

Overview

- Of the 67 PRIZM Clusters identified in Canada, Slow-Lane Suburbs rank 1st for the Custom Nelson target area created using Regional District Okanagan Similkameen (RDOS) visitor origin FSA's
- Slow-Lane Suburbs make up 1,733 households, or 21% of the total Households in the Custom Nelson target area (8,412)
- The Median Household Maintainer Age is 54, 58% of couples have children living at home
- Average Household Income of \$87,499 compared to the Custom Nelson target area at \$84,888
- Top Social Value: National Pride: The inclination to define one's identity through national pride and believing that Canada should hold a strong position in the world
- Above Average interest in Hockey and Food/Wine Shows
- Below average interest in travelling within Canada, Slow-Lane Suburbs from the Custom Nelson target area spent an average of \$1,402 on their last vacation
- On average, Slow-Lane Suburbs from the Custom Nelson target area spent spend 14hrs/week listening to the Radio, 20hrs/week watching TV, 1hr/week reading the Newspaper and 3.4hrs/day on the Internet. Daily Magazine usage is minimal (9 min/day)
- 82% currently use Facebook, 35% use Instagram and 24% use Twitter

Slow-Lane Suburbs

PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Market Sizing



Target Group: 4,042 | 21.6% Market: 18,695

Total Households

Target Group: 1,733 | 20.6% Market: 8,412

Source: Environics Analytics 2020

Top Geographic Markets

	1	Target Group	Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Nelson, BC (CY)	98.6	32.5	240	5,260	41.0
Central Kootenay E, BC (RDA)	1.3	1.2	9	1,789	14.0
Central Kootenay F, BC (RDA)	0.2	0.2	1	1,757	13.7

Top PRIZM Segments

% of Target Group Households

45 - Slow-Lane Suburbs

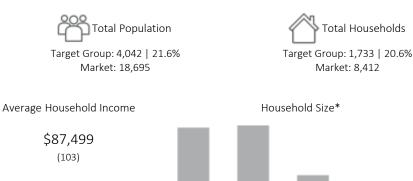
100.0

Target Group



PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Demographic Profile



1 Person 54 (98)

%	33.2	34.0	15.9	12.4	4.4
Index	98	93	108	114	113

3 Persons

Marital Status**

Median Household Maintainer Age

> 52.7% (98)

Married/Common-Law

42.0% (92)

2 Persons

4 Persons

31.1% (113)

5+ Persons

Couples Without Kids at Home

Family Composition***

Visible Minority Presence*

5.4% (117)

Belong to a visible minority group

Non-Official Language*

0.2% (125)

No knowledge of English or French

Immigrant Population*

University Degree

Education**

13.0% (101)

Born outside Canada

Psychographics**

Strong Valu	ıes	We	eak Values
National Pride	ide 126 71		Enthusiasm for Technology
Saving on Principle	124	77	Skepticism Towards Advertising
Introspection & Empathy	123	80	Joy of Consumption
Buying on Impulse	116	82	Importance of Spontaneity
Status via Home	114	83	Brand Genuineness

Key Social Values

National Pride Index = 126

Social Learning Index = **112**

Racial Fusion Index = **112**

Need for Escape Index = 110

Pursuit of Originality Index = 109

Confidence in Advertising Index = 108

Effort Toward Health Index = 108

Ethical Consumerism Index = 107

Attraction to Nature Index = 106

Work Ethic Index = 105 Social Intimacy Index = 102

Brand Apathy Index = 102



PRIZM Segments Included (by SESI): 45
Market: RDOS - V1L (Nelson, BC)

Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	84.4	100
Gardening	73.0	98
Swimming	61.0	102
Camping	59.0	102
Volunteer work	56.1	101

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	56.5	99
Parks & city gardens	50.7	100
Art galleries, museums & science centres	43.5	100
Bars & restaurant bars	40.4	99
National or provincial park	39.1	97

