

PRIZM Segments Included (by SESI): 33
Market: Alberta



Overview

- Of the 67 PRIZM Clusters identified in Canada, New Country rank 5th, making up 70,280 households, or 4.3% of the total Households in Alberta (1,641,221).
- The Median Household Maintainer Age is 56, 46.4% of couples DO NOT have children living at home (Above Average).
- Below Average Household Income of \$107,857 compared to Alberta at \$126,807.
- Top 3 Social Values: Attraction to Nature, Community Involvement, Emotional Control
- Top Tourism Activities: Camping, Cycling, Swimming. Above Average interest in Fishing/Hunting, ATV/Snowmobiling, Adventure Sports
- Average interest for travelling within Canada (Above Average for: Alberta) New Country from Alberta spent an average of \$1,491 (Average) on their last vacation.
- 81% currently use Facebook (Average), 26% use Instagram (Below Average), 16% use Twitter (Below Average) and 66% use YouTube (Average).

Market Sizing

Total Population

Target Group: 198,462 | 4.5% Market: 4,440,749



Target Group: 70,280 | 4.3% Market: 1,641,221

Top Geographic Markets

	Target Group			Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market	
Mountain View County, AB (MD)	4.1	54.2	1,267	5,259	0.3	
Wetaskiwin County No. 10, AB (MD)	3.4	51.4	1,201	4,683	0.3	
Parkland County, AB (MD)	3.4	19.6	458	12,100	0.7	
Clearwater County, AB (MD)	3.3	57.8	1,348	3,984	0.2	
Bonnyville No. 87, AB (MD)	2.9	41.6	972	4,891	0.3	
Lac Ste. Anne County, AB (MD)	2.8	45.7	1,065	4,294	0.3	
Lacombe County, AB (MD)	2.6	49.3	1,150	3,770	0.2	
Ponoka County, AB (MD)	2.6	47.8	1,118	3,875	0.2	
Westlock County, AB (MD)	2.2	63.9	1,498	2,437	0.1	
Leduc County, AB (MD)	2.1	28.0	655	5,286	0.3	

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

33 - New Country

100.0

100.0



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Demographic Profile



Market: 4,440,749

Total Households

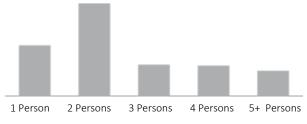
Target Group: 70,280 | 4.3% Market: 1,641,221

Household Size*

Average Household Income

\$107,857 (85)

Median Household Maintainer Age



56 (113)

%	22.0	40.0	13.7	13.2	11.0
Index	92	117	85	86	107

Marital Status**

Family Composition***

Education**



64.0%

(107)



46.4% (118)



29.6% (107)

7.0%

(31)

Married/Common-Law

Couples Without Kids at Home

High School Certificate Or Equivalent

Visible Minority Presence*

Non-Official Language*

Immigrant Population*



3.3%

(12)

Belong to a visible minority group



0.3% (19)

No knowledge of English or French



Born outside Canada

Target Group

Psychographics**

Strong Valu	ies	Weak Values	
Attraction to Nature	145 60 Ecological Concern		Ecological Concern
Duty	131	71	Active Government
Community Involvement	125	73	Primacy of Environmental Protection
Utilitarian Consumerism	123	75	Pursuit of Novelty
Emotional Control	119	75	Interest in the Unexplained

Key Social Values

Attraction to Nature Index = **145**

Community Involvement Index = 125

Emotional Control Index = **119**

National Pride

Index = **117**

Traditional Family Index = **115**

Legacy Index = 109

Racial Fusion Index = 106

Ecological Fatalism Index = 106

Social Responsibility Index = 105

Brand Apathy Index = 104

Work Ethic Index = 103 Search for Roots Index = 103



Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	79.9	99
Gardening	60.5	105
Camping	59.0	102
Cycling	54.0	109
Home exercise & home workout	52.2	90

Top 5 Activities Attended*	% Comp	Index
National or provincial park	41.8	98
Other activities & attractions	40.5	89
Parks & city gardens	37.6	95
Movies at a theatre/drive-in	36.2	88
Attend pro hockey	34.9	101

