

# Mushrooms

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## All Mushroom Sales Virtually Unchanged, Value Down 1 Percent

Sales of the 2004-05 U.S. mushroom crop are 853 million pounds, virtually unchanged from the 2003-04 season but 1 percent above the 2002-03 season. Value of sales for the 2004-05 U.S. mushroom crop is \$908 million, down 1 percent from the previous season but 2 percent above the 2002-03 season. The number of growers, at 275, is down 3 from last season. The average price is \$1.06 per pound, down 2 cents from 2003-04.

Sales reported by growers of *Agaricus* mushrooms for fresh market are 696 million pounds, down 1 percent from last season. Sales of *Agaricus* mushrooms for processing are 142 million pounds, 3 percent above last season. Value of sales for all *Agaricus* mushrooms totaled 862 million dollars, down 2 percent from the previous season but 1 percent higher than 2002-03.

(*Agaricus* and Specialty highlights continued on page 12)

**Agaricus and Specialty Mushrooms: Number of Growers, Volume of Sales, Price, and Value of Sales, July 1, 2002 - June 30, 2005**

| Year    | Growers <sup>1</sup> | All Sales           |                              |                      |
|---------|----------------------|---------------------|------------------------------|----------------------|
|         |                      | Volume of Sales     | Price per Pound <sup>2</sup> | Value of Sales       |
|         | <i>Number</i>        | <i>1,000 Pounds</i> | <i>Dollars</i>               | <i>1,000 Dollars</i> |
| 2002-03 | 265                  | 848,306             | 1.050                        | 890,394              |
| 2003-04 | 278                  | 854,514             | 1.080                        | 918,914              |
| 2004-05 | 275                  | 853,132             | 1.060                        | 908,370              |

<sup>1</sup> Number of growers counted once if growing both *Agaricus* and specialty mushrooms.

<sup>2</sup> 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 Mushrooms: Area, Sales, Price, and Value by State  
and United States, July 1, 2002 - June 30, 2005**

| State,<br>Region, <sup>1</sup><br>and<br>Year | Area in Production       |                          | Volume<br>of<br>Sales | Price<br>per<br>Pound <sup>2</sup> | Value<br>of<br>Sales |
|---|--------------------------|--------------------------|-----------------------|------------------------------------|----------------------|
|   | Growing<br>Area          | Total<br>Fillings        |                       |                                    |                      |
|   | <i>1,000 Square Feet</i> | <i>1,000 Square Feet</i> | <i>1,000 Pounds</i>   | <i>Dollars</i>                     | <i>1,000 Dollars</i> |
| CA  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 5,401                    | 22,667                   | 127,713               | 1.330                              | 170,234              |
| 2003-04                                       | 4,618                    | 21,337                   | 123,483               | 1.400                              | 172,943              |
| 2004-05                                       | 4,100                    | 20,525                   | 118,648               | 1.450                              | 172,465              |
| FL  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 1,375                    | 7,123                    | 44,529                | 0.998                              | 44,426               |
| 2003-04                                       | 1,500                    | 7,437                    | 46,704                | 1.020                              | 47,519               |
| 2004-05 <sup>3</sup>                          |                          |                          |                       |                                    |                      |
| PA  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 17,002                   | 75,006                   | 461,404               | 0.792                              | 365,650              |
| 2003-04                                       | 17,211                   | 78,970                   | 464,627               | 0.816                              | 379,333              |
| 2004-05                                       | 17,363                   | 80,243                   | 495,432               | 0.790                              | 391,289              |
| WA  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 348                      | 2,242                    | 11,205                | 1.290                              | 14,497               |
| 2003-04                                       | 348                      | 2,254                    | 9,881                 | 1.370                              | 13,525               |
| 2004-05                                       | 365                      | 2,267                    | 11,103                | 1.430                              | 15,877               |
| Oth Sts                                       |                          |                          |                       |                                    |                      |
| 2002-03 <sup>4</sup>                          | 6,154                    | 34,806                   | 191,547               | 1.360                              | 261,176              |
| 2003-04 <sup>4</sup>                          | 7,362                    | 36,512                   | 196,467               | 1.350                              | 265,085              |
| 2004-05 <sup>5</sup>                          | 7,077                    | 40,058                   | 212,900               | 1.330                              | 282,672              |
| East  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 19,528                   | 92,104                   | 561,192               | 0.865                              | 485,576              |
| 2003-04                                       | 19,876                   | 96,891                   | 566,147               | 0.887                              | 502,179              |
| 2004-05                                       | 20,089                   | 98,792                   | 594,848               | 0.868                              | 516,450              |
| Central                                       |                          |                          |                       |                                    |                      |
| 2002-03                                       | 2,584                    | 18,233                   | 103,105               | 1.450                              | 149,986              |
| 2003-04                                       | 3,799                    | 19,446                   | 109,524               | 1.410                              | 154,565              |
| 2004-05                                       | 3,105                    | 15,358                   | 84,133                | 1.440                              | 121,554              |
| West  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 8,168                    | 31,507                   | 172,101               | 1.280                              | 220,421              |
| 2003-04                                       | 7,364                    | 30,173                   | 165,491               | 1.340                              | 221,661              |
| 2004-05                                       | 5,711                    | 28,943                   | 159,102               | 1.410                              | 224,299              |
| US  |                          |                          |                       |                                    |                      |
| 2002-03                                       | 30,280                   | 141,844                  | 836,398               | 1.020                              | 855,983              |
| 2003-04                                       | 31,039                   | 146,510                  | 841,162               | 1.040                              | 878,405              |
| 2004-05                                       | 28,905                   | 143,093                  | 838,083               | 1.030                              | 862,303              |

