

PRIZM Segments Included (by SESI): 50 Market: Alberta



Overview

- Of the 67 PRIZM Clusters identified in Canada, Country & Western rank 6th, making up 66,998 households, or 4.1% of the total Households in Alberta (1,641,221).
- The Median Household Maintainer Age is 54, 43% of couples DO NOT have children living at home (Above Average).
- Below Average Household Income of \$101,869 compared to Alberta at \$126,807.
- Top 3 Social Values: Attraction to Nature, Emotional Control, Ecological Fatalism
- Top Tourism Activities: Camping, Cycling, Swimming. Above Average interest Cycling, Fishing/Hunting, ATV/Snowmobiling, Historical Sites, Hockey
- Average interest for travelling within Canada (Above Average for: Alberta, Saskatchewan, Manitoba), Country & Western from Alberta spent an average of \$1,508 (Average) on their last vacation.
- 82% currently use Facebook (Average), 28% use Instagram (Below Average), 16% use Twitter (Below Average) and 65% use YouTube (Average).

Market Sizing

Total Population

Target Group: 203,195 | 4.6% Market: 4,440,749



Target Group: 66,998 | 4.1%

Market: 1,641,221

Top Geographic Markets

	Target Group			Ma	irket
Census Subdivision	% of Group	% of Index		HH Count	% of Market
Grande Prairie County No. 1, AB (MD)	4.4	37.8	925	7,877	0.5
Yellowhead County, AB (MD)	3.3	49.8	1,221	4,383	0.3
Mackenzie County, AB (SM)	2.9	67.8	1,662	2,909	0.2
Crowsnest Pass, AB (SM)	2.4	74.1	1,812	2,196	0.1
Greenview No. 16, AB (MD)	2.1	78.3	1,916	1,803	0.1
Cypress County, AB (MD)	2.0	46.3	1,134	2,921	0.2
Big Lakes County, AB (MD)	1.8	63.4	1,556	1,857	0.1
Lethbridge County, AB (MD)	1.6	36.7	901	2,940	0.2
Pincher Creek, AB (T)	1.5	78.5	1,925	1,315	0.1
Willow Creek No. 26, AB (MD)	1.5	62.1	1,530	1,600	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

50 - Country & Western

100.0

100.0

Source: Environics Analytics 2021



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Demographic Profile



Target Group: 203,195 | 4.6% Market: 4,440,749



Target Group: 66,998 | 4.1% Market: 1,641,221

Average Household Income

\$101,869 (80)

Median Household Maintainer Age

> 54 (109)

			ı	ı	į.	
-	1 Person	2 Persons	3 Persons	4 Persons	5+ Persons	
6	22.8	37.2	13.4	12.9	13.8	

83

Household Size*

Marital Status**

Family Composition***

95

109

63.0% (105)

(

43.4% (111)

29.0% (105)

8.0%

(36)

133

Married/Common-Law Couples Without Kids at Home

High School Certificate Or Equivalent

84

Education**

Visible Minority Presence*

Non-Official Language*

0.8%

(57)

Immigrant Population*

ۯ)

3.5%

Belong to a visible minority group

No knowledge of English or French

Born outside Canada

Psychographics**

Strong Valu	ıes	We	eak Values
Attraction to Nature	137	60	Need for Status Recognition
Emotional Control	132	62	Pursuit of Intensity
Skepticism Towards Advertising	130	63	Pursuit of Novelty
Utilitarian Consumerism	127	64	Active Government
Ecological Fatalism	127	65	Ostentatious Consumption

Key Social Values

Attraction to Nature Index = 137 Emotional Control Index = 132 Ecological Fatalism Index = **127**

Community Involvement

Index = **124**

Racial Fusion Index = **116** Brand Apathy
Index = 115

Traditional Family

Index = **112**

Social Intimacy Index = 107 Multiculturalism Index = 106

Search for Roots Index = 105 Need for Escape Index = 104 Work Ethic Index = 100



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Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	78.7	98
Gardening	59.3	103
Camping	58.8	101
Cycling	55.6	112
Home exercise & home workout	54.3	93

Top 5 Activities Attended*	% Comp	Index
Parks & city gardens	42.8	109
National or provincial park	42.8	101
Other activities & attractions	37.0	81
Exhibitions, carnivals, fairs & markets	37.0	110
Bars & restaurant bars	34.4	88

