

United States Shrimp - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

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Report description:

The United States Shrimp Market size is estimated at 8.21 billion USD in 2025, and is expected to reach 8.78 billion USD by 2030, growing at a CAGR of 1.34% during the forecast period (2025-2030).

Increased consumer spending on seafood is boosting sales

- Overall, the sales of shrimp products through the on-trade channel increased by 5.26% during 2020-2022. Its several health advantages have led to increased consumption in the United States. The rise in student population is fueling the demand. For instance, 18.66 million college students in the United States in 2021 were looking for affordable options, thus leading to increased processed shrimp sales.
- The on-trade channel is the major channel for shrimp sales, as Americans spend around 65% of their money in restaurants to eat seafood, including shrimp. This growth is due to the increasing number of smartphone users. This is increasing the use of online delivery apps in the country, which increased by 11 million between 2020 and 2021. Around 45% of the population browse online websites through mobile devices. Due to the high urban population of around 83.1% in 2021, the country's consumer base for online seafood orders is high.
- In the off-trade segment, consumers prefer buying shrimp from supermarkets/hypermarkets, as most of the shrimp sold in stores are frozen. People get discount coupons for bulk shopping in supermarkets. Supermarket sales for shrimp grew by 65% in value from 2018 to 2020 in the United States. There are around 62,000 retail stores in the country, out of which 70% to 75% offer shrimp with a separate section so that consumers can choose the product of their choice. Convenience stores recorded growth of 8.7% in terms of sales value. The demand for ready-to-cook and convenience food is increasing due to the rising female labor force rate and high urban population, which was 56% in 2022. Around 27,000 stores in 2022 catered to a wider audience per

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store, like Kroger and Publix.

United States Shrimp Market Trends

The lack of shrimp producers is the reason for slow growth

- Commercial shrimp production in the United States saw a slow but consistent growth rate, registering a CAGR of 0.51% from 2017 to 2022. Most of the shrimp is shipped in frozen form across the country or to processing plants where it is aseptically processed and canned to prolong shelf life. Louisiana had 33,554 MT of shrimp in landings in 2021, becoming the country's largest producer, followed by Texas, with a comparative production volume of 29,410 MT, Oregon (21,171 MT), Alabama (11,137 MT), and East Florida (10,403 MT).
- The lack of shrimp producers is one of the main reasons for this slow growth in the country. Texas currently has about six or seven shrimp producers, as unaffordable shrimp imports forced many of them to switch from shrimp cultivation to finfish farming. Lower shrimp feed prices in 2020 encouraged shrimp farmers to invest more in production, resulting in lower prices for the end product. However, post-pandemic, high freight rates, rising marine fuel costs, and logistical disruptions pushed shrimp prices higher. Thus, the average shrimp price in 2022 increased by 7% compared to 2021, to USD 15/kg.
- Feed represents almost 40% of the shrimp production costs. Feed is mostly imported from Asia, as it is costly to set up and own a shrimp feed manufacturing facility in the United States. Investment costs for grow-out facilities in the country have been cited at about USD 64,000 per hectare, with a yield of approximately 2,270 kg per hectare per year. Shrimp feed is imported from countries like India, where the cost of setting up a facility is only around USD 400 per hectare, with an annual yield of 600 kg per hectare. However, shrimp feed manufacturers in the country tend to import raw materials from China to manufacture domestically.

The rising cost of marine fuels and logistical disruptions led to higher prices

- High freight rates, the rising cost of marine fuels, and logistical disruptions, including bottlenecks at seaports and shortages of logistic workers in the United States and Europe, may boost the wholesale prices of shrimps in the country. The demand for shrimp is anticipated to grow rapidly in Eastern and Western Europe and the United States. Rising logistic expenditures are expected to be the main drivers of this spike. Between September 2021 and September 2022, international freight costs from Asia to North America for 20-foot and 40-foot containers rose by 500% and 700% (at USD 13,000 and USD 20,000), respectively, due to supply chain disruptions. This rise resulted in a 15.6% increase in retail prices of shrimps from 2017 to 2022.
- Shrimp sales have increased in recent years, as many restaurants in the United States converted to take-out, online deliveries, and delivery services. Online shrimp sales in the United States increased by 167% in 2020, 42% in 2021, and 30% in 2022, thus showing the growth of the sub-segment. However, trade tensions and tariffs imposed on seafood products by the United States impacted the price increase by 12% in 2022 compared to 2021. Total US imports increased moderately by almost 3.8% from January to June 2022 as the demand for raw products declined. Consumer demand for peeled shrimp, which is commonly used in restaurants, was particularly low. Imports of processed shrimp increased by 29.79% in 2021 compared to the previous year. The United States imported record volumes of shrimp, and almost all varieties witnessed high price levels, even with record volumes

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being shipped by exporting countries. The United States imported 78,716 tons of shrimp in January 2022, as opposed to 69,653 tons in 2021, for a unit value of USD 5.1 per kg.

United States Shrimp Industry Overview

The United States Shrimp Market is fragmented, with the top five companies occupying 10.77%. The major players in this market are Admiralty Island Fisheries Inc., Beaver Street Fisheries, Dulcich Inc., Pacific American Fish Company Inc. and Sysco Corporation (sorted alphabetically).

Additional Benefits:

- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

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