

Overview

- Of the 67 PRIZM Clusters identified in Canada, First-Class Families rank **22nd**, making up **33,902** households, or **2.1%** of the total Households in Alberta (1,641,221).
- The Median Household Maintainer Age is **56**, **57%** of couples have children living at home (Above Average).
- Above Average Household Income of **\$189,758** compared to Alberta at \$126,807.
- Top 3 Social Values:** Legacy, Effort Towards Health, Traditional Family
- Top Tourism Activities:** Camping, Swimming, Cycling. Above Average interest in Visiting National/Provincial Parks, Sporting Events, Bars/Restaurants
- Average** interest for travelling within Canada (Above Average for: BC, Banff, Vancouver, Jasper, Victoria, Toronto, Manitoba), First-Class Families from Alberta spent an average of **\$1,742** (Average) on their last vacation.
- 77%** currently use Facebook (Average), **39%** use Instagram (Average), **30%** use Twitter (Average) and **71%** use YouTube (Average).

Market Sizing



Total Population

Target Group: 106,435 | 2.4%
Market: 4,440,749



Total Households

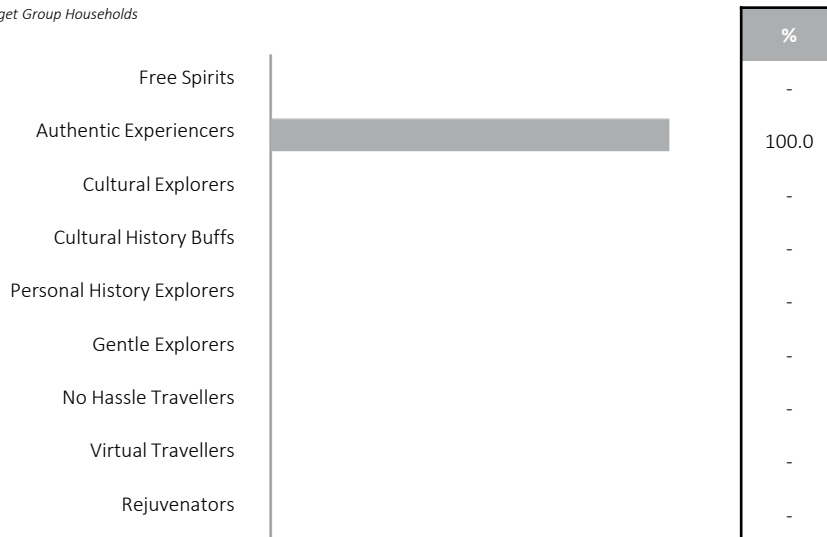
Target Group: 33,902 | 2.1%
Market: 1,641,221

Top Geographic Markets

Census Subdivision	Target Group			Market	
	% of Group	% of Market	Index	HH Count	% of Market
Calgary, AB (CY)	56.8	3.8	185	504,796	30.8
Edmonton, AB (CY)	21.8	1.9	91	393,824	24.0
Strathcona County, AB (SM)	8.1	7.1	346	38,465	2.3
St. Albert, AB (CY)	7.4	9.7	470	25,901	1.6
Red Deer, AB (CY)	2.8	2.2	108	43,182	2.6
Okotoks, AB (T)	0.9	2.7	129	10,914	0.7
Lethbridge, AB (CY)	0.6	0.5	23	41,224	2.5
Chestermere, AB (CY)	0.5	2.3	113	7,133	0.4
Airdrie, AB (CY)	0.2	0.3	15	26,198	1.6
Canmore, AB (T)	0.2	1.2	60	6,283	0.4

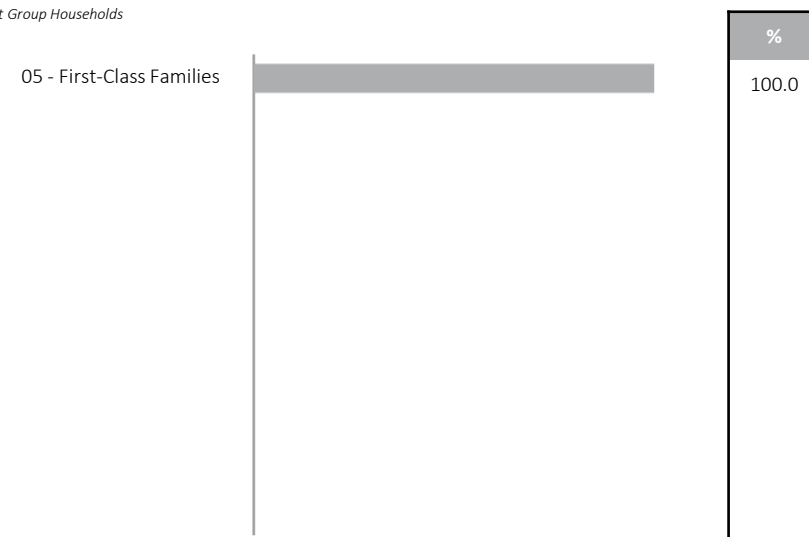
EQ Segments

% of Target Group Households

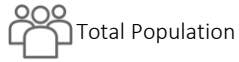


Top PRIZM Segments

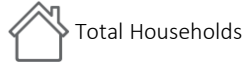
% of Target Group Households



Demographic Profile



Total Population
Target Group: 106,435 | 2.4%
Market: 4,440,749

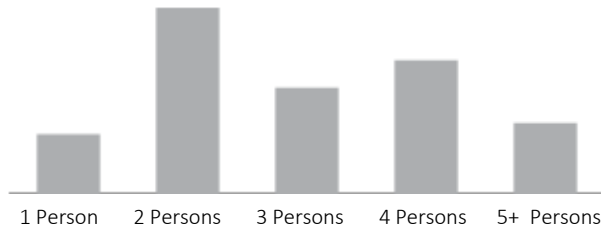


Total Households
Target Group: 33,902 | 2.1%
Market: 1,641,221

Average Household Income

\$189,758
(150)

Household Size*



Median Household Maintainer Age

56
(113)

	1 Person	2 Persons	3 Persons	4 Persons	5+ Persons
%	10.7	33.4	19.1	24.0	12.8
Index	45	98	119	156	123

Marital Status**

65.2%
(108)

Married/Common-Law

Family Composition***

57.1%
(122)

Couples With Kids at Home

Education**

36.0%
(139)

University Degree

Visible Minority Presence*

29.2%
(103)

Belong to a visible minority group

Non-Official Language*

1.3%
(88)

No knowledge of English or French

Immigrant Population*

24.7%
(111)

Born outside Canada

Psychographics**

Strong Values

Weak Values

Legacy	123	73	Anomie-Aimlessness
Vitality	122	75	Attraction to Nature
Cultural Assimilation	119	76	Active Government
Effort Toward Health	118	79	Confidence in Small Business
Personal Optimism	117	80	Joy of Consumption