<sup>1</sup> Regions: East: CT, DE, FL, MD, NY, PA, and TN. Central: IL, IN, MI, OK, TX, and WI. West: CA, CO, MT, OR, UT, and WA.

<sup>2</sup> 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.

<sup>3</sup> Missing data not published to avoid disclosure of individual operations.

<sup>4</sup> CO, CT, DE, IL, IN, MD, MI, MT, NY, OK, OR, TN, TX, UT, and WI.

<sup>5</sup> CO, CT, DE, FL, IL, MD, MT, NY, OK, OR, TN, TX, UT, and WI.

**Agaricus Mushrooms: Utilization, Volume of Sales, Price, and Value  
by Region and United States, July 1, 2002 - June 30, 2005**

| Year,<br>State,<br>Region <sup>1</sup> | Fresh Market          |                                    |                      | Processing            |                                    |                      |
|--|-----------------------|------------------------------------|----------------------|-----------------------|------------------------------------|----------------------|
|  | Volume<br>of<br>Sales | Price<br>per<br>Pound <sup>2</sup> | Value<br>of<br>Sales | Volume<br>of<br>Sales | Price<br>per<br>Pound <sup>2</sup> | Value<br>of<br>Sales |
|  | <i>1,000 Lbs</i>      | <i>Dollars</i>                     | <i>1,000 Dols</i>    | <i>1,000 Lbs</i>      | <i>Dollars</i>                     | <i>1,000 Dols</i>    |
| 2002-03                                |                       |                                    |                      |                       |                                    |                      |
| PA                                     | 357,293               | 0.864                              | 308,701              | 104,111               | 0.547                              | 56,949               |
| Other East                             | 85,679                | 1.310                              | 112,624              | 14,109                | 0.518                              | 7,302                |
| East Total                             | 442,972               | 0.951                              | 421,325              | 118,220               | 0.543                              | 64,251               |
| Central Total                          | 92,947                | 1.540                              | 143,069              | 10,158                | 0.681                              | 6,917                |
| CA                                     | 119,175               | 1.380                              | 164,462              | 8,538                 | 0.676                              | 5,772                |
| Other West                             | 42,154                | 1.170                              | 49,451               | 2,234                 | 0.329                              | 736                  |
| West Total                             | 161,329               | 1.330                              | 213,913              | 10,772                | 0.604                              | 6,508                |
| US                                     | 697,248               | 1.120                              | 778,307              | 139,150               | 0.558                              | 77,676               |
| 2003-04                                |                       |                                    |                      |                       |                                    |                      |
| PA                                     | 363,305               | 0.903                              | 328,064              | 101,322               | 0.506                              | 51,269               |
| Other East                             | 88,034                | 1.310                              | 115,745              | 13,486                | 0.527                              | 7,101                |
| East Total                             | 451,339               | 0.983                              | 443,809              | 114,808               | 0.508                              | 58,370               |
| Central Total                          | 93,305                | 1.540                              | 143,546              | 16,219                | 0.679                              | 11,019               |
| CA                                     | 118,838               | 1.430                              | 169,938              | 4,645                 | 0.647                              | 3,005                |
| Other West                             | 40,014                | 1.200                              | 47,907               | 1,994                 | 0.407                              | 811                  |
| West Total                             | 158,852               | 1.370                              | 217,845              | 6,639                 | 0.575                              | 3,816                |
| US                                     | 703,496               | 1.140                              | 805,200              | 137,666               | 0.532                              | 73,205               |
| 2004-05                                |                       |                                    |                      |                       |                                    |                      |
| PA                                     | 385,473               | 0.893                              | 344,227              | 109,959               | 0.428                              | 47,062               |
| Other East                             | 85,442                | 1.390                              | 118,397              | 13,974                | 0.484                              | 6,764                |
| East Total                             | 470,915               | 0.982                              | 462,624              | 123,933               | 0.434                              | 53,826               |
| Central Total                          | 72,485                | 1.560                              | 112,915              | 11,648                | 0.742                              | 8,639                |
| CA                                     | 114,013               | 1.490                              | 169,879              | 4,635                 | 0.558                              | 2,586                |
| Other West                             | 38,906                | 1.320                              | 51,186               | 1,548                 | 0.419                              | 648                  |
| West Total                             | 152,919               | 1.450                              | 221,065              | 6,183                 | 0.523                              | 3,234                |
| US                                     | 696,319               | 1.140                              | 796,604              | 141,764               | 0.463                              | 65,699               |

<sup>1</sup> Regions: East: CT, DE, FL, MD, NY, PA, and TN. Central: IL, IN, MI, OK, TX, and WI. West: CA, CO, MT, OR, UT, and WA.

