

MUSHROOM NEWS



FEBRUARY
2022

GOVERNMENT,
REGULATORY, &
COMPLIANCE

FEATURE ARTICLES

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MIDTERMS WHO'S WHO

OUT WEST: 2021 IN
REVIEW AND 2022
IN PREVIEW

ON THE FARM: WORK
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A View to a Hill: Opportunities & Roadblocks

LORI HARRISON | Mushroom News, Editor | American Mushroom Institute | lharrison@americanmushroom.org

Recently my son stumbled on some Schoolhouse Rock videos on YouTube. As my husband and I tried to explain that the cartoons taught a generation of kids grammar, history, and even some math, my son was less than impressed.

If you land anywhere in the GenX generation, there's a better than good chance you've seen a Schoolhouse Rock cartoon, and maybe even the classic, "I'm Just a Bill." Times seemed so much simpler then.

Editorial thoughts aside, the journey from an idea to a law—the lesson of the above-mentioned video—is complex. What happens on Capitol Hill and in state legislatures does impact mushroom farms. In fact, it's a big reason that American Mushroom Institute even exists. So, in our Government, Regulatory, & Compliance issue, we take a look at what is happening—or not happening—in government, how it impacts the mushroom industry, and how AMI is guiding policy.

This year hosts the midterm elections and in *Office Politics*, we take a look at some of the key races for Senate and Governor offices around the country. Pennsylvania in particular will be in the spotlight with a key Senate race and Governor seat up for grabs.

We then turn our focus on the West where issues like water conservation and more dominate politics. Dennis Nuxoll, Vice President, Federal Government Affairs, Western Growers offers an overview of some accomplishments from last year and what's on the horizon for the region for 2022.

In addition to the midterms, work begins this year on the 2023 Farm Bill reauthorization. AMI is part of the Specialty Crop Farm Bill Alliance (SCFBA), established in 2006, and comprised of more than 120 specialty crop organizations. The group advocates on behalf of specialty crops in developing policy. Mollie Van Lieu, Vice President, Nutrition and Health of International Fresh Produce Association provides an overview on how the group is gearing up for the reauthorization.

In this issue we talk a lot about advocacy and lobbying, so in our *Back to Basics* piece, we provide an overview with AMI President Rachel Roberts on the what, when, and most importantly, why AMI lobbies on behalf of the mushroom industry.

Speaking of AMI and lobbying, in her *Food for Thought*, Roberts provides an overview on key legislative priorities for AMI in 2022.

Also in this issue, we go around the horn, as it were, and provide an update on a few key pieces of regulatory and legislative policies that directly impact mushroom farms including minimum wage raises beginning in 2022 in more than 20 states, increased funding by U.S. Department of Agriculture for school meal reimbursements, and resolution on some recent confusion about truck drivers crossing the U.S. Canadian border and COVID vaccine status.

Finally, Mushroom Council renews their 'Feed Your Immune System' campaign and provides an overview on page 26. Enjoy! 🍄

Lori

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FEATURE ARTICLES



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OFFICE POLITICS: 2022 MIDTERMS WHO'S WHO

Midterms are dominating discussions on Capitol Hill and in state legislatures. See who is running (so far) for which offices in key states around the country.



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OUT WEST: 2021 IN REVIEW AND 2022 IN PREVIEW

Water issues led legislative issues in the West in 2021. This year, water, along with a host of other issues, will again fill the docket in the region.



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WORK BEGINS ON 2023 FARM BILL REAUTHORIZATION

The Specialty Crop Farm Bill Alliance is beginning to develop policy recommendations to present to lawmakers ahead of the 2023 Farm Bill Reauthorization.

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Eye on AMI

AMI INITIATIVES, PROJECTS, AND CAMPAIGNS

▶ Reframing *C Bot* for FDA...

AMI has worked with leading produce food safety experts to develop an updated "Risk Assessment: Botulism Toxin Development in Fresh Mushrooms with Film Overwrap" to educate FDA and inspectors about the truly low risk of *C Bot* with mushrooms. Look for the report in an upcoming issue of *Mushroom News*.

▶ Working with advocacy partner groups in reviving labor shortage legislation...

AMI is working with its members states' Senators to encourage Senator Crapo (R-ID), to persuade Republican peers that a vote for agriculture labor immigration reform is a vote for farmers.

▶ Leading nationwide produce groups for good, better and best inclusion in the Farm Bill...

As part of the Specialty Crop Farm Bill Alliance Steering Committee, AMI is working with other commodity groups to get out ahead of the 2023 Farm Bill and get more out of the balance of funds for produce. See page 10 for more information.

▶ Making an Impact...

President Rachel Roberts was elected to two national boards, giving mushrooms a higher profile when it comes to ag labor and to crop protection. She now sits on the board of the National Council of Agriculture Employers and is a founding board member of the Friends of IR-4.

Office Politics: 2022 Midterms Who's Who

LORI HARRISON | American Mushroom Institute | lharrison@americanmushroom.org

In the political arena, with 2022 comes the midterms, where one third of the U.S. Senate and all of the House of Representatives, along with a host of gubernatorial seats and state offices are up for grabs. There's a lot on the line—majority stakes in both the House and Senate, and control in state governments. Pennsylvania in particular is in the spotlight with a Senate and Governor seat up for grabs. Current Republican Senator Pat Toomey will not be seeking reelection, setting up a key battle for the seat and perhaps the deciding vote for the majority of the body. And over in the Governor's mansion, after nearly eight years of Governor Tom Wolf, many filled with controversial pandemic policies, there are many in the state vying to move in.

PA Senate

As the political hopefuls announce their candidacies, many are recognizing one important point: the road to a Pennsylvania House, Senate, or Governor seat runs right through mushroom country.

There is a crowded Democratic field for PA Senate. PA Lt. Gov. John Fetterman and U.S. Rep. Conor Lamb are the biggest names to enter the race and have the most money. To date, Fetterman has raised more than \$9 million, mostly from

small donors—he reported more than 98,000 donations in the last three months of 2021—and has established himself as an ardent supporter of raising the minimum wage, legalizing cannabis, and reforming criminal justice laws.

Lamb, a U.S. congressman who hails from the Pittsburgh suburbs, entered the race in August, and within days made a visit to AMI to meet with members and tour a mushroom farm. He's building his platform on increasing wages, access to health care, and retirement benefits. While he has raised less on than Fetterman—about \$3 million—he was recently unanimously endorsed by the Philadelphia Building & Construction Trades Council, 30 labor unions in Philadelphia and surrounding suburbs, with the political heft to help his campaign with manpower and money.

There are others on the left vying for the nomination—most of which have far less name recognition and cash than the leading candidates noted above. The two exceptions to this include Dr. Valerie Arkoosh who has raised more than \$2 million and is touting her experience as a physician, as well as her background in public health, and State Rep. Malcom Kenyatta who has raised about \$1.2 million and has made a name for himself in Philly political circles as an outspoken proponent of government reforms, climate



From labor to taxes to climate change to regulatory requirements, decisions by elected officials in these offices—and others—can impact mushroom farms around the country. Knowing who the candidates are and where they stand on issues, establishing relationships with them, and educating on mushrooms farms and their issues will help drive mushroom industry-related policies when these hopefuls are elected.

change, and LGBTQ issues.

