

Suburban Sports

PRIZM Segments Included (by SESI): 25
Market: RDOS - Fort McMurray

Overview

- Of the 67 PRIZM Clusters identified in Canada, Suburban Sports rank 1st for the Custom Fort McMurray target area created using Regional District Okanagan Similkameen (RDOS) visitor origin FSA's
- Suburban Sports make up 5,868 households, or 23.3% of the total Households in the Custom Fort McMurray target area (25,230)
- The Median Household Maintainer Age is 46, 52% of couples have children living at home
- Above Average Household Income of \$243,531 compared to the Custom Fort McMurray target area at \$217,053
- Top Social Value: Racial Fusion** - People who are strongest on this construct are accepting of ethnic diversity within families, such as inter-racial marriage, believing that it enriches people's lives
- Above Average interest in ATV/Snowmobiling, Downhill Skiing and Curling
- Above Average interest in travelling within Canada (Alberta, Vancouver, Victoria), Suburban Sports from the Custom Fort McMurray target area spent an average of \$1,583 on their last vacation
- On average, Suburban Sports from the Custom Fort McMurray target area spend 14hrs/week listening to the Radio, 20hrs/week watching TV, 1hr/week reading the Newspaper and 3.7hrs/day on the Internet. Daily Magazine usage is minimal (8 min/day)
- 80% currently use Facebook, 38% use Instagram and 30% use Twitter

Market Sizing



Total Population

Target Group: 16,990 | 24.7%
Market: 68,789



Total Households

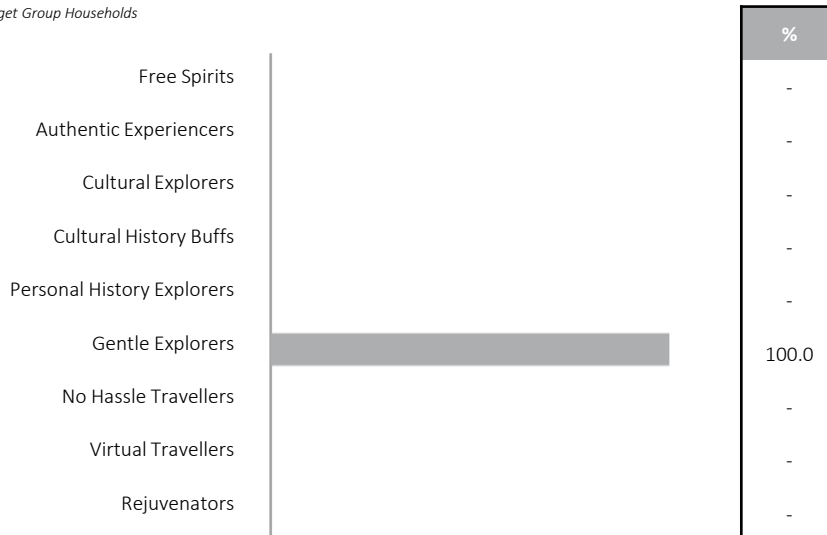
Target Group: 5,868 | 23.3%
Market: 25,230

Top Geographic Markets

Census Subdivision	Target Group			Market	
	% of Group	% of Market	Index	HH Count	% of Market
Wood Buffalo, AB (SM)	100.0	23.0	100	27,216	100.0

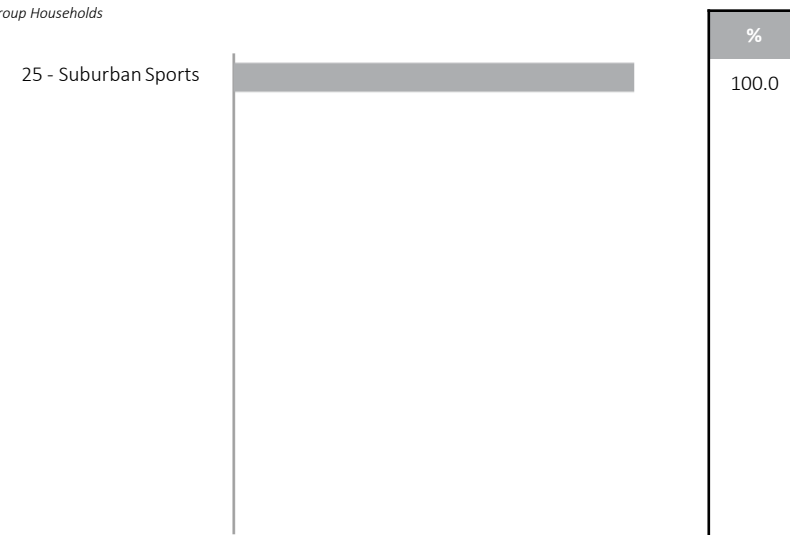
EQ Segments

% of Target Group Households

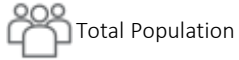


Top PRIZM Segments

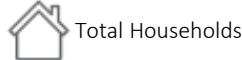
% of Target Group Households



Demographic Profile



Total Population
 Target Group: 16,990 | 24.7%
 Market: 68,789

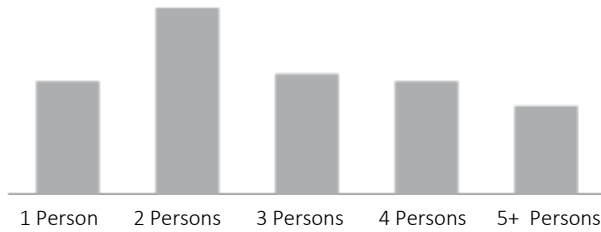


Total Households
 Target Group: 5,868 | 23.3%
 Market: 25,230

Average Household Income

\$243,531
 (112)

Household Size*



Median Household Maintainer Age

46
 (107)

Marital Status**

61.1%
 (101)

Married/Common-Law

Family Composition***

52.4%
 (102)

Couples With Kids at Home

Education**

29.3%
 (102)

High School Certificate Or Equivalent

Visible Minority Presence*

20.9%
 (61)

Belong to a visible minority group

Non-Official Language*

0.5%
 (48)

No knowledge of English or French

Immigrant Population*

16.1%
 (64)

Born outside Canada

Psychographics**

Strong Values

Weak Values

Rejection of Orderliness	137	73	Status via Home
Racial Fusion	130	74	Sexism
Primacy of the Family	127	77	Ostentatious Consumption
Need for Escape	120	79	Active Government
Ethical Consumerism	120	80	Patriarchy

Key Social Values

Racial Fusion Index = 130	Primacy of the Family Index = 127	Need for Escape Index = 120
Ethical Consumerism Index = 120	National Pride Index = 117	Work Ethic Index = 115
Legacy Index = 114	Flexible Families Index = 111	Community Involvement Index = 110
Multiculturalism Index = 109	Pursuit of Originality Index = 106	Culture Sampling Index = 105

