<sup>2</sup> 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 Mushrooms: Number of Growers, Volume, Price, and Value of All Sales  
by Region and United States, July 1, 2002 - June 30, 2005**

| Year,<br>State,<br>Region <sup>1</sup> | Growers       | All Sales           |                                 |                      |
|--|---------------|---------------------|---------------------------------|----------------------|
|  |               | Volume of<br>Sales  | Price per<br>Pound <sup>2</sup> | Value of<br>Sales    |
|  | <i>Number</i> | <i>1,000 Pounds</i> | <i>Dollars</i>                  | <i>1,000 Dollars</i> |
| 2002-03                                |               |                     |                                 |                      |
| PA                                     | 77            | 461,404             | 0.792                           | 365,650              |
| Other East                             | 10            | 99,788              | 1.200                           | 119,926              |
| East Total                             | 87            | 561,192             | 0.865                           | 485,576              |
| Central Total                          | 9             | 103,105             | 1.450                           | 149,986              |
| CA                                     | 22            | 127,713             | 1.330                           | 170,234              |
| Other West                             | 9             | 44,388              | 1.130                           | 50,187               |
| West Total                             | 31            | 172,101             | 1.280                           | 220,421              |
| US                                     | 127           | 836,398             | 1.020                           | 855,983              |
| 2003-04                                |               |                     |                                 |                      |
| PA                                     | 76            | 464,627             | 0.816                           | 379,333              |
| Other East                             | 11            | 101,520             | 1.210                           | 122,846              |
| East Total                             | 87            | 566,147             | 0.887                           | 502,179              |
| Central Total                          | 9             | 109,524             | 1.410                           | 154,565              |
| CA                                     | 21            | 123,483             | 1.400                           | 172,943              |
| Other West                             | 8             | 42,008              | 1.160                           | 48,718               |
| West Total                             | 29            | 165,491             | 1.340                           | 221,661              |
| US                                     | 125           | 841,162             | 1.040                           | 878,405              |
| 2004-05                                |               |                     |                                 |                      |
| PA                                     | 76            | 495,432             | 0.790                           | 391,289              |
| Other East                             | 12            | 99,416              | 1.260                           | 125,161              |
| East Total                             | 88            | 594,848             | 0.868                           | 516,450              |
| Central Total                          | 7             | 84,133              | 1.440                           | 121,554              |
| CA                                     | 16            | 118,648             | 1.450                           | 172,465              |
| Other West                             | 7             | 40,454              | 1.280                           | 51,834               |
| West Total                             | 23            | 159,102             | 1.410                           | 224,299              |
| US                                     | 118           | 838,083             | 1.030                           | 862,303              |

<sup>1</sup> Regions: East: CT, DE, FL, MD, NY, PA, and TN. Central: IL, IN, MI, OK, TX, and WI. West: CA, CO, MT, OR, UT, and WA.

<sup>2</sup> 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 Mushrooms: Yield and Dollar Volume per Square Foot  
of Growing Area, by State and United States,  
July 1, 2002 - June 30, 2005**

| State<br>and<br>Region <sup>1</sup> | Yield per Square Foot         |                |                |
|-------------------------------------|-------------------------------|----------------|----------------|
|                                     | 2002-03                       | 2003-04        | 2004-05        |
|                                     | <i>Pounds</i>                 | <i>Pounds</i>  | <i>Pounds</i>  |
| PA                                  | 6.15                          | 5.88           | 6.17           |
| East                                | 6.09                          | 5.84           | 6.02           |
| Central                             | 5.65                          | 5.63           | 5.48           |
| CA                                  | 5.63                          | 5.79           | 5.78           |
| West                                | 5.46                          | 5.48           | 5.50           |
| US                                  | 5.90                          | 5.74           | 5.86           |
|                                     | Dollar Volume per Square Foot |                |                |
|                                     | <i>Dollars</i>                | <i>Dollars</i> | <i>Dollars</i> |
| PA                                  | 4.87                          | 4.80           | 4.88           |
| East                                | 5.27                          | 5.18           | 5.23           |
| Central                             | 8.23                          | 7.95           | 7.91           |
| CA                                  | 7.51                          | 8.11           | 8.40           |
| West                                | 7.00                          | 7.35           | 7.75           |
| US                                  | 6.03                          | 6.00           | 6.03           |

<sup>1</sup> East: CT, DE, FL, MD, NY, PA, and TN.

Central: IL, IN, MI, OK, TX, and WI.

