Sport and Active Recreation in New Zealand

16-Year Adult Participation Trends

1998 to 2014



TORUS

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Acknowledgements

The 16-Year Adult Participation Trends 1998 to 2014 report (Trends Report) was prepared by the Sport New Zealand (Sport NZ) research team, who express special thanks to Alistair Gray (Statistics Research Associates Limited) for his statistical advice and analysis.

Most importantly, we would like to thank the New Zealanders who took part in Sport NZ's national participation surveys over the past 16 years. Their input has been tremendously valuable and we have gained many insights and learnings from this. The report would not have been possible without their willingness to be involved.

About this report

This report looks at participation trends in sport and active recreation over a 16-year period (1998 to 2014) among New Zealand adults (18 plus) using data from three nationwide Sport NZ surveys¹. Reported trends are statistically significant unless specified. Participation rates, including walking, are reported unless otherwise noted.

The report also provides background information on the trends analysis and results in sport and active recreation.

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Foreword

For generations, sport and active recreation have played a significant part in the lives of New Zealanders. That love of sport has provided many benefits both for individuals and for society in general.

Our world, however, is changing. Life for many New Zealanders has become busier and time more precious. At the same time, lifestyles are becoming less active because of automation and time spent in front of screens, and in many communities, backyards and greenspaces are reducing.

These are huge challenges for all of us involved in the sport and active recreation sector.

It has been clear that, for reasons such as these, around the world participation in sport and active recreation has decreased. In an effort to better understand the trends and impact here in New Zealand, we have compiled this participation trends report. This brings together the results of three different surveys – from 1998, 2008 and 2014 – to give us a picture of how participation has changed over the past 16 years.

The results aren't surprising – like the rest of the world, our participation is declining – but for Sport New Zealand (Sport NZ) this gives us further confidence in the new direction we are taking and strengthens our resolve to get more New Zealanders active in sport and recreation.

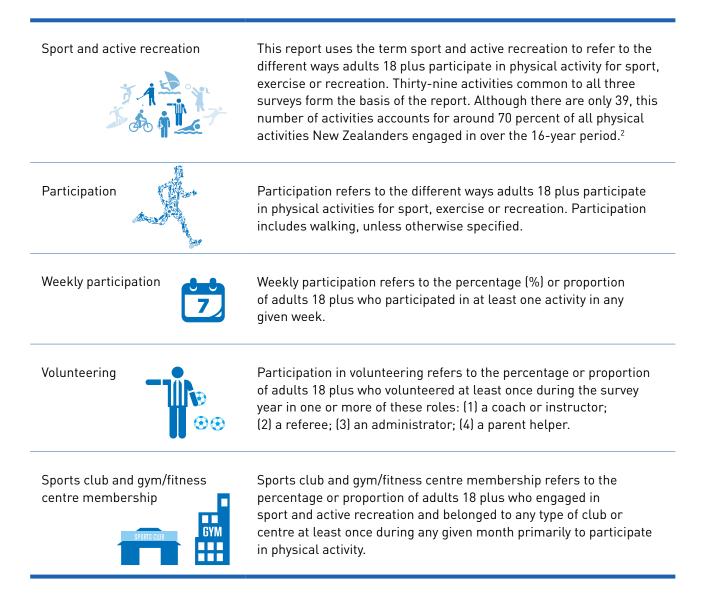
To get ahead, last year we launched a new Community Sport Strategy – one that represents a step change for the sports sector. It's all about focusing on the needs and wants of today's participants, rather than expecting people to continue to take up what the sport system has traditionally provided. By putting the needs of participants at the forefront, this strategy is already enabling us, together with partners and providers, to address the issues leading to the decline we've confirmed in this report. Less people, for instance, are active within traditional club structures, and by understanding participants changing needs we can work with sector partners to focus more effort and resources on offerings that will deliver the biggest gains.

Understanding participant demand and the changing dynamics of the sport sector are now critical capabilities for any organisation working in sport. To assist with this and to ensure we can track the success of our Community Sport Strategy – and continue to have a clear and regular line of sight of participation trends – we have revamped our Active NZ survey. This now provides a more accurate picture of what is driving (or preventing) participation, which will in turn help us evolve our Community Sport Strategy. Research reports from this new source will be released from 2017.

Through our Community Sport work - and our ongoing research and insights programmes – both Sport NZ and the sector will be better informed and better placed to ensure sport continues to enrich the lives of New Zealanders.

