

PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66

Market: Alberta

#### Overview

- Of the 9 EQ Target Groups identified in Canada, Personal History Explorers rank 7<sup>th</sup>, making up 70,695 households, or 4.3% of the total Households in Alberta (1,644,476)
- The Median Household Maintainer Age is 57, 57% of couples have children living at home
- Average Household Income of \$111,184 compared to Alberta at \$125,945
- Top Social Value: Culture Sampling This construct identifies the view that other cultures have a great deal to teach us and measures people's inclination to incorporate some of these cultural influences into their own lives
- Above Average interest in Beer, Food, and Wine Festivals
- Above Average interest in travelling within Canada (Manitoba), Personal History Explorers from Alberta spent an average of \$1,541 on their last vacation
- On average, Personal History Explorers from Alberta spend 13hrs/week listening to the Radio, 21hrs/week watching TV, 1hr/week reading the Newspaper and 3.7hrs/day on the Internet. Daily Magazine usage is minimal (8 min/day)
- 78% currently use Facebook, 35% use Instagram and 26% use Twitter

#### **Market Sizing**

Total Population

Target Group: 182,883 | 4.1% Market: 4,472,482

Total Households

Target Group: 70,695 | 4.3%

Market: 1,644,476

# **Top Geographic Markets**

	Target Group			Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market	
Calgary, AB (CY)	41.0	5.8	134	504,320	30.7	
Edmonton, AB (CY)	37.2	6.7	156	392,545	23.9	
Strathcona County, AB (SM)	5.8	10.6	246	38,575	2.3	
St. Albert, AB (CY)	5.1	14.0	325	25,755	1.6	
Lethbridge, AB (CY)	0.8	1.5	34	40,477	2.5	
Red Deer, AB (CY)	0.7	1.2	28	42,867	2.6	
Mackenzie County, AB (SM)	0.6	13.7	318	3,036	0.2	
Wood Buffalo, AB (SM)	0.6	1.5	35	27,216	1.7	
Airdrie, AB (CY)	0.4	1.1	27	25,833	1.6	
Lac la Biche County, AB (MD)	0.3	7.8	181	3,086	0.2	

# **Top PRIZM Segments**

% of Target Group Households

23 - Mid-City Mellow

51 - On Their Own Again

66 - Indigenous Families



75.6

16.1

83

Target Group



PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66

Market: Alberta

# **Demographic Profile**



Target Group: 182,883 | 4.1% Market: 4,472,482



Target Group: 70,695 | 4.3% Market: 1,644,476

Average Household Income

\$111,184 (88)

Median Household Maintainer Age

> 57 (116)

2 Persons 3 Persons 4 Persons 5+ Persons 1 Person

15.7

98

Household Size\*

Marital Status\*\*

Family Composition\*\*\*

Education\*\*

13.3

87



58.1% (97)



25.4

106

43.2% (110)

36.6

107



28.3% (102)

8.8

85

Married/Common-Law Couples Without Kids at Home High School Certificate Or Equivalent

Visible Minority Presence\*

Non-Official Language\*

Immigrant Population\*



20.8%

(73)

Belong to a visible minority group



1.3% (89)

No knowledge of English or French

20.5% (90)

Born outside Canada

# Psychographics\*\*

Strong Valu	ies	We	eak Values
Personal Control	115	81	Attraction to Nature
Culture Sampling	114	83	Brand Apathy
Rejection of Inequality	112	84	Sexism
Rejection of Orderliness	111	86	Social Darwinism
Rejection of Authority	111	88	Intuition & Impulse

# **Key Social Values**

**Culture Sampling** Index = 114

National Pride Index = **111** 

Community Involvement Index = 108

**Global Consciousness** Index = 107

Search for Roots Index = 107

Consumptivity Index = 107

Social Responsibility Index = 107

Need for Escape Index = 107

Racial Fusion Index = 107

Flexible Families Index = 107

**Pursuit of Originality** Index = 107

**Ecological Fatalism** Index = 107



Personal History Explorers PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

# **Sports & Leisure**

Occasionally/Regularly Participate or Attended/Visited [Past Year]