West: CA, CO, MT, OR, UT, and WA.

**Brown Mushrooms (Portabello and Crimini): Number of Growers, Volume of Sales,  
and Value, by Region and United States, July 1, 2002-June 30, 2005 <sup>1</sup>**

| Region<br>and<br>Year <sup>2</sup> | Growers       | Volume<br>of<br>Sales | Value             | Region<br>and<br>Year <sup>2</sup> | Growers       | Volume<br>of<br>Sales | Value             |
|------------------------------------|---------------|-----------------------|-------------------|------------------------------------|---------------|-----------------------|-------------------|
|                                    | <i>Number</i> | <i>1,000 Lbs</i>      | <i>1,000 Dols</i> |                                    | <i>Number</i> | <i>1,000 Lbs</i>      | <i>1,000 Dols</i> |
| East                               |               |                       |                   | West                               |               |                       |                   |
| 2002-03                            | 37            | 86,859                | 92,946            | 2002-03                            | 17            | 15,708                | 29,042            |
| 2003-04                            | 34            | 74,117                | 81,018            | 2003-04                            | 16            | 15,540                | 29,284            |
| 2004-05                            | 36            | 79,524                | 84,640            | 2004-05                            | 15            | 14,524                | 30,301            |
| Central                            |               |                       |                   | US                                 |               |                       |                   |
| 2002-03                            | 8             | 8,143                 | 18,063            | 2002-03                            | 62            | 110,710               | 140,051           |
| 2003-04                            | 9             | 7,338                 | 16,733            | 2003-04                            | 59            | 96,995                | 127,035           |
| 2004-05                            | 7             | 6,480                 | 15,222            | 2004-05                            | 58            | 100,528               | 130,163           |

<sup>1</sup> Brown mushrooms are part of Agaricus mushrooms.

<sup>2</sup> Regions: East: CT, DE, FL, MD, NY, PA, and TN.

Central: IL, IN, MI, OK, TX, and WI.

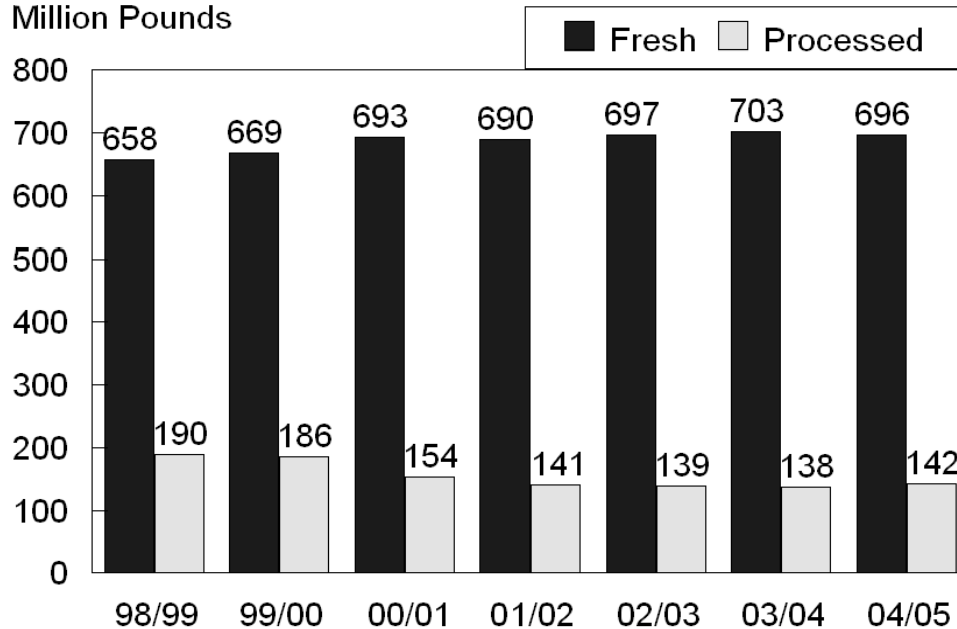
West: CA, CO, MT, OR, UT, and WA.

