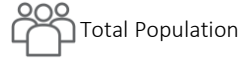


Overview

- Of the 9 EQ Traveller Types identified in Canada, No Hassle Travellers rank **8th**, making up **118,852** households, or **5.9%** of the total Households in British Columbia (2,018,734).
- The Median Household Maintainer Age is **54**, **45%** of couples have children living at home (Average).
- Average Household Income of **\$122,879** compared to BC at \$113,574.
- Top 3 Social Values:** Need for Escape, Emotional Control, Attraction to Nature
- Top Tourism Activities:** Camping, Swimming, Cycling. **Above average** interest in Camping, Cycling, Visiting National/Provincial Parks, Fishing/Hunting, Golfing
- Average** interest for travelling within Canada (Above Average for BC, Vancouver, Alberta, Calgary, Banff, Jasper), No Hassle Travellers from British Columbia spent an average of **\$1,596** (Average) on their last vacation.
- 77%** currently use Facebook (Average), **36%** use Instagram (Average), **24%** use Twitter (Average) and **69%** use YouTube (Average).

Market Sizing



Total Population

Target Group: 334,368 | 6.6%
Market: 5,102,265



Total Households

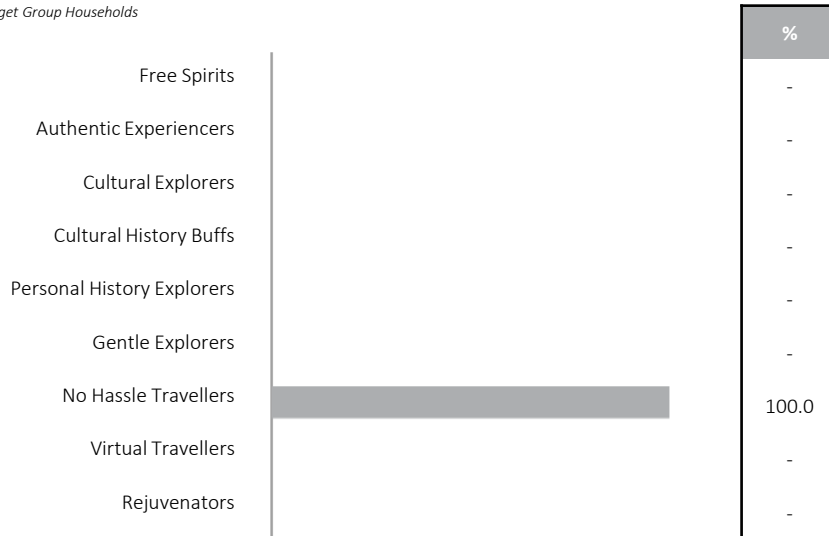
Target Group: 118,852 | 5.9%
Market: 2,018,734

Top Geographic Markets

Census Subdivision	Target Group			Market	
	% of Group	% of Market	Index	HH Count	% of Market
Surrey, BC (CY)	7.8	5.1	87	181,001	9.0
Kamloops, BC (CY)	5.6	16.9	287	39,686	2.0
Maple Ridge, BC (CY)	5.2	19.0	323	32,426	1.6
Kelowna, BC (CY)	5.0	9.8	166	60,470	3.0
Chilliwack, BC (CY)	4.4	14.8	252	35,457	1.8
Abbotsford, BC (CY)	3.6	8.3	141	52,233	2.6
Langley, BC (DM)	3.0	7.7	131	45,647	2.3
West Kelowna, BC (DM)	2.8	24.6	418	13,454	0.7
Prince Rupert, BC (CY)	2.5	55.7	944	5,259	0.3
Langford, BC (CY)	2.2	16.0	271	16,447	0.8

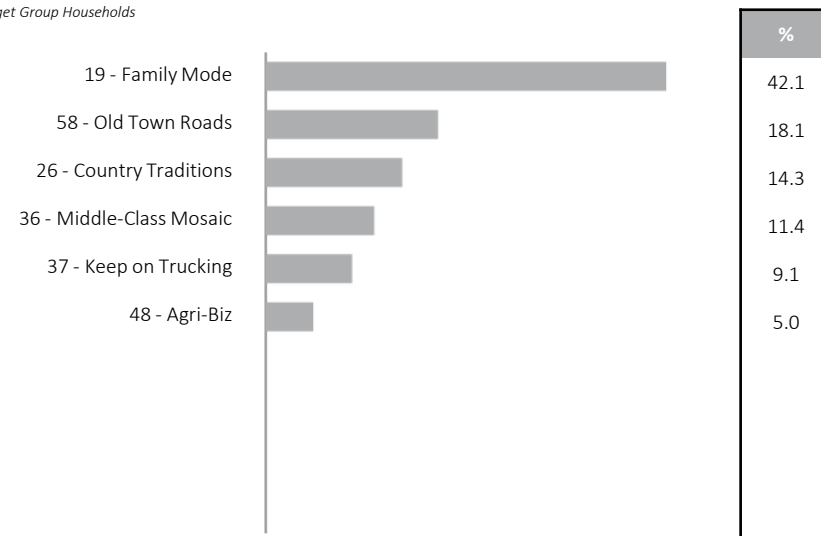
EQ Segments

% of Target Group Households

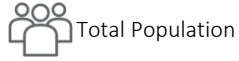


Top PRIZM Segments

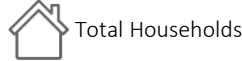
% of Target Group Households



Demographic Profile



Total Population
Target Group: 334,368 | 6.6%
Market: 5,102,265

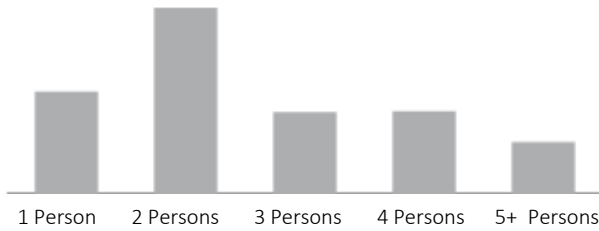


Total Households
Target Group: 118,852 | 5.9%
Market: 2,018,734

Average Household Income

\$122,879
(108)

Household Size*



Median Household Maintainer Age

54
(100)

	1 Person	2 Persons	3 Persons	4 Persons	5+ Persons
%	20.3	36.8	16.1	16.4	10.3
Index	70	105	110	128	123

Marital Status**

62.5%
(110)

Married/Common-Law

Family Composition***

44.6%
(107)

Couples With Kids at Home

Education**

31.6%
(107)

High School Certificate Or Equivalent

Visible Minority Presence*

15.0%
(46)

Belong to a visible minority group

Non-Official Language*

1.0%
(31)

No knowledge of English or French

Immigrant Population*

16.4%
(57)