Key Social Values

Legacy Index = 123	Effort Toward Health Index = 118	Traditional Family Index = 115
Emotional Control Index = 114	Work Ethic Index = 112	Racial Fusion Index = 111
National Pride Index = 110	Culture Sampling Index = 109	Community Involvement Index = 109
Social Responsibility Index = 109	Need for Escape Index = 107	Confidence in Advertising Index = 107

































Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	84.9	105
Gardening	61.4	106
Camping	60.6	104
Home exercise & home workout	59.3	102
Swimming	55.2	102

Top 5 Activities Attended*	% Comp	Index
Other activities & attractions	50.0	110
Auditoriums, arenas & stadiums (any)	49.2	109
National or provincial park	47.0	110
Sporting events	45.1	115
Bars & restaurant bars	43.5	111

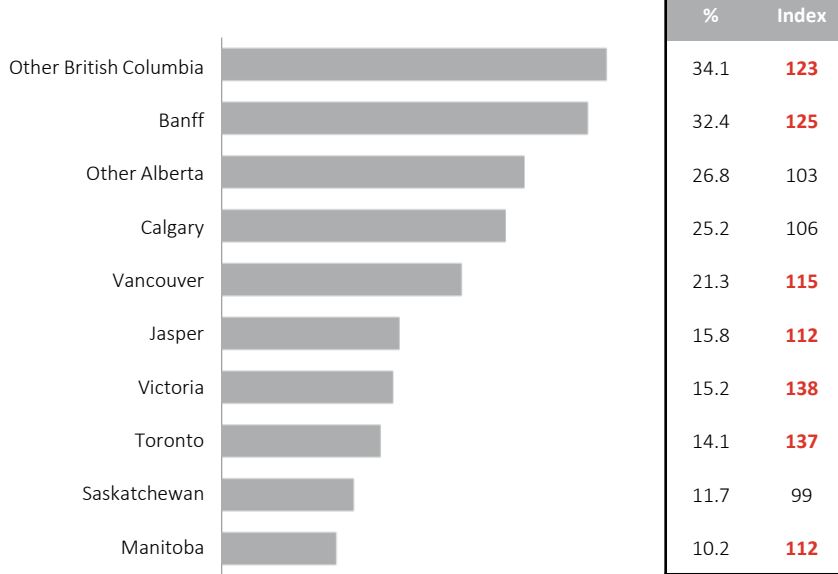
Key Tourism Activities**

Camping  60.6% (104)	Swimming  55.2% (102)	Cycling  53.8% (109)	National or provincial park  47.0% (110)	Hiking & backpacking  46.5% (107)	Sporting events  45.1% (115)	Bars & restaurant bars  43.5% (111)	Parks & city gardens  40.2% (102)
Ice skating  36.5% (115)	Zoos & aquariums  35.5% (117)	Photography  33.4% (103)	Golfing  33.2% (105)	Canoeing & kayaking  30.9% (100)	Fishing & hunting  25.9% (90)	Cross country skiing & snowshoeing  24.7% (136)	Downhill skiing  24.6% (124)
Historical sites  24.1% (116)	Specialty movie theatres/IMAX  23.5% (105)	Pilates & yoga  22.8% (106)	Theme parks, waterparks & water slides  21.6% (105)	Hockey  15.6% (95)	Adventure sports  13.9% (115)	Dinner theatres  12.8% (103)	ATV & snowmobiling  12.8% (78)
Video arcades & indoor amusement centres  11.6% (89)	Power boating & jet skiing  10.9% (93)	Curling  10.1% (106)	Beer, food & wine festivals  9.0% (97)	Inline skating  8.2% (136)	Music festivals  7.8% (101)	Snowboarding  6.4% (88)	Marathon or similar event  6.0% (95)

Travel Profile

Top Canadian Destinations*

Visited [Past 3 Years]



Vacation Booking*

Used [Past 3 Years]

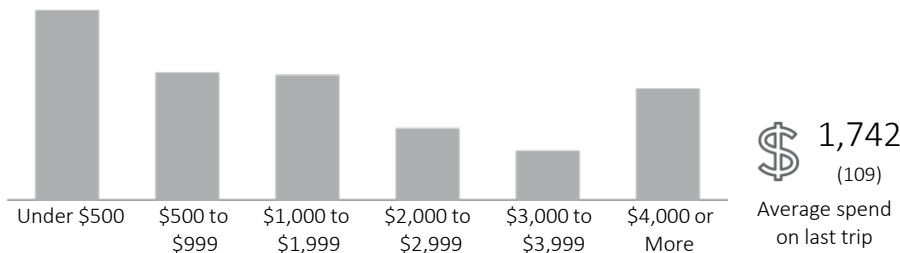


Booked With [Past Year]**



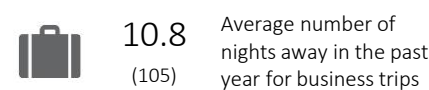
Vacation Spending

Spent Last Vacation

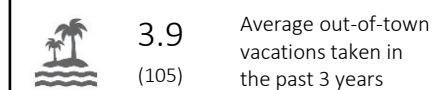


Travel Type & Frequency

Business Trips



Personal Trips

















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



Travel Profile














Accommodation Preferences*

Used [Past 3 Years]

 Hotel 62.5% (107)	 Friends/relatives 38.7% (109)	 All-inclusive resort 23.5% (130)	 Camping 24.9% (100)	 Vacation rental by owner 23.2% (113)	 Motel 17.9% (108)	 Cottage 10.4% (143)
 B&B 13.6% (115)	 Condo/apartment 14.1% (151)	 RV/camper 12.6% (82)	 Cruise ship 8.5% (110)	 Package tours 2.8% (88)	 Spa resort 2.8% (100)	 Boat 3.8% (154)









Airline Preferences**

Flown [Past Year]

 Air Canada 37.4% (122)	 West Jet 45.9% (108)	 Air Transat 4.8% (151)	 Porter Airlines 0.1% (95)	 Other Canadian 3.9% (104)
 Delta Airlines 6.0% (101)	 United Airlines 7.3% (159)	 American Airlines 3.2% (121)	 Other American 1.3% (82)	
 European Airlines 4.1% (124)	 Asian Airlines 1.8% (135)	 Other Charter 2.7% (88)	 Other 4.2% (106)	

Car Rental*

Rented From [Past Year]

 Enterprise 5.3% (91)	 Budget 4.0% (141)	 Avis 2.0% (78)	 U-Haul 1.5% (101)
 Hertz 1.4% (138)	 National (!) 1.3% (125)	 Discount (!) 0.1% (51)	 Other Rentals 3.2% (134)

Media

Overall Level of Use

Radio



11 hours/week

(86)

Television



1,212 minutes/week

(98)

Newspaper



1 hours/week

(129)

Magazine



7 minutes/day

(99)

Internet



270 minutes/day

(101)

Top Radio Programs*

Programs [Weekly]

	%	Index
News/Talk	25.8	121
Mainstream Top 40/CHR	22.4	147
Adult Contemporary	20.7	128
Classic Hits	18.5	109
Today's Country	17.9	100
Multi/Variety/Specialty	12.2	100
Hot Adult Contemporary	11.9	114
AOR/Mainstream Rock	8.3	81
Modern/Alternative Rock	7.7	119
All News	6.7	123