% Comp	Index
81.3	100
61.2	103
57.5	97
53.3	97
49.7	97
	81.3 61.2 57.5 53.3

Top 5 Activities Attended*	% Comp	Index
Auditoriums, arenas & stadiums (any)	45.2	96
Other activities & attractions	40.3	87
National or provincial park	38.8	96
Movies at a theatre/drive-in	38.1	101
Sporting events	38.0	93

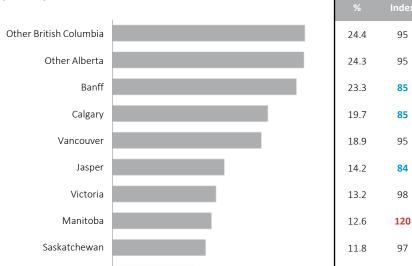
Camping	Swimming	Cycling	National or provincial park	Hiking & backpacking	Sporting events	Bars & restaurant bars	Parks & city gardens
<u> </u>	<b>\$</b>			İ	(# <u>1</u> )		*
57.5%	49.3%	41.7%	38.8%	38.1%	38.0%	37.9%	37.6%
(97)	(95)	(92)	(96)	(93)	(93)	(103)	(95)
Photography	Golfing	Fishing & hunting	Zoos & aquariums	Ice skating	Canoeing & kayaking	Historical sites	Specialty movie theatres/IMAX
			873				
30.9%	30.5%	29.6%	29.2%	28.7%	27.3%	23.9%	23.0%
(99)	(98)	(104)	(93)	(95)	(101)	(96)	(91)
Pilates & yoga	Cross country skiing & snowshoeing	Theme parks, waterparks & water slides	Downhill skiing	ATV & snowmobiling	Hockey	Adventure sports	Power boating & jet skiing
方	<b>1</b>		***	50	Ą		
22.3%	20.7%	18.5%	18.4%	17.8%	15.6%	13.2%	13.2%
(99)	(97)	(88)	(92)	(101)	(99)	(105)	(98)
Dinner theatres	Curling	Video arcades & indoor amusement centres	Beer, food & wine festivals	Music festivals	Inline skating	Snowboarding	Marathon or similar event
ATA	M.			((@))		<u> </u>	
13.1%	12.9%	9.7%	8.7%	8.6%	7.1%	6.4%	4.3%
(104)	(106)	(74)	(110)	(106)	(88)	(79)	(100)
Sources: Opticks Powered by Numer	is 2020	Index: At least 10% above or	Source: Environia	4	(!) Indicates small sample size	*Selected and rani	ked by percent composition

PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

#### **Travel Profile**

# Top Canadian Destinations\*

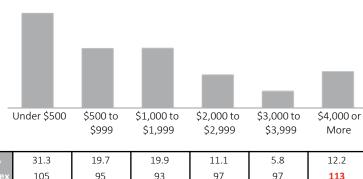




# **Vacation Spending**

Toronto

Spent Last Vacation



(101)

105

10.3

Average spend on last trip

# Vacation Booking\*\*

Used [Past 3 Years]



%	Index
40.1	99
34.7	94
30.1	91
28.1	96
20.5	112
16.1	96
10.5	104
7.2	99

Booked With [Past Year]



Expedia.com/ca Booking.com

> 12.2% 4.7% (108)

(89)Øred tag.ca Redtag.ca/itravel.com (!)

0.6%

(84)

Airline Websites

13.2%

(94)

3.0% (80)

Hotels.com

Hotels.com

1.7% (96)

1.1% (123)

\*\* travelocity

Travelocity.com/ca

**Discount Sites** Other Travel 1.5% 3.3%

trivago

Trivago.ca

Travel Type & Frequency

#### Business Trips



Average number of 11.0 nights away in the past (101)year for business trips

Personal Trips

3.5

(97)

(103)

Average out-of-town vacations taken in the past 3 years

(91)

Average number of business trips by mode of transportation in the past year:



(103)









3.6

4.0

(105)

