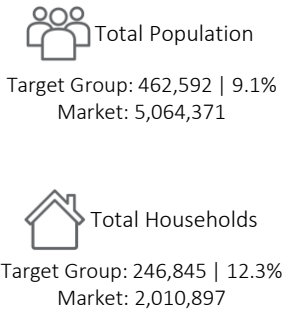


Overview

- Of the 9 EQ Target Groups identified in Canada, Cultural History Buffs rank 5th, making up 246,845 households, or 12.3% of the total Households in British Columbia (2,010,897)
- The Median Household Maintainer Age is 46, 54% of couples have children living at home
- Below Average Household Income of \$82,895 compared to British Columbia at \$106,682
- 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, Film Festivals, and Marathons
- Above Average interest in travelling within Canada (Toronto), Cultural History Buffs from British Columbia spent an average of \$1,728 on their last vacation
- On average, Cultural History Buffs from British Columbia spend 11hrs/week listening to the Radio, 20hrs/week watching TV, 1hr/week reading the Newspaper and 4.2hrs/day on the Internet. Daily Magazine usage is minimal (10 min/day)
- 78% currently use Facebook, 45% use Instagram and 30% use Twitter

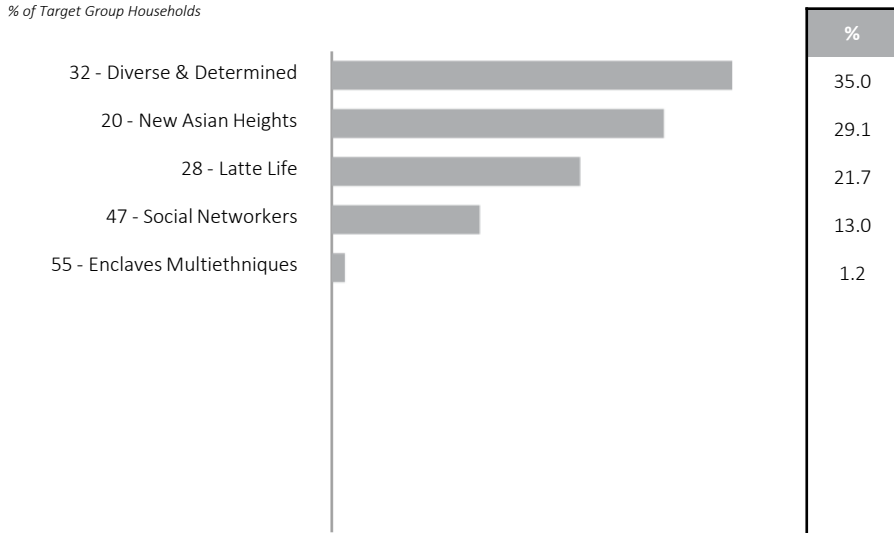
Market Sizing



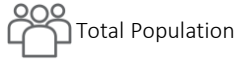
Top Geographic Markets

Census Subdivision	Target Group			Market	
	% of Group	% of Market	Index	HH Count	% of Market
Vancouver, BC (CY)	30.4	24.7	201	303,965	15.1
Burnaby, BC (CY)	15.8	39.0	317	100,030	5.0
Richmond, BC (CY)	10.4	32.4	264	79,185	3.9
Surrey, BC (CY)	8.8	11.9	97	183,889	9.1
New Westminster, BC (CY)	6.0	41.6	339	35,751	1.8
Coquitlam, BC (CY)	5.2	23.0	187	55,399	2.8
North Vancouver, BC (CY)	3.2	30.2	246	26,419	1.3
Port Coquitlam, BC (CY)	2.6	27.2	222	23,113	1.1
Greater Vancouver A, BC (RDA)	2.1	73.3	598	6,902	0.3
Langley, BC (CY)	2.0	38.0	310	12,850	0.6

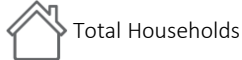
Top PRIZM Segments



Demographic Profile



Total Population
Target Group: 462,592 | 9.1%
Market: 5,064,371

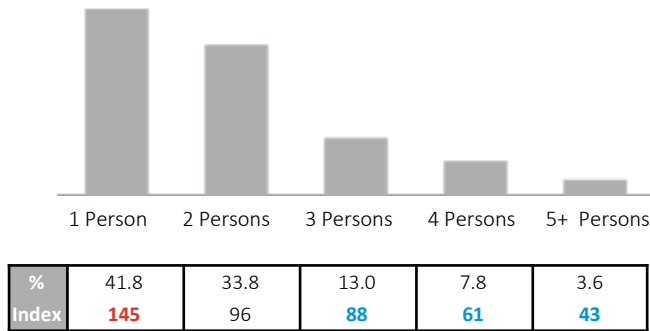


Total Households
Target Group: 246,845 | 12.3%
Market: 2,010,897

Average Household Income

\$82,895
(78)

Household Size*



Median Household Maintainer Age

46
(86)

Marital Status**

49.5%
(87)

Married/Common-Law

Family Composition***

45.9%
(105)

Couples Without Kids at Home

Education**

37.2%
(139)

University Degree

Visible Minority Presence*

51.7%
(156)

Belong to a visible minority group

Non-Official Language*

5.2%
(154)

No knowledge of English or French

Immigrant Population*

41.6%
(144)

Born outside Canada

Psychographics**

Strong Values

Weak Values

Ostentatious Consumption	133	60	Attraction to Nature
Culture Sampling	132	78	Parochialism
Brand Genuineness	131	81	Cultural Assimilation
Need for Status Recognition	127	83	Primacy of the Family
Rejection of Authority	124	83	Utilitarian Consumerism

Key Social Values

Culture Sampling Index = 132	Brand Genuineness Index = 131	Multiculturalism Index = 121
Global Consciousness Index = 121	Need for Escape Index = 120	Flexible Families Index = 117
Attraction For Crowds Index = 117	Social Learning Index = 115	Consumptivity Index = 115
Pursuit of Originality Index = 115	Confidence in Advertising Index = 114	Ecological Concern Index = 112

































Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	86.1	102
Gardening	59.7	91
Volunteer work	53.2	99
Swimming	52.4	90
Home exercise & home workout	51.7	99

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	57.6	105
Parks & city gardens	41.7	94
Movies at a theatre/drive-in	39.2	102
Bars & restaurant bars	37.3	95
Art galleries, museums & science centres	37.0	100