Top Television Programs*

Programs [Average Week]

	%	Index
Movies	51.3	104
Evening local news	36.5	100
Hockey (when in season)	32.4	110
Primetime serial dramas	28.3	105
News/current affairs	26.6	113
Suspense/crime dramas	25.1	101
Home renovation/decoration shows	24.8	105
CFL football (when in season)	24.7	117
Cooking programs	21.9	112
Documentaries	21.4	92

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	56.2	110
National News	52.3	112
International News & World	47.2	106
Movie & Entertainment	32.9	102
Health	30.8	109
Editorials	29.5	104
Food	28.9	107
Sports	28.8	98
Business & Financial	27.3	121
Travel	25.2	110

Top Magazine Publications*

Read [Past Month]

	%	Index
Other U.S. magazines	7.3	123
CAA Magazine	6.8	107
Canadian Living	5.7	121
Maclean's	5.6	121
Other English-Canadian	5.5	94
National Geographic	5.1	113
People	4.3	114
Reader's Digest	3.6	105
Hello! Canada	3.1	112
Cineplex Magazine	2.8	71

Top Internet Activities*

Activity [Past Week]

	%	Index
Send/receive email	72.7	105
Send/receive a text/instant message	68.5	105
Take pictures/video	58.8	103
Use apps	57.5	107
Participate in an online social network	56.0	95
Do banking/pay bills online	54.2	102
Use maps/directions service	51.8	102
Internet search - business, services, products	44.3	106
Watch a subscription-based video service	42.3	107
Access a news site	37.1	101

Top Mobile Activities*

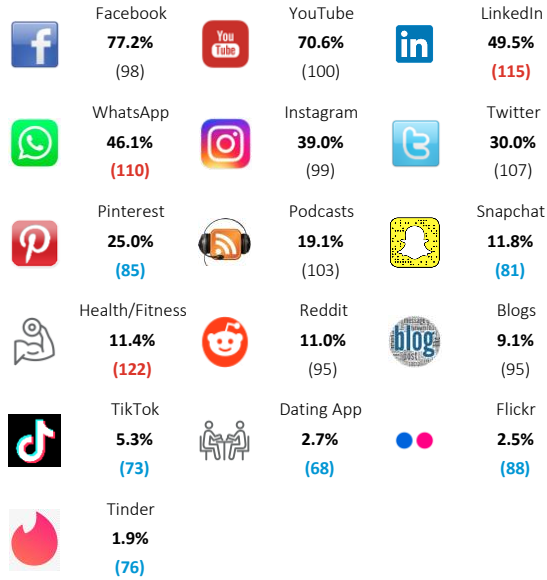
Activity [Past Week]

	%	Index
Send/receive a text/instant message	66.4	106
Send/receive email	57.4	105
Take pictures/video	56.9	104
Use apps	55.1	108
Participate in an online social network	48.3	98
Use maps/directions service	46.0	104
Do banking/pay bills online	31.8	96
Internet search - business, services, products	31.0	104
Access a news site	24.4	94
Watch other online free streaming videos	21.8	107

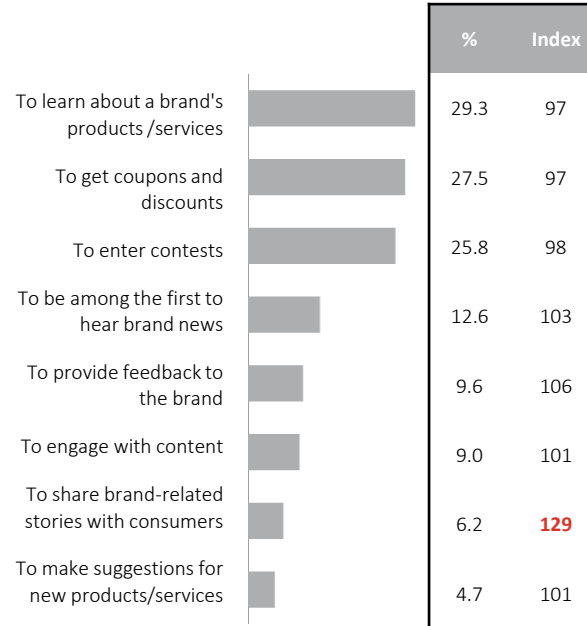
Media

Social Media Platforms

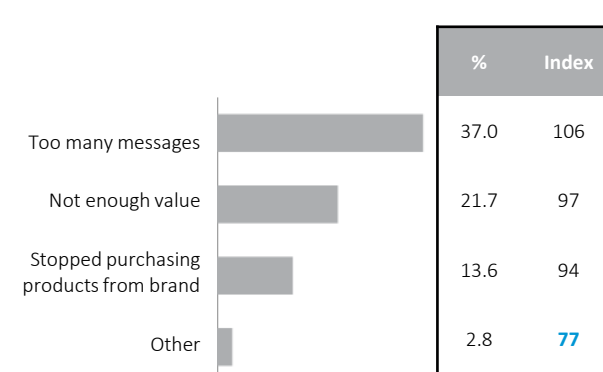
Usage [Currently Use]



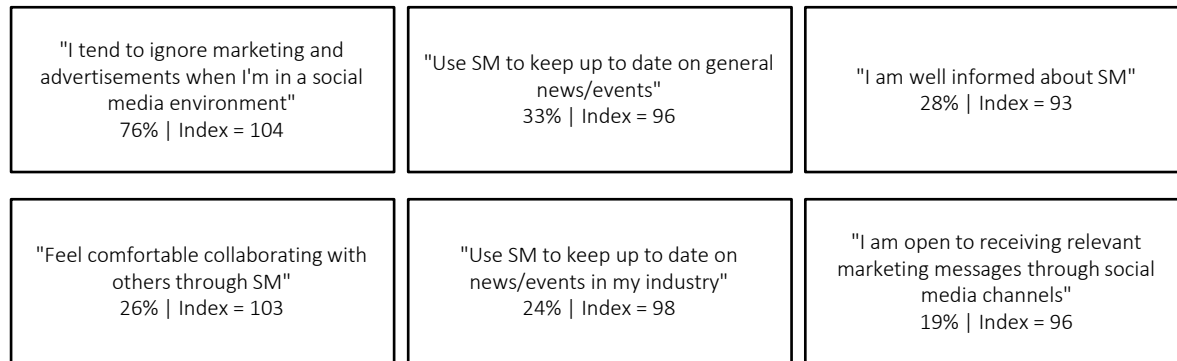
Reasons to Follow Brands



Reasons to Unfollow Brands

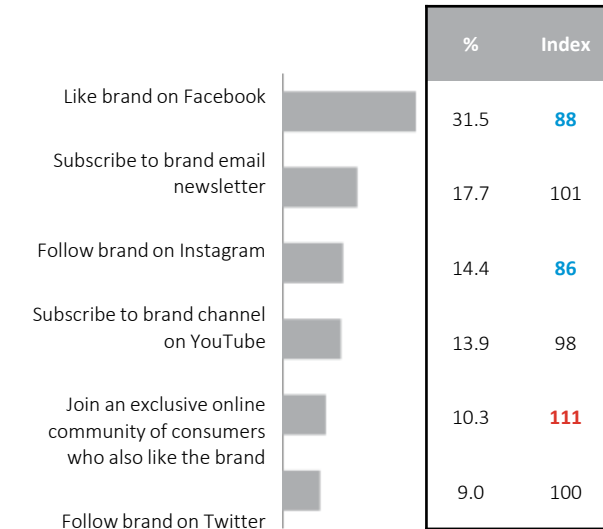


Social Media Attitudes



Actions Taken using Social Media

Variables with Response "Yes"



