

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

Overview

- Of the 67 PRIZM Clusters identified in Canada, Modern Suburbia rank 1st for the Custom Edmonton target area created using Regional District Okanagan Similkameen (RDOS) visitor origin FSA's
- Modern Suburbia make up 61,025 households, or 15.6% of the total Households in the Custom Edmonton target area (391,847)
- The Median Household Maintainer Age is 40, 57% of couples have children living at home
- Above Average Household Income of \$137,605 compared to the Custom Edmonton target area at \$114,297
- 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, Cycling and attending Sporting Events
- Above Average interest in travelling within Canada (Banff, Calgary, Jasper, British Columbia, Vancouver),
 Modern Suburbia from the Custom Edmonton target area spent an average of \$1,613 on their last vacation
- On average, Modern Suburbia from the Custom Edmonton 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)
- 78% currently use Facebook, 48% use Instagram and 36% use Twitter

Market Sizing

Total Population

Target Group: 186,855 | 17.8% Market: 1,048,820

Total Households

Target Group: 61,025 | 15.6% Market: 391,847

Top Geographic Markets

		Target Group	Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Edmonton, AB (CY)	97.6	15.6	118	392,545	82.5
Strathcona County, AB (SM)	1.4	2.3	18	38,575	8.1
St. Albert, AB (CY)	0.9	2.2	17	25,755	5.4
Parkland County, AB (MD)	0.0	0.1	1	11,960	2.5
Sturgeon County, AB (MD)	0.0	0.0	0	7,119	1.5

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

Rejuvenators

Top PRIZM Segments

% of Target Group Households

11 - Modern Suburbia

Target Group

100.0

100.0



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Demographic Profile



Target Group: 186,855 | 17.8% Market: 1,048,820



Target Group: 61,025 | 15.6% Market: 391,847

Average Household Income

\$137,605 (120)

Median Household Maintainer Age

> 40 (87)

	Hous	sehold Size*			
			i	i	
1 Person	2 Persons	3 Persons	4 Persons	5+ Persons	
17.2	29.3	19.7	20.7	13.0	

121

Marital Status**



Married/Common-Law

Visible Minority Presence*

Belong to a visible minority

group

66.6%

64

57.3% (124)

91

144

Education**

35.8% (120)

39.6%

131

Couples With Kids at Home

Family Composition***

Non-Official Language*

2.5%

(118)

No knowledge of English or French

Immigrant Population*

University Degree

(125)

Born outside Canada

Psychographics**

Strong Valu	Strong Values		eak Values
Status via Home	150	49	Fulfilment Through Work
Confidence in Advertising	149	66	Attraction to Nature
Ostentatious Consumption	148	66	Ecological Concern
Personal Optimism	139	66	Utilitarian Consumerism
Pursuit of Novelty	137	67	Brand Apathy

Key Social Values

Confidence in Advertising Index = 149

Attraction For Crowds Index = **135**

Ecological Fatalism Index = **132**

Consumption Evangelism

Index = **128**

Consumptivity Index = **128**

National Pride Index = **123**

Racial Fusion Index = 120

Pursuit of Originality Index = **117**

Culture Sampling Index = **115**

Traditional Family Index = 114

Multiculturalism Index = **114**

Ecological Lifestyle Index = **114**

58.8%

(132)



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Sports & Leisure

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

Top 5 Activities Participated*		Index
Reading	80.1	98
Home exercise & home workout	58.5	103
Camping	57.3	103
Swimming	56.2	110
Gardening	55.5	96

Top 5 Activities Attended*	% Comp	Index
Other activities & attractions	61.2	122
Auditoriums, arenas & stadiums (any)	54.6	112
Sporting events	50.0	119
National or provincial park	43.1	108
Movies at a theatre/drive-in	42.1	110

