

Market: Alberta



Overview

- Of the 67 PRIZM Clusters identified in Canada, Family Mode rank 8th, making up 62,772 households, or 3.8% of the total Households in Alberta (1,641,221).
- The Median Household Maintainer Age is **49**, **54%** of couples have children living at home (Above Average).
- Above Average Household Income of \$152,385 compared to Alberta at \$126,807.
- Top 3 Social Values: Need for Escape, Flexible Families, Racial Fusion
- Top Tourism Activities: Camping, Swimming, Cycling. Above Average interest in Attending Sporting Events, Ice Skating, Canoeing/Kayaking, Fishing/Hunting, Zoos/Aquariums
- Average interest for travelling within Canada (Above Average for: BC, Alberta, Calgary),
 Family Mode from Alberta spent an average of \$1,728 (Average) on their last vacation.
- 80% currently use Facebook (Average), 41% use Instagram (Average), 31% use Twitter (Average) and 68% use YouTube (Average).

Market Sizing

Total Population

Target Group: 191,447 | 4.3% Market: 4,440,749



Target Group: 62,772 | 3.8% Market: 1,641,221

Top Geographic Markets

	Target Group		•	Market	
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Strathcona County, AB (SM)	11.0	17.9	468	38,465	2.3
Calgary, AB (CY)	9.1	1.1	30	504,796	30.8
Red Deer, AB (CY)	7.7	11.1	291	43,182	2.6
Okotoks, AB (T)	7.4	42.8	1,120	10,914	0.7
St. Albert, AB (CY)	7.4	17.8	466	25,901	1.6
Airdrie, AB (CY)	6.0	14.3	374	26,198	1.6
Lethbridge, AB (CY)	4.7	7.2	189	41,224	2.5
Chestermere, AB (CY)	4.5	40.0	1,044	7,133	0.4
Cochrane, AB (T)	3.6	19.8	516	11,565	0.7
Spruce Grove, AB (CY)	3.6	15.5	405	14,519	0.9

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

Top PRIZM Segments

% of Target Group Households

19 - Family Mode

100.0

Rejuvenators

100.0



Market: Alberta



Demographic Profile



Target Group: 191,447 | 4.3% Market: 4,440,749



Target Group: 62,772 | 3.8% Market: 1,641,221

Average Household Income

\$152,385 (120)

Median Household Maintainer Age

49

(98)

	Household Size*					
			_			
_						
	1 Person	2 Persons	3 Persons	4 Persons	5+ Persons	
	14.0	33.1	18.1	22.2	12.5	

113

Marital Status**



66.9% (111)

14.6%

(51)

Family Composition***



58

53.7% (115)

97



28.7% (103)

121

Married/Common-Law Couples With Kids at Home High School Certificate Or Equivalent

145

Education**

Visible Minority Presence*

Non-Official Language*

0.5%

Belong to a visible minority group

(31)

No knowledge of English or French

Immigrant Population*

(56)

12.6%

Born outside Canada

Psychographics**

Strong Valu	Strong Values We		ak Values	
Need for Escape	137	77	Active Government	
Flexible Families	132	80	Need for Status Recognition	
Cultural Assimilation	123	81	Brand Genuineness	
Importance of Price	122	81	Search for Roots	
Rejection of Orderliness	121	81	Enthusiasm for Technology	

Key Social Values

Need for Escape Index = 137

Flexible Families Index = **132**

Racial Fusion

Index = **119**

National Pride

Index = 118

Ecological Fatalism Index = **113**

Primacy of the Family Index = **111**

Emotional Control Index = 108

Effort Toward Health Index = 108

Work Ethic Index = 106

Culture Sampling Index = 105

Social Intimacy Index = 104

Legacy Index = 103





Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	82.7	102
Camping	62.0	107
Home exercise & home workout	59.8	103
Swimming	59.0	109
Gardening	57.5	100