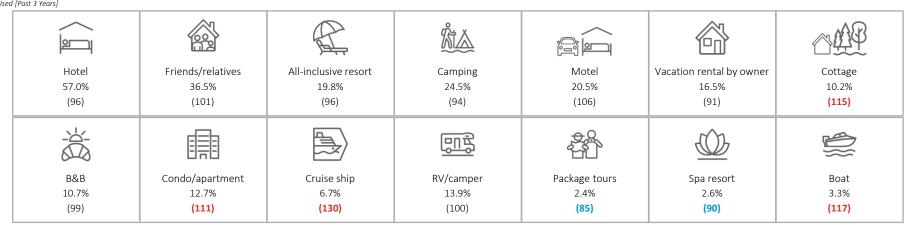


PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

#### **Travel Profile**

#### **Accommodation Preferences\***

Used [Past 3 Years]



Source: Environics Analytics 2020

# Airline Preferences\*\*

Flown [Past Year]



# Car Rental\*

Rented From [Past Year]





PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66

#### Market: Alberta

#### Media

# **Overall Level of Use**

Radio

13 hours/week

**Top Radio Programs\*** 

Mainstream Top 40/CHR

Programs [Weekly]

News/Talk

Classic Hits

Today's Country

Classic Country

Classic Rock

Adult Contemporary

Multi/Variety/Specialty

AOR/Mainstream Rock

(104)

Television

Index

122

87

96

88

84

110

95

98

109

97

31.4

17.1

16.8

14.3

13.4

12.6

9.5

8.7

7.5

6.9

1.246 minutes/week (104)

Movies

**Top Television Programs\*** 

Programs [Average Week]

Hockey (when in season) News/current affairs

Primetime serial dramas

Suspense/crime dramas

Situation comedies

**Documentaries** 

CFL football (when in season)

Home renovation/decoration shows

Evening local news

Newspaper

% Index

37.9 108

32.7 108

28.3 **113** 

28.3 98

25.9 103

25.7 116

25.3 104

25.1 105

24.2 105

51.1 99

1 hours/week

(142)

Food

Travel

Business & Financial

Top Newspaper Sections\*

Frequency Read [Occasionally/Frequently] Index Local & Pagional Nows 55.0

33.0	103
53.2	108
47.8	106
33.5	103
31.1	112
30.8	108
29.8	111
	53.2 47.8 33.5 31.1 30.8

(95)**Top Magazine Publications\*** 

# Re

ead [Past Month]	

Hello! Canada

Cineplex Magazine

	%	Inde
Other English-Canadian	7.2	104
Other U.S. magazines	6.9	93
CAA Magazine	6.8	123
Canadian Living	6.3	128
Reader's Digest	5.5	110
Maclean's	4.8	111
National Geographic	4.1	97
People	3.7	98

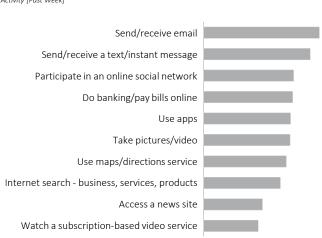
Internet ((()))

220 minutes/day

# **Top Internet Activities\***

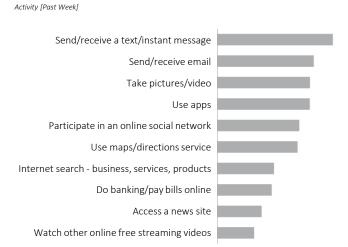
Modern/Alternative Rock

Activity [Past Week]



96 66.1 60.9 96 95 51.4 50.9 98 49.7 96 49.4 94 47.3 96 43.9 99 33.6 97 31.2 94

# **Top Mobile Activities\***



Magazine

8 minutes/day

(106)

