



Overview

- Of the 67 PRIZM Clusters identified in Canada, The A-List rank 24th, making up 21,148 households, or 1.3% of the total Households in Alberta (1,641,221).
- The Median Household Maintainer Age is 58, 55% of couples have children living at home (Above Average).
- Above Average Household Income of \$483,591 compared to Alberta at \$126,807.
- Top 3 Social Values: Culture Sampling, Consumptivity, Legacy
- Top Tourism Activities: Camping, Cycling, Swimming. Above average interest in Cycling, Attending Sporting Events, Visiting National/Provincial Parks, Hiking/Backpacking, Ice Skating
- Average interest for travelling within Canada (Above Average for BC, Banff, Alberta, Vancouver, Jasper, Victoria, Toronto, Manitoba), The A-List from Alberta spent an average of \$1,910 (Above Average) on their last vacation.
- 74% currently use Facebook (Average), 41% use Instagram (Average), 31% use Twitter (Above Average) and 71% use YouTube (Average).

Market Sizing

Total Population

Target Group: 64,794 | 1.5% Market: 4,440,749



Target Group: 21,148 | 1.3% Market: 1,641,221

100.0

Top Geographic Markets

		Target Group	Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Calgary, AB (CY)	49.8	2.1	162	504,796	30.8
Edmonton, AB (CY)	17.9	1.0	75	393,824	24.0
Rocky View County, AB (MD)	16.6	24.6	1,907	14,250	0.9
Strathcona County, AB (SM)	5.7	3.2	244	38,465	2.3
St. Albert, AB (CY)	2.4	2.0	153	25,901	1.6
Foothills No. 31, AB (MD)	2.3	5.7	445	8,358	0.5
Wood Buffalo, AB (SM)	1.3	1.0	76	27,102	1.7
Sturgeon County, AB (MD)	1.1	3.1	242	7,268	0.4
Canmore, AB (T)	0.8	2.8	215	6,283	0.4
Red Deer County, AB (MD)	0.7	2.1	160	7,122	0.4

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

01 - The A-List

100.0





Demographic Profile



Target Group: 64,794 | 1.5% Market: 4,440,749



Target Group: 21,148 | 1.3% Market: 1,641,221

Average Household Income

\$483,591 (381)

Median Household Maintainer Age

> 58 (117)

_		÷	i	_
1 Person	2 Persons	3 Persons	4 Persons	5+ Persons

16.5

103

Household Size*

Marital Status**

Family Composition***



66.5% (111)

12.6

52

55.4% (119)

35.4

103

49.9% (192)

13.0

126

Couples With Kids at Home

University Degree

22.4

146

Education**

Visible Minority Presence*

Married/Common-Law

Non-Official Language*

Immigrant Population*



20.3%

(71)

Belong to a visible minority group

0.7% (50)

No knowledge of English or French

19.4% (87)

Born outside Canada

Psychographics**

Strong Valu	ıes	Weak Values	
Personal Control	176	50	Anomie-Aimlessness
North American Dream	164	59	Aversion to Complexity
Culture Sampling	149	59	Buying on Impulse
Consumptivity	149	61	Sexism
Legacy	148	61	Acceptance of Violence

Key Social Values

Culture Sampling Index = 149

Consumptivity Index = **149**

Legacy Index = 148

Ecological Lifestyle Index = 139

Index = **136**

Social Learning Index = **132**

Brand Genuineness Index = 130

Community Involvement Index = 127

Effort Toward Health

Consumption Evangelism

Index = 126

Flexible Families Index = 125

Emotional Control Index = **123**

Primacy of Environmental Protection

Index = 120

Source: Environics Analytics 2021





Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	85.0	105
Gardening	64.2	111
Home exercise & home workout	62.4	107
Camping	60.4	104
Cycling	55.3	112