Key Tourism Activities'	**						
Camping	Cycling	Swimming	National or provincial park	Hiking & backpacking	Parks & city gardens	Bars & restaurant bars	Fishing & hunting
<u> Å</u>		\$	A	Ś	*		
59.0% (102)	54.0% (109)	49.9% (92)	41.8% (98)	39.9% (92)	37.6% (95)	34.1% (87)	33.4% (116)
Golfing	Ice skating	Photography	Canoeing & kayaking	Sporting events	Zoos & aquariums	ATV & snowmobiling	Pilates & yoga
					PD3	50	疠
31.8% (101)	31.2% (98)	29.1% (89)	29.0% (94)	27.1% (69)	26.9% (88)	24.4% (149)	22.2% (103)
Historical sites	Theme parks, waterparks & water slides	Downhill skiing	Specialty movie theatres/IMAX	Hockey	Cross country skiing & snowshoeing	Adventure sports	Video arcades & indoor amusement centres
4	Sinces Sinces	TE.		Ą			
21.4% (103)	20.8% (101)	20.6% (104)	18.4% (82)	17.4% (106)	16.3% (90)	13.6% (112)	12.9% (98)
Curling	Dinner theatres	Power boating & jet skiing	Music festivals	Snowboarding	Marathon or similar event	Beer, food & wine festivals	Inline skating
M.			((()))	湿			
11.4% (120)	10.5% (85)	10.2% (88)	7.7% (100)	6.8% (93)	6.3% (100)	6.0% (65)	3.9% (65)



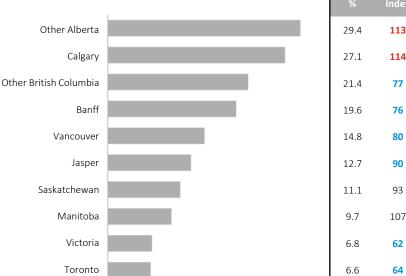
PRIZM Segments Included (by SESI): 33 Market: Alberta



Travel Profile

Top Canadian Destinations*





Vacation Spending

34.5

115

Spent Last Vacation

Under \$500 \$500 to \$1,000 to \$2,000 to \$3,000 to \$4,000 or \$999 \$1,999 \$2,999 \$3,999 More

10.5

98

21.2

105

1,491 (93)

Average spend on last trip

Vacation Booking*

Used [Past 3 Years]



35.6 89 31.6 91 30.2 75 27.0 98 21.1 113 93 17.4 14.1 144 91 6.1

Booked With [Past Year]**



8.6%

(64)



1.8%



sunwing

trivago

Sunwing.ca

Trivago.ca

(46)

1.8% (88)

1.1%

(75)

Travelocity.com/ca (!) 0.7% (51)

** travelocity (42)

Airline Websites 7.6%

(54)

Discount Sites 0.9% (59)

Other Travel 3.1% (70)

Travel Type & Frequency

Business Trips



11.6 (112)

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

Personal Trips

3.7 (100)

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

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









5.5 (143)

16.7

86

6.2

97

11.0



New Country PRIZM Segments Included (by SESI): 33

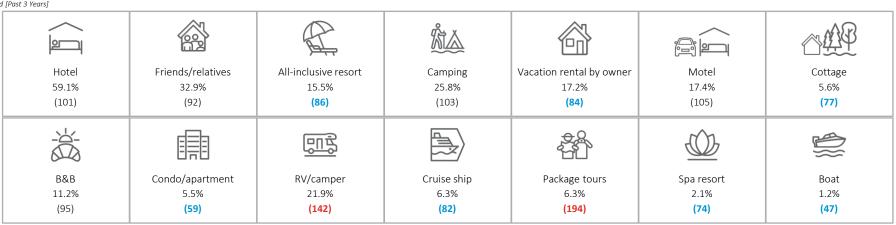
Market: Alberta



Travel Profile

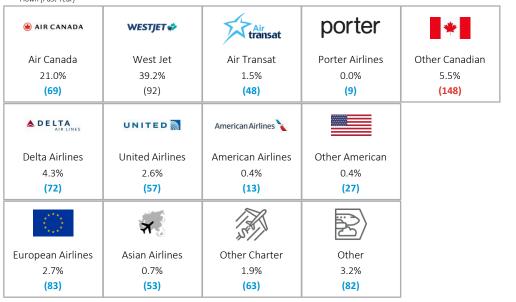
Accommodation Preferences*

Used [Past 3 Years]



