

PRIZM Segments Included (by SESI): 49

Market: British Columbia



Overview

Of the 67 PRIZM Clusters identified in Canada, Backcountry Boomers rank 15th, making up 55,024 households, or 3% of the total Households in British Columbia (2,018,734).

The Median Household Maintainer Age is 63, 63.3% of couples do not have children living at home (Above Average).

Below Average Household Income of \$90,992 compared to BC at \$113,574.

Top 3 Social Values: Attraction to Nature, Utilitarian Consumption, and Financial Concern Regarding the Future.

Top Tourism Activities: Hiking/Backpacking, Swimming, and Camping. Above Average interest in Photography, Fishing/Hunting, and Visiting National/Provincial Parks.

Above Average interest for travelling within Canada (Above Average for Other BC, Vancouver, Other Alberta, Calgary Banff, Ottawa, and Manitoba), Backcountry Boomers from British Columbia spent an average of \$1,865 (Above Average) on their last vacation.

82.2% currently use Facebook, 30.2% use Instagram (Below Average), 19.3% use Twitter (Below Average), and 67.8% use YouTube.

Market Sizing

Total Population

Target Group: 123,109 | 2.4% Market: 5,102,265

Total Households

Target Group: 55,024 | 2.7% Market: 2,018,734

Top Geographic Markets

		Target Group	Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Southern Gulf Islands, BC (RDA)	4.1	95.3	3,500	2,345	0.1
Comox Valley A, BC (RDA)	3.7	56.7	2,081	3,594	0.2
Columbia-Shuswap C, BC (RDA)	2.7	42.5	1,554	3,523	0.2
Sunshine Coast A, BC (RDA)	2.5	99.3	3,622	1,365	0.1
Sechelt, BC (DM)	2.5	27.1	996	4,985	0.2
Cariboo L, BC (RDA)	2.3	69.0	2,533	1,859	0.1
Nanaimo H, BC (RDA)	2.2	64.1	2,359	1,863	0.1
Okanagan-Similkameen D, BC (RDA)	2.2	43.7	1,606	2,711	0.1
Central Kootenay B, BC (RDA)	2.2	59.1	2,172	2,002	0.1
Columbia-Shuswap F, BC (RDA)	2.0	83.9	3,058	1,284	0.1

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 Rejuvenators

Top PRIZM Segments

% of Target Group Households

49 - Backcountry Boomers

100.0

100.0



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Demographic Profile



Average Household Income

Market: 5,102,265

\$90,992 (80)

Median Household Maintainer Age

> 63 (117)

	4.5	2.5	2.5	4.5	5 · D
	1 Person	2 Persons	3 Persons	4 Persons	5+ Person
	_				
%	28.7	47.5	10.7	8.1	5.0
Ind	ex 99	135	73	63	60

Household Size*

Marital Status**

63.7%

(112)

63.3% (144)

(8)

Market: 2,018,734

29.2% (99)

Married/Common-Law

Couples Without Kids at Home

Family Composition***

Visible Minority Presence* Non-Official Language*

3.8% (12)

Belong to a visible minority group

0.3%

No knowledge of English or French

High School Certificate Or

Equivalent

Education**

Immigrant Population* 13.3%

(47)

Born outside Canada

Psychographics**

Strong Valu	ies Weak Valu		ak Values
Attraction to Nature	152	60	Ostentatious Consumption
Utilitarian Consumerism	142	62	Equal Relationship with Youth
Financial Concern Regarding the Future	135	62	Acceptance of Violence
Emotional Control	133	66	Attraction For Crowds
Primacy of Environmental Protection	127	66	Penchant for Risk

Key Social Values

Attraction to Nature Index = 152

Emotional Control Index = 133

Primacy of Environmental Protection Index = 127

Ethical Consumerism Index = 123

Racial Fusion Index = 107

Need for Escape Index = 107

Primacy of the Family Index = 107

Flexible Families Index = 106

Multiculturalism Index = 106

Brand Apathy Index = 104

Work Ethic Index = 101 **Ecological Concern** Index = 99



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Sports & Leisure

Occasionally/Regularly Participate or Attended/Visited [Past Year] **Top 5 Activities Participated*** % Comp 87.2 103 Reading Gardening 67.9 114 Volunteer work 60.1 112

