Mushrooms

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All Mushroom Value of Sales at $1.22 Billion

Volume of sales of the 2016-2017 United States mushroom crop totaled 929 million pounds, down 2 percent from last season's revised number. Value of sales for the 2016-2017 United States mushroom crop is $1.22 billion, up 3 percent from the previous season. The number of growers, at 312, is down 35 from last season. The reported average price is $1.32 per pound, up 6 cents from the previous year's price.

Agaricus and Specialty Mushroom Number of Growers, Sales, Price, and Value – United States: 2014-2015, 2015-2016, and 2016-2017

Year	Growers [1]	All sales		
		Volume of sales	Price per pound [2]	Value of sales
	(number)	(1,000 pounds)	(dollars)	(1,000 dollars)
2014-2015	358	927,823	1.280	1,191,357
2015-2016	347	943,414	1.260	1,191,317
2016-2017	312	928,605	1.320	1,222,021

[1] Number of growers counted once if growing both Agaricus and specialty mushrooms.

[2] Prices for mushrooms are the average prices producers receive at the point of first sale, commonly referred to as the average price as sold. For example, if in a given State, part of the fresh mushrooms are sold F.O.B. packed by growers, part are sold bulk to brokers or repackers, and some are sold retail at roadside stands, the mushroom average price as sold is a weighted average of the average price for each method of sale.

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Agaricus Mushroom Area, Sales, Price, and Value – States, Regions, and United States: 2014-2015, 2015-2016, and 2016-2017

State, region, and year	Area in production		Volume of sales	Price per pound [1]	Value of sales
	Growing area	Total fillings			
	(1,000 square feet)	(1,000 square feet)	(1,000 pounds)	(dollars)	(1,000 dollars)
California					
2014-2015	3,051	17,562	105,623	1.930	204,218
2015-2016	3,123	18,320	109,951	1.860	204,593
2016-2017	3,053	17,724	101,681	1.980	201,702
Pennsylvania					
2014-2015	17,442	87,399	584,050	0.949	554,419
2015-2016	17,613	85,216	587,459	0.969	569,103
2016-2017	16,905	82,935	577,566	0.970	559,987
Other States [2]					
2014-2015	8,161	38,331	217,518	1.650	359,734
2015-2016	8,195	38,611	221,602	1.470	325,049
2016-2017	7,583	36,369	223,894	1.630	364,149
East					
2014-2015	19,507	103,689	678,615	1.040	707,999
2015-2016	20,268	101,027	682,891	1.010	688,421
2016-2017	18,892	95,762	674,123	1.040	698,638
Central					
2014-2015	3,810	16,155	97,831	1.720	167,810
2015-2016	3,643	16,399	94,918	1.640	155,715
2016-2017	3,720	16,141	92,611	1.740	161,532
West					
2014-2015	5,337	23,448	130,745	1.860	242,562
2015-2016	5,020	24,721	141,203	1.800	254,609
2016-2017	4,929	25,125	136,407	1.950	265,668
United States					
2014-2015	28,654	143,292	907,191	1.230	1,118,371
2015-2016	28,931	142,147	919,012	1.200	1,098,745
2016-2017	27,541	137,028	903,141	1.250	1,125,838

[1] Prices for mushrooms are the average prices producers receive at the point of first sale, commonly referred to as the average price as sold. For example, if in a given State, part of the fresh mushrooms are sold F.O.B. packed by growers, part are sold bulk to brokers or repackers, and some are sold retail at roadside stands, the mushroom average price as sold is a weighted average of the average price for each method of sale.

[2] Includes data withheld above and/or data for States not listed in this table.

Agaricus Mushroom Sales, Price, and Value by Utilization – States, Regions, and United States: 2014-2015, 2015-2016, and 2016-2017