Top 5 Activities Attended*	% Comp	Index
Auditoriums, arenas & stadiums (any)	47.5	105
Other activities & attractions	47.3	104
National or provincial park	45.9	108
Sporting events	45.3	116
Movies at a theatre/drive-in	44.0	107

	Gardening		57.5 100		44.0 107		
Key Tourism Activities*	*						
Camping	Swimming	Cycling	Hiking & backpacking	National or provincial park	Sporting events	Parks & city gardens	Bars & restaurant bars
<u> </u>	\$		İ	₩ ₩		*	M
62.0%	59.0%	53.8%	46.2%	45.9%	45.3%	40.6%	40.2%
(107)	(109)	(109)	(106)	(108)	(116)	(103)	(102)
Ice skating	Canoeing & kayaking	Fishing & hunting	Zoos & aquariums	Photography	Golfing	Specialty movie theatres/IMAX	Theme parks, waterparks & water slides
			ED3	Ô			l lin
36.8%	34.8%	34.5%	33.3%	32.7%	31.4%	25.3%	24.3%
(116)	(112)	(120)	(110)	(100)	(100)	(112)	(119)
Downhill skiing	Historical sites	Pilates & yoga	ATV & snowmobiling	Cross country skiing & snowshoeing	Hockey	Power boating & jet skiing	Adventure sports
***		Ĵ	510	±3i	Ąį		· A
23.7%	23.5%	22.0%	21.7%	18.4%	18.1%	16.1%	15.8%
(120)	(113)	(102)	(132)	(102)	(110)	(138)	(131)
Video arcades & indoor	Dinner theatres	Curling	Beer, food & wine festivals	Snowboarding	Marathon or similar	Music festivals	Inline skating

12.8%

(104)

amusement centres

14.6%

(111)

11.0%

(116)

9.6%

(132)

festivals

10.6%

(115)

6.5%

(85)

event

7.2%

(114)

5.8%

(96)



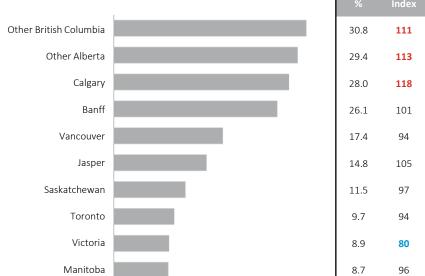
Market: Alberta



Travel Profile

Top Canadian Destinations*





Vacation Spending



1,728 (108)

Average spend on last trip

Vacation Booking*

Used [Past 3 Years]



%	Index
39.9	99
38.9	98
36.9	106
26.1	95
20.2	108
15.3	82
8.1	83
8.0	119

Booked With [Past Year]**









trivago Trivago.ca

1.8%

(122)

Expedia.com/ca 3.2%

14.0% ** travelocity (103)(75)Travelocity.com/ca (!)

|景子 Airline Websites

4.3% (101)

2.7% (128)

Other Travel

(71)

1.0%

13.2% (93)

Discount Sites 0.8% (55)

3.7% (83)

Travel Type & Frequency

Business Trips



Average number of 10.8 nights away in the past (105)year for business trips

Personal Trips

Average out-of-town 3.7 vacations taken in (100)the past 3 years

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





3.7 (103)



(97)



(85)

3.3





Travel Profile

Accommodation Preferences*

Used [Past 3 Years]



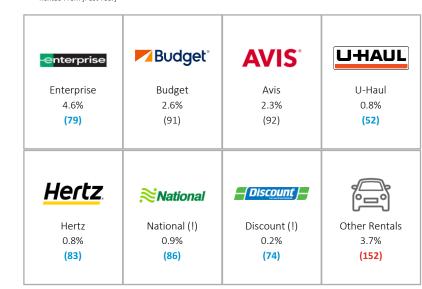
Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]





Market: Alberta



Media

Overall Level of Use



11 hours/week

(89)

Television

1,119 minutes/week (91)