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	48.7	93
Parks & city gardens	44.2	102
National or provincial park	37.3	130
Bars & restaurant bars	36.2	98
Theatre - Community theatres	31.4	126

Но	me exercise & home worko	ut	59.7	110		Bars & restaurant bars			36.2	98
	Fitness walking		56.2	108			Theatre - Community the	eatres	31.4	126
Key Tourism Activities*	**									
Hiking & backpacking	Swimming	Camping	Pho	tography		Cycling	Parks & city gardens	Fishing & hunting	Canoeing &	kayaking
Å	\$	<u>Å</u>	(*		å	<u></u>
54.7% (109)	54.1% (103)	52.3% (104)		49.7% (127)		48.8% (106)	44.2% (102)	38.7% (158)	38.3 (10	
National or provincial park	Bars & restaurant bars	Cross country skiing & snowshoeing		orical sites		Golfing	Specialty movie theatres/IMAX	Ice skating	Downhil	
		- Si	4						*\$	ß
37.3%	36.2%	34.3%		30.0%		26.2%	23.2%	20.3%	19.0)%
(130)	(98)	(139)		(154)		(99)	(110)	(90)	(10	0)
ATV & snowmobiling	Pilates & yoga	Sporting events	Zoos 8	& aquarium	s ,	Theme parks, water	Beer, food & wine festivals	Power boating & jet skiing	Hoc	key
540	Ĵ		٩			slides			ģi	~
18.4%	18.3%	17.5%	:	16.4%		14.6%	13.1%	12.4%	12.0)%
(152)	(80)	(103)		(101)		(120)	(118)	(102)	(10-	4)
Video arcades & indoor amusement centres	Adventure sports	Music festivals	(Curling		Film festivals	Food & wine shows	Inline skating	Dinner t	heatres
		((())		M.						
11.6%	10.4%	9.6%		8.2%		7.9%	5.7%	5.6%	5.4	%

(126)

Note: Base variables are default and vary based on database

(88)

(75)

(115)

(142)

(141)

(125)

(105)



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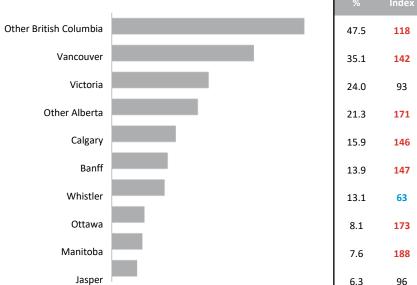
Market: British Columbia



Travel Profile

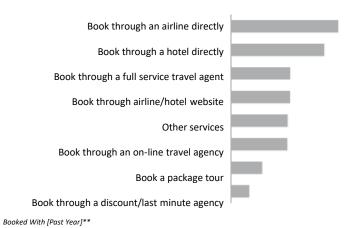






Vacation Booking*

Used [Past 3 Years]



%	Index
42.7	99
37.2	91
23.7	99
23.6	82
22.7	131
22.5	64
12.6	109
7.5	70











Expedia.com/ca 12.8%

Booking.com 8.4%



7.1% (124)

(74)

2.0%

** travelocity Travelocity.com/ca (!)

(118)

Airline Websites

Other Travel

(88)

1.2% (65)

10.9% (74)

Discount Sites 2.7% (106)

3.9% (73)

Travel Type & Frequency

Business Trips



13.9 (124)

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

Personal Trips

3.8 (104)

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

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









(160)

Vacation Spending

Under \$500

23.7

77

\$500 to

\$999

16.0

86

\$1,000 to

\$1,999

27.0

141

\$2,000 to

\$2,999

7.0

76

Spent Last Vacation

\$3,000 to

\$3,999

5.6

91

\$4,000 or

More

20.7

128

1,865

(112)

Average spend

on last trip



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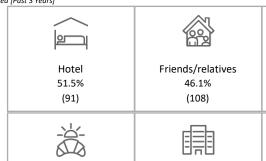
Market: British Columbia



Travel Profile

Accommodation Preferences*











All-inclusive resort 13.9% (89)



RV/camper 18.1% (142)



Camping 24.2% (101)



