

PRIZM Segments Included (by SESI): 11
Market: RDOS - Calgary

Overview

- Of the 67 PRIZM Clusters identified in Canada, Modern Suburbia rank 1st for the Custom Calgary target area created using Regional District Okanagan Similkameen (RDOS) visitor origin FSA's
- Modern Suburbia make up 49,301 households, or 9.6% of the total Households in the Custom Calgary target area (512,401)
- The Median Household Maintainer Age is 41, 59% of couples have children living at home
- Average Household Income of \$140,212 compared to the Custom Calgary target area at \$139,958
- Top Social Value: Confidence in Advertising: A tendency to trust and use advertising as a source of reliable information. Also, a tendency to identify with the fashions and the role models promoted by advertising and the consumer society
- · Above Average interest in Swimming, attending Sporting Events and Cycling
- Above Average interest in travelling within Canada (Banff, Calgary, Vancouver, Jasper, Victoria), Modern Suburbia from the Custom Calgary target area spent an average of \$1,579 on their last vacation
- On average, Modern Suburbia from the Custom Calgary target area spend 11hrs/week listening to the Radio, 18hrs/week watching TV, Ohr/week reading the Newspaper and 4.6hrs/day on the Internet. Daily Magazine usage is minimal (4 min/day)
- 76% currently use Facebook, 48% use Instagram and 37% use Twitter

Rejuvenators

Market Sizing

Total Population

Target Group: 149,575 | 10.7% Market: 1,398,763

Total Households

Target Group: 49,301 | 9.6% Market: 512,401

100.0

Source: Environics Analytics 2020

Top Geographic Markets

		Target Group			Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market		
Calgary, AB (CY)	97.5	10.5	106	504,325	92.3		
Chestermere, AB (CY)	2.3	17.4	175	7,081	1.3		
Rocky View County, AB (MD)	0.2	0.6	6	14,248	2.6		
Cochrane, AB (T)	0.0	0.2	2	11,357	2.1		

EQ Segments

% of Target Group Households

Free Spirits

Authentic Experiencers

Cultural Explorers

Cultural History Buffs

Personal History Explorers

Gentle Explorers

No Hassle Travellers

Virtual Travellers

Top PRIZM Segments

% of Target Group Households

11 - Modern Suburbia 100.0



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Demographic Profile



Target Group: 149,575 | 10.7% Market: 1,398,763

Total Households

Target Group: 49,301 | 9.6% Market: 512,401

Average Household Income

\$140,212 (101)

Median Household Maintainer Age

> 41 (85)

Household Size* 2 Persons 3 Persons 5+ Persons 1 Person 4 Persons 16.1 28.6 20.0 22.0 13.3

120

Marital Status**

(117)

69.0%

66

59.4% (120)

88

38.8% (111)

38.6%

(118)

127

Couples With Kids at Home

Family Composition***

University Degree

135

Education**

Visible Minority Presence*

Married/Common-Law

52.9% (126)

Belong to a visible minority group

Non-Official Language*

2.3% (99)

No knowledge of English or French

Immigrant Population*

Born outside Canada

Psychographics**

Strong Valu	Strong Values		eak Values
Status via Home	149	49	Fulfilment Through Work
Ostentatious Consumption	147	65	Ecological Concern
Confidence in Advertising	146	65	Attraction to Nature
Personal Optimism	138	67	Brand Apathy
Pursuit of Novelty	136	68	Utilitarian Consumerism

Key Social Values

Confidence in Advertising Index = **146**

Attraction For Crowds Index = 135

Ecological Fatalism Index = **133**

Consumption Evangelism

Index = **128**

Consumptivity Index = **124**

National Pride Index = **121**

Racial Fusion

Index = **119**

Pursuit of Originality Index = **118**

Culture Sampling Index = **115**

Traditional Family Index = 114

Legacy Index = **113** Multiculturalism Index = **113**



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Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	81.4	100
Swimming	60.6	117
Home exercise & home workout	59.4	107
Camping	57.2	102
Gardening	57.1	98

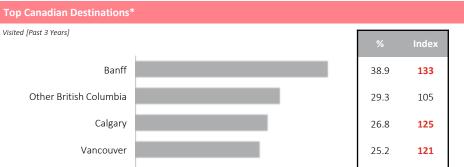
Top 5 Activities Attended*	% Comp	Index
Other activities & attractions	61.4	120
Sporting events	54.3	120
Auditoriums, arenas & stadiums (any)	51.3	110
Movies at a theatre/drive-in	45.0	114
National or provincial park	42.6	106

