

BRITISH COLUMBIA, ALBERTA & CANADA



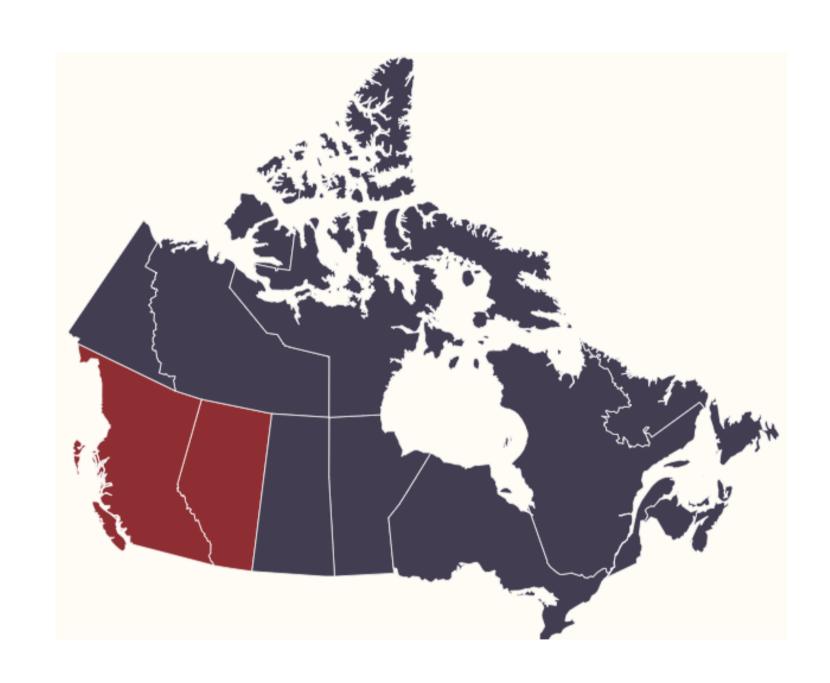
2020 VISITOR INSIGHTS

THOMPSON OKANAGAN REGION



PURPOSE

- As the tourism industry navigates through the global pandemic of COVID-19, the British Columbia Regional Tourism Secretariat (BCRTS) will provide baseline research to support the industry
- Baseline visitor analysis will help industry understand who is visiting our regions so they can plan strategically to attract visitors who will support their recovery
- The program has commenced with the BC Market as the top priority to coincide with the PHO travel recommendations for British Columbia, followed by the Alberta Market
- This report focuses on visitor analysis to the **Thompson** Okanagan Region



SUMMARY

- In 2018 the Thompson Okanagan Region saw an average of 2,251,200 Domestic Visitors. In 2019 the Region saw 2,344,200 Domestic Visitors and in 2020 1,781,700 Domestic Visitors. A decrease of 21% compared to 2018 visitation and 24% compared to 2019 visitation.
- April 2020 saw the lowest number of Canadian travellers visiting the Thompson Okanagan Region. Decreasing by 74% when compared to April 2018 and 72% when compared to April 2019.

British Columbia Highlights

- The top Visitor Origin Locations of BC travellers visiting the Thompson Okanagan Region in 2018, 2019 and 2020 were: Vancouver, Surrey, Kamloops and Kelowna.
- The top PRIZM Segments of BC Travellers to the Thompson Okanagan Region in 2018, 2019 and 2020 were: Suburban Sports, Country & Western and Scenic Retirement
- The top EQ Types of BC Travellers to the Thompson Okanagan Region in 2018, 2019 and 2020 were: Gentle Explorers, Rejuvenators and Free Spirits

Alberta Highlights

- The top Visitor Origin Locations of Alberta travellers visiting the Thompson Okanagan Region in 2018, 2019 and 2020 were: Calgary, Edmonton and Strathcona County
- The top PRIZM Segments of Alberta Travellers to the Thompson Okanagan Region in 2018, 2019 and 2020 were: Modern Suburbia, All-Terrain Families and Family Mode
- The top EQ Types of Alberta Travellers to the Thompson Okanagan Region in 2018, 2019 and 2020 were: Free Spirits, Authentic Experiencers and Rejuvenators

RESEARCH OVERVIEW

- <u>Environics Analytics</u> is a Canadian based research firm providing information solutions for a variety of industries in both the Canadian and USA Markets
- Visitor View Canada provides insights the tourism industry needs to understand, market to and grow their business with Canadian travellers
- Visitor View produces neighborhood-level estimates of overnight Canadian visitors to Canada, the provinces and territories, or one of Canada's 85 tourism regions as defined by Destination Canada
- Estimates are provided for the total number of visitors, the number of trips and the number of nights spent in each province or tourism region
- Visitor View is based on anonymized, consent-based mobile location data Monthly, quarterly and annual estimate data is available starting with January 2018 to allow for analysis of historical trends

Methodology

- Visits: A visitor is defined as someone who travels 60+km from their point of origin
- Trips: Are defined as the count of domestic traveller trips which involved spending one or more nights over the time period as part of a continuous visit to the destination
- Nights Stayed: Is defined as the count of unique nights a domestic visitor was observed in the destination over the time period (between 6:00pm 8:00am the following day)

HOW CAN VISITOR VIEW HELP YOU?

- Measure the effectiveness of your marketing strategies on Canadian Visitors, the Canadian travel and tourism industry and understand the impact of the worldwide COVID-19 pandemic as it relates to Visitors, Number of Trips and Number of Overnight Stays within Canada, its provinces, territories, and tourism regions
- Using Visitor View we can compare the number of visitors and their travel patterns by month in 2018, 2019 and 2020
- We can also compare different regions to assess the impact of the pandemic on Canadian travel patterns and identify when visitors start to return to British Columbia's respective tourism regions
- Identify the best regions and neighborhoods in Canada to prospect for new visitors and use the PRIZM Segmentation System to optimize experience development and marketing



CANADA INSIGHTS

YEAR OVER YEAR PROVINCIAL VISITATION COMPARISON



Overview

In 2018 the Thompson Okanagan Region saw an average of 2,251,200 Domestic Visitors. In 2019 the Region saw 2,344,200 Domestic Visitors and in 2020 1,781,700 Domestic Visitors. A <u>decrease</u> of 21% compared to 2018 visitation and 24% compared to 2019 visitation.

 2020 saw a <u>decreas</u>e in visitation from every Province when compared to 2018 and 2019 visitor counts.

Note: British Columbia declared a provincial state of emergency on Wednesday, March 18, 2020 as a result of the COVID-19 Global Pandemic.

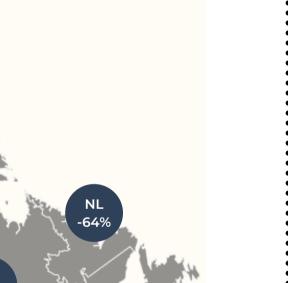
2018 Domestic Visitation vs. 2020 Domestic Visitation