Year, State and region	Fresh market			Processing		
	Volume of sales	Price per pound [1]	Value of sales	Volume of sales	Price per pound [1]	Value of sales
	(1,000 pounds)	(dollars)	(1,000 dollars)	(1,000 pounds)	(dollars)	(1,000 dollars)
2014-2015						
Pennsylvania	529,324	0.980	518,738	54,726	0.652	35,681
Other East	76,637	1.860	142,692	17,928	0.607	10,888
East total	605,961	1.090	661,430	72,654	0.641	46,569
Central total	82,776	1.840	152,720	15,055	1.000	15,090
California	(D)	(D)	(D)	(D)	(D)	(D)
Other West	128,331	1.870	240,502	2,414	0.853	2,060
West total	128,331	1.870	240,502	2,414	0.853	2,060
United States	817,068	1.290	1,054,652	90,123	0.707	63,719
2015-2016						
Pennsylvania	525,008	1.010	530,258	62,451	0.622	38,845
Other East	80,100	1.330	106,513	15,332	0.835	12,805
East total	605,108	1.050	636,771	77,783	0.664	51,650
Central total	78,691	1.830	144,290	16,227	0.704	11,425
California	(D)	(D)	(D)	(D)	(D)	(D)
Other West	140,315	1.810	254,045	888	0.635	564
West total	140,315	1.810	254,045	888	0.635	564
United States	824,114	1.260	1,035,106	94,898	0.671	63,639
2016-2017						
Pennsylvania	511,058	1.020	521,279	66,508	0.582	38,708
Other East	89,458	1.490	132,923	7,099	0.807	5,728
East total	600,516	1.090	654,202	73,607	0.604	44,436
Central total	76,941	1.930	148,466	15,670	0.834	13,066
California	(D)	(D)	(D)	(D)	(D)	(D)
Other West	134,975	1.960	264,636	1,432	0.721	1,032
West total	134,975	1.960	264,636	1,432	0.721	1,032
United States	812,432	1.310	1,067,304	90,709	0.645	58,534

(D) Withheld to avoid disclosing data for individual operations.

[1] Prices for mushrooms are the average prices producers receive at the point of first sale, commonly referred to as the average price as sold. For example, if in a given State, part of the fresh mushrooms are sold F.O.B. packed by growers, part are sold bulk to brokers or repackers, and some are sold retail at roadside stands, the mushroom average price as sold is a weighted average of the average price for each method of sale.

Agaricus Mushroom Number of Growers, Sales, Price, and Value – States, Regions, and United States: 2014-2015, 2015-2016, and 2016-2017

Year, State, and region	Growers	All sales		
		Volume of sales	Price per pound [1]	Value of sales
	(number)	(1,000 pounds)	(dollars)	(1,000 dollars)
2014-2015				
Pennsylvania	68	584,050	0.949	554,419
Other East	11	94,565	1.620	153,580
East total	79	678,615	1.040	707,999
Central total	9	97,831	1.720	167,810
California	10	105,623	1.930	204,218
Other West	7	25,122	1.530	38,344
West total	17	130,745	1.860	242,562
United States	105	907,191	1.230	1,118,371
2015-2016				
Pennsylvania	63	587,459	0.969	569,103
Other East	12	95,432	1.250	119,318
East total	75	682,891	1.010	688,421
Central total	8	94,918	1.640	155,715
California	11	109,951	1.860	204,593
Other West	6	31,252	1.600	50,016
West total	17	141,203	1.800	254,609
United States	100	919,012	1.200	1,098,745
2016-2017				
Pennsylvania	57	577,566	0.970	559,987
Other East	11	96,557	1.440	138,651
East total	68	674,123	1.040	698,638
Central total	9	92,611	1.740	161,532
California	11	101,681	1.980	201,702
Other West	8	34,726	1.840	63,966
West total	19	136,407	1.950	265,668
United States	96	903,141	1.250	1,125,838

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Agaricus Mushroom Yield and Dollar Volume per Square Foot of Growing Area – States, Regions, and United States: 2014-2015, 2015-2016, and 2016-2017

State and region	Yield per square foot		
	2014-2015	2015-2016	2016-2017
	(pounds)	(pounds)	(pounds)
Pennsylvania	6.68	6.89	6.96
East	6.54	6.76	7.04
Central	6.06	5.79	5.74
California	6.01	6.00	5.74
West	5.58	5.71	5.43
United States	6.33	6.47	6.59
	Dollar volume per square foot		
	(dollars)	(dollars)	(dollars)
Pennsylvania	6.34	6.68	6.75
East	6.83	6.81	7.30
Central	10.39	9.50	10.01
California	11.63	11.17	11.38
West	10.34	10.30	10.57
United States	7.80	7.73	8.22

Brown Mushrooms (Portabello and Crimini) Number of Growers, Sales, and Value – Regions and United States: 2014-2015, 2015-2016, and 2016-2017

[Brown mushrooms are part of Agaricus mushrooms]