Key Tourism Activities*

Camping	Swimming	Cycling	Sporting events	Hiking & backpacking	National or provincial park	Parks & city gardens	Bars & restaurant bars
<u> </u>	\$			Å	A P	*	¥
57.3%	56.2%	50.5%	50.0%	44.9%	43.1%	40.3%	38.7%
(103)	(110)	(111)	(119)	(108)	(108)	(103)	(101)
Ice skating	Golfing	Specialty movie theatres/IMAX	Photography	Theme parks, waterparks & water slides	Zoos & aquariums	Canoeing & kayaking	Historical sites
J.	T)		Ô	lin .	BT3	<u></u>	
33.1%	31.4%	29.2%	29.2%	28.8%	28.5%	27.0%	25.7%
(111)	(108)	(107)	(96)	(148)	(100)	(102)	(110)
Fishing & hunting	Hockey	Cross country skiing & snowshoeing	Downhill skiing	Pilates & yoga	Video arcades & indoor amusement centres	ATV & snowmobiling	Adventure sports
Ě	Ą.	Ĭ	TE.	艿		540	\$
23.3%	21.6%	21.6%	20.8%	20.5%	18.0%	16.1%	14.0%
(94)	(137)	(103)	(113)	(88)	(146)	(112)	(108)
Snowboarding	Power boating & jet skiing	Curling	Dinner theatres	Beer, food & wine festivals	Inline skating	RV shows	Music festivals
验		Ã.			Fig.	<u> है।</u>	(8)
12.5%	11.8%	11.6%	9.5%	9.3%	7.2%	6.1%	5.2%
(128)	(93)	(109)	(84)	(106)	(101)	(145)	(62)
Sources: Opticks Powered by Numer	ris 2020	Index: At least 10% above or	F Fii	*	(!) Indicates small sample size	*Selected and ran	ked by percent composition

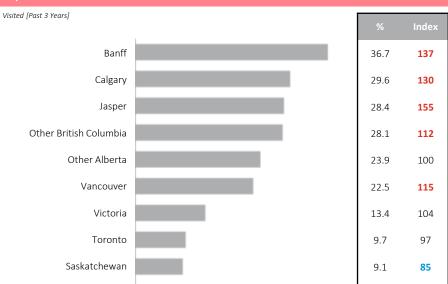


Top Canadian Destinations*

Modern Suburbia

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

Travel Profile



8.3

86

1.613

(105)

Average spend

on last trip

Booked With [Past Year] Expedia:

Expedia.com/ca

15.7%

(119)

Vacation Booking**

Used [Past 3 Years]

Booking.com

Book through a discount/last minute agency

Book through an airline directly

Book through an on-line travel agency

Book through a full service travel agent

Book through airline/hotel website

Book through a hotel directly

5.9% (123)

Airline Websites

18.2%

(134)

Other services

Book a package tour

Hotels.com Hotels.com 4.7%

(137)

trivago Trivago.ca 1.1%

Discount Sites

3.4%

(199)

(79)

** travelocity Travelocity.com/ca

42.7

41.2

40.2

35.4

13.1

12.8

8.3

6.8

109

116

122

119

76

79

90

107

0.8% (90)

Other Travel 4.4% (123)

Travel Type & Frequency

(103)

Øred tag.ca

Redtag.ca/itravel.com (!)

1.9%

(241)

Business Trips



Average number of 12.5 nights away in the past (104)year for business trips

Personal Trips

3.8 (105)

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

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



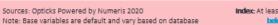








(65)



\$1,000 to

\$1,999

25.8

122

\$2,000 to

\$2,999

8.9

81

Manitoba

\$500 to

\$999

21.3

103

Vacation Spending

Under \$500

24.9

84

Spent Last Vacation

\$3,000 to

\$3,999

6.5

104

\$4,000 or

More

12.6

113

3.1



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Travel Profile

Accommodation Preferences*

Used [Past 3 Years]



Airline Preferences**



Car Rental*

Rented From [Past Year]





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Media

Radio

11 hours/week

(89)

Television

1,078 minutes/week (89)

Newspaper

0 hours/week

(59)

Magazine

4 minutes/day (65)

Internet (0.11)

275 minutes/day

(114)

68

84

2.4

2.3

Top Radio Programs*

Programs	[Weekly]		

	%	Index
Mainstream Top 40/CHR	33.7	144
Adult Contemporary	24.5	132
News/Talk	16.5	65
Today's Country	12.9	92
Modern/Alternative Rock	12.4	145
Classic Hits	12.2	76
Sports	12.0	201
AOR/Mainstream Rock	9.8	87
Hot Adult Contemporary	9.5	147
Multi/Variety/Specialty	7.1	64

Programs [Average Week]

Top Television Programs*

	%	Index
Movies	52.3	103
Evening local news	33.5	92
Primetime serial dramas	31.3	108
Hockey (when in season)	28.1	95
Home renovation/decoration shows	26.7	106
Sci-Fi/fantasy/comic book shows	24.2	139
Situation comedies	24.0	97
Suspense/crime dramas	23.0	94
News/current affairs	23.0	89
Cooking programs	20.7	105

