



Mushrooms

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All Mushroom Value of Sales at \$1.19 Billion

Volume of sales of the 2015-2016 United States mushroom crop totaled 946 million pounds, up 2 percent from last season's revised number. Value of sales for the 2015-2016 United States mushroom crop is \$1.19 billion, down less than 1 percent from the previous season. The number of growers, at 346, is down 12 from last season. The reported average price is \$1.26 per pound, down 2 cents from the revised previous year's price.

Agaricus and Specialty Mushroom Number of Growers, Sales, Price, and Value – United States: 2013-2014, 2014-2015, and 2015-2016

Year	Growers ¹ (number)	All sales		
		Volume of sales (1,000 pounds)	Price per pound ² (dollars)	Value of sales (1,000 dollars)
2013-2014	345	899,833	1.240	1,115,628
2014-2015	358	927,823	1.280	1,191,357
2015-2016	346	945,639	1.260	1,190,672

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: 2013-2014, 2014-2015, and 2015-2016

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					
2013-2014	2,986	17,884	101,534	1.870	189,607
2014-2015	3,051	17,562	105,623	1.930	204,218
2015-2016	3,123	18,320	109,951	1.860	204,593
Pennsylvania					
2013-2014	15,715	81,671	571,725	0.944	539,662
2014-2015	17,442	87,399	584,050	0.949	554,419
2015-2016	17,805	83,573	593,997	0.960	570,480
Other States ²					
2013-2014	6,615	35,130	208,816	1.540	320,703
2014-2015	8,161	38,331	217,518	1.650	359,734
2015-2016	6,869	38,704	217,604	1.470	320,580
East					
2013-2014	17,974	95,903	663,899	0.996	660,976
2014-2015	19,507	103,689	678,615	1.040	707,999
2015-2016	20,274	99,477	685,431	1.000	685,329
Central					
2013-2014	3,577	15,730	94,971	1.750	166,086
2014-2015	3,810	16,155	97,831	1.720	167,810
2015-2016	3,643	16,399	94,918	1.640	155,715
West					
2013-2014	3,765	23,052	123,205	1.810	222,910
2014-2015	5,337	23,448	130,745	1.860	242,562
2015-2016	3,880	24,721	141,203	1.800	254,609
United States					
2013-2014	25,316	134,685	882,075	1.190	1,049,972
2014-2015	28,654	143,292	907,191	1.230	1,118,371
2015-2016	27,797	140,597	921,552	1.190	1,095,653

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: 2013-2014, 2014-2015, and 2015-2016

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)
2013-2014						
Pennsylvania	485,210	0.999	484,725	86,515	0.635	54,937
Other East	82,735	1.410	116,370	9,439	0.524	4,944
East total	567,945	1.060	601,095	95,954	0.624	59,881
Central total	79,527	1.870	148,833	15,444	1.120	17,253
California	100,294	1.880	188,553	1,240	0.850	1,054
Other West	21,230	1.560	33,040	441	0.596	263
West total	121,524	1.820	221,593	1,681	0.783	1,317
United States	768,996	1.260	971,521	113,079	0.694	78,451
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	531,783	1.000	531,783	62,214	0.622	38,697
Other East	76,397	1.340	102,224	15,037	0.840	12,625
East total	608,180	1.040	634,007	77,251	0.664	51,322
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	827,186	1.250	1,032,342	94,366	0.671	63,311

(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: 2013-2014, 2014-2015, and 2015-2016

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)
2013-2014				
Pennsylvania	66	571,725	0.944	539,662
Other East	10	92,174	1.320	121,314
East total	76	663,899	0.996	660,976
Central total	9	94,971	1.750	166,086
California	13	101,534	1.870	189,607
Other West	5	21,671	1.540	33,303
West total	18	123,205	1.810	222,910
United States	103	882,075	1.190	1,049,972
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	68	593,997	0.960	570,480
Other East	12	91,434	1.260	114,849
East total	80	685,431	1.000	685,329
Central total	8	94,918	1.640	155,715
California	14	109,951	1.860	204,593
Other West	6	31,252	1.600	50,016
West total	20	141,203	1.800	254,609
United States	108	921,552	1.190	1,095,653

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 Yield and Dollar Volume per Square Foot of Growing Area – States, Regions, and United States: 2013-2014, 2014-2015, and 2015-2016