Key Tourism Activities*

Swimming	Camping	Parks & city gardens	Hiking & backpacking	Photography	Cycling	Bars & restaurant bars	National or provincial park
\$	<u> Šta</u>	*	Ż		Å	¥	W P
61.0%	59.0%	50.7%	50.6%	42.5%	41.8%	40.4%	39.1%
(102)	(102)	(100)	(98)	(94)	(98)	(99)	(97)
Canoeing & kayaking	Pilates & yoga	Fishing & hunting	Cross country skiing & snowshoeing	Golfing	Historical sites	Ice skating	Specialty movie theatres/IMAX
ů.	j	<u>Lå</u>	Ĭ	Ž)		J.	
37.6%	27.7%	26.3%	24.9%	24.8%	21.6%	21.3%	20.5%
(96)	(103)	(95)	(92)	(92)	(91)	(104)	(93)
Downhill skiing	Sporting events	Zoos & aquariums	Power boating & jet skiing	Adventure sports	Video arcades & indoor amusement centres	ATV & snowmobiling	Hockey
X.		BJ3		E		500	Ą.
19.6%	19.3%	18.0%	15.6%	14.4%	12.9%	12.2%	11.8%
(101)	(98)	(105)	(97)	(102)	(103)	(90)	(111)
Music festivals	Beer, food & wine festivals	Theme parks, waterparks & water slides	Snowboarding	Inline skating	Food & wine shows	Curling	Film festivals
(8)		lin .	<u> </u>			M.	
10.2%	9.0%	8.5%	8.1%	7.3%	6.8%	6.2%	6.1%
(101)	(98)	(109)	(103)	(95)	(113)	(94)	(91)
Sources: Opticks Powered by Numer	is 2020	index: At least 10% above or	Source: Environia	es Analytics 2020	(!) Indicates small sample size	*Selected and ran	ked by percent composition

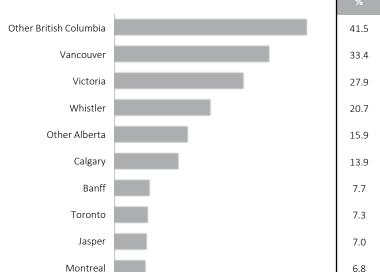


PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Travel Profile

Top Canadian Destinations*





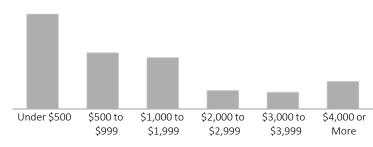
101 100 96 103 87 88 94 90 86 6.8 97

Vacation Spending

35.5

106

Spent Last Vacation



19.4

95

7.1

93

r	Average spend on last trip
7	

Vacation Booking**

Used [Past 3 Years]



%	Index
44.4	100
40.0	96
33.2	94
30.2	100
24.2	101
16.8	96
11.3	95
10.8	87

Booked With [Past Year]







(88)





14.8% 4.9% (95)Gredtagea

Redtag.ca/itravel.com (!)

0.9%

(88)

(81)

Airline Websites

16.4%

(92)

1.1%

(56)

2.9% (95)

3.0% (115)

Other Travel Discount Sites 6.5% (98)

Travel Type & Frequency

Business Trips



Average number of nights away in the past (99)year for business trips

Personal Trips

3.6 (97)

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

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





3.8 (101)



1.8 (92)



21.1

103

6.5

86

10.4

99

1,402

(96)

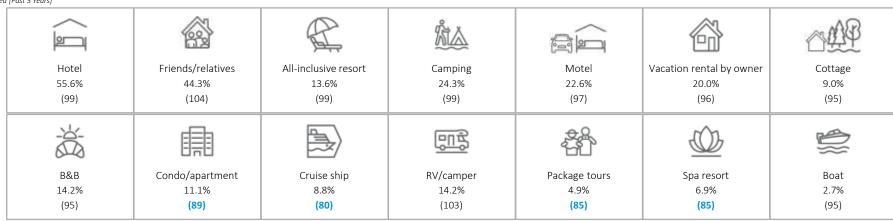


PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Travel Profile

Accommodation Preferences*

Used [Past 3 Years]