Newspaper

1 hours/week (71)

7 minutes/day (98)

Magazine

Internet ((1))

265 minutes/day (100)

Index

106

91

100

70

114

138

94

75

91

62

6.3

5.3

4.5

4.5

4.3

3.9

3.7

3.5

3.1

2.9

Top Radio Programs*

Programs [Weekly]		
	%	Index
Today's Country	22.1	123
News/Talk	19.4	90
Classic Hits	18.5	109
Mainstream Top 40/CHR	17.5	115
Adult Contemporary	16.2	101
Multi/Variety/Specialty	12.5	103
Hot Adult Contemporary	10.2	97
Classic Rock	9.5	118
AOR/Mainstream Rock	9.1	89

Top Television Programs* Programs [Average Week]

Trograms (Average vveck)		
	%	Index
Movies	51.2	104
Evening local news	31.0	85
Hockey (when in season)	28.3	96
Primetime serial dramas	26.1	97
Home renovation/decoration shows	23.6	100
Suspense/crime dramas	22.4	90
News/current affairs	22.2	94
Documentaries	19.8	86
Situation comedies	19.4	91
CFL football (when in season)	19.1	91

Top Newspaper Sections*

requency	Read	[Occasion	ally/Frequ	ientlyj

	%	Inde
Local & Regional News	44.9	88
National News	44.8	96
International News & World	38.4	86
Movie & Entertainment	30.1	93
Sports	26.8	91
Health	25.3	90
Food	25.2	93
Editorials	23.1	82
Travel	22.5	98
Business & Financial	19.9	88

Top Magazine Publications*

Read	[Past	Month	1

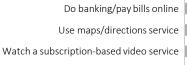
keaa [Past Wonth]
Other U.S. magazines
Other English-Canadian
National Geographic
CAA Magazine
People
Hello! Canada
Cineplex Magazine
Maclean's
Reader's Digest
Canadian Living

Top Internet Activities*

Modern/Alternative Rock

Activity [Past Week]





7.1

110

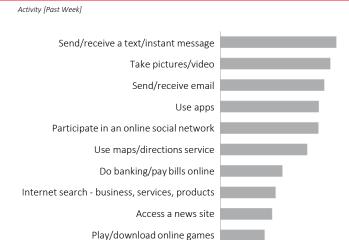
Use apps

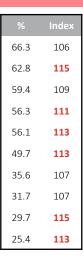
Internet search - business, services, products Access a news site

	Index
71.9	104
67.5	104
64.4	113
61.8	105
58.6	109
54.0	101
53.5	105
42.0	106
41.6	100
38.1	103