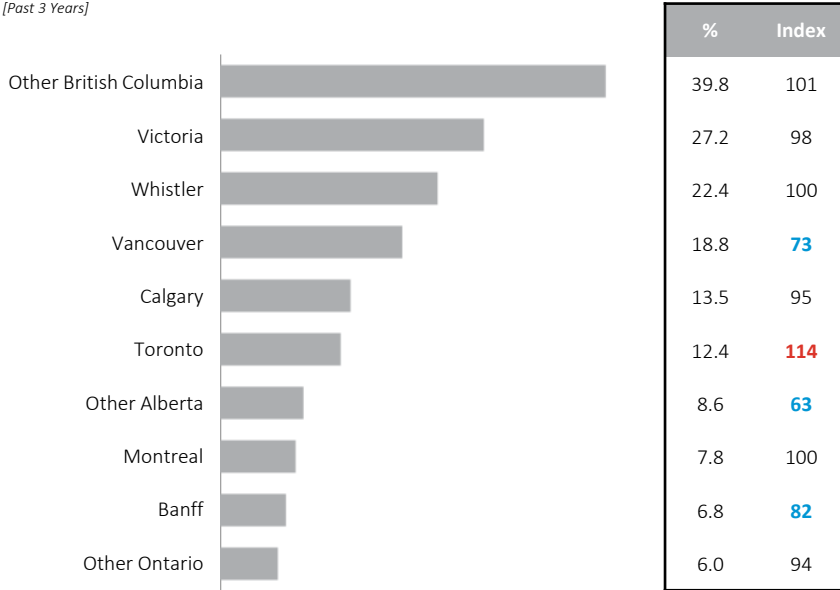
Key Tourism Activities**

Swimming  52.4% (90)	Hiking & backpacking  49.8% (100)	Camping  47.9% (91)	Cycling  41.7% (96)	Parks & city gardens  41.7% (94)	Bars & restaurant bars  37.3% (95)	Photography  36.8% (91)	Canoeing & kayaking  32.0% (91)
National or provincial park  27.5% (82)	Pilates & yoga  24.0% (95)	Cross country skiing & snowshoeing  20.5% (84)	Golfing  20.1% (81)	Ice skating  20.0% (88)	Zoos & aquariums  19.3% (105)	Fishing & hunting  17.5% (76)	Specialty movie theatres/IMAX  17.4% (85)
Video arcades & indoor amusement centres  16.5% (99)	Downhill skiing  16.3% (81)	Sporting events  14.1% (75)	Beer, food & wine festivals  14.0% (119)	Historical sites  12.1% (65)	Adventure sports  12.0% (92)	Music festivals  10.3% (107)	Film festivals  10.0% (134)
Hockey  9.9% (84)	Marathon or similar event  9.0% (116)	ATV & snowmobiling  8.2% (75)	Theme parks, waterparks & water slides  7.9% (77)	Power boating & jet skiing  7.8% (60)	Curling  6.1% (87)	Snowboarding  6.1% (72)	Food & wine shows  4.7% (108)

Travel Profile

Top Canadian Destinations*

Visited [Past 3 Years]

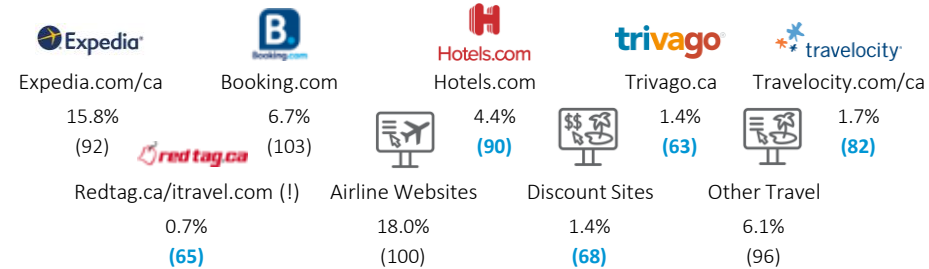


Vacation Booking**

Used [Past 3 Years]

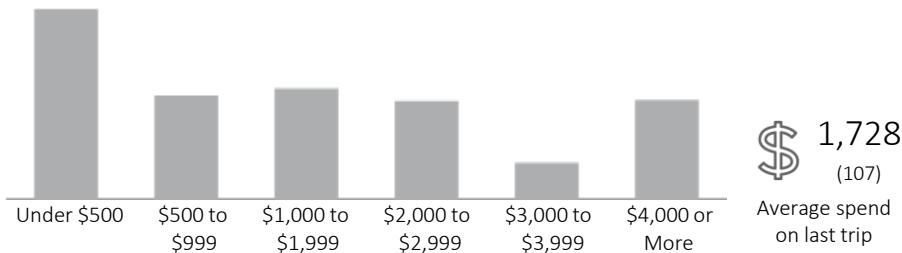


Booked With [Past Year]



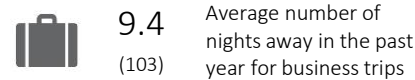
Vacation Spending

Spent Last Vacation

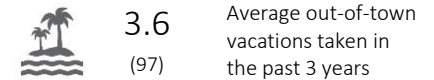


Travel Type & Frequency

Business Trips



Personal Trips

















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



Travel Profile

Accommodation Preferences*

Used [Past 3 Years]

 Hotel 58.9% (101)	 Friends/relatives 40.2% (102)	 All-inclusive resort 17.7% (109)	 Camping 19.5% (78)	 Motel 18.3% (87)	 Vacation rental by owner 19.7% (94)	 Cottage 7.6% (80)
 B&B 16.0% (103)	 Condo/apartment 14.4% (106)	 Cruise ship 11.5% (88)	 RV/camper 8.6% (72)	 Package tours 3.7% (79)	 Spa resort 5.6% (90)	 Boat 1.3% (50)









Airline Preferences**

Flown [Past Year]

 Air Canada 45.1% (110)	 West Jet 33.0% (98)	 Air Transat 8.3% (121)	 Porter Airlines 1.1% (122)	 Other Canadian 4.1% (78)
 United Airlines 7.1% (103)	 Delta Airlines 7.8% (130)	 American Airlines 3.2% (93)	 Other American 9.2% (105)	
 European Airlines 6.6% (86)	 Asian Airlines 7.3% (106)	 Other Charter 2.1% (114)	 Other 9.5% (114)	

Car Rental*

Rented From [Past Year]

 Enterprise 6.9% (105)	 Budget 4.7% (89)	 Avis 1.6% (76)	 National 2.8% (78)
 Hertz 1.7% (64)	 Discount 2.3% (150)	 U-Haul 1.2% (79)	 Other Rentals 3.0% (93)

Media

Overall Level of Use

Radio



11 hours/week
(92)

