



Mushrooms

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All Mushroom Value of Sales Approaches \$1.23 Billion

Volume of sales of the 2014-2015 United States mushroom crop totaled 953 million pounds, up 6 percent from last season. Value of sales for the 2014-2015 United States mushroom crop is \$1.23 billion, up 10 percent from the previous season. The number of growers, at 354, is up 9 from last season. The reported average price is \$1.29 per pound, up 5 cents from a year earlier.

Agaricus and Specialty Mushroom Number of Growers, Sales, Price, and Value – United States: 2012-2013, 2013-2014, and 2014-2015

Year	Growers ¹	All sales		
		Volume of sales	Price per pound ²	Value of sales
	(number)	(1,000 pounds)	(dollars)	(1,000 dollars)
2012-2013	304	888,252	1.240	1,103,886
2013-2014	345	899,833	1.240	1,115,628
2014-2015	354	952,619	1.290	1,227,973

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: 2012-2013, 2013-2014, and 2014-2015

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					
2012-2013	3,626	22,431	118,098	1.750	206,708
2013-2014	2,986	17,884	101,534	1.870	189,607
2014-2015	3,847	17,409	102,703	1.940	199,534
Pennsylvania					
2012-2013	15,924	78,243	544,942	0.933	508,593
2013-2014	15,715	81,671	571,725	0.944	539,662
2014-2015	17,442	87,399	584,050	0.949	554,419
Other States ²					
2012-2013	8,002	39,172	206,585	1.560	323,240
2013-2014	6,615	35,130	208,816	1.540	320,703
2014-2015	8,022	38,242	244,347	1.630	398,850
East					
2012-2013	18,833	94,245	634,541	0.993	630,079
2013-2014	17,974	95,903	663,899	0.996	660,976
2014-2015	19,507	103,689	705,473	1.060	747,285
Central					
2012-2013	3,682	17,504	92,584	1.770	163,882
2013-2014	3,577	15,730	94,971	1.750	166,086
2014-2015	4,406	16,066	97,602	1.720	167,609
West					
2012-2013	5,037	28,097	142,500	1.720	244,580
2013-2014	3,765	23,052	123,205	1.810	222,910
2014-2015	5,398	23,295	128,025	1.860	237,909
United States					
2012-2013	27,552	139,846	869,625	1.190	1,038,541
2013-2014	25,316	134,685	882,075	1.190	1,049,972
2014-2015	29,311	143,050	931,100	1.240	1,152,803

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:
2012-2013, 2013-2014, and 2014-2015**

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)
2012-2013						
Pennsylvania	449,788	1.000	449,788	95,154	0.618	58,805
Other East	81,579	1.440	117,813	8,020	0.458	3,673
East total	531,367	1.070	567,601	103,174	0.606	62,478
Central total	86,893	1.820	158,431	5,691	0.958	5,451
California	116,659	1.763	205,670	1,439	0.721	1,038
Other West	24,009	1.570	37,576	393	0.753	296
West total	140,668	1.730	243,246	1,832	0.728	1,334
United States	758,928	1.280	969,278	110,697	0.626	69,263
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	103,495	1.760	181,978	17,928	0.607	10,888
East total	632,819	1.110	700,716	72,654	0.641	46,569
Central total	82,116	1.840	150,835	15,486	1.080	16,774
California	101,022	1.960	198,003	1,681	0.911	1,531
Other West	24,389	1.550	37,776	933	0.642	599
West total	125,411	1.880	235,779	2,614	0.815	2,130
United States	840,346	1.290	1,087,330	90,754	0.721	65,473

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: 2012-2013, 2013-2014, and 2014-2015

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)
2012-2013				
Pennsylvania	64	544,942	0.933	508,593
Other East	11	89,599	1.360	121,486
East total	75	634,541	0.993	630,079
Central total	10	92,584	1.770	163,882
California	15	118,098	1.750	206,708
Other West	7	24,402	1.550	37,872
West total	22	142,500	1.720	244,580
United States	107	869,625	1.190	1,038,541
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	121,423	1.590	192,866
East total	79	705,473	1.060	747,285
Central total	9	97,602	1.720	167,609
California	13	102,703	1.940	199,534
Other West	7	25,322	1.520	38,375
West total	20	128,025	1.860	237,909
United States	108	931,100	1.240	1,152,803