Born outside Canada

Psychographics**

Strong Values

Weak Values

Need for Escape	123	75	Need for Status Recognition
Rejection of Orderliness	118	77	Ostentatious Consumption
Emotional Control	116	78	Brand Genuineness
Technology Anxiety	116	78	Active Government
Attraction to Nature	112	78	Pursuit of Novelty

Key Social Values

Need for Escape Index = 123	Emotional Control Index = 116	Attraction to Nature Index = 112
Racial Fusion Index = 111	Flexible Families Index = 111	National Pride Index = 111
Legacy Index = 109	Work Ethic Index = 107	Brand Apathy Index = 106
Primacy of the Family Index = 105	Ecological Fatalism Index = 105	Social Intimacy Index = 104

































Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	85.1	101
Gardening	60.5	101
Home exercise & home workout	56.1	103
Camping	55.7	111
Swimming	55.5	105

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	46.9	89
Parks & city gardens	43.9	102
Bars & restaurant bars	36.1	98
Movies at a theatre/drive-in	35.5	97
Art galleries, museums & science centres	32.1	96

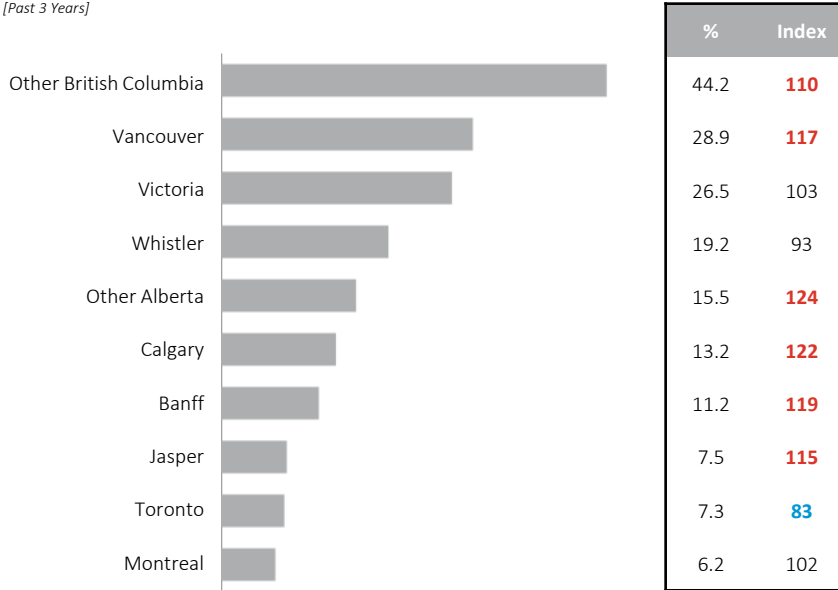
Key Tourism Activities**

Camping  55.7% (111)	Swimming  55.5% (105)	Cycling  51.2% (112)	Hiking & backpacking  50.4% (101)	Parks & city gardens  43.9% (102)	Photography  40.9% (104)	Canoeing & kayaking  37.7% (107)	Bars & restaurant bars  36.1% (98)
National or provincial park  31.6% (110)	Fishing & hunting  31.5% (129)	Golfing  31.4% (118)	Cross country skiing & snowshoeing  27.9% (114)	Ice skating  25.8% (114)	Pilates & yoga  21.5% (94)	Specialty movie theatres/IMAX  21.0% (100)	Downhill skiing  20.7% (109)
Historical sites  20.7% (107)	Sporting events  19.3% (113)	Zoos & aquariums  16.6% (103)	Hockey  14.6% (126)	ATV & snowmobiling  14.4% (118)	Theme parks, waterparks & water slides  14.0% (115)	Video arcades & indoor amusement centres  13.1% (85)	Power boating & jet skiing  12.6% (104)
Adventure sports  10.5% (89)	Beer, food & wine festivals  10.0% (90)	Curling  8.2% (106)	Snowboarding  8.1% (97)	Music festivals  7.5% (89)	Marathon or similar event  5.4% (97)	Inline skating  5.3% (119)	Film festivals  4.6% (73)

Travel Profile

Top Canadian Destinations*

Visited [Past 3 Years]



Vacation Booking*

Used [Past 3 Years]

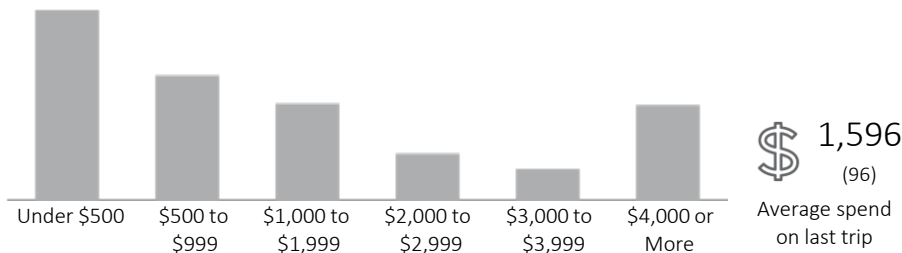


Booked With [Past Year]**



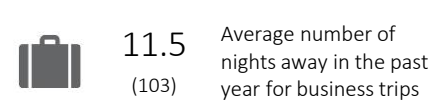
Vacation Spending

Spent Last Vacation

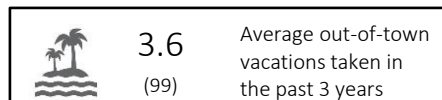


Travel Type & Frequency

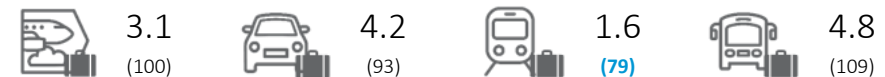
Business Trips



Personal Trips

















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



Travel Profile














Accommodation Preferences*

Used [Past 3 Years]

 Hotel 55.7% (98)	 Friends/relatives 43.8% (103)	 All-inclusive resort 16.8% (108)	 Camping 26.3% (110)	 Vacation rental by owner 23.4% (98)	 Motel 23.0% (117)	 Cottage 9.3% (100)
 B&B 12.7% (92)	 Condo/apartment 12.1% (94)	 RV/camper 15.2% (120)	 Cruise ship 10.9% (97)	 Package tours 4.9% (98)	 Spa resort 5.7% (104)	 Boat 3.5% (94)









Airline Preferences**

Flown [Past Year]

 Air Canada 31.7% (87)	 West Jet 30.1% (100)	 Air Transat 6.5% (104)	 Porter Airlines 0.1% (92)	 Other Canadian 6.3% (112)
 Delta Airlines 5.4% (100)	 United Airlines 7.3% (116)	 American Airlines 5.8% (132)	 Other American 9.3% (114)	
 European Airlines 6.7% (88)	 Asian Airlines 6.0% (97)	 Other Charter 2.7% (124)	 Other 6.2% (88)	