% Comp	Index
55.0	121
51.8	114
49.5	127
48.7	114
43.3	105
	55.0 51.8 49.5 48.7

Key Tourism Activities*	*						
Camping	Cycling	Swimming	Sporting events	National or provincial park	Hiking & backpacking	Bars & restaurant bars	Parks & city gardens
<u>Å</u>		\$		A P	Ś	¥	*
60.4%	55.3% (112)	53.1% (98)	49.5% (127)	48.7% (114)	48.3% (111)	41.6% (106)	38.7% (98)
(104)	(112)	(30)	(127)	(114)	(111)	(100)	(30)
Ice skating	Photography	Golfing	Canoeing & kayaking	Zoos & aquariums	Specialty movie theatres/IMAX	Historical sites	Fishing & hunting
				ET.			
36.0%	35.4%	35.3%	34.4%	30.5%	26.7%	26.4%	26.4%
(113)	(109)	(112)	(111)	(100)	(119)	(127)	(92)
Cross country skiing & snowshoeing	Downhill skiing	Pilates & yoga	Theme parks, waterparks & water slides	Hockey	Adventure sports	ATV & snowmobiling	Dinner theatres
-Si	***	Ĵ		Ą.		500	
25.8%	25.7%	22.0%	21.0%	18.3%	14.7%	13.2%	13.2%
(143)	(130)	(102)	(102)	(111)	(121)	(81)	(107)
Video arcades & indoor amusement centres	Music festivals	Power boating & jet skiing	Beer, food & wine festivals	Curling	Inline skating	Snowboarding	Marathon or similar event
	(8)			M.		<u> </u>	
12.7%	10.5%	10.5%	10.2%	8.4%	7.5%	6.8%	6.4%
(97)	(137)	(90)	(110)	(89)	(124)	(93)	(101)

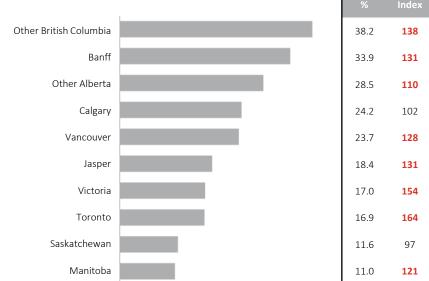




Travel Profile

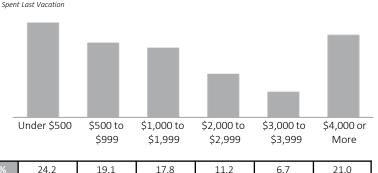
Top Canadian Destinations*





Vacation Spending

80



104

89

1,910 (119)Average spend

on last trip

Vacation Booking*

Used [Past 3 Years]



50.1 125 42.7 107 35.2 101 28.5 103 18.3 98 17.1 92 10.1 103 7.9 117

Booked With [Past Year]**







sunwing Sunwing.ca

trivago Trivago.ca

19.1%

5.8% ** travelocity (136)

₩ (91)

Airline Websites

18.5%

(131)

0.9%

(60)

1.7% (80)

2.4% (161)

Discount Sites Other Travel 4.0%

(91)

Travel Type & Frequency

Travelocity.com/ca (!)

1.6%

(109)

Business Trips



Average number of 11.3 nights away in the past (110)year for business trips



Personal Trips

3.9 (106)

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

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









(118)



(82)

98

103

159

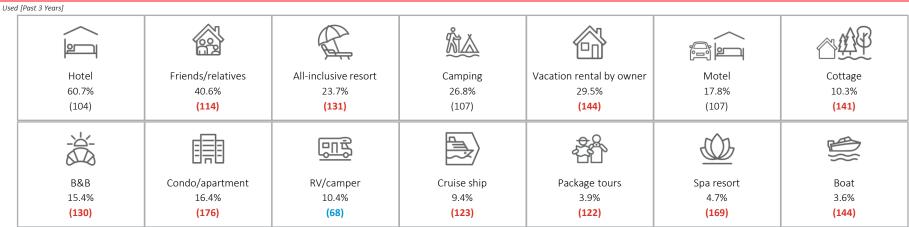
(98)