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]





New Country PRIZM Segments Included (by SESI): 33

Market: Alberta



Media

Overall Level of Use



16 hours/week (125)

Television

1,216 minutes/week (99)

Newspaper

1 hours/week (72)

Magazine

7 minutes/day (106)

24.8

24.1

19.1

77

107

83

Internet ((1))

252 minutes/day (94)

Top Radio Programs*

Programs [Weekly]		
	%	Index
oday's Country	27.3	152
Classic Country	21.9	291
Classic Hits	20.0	117
lews/Talk	17.5	82
OR/Mainstream Rock	12.9	126
dult Contemporary	12.5	78
lot Adult Contemporary	12.2	117
/Julti/Variety/Specialty	8.6	71

Top Television Programs*

Programs [Average Week]		
	%	Index
Movies	45.0	91
Evening local news	36.5	100
Home renovation/decoration shows	25.9	110
Suspense/crime dramas	25.3	101
Primetime serial dramas	25.2	93
Documentaries	24.4	106
Hockey (when in season)	24.3	82
News/current affairs	23.3	99
Morning local news	21.7	115
CFL football (when in season)	21.2	101

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	46.6	91
National News	42.6	91
International News & World	40.0	90
Health	33.1	118
Food	31.4	116
Sports	28.5	97
Editorials	27.7	98

Top Magazine Publications* Poad [Dact Month]

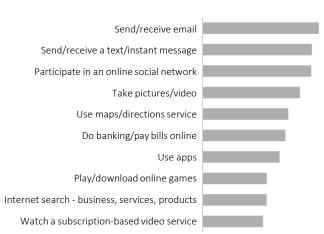
Read [Past Month]		
	%	Inde
Other English-Canadian	5.6	95
CAA Magazine	4.9	77
Maclean's	4.8	10
Other U.S. magazines	4.6	78
Hello! Canada	3.0	10
Cineplex Magazine	2.9	74
Canadian Living	2.8	60
People	2.8	74
Chatelaine (English edition)	2.6	13
Reader's Digest	2.5	75

Top Internet Activities*

Mainstream Top 40/CHR



Classic Rock



7.8

5.3

98

34

%	Index
65.2	94
61.2	94
60.9	104
54.5	96
48.1	94
46.4	87
43.2	80
36.0	110
35.9	86
33.9	86