On the other side of the aisle, the GOP Senate primary is considered wide open, with several candidates entering the field. Like the Democratic field, there are a host of people running, but only a few rising to the top. Trump-backed candidate and early front-runner Sean Parnell dropped out the race in November 2021 for personal reasons; days later Dr. Mehmet Oz, celebrity physician best known as the host of “The Dr. Oz Show”, announced his candidacy. Oz recently received the endorsement from Congressman Guy Reschenthaler (R-PA), a member of House GOP leadership.

Leading in money raised is former President Trump Economic Advisory Council Member and Ambassador to Denmark Cathy Sands with more than \$3.5 million. She has experience both as a chiropractor and businesswoman, and lists energy security, election integrity, and border security as her biggest priorities as a senator.

Former GOP nominee for Lt. Gov. Jeff Bartos has raised nearly \$3 million. He founded a nonprofit during the pandemic—Pennsylvania 30 Day Fund—that provided forgivable loans to businesses hit hard by COVID-19. He’s vowed to fight for lower taxes, regulatory cuts, and strong foreign policy that holds China and Iran accountable.

Kathy Barnette has raised about \$1 million. She is a vet-

eran, former professor, and conservative political commentator. In her bid for Congress last year, she campaigned on her support for the Second Amendment, school choice policies, and her pro-life beliefs. Barnette has also stressed the importance of border security and supports banning the teaching of critical race theory. In December, she visited AMI to learn more about the mushroom industry.

Finally, David McCormick of Bridgewater Associates has yet to announce whether he will run for Senate later this year, although his decision to leave Bridgewater makes it almost certain he will. He’s amassing some key support from GOP party leaders and will no doubt shake up the race.

PA Governor

For nearly eight years, the balance of power in Harrisburg has been divided between a Republican-controlled legislature and a Democratic governor. If Republicans win back the Governor’s mansion and retain the legislature, they’ll have a better shot at enacting conservative policies such as reducing regulations on energy production and promoting alternatives to traditional public schools. Democrats see the race as their best chance to maintain a check on possible GOP attempts to restrict abortion access and tighten voting laws.

Currently, PA Attorney General Josh Shapiro is running

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unopposed for the Democratic nominee, banking that his experience in the District Attorney’s office, and state politics will propel him to the mansion.

The Republican field, on the other hand, is ever evolving. State Senator Doug Mastriano—known for dismissing establishment Republicans—is the most recent entrant to the field (as of this writing). Guy Ciarrocchi—no relation to the mushroom Ciarrocchis—met with AMI members in November 2021, and is also vying for the seat. He’s worked in Republican politics for decades, leading President George W. Bush’s 2004 reelection campaign in Pennsylvania and served as chief of staff to Lt. Gov. Jim Cawley during Governor Tom Corbett’s administration. Most recently, he’s been CEO of the Chester County Chamber of Business and Industry. He’s aiming for the center-right lane. Other interested parties include Lou Barletta, a former U.S. congressman who made his name in politics as an outspoken opponent of illegal immigration while serving as mayor of Hazleton, in Northeastern Pennsylvania; Jake Corman, the state Senate president pro tempore and typically regarded as the most powerful Republican in Harrisburg; Charlie Gerow, a longtime Republican strategist and CEO of a Harrisburg public relations firm; Melissa Hart, a former U.S. House member; Scott Martin, a state senator from Lancaster County; and others.

There are a few key races in states with mushroom farms to note:

California

Under the new congressional map produced by California’s independent redistricting commission, nine of the state’s 52 House districts are expected to host competitive races this year. And six of those nine are likely to feature a Republican incumbent, compared to just three vulnerable districts held by Democrats. While Democrats are going to lose one seat in the Los Angeles area due to reapportionment, Republicans could lose a few seats in other parts of the state this November, which means they’ll need to make up for those losses elsewhere around the country.

Congressman Jimmy Panetta (D), who represents Monterey and San Benito Counties, and parts of Santa Clara and Santa Cruz Counties, is up for re-election, and seems a safe bet to return to Congress. Panetta has been helpful in keeping ag labor at the top of the list despite the pandemic: “Since the beginning of this bruising pandemic, I’ve continued to push my colleagues in Congress to play our part to help reduce the impact of COVID-19 in farmworker communities,” said Congressman Panetta in 2020. “My California colleagues and I know that more needs be done to keep



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farmworkers safe, especially as these essential frontline workers continue to suffer from this virus at a disproportionate rate. As we work to get through this pandemic and get on to the road to recovery, we're trying to ensure that our congressional leadership continues to consider the urgent needs of our agricultural workers."

Florida

There are two big races in the Sunshine State that will be sure to attract national attention. Senator Marco Rubio (R) is up for re-election, and while he is favored to retain his seat, and has raised nearly \$20 million, U.S. Congresswoman Val Demings (D) threw her hat into the ring last year to unseat Rubio and has raised nearly \$14 million.

Current Republican Governor Ron DeSantis is up for re-election and Democrats are hoping to give him a run for his money. Former Governor and current U.S. Congressman Charlie Crist—who was a Republican when he held the governor's job in the mid-2000s but switched to the Democratic party 2012—is hoping to unseat DeSantis but will first have to get past Agriculture Commissioner Nikki Fried, an outspoken opponent of DeSantis' pandemic management.

Texas

Governor Greg Abbott is favored to retain his seat, however, Beto O'Rourke has announced a challenge. O'Rourke came close to unseating Sen. Ted Cruz (R) in his re-election campaign in 2018, and during that time, O'Rourke amassed a loyal following, although not enough to propel him to a Democratic presidential nomination in 2020. Expect the race to be costly.

Wisconsin

Republican Senator Ron Johnson is up for re-election this year, and despite his 2016 announcement that he would not seek a third term in the senate, he recently announced that he is seeking a third term. Some believe the Senator has some vulnerabilities, with on-the-record statements about the COVID vaccine, January 6, and climate change. Despite this, Republicans in the state believe Johnson has the best chance of keeping the seat, key to determining who holds the Senate majority. There are a host of Democratic challengers eager to unseat Johnson, including Lt. Gov. Mandela Barnes; Wisconsin Treasurer Sarah Godlewski, Alex Lasry, an executive with the Milwaukee Bucks and son of the franchise's billionaire co-owner; local county executive Tom Nelson; and radiologist Gillian Battino, among others.

Primaries will take place this spring leading up to the midterms this fall. 🗳️



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Out West: 2021 in Review and 2022 in Preview

DENNIS NUXOLL | Vice President, Federal Government Affairs | Western Growers Association

Well, here we are at the beginning of a new year so it's a great time to take stock of what we accomplished in the prior year and what lays ahead in the new year. Most notably, Western Growers (WG), working with hundreds of other agriculture associations, rural water districts, and urban water users was able to secure \$8 billion in funding for Western water priorities as part of the bipartisan reconciliation package. That package passed the Senate in early August and the President signed it into law in mid-November. The \$8 billion in Western water funds is the culmination of months of work that WG and other associations undertook to first frame this as a critical priority, identify programs and projects in need of funding, and then steadily work to push members of Congress to including then passing these provisions. Growers throughout the West, including mushroom farms, have struggled for years with water issues. These concerns about available water are not temporary concerns—we all know that every good 'wet' year can quickly be followed by two-three-four years of drought. As such, it is critical we invest in modernizing our water infrastructure system in the West.

After a successful 2021 what does 2022 hold in store? Several major issues are on the horizon. First, we will need to work to make sure that the Western water funds are being

allocated in a timely manner. While infrastructure projects do not provide short term relief during droughts, we need to get as much money on the ground as possible to make sure these projects start to get under way.