Source: Environics Analytics 2020

Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]





PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Media

Overall Level of Use

Radio

14 hours/week (98)

Television

1,220 minutes/week (97)

Newspaper

1 hours/week (105)

9 minutes/day (97)

Magazine

Internet



208 minutes/day (99)

Top Radio Programs*

Programs [Weekly]

Trograms (Weekly)		
	%	Index
News/Talk	35.9	96
Adult Contemporary	16.9	96
AOR/Mainstream Rock	14.2	98
Classic Hits	13.5	103
Multi/Variety/Specialty	11.2	95
Hot Adult Contemporary	10.2	110
Classic Rock	10.1	108

Top Television Programs* Programs [Average Week]

	%	Index
Movies	46.6	101
Evening local news	38.7	93
Documentaries	32.2	94
Primetime serial dramas	29.3	103
Situation comedies	28.5	104
Hockey (when in season)	28.5	101
News/current affairs	28.5	93
Home renovation/decoration shows	27.2	99
Suspense/crime dramas	27.1	94
Cooking programs	22.9	95

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

Top Mobile Activities*

Trequency Nead [Occusionally/Trequently]	%	Index
1 10 0 : 111	- 11	
Local & Regional News	57.5	98
National News	53.7	102
International News & World	52.0	98
Health	35.9	103
Movie & Entertainment	33.3	106
Editorials	31.2	95
Travel	30.2	99
Food	29.3	102
Sports	27.1	100
Business & Financial	24.5	92

Top Magazine Publications*

Read	[Past	Month]	

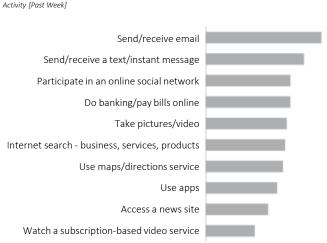
, ,		
	%	Inde
Other English-Canadian	11.7	97
Other U.S. magazines	9.3	104
National Geographic	8.8	97
Canadian Living	8.5	103
Canadian Geographic	7.9	95
Maclean's	5.9	90
People	5.7	93
Reader's Digest	5.5	114
Air Canada en Route	4.3	86
Cineplex Magazine	4.2	103

Top Internet Activities*

Modern/Alternative Rock

Mainstream Top 40/CHR

Not Classified



9.3

8.4

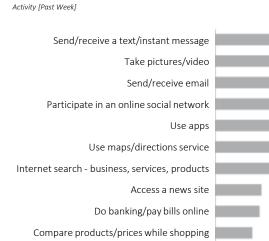
7.8

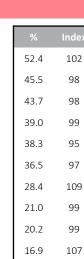
100

108

118

98





70.7

60.1

51.8

51.7

49.6

48.6

47.2

43.7

38.2

30.1

100

97

95

98

101

95

95

96

97



PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Media

Social Media Platforms Usage [Currently Use] Facebook YouTube Instagram ďin din 34.8% 81.5% 72.0% (100)(100)(103)Pinterest LinkedIn WhatsApp in 33.6% 32.5% 29.2% (100)(104)(106) Podcasts Snapchat



(104)

Dating App

4.8%

(103)















12.0%

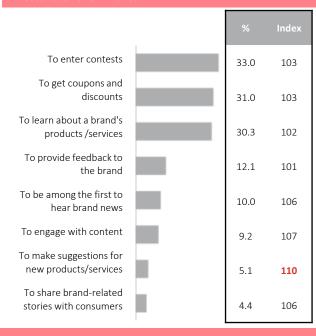
(105)

Reddit

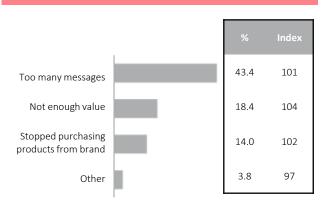
6.7%

(110)