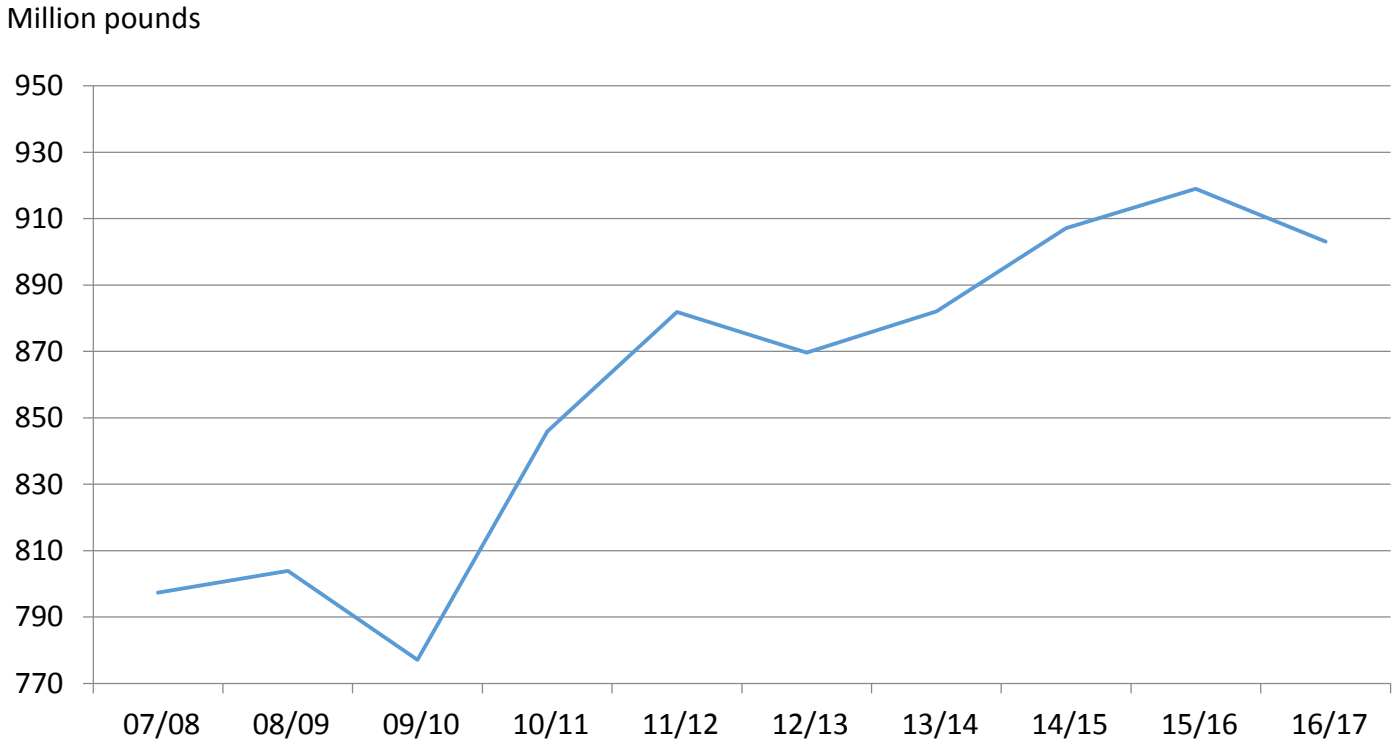
Region and year	Growers	Volume of sales	Value	Region and year	Growers	Volume of sales	Value
	(number)	(1,000 pounds)	(1,000 dollars)		(number)	(1,000 pounds)	(1,000 dollars)
East				West			
2014-2015	27	119,123	144,032	2014-2015	13	26,800	61,760
2015-2016	27	119,247	145,317	2015-2016	12	29,390	65,223
2016-2017	25	116,325	141,555	2016-2017	15	34,257	83,071
Central				United States			
2014-2015	8	14,825	36,547	2014-2015	48	160,748	242,339
2015-2016	8	16,506	37,711	2015-2016	47	165,143	248,251
2016-2017	8	16,303	37,974	2016-2017	48	166,885	262,600

Agaricus Mushroom Sales and Percent of Total – United States: 2007-2017

[This table represents volume of sales at point of first sale. Mushrooms sold for fresh use, but used for processing are included under fresh market volume of sales]