Sports & Leisure

Occasionally/Regularly Participate or Attended/Visited (Past Year)

Top 5 Activities Participated*	% Comp	Index
Reading	82.5	100
Camping	67.2	107
Gardening	66.1	106
Bowling	55.8	101
Cycling	55.6	103

Top 5 Activities Attended*	% Comp	Index
Auditoriums, arenas & stadiums (any)	55.2	104
Sporting events	48.2	100
Parks & city gardens	46.6	100
Other activities & attractions	46.1	96
National or provincial park	46.1	102

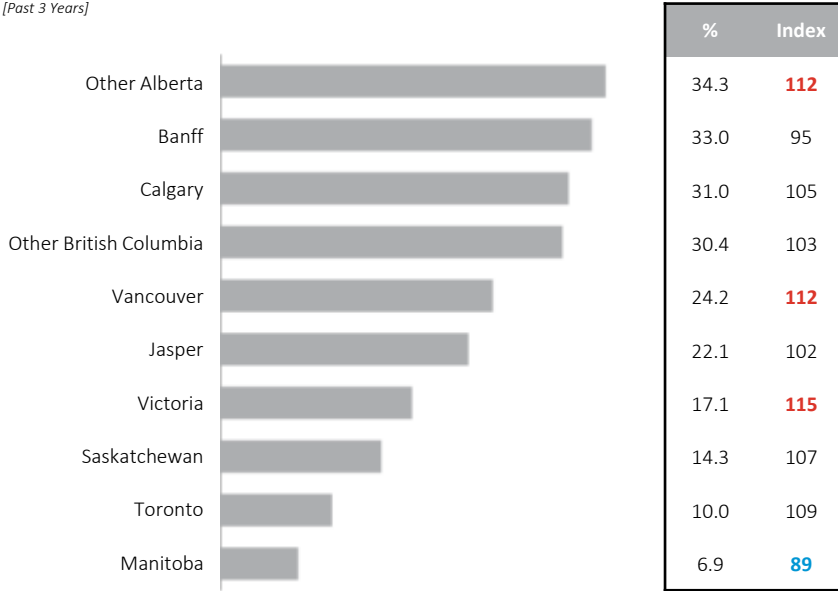
Key Tourism Activities**

Camping  67.2% (107)	Cycling  55.6% (103)	Swimming  54.9% (99)	Sporting events  48.2% (100)	Hiking & backpacking  47.1% (99)	Parks & city gardens  46.6% (100)	National or provincial park  46.1% (102)	Bars & restaurant bars  41.3% (102)
Golfing  36.7% (107)	Fishing & hunting  35.7% (108)	Zoos & aquariums  34.6% (104)	Ice skating  31.1% (104)	Historical sites  30.4% (107)	Canoeing & kayaking  29.9% (99)	Specialty movie theatres/IMAX  28.7% (92)	Photography  28.3% (96)
ATV & snowmobiling  25.7% (115)	Cross country skiing & snowshoeing  24.2% (107)	Theme parks, waterparks & water slides  23.5% (98)	Pilates & yoga  23.3% (97)	Downhill skiing  23.0% (110)	Curling  17.8% (114)	Video arcades & indoor amusement centres  16.4% (97)	Hockey  15.3% (100)
Power boating & jet skiing  14.6% (121)	Dinner theatres  14.1% (129)	Adventure sports  11.9% (97)	Beer, food & wine festivals  11.2% (117)	Inline skating  8.6% (92)	Music festivals  7.3% (98)	Snowboarding  6.7% (79)	RV shows  4.9% (88)

Travel Profile

Top Canadian Destinations*

Visited [Past 3 Years]



Vacation Booking**

Used [Past 3 Years]

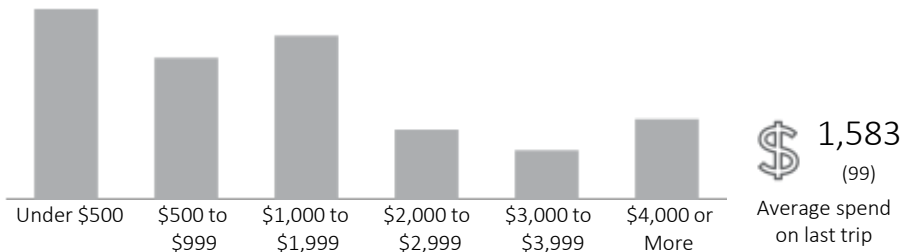


Booked With [Past Year]



Vacation Spending

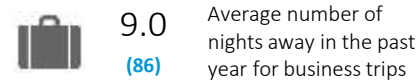
Spent Last Vacation



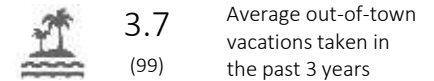
Spending Range	%	Index
Under \$500	27.4	107
\$500 to \$999	20.4	101
\$1,000 to \$1,999	23.5	91
\$2,000 to \$2,999	10.0	99
\$3,000 to \$3,999	7.1	93
\$4,000 or More	11.6	109

Travel Type & Frequency

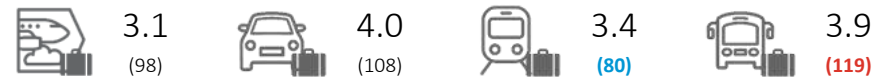
Business Trips



Personal Trips



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



Travel Profile

Accommodation Preferences*

Used [Past 3 Years]

 Hotel 66.6% (100)	 Friends/relatives 37.0% (97)	 All-inclusive resort 20.1% (101)	 Camping 28.2% (108)	 Motel 23.9% (119)	 Vacation rental by owner 17.5% (93)	 Cottage 8.1% (110)
 B&B 10.8% (100)	 Condo/apartment 11.8% (103)	 Cruise ship 7.7% (120)	 RV/camper 20.2% (131)	 Package tours 5.0% (96)	 Spa resort 1.5% (75)	 Boat 3.8% (119)

Airline Preferences**

Flown [Past Year]

 Air Canada 36.6% (103)	 West Jet 45.0% (103)	 Air Transat 5.0% (118)	 Porter Airlines 0.0% (109)	 Other Canadian 3.0% (123)
 United Airlines 5.3% (106)	 Delta Airlines 5.2% (93)	 American Airlines 1.1% (113)	 Other American 1.5% (93)	
 European Airlines 3.6% (100)	 Asian Airlines 0.7% (54)	 Other Charter 5.0% (159)	 Other 2.9% (103)	

Car Rental*

Rented From [Past Year]

 Enterprise 8.6% (90)	 Budget 3.2% (82)	 Avis 4.7% (131)	 National 1.9% (72)
 Hertz 1.6% (108)	 Discount 0.3% (69)	 U-Haul 0.3% (111)	 Other Rentals 2.7% (132)