Reasons to Follow Brands



Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"



Social Media Attitudes

"I tend to ignore marketing and advertisements when I'm in a social media environment" 75% | Index = 99

"Use SM to keep up to date on general news/events" 36% | Index = 98

"I am well informed about SM" 31% | Index = 101

"Feel comfortable collaborating with others through SM" 29% | Index = 101

"Use SM to keep up to date on news/events in my industry" 26% | Index = 101

"I am open to receiving relevant marketing messages through social media channels" 19% | Index = 99

Source: Environics Analytics 2020



PRIZM Segments Included (by SESI): 45
Market: RDOS - V1L (Nelson, BC)

Product Preferences

Variables with "Aaree" Statements

"I would like t	o eat healthy foods
mo	re often"
81%	Index = 99

"I generally achieve what I set out to do" 70% | Index = 97 "I value companies who give back to the community" 70% | Index = 100 "I have tried a product/service based on a personal recommendation" 69% | Index = 100 "I am very concerned about the nutritional content of food products I buy" 68% | Index = 98

"I make an effort to buy local produce/products" 67% | Index = 99

"I consider myself to be informed on current events or issues" 63% | Index = 99 "Family life and having children are most important to me" 61% | Index = 98 "I am interested in learning about different cultures" 61% | Index = 97 "It's important to buy products from socially-responsible/environmentallyfriendly companies" 57% | Index = 102

"I like to cook" 57% | Index = 99 "I offer recommendations of products/services to other people" 57% | Index = 103 "When I shop online I prefer to support Canadian retailers" 55% | Index = 102 "I like to try new and different products" 49% | Index = 96 "I like to try new places to eat" 49% | Index = 95

"I am adventurous/"outdoorsy"" 46% | Index = 102

"Free-trial/product samples can influence my purchase decisions" 40% | Index = 98

"I am willing to pay more for ecofriendly products" 39% | Index = 103 "Vegetarianism is a healthy option" 31% | Index = 106 'Staying connected via social media is very important to me" 27% | Index = 109

"I prefer to shop online for convenience" 26% | Index = 102 "Advertising is an important source of information to me"

24% | Index = 95

"I consider myself to be sophisticated" 22% | Index = 103

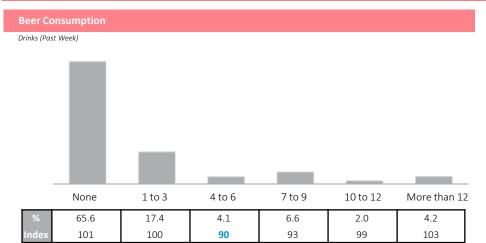
Source: Environics Analytics 2020

"I lead a fairly busy social life" 19% | Index = 106 "I enjoy being extravagant/indulgent" 19% | Index = 93



PRIZM Segments Included (by SESI): 45
Market: RDOS - V1L (Nelson, BC)

Product Preferences



Drinks

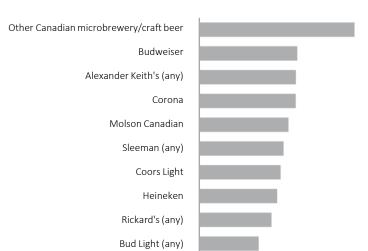
Drank [Past Month]	% Comp	Index
Canadian wine	22.9	94
Cider	12.4	100
Liqueurs (any)	9.0	91

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	18.4	96

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	21.4	101

Top 10 Beers*

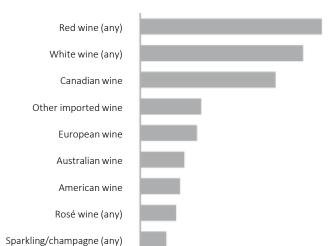
Brand Drink [Most Often/Frequently]

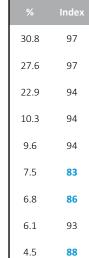


%	Index
21.4	101
13.5	96
13.3	90
13.3	93
12.3	93
11.6	91
11.2	93
10.7	99
9.9	92
8.2	86