Car Rental*

Rented From [Past Year]

 Enterprise 5.6% (112)	 Budget 5.7% (145)	 Avis 2.9% (136)	 U-Haul 2.4% (161)
 Hertz 2.8% (123)	 National (!) 4.2% (146)	 Discount (!) 1.3% (148)	 Other Rentals 4.2% (113)

Media

Overall Level of Use

Radio



12 hours/week
(104)

Television



1,180 minutes/week
(101)

Newspaper



1 hours/week
(83)

Magazine



9 minutes/day
(107)

Internet



238 minutes/day
(101)

Top Radio Programs*

Programs [Weekly]

	%	Index
News/Talk	32.5	91
Adult Contemporary	21.2	109
Classic Hits	16.4	121
Multi/Variety/Specialty	15.1	103
Today's Country	12.6	136
Classic Rock	11.4	117
Mainstream Top 40/CHR	10.5	85
Modern/Alternative Rock	7.7	88
Not Classified	7.3	100
Hot Adult Contemporary	7.1	89

Top Television Programs*

Programs [Average Week]

	%	Index
Movies	43.4	100
Evening local news	42.7	103
News/current affairs	33.4	104
Primetime serial dramas	29.7	99
Suspense/crime dramas	28.5	98
Documentaries	25.8	103
Morning local news	25.6	113
Situation comedies	24.0	108
Home renovation/decoration shows	23.4	102
Cooking programs	22.7	103

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	55.2	98
National News	51.1	96
International News & World	50.1	97
Health	30.6	90
Movie & Entertainment	28.3	93
Editorials	27.4	89
Food	26.2	90
Sports	22.6	93
Business & Financial	22.4	90
Travel	22.4	89

Top Magazine Publications*

Read [Past Month]

	%	Index
Other English-Canadian	10.9	107
Other U.S. magazines	10.3	106
Maclean's	8.2	123
National Geographic	7.6	126
Canadian Living	6.6	109
Reader's Digest	6.5	120
People	5.4	132
Chatelaine (English edition)	4.3	128
Air Canada enRoute	4.2	125
Cineplex Magazine	4.1	122

Top Internet Activities*

Activity [Past Week]

	%	Index
Send/receive email	69.3	101
Send/receive a text/instant message	63.1	102
Participate in an online social network	58.1	107
Do banking/pay bills online	49.9	99
Take pictures/video	49.2	101
Use maps/directions service	48.2	97
Use apps	47.3	101
Internet search - business, services, products	44.3	96
Access a news site	43.0	101
Watch a subscription-based video service	38.0	103

Top Mobile Activities*

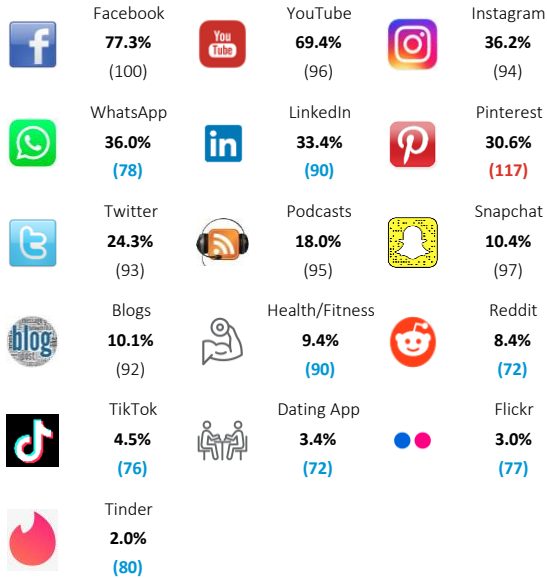
Activity [Past Week]

	%	Index
Send/receive a text/instant message	58.3	102
Send/receive email	46.6	101
Take pictures/video	46.0	101
Use apps	42.2	99
Use maps/directions service	39.2	97
Participate in an online social network	39.1	103
Access a news site	25.5	94
Internet search - business, services, products	25.3	88
Watch free streaming music videos	20.9	107
Do banking/pay bills online	20.7	92

Media

Social Media Platforms

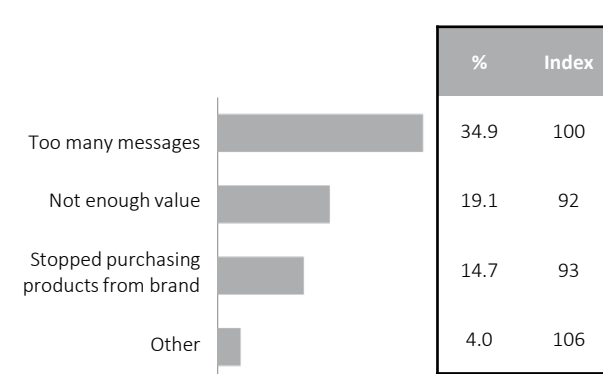
Usage [Currently Use]



Reasons to Follow Brands

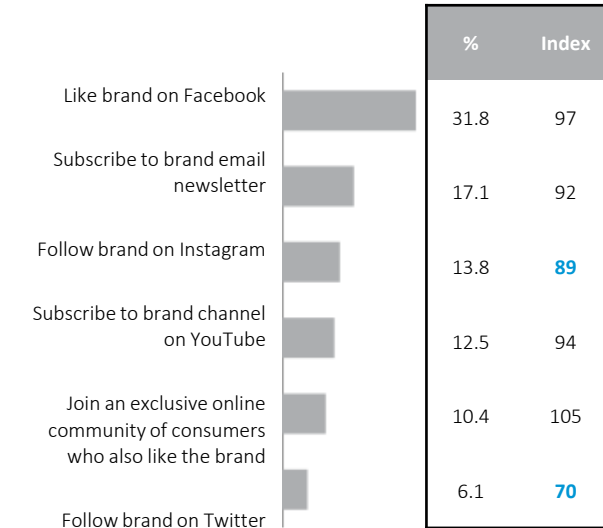


Reasons to Unfollow Brands

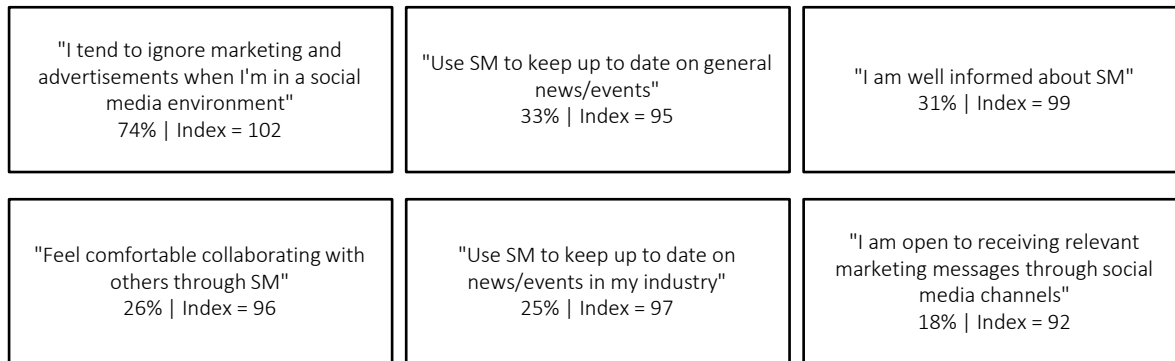


Actions Taken using Social Media

Variables with Response "Yes"