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: 2012-2013, 2013-2014, and 2014-2015

State and region	Yield per square foot		
	2012-2013	2013-2014	2014-2015
	(pounds)	(pounds)	(pounds)
Pennsylvania	6.96	7.00	6.68
East	6.73	6.92	6.80
Central	5.29	6.04	6.08
California	5.26	5.68	5.90
West	5.07	5.34	5.50
United States	6.22	6.55	6.51
	Dollar volume per square foot		
	(dollars)	(dollars)	(dollars)
Pennsylvania	6.50	6.61	6.34
East	6.69	6.89	7.21
Central	9.36	10.56	10.43
California	9.22	10.60	11.46
West	8.70	9.67	10.21
United States	7.43	7.80	8.06

Brown Mushrooms (Portabello and Crimini) Number of Growers, Sales, and Value – Regions and United States: 2012-2013, 2013-2014, and 2014-2015

[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			
2012-2013	29	110,588	127,223	2012-2013	15	24,828	55,638
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	61,761
Central				United States			
2012-2013	10	16,303	38,980	2012-2013	54	151,719	221,841
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	242,340

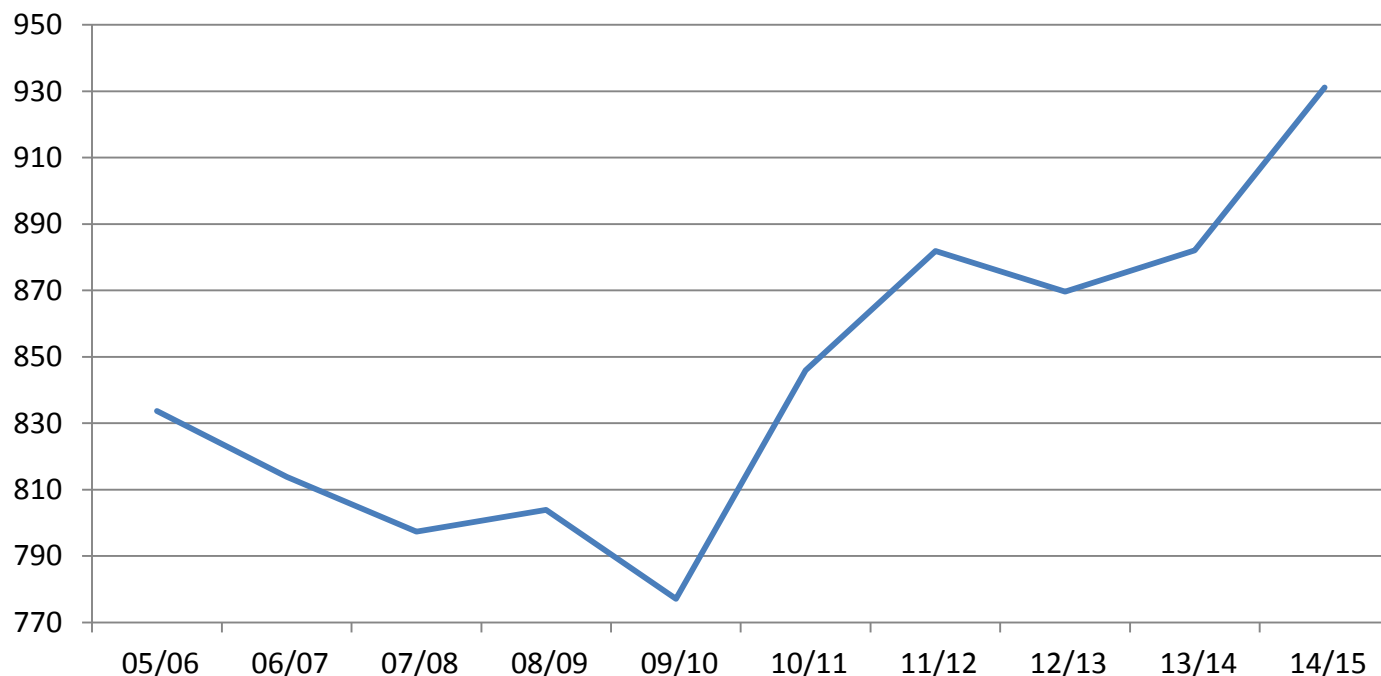
Agaricus Mushroom Sales and Percent of Total – United States: 2005-2015