Key Tourism Activities*	**						
Camping	Cycling	Swimming	Parks & city gardens	National or provincial park	Fishing & hunting	Hiking & backpacking	Bars & restaurant bars
<u>Å</u>		\$	*	A P		İ	
58.8%	55.6%	49.9%	42.8%	42.8%	35.2%	34.5%	34.4%
(101)	(112)	(92)	(109)	(101)	(122)	(79)	(88)
Golfing	Photography	Canoeing & kayaking	ATV & snowmobiling	Ice skating	Sporting events	Zoos & aquariums	Historical sites
			50		(<u>#</u> 1)	ET3	
33.1%	30.8%	29.1%	28.5%	28.3%	27.4%	26.6%	23.4%
(105)	(95)	(94)	(174)	(89)	(70)	(87)	(112)
Pilates & yoga	Downhill skiing	Theme parks, waterparks & water slides	Hockey	Specialty movie theatres/IMAX	Cross country skiing & snowshoeing	Power boating & jet skiing	Video arcades & indoor amusement centres
方	T.		Ą		*		
22.8%	21.3%	18.5%	18.2%	17.9%	17.5%	12.8%	12.6%
(106)	(107)	(90)	(111)	(80)	(97)	(110)	(97)
Adventure sports	Dinner theatres	Curling	Music festivals	Snowboarding	Marathon or similar event	Beer, food & wine festivals	Inline skating
		M.	((()))	验			
12.3%	10.6%	9.9%	7.8%	6.7%	6.3%	5.1%	4.9%
(101)	(86)	(104)	(101)	(92)	(100)	(55)	(81)

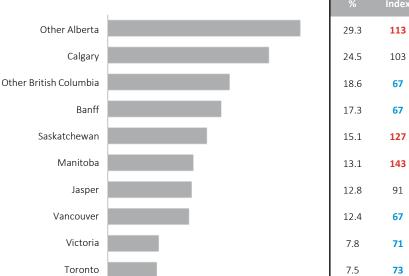
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Travel Profile

Top Canadian Destinations*





Vacation Spending

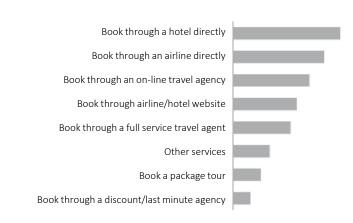


1,508 (94)

Average spend on last trip

Vacation Booking*

Used [Past 3 Years]



41.6 104 35.4 88 29.7 86 90 24.8 22.4 120 77 14.4 10.9 111 6.9 103

Booked With [Past Year]**



10.2%





sunwing Sunwing.ca

trivago Trivago.ca

Expedia.com/ca 2.8% ** travelocity (65)

Airline Websites

9.1%

(64)

(54)

(34)

1.0% (70)

(116)Discount Sites Other Travel 0.8% 1.5%

2.4%

Travel Type & Frequency

Travelocity.com/ca (!)

1.2%

(79)

Business Trips



Average number of 11.0 nights away in the past (107)year for business trips

Personal Trips

3.7

(102)

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

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





4.1 (111)





3.8 (98)

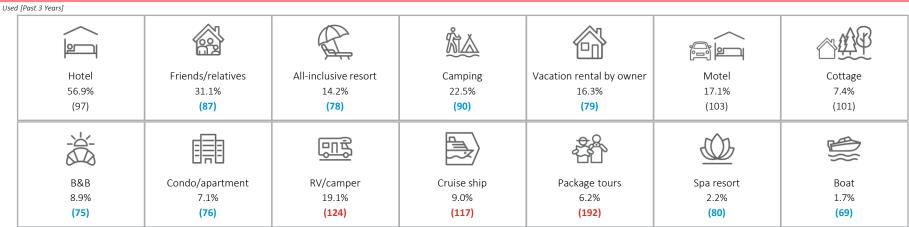


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Travel Profile

Accommodation Preferences*



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]





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Media

Overall Level of Use



15 hours/week (115)

Television

1,184 minutes/week (96)

Documentaries

News/current affairs

Newspaper

0 hours/week (67)

Magazine

7 minutes/day (94)

27.6

25.3

23.2

22.4

86

94

103

98

Internet ((1))

247 minutes/day (93)