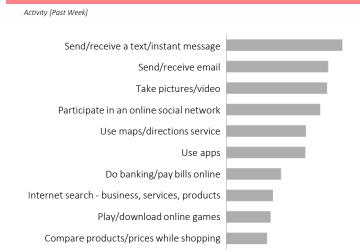
Source: Environics Analytics 2021

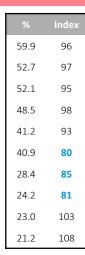
Top Mobile Activities*

Movie & Entertainment

Business & Financial

Travel



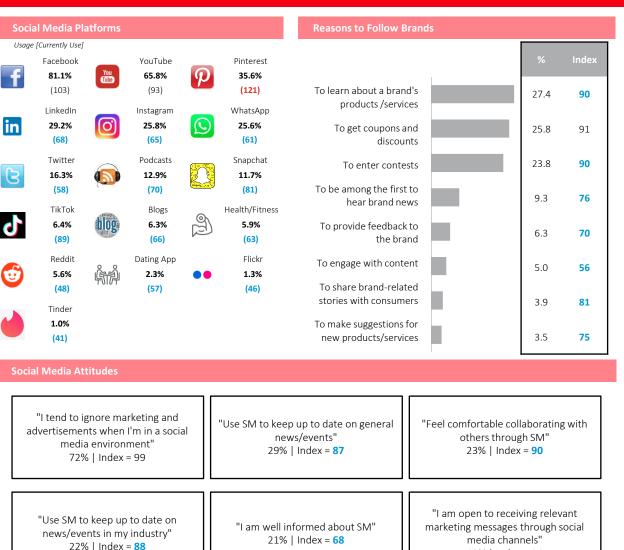




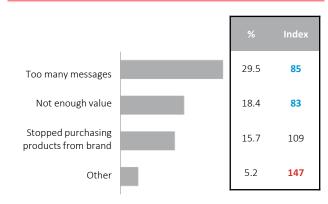
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Media

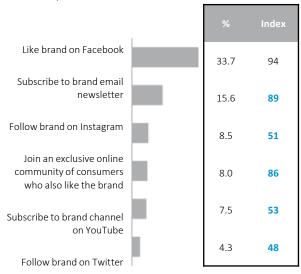


Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"



19% | Index = 96

Source: Environics Analytics 2021



PRIZM Segments Included (by SESI): 33 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" 71% | Index = 100

"I generally achieve what I set out to do" 69% | Index = 103

"I value companies who give back to the community" 66% | Index = **112**

"I make an effort to buy local produce/products" 64% | Index = **114**

"Family life and having children are most important to me" 62% | Index = 103

"I offer recommendations of products/services to other people" 58% | Index = 101

"I am very concerned about the nutritional content of food products I buv" 57% | Index = 93

"I like to cook" 57% | Index = 100 "I consider myself to be informed on current events or issues" 54% | Index = 90

"I like to try new places to eat" 53% | Index = 91

"I am interested in learning about different cultures" 51% | Index = 90

"I like to try new and different products" 47% | Index = 96

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

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 45% | Index = 94

"Free-trial/product samples can influence my purchase decisions" 38% | Index = 96

"I am adventurous/"outdoorsy"" 37% | Index = 93

"Staying connected via social media is very important to me" 31% | Index = 98

'Advertising is an important source of information to me" 28% | Index = 105

"I prefer to shop online for convenience" 28% | Index = 90

"I consider myself to be sophisticated" 25% | Index = 118

"I am willing to pay more for ecofriendly products" 25% | Index = **86**

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

"Vegetarianism is a healthy option" 19% | Index = **84**

"I enjoy being extravagant/indulgent" 16% | Index = 91



SYMPHONY TOURISM SERVICES

Product Preferences

| None | 1 to 3 | 4 to 6 | 7 to 9 | 10 to 12 | More than 12 | % | 70.4 | 15.1 | 3.4 | 4.5 | 0.7 | 5.9 |

53

Drinks

Drank [Past Month]	% Comp	Index
Liqueurs (any)	13.2	121
Canadian wine	7.0	58
Cider	4.0	54

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	9.4	72

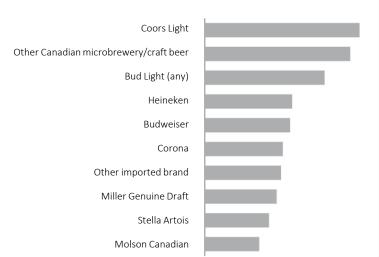
Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	18.0	83

Top 10 Beers*

Brand Drink [Most Often/Frequently]

99

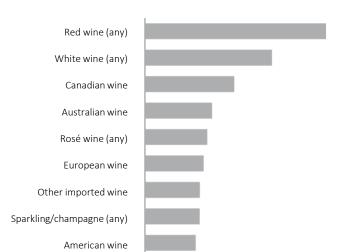
107



	Index	
19.2	136	
18.0	83	
14.8	142	
10.8	129	
10.6	95	
9.7	70	
9.5	105	
8.9	136	
8.0	80	
6.7	72	

138

Wine Details Drank [Past Month]