-32%

ON -40%

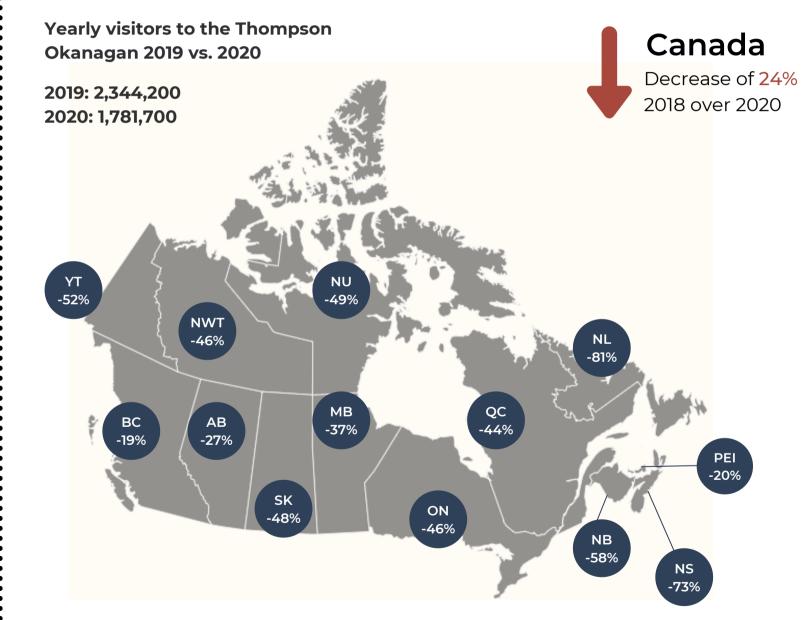




NB

NS

2019 Domestic Visitation vs. 2020 Domestic Visitation



^{*}All Percentages relate to an increase or decrease in yearly Visitor Counts when comparing 2018 and 2019 to 2020



2018: 2,251,200

2020: 1,781,700

-52%

-15%

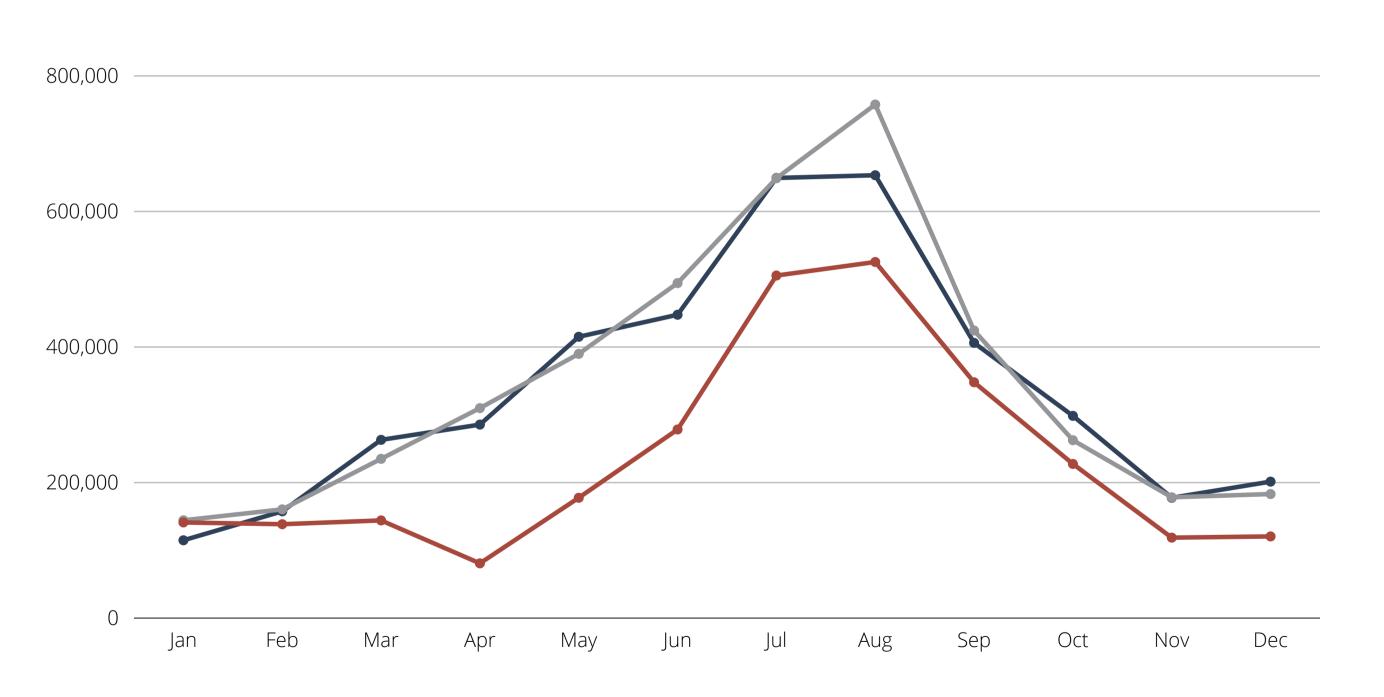
NWT

AB





CANADIAN VISITORS TRAVELLING TO THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of Canadian travellers visiting the Thompson Okanagan Region. Decreasing by 74% when compared to April 2018 and 72% when compared to April 2019.
- August 2020 saw the highest number of Canadian travellers visiting the Thompson Okanagan Region.
- While visitation to the Thompson Okanagan Region from Canadian Travellers is significantly down when compared to 2018 and 2019, an upward trend in visitors is apparent May-August 2020.

Note: British Columbia declared a provincial state of emergency on Wednesday, March 18, 2020 as a result of the COVID-19 Global Pandemic.



2020







KEY MARKET VISITATION

CANADA, BC AND ALBERTA VISITORS TRAVELLING TO THE THOMPSON OKANAGAN YEAR OVER YEAR



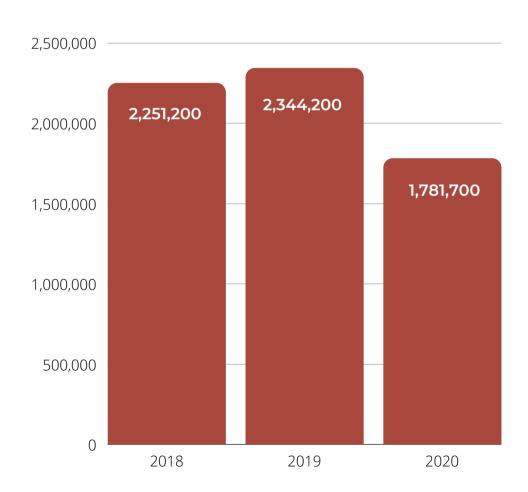
Number of Visitors to the Thompson Okanagan from Canada Year over Year

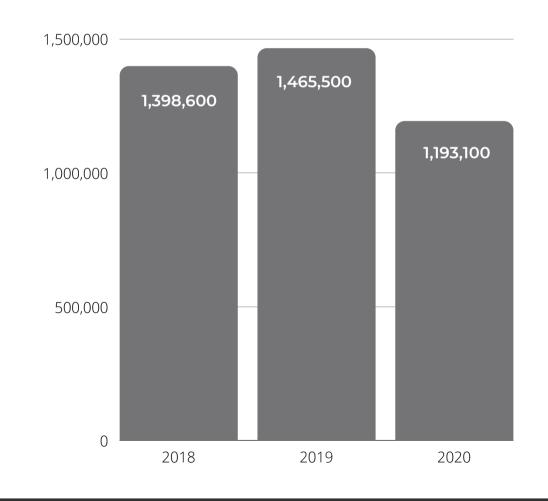


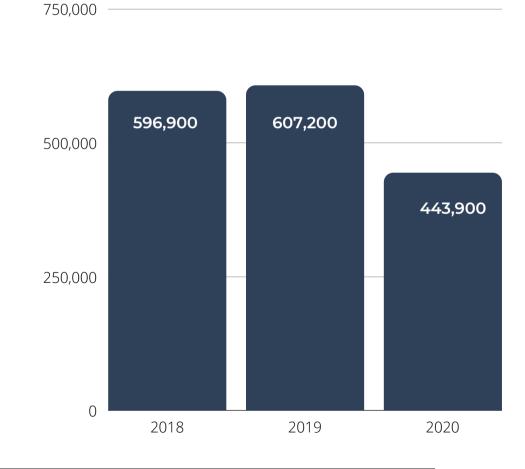
Number of Visitors to the Thompson Okanagan from BC Year over Year