Source: Environics Analytics 2021

Top Mobile Activities*

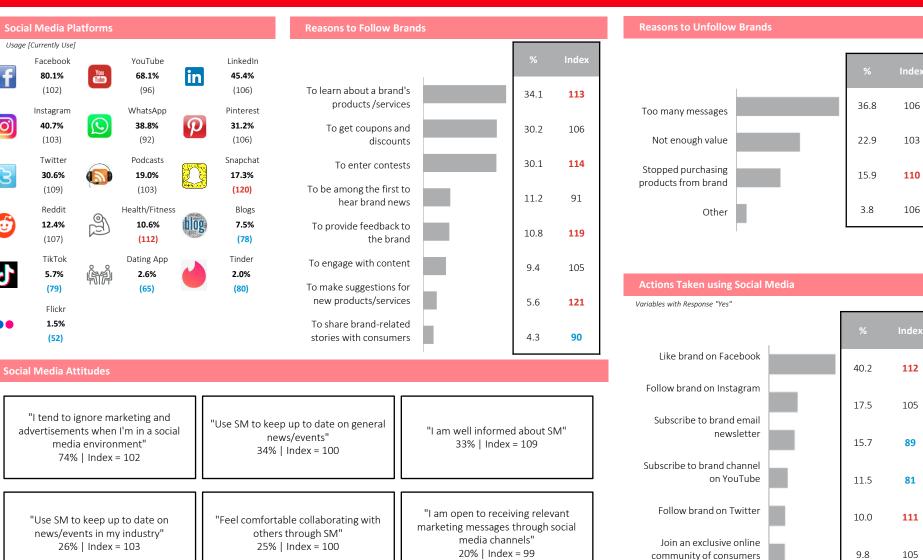






Market: Alberta

Media



Source: Environics Analytics 2021

who also like the brand



Family Mode

PRIZM Segments Included (by SESI): 19 Market: Alberta



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" 75% | Index = 106

"I generally achieve what I set out to do" 67% | Index = 100

"I am very concerned about the nutritional content of food products I buv" 64% | Index = 104

"Family life and having children are most important to me" 63% | Index = 105

"I offer recommendations of products/services to other people" 61% | Index = 106

"I like to try new places to eat" 60% | Index = 104

"I consider myself to be informed on current events or issues" 58% | Index = 96

"I value companies who give back to the community" 57% | Index = 96

"I like to cook" 56% | Index = 99

"When I shop online I prefer to support Canadian retailers" 55% | Index = 108

"I make an effort to buy local produce/products" 54% | Index = 97

"I am interested in learning about different cultures" 52% | Index = 91

"I like to try new and different products" 52% | Index = 104

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 47% | Index = 98

"Free-trial/product samples can influence my purchase decisions" 42% | Index = 105

"I am adventurous/"outdoorsy"" 41% | Index = 102

"I prefer to shop online for convenience" 35% | Index = 115

"Staying connected via social media is very important to me" 33% | Index = 103

"I am willing to pay more for ecofriendly products" 30% | Index = 105

"Advertising is an important source of information to me" 27% | Index = 99

"Vegetarianism is a healthy option" 24% | Index = 106

"I lead a fairly busy social life" 24% | Index = 96

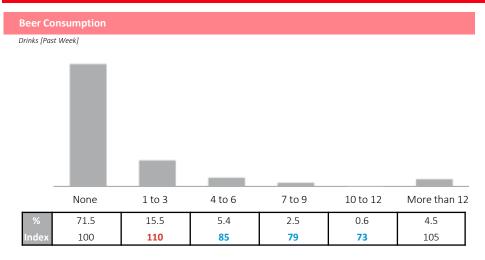
"I enjoy being extravagant/indulgent" 19% | Index = 105

"I consider myself to be sophisticated" 19% | Index = 89





Product Preferences



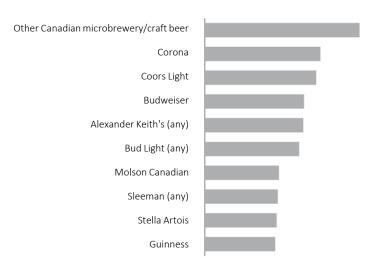
Drank [Past Month]	% Comp	Index
Liqueurs (any)	10.3	94
Canadian wine	9.8	81
Cider	6.0	80

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	12.9	99

Brand of Drink [Most Often/Frequent]	% Comp	Index	
Other Canadian microbrewery/craft beer	18.9	87	

Top 10 Beers*

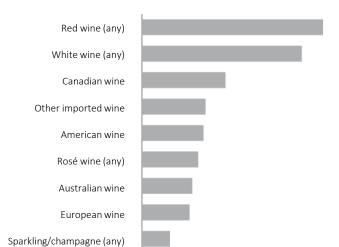
Brand Drink [Most Often/Frequently]



	Index	
18.9	87	
14.1	101	
13.6	96	
12.1	109	
12.0	100	
11.5	110	
9.1	96	
8.9	109	
8.8	88	
8.6	88	

Wine Details

Drank [Past Month]





