



Mushrooms

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Record High All Mushroom Value of Sales at \$1.23 Billion

Volume of sales of the 2017-2018 United States mushroom crop totaled 917 million pounds, down 2 percent from last season's revised number. Value of sales for the 2017-2018 United States mushroom crop was \$1.23 billion, up 1 percent from the previous season. The number of growers, at 307, was down 10 from last season. The average reported price was \$1.34 per pound, up 3 cents from the previous year's price.

Agaricus and Specialty Mushroom Number of Growers, Sales, Price, and Value – United States: 2015-2016, 2016-2017, and 2017-2018

Year	Growers ¹	All sales		
		Volume of sales	Price per pound ²	Value of sales
	(number)	(1,000 pounds)	(dollars)	(1,000 dollars)
2015-2016	347	943,414	1.260	1,191,317
2016-2017	317	933,355	1.310	1,226,127
2017-2018	307	917,235	1.340	1,233,582

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: 2015-2016, 2016-2017, and 2017-2018

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					
2015-2016	3,123	18,320	109,951	1.860	204,593
2016-2017	3,053	17,724	101,681	1.980	201,702
2017-2018	2,862	17,399	95,324	2.050	195,731
Pennsylvania					
2015-2016	17,613	85,216	587,459	0.969	569,103
2016-2017	17,367	83,409	573,268	0.960	550,600
2017-2018	17,324	84,374	572,223	1.000	572,179
Other States ²					
2015-2016	8,195	38,611	221,602	1.470	325,049
2016-2017	6,693	42,364	231,644	1.600	370,519
2017-2018	6,283	38,790	223,684	1.610	359,976
East					
2015-2016	20,268	101,027	682,891	1.010	688,421
2016-2017	20,444	103,276	677,575	1.030	695,621
2017-2018	20,360	102,666	672,463	1.050	708,602
Central					
2015-2016	3,643	16,399	94,918	1.640	155,715
2016-2017	2,434	16,141	92,611	1.740	161,532
2017-2018	2,307	15,671	93,303	1.830	171,048
West					
2015-2016	5,020	24,721	141,203	1.800	254,609
2016-2017	4,235	24,080	136,407	1.950	265,668
2017-2018	3,802	22,226	125,465	1.980	248,236
United States					
2015-2016	28,931	142,147	919,012	1.200	1,098,745
2016-2017	27,113	143,497	906,593	1.240	1,122,821
2017-2018	26,469	140,563	891,231	1.270	1,127,886

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: 2015-2016, 2016-2017, and 2017-2018

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)
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	503,997	1.010	509,037	69,271	0.600	41,563
Other East	95,708	1.440	138,142	8,599	0.800	6,879
East total	599,705	1.080	647,179	77,870	0.622	48,442
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	811,621	1.310	1,060,281	94,972	0.659	62,540
2017-2018						
Pennsylvania	510,240	1.040	530,650	61,983	0.670	41,529
Other East	96,107	1.390	133,715	4,133	0.655	2,708
East total	606,347	1.100	664,365	66,116	0.669	44,237
Central total	82,838	1.920	159,125	10,465	1.140	11,923
California	(D)	(D)	(D)	(D)	(D)	(D)
Other West	123,867	1.990	246,826	1,598	0.882	1,410
West total	123,867	1.990	246,826	1,598	0.882	1,410
United States	813,052	1.320	1,070,316	78,179	0.736	57,570

(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: 2015-2016, 2016-2017, and 2017-2018

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)
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	56	573,268	0.960	550,600
Other East	14	104,307	1.390	145,021
East total	70	677,575	1.030	695,621
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	98	906,593	1.240	1,122,821
2017-2018				
Pennsylvania	53	572,223	1.000	572,179
Other East	13	100,240	1.360	136,423
East total	66	672,463	1.050	708,602
Central total	8	93,303	1.830	171,048
California	13	95,324	2.050	195,731
Other West	8	30,141	1.740	52,505
West total	21	125,465	1.980	248,236
United States	95	891,231	1.270	1,127,886

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: 2015-2016, 2016-2017, and 2017-2018