[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
	Volume of sales (1,000 pounds)	Percent	Volume of sales (1,000 pounds)	Percent	
2005-2006	704,584	85	129,093	15	833,677
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	840,346	90	90,754	10	931,100

Agaricus Mushroom Volume of Sales - United States

Million pounds



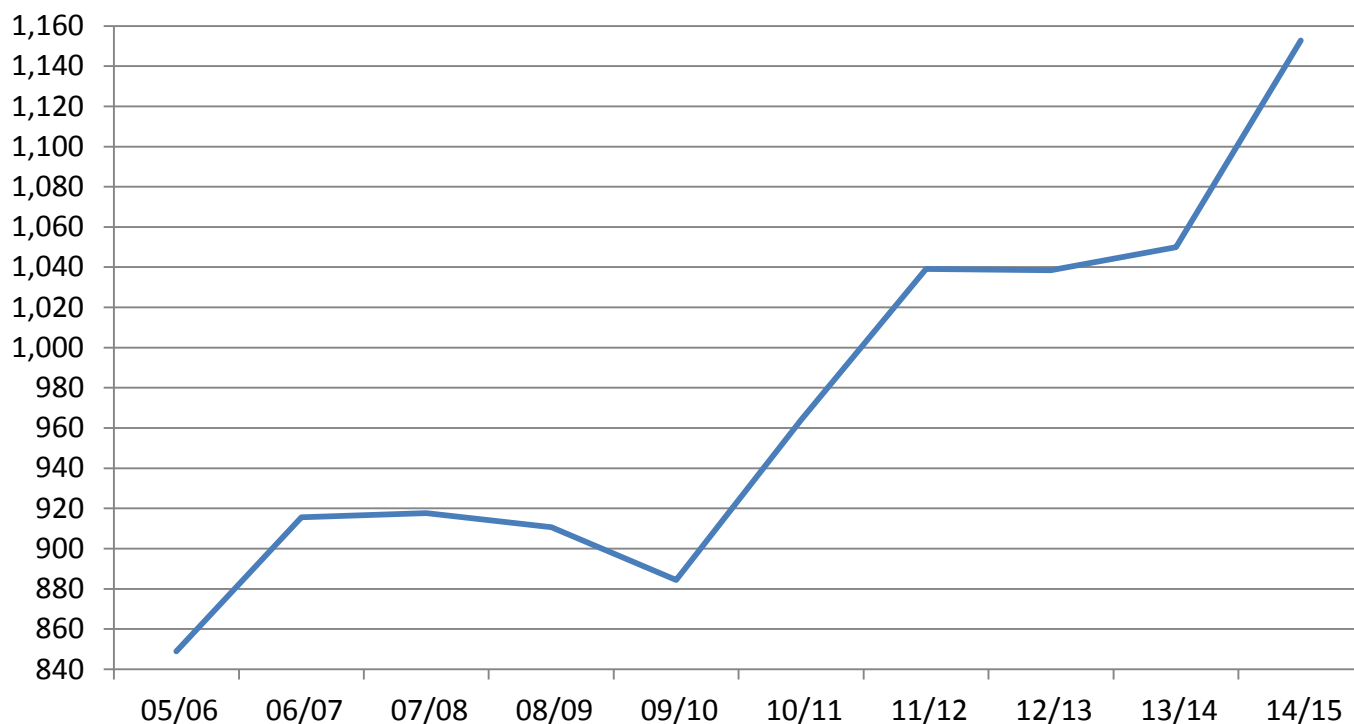
Agaricus Mushroom Price and Value by Utilization – United States: 2005-2015

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)
2005-2006	1.130	793,538	0.428	55,298	1.020	848,836
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	1,087,330	0.721	65,473	1.240	1,152,803