Year	Fresh market		Processing		Total volume of sales
	Volume of sales	Percent	Volume of sales	Percent	
	(1,000 pounds)		(1,000 pounds)		(1,000 pounds)
2007-2008	679,686	85	117,662	15	797,348
2008-2009	680,328	85	123,568	15	803,896
2009-2010	669,955	86	107,109	14	777,064
2010-2011	718,501	85	127,450	15	845,951
2011-2012	771,427	87	110,430	13	881,857
2012-2013	758,928	87	110,697	13	869,625
2013-2014	768,996	87	113,079	13	882,075
2014-2015	817,068	90	90,123	10	907,191
2015-2016	824,114	90	94,898	10	919,012
2016-2017	812,432	90	90,709	10	903,141

Agaricus Mushroom Volume of Sales
United States: 2007-2017

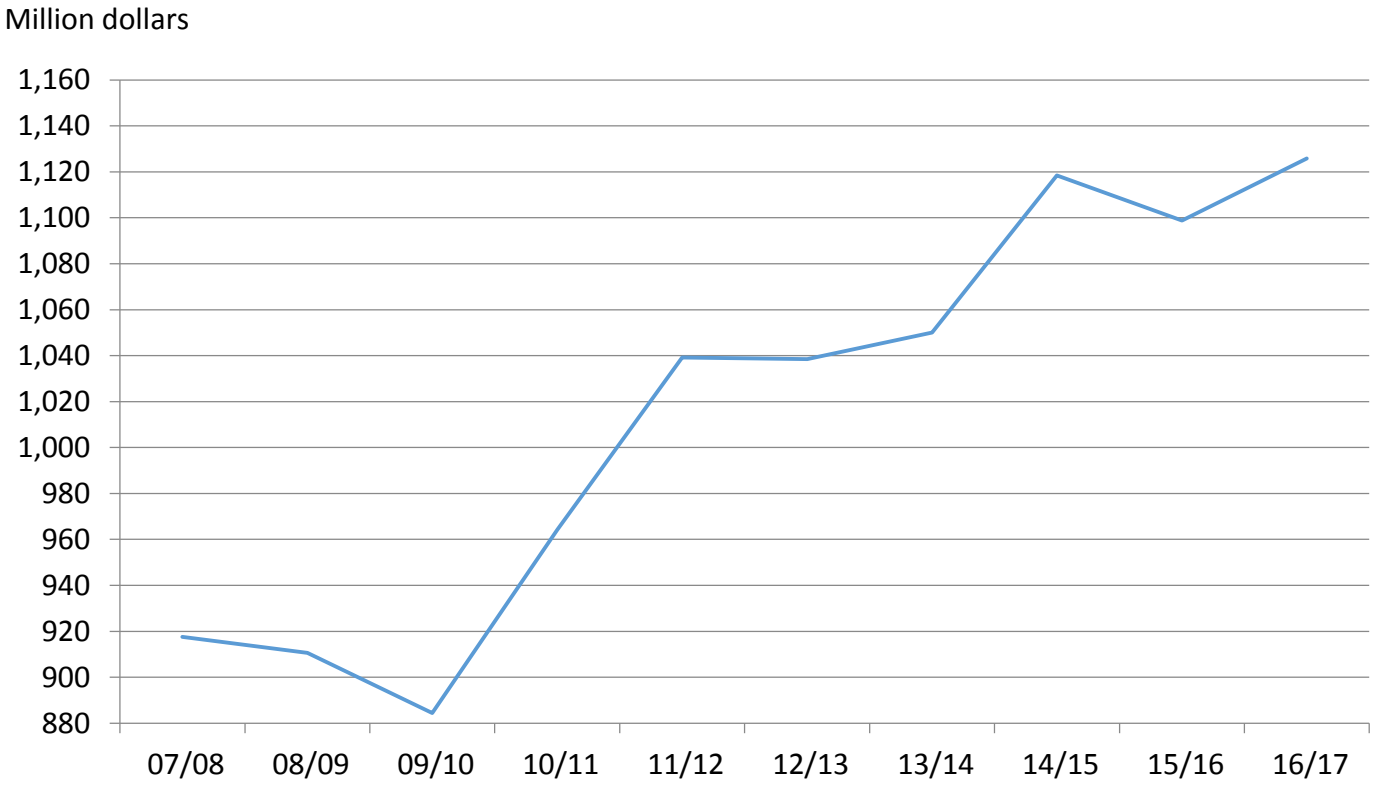


Agaricus Mushroom Price and Value by Utilization – United States: 2007-2017

Year	Fresh market		Processing		All sales	
	Price [1] per pound	Value of sales	Price [1] per pound	Value of sales	Price [1] per pound	Value of sales
	(dollars)	(1,000 dollars)	(dollars)	(1,000 dollars)	(dollars)	(1,000 dollars)
2007-2008	1.240	841,753	0.645	75,854	1.150	917,607
2008-2009	1.240	841,021	0.564	69,637	1.130	910,658
2009-2010	1.230	821,472	0.587	62,918	1.140	884,390
2010-2011	1.240	887,839	0.599	76,353	1.140	964,192
2011-2012	1.260	969,847	0.628	69,312	1.180	1,039,159
2012-2013	1.280	969,278	0.626	69,263	1.190	1,038,541
2013-2014	1.260	971,521	0.694	78,451	1.190	1,049,972
2014-2015	1.290	1,054,652	0.707	63,719	1.230	1,118,371
2015-2016	1.260	1,035,106	0.671	63,639	1.200	1,098,745
2016-2017	1.310	1,067,304	0.645	58,534	1.250	1,125,838

[1] Prices for mushrooms are the average prices producers receive at the point of first sale, commonly referred to as the average price as sold. For example, if in a given State, part of the fresh mushrooms are sold F.O.B. packed by growers, part are sold bulk to brokers or repackers, and some are sold retail at roadside stands, the mushroom average price as sold is a weighted average of the average price for each method of sale