Second, President Biden has made climate change a major focus for his Administration with special focus on how farmers might help mitigate the harm being caused and help reverse climate change. During 2022 we will see the Administration start to push forward on a wide variety of climate change related initiatives at U.S. Department of Agriculture and we will collectively need to be prepared to seize opportunities where they might avail themselves. For example, there is talk about providing funding for digesters. While the focus is almost always on digesters for dairies, digesters are in place in the U.S. and around the world using onion waste from an onion processing plant in California, citrus peel from an orange canning plant, and there have been discussions in Pennsylvania about digesters for mushroom compost. The most basic issue for us as this example notes is as USDA tackles climate change can we in the produce world also access climate change funding as well or will we be left behind?

Next, food safety issues will continue to challenge our industry with the latest example being the FDA publishing

Dennis Nuxoll is with Western Growers Association (WG), which represents local and regional family farmers growing fresh produce in Arizona, California, Colorado and New Mexico. AMI is a member of and works with WG on issues impacting the mushroom industry in that part of the country.

the water rule under FSMA. Now that the rule is out, we will need to make sure there are technical resources available—either through state governments or extensions—to help farmers come up with viable plans. Beyond that we will need to push to secure research funding to explore new technologies and techniques to ensure food safety evolves to meet new threats.

Another challenge: conventional pesticides are under pressure both by federal and state regulators, but also internationally as governments and consumers are turning away from conventional pesticide products. This presents a problem: as compared to say, corn or soy, produce has a relatively small number of acres under cultivation and are not first in line for new pesticide product research. We'll look to see how we can aggressively push to secure focused research dollars for our industry to explore alternative chemicals as well as alternatives to chemical pesticides.

Finally, labor will top to-do lists this year. During last year, WG working with other agricultural associations and the farmworker unions were able to pass legislation that would legalize existing workers who may be in the U.S. with questionable documents. The bill that we passed in the House also would reform the guestworker program so it could be more usable and could be help expand it. Un-

fortunately, the bill stalled in the Senate amid partisan divisions. Our task this year will be to push Democrats and Republicans back together in an effort to move forward on legislation. Beyond that, WG will be exploring ways to make the existing agricultural labor tools work better, in particular, how can we work with the Administration to make the H2A program—broken as it is—work a little better while we try to reform labor more broadly.

In addition to those issues, WG will be engaging with USDA about how to jumpstart research efforts into automation. The produce industry is lacking thousands of workers and even *with* labor reform—either through legislative or executive branch action—we will still need to move toward automation. Demographics in Mexico and Central American countries tell us that the areas that we have traditionally relied upon for labor are changing with fewer children being born per family and especially in Mexico citizens being able to find well-paying jobs in things like auto manufacturing. In those circumstances, agricultural labor is not nearly as attractive as it once was. Over the long term we thus will need to automate and USDA research funding can help with that long-term need.

Those are some of the issues that we grappled with last year and we can look forward to tackling this year in 2022. 🍄



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On the Farm: Work Begins on 2023 Farm Bill Reauthorization

MOLLIE VAN LIEU | Vice President, Nutrition and Health | International Fresh Produce Association

Every five years Congress reauthorizes the Farm Bill—the signature federal legislation with jurisdiction over the nation’s farm and feeding programs. Although not slated to be voted on until 2023, work on the next Farm Bill is beginning now. And with that, the Specialty Crop Farm Bill Alliance (SCFBA) will reconvene its work. The Alliance, formally established in 2006, is comprised of more than 120 specialty crop organizations with a shared goal of enhancing the competitiveness of specialty crops and improving the health of Americans by broadening the scope of U.S. agricultural public policy. The newly-formed International Fresh Produce Association (comprised of the former United Fresh Produce Association and the Produce Marketing Association) serves as the Secretariat, with the American Mushroom Institute serving as an executive steering committee member.

Believe it or not, it was not until 2008 that specialty crops had their own title in the Farm Bill. Prior to the SCFBA’s formation, the vast number of specialty crop organizations went to Congress with each of their own policy priorities. While similar, the disparate approach was a disservice to an industry that is intertwined in so many ways. Since its formation, a robust and clear set of priorities has been presented during each Farm Bill—showing lawmakers that there is broad support within the industry on issues specif-

ic to specialty crops that ultimately impact the life of every American. The Alliance has experienced considerable success in getting policy priorities adopted.

The SCFBA breaks up its work in core policy areas that align mostly with titles within the bill, covering issues including state Specialty Crop Block Grants, the Market Assistance Program, Specialty Crop Research Initiative, Technical Assistance for Specialty Crop Program, and nutrition programs like SNAP (food stamp) incentives and the Fresh Fruit and Vegetable Program in schools. Undoubtedly, additional priorities will emerge in the next Farm Bill as a result of the on-going challenges around COVID. Important to note is the committees with jurisdiction over the Farm Bill—the Senate and House Agriculture Committees, respectively—do not hold jurisdiction over agriculture workforce issues. That work will continue outside of the Farm Bill process.

Over the next several months, the SCFBA will take a deep dive into these issues and more to develop policy recommendations to present to lawmakers on Capitol Hill. Over the next two years, hundreds of meetings with Members of Congress, briefings for Hill staff, and media pieces will be deployed to convey the Alliance’s priorities under a united specialty crops voice. For more information on this work, please visit farmbillalliance.com. 🗣️



Without the work of the SCFBA, specialty crops and their supporting organizations wouldn’t receive dollars in the way that traditional livestock and other exportable commodities do.

MUSHROOM COUNCIL NOMINATIONS 2023-2025 Term

A call for nominations will be sent on or about February 1, 2022, for three open positions on the Council for the 2022-2024 term.

Region 1 (All states except CA & PA)

(two open positions)

Region 2 (PA)

(one open position)

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Advocacy & Lobbying: What's it All About?

RACHEL ROBERTS | President | American Mushroom Institute

There's a lot of talk about advocacy and lobbying—whether on a federal issue, a state regulation, or local ordinance. And since its inception in 1955, AMI has been on the forefront of advocating for policies that support the commercial mushroom industry. Here, in our *Back to Basics* series, we offer a refresher in a Q&A with AMI President Rachel Roberts on advocacy and lobbying, why it's such an important endeavor for AMI, and how it benefits the industry.

Mushroom News (MN): AMI talks a lot about advocating for the industry. What exactly does that mean?

Rachel Roberts (RR): By definition, advocacy is public support for or recommendation of a particular cause or policy. Lobbying is the act of seeking influence on an issue. Put another way, advocacy involves establishing a position on an issue and stating that for the record. That could be with legislators, regulators, industry partners, or the media.

MN: So does AMI lobby?

RR: AMI does lobby. In fact, when AMI was established in 1955, the number one purpose identified in the bylaws was *"To monitor and influence government legislation and regulation*

affecting the domestic cultivated mushroom industry."

One of the biggest issues that AMI lobbies on is access to a reliable workforce. In the past few years, AMI has established relationships with key federal legislators and regulators in various offices and departments of government, and is a member of key agriculture coalitions in Washington, D.C., and around the country. Through these relationships, AMI has been able to educate legislators on the significance of the mushroom industry in Pennsylvania and around the country and the urgent need for workers. As a result of lobbying, the Farmworker Modernization Act—which is a first step to helping ease the labor shortage issue for mushroom farms—has bipartisan support and was passed in the House of Representatives in both the Trump and Biden administrations. The bill currently awaits a vote in the Senate.

MN: Why is advocacy and lobbying so important?