Key Tourism Activities**

Key Tourism Activities*	У·Ф						
Swimming	Camping	Sporting events	Cycling	Hiking & backpacking	National or provincial park	Parks & city gardens	Bars & restaurant bars
\$€	Ä	Q_1 =1	Å	İ	₩	*	Ħ
60.6% (117)	57.2% (102)	54.3% (120)	51.5% (110)	46.0% (106)	42.6% (106)	41.0% (105)	38.0% (96)
Ice skating	Zoos & aquariums	Theme parks, waterparks & water slides	Golfing	Photography	Canoeing & kayaking	Historical sites	Specialty movie theatres/IMAX
The state of the s	ET.	lin	Ž	Õ	٩		
35.9% (118)	34.7% (111)	31.6% (145)	31.4% (103)	30.9% (100)	28.1% (107)	27.5% (112)	26.5% (103)
Pilates & yoga	Fishing & hunting	Cross country skiing & snowshoeing	Downhill skiing	Hockey	Video arcades & indoor amusement centres	Adventure sports	ATV & snowmobiling
疠		Ĭ	TE.	Ą.		·	500
23.2% (94)	22.9% (94)	22.4% (106)	21.8% (109)	19.3% (130)	18.9% (144)	13.9% (107)	13.3% (100)
Snowboarding	Power boating & jet skiing	Curling	Dinner theatres	Inline skating	Beer, food & wine festivals	Marathon or similar event	Music festivals
<u>Tab</u>		Ã.				¥	(8)
13.2% (139)	12.0% (93)	11.7% (104)	11.4% (95)	10.5% (127)	9.8% (111)	6.3% (120)	5.9% (70)
Sources: Opticks Powered by Numer	ris 2020	Index: At least 10% above or	Favoran Favorani	4	(!) Indicates small sample size	*Selected and ran	ked by percent composition

PRIZM Segments Included (by SESI): 11 Market: RDOS - Calgary

Travel Profile



24.2 99 22.6 145 15.3 115 10.5 99 9.7 100 9.1 77

Vacation Spending

Other Alberta

Jasper

Victoria

Toronto

Manitoba

Saskatchewan



(103)Average spend

on last trip



Used [Past 3 Years] Book through an airline directly Book through an on-line travel agency Book through a hotel directly Book through airline/hotel website Other services Book through a full service travel agent Book a package tour Book through a discount/last minute agency

44.9 108 42.9 123 41.2 112 34.7 114 13.8 86 13.1 74 9.1 94 6.8 99

Booked With [Past Year]



Expedia.com/ca Booking.com

> 16.3% 5.9% (116)(120)Ored tag ca

5.1% (138)

Hotels.com

Hotels.com

1.1%

(69)

trivago

Trivago.ca

0.8% (75)

** travelocity

Travelocity.com/ca

Redtag.ca/itravel.com (!) Airline Websites Other Travel Discount Sites 1.3% 18.7% 2.8% 3.9% (170)(123)(170)(104)

Travel Type & Frequency

Business Trips



Average number of 11.6 nights away in the past (100)year for business trips

Personal Trips

3.8 (103)

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

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





3.1



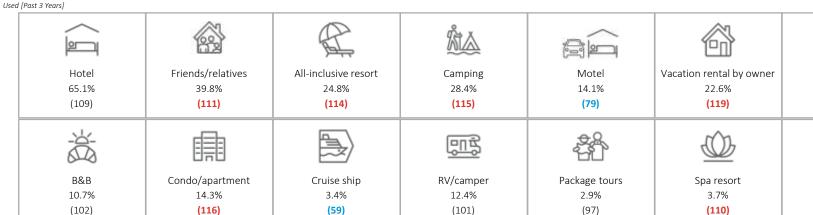




PRIZM Segments Included (by SESI): 11Market: RDOS - Calgary

Travel Profile

Accommodation Preferences*



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]



Cottage

9.2%

(100)

Boat

3.4%

(97)



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Media

Overall Level of Use



Programs [Weekly]

Adult Contemporary

News/Talk

Classic Hits

Sports

Today's Country

11 hours/week (93)