28.1

25.1

24.3

100

107

106

114

58.4 95 48.7 92 46.8 93 46.7 94 41.4 89 40.6 92 28.7 92 27.6 91 22.5 95 18.7 90

96

108

3.5

3.3

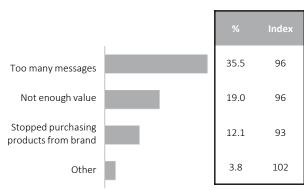


PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

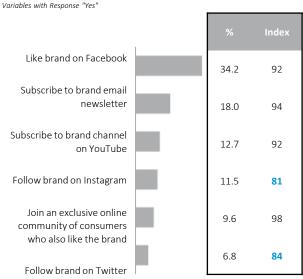
#### Media

#### **Social Media Platforms Reasons to Follow Brands** Usage [Currently Use] Facebook YouTube LinkedIn in 78.2% 69.2% 42.0% (99) (99)(92)To get coupons and 30.2 93 discounts Instagram WhatsApp Pinterest 35.1% 33.2% 32.6% To learn about a brand's 29.5 92 (91)(90) (101)products /services Twitter Podcasts Snapchat 28.5 93 To enter contests 26.4% 17.7% 12.8% (92)(99) (83) To provide feedback to 11.0 96 the brand Reddit Health/Fitness Blogs 97 9.4% 8.8% 8.6% To be among the first to 10.5 86 (98)(85) (97)hear brand news Dating App Flickr Tinder To engage with content 7.0 88 4.0% 2.8% 2.0% To share brand-related (92)(98) (87) stories with consumers 4.9 87 To make suggestions for new products/services 4.7 88 **Social Media Attitudes** "I tend to ignore marketing and "Use SM to keep up to date on general "I am well informed about SM" advertisements when I'm in a social news/events" media environment" 30% | Index = 91 37% | Index = 96 75% | Index = 104 "I am open to receiving relevant "Use SM to keep up to date on "Feel comfortable collaborating with

#### **Reasons to Unfollow Brands**



#### **Actions Taken using Social Media**



news/events in my industry"

26% | Index = 92

others through SM"

25% | Index = 90

marketing messages through social

media channels"

22% | Index = 102



PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66

Market: Alberta

#### **Product Preferences**

Variables with "Agree" Statements

"I would like to eat healthy foods
more often"
73%   Index = 99

"I have tried a product/service based on a personal recommendation" 72% | Index = 100 "I generally achieve what I set out to do" 69% | Index = 99 "I am very concerned about the nutritional content of food products I buy" 62% | Index = 101

"Family life and having children are most important to me" 62% | Index = 101

"I value companies who give back to the community" 61% | Index = 100

"I consider myself to be informed on current events or issues" 60% | Index = 103 "I am interested in learning about different cultures" 57% | Index = 100

"I offer recommendations of products/services to other people" 56% | Index = 97 "I like to cook" 55% | Index = 97

"I like to try new places to eat"

54% | Index = 101

"I make an effort to buy local produce/products" 53% | Index = 100 "When I shop online I prefer to support Canadian retailers" 47% | Index = 99 "It's important to buy products from socially-responsible/environmentallyfriendly companies" 47% | Index = 99 "I like to try new and different products" 47% | Index = 103

"Free-trial/product samples can influence my purchase decisions"

41% | Index = 95

"I am adventurous/"outdoorsy"" 37% | Index = 91

"Staying connected via social media is very important to me" 31% | Index = 100

ocial media is "I prefer to shop online for convenience" 100 29% | Index = 97

"Advertising is an important source of information to me" 27% | Index = 98

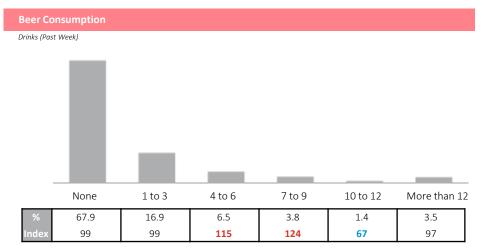
"Vegetarianism is a healthy option" 25% | Index = 95 "I lead a fairly busy social life" 24% | Index = 94

"I am willing to pay more for ecofriendly products" 24% | Index = 94 "I consider myself to be sophisticated" 23% | Index = 93 "I enjoy being extravagant/indulgent" 17% | Index = **89** 



PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66
Market: Alberta

## **Product Preferences**



#### Drinks

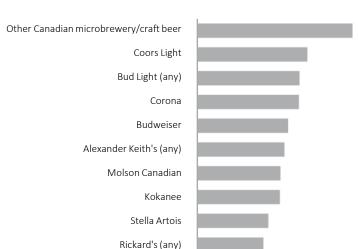
Drank [Past Month]	% Comp	Index
Canadian wine	13.8	111
Liqueurs (any)	7.2	106
Cider	5.3	87

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	11.2	96

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	21.3	105

# Top 10 Beers\*

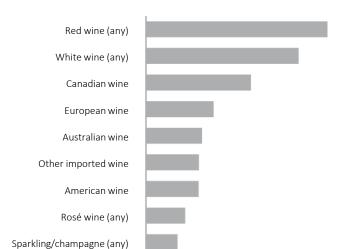
Brand Drink [Most Often/Frequently]

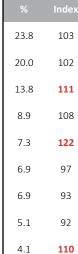


105 96 <b>114</b>
114
90
90
94
88
100
88
96

# Wine Details

Drank [Past Month]





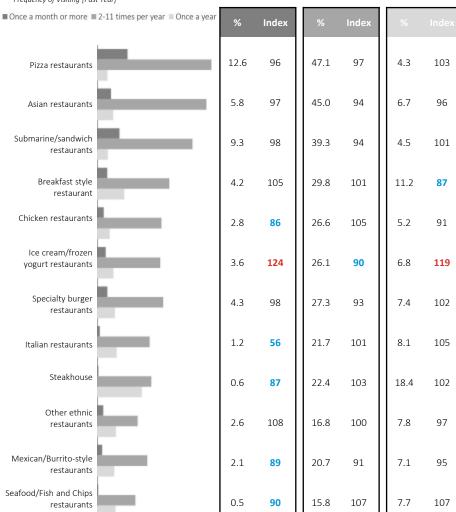


PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66
Market: Alberta

#### **Product Preferences**

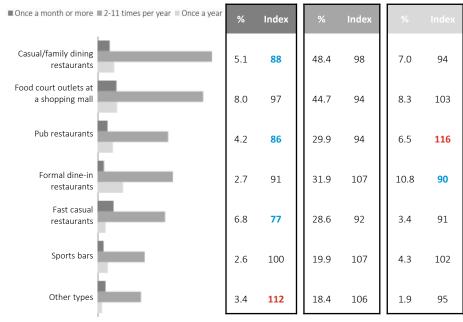
#### **Restaurant Type Visited\***

Frequency of Visiting [Past Year]



#### Restaurant Service Type\*

Frequency of Visiting [Past Year]



### **Purchased Organic Food**

Done [Past Week]





Organic Meat 5.5%

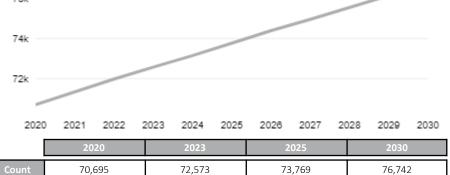


PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

# **Product Preferences**

#### **Demographics** Rent Own 22.1% 76.0% (81)(105)Age of Children at Home Households with Children at Home 0 to 4 5 to 9 10 to 14 15 to 19 20 to 24 25 or more 39.4% 16.7 16.9 16.9 17.6 14.2 17.8 83 90 (92)83 101 126 147

# **Demographic Trends Household Projections** 76k



Note: Index compares % change from 2020 target group households to % change from 2020 market households

2.7

53

#### **Loyalty Programs\*** Member Air Miles (excl. airline frequent flyer programs) 98 60.6 PC Optimum 51.9 99 Costco membership (paid) 97 45.2 Canadian Tire Triangle 40.6 100 Credit card with loyalty rewards 33.9 100 SCENE (Cineplex) 27.6 88 Aeroplan 26.1 102 Hudson's Bay Rewards 18.5 98 Petro Points 16.6 86 Esso Extra Program 80 7.8 Other airline frequent flyer program 8.5 93 Other grocery store card 92 17.8 Other store program 7.9 111 Other gas program 9.1 111