RR: The reason is simple. Regulations and laws are constantly being created in everything from truck driving to pesticide application, worker and food safety standards, and other issues impacting mushroom businesses. If the mushroom industry is not in the conversation to shape those policies


WHY IT MATTERS!

Current and new AMI members may have very different regulatory challenges in their local and state policy environments. But when AMI weighs in as a nationwide lobbying and research authority, it highlights members' credibility and experience to help ascertain understanding or accommodations from inspectors, lawmakers, municipalities, and state and federal agencies.

favorable to the industry, there is no guarantee they will be. Advocating and lobbying on issues ensures that the industry's needs are being considered when crafting policy.

In addition, lobbying for research dollars enables universities and AMI to conduct projects and research that can only be done with the input of mushroom growers in applied settings.

MN: What issues does AMI lobby for?

RR: AMI lobbies on issues ranging from labor workforce issues to food safety, crop protection tools, trade, hauling and infrastructure investment, organic issues, innovation and much more.

For example, AMI and its partners across the produce industry played a key role in assuring that all specialty crops could be eligible for various COVID relief programs from 2020 through 2021 by spending hours of calls, Zooms and report-writing to explain all of the inputs and growing differences of mushrooms compared with acre-based crops.

In 2021, AMI and other members of the hauling industry lobbied in support of the infrastructure bill which included much-needed improved, enhanced, and more efficient transportation infrastructure projects and policies.

With its partners, AMI fought for the expansion of nutrition bills under USDA—a win that allows Americans who normally can't afford produce consistency to use Supplemental Nutrition Assistance Funds to keep buying produce such as mushrooms. This leverages the work of Mushroom Council, too.

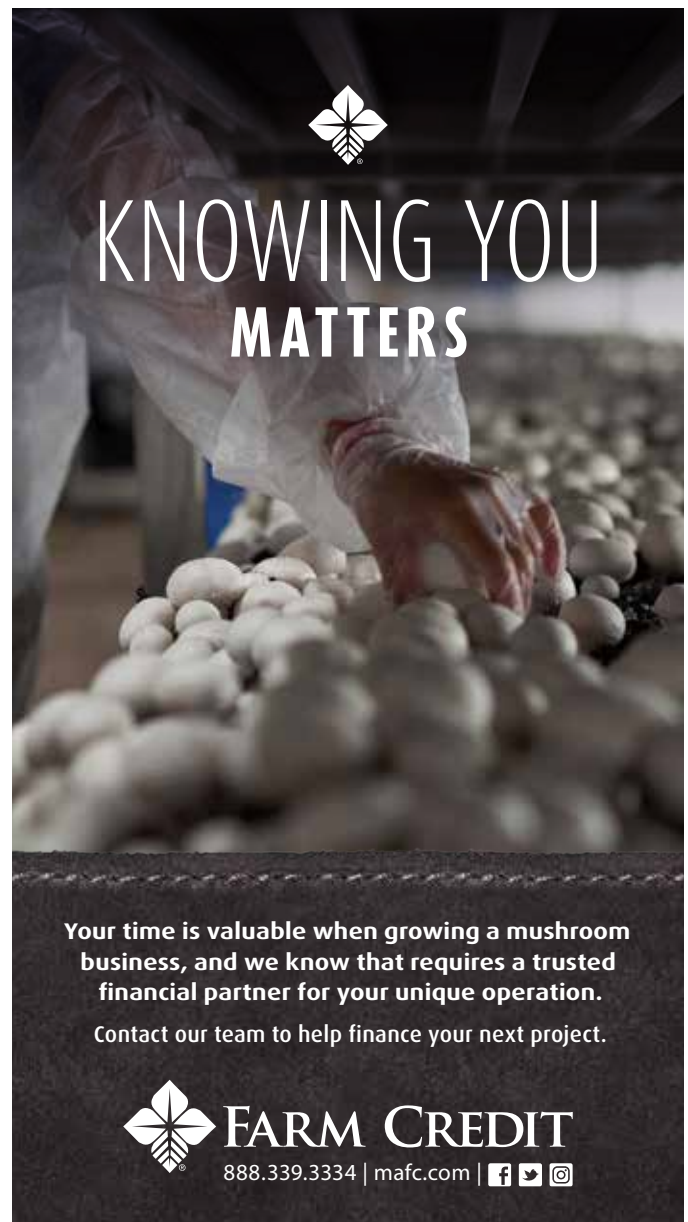
Also in 2021 at the state level, AMI lobbied with the U.S. Composting Council to propose mushroom compost be included in various state departments of transportation spec lists for new transportation infrastructure. This type of state legislation can be truly transformative for growers and suppliers in a state. In PA, for example, AMI worked with a local state representative to exclude spent mushroom compost from being classified as a fertilizer in a sweeping new fertilizer bill. While the bill didn't target mushroom compost, the fact that its provision didn't exempt it would have spelled trouble.

MN: Can I lobby?

RR: Lobbying is subject to extensive and often complex rules which, if not followed, can lead to penalties including jail. With that said, the activity of lobbying has been

interpreted by court rulings as constitutionally protected free speech and a way to petition the government for the redress of grievances. In other words, there are rules to follow if you're registered as a lobbyist, but as a citizen, you can contact your elected representatives at any time (COVID impacts notwithstanding).

If interested, AMI committees are a good place to learn more about industry issues and priorities. They are often where policy ideas are formed and many committee members have participated in legislator meetings, events, conferences, and more. Contact AMI for more information. 🍄



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FOOD FOR THOUGHT

Legislation Stalls as Midterms Heat Up

RACHEL ROBERTS | *President* | American Mushroom Institute

With a new year comes new opportunity for legislation—kinda. In an election year, in this case the midterms, Democrats and Republicans shy away from having to take controversial votes, and let’s be honest, in this day and age, just about every vote in Washington, D.C., is a controversial vote. So, the normally slow pace of lawmaking is expected to be even slower this year.

With that said, we are seeing some areas of progress in some pieces of legislation that impact the mushroom industry. As the year moves on, AMI will continue to press in these areas referenced below, helping to move these issues forward.

Labor Immigration Reform

With 2022 being a midterm election year, things will be very interesting in DC, with our members’—and those of most produce associations—main questions being, what’s

going on with ag labor and immigration reform, food safety, supply chain, and compliance of all sorts?

As 2021 came to a close, the Senate couldn’t find enough support to bring the Farm Workforce Modernization Act that had passed the House under Trump and then under Biden—or any version of it—to the floor. As the year moved on, the Senate parliamentarian—who can approve provisions in reconciliation bills—a trick used by both parties over the decades to push through policies—had disallowed three distinct approaches to “immigration via reconciliation.” When the Build Back Better (BBB) social spending package didn’t get support from Sen. Joe Manchin (D-WV), any hope of ag labor reform through reconciliation was gone. Senators Mike Crapo (R-ID) and Michael Bennett (D-CO) had attempted to start immigration and ag labor reform discussions over the Summer, but by August that fizzled out because of the inflation prices. The fight to keep the conversation going despite challenges continues.

While agriculture immigration reforms remain a fairly popular component of a potential social spending package, hopes that agriculture labor reform can pass under standalone new bills is, according to K Street lobbyists and policy analysts, highly unlikely, but possible. The standoff is the same: for many Democrats, taking care of Dreamers is essential, while for many Republicans, border security is the top priority. A small ag package would depend on ag's ability to recruit Republican votes. Republicans have no incentive to change their position politically on border and immigration issues, including its impact on ag; Democrats would have to introduce new policy.