Cruise ship 10.6% (94)



Vacation rental by owner 21.0% (88)



Package tours 3.6% (73)



Motel 31.4% (160)



Cottage 8.5% (91)



Spa resort 4.6% (85)



Boat 5.5% (148)

Airline Preferences**

B&B

10.8%

(78)

Flown [Past Year]

⊛ AIR CANADA	WESTJET 	Air	porter	*
Air Canada 27.1% (74)	West Jet 30.9% (102)	Air Transat 2.1% (33)	Porter Airlines 0.1% (52)	Other Canadian 6.0% (106)
▲ DE LTA AIR LINES	UNITED	American Airlines \		(11)
Delta Airlines	United Airlines	American Airlines	Other American	
3.6%	6.5%	3.0%	4.9%	
(68)	(104)	(70)	(60)	
	Y.	J. P. T.		
European Airlines	Asian Airlines	Other Charter	Other	
5.9%	2.9%	1.3%	8.0%	
(77)	(47)	(61)	(114)	

Car Rental*

Rented From [Past Year]



Note: Base variables are default and vary based on database

**Ranked by national percent composition within row



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Media





13 hours/week

Television

1,441 minutes/week (123)

Newspaper

1 hours/week (130)

13 minutes/day (166)

Magazine

Internet (((1))

203 minutes/day

(86)

(107) Top Radio Programs*

Programs [Weekly]		
	%	Index
News/Talk	33.0	93
Multi/Variety/Specialty	21.5	146
Classic Hits	15.4	114
Adult Contemporary	14.6	75
Not Classified	10.4	142
AOR/Mainstream Rock	10.2	269
Today's Country	8.7	94
Classic Rock	6.5	67
Hot Adult Contemporary	3.8	48
Classic Country	3.7	274

Top Television Programs*

Programs [Average Week]		
	%	Index
Evening local news	57.3	138
Movies	46.6	107
News/current affairs	39.5	123
Suspense/crime dramas	35.5	122
Primetime serial dramas	34.3	115
Documentaries	32.1	129
Morning local news	31.2	137
Cooking programs	25.9	117
Situation comedies	24.9	112
Home renovation/decoration shows	24.0	104

Top Newspaper Sections*

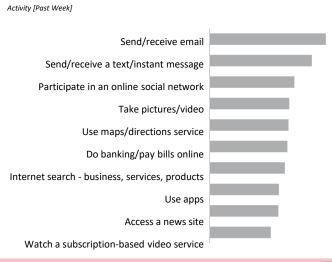
Frequency Read [Occasionally/Frequently]		
	%	Index
Local & Regional News	62.1	110
International News & World	58.8	114
National News	57.6	108
Health	42.4	125
Editorials	34.5	111
Food	33.3	114
Travel	29.3	117
Movie & Entertainment	28.3	93
Sports	28.2	116
Classified Ads (excl. real estate)	26.0	198

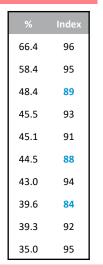
Top Magazine Publications*

Read [Past Month]

neda [r dst month]		
	%	Index
Other English-Canadian	12.9	126
Other U.S. magazines	12.2	126
Maclean's	11.1	167
Reader's Digest	8.3	153
Canadian Living	7.7	128
National Geographic	7.5	124
Canadian Geographic	6.1	188
CAA Magazine	5.8	152
Air Canada enRoute	4.8	143
Better Homes & Gardens	4.5	159

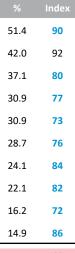
Top Internet Activities*





Top Mobile Activities*





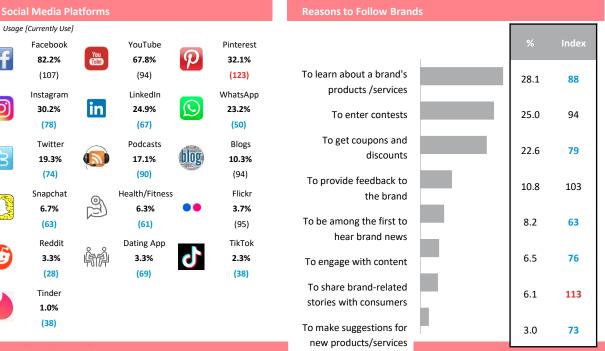


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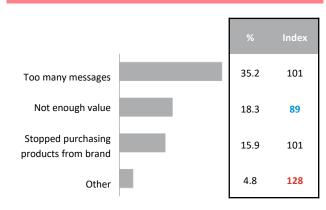
Market: British Columbia