Social Media Attitudes



Product Preferences

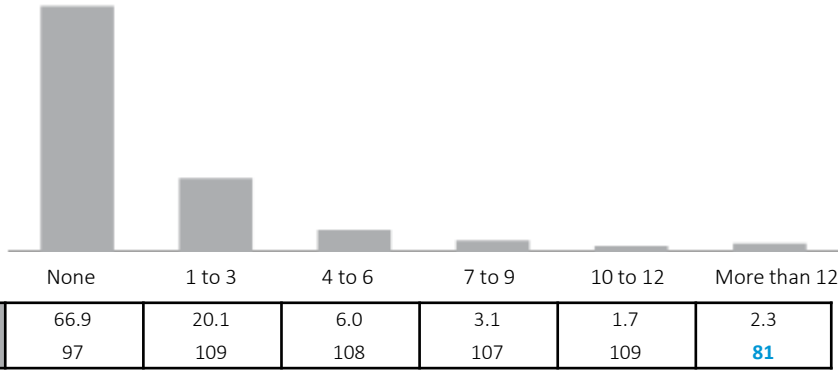
Variables with "Agree" Statements

"I have tried a product/service based on a personal recommendation" 75% Index = 103	"I would like to eat healthy foods more often" 74% Index = 98	"I consider myself to be informed on current events or issues" 72% Index = 103	"I generally achieve what I set out to do" 70% Index = 101	"I value companies who give back to the community" 67% Index = 100
"I am very concerned about the nutritional content of food products I buy" 64% Index = 98	"I make an effort to buy local produce/products" 62% Index = 96	"Family life and having children are most important to me" 59% Index = 105	"When I shop online I prefer to support Canadian retailers" 59% Index = 103	"I like to cook" 58% Index = 101
"I like to try new places to eat" 56% Index = 103	"It's important to buy products from socially-responsible/environmentally-friendly companies" 54% Index = 96	"I am interested in learning about different cultures" 52% Index = 91	"I offer recommendations of products/services to other people" 51% Index = 97	"I like to try new and different products" 47% Index = 97
"I am adventurous/"outdoorsy"" 44% Index = 107	"Free-trial/product samples can influence my purchase decisions" 41% Index = 103	"Vegetarianism is a healthy option" 36% Index = 97	"I am willing to pay more for eco-friendly products" 33% Index = 89	"I prefer to shop online for convenience" 31% Index = 102
"Staying connected via social media is very important to me" 29% Index = 105	"I lead a fairly busy social life" 25% Index = 95	"Advertising is an important source of information to me" 25% Index = 110	"I consider myself to be sophisticated" 20% Index = 101	"I enjoy being extravagant/indulgent" 19% Index = 102

Product Preferences

Beer Consumption

Drinks [Past Week]



Drinks

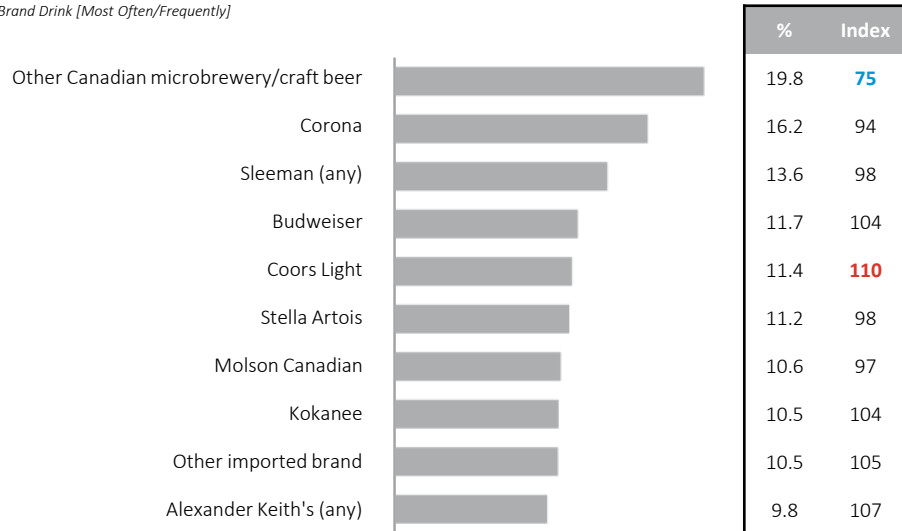
Drank [Past Month]	% Comp	Index
Canadian wine	24.7	115
Liqueurs (any)	12.7	113
Cider	11.6	98

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	15.1	96

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	19.8	75

Top 10 Beers*

Brand Drink [Most Often/Frequently]



Wine Details

Drank [Past Month]