(!) Indicates small sample size

Based on Household Population 12+



78

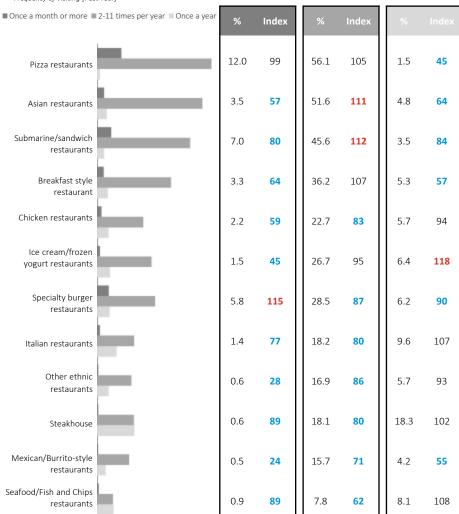


SYMPHONY TOURISM SERVICES

Product Preferences

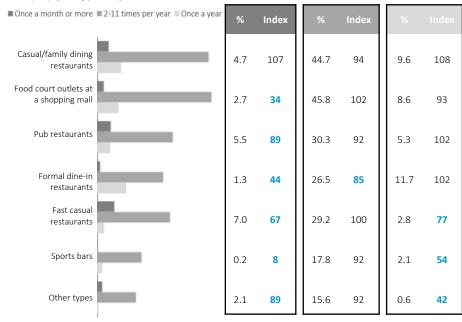
Restaurant Type Visited*

Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 19.5% (88)



Other Organic Food 9.4% (114)



Organic Meat 5.2% (92)





Index

91

96

92

89

108

92

63

91

55

85

85

84

93

111

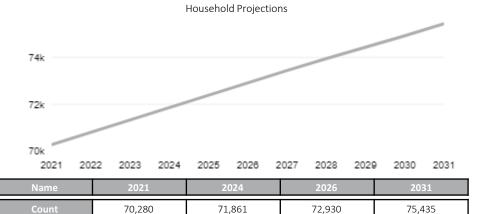
69

Product Preferences

Demographics Rent Own 16.2% 80.1% (111)(59) Age of Children at Home Households with Children at Home 20 to 24 0 to 4 5 to 9 10 to 14 15 to 19 25 or more 40.1% 19.1 20.6 20.4 18.5 9.4 12.0 97 102 109 108 83 92 (94)

Demographic Trends

% Change



2.2

52

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

Loyalty Programs*

Loyalty i Tograms	
Member	%
Air Miles (excl. airline frequent flyer programs)	54.6
PC Optimum	50.2
Costco membership (paid)	42.4
Canadian Tire Triangle	37.0
Credit card with loyalty rewards	35.9
Aeroplan	24.0
SCENE (Cineplex)	20.4
Petro Points	16.8
Hudson's Bay Rewards	9.2
Esso Extra Program	8.0
Other grocery store card	15.7
Other loyalty program	9.9
Other airline frequent flyer program	9.3
Other gas program	8.2
Other store program	4.6

