

PRIZM Segments Included (by SESI): 21 Market: British Columbia



Overview

Of the 67 PRIZM Clusters identified in Canada, Scenic Retirement rank 3rd, making up 93,530 households, or 4.6% of the total Households in British Columbia (2,018,734).

The Median Household Maintainer Age is 64, 60.6% of couples do not have children living at home (Above Average).

Average Household Income of \$106,335 compared to BC at \$113,574.

Top 3 Social Values: Duty, Emotional Control, and Cultural Assimilation.

Top Tourism Activities: Swimming, Hiking/Backpacking, and Camping. Above Average interest in Visiting Parks/City Gardens, Photography, and Fishing/Hunting.

Above Average interest for travelling within Canada (Above Average for Other BC, Vancouver, Other Alberta, Calgary, Banff, Ottawa, and Manitoba), Scenic Retirement from British Columbia spent an average of \$1,847 (Above Average) on their last vacation.

78.4% currently use Facebook, 30.6% use Instagram (Below Average), 20.7% use Twitter (Below Average), and 70% use YouTube.

Market Sizing

Total Population

Target Group: 212,599 | 4.2% Market: 5,102,265

Total Households

Target Group: 93,530 | 4.6%

Market: 2,018,734

Top Geographic Markets

	Target Group		Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
North Cowichan, BC (DM)	4.2	28.5	616	13,661	0.7
Saltspring Island, BC (RDA)	3.8	70.3	1,521	5,116	0.3
Parksville, BC (CY)	3.5	51.4	1,110	6,362	0.3
Nanaimo, BC (CY)	3.4	7.6	164	42,228	2.1
Summerland, BC (DM)	3.4	63.8	1,375	5,002	0.2
Vernon, BC (CY)	3.3	15.5	334	19,653	1.0
Qualicum Beach, BC (T)	3.2	66.4	1,435	4,529	0.2
Courtenay, BC (CY)	2.9	20.9	451	13,052	0.6
Chilliwack, BC (CY)	2.9	7.6	165	35,457	1.8
Peachland, BC (DM)	2.6	86.2	1,857	2,778	0.1

EQ Segments

% of Target Group Households

Free Spirits Authentic Experiencers **Cultural Explorers** Cultural History Buffs Personal History Explorers Gentle Explorers No Hassle Travellers Virtual Travellers

Top PRIZM Segments

% of Target Group Households

21 - Scenic Retirement

100.0

Rejuvenators

100.0



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Demographic Profile



Target Group: 212,599 | 4.2% Market: 5,102,265

Total Households

Target Group: 93,530 | 4.6% Market: 2,018,734

Average Household Income

\$106,335 (94)

Median Household Maintainer Age

> 64 (118)

1 Person 2 Persons 3 Persons 4 Persons 5+ Persons

11.6

79

Household Size*

Marital Status**

Family Composition***

27.2

94

Education**

9.4

73



63.5% (111)



60.6% (138)

46.7

133



29.6% (101)

15.8%

(56)

5.1

61

Married/Common-Law Couples Without Kids at Home High School Certificate Or Equivalent

Visible Minority Presence*

Non-Official Language*

French

Immigrant Population*

5.8% (18)

Belong to a visible minority group

(10)No knowledge of English or

0.3%

Born outside Canada

Psychographics**

Strong Values		We	ak Values
Duty	130	55	Pursuit of Novelty
Emotional Control	127	57	Attraction For Crowds
Cultural Assimilation	123	66	Penchant for Risk
Utilitarian Consumerism	123	67	Status via Home
Legacy	123	69	Anomie-Aimlessness

Key Social Values

Emotional Control Index = 127

Legacy Index = **123** Primacy of Environmental Protection Index = **120**

National Pride

Index = **117**

Attraction to Nature Index = **116**

Ethical Consumerism Index = **116**

Community Involvement

Index = **115**

Primacy of the Family Index = **111**

Ecological Concern Index = 109

Need for Escape Index = 108

Brand Apathy Index = 108

Social Responsibility Index = 104



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Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	85.3	101
Gardening	65.6	110
Volunteer work	57.6	107
Fitness walking	57.2	110
Home exercise & home workout	56.9	105