Product Preferences

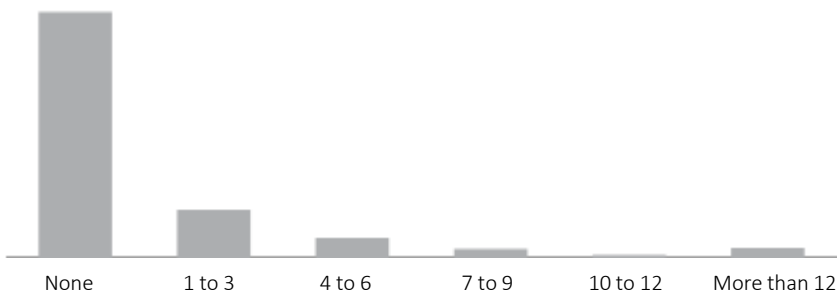
Variables with "Agree" Statements

"I would like to eat healthy foods more often" 77% Index = 102	"I have tried a product/service based on a personal recommendation" 71% Index = 100	"I generally achieve what I set out to do" 69% Index = 102	"I am very concerned about the nutritional content of food products I buy" 66% Index = 107	"I consider myself to be informed on current events or issues" 64% Index = 106
"I like to try new places to eat" 60% Index = 104	"I offer recommendations of products/services to other people" 58% Index = 102	"Family life and having children are most important to me" 58% Index = 96	"I value companies who give back to the community" 57% Index = 97	"I am interested in learning about different cultures" 57% Index = 101
"I like to cook" 55% Index = 97	"I make an effort to buy local produce/products" 54% Index = 98	"When I shop online I prefer to support Canadian retailers" 54% Index = 106	"It's important to buy products from socially-responsible/environmentally-friendly companies" 51% Index = 107	"I like to try new and different products" 48% Index = 96
"Free-trial/product samples can influence my purchase decisions" 41% Index = 104	"I am adventurous/"outdoorsy"" 40% Index = 101	"Staying connected via social media is very important to me" 35% Index = 108	"I am willing to pay more for eco-friendly products" 29% Index = 103	"I prefer to shop online for convenience" 29% Index = 95
"Advertising is an important source of information to me" 26% Index = 97	"Vegetarianism is a healthy option" 25% Index = 111	"I lead a fairly busy social life" 24% Index = 96	"I consider myself to be sophisticated" 22% Index = 104	"I enjoy being extravagant/indulgent" 18% Index = 101

Product Preferences

Beer Consumption

Drinks [Past Week]



%	73.1	14.3	5.9	2.7	0.9	3.0
Index	103	102	93	87	106	70

Drinks

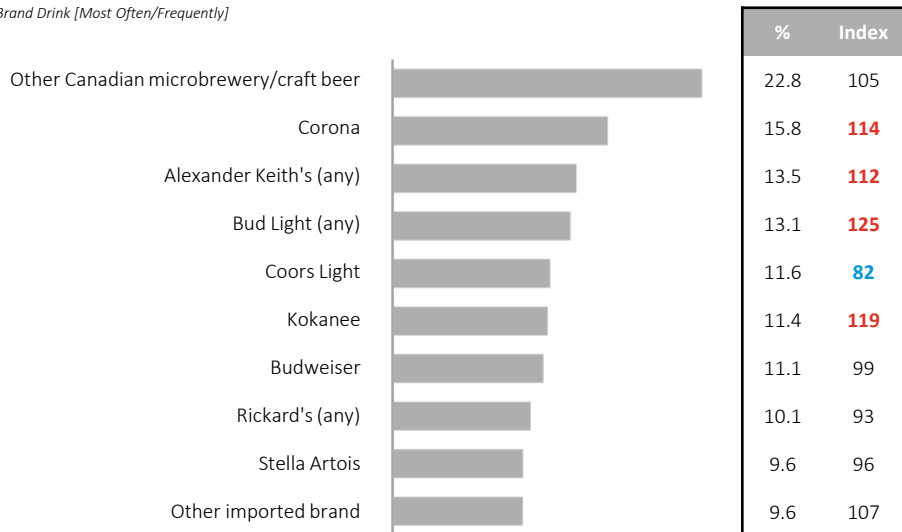
Drank [Past Month]	% Comp	Index
Canadian wine	16.4	135
Liqueurs (any)	10.0	92
Cider	7.5	100

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	22.8	105

Top 10 Beers*

Brand Drink [Most Often/Frequently]



Wine Details

Drank [Past Month]