The fact of the matter is that while executive orders can help nibble around the edges of the ag labor issue, Congress is really the only entity that can effectively address the issue. A recent article in *The Packer*, citing Dave Puglia, of Western Growers, and Kam Quarles, of the National Potato Council summed up the ag labor legislative issue like this:

Quarles said the challenge now is getting to the proper number of votes in both the House and the Senate to deliver a solution that does not represent one extreme or the other. Most Americans are not raising their kids to work on farms as a career, so that means growers must

have access to guest workers that can harvest labor-dependent fruits and vegetables in the U.S. or face a rising dependence on imported produce, he said.

Still, Puglia said the polarization of politics has made the middle ground of common-sense solutions such as the Farm Workforce Modernization Act dangerous places for politicians to go. The Act provides a pathway for immigrant farmworkers who have worked in the U.S. for years to obtain legal status and an opportunity to earn U.S. citizenship.

While Republicans have an aversion to passing something that would be characterized by some as amnesty, Puglia said, elected official also must consider changing demographics and the rising influence of Latin voters.

"(Politicians) know that demographics is destiny, and they may start rethinking their pain tolerance for passing (immigration reform)," he said. "I'm always an optimist, always trying to find the path forward, and I do think there is a path forward even in an election year."

Most of agriculture supports the Farm Workforce Modernization Act.

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Infrastructure Bill

With the infrastructure bill, we did see a bipartisan glimmer of hope in the Senate, but, mid-term elections will likely lead to a Republican House, and possibly Senate, which will mean immigration reform is unlikely to be addressed.

Growers able to use H-2A—mushrooms are still not an eligible crop—will see a cost-increasing H-2A wage rule change due to the labor market and supply chain challenges that will impact the Average Employee Wage Rate (AEWR) numbers.

Food Safety

The produce industry will continue pushes to resolve Food Safety Modernization Act (FSMA) issues such as the definition of “farm” under FSMA as well as FDA’s proposed ag water rule and support of Specialty Crop Research Initiative dollars and for the Center for Produce Safety research.

Supply Chain

A twist on ag labor efforts, AMI and International Fresh Produce Association and other partners such as the National Council of Agricultural Employers, will push for

labor to be treated and addressed as a critical part of the supply chain. Work on supply chain issues will also include regulatory relief for the transportation sector to assure timely delivered perishable produce; support of increased truck weight limits through Department of Transportation and Congress, as applicable and possible; and support for flexibility around hours-of-service requirements that haulers have relied on over the last 18 months.

Farm Bill

As part of the Specialty Crop Farm Bill Alliance Steering Committee, AMI has already been working with partners to get ahead of the 2023 Farm Bill. Mushrooms benefit from research, relief, and flexible regulations through programs authorized under the Farm Bill.

Nutrition

The dietary quality of many Americans continues to be lower than it should, and AMI and produce partners will work to create permanent programs out of some of the nutrition programs introduced during the pandemic—these programs are good for produce farms and good for people. Specifically, the Supplemental Nutrition Assistance program should get more funding to continue to give Americans the opportunity

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to buy fresh produce in meaningful quantities, regularly. Nutrition groups are working together to develop a "Produce Prescriptions" program with the Department of Health and Human Services' Medicaid and Medicare Programs.

Climate Change, Organics, Crop Protection

The 2021 buzzword and labeling candidate "sustainable" may quickly evolve to "climate-friendly" as the question of not just practices but carbon impact is being looked at by consumers and their retailers.

AMI supported the Growing Climate Solutions Act which passed the Senate and is expected to be introduced in the House. Production practices are front and center in strategizing how to leverage support and resources from as many of the federal policies that will focus on climate change and that are related to ag, as possible. Part and parcel of climate-friendly growing, the USDA National Organic Panel (NOP), National Organic Standards Board (NOSB) and Congress will likely propose new regulatory requirements and policies for AMI members to weigh in on. AMI will continue to work with members, manufacturers, and the IR-4 Project to ensure that regulation of crop protection tools is based on sound science and to make sure that specialty crop protection research and development are a priority. 🍄

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Minimum Wage Rises in 21 States

With the start of 2022, more than half the states enacted pay increases ranging from cents to dollars per hour.

Twenty-nine states and the District of Columbia now have minimum wages higher than the \$7.25 per hour required by federal law for non-tipped workers. Virginia will see the largest increase in 2022, boosting its minimum wage by \$1.50 per hour after previously scheduled increases were delayed due to revenue losses experienced by businesses and the state during the pandemic. Delaware is raising its rate by \$1.25 per hour. And six states—California, Connecticut, Florida, Illinois, New Jersey and New Mexico—are raising their minimum wage by \$1 per hour.

In New York and seven other states, the increases are part of scheduled raises in efforts to reach \$15 minimum wages in the years to come. The additional states are California, Delaware, Illinois, Maryland, Massachusetts, New Jersey, and Rhode Island, according to a report from payroll experts at Wolters Kluwer Legal & Regulatory US, a company that provides finance, compliance and regulatory

information. California now has the highest minimum wage rate at \$15.00 per hour.

States also increased rates because of previously approved legislation or ballot initiatives, and other state-mandated wage increases—in places like Arizona, Colorado, Maine, Minnesota, Montana, Ohio, South Dakota, Vermont, and Washington—are due to automatic cost-of-living adjustments that are based on inflation.

Missouri voters passed a proposition in 2018 that gradually increases the statewide minimum wage to \$12 over five years. Michigan, New Mexico, and Virginia adopted similar legislation with \$12 goals.

Connecticut, Oregon, Florida, and Nevada will also see minimum wage increases, which go into effect later in the new year.

Business groups stress that the increase in minimum wage will make it tougher for businesses—particularly agriculture—to compete on wages and will require companies to offer additional benefits to keep and attract employees—already a significant issue in the mushroom industry. 🍄

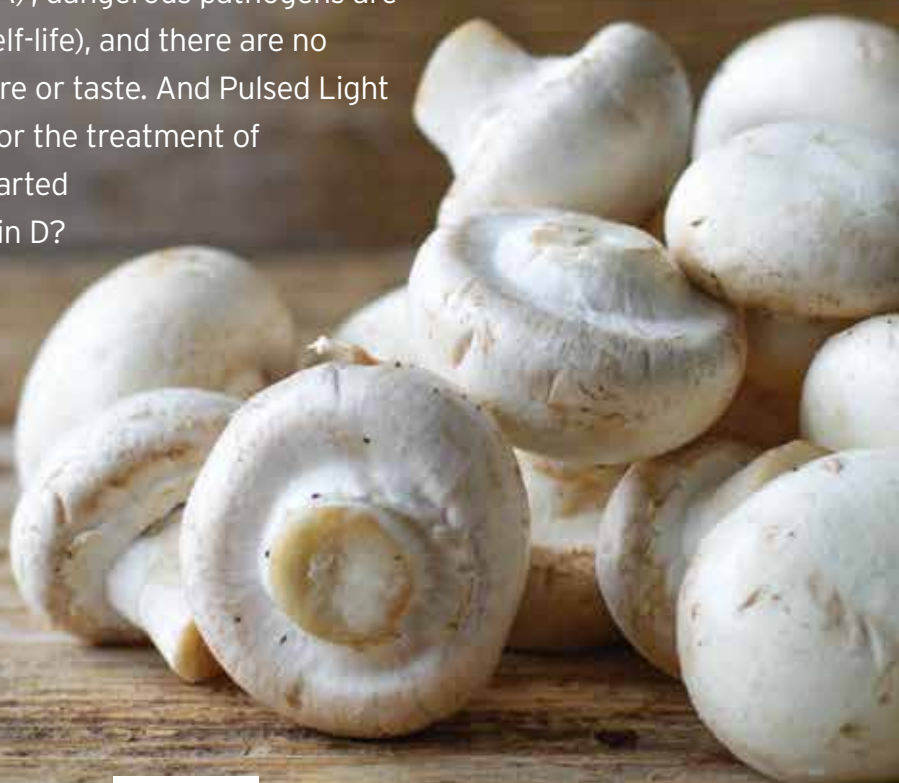
State	New Minimum Wage	Increase
Arizona	\$12.80	\$0.65
California	\$15.00	\$1.00
Colorado	\$12.56	\$0.24
Delaware	\$10.50	\$1.25
Illinois	\$12.00	\$1.00
Maine	\$12.75	\$0.60
Maryland	\$12.50	\$0.75
Massachusetts	\$14.25	\$0.75
Michigan	\$9.87	\$0.22
Minnesota	\$10.33	\$0.25
Missouri	\$11.15	\$0.85