Agaricus Mushroom Value of Sales
United States: 2007-2017

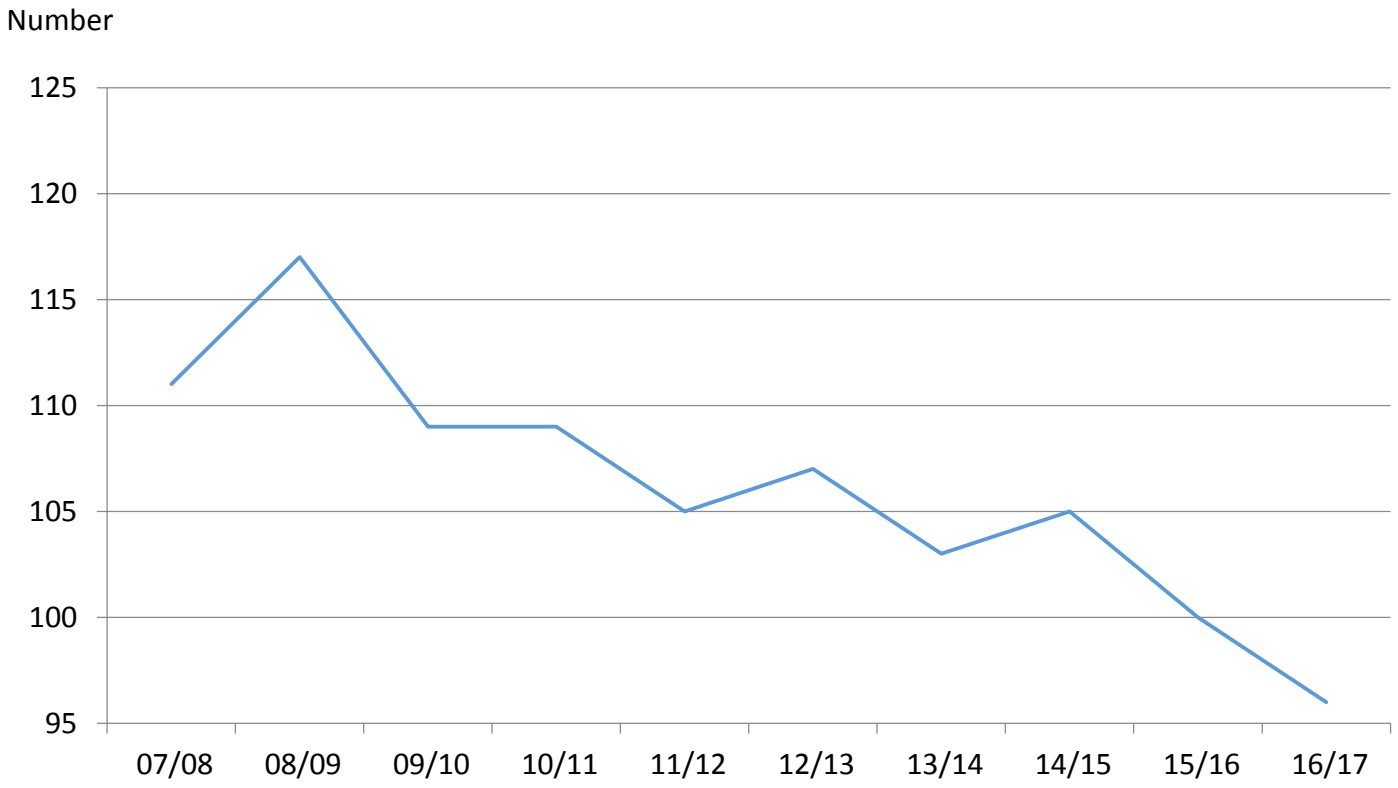


Agaricus Mushroom Number of Growers, Area in Production, Yield, and Dollar Volume per Square Foot – United States: 2007-2017

Year	Growers [1]	Area in production	Yield per square foot	Dollar volume per square foot
	(number)	(1,000 square feet)	(pounds)	(dollars)
2007-2008	111	136,011	5.86	6.75
2008-2009	117	134,533	5.98	6.77
2009-2010	109	129,268	6.01	6.84
2010-2011	109	134,266	6.30	7.18
2011-2012	105	139,331	6.33	7.46
2012-2013	107	139,846	6.22	7.43
2013-2014	103	134,685	6.55	7.80
2014-2015	105	143,292	6.33	7.80
2015-2016	100	142,147	6.47	7.73
2016-2017	96	137,028	6.59	8.22

[1] Estimates are based on growers with sales and include all known growing facilities.

Agaricus Mushroom Number of Growers United States: 2007-2017



Agaricus Mushroom Growing Area Intended for Production by Utilization – States, Regions, and United States: July 2017-June 2018

State and region	Intentions July 2017 - June 2018			
	Fresh market	Processed market	Total fillings	Percent of last year
	(1,000 square feet)	(1,000 square feet)	(1,000 square feet)	(percent)
California	(D)	(D)	17,582	99
Pennsylvania	(D)	(D)	83,452	101
Other States [1]	130,324	6,656	35,946	99
East	89,809	6,656	96,465	101
Central	(D)	(D)	16,133	100
West	(D)	(D)	24,382	97
United States	130,324	6,656	136,980	100

(D) Withheld to avoid disclosing data for individual operations.
[1] Includes data withheld above and/or data for States not listed in this table.

Agaricus Mushroom Number of Growers by Sales Category – United States: 2015-2016 and 2016-2017

Sales categories (million pounds)	Number of growers	
	2015-2016	2016-2017
	(number)	(number)
Over 20.0	13	12
10.0 - 19.9	14	15
5.0 - 9.9	22	21
2.5 - 4.9	14	14
1.0 - 2.4	14	9
0.5 - 1.0	7	9