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

rrequency near [Occusionally/rrequently]		
	%	Index
Local & Regional News	47.6	92
National News	43.2	90
International News & World	41.8	91
Movie & Entertainment	29.7	88
Health	26.6	95
Sports	25.9	91
Editorials	23.5	85
Food	21.0	80
Business & Financial	19.0	80
Travel	17.2	78

Top Magazine Publications*

Read [Past Month]

Reader's Digest

Canadian Geographic

neda (rust Month)		
	%	Index
Other English-Canadian	7.1	116
Other U.S. magazines	7.0	96
Canadian House and Home	4.3	213
People	3.9	108
CAA Magazine	3.9	77
National Geographic	3.8	85
Hello! Canada	3.0	81
Sports Illustrated	2.7	177

Top Internet Activities*

Send/receive a text/instant message

Activity [Past Week]

Participate in an online social network Take pictures/video Use apps Use maps/directions service Do banking/pay bills online Internet search - business, services, products

Watch free streaming music videos

Watch a subscription-based video service

Send/receive email

73.9 72.7 65.6 62.0 59.0 56.4 55.1 50.2 41.3 39.9

115

107

117

118

114

113

105

110

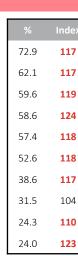
125

119

Top Mobile Activities*

Activity [Past Week]





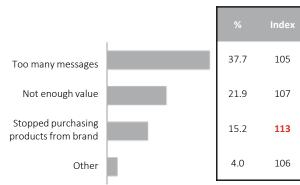


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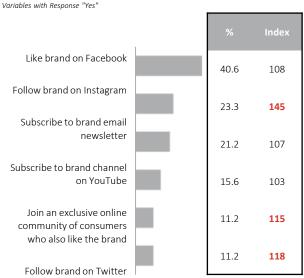
Media

Social Media Platforms Reasons to Follow Brands Usage [Currently Use] Facebook YouTube LinkedIn in 78.2% 68.4% 55.5% (99) (95) (117)To get coupons and 37.9 114 discounts WhatsApp Instagram Twitter 48.0% 51.3% 35.9% To learn about a brand's 35.6 110 (122)(117)(115)products /services Pinterest Snapchat Podcasts To enter contests 32.9 108 29.2% 18.2% 15.5% (99) (116)(81)To be among the first to 18.6 129 hear brand news Reddit Health/Fitness Blogs 14.8% 11.5% 10.1% To provide feedback to 13.1 114 (118)(123)(93)the brand Dating App Flickr Tinder To engage with content 11.6 136 5.9% 2.9% 2.4% To make suggestions for (100)(79) (85) new products/services 7.0 120 To share brand-related stories with consumers 6.0 103 **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" 42% | Index = 116 45% | Index = **112** 65% | Index = 92 "I am open to receiving relevant "Feel comfortable collaborating with "Use SM to keep up to date on marketing messages through social others through SM" news/events in my industry" media channels"

Reasons to Unfollow Brands



Actions Taken using Social Media



35% | Index = 117

33% | Index = 109

26% | Index = 111



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Product Preferences

Variables with "Aaree" Statements

مبانا امليتمييرالا	+ a a a + la a a + la v + f a a d a
	to eat healthy foods
m	ore often"
78%	Index = 103

"I have tried a product/service based on a personal recommendation" 76% | Index = 106

"I generally achieve what I set out to do" 73% | Index = 103 "I am very concerned about the nutritional content of food products I buy" 65% | Index = 101 "I offer recommendations of products/services to other people" 64% | Index = **110**

"I am interested in learning about different cultures" 63% | Index = 106

"I value companies who give back to the community" 63% | Index = 102 "I like to cook" 62% | Index = 107 "Family life and having children are most important to me" 60% | Index = 99 "I consider myself to be informed on current events or issues" 56% | Index = 99

"I like to try new places to eat" 54% | Index = 95 "It's important to buy products from socially-responsible/environmentallyfriendly companies" 48% | Index = 99

"I make an effort to buy local produce/products" 48% | Index = **88** "When I shop online I prefer to support Canadian retailers" 46% | Index = 97 "I am adventurous/"outdoorsy"" 45% | Index = **112**

"I like to try new and different products" 44% | Index = 93 "Free-trial/product samples can influence my purchase decisions" 44% | Index = 102