4.3

53

8.6

53

Other loyalty program

Target Group

9.9

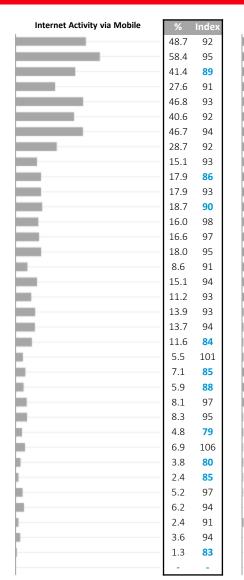
100



PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66
Market: Alberta

#### **Internet Activity**







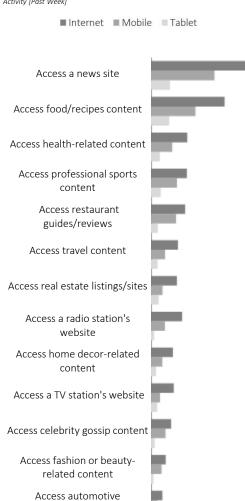


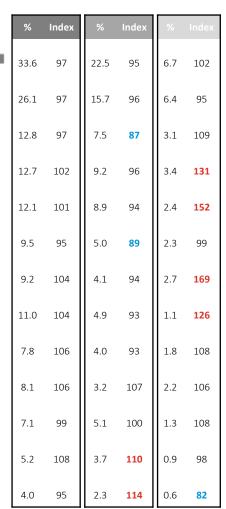
PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

#### **Internet Activity**

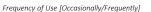
#### **Top Website Types\***







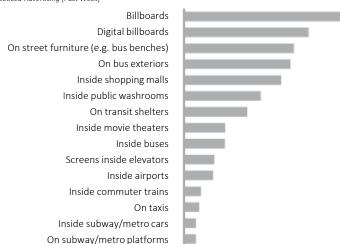
#### **Direct Media Usage**

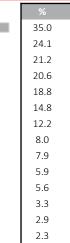




# **Out of Home Advertising**

#### Noticed Advertising [Past Week]





2.3

107

107

97

116

93

103

104

120

120

130

119

104

98

101

104

95

90

98

85

98

90

112

72

92

104

93

news/content

# bcrts British Columbia

# **Personal History Explorers**

PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66

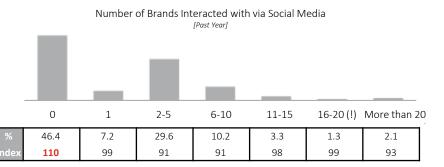
Market: Alberta

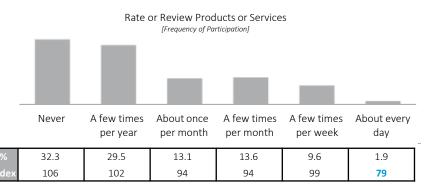
#### **Social Media Usage**

#### **Social Media Overview**

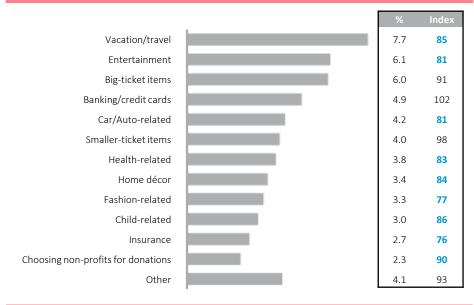
- 63% of Personal History Explorers from Alberta tend to access social media on their mobile phones during the morning hours, 62% during the afternoon hours
- 8% seek recommendations for Vacation/Travel Information via social media (Below Average)
- 89% believe that Social media companies should not be allowed to own or share their personal information

#### **Brand Interaction**





#### Seek Recommendations via Social Media\*



## Top Social Media Attitudes\*\*

Personal History Explorers from Alberta are private about sharing their personal information online

"Social media companies should not be allowed to own or share my personal information" 89% | Index = 103

"I tend to ignore marketing and advertisements when I'm in a social media environment" 75% | Index = 104