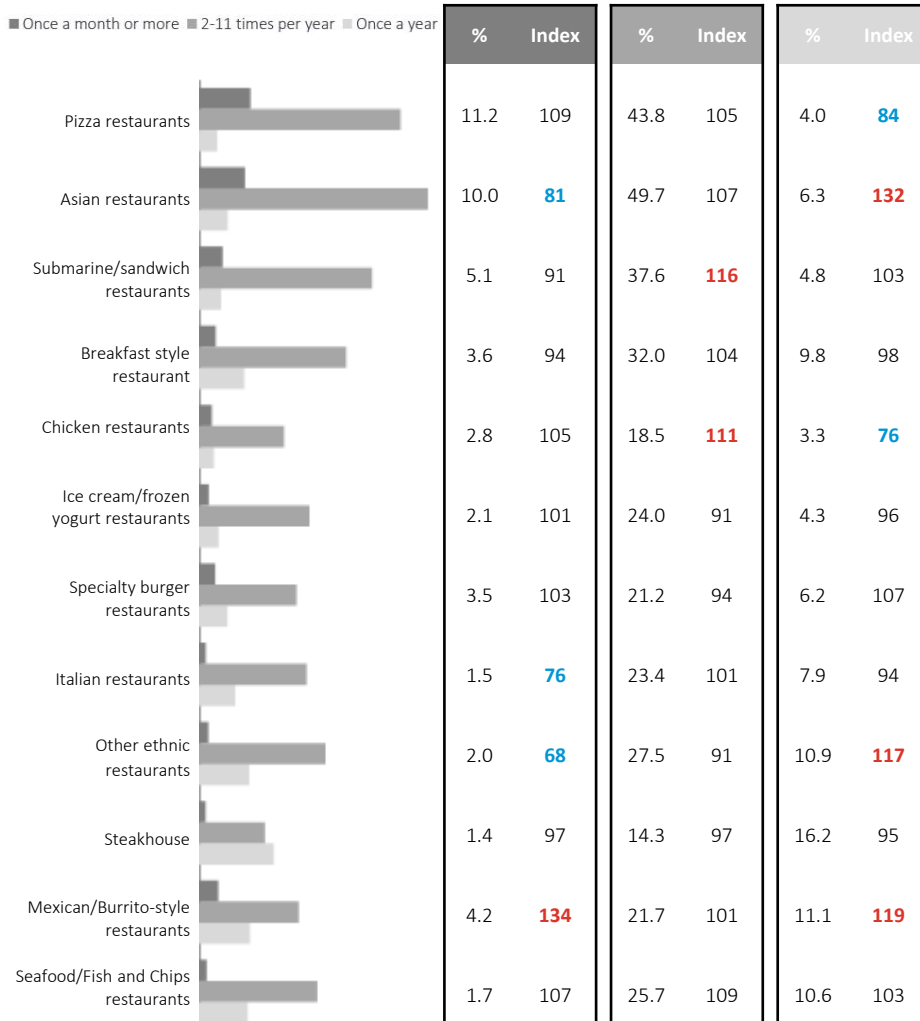


Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]

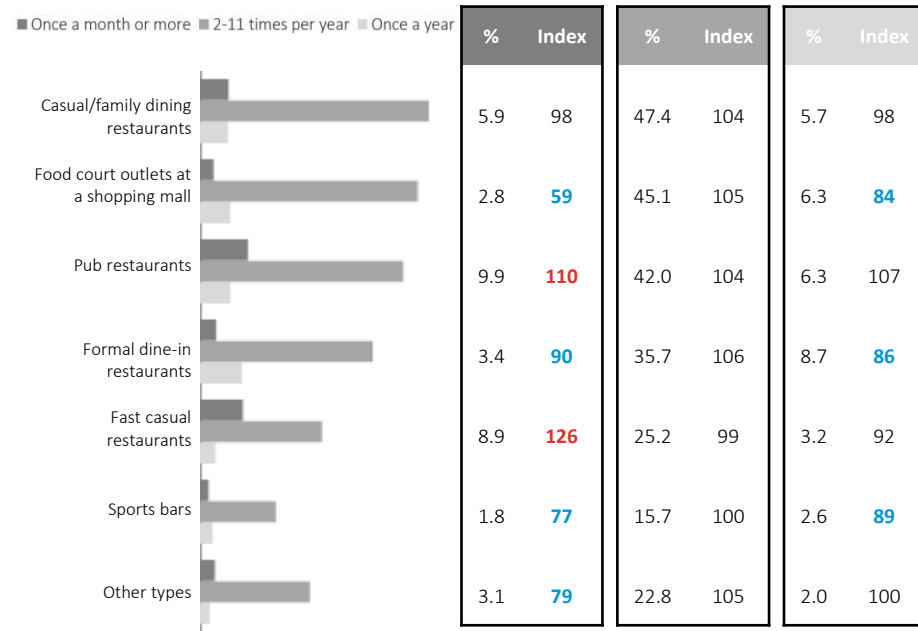
■ Once a month or more ■ 2-11 times per year ■ Once a year



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
28.8%
(94)



Other Organic Food
17.2%
(104)



Organic Meat
10.4%
(100)

Product Preferences

Demographics



Rent
18.4%
(57)



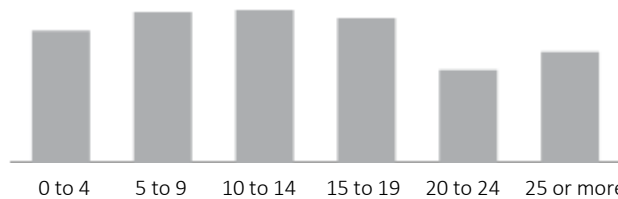
Own
81.4%
(121)



Households with
Children at Home

43.8%
(118)

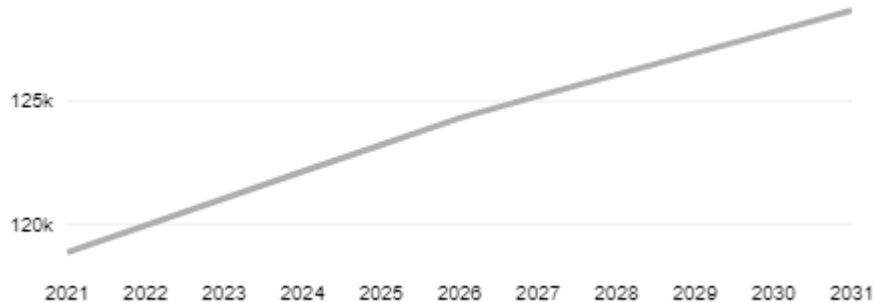
Age of Children at Home



%	16.8	19.2	19.5	18.4	11.8	14.2
Index	107	112	113	104	87	76

Demographic Trends

Household Projections



Name	2021	2024	2026	2031
Count	118,852	122,139	124,318	128,697
% Change	-	2.8	4.6	8.3
Index	-	99	99	95

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

Loyalty Programs*

Member



Internet Activity

Activity [Past Week]