"Vegetarianism is a healthy option" 37% | Index = **124**

"I prefer to shop online for convenience" 33% | Index = **112** "Advertising is an important source of information to me" 28% | Index = 102

"I am willing to pay more for ecofriendly products" 28% | Index = 103

"I lead a fairly busy social life" 28% | Index = 107 "Staying connected via social media is very important to me"

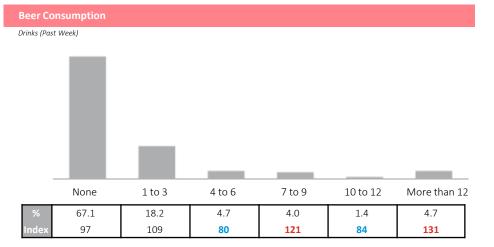
27% | Index = **90**

"I consider myself to be sophisticated" 26% | Index = 99 "I enjoy being extravagant/indulgent" 21% | Index = 106



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

Product Preferences



Drinks

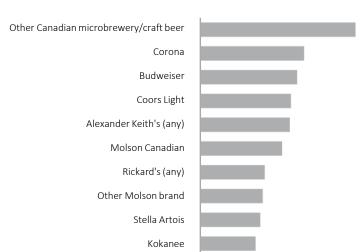
Drank [Past Month]	% Comp	Index
Canadian wine	14.2	104
Cider	10.1	144
Liqueurs (any)	7.2	99

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	11.6	100

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	25.9	122

Top 10 Beers*

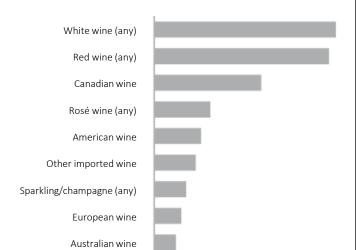
Brand Drink [Most Often/Frequently]

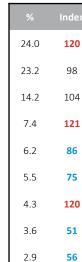


%	Index
25.9	122
17.3	113
16.1	124
15.1	97
14.9	118
13.6	106
10.7	115
10.4	168
10.0	96
9.2	86

Wine Details

Drank [Past Month]





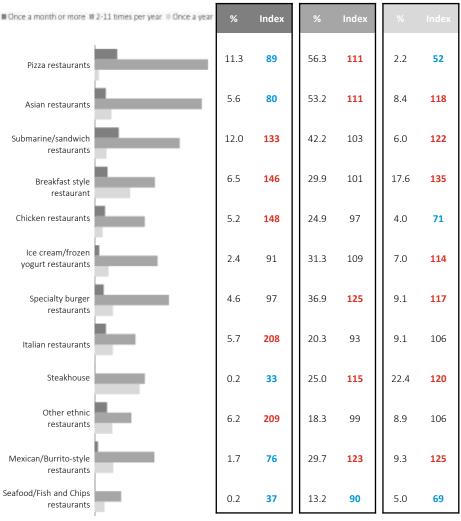


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Market: RDOS - Edmonton

Product Preferences

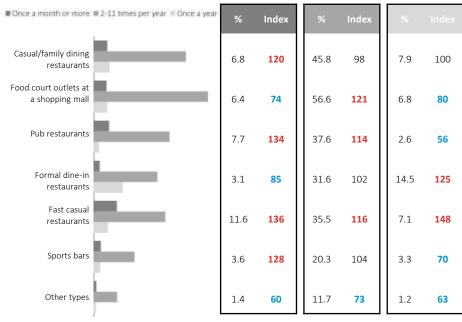
Restaurant Type Visited*

Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 20.7% (93)



Other Organic Food 7.7% (94)



Organic Meat 6.8% (106)

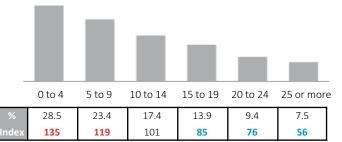


PRIZM Segments Included (by SESI): 11 Market: RDOS - Edmonton

Product Preferences

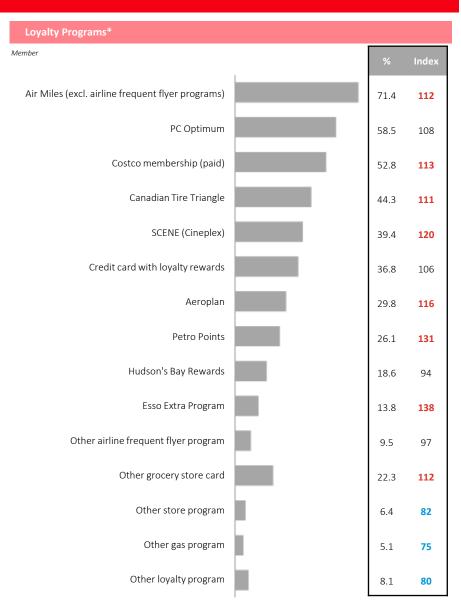
Rent Own 17.7% 82.3% (50)(128)Age of Children at Home