Less than 0.5	16	16
Total	100	96

Specialty Mushroom Number of Growers, Total Production, Volume of Sales, Price, and Value of Sales by Variety – United States: 2014-2015, 2015-2016, and 2016-2017

[Specialty mushroom estimates represent growers who have at least 200 natural wood logs in production or some commercial indoor growing area, and $200 in sales]

Year and variety	Growers [1]	Total production [2]	All sales		
			Volume of sales [3]	Price per pound [4]	Value of sales
	(number)	(1,000 pounds)	(1,000 pounds)	(dollars)	(1,000 dollars)
2014-2015					
Shiitake	215	9,490	9,251	3.26	30,151
Oyster	124	7,996	7,724	3.19	24,610
Other	48	4,062	3,657	4.98	18,225
Total	265	21,548	20,632	3.54	72,986
2015-2016					
Shiitake	200	10,296	10,111	3.26	32,959
Oyster	124	10,564	10,001	3.60	35,986
Other	45	4,993	4,290	5.51	23,627
Total	248	25,853	24,402	3.79	92,572
2016-2017					
Shiitake	182	10,679	10,469	3.89	40,743
Oyster	119	11,288	10,987	3.10	34,091
Other	55	4,159	4,008	5.33	21,349
Total	226	26,126	25,464	3.78	96,183

[1] Growers counted only once for United States total if growing more than one specialty type mushroom. Growers growing Agaricus and specialty mushrooms are included.

[2] Total production includes all fresh market and processing sales plus amount harvested but not sold (shrinkage, cullage, dumped, etc.).

[3] Virtually all specialty mushroom sales are for fresh market.

[4] Prices for mushrooms are the average prices producers receive at the point of first sale, commonly referred to as the average price as sold. For example, if in a given State, part of the fresh mushrooms are sold F.O.B. packed by growers, part are sold bulk to brokers or repackers, and some are sold retail at roadside stands, the mushroom average price as sold is a weighted average of the average price for each method of sale.