State	New Minimum Wage	Increase
Montana	\$9.20	\$0.45
New Jersey	\$13.00	\$1.00
New Mexico	\$11.50	\$1.00
New York	\$13.20	\$0.70
Ohio	\$9.30	\$0.50
Rhode Island	\$12.25	\$0.75
South Dakota	\$9.95	\$0.50
Vermont	\$12.55	\$0.80
Virginia	\$11.00	\$1.50
Washington	\$14.49	\$0.80

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1. Effects of Postharvest Pulsed UV Light Treatment of White Button Mushrooms (*Agaricus bisporus*) on Vitamin D-2 Content and Quality Attributes, December 2011, Journal of Agricultural and Food Chemistry

2. Pulsed Light has been determined to be safe for the production, processing and handling of food by the FDA and the Department of Health and Human Services (Code 21CFR179.41).



USDA Announces Increased Funding to Support School Meals and to Help Continue Serving Healthy Meals to Kids

Citing increases in cost of living, the U.S. Department of Agriculture (USDA) in January announced an adjustment in school meal reimbursements to help schools continue to serve children meals. The move will put an estimated \$750 million more into school meal programs across the nation this year, making sure federal reimbursements keep pace with food and operational costs, while ensuring children continue to receive healthy meals at school.

According to USDA Secretary Tom Vilsack in the department press release, “USDA understands that balancing the pressures of the pandemic with the need to feed children healthy and nutritious meals continue to be a priority for schools across the country.”

School lunch reimbursement rates usually do not increase during the school year. However, this year, due to the pandemic, USDA allowed schools to benefit from the highest rates available, which are normally reserved for the USDA Summer Food Service Program (SFSP). By law, these summer rates adjust for inflation annually in January.

This year’s upward adjustment will add to the range of flexibilities, resources, and hands-on support USDA has provided to school meals, which has included:

- Providing \$1 billion for schools to buy food for their meal programs and another \$300 million for states to purchase 100% American-grown foods to be distributed to schools;
- Awarding up to \$200 million to states for purchases



The money gives schools more flexibility in choosing school meals for a variety of school programs. And with the ongoing education efforts of Mushroom Council, through its Mushrooms in Schools program, and AMI, through its nutrition policy advocacy, it could translate into more ways to use mushrooms overall in school settings.

of domestic local foods for distribution to schools, through the new Local Food for Schools Cooperative Agreement Programs;

- Ensuring schools are not penalized if they cannot meet meal standards due to supply chain issues;
- Issuing and extending 14 nationwide waivers that allowed schools to run more flexible meal programs and serve free meals to all students, including relaxing meal pattern requirements, allowing parent/guardian pick-up of meals, and permitting meal service outside of the typically required group settings and meal times;
- Reimbursing local child nutrition program operators for emergency operating costs during the early months of the pandemic due to COVID-19 related restrictions and closures;

- Publishing new educational resources to help schools plan and serve meals, including a new set centered around the theme of Planning for Dynamic School Environment, aimed at helping schools leverage current flexibilities;
- Ensuring schools and their partners understand complementary options for feeding children both in and out-of-school, such as the Child and Adult Care Food Program’s (CACFP) At-Risk Afterschool Program and ‘grab ‘n’ go’ for children during remote or hybrid learning, student quarantines, and school closures; and
- Providing Pandemic EBT benefits to children attending schools participating in the National School Lunch Program (NSLP) via virtual learning or a hybrid model. 🍄

Everything You Need for Putting Mushrooms on the Menu!

Not sure how to introduce mushrooms to your students? Looking for menu inspiration? Want to understand the best types of mushrooms for serving in meals? We have your answers, plus more!

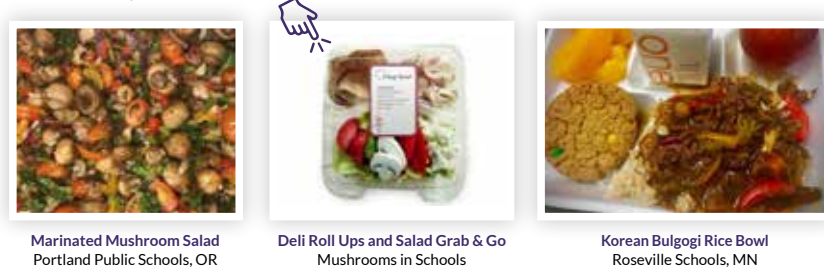
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Stay-up to date and learn about trending topics in school foodservice and mushrooms through our blog. In addition to educational content, we love featuring inspirational success stories from school districts across the country.



Search Our Recipe Database

Our recipes are 100% #RealSchoolFood certified and we even do the nutrient analysis for you. Try a classic favorite like the Mushroom Cheddar Omelet, or try something adventurous like Hungarian Mushroom Soup.



Mushroom Council’s **Mushrooms in Schools** supports schools serving mushrooms with a variety of resources—from sourcing and procurement information to culinary training to classroom education materials, recipe inspiration, a blog, and more.

To the left is an example of resources available for school nutrition directors.

It should be noted that all of the recipes— like the ones shown here come from the schools!

YOU CAN FIND MORE INFORMATION ON:

TWITTER

@mushroomsk12

FACEBOOK

@mushroomsinschools

Fun Fact: *Mushrooms are grown in all 50 States!*





Mixed Messages: Confusion for Truck Drivers on the Canadian Border

Truck drivers crossing into Canada are facing some confusion after the Canada Border Services Agency announced on January 12, 2022, that unvaccinated, or partially vaccinated Canadian truck drivers arriving at the U.S.-Canada border would remain exempt from pre-arrival, arrival, and post-arrival testing and quarantine requirements, originally announced in November 2022.

The January announcement was welcomed by Canadian and U.S. trucking organizations, however, on January 13, 2022, Canadian officials clarified the vaccine requirement, causing transportation groups to call foul.

The clarification stated: “On November 19, 2021, we announced that as of January 15, 2022, certain categories of travelers who are currently exempt from entry requirements, will only be allowed to enter the country if they are fully vaccinated with one of the vaccines approved for entry into Canada.

“These groups include several essential service providers, including truck drivers. Let us be clear: This has not changed.

“The information shared yesterday was provided in error.

Our teams have been in touch with industry representatives to ensure they have the correct information.”

So, what are the current rules for crossing the U.S. Canadian border (as of January 14, 2022)?