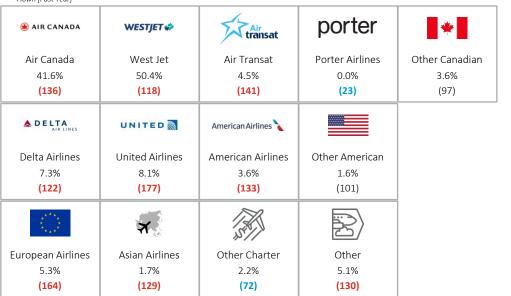
Travel Profile

Accommodation Preferences*



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]







Media

Overall Level of Use

Radio

11 hours/week

(86)

1,170 minutes/week (95)

Television

Newspaper

1 hours/week (163)

Magazine

7 minutes/day (103)

Internet ((1))

270 minutes/day (101)

Top Radio Programs*

Programs [Weekly]		
	%	Index
News/Talk	29.3	137
Adult Contemporary	20.0	124
Multi/Variety/Specialty	18.4	152
Classic Hits	17.4	102
Mainstream Top 40/CHR	17.3	113
Today's Country	14.0	78

Top Television Programs*

Programs [Average	Week]

	%	Index
Movies	50.6	103
Evening local news	38.8	106
Hockey (when in season)	31.8	107
Primetime serial dramas	27.7	102
News/current affairs	26.3	111
Home renovation/decoration shows	24.5	104
CFL football (when in season)	24.5	116
Documentaries	23.5	102
Suspense/crime dramas	23.2	93
Cooking programs	22.2	114

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	57.0	111
National News	54.2	116
International News & World	52.2	118
Movie & Entertainment	34.9	108
Editorials	34.0	120
Health	33.6	119
Sports	33.5	114
Business & Financial	30.5	136
Food	28.0	104
Travel	27.4	119

Top Magazine Publications*

Read [Past Mon	th1	

	%	Inde
Canadian Living	8.6	182
Maclean's	7.9	172
Other U.S. magazines	7.6	128
National Geographic	6.3	139
CAA Magazine	6.0	94
Other English-Canadian	4.4	74
People	4.2	112
Canadian House and Home	4.2	292
Hello! Canada	4.0	144
Canadian Geographic	3.6	162

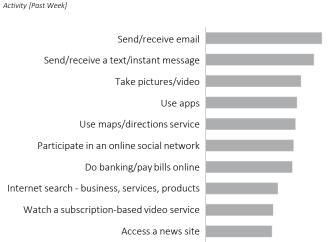
Top Internet Activities*

Hot Adult Contemporary

Modern/Alternative Rock

AOR/Mainstream Rock

All News



12.5

9.8

8.4

7.0

120

96

130

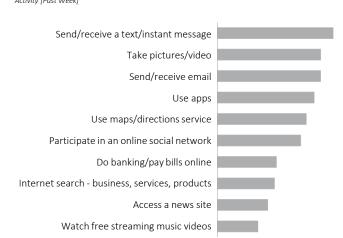
129

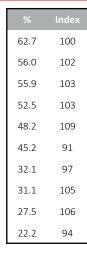
	Index
70.1	101
65.2	100
57.5	101
55.0	102
54.2	106
53.0	90
52.2	98
43.5	104
40.7	103
40.0	108

Source: Environics Analytics 2021

Top Mobile Activities*

Activity [Past Week]