Media

Overall Level of Use

Radio



14 hours/week
(108)

Television



1,229 minutes/week
(98)

Newspaper



1 hours/week
(127)

Magazine



8 minutes/day
(117)

Internet



222 minutes/day
(96)

Top Radio Programs*

Programs [Weekly]

	%	Index
Classic Hits	22.6	116
Mainstream Top 40/CHR	19.3	94
News/Talk	18.5	103
Adult Contemporary	14.8	90
Today's Country	14.6	100
Hot Adult Contemporary	13.0	100
Classic Rock	11.7	114
Modern/Alternative Rock	11.7	102
Classic Country	10.2	108
AOR/Mainstream Rock	9.7	96

Top Television Programs*

Programs [Average Week]

	%	Index
Movies	56.5	101
Evening local news	37.1	107
Hockey (when in season)	30.1	106
Primetime serial dramas	28.9	97
Home renovation/decoration shows	25.8	110
CFL football (when in season)	23.9	113
Suspense/crime dramas	23.3	103
Situation comedies	23.0	97
Morning local news	20.6	104
Documentaries	20.2	99

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	55.0	100
National News	50.5	102
International News & World	45.7	99
Editorials	30.5	114
Movie & Entertainment	29.5	94
Health	27.4	100
Food	25.6	99
Sports	25.1	97
Travel	20.4	98
Business & Financial	19.4	97

Top Magazine Publications*

Read [Past Month]

	%	Index
Reader's Digest	8.2	135
CAA Magazine	7.5	107
Maclean's	6.2	132
Canadian Living	5.8	119
Other U.S. magazines	5.4	99
Hello! Canada	5.3	127
National Geographic	5.0	82
Our Canada (!)	4.8	170
Other English-Canadian	4.5	94
Canadian Geographic	3.7	98

Top Internet Activities*

Activity [Past Week]

	%	Index
Send/receive email	72.9	102
Send/receive a text/instant message	71.0	101
Take pictures/video	58.4	102
Participate in an online social network	55.6	97
Use apps	54.2	99
Do banking/pay bills online	51.8	94
Use maps/directions service	48.2	99
Internet search - business, services, products	44.0	96
Watch a subscription-based video service	40.0	105
Access a news site	35.4	97

Top Mobile Activities*

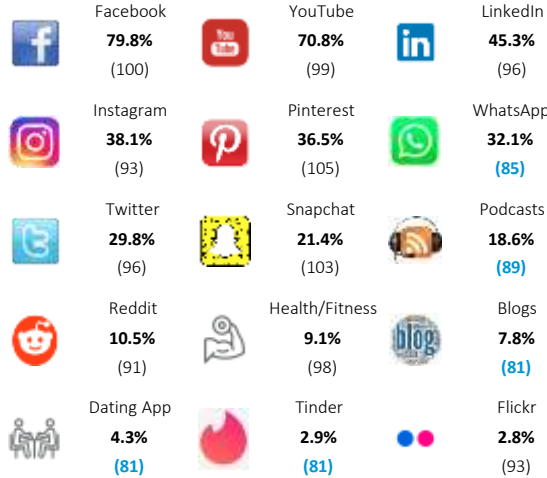
Activity [Past Week]

	%	Index
Send/receive a text/instant message	69.6	100
Send/receive email	60.5	100
Take pictures/video	57.0	103
Use apps	51.6	99
Participate in an online social network	49.0	96
Use maps/directions service	43.1	97
Internet search - business, services, products	32.9	94
Do banking/pay bills online	30.9	97
Access a news site	26.7	98
Watch free streaming music videos	21.1	97

Media

Social Media Platforms

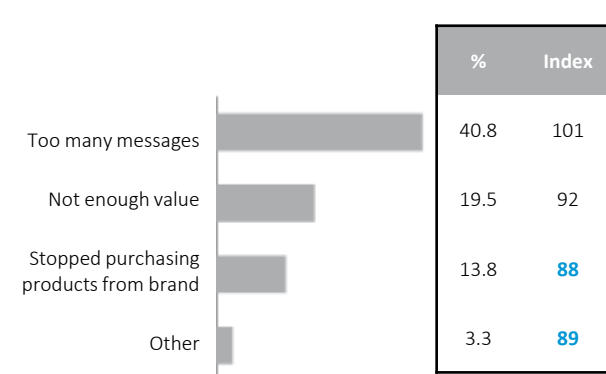
Usage [Currently Use]



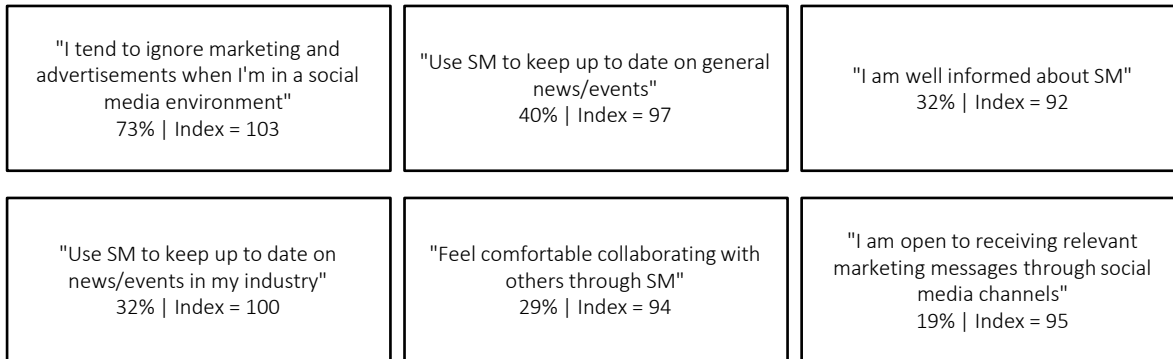
Reasons to Follow Brands



Reasons to Unfollow Brands

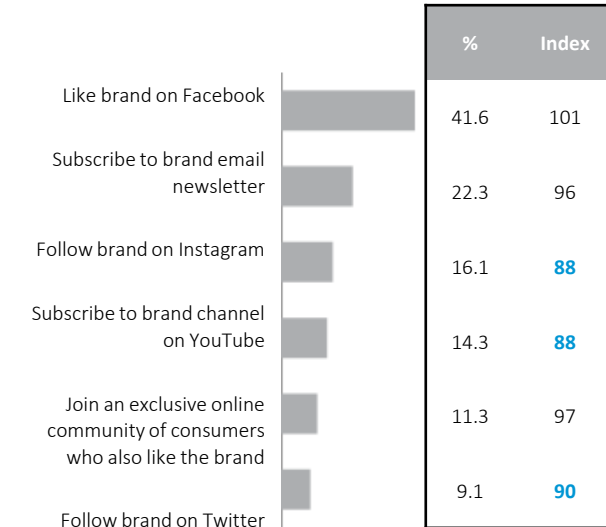


Social Media Attitudes



Actions Taken using Social Media

Variables with Response "Yes"