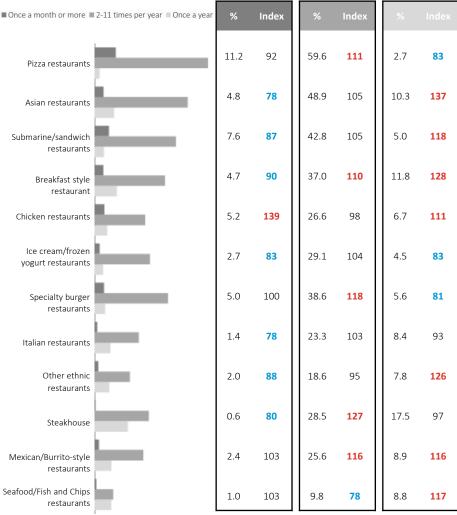




Product Preferences

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 20.0% (91)



Other Organic Food 7.8% (95)



Organic Meat 5.2% (92)





64.1

52.4

49.2

44.7

33.2

33.0

24.6

19.5

17.6

11.9

17.7

14.2

10.4

6.9

6.6

107

114

94

108

103

99

94

105

105

128

96

120

105

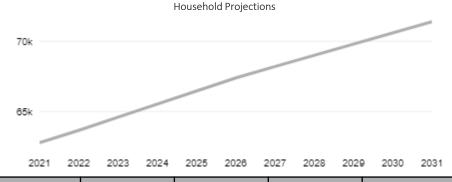
94

100

Product Preferences

Demographics Rent Own 11.8% 88.2% (122)(43)Age of Children at Home Households with Children at Home 0 to 4 5 to 9 10 to 14 15 to 19 20 to 24 25 or more 53.6% 18.7 21.1 21.2 18.2 10.5 10.3 95 105 113 106 93 79 (126)

Demographic Trends



Name	2021	2024	2026	2031
Count	62,772	65,533	67,386	71,393
% Change	-	4.4	7.4	13.7
Index	-	101	101	97

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

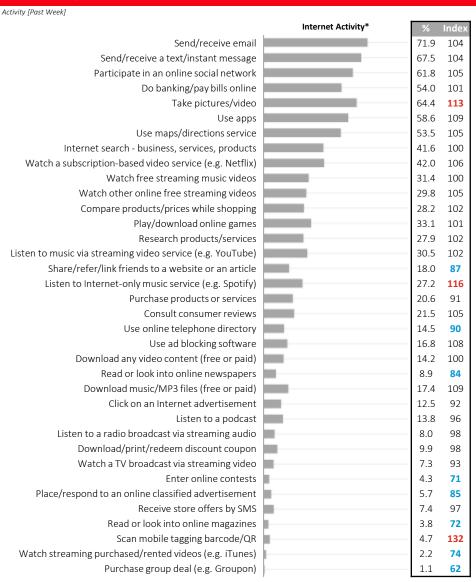
Loyalty Programs*

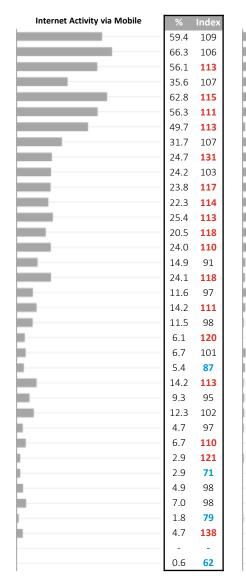
	Member	1
	Air Miles (excl. airline frequent flyer programs)	
	Costco membership (paid)	
	PC Optimum	
	Canadian Tire Triangle	
	SCENE (Cineplex)	
	Credit card with loyalty rewards	
	Aeroplan	
	Petro Points	
	Hudson's Bay Rewards	
	Esso Extra Program	
	Other grocery store card	
_	Other loyalty program	
'	Other airline frequent flyer program	
	Other gas program	
	Other store program	
	Air Miles (excl. airline frequent flyer programs) Costco membership (paid) PC Optimum Canadian Tire Triangle SCENE (Cineplex) Credit card with loyalty rewards Aeroplan Petro Points Hudson's Bay Rewards Esso Extra Program Other grocery store card Other loyalty program Other airline frequent flyer program Other gas program	

