



Market Analysis and News Branch

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Statistics on Mushrooms State of Hawaii, 2019-2021

Hawaii's mushroom crop is estimated to have a farm gate value of \$2.6 million in 2021, a sizable increase over 2020. Volume sales of fresh mushrooms decreased 12% to 289,294 pounds in the corresponding period. An average farm price of \$9.04 per pound was received by producers in 2021, an increase of 18 cents per pound since 2019.

Statewide, 38,270 square feet were in production with 14,720 square feet harvested, an increase of 21% from 2020. In the reported production areas, mushroom crops were harvested multiple times during the year.

Farm gate sales were dominated by the wholesale market with an estimated 191,860 pounds (66%), followed by 63,112 pounds sold to retail, 32,200 pounds sold direct-to-restaurants, and 2,122 pounds to on-farm sales (see Table 3).

The average farm price paid to growers for mushrooms was \$14.24 per pound on-farm, \$9.70 per pound in the retail market, followed by \$8.82 per pound in the wholesale market, and \$8.67 per pound in the direct-to-restaurants market.

Hawaii's producers primarily grow Oyster (57%), *Agaricus* species (15%), Shiitake (14%), and other specialty mushrooms (14%).

Table 1: Sales Volume, Price, and Production Value, 2019-2021

Year	Volume of Mushrooms Sold	Average Farm Price Per Pound ^{1,2}	Value of Utilized Production
	---pounds---		---dollars---
2021	289,294	9.04	2,614,315
2020	328,600	NP	1,855,056
2019	292,092	8.86	2,589,009

¹ Average farm price per pound is derived by dividing the total value of utilized production by the volume of mushrooms sold and rounded off.

² Farm price per pound not published (NP) for 2020.

Table 2: Growing Area, Harvested Production, Harvested but Not Sold, 2019-2021¹

Year	Growing Area	Harvested Area	Mushrooms Harvested	Harvested but Not Sold
	"---square feet---"		"---pounds---"	
2021	38,270	14,720	362,062	72,768
2020 ²	NP	12,170	NP	NP
2019	55,064	5,908	292,145	53

¹ Producers reported total production area used for growing mushrooms, the growing area was counted as a whole and summed on a state level and not calculated for multiple harvests of mushrooms.

² Growing area, mushrooms harvested, and harvested but not sold were not published (NP) for 2020.

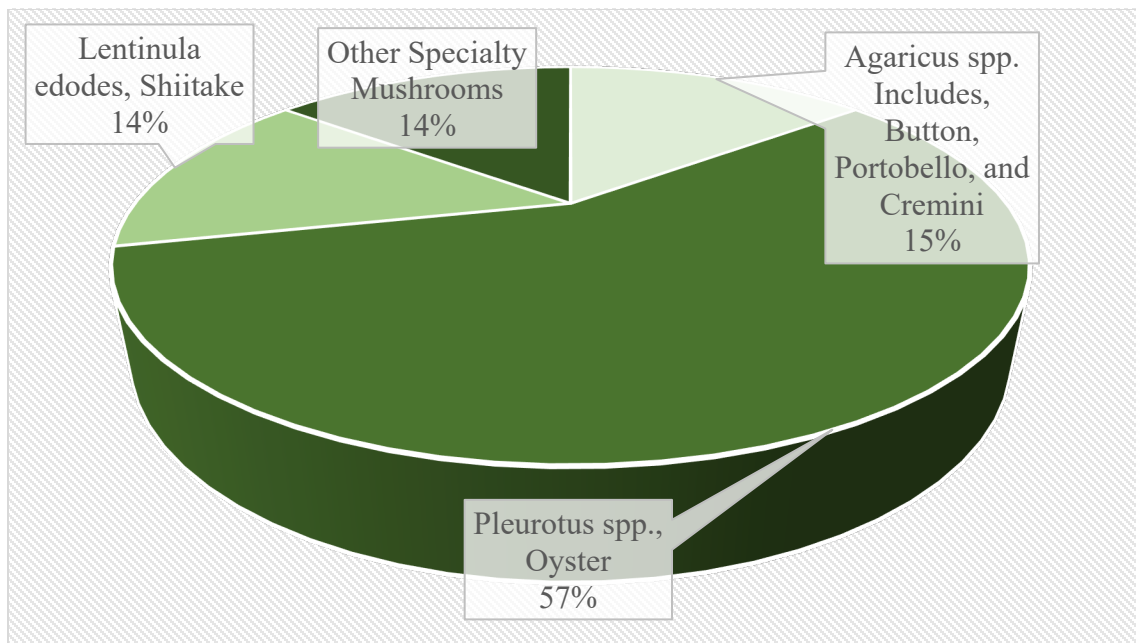
Table 3: Market Sales, Volume Sold and Price, 2019 and 2021

Market	Volume Sold				Price Per Pound ¹	
	"---pounds---"		"---%---" ²		"---dollars---"	
	2021	2019	2021	2019	2021	2019
Wholesale	191,860	261,117	66.3	89.4	8.82	8.90
Retail	63,112	3,551	21.8	1.2	9.70	12.00
Direct-to-Restaurants	32,200	27,401	11.1	9.4	8.67	8.11
On-Farm Sales	2,122	23	0.7	0.0	14.24	10.00

¹ Price per pound is the average price that producers received at the first point-of-sale off the farm.

² Sum may not add up to 100% due to rounding.

Chart 1: Distribution of Mushroom Varieties Grown in Hawaii, 2021



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