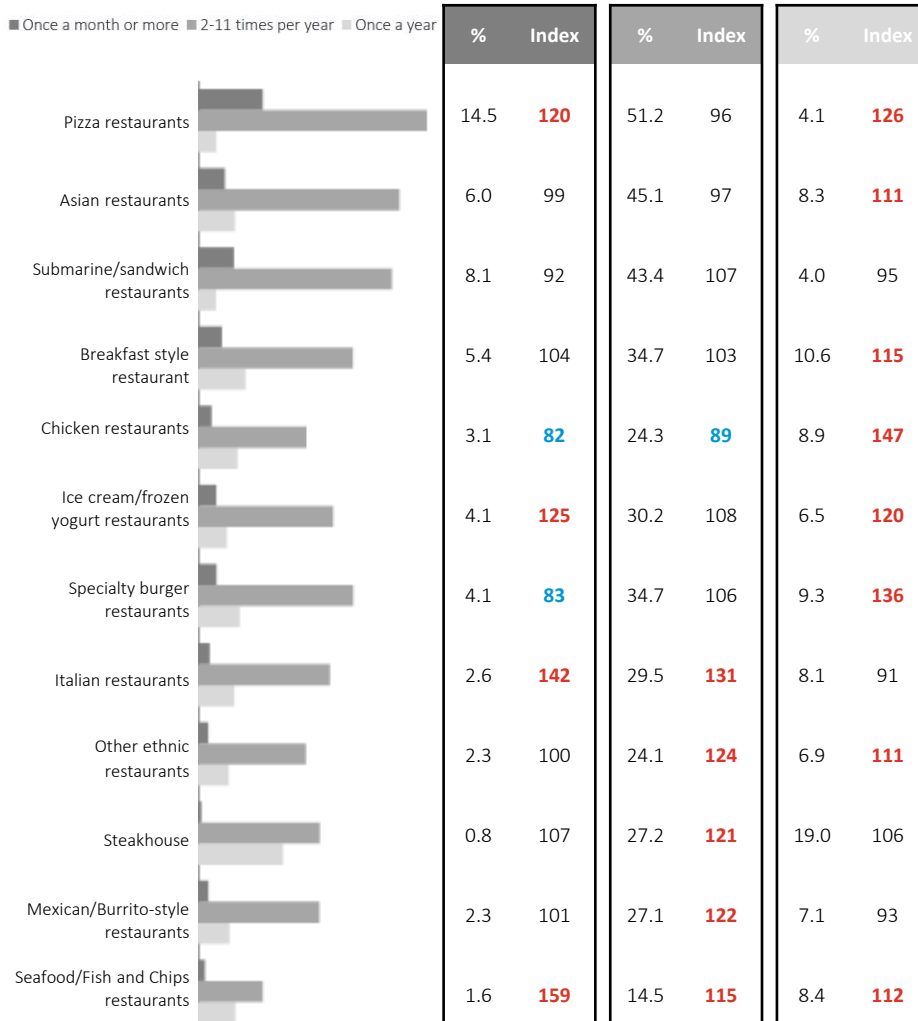


Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]

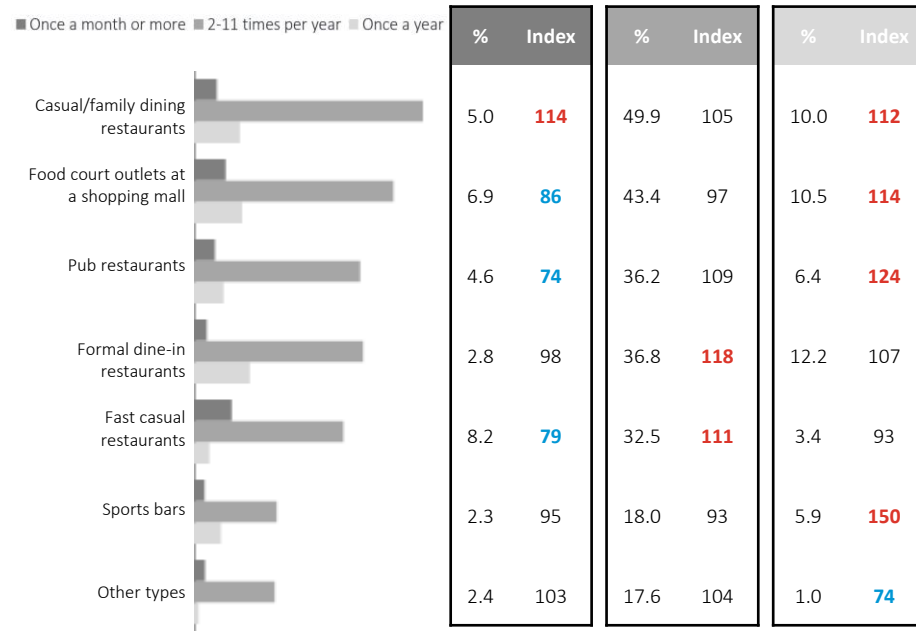
■ Once a month or more ■ 2-11 times per year ■ Once a year



Restaurant Service Type*

Frequency of Visiting [Past Year]

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



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables
26.0%
(118)



Other Organic Food
8.6%
(105)



Organic Meat
4.7%
(83)

Product Preferences

Demographics



Rent
6.1%
(22)



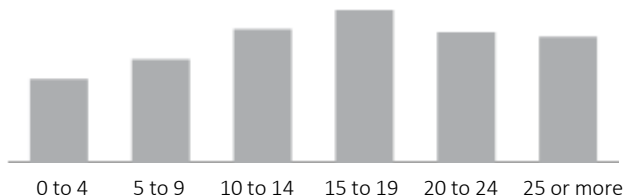
Own
93.9%
(130)

Age of Children at Home



Households with
Children at Home

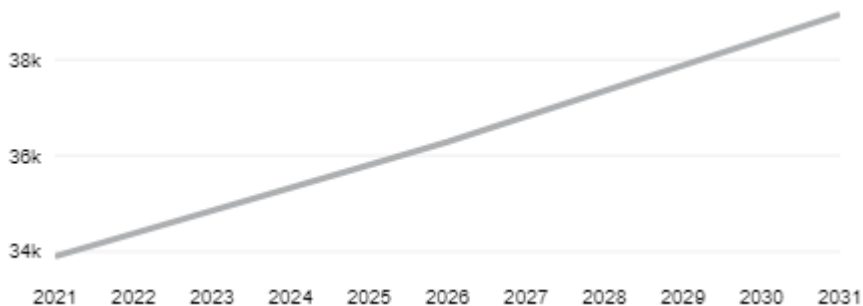
57.2%
(134)



%	11.5	14.2	18.3	20.9	17.9	17.3
Index	59	70	98	122	158	132

Demographic Trends

Household Projections

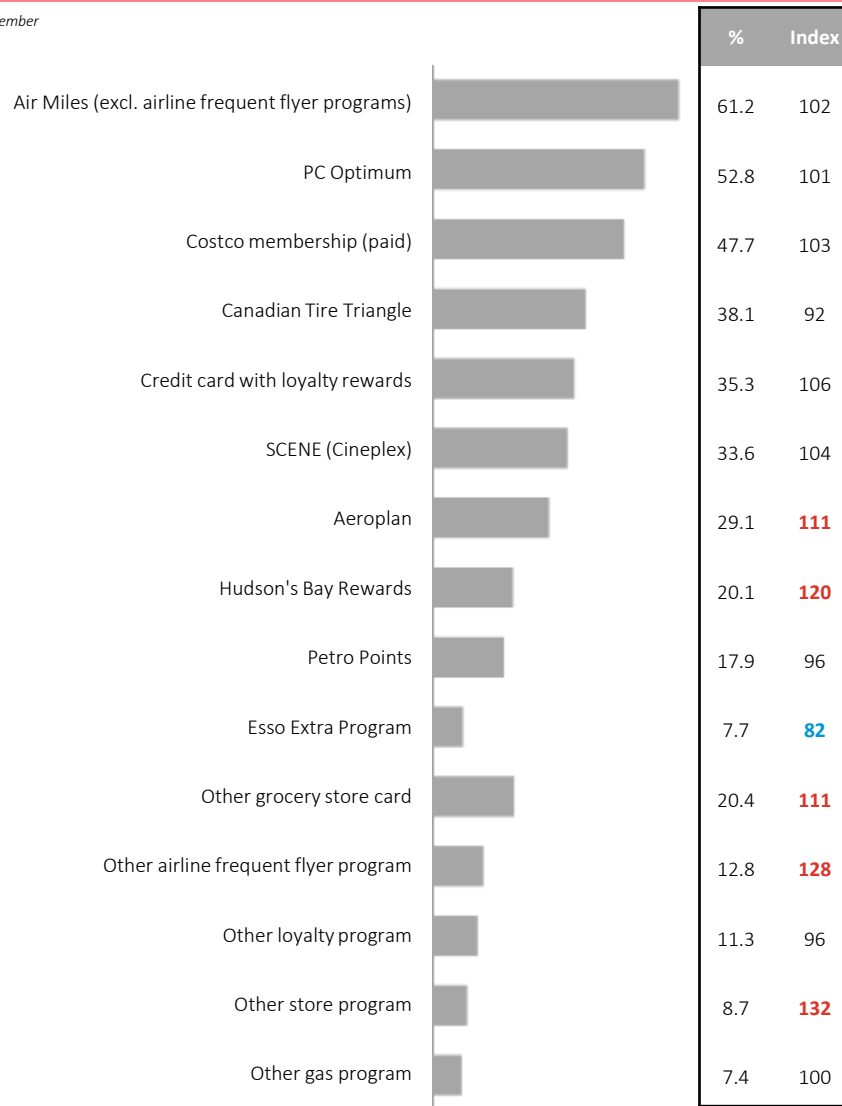


Name	2021	2024	2026	2031
Count	33,902	35,328	36,284	38,939
% Change	-	4.2	7.0	14.9
Index	-	96	96	105