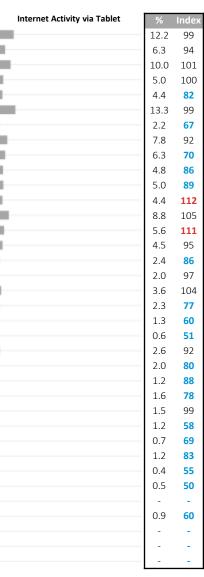




Internet Activity







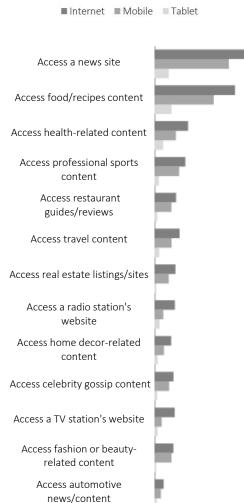


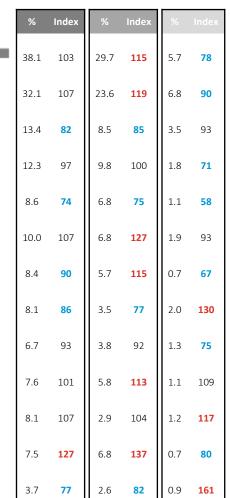


Internet Activity

Top Website Types*

Activity [Past Week]



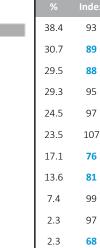


Target Group

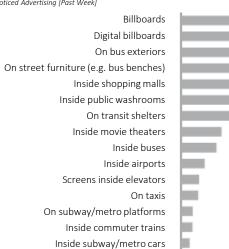
Direct Media Usage

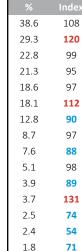
Frequency of Use [Occasionally/Frequently]





Noticed Advertising [Past Week]







Market: Alberta

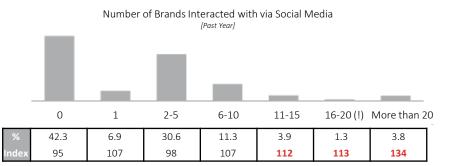


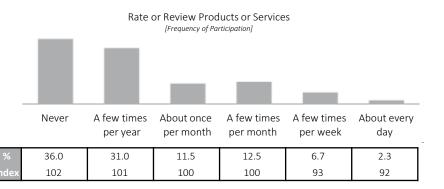
Social Media Usage

Social Media Overview

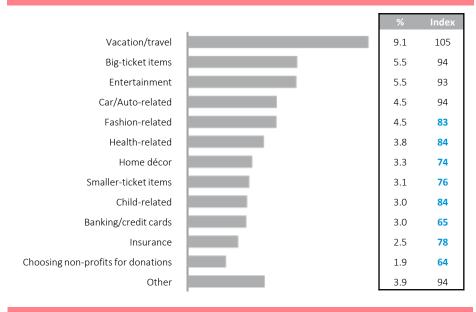
- Internet and Social Media Usage: 42% search for Businesses, Services and Products online (Average), 10% access Travel Content Websites (Average).
- 67% of Family Mode from Alberta tend to access social media on their mobile phones during the morning hours, 65% during the afternoon hours.
- 9% seek recommendations for Vacation/Travel Information via social media (Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

74% tend to ignore marketing and advertising on Social Media

"Social media companies should not be allowed to own or share my personal information" 86% | Index = 103

"I tend to ignore marketing and advertisements when I'm in a social media environment" 74% | Index = 102