Top 5 Activities Attended*		Index
Exhibitions, carnivals, fairs & markets	51.3	98
Parks & city gardens	48.1	111
Bars & restaurant bars	39.3	107
National or provincial park	36.2	126
Movies at a theatre/drive-in	34.7	94

Key Tourism Activities** Hiking & backpacking Parks & city gardens Fishing & hunting Swimming Camping Cycling Photography Bars & restaurant bars 54.8% 51.8% 50.0% 49.5% 48.1% 46.5% 39.3% 36.2% (104)(104)(100)(119)(107)(108)(111)(148)National or provincial Specialty movie Cross country skiing Canoeing & kayaking Historical sites Golfing Downhill skiing Sporting events park & snowshoeing theatres/IMAX 36.2% 34.9% 31.2% 27.0% 23.6% 21.1% 25.9% 20.3% (126)(99)(127)(139)(97)(112)(111)(119)Theme parks, Beer, food & wine Video arcades & indoor Power boating & jet Ice skating Pilates & yoga Zoos & aquariums ATV & snowmobiling waterparks & water festivals amusement centres skiing slides 20.0% 19.5% 16.5% 16.0% 14.3% 12.9% 12.3% 12.3% (88)(85)(102)(132)(117)(116)(80)(101)Film festivals Hockey Adventure sports Music festivals Curling Snowboarding Dinner theatres Inline skating 8.7% 6.1% 6.0% 5.5% 12.0% 11.6% 8.3% 7.3%

(98)

(104)

(104)

(117)

(107)

(158)

(73)

(122)

bcrts British Columbia Regional Tourism

Scenic Retirement

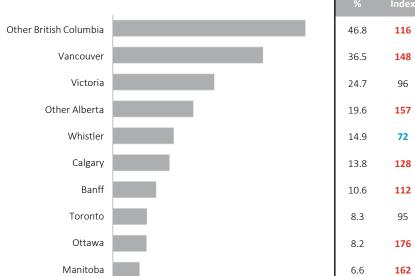
PRIZM Segments Included (by SESI): 21
Market: British Columbia



Travel Profile

Top Canadian Destinations*





Vacation Spending

Spent Last Vacation



\$ 1,847 (111)

Average spend on last trip

Vacation Booking*

Used [Past 3 Years]



%	Index
42.7	99
40.3	98
27.0	77
24.7	103
24.6	85
21.2	123
13.9	120
8.5	80

Booked With [Past Year]**







sunwing
Sunwing.ca

trivagoTrivago.ca

Expedia.com/ca Booking. 17.4% 8.3

8.3% travelocity (116)

E7

6.9% (**120**) \$ \$3

2.0% (122) 2.5% (115)

Travelocity.com/ca (!) 1.9% (105)

a (!) A

Airline Websites
13.8%

Discount Sites 2.9%

Other Travel 4.5% (84)

(93) (117)

Travel Type & Frequency

Business Trips



12.2 Average nights a

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



Personal Trips

3.7

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

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



3.2



3.6



1.5 (75)



6.0 **(135)**

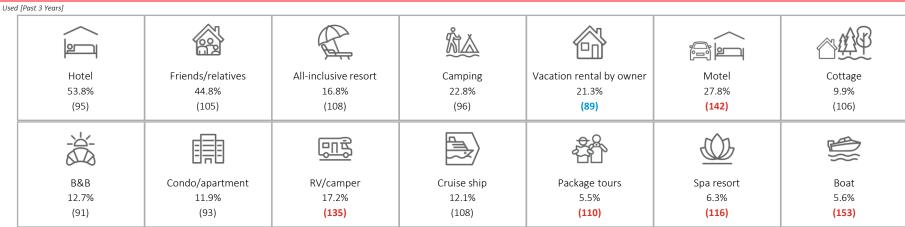


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Travel Profile

Accommodation Preferences*



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]





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Media

Overall Level of Use



12 hours/week (106)

Television

1,440 minutes/week (123)

Newspaper

1 hours/week (149)

Magazine

13 minutes/day (162)

Internet ((1))

202 minutes/day

(85)

Top Radio Programs*

Programs	[Weekly]

	%	Index
News/Talk	35.8	101
Multi/Variety/Specialty	19.5	133
Adult Contemporary	15.8	81
Classic Hits	15.1	111
Not Classified	9.5	130
Today's Country	9.5	103
Classic Rock	8.2	84
AOR/Mainstream Rock	7.3	194
Hot Adult Contemporary	5.4	67
Mainstream Top 40/CHR	4.1	33