Index

103

94

95

70

87

69

122

83

81

178

Top Radio Programs*

Programs [Weekly]		
	%	Index
Classic Country	22.9	304
Today's Country	21.6	120
Classic Hits	19.1	112
News/Talk	18.9	88
AOR/Mainstream Rock	10.9	106
Multi/Variety/Specialty	10.7	88
Adult Contemporary	9.8	61

Top Television Programs*

Programs [Average Week]

	%	Index
Movies	45.5	92
Evening local news	35.6	97
Hockey (when in season)	26.8	91
Primetime serial dramas	26.3	97
Home renovation/decoration shows	26.0	110
Suspense/crime dramas	25.3	101
Morning local news	22.0	116
Reality shows	21.2	114

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

	%	Inde
Local & Regional News	51.3	100
National News	43.7	94
International News & World	40.5	91
Health	33.7	120
Editorials	29.4	104
Sports	28.3	96

Top Magazine Publications*

Read [Past Month]	
	%
CAA Magazine	6.6
Maclean's	4.3
National Geographic	4.3
Other U.S. magazines	4.2
Canadian Living	4.1
Other English-Canadian	4.1
Hello! Canada	3.4
Cineplex Magazine	3.3
People	3.0
Good Housekeeping	2.8

Top Internet Activities*

Hot Adult Contemporary

Mainstream Top 40/CHR

Activity [Past Week]

Classic Rock



8.1

5.2

5.1

78

34

64

%	Index
65.1	94
64.0	98
61.1	104
54.6	96
48.5	95
48.0	90
46.2	86
39.8	95
35.1	89
33.5	91

Source: Environics Analytics 2021

20.9 91

20.0 85

Top Mobile Activities*

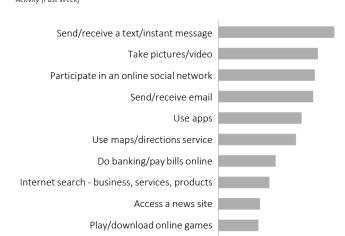
Activity [Past Week]

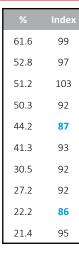
Movie & Entertainment

Business & Financial

Food

Travel



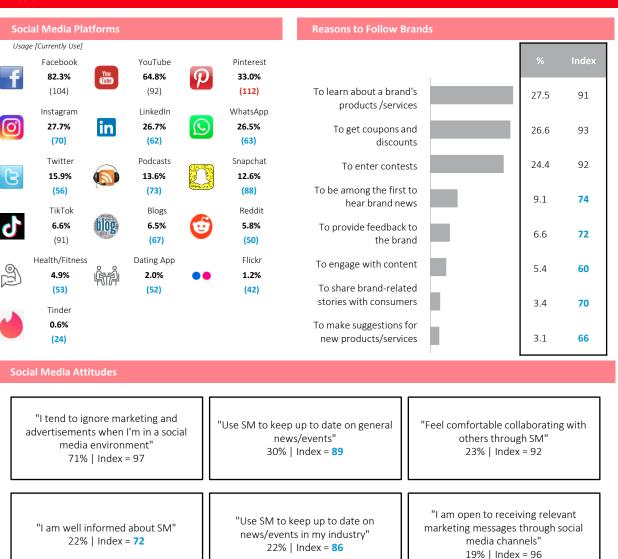




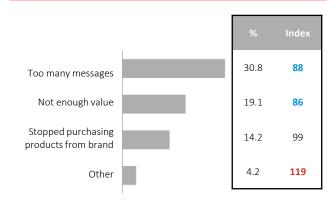
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Media

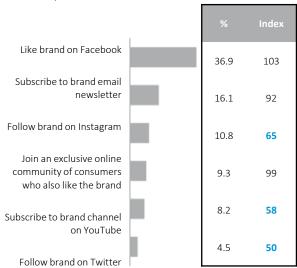


Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"



Source: Environics Analytics 2021



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Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods
more often"
77% Index = 102

"I have tried a product/service based on a personal recommendation" 73% | Index = 103

"I generally achieve what I set out to do" 72% | Index = 106

"I value companies who give back to the community" 65% | Index = **110**

"Family life and having children are most important to me" 64% | Index = 107

"I make an effort to buy local produce/products" 63% | Index = 114

"I like to cook" 60% | Index = 106

"I am very concerned about the nutritional content of food products I buv" 56% | Index = 91