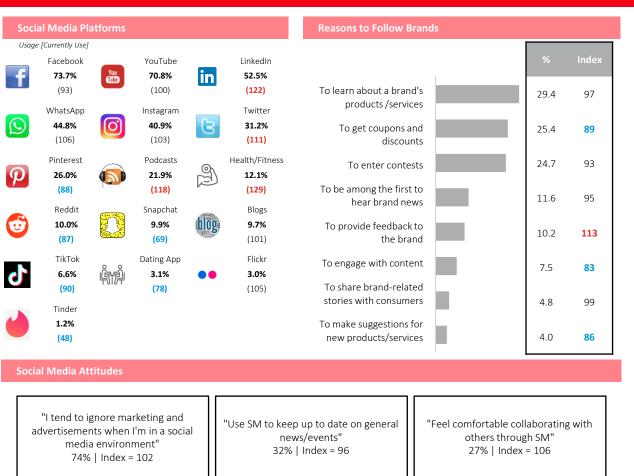




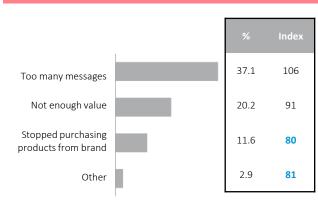




Media

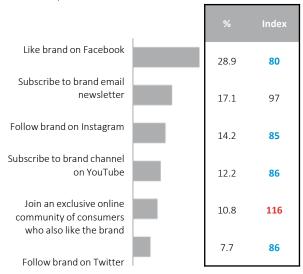






Actions Taken using Social Media

Variables with Response "Yes"



"I am well informed about SM"

26% | Index = 87

"Use SM to keep up to date on news/events in my industry" 26% | Index = 103

"I am open to receiving relevant marketing messages through social media channels" 18% | Index = 91

Source: Environics Analytics 2021





Product Preferences

Variables with "Agree" Statements

"I would like t	o eat healthy foods		
more often"			
75%	Index = 99		

"I have tried a product/service based on a personal recommendation" 71% | Index = 99

"I am very concerned about the nutritional content of food products I buy" 69% | Index = **112**

"I generally achieve what I set out to do" 69% | Index = 102

"I consider myself to be informed on current events or issues" 68% | Index = 113

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

"I am interested in learning about different cultures" 61% | Index = 108

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

"I value companies who give back to the community" 60% | Index = 102

"I like to try new places to eat" 60% | Index = 103

"I make an effort to buy local produce/products" 58% | Index = 104

"I like to cook" 57% | Index = 100 "When I shop online I prefer to support Canadian retailers" 53% | Index = 105

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 52% | Index = 108

"I like to try new and different products" 49% | Index = 99

"I am adventurous/"outdoorsy"" 46% | Index = **115**

"Free-trial/product samples can influence my purchase decisions" 40% | Index = 100

"Staying connected via social media is very important to me" 34% | Index = 107

"I am willing to pay more for ecofriendly products" 32% | Index = 113

"I prefer to shop online for convenience" 28% | Index = 92

"I lead a fairly busy social life" 28% | Index = 114

"Vegetarianism is a healthy option" 28% | Index = **125**

"Advertising is an important source of information to me" 25% | Index = 92

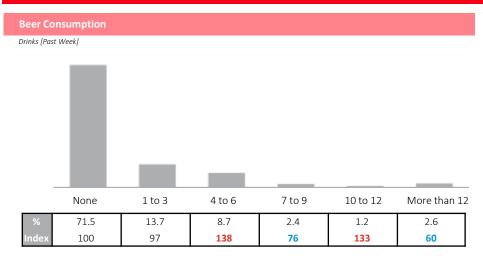
"I consider myself to be sophisticated" 23% | Index = 107

"I enjoy being extravagant/indulgent" 20% | Index = 109





Product Preferences



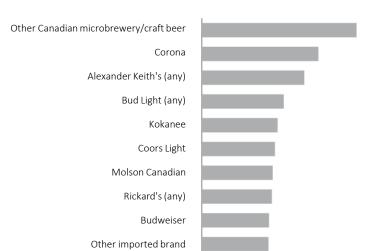
Drank [Past Month]	% Comp	Index
Canadian wine	17.5	145
Liqueurs (any)	10.1	93
Cider	8.6	115