Top Television Programs*

٠	rograms	[Average	WeekJ	
	rograms	[Average	vveekj	

Programs (Average Week)		
	%	Index
Evening local news	54.8	132
Movies	48.3	111
News/current affairs	40.8	127
Suspense/crime dramas	33.6	115
Primetime serial dramas	33.4	112
Morning local news	32.0	141
Documentaries	29.4	118
Home renovation/decoration shows	26.5	115
Hockey (when in season)	24.2	112
Situation comedies	24.0	108

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	63.9	113
International News & World	59.3	115
National News	56.9	107
Health	40.9	121
Editorials	36.4	117
Food	31.5	108
Sports	30.2	125
Travel	29.9	119
Movie & Entertainment	29.5	97
Business & Financial	24.7	99

Top Magazine Publications*

Read	[Past	Month1	

ead	[Past	Month,	1
eaa	[Past	iviontn	1

	%	Index
Other U.S. magazines	13.6	140
Other English-Canadian	13.5	133
Maclean's	11.2	168
Canadian Living	8.4	139
Reader's Digest	7.9	147
National Geographic	6.8	113
CAA Magazine	6.2	163
Canadian Geographic	5.1	157
People	4.9	120
Chatelaine (English edition)	4.8	140

Top Internet Activities*

Activity [Past Week]

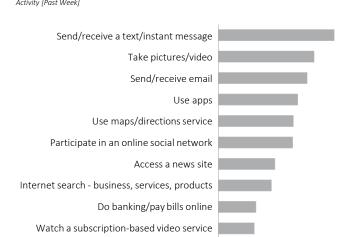


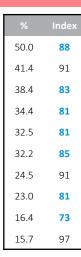
%	Index
68.5	99
57.6	93
50.6	93
47.7	94
46.6	94
45.9	94
44.5	97
42.6	91
42.0	98
37.7	103

Source: Environics Analytics 2021

Top Mobile Activities*

Activity [Past Week]



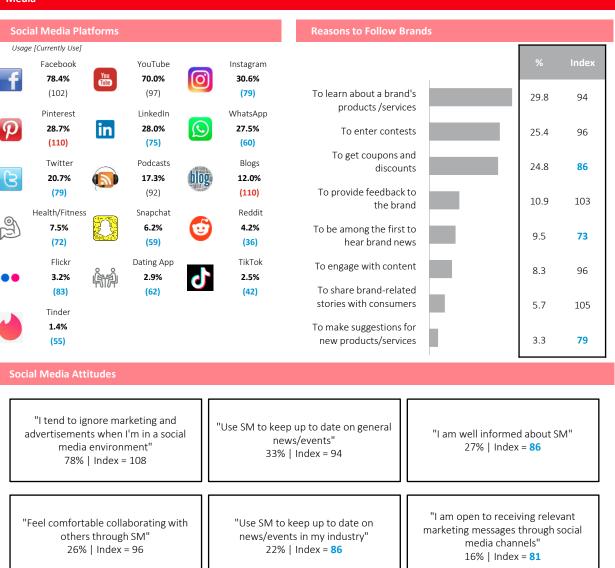




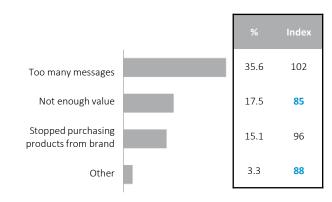
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Media

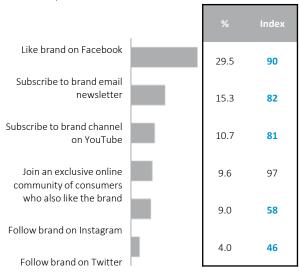


Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"





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Product Preferences

Variables with "Agree" Statements

"I have tried a product/service based
on a personal recommendation"
79% Index = 108

"I consider myself to be informed on current events or issues" 75% | Index = 106

"I would like to eat healthy foods more often" 74% | Index = 100

"I value companies who give back to the community" 74% | Index = **111**

"I generally achieve what I set out to do" 74% | Index = 107

"I make an effort to buy local produce/products" 72% | Index = **113**

"I am very concerned about the nutritional content of food products I buv" 68% | Index = 104