Television



1,173 minutes/week
(102)

Newspaper



1 hours/week
(123)

Magazine



10 minutes/day
(106)

Internet



253 minutes/day
(113)

Top Radio Programs*

Programs [Weekly]

	%	Index
News/Talk	40.2	108
Adult Contemporary	18.9	101
Mainstream Top 40/CHR	15.3	102
Multi/Variety/Specialty	12.8	110
Modern/Alternative Rock	10.1	99
Hot Adult Contemporary	9.7	92
Classic Hits	9.3	75
Classic Rock	7.4	92
Not Classified	7.3	99
Today's Country	6.8	79

Top Television Programs*

Programs [Average Week]

	%	Index
Movies	45.4	100
Evening local news	34.4	90
News/current affairs	33.3	108
Primetime serial dramas	27.1	97
Documentaries	27.0	95
Suspense/crime dramas	25.3	92
Cooking programs	24.9	101
Home renovation/decoration shows	22.5	90
Situation comedies	22.1	89
Hockey (when in season)	21.7	84

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	60.6	104
International News & World	53.8	101
National News	53.1	102
Movie & Entertainment	40.0	118
Food	37.3	114
Health	36.4	101
Editorials	32.3	103
Travel	31.8	107
Sports	28.7	100
Business & Financial	26.5	104

Top Magazine Publications*

Read [Past Month]

	%	Index
Other U.S. magazines	10.3	103
Other English-Canadian	9.1	87
Canadian Living	7.6	89
Maclean's	6.6	103
National Geographic	5.6	82
Hello! Canada	5.3	129
Chatelaine (English edition)	5.1	140
People	4.3	84
Reader's Digest	3.9	90
Cineplex Magazine	3.6	83

Top Internet Activities*

Activity [Past Week]

	%	Index
Send/receive email	71.3	99
Send/receive a text/instant message	61.4	99
Participate in an online social network	56.0	104
Use maps/directions service	52.3	102
Do banking/pay bills online	51.8	99
Use apps	50.6	102
Take pictures/video	50.5	98
Internet search - business, services, products	45.4	100
Access a news site	38.6	98
Research products/services	33.2	109

Top Mobile Activities*

Activity [Past Week]

	%	Index
Send/receive a text/instant message	57.7	102
Send/receive email	49.6	101
Use apps	47.1	105
Take pictures/video	46.2	95
Participate in an online social network	45.6	109
Use maps/directions service	43.7	107
Internet search - business, services, products	27.1	103
Access a news site	25.8	111
Do banking/pay bills online	22.7	98
Watch free streaming music videos	20.7	117

Media

Social Media Platforms

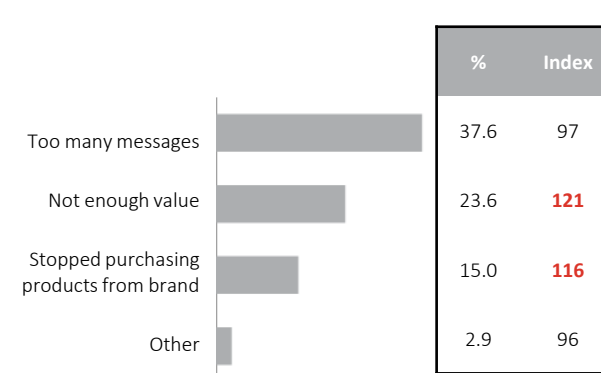
Usage [Currently Use]



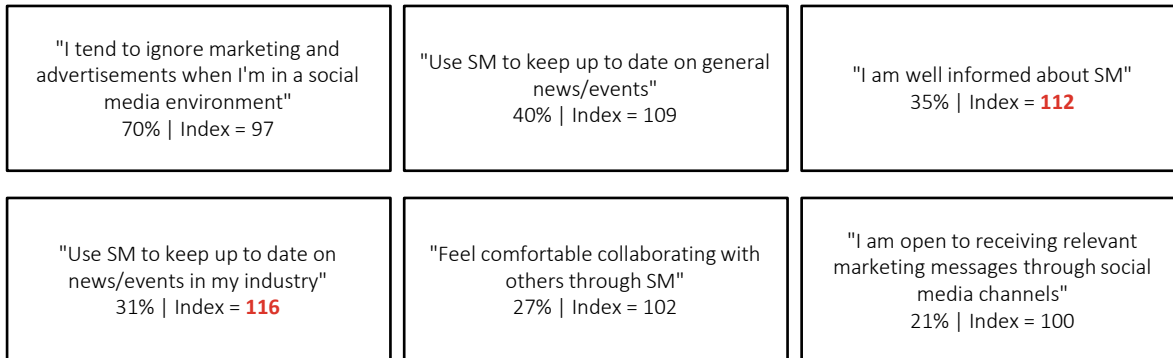
Reasons to Follow Brands



Reasons to Unfollow Brands

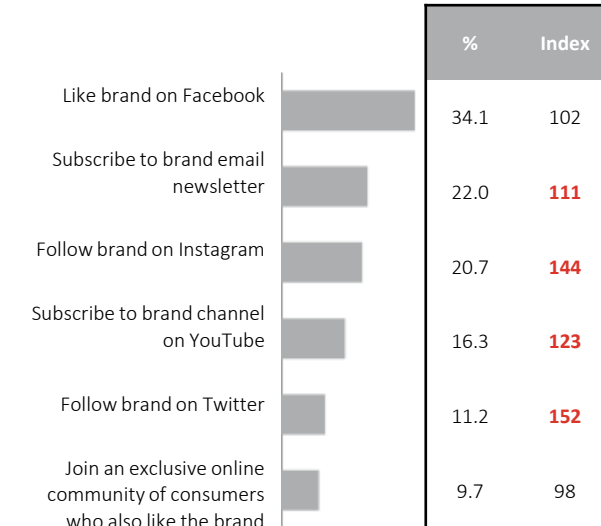


Social Media Attitudes



Actions Taken using Social Media

Variables with Response "Yes"



Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods more often"
75% | Index = 96

"I have tried a product/service based on a personal recommendation"
72% | Index = 101

"I am very concerned about the nutritional content of food products I buy"
67% | Index = 98

"I value companies who give back to the community"
66% | Index = 101

"I am interested in learning about different cultures"
65% | Index = 106

"I consider myself to be informed on current events or issues"
63% | Index = 103

"I generally achieve what I set out to do"
61% | Index = **89**

"I make an effort to buy local produce/products"
60% | Index = 96

"I like to try new places to eat"
56% | Index = 102

"I like to cook"
56% | Index = 99

"It's important to buy products from socially-responsible/environmentally-friendly companies"
54% | Index = 100