Media







Social Media Attitudes

"I tend to ignore marketing and advertisements when I'm in a social media environment" 80% | Index = 111

"Use SM to keep up to date on general news/events"

34% | Index = 98

"Feel comfortable collaborating with others through SM" 27% | Index = 99

"I am well informed about SM" 27% | Index = 87

"Use SM to keep up to date on news/events in my industry" 21% | Index = 81 "I am open to receiving relevant marketing messages through social media channels" 14% | Index = 68

Actions Taken using Social Media

Like brand on Facebook

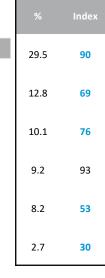
Subscribe to brand email newsletter

Subscribe to brand channel on YouTube

Join an exclusive online community of consumers who also like the brand

Follow brand on Instagram

Follow brand on Twitter





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Product Preferences

Variables with "Agree" Statements

"I have tried a product/service based
on a personal recommendation"
78% Index = 106

"I consider myself to be informed on current events or issues" 75% | Index = 106 "I generally achieve what I set out to do" 74% | Index = 107 "I value companies who give back to the community" 73% | Index = 110 "I would like to eat healthy foods more often" 72% | Index = 96

"I make an effort to buy local produce/products"
71% | Index = 111

"Family life and having children are most important to me" 68% | Index = 120 "I like to cook" 67% | Index = **117** "I am very concerned about the nutritional content of food products I buy" 65% | Index = 99

"When I shop online I prefer to support Canadian retailers" 64% | Index = 112

"It's important to buy products from sociallyresponsible/environmentally-friendly companies"

58% | Index = 103

"I like to try new places to eat" 55% | Index = 101 "I am interested in learning about different cultures" 55% | Index = 96 "I like to try new and different products" 49% | Index = 102 "I offer recommendations of products/services to other people" 47% | Index = 90

"I am adventurous/"outdoorsy""
45% | Index = 110

"Free-trial/product samples can influence my purchase decisions" 38% | Index = 96 "I am willing to pay more for ecofriendly products" 36% | Index = 97

"Vegetarianism is a healthy option"
30% | Index = 81

"I prefer to shop online for convenience" 27% | Index = 86

"I lead a fairly busy social life" 25% | Index = 95 "Staying connected via social media is very important to me"

24% | Index = 88

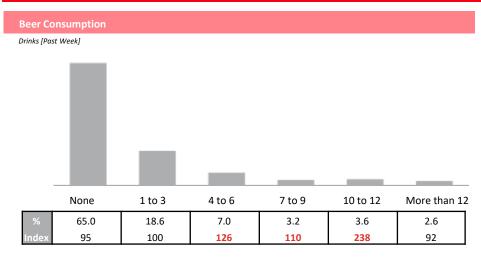
"Advertising is an important source of information to me" 21% | Index = 93 "I consider myself to be sophisticated" 16% | Index = 81 "I enjoy being extravagant/indulgent" 16% | Index = 85



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Product Preferences



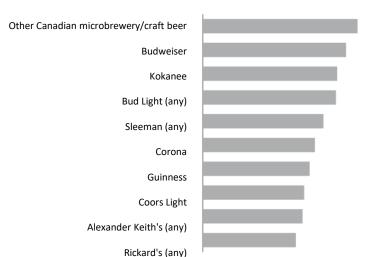
Drank [Past Month]	% Comp	Index
Canadian wine	30.8	143
Liqueurs (any)	18.6	167
Cider	12.9	108

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	15.6	99

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	17.2	65

Top 10 Beers*

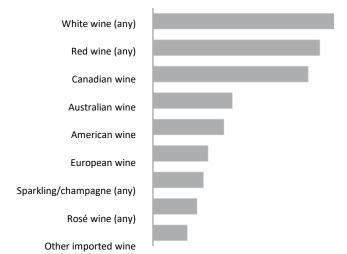
Brand Drink [Most Often/Frequently]