Product Preferences

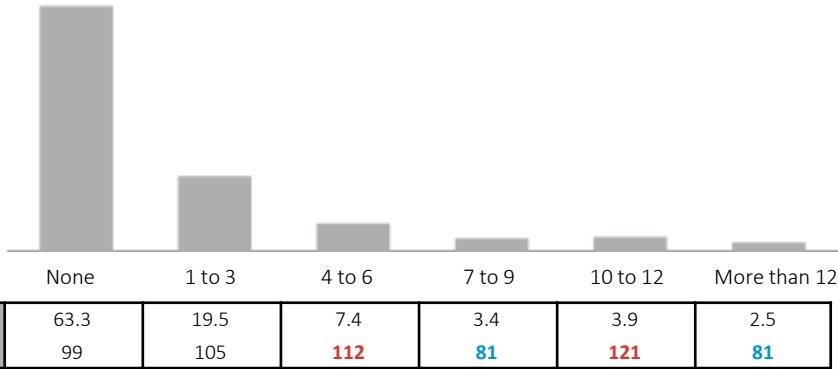
Variables with "Agree" Statements

"I would like to eat healthy foods more often" 75% Index = 97	"I have tried a product/service based on a personal recommendation" 73% Index = 98	"I generally achieve what I set out to do" 72% Index = 99	"Family life and having children are most important to me" 64% Index = 98	"I value companies who give back to the community" 62% Index = 97
"I like to cook" 61% Index = 100	"I am very concerned about the nutritional content of food products I buy" 59% Index = 95	"I consider myself to be informed on current events or issues" 56% Index = 102	"I offer recommendations of products/services to other people" 52% Index = 95	"I am interested in learning about different cultures" 51% Index = 93
"I make an effort to buy local produce/products" 50% Index = 94	"I like to try new places to eat" 48% Index = 94	"When I shop online I prefer to support Canadian retailers" 48% Index = 98	"I like to try new and different products" 48% Index = 103	"Free-trial/product samples can influence my purchase decisions" 42% Index = 96
"I am adventurous/"outdoorsy" 41% Index = 97	"It's important to buy products from socially-responsible/environmentally-friendly companies" 40% Index = 91	"I prefer to shop online for convenience" 29% Index = 94	"Staying connected via social media is very important to me" 28% Index = 101	"I am willing to pay more for eco-friendly products" 27% Index = 98
"Advertising is an important source of information to me" 26% Index = 91	"Vegetarianism is a healthy option" 25% Index = 96	"I consider myself to be sophisticated" 24% Index = 95	"I enjoy being extravagant/indulgent" 21% Index = 92	"I lead a fairly busy social life" 19% Index = 87

Product Preferences

Beer Consumption

Drinks (Past Week)



Drinks

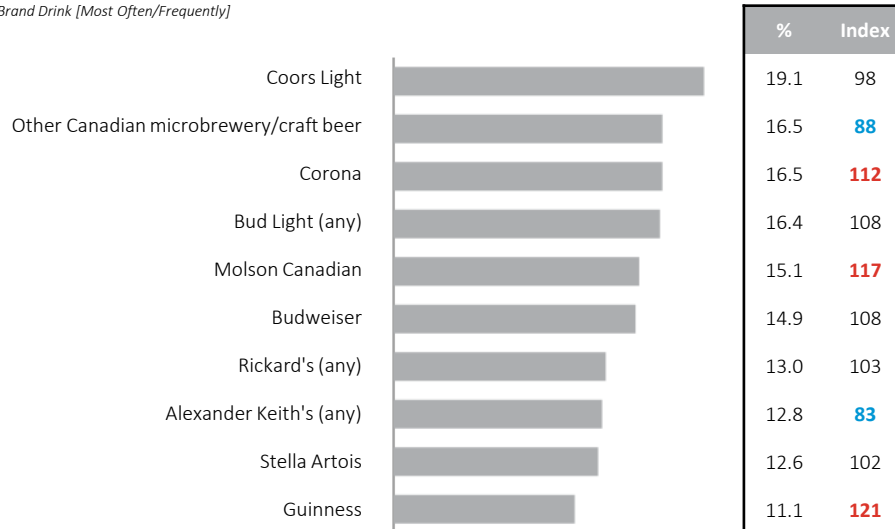
Drank [Past Month]	% Comp	Index
Canadian wine	13.2	93
Liqueurs (any)	9.1	103
Cider	4.9	72

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	15.0	113

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	16.5	88

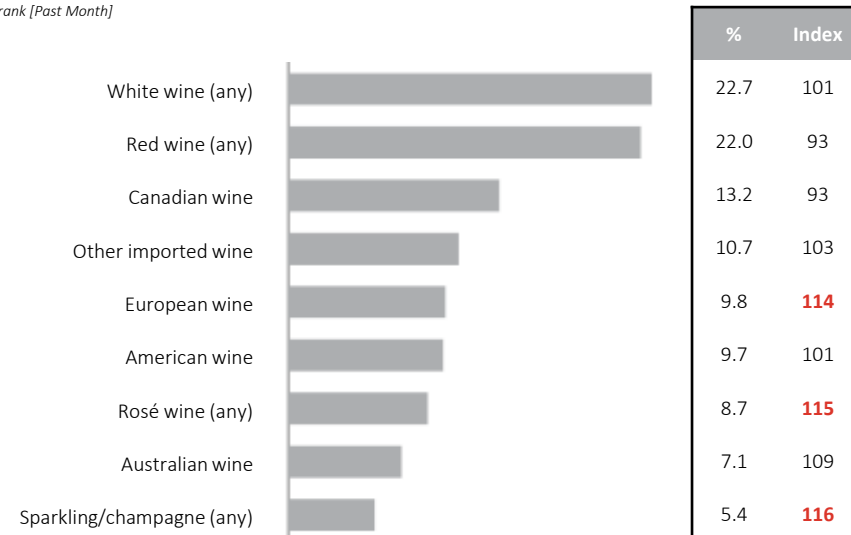
Top 10 Beers*

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

	%	Index	%	Index	%	Index
Pizza restaurants	12.5	99	54.1	100	3.6	100
Asian restaurants	4.8	80	46.4	94	7.8	94
Submarine/sandwich restaurants	10.3	110	47.5	102	4.1	104
Breakfast style restaurant	3.1	75	25.6	94	18.8	106
Chicken restaurants	2.2	82	25.7	107	5.4	117
Ice cream/frozen yogurt restaurants	3.6	109	34.4	100	5.2	112
Specialty burger restaurants	6.2	112	31.1	92	8.0	110
Italian restaurants	0.8	52	23.4	109	5.2	83
Steakhouse	0.5	109	26.3	104	20.8	107
Other ethnic restaurants	2.1	78	16.4	99	9.6	105
Mexican/Burrito-style restaurants	2.6	109	27.5	94	8.8	99
Seafood/Fish and Chips restaurants	0.7	125	16.6	112	6.2	113