7.3

52

3.8

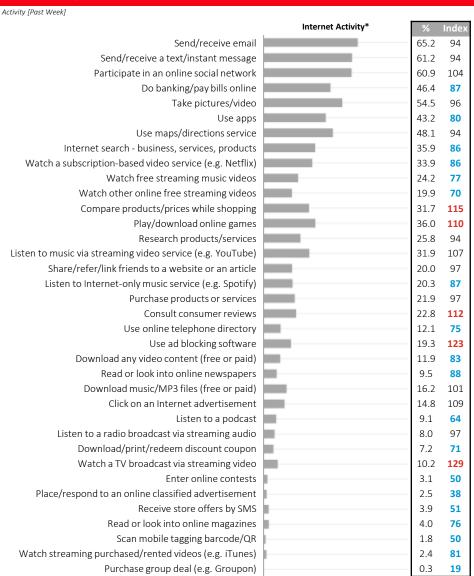


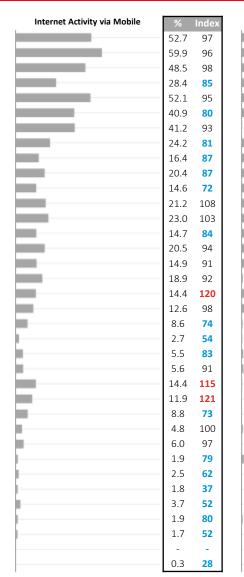
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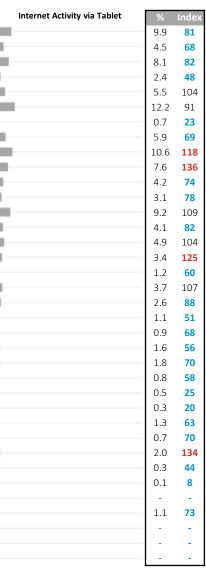
Market: Alberta



Internet Activity









PRIZM Segments Included (by SESI): 33 Market: Alberta



113

101

91

126

121

85

90

103

125

172

128

73

83

63

80

59

64

98

75

31

30

23

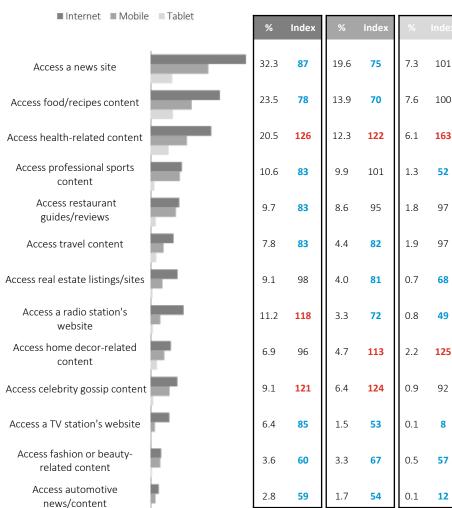
16

11

Internet Activity

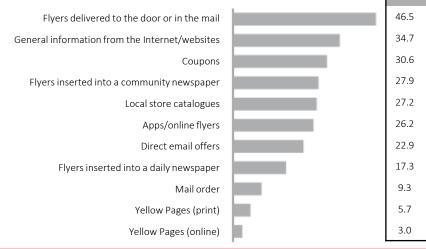
Top Website Types*

Activity [Past Week]



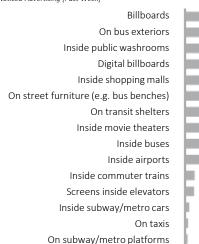
Direct Media Usage

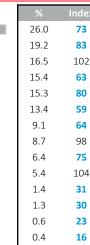
Frequency of Use [Occasionally/Frequently]





Noticed Advertising [Past Week]





0.4



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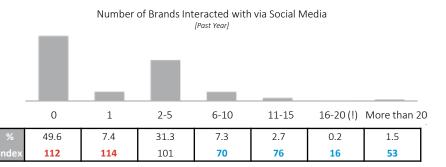


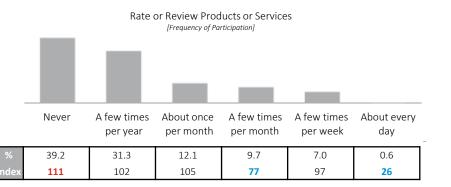
Social Media Usage

Social Media Overview

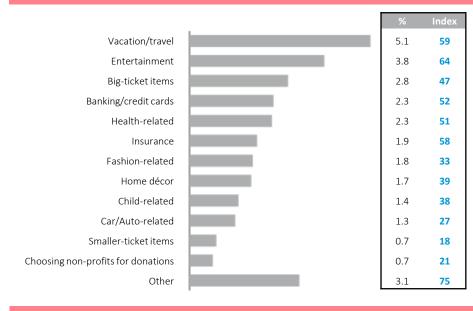
- Internet and Social Media Usage: 36% search for Businesses, Services and Products online (Below Average), 8% access Travel Content Websites (Below Average).
- 58% of New Country from Alberta tend to access social media on their mobile phones during the morning hours, 62% during the afternoon hours.
- 5% seek recommendations for Vacation/Travel Information via social media (Below Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