	Index
17.2	65
15.9	142
14.9	148
14.8	202
13.4	96
12.5	72
11.9	114
11.3	109
11.1	122
10.4	134

Wine Details

Drank [Past Month]





Note: Base variables are default and vary based on database



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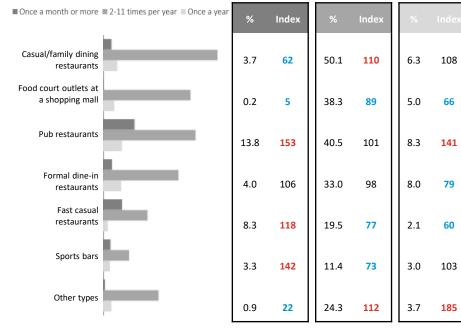
Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]



Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]







Other Organic Food 18.3% (111)



Organic Meat 11.1% (107)



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51.3

45.3

45.0

41.7

35.1

29.2

24.0

16.7

15.8

11.0

35.5

14.1

13.3

11.6

7.1

123

90

100

107

111

101

131

72

61

112

113

131

186

86

85

Product Preferences





Rent 16.5%

(51)

Own 83.3%

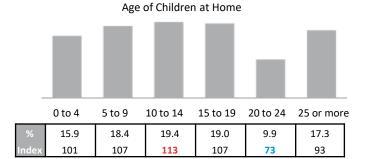
(123)



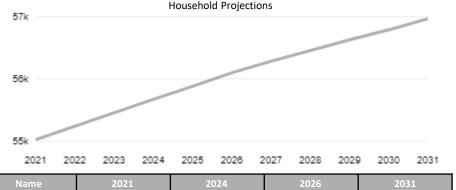
Households with Children at Home

24.8%

(67)



Demographic Trends

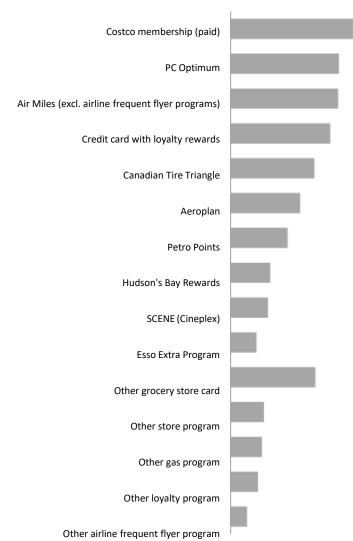


Name	2021	2024	2026	2031
Count	55,024	55,671	56,098	56,968
% Change	-	1.2	2.0	3.5
Index	-	42	42	41

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

Loyalty Programs*

Member



Note: Base variables are default and vary based on database.



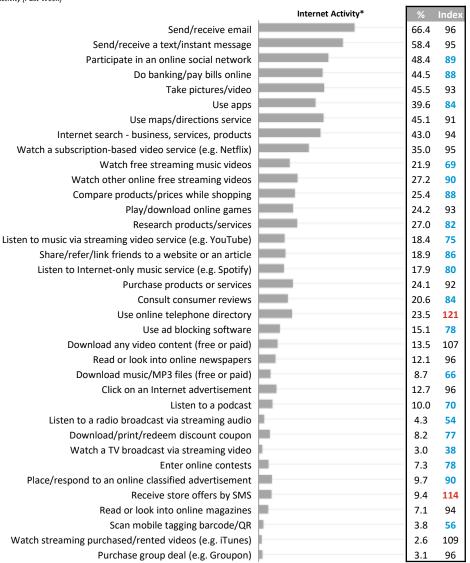
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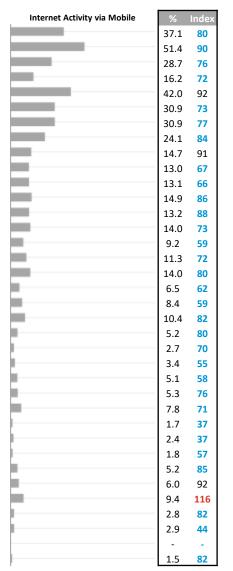
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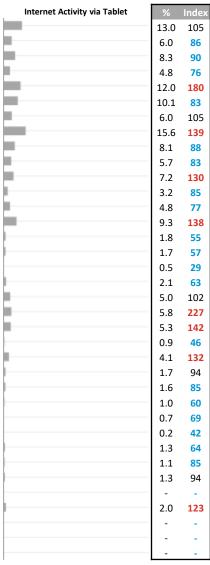


