

Shiitake Mushroom Marketing Guide

Packaging Fresh Shiitake

After harvesting, mushrooms may be stored in a cardboard box or paper bag for up to a month at 36-41°F.

If shipping to an out of area restaurant, wholesale market, etc. use wax coated boxes to preserve freshness and ship in a reefer truck at cold temps.

A 1/2 bushel box holds 5lbs. Boxes can be purchased at volume discount from Appalachian Harvest (AH).

- **1/2 Bushel Box= \$1.19**
- **3/4 Bushel Box= \$1.42**

Cardboard lining can also be purchased for **11 cents each**.

Shiitake Prices

Prices for Fresh Shiitake:

***Farmer's Market:* \$8-\$15/lb**

***AH Wholesale:* \$37.95/5lbs**

The price for shiitakes fluctuate. Prices are highest in the winter when supply is low & lowest in summer when production peaks.

Shiitakes can be dried whole or sliced before marketing, but will bring substantially lower prices than fresh whole mushrooms.



Photo By: www.petsuperfood.com

Benefits of Value Added:

Value-added products, such as mushroom samplers, sauces and soups, bring on average three times the wholesale price of unprocessed mushrooms. These can be sold at farmers markets, but may require a yearly inspection fee.

Shiitake Recipes: Creating Value Added

Fettuccini with Shiitake & Basil



Photo & Recipe by:
www.eatingwell.com

- 2 tbl extra-virgin olive oil
- 3 cloves garlic, minced
- 1 1/2 cup shiitake mushrooms, stemmed & sliced
- 2 tsp grated lemon zest
- 2 tbl lemon juice
- 1/2 tsp salt & ground pepper
- 8 ounces fettuccine
- 1/2 cup grated Parmesan
- 1/2 cup chopped basil

Bring a large pot of lightly salted water to a boil.

Heat oil in a skillet over low heat. Add garlic & stir for 1 min. Add mushrooms & increase heat to medium-high; cook, stirring occasionally, 4-5 mins. Stir in lemon zest/juice, salt & pepper. Remove from heat.

Meanwhile, cook pasta for 9-11 mins. Drain & reserve 1/2 cup cooking liquid. Add pasta, the reserved cooking liquid, Parmesan and 1/4 cup basil to the mushrooms. Toss to coat. Serve & garnish with basil.

Creamy Shiitake Mushroom Soup



Photo & Recipe by:
allrecipes.com

- 1/4 cup butter
- 1 cup chopped shiitake mushrooms
- 1 cup chopped portobello mushrooms
- 2 shallots, chopped
- 2 tablespoons all-purpose flour
- 1 (14.5 ounce) can chicken broth
- 1 cup half-and-half
- salt and pepper to taste

Melt the butter in a large saucepan over medium-high heat. Saute the shiitake mushrooms, portobello mushrooms, and shallots for about 5 minutes, or until soft. Mix in the flour until smooth. Gradually stir in the chicken broth. Cook, stirring, 5 minutes, or until thick and bubbly.

Stir in the half-and-half, season with salt and pepper, and sprinkle with cinnamon. Heat through, but do not boil.

Shiitake Tales: Successful Cultivation & Marketing

Emory & Henry College Garden

Emory, VA

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In the fall of 2011, the Emory & Henry (E&H) College Garden obtained logs and shiitake mushroom spawn from a grant that Appalachian Sustainable Development (ASD) received. With these logs, and the help of ASD, E&H hosted their first shiitake mushroom workshop. Attendees cut the logs to size, drilled holes and packed in the spore.

That same fall, E&H harvested 5lbs of shiitake mushrooms. After establishing a relationship with the Harvest Table Restaurant, they sold all 5lbs before winter.

In the summer of 2012, in effort to increase fruiting, garden volunteers built a shade structure for the logs, using hoop poles and shade cloth. By the end of the summer, 8lbs of shiitakes were harvested and sold to local restaurants— Harvest Table and Whistle Pig Bistro— as well as the Glade Spring Farmers Market.

Money raised from these mushrooms helps to fund the college's garden and its continued success.

Photo By:
www.vegetablegardener.com