State and region	Yield per square foot		
	2013-2014	2014-2015	2015-2016
	(pounds)	(pounds)	(pounds)
Pennsylvania	7.00	6.68	7.11
East	6.92	6.54	6.89
Central	6.04	6.06	5.79
California	5.68	6.01	6.00
West	5.34	5.58	5.71
United States	6.55	6.33	6.55
	Dollar volume per square foot		
	(dollars)	(dollars)	(dollars)
Pennsylvania	6.61	6.34	6.83
East	6.89	6.83	6.89
Central	10.56	10.39	9.50
California	10.60	11.63	11.17
West	9.67	10.34	10.30
United States	7.80	7.80	7.79

Brown Mushrooms (Portabello and Crimini) Number of Growers, Sales, and Value – Regions and United States: 2013-2014, 2014-2015, and 2015-2016

[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			
2013-2014	30	107,749	130,662	2013-2014	13	26,597	58,453
2014-2015	27	119,123	144,032	2014-2015	13	26,800	61,760
2015-2016	26	119,214	145,285	2015-2016	12	29,390	65,223
Central				United States			
2013-2014	8	18,043	41,180	2013-2014	51	152,389	230,295
2014-2015	8	14,825	36,547	2014-2015	48	160,748	242,339
2015-2016	8	16,506	37,711	2015-2016	46	165,110	248,219

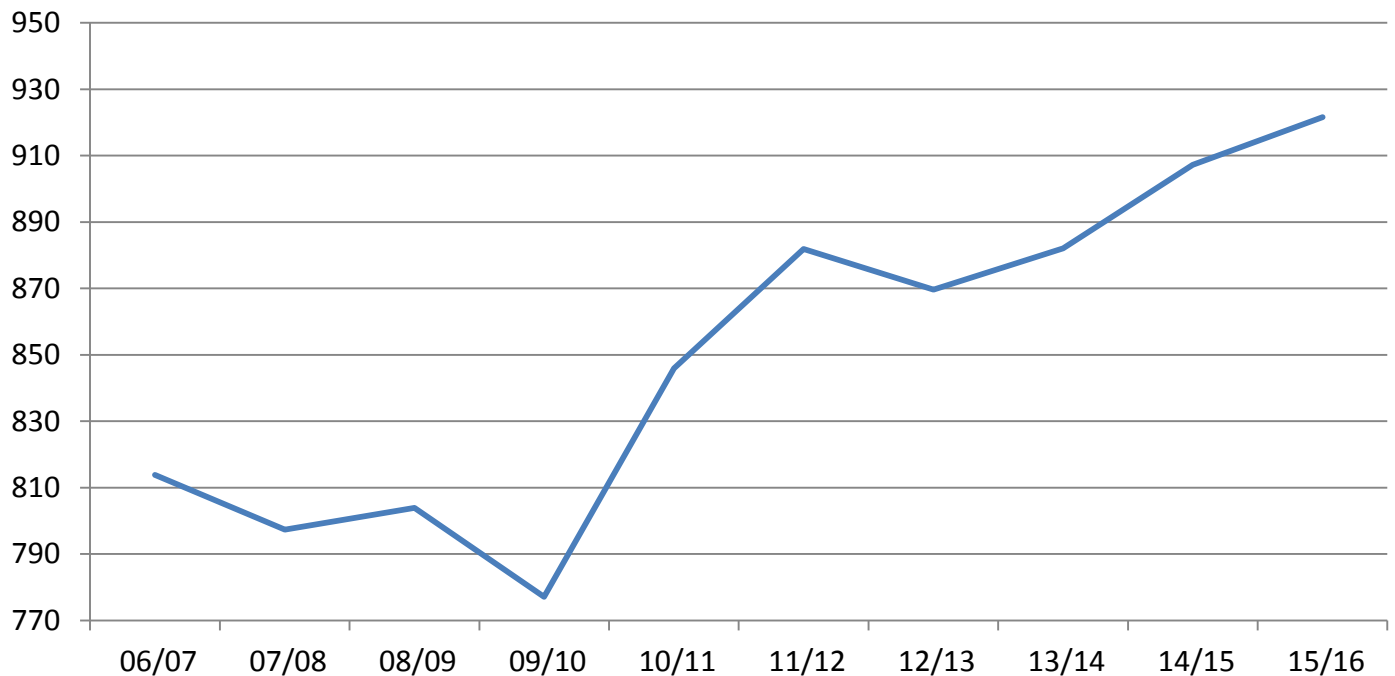
Agaricus Mushroom Sales and Percent of Total – United States: 2006-2016

[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 (1,000 pounds)
	Volume of sales (1,000 pounds)	Percent	Volume of sales (1,000 pounds)	Percent	
2006-2007	696,709	86	117,140	14	813,849
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	827,186	90	94,366	10	921,552