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	14.2	109

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	23.8	110

Top 10 Beers*

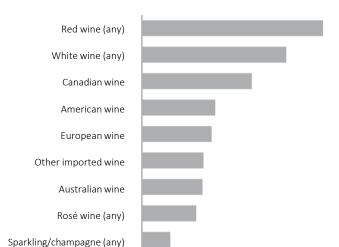
Brand Drink [Most Often/Frequently]



	Index
23.8	110
18.0	129
15.8	131
12.6	121
11.7	122
11.3	80
10.9	116
10.8	99
10.4	93
10.3	115

Wine Details

Drank [Past Month]



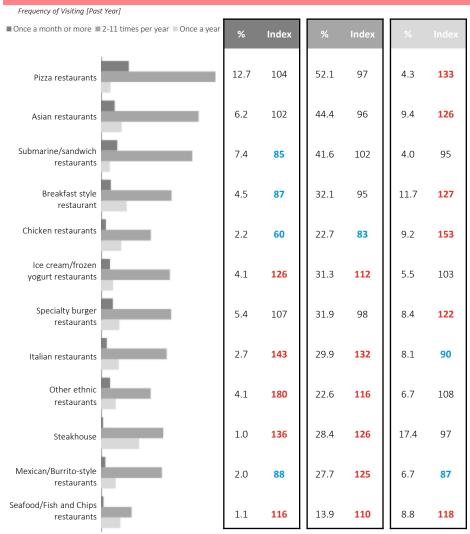






Product Preferences

Restaurant Type Visited*



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 27.4% (124)



Other Organic Food 8.8% (107)



Organic Meat 6.5% (114)



105

100

106

112

86

125

95

120

92

75

103

142

96

115

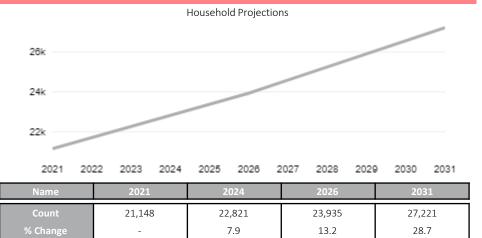
98

7.2

Product Preferences

Demographics Rent Own 8.6% 91.4% (31)(127)Age of Children at Home Households with Children at Home 0 to 4 5 to 9 10 to 14 15 to 19 20 to 24 25 or more 52.7% 11.3 15.4 19.6 20.8 17.0 15.8 58 77 105 121 150 121 (124)