"Family life and having children are most important to me" 64% | Index = **112**

"When I shop online I prefer to support Canadian retailers" 63% | Index = 110

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 60% | Index = 107

"I like to cook" 59% | Index = 104 "I like to try new places to eat" 56% | Index = 102

"I am interested in learning about different cultures" 54% | Index = 94

"I offer recommendations of products/services to other people" 50% | Index = 96

"I like to try new and different products" 46% | Index = 96

"I am adventurous/"outdoorsy"" 43% | Index = 105

"Free-trial/product samples can influence my purchase decisions" 37% | Index = 94

"I am willing to pay more for ecofriendly products" 37% | Index = 100

"Vegetarianism is a healthy option" 32% | Index = 87

"I lead a fairly busy social life" 29% | Index = **111**

"I prefer to shop online for convenience" 26% | Index = 85

'Staying connected via social media is very important to me" 25% | Index = 90

"Advertising is an important source of information to me" 20% | Index = 91

"I consider myself to be sophisticated" 18% | Index = 92

"I enjoy being extravagant/indulgent" 18% | Index = 98



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Product Preferences

Beer Consumption Drinks [Past Week] None 1 to 3 4 to 6 7 to 9 10 to 12 More than 12 2.7 64.4 20.8 6.7 3.3 2.2

121

114

144

Drank [Past Month]	% Comp	Index
Canadian wine	30.4	141
Liqueurs (any)	16.6	149
Cider	11.9	101

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	16.9	107

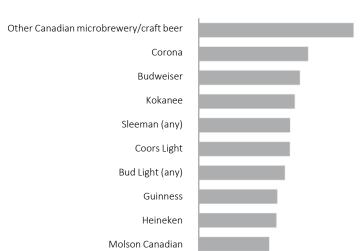
Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	22.1	84

Top 10 Beers*

Brand Drink [Most Often/Frequently]

94

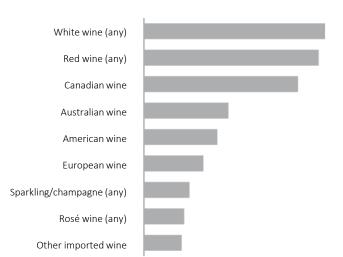
112



	Index
22.1	84
15.6	91
14.5	129
13.7	136
13.1	94
13.0	126
12.3	168
11.2	107
11.1	99
10.1	92

95









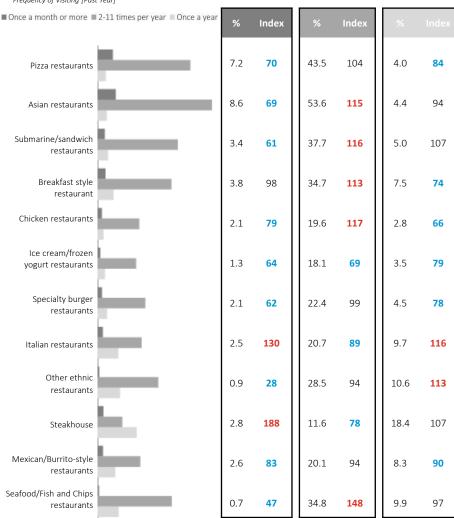
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Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]







Other Organic Food 16.9% (102)



Organic Meat 11.2% (108)



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51.6

47.3

47.0

43.9

33.6

29.6

22.2

20.0

16.8

10.0

35.7

14.4

14.1

12.1

8.3

123

94

104

113

106

103

122

86

65

102

114

134

105

169

99

Product Preferences

Demographics



Rent 16.8%

(52)

83.1%

Own

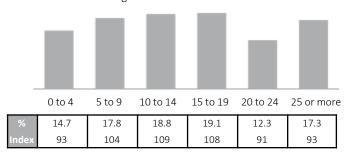
(123)

Age of Children at Home

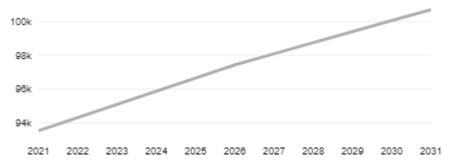


Children at Home 27.3%

(74)