72% 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 would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 74% | Index = 108

"I tend to ignore marketing and advertisements when I'm in a social media environment" 72% | Index = 99

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

Source: Environics Analytics 2021





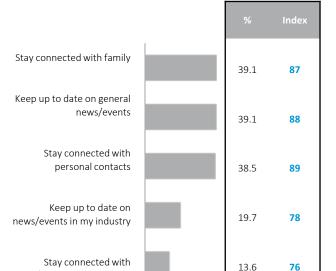
Social Media Usage

A few times per week or more

Participate In % Comp Index View friends' photos online 41.3 92 Watch video online 39.4 87 Read article comments 35.0 92 88 Read status updates/tweets 33.7 Chat in online chats 32.3 82 Listen to radio or stream music online 27.2 80 Share links with friends and colleagues 22.1 85 Click links in news feeds 12.9 66 Play games with others online 12.9 87 Read blogs 10.6 76 Post photos online 10.5 85 78 Chat in online forums 8.2 Rate or review products online 7.6 79 Comment on articles or blogs 7.1 78 Check in with locations 6.6 76 Update your status on a social network 5.4 56 Share your GPS location 4.8 60 Post videos online 3.8 67 Publish blog, Tumblr, online journal 2.2 55

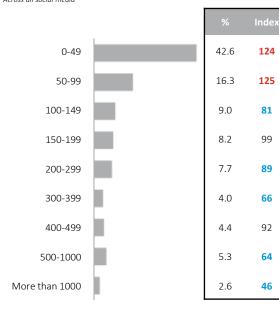
Social Media Uses*

A few times per week or more



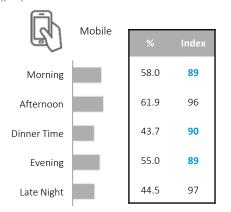
Number of Connections

Across all social media

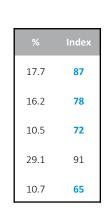


Social Media Access

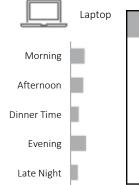
Typically use

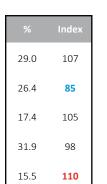


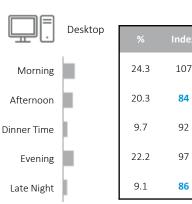




work/professional contacts







84

92

97



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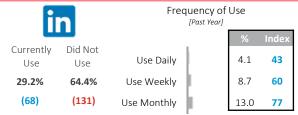
Social Media Usage

Facebook Frequency of Use

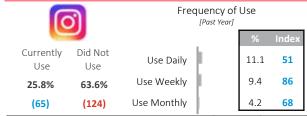
1000			[Past Year]		
				%	Index
Currently Use	Did Not Use	Use Daily		58.5	103
81.1%	17.6%	Use Weekly		14.8	100
(103)	(98)	Use Monthly		7.5	111
			13 24 2		

· ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' '		
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	52.1	95
Comment/Like other users' posts	47.9	106
Use Messenger	41.8	98
Watch videos	38.7	95
Watch live videos	17.1	94
Click on an ad	11.6	104
Like or become a fan of a page	10.9	89
Post photos	8.3	69
Update my status	7.3	63
Post videos	6.0	85
Create a Facebook group or fan page	1.6	29
Give to a Facebook fundraiser (!)	1.5	45
Create a Facebook fundraiser (!)	0.7	27