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 74% | Index = 101

"Use SM to stay connected with personal contacts"
42% | Index = 96



PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

# **Social Media Usage**

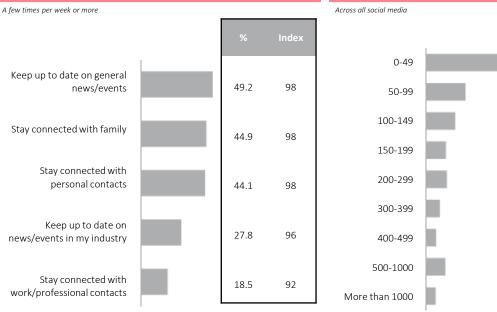
# Frequency of Participation\*

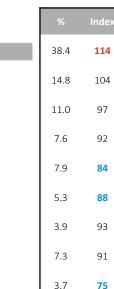
A few times per week or more

- Trjew ames per week or more		
Participate In	% Comp	Index
View friends' photos online	46.7	96
Read article comments	44.1	100
Watch video online	43.1	94
Read status updates/tweets	38.7	91
Listen to radio or stream music online	34.1	95
Chat in online chats	32.4	92
Share links with friends and colleagues	28.2	97
Click links in news feeds	22.4	94
Play games with others online	16.3	96
Read blogs	14.4	90
Post photos online	11.5	87
Rate or review products online	11.5	95
Update your status on a social network	10.6	84
Chat in online forums	10.1	91
Comment on articles or blogs	9.1	88
Share your GPS location	8.8	98
Check in with locations	8.4	88
Post videos online	5.0	87
Publish blog, Tumblr, online journal	2.6	78

#### **Social Media Uses\***

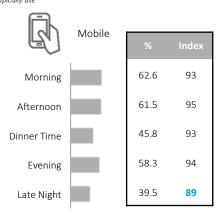
# **Number of Connections**



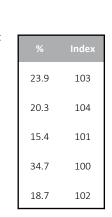


### **Social Media Access**

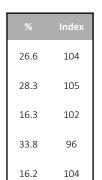
Typically use

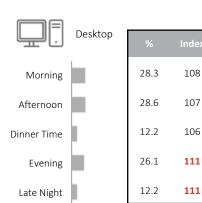










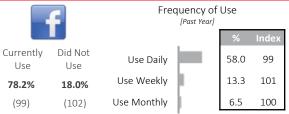




PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66
Market: Alberta

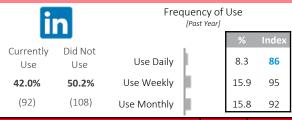
# **Social Media Usage**





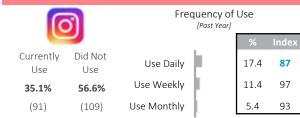
(99) (102) Ose Monthly	0.5	100
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	54.4	98
Comment/Like other users' posts	44.5	94
Use Messenger	37.5	95
Watch videos	36.7	94
Watch live videos	15.1	87
Like or become a fan of a page	13.1	90
Click on an ad	11.5	89
Post photos	11.4	87
Update my status	11.2	91
Post videos	4.9	77
Create a Facebook group or fan page	3.7	88
Give to a Facebook fundraiser (!)	1.9	79
Create a Facebook fundraiser (!)	1.6	82

#### LinkedIn



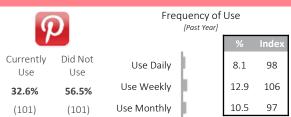
(92)	108)	Use Monthly	ь.	15.	8 92
Participate In* (at	least a	few times per we	ek)	% Comp	Index
Read your newsfe	ed			9.8	88
View a job posting				7.3	85
Search and review	other pr	ofiles		5.6	85
Watch videos				5.5	87
Create a connection	on			3.8	87
Comment on cont	ent			3.4	98
Update your profil	e inform	ation		3.1	87
Click on an ad (!)				2.8	95
Participate in Linke	edIn foru	ms (!)		2.2	96
Request a recomn	nendatio	n (!)		2.1	96
Post an article, vid	eo or pic	ture (!)		2.1	90
Join a LinkedIn gro	up (!)			1.8	96