Internet Activity











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128

127

139 95

86

100

80

109

224

150

237

102

64

74

66

69

80

48

71

43

57

59

64

75

26

41

10.9

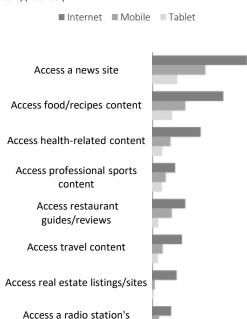
10.3

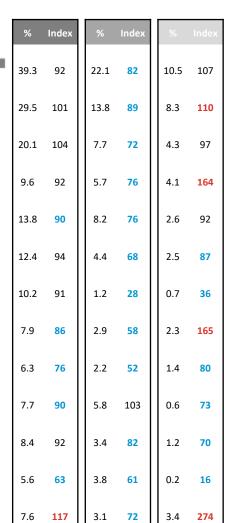
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Internet Activity

Top Website Types*

Activity [Past Week]





Direct Media Usage

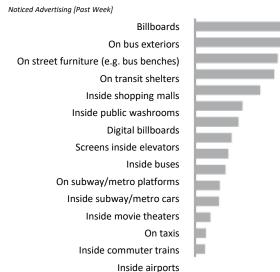


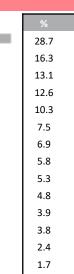
Yellow Pages (print)

Yellow Pages (online)

Mail order







website

Access home decor-related

content

Access celebrity gossip content

Access a TV station's website

Access fashion or beauty-

related content

Access automotive

news/content

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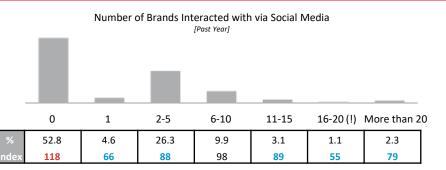
Social Media Usage

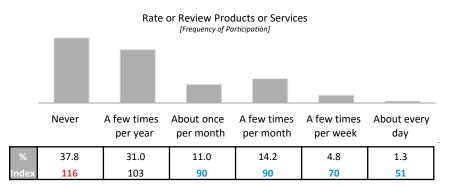
Social Media Overview

Internet and Social Media Usage: 43% search for Businesses, Services and Products online (Average), 9.6% access Travel Content Websites (Average).

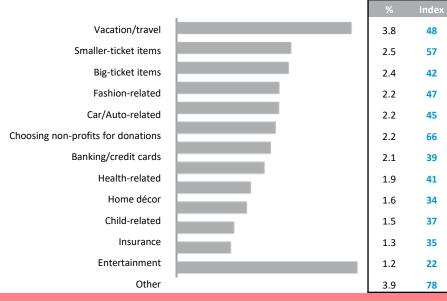
- 50.2% of Backcountry Boomers from British Columbia tend to access social media on their mobile phones during the morning hours (Below Average), 50% during the afternoon hours (Below Average).
- 3.8% seek recommendations for Vacation/Travel Information via social media (Below Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

92% believe that Social Media companies should not be allowed to own or share their personal information (Above Average).

80% tend to ignore marketing and advertisements on Social Media (Above Average).

"Social media companies should not be allowed to own or share my personal information"

92% | Index = 110

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 71% | Index = 105

"I tend to ignore marketing and advertisements when I'm in a social media environment"

80% | Index = 111

"Use SM to stay connected with personal contacts"

49% | Index = 109



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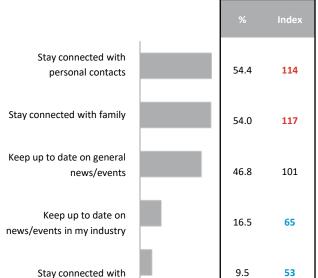
Social Media Usage