- As announced in November starting January 15, unvaccinated Canadian truck drivers entering Canada will need to meet requirements for pre-entry, arrival and Day eight testing, as well as quarantine requirements.
- The final decision regarding entry and quarantine is made by a government representative at the port of entry, based on the information presented to them at the time.
- Any individual who is symptomatic upon arrival to Canada will be directed to a Public Health Agency of Canada (PHAC) official and will be directed to isolate for 10 days from the time symptoms first occurred.

Additionally, as of January 15, 2022, unvaccinated or partially vaccinated foreign national truck drivers, coming to Canada from the U.S. by land, will be directed back to the United States.

To qualify as a fully vaccinated traveler and to enter Canada, foreign national truck drivers must:

- have received at least two doses of a vaccine accepted for travel, a mix of two accepted vaccines;
- or at least one dose of the Janssen/Johnson & Johnson vaccine;
- have received their second dose at least 14 full days before they enter Canada (For example: if a driver received their second dose anytime on Saturday, January 1, then Sunday, January 16 would be the first day that they would meet the 14-day condition.);
- have submitted all required COVID-19 information into ArriveCAN.

Mike Millian, president of the Private Motor Truck Council of Canada said, "All this flip flopping" in messaging has created "mass confusion" across the trucking industry.

"If the message provided late Wednesday was made in error, why did it take officials over 16 hours to release a statement correcting the error?" he said in the statement. "This 16-hour period of silence has thrown many drivers' lives into upheaval and will leave some having to quarantine at home for 14 days as a result of an erroneous message from government officials."


It's not just Canadian trucking officials who are urging exemptions. Bob Costello, a senior vice president and chief economist at the American Trucking Associations (ATA) urged "leaders in Ottawa and Washington to reconsider these mandates so we can avoid any further economic disruptions." 🍄

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Mushroom Council Renews ‘Feed Your Immune System’ Initiative for 2022

ERIC DAVIS | Mushroom Council

With immune health continuing to be top of mind among consumers, Mushroom Council in first quarter 2022 is increasing promotions around its already far-reaching “Feed Your Immune System” campaign.

Originally launched in January 2021, “Feed Your Immune System” is a multi-media marketing initiative aimed at showcasing the nutritional benefits of mushrooms, and how, like other fruits and vegetables, they can play a positive role in supporting a healthy immune system.¹ The program’s online hub can be found at www.FeedYourImmuneSystem.com.

Mushroom Council renewed this program after a strong consumer reaction to last year’s campaign, which in first quarter 2021 earned more than 400 million impressions. In 2022, the campaign features:

- New social content
- Updated campaign graphics and animations
- Short videos about:
 - ▶ immunity 101
 - ▶ nutrient benefits of Vitamin D, B-vitamins, Selenium, and Zinc
 - ▶ healthy habit tips

- Recipes featuring foods that can feed the immune system, including:
 - ▶ kid-friendly dishes
 - ▶ tacos
 - ▶ burgers
 - ▶ power bowls
- Collaborations with multiple influencers, including Registered Dietitians Cara Harbstreet and Patricia Bannan.
 - ▶ Cara Harbstreet is creating recipes, sharing campaign messaging, guest blogging, and taking over Mushroom Council’s social channels for select days throughout the quarter
 - ▶ The media tour for Patricia Bannan’s new book, “From Burnout to Balance: 60+ Healing Recipes and Simple Strategies to Boost Mood, Immunity, Focus, and Sleep” (released January 2022) prominently features mushrooms as she names them one of her top foods for immunity

Mushroom Council is also providing new materials for nutrition professionals, including a *Feed Your Immune System* handbook for dietitians and health professionals and a comprehensive immune health signage package produced in partnership with Produce for Better Health Foundation, available for download at MushroomCouncil.org.

How Package Labeling May Boost Sales at Retail

The Mushroom Council—as well as retail experts—encourage shippers and retailers to also consider nutrition labelling on product packaging.

This past spring, Dr. Mark Lang, professor of marketing

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at the University of Tampa, conducted an extensive study on behalf of Mushroom Council to gauge consumer attitudes and behaviors related to fresh mushrooms. Among his findings: Adding nutrition labeling to mushroom packaging may help increase sales. Among the nutrient information featured on such labeling, details about Vitamin D have the greatest influence.

In her overview of mushroom category performance at Mushroom Council's annual grower meeting in September,

Anne-Marie Roerink of 210 Analytics noted that today's consumers are looking for natural ways to support immunity, and how there are opportunities to highlight and educate about mushroom features and benefits at the point of purchase to stimulate sales. "From on-pack nutrition facts labeling to point of purchase signage, every opportunity available to educate shoppers about how a product supports immunity is a valuable touchpoint that will help drive sales." 🍄

¹ <https://pi.oregonstate.edu/mic/health-disease/immunity>. Written in March 2016 by: Giana Angelo, Ph.D. Linus Pauling Institute, Oregon State University. Reviewed in February 2017 by: Catherine Field, Ph.D. Professor of Nutrition, Department of Agricultural, Food and Nutritional Science, University of Alberta. This link leads to a website provided by the Linus Pauling Institute at Oregon State University. The Mushroom Council® is not affiliated or endorsed by the Linus Pauling Institute or Oregon State University. Accessed November 19, 2020.

#FEEDYOURIMMUNESYSTEM

Nutrients important for immunity:

Vitamin D

Vitamin C

Vitamin A

Vitamin B6

Vitamin B12

Vitamin E

Selenium

Iron

Zinc

Folate

Copper



Facts and Figures / IMPORT REPORT



Wheat Outlook: The outlook for 2021/22 U.S. wheat this month is for smaller supplies, reduced domestic use, lower exports, and higher ending stocks. Imports are lowered 10 million bushels to 100 million on a slower than expected pace for Durum and Hard Red Spring.

Seed use is unchanged at 66 million bushels, reflecting the latest estimated seed use for winter wheat plantings in the fall of 2021 reported in today's NASS Winter Wheat and Canola Seedings report.

U.S. wheat sales and shipments continue to be sluggish as U.S. wheat remains uncompetitive in several markets. Projected 2021/22 ending stocks are raised 30 million bushels to 628 million but still down 26 percent from last year and the lowest level since 2013/14.

The season-average farm price is raised \$0.10 per bushel to \$7.15 based on NASS prices reported to date and expectations for prices in the remainder of the marketing year.

Source: USDA



From the January Shipment Report (Mushroom Council)

When compared to 2019, the Fresh Mushroom category has shown strong dollar and volume growth. Mushroom dollar sales were up nearly +8% over the 2-year period, while volume increased by just over +2%. This growth added +\$7.4M and 552k lbs. to the category since 2019.

During the past 4 weeks, Fresh Mushrooms experienced softer sales versus the pre-pandemic sales of 2019. Dollar sales for the mushroom category were down -6% and volume decreased by -9% for the 4-week period.

MUSHROOM IMPORT REPORT | NOVEMBER 2021

Compiled from the Department of Commerce Trade Data Services / Washington, D.C.