Wine Details

Drank [Past Month]





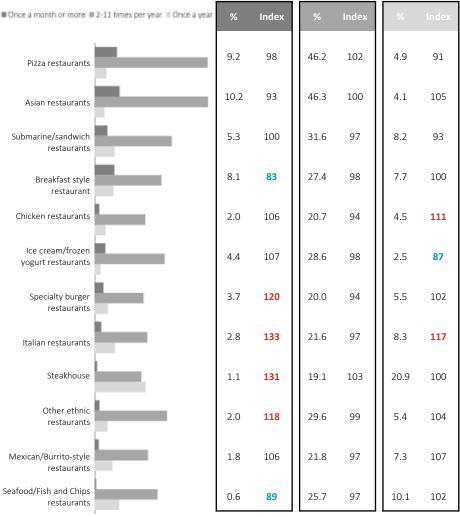


PRIZM Segments Included (by SESI): 45
Market: RDOS - V1L (Nelson, BC)

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
29.6%
(104)



Other Organic Food 17.1% (102)



Organic Meat 7.8% (93)



PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Product Preferences

Demographics Rent Own



32.5% (104)

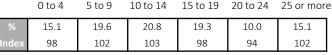
67.5% (98)

Age of Children at Home 0 to 4 5 to 9 10 to 14 15 to 19 20 to 24

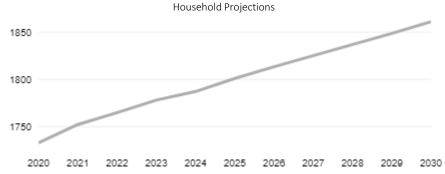
35.2% (108)

Households with

Children at Home



Demographic Trends

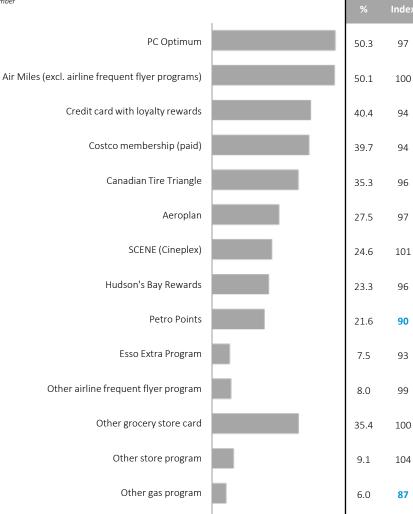


	2020	2023	2025	2030
Count	1,733	1,778	1,801	1,861
% Change	-	2.6	3.9	7.4
Index	-	126	125	110

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



Member



Other loyalty program

Target Group

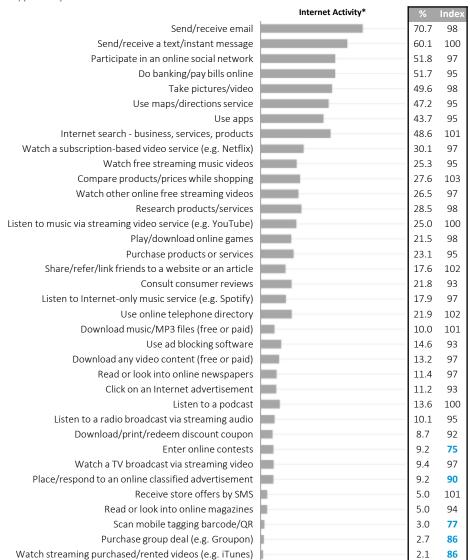
99

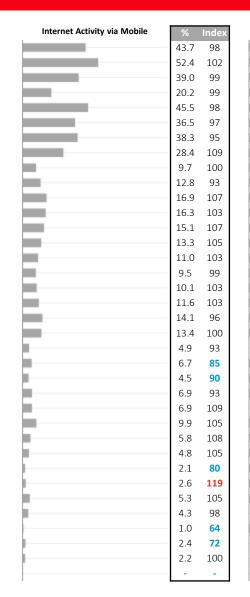


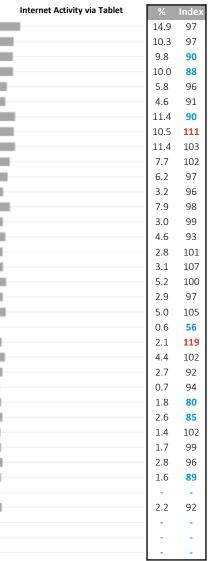
PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Internet Activity









