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.


<table>
<thead>
<tr>
<th>Year</th>
<th>Volume of sales (1,000 pounds)</th>
<th>Price per pound</th>
<th>Value of sales (1,000 dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019-2020</td>
<td>816,367</td>
<td>1.41</td>
<td>1,153,296</td>
</tr>
<tr>
<td>2020-2021</td>
<td>757,987</td>
<td>1.40</td>
<td>1,063,849</td>
</tr>
<tr>
<td>2021-2022</td>
<td>702,391</td>
<td>1.45</td>
<td>1,018,281</td>
</tr>
</tbody>
</table>

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!