Top Radio Programs*

Mainstream Top 40/CHR

Modern/Alternative Rock

Hot Adult Contemporary

AOR/Mainstream Rock

Multi/Variety/Specialty

Television

Movies

Index

141

125

64

94

108

202

137

100

144

56

34.0

22.4

18.0

15.5

15.2

12.3

11.0

11.0

10.9

6.7

1.087 minutes/week (91)

Top Television Programs*

Programs [Average Week]

Primetime serial dramas

Hockey (when in season)

Suspense/crime dramas

Home renovation/decoration shows

Sci-Fi/fantasy/comic book shows

Evening local news

Situation comedies

Cooking programs

News/current affairs

Newspaper

% Index

54.1 104

31.2 104

29.1 **117**

20.9 104

32.1 89

29.4 98

23.6 96

23.5 133

22.7 94

20.3 80

114

106

118

113

115

111

117

111

124

123

0 hours/week

(53)

Travel

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	49.9	95
National News	45.6	93
International News & World	41.3	91
Movie & Entertainment	31.5	94
Health	27.9	97
Sports	26.6	92
Editorials	23.8	86
Food	22.2	82
Business & Financial	19.3	80

Magazine

4 minutes/day

(71)

19.1

83

Internet



278 minutes/day

(114)

Top Magazine Publications*

Read [Past Month]	
-------------------	--

Maclean's

Hello! Canada

	%	Inde
Other U.S. magazines	7.5	99
Other English-Canadian	7.1	106
People	5.0	114
National Geographic	4.9	120
CAA Magazine	3.9	72
Canadian House and Home	3.7	180
Sports Illustrated	2.8	186
Canadian Living	2.8	56

Top Internet Activities*

Activity [Past Week]

Send/receive email Take pictures/video Participate in an online social network Use apps

Do banking/pay bills online

Send/receive a text/instant message

Use maps/directions service Internet search - business, services, products

Watch a subscription-based video service Watch free streaming music videos

73.3 72.5 63.2 62.8 60.9 59.1 58.8 50.3 43.1 40.5 **Top Mobile Activities***



72.4 116 62.6 117 61.5 120 59.0 118 56.1 120 55.2 125 40.3 123 34.4 112 26.1 133 26.0 121

2.7

2.6

60

72

Watch free streaming music videos

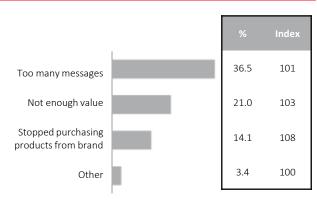


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Media

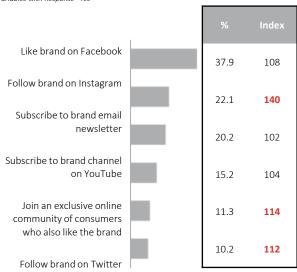
Social Media Platforms Reasons to Follow Brands Usage [Currently Use] Facebook YouTube LinkedIn in 76.4% 67.9% 57.0% (99) (95) (113)To get coupons and 37.5 111 discounts WhatsApp Instagram Twitter 48.3% 52.8% 36.7% To learn about a brand's 34.9 107 (120)(117)(115)products /services Pinterest Snapchat Podcasts To enter contests 32.5 108 29.4% 16.9% 16.3% (99)(114)(82)To be among the first to 18.5 131 hear brand news Reddit Health/Fitness Blogs 14.4% 11.8% 10.7% To provide feedback to 12.3 108 (115)(118)(92)the brand Dating App Flickr Tinder To engage with content 11.2 131 5.4% 2.6% 2.6% To make suggestions for (106)(69)(99) new products/services 6.7 123 To share brand-related stories with consumers 5.7 103 **Social Media Attitudes** "I tend to ignore marketing and "Use SM to keep up to date on general advertisements when I'm in a social "I am well informed about SM" news/events" media environment" 41% | Index = 115 44% | Index = **111**

Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"



65% | Index = 92

"Feel comfortable collaborating with others through SM" 35% | Index = 119

"Use SM to keep up to date on news/events in my industry" 33% | Index = 111

"I am open to receiving relevant marketing messages through social media channels" 26% | Index = **112**



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Product Preferences

Variables with "Agree" Statements

"I have tried a	product/service based
on a persona	I recommendation"
76%	Index = 105

