# Media Group Online, Inc. News



New Sales Tools to Help You Sell More Advertising

www.mediagrouponlineinc.com

June 2023

## Workers Spending in Business Centers May Have Changed Forever



The pandemic caused a major disruption of the typical five-day workweek and the daily commute – and, subsequently, spending by workers at restaurants, convenience stores and central-city shopping. Although some people are voluntarily returning to the workplace for various reasons and more companies are demanding it, a hybrid-work schedule is becoming the norm for many employees and employers.

According to a January 2023 Morning Consult survey, 23% of respondents said they "currently do most of their work remote," 12% hybrid and 63% in person. When asked how they "prefer to do most of their work," 27% said remote, 25% hybrid and 46% in person. 35% are currently working some days remotely but 52% would prefer a remote/hybrid schedule.

Research from Placer.ai shows hybrid work in five major US markets peaks from Tuesday through Thursday and is less Mondays and Fridays. The Placer.ai research revealed several other trends about which workers are returning to the office. In four of the five markets in the table below (Boston, Chicago, New York and San Francisco), more of those on-site workers lived within a few miles of the business center. In Houston, however, many more of these workers commuted 10 or more miles.

Workers from one-person households were more likely to have returned to the office than multi-person households. Many parents welcomed the need to work at home during the height of the pandemic so they could care for and be with their children more. This trend suggests workers from multi-person households prefer remote or hybrid work more than single workers.

The likely permanence of these trends suggests restaurants should promote more lunch specials and retailers should incentivize workers' shopping trips during Tuesday and Thursday.

Markers, QT 2023					
Market	Mon.	Tues.	Wed.	Thur.	Fri.
Boston, MA	14.8%	18.5%	19.7%	18.8%	14.5%
Chicago, IL	14.6%	18.0%	18.9%	18.7%	14.9%
Houston, TX	16.0%	21.2%	21.3%	19.9%	14.6%
New York, NY	14.3%	19.5%	19.6%	19.4%	14.2%
San Francisco, CA	14.4%	19.1%	18.7%	18.7%	14.7%
Placer.ai, May 2023					

Hybrid Work Pattern in Five Major US Markets, Q1 2023

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#### Boost Your Clients' Ad Spending with Co-op Dollars



The burden of inflation on households grabs most of the headlines, but local businesses are also affected. Higher wholesale and shipping prices and labor and other operational costs can cause a reduction in ad spending. As a Media Group Online member, however, you can be the local business inflation fighter and boost their ad spending with the thousands of co-op plans in the Media Group Online Co-op Advertising Directory.

Pair the Co-op Directory with the thousands of reports on many retail verticals, the auto industry, Special Report topics and other content to create winning presentations of co-op dollars and an advertising campaigns based on the current consumer trends.

Your fellow members' latest searches for co-op funds in many business and retail categories provides a sneak peek of how they're building their prospect lists and closing more sales.

- **Building Materials & Construction -**Certainteed Corporation (vinyl siding)
- **Electronics & Home Entertainment -**LG Electronics Corp.
- Small Appliances Emerson Electric -In-Sink-Erator Division
- Sporting Goods Wilson Sporting Goods Co. (Racquet, Tennis, Golf)
- Farming Equipment & Supplies -John Deere Ag & Turf
- Automobiles & Trucks Chrysler, Buick, Fiat, Nissan and Hyundai
- Paints & Wallcoverings Diversified Brands (Krylon)
- Grocery Products Oasis Beverages (Pabst Brewing Co.)
- Tools Ken-Tool
- Beauty Products Merle Norman Cosmetics, Inc.

### Tell Us Your Co-op Advertising Success Story

Sharing your successful use of the Co-op Directory to close a media buy will help other members find and present current co-op plans to their prospects and clients.

We'll create a success story report in a PDF format that you can also share with your prospects and clients to motivate them to use co-op funds and include the report on the sales section of your company's Website and social media platforms.



Contact the Media Group Online at 701-940-1000 or bsillick@mediagrouponlineinc.com

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### Newest and Future Special Reports



The Unstoppable Consumer (April 2023)



In Celebration of Rural America (May 2023)



The Persistent Strength of Linear TV (June 2023)

### Prepare for a Better Second Half of 2023

Know the Rural American Market – Whether you work in the country or the city, the latest Special Report, In Celebration of Rural America, reveals the diversity of this market.

Summer Profilers – Discover the trends for the summer season in the new Movies and Theater Industry, Beer Market and Golf Industry Profilers.

The Automotive Comeback Has Started – The industry had a strong May as inventories increased significantly. Read the latest news in the June Auto Update Report.



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### An Unbeatable Combination





There's no better combination for understanding retail, media and the numbers behind them than being a subscriber to Media Group Online, Inc. and The Media Audit.

For additional information about a subscription to The Media Audit, please contact Philip Beswick, CEO at **832-521-1000**.

www.TheMediaAudit.com.