IMPORT CLASSIFICATION	NOV 2021 KILOGRAMS	2021 YTD KILOGRAMS	NOV 2020 KILOGRAMS	2020 YTD KILOGRAMS
Fresh, <i>Agaricus</i>	7,479,528	73,225,356	6,394,188	65,515,380
Fresh, NESOI*	701,042	7,056,629	700,460	8,144,014
Total Classified by Fresh Weight	8,180,570	80,281,985	7,094,648	73,659,394
Whole < 225 g	134,770	1,323,563	66,181	766,294
Sliced < 225 g	496,869	6,583,131	531,704	5,051,300
NESOI* < 225 g	1,215,080	13,507,019	942,478	11,712,502
Whole > 225 g	613,687	5,465,537	711,475	4,433,397
Sliced > 225 g	647,200	5,299,071	405,715	4,052,103
NESOI* > 225 g	1,660,953	14,912,825	1,185,159	12,838,276
Total Classified by Container Weight				
< 225 g	1,846,719	21,413,713	1,540,363	17,530,096
> 225 g	2,921,840	25,677,433	2,302,349	21,323,776
Total by Container Weight:	4,768,559	47,091,146	3,842,712	38,853,872

Full import reports available at <http://americanmushroom.org/industry-resources>

* Not Elsewhere Specified or Indicated

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Mushroom News



VOL. 13, NO. 2, FEBRUARY, 1965

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EDITORIAL

VOTE YES

We can't stop now.

After ten years of hard work, we can see the solutions to some stubborn problems just ahead. Major victories are near.

We've got unity. We've got organization and clearcut goals.

All it takes is money. The more we spend now the greater the rewards will be. Think for a moment how tremendously we all benefit by doubling the annual consumption of mushrooms — and it can be done!

Last month's editorial discussed specific programs we can follow to do this — if we have the money.

Don't falter now. We're ten years down the road. We must double our assessments. Then we can accelerate our program. We can score victory after victory in research, marketing, pricing, growing techniques and tariffs.

Soon all the growers will receive a questionnaire on increasing membership assessments. Don't hesitate. Vote yes. Vote for your own great future and tell everyone also to vote yes, too!



AMI'S TENTH ANNIVERSARY: WHAT'S AHEAD?



If you're a betting man, you could be collecting a small fortune right now. For the AMI celebrates its tenth anniversary this month and there's many a grower around who would have bet you big money in 1955 that no such association could last 10 years. Not even 10 weeks, some would have said.

The AMI is not only still here. It's thriving. Sometimes, it's very pleasant to be wrong.

Eighteen growers weren't wrong, however. On a late autumn night in November, 1954, they held a meeting in the VFW building in Kennett Square.

18 GOD FATHERS

For the record, here's the roll call of the 18 men whose vision and dedication started the AMI:

Fred Abbondi, Clyde Cameron, William H. Cameron, Guy Cordivano, Salvatore Di Benedetto, Herman Ferraro, Anthony Fieni, Emedio Frezzo, William Ghione, Robert V. Lattanzio, Alfred Leone, Andrew P. Pannell, Anthony J. Pannell, Joseph Pia, Anthony Tavoni, Louis Toto, Vincent Versagli, Walter Walton. Walter Gmuer was also present that night.

In a matter of weeks — January 31, 1955 — the American Mushroom Institute was legally established with Walter Gmuer as Executive Director.

ONLY 7 OZ. PER CAPITA

The mushroom industry had several immediate problems. The market was far too small — only 7 ounces of mushrooms per capita annually. And research was lagging far behind other agricultural fields.

The first issue of the **Mushroom News**, which came out in March of 1955, summed up the purposes of the AMI in one paragraph:

"The aim of the AMI is towards advertising and research. The enormous amount of free promotional services available are being thoroughly studied and every possible effort will be made to exploit this source of publicity at all times, during the entire life of the AMI which we feel will be a permanent, growing organization."

SO . . . WHAT HAPPENED?

Here's a list of accomplishments every grower can take pride in. They show what can be done when men work together on a common problem.

- **Consumption.** Mushroom consumption has doubled since 1955 — up to

14 ounces per capita annually. This is almost exclusively the result of our AMI promotional efforts. It could have been an even greater increase if we'd had more promotional dollars to spend.

- **Research.** Mushroom research took a number of giant steps. Today, Penn State boasts the finest mushroom research facility in the world — again a direct result of AMI efforts.

- **Industry Information.** AMI's information services have helped open a number of important mushroom outlets — food processing and distributing firms who used the advice of AMI to introduce mushrooms into their branded lines. Without the AMI, they might never have added our product.

STANDARDS, PRICES & CONGRESS

- **Standards.** Last April, AMI's efforts brought about the first U.S. Standards for processed mushrooms.



- **Prices.** In face of formidable Formosan competition, growers have been able to prevent a decline in prices through the AMI.

- **International Congress.** American growers acquired considerable prestige by having the AMI host the 1962 International Mushroom Congress in Philadelphia.

AND FOUR MORE

- **Growers Information.** The **Mushroom News** has provided us all with a flood of valuable information — scientific, marketing and agricultural.

- **Tariffs.** On tariffs and foreign competition, growers have been able to speak with one loud voice to the government through the AMI. The government has been able to gather better tariff information through the help of AMI — information that should lead to better tariff protection for domestic growers.

- **Workmen's Compensation.** Through the efforts of the AMI, the Pennsylvania Workmen's Compensation rates for mushroom workers were decreased from \$2.50 to \$1.60.

- **The Market News Service.** Final details were worked out last year for a Mushroom Market News Service operated by the Fruits and Vegetables Division, Bureau of Markets, Pennsylvania Department of Agriculture. The Service, with headquarters in Kennett Square, began last fall.

THE FUTURE

The goals to work for in the next 10 years are clear and through our AMI they can be realized. Here are the major ones:

- **Consumption.** We suffer not from over-production but under-consumption. Proper promotion can increase per capita consumption to double the present 14 ounces a year and that will require nearly double the production we now have.

OTHER GOALS

- **Research.** We have much to learn and through the auspices of our AMI we can continue to improve strains and yields and solve fungus and insect problems.

- **Prices.** The industry needs to continue work on a firm and realistic price structure. The AMI will be a vitally important agent for the growers on this subject.

- **Tariffs.** To flourish and increase, the industry needs to have a loud voice in tariff circles. The AMI will provide the spokesmanship the growers need to cope with unfair foreign competition.

- **New Developments.** Mushroom growing will be revolutionized in the next 10 years. Growers everywhere need a source of information on new developments, new discoveries. The **Mushroom News** is the only source of such information. Significantly, the **News** will be financially self-supporting so as not to drain valuable AMI money away from other jobs.

AMI MOTTO

There's a motto on the wall in the committee room of the AMI: "None of us is as smart as all of us." This creed has sustained the AMI in the difficult times in the last 10 years and will continue to serve as a philosophy in the 10 exciting years ahead.

It's great to be a mushroom grower!

Vendor List

BUSINESS SERVICES

ACCU Staffing Services
Bell's Welding & Mechanical Repair Service
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HELP WANTED

Phillips Mushroom Farms, a large Agaricus and specialty mushroom farm headquartered in Kennett Square, PA, is looking for an experienced Head Grower/General Manager to oversee its PA Agaricus growing operations. Salary and benefits commensurate with experience. Send inquiries and/or resume to Bill Steller, PO Box 190, Kennett Square, PA, 19380-190, or email stellerw@phillipsmushroomfarms.com

HELP WANTED

Giorgi Mushroom Company, a large, integrated farm in Berks County, PA, with Phase I bunkers and Phase II tunnels, is seeking applicants for grower and management positions. Ideal candidates would have both growing experience and a strong management background. We offer competitive salaries and a comprehensive benefits package. Applicants may forward a letter of interest and resume to Joe Caldwell, Giorgi Mushroom Co., P.O. Box 96, Temple, PA 19560 or e-mail them to jcaldwell@giorgimush.com.

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