Specialty Mushroom Area in Production by Variety – United States: 2014-2015, 2015-2016, and 2016-2017

[Specialty mushroom estimates represent growers who have at least 200 natural wood logs in production or some commercial indoor growing area, and $200 in sales]

Year and variety	Area in production		
	Natural wood outdoor logs	Natural wood undercover and indoor logs	All other production media
	(1,000 logs)	(1,000 logs)	(1,000 square feet)
2014-2015			
Shiitake [1]	180	735	1,749
Oyster	(X)	(X)	821
Other	(X)	(X)	383
Total	180	735	2,953
2015-2016			
Shiitake [1]	141	477	1,690
Oyster	(X)	(X)	1,108
Other	(X)	(X)	413
Total	141	477	3,211
2016-2017			
Shiitake [1]	133	441	1,933
Oyster	(X)	(X)	1,181
Other	(X)	(X)	384
Total	133	441	3,498

(X) Not applicable.

[1] Includes small quantity of logs producing Oyster and Other mushrooms. These logs are not published separately to avoid disclosure of individual operations.

Agaricus Mushrooms

Agaricus mushroom volume of sales totaled 903 million pounds, down 2 percent from the 2015-2016 season. Pennsylvania accounted for 64 percent of the total volume of sales and second-ranked California contributed 11 percent. The value of the Agaricus crop was estimated at $1.13 billion dollars, up 2 percent from a year ago. Brown mushrooms, including Portabello and Crimini varieties, accounted for 167 million pounds, up 1 percent from last season. Brown mushrooms accounted for 18 percent of the total Agaricus volume sold and 23 percent of the total Agaricus value.

The total number of Agaricus growers in the United States, at 96, was down 4 from last season's revised estimate. Growers with sales exceeding 10 million pounds accounted for 76 percent of United States Agaricus sales, or 686 million pounds.

United States fresh market sales of Agaricus mushrooms totaled 812 million pounds, down 1 percent from the previous season, while processed sales, at 90.7 million pounds, decreased 4 percent from the previous season. Growers reported United States fresh market production made up 90 percent of total sales volume, while processed production represented the remaining 10 percent. Grower total filling intentions for the 2017-2018 crop are 137 million square feet, down slightly from the total fillings in the 2016-2017 season.

The 50 growers of Agaricus mushrooms in Chester County, Pennsylvania produced 405 million pounds, an increase of 12 percent compared with the revised 2015-2016 growing season. This production was valued at 391 million dollars, up 10 percent from the previous season. The growing area in Chester County was 12.6 million square feet, up 3 percent from last season. Total fillings were 59.7 million square feet, up 6 percent from the 2015-2016 growing season.

Specialty Mushrooms - Shiitake, Oyster, and all Other Exotics

Value of sales for commercially grown specialty mushrooms in 2016-2017 totaled $96.2 million, up 4 percent from the 2015-2016 season. A specialty grower is defined as having at least 200 natural wood logs in production or some commercial indoor growing area, and $200 or more in sales. The average price received by growers, at $3.78 per pound was down 1 cent from the previous season.

Certified Organic Agaricus and Specialty Mushrooms

Growers produced 109 million pounds of mushrooms that were certified organic during the 2016-2017 growing season, 20 percent above 2015-2016. Sixty-seven percent of the total, or 73.5 million pounds, were sold as certified organic mushrooms. This is up 21 percentage points from the 2015-2016 crop year. Agaricus mushrooms accounted for 84 percent of the mushrooms sold as certified organic, while all specialty mushrooms made up the remainder. The total certified organic sales of all mushrooms represent 8 percent of the 2016-2017 total mushroom sales. The number of certified organic mushroom growers totaled 73, up 5 growers from the previous season. These growers represent 23 percent of the 312 total mushroom producers.

Regional Mushroom Producing States Listing

Regional Agaricus Mushroom Producing States

East: Delaware, Florida, Maryland, New York, Pennsylvania, and Tennessee.

Central: Illinois, Missouri, Oklahoma, Texas, and Wisconsin.

West: California, Colorado, Hawaii, Oregon, Utah, Washington, and Wyoming.

Regional Specialty Mushroom Producing States

East: Connecticut, Florida, Georgia, Kentucky, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont, Virginia, and West Virginia.