"I would like to eat healthy foods more often" 75% | Index = 101 "I generally achieve what I set out to do" 71% | Index = 102 "I am very concerned about the nutritional content of food products I buy"

66% | Index = 103

"I value companies who give back to the community" 63% | Index = 104

"Family life and having children are most important to me" 62% | Index = 102 "I offer recommendations of products/services to other people" 61% | Index = 106 "I am interested in learning about different cultures" 60% | Index = 106

"I like to try new places to eat" 54% | Index = 97

"I consider myself to be informed on current events or issues" 53% | Index = 94

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 48% | Index = 101

"When I shop online I prefer to support Canadian retailers" 46% | Index = 96 "I make an effort to buy local produce/products" 46% | Index = 88 "I like to try new and different products" 45% | Index = 95

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

43% | Index = 104

"I am adventurous/"outdoorsy"" 43% | Index = 108 "Vegetarianism is a healthy option" 34% | Index = **123** "I prefer to shop online for convenience" 32% | Index = 107 "Advertising is an important source of information to me" 31% | Index = **114**

"I consider myself to be sophisticated" 27% | Index = 109

"I am willing to pay more for ecofriendly products" 26% | Index = 104

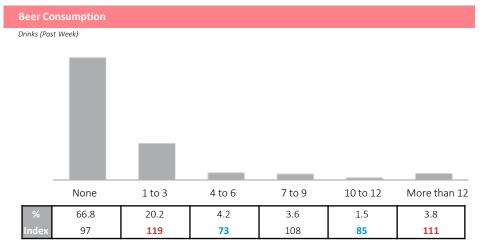
"I lead a fairly busy social life" 26% | Index = 106 "Staying connected via social media is very important to me" 25% | Index = **87**

"I enjoy being extravagant/indulgent" 23% | Index = **118**



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Product Preferences



Drinks

Drank [Past Month]	% Comp	Index
Canadian wine	12.5	92
Cider	10.5	149
Liqueurs (any)	7.0	100

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	12.9	101

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	26.2	115

Top 10 Beers*

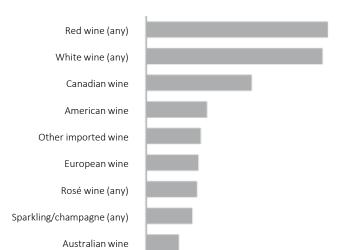
Brand Drink [Most Often/Frequently]

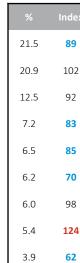


	Index
26.2	115
15.6	102
15.4	121
15.0	111
13.8	92
11.6	95
10.9	117
9.7	88
8.6	121
8.5	71

Wine Details

Drank [Past Month]







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Product Preferences



Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 23.5% (97)



Organic Meat 9.6% (133)



Other Organic Food 9.5% (99)



(121)

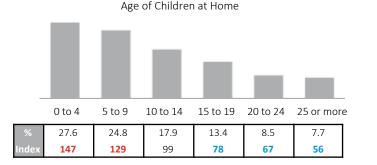
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Product Preferences

Rent Own 13.5% 86.5%

(47)

Households with Children at Home 55.0% (126)



Demographic Trends Household Projections 60k 55k 50k 2022 2023 2024 2025 2026 2027 2028 2029 2030 63,483 49,301 54,236 57,350 10.0 16.3 28.8 174 172 156

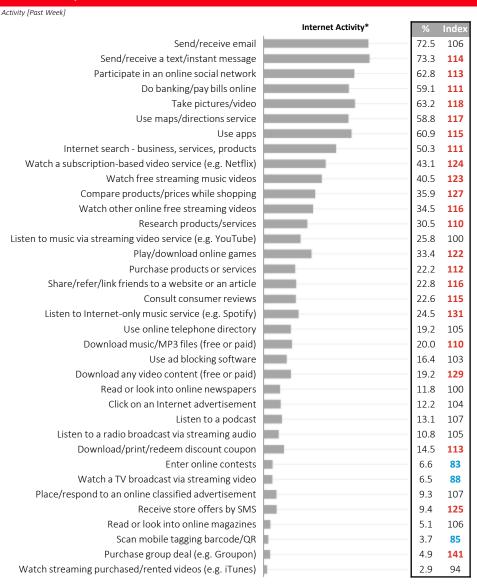
Loyalty Programs* Member Air Miles (excl. airline frequent flyer programs) 70.5 111 PC Optimum 59.4 110 Costco membership (paid) 54.0 115 Canadian Tire Triangle 44.2 115 SCENE (Cineplex) 39.9 118 Credit card with loyalty rewards 36.3 105 Aeroplan 33.0 118 Petro Points 28.9 140 Hudson's Bay Rewards 96 20.2 Esso Extra Program 132 13.7 Other airline frequent flyer program 10.7 107 Other grocery store card 22.4 116 Other store program 6.5 82 Other gas program 4.8 74 Other loyalty program 7.9 73