"I consider myself to be informed on current events or issues" 56% | Index = 93

"I offer recommendations of products/services to other people" 55% | Index = 96

"I am interested in learning about different cultures" 53% | Index = 94

"I like to try new places to eat" 52% | Index = 91

"I like to try new and different products" 51% | Index = 103

"When I shop online I prefer to support Canadian retailers" 46% | Index = 90

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 44% | Index = 93

"I am adventurous/"outdoorsy"" 41% | Index = 103

"Free-trial/product samples can influence my purchase decisions" 32% | Index = **81**

"I prefer to shop online for convenience" 31% | Index = 100

"Staying connected via social media is very important to me" 29% | Index = 92

"Advertising is an important source of information to me" 29% | Index = 108

"I lead a fairly busy social life" 25% | Index = 104

"I am willing to pay more for ecofriendly products" 25% | Index = **87**

"I consider myself to be sophisticated" 21% | Index = 99

"Vegetarianism is a healthy option" 17% | Index = **75**

"I enjoy being extravagant/indulgent" 17% | Index = 91



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Product Preferences

Drinks [Past Week] None 1 to 3 4 to 6 7 to 9 10 to 12 More than 12 73.9 14.0 3.9 2.9 1.1 4.3

61

91

122

Drank [Past Month]	% Comp	Index
Liqueurs (any)	11.7	108
Cider	6.5	86
Canadian wine	5.4	45

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	11.4	87

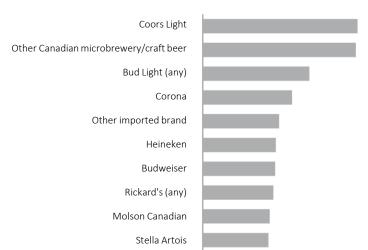
Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	17.3	79

Top 10 Beers*

Brand Drink [Most Often/Frequently]

104

99

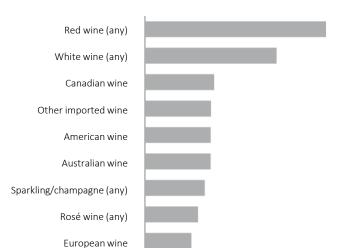


%	Index
17.4	123
17.3	79
12.0	115
10.1	72
8.6	96
8.2	98
8.2	73
8.0	73
7.5	80
7.4	74

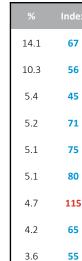
101

Wine Details

Drank [Past Month]



(!) Indicates small sample size





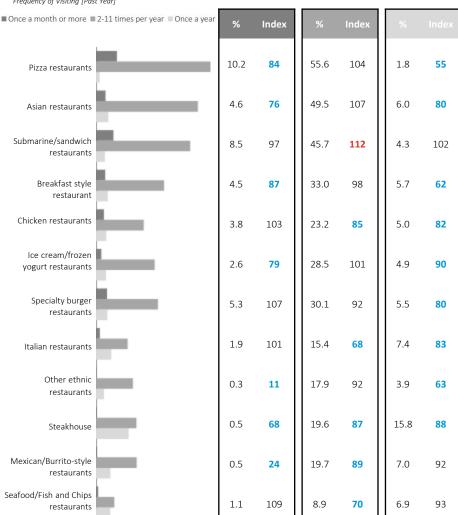
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Product Preferences

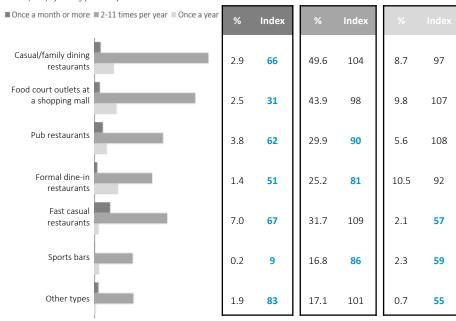
Restaurant Type Visited*

Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 20.2% (92)



Other Organic Food 8.2% (100)



Organic Meat 4.3% (75)



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55.2

46.2

45.5

41.5

37.0

24.7

23.1

14.3

9.6

6.9

12.2

10.2

9.1

8.8

4.2

92

100

87

100

111

94

72

77

57

74

67

87

124

88

63

Product Preferences

Demographics



Rent 18.9%

(69)

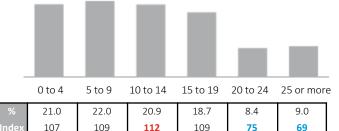
Own 77.5%

(108)