Demographic Trends



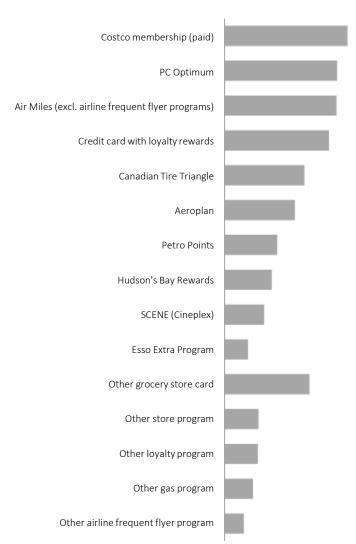
Household Projections

Name	2021	2024	2026	2031
Count	93,530	95,876	97,429	100,704
% Change	-	2.5	4.2	7.7
Index	-	90	89	88

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

Loyalty Programs*

Member

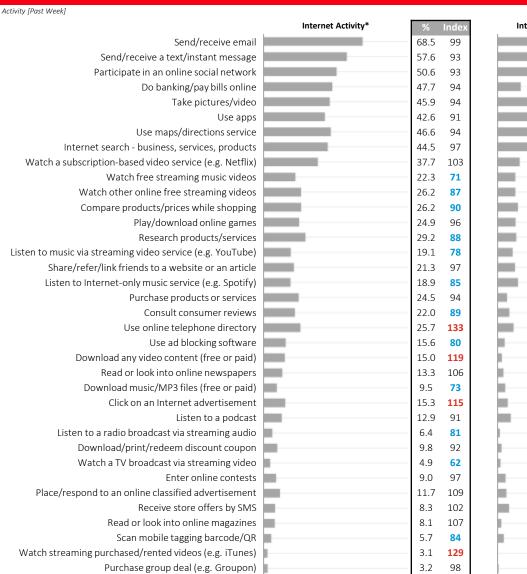




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Internet Activity







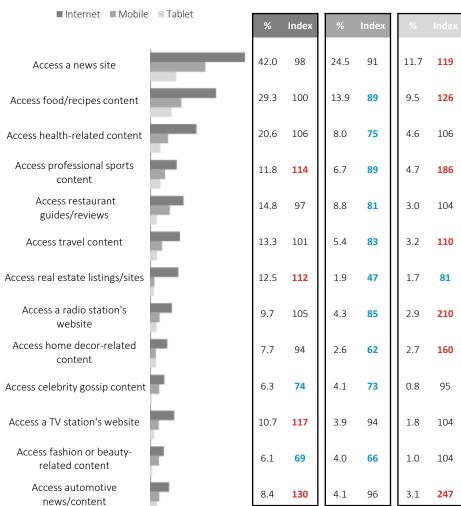
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Internet Activity

Top Website Types*

Activity [Past Week]



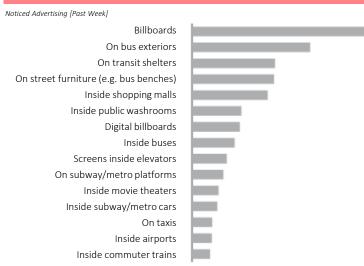
Direct Media Usage

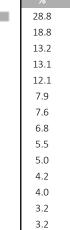
Frequency of Use [Occasionally/Frequently]





Out of Home Advertising





102

74

69

74

81

84

53

56

68

59

71

60

99

82

43

2.9

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Social Media Usage

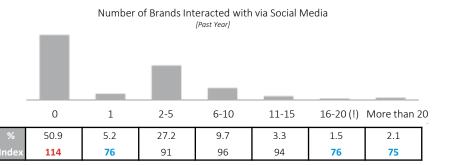
Social Media Overview

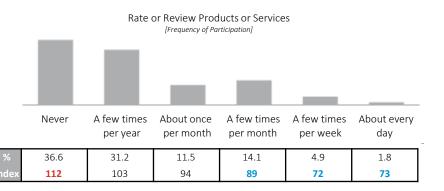
Internet and Social Media Usage: 44.5% search for Businesses, Services and Products online (Average), 11.8% access Travel Content Websites (Above Average).

53% of Scenic Retirement from British Columbia tend to access social media on their mobile phones during the morning hours (Below Average), 50.7% during the afternoon hours (Below Average).

