1964 poultrymen received only 0.2 cents more per dozen than in 1963 or 30.9 cents per dozen. In addition, we had a lower cull price in 1964, 4.7 cents per hen less than 1963. Management income was greater than last year but the Farm Income is the same as 1963. The question is: Will the egg prices for 1965 be similar to 1962? The answer will be in the 1965 Poultry Egg Production and Management Study or other market information.

THE CALIFORNIA POULTRY INDUSTRY

California Poultry Statistics

California plays an important role in the national production and consumption of turkeys, eggs, and broilers. Currently, California ranks number one in the production of eggs and turkeys, and number ten in the production of broiler meat.

In 1960, California had 9 per cent of the total United States' population. One would therefore expect that we consumed somewhere near 9 per cent of the total United States' consumption of turkeys, eggs, and broilers. In relation to the United States' total production, California produced, by weight, 19 per cent of the turkeys and 3.2 per cent of the broilers, as well as 9.3 per cent of the eggs.

This was quite a change from 1950, when California had 7.1 per cent of the United States' population and produced 6.9 per cent of the broilers, 5.9 per cent of the eggs, and 18 per cent of the turkeys.

Thus, a few years ago we imported fairly large quantities of eggs, some broiler meat, and probably exported more turkey meat than we do today.

SOURCES

Number of farms reporting taken from U. S. Bureau of the Census, Census of Agriculture 1959--California Counties.

Population estimates obtained from California State Department of Finance.

U. S. Economic Research Service, Poultry and Egg Situation, November, 1961, and earlier issues.

California Crop and Livestock Reporting Service, Poultry and Hatchery Production in California, annual issues.

California Poultry Industry, Today & Tomorrow, Olan D. Forker. Poultry Business Facts, 1963-1964, Watt Publishing Company.

	Unit	1950	1955	1960	1961	1962 <sup>a/</sup>	1963 <sup>a/</sup>	1964 <sup>a/</sup>
California population	thousands	10,668	13,003	15,860	16,445	17,250	17,675	17,952
<u>Eggs</u>								
Average number of laying hens:								
United States	millions	340	309	294	294	297	296	298
California	"	18	21	25	28	31	33	34.6
Eggs per layer:								
United States	number	174	192	209	210	212	212	216
California	"	192	211	225	226	224	222	225
Eggs produced:								
California	millions	3,469	4,404	5,678	6,248	6,907	7,408	7,801
Average farm price:								
United States	cents per dozen	36.3	39.5	36.0	35.3 <sup>c/</sup>	33.7	34.4	33.8
California	"	41.5	41.7	35.6	33.8	30.4	31.4	28.5*
California cash farm receipts from the sale of eggs	million dollars	114	149	167	173	174	173	174
Number of farms reporting eggs sold, California	number	28,393	17,473	8,850	7,250	5,890**	-b/	-b/
<u>Broilers</u>								
California production <sup>d/</sup>	million pounds	134	150	192	226	217	224	211
United States consumption per capita <sup>d/</sup>	pounds	8.7	13.8	23.5	25.0	25.2	-b/	-b/
California production per capita <sup>d/</sup>	"	9.2	8.5	8.8	9.2	9.9	12.4	11.8
Average farm price, live weights:								
United States	cents per pound	27.4	23.2	16.9	14.2 <sup>c/</sup>	15.2	14.5	14.2
California	"	30.8	27.9	19.0	15.6 <sup>c/</sup>	17.0	16.8	16.5
California cash farm receipts from sale of broilers	million dollars	41	42	36	34	37	37.7	34.8
Number of farms reporting broilers sold, California	number	-b/	2,150	817	943	943	-b/	-b/
<u>Turkeys</u>								
Turkeys raised:								
United States	millions	44	66	85	107	92	93	99.5
California	"	7.2	10.2	14.5	18.0	17.5	15.2	15.8
Pounds sold from farms and consumed on farms, live weight:								
United States	million pounds	820	1,090	1,488	1,872	1,629	1,812	1,915
California	" "	150	190	279	345	348	295	310
United States consumption per capita <sup>d/</sup>	pounds	4.1	5.0	6.3	7.4	7.1	-b/	-b/
Average farm price, live weight:								
United States	cents per pound	32.9	30.2	25.4	20.7 <sup>c/</sup>	21.6	22.3	21.3
California	" " "	28.5	28.8	25.5	20.7	20.5	21.7	20.8
California cash receipts from the sale of turkeys	million dollars	42.3	54.7	71.1	65.4	71.1	64.0	63.0
Number of farms reporting turkeys sold, California	number	7,792	6,125	2,452	2,464	2,464	-b/	-b/

a/ Estimated  
 b/ Blanks indicate data not available  
 \* California Cost Study figures taken from the average  
 c/ Simple average  
 d/ Ready to cook  
 \*\* With 400 per farm and over