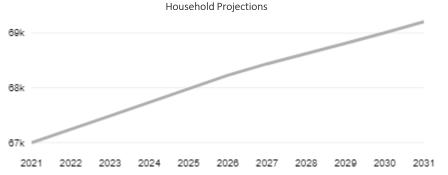
Age of Children at Home



41.5% (97)



Demographic Trends



Name	2021	2024	2026	2031
Count	66,998	67,734	68,228	69,207
% Change	-	1.1	1.8	3.3
Index	-	25	25	23

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

Loyalty Programs*

Member

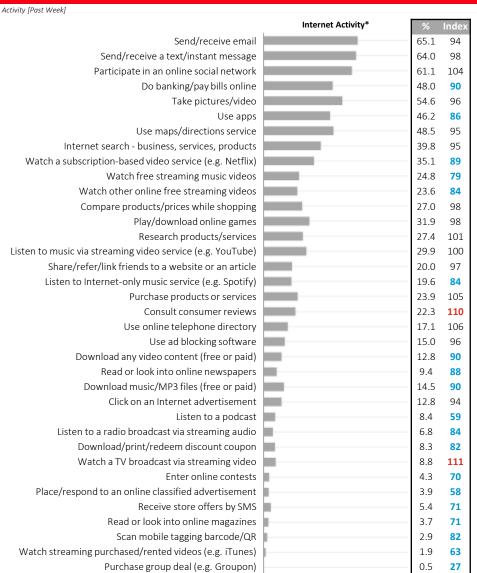


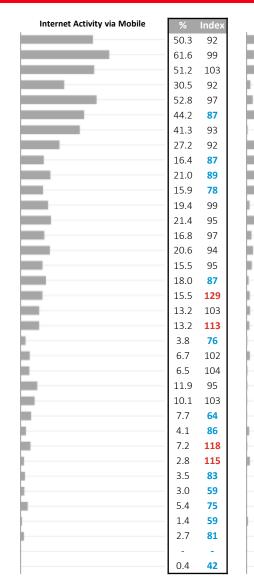


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Internet Activity









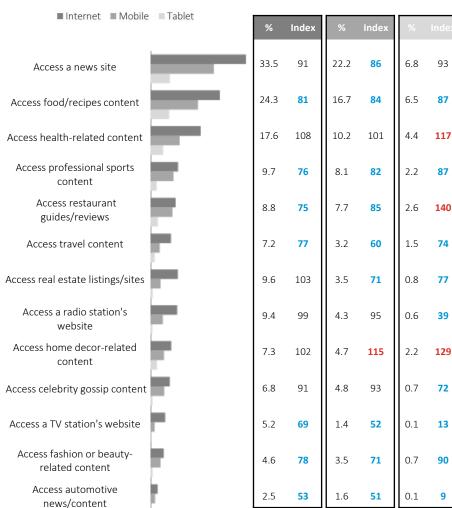
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Internet Activity

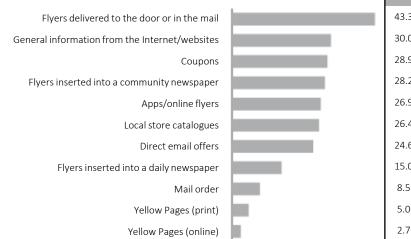
Top Website Types*

Activity [Past Week]



Direct Media Usage

Frequency of Use [Occasionally/Frequently]



105 43.3 30.0 87 28.9 86 28.2 128 87 26.9 26.4 118 24.6 97 89 15.0 8.5 113 5.0 152 112

Noticed Advertising [Past Week] Billboards Inside shopping malls On bus exteriors Digital billboards Inside public washrooms On street furniture (e.g. bus benches) On transit shelters Inside movie theaters Inside buses Inside airports Inside commuter trains Screens inside elevators On subway/metro platforms Inside subway/metro cars

On taxis



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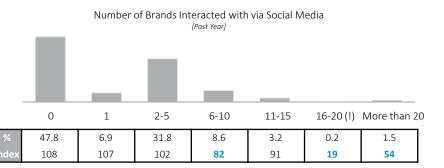