Central: Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, Oklahoma, Texas, and Wisconsin.

West: Alaska, Arkansas, California, Colorado, Hawaii, Montana, New Mexico, Oregon, and Washington.

Statistical Methodology

Survey procedures: Grower surveys are conducted in preparation for this report. All known commercial mushroom producers are contacted utilizing mail, telephone, and personal enumeration. Unless other specific arrangements are made, data collection for multi-State operations is conducted by the State in which the firm's headquarters is located. Information is collected for Agaricus (including White Button, Crimini, and Portabello) and specialty mushrooms.

Estimating procedures: Information obtained from the mushroom grower surveys is used to establish estimates of number of growers, area in production, yield per square foot, utilization, volume of sales, average price per pound, and value of sales. Estimates are also prepared for the total amount of mushrooms grown as certified organic, quantity sold from mushrooms certified as organically produced and the number of certified organic growers.

Revision policy: All mushroom estimates, except intentions, are subject to revision the following year based on a thorough review of all available data.

Reliability: The mushrooms grower surveys are subject to non-sampling errors, such as omissions, duplication, and mistakes in reporting, recording, and processing the data. These errors cannot be measured directly, but are minimized through rigid quality controls in the data collection process and a careful review of all reported data for consistency and reasonableness.

Information Contacts

Listed below are the commodity statisticians in the Crops Branch of the National Agricultural Statistics Service to contact for additional information. E-mail inquiries may be sent to nass@nass.usda.gov

Lance Honig, Chief, Crops Branch ..... (202) 720-2127

Jorge Garcia-Pratts, Head, Fruits, Vegetables and Special Crops Section ..... (202) 720-2127
- Vincent Davis – Bananas, Cherries, Garlic, Lettuce, Mint, Papaya, Pears, Strawberries, Taro, Tomatoes ..... (202) 720-2157
- Fleming Gibson – Avocados, Cauliflower, Celery, Citrus, Coffee, Dates, Figs, Kiwifruit, Nectarines, Olives, Watermelons ..... (202) 720-5412
- Greg Lemmons – Blackberries, Blueberries, Boysenberries, Cranberries, Cucumbers, Potatoes, Pumpkins, Raspberries, Squash, Sugarbeets, Sugarcane, Sweet Potatoes ..... (202) 720-4285
- Dan Norris – Artichokes, Austrian Winter Peas, Cantaloupes, Dry Beans, Dry Edible Peas, Honeydews, Lentils, Mushrooms, Peaches, Snap Beans ..... (202) 720-3250
- Daphne Schauber – Bell Peppers, Broccoli, Cabbage, Chile Peppers, Floriculture, Grapes, Hops, Maple Syrup, Tree Nuts, Spinach ..... (202) 720-4215
- Chris Singh – Apples, Apricots, Asparagus, Carrots, Lima Beans, Onions, Plums, Prunes, Sweet Corn, Tobacco ..... (202) 720-4288

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For more information on NASS surveys and reports, call the NASS Agricultural Statistics Hotline at (800) 727-9540, 7:30 a.m. to 4:00 p.m. ET, or e-mail: nass@nass.usda.gov.

USDA NASS Data Users' Meeting
Tuesday, October 24, 2017

Embassy Suites Hotel Kansas City Plaza
220 West 43rd Street
Kansas City, MO 64111
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USDA's National Agricultural Statistics Service will hold an open forum for users of U.S. domestic and international agriculture data. NASS is organizing the 2017 Data Users' Meeting in cooperation with five other USDA agencies Agricultural Marketing Service, Economic Research Service, Farm Service Agency, Foreign Agricultural Service, and World Agricultural Outlook Board and the Census Bureau's Foreign Trade Division. Agency representatives will provide updates on recent and pending changes in statistical and information programs important to agriculture, answer questions, and welcome comments and input from data users.

For registration details or additional information about the Data Users' Meeting, see the meeting page on the NASS website (https://www.nass.usda.gov/Education_and_Outreach/Meeting/index.php) or contact Zisa Lubarov-Walton (NASS) at 202-720-8141 or at zisa.lubarov-walton@nass.usda.gov.

The Data Users' Meeting precedes the Industry Outlook Conference at the same location on Wednesday, October 25, 2017. The outlook meeting brings together analysts from various commodity sectors to discuss developments and trends. For registration details or additional information about the Industry Outlook Conference, see the conference page on the LMIC website (http://lmic.info/page/meetings) or contact James Robb at (303) 716-9933.