**Agaricus Mushrooms: Sales by Type and Percent of Total,  
United States, 1991-2005 <sup>1</sup>**

| Year    | Fresh Market        |         | Processing          |         | Total<br>Volume of<br>Sales |
|---------|---------------------|---------|---------------------|---------|-----------------------------|
|         | Volume of<br>Sales  | Percent | Volume of<br>Sales  | Percent |                             |
|         | <i>1,000 Pounds</i> |         | <i>1,000 Pounds</i> |         | <i>1,000 Pounds</i>         |
| 1991-92 | 496,959             | 67      | 249,873             | 33      | 746,832                     |
| 1992-93 | 522,381             | 67      | 253,976             | 33      | 776,357                     |
| 1993-94 | 516,836             | 69      | 233,963             | 31      | 750,799                     |
| 1994-95 | 532,232             | 68      | 250,108             | 32      | 782,340                     |
| 1995-96 | 537,124             | 69      | 240,746             | 31      | 777,870                     |
| 1996-97 | 553,780             | 71      | 222,897             | 29      | 776,677                     |
| 1997-98 | 621,537             | 77      | 187,141             | 23      | 808,678                     |
| 1998-99 | 657,833             | 78      | 189,927             | 22      | 847,760                     |
| 1999-00 | 668,541             | 78      | 185,853             | 22      | 854,394                     |
| 2000-01 | 692,630             | 82      | 153,579             | 18      | 846,209                     |
| 2001-02 | 689,968             | 83      | 141,139             | 17      | 831,107                     |
| 2002-03 | 697,248             | 83      | 139,150             | 17      | 836,398                     |
| 2003-04 | 703,496             | 84      | 137,666             | 16      | 841,162                     |
| 2004-05 | 696,319             | 83      | 141,764             | 17      | 838,083                     |

<sup>1</sup> 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.

**Agaricus Mushrooms: Sales by Utilization  
United States, 1998/99-2004/05**



**Agaricus Mushrooms: Price and Value by Type of Sale,  
United States, 1991-2005 <sup>1</sup>**

| Year    | Fresh Market          |                      | Processing            |                      | All Sales             |                      |
|---------|-----------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|
|         | Price<br>per<br>Pound | Value<br>of<br>Sales | Price<br>per<br>Pound | Value<br>of<br>Sales | Price<br>per<br>Pound | Value<br>of<br>Sales |
|         | <i>Dollars</i>        | <i>1,000 Dols</i>    | <i>Dollars</i>        | <i>1,000 Dols</i>    | <i>Dollars</i>        | <i>1,000 Dols</i>    |
| 1991-92 | 0.995                 | 494,340              | 0.638                 | 159,501              | 0.875                 | 653,841              |
| 1992-93 | 0.998                 | 521,566              | 0.582                 | 147,832              | 0.862                 | 669,398              |
| 1993-94 | 1.030                 | 532,863              | 0.662                 | 154,810              | 0.916                 | 687,673              |
| 1994-95 | 1.050                 | 560,127              | 0.684                 | 171,046              | 0.935                 | 731,173              |
| 1995-96 | 1.090                 | 588,126              | 0.579                 | 139,452              | 0.935                 | 727,578              |
| 1996-97 | 1.090                 | 605,728              | 0.559                 | 124,568              | 0.940                 | 730,296              |
| 1997-98 | 1.080                 | 670,168              | 0.553                 | 103,449              | 0.957                 | 773,617              |
| 1998-99 | 1.080                 | 712,000              | 0.611                 | 116,098              | 0.977                 | 828,098              |
| 1999-00 | 1.070                 | 715,943              | 0.606                 | 112,608              | 0.970                 | 828,551              |
| 2000-01 | 1.060                 | 736,543              | 0.579                 | 88,957               | 0.976                 | 825,500              |
| 2001-02 | 1.150                 | 796,522              | 0.525                 | 74,051               | 1.050                 | 870,573              |
| 2002-03 | 1.120                 | 778,307              | 0.558                 | 77,676               | 1.020                 | 855,983              |
| 2003-04 | 1.140                 | 805,200              | 0.532                 | 73,205               | 1.040                 | 878,405              |
| 2004-05 | 1.140                 | 796,604              | 0.463                 | 65,699               | 1.030                 | 862,303              |

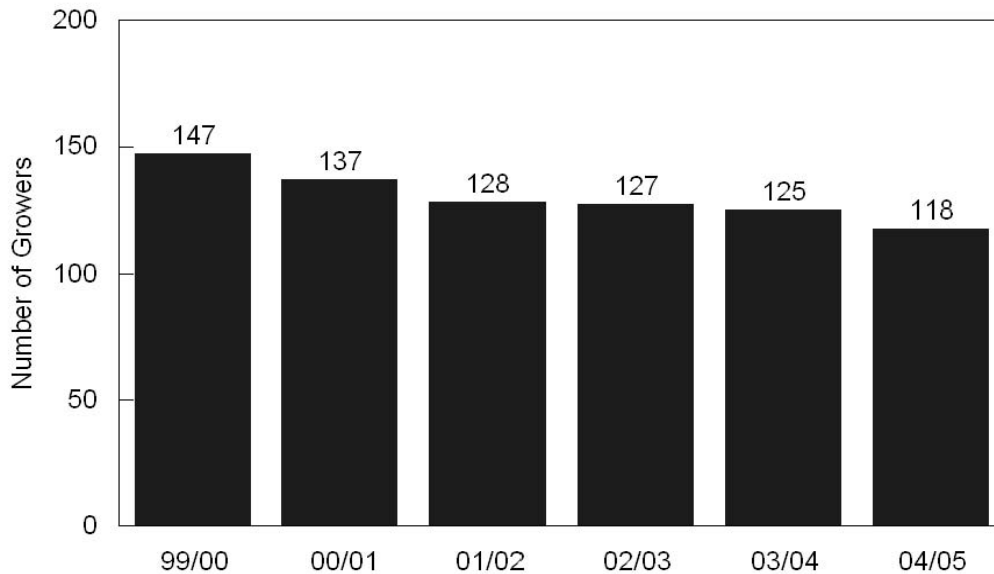
<sup>1</sup> Prices for mushrooms are the average prices producers receive at the point of first sale, commonly referred to as the average price as sold. For example, if in a given State, part of the fresh mushrooms are sold F.O.B. packed by growers, part are sold bulk to brokers or repackers, and some 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 Mushrooms: Number of Growers, Area in Production, Yield,  
and Dollar Volume per Square Foot, United States, 1991-2005**