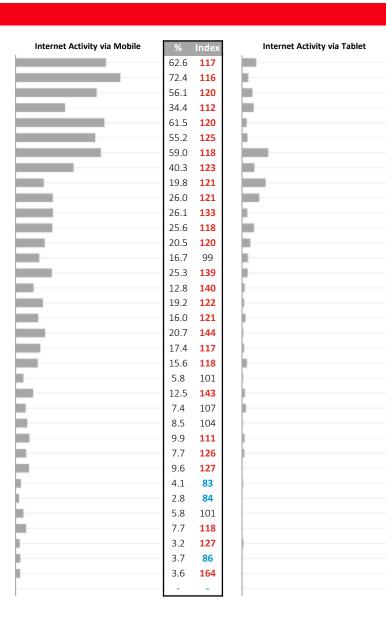
Note: Index compares % change from 2020 target group households to % change from 2020 market households



PRIZM Segments Included (by SESI): 11
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Internet Activity





Index

73

79

75

131

83

93

115

89

158

142

88

137

110

108

81

65

79

93

59

107

211

75

73

87

50

100

120

85

77

39

69

79

10.1

4.6

7.5

8.3

3.6

4.1

18.4

8.8

16.6

12.2

4.0

8.6

6.1

4.4

4.2

2.2

1.8

2.7

1.2

1.8

3.7

1.1

2.4

3.1

0.9

2.1

1.9

0.8

1.0

0.7

0.5

1.3

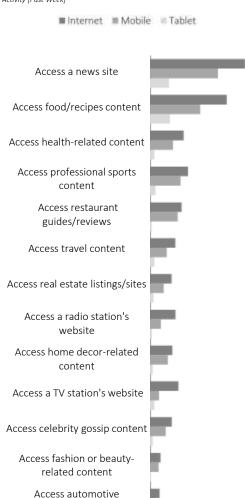


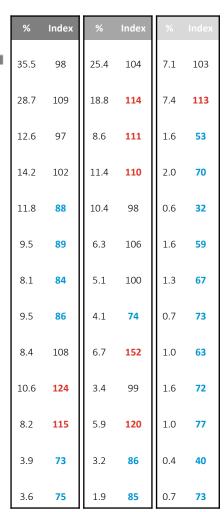
PRIZM Segments Included (by SESI): 11Market: RDOS - Calgary

Internet Activity

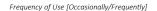
Top Website Types*

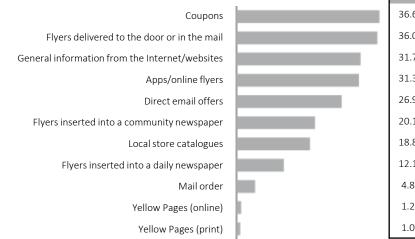






Direct Media Usage





36.6 36.0 31.7 31.3 26.9 20.1 18.8 12.1 4.8 1.2

105

93

112

107

107

93

92

66

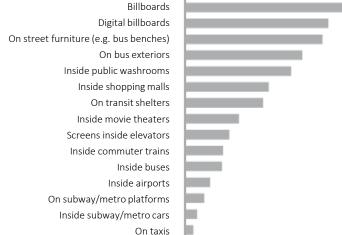
59

42

32

Out of Home Advertising

Noticed Advertising [Past Week]





news/content

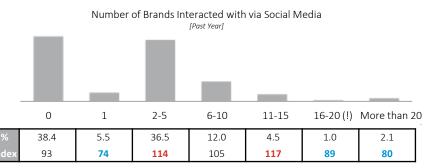
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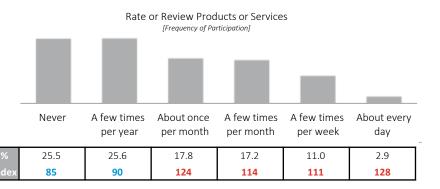
Social Media Usage

