



AMERICAN MUSHROOM

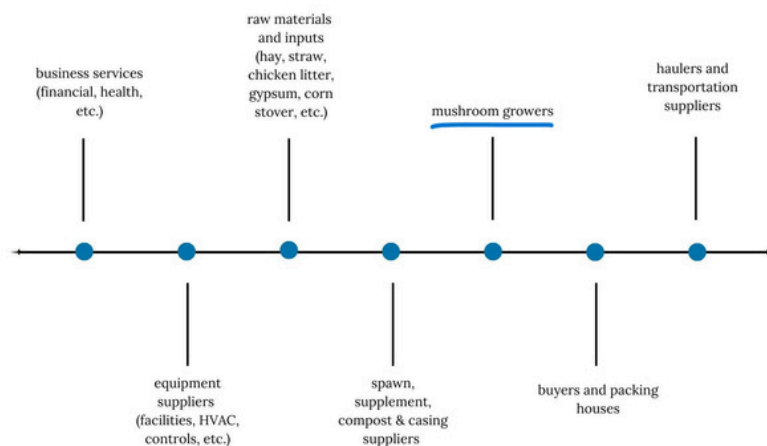
The National Trade Association for the Mushroom Industry

Protecting Production. Advancing Quality





American Mushroom's (AMI) more than 1200 members are located across the United States, and internationally, and make up every segment of the wide and varied mushroom-growing supply chain, ranging from business services and equipment suppliers to composters, spawn companies, mushroom-growing operations, packing houses, haulers, transportation suppliers, and more.



AMI's nearly 100 mushroom grower and shipper members produce 95 percent of all mushrooms in the U.S. Input and supplier members span the U.S. and globe from Australia, Canada, China, Europe, and South America.



Economic Impact

Mushrooms are grown in all 50 states, with the majority of production in Pennsylvania, California, Oklahoma, Tennessee, Washington, and Texas.

In 2023-24, the U.S. mushroom crop had a value of \$1.09 billion, representing a modest contraction from the prior year. The total volume was 659 million pounds, down 9 percent from 2022-23. The *Agaricus* crop alone contributed about \$1.00 billion of that value, while specialty mushrooms added about \$86.7 million. In Pennsylvania, growers accounted for approximately 69 percent of U.S. mushroom volume in that season, with \$534 million in *Agaricus* sales. **The direct economic impact of U.S. fresh mushroom farm production (i.e. the value of mushroom crop sales) was about \$1.09 billion.**



Source: The Economic and Fiscal Impacts of the Mushroom Industry, Econsult Solutions, Inc.

In 2024, the U.S. mushroom industry generated an estimated \$2.1 billion in total economic impact, including roughly \$1.02 billion in indirect and induced activity. The sector supports about 15,000 jobs nationwide, providing approximately \$588 million in wages and compensation across farms, suppliers, and related businesses.

Upstream mushroom sectors including spawn, casing, and compost scale broadly with overall production, contributing an additional several hundred million dollars, resulting in a total direct + upstream input impact of \$1.4–1.6 billion or higher.



\$588 million
Employee Compensation



15,000 Total
Employment Supported



FRESH PRODUCTION

Domestic *Agaricus* production has declined over the last decade due to lower area (fillings) and yields. Grow house fillings dropped from 145 million sq. ft. (2015) to 127 million sq. ft. (2025).

Yields fell from 6.5 lbs/sq. ft. (2015) to 5.15 lbs/sq. ft. (2025). Both metrics stabilized in 2025, offering a pause in the decline.

FRESH CONSUMPTION AND IMPORTS

U.S. per capita consumption of *Agaricus* declined from 3.1 lbs (2015) to 2.4 lbs (2025). Imports now account for 21 percent of total U.S. mushroom availability, up from 10 percent in 2015. Canada supplies 88.5 percent of imports at 155 million pounds, worth \$350M in 2024. Mexico provides the remaining share.

AN INDUSTRY OF INDUSTRIES

The mushroom industry is a large ecosystem of businesses that include international and national packing, shipping, and distribution businesses. These businesses show their support for the industry by being members of American Mushroom.



INDUSTRY INITIATIVES

American Mushroom (AMI) serves as the unified voice of the U.S. mushroom industry, leading advocacy efforts that protect, promote, and advance mushroom farming.

Through active engagement with federal and state policymakers, regulatory agencies, and agricultural coalitions, AMI ensures that mushroom producers are represented in the decisions that shape their businesses—from workforce policy and food safety standards to environmental sustainability and tax strategies.

Beyond policy defense, AMI drives forward-looking initiatives designed to strengthen the industry’s long-term resilience and growth. These include advancing science-based regulations, promoting sustainable production practices, securing research funding, and fostering collaboration among growers, suppliers, and researchers.