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

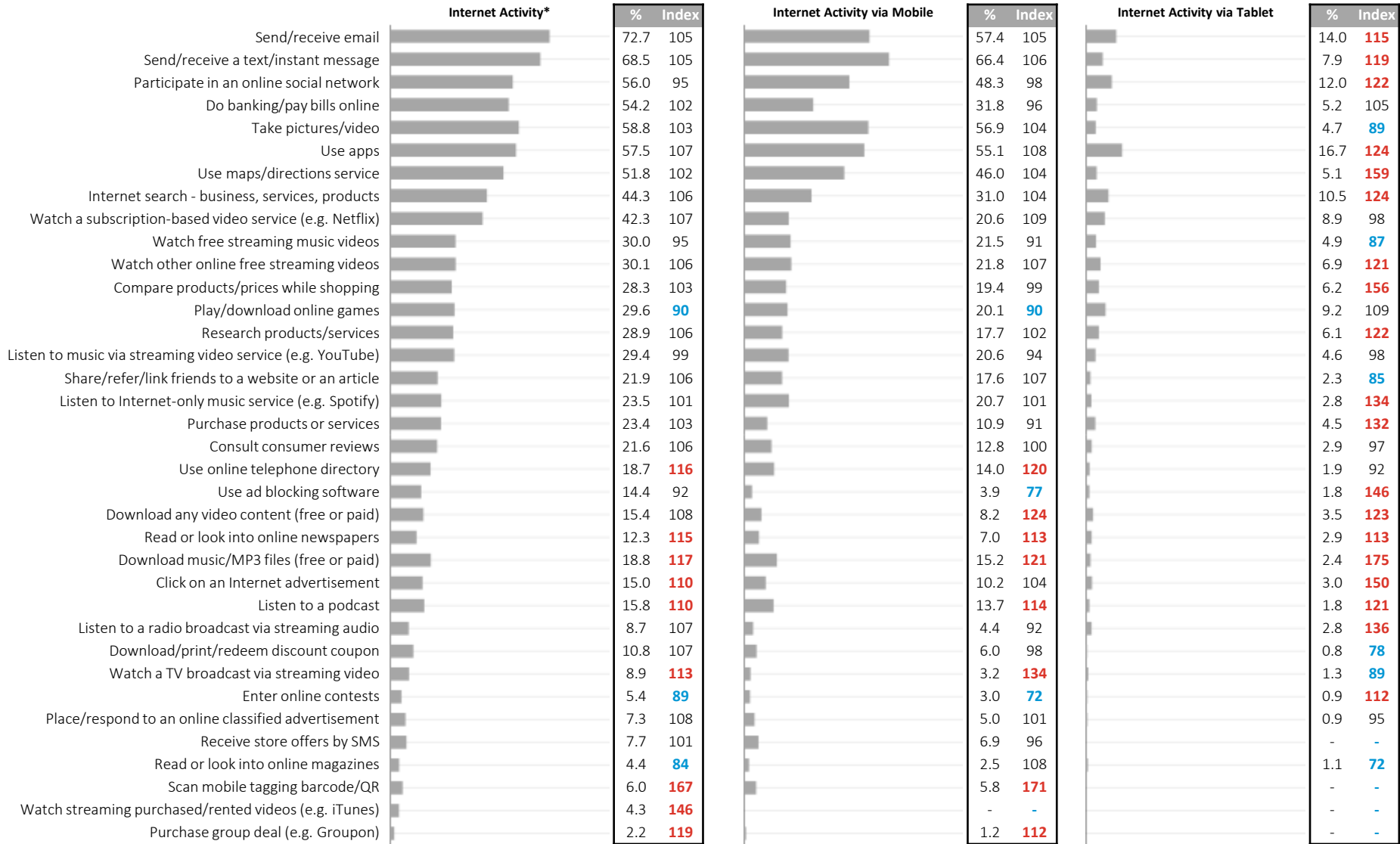
Loyalty Programs*

Member



Internet Activity

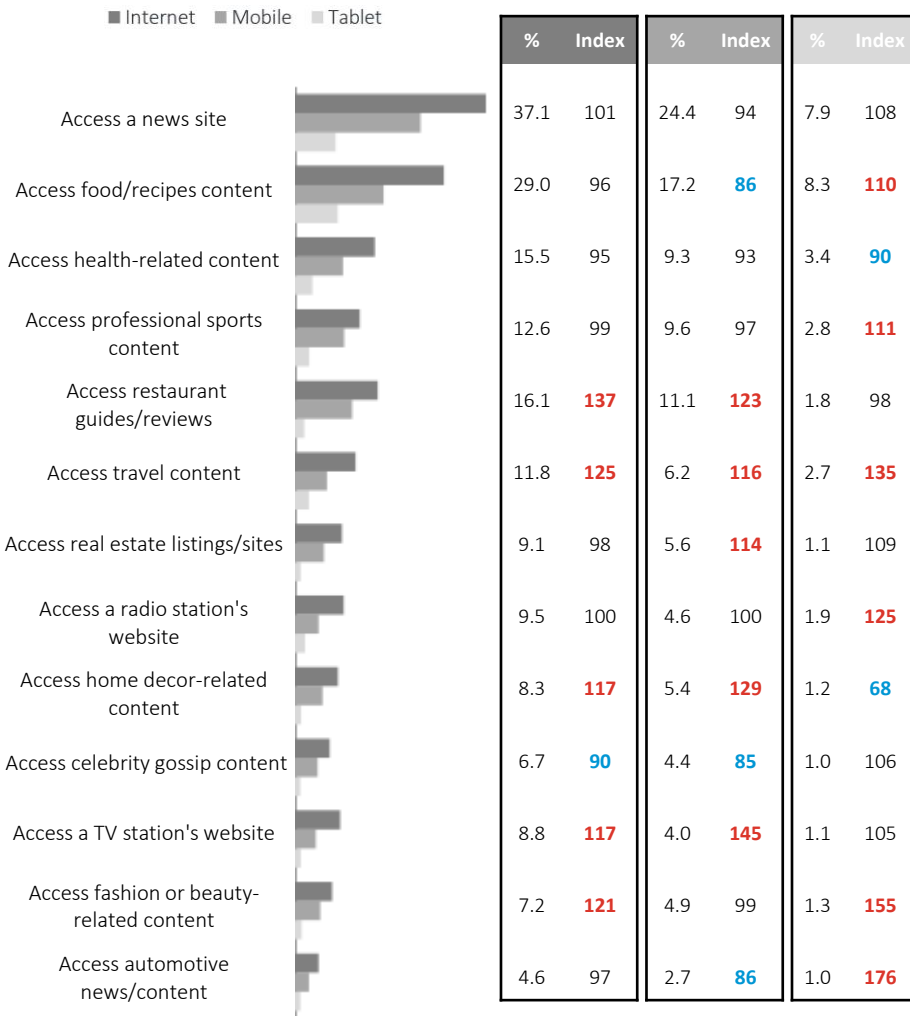
Activity [Past Week]