Peter Miskimmin Chief Executive, Sport New Zealand

Glossary

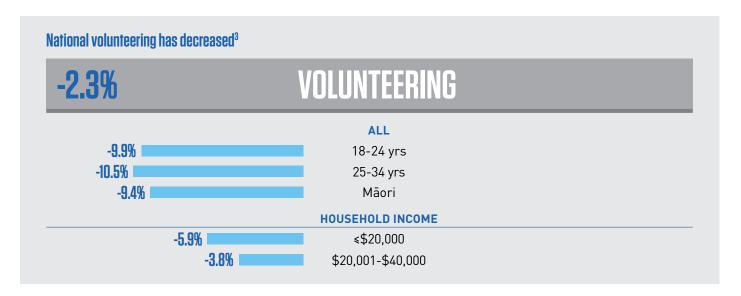


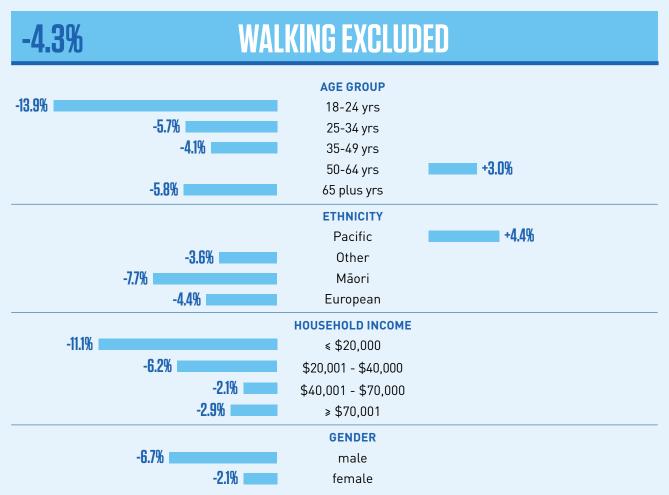
² See Appendix B for a full list of the 39 activities included in the report. A general decline has occurred in participation in these 39 activities over time, **as well as** in participation in other activities not included in the Trends Report.

Summary of Trends

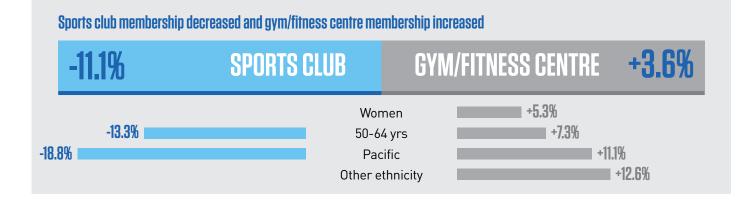
National weekly participation in sport and active recreation by adults aged 18 plus decreased over the 16-year period

-7.7%	ALL
	AGE GROUP
-13.9%	18-24 yrs
-10.4%	25-34 yrs
-8.4%	35-49 yrs
-5.3%	50-64 yrs
-2.2 %	65 plus yrs
	ETHNICITY
-11.4%	Pacific
-8.8%	Other
-8.4%	Māori
-7.1%	European
	HOUSEHOLD INCOME
-11.7%	≤ \$20,000
-12.6%	\$20,001 - \$40,000
-2.9%	\$40,001 - \$70,000
-7.0%	> \$70,001
	GENDER
-9.2%	Male
-6.4%	Female





The decrease in weekly participation was less when walking is excluded



Building blocks of the report

This report uses data from three 'point in time' national Sport NZ surveys to examine participation trends over a 16-year period: the 1997/98 New Zealand Sport and Physical Activity Survey, the 2007/08 Active New Zealand Survey and the 2013/14 Active New Zealand Survey. However, the report only provides findings for the two time points of greatest distance, 1998 and 2014, because a downward trend in participation is evident.

A combined total of 16,023 adults aged 18 plus was included in the analysis (6,835 men and 9,188 women).⁴ Further information describing the surveys' respondents and how the surveys were conducted is provided in Appendix A.

Findings in this report cannot be compared directly with previous Sport NZ national participation surveys or other previous trends analysis publications (for example, the participation trends report 1997–2007,⁵ and information on changes in participation and volunteering from the 2013/14 Active NZ Report⁶) because of factors such as:

- changes that occurred in the New Zealand population across the 16-year period;
- methodological differences in the way the surveys' questions were asked and analysed;
- differences in the duration of data collection for each national survey;
- sample size and age differences across the surveys;
- variations in how certain activities were described across the surveys and activities each survey included; and
- how ethnicity was categorised and analysed for each survey.

The trends analysis adjusted for these differences by aggregating data from all three surveys and weighting the combined sample to represent the wider New Zealand population based on 2013 New Zealand Census data. The combined sample is just a portion of the wider population, so findings are estimates of what we would expect to see if all adults in New Zealand had been included in the sample. Further information about the differences between surveys and how these differences were moderated in the trends analysis is discussed in Appendix C.

Findings in the Trends Report describe national weekly participation rates for adults aged 18 plus based on the 39 activities common across all three 'point in time' surveys (Appendix B). Findings are limited by the activities included in the 1998 survey, and exclude information about other activities collected in the 2008 and 2014 surveys, such as dance, snow sports and fitness training. It is therefore important to note that findings in this report provide information about adult participation for a selection of physical activities rather than all activities. National participation is likely to be larger than the figures shown in this report.

In addition to weekly participation, the Trends Report also provides information on sports club and gym/fitness centre membership (for example, adults involved in sport and active recreation who also belonged to a physical activity club or centre) and participation in volunteering roles (for example, adults who volunteered at least once during the survey year in one or more roles as a coach or instructor, referee, administrator or parent helper).