| Year    | Growers <sup>1</sup> | Area<br>in<br>Production | Yield per<br>Square<br>Foot | Dollar Volume<br>per Square<br>Foot |
|---------|----------------------|--------------------------|-----------------------------|-------------------------------------|
|         | <i>Number</i>        | <i>1,000 Square Feet</i> | <i>Pounds</i>               | <i>Dollars</i>                      |
| 1991-92 | 226                  | 138,148                  | 5.41                        | 4.73                                |
| 1992-93 | 195                  | 141,909                  | 5.47                        | 4.72                                |
| 1993-94 | 193                  | 135,703                  | 5.53                        | 5.07                                |
| 1994-95 | 186                  | 139,617                  | 5.60                        | 5.24                                |
| 1995-96 | 180                  | 135,320                  | 5.75                        | 5.38                                |
| 1996-97 | 165                  | 136,461                  | 5.69                        | 5.35                                |
| 1997-98 | 156                  | 145,094                  | 5.57                        | 5.33                                |
| 1998-99 | 151                  | 150,017                  | 5.65                        | 5.52                                |
| 1999-00 | 147                  | 151,487                  | 5.64                        | 5.47                                |
| 2000-01 | 137                  | 143,873                  | 5.88                        | 5.74                                |
| 2001-02 | 128                  | 140,822                  | 5.90                        | 6.18                                |
| 2002-03 | 127                  | 141,844                  | 5.90                        | 6.03                                |
| 2003-04 | 125                  | 146,510                  | 5.74                        | 6.00                                |
| 2004-05 | 118                  | 143,093                  | 5.86                        | 6.03                                |

<sup>1</sup> Estimates are based on growers with sales and include all known growing facilities.

**Agaricus Mushrooms: Number of Growers**  
United States, 1999/2000-2004/2005





**Agaricus Mushrooms: Bed or Tray Area Intended for Production  
by State and United States, July 1, 2005 - June 30, 2006**

| State<br>and<br>Region <sup>1</sup> | Intentions Jul 2005 - Jun 2006 |                          |                          |                         |
|-------------------------------------|--------------------------------|--------------------------|--------------------------|-------------------------|
|                                     | Fresh<br>Market                | Processed<br>Market      | Total<br>Fillings        | Percent of<br>Last Year |
|                                     | <i>1,000 Square Feet</i>       | <i>1,000 Square Feet</i> | <i>1,000 Square Feet</i> | <i>Percent</i>          |
| CA                                  | 19,024                         | 691                      | 19,715                   | 96                      |
| PA                                  | 73,207                         | 8,179                    | 81,386                   | 101                     |
| WA                                  | 2,250                          |                          | 2,250                    | 99                      |
| Oth<br>Sts <sup>2</sup>             | 36,060                         | 3,968                    | 40,028                   | 100                     |
| East                                | 88,672                         | 11,287                   | 99,959                   | 101                     |
| Central                             | 14,907                         | 651                      | 15,558                   | 101                     |
| West                                | 26,962                         | 900                      | 27,862                   | 96                      |
| US                                  | 130,541                        | 12,838                   | 143,379                  | 100                     |

<sup>1</sup> Regions:

East: CT, DE, FL, MD, NY, PA, and TN.

Central: IL, IN, MI, OK, TX, and WI.

West: CA, CO, MT, OR, UT, and WA.

<sup>2</sup> CO, CT, DE, FL, IL, MD, MT, NY, OK, OR, TN, TX, UT, and WI.

**Specialty Mushrooms: Number of Growers, Total Production, Volume  
of Sales, Price, and Value of Sales, by Variety and United States,  
July 1, 2002 - June 30, 2005 <sup>1</sup>**