Demographic Trends Household Projections 80k 70k 60k 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 61,025 68,170 72,683 81,523 11.7 19.1 33.6 192 193 176

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

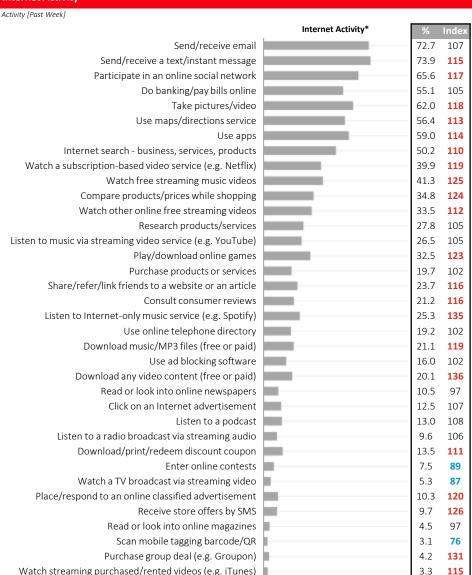


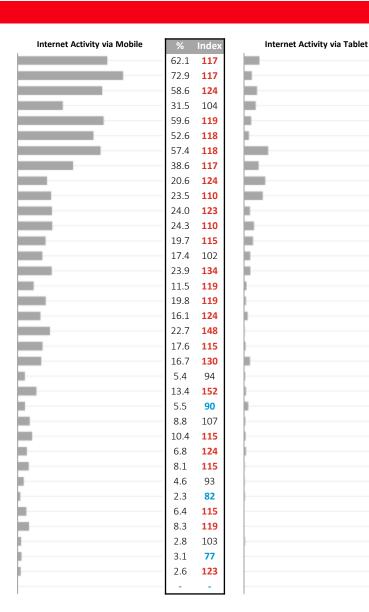
Target Group



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Internet Activity





11.0

5.7

9.3

8.4

5.3

3.8

17.0

10.4

14.9

13.3

4.4

7.2

6.6

4.6

4.7

2.1

1.7

2.9

0.9

1.4

4.5

1.1

1.7

3.3

1.2

1.5

1.7

0.8

0.9

1.0

0.5

1.0

78

96

91

130

105

85

110

102

152

155

102

113

117

104

88

68

69

94

52

93

223

68

59

93

62

87

132

83

65

54

72

73

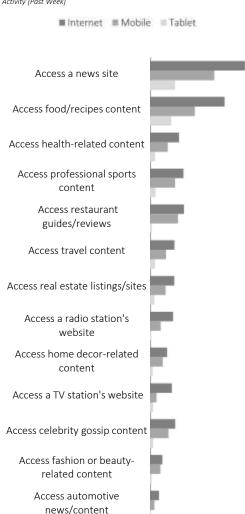


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Internet Activity









Direct Media Usage





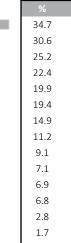
Out of Home Advertising



On subway/metro platforms

Inside subway/metro cars

On taxis



1.6

88

99

110

109

105

95

91

56

67

37

33

100

113

108

96

116

89

104

115

96

104

112

138

99

56

65

TOTA

Modern Suburbia

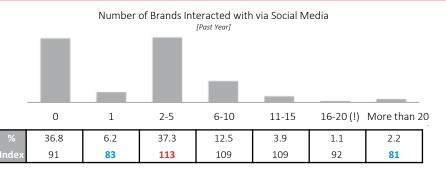
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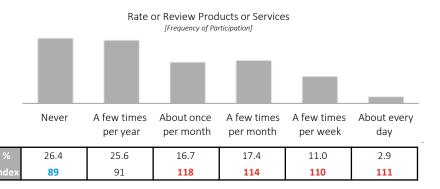
Social Media Usage