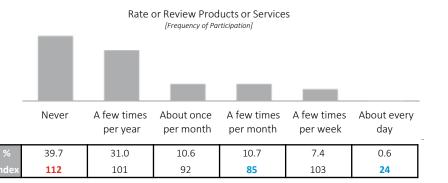
Social Media Usage

Social Media Overview

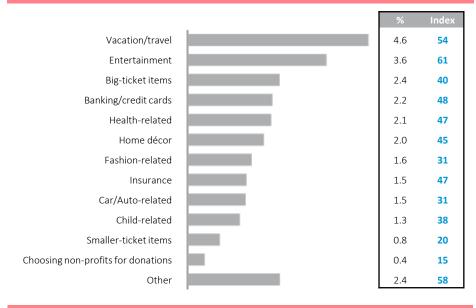
- Internet and Social Media Usage: 40% search for Businesses, Services and Products online (Average), 7% access Travel Content Websites (Below Average).
- 58% of Country & Western from Alberta tend to access social media on their mobile phones during the morning hours, 60% during the afternoon hours.
- 5% seek recommendations for Vacation/Travel Information via social media (Below Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

73% tend to ignore marketing and advertising on Social Media

"Social media companies should not be allowed to own or share my personal information" 84% | Index = 101

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 73% | Index = 106

"I tend to ignore marketing and advertisements when I'm in a social media environment" 71% | Index = 97

"Use SM to stay connected with family" 43% | Index = 102

Source: Environics Analytics 2021



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Social Media Usage

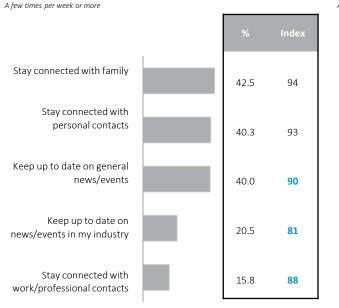
Frequency of Participation*

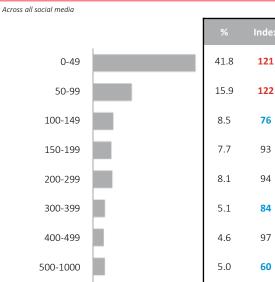
A few times per week or more

Participate In % Comp Index View friends' photos online 44.7 99 Watch video online 40.6 89 Read article comments 36.6 96 Read status updates/tweets 34.6 91 Chat in online chats 33.5 85 Listen to radio or stream music online 27.5 81 Share links with friends and colleagues 24.6 94 Play games with others online 13.4 90 Click links in news feeds 13.4 68 Post photos online 11.0 89 Read blogs 9.1 66 80 Chat in online forums 8.3 Rate or review products online 8.0 83 Comment on articles or blogs 7.9 86 Check in with locations 6.3 74 Update your status on a social network 5.7 59 Share your GPS location 4.8 60 Post videos online 4.4 77 Publish blog, Tumblr, online journal 2.3 59

Social Media Uses*

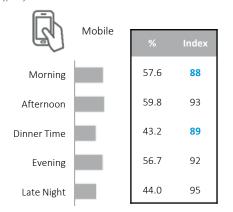
Number of Connections



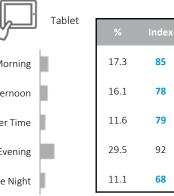


Social Media Access

Typically use



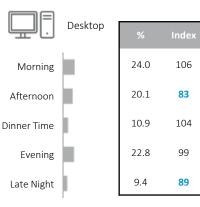






%	Index
27.2	100
24.7	80
16.9	102
30.2	93
15.1	107

More than 1000



3.4

61



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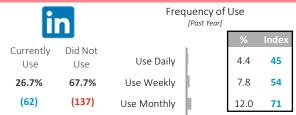
Social Media Usage

Facebook Frequency of Use [Past Year]

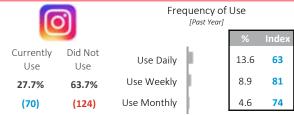


I I	-	
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	54.7	100
Comment/Like other users' posts	50.6	112
Use Messenger	44.7	105
Watch videos	41.0	101
Watch live videos	17.5	96
Click on an ad	12.4	111
Like or become a fan of a page	11.0	90
Post photos	9.1	75
Update my status	7.9	68
Post videos	5.3	74
Create a Facebook group or fan page	1.8	34
Give to a Facebook fundraiser (!)	1.5	45
Create a Facebook fundraiser (!)	0.9	34