Internet Activity

Top Website Types*

Activity [Past Week]



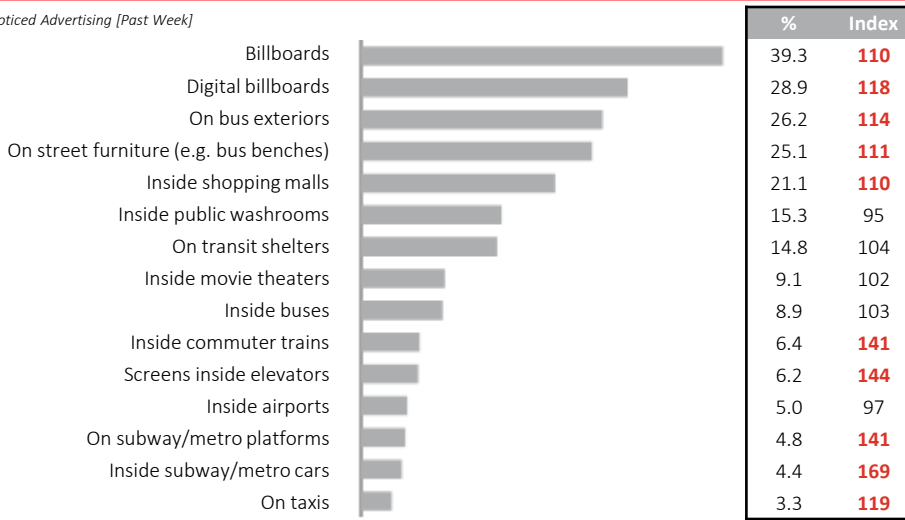
Direct Media Usage

Frequency of Use [Occasionally/Frequently]



Out of Home Advertising

Noticed Advertising [Past Week]



Sources: Opticks Powered by Numeris 2021
Note: Base variables are default and vary based on database

Index: At least 10% above or below the average

Source: Environics Analytics 2021

*Ranked by national percent composition for internet activity

Based on Household Population 12+ ranked by percent composition

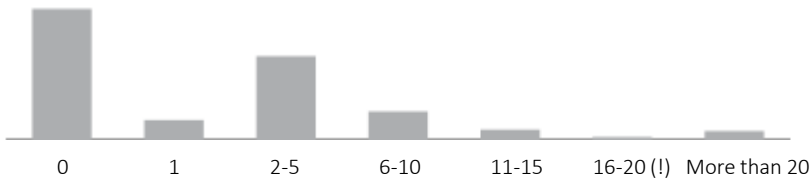
Social Media Usage

Social Media Overview

- Internet and Social Media Usage: 44%** search for Businesses, Services and Products online (Average), **12%** access Travel Content Websites (Above Average).
- 65%** of First-Class Families from Alberta tend to access social media on their mobile phones during the morning hours, **63%** during the afternoon hours
- 9%** seek recommendations for Vacation/Travel Information via social media (Average).

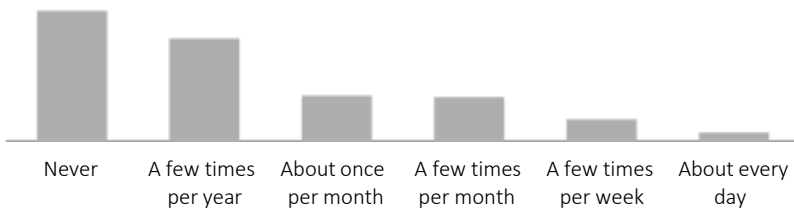
Brand Interaction

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



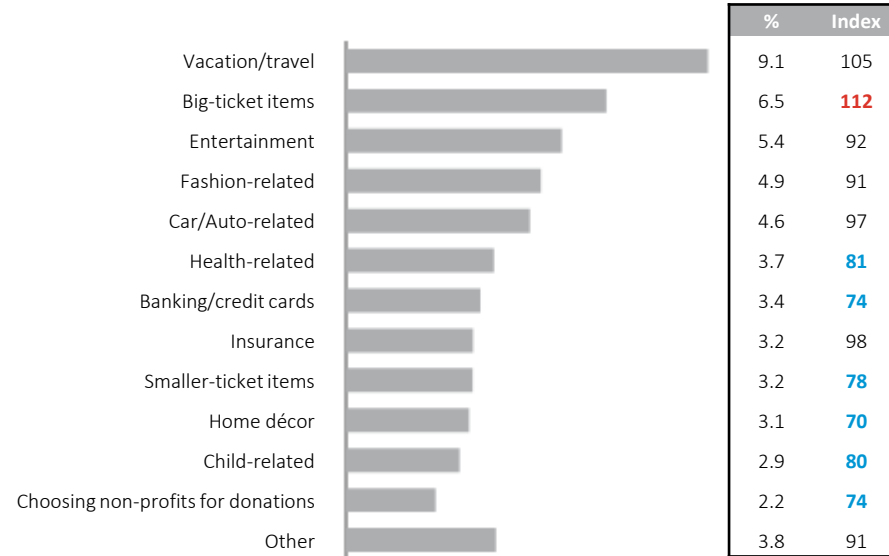
%	45.9	7.0	29.3	10.0	3.6	1.1	3.1
Index	103	109	94	95	104	92	111

Rate or Review Products or Services
[Frequency of Participation]



%	36.6	29.0	12.9	12.5	6.3	2.7
Index	103	94	112	100	87	107

Seek Recommendations via Social Media*



Top Social Media Attitudes**

76% 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"
76% | Index = 104

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company"
69% | Index = 101

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

Social Media Usage

Frequency of Participation*

A few times per week or more

Participate In	% Comp	Index
Watch video online	43.8	96
View friends' photos online	40.7	90
Chat in online chats	38.4	97
Read status updates/tweets	36.1	95
Read article comments	34.9	92
Listen to radio or stream music online	33.4	98
Share links with friends and colleagues	25.9	99
Click links in news feeds	20.4	103
Read blogs	14.7	106
Play games with others online	12.4	83
Chat in online forums	10.5	101
Post photos online	10.4	84
Check in with locations	9.3	108
Rate or review products online	9.0	93
Share your GPS location	8.1	101
Update your status on a social network	7.9	81
Comment on articles or blogs	7.4	81
Post videos online	4.8	84
Publish blog, Tumblr, online journal	3.2	82