Whether navigating complex labor regulations or pioneering new sustainability benchmarks, AMI’s mission remains constant: to safeguard and grow the future of mushroom farming and elevate its role in America’s food and agricultural system.



Food Safety and Trust: Leading Through Standards

Food safety defines the integrity of the mushroom industry and remains central to AMI's mission. AMI helps ensure that every U.S. mushroom farm—large or small—remains equipped to meet the highest standards of food safety, traceability, and consumer transparency.

Key Advancements

- Research on *Clostridium botulinum* (C. Bot) in mushrooms to update FDA references from 1968 and 1974 are no longer scientifically valid
- Collaborative Regulatory Grower Education with Penn State and UC Davis to interpret FSMA's Produce Safety Rule and FDA compliance requirements
- California Prop 65 Testing and Legal Strategy, ensuring that fresh and fresh-based mushroom products can be sold into California without undue or inaccurate labeling requirements
- Partnership with USDA AMS to modernize the Mushroom Grades and Standards first written in 1966 and not since updated
- Guidance for growers under National Organic Program's Strengthening Organics Enforcement Rule, defending practices and clarifying standards
- Preparation for FSMA 204 Traceability Compliance, with an industry-specific roadmap and technical assistance network to help growers meet requirements



Excellence in Responsible Mushroom Growing and Compost Production

AMI's Best Practices Initiatives remain the cornerstone of continuous improvement and advancement for mushroom farms. From labs to spawn manufacturers to compost yards to growing rooms to soil manufacturing to row crops and pastures, AMI helps farms document and communicate methods that drive quality, yield, and environmental stewardship.

Projects

- IPM and Air Quality Compliance Education—technical assistance with odor reduction solutions, Composting Best Practices and Compliance
- Residue and Crop Protection Studies, ensuring safe and compliant compost application in collaboration with EPA, NRCS, and IR-4
- Employee Safety Training Expansion, enhancing AMI's online health and safety platform for multilingual access and verification
- Compliance Tracking, supporting members as they navigate federal and state regulations impacting production, packaging, and hauling

INNOVATIONS IN INPUTS AND PACKAGING

AMI is supporting foundational research and work on sustainable and alternative packaging, working with supplier members to expand practical pilot studies on compostable trays, films, and fiber blends. Through collaboration with growing input and packaging innovators, AMI and members continue to test growing options and oxygen exchange and moisture control parameters that maintain product quality while meeting state and retailer mandates for recyclability and compostability.

As Extended Producer Responsibility (EPR) legislation advances in states like California, AMI is developing cost models and policy advocacy to protect mushroom farms from unrealistic compliance burdens while ensuring our industry continues to lead in sustainability.

Business and Environmental Sustainability: The Root of Resilience

Sustainability is not a new concept for mushroom farms—it is who we are. Every crop cycle embodies the principles of reuse, regeneration, and resource efficiency, making the mushroom industry one of the most circular agricultural systems in the world.

Key Pillars of AMI's Sustainability Strategy

- **Compost and Carbon Stewardship:** Mushroom substrate recycles millions of tons of ag byproducts each year, diverting them from waste streams and returning nutrients to the soil.
- **Water and Energy Efficiency:** Controlled-environment production enables mushrooms to use a fraction of the water and land required by comparable protein sources.
- **Air Quality and Environmental Compliance:** Through partnerships with PDA, DEP, and EPA, AMI is advancing best management practices for odor control and stormwater management—transforming regulatory compliance into environmental innovation
- **Transparency and Metrics:** AMI's North American Mushroom Sustainability Survey provided baseline data to measure progress toward carbon reduction, energy conservation, and circular waste systems every five years.

Functional, Nutraceutical Mushrooms and Mycoprotein and Textiles

The rise of specialty, functional, and nutraceutical mushrooms represents a transformational opportunity for fresh mushroom producers. These markets, driven by consumer demand for health and wellness products, directly tie into the expertise of mushroom growers who already lead in controlled-environment agriculture, food safety, and quality control. AMI is positioning U.S. producers to expand into and grow these segments through education, research partnerships, and policy advocacy to ensure safety, transparency, and market readiness.

Biomass production of mycoprotein and flavor enhancement is another important direction for spawn producers and growers expanding their end-product portfolios. And mushroom textile and material production extends environmental benefits to match internal nutritional and elemental benefits offered through mushroom consumption championed by the Mushroom Council (www.mushroomcouncil.org).

ADVOCACY

From national labor issues to hyper-local regulations and ordinances, American Mushroom sits at the tables where decisions are made, assuring the industry has information it needs for continuous quality improvement and advocating and supporting the ever-growing mushroom industry.