Restaurant Service Type*

Frequency of Visiting [Past Year]

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

	%	Index	%	Index	%	Index
Casual/family dining restaurants	4.3	81	55.3	103	6.4	119
Food court outlets at a shopping mall	8.6	105	49.2	97	8.7	101
Pub restaurants	3.8	86	31.6	93	6.5	137
Formal dine-in restaurants	2.0	89	32.0	102	13.9	112
Fast casual restaurants	11.7	101	34.4	107	2.7	88
Sports bars	2.0	89	20.0	100	4.2	100
Other types	1.3	107	16.1	100	2.3	108

Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables
21.1%
(93)



Other Organic Food
11.1%
(102)



Organic Meat
6.5%
(94)

Product Preferences

Demographics



Rent
19.1%
(57)



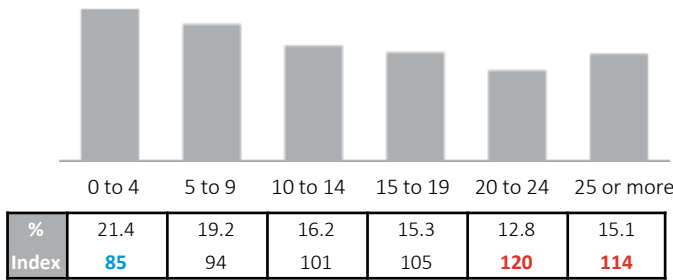
Own
80.8%
(122)



Households with
Children at Home

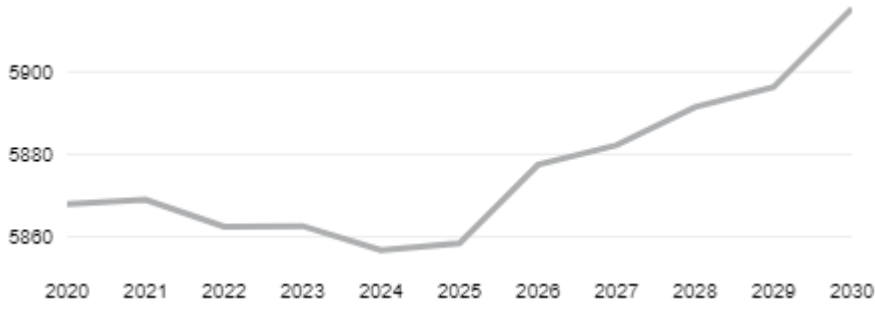
46.1%
(108)

Age of Children at Home



Demographic Trends

Household Projections

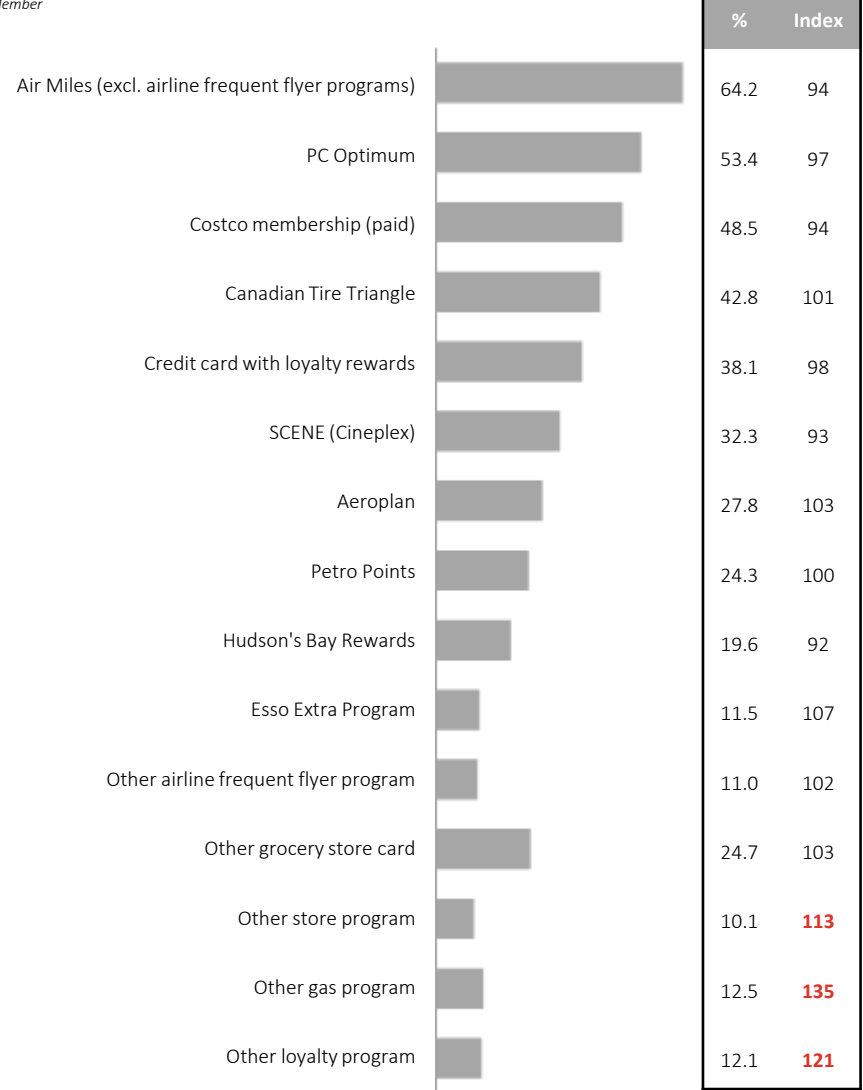


	2020	2023	2025	2030
Count	5,868	5,863	5,858	5,915
% Change	-	-0.1	-0.2	0.8
Index	-	-5	-5	11