State and region	Yield per square foot		
	2015-2016	2016-2017	2017-2018
	(pounds)	(pounds)	(pounds)
Pennsylvania	6.89	6.87	6.78
East	6.76	6.56	6.55
Central	5.79	5.74	5.95
California	6.00	5.74	5.48
West	5.71	5.66	5.64
United States	6.47	6.32	6.34
	Dollar volume per square foot		
	(dollars)	(dollars)	(dollars)
Pennsylvania	6.68	6.60	6.78
East	6.81	6.74	6.90
Central	9.50	10.01	10.91
California	11.17	11.38	11.25
West	10.30	11.03	11.17
United States	7.73	7.82	8.02

Brown Mushrooms (Portabello and Crimini) Number of Growers, Sales, and Value – Regions and United States: 2015-2016, 2016-2017, and 2017-2018

[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			
2015-2016	27	119,247	145,317	2015-2016	12	29,390	65,223
2016-2017	30	128,433	154,753	2016-2017	15	34,257	83,071
2017-2018	29	140,209	169,153	2017-2018	14	29,028	72,905
Central				United States			
2015-2016	8	16,506	37,711	2015-2016	47	165,143	248,251
2016-2017	8	16,304	37,987	2016-2017	53	178,994	275,811
2017-2018	8	17,887	42,037	2017-2018	51	187,124	284,095

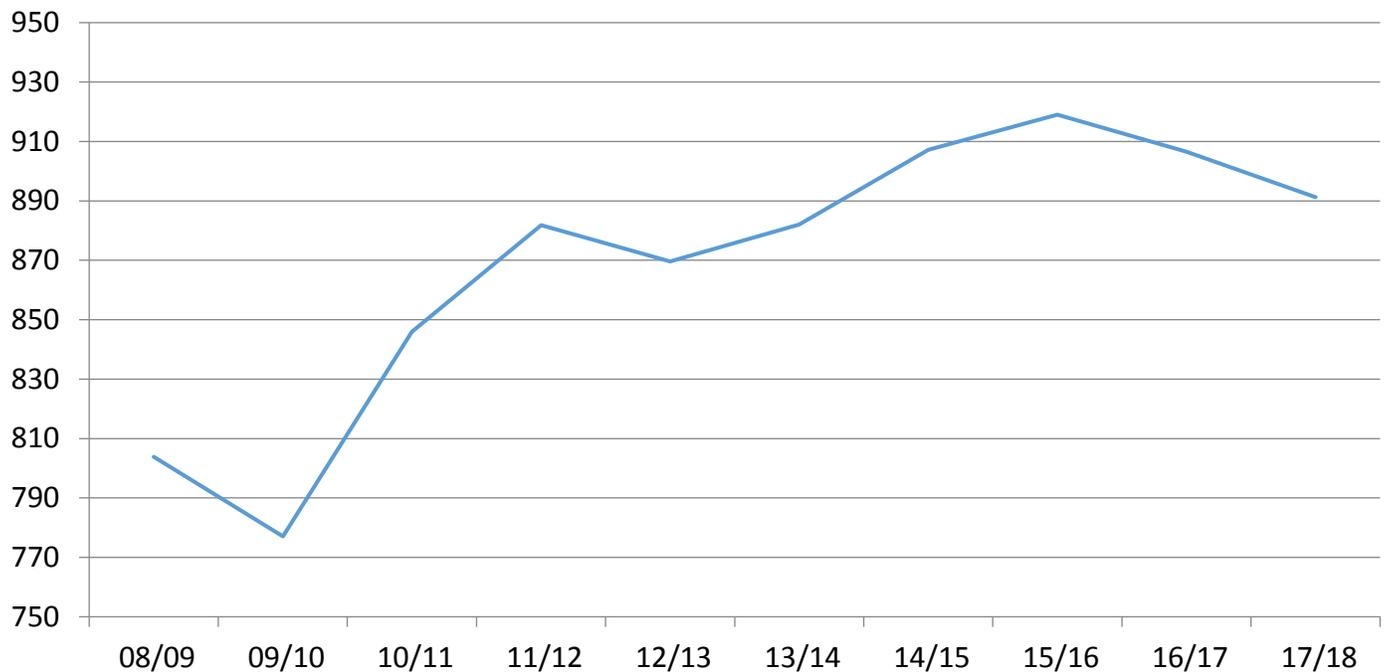
Agaricus Mushroom Sales and Percent of Total – United States: 2008-2018