Number of Visitors to the Thompson Okanagan from Alberta Year over Year













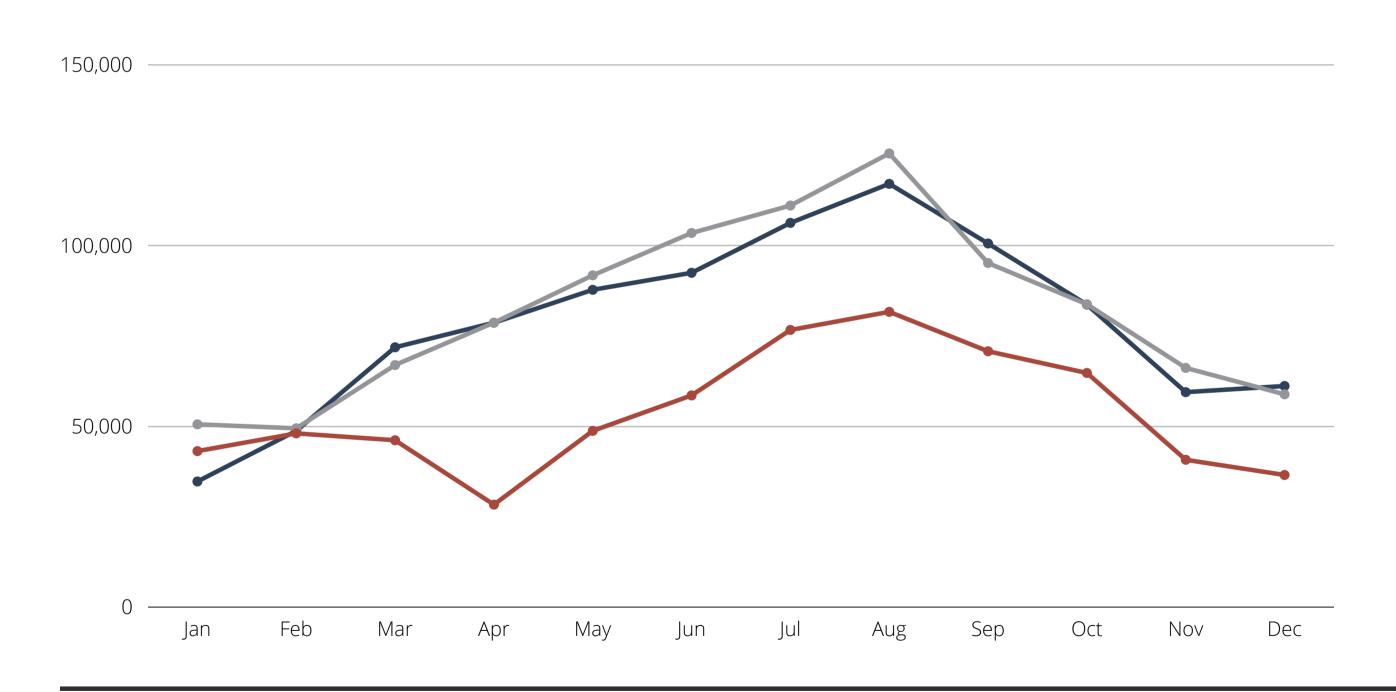




BRITISH COLUMBIA INSIGHTS

BRITISH COLUMBIA VISITATION

BC VISITORS TRAVELLING TO THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of BC travellers visiting the Thompson Okanagan Region. Decreasing by 64% when compared to April 2018 and 64% when compared to April 2019.
- August 2020 saw the highest number of BC travellers visiting the Thompson Okanagan Region.
- While visitation to the Thompson Okanagan Region from BC Travellers is significantly down when compared to 2018 and 2019, an upward trend in visitors is apparent May-August 2020.

Note: British Columbia declared a provincial state of emergency on Wednesday, March 18, 2020 as a result of the COVID-19 Global Pandemic.

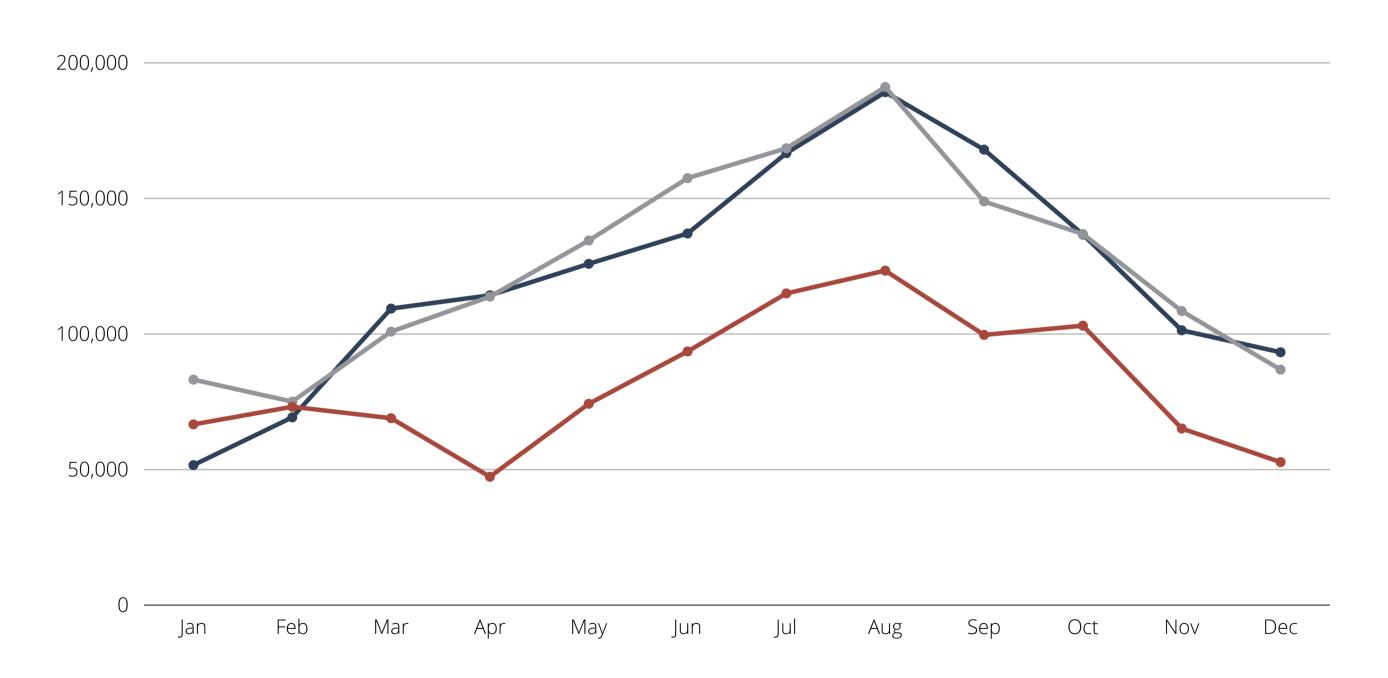






BRITISH COLUMBIA VISITATION

BC TRIPS TO THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of BC Trips to the Thompson Okanagan Region. Decreasing by 59% when compared to April 2018 and 58% when compared to April 2019.
- August 2020 saw the highest number of BC Trips to the Thompson Okanagan Region.
- While trips to the Thompson
 Okanagan Region from BC Travellers
 are significantly down compared to
 2018 and 2019, an upward trend in
 number of trips is apparent May August 2020.