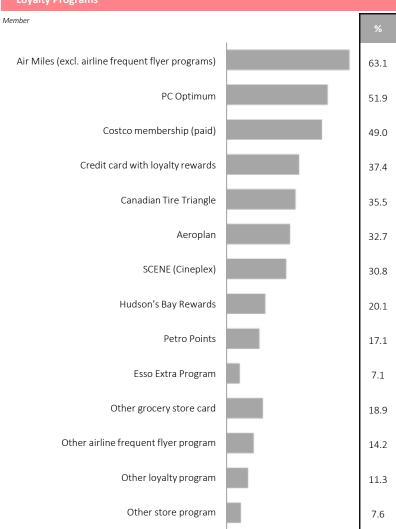
Demographic Trends



181

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

Loyalty Programs*



Other gas program

203

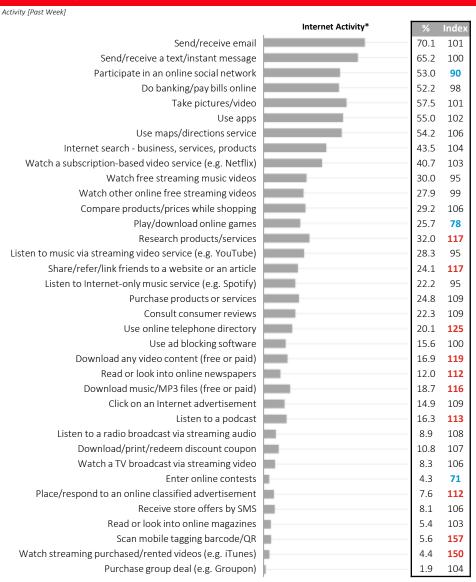
Source: Environics Analytics 2021

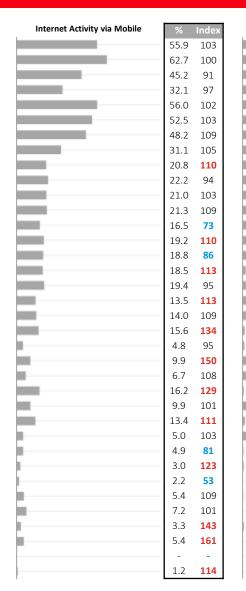
181





Internet Activity









7.8

7.5

3.2

3.1

1.8

4.2

1.4

2.5

1.0

8.0

1.5

0.9

107

100

84

124

101

210

139

163

60

83

104

177

147

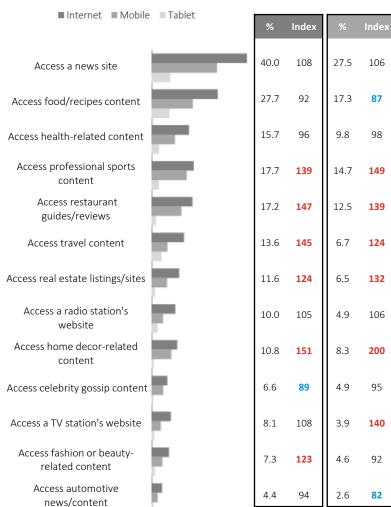
Source: Environics Analytics 2021



Internet Activity

Top Website Types*

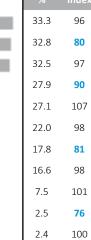
Activity [Past Week]

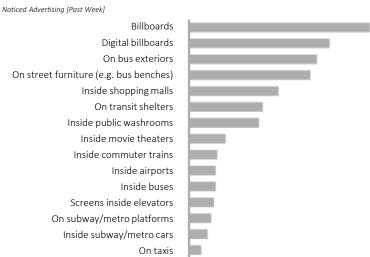


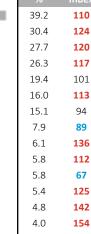
Direct Media Usage

Frequency of Use [Occasionally/Frequently]









2.7

94



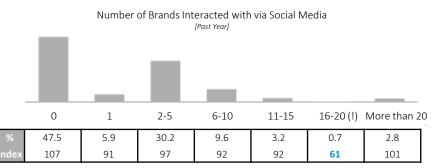


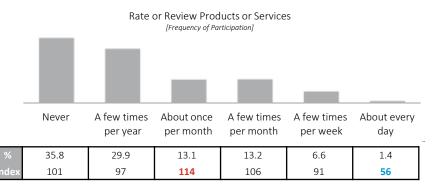
Social Media Usage

Social Media Overview

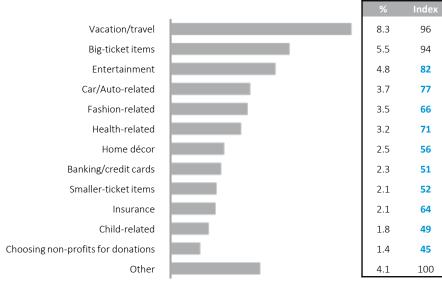
- Internet and Social Media Usage: 44% search for Businesses, Services and Products online (Average), 14% access Travel Content Websites (Above Average).
- 62% of The A-Listfrom Alberta tend to access social media on their mobile phones during the morning hours, 58% during the afternoon hours.
- 8% seek recommendations for Vacation/Travel Information via social media (Average).

