



DEMOGRAPHIC SNAPSHOT

All data indexed against Ontario's average; colours represent at least 10% above/below the benchmark



63 Years

Median age of Households maintainer (118)



57.9%

Couples Without Children at Home (154)



67.3%

Visitors were Locals who travelled within 40 Km.



\$117,977

Household Income (99)



13.9%

Belong to a Visible Minority group, below Ontario's Average (43)



2 People or less

69.3% of Households have a single or 2 people (115)



17.9%

Born outside of Canada (60)



11.2%

Work in Sales & Service (78)



VISIT'S TOP 10 CITIES

Name	Count	%
Kawartha Lakes, ON (CY)	712,515	51.34
Trent Lakes, ON (MU)	142,359	10.26
Toronto, ON (C)	61,646	4.44
Peterborough, ON (CY)	42,175	3.04
Oshawa, ON (CY)	31,187	2.25
Selwyn, ON (TP)	24,362	1.75
Clarington, ON (MU)	22,773	1.64
Whitby, ON (T)	17,692	1.27
Minden Hills, ON (TP)	16,370	1.18
Mississauga, ON (CY)	13,204	0.95

TOP 10 FORWARD SORTATION AREAS (FSA)

Name	Count	%
K0M (Bobcaygeon, ON)	753,540	54.81
K0L (Lakefield, ON)	109,380	7.96
K9V (Lindsay, ON)	53,206	3.87
K9J (Peterborough, ON)	26,603	1.94
L1C (Bowmanville, ON)	11,353	0.83
L0A (Millbrook, ON)	10,157	0.74
K0K (Picton, ON)	9,410	0.68
K9H (Peterborough, ON)	8,984	0.65
L0B (Orono, ON)	8,588	0.63
L1K (Oshawa, ON)	8,141	0.59



LEISURE ACTIVITIES

TOP 10 LEISURE ACTIVITIES	%
Reading	85.48
Gardening	71.62
Home exercise/home workout	63.86
Fitness walking	56.84
Swimming	51.95
Volunteer work	48.85
Cycling (mountain/road biking)	43.43
Bowling	43.34
Camping	43.12
Arts/crafts/sewing/knitting	42.54

POPULATION BY AGE

POPULATION BY AGE			POPULATION BY AGE		
AGE	%	INDEX	AGE	%	INDEX
0 to 4	4.1	84	45 – 49	4.9	80
5 to 9	4.3	85	50 – 54	5.4	84
10 to 14	4.4	82	55 - 59	6.6	96
15 – 19	4.2	77	60 – 64	8.2	122
20 – 24	4.5	67	65 – 69	8.8	154
25 - 29	5.1	69	70 – 74	8.6	185
30 – 34	5.3	72	75 – 79	7.2	208
35 – 39	5.3	76	80 – 84	4.4	195
40 – 44	4.9	77	85+	3.8	163



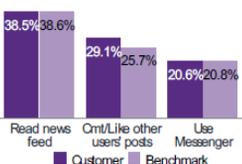
SOCIAL MEDIA HIGHLIGHTS



FACEBOOK

79.2% currently use
Index:104

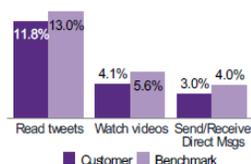
Top Activities (Daily)



TWITTER

28.0% currently use
Index:96

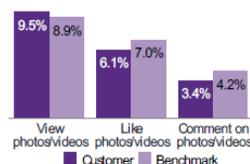
Top Activities (Daily)



INSTAGRAM

38.6% currently use
Index:97

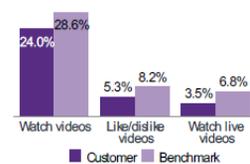
Top Activities (Daily)



YOUTUBE

66.3% currently use
Index:93

Top Activities (Daily)



TOP 5 PRIZM SEGMENTS WITH CORRESPONDING TOP 10 FSA



Rank: 1
 Customers: 437,245
 Customers %: 36.69
 % in Benchmark: 2.79
 Index: 1,315

The largest PRIZM segment with nearly 400,000 households, Down to Earth consists of **older couples and families found in rural communities across the country**. Eight out of ten adults are homeowners, typically owning single-detached homes. The majority of maintainers are over 55 years old. And most households earn average incomes from **a mix of blue-collar and service sector jobs**. With more than 80 percent of households third-plus-generation Canadians, they share a tradition-bound lifestyle: many spend **their leisure time close to home and nature, enjoying sewing, knitting, bird-watching and snowmobiling**. Their yards often have a small collection of trucks, cars, boats, ATVs and RVs. Not surprisingly, these older folks have **traditional media patterns**, favouring **TV sports, country music radio, gardening magazines and community newspapers**.



Rank: 2
 Customers: 160,177
 Customers %: 13.44
 % in Benchmark: 1.72
 Index: 782

A collection of remote villages mainly in the Atlantic provinces, Backcountry Boomers is about as rural as it gets. These households are mostly **older, empty-nesting couples and those living alone**. Forty percent of maintainers are over 65, most adults are out of the labour force and nearly three-quarters of households contain only one or two people. Incomes are modest, but they're enough for households to own a single-detached house and enjoy **an unpretentious lifestyle**. These Canadians like to **fish, hunt and garden**, for the camaraderie as much as the opportunity to put food on the table. Their hobbies are the old-fashioned variety: **crafts, knitting and collecting coins and stamps**. Despite their remote communities, **they prefer in-store shopping to e-commerce**.