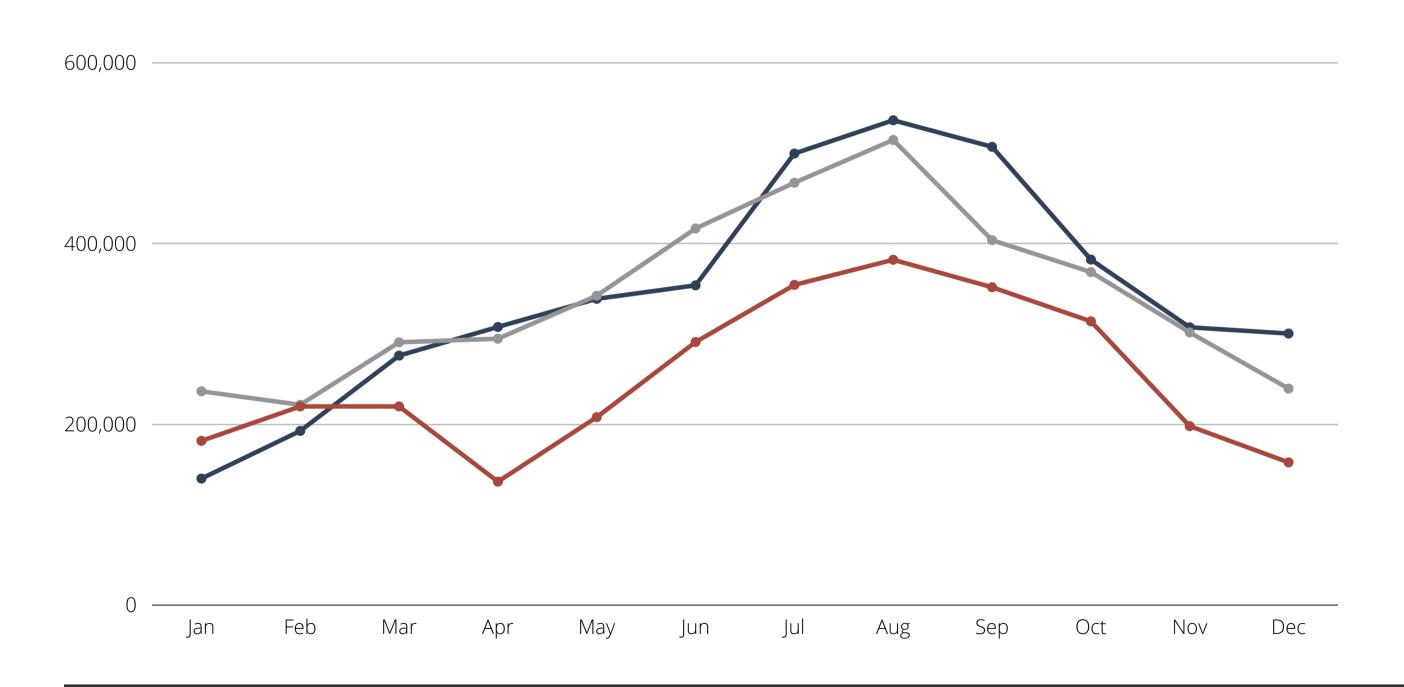
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BRITISH COLUMBIA VISITATION

BC OVERNIGHT STAYS IN THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of BC travellers staying overnight in the Thompson Okanagan Region.
 Decreasing by 56% when compared to April 2018 and 54% when compared to April 2019.
- August 2020 saw the highest number of BC Travellers staying overnight in the Thompson Okanagan Region.
- While Overnight Stays in the Thompson Okanagan Region from BC Travellers is significantly down compared to 2018 and 2019, an upward trend in Overnight Stays is apparent May-August 2020.

Note: British Columbia declared a provincial state of emergency on Wednesday, March 18, 2020 as a result of the COVID-19 Global Pandemic.





ORIGIN OF BC TRAVELLERS

TOP ORIGIN CITIES OF THOSE TRAVELLING TO THE THOMPSON OKANAGAN FROM BC BY YEAR

City	2018 Visitor Count
Vancouver	146,800
Surrey	140,100
Kamloops	55,200
Abbotsford	53,900
Kelowna	52,200
Burnaby	51,400
Richmond	45,200
Langley	43,500
Coquitlam	37,700
Delta	34,100

City	2019 Visitor Count
Vancouver	166,100
Surrey	145,200
Kamloops	57,500
Abbotsford	57,400
Burnaby	55,700
Kelowna	55,700
Richmond	49,700
Langley	43,800
Coquitlam	40,500
Chilliwack	36,500

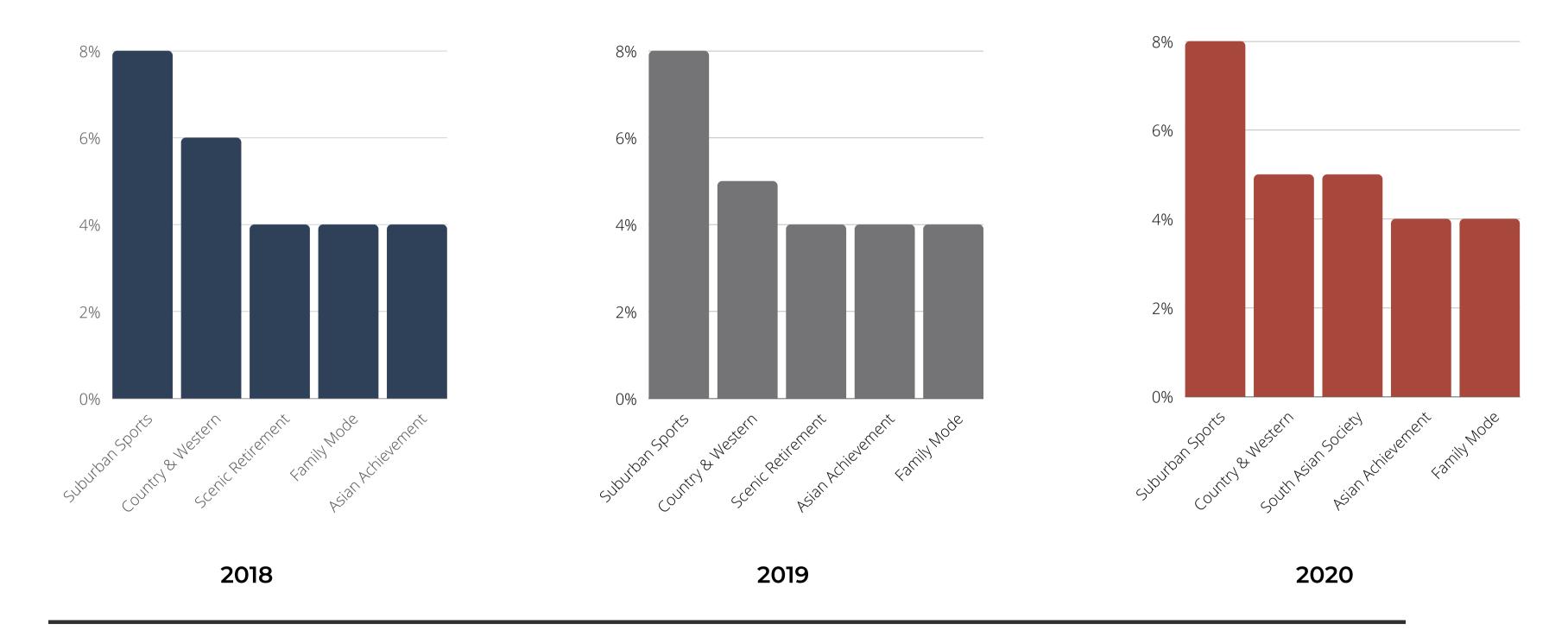
City	2020 Visitor Count
Vancouver	133,700
Surrey	126,800
Kelowna	49,800
Abbotsford	49,000
Kamloops	46,200
Burnaby	45,200
Richmond	39,800
Langley	37,400
Coquitlam	33,000
Chilliwack	29,900