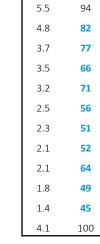
Brand Interaction





Seek Recommendations via Social Media*





Top Social Media Attitudes**

74% tend to ignore marketing and advertising on Social Media

"Social media companies should not be allowed to own or share my personal information" 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" 72% | Index = 105

"Use SM to stay connected with personal contacts" 41% | Index = 97

Source: Environics Analytics 2021





104

109

89

112

89

75

57

97

141

8.1

7.9

Social Media Usage

A few times per week or more

Participate In % Comp Index Watch video online 42.8 94 View friends' photos online 40.2 89 Chat in online chats 36.7 93 Listen to radio or stream music online 36.2 106 Read article comments 36.2 95 Read status updates/tweets 36.0 95 Share links with friends and colleagues 27.4 105 Click links in news feeds 19.9 101 Read blogs 15.3 110 Play games with others online 12.6 84 Post photos online 10.2 83 Check in with locations 8.7 102 Chat in online forums 8.3 80 Rate or review products online 8.0 82 Share your GPS location 7.7 96 Update your status on a social network 7.5 77 Comment on articles or blogs 6.7 74 Post videos online 3.4 60 Publish blog, Tumblr, online journal 2.4 62

Social Media Uses*

Stay connected with

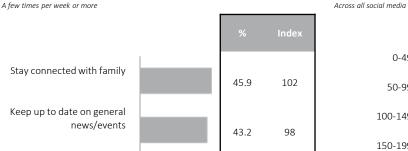
personal contacts

Keep up to date on

Stay connected with

news/events in my industry

work/professional contacts



93 40.3 23.7 94

17.5

97

0-49 35.9 50-99 14.3 100-149 9.9 150-199 9.2 7.6 200-299 300-399 4.5 400-499 2.7

Number of Connections

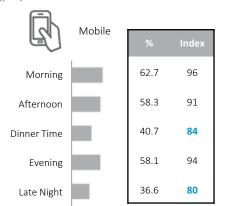
500-1000

More than 1000

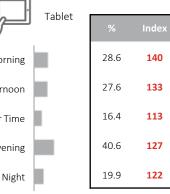


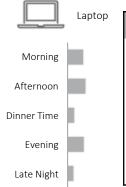
Social Media Access

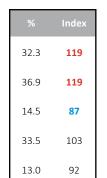
Typically use



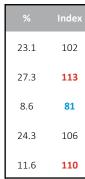






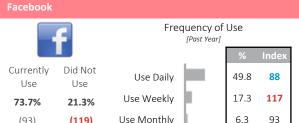






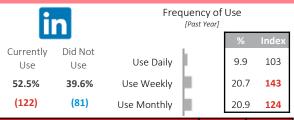


Social Media Usage



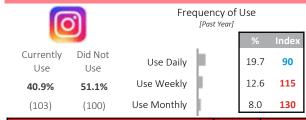
(93) (119) Ose Monthly	0.5) 33
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	50.7	93
Comment/Like other users' posts	38.2	85
Watch videos	34.5	85
Use Messenger	34.0	80
Watch live videos	15.0	83
Click on an ad	10.3	92
Like or become a fan of a page	9.9	81
Post photos	9.5	78
Update my status	8.6	74
Post videos	3.6	50
Create a Facebook group or fan page	3.1	58
Give to a Facebook fundraiser (!)	1.7	51
Create a Facebook fundraiser (!)	1.5	55





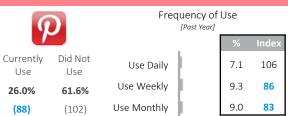
(122)	(81)	Use Monthly		20.9		9 12	24
Participate In ³	' (at least a	few times per we	ek)	% Co	mp	Inde	ех
Read your nev	vsfeed			10	.7	96	j .
View a job pos	ting			7.	9	95	;
Watch videos				5.	7	82	2
Search and rev	iew other p	profiles		5.	2	80)
Create a conn	ection			4.	0	85	,
Click on an ad	ck on an ad (!)		2.	9	84	ļ.	
Update your profile information		1.	9	58	3		
Participate in LinkedIn forums (!)		1.	9	80)		
Comment on content		1.	5	38	3		
Request a recommendation (!)		1.	3	45	,		
Join a LinkedIr	in a LinkedIn group (!) 1.1		1	42	2		
Post an article	, video or p	icture (!)		1.	1	35	,