Source: Environics Analytics 2020

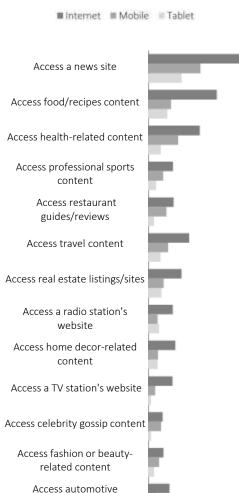


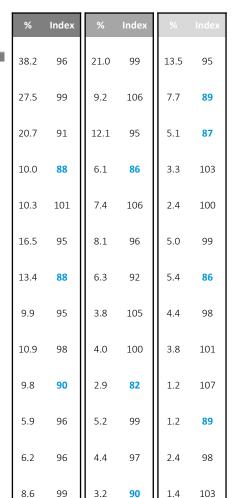
PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Internet Activity

Top Website Types*

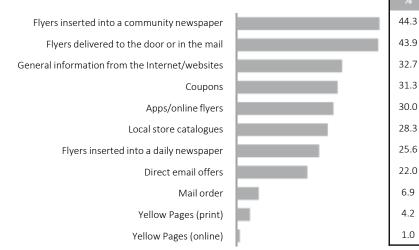




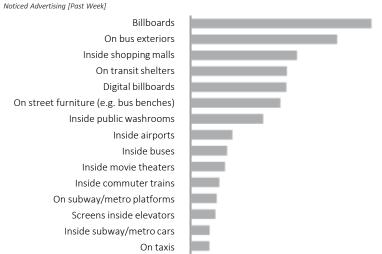


Direct Media Usage





Out of Home Advertising



2.9

news/content

100

97

95

102

97

95

94

103

92

95

94

96

98

96

99

96

90

85

104

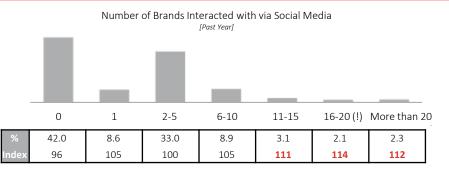
PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

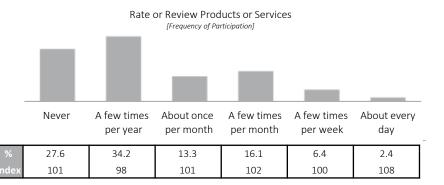
Social Media Usage

Social Media Overview

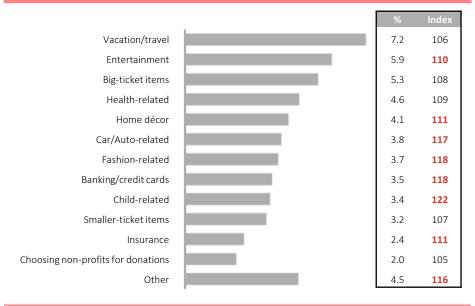
- 59% of Slow-Lane Suburbs from the Custom Nelson target area spent tend to access social media on their mobile phones during the morning hours, 57% during the afternoon hours
- 7% seek recommendations for Vacation/Travel Information via social media (Average)
- 89% believe that Social media companies should not be allowed to own or share their personal information

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

Slow-Lane Suburbs from the Custom Nelson 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 = 100

"I tend to ignore marketing and advertisements when I'm in a social media environment" 75% | Index = 99