| Year<br>and<br>Variety | Growers <sup>2</sup> | Total<br>Production <sup>3</sup> | All Sales                       |                                 |                      |
|------------------------|----------------------|----------------------------------|---------------------------------|---------------------------------|----------------------|
|                        |                      |                                  | Volume of<br>Sales <sup>4</sup> | Price per<br>Pound <sup>5</sup> | Value of<br>Sales    |
|                        | <i>Number</i>        | <i>1,000 Pounds</i>              | <i>1,000 Pounds</i>             | <i>Dollars</i>                  | <i>1,000 Dollars</i> |
| 2002-03                |                      |                                  |                                 |                                 |                      |
| Shiitake               | 134                  | 7,476                            | 7,059                           | 3.08                            | 21,718               |
| Oyster                 | 62                   | 3,997                            | 3,562                           | 1.91                            | 6,820                |
| Other                  | 23                   | 1,431                            | 1,287                           | 4.56                            | 5,873                |
| US <sup>6</sup>        | 153                  | 12,904                           | 11,908                          | 2.89                            | 34,411               |
| 2003-04                |                      |                                  |                                 |                                 |                      |
| Shiitake               | 146                  | 7,731                            | 7,517                           | 3.24                            | 24,391               |
| Oyster                 | 70                   | 4,428                            | 4,185                           | 2.08                            | 8,714                |
| Other                  | 25                   | 1,691                            | 1,650                           | 4.49                            | 7,404                |
| US <sup>6</sup>        | 170                  | 13,850                           | 13,352                          | 3.03                            | 40,509               |
| 2004-05                |                      |                                  |                                 |                                 |                      |
| Shiitake               | 146                  | 9,081                            | 8,613                           | 3.21                            | 27,677               |
| Oyster                 | 74                   | 5,409                            | 5,109                           | 2.33                            | 11,889               |
| Other                  | 26                   | 1,435                            | 1,327                           | 4.90                            | 6,501                |
| US <sup>6</sup>        | 172                  | 15,925                           | 15,049                          | 3.06                            | 46,067               |

<sup>1</sup> Specialty mushroom estimates represent growers who have at least 200 natural wood logs in production or commercial indoor growing areas.

<sup>2</sup> Growers counted only once for US total if growing more than one specialty type mushroom. Growers growing Agaricus and specialty mushrooms are included.

<sup>3</sup> Total production includes all fresh market and processing sales plus amount harvested but not sold (shrinkage, cullage, dumped, etc.).

<sup>4</sup> Virtually all specialty mushroom sales are for fresh market.

<sup>5</sup> 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.

<sup>6</sup> 2002-03: AR, CA, CT, DE, FL, GA, HI, IA, KS, KY, ME, MA, MN, MO, MT, NH, NY, NC, OH, OK, OR, PA, SC, VT, VA, WA, WV, and WI.  
2003-04: AR, CA, CT, DE, FL, HI, IN, KS, KY, ME, MD, MA, MI, MN, MO, MT, NH, NY, NC, OH, OR, PA, SC, TN, TX, VT, VA, WA, WV, and WI.  
2004-05: AR, CA, CT, DE, FL, HI, IL, IN, KS, KY, ME, MD, MA, MI, MN, MO, MT, NH, NY, NC, OH, OR, PA, SC, TN, TX, VA, WA, WV, and WI.

**Specialty Mushrooms: Area in Production by Variety and United States,  
July 1, 2002 - June 30, 2005 <sup>1</sup>**

| Year<br>and<br>Variety | Area                            |   |                                  |
|------------------------|---------------------------------|---|----------------------------------|
|                        | Natural<br>Wood Outdoor<br>Logs | Natural Wood<br>Undercover and<br>Indoor Logs | All Other<br>Production<br>Media |
|                        | <i>1,000 Logs</i>               | <i>1,000 Logs</i>                             | <i>1,000 Square Feet</i>         |
| 2002-03                |                                 |   |                                  |
| Shiitake <sup>2</sup>  | 318                             | 127   | 1,755                            |
| Oyster                 |                                 |   | 473                              |
| Other                  |                                 |   | 387                              |
| US <sup>3</sup>        | 318                             | 127   | 2,615                            |
| 2003-04                |                                 |   |                                  |
| Shiitake <sup>2</sup>  | 362                             | 78  | 1,535                            |
| Oyster                 |                                 |   | 476                              |
| Other                  |                                 |   | 378                              |
| US <sup>3</sup>        | 362                             | 78  | 2,389                            |
| 2004-05                |                                 |   |                                  |
| Shiitake <sup>2</sup>  | 350                             | 58  | 1,585                            |
| Oyster                 |                                 |   | 635                              |
| Other                  |                                 |   | 459                              |
| US <sup>3</sup>        | 350                             | 58  | 2,679                            |

<sup>1</sup> Specialty mushroom estimates represent growers who have at least 200 natural wood logs in production or commercial indoor growing areas.

<sup>2</sup> Includes small quantity of logs producing Oyster mushrooms. These logs are not published separately to avoid disclosure of individual operations.

<sup>3</sup> 2002-03: AR, CA, CT, DE, FL, GA, HI, IA, KS, KY, ME, MA, MN, MO, MT, NH, NY, NC, OH, OK, OR, PA, SC, VT, VA, WA, WV, and WI.

2003-04: AR, CA, CT, DE, FL, HI, IN, KS, KY, ME, MD, MA, MI, MN, MO, MT, NH, NY, NC, OH, OR, PA, SC, TN, TX, VT, VA, WA, WV, and WI.