[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	
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	811,621	90	94,972	10	906,593
2017-2018	813,052	91	78,179	9	891,231

Agaricus Mushroom Volume of Sales United States: 2008-2018

Million pounds



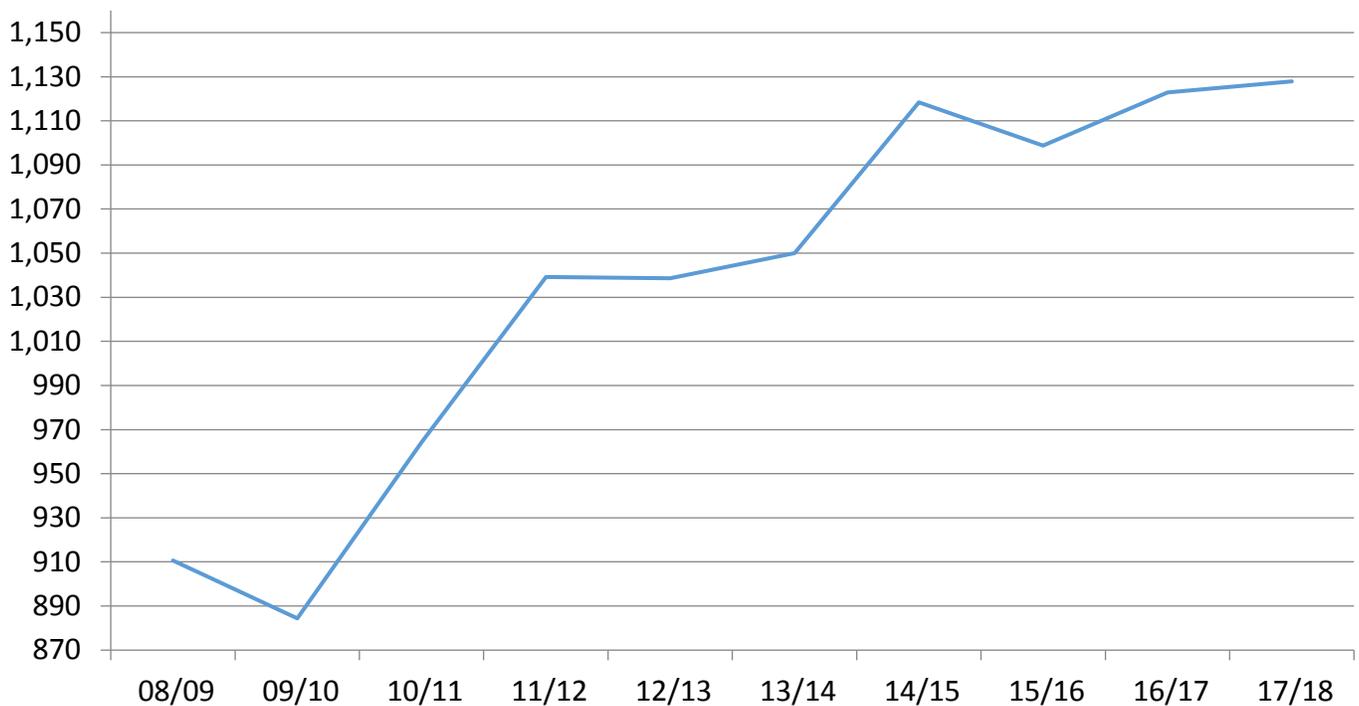
Agaricus Mushroom Price and Value by Utilization – United States: 2008-2018

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)
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	1,060,281	0.659	62,540	1.240	1,122,821
2017-2018	1.320	1,070,316	0.736	57,570	1.270	1,127,886

