

Cultivated mushrooms can be sold at farmers markets, grocery stores, restaurants, or other direct-sales venues. Savvy consumers and chefs look for high-quality and unique mushrooms. White button, cremini, and portabella mushrooms are the most common varieties in grocery stores, while oyster, shitake, and other gourmet mushrooms shine at farmers markets, co-ops, and specialty food stores. Value-added edible mushroom products and mushroom-growing kits are other direct-marketed mushroom products.

**This fact sheet includes information on:**

- Regulations for selling fresh cultivated mushrooms.
- Selling processed mushrooms.
- Additional resources.

## **Regulations for Selling Fresh Cultivated Mushrooms**

There are relatively few regulations for selling conventionally grown mushrooms. The Food Safety Modernization Act (FSMA) Produce Safety Rule establishes some requirements for selling fresh cultivated mushrooms. Producers making value-added products such as a ready-to-eat (RTE), processed (e.g. mechanical drying, slicing, canning, or freezing) or RTE packaged mushroom products must meet food processing requirements. Farmers wanting to grow and market certified organic mushrooms or be audited for Good Agricultural Practices (GAP) will have other requirements in alignment with those voluntary certifications. Please see the fact sheets on Organic Certification and Good Agricultural Practices for more information.

## **FSMA Produce Safety Rule**

The FSMA Produce Safety Rule applies to mushroom growers and sets requirements for controlling potential food safety hazards on the farm. The scale of a farm and type of customers a farm sells to determine the specific compliance expectations. The Produce Safety Rule includes requirements for compost and other inputs of animal origin, such as manure. These requirements apply to mushroom substrate. The rule also specifically requires that raw mushrooms must be packed in a manner that prevents the formation of *Clostridium botulinum* toxin. Reducing the risk of *Salmonella* and *Listeria*, along with other human pathogens, is also especially important for mushroom producers.

The FSMA requirements for mushroom growers are very similar to the standards established in the Mushroom Good Agricultural Practices (MGAP). The Penn State Extension website, [extension.psu.edu](http://extension.psu.edu), is a good source for food safety resources for mushroom growers and processors.

For more information for farms about exemptions and requirements in the Produce Safety Rule, please see the "FAQ on the Food Safety Modernization Act" fact sheet.

Beyond any FSMA requirements, no special inspection or license is needed to sell fresh cultivated mushrooms in their natural state as a raw agricultural product.

Mushrooms are commonly sold loose in bulk by weight. Raw bulk mushrooms may be sold to end consumers in a variety of container types and sizes, including baskets and trays, without a WSDA Food Processor License. It should be clear to customers that the product is not ready to eat. A statement on the package or nearby to "wash before eating" or something similar can help avoid confusion.

## Selling Processed Mushrooms

Value-added products, including sliced dried mushrooms, mushroom powders, teas, and tinctures or extracts, are all products that must be made with a WSDA Food Processor License and facility. This includes:

- Mushrooms that are packaged and presented for sale as “ready to eat.”
- Mushrooms that are mechanically dried (e.g., with fans or heating) for use in food or products that will be ingested (e.g., seasonings, teas, supplements). Air-drying without any mechanical fans or heat does not require a Food Processor License, when not otherwise processed.
- Mushrooms that are sliced, dried, powdered, pressed, extracted, distilled, frozen, or otherwise transformed into food or products that will be ingested.

For the specific regulations on dietary supplements and body products made from mushrooms, including tinctures or extracts, please see the fact sheets on Selling Herbal or Dietary Supplements or Selling Body Care Products.

## WSDA Food Processor License

To get a WSDA Food Processor License, a good first step is to discuss your plans with the WSDA Food Safety Program by calling 360-902-1876 or emailing [foodsafety@agr.wa.gov](mailto:foodsafety@agr.wa.gov). The WSDA Food Processor License application packet is available on the WSDA website, [agr.wa.gov](http://agr.wa.gov), by searching for “Food Processor License Application.” The WSDA Food Processor License fee is based on your projected sales volume. In 2019 the fee started at \$92 per year for gross sales up to \$50,000. Please see the fact sheet WSDA Food Processor License and Facilities.

Growers who do not have their own WSDA Food Processor License and facility can contract with another WSDA-licensed facility to process their products. This is known as “co-packing.” The WSDA Food Safety Program can provide a list of licensed food processing facilities for researching firms that might be able to provide co-packing services.

## Additional Resources

For information on cultivated mushroom production and markets, please see:

- University of Idaho Extension’s “Growing Mushrooms Commercially – Risks and Opportunities” available by searching for it by name at [uidaho.edu/extension](http://uidaho.edu/extension).
- ATTRA’s “Mushroom Cultivation and Marketing” publication available for a download fee. Search for it by name at [attra.ncat.org](http://attra.ncat.org) or by calling 800-346-9140.
- WSDA Plant Services Division is a resource for regulations related to making and selling mushroom kits. Contact [PlantServices@agr.wa.gov](mailto:PlantServices@agr.wa.gov), 360-902-1922 or on [agr.wa.gov](http://agr.wa.gov).



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