"I like to try new and different products"
54% | Index = 105

"I offer recommendations of products/services to other people"
53% | Index = 99

"Family life and having children are most important to me"
51% | Index = **88**

"When I shop online I prefer to support Canadian retailers"
48% | Index = 96

"Free-trial/product samples can influence my purchase decisions"
40% | Index = 96

"I am willing to pay more for eco-friendly products"
37% | Index = 107

"Vegetarianism is a healthy option"
36% | Index = **116**

"I am adventurous/"outdoorsy""
33% | Index = **84**

"I prefer to shop online for convenience"
29% | Index = 101

"Staying connected via social media is very important to me"
26% | Index = 99

"I consider myself to be sophisticated"
24% | Index = **111**

"I lead a fairly busy social life"
23% | Index = 106

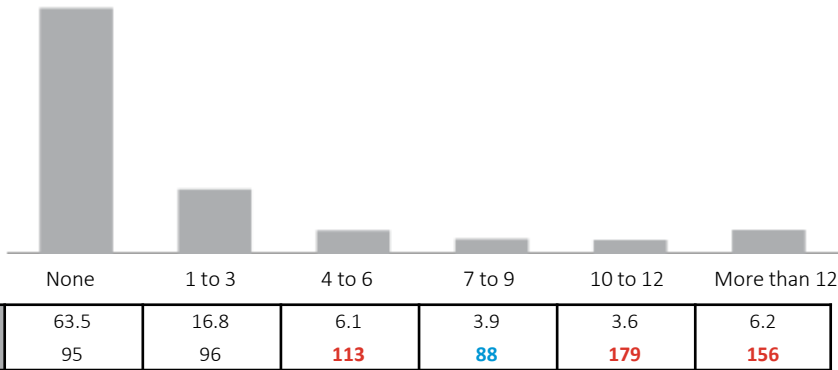
"Advertising is an important source of information to me"
22% | Index = **87**

"I enjoy being extravagant/indulgent"
19% | Index = 98

Product Preferences

Beer Consumption

Drinks (Past Week)



Drinks

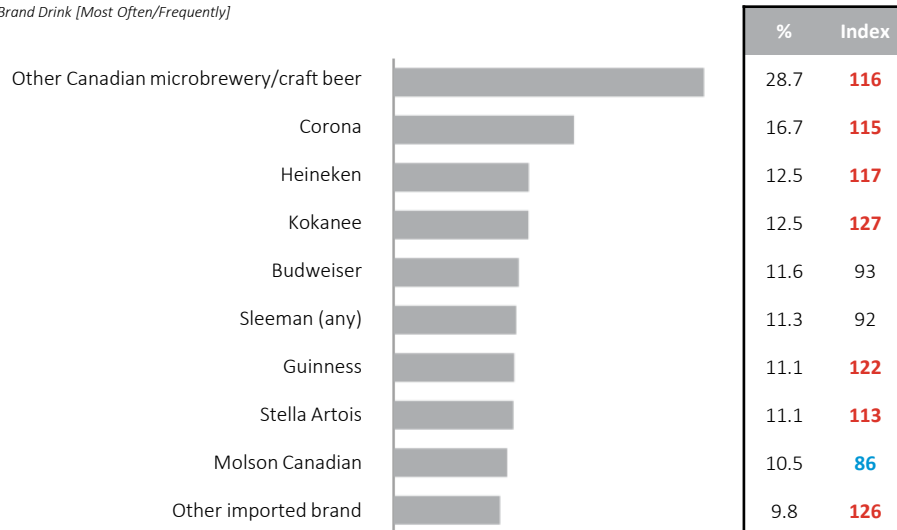
Drank [Past Month]	% Comp	Index
Canadian wine	20.1	91
Cider	12.7	110
Liqueurs (any)	8.9	92

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	18.4	112

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	28.7	116

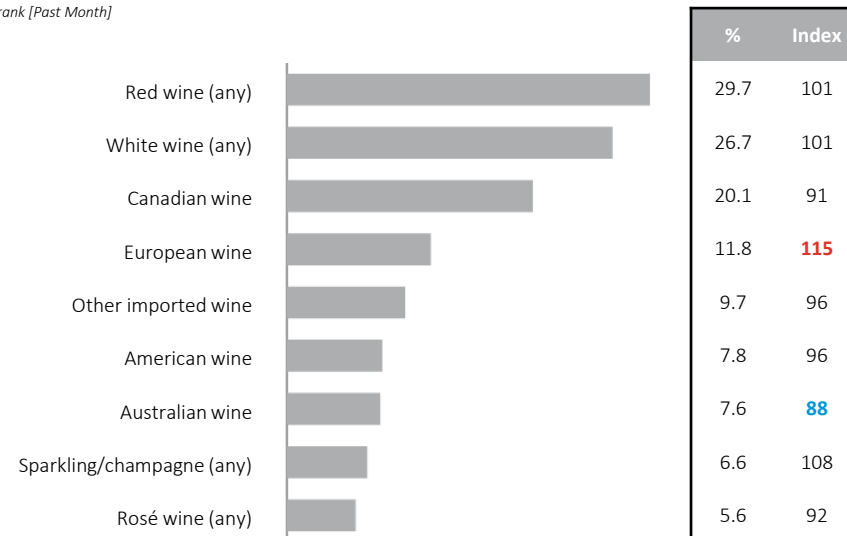
Top 10 Beers*

Brand Drink [Most Often/Frequently]



Wine Details

Drank [Past Month]