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 75% | Index = 101

"Use SM to stay connected with personal contacts" 47% | Index = 100

Based on Household Population 18+

Target Group



PRIZM Segments Included (by SESI): 45 Market: RDOS - V1L (Nelson, BC)

Social Media Usage

Frequency of Participation*

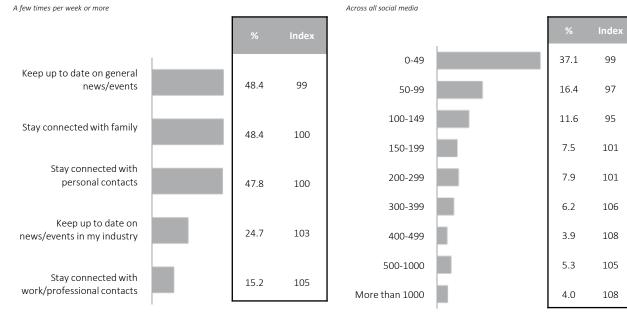
A few times per week or more

Participate In	% Comp	Index
View friends' photos online	51.6	103
Read article comments	43.8	99
Watch video online	42.4	101
Chat in online chats	39.9	100
Read status updates/tweets	37.5	100
Listen to radio or stream music online	36.1	100
Share links with friends and colleagues	29.5	100
Click links in news feeds	24.1	102
Play games with others online	17.3	101
Read blogs	16.5	99
Post photos online	16.2	102
Comment on articles or blogs	11.6	101
Update your status on a social network	11.0	105
Check in with locations	10.3	97
Chat in online forums	9.9	107
Share your GPS location	8.8	106
Rate or review products online	8.8	102
Post videos online	5.9	107
Publish blog, Tumblr, online journal	2.4	106

Social Media Uses*

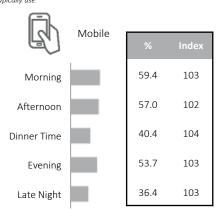
Social iviedia Uses

Number of Connections

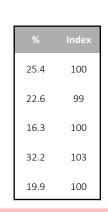


Social Media Access

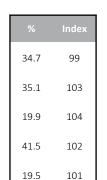
Typically use

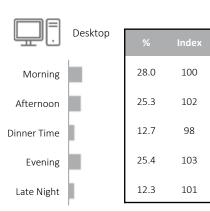














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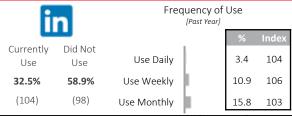
Social Media Usage

Frequency of Use [Past Year]



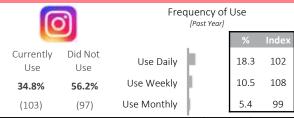
(100) (98) Osc Monthly	3.0	100	
Participate In* (at least a few times per week)	% Comp	Index	
Read my news feed	59.7	100	
Comment/Like other users' posts	50.7	100	
Use Messenger	46.6	100	
Watch videos	39.4	101	
Post photos	14.9	102	
Watch live videos	13.6	101	
Update my status	12.1	104	
Like or become a fan of a page	10.8	101	
Click on an ad	9.1	100	
Post videos	5.2	103	
Create a Facebook group or fan page	2.9	106	
Give to a Facebook fundraiser (!)	1.6	123	
Create a Facebook fundraiser (!)	1.2	133	

LinkedIn



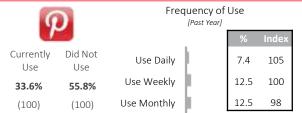
(104)	(98)	Use Monthly	ь.	15.	8 103
Participate In*	(at least a	few times per we	eek)	% Comp	Index
Read your new	sfeed			4.6	101
View a job post	ing			3.0	95
Watch videos				2.5	105
Search and revi	ew other p	rofiles		2.0	108
Comment on co	ontent			1.7	99
Post an article,	video or pi	cture (!)		1.4	106
Click on an ad (!)			1.4	110
Create a conne	ction			1.3	117
Update your pr	ofile inforn	nation		1.2	104
Join a LinkedIn	group (!)			0.9	115
Participate in Li	nkedIn for	ums (!)		0.9	126
Request a reco	mmendatio	on (!)		0.8	129