Social Media Overview

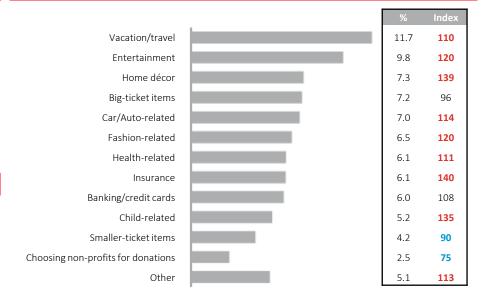
- 78% of Modern Suburbia from the Custom Calgary target area spent tend to access social media on their mobile phones during the morning hours, 71% during the afternoon hours
- 12% seek recommendations for Vacation/Travel Information via social media (Above Average)
- 80% believe that Social media companies should not be allowed to own or share their personal information

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

Modern Suburbia from the Custom Calgary target area are private about sharing their personal information online

"Social media companies should not be allowed to own or share my personal information" 80% | Index = 94

"I tend to ignore marketing and advertisements when I'm in a social media environment" 65% | Index = 92

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 68% | Index = 94

"Use SM to stay connected with personal contacts"

49% | Index = **110**

Based on Household Population 18+

Source: Environics Analytics 2020



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Social Media Usage

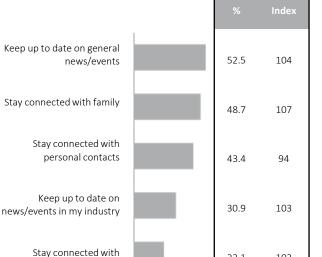
Frequency of Participation*

A few times per week or more

% Comp Participate In Index View friends' photos online 55.4 109 Watch video online 49.3 103 Read status updates/tweets 46.9 111 104 Read article comments 46.3 107 Chat in online chats 41.3 Listen to radio or stream music online 36.8 100 Share links with friends and colleagues 32.2 105 Click links in news feeds 27.6 109 Read blogs 21.6 117 97 Play games with others online 15.9 Post photos online 14.4 103 Rate or review products online 13.8 114 Chat in online forums 13.7 114 107 Update your status on a social network 13.4 12.7 Comment on articles or blogs 113 Check in with locations 11.4 109 Share your GPS location 97 9.1 Post videos online 7.6 121 5.3 125 Publish blog, Tumblr, online journal

Social Media Uses*

A few times per week or more



Number of Connections

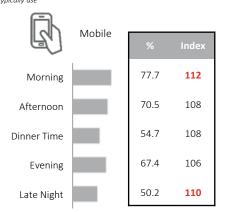
Across all social media

More than 1000

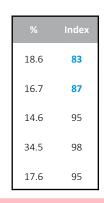


Social Media Access

Typically use







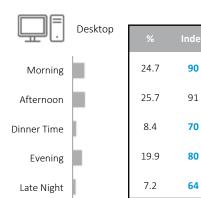
work/professional contacts



22.1

102





6.2

119



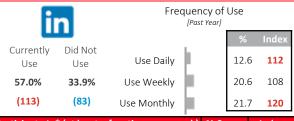
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Social Media Usage

Frequency of Use [Past Year] Currently Did Not Use Use Daily T6.4% 18.3% Use Weekly Frequency of Use [Past Year] % Index 56.7 102 13.8 97

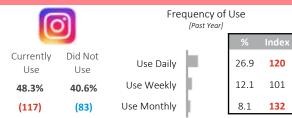
у	5.7 81
week) % Com	p Index
57.2	105
46.1	103
43.2	110
38.7	103
19.8	114
15.2	119
14.7	109
13.1	101
12.1	96
8.2	124
6.3	129
4.0	138
3.4	143
	week) % Com 57.2 46.1 43.2 38.7 19.8 15.2 14.7 13.1 12.1 8.2 6.3 4.0