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 70% | Index = 102

"Use SM to stay connected with personal contacts" 42% | Index = 99

Source: Environics Analytics 2021





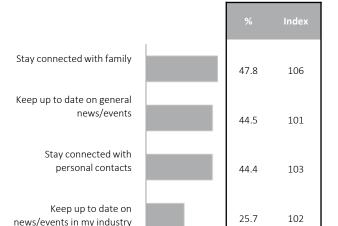
Social Media Usage

A few times per week or more

Participate In % Comp Index View friends' photos online 45.9 102 Watch video online 44.9 99 Chat in online chats 42.5 108 Read status updates/tweets 40.2 106 Read article comments 38.0 100 Listen to radio or stream music online 34.3 101 Share links with friends and colleagues 23.3 89 Click links in news feeds 18.0 92 Play games with others online 14.7 99 Read blogs 13.8 99 Post photos online 12.4 101 Chat in online forums 10.5 101 Update your status on a social network 9.6 99 Rate or review products online 9.0 92 Comment on articles or blogs 8.0 88 Check in with locations 7.5 87 Share your GPS location 7.2 90 Post videos online 4.8 83 Publish blog, Tumblr, online journal 3.7 94

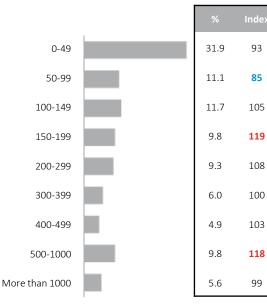
Social Media Uses*

A few times per week or more



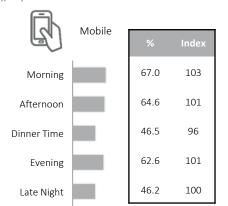
Number of Connections

Across all social media

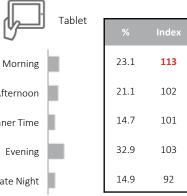


Social Media Access

Typically use

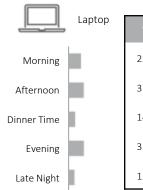






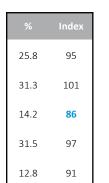
Stay connected with

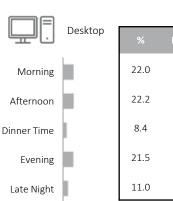
work/professional contacts



17.8

99





97

92

79

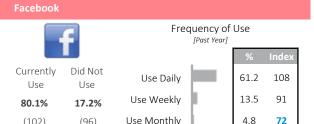
94

104



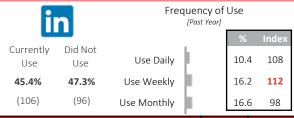


Social Media Usage



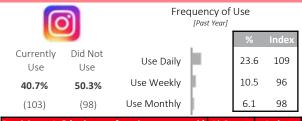
(102) (96) Ose Monthly	4.0) /2
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	56.4	103
Comment/Like other users' posts	48.7	108
Use Messenger	42.6	100
Watch videos	41.8	103
Watch live videos	16.9	93
Post photos	14.7	121
Like or become a fan of a page	12.2	100
Update my status	12.2	105
Click on an ad	9.8	88
Post videos	6.4	90
Create a Facebook group or fan page	4.1	77
Give to a Facebook fundraiser (!)	2.0	59
Create a Facebook fundraiser (!)	1.7	62

LinkedIn



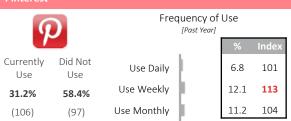
(106)	(96)	Use Monthly	ь.	16	.6 98
Participate In* (a	it least a	few times per w	eek)	% Comp	Index
Read your newsf	eed			11.8	105
Watch videos				8.7	125
View a job postir	ıg			8.5	101
Search and revie	w other p	rofiles		5.5	85
Create a connect	ion			4.1	86
Update your pro	file inform	nation		2.9	87
Comment on cor	ntent			2.7	67
Click on an ad (!)				2.2	66
Post an article, vi	deo or pi	cture (!)		2.2	72
Request a recom	mendatio	on (!)		1.6	56
Participate in Lin	kedIn foru	ums (!)		1.4	60
Join a LinkedIn gı	oup (!)			1.2	45
•					