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

Loyalty Programs*

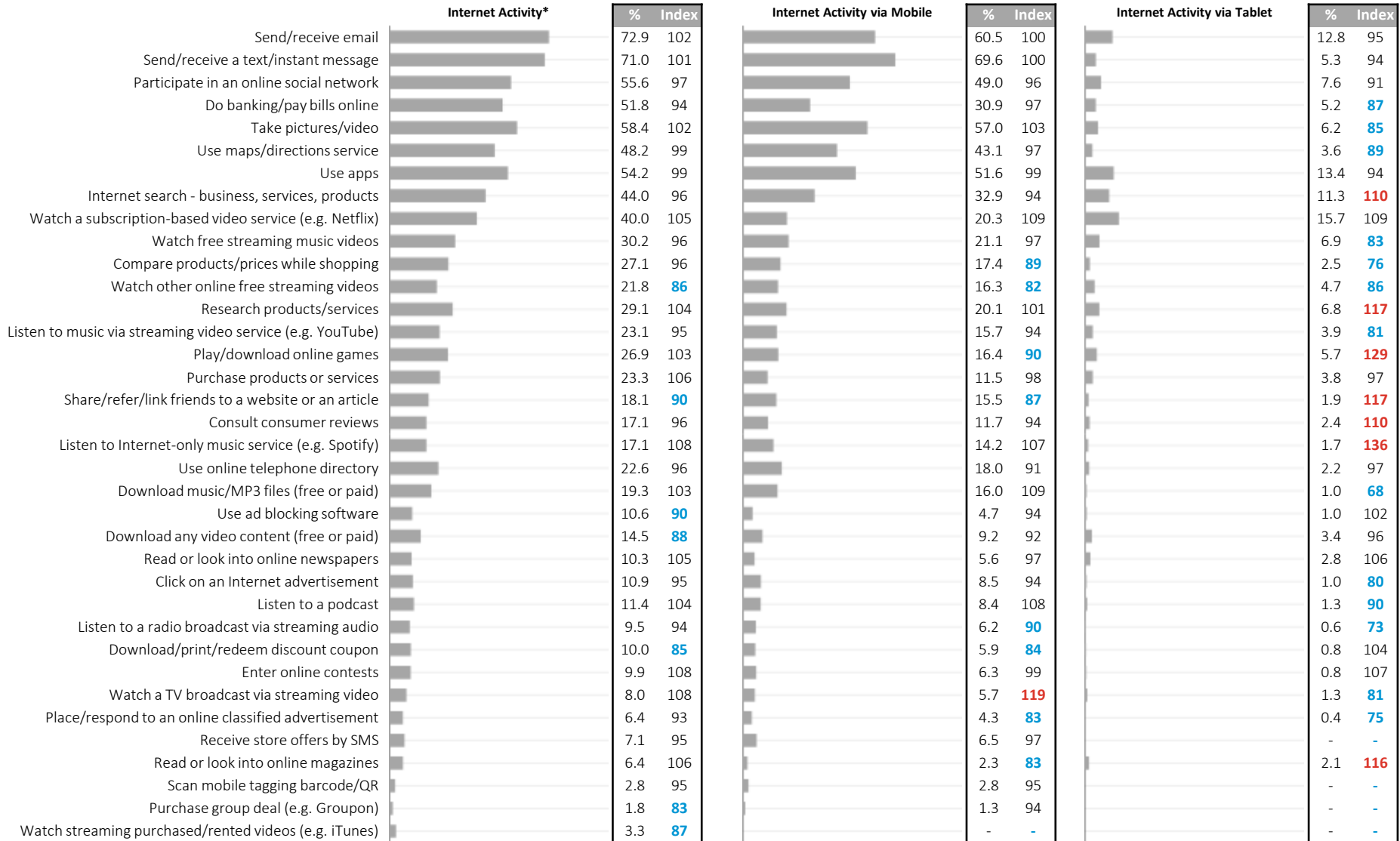
Member



*Ranked by percent composition and based on Household Population 12+ Based on Households

Internet Activity

Activity [Past Week]



Internet Activity

Top Website Types*

Activity [Past Week]

■ Internet ■ Mobile ■ Tablet

	%	Index	%	Index	%	Index
Access a news site	35.4	97	26.7	98	4.8	72
Access food/recipes content	26.3	100	14.5	91	8.4	98
Access health-related content	18.0	112	14.5	113	2.2	97
Access professional sports content	13.7	97	8.7	98	3.2	92
Access restaurant guides/reviews	13.7	95	12.2	99	0.8	84
Access travel content	11.4	101	5.8	101	2.7	98
Access real estate listings/sites	9.5	105	2.6	80	1.1	130
Access a radio station's website	11.5	116	5.6	116	1.1	156
Access home decor-related content	8.2	118	5.1	122	1.7	128
Access a TV station's website	8.0	104	3.6	106	2.2	117
Access celebrity gossip content	6.2	88	4.0	90	1.1	101
Access fashion or beauty-related content	4.2	106	3.5	103	0.8	114
Access automotive news/content	3.3	111	1.6	114	0.5	96

Direct Media Usage

Frequency of Use [Occasionally/Frequently]

	%	Index
Flyers delivered to the door or in the mail	44.5	105
Coupons	33.5	99
General information from the Internet/websites	31.7	102
Flyers inserted into a community newspaper	28.1	109
Apps/online flyers	25.9	93
Direct email offers	24.7	99
Local store catalogues	23.0	90
Flyers inserted into a daily newspaper	19.4	101
Mail order	9.4	116
Yellow Pages (print)	7.7	128
Yellow Pages (online)	5.2	137

Out of Home Advertising

Noticed Advertising [Past Week]

	%	Index
Billboards	35.8	103
On street furniture (e.g. bus benches)	23.9	98
Inside public washrooms	23.4	107
On bus exteriors	21.5	100
Digital billboards	21.0	93
Inside shopping malls	20.8	99
On transit shelters	17.1	97
Inside movie theaters	10.2	109
Screens inside elevators	8.2	85
Inside buses	6.1	96
Inside airports	5.4	101
Inside commuter trains	4.0	100
On taxis	3.4	106
On subway/metro platforms	2.4	81
Inside subway/metro cars	1.9	105

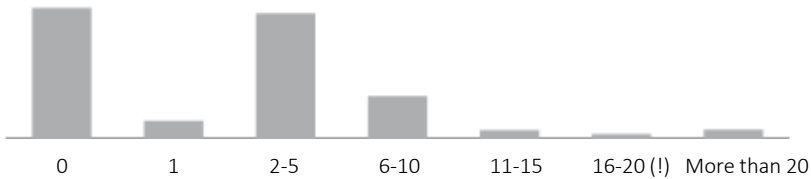
Social Media Usage

Social Media Overview

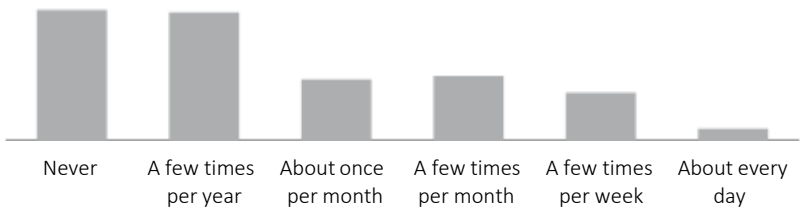
- 72% of Suburban Sports from the Custom Fort McMurray target area spent tend to access social media on their mobile phones during the morning hours, 68% during the afternoon hours
- 12% seek recommendations for Vacation/Travel Information via social media (Average)
- 89% believe that Social media companies should not be allowed to own or share their personal information