Social Media Overview

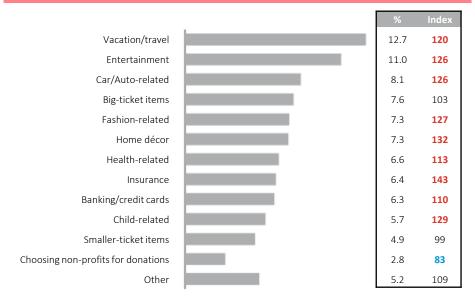
- 78% of Modern Suburbia from the Custom Edmonton target area spent tend to access social media on their mobile phones during the morning hours, 72% during the afternoon hours
- 13% seek recommendations for Vacation/Travel Information via social media (Above Average)
- 80% believe that Social media companies 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 Edmonton 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 = 95

ents

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 68% | Index = 96

"I tend to ignore marketing and advertisements when I'm in a social media environment" 65% | Index = 92 "Use SM to stay connected with personal contacts" 50% | Index = 109

Source: Environics Analytics 2020

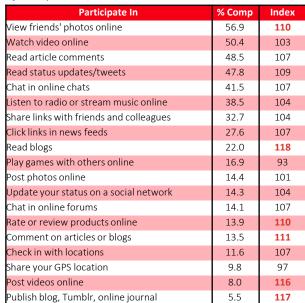


PRIZM Segments Included (by SESI): 11 Market: RDOS - Edmonton

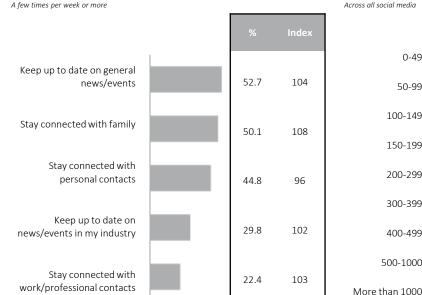
Social Media Usage

Frequency of Participation*

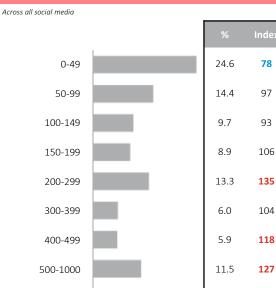
A few times per week or more



Social Media Uses*

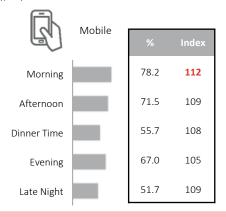






Social Media Access

Typically use

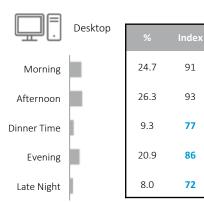








	%	Index	
	21.3	85	
	23.5	85	
	15.6	92	
	36.9	101	
١	13.6	83	



5.8

114



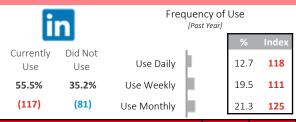
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Social Media Usage

Frequency of Use [Past Year] Did Not Currently 100 Use Daily 58.0 Use Use Use Weekly 14.1 103 78.2% 16.9% 26 (00) (00) Lice Monthly

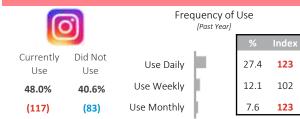
(99)	(98)	Use Monthly			5.9	86
Participate In*	(at least a	few times per we	eek)	% Com	ıр	Index
Read my news f	eed			59.4		105
Comment/Like o	other users	s' posts		48.0		102
Watch videos				45.3		110
Use Messenger				39.4		101
Watch live video	os			20.7		109
Like or become	a fan of a p	oage		16.1		105
Click on an ad				15.1		111
Post photos				13.1		99
Update my stati	JS			12.9		96
Post videos				8.8		121
Create a Facebo	ok group o	or fan page		6.8		122
Give to a Facebo	ook fundra	iser (!)		4.5		136
Create a Facebo	ok fundrai	iser (!)		3.6		137

LinkedIn



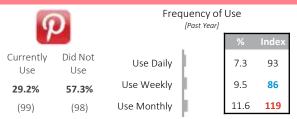
(117)	(91)	Use Monthly	т.	21	3 125
Participate In*	(at least a	few times per we	ek)	% Comp	Index
Read your new	sfeed			13.4	105
View a job post	ting			12.6	121
Search and rev	iew other p	rofiles		9.0	120
Watch videos				8.0	107
Create a conne	ction			6.2	111
Update your pr	ofile inforn	nation		4.4	107
Click on an ad (!)			4.1	116
Comment on c	ontent			3.2	74
Post an article,	video or pi	cture (!)		3.1	89
Participate in L	inkedIn for	ums (!)		2.8	97
Request a reco	mmendatio	on (!)		2.7	95
Join a LinkedIn	group (!)			2.6	101