TOP PRIZM SEGMENTS OF BC TRAVELLERS TO THE THOMPSON OKANAGAN 2018, 2019 AND 2020





TOP PRIZM SEGMENTS OF BC TRAVELLERS TO THE THOMPSON OKANAGAN

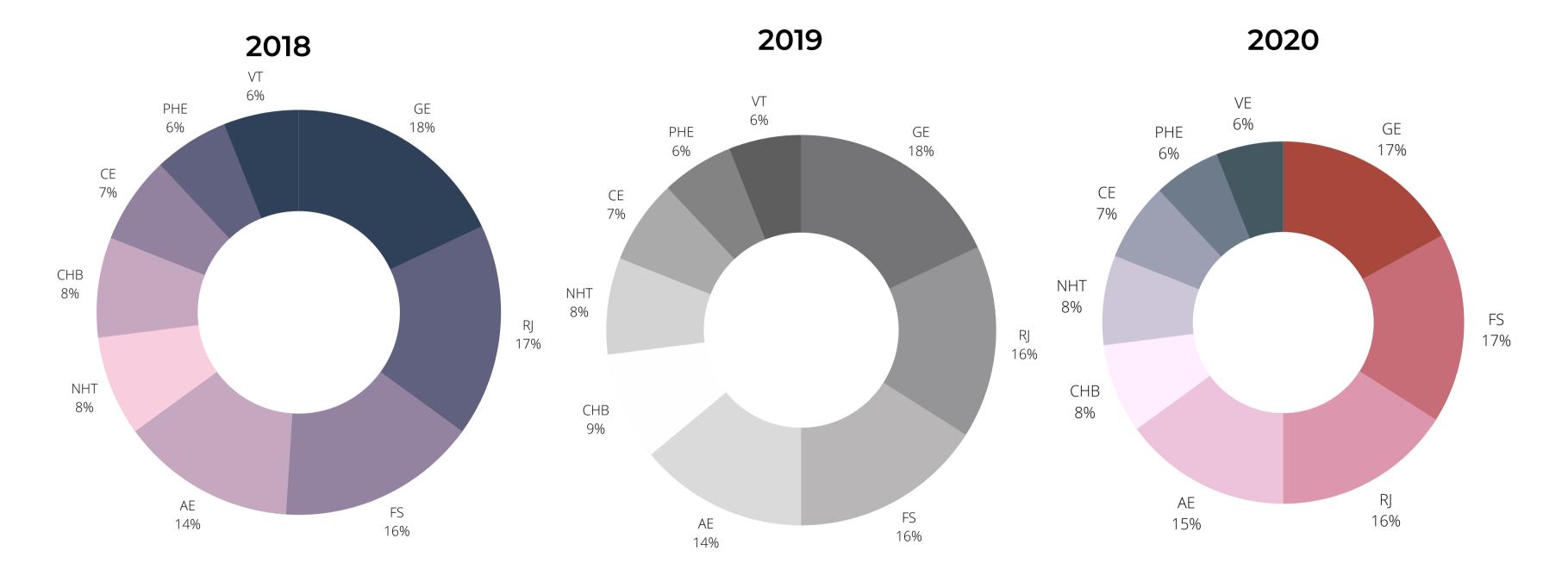
2018, 2019 AND 2020

Category	Suburban Sports	Country & Western	Scenic Retirement	Asian Achievement	Family Mode
Household Count	 Rank 1st by Household Count 123,442 households, or 6.1% of the total Households in BC 	 Rank 3rd by Household Count 87,601 households, or 4.4% of the total Households in BC 	 Rank 2nd by Household Count 94,025 households, or 4.7% of the total Households in BC 	 Rank 5th by Household Count 86,462 Households or 4.3% of the total Households in BC 	 Rank 17th by Household Count 51,487 Households or 2.6% of the total Households in BC
Maintainer Age	52	57	64	55	51
% of Children at Home	47% of couples have children living at home	48% of couples have children living at home	39% of couples have children living at home	55% of couples have children living at home	50% of couples have children living at home
Household Income	Above Average Household Income of \$120,592 compared to BC at \$106,681	Below Household Income of \$91,291 compared to BC at \$106,681	Average Household Income of \$100,586 compared to BC at \$106,681	Above Average Household Income of \$120,295 compared to BC at \$106,681	Above Average Household Income of \$134,916 compared to BC at \$106,681
Top Social Value	Racial Fusion	Attraction to Nature	Ethical Consumerism	Brand Genuineness	Racial Fusion
Social Media Habits	79% currently use Facebook, 36% use Instagram and 23% use Twitter	84% currently use Facebook, 33% use Instagram and 22% use Twitter	79% currently use Facebook, 30% use Instagram and 21% use Twitter	75% currently use Facebook, 41% use Instagram and 26% use Twitter	78% currently use Facebook, 35% use Instagram and 23% use Twitter



TOP EQ TYPES OF BC TRAVELLERS TO THE THOMPSON OKANAGAN

2018, 2019 AND 2020





Personal History Explorers (PHE)

Rejuvenators (RJ)

Virtual Travellers (VT)

TOP EQ TYPES OF BC TRAVELLERS TO THE THOMPSON OKANAGAN

2018, 2019 AND 2020

Category	Gentle Explorers	Rejuvenators	Free Spirits
Household Count	 Rank 1st by Household Count 322,371 households, or 16% of the total Households in BC 	 Rank 3rd by Household Count 294,476 households, or 14.6% of the total Households in BC 	 Rank 2nd by Household Count 319,737 households, or 15.9% of the total Households in BC
Maintainer Age	54	59	52
% of Children at Home	47% of couples have children living at home	46% of couples have children living at home	56% of couples have children living at home
Household Income	Below Average Household Income of \$93,549 compared to BC at \$106,681	Average Household Income of \$99,976 compared to BC at \$106,681	Average Household Income of \$114,381 compared to BC at \$106,681
Top Social Value	Racial Fusion	Attraction to Nature	Consumption Evangelism
Social Media Habits	80% currently use Facebook, 35% use Instagram and 23% use Twitter	81% currently use Facebook, 32% use Instagram and 21% use Twitter	77% currently use Facebook, 42% use Instagram and 28% use Twitter



TOP EQ TYPES OF BC TRAVELLERS TO THE THOMPSON OKANAGAN

CANADIAN EQ SUMMARIES

Gentle Explorers

- Middle-class families with children at home; higher rates of 4+ persons at home; below average rates of travel
- Gentle Explorers are primarily defined by their reluctance to venture far beyond the comfort of home
- They travel 'on condition', demanding the very best and most comfortable environments for themselves when they must do so
- They are apprehensive travellers who prefer the tried and true over discovering new destinations and cultures
- They prefer creature comforts and the security of group travel
- Travel is an opportunity to act more vividly and spontaneously than when at home

Rejuvenators

- Mature singles and empty nesters; have lower levels of educational attainment and earn below average incomes
- Rejuvenators are family-oriented people who travel with others to escape from the stresses of everyday life, be pampered, and indulge themselves
- They are busy, family-oriented Canadians/Americans seeking a relaxing escape, typically within Canada and the US
- They enjoy sharing travel with others (friends or family) and prefer it to be a time for understated indulgence and relaxation, away from their burdens and responsibilities at home