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: 2008-2018

Million dollars



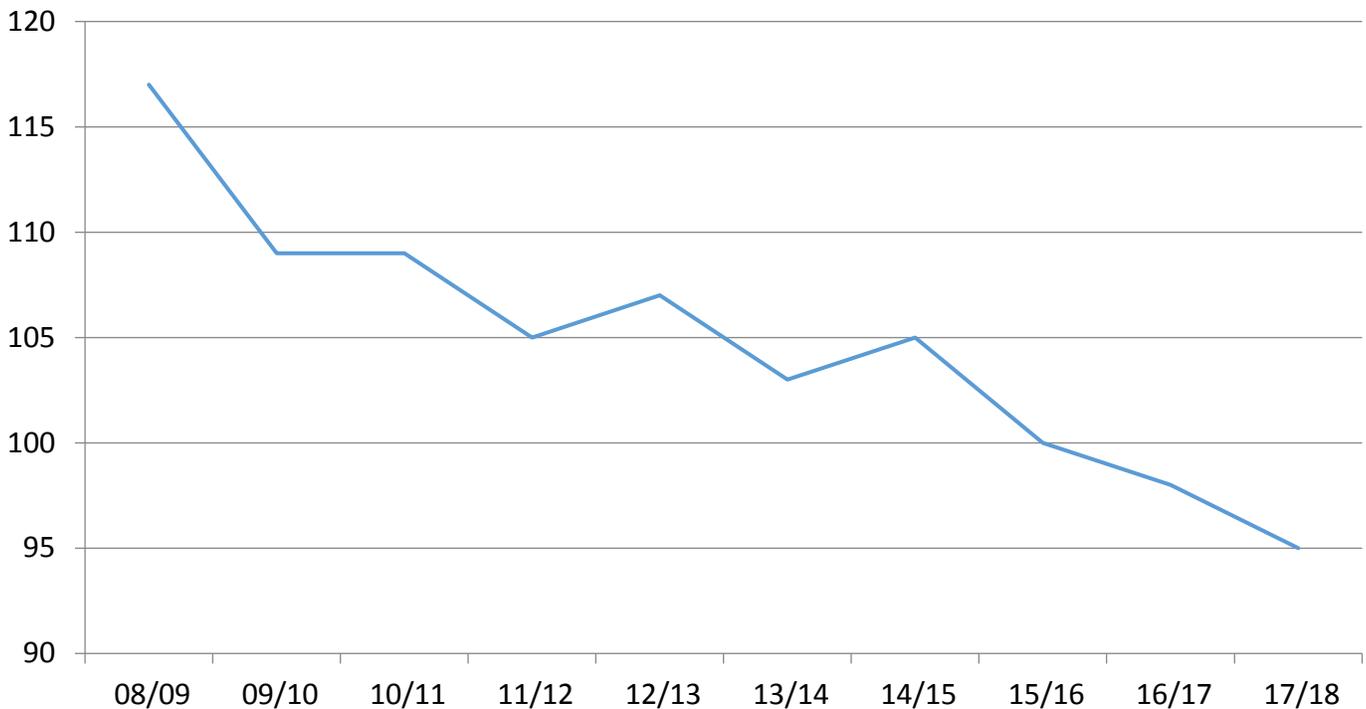
Agaricus Mushroom Number of Growers, Area in Production, Yield, and Dollar Volume per Square Foot – United States: 2008-2018

Year	Growers ¹	Area in production	Yield per square foot	Dollar volume per square foot
	(number)	(1,000 square feet)	(pounds)	(dollars)
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	98	143,497	6.32	7.82
2017-2018	95	140,563	6.34	8.02

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

**Agaricus Mushroom Number of Growers
United States: 2008-2018**

Number



Agaricus Mushroom Growing Area Intended for Production by Utilization – States, Regions, and United States: July 2018-June 2019

State and region	Intentions July 2018 - June 2019			
	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)	17,960	103
Pennsylvania	(D)	(D)	84,279	100
Other States ¹	136,610	4,643	39,014	101
East	98,363	4,643	103,006	100
Central	(D)	(D)	15,671	100
West	(D)	(D)	22,576	102
United States	136,610	4,643	141,253	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: 2016-2017 and 2017-2018

Sales categories (million pounds)	Number of growers	
	2016-2017	2017-2018
	(number)	(number)
Over 20.0	10	11
10.0 - 19.9	17	18
5.0 - 9.9	23	21
2.5 - 4.9	12	13
1.0 - 2.4	13	14
0.5 - 1.0	6	3
Less than 0.5	17	15
Total	98	95

Specialty Mushroom Number of Growers, Total Production, Volume of Sales, Price, and Value of Sales by Variety – United States: 2015-2016, 2016-2017, and 2017-2018