The Workforce That Sustains Us

The workforce remains the heart of the mushroom industry. AMI's vision emphasizes safety, education, and stability, continuing to expand our online Employee Safety and Health Training Platform and advocate for labor policies that recognize the unique, year-round nature of mushroom cultivation.

AMI was a key partner in drafting and supporting portions of the 2016 and 2019 Farm Workforce Modernization Act which would have created Certified Agricultural Worker (CAW) status for undocumented farmworkers, and sweeping reforms to the H-2A temporary agricultural worker program including expansion to year-round visas for agricultural tasks beyond seasonal work.

AMI's Aim

- One or more viable legislative vehicles incorporating CAW and reformed H-2A provisions with applicability to mushroom operations
- A pilot or demonstration program (federal or regional) that tests aspects such as visa portability or multi-year validity within agriculture
- Clear regulatory guidance from DHS/DOL/USCIS that reflects mushroom-sector adaptations
- A cohort of member farms ready to implement the new workforce structures—housing, recruitment, and compliance systems in place.



PASSING A FARM BILL

AMI is a member of the Steering Committee for the Specialty Crop Farm Bill Alliance. This group has been tirelessly working to influence Congress for a next Bill. Farm Bill policies are reauthorized every 5 years and fund USDA programs needed for growers to take advantage of supportive programs, research and innovation. For the first time in Farm Bill history, both the Republican and democratic version of the House bill includes a provision that directs USDA to conduct research for a mushroom crop insurance program.

- Crop Insurance is a key priority for the U.S. mushroom industry and specialty crops. For the first time ever, mushrooms got their own policy initiative into the Farm Bill in 2024 when both the House and Senate supported a Farm Bill provision to direct USDA to research a mushroom crop insurance program.
- AMI has worked with NRCS since 2021 and is in the final stages of approval for a \$12.4 million composting improvements plan for Pennsylvania growers—a program that can be replicated in other states.
- As imports push further into the U.S. market, U.S. producers can work to level their playing field with programs like the Market Access Program, the Technical Assistance for Specialty Crops, and other trade facilitation programs funded through the Commodity Credit Corporation.
- Mushrooms and specialty crops benefit from Farm Bill research programs, including the Specialty Crop Research Initiative, Specialty Crop Blok Grants, IR-4, and the National Clean Plant Network.
- The Gus Schumacher Nutrition Incentive Program (GusNIP) was established to expand consumption of fruits and vegetables. Without full funding, the fruit and vegetable benefit in the Special Supplemental Nutrition Assistance Program for Women, Infants and Children could be slashed by 70 percent for moms and 56 percent for kids – bringing the allotment down to just \$13 and \$11 a month for fruits and vegetables. This translates to a more than \$1 billion cut in retail produce sales.
- AMI supports Tax Credits for Innovation and Deductions for Agricultural Practices





TAX RELIEF AND INCENTIVES

Estate Tax Relief is essential for multigenerational farms and businesses. The estate tax is overly burdensome on families trying to pass their farm, ranch, or business to the next generation.

Ensuring Permanency for 199A Qualified Business Income Deduction helps agricultural producers compete on a level playing field with larger corporations by allowing them to keep a portion of their income.

Making the Lower Individual Tax Rates and Expanded Tax Brackets Permanent will ensure that the reduced rates and broader brackets introduced by the Tax Cuts and Jobs Act, essential for farmers, will enable them to keep more of their earnings to reinvest in their businesses and manage increasing production costs.

R & D for our labs, spawn companies, composters, and farms are critical for piloting and testing new technologies and innovations.

Tax Credits for Innovation and Deductions for Agricultural Practices including organics through Farm Bill Policies can further strengthen financial positions of growers.



SUPPLY CHAIN AND INPUTS STABILITY

Continually rising input costs are holding back the mushroom industry from financial easing that should come with sales. Rising prices of fundamental compost inputs and growing supplies, including sanitation, IPM and crop protection tools, are preventing economic recovery for members.