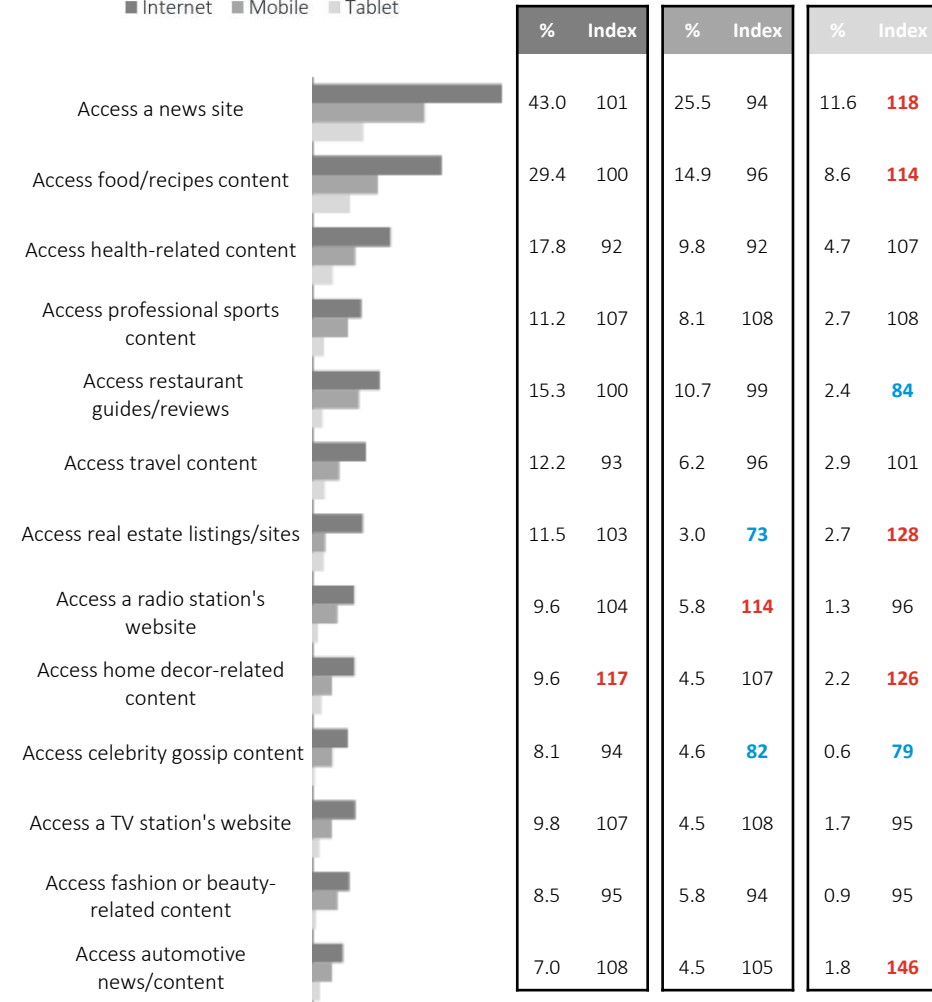
	Internet Activity*	%	Index	Internet Activity via Mobile	%	Index	Internet Activity via Tablet	%	Index
Send/receive email	69.3	101	46.6	101	14.3	116			
Send/receive a text/instant message	63.1	102	58.3	102	8.4	120			
Participate in an online social network	58.1	107	39.1	103	11.5	123			
Do banking/pay bills online	49.9	99	20.7	92	7.5	119			
Take pictures/video	49.2	101	46.0	101	8.0	119			
Use apps	47.3	101	42.2	99	11.4	93			
Use maps/directions service	48.2	97	39.2	97	7.5	132			
Internet search - business, services, products	44.3	96	25.3	88	12.7	113			
Watch a subscription-based video service (e.g. Netflix)	38.0	103	18.1	111	8.5	93			
Watch free streaming music videos	34.1	108	20.9	107	7.9	116			
Watch other online free streaming videos	28.1	93	16.8	85	4.8	86			
Compare products/prices while shopping	26.8	92	15.5	89	4.5	118			
Play/download online games	27.3	105	16.4	109	7.2	115			
Research products/services	33.1	100	19.2	100	7.5	111			
Listen to music via streaming video service (e.g. YouTube)	26.3	108	16.9	109	4.0	125			
Share/refer/link friends to a website or an article	22.9	104	16.5	105	3.6	119			
Listen to Internet-only music service (e.g. Spotify)	23.3	104	18.1	103	2.4	126			
Purchase products or services	26.7	102	11.0	104	3.9	115			
Consult consumer reviews	25.4	103	12.8	89	5.2	108			
Use online telephone directory	20.8	107	14.2	112	2.8	112			
Use ad blocking software	19.5	100	7.6	117	4.8	129			
Download any video content (free or paid)	12.5	99	3.4	87	2.3	113			
Read or look into online newspapers	13.2	105	5.9	96	3.8	123			
Download music/MP3 files (free or paid)	13.8	105	10.2	117	1.7	94			
Click on an Internet advertisement	15.1	113	7.2	103	2.4	126			
Listen to a podcast	14.0	98	11.3	103	2.4	144			
Listen to a radio broadcast via streaming audio	8.7	110	5.1	108	1.1	116			
Download/print/redeem discount coupon	11.5	107	7.1	111	0.4	74			
Watch a TV broadcast via streaming video	7.5	94	2.6	83	2.1	100			
Enter online contests	10.0	107	6.8	113	2.2	178			
Place/respond to an online classified advertisement	12.3	114	7.9	120	1.8	130			
Receive store offers by SMS	9.5	116	9.4	117	-	-			
Read or look into online magazines	8.5	113	3.8	111	2.1	130			
Scan mobile tagging barcode/QR	8.0	118	7.6	117	-	-			
Watch streaming purchased/rented videos (e.g. iTunes)	2.9	122	-	-	-	-			
Purchase group deal (e.g. Groupon)	4.4	135	2.0	111	-	-			

Internet Activity

Top Website Types*

Activity [Past Week]

■ Internet ■ Mobile ■ Tablet



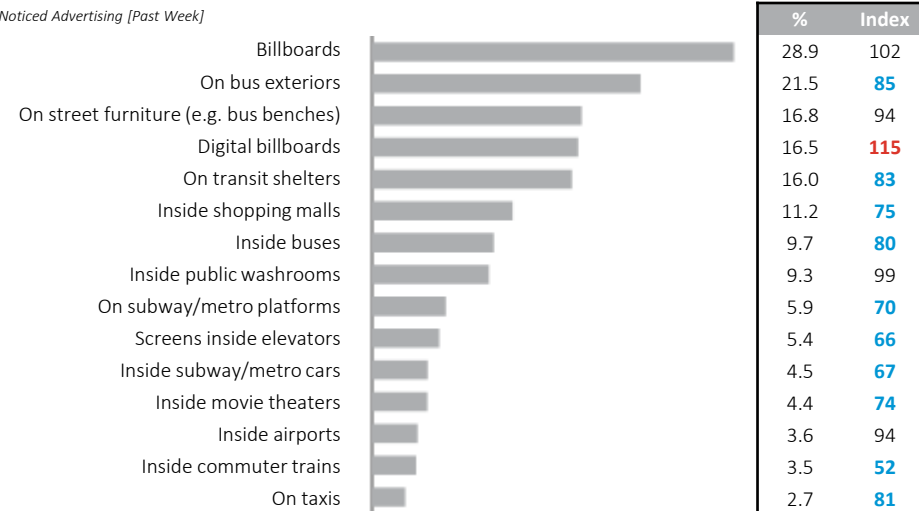
Direct Media Usage

Frequency of Use [Occasionally/Frequently]