LinkedIn



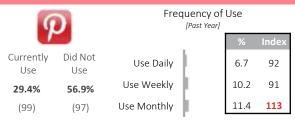
(113)	(83)	Use Monthly		2	1.7	120
Participate In*	(at least a	few times per we	eek)	% Comp)	Index
Read your new	sfeed			13.1		98
View a job post	ing			12.6		121
Search and revi	iew other p	rofiles		9.1		120
Watch videos				8.0		111
Create a conne	ction			6.0		111
Click on an ad (!)			4.1		117
Update your pr	ofile inforn	nation		4.1		106
Comment on c	ontent			3.1		75
Post an article,	video or pi	cture (!)		3.1		101
Participate in L	inkedIn for	ums (!)		2.8		104
Request a reco	mmendatio	on (!)		2.6		98
Join a LinkedIn	group (!)			2.5		116

nstagram

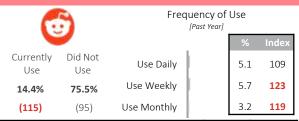


Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	33.2	118
Like photos/videos	27.9	117
Watch live videos	15.9	120
Comment on photos/videos	15.1	110
Send direct messages	13.6	120
View a brand's page	11.8	127
Post photos/videos	10.4	124
Watch IGTV videos	8.4	125
Click on ads	7.0	116

Pinterest



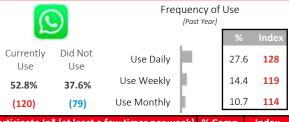
Reddit



Participate In* (at least a few times per month)	% Comp	Index
View content	10.6	111
Follow specific Subreddits	6.9	105
Vote on content	4.3	93
Post content	3.6	130

Source: Environics Analytics 2020

WhatsApp

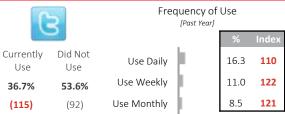


% Comp	Index
36.0	126
34.1	131
27.0	134
18.2	143
17.3	128
	34.1 27.0 18.2



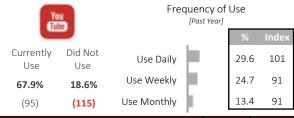
PRIZM Segments Included (by SESI): 11
Market: RDOS - Calgary

Social Media Usage



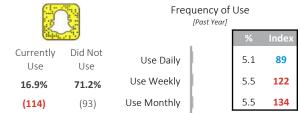
(115) (92	2) Use Monthly	8.5	121
Participate In* (at le	ast a few times per week	k) % Comp	Index
Read tweets		23.8	111
Watch videos		13.5	106
Tweet		9.2	115
Retweet		9.1	125
Respond to tweets		8.8	113
Follow users who foll	ow you	7.3	117
Actively follow new u	sers	7.1	131
Send or receive direc	t messages	7.0	95
Watch live videos		7.0	111
Share a link to a blog	post or article of interest	6.3	92
Click on an ad		5.3	138

YouTube



(95)	(115)	use Monthly	ь.	13.4	+ 91
Participate In	* (at least a	few times per w	eek)	% Comp	Index
Watch videos				46.4	99
Like or dislike	videos			16.4	115
Watch live vid	eos			14.8	107
Share videos				8.9	102
Click on an ad				8.1	111
Leave comme	nt or post re	sponse on video		7.9	119
Embed a video	on a web p	age or blog		5.9	116
Create and po	st a video			4.2	123
·		·			

Snapchat



Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	8.6	111
Send photos/videos	6.3	105
Send direct text messages	5.8	94
Use filters or effects	5.6	132
Read Snapchat discover/News	5.0	120
Use group chat	4.1	128
View a brand's snaps	3.5	124
Use video chat	3.1	138
View ads	3.0	135

Audio Podcasts



Frequency of Use [Past Year]

Use Daily Use Weekly Use Monthly

%	Index
5.6	99
6.6	79
4.1	75

Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	6.1	108
Listen to another genre of podcast	6.0	105
Listen to an educational podcast	4.6	89
Listen to a comedy podcast	4.5	104
Listen to a business podcast	4.4	103
Listen to a sports podcast	3.5	99
Listen to a technology focused podcast	3.1	98
Subscribe to a sports podcast**	3.1	106
Subscribe to another genre of podcast	2.7	95
Subscribe to a educational podcast	2.5	110
Subscribe to a comedy podcast (!)	2.2	116
Subscribe to a business podcast (!)	2.1	123
Subscribe to a news podcast	1.9	89
Subscribe to a technology podcast (!)	1.5	98

Other Social Media Platforms



Frequency of Use -Tinder [Past Year]