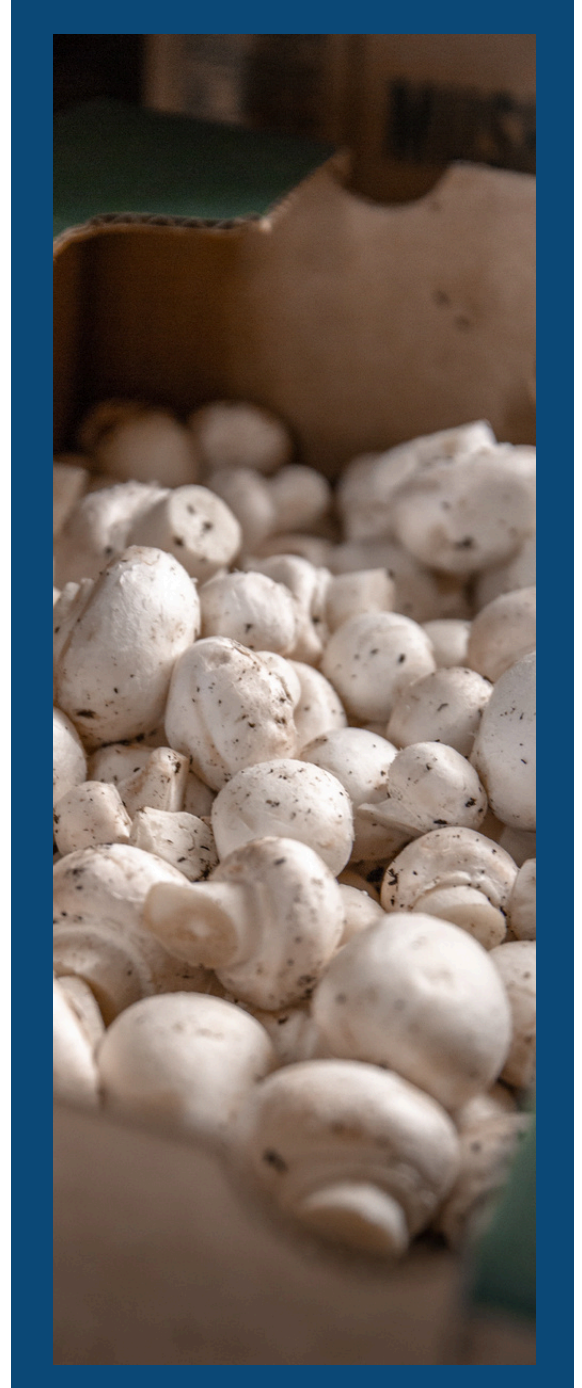
Preserving crop protection tools essential for growing and yield is a consistent part of AMI's efforts. Negotiating with EPA to prevent bans of essential supplies for fighting pathogens, pests, viruses, and diseases is ongoing. AMI is an active member of the IR-4 organization and a Board Member of Friends of IR-4—both dedicated to proving that crop protection tools are safe and needed in order to feed populations.

ORGANICS

AMI makes sure that organic mushroom production, from strain to fresh to functional, has a fair fight in protecting mushrooms when inputs are not commercially available. AMI will continue to collaborate with multiple produce partners to collaborate in providing feedback, comments and advocacy around reasonable organics standards for specialty crops run by USDA National Organic Program (NOP) and the National Organic Standards Board (NOSB).

MONITORING FOOD SAFETY REGULATIONS

With partners International Fresh Produce Association, Western Growers and others, AMI continues to respond to the many changes in food safety regulations and inspection standards. AMI has worked closely with FDA on removing language from the Produce Safety Rule that unfairly links mushrooms to C Bot. By commissioning a study with University of Wisconsin to prove that the language is outdated and unscientific, AMI hopes to save millions of dollars for growers through Produce Safety Rule language that doesn't create unnecessary time and attention on mushrooms. With a new Deputy Commissioner for Human Foods in place, the Agency has stated that 2025 will see implementation of its plans for structural, cultural, and leadership changes within the Human Foods Program--which may require Congressional oversight or action.





LEVERAGING SUSTAINABILITY, CLIMATE, AND ECOSYSTEM SERVICES

AMI joins with the Alliance for Sustainable Packaging for Foods to prevent unfair impact on mushrooms of the European Union and Canada's efforts to radically eliminate foods plastics and/or packaging in produce and other perishable foods. AMI continues to work closely with its lobbying and advocacy partners to secure dollars in USDA Climate-related grants and funding to be made available to farmers facing climate-related challenges. 2024 will see us continuing to fight to get access to those dollars for mushroom farms and mushroom composters to receive and implement them.

Both drought in many states and excess rainfall in others—or both across all states—challenge consistent compost and production, operationally and financially. Energy costs need to be lowered, and solar alternatives need feasibility and ROI studies for many to consider the investment. AMI continues to work with the Food and Ag Climate Alliance, whose broad focus on carbon tax credits and other initiatives are driving policy. AMI has been working on a project with the USDA Natural Resources Conservation Service on securing new funding in support of compost wharves' best management practices and watershed protection.

By virtue of mushroom composting and subsequent spent mushroom compost (SMC) uses, the mushroom industry stewards and protects agricultural environmental impacts. AMI continues to educate on and advocate for policies and programs whose current or desired regulations on water and air quality impact mushroom businesses, and for continued access to water quantity availability.



AMI is the voluntary trade association for mushroom producers, funded by members and grants, including from Mushroom Council.



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