Out of Home Advertising

Noticed Advertising [Past Week]



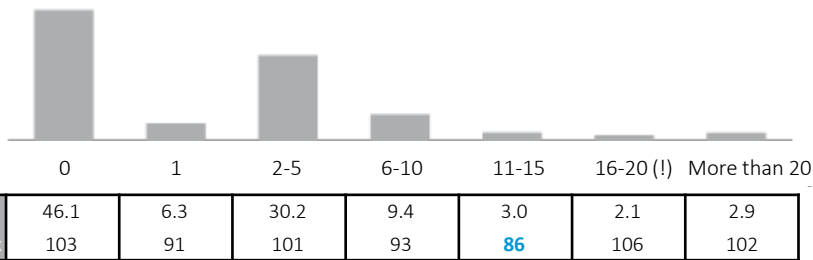
Social Media Usage

Social Media Overview

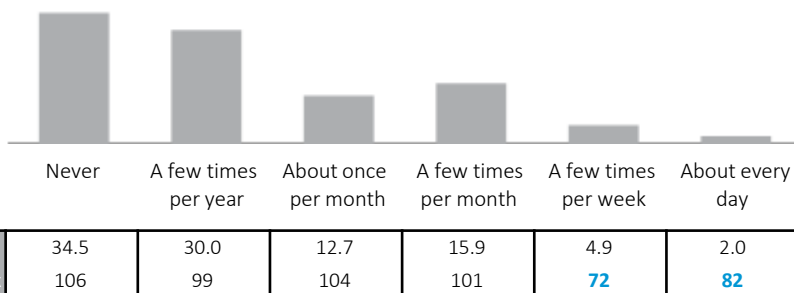
- **Internet and Social Media Usage: 44%** search for Businesses, Services and Products online (Average), **12%** access Travel Content Websites (Average).
- **60%** of No Hassle Travellers from British Columbia tend to access social media on their mobile phones during the morning hours, **56%** during the afternoon hours.
- **6%** seek recommendations for Vacation/Travel Information via social media (Below Average).

Brand Interaction

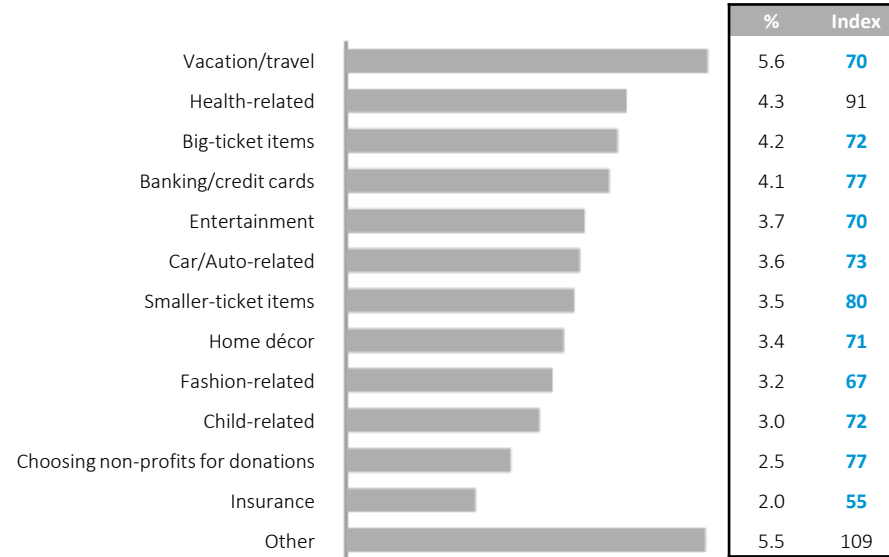
Number of Brands Interacted with via Social Media
[Past Year]



Rate or Review Products or Services
[Frequency of Participation]



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"
88% | Index = 105

"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"
71% | Index = 105

"Use SM to stay connected with personal contacts"
47% | Index = 103

Social Media Usage

Frequency of Participation*

A few times per week or more

Participate In	% Comp	Index
View friends' photos online	50.1	105
Watch video online	42.4	92
Chat in online chats	39.5	97
Read article comments	38.1	96
Read status updates/tweets	36.0	97
Listen to radio or stream music online	33.6	96
Share links with friends and colleagues	26.3	90
Click links in news feeds	18.8	82
Play games with others online	17.4	108
Post photos online	13.6	101
Read blogs	13.5	85
Update your status on a social network	9.6	89
Chat in online forums	9.0	88
Check in with locations	7.3	83
Comment on articles or blogs	7.0	81
Rate or review products online	6.9	75
Share your GPS location	6.2	75
Post videos online	5.2	91
Publish blog, Tumblr, online journal	2.2	60

Social Media Uses*

A few times per week or more

	%	Index
Stay connected with family	48.6	105
Stay connected with personal contacts	48.0	100
Keep up to date on general news/events	45.1	97
Keep up to date on news/events in my industry	24.1	94
Stay connected with work/professional contacts	15.1	83

Number of Connections

Across all social media

	%	Index
0-49	35.6	103
50-99	17.2	103
100-149	12.2	108
150-199	5.6	93
200-299	10.6	117
300-399	3.7	73
400-499	4.1	115
500-1000	7.1	90
More than 1000	3.8	69

Social Media Access

Typically use



Mobile

	%	Index
Morning	60.3	97
Afternoon	56.4	96
Dinner Time	40.4	92
Evening	54.6	95
Late Night	37.2	89



Tablet

	%	Index
Morning	23.8	115
Afternoon	21.4	105
Dinner Time	16.9	108
Evening	29.8	99
Late Night	18.4	104



Laptop

	%	Index
Morning	28.5	100
Afternoon	32.0	98
Dinner Time	18.7	95
Evening	34.5	96
Late Night	16.8	99



Desktop

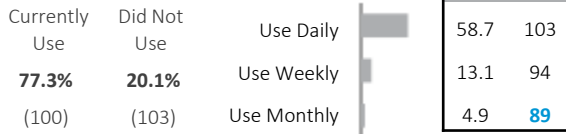
	%	Index
Morning	21.8	96
Afternoon	23.2	91
Dinner Time	12.1	95
Evening	22.9	94
Late Night	11.2	89

Social Media Usage

Facebook



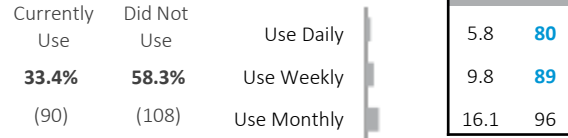
Frequency of Use
[Past Year]