Agaricus Mushroom Volume of Sales - United States

Million pounds



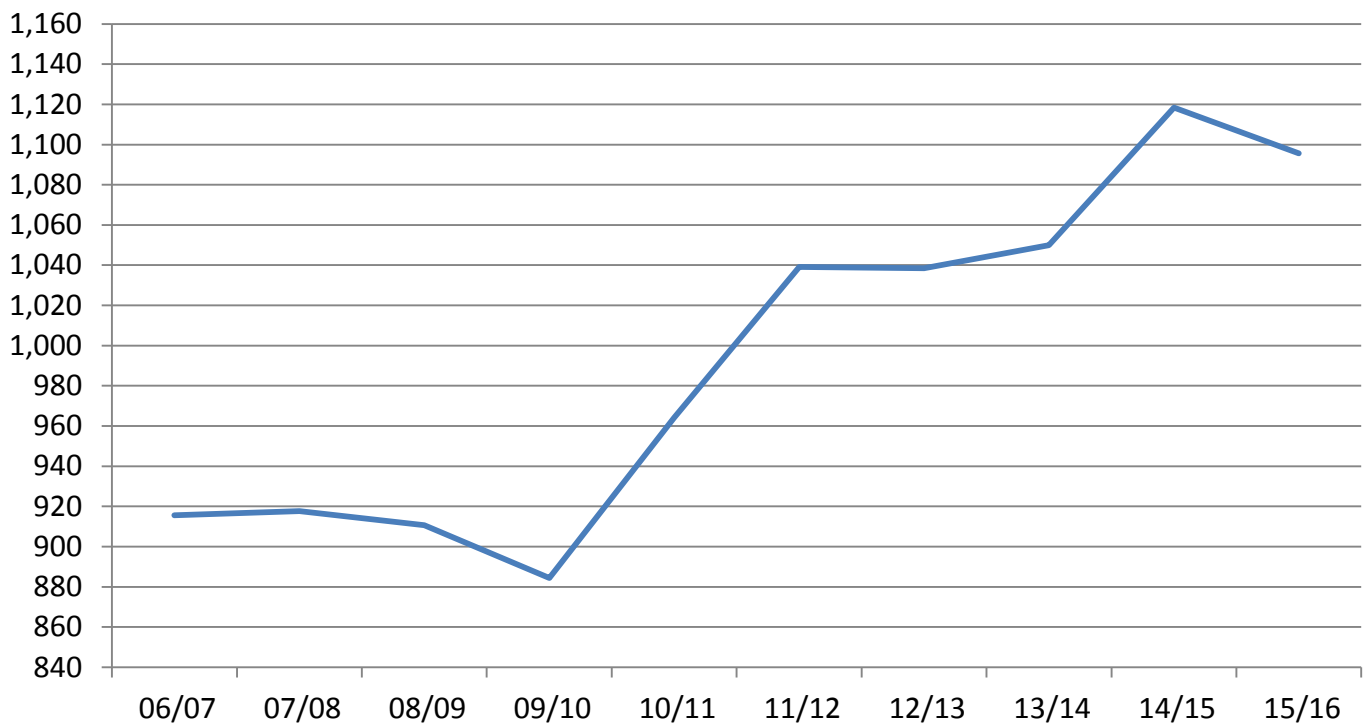
Agaricus Mushroom Price and Value by Utilization – United States: 2006-2016

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)
2006-2007	1.210	840,560	0.640	75,001	1.120	915,561
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	1.250	1,032,342	0.671	63,311	1.190	1,095,653