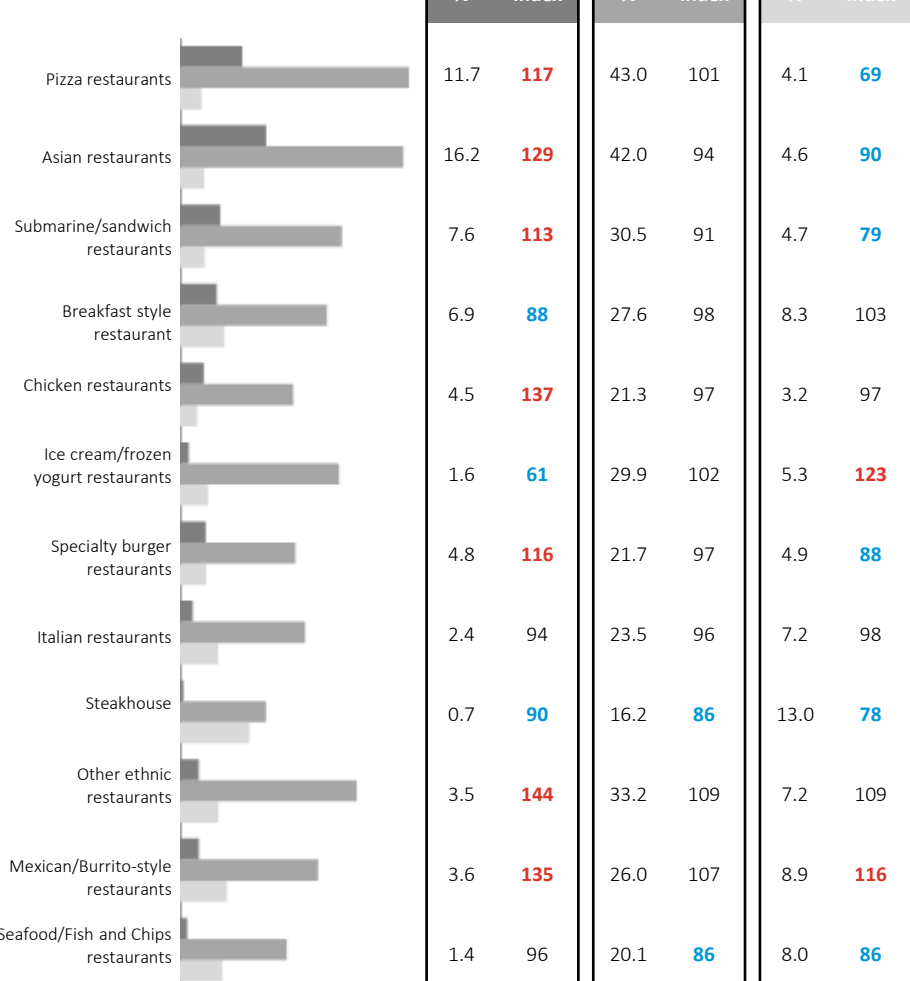


Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]

■ Once a month or more ■ 2-11 times per year ■ Once a year



Restaurant Service Type*

Frequency of Visiting [Past Year]

■ Once a month or more ■ 2-11 times per year ■ Once a year



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables
32.5%
(115)



Other Organic Food
12.8%
(90)



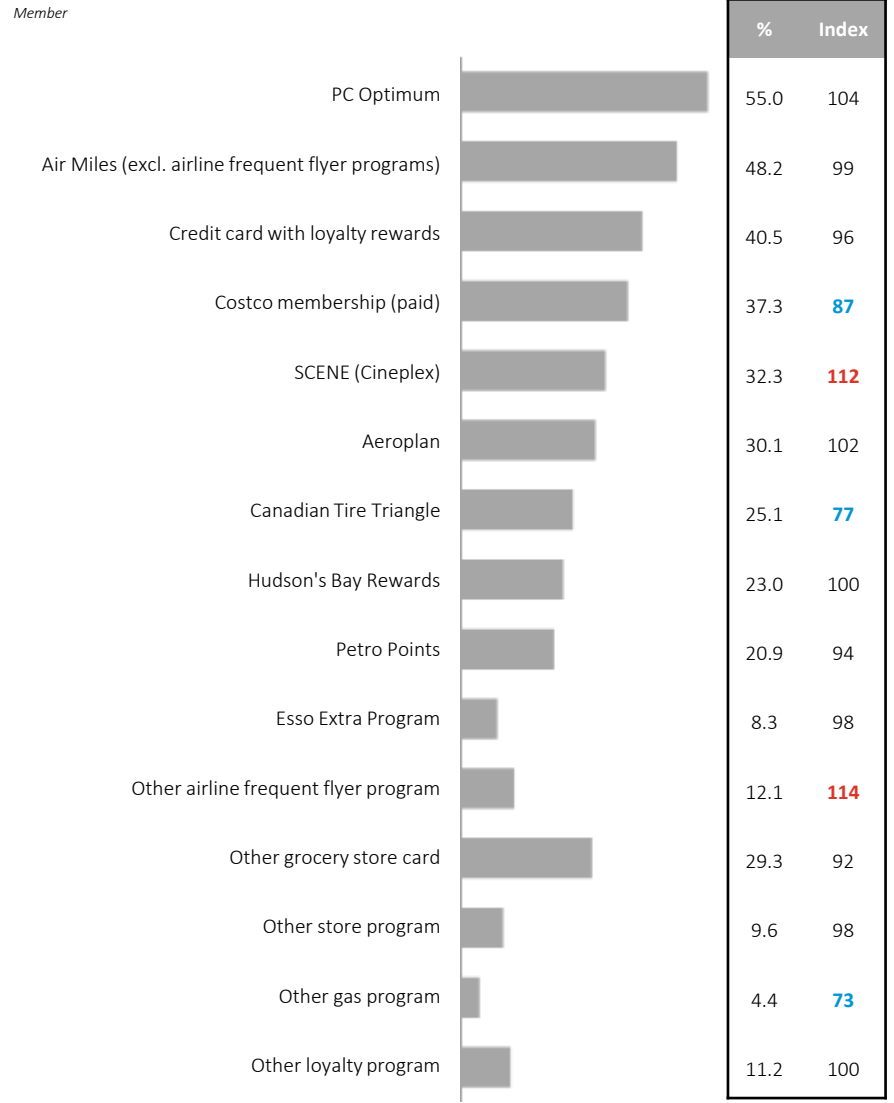
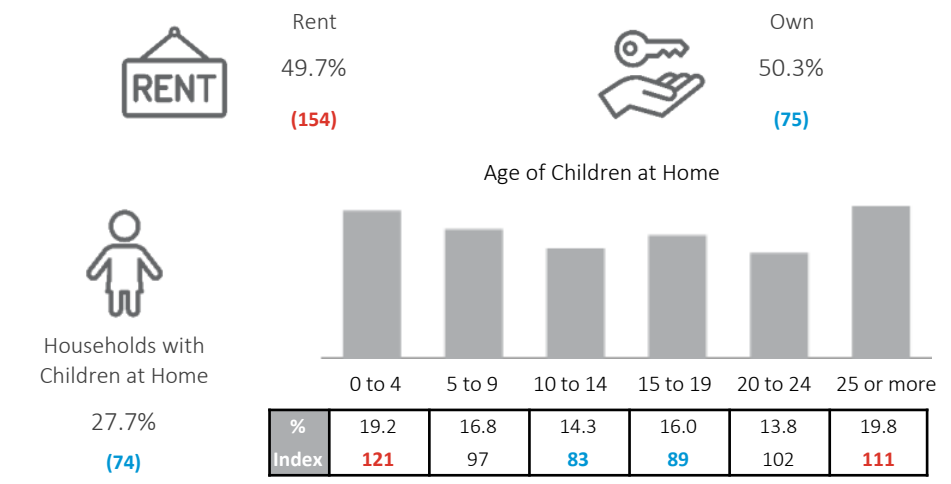
Organic Meat
10.0%
(103)