Brand Interaction

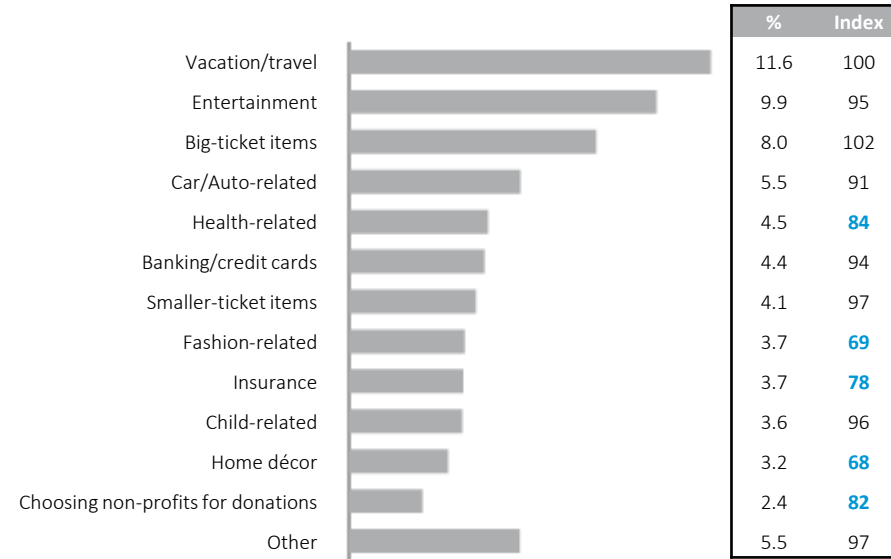
Number of Brands Interacted with via Social Media
[Past Year]



Rate or Review Products or Services
[Frequency of Participation]



Seek Recommendations via Social Media*



Top Social Media Attitudes**

Suburban Sports from the Custom Fort McMurray target area 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 would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company"
 75% | Index = 102

"I tend to ignore marketing and advertisements when I'm in a social media environment"
 73% | Index = 103

"Use SM to stay connected with personal contacts"
 43% | Index = 94

Social Media Usage

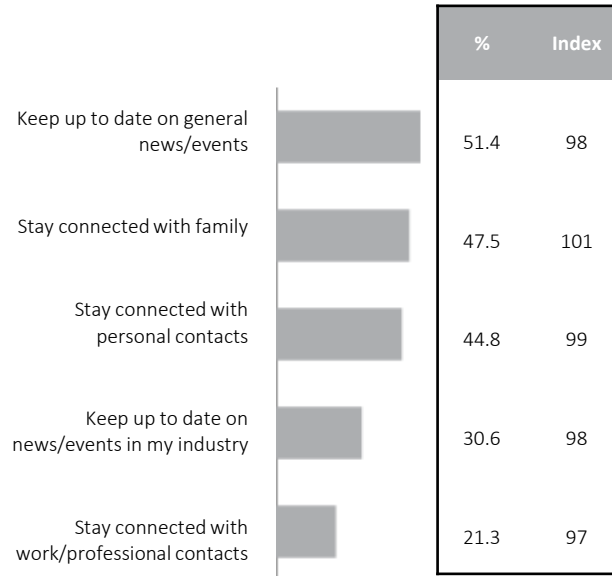
Frequency of Participation*

A few times per week or more

Participate In	% Comp	Index
View friends' photos online	50.3	96
Watch video online	48.6	94
Read article comments	47.5	100
Read status updates/tweets	44.5	96
Listen to radio or stream music online	38.4	97
Chat in online chats	36.4	92
Share links with friends and colleagues	29.2	96
Click links in news feeds	24.9	93
Play games with others online	17.2	101
Read blogs	16.6	90
Post photos online	14.3	95
Rate or review products online	13.6	97
Update your status on a social network	13.2	93
Chat in online forums	10.5	90
Comment on articles or blogs	9.5	90
Share your GPS location	9.2	100
Check in with locations	9.2	88
Post videos online	5.8	82
Publish blog, Tumblr, online journal	2.5	71