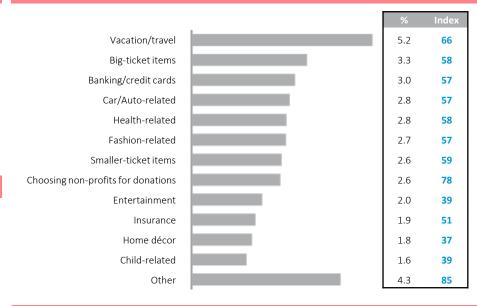
5.2% seek recommendations for Vacation/Travel Information via social media (Below Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

90% believe that Social Media companies should not be allowed to own or share their personal information (Average).

78% tend to ignore marketing and advertisements on Social Media (Average).

"Social media companies should not be allowed to own or share my personal information" 90% | Index = 108

"I tend to ignore marketing and advertisements when I'm in a social media environment" 78% | Index = 108

"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" 46% | Index = 101

Source: Environics Analytics 2021



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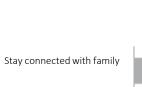
Social Media Usage

A few times per week or more

Participate In % Comp Index View friends' photos online 48.0 100 Read article comments 38.7 98 Watch video online 38.1 82 Chat in online chats 37.5 92 Listen to radio or stream music online 32.5 93 Read status updates/tweets 31.7 85 Share links with friends and colleagues 23.8 82 Click links in news feeds 16.3 71 Play games with others online 16.2 100 Read blogs 12.8 80 Post photos online 12.5 93 83 Update your status on a social network 8.9 Comment on articles or blogs 7.5 87 Chat in online forums 7.5 73 Rate or review products online 6.7 72 Check in with locations 5.9 67 Share your GPS location 5.4 65 Post videos online 4.0 70 Publish blog, Tumblr, online journal 1.3 34

Social Media Uses*

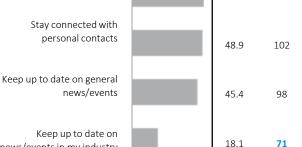
A few times per week or more



news/events in my industry

work/professional contacts

Stay connected with



Number of Connections



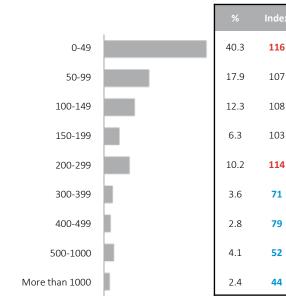
Index

107

59

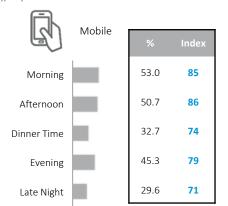
49.7

10.6



Social Media Access

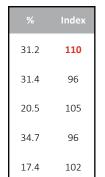
Typically use

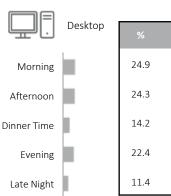












79

52

44

110

95

111

92

91



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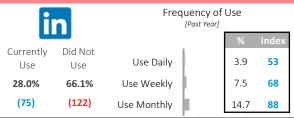


Social Media Usage

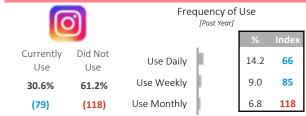
Facebook Frequency of Use [Past Year] Currently Did Not Use Daily 61.3 108 Use Use Use Weekly 11.9 85 78.4% 19.1%

(102) (98) Use Monthly	4.5	82
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	54.2	101
Comment/Like other users' posts	49.8	111
Use Messenger	46.9	107
Watch videos	36.8	95
Watch live videos	13.8	87
Post photos	12.5	93
Update my status	9.7	87
Click on an ad	8.9	88
Like or become a fan of a page	8.7	85
Post videos	4.1	76
Create a Facebook group or fan page	1.3	35
Give to a Facebook fundraiser (!)	0.6	23
Create a Facebook fundraiser (!)	0.5	23