LinkedIn

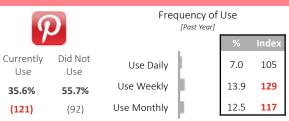


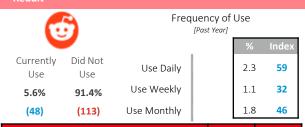
(68)	(131)	Use Monthly		13.0) 77
Participate In	* (at least a	few times per wee	ek) % C	omp	Index
Read your ne	wsfeed		5	.9	52
Watch videos	5		3	.9	56
Search and re	eview other p	orofiles	3	.7	57
View a job po	sting		2	.3	27
Comment on	content		2	.1	53
Create a coni	nection		2	.0	42
Post an articl	e, video or p	icture (!)	1	.3	44
Click on an ac	d (!)		1	.0	30
Update your	profile infori	mation	0	.9	27
Participate in	LinkedIn for	rums (!)	0	.8	32
Join a Linkedl	n group (!)		0	.7	29
Request a red	commendati	on (!)	0	.7	25



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	15.9	57
Like photos/videos	12.3	53
Comment on photos/videos	7.1	55
Send direct messages	6.0	48
Watch live videos	5.5	50
Post photos/videos	2.6	33
View a brand's page	2.5	29
Watch IGTV videos	1.1	16
Click on ads	1.0	20

Pinterest

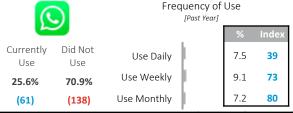




Participate In* (at least a few times per month)	% Comp	Index
View content	2.7	33
Follow specific Subreddits	0.5	13
Vote on content	0.5	15
Post content	0.2	10

Source: Environics Analytics 2021

WhatsApp



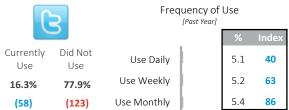
Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	14.0	51
Send/receive images	12.9	52
Use group chats	8.7	46
Use voice calls	5.6	45
Send/receive documents and files	3.1	28



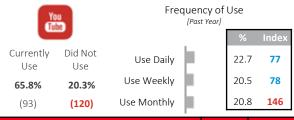
PRIZM Segments Included (by SESI): 33 Market: Alberta



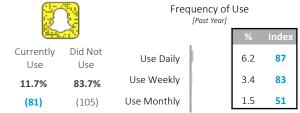
Social Media Usage



(58) (123) Ose Monthly		- 00
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	9.2	51
Watch videos	4.6	42
Respond to tweets	2.3	36
Watch live videos	2.2	34
Tweet	2.1	31
Retweet	2.1	29
Share a link to a blog post or article of interest	2.0	32
Send or receive direct messages	1.7	28
Follow users who follow you	1.6	29
Actively follow new users	1.6	31
Click on an ad	0.4	13



(93)	(120)	Ose Monthly	г.	20.6	3 140
Participate In ³	(at least a	few times per w	eek)	% Comp	Index
Watch videos				35.7	75
Like or dislike videos				14.2	87
Watch live vid	eos			12.5	80
Leave comme	nt or post re	esponse on video		8.3	116
Click on an ad				5.1	79
Share videos				4.6	52
Embed a video on a web page or blog			1.3	29	
Create and post a video				0.6	16



Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	8.0	93
Send photos/videos	6.4	89
Send direct text messages	5.7	81
Use filters or effects	3.7	83
Use group chat	2.2	56
Read Snapchat discover/News	1.9	48
View a brand's snaps	0.6	23
Use video chat	0.4	19
View ads	0.3	14

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	3.9	75
Listen to a comedy podcast	2.5	73
Listen to a news podcast	1.8	41
Subscribe to another genre of podcast	1.7	57
Listen to an educational podcast	1.5	33
Listen to a technology focused podcast	0.7	26
Listen to a sports podcast	0.7	23
Subscribe to a comedy podcast (!)	0.7	40
Subscribe to a sports podcast**	0.7	27
Subscribe to a educational podcast	0.5	25
Subscribe to a technology podcast (!)	0.5	28
Listen to a business podcast	0.5	15
Subscribe to a business podcast (!)	0.3	19
Subscribe to a news podcast	0.2	11

Other Social Media Platforms

Tik Tok Tinder Did Not Currently Did Not Currently Use Use Use Use 1.0% 97.4% 6.4% 89.8% (41)(103)(89)(103)

Frequency of Use -Tinder [Past Year]



(!) Indicates small sample size

Based on Household Population 18+

Index 0.5 50 8 0.1