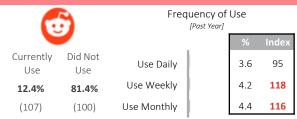
Instagram



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	29.4	105
Like photos/videos	24.8	108
Comment on photos/videos	12.1	94
Send direct messages	11.5	93
Watch live videos	9.2	83
View a brand's page	8.3	98
Post photos/videos	7.7	96
Watch IGTV videos	6.8	102
Click on ads	4.4	89

Pinterest

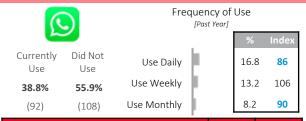




Participate In* (at least a few times per month)	% Comp	Index
View content	8.9	110
Follow specific Subreddits	4.5	107
Vote on content	3.6	110
Post content	1.4	63

Source: Environics Analytics 2021

WhatsApp

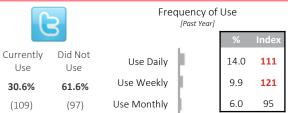


% Comp	Index
24.6	90
21.8	87
16.6	87
9.8	88
9.3	74
	24.6 21.8 16.6 9.8





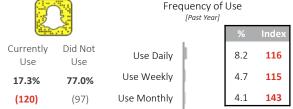
Social Media Usage



(103) (37) Ose Monthly		, ,,
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	20.3	111
Watch videos	11.3	103
Retweet	6.8	96
Share a link to a blog post or article of interest	5.7	93
Tweet	5.7	84
Send or receive direct messages	5.3	90
Watch live videos	5.1	80
Respond to tweets	4.9	77
Follow users who follow you	4.4	79
Actively follow new users	4.0	80
Click on an ad	1.9	59

Frequency of [Past Year]		Use			
				%	Index
Currently Use	Did Not Use	Use Daily		26.1	88
68.1%	17.5%	Use Weekly		28.7	110
(96)	(104)	Use Monthly	1	13.0	91

(96)	(104)	use Monthly	13	.0 91
Participate In*	(at least a	few times per week	() % Comp	Index
Watch videos			46.1	97
Like or dislike v	rideos		16.2	99
Watch live videos			14.9	96
Share videos		6.6	75	
Click on an ad			4.9	76
Leave comment or post response on video			4.4	61
Create and post a video			2.4	63
Embed a video	on a web p	page or blog	2.4	55

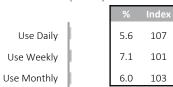


Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	9.1	105
Send direct text messages	8.0	114
Send photos/videos	7.7	107
Use filters or effects	5.2	117
Use group chat	4.5	112
Read Snapchat discover/News	3.1	80
Use video chat	2.1	95
View a brand's snaps	1.9	77
View ads	1.4	78

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	5.9	113
Listen to an educational podcast	5.6	120
Listen to a news podcast	4.7	102
Listen to a technology focused podcast	3.1	112
Subscribe to another genre of podcast	3.0	102
Listen to a comedy podcast	2.9	84
Listen to a business podcast	2.8	88
Listen to a sports podcast	2.4	80
Subscribe to a educational podcast	2.4	111
Subscribe to a news podcast	2.2	103
Subscribe to a technology podcast (!)	2.1	115
Subscribe to a business podcast (!)	1.9	119
Subscribe to a sports podcast**	1.8	75
Subscribe to a comedy podcast (!)	1.0	59

Source: Environics Analytics 2021

Tik Tok Tinder Currently Did Not Currently Did Not Use Use Use Use 2.0% 5.7% 89.2% 95.1% (80)(100)(79)(102)

Frequency of Use -Tinder [Past Year]



(!) Indicates small sample size

Based on Household Population 18+

Index 1.1 112 60 0.5