

# 2020 Alaska Keta Salmon Outlook & Summary

## Market Commentary

Alaska's 2020 harvest of keta is expected to be slightly above the 5-year average. Demand began to soften for keta products in 2019 (particularly roe and H&G) with values falling through the first half of 2020. Some market participants expect lower prices to support a demand recovery — though competition with Russian and Japanese supply is fierce. A reduced supply of pink salmon may elevate demand for keta as an affordable substitute.

## Harvest Summary & 2020 Forecast, Million Pounds

|                     | 2016       | 2017       | 2018       | 2019P      | 2020F      | 2016-20 |
|---------------------|------------|------------|------------|------------|------------|---------|
| Southeast           | 73         | 95         | 94         | 74         | 74         |         |
| PWS                 | 20         | 39         | 27         | 33         | 36         |         |
| AYK                 | 10         | 12         | 12         | 8          | 17         |         |
| Bristol Bay         | 6          | 9          | 10         | 9          | 11         |         |
| Other               | 8          | 37         | 13         | 14         | 20         |         |
| <b>Alaska Total</b> | <b>118</b> | <b>192</b> | <b>157</b> | <b>139</b> | <b>158</b> |         |
| <b>Global Total</b> | <b>632</b> | <b>591</b> | <b>601</b> | <b>500</b> | <b>600</b> |         |



Sources: Alaska Department of Fish & Game; North Pacific Anadromous Fish

## Historical Ex-Vessel Price & Value

|       | Avg. Price/Lb. | Ttl. Value (\$M) |
|-------|----------------|------------------|
| 2010  | \$0.71         | \$90             |
| 2011  | \$0.83         | \$94             |
| 2012  | \$0.77         | \$117            |
| 2013  | \$0.54         | \$81             |
| 2014  | \$0.68         | \$63             |
| 2015  | \$0.55         | \$71             |
| 2016  | \$0.62         | \$68             |
| 2017  | \$0.73         | \$135            |
| 2018  | \$0.90         | \$143            |
| 2019P | \$0.53         | \$74             |

Source: Alaska Department of Fish & Game.

Keta as % of Alaska Salmon Harvest Volume



Keta as % of Alaska Salmon Harvest Value



2014-2019 (prelim.) average

|               | Pink   | Keta          | Sockeye | Coho   | King   |
|---------------|--------|---------------|---------|--------|--------|
| <b>Price</b>  | \$0.35 | <b>\$0.67</b> | \$1.34  | \$1.13 | \$4.77 |
| <b>Volume</b> | 366    | <b>136</b>    | 276     | 29     | 4      |

Avg. annual 2014-2019 (prelim.) prices and harvest volume in million lbs.

## Key Wholesale Products

**Frozen H&G**  
49% by value  
Key Market: China  
(re-export to US/Europe)

**Roe**  
38% by value  
Key Market: Japan

**Frozen Fillets**  
8% by value  
Key Market: U.S.

## First Wholesale Value Per Pound, by Trimester

|           | Frozen H&G | Frozen Fillets | Roe     |
|-----------|------------|----------------|---------|
| T1 - 2017 | \$1.42     | \$3.37         | \$14.69 |
| T2 - 2017 | \$1.69     | \$3.55         | \$14.84 |
| T3 - 2017 | \$1.68     | \$3.93         | \$15.91 |
| T1 - 2018 | \$1.86     | \$4.63         | \$19.24 |
| T2 - 2018 | \$2.05     | \$3.68         | \$17.01 |
| T3 - 2018 | \$1.92     | \$3.86         | \$17.71 |
| T1 - 2019 | \$1.74     | \$4.03         | \$18.23 |
| T2 - 2019 | \$1.53     | \$4.11         | \$15.92 |
| T3 - 2019 | \$1.46     | \$3.84         | \$12.55 |

Source: Alaska Department of Revenue (Alaska Salmon Price Report).

Note: Values 2016-2019 averages.



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Information compiled by McDowell Group for the Alaska Seafood Marketing Institute. Comments/questions may be sent to [seafood@mcdowellgroup.net](mailto:seafood@mcdowellgroup.net).