2004-05: AR, CA, CT, DE, FL, HI, IL, IN, KS, KY, ME, MD, MA, MI, MN, MO, MT, NH, NY, NC, OH, OR, PA, SC, TN, TX, VA, WA, WV, and WI.

## **Agaricus Mushrooms**

Agaricus mushroom sales totaled 838 million pounds, virtually unchanged from both the 2003-04 and 2002-03 seasons. Pennsylvania accounted for 59 percent of the total volume of sales and second ranked California contributed 14 percent. The value of the Agaricus crop was estimated at \$862 million, down 2 percent from the 2003-04 season. Brown mushrooms, including Portabello and Crimini varieties, accounted for 101 million pounds, up 4 percent from last season but 9 percent below the 2002-03 crop year. Brown mushrooms accounted for 12 percent of the total Agaricus volume sold. The brown mushroom crop value of sales for the 2004-05 season is \$130 million, 15 percent of the total Agaricus value.

The number of Agaricus growers in the U.S. totaled 118, down 7 from last season and 9 below two seasons ago. Growers with sales exceeding 10 million pounds accounted for 63 percent of U.S. Agaricus production, or 530 million pounds. The number of growers by sales categories are as follows:

- Over 20.0 million pounds, 11 growers;
- 10.0 million and 19.9 million pounds, 12 growers;
- 5.0 million to 9.9 million pounds, 26 growers;
- 2.5 million to 4.9 million pounds, 23 growers;
- 1.0 million to 2.4 million pounds, 20 growers;
- 0.5 million to 1.0 million pounds, 11 growers;
- less than 0.5 million pounds of sales, 15 growers.

The growing area is 28.9 million square feet, down 7 percent from the previous season and 5 percent below 2002-03. Total fillings are 143 million square feet, down 2 percent from last season but 1 percent above 2002-03. Yields averaged 5.86 pounds per square foot, up 2 percent from last season. Producers received an average return of \$6.03 per square foot, up 3 cents from last season but unchanged from the 2002-03 season. U.S. fresh market production at 696 million pounds is down 1 percent from the previous season, while processed production, at 142 million pounds, is 3 percent above the previous season. Growers reported U.S. fresh market production at 83 percent of total sales volume with processed production making up the remaining 17 percent. Growers total filling intentions for the 2005-06 crop are virtually unchanged from the 2004-05 crop.

## **Specialty Mushrooms - Shiitake, Oyster, and all Other Exotics**

Value of sales for commercially grown specialty mushrooms in 2004-05 is \$46.1 million, up 14 percent from the 2003-04 season. A specialty grower is defined as having at least 200 natural wood logs in production or some commercial indoor growing area. The average price per pound received by growers, at \$3.06, is up 3 cents from the previous season.

Sales of Shiitake mushrooms totaled 8.61 million pounds for the 2004-05 season, up 15 percent from the previous season. Price per pound received by growers, at \$3.21, is down 3 cents from 2003-04. Sales volume of Oyster mushrooms, at 5.11 million pounds, is up 22 percent from the previous season. Price per pound received by growers, at \$2.33, is up 25 cents from the previous season. Sales of exotic mushrooms, other than Shiitake or Oyster, are 1.33 million pounds, down 20 percent from last season. Price per pound received by growers, at \$4.90, is up 41 cents from 2003-04.

## **Certified Organic Agaricus and Specialty Mushrooms**

Growers sold 35.0 million pounds of mushrooms that were certified organic during the 2004-05 growing season, down 1 percent from 2003-04. Out of the 35.0 million pounds, 6.01 million pounds, or 17 percent of the total were sold as certified organic mushrooms, while the rest were sold without the certified organic label. This compares to 8.31 million pounds, or 23 percent sold as certified organic during the 2003-04 crop year. Agaricus mushrooms accounted for 74 percent of the mushrooms sold as certified organic, while all specialty mushrooms made up the remainder. These certified organic sales represent 1 percent of the 2004-05 total mushroom sales. The number of certified organic mushroom growers totaled 35, up 4 from the previous season. These growers represent 13 percent of the 275 total mushroom producers.

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# **USDA Data Users' Meeting**

**October 17, 2005**

**Embassy Suites at O'Hare**

**Chicago, Illinois**

**(847) 678-4000**

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 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 [www.usda.gov/nass/](http://www.usda.gov/nass/) or contact Lynda Ford (NASS) at (202) 720-3896 or at [lynda\\_ford@nass.usda.gov](mailto:lynda_ford@nass.usda.gov).

This Data Users' Meeting precedes an Industry Outlook meeting that will be held at the same location on October 18, 2005. The Outlook meeting brings together analysts from various commodity sectors to discuss the outlook situation. For more information about the outlook meeting and to register contact Jim Robb (Livestock and Marketing Information Center) at (720) 544-2941 or at [robb@lmic.info](mailto:robb@lmic.info).