LinkedIn

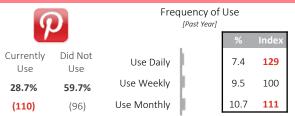


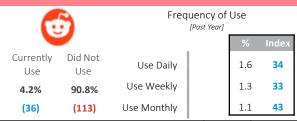
(75)	(122)	Use Monthly	14.	7 88
Participate In	* (at least a	few times per weel	k) % Comp	Index
Read your nev	wsfeed		2.9	39
View a job po:	sting		2.6	45
Search and re	view other p	profiles	2.0	44
Create a conn	ection		1.6	54
Watch videos			1.5	38
Comment on	content		0.9	38
Participate in	LinkedIn for	ums (!)	0.7	42
Request a rec	ommendatio	on (!)	0.6	42
Update your p	rofile inforr	nation	0.6	27
Post an article	, video or pi	cture (!)	0.5	29
Join a Linkedlı	n group (!)		0.4	30
Click on an ad	(!)		0.4	20
		•		



· ·		
Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	19.7	71
Like photos/videos	15.9	69
Comment on photos/videos	9.0	69
Watch live videos	7.7	69
Send direct messages	7.5	59
Post photos/videos	5.5	71
View a brand's page	4.3	52
Watch IGTV videos	2.9	44
Click on ads	2.2	47

Pinterest

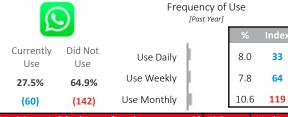




Participate In* (at least a few times per month)	% Comp	Index
View content	3.1	34
Vote on content	1.7	36
Follow specific Subreddits	1.6	30
Post content	0.5	19

Source: Environics Analytics 2021

WhatsApp



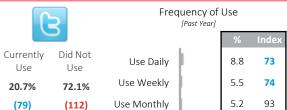
Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	13.3	42
Send/receive images	11.3	39
Use group chats	6.3	29
Use voice calls	5.6	43
Send/receive documents and files	4.7	34



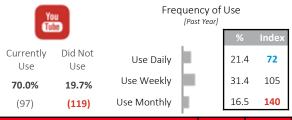
PRIZM Segments Included (by SESI): 21 Market: British Columbia



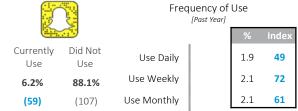
Social Media Usage



(73) (112) OSC WOTTING		
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	12.2	72
Watch videos	4.6	53
Retweet	3.4	61
Send or receive direct messages	3.2	58
Respond to tweets	2.9	54
Tweet	2.9	46
Share a link to a blog post or article of interest	2.7	54
Actively follow new users	2.0	47
Follow users who follow you	1.8	43
Watch live videos	1.8	38
Click on an ad	1.2	37



(97)	(119)	Ose Monthly	г.	10	3 140
Participate In* (at least a	few times per we	eek)	% Comp	Index
Watch videos				40.2	85
Watch live video	S			12.7	88
Like or dislike vid	deos			10.8	73
Leave comment	or post re	sponse on video		6.2	74
Share videos				5.5	64
Click on an ad				3.8	56
Create and post	a video			2.1	64
Embed a video o	n a web p	age or blog		1.5	37

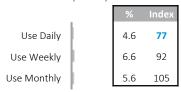


Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	3.1	63
Send direct text messages	2.7	62
Send photos/videos	2.2	51
Use filters or effects	1.5	46
Use group chat	1.2	43
Use video chat	0.7	35
View ads	0.5	29
Read Snapchat discover/News	0.4	19
View a brand's snaps	0.4	21

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	4.9	89
Listen to a news podcast	4.8	96
Listen to an educational podcast	4.5	88
Listen to a business podcast	3.2	87
Listen to a comedy podcast	2.4	64
Subscribe to a educational podcast	1.7	76
Listen to a technology focused podcast	1.3	62
Subscribe to a news podcast	1.1	48
Subscribe to a comedy podcast (!)	0.9	42
Subscribe to a technology podcast (!)	0.8	66
Subscribe to a business podcast (!)	0.8	61
Listen to a sports podcast	0.8	39
Subscribe to another genre of podcast	0.7	30
Subscribe to a sports podcast**	0.5	27

Tine	der		Tik '	Tok
Currently Use	Did Not Use	45	Currently Use	Did Not Use
1.4%	96.5%		2.5%	92.8%
(55)	(103)		(42)	(106)

Frequency of Use -Tinder [Past Year]



(!) Indicates small sample size

Based on Household Population 18+

0.1 13 0.3 51