Free Spirits

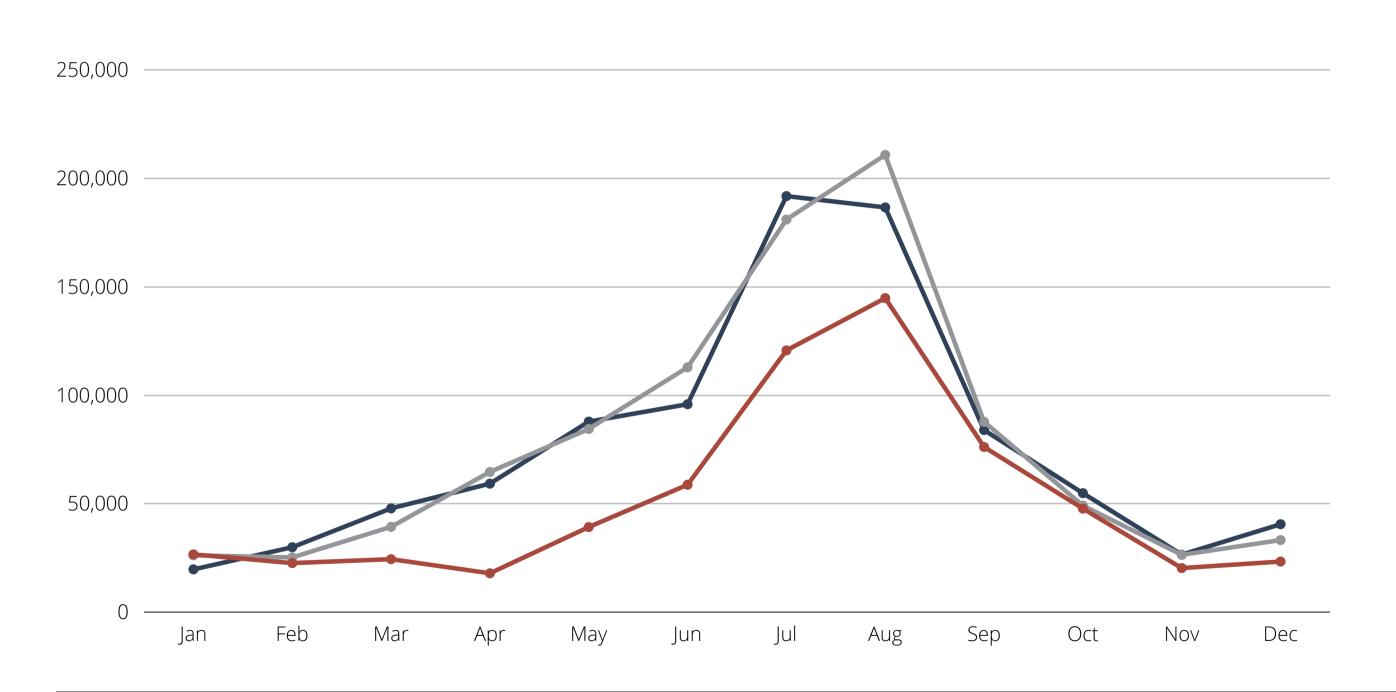
- Ethnically diverse, well educated families that earn moderate incomes; living in urban and suburban areas
- Free Spirits are highly social and openminded. Their enthusiasm for life extends to their outlook on travel. Experimental and adventurous, they indulge in highend experiences that are shared with others
- Tend to be young, experimentalist, committed travellers looking for thrills and frills. They live the travel experience to the fullest
- They seek some structure when they travel so they can indulge in worry-free hedonistic activities
- Enjoy the best they can afford in terms of accommodations and restaurants



ALBERTA INSIGHTS

ALBERTA VISITATION

ALBERTA VISITORS TRAVELLING TO THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of Alberta travellers visiting the Thompson Okanagan Region.
 Decreasing by 70% when compared to April 2018 and 72% when compared to April 2019.
- August 2020 saw the highest number of Alberta travellers visiting the Thompson Okanagan Region.
- While visitation to the Thompson
 Okanagan Region from Alberta
 Travellers is significantly down when
 compared to 2018 and 2019, an
 upward trend in visitors is apparent
 May-August 2020.

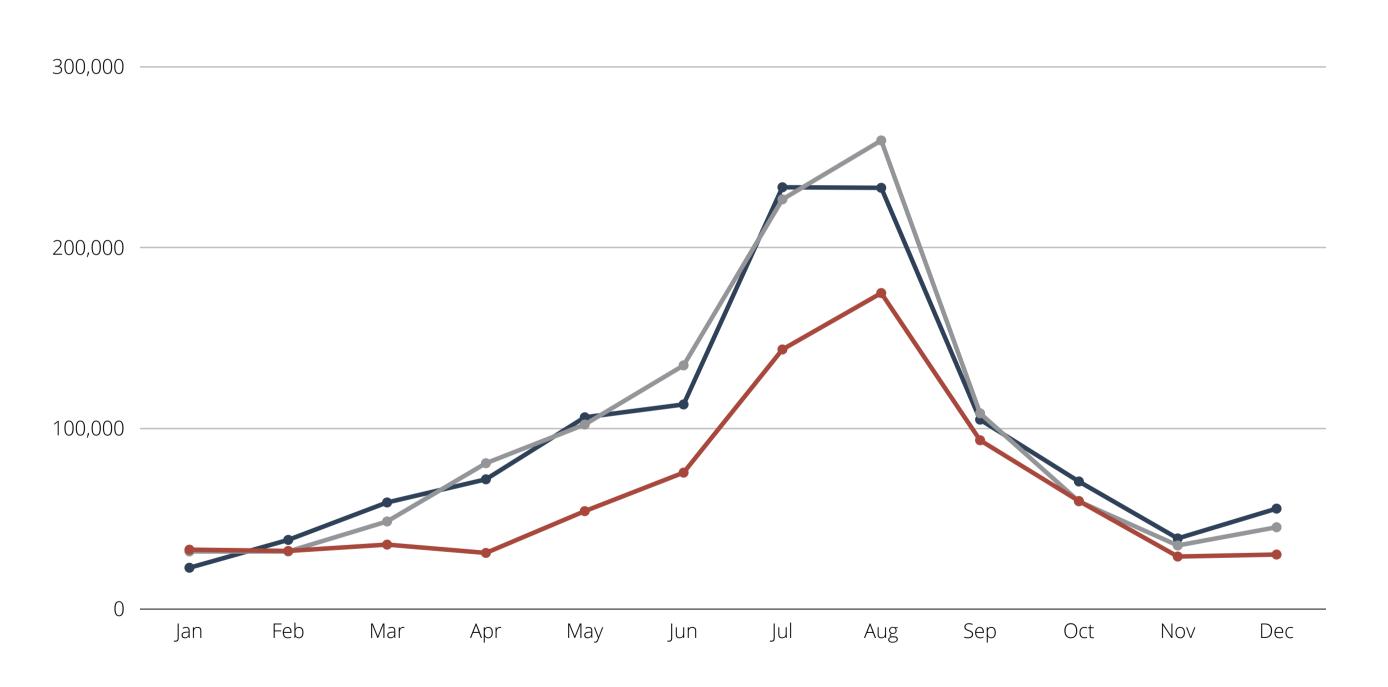
Note: Alberta declared a provincial state of emergency on Tuesday, March 17, 2020 as a result of the COVID-19 Global Pandemic.





ALBERTA VISITATION

ALBERTA TRIPS TO THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of Alberta Trips to the Thompson Okanagan Region. Decreasing by 57% when compared to April 2018 and 61% when compared to April 2019.
- August 2020 saw the highest number of Alberta Trips to the Thompson Okanagan Region.
- While trips to the Thompson
 Okanagan Region from Alberta
 Travellers are significantly down
 compared to 2018 and 2019, an
 upward trend in number of trips is
 apparent May-August 2020.