A few times per week or more

Participate In	% Comp	Index
View friends' photos online	50.1	105
Read article comments	42.0	106
Chat in online chats	40.1	98
Watch video online	37.5	81
Read status updates/tweets	33.2	90
Listen to radio or stream music online	32.4	92
Share links with friends and colleagues	23.9	82
Play games with others online	16.9	105
Click links in news feeds	14.5	64
Post photos online	13.0	97
Read blogs	12.1	76
Update your status on a social network	10.3	96
Chat in online forums	6.6	64
Comment on articles or blogs	6.5	75
Check in with locations	6.3	71
Rate or review products online	6.0	65
Share your GPS location	4.4	54
Post videos online	3.4	60
Publish blog, Tumblr, online journal	0.9	23

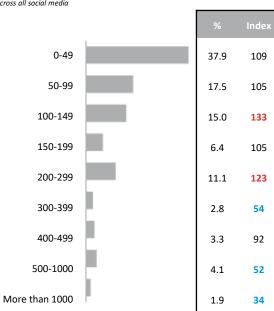
Social Media Uses*

A few times per week or more



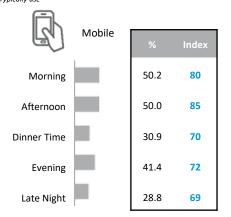
Number of Connections

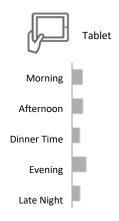
Across all social media

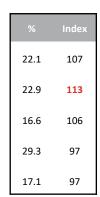


Social Media Access

Typically use



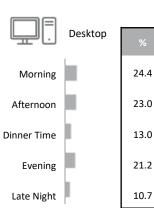




work/professional contacts



%	Index
34.8	122
35.6	109
25.2	128
40.2	111
22.0	129



Note: Base variables are default and vary based on database

108

90

102

87

85



PRIZM Segments Included (by SESI): 49

Market: British Columbia



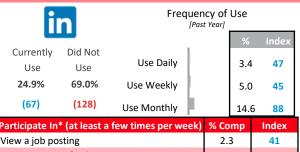
Social Media Usage

Frequency of Use [Past Year]

% Index			
64.8 114	Use Daily	Did Not	Currently
13.0 93	Use Weekly	Use 16.1%	Use 82.2 %
3.1 56	Use Monthly	(82)	(107)

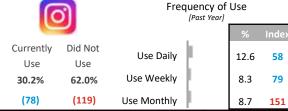
(107) (82) Use Monthly	_ 3	.1 56
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	57.6	107
Comment/Like other users' posts	55.1	122
Use Messenger	53.0	121
Watch videos	39.4	101
Watch live videos	14.4	91
Post photos	14.0	104
Update my status	11.1	100
Like or become a fan of a page	8.5	83
Click on an ad	7.8	78
Post videos	4.6	85
Create a Facebook group or fan page	1.8	49
Give to a Facebook fundraiser (!)	0.5	21
Create a Facebook fundraiser (!)	0.5	23

LinkedIn

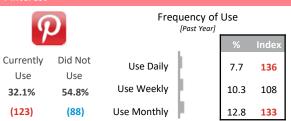


(67)	(128)	Use Monthly			14.0	6 88	
Participate In'	* (at least a	few times per we	eek)	% Co	mp	Index	¢
View a job pos	sting			2.:	3	41	
Read your nev	wsfeed			2.0	0	26	
Create a conn	ection			1.	5	51	
Search and re	view other _l	profiles		1.4	4	30	
Watch videos				1.:	1	27	
Participate in	LinkedIn for	rums (!)		1.0	0	62	
Comment on content			0.8	8	33		
Request a rec	ommendati	on (!)		0.4	4	27	
Update your profile information			0.3	3	15		
Post an article, video or picture (!)			0.3	3	19		
Click on an ad (!)				0.3	2	10	
Join a LinkedI	n group (!)			0.:	1	11	
Post an article	e, video or p (!)			0.:	3	19 10	

Instagram



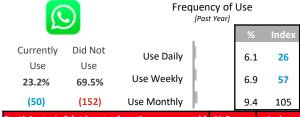
Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	17.4	62
Like photos/videos	14.5	63
Comment on photos/videos	7.4	57
Watch live videos	6.3	57
Send direct messages	5.9	46
Post photos/videos	4.2	53
View a brand's page	3.2	40
Watch IGTV videos	2.2	35
Click on ads	1.8	37