LinkedIn



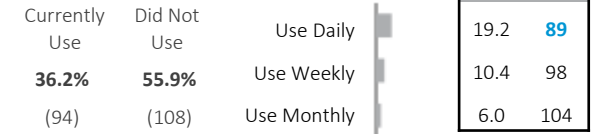
Frequency of Use
[Past Year]



Instagram



Frequency of Use
[Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	53.9	100
Comment/Like other users' posts	47.1	104
Use Messenger	46.7	107
Watch videos	38.1	98
Watch live videos	15.2	96
Post photos	13.5	100
Update my status	10.6	96
Like or become a fan of a page	9.9	97
Click on an ad	8.8	87
Post videos	4.9	91
Create a Facebook group or fan page	2.8	75
Give to a Facebook fundraiser (!)	1.4	56
Create a Facebook fundraiser (!)	1.3	58

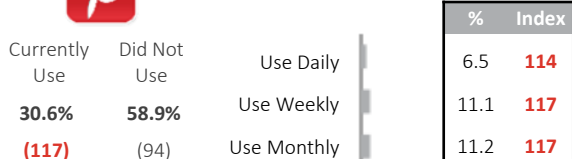
Participate In* (at least a few times per week)	% Comp	Index
Read your newsfeed	6.0	79
View a job posting	3.7	66
Watch videos	3.2	79
Search and review other profiles	3.0	67
Create a connection	2.1	70
Comment on content	1.4	60
Click on an ad (!)	1.1	55
Update your profile information	1.0	50
Participate in LinkedIn forums (!)	0.9	58
Post an article, video or picture (!)	0.9	58
Request a recommendation (!)	0.8	53
Join a LinkedIn group (!)	0.7	53

Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	25.6	92
Like photos/videos	21.6	94
Comment on photos/videos	11.6	89
Send direct messages	10.9	85
Watch live videos	10.3	94
Post photos/videos	7.1	90
View a brand's page	6.9	85
Watch IGTV videos	5.0	77
Click on ads	3.8	82

Pinterest



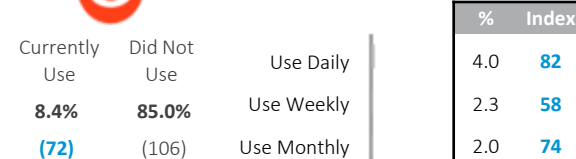
Frequency of Use
[Past Year]



Reddit



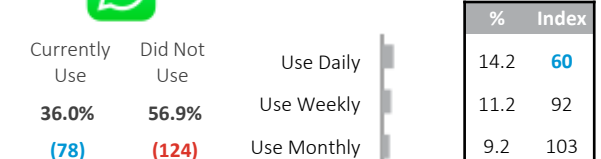
Frequency of Use
[Past Year]



WhatsApp



Frequency of Use
[Past Year]

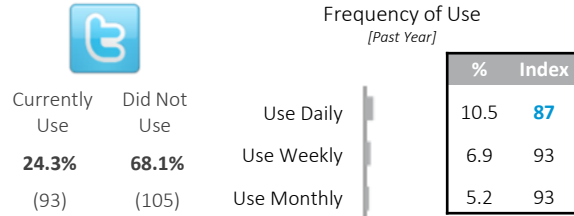


Participate In* (at least a few times per month)	% Comp	Index
View content	6.8	74
Follow specific Subreddits	4.3	83
Vote on content	3.8	80
Post content	1.8	71

Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	22.3	71
Send/receive images	19.4	68
Use group chats	14.1	64
Use voice calls	8.3	63
Send/receive documents and files	8.1	59

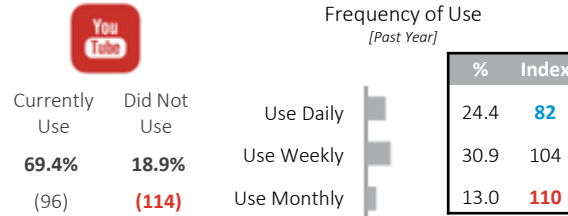
Social Media Usage

Twitter



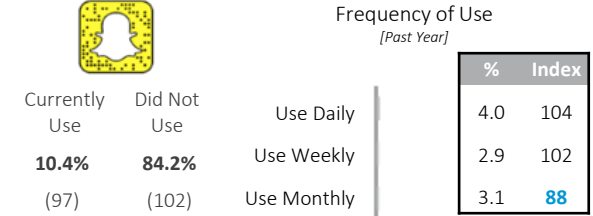
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	15.3	91
Watch videos	6.8	77
Tweet	5.3	84
Retweet	4.8	86
Send or receive direct messages	4.6	82
Share a link to a blog post or article of interest	4.4	88
Respond to tweets	4.1	75
Actively follow new users	3.5	81
Watch live videos	3.1	69
Follow users who follow you	2.7	65
Click on an ad	2.3	73

YouTube



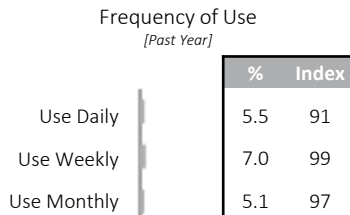
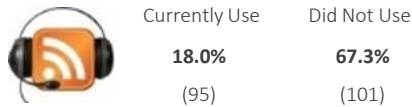
Participate In* (at least a few times per week)	% Comp	Index
Watch videos	42.7	90
Like or dislike videos	12.4	84
Watch live videos	12.0	83
Leave comment or post response on video	7.4	89
Share videos	6.5	76
Click on an ad	5.0	74
Embed a video on a web page or blog	2.8	71
Create and post a video	2.4	74

Snapchat



Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	5.6	113
Send photos/videos	4.3	101
Send direct text messages	4.2	96
Use filters or effects	2.8	86
Use group chat	2.7	95
Use video chat	1.6	83
Read Snapchat discover/News	1.5	68
View ads	1.3	70
View a brand's snaps	1.3	70

Audio Podcasts



Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	5.9	108
Listen to a news podcast	4.5	90
Listen to an educational podcast	4.3	83
Listen to a comedy podcast	3.4	89
Listen to a business podcast	3.0	83
Subscribe to an educational podcast	2.1	96
Subscribe to another genre of podcast	2.1	85
Subscribe to a comedy podcast (!)	1.9	93
Subscribe to a news podcast	1.9	82
Listen to a technology focused podcast	1.7	82
Listen to a sports podcast	1.5	77
Subscribe to a sports podcast**	1.3	65
Subscribe to a technology podcast (!)	1.1	94
Subscribe to a business podcast (!)	0.8	64

Other Social Media Platforms