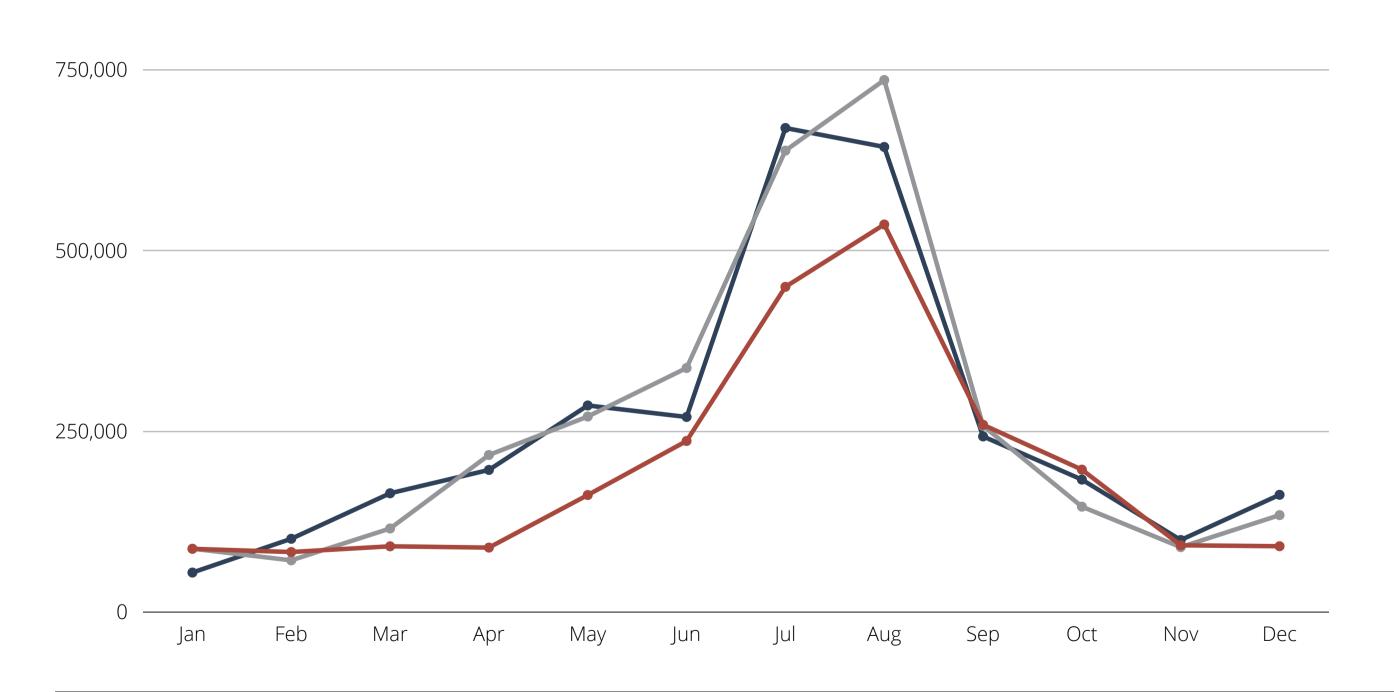
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ALBERTA VISITATION

ALBERTA OVERNIGHT STAYS IN THE THOMPSON OKANAGAN BY MONTH



KEY FINDINGS

- April 2020 saw the lowest number of Alberta travellers staying overnight in the Thompson Okanagan Region.
 Decreasing by 55% when compared to April 2018 and 59% when compared to April 2019.
- August 2020 saw the highest number of Alberta Travellers staying overnight in the Thompson Okanagan Region.
- While Overnight Stays in the Thompson Okanagan Region from Alberta Travellers is significantly down compared to 2018 and 2019, an upward trend in Overnight Stays is apparent May-August 2020.

Note: Alberta declared a provincial state of emergency on Tuesday, March 17, 2020 as a result of the COVID-19 Global Pandemic.





ORIGIN OF ALBERTA TRAVELLERS

TOP ORIGIN CITIES OF THOSE TRAVELLING TO THE THOMPSON OKANAGAN FROM BC BY YEAR

City	2018 Visitor Count
Calgary	223,700
Edmonton	118,600
Strathcona County	15,600
Airdrie	12,900
Red Deer	11,900
St. Albert	10,600
Rocky View County	9,100
Grande Prairie	9,000
Wood Buffalo	6,700
Lethbridge	6,500

City	2019 Visitor Count
Calgary	222,400
Edmonton	114,600
Strathcona County	16,400
Red Deer	15,000
Airdrie	13,500
Grande Prairie	11,900
St. Albert	10,100
Wood Buffalo	9,400
Lethbridge	8,900
Rocky View County	8,200

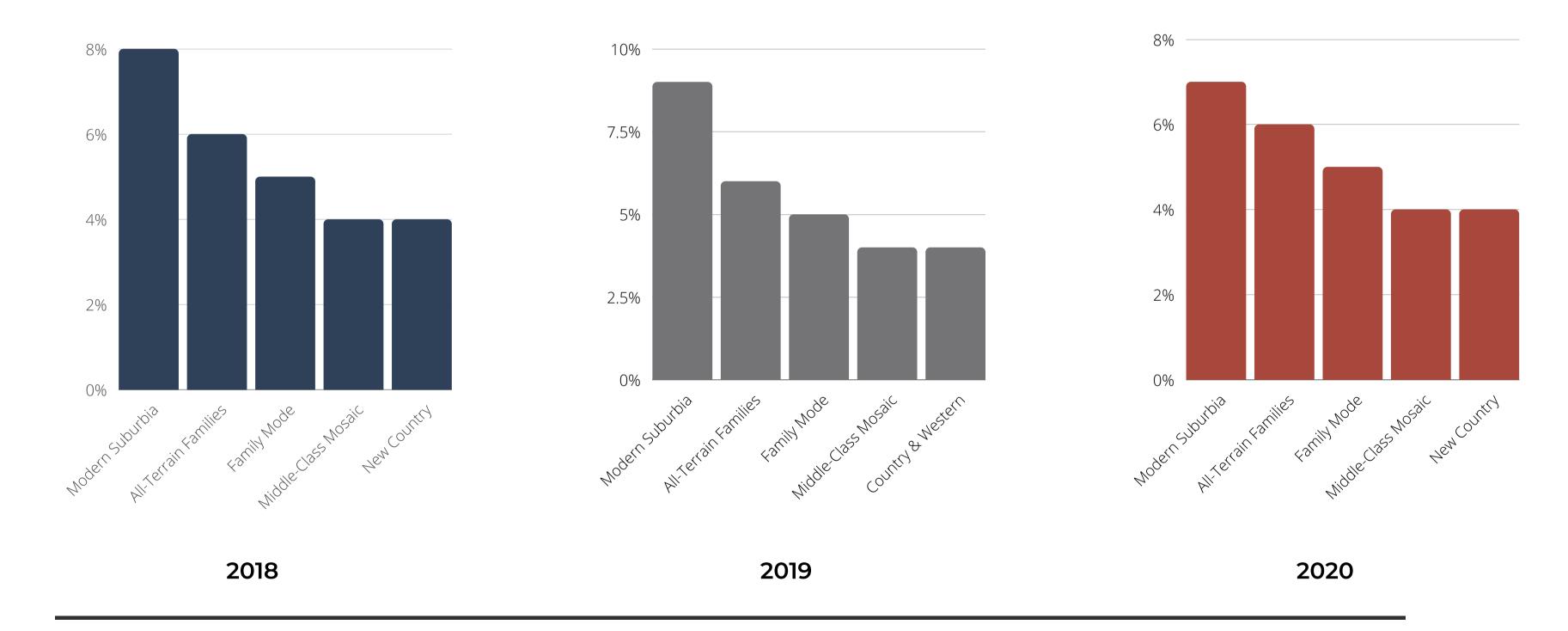
City	2020 Visitor Count
Calgary	165,900
Edmonton	77,000
Strathcona County	12,200
Airdrie	9,900
Red Deer	8,600
Grande Prairie	8,400
St. Albert	8,200
Rocky View County	6,900
Wood Buffalo	5,800
Lethbridge	5,500