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

Million dollars



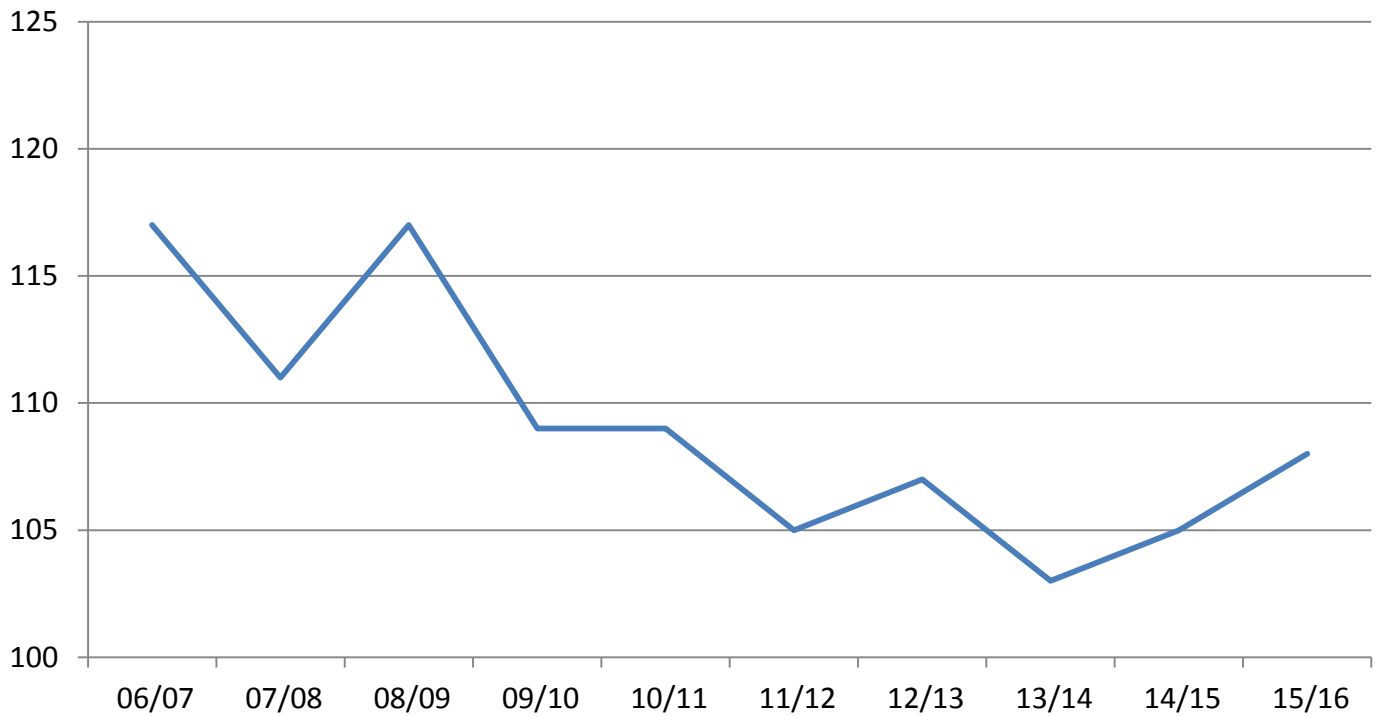
Agaricus Mushroom Number of Growers, Area in Production, Yield, and Dollar Volume per Square Foot – United States: 2006-2016

Year	Growers ¹	Area in production	Yield per square foot	Dollar volume per square foot
	(number)	(1,000 square feet)	(pounds)	(dollars)
2006-2007	117	145,743	5.58	6.28
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	108	140,597	6.55	7.79

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

Agaricus Mushroom Number of Growers - United States

Number



Agaricus Mushroom Growing Area Intended for Production by Utilization – States, Regions, and United States: July 2016-June 2017

State and region	Intentions July 2016 - June 2017			
	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)	18,318	100
Pennsylvania	(D)	(D)	85,908	103
Other States ¹	132,228	10,825	38,827	100
East	91,001	10,811	101,812	102
Central	(D)	(D)	16,369	100
West	(D)	(D)	24,872	101
United States	132,228	10,825	143,053	102

(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: 2014-2015 and 2015-2016

Sales categories (million pounds)	Number of growers	
	2014-2015	2015-2016
	(number)	(number)
Over 20.0	12	10
10.0 - 19.9	15	19
5.0 - 9.9	18	22
2.5 - 4.9	17	14
1.0 - 2.4	17	19
0.5 - 1.0	4	5
Less than 0.5	22	19
Total	105	108

Specialty Mushroom Number of Growers, Total Production, Volume of Sales, Price, and Value of Sales by Variety – United States: 2013-2014, 2014-2015, and 2015-2016

[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)
2013-2014					
Shiitake	206	9,327	8,952	3.21	28,759
Oyster	119	7,499	7,165	3.74	26,783
Other	37	1,846	1,641	6.16	10,114
Total	260	18,672	17,758	3.70	65,656
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	201	9,929	9,743	3.61	35,219
Oyster	122	10,617	10,054	3.60	36,173
Other	45	4,993	4,290	5.51	23,627
Total	249	25,539	24,087	3.94	95,019

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: 2013-2014, 2014-2015, and 2015-2016

[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 (1,000 logs)	Natural wood undercover and indoor logs (1,000 logs)	All other production media (1,000 square feet)
2013-2014			
Shiitake ¹	166	221	1,432
Oyster	(X)	(X)	1,008
Other	(X)	(X)	338
Total	166	221	2,778
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	159	718	1,855
Oyster	(X)	(X)	1,164
Other	(X)	(X)	415
Total	159	718	3,434

(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 922 million pounds, up 2 percent from the 2014-2015 season. Pennsylvania accounted for 64 percent of the total volume of sales and second-ranked California contributed 12 percent. The value of the Agaricus crop was estimated at \$1.10 billion dollars, down 2 percent from a year ago. Brown mushrooms, including Portabello and Crimini varieties, accounted for 165 million pounds, up 3 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 108, was up 3 from last season. Growers with sales exceeding 10 million pounds accounted for 74 percent of United States Agaricus sales, or 678 million pounds.