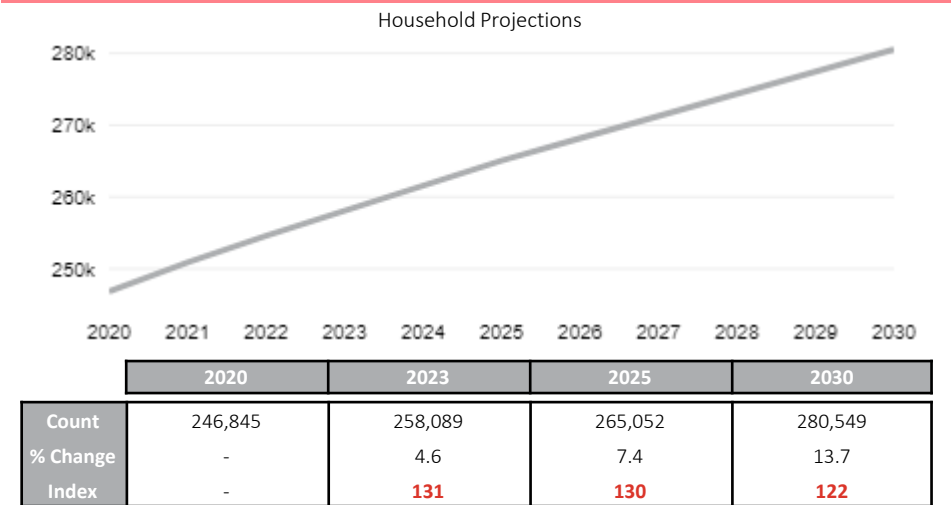
Product Preferences

Demographics

Loyalty Programs*



Demographic Trends



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

Internet Activity

Activity [Past Week]



Internet Activity

Top Website Types*

Activity [Past Week]

■ Internet ■ Mobile ■ Tablet

	%	Index	%	Index	%	Index
Access a news site	38.6	98	25.8	111	8.5	79
Access food/recipes content	30.4	100	14.9	103	5.0	71
Access health-related content	20.1	100	11.0	99	3.7	81
Access professional sports content	10.5	93	7.6	96	2.6	96
Access restaurant guides/reviews	17.1	121	12.2	121	2.8	104
Access travel content	17.8	108	10.5	121	3.5	92
Access real estate listings/sites	11.9	86	6.2	94	2.6	70
Access a radio station's website	13.1	121	5.3	117	2.9	104
Access home decor-related content	8.5	94	3.6	104	1.4	62
Access a TV station's website	8.9	101	1.9	69	1.4	133
Access celebrity gossip content	6.4	92	4.6	88	1.5	101
Access fashion or beauty-related content	9.4	110	6.9	110	2.1	99
Access automotive news/content	4.5	70	2.9	85	0.6	64

Direct Media Usage

Frequency of Use [Occasionally/Frequently]

	%	Index
Flyers delivered to the door or in the mail	40.3	97
Flyers inserted into a community newspaper	36.3	88
Coupons	36.1	108
General information from the Internet/websites	32.0	96
Apps/online flyers	25.6	90
Local store catalogues	23.2	94
Flyers inserted into a daily newspaper	22.6	95
Direct email offers	22.3	104
Mail order	8.6	106
Yellow Pages (print)	4.6	111
Yellow Pages (online)	1.2	100

Out of Home Advertising

Noticed Advertising [Past Week]

	%	Index
On bus exteriors	30.4	115
Billboards	24.3	87
On transit shelters	21.2	113
On street furniture (e.g. bus benches)	18.4	101
Inside buses	17.1	174
Inside shopping malls	17.0	100
On subway/metro platforms	11.6	145
Inside subway/metro cars	11.3	166
Digital billboards	11.1	76
Screens inside elevators	9.1	136
Inside public washrooms	9.0	86
Inside commuter trains	8.5	141
Inside movie theaters	7.8	117
Inside airports	4.6	81
On taxis	3.9	121

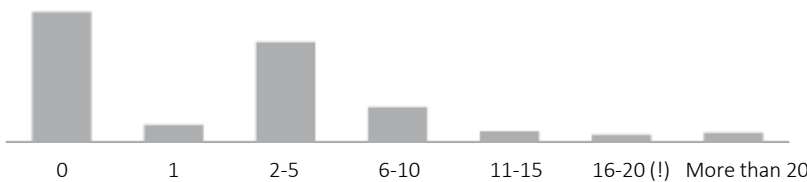
Social Media Usage

Social Media Overview

- 69% of Cultural History Buffs from British Columbia tend to access social media on their mobile phones during the morning hours, 65% during the afternoon hours
- 12% seek recommendations for Vacation/Travel Information via social media (Above Average)
- 82% believe that Social media companies should not be allowed to own or share their personal information

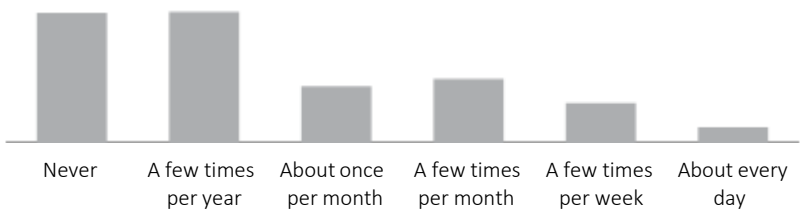
Brand Interaction

Number of Brands Interacted with via Social Media
[Past Year]