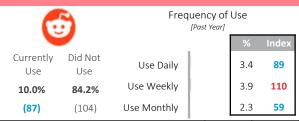
Instagram



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	26.2	93
Like photos/videos	20.3	88
Comment on photos/videos	11.3	87
Watch live videos	10.8	98
Send direct messages	9.9	80
View a brand's page	6.7	78
Post photos/videos	5.3	66
Watch IGTV videos	3.9	59
Click on ads	3.0	61

Pinterest

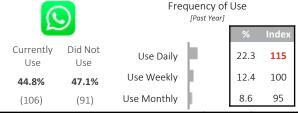




Participate In* (at least a few times per month)	% Comp	Index
View content	7.0	86
Follow specific Subreddits	3.6	86
Vote on content	1.8	53
Post content	1.4	63

Source: Environics Analytics 2021

WhatsApp

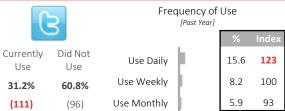


Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	27.7	102
Send/receive images	25.9	103
Use group chats	18.0	95
Use voice calls	12.4	99
Send/receive documents and files	10.1	91





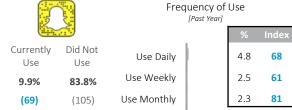
Social Media Usage



(111) (50) Ose Monthly		
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	20.6	113
Watch videos	12.3	112
Share a link to a blog post or article of interest	6.6	107
Send or receive direct messages	6.5	109
Watch live videos	6.2	98
Tweet	5.8	86
Respond to tweets	5.8	92
Follow users who follow you	5.2	93
Retweet	4.9	69
Actively follow new users	4.8	95
Click on an ad	2.6	79

You		Frequency of Use [Past Year]			
				%	Index
Currently Use	Did Not Use	Use Daily		25.8	87
70.8%	13.9%	Use Weekly		31.8	121
(100)	(82)	Use Monthly	1	13.1	92

(100)	(82)	OSC WIGHTING		13.	1 52
			_		
Participate In*	' (at least a	few times per w	eek)	% Comp	Index
Watch videos				46.8	99
Like or dislike	videos			12.9	79
Watch live vide	eos			12.2	78
Share videos				7.7	87
Click on an ad				5.8	91
Leave comme	nt or post re	esponse on video		3.7	52
Embed a video	on a web p	oage or blog		2.9	67
Create and pos	st a video			1.9	49



<u> </u>		
Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	5.6	64
Send direct text messages	5.2	73
Send photos/videos	4.9	69
Use group chat	2.8	70
Use filters or effects	2.8	62
Read Snapchat discover/News	2.6	68
Use video chat	1.2	52
View a brand's snaps	1.1	43
View ads	0.8	40

Audio Podcasts







Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	4.6	102
Listen to another genre of podcast	4.3	82
Listen to a business podcast	4.2	129
Listen to an educational podcast	3.9	84
Listen to a sports podcast	2.4	81
Subscribe to another genre of podcast	2.0	66
Listen to a technology focused podcast	1.8	66
Listen to a comedy podcast	1.5	43
Subscribe to a news podcast	1.5	71
Subscribe to a sports podcast**	1.5	60
Subscribe to a educational podcast	1.5	69
Subscribe to a business podcast (!)	1.2	77
Subscribe to a technology podcast (!)	0.8	46
Subscribe to a comedy podcast (!)	0.7	38

Tinder			Tik Tok		
	Currently Use	Did Not Use	Currently Use	Did Not Use	
	1.2%	96.2%	6.6%	87.7%	
	(48)	(102)	(90)	(100)	

Frequency of Use -Tinder [Past Year]



0.5 51 41 0.4