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Phillips Mushroom Farms has stood for four generations of excellence

By

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Kennett Square, PA is known as the Mushroom Capital of the World, and Phillips Mushroom Farms has done its part to ensure the city maintains that moniker.

The Phillips family began growing mushrooms in 1927, on the same property now utilized to ship fresh mushrooms around the country. Today, under its fourth-generation owners, Phillips Mushroom Farms harvests more than 1 million square feet of growing space annually and is the largest grower of specialty mushrooms and a leader in overall mushroom production.



“Quality and consistency are the most important measure of success within the mushroom industry,” said Sean Steller, director of business development at Phillips Mushroom Farms. “Customers are looking for a high-quality product that shows up reliably.”

One of the biggest trends in the mushroom category in recent years has been a rise in organics, and it’s an area that the company has invested time and resources to.

“Organic mushrooms continue to increase in percentage of total sales each year,” Steller said. “We have expanded organic mushroom production to keep up with that heavy demand. Some exciting organic options, such as the 3.5-ounce organic oyster mushroom are now being offered to our retail partners.”

In addition to seeing an increase in organic mushrooms, Phillips Mushroom Farms sees numerous opportunities for mushrooms at the moment.

“Innovative new products such as mushroom jerky and mushroom chips are just starting to gain traction in the market,” Steller said. “At the same time, there are many vegan restaurants focusing on mushroom menu items to replace or replicate meat. U.S. consumers are still learning about the many mushroom varieties, and that means demand will continue to grow for the industry.”

Retailers are starting to get wise to the mushroom craze and during the pandemic, many saw the popularity of the mushroom grow. Steller said that those that continue to showcase the popular mushrooms should expect to continue to see increases.

“Sliced mushrooms are really popular for the added convenience factor,” he said. “I would recommend carrying a sliced Shiitake item and highlight the exotic and organic mushroom varieties as consumers are searching for new exciting options.”

Phillips Mushroom Farms has long focused on production of high-quality mushrooms and to better

meet these goals, a new state of the art growing facility is under construction in Pennsylvania to be completed by the end of 2021.

“This facility will be very similar to our existing operation in Warwick, MD,” Steller said. “This expansion will allow Phillips to keep up with the growing demand for mushrooms, while continuing to elevate the standards for mushroom quality, and food-safety.”

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