#### nstagram



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	22.8	88
Like photos/videos	18.9	87
Comment on photos/videos	11.1	88
Watch live videos	10.6	89
Send direct messages	8.3	86
View a brand's page	6.2	81
Post photos/videos	6.0	82
Watch IGTV videos	4.7	83
Click on ads	4.4	89

#### **Pinterest**



#### Reddit

Frequency of Use [Past Year] Currently Did Not 80 Use Daily 3.0 Use Use Use Weekly 3.1 85 8.8% 83.7% 96 (85)(102)Use Monthly 2.6

Participate In* (at least a few times per month)	% Comp	Index
View content	6.6	86
Follow specific Subreddits	4.6	85
Vote on content	3.1	86
Post content	1.7	75

### **W**hatsApp

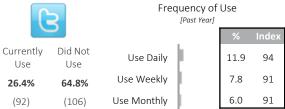
Frequency of Use [Past Year] Currently Did Not Use Daily 13.8 86 Use Use Use Weekly 9.4 86 33.2% 59.1% 101 (90)(108)Use Monthly 9.0

Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	19.7	88
Send/receive images	17.1	86
Use group chats	12.3	80
Use voice calls	8.0	81
Send/receive documents and files	7.2	77

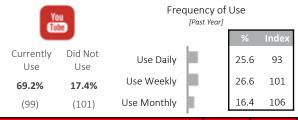


PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: Alberta

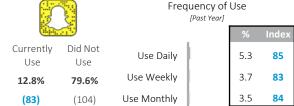
# **Social Media Usage**



(92) (106) U	se Monthly	6.0	91
Participate In* (at least a few	times per week)	% Comp	Index
Read tweets		17.6	93
Watch videos		10.0	90
Tweet		6.2	91
Send or receive direct message	·S	5.8	96
Share a link to a blog post or ar	ticle of interest	5.6	94
Respond to tweets		5.5	86
Follow users who follow you		5.0	94
Retweet		4.9	82
Watch live videos		4.8	90
Actively follow new users		4.2	91
Click on an ad		3.0	95



(99) (.	101)	Ose Monthly	т.	10.	4 100
Participate In* (at	least a fe	w times per w	eek)	% Comp	Index
Watch videos				41.2	94
Watch live videos				11.8	89
Like or dislike video	os			11.3	86
Share videos				6.8	89
Click on an ad				6.6	95
Leave comment or	post resp	onse on video		5.1	82
Embed a video on a	a web pag	e or blog		3.2	78
Create and post a v	video 💮			1.9	69
·					



(104)	,		
Participate In* (at least a few ti	mes per week)	% Comp	Index
Receive photos/videos		6.5	81
Send direct text messages		5.9	88
Send photos/videos		5.3	86
Use filters or effects		3.1	75
Read Snapchat discover/News		2.8	75
Use group chat		2.4	78
View ads		1.9	87
View a brand's snaps		1.9	72
Use video chat		1.6	75

#### **Audio Podcasts**

Sources: AskingCanadians Social 2020



#### Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	3.9	87
Listen to another genre of podcast	3.6	82
Listen to an educational podcast	3.5	88
Listen to a sports podcast	3.0	96
Listen to a business podcast	3.0	87
Listen to a comedy podcast	3.0	87
Subscribe to a sports podcast**	2.4	87
Listen to a technology focused podcast	2.1	85
Subscribe to another genre of podcast	1.8	79
Subscribe to a educational podcast	1.5	81
Subscribe to a comedy podcast (!)	1.4	93
Subscribe to a news podcast	1.4	82
Subscribe to a business podcast (!)	1.1	83
Subscribe to a technology podcast (!)	0.9	73

#### **Other Social Media Platforms**

	Tinder			Tik Tok	
4	Currently Use	Did Not Use	4	Currently Use	Did Not Use
	2.0%	95.0%		1.8%	95.5%
	(87)	(100)		(79)	(101)

#### Frequency of Use -Tinder [Past Year]

Use Daily (!) 0.8 87 Use Weekly (!) 0.6 68