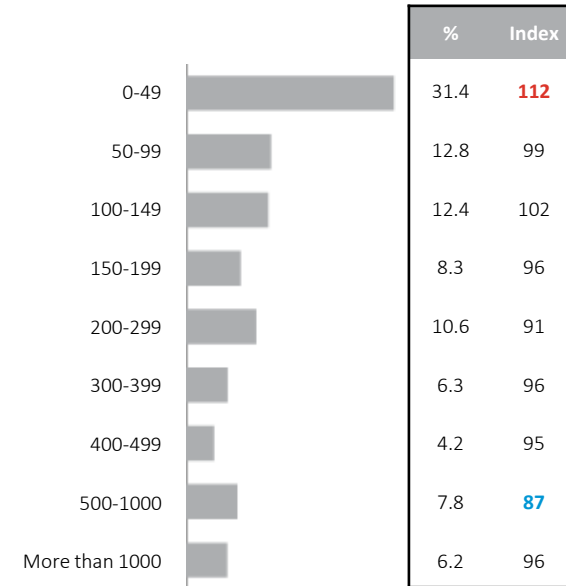
Social Media Uses*

A few times per week or more



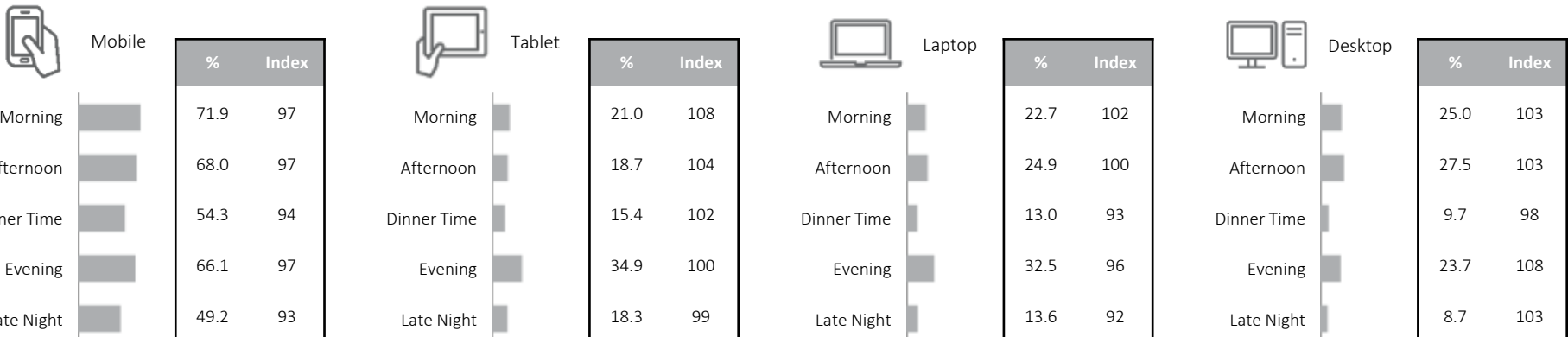
Number of Connections

Across all social media



Social Media Access

Typically use

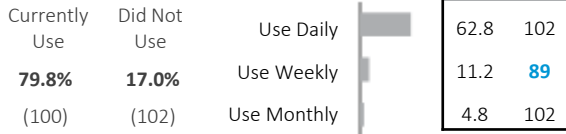


Social Media Usage

Facebook



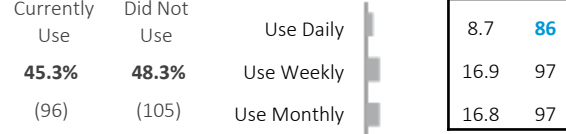
Frequency of Use
[Past Year]



LinkedIn



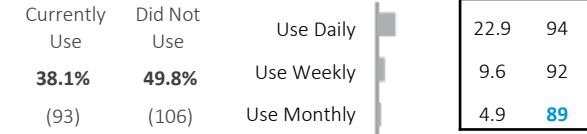
Frequency of Use
[Past Year]



Instagram



Frequency of Use
[Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	60.4	99
Comment/Like other users' posts	50.0	99
Use Messenger	43.3	100
Watch videos	42.0	96
Watch live videos	18.6	94
Click on an ad	16.1	100
Post photos	15.4	105
Like or become a fan of a page	14.3	94
Update my status	13.8	101
Post videos	7.5	97
Create a Facebook group or fan page	3.6	82
Create a Facebook fundraiser (!)	1.8	77
Give to a Facebook fundraiser (!)	1.7	70

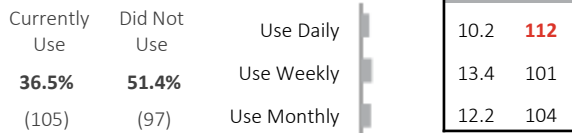
Participate In* (at least a few times per week)	% Comp	Index
Read your newsfeed	13.1	91
View a job posting	7.9	86
Watch videos	6.8	84
Search and review other profiles	6.6	88
Click on an ad (!)	3.5	87
Create a connection	3.2	73
Update your profile information	3.0	89
Comment on content	2.6	79
Participate in LinkedIn forums (!)	1.5	66
Request a recommendation (!)	1.3	68
Post an article, video or picture (!)	1.0	46
Join a LinkedIn group (!)	0.7	45

Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	27.0	93
Like photos/videos	22.0	91
Comment on photos/videos	13.7	95
Watch live videos	11.9	89
Send direct messages	10.3	88
Post photos/videos	8.0	89
View a brand's page	8.0	87
Watch IGTV videos	5.7	90
Click on ads	3.9	72

Pinterest



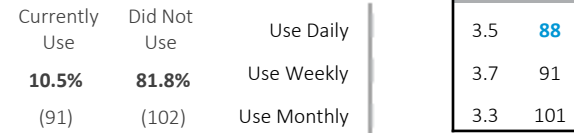
Frequency of Use
[Past Year]



Reddit



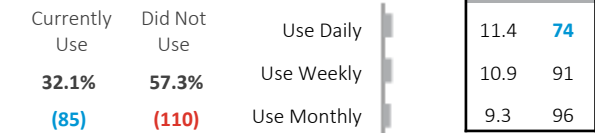
Frequency of Use
[Past Year]



WhatsApp



Frequency of Use
[Past Year]



Participate In* (at least a few times per month)	% Comp	Index
View content	8.0	90
Follow specific Subreddits	5.5	91
Vote on content	3.8	98
Post content	2.1	85

Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	17.8	79
Send/receive images	13.3	71
Use group chats	11.9	76
Use voice calls	6.4	69
Send/receive documents and files	6.0	63

Social Media Usage

Twitter



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
29.8% (96)	57.4% (102)	Use Daily	11.4	91
		Use Weekly	8.9	96
		Use Monthly	7.9	103

YouTube



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
70.8% (99)	14.5% (99)	Use Daily	26.8	92
		Use Weekly	28.5	102
		Use Monthly	15.3	107

Snapchat



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
21.4% (103)	70.9% (100)	Use Daily	10.0	106
		Use Weekly	7.0	104
		Use Monthly	4.1	95

Participate In* (at least a few times per week)	% Comp	Index
Read tweets	18.9	95
Watch videos	9.9	85
Tweet	6.0	86
Retweet	5.9	90
Send or receive direct messages	5.4	85
Share a link to a blog post or article of interest	5.1	82
Respond to tweets	5.0	83
Watch live videos	4.6	74
Follow users who follow you	4.4	86
Actively follow new users	3.8	74
Click on an ad	1.9	64

Participate In* (at least a few times per week)	% Comp	Index
Watch videos	45.5	95
Like or dislike videos	15.0	91
Watch live videos	14.7	95
Share videos	8.9	91
Click on an ad	8.1	94
Leave comment or post response on video	7.1	91
Embed a video on a web page or blog	3.9	87
Create and post a video	2.6	72

Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	11.3	101
Send direct text messages	10.1	105
Send photos/videos	9.2	104
Use filters or effects	7.1	95
Use group chat	5.1	102
Read Snapchat discover/News	4.6	98
View a brand's snaps	3.2	101
View ads	2.8	112
Use video chat	2.7	99

Audio Podcasts



Currently Use	Did Not Use
18.6% (89)	64.3% (103)

Frequency of Use
[Past Year]

	%	Index
Use Daily	4.8	82
Use Weekly	8.1	91
Use Monthly	5.5	95

Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	5.3	87
Listen to an educational podcast	4.5	77
Listen to a business podcast	4.4	85
Listen to a news podcast	4.0	77
Listen to a comedy podcast	3.3	84
Listen to a sports podcast	3.1	83
Subscribe to a sports podcast**	2.7	81
Subscribe to another genre of podcast	2.7	91
Listen to a technology focused podcast	2.7	77
Subscribe to a educational podcast	1.7	63
Subscribe to a business podcast (!)	1.4	65
Subscribe to a news podcast	1.3	76
Subscribe to a comedy podcast (!)	1.1	66
Subscribe to a technology podcast (!)	0.8	61

Other Social Media Platforms



Tinder

Currently Use	Did Not Use
2.9% (81)	94.2% (101)



Tik Tok

Currently Use	Did Not Use
2.4% (90)	94.5% (101)

Frequency of Use -Tinder
[Past Year]

	%	Index
Use Daily (!)	0.9	70
Use Weekly (!)	1.6	83