

Mushroom Grower Inquiry - July 2023

Agaricus and Specialty Mushrooms



**United States Department of Agriculture
National Agricultural Statistics Service**

Workforce Performance and Staff Development Section
June 2023



Survey Information

- Project Code: **194 - Mushroom Survey**
- Census of all mushroom growers in the selected states
- Questionnaires:
 - Mailed out mid June
 - Web reporting available
- Release
 - *Mushrooms*
 - August 25th at 3 pm Eastern Time



2022 Mushrooms

All Mushroom Value of Sales at \$1.02 Billion

Volume of sales of the 2021-2022 United States mushroom crop totaled 702 million pounds, down 7 percent from last season. Value of sales for the 2021-2022 United States mushroom crop was \$1.02 billion, down 4 percent from the previous season. The average reported price was \$1.45 per pound, up 5 cents from the previous year.

Agaricus and Specialty Mushroom Sales, Price, and Value – United States: 2019-2020, 2020-2021, and 2021-2022

Year	All sales		
	Volume of sales (1,000 pounds)	Price per pound ¹ (dollars)	Value of sales (1,000 dollars)
2019-2020 ²	816,367	1.41	1,153,296
2020-2021 ²	757,987	1.40	1,063,849
2021-2022 ²	702,391	1.45	1,018,281

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 California, Florida, Illinois, Maryland, Oklahoma, Pennsylvania, Tennessee, and Texas.

Screening

- Report for the acres operated or managed.
 - INCLUDE space owned by you as well as leased from others.
- Did you grow any mushroom varieties anytime during the year July 1, 2022 to June 30, 2023?
 - If NO: has operation been sold, rented, turned over?
 - Get new operator information if so

Agaricus Mushrooms

- Total growing area used for harvesting Agaricus from July 1, 2022 – June 30, 2023?
 - Includes White Button, Cremini, and Portabello
 - How much total square footage was filled annually?
 - Growers can use the same space more than once during a year. Ex: operator had 1,000 sq ft total and filled 3 times. They would report 3,000 sq ft under this question.
- Total pounds of Agaricus mushrooms grown from July 1, 2022 – June 30, 2023?

Agaricus Mushrooms

- Agaricus sales: Report pounds sold and value in whole dollar amounts
 - Fresh market, packed by operators firm
 - Sold to brokers or other packers
 - Fresh Market
 - Processing
 - Sold directly to Canners or Freezers
- Note: for firms processing their own mushrooms, value reported is before processing.

Agaricus Mushrooms

- Of the total agaricus sold, how many pounds were brown mushrooms? (Include Cremini and Portabello)
 - What was the value of these brown mushrooms?
- Of the total agaricus sold, how many pounds grown as certified organic?
 - How many actually sold as certified organic?
- How many square feet to be grown July 1, 2023 – June 30, 2024?
 - For fresh market
 - For Processing

Shiitake, Oyster, and Other Specialty Mushrooms

- Separate sections, but questions are the same:
- Growing methods: Number of Logs and Area (Square feet)
 - Outdoor natural wood logs
 - Under-cover or indoor natural wood logs
 - Additional sq. ft. used for growing mushrooms
 - Excluding natural wood logs
- Total quantity (pounds)
 - Harvested but not sold
 - Harvested and sold
- Total value of mushrooms sold
 - If the firm processes its own mushrooms then record value before processing
- Amount grown and sold as certified organic

Change in Operator

- Skips to this section if they answered no to the screening question at the beginning
- Make note of why they did not grow mushrooms this year
 - Collect as much information about the new operator as possible.

Things to Watch Out For

- Sum of parts must equal the whole, if applicable
- Some firms process their own mushrooms
 - Mushroom value is their worth **before** processing
- Ensure any reported as organic are actually **certified** organic.
- Units other than those requested. Make a note if something other than square feet, pounds, whole dollars, etc.

Know What to Expect

- Average Prices (per pound – US average):
 - Agaricus:
 - Fresh Market: \$1.44 Processing: \$0.71
 - Shiitake: \$3.51
 - Oyster: \$3.04
 - Other Specialty Mushrooms: \$4.61
- Expected yield for all mushroom categories is around 4.5 – 7.5 lbs per square foot
- 91% of mushrooms sold for fresh market
- 49% of total crop sold as organic last year

Conclusion

- Notes: The more you can tell us, the better the data will be.
- Questions, comments, concerns? Don't hesitate to contact your supervisor or RFO!