LinkedIn

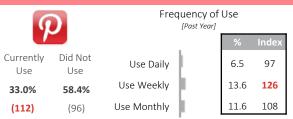


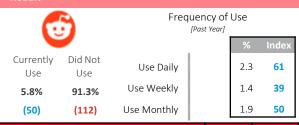
(62)	(137)	Use Monthly	_ 1	2.0 71
Participate In	* (at least a	few times per weel	k) % Com	Index
Read your ne	wsfeed		6.0	53
Watch videos	;		4.2	60
Search and re	eview other p	orofiles	3.7	58
View a job po	sting		2.5	29
Comment on	content		2.4	60
Create a conr	nection		2.1	44
Post an article	e, video or p	icture (!)	1.7	56
Click on an ac	d (!)		1.5	45
Update your	profile inforr	mation	1.1	34
Join a LinkedI	n group (!)		1.0	37
Participate in	LinkedIn for	ums (!)	0.9	39
Request a rec	commendati	on (!)	0.9	32
		·		



I I		
Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	18.5	66
Like photos/videos	13.9	60
Comment on photos/videos	8.3	65
Watch live videos	6.8	62
Send direct messages	6.2	50
View a brand's page	2.8	33
Post photos/videos	2.7	33
Watch IGTV videos	2.0	30
Click on ads	1.6	33

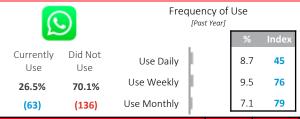
Pinterest





Participate In* (at least a few times per month)	% Comp	Index
View content	2.8	34
Post content	0.7	30
Vote on content	0.6	19
Follow specific Subreddits	0.5	13

WhatsApp



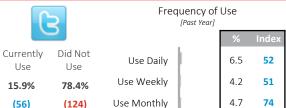
Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	15.1	56
Send/receive images	14.0	56
Use group chats	9.4	50
Use voice calls	6.4	51
Send/receive documents and files	4.2	38



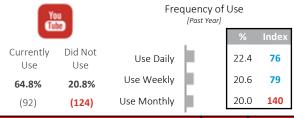
PRIZM Segments Included (by SESI): 50 Market: Alberta



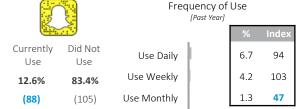
Social Media Usage



(30) (124) OSC WOTHIN	17	
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	10.2	56
Watch videos	4.6	42
Retweet	3.1	44
Tweet	3.1	45
Respond to tweets	2.9	46
Watch live videos	2.4	37
Share a link to a blog post or article of interest	2.1	35
Send or receive direct messages	1.9	32
Follow users who follow you	1.8	32
Actively follow new users	1.7	34
Click on an ad	1.1	35



(32) (124)		
Participate In* (at least a few times per week)	% Comp	Index
Watch videos	35.5	75
Like or dislike videos	14.2	87
Watch live videos	12.2	79
Leave comment or post response on video	8.6	121
Click on an ad	5.4	85
Share videos	4.7	53
Embed a video on a web page or blog	1.7	39
Create and post a video	1.3	32

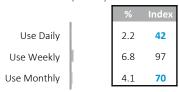


Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	8.6	100
Send photos/videos	6.7	93
Send direct text messages	6.1	87
Use filters or effects	3.8	84
Use group chat	2.5	62
Read Snapchat discover/News	2.1	54
View a brand's snaps	0.9	37
Use video chat	0.7	29
View ads	0.4	19

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	3.4	65
Listen to a comedy podcast	3.1	89
Listen to a news podcast	1.8	40
Subscribe to a comedy podcast (!)	1.5	84
Listen to an educational podcast	1.4	31
Subscribe to another genre of podcast	1.4	48
Listen to a sports podcast	1.1	38
Subscribe to a sports podcast**	0.8	34
Listen to a business podcast	0.7	22
Listen to a technology focused podcast	0.6	22
Subscribe to a business podcast (!)	0.5	34
Subscribe to a educational podcast	0.5	24
Subscribe to a technology podcast (!)	0.4	24
Subscribe to a news podcast	0.4	20

Tinder			Tik Tok		
	Currently Use	Did Not Use	1	Currently Use	Did Not Use
	0.6%	97.7%		6.6%	89.7%
	(24)	(103)		(91)	(103)

Frequency of Use -Tinder [Past Year]

Use Daily (!) Use Weekly (!)

(!) Indicates small sample size

Based on Household Population 18+