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



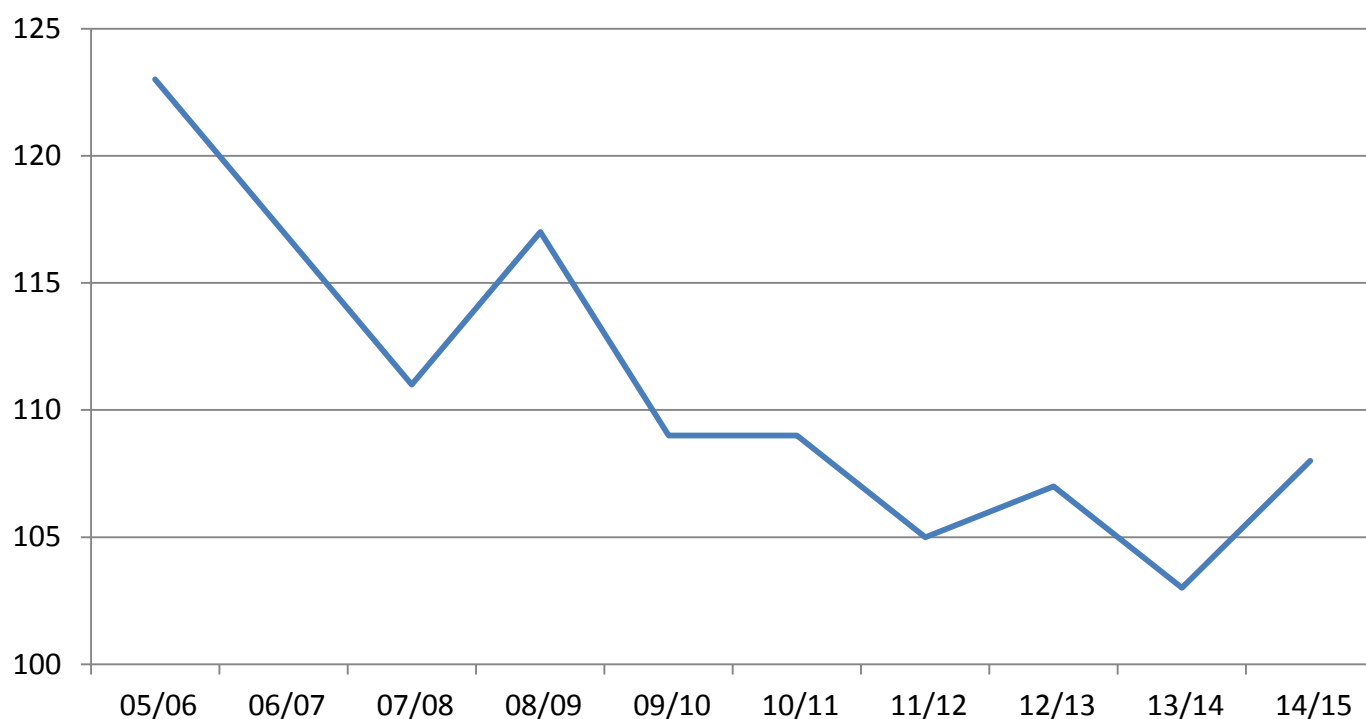
Agaricus Mushroom Number of Growers, Area in Production, Yield, and Dollar Volume per Square Foot – United States: 2005-2015

Year	Growers ¹	Area in production	Yield per square foot	Dollar volume per square foot
	(number)	(1,000 square feet)	(pounds)	(dollars)
2005-2006	123	142,550	5.85	5.95
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	108	143,050	6.51	8.06

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 2015-June 2016

State and region	Intentions July 2015 - June 2016			
	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)	17,332	100
Pennsylvania	(D)	(D)	89,593	103
Other States ¹	137,630	10,813	41,518	109
East	94,973	10,792	105,765	102
Central	(D)	(D)	19,455	121
West	(D)	(D)	23,223	100
United States	137,630	10,813	148,443	104

(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: 2013-2014 and 2014-2015

Sales categories (million pounds)	Number of growers	
	2013-2014	2014-2015
	(number)	(number)
Over 20.0	11	13
10.0 - 19.9	20	15
5.0 - 9.9	16	18
2.5 - 4.9	15	17
1.0 - 2.4	21	19
0.5 - 1.0	5	4
Less than 0.5	15	22
Total	103	108