Social Media Uses*

A few times per week or more

	%	Index
Stay connected with family	47.1	104
Keep up to date on general news/events	41.0	93
Stay connected with personal contacts	41.0	95
Keep up to date on news/events in my industry	24.4	97
Stay connected with work/professional contacts	17.7	99

Number of Connections

Across all social media

	%	Index
0-49	37.0	107
50-99	13.5	103
100-149	9.6	87
150-199	10.0	122
200-299	7.8	92
300-399	4.8	80
400-499	3.3	70
500-1000	8.3	100
More than 1000	5.7	102

Social Media Access

Typically use



Mobile

	%	Index
Morning	65.1	100
Afternoon	63.3	99
Dinner Time	45.2	93
Evening	61.7	100
Late Night	40.9	89



Tablet

	%	Index
Morning	24.8	121
Afternoon	24.8	120
Dinner Time	14.9	102
Evening	36.7	115
Late Night	18.1	111



Laptop

	%	Index
Morning	30.9	113
Afternoon	36.4	117
Dinner Time	16.1	97
Evening	35.3	109
Late Night	15.5	110



Desktop

	%	Index
Morning	23.3	102
Afternoon	25.8	107
Dinner Time	8.3	78
Evening	24.6	107
Late Night	11.5	109

Social Media Usage

Facebook



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
77.2% (98)	19.3% (108)	Use Daily	52.0	92
		Use Weekly	17.3	117
		Use Monthly	7.6	112

LinkedIn



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
49.5% (115)	41.8% (85)	Use Daily	9.6	100
		Use Weekly	18.2	126
		Use Monthly	20.3	120

Instagram



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
39.0% (99)	51.5% (100)	Use Daily	20.0	92
		Use Weekly	12.0	109
		Use Monthly	6.7	108

Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	52.3	96
Comment/Like other users' posts	39.3	87
Watch videos	36.7	90
Use Messenger	35.3	83
Watch live videos	15.9	87
Post photos	11.2	92
Like or become a fan of a page	11.2	91
Click on an ad	10.4	93
Update my status	9.9	85
Post videos	5.5	78
Create a Facebook group or fan page	4.8	90
Give to a Facebook fundraiser (!)	2.7	79
Create a Facebook fundraiser (!)	2.3	83

Participate In* (at least a few times per week)	% Comp	Index
Read your newsfeed	11.0	98
View a job posting	7.7	92
Watch videos	6.6	95
Search and review other profiles	6.0	93
Create a connection	4.7	98
Click on an ad (!)	3.7	109
Request a recommendation (!)	2.6	92
Comment on content	2.5	63
Update your profile information	2.3	69
Post an article, video or picture (!)	2.0	66
Participate in LinkedIn forums (!)	2.0	85
Join a LinkedIn group (!)	1.8	71

Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	26.4	94
Like photos/videos	21.0	91
Comment on photos/videos	10.9	84
Send direct messages	10.4	84
Watch live videos	10.0	91
View a brand's page	7.7	91
Post photos/videos	6.3	78
Watch IGTV videos	5.1	76
Click on ads	4.1	84

Pinterest



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
25.0% (85)	64.3% (106)	Use Daily	6.2	92
		Use Weekly	9.3	86
		Use Monthly	8.9	83

Reddit



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
11.0% (95)	82.5% (102)	Use Daily	4.1	108
		Use Weekly	4.1	117
		Use Monthly	2.5	65

WhatsApp



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
46.1% (110)	46.5% (90)	Use Daily	24.2	125
		Use Weekly	11.5	93
		Use Monthly	8.7	97

Participate In* (at least a few times per month)	% Comp	Index
View content	8.3	102
Follow specific Subreddits	4.2	100
Vote on content	2.8	86
Post content	1.9	88

Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	30.5	112
Send/receive images	27.6	110
Use group chats	20.0	106
Use voice calls	13.3	106
Send/receive documents and files	11.6	105

Social Media Usage

Twitter



Frequency of Use
[Past Year]

Currently Use	Did Not Use	Use Daily	%	Index
30.0%	61.1%		14.0	111
(107)	(96)	Use Weekly	8.9	109
		Use Monthly	6.3	99

YouTube



Frequency of Use
[Past Year]

Currently Use	Did Not Use	Use Daily	%	Index
70.6%	14.0%		28.2	96
(100)	(83)	Use Weekly	30.2	115
		Use Monthly	12.0	84

Snapchat



Frequency of Use
[Past Year]

Currently Use	Did Not Use	Use Daily	%	Index
11.8%	81.5%		6.0	85
(81)	(102)	Use Weekly	3.3	82
		Use Monthly	2.2	77

Participate In* (at least a few times per week)	% Comp	Index
Read tweets	20.0	110
Watch videos	11.2	102
Tweet	7.2	107
Share a link to a blog post or article of interest	7.1	116
Respond to tweets	6.7	107
Retweet	6.3	90
Watch live videos	6.0	95
Send or receive direct messages	5.8	98
Follow users who follow you	5.2	93
Actively follow new users	4.1	82
Click on an ad	2.6	79

Participate In* (at least a few times per week)	% Comp	Index
Watch videos	48.0	101
Like or dislike videos	14.3	87
Watch live videos	13.2	85
Share videos	8.2	93
Click on an ad	5.4	84
Leave comment or post response on video	4.3	60
Embed a video on a web page or blog	3.5	81
Create and post a video	3.2	83

Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	6.2	72
Send photos/videos	6.0	84
Send direct text messages	5.7	81
Use filters or effects	3.8	84
Read Snapchat discover/News	3.1	80
Use group chat	3.1	77
Use video chat	1.7	75
View a brand's snaps	1.7	67
View ads	1.0	54

Audio Podcasts



Currently Use	Did Not Use
19.1%	63.8%
(103)	(95)

Frequency of Use
[Past Year]

	%	Index
Use Daily	5.3	100
Use Weekly	6.6	95
Use Monthly	6.8	116

Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	4.5	86
Listen to a news podcast	4.0	87
Listen to an educational podcast	3.9	85
Listen to a business podcast	3.3	101
Listen to a technology focused podcast	2.5	91
Subscribe to another genre of podcast	2.4	82
Listen to a sports podcast	2.3	75
Listen to a comedy podcast	2.1	60
Subscribe to a news podcast	2.0	96
Subscribe to a sports podcast**	1.8	74
Subscribe to a technology podcast (!)	1.5	86
Subscribe to an educational podcast	1.5	68
Subscribe to a business podcast (!)	1.3	82
Subscribe to a comedy podcast (!)	1.2	69

Other Social Media Platforms

Tinder



Currently Use	Did Not Use
1.9%	95.3%
(76)	(101)

Tik Tok



Currently Use	Did Not Use
5.3%	88.9%
(73)	(102)

Frequency of Use -Tinder
[Past Year]

	%	Index
Use Daily (!)	0.7	69
Use Weekly (!)	0.7	78