TOP PRIZM SEGMENTS OF ALBERTA TRAVELLERS TO THE THOMPSON OKANAGAN 2018, 2019 AND 2020





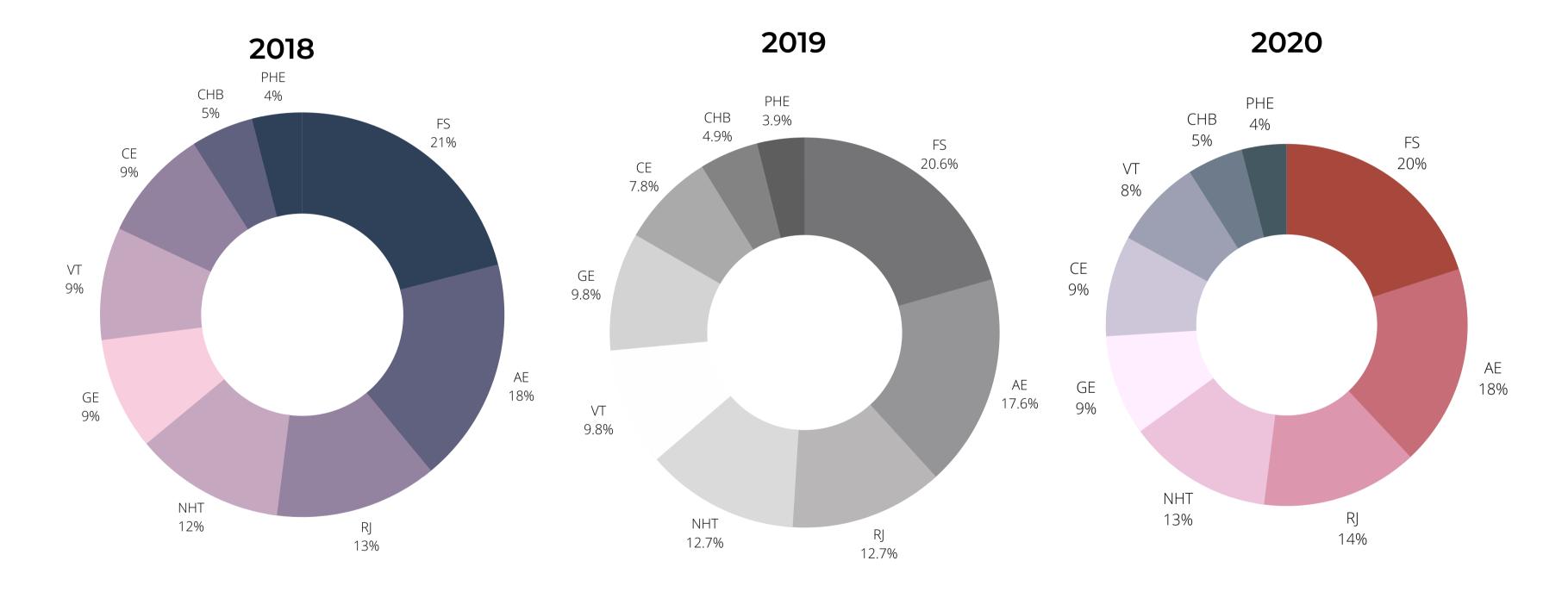
TOP PRIZM SEGMENTS OF ALBERTA TRAVELLERS TO THE THOMPSON OKANAGAN 2018, 2019 AND 2020

Category	Modern Suburbia	All-Terrain Families	Family Mode	Middle-Class Mosaic	New Country
Household Count	 Rank 1st by Household Count 123,489 households, or 7.5% of the total Households in AB 	 Rank 3rd by Household Count 85,544 households, or 5.2% of the total Households in AB 	 Rank 7th by Household Count 64,272 households, or 3.9% of the total Households in AB 	 Rank 4th by Household Count 81,980 households, or 5% of the total Households in AB 	 Rank 5th by Household Count 71,011 households, or 4.3% of the total Households in AB
Maintainer Age	41	42	48	52	55
% of Children at Home	58% of couples have children living at home	53% of couples have children living at home	54% of couples have children living at home	47% of couples have children living at home	54% of couples have children living at home
Household Income	Above Average Household Income of \$141,199 compared to AB at \$125,945	Above Average Household Income of \$138,853 compared to AB at \$125,945	Above Average Household Income of \$150,792 compared to AB at \$125,945	Below Average Household Income of \$97,145 compared to AB at \$125,945	Below Average Household Income of \$107,836 compared to AB at \$125,945
Top Social Value	Confidence in Advertising	Need for Escape	Need for Escape	Work Ethic	Attraction to Nature
Social Media Habits	77% currently use Facebook, 48% use Instagram and 36% use Twitter	78% currently use Facebook, 43% use Instagram and 31% use Twitter	77% currently use Facebook, 39% use Instagram and 29% use Twitter	81% currently use Facebook, 40% use Instagram and 31% use Twitter	80% currently use Facebook, 31% use Instagram and 21% use Twitter



TOP EQ TYPES OF ALBERTA TRAVELLERS TO THE THOMPSON OKANAGAN

2018, 2019 AND 2020





TOP EQ TYPES OF ALBERTA TRAVELLERS TO THE THOMPSON OKANAGAN

2018, 2019 AND 2020

Category	Free Spirits	Authentic Experiencers	Rejuvenators
Household Count	 Rank 1st by Household Count 322,609 households, or 19.6% of the total Households in AB 	 Rank 3rd by Household Count 207,086 households, or 12.6% of the total Households in AB 	 Rank 3rd by Household Count 237,088 households, or 14.4% of the total Households in AB
Maintainer Age	46	57	55
% of Children at Home	53% of couples have children living at home	49% of couples have children living at home	54% of couples have children living at home
Household Income	Average Household Income of \$122,710 compared to AB at \$125,945	Above Average Household Income of \$211,249 compared to AB at \$125,945	Below Average Household Income of \$110,045 compared to AB at \$125,945
Top Social Value	Need for Escape	Culture Sampling	Attraction to Nature
Social Media Habits	79% currently use Facebook, 42% use Instagram and 33% use Twitter	76% currently use Facebook, 37% use Instagram and 30% use Twitter	80% currently use Facebook, 32% use Instagram and 22% use Twitter



TOP EQ TYPES OF ALBERTA TRAVELLERS TO THE THOMPSON OKANAGAN

CANADIAN EQ SUMMARIES

Free Spirits

- Ethnically diverse, well educated families that earn moderate incomes; living in urban and suburban areas
- Free Spirits are highly social and openminded. Their enthusiasm for life extends to their outlook on travel. Experimental and adventurous, they indulge in highend experiences that are shared with others
- Tend to be young, experimentalist, committed travellers looking for thrills and frills. They live the travel experience to the fullest
- They seek some structure when they travel so they can indulge in worry-free hedonistic activities
- Enjoy the best they can afford in terms of accommodations and restaurants

Authentic Experiencers

- Affluent, highly educated mature singles and couples with older children; living in urban and suburban neighbourhoods
- Authentic Experiencers are typically understated travellers looking for authentic, tangible engagement with destinations they seek, with a particular interest in understanding the history of the places they visit
- Tend to be older, highly educated and adventurous
- Relish experiencing all their travel destination has to offer in a reserved and non-exorbitant way
- Drawn to nature and are likely to seek it out far and wide
- Travel is an important part of their lives, so they are likely to go often and for a while

Rejuvenators

- Mature singles and empty nesters; have lower levels of educational attainment and earn below average incomes
- Rejuvenators are family-oriented people who travel with others to escape from the stresses of everyday life, be pampered, and indulge themselves
- They are busy, family-oriented Canadians/Americans seeking a relaxing escape, typically within Canada and the US
- They enjoy sharing travel with others (friends or family) and prefer it to be a time for understated indulgence and relaxation, away from their burdens and responsibilities at home



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