Specialty Mushroom Number of Growers, Total Production, Volume of Sales, Price, and Value of Sales by Variety – United States: 2012-2013, 2013-2014, and 2014-2015

[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)
2012-2013					
Shiitake	179	8,875	8,277	3.32	27,468
Oyster	97	7,414	6,975	3.02	21,050
Other	28	3,659	3,375	4.99	16,827
Total	209	19,948	18,627	3.51	65,345
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	216	10,517	10,176	3.21	32,619
Oyster	122	7,960	7,688	3.17	24,368
Other	46	4,060	3,655	4.97	18,183
Total	265	22,537	21,519	3.49	75,170

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: 2012-2013, 2013-2014, and 2014-2015

[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)
2012-2013			
Shiitake ¹	137	243	1,455
Oyster	(X)	(X)	790
Other	(X)	(X)	379
Total	137	243	2,624
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	280	1,750
Oyster	(X)	(X)	802
Other	(X)	(X)	385
Total	180	280	2,937

(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 931 million pounds, up 6 percent from the 2013-2014 season. Pennsylvania accounted for 63 percent of the total volume of sales and second-ranked California contributed 11 percent. The value of the Agaricus crop was estimated at \$1.15 billion dollars, up 10 percent from a year ago. Brown mushrooms, including Portabello and Crimini varieties, accounted for 161 million pounds, up 5 percent from last season. Brown mushrooms accounted for 17 percent of the total Agaricus volume sold and 21 percent of the total Agaricus value.

The total number of Agaricus growers in the United States, at 108, was up 5 from last season. Growers with sales exceeding 10 million pounds accounted for 71 percent of United States Agaricus sales, or 658 million pounds.

United States fresh market sales of Agaricus mushrooms totaled 840 million pounds, up 10 percent from the previous season, while processed sales, at 91 million pounds, was down 20 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 2015-2016 crop are 148 million square feet, up 4 percent from the total fillings in the 2014-2015 season.

The 59 growers of Agaricus mushrooms in Chester County, Pennsylvania produced 404 million pounds, a decrease of 7 percent compared with the 2013-2014 growing season. This production was valued at 385 million dollars, down 7 percent from the previous season. The growing area in Chester County was 12.7 million square feet, up 2 percent from last season. Total fillings were 63.2 million square feet, down 1 percent from the 2013-2014 growing season.

Specialty Mushrooms - Shiitake, Oyster, and all Other Exotics

Value of sales for commercially grown specialty mushrooms in 2014-2015 totaled 75.2 million, up 14 percent from the 2013-2014 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 per pound received by growers, at \$3.49, was down 21 cents from the previous season.

Certified Organic Agaricus and Specialty Mushrooms

Growers produced 60.7 million pounds of mushrooms that were certified organic during the 2014-2015 growing season, 40 percent above 2013-2014. Sixty-eight percent of the total, or 41.4 million pounds, were sold as certified organic mushrooms. This is up 43 percentage points from the 2013-2014 crop year. Agaricus mushrooms accounted for 72 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 4 percent of the 2014-2015 total mushroom sales. The number of certified organic mushroom growers totaled 67, up 6 growers from the revised previous season. These growers represent 19 percent of the 354 total mushroom producers.

Regional Mushroom Producing States Listing

Regional Agaricus Mushroom Producing States

East: Delaware, Florida, Maryland, New York, Pennsylvania, and Tennessee.

Central: Illinois, Louisiana, 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, Kansas, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Ohio, 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

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Jorge Garcia-Pratts, Head, Fruits, Vegetables and Special Crops Section.....	(202) 720-2127
Vincent Davis – Fresh and Processing Vegetables, Onions, Strawberries, Cherries	(202) 720-2157
Fleming Gibson – Citrus, Coffee, Grapes, Sugar Crops, 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 Schaubert – Floriculture, Maple Syrup, Nursery, Tree Nuts	(202) 720-4215
Chris Singh – Apples, Apricots, Plums, Prunes, Tobacco	(202) 720-4288

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USDA NASS Data Users' Meeting
Wednesday, October 28, 2015

University of Chicago – Gleacher Center
450 North Cityfront Plaza Drive
Chicago, Illinois 60611
312-464-8787

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 Thursday, October 29, 2015. 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.