United States fresh market sales of Agaricus mushrooms totaled 827 million pounds, up 1 percent from the previous season, while processed sales, at 94.4 million pounds, was up 5 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 2016-2017 crop are 143 million square feet, up 2 percent from the total fillings in the 2015-2016 season.

The 56 growers of Agaricus mushrooms in Chester County, Pennsylvania produced 395 million pounds, a decrease of 2 percent compared with the 2014-2015 growing season. This production was valued at 384 million dollars, down less than 1 percent from the previous season. The growing area in Chester County was 13.1 million square feet, up 3 percent from last season. Total fillings were 58.2 million square feet, down 8 percent from the 2014-2015 growing season.

Specialty Mushrooms - Shiitake, Oyster, and all Other Exotics

Value of sales for commercially grown specialty mushrooms in 2015-2016 totaled 95.0 million, up 30 percent from the 2014-2015 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, at \$3.94 per pound received by growers was up 40 cents from the previous season.

Certified Organic Agaricus and Specialty Mushrooms

Growers produced 91.1 million pounds of mushrooms that were certified organic during the 2015-2016 growing season, 49 percent above 2014-2015. Seventy-one percent of the total, or 64.9 million pounds, were sold as certified organic mushrooms. This is up 57 percentage points from the 2014-2015 crop year. Agaricus mushrooms accounted for 67 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 7 percent of the 2015-2016 total mushroom sales. The number of certified organic mushroom growers totaled 68, up 3 growers from the revised previous season. These growers represent 20 percent of the 346 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, and Washington.

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

West: Alaska, Arkansas, California, Colorado, Hawaii, Montana, New Mexico, Oregon, Utah, 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 – Fresh and Processing Vegetables, Onions, Strawberries, Sugarbeets, Sugarcane, Cherries.....	(202) 720-2157
Fleming Gibson – Citrus, Coffee, Tropical Fruits.....	(202) 720-5412
Greg Lemmons – Berries, Cranberries, Potatoes, Sweet Potatoes	(202) 720-4285
Dave Losh – Hops	(360) 709-2400
Dan Norris – Austrian Winter Peas, Dry Edible Peas, Lentils, Mint, Mushrooms, Peaches, Pears, Wrinkled Seed Peas, Dry Beans	(202) 720-3250
Daphne Schauber – Floriculture, Grapes, Maple Syrup, Nursery, Tree Nuts	(202) 720-4215
Chris Singh – Apples, Apricots, Plums, Prunes, Tobacco	(202) 720-4288

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- Both national and state specific reports are available via a free e-mail subscription. To set-up this free subscription, visit www.nass.usda.gov and click on “National” or “State” in upper right corner above “search” box to create an account and select the reports you would like to receive.

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.

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USDA NASS Data Users' Meeting

Tuesday, October 18, 2016

Embassy Suites by Hilton Chicago Downtown Magnificent Mile
511 North Columbus Drive
Chicago, IL 60611
312-836-5900

The USDA's National Agricultural Statistics Service will be organizing an open forum for data users. The purpose will be to provide updates on pending changes in the various statistical and information programs and seek comments and input from data users. Other USDA agencies to be represented will include the Agricultural Marketing Service, the Economic Research Service, the Foreign Agricultural Service, and the World Agricultural Outlook Board. The Foreign Trade Division from the Census Bureau will also be included in the meeting.

For registration details or additional information for the Data Users' Meeting, see the NASS homepage at <http://www.nass.usda.gov/meeting/> or contact Tina Hall (NASS) at 202-720-3896 or at tina.hall@nass.usda.gov.

This Data Users' Meeting precedes the Industry Outlook Conference that will be held at the same location on Wednesday, October 19, 2016. The outlook meeting brings together analysts from various commodity sectors to discuss the outlook situation. For registration details or additional information for the Industry Outlook Conference, see the conference webpage on the LMIC website: <http://lmic.info/page/meetings>. For more information, contact James Robb at (303) 716-9933.