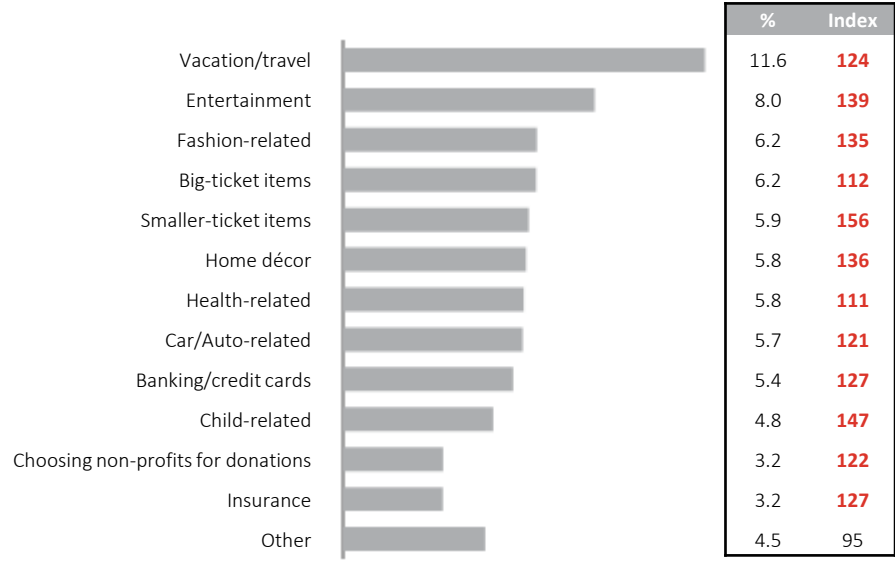
%	41.4	5.7	31.9	11.4	3.8	2.6	3.3
Index	94	84	99	121	114	136	164

Rate or Review Products or Services
[Frequency of Participation]



%	29.7	30.0	13.0	14.6	9.1	3.6
Index	107	94	96	91	111	142

Seek Recommendations via Social Media*



Top Social Media Attitudes**

Cultural History Buffs from British Columbia are private about sharing their personal information online

"Social media companies should not be allowed to own or share my personal information"
82% | Index = 97

"I tend to ignore marketing and advertisements when I'm in a social media environment"
70% | Index = 97

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company"
69% | Index = 97

"Use SM to stay connected with personal contacts"
45% | Index = 100

Social Media Usage

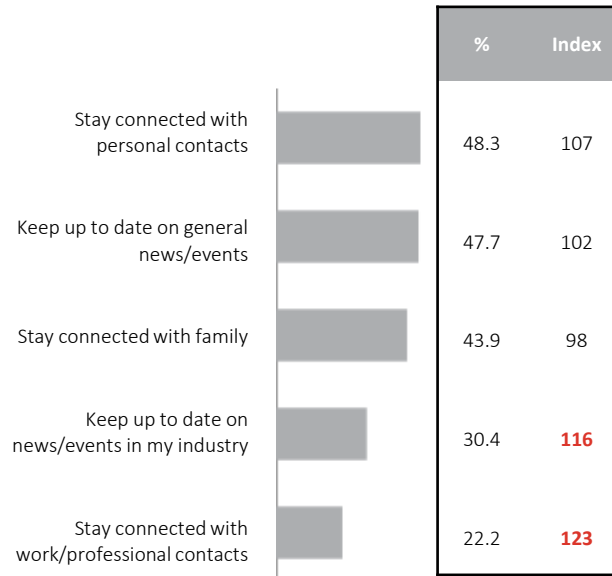
Frequency of Participation*

A few times per week or more

Participate In	% Comp	Index
View friends' photos online	53.7	111
Watch video online	49.1	110
Read article comments	44.2	104
Chat in online chats	43.8	110
Read status updates/tweets	41.8	112
Listen to radio or stream music online	36.6	103
Share links with friends and colleagues	32.2	109
Click links in news feeds	28.3	113
Read blogs	21.3	123
Play games with others online	16.2	102
Post photos online	15.7	110
Chat in online forums	13.2	127
Check in with locations	13.0	112
Rate or review products online	12.7	118
Update your status on a social network	12.4	117
Share your GPS location	11.6	111
Comment on articles or blogs	11.6	112
Post videos online	6.9	121
Publish blog, Tumblr, online journal	6.0	170

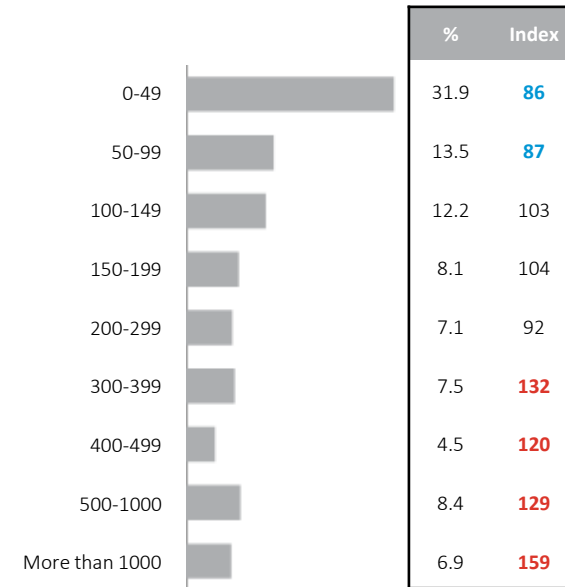
Social Media Uses*

A few times per week or more



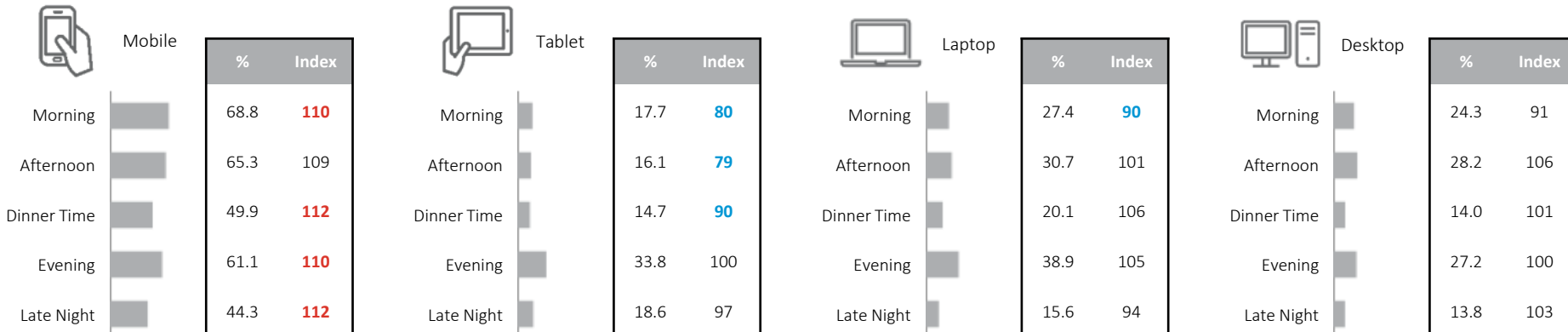
Number of Connections

Across all social media



Social Media Access

Typically use

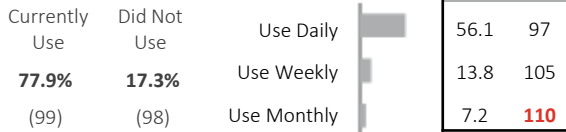


Social Media Usage

Facebook



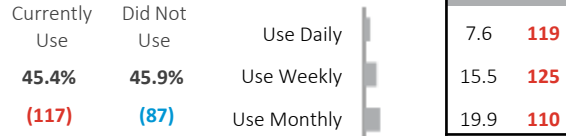
Frequency of Use
[Past Year]