[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)
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	185	11,025	10,806	3.91	42,301
Oyster	128	11,394	11,087	3.12	34,542
Other	59	5,233	4,869	5.43	26,463
Total	232	27,652	26,762	3.86	103,306
2017-2018					
Shiitake	185	10,429	10,112	4.44	44,883
Oyster	116	11,268	10,842	3.13	33,890
Other	64	5,690	5,050	5.33	26,923
Total	229	27,387	26,004	4.06	105,696

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: 2015-2016, 2016-2017, and 2017-2018

[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)
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	142	441	1,671
Oyster	(X)	(X)	1,191
Other	(X)	(X)	450
Total	142	441	3,312
2017-2018			
Shiitake ¹	152	432	1,915
Oyster	(X)	(X)	1,182
Other	(X)	(X)	496
Total	152	432	3,593

(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 891 million pounds, down 2 percent from the 2016-2017 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 less than 1 percent from a year ago. Brown mushrooms, including Portabello and Crimini varieties, accounted for 187 million pounds, up 5 percent from last season. Brown mushrooms accounted for 21 percent of the total Agaricus volume sold and 25 percent of the total Agaricus value.

The total number of Agaricus growers in the United States, at 95, was down 3 from last season's revised estimate. Growers with sales exceeding 10 million pounds accounted for 78 percent of United States Agaricus sales, or 692 million pounds.

United States fresh market sales of Agaricus mushrooms totaled 813 million pounds, up less than 1 percent from the previous season, while processed sales, at 78.2 million pounds, decreased 18 percent from the previous season. Growers reported United States fresh market production made up 91 percent of total sales volume, while processed production represented the remaining 9 percent. Grower total filling intentions for the 2018-2019 crop are 141 million square feet, up slightly from the total fillings in the 2017-2018 season.

The 47 Agaricus mushroom growers in Chester County, Pennsylvania produced 410 million pounds, a decrease of 1 percent compared with the revised 2016-2017 growing season. This production was valued at 407 million dollars, up 3 percent from the revised previous season. The growing area in Chester County was 13.5 million square feet, unchanged from last season. Total fillings were 63.2 million square feet, up 2 percent from the revised 2016-2017 growing season.

Specialty Mushrooms - Shiitake, Oyster, and all Other Exotics

Value of sales for commercially grown specialty mushrooms in 2017-2018 totaled \$106 million, up 2 percent from the 2016-2017 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 \$4.06 per pound, was up 20 cents from the revised previous season estimate.

Certified Organic Agaricus and Specialty Mushrooms

Growers produced 128 million pounds of mushrooms that were certified organic during the 2017-2018 growing season, 16 percent above 2016-2017. Sixty-eight percent of the total, or 87.4 million pounds, were sold as certified organic mushrooms. This is up 17 percentage points from the 2016-2017 crop year. Agaricus mushrooms accounted for 83 percent of the mushrooms sold as certified organic, while all specialty mushrooms made up the remainder. The total certified organic sales of all mushrooms represented 10 percent of the 2017-2018 total mushroom sales. The number of certified organic mushroom growers totaled 80, up 4 growers from the previous season. These growers represented 26 percent of the 307 total mushroom producers.

Regional Mushroom Producing States Listing

Regional Agaricus Mushroom Producing States

East: Delaware, Florida, Maryland, New Jersey 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: Alabama, 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: Arkansas, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, Oklahoma, Texas, and Wisconsin.

West: Alaska, California, Colorado, Hawaii, 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 – Apricots, Bananas, Cherries, Garlic, Lettuce, Mint, Papaya, Pears, Strawberries, Tomatoes.....	(202) 720-2157
Fleming Gibson – Avocados, Cauliflower, Celery, Citrus, Coffee, Dates, Figs, Kiwifruit, Nectarines, Olives, Green Peas, Taro, 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 Schaubert – Bell Peppers, Broccoli, Cabbage, Chile Peppers, Floriculture, Grapes, Hops, Maple Syrup, Tree Nuts, Spinach	(202) 720-4215
Chris Singh – Apples, Asparagus, Carrots, Lima Beans, Onions, Plums, Prunes, Sweet Corn, Tobacco	(202) 720-4288

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