Instagram



T I		
Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	33.4	119
Like photos/videos	28.3	118
Watch live videos	16.4	123
Comment on photos/videos	15.5	111
Send direct messages	13.7	119
View a brand's page	11.9	125
Post photos/videos	10.3	120
Watch IGTV videos	8.2	123
Click on ads	6.5	106

Pinterest



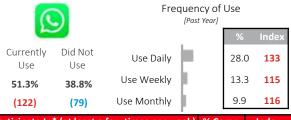
Reddit

6		Freq	uency of [Past Year]	Use	
•				%	Index
Currentl Use	y Did Not Use	Use Daily		5.7	120
14.8%	75.2%	Use Weekly	1	5.5	121
(118)	(96)	Use Monthly		3.2	117

% Comp	Index
10.7	113
7.3	108
4.2	92
3.5	126
	10.7 7.3 4.2

Source: Environics Analytics 2020

WhatsApp

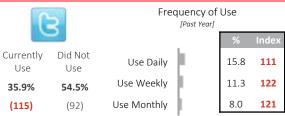


36.1	130
	130
34.3	135
26.3	135
18.1	143
17.5	131
	26.3 18.1



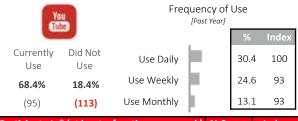
PRIZM Segments Included (by SESI): 11
Market: RDOS - Edmonton

Social Media Usage



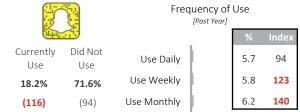
(115)	(92)	use Monthly	ь.	8.0	121
Participate In* (at least a	few times per w	eek)	% Comp	Index
Read tweets				23.1	111
Watch videos				13.6	106
Retweet				9.3	127
Respond to twee	ts			8.9	115
Tweet				8.7	107
Follow users who	o follow yo	u		7.4	113
Actively follow ne	ew users			7.0	125
Watch live video	S			6.9	108
Send or receive o	direct mes	sages		6.8	95
Share a link to a l	olog post o	or article of intere	est	6.5	96
Click on an ad				5.3	132

YouTub



(95)	(113)	Ose Monthly	г.	13.	1 93
Participate In	* (at least a	few times per wo	eek)	% Comp	Index
Watch videos				46.8	98
Like or dislike	videos			16.5	107
Watch live videos		14.8	104		
Share videos				9.2	97
Leave comme	nt or post re	sponse on video		8.3	113
Click on an ad				7.9	104
Embed a video on a web page or blog				6.0	109
Create and po	st a video			4.2	114

Snapchat



Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	9.9	117
Send photos/videos	7.3	111
Send direct text messages	6.9	100
Use filters or effects	6.5	133
Read Snapchat discover/News	5.8	127
Use group chat	4.8	133
View a brand's snaps	3.8	121
Use video chat	3.7	147
View ads	3.4	140

Audio Podcasts



Frequency of Use [Past Year]

Use Daily 5.0
Use Weekly 6.4
Use Monthly 4.1

r]			
	%	Index	
	5.0	93	
	6.4	84	
	4.1	74	

Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	5.7	106
Listen to a news podcast	5.6	107
Listen to a comedy podcast	4.7	105
Listen to an educational podcast	4.5	91
Listen to a sports podcast	3.9	107
Listen to a business podcast	3.9	99
Subscribe to a sports podcast**	3.0	102
Listen to a technology focused podcast	2.6	85
Subscribe to another genre of podcast	2.2	80
Subscribe to a educational podcast	2.1	90
Subscribe to a comedy podcast (!)	2.0	99
Subscribe to a business podcast (!)	1.9	107
Subscribe to a news podcast	1.8	82
Subscribe to a technology podcast (!)	1.2	72

Source: Environics Analytics 2020

Other Social Media Platforms

Tik Tok Tinder Currently Did Not Currently Did Not Use Use Use Use 2.4% 92.3% 4.7% 91.5% (85) (99)(165)(98)

Frequency of Use -Tinder [Past Year]