Frequency of Use [Past Year] Currently Did Not Use Daily 0.7 14 Use Use Use Weekly 1.6 39 3.3% 90.3% (28)(113)Use Monthly 8.0 30

Participate In* (at least a few times per month)	% Comp	Index
View content	2.3	25
Vote on content	1.6	35
Follow specific Subreddits	0.9	18
Post content	0.2	8

WhatsApp



Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	11.5	37
Send/receive images	9.9	35
Use voice calls	5.6	42
Send/receive documents and files	5.0	36
Use group chats	5.0	23



PRIZM Segments Included (by SESI): 49

Market: British Columbia



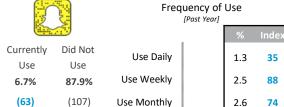
Social Media Usage

C	2	Frequency of Use [Past Year]			
				%	Index
Currently Use	Did Not Use	Use Daily	ı	8.4	70
19.3%	73.4%	Use Weekly	1	5.5	75
(74)	(114)	Lisa Monthly		17	QE

(74)	(114)	Use Monthly		4./	85
Participate In* (at least a	few times per weel	k) % Co	mp	Index
Read tweets			11.	.1	66
Watch videos			4.3	3	48
Retweet			3.:	2	58
Send or receive	direct me	essages	3.3	2	58
Tweet			3.0	o	48
Respond to twe	ets		2.	7	49
Share a link to a	blog post	t or article of interes	st 2.4	4	47
Actively follow	new users	•	1.	7	39
Follow users wh	no follow y	you	1.0	6	39
Watch live vide	os		1.3	3	28
Click on an ad			1.0	0	30

Yo	You		Frequency of Use [Past Year]		
				%	Index
Currently Use	Did Not Use	Use Daily		18.5	62
67.8%	21.3%	Use Weekly		33.4	112
(94)	(128)	Use Monthly		15.4	131
Barrier and Company	* / - 1 l 1 -	f	13 0/ 0-		1.1.1

(94)	(128)	Use Monthly	г.		15.4	4 131
Participate In ³	(at least a	few times per w	eek)	% Co	mp	Index
Watch videos				37	.5	79
Watch live vid	eos			12	.3	85
Like or dislike	videos			11	.9	80
Leave comme	nt or post r	esponse on video)	6.	5	79
Share videos				4.	5	52
Click on an ad				3.	8	55
Create and po	st a video			2.	2	68
Embed a video	on a web	page or blog		1.	4	36



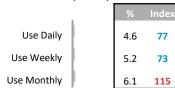
(63)	(107)	Use Monthly		2.6	74
Participate In	* (at least a	few times per wee	ek) % C	omp	Index
Send direct te	ext messages	S	3	.2	73
Receive photo	os/videos		2	.7	55
Send photos/	videos		1	.5	36
Use filters or	effects		1	.2	38
Use group cha	at		1	.1	39
Use video cha	nt		0	.4	22
View ads			0	.3	14
Read Snapcha	at discover/N	News	0	.2	9
View a brand'	s snaps		0	.2	10

Audio Podcasts



Currently Use	Did Not Use
17.1%	70.9%
(90)	(107)

Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
	∕₀ Comp	illuex
Listen to another genre of podcast	4.6	83
Listen to an educational podcast	4.4	86
Listen to a news podcast	3.8	76
Listen to a business podcast	2.8	76
Subscribe to a educational podcast	1.8	82
Listen to a comedy podcast	1.7	46
Subscribe to a news podcast	1.0	46
Listen to a technology focused podcast	1.0	49
Subscribe to a comedy podcast (!)	0.8	38
Listen to a sports podcast	0.5	26
Subscribe to another genre of podcast	0.5	20
Subscribe to a business podcast (!)	0.4	34
Subscribe to a sports podcast**	0.4	20
Subscribe to a technology podcast (!)	0.3	28



Tinder



Did Not

Use

92.7%

(106)

Frequency of Use -Tinder [Past Year]

Use Daily (!) Use Weekly (!)