LinkedIn



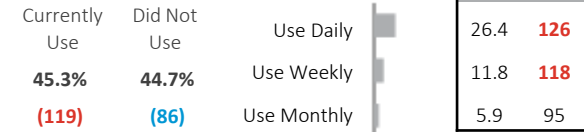
Frequency of Use
[Past Year]



Instagram



Frequency of Use
[Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	55.1	100
Comment/Like other users' posts	42.1	93
Use Messenger	40.6	100
Watch videos	37.3	102
Watch live videos	14.4	99
Update my status	12.5	108
Post photos	12.1	95
Like or become a fan of a page	11.6	101
Click on an ad	10.7	107
Post videos	5.2	99
Create a Facebook group or fan page	4.6	127
Give to a Facebook fundraiser (!)	2.9	139
Create a Facebook fundraiser (!)	2.7	151

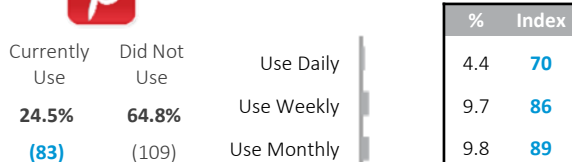
Participate In* (at least a few times per week)	% Comp	Index
Read your newsfeed	10.0	139
View a job posting	7.5	139
Search and review other profiles	5.9	145
Watch videos	5.7	132
Create a connection	4.9	140
Comment on content	4.3	128
Update your profile information	3.6	145
Post an article, video or picture (!)	3.2	135
Click on an ad (!)	2.9	124
Request a recommendation (!)	2.9	181
Participate in LinkedIn forums (!)	2.7	157
Join a LinkedIn group (!)	2.2	140

Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	32.9	123
Like photos/videos	27.9	126
Comment on photos/videos	15.8	122
Watch live videos	14.4	123
Send direct messages	14.3	131
Post photos/videos	10.4	129
View a brand's page	9.9	145
Watch IGTV videos	6.7	143
Click on ads	6.3	133

Pinterest



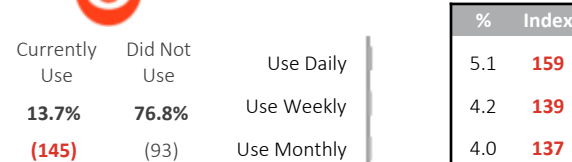
Frequency of Use
[Past Year]



Reddit



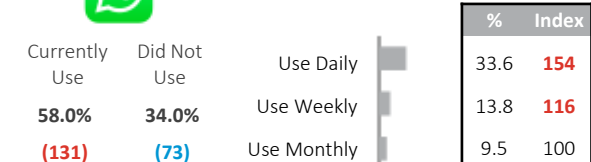
Frequency of Use
[Past Year]



WhatsApp



Frequency of Use
[Past Year]



Participate In* (at least a few times per month)	% Comp	Index
View content	9.7	146
Follow specific Subreddits	5.7	147
Vote on content	5.2	141
Post content	3.2	150

Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	40.8	146
Send/receive images	37.8	150
Use group chats	27.8	156
Send/receive documents and files	18.8	159
Use voice calls	17.3	157

Social Media Usage

Twitter



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
29.9% (117)	60.0% (93)	Use Daily	13.2	122
		Use Weekly	8.3	109
		Use Monthly	7.1	116

YouTube



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
77.2% (107)	13.0% (83)	Use Daily	34.5	122
		Use Weekly	28.9	101
		Use Monthly	12.7	89

Snapchat



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
13.6% (112)	78.0% (98)	Use Daily	3.8	93
		Use Weekly	4.5	123
		Use Monthly	4.2	109

Participate In* (at least a few times per week)	% Comp	Index
Read tweets	18.3	120
Watch videos	11.0	132
Tweet	7.5	127
Send or receive direct messages	6.9	126
Retweet	6.4	126
Share a link to a blog post or article of interest	6.2	131
Respond to tweets	6.0	123
Actively follow new users	5.7	141
Watch live videos	5.1	111
Follow users who follow you	4.7	110
Click on an ad	3.4	134

Participate In* (at least a few times per week)	% Comp	Index
Watch videos	52.1	113
Like or dislike videos	16.2	121
Watch live videos	15.0	131
Share videos	9.8	126
Leave comment or post response on video	7.7	131
Click on an ad	7.0	118
Embed a video on a web page or blog	6.1	154
Create and post a video	4.6	152

Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	5.2	93
Send direct text messages	4.1	89
Use filters or effects	3.9	107
Send photos/videos	3.4	83
Read Snapchat discover/News	2.7	85
Use group chat	2.6	90
Use video chat	2.2	129
View ads	2.1	121
View a brand's snaps	1.6	81

Audio Podcasts



Currently Use	Did Not Use
22.2% (115)	62.7% (97)

Frequency of Use
[Past Year]

	%	Index
Use Daily	7.1	133
Use Weekly	9.1	123
Use Monthly	5.4	92

Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	6.8	143
Listen to another genre of podcast	5.7	120
Listen to an educational podcast	5.4	140
Listen to a business podcast	4.5	134
Listen to a comedy podcast	4.3	154
Listen to a sports podcast	3.2	166
Subscribe to a sports podcast**	3.1	173
Listen to a technology focused podcast	3.0	158
Subscribe to a news podcast	2.7	156
Subscribe to an educational podcast	2.7	139
Subscribe to another genre of podcast	2.7	125
Subscribe to a comedy podcast (!)	2.2	157
Subscribe to a business podcast (!)	2.1	160
Subscribe to a technology podcast (!)	1.9	151

Other Social Media Platforms



Tinder

Currently Use	Did Not Use
3.6% (131)	91.2% (97)



Tik Tok

Currently Use	Did Not Use
1.8% (109)	92.3% (98)

Frequency of Use -Tinder
[Past Year]

	%	Index
Use Daily (!)	1.8	145
Use Weekly (!)	1.0	158