Repeating FSAs
COUNT = # of Prizm segments per FSA
%PEN = % of Prizm segments penetration per FSA

1st - #41 Down to Earth		
Name	Count	% Pen
K0K (Picton, ON)	43,115	41.94
K0L (Lakefield, ON)	36,766	57.93
N0H (Warton, ON)	21,297	43.98
K0J (Deep River, ON)	18,005	60.96
K0M (Bobcaygeon, ON)	15,285	31.71
K0C (Alexandria, ON)	13,574	30.13
K0E (Prescott, ON)	13,110	37.89
N0P (Blenheim, ON)	10,003	24.41
N0L (Dorchester, ON)	9,524	21.49
K0G (Kemptville, ON)	9,341	26.40

2nd - #49 Backcountry Boomers		
Name	Count	% Pen
K0M (Bobcaygeon, ON)	24,673	51.19
P0H (Powassan, ON)	16,960	57.87
P0J (New Liskeard, ON)	16,014	93.28
P0M (Chelmsford, ON)	15,955	38.12
P0A (Burks Falls, ON)	11,723	81.59
K0L (Lakefield, ON)	11,230	17.69
K0J (Deep River, ON)	10,887	36.86
K0H (Inverary, ON)	8,198	21.41
P0P (Little Current, ON)	6,072	36.47
P0R (Blind River, ON)	5,936	56.58

TOP 5 PRIZM SEGMENTS WITH CORRESPONDING TOP 10 FSA



Rank: 3
 Customers: 132,410
 Customers %: 11.11
 % in Benchmark: 4.10
 Index: 271

The second most affluent rural segment, Country Traditions is a collection of small communities scattered across the eastern half of Canada. In this segment, **middle-aged, and older couples and families work at blue-collar and service sector jobs**. Most own a recently built, single-detached house, along with a large pickup for backcountry driving. With half the maintainers over 55, these third-plus-generation Canadians enjoy old-fashioned pursuits like **gardening, boating, fishing, camping and swimming**. Self-reliant, they like to work with their hands, doing ambitious remodeling projects as well as traditional home crafts. With their teenage children, they make a strong market for toys, pets and sporting goods; **a big splurge is attending a professional baseball or basketball game**. **Vacations often involve a cottage stay.**

3rd - #26 Country Traditions		
Name	Count	% Pen
K0A (Almonte, ON)	39,239	42.57
K0K (Picton, ON)	31,116	30.27
N0R (Belle River, ON)	21,319	54.43
K0C (Alexandria, ON)	19,372	43.00
K0G (Kemptonville, ON)	18,158	51.32
L0L (Oro, ON)	15,381	41.89
K0H (Inverary, ON)	13,788	36.01
K0E (Prescott, ON)	13,204	38.16
L0M (Angus, ON)	12,344	37.31
N0L (Dorchester, ON)	11,593	26.16



Rank: 4
 Customers: 35,329
 Customers %: 2.96
 % in Benchmark: 1.99
 Index: 149

A quintessential portrait of Middle Canada, Happy Medium consists of **couples and families living in the outer suburbs of large and midsize cities**. The segment contains a mix of middle-income households of varied ages (maintainers range from 45 to over 75), educations (mostly high school or college) and family types (couples and families). Many households in this segment have deep roots: three-quarters of residents are third-plus-generation Canadians. Residents typically **hold blue-collar or service sector jobs**, and most own an older, single-detached house. With their unpretentious lifestyles, they enjoy home-based pursuits like **woodworking, gardening and sewing, and outdoor activities such as canoeing, rowing and snowmobiling**. **To stretch their budgets, many shop at second-hand clothing and discount grocery stores.**

4th - #43 Happy Medium		
Name	Count	% Pen
L0S (Fonthill, ON)	12,922	24.12
N0N (Petrolia, ON)	10,794	30.92
P0M (Chelmsford, ON)	10,484	25.05
L0K (Coldwater, ON)	9,456	27.76
N0A (Port Dover, ON)	9,186	32.13
K0A (Almonte, ON)	8,112	8.80
L0L (Oro, ON)	7,701	20.98
L9Z (Wasaga Beach, ON)	7,601	34.29
L0M (Angus, ON)	7,554	22.83
N0R (Belle River, ON)	6,179	15.78



Rank: 5
 Customers: 34,501
 Customers %: 2.90
 % in Benchmark: 2.35
 Index: 123

Boomer Bliss consists of **older couples and families found in suburban neighbourhoods surrounding many large cities**. Nearly two-thirds of maintainers are over 55 years old, and households show an increasing shift towards retirees. With their university and college educations, those still employed hold **white-collar positions**. Their upper-middle-class incomes allow them to own comfortable single-detached houses graced with pools and patios. Many have paid off mortgages and show little interest in leaving their empty nests. They take advantage of their proximity to both city centres and small towns, **enjoying the arts—theatre, art galleries and city parks—and outdoor activities like golfing and boating**. **Going out may mean dinner at a pub, sports bar or casual family restaurant.**

5th - #09 Boomer Bliss		
Name	Count	% Pen
K7M (Kingston, ON)	12,332	29.82
N7S (Sarnia, ON)	7,161	28.94
L0S (Fonthill, ON)	6,966	13.00
N6K (London, ON)	6,194	20.62
N3R (Brantford, ON)	5,983	19.76
L2N (St Catharines, ON)	5,796	21.58
K9K (Peterborough, ON)	5,538	46.26
N7L (Chatham, ON)	5,534	24.24
L9H (Hamilton, ON)	5,123	18.37
P6A (Sault Ste. Marie)	5,074	16.87