Instagram



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	23.9	104
Like photos/videos	20.4	106
Comment on photos/videos	12.5	105
Watch live videos	9.2	102
Send direct messages	8.5	106
Post photos/videos	7.2	108
View a brand's page	6.2	111
Click on ads	4.5	107
Watch IGTV videos	2.7	108

Pinterest



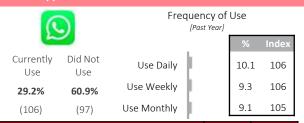
Reddit

C	9	Freq	uency of [Past Year]	Use	
				%	Index
Currently Use	Did Not Use	Use Daily		2.3	121
6.7%	85.9%	Use Weekly		1.3	90
(110)	(98)	Use Monthly		2.7	112

% Comp	Index
4.8	115
2.6	113
2.0	112
1.0	103
	4.8 2.6 2.0

Source: Environics Analytics 2020

WhatsApp



Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	14.8	108
Send/receive images	12.6	108
Use group chats	7.1	115
Use voice calls	5.4	106
Send/receive documents and files	4.2	102



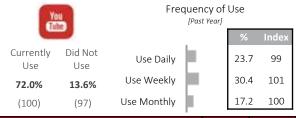
PRIZM Segments Included (by SESI): 45
Market: RDOS - V1L (Nelson, BC)

Social Media Usage

		Frequency of Use [Past Year]			
				%	Index
Currently Use	Did Not Use	Use Daily		8.9	101
24.2%	67.2%	Use Weekly	1	8.6	101
(103)	(99)	Use Monthly		6.0	112

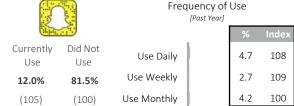
es per week)	% Comp	Index
	14.1	101
	6.8	100
	6.0	104
	4.9	103
of interest	4.6	109
	4.6	104
	4.5	101
	3.9	94
	3.2	99
	2.8	101
	1.8	106
		14.1 6.8 6.0 4.9 e of interest 4.6 4.6 4.5 3.9 3.2 2.8

YouTub



(100) (97) Ose Monthly	17.	2 100
Participate In* (at least a few times per week)	% Comp	Index
Watch videos	43.0	102
Like or dislike videos	11.5	102
Watch live videos	10.1	106
Leave comment or post response on video	5.6	106
Share videos	5.3	96
Click on an ad	4.6	100
Embed a video on a web page or blog	2.9	115
Create and post a video	2.8	102

Snapchat

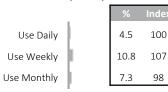


Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	6.1	110
Send photos/videos	4.8	111
Send direct text messages	4.6	107
Use filters or effects	3.4	114
Read Snapchat discover/News	3.3	106
Use group chat	2.7	122
View a brand's snaps	2.0	109
Use video chat	1.7	122
View ads	1.6	117

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	4.6	94
Listen to another genre of podcast	4.3	100
Listen to an educational podcast	3.7	100
Listen to a business podcast	3.0	98
Listen to a comedy podcast	2.8	98
Subscribe to another genre of podcast	2.2	118
Subscribe to a educational podcast	1.9	114
Listen to a technology focused podcast	1.6	118
Listen to a sports podcast	1.3	103
Subscribe to a news podcast	1.3	104
Subscribe to a sports podcast**	1.1	115
Subscribe to a business podcast (!)	1.0	113
Subscribe to a comedy podcast (!)	0.9	113
Subscribe to a technology podcast (!)	0.8	124

Other Social Media Platforms

Tik Tok Tinder Currently Did Not Currently Did Not Use Use Use Use 2.3% 95.3% 1.4% 96.9% (108)(95)(100)(100)

Frequency of Use -Tinder [Past Year]