Information about weekly participation, membership and volunteering is provided for different groups of New Zealand adults aged 18 plus (for example, based on gender, age, ethnicity, household income) compared with the national trend. Further information about these group variables or indicators is located in Appendix D.

4 The 1998 survey included adults aged 18 plus, and the 2014 survey sampled participants aged 16 plus. The trends analysis excludes 16- and 17-year-olds for comparative purposes; see the following section for further details.

The trends analysis excludes to- and th-year-olds for comparative purposes, see the following section for further de

5 Sport NZ. Sport and Recreation Participation Trends (1997 to 2007). Wellington: Sport NZ, 2013.

6 Sport NZ. Sport and Active Recreation in the Lives of New Zealand Adults: 2013/14 Active New Zealand Survey Results. Wellington: Sport NZ, 2015.

The Trends Report content, including its text and tables, uses positive (+) and negative (-) symbols and colour-coded information to highlight the direction and degree of change for various groups of New Zealand adults compared with national trends. Positive and negative symbols are used to indicate the direction of the trend: a positive symbol indicates an increase in participation or membership over the 16-year period and a negative symbol illustrates a decrease over time.

Green font indicates a lesser degree of decline over time or a statistically significant increase in participation or membership compared with the national trend. For example, although 50 to 64 yearolds reported a decrease in weekly participation between 1998 and 2014 of 5.3 percent, this rate of decline is significantly less than the national declining trend of 7.7 percent. This difference is indicated by a –5.3 percent in the 'change' column of the relevant tables.

Red font indicates a greater degree of decline over time or a statistically significant decrease in participation or membership compared with the national trend. For example, 18 to 24-year-olds reported a 13.9 percent decrease in participation that was a significantly greater decline than the national trend of 7.7 percent.

Further, findings in the Trends Report are descriptive (that is, counts of survey question responses) to provide an overview of respondents' answers question by question. The findings do not provide or imply information about what factors influence or cause changes in participation. This means that the report does not answer questions about specific differences between groups (such as Māori compared with Pacific adults' participation rates), why different groups of adults do or do not participate, or how people relate to physical activity for sport, exercise or recreation and how this affects their participation.

Finally, the Trends Report does not include information about participation trends for:

- children and young people;
- different New Zealand regions; or
- specific sport and active recreation activities.







Detailed Findings

National weekly participation

National weekly participation in sport and active recreation for adults aged 18 plus decreased by 7.7 percent (73.3% in 1998 to 65.6% in 2014). The rate of decline in national weekly participation is less when walking is excluded (from 41.7% in 1998 to 37.4% in 2014, a 4.3% decrease over time).

Greater decreases occurred in younger adults' participation

Younger adults reported greater rates of decline in weekly participation than the national trend (Table 1). Specifically, 18 to 24-year-olds and 25 to 34-year-olds had the most substantial declines in weekly participation over time (decreases of 13.9% and 10.4% respectively), compared with the national trend of 7.7 percent.

Conversely, adults aged 50 plus reported the least amount of change in weekly participation rates over the 16-year period, in comparison with the national trend.

When walking is excluded, participation in sport and active recreation for adults aged between 50 and 64 years increased by 3.0 percent between 1998 and 2014. This was the only age group that reported an increase in weekly participation.

	1000	001 (0 h = = = =		Walking excluded		
NATIONAL WEEKLY PARTICIPATION	1998 %	2014 %	Change %	1998 %	2014 %	Change %
All adults	73.3	65.6	-7.7	41.7	37.4	-4.3
18-24 years	79.4	65.5	-13.9	60.8	46.9	-13.9
25–34 years	75.3	64.9	-10.4	49.0	43.3	-5.7
35-49 years	73.4	65.0	-8.4	42.3	38.2	-4.1
50–64 years	72.1	66.8	-5.3	30.4	33.4	+3.0
65 plus years	68.0	65.8	-2.2	33.3	27.5	-5.8

Table 1: Age differences in weekly participation compared with national trends

Note: red font indicates a significant decrease or greater degree of decline in participation over time, compared with the national trend, green font indicates a significant increase or lesser degree of decline in participation over time, compared with the national trend and black font indicates no significant difference, compared with the national trend.

Ethnic group participation rates differ over time⁷

Pacific adults reported the largest decline in weekly participation – an 11.4 percent decrease (from 74.1% in 1998 to 62.7% in 2014), compared with the national trend of 7.7 percent (Table 2).

Participation trends differ for some groups when walking is either included or excluded. For example, when walking is excluded, Pacific adults reported a 4.4 percent increase in participation between 1998 and 2014, compared with the national decrease of 4.3 percent. Further, when walking is excluded for adults in the other ethnicity category, the rate of decline in participation across the 16-year period is 3.6 percent – a lesser rate of decline, compared with the national trend of 4.3 percent.

Table 2: Ethnic differences in weekly participation compared with national trends

	(000	001 (Wa	alking exclu d	led
NATIONAL WEEKLY PARTICIPATION	1998 %	2014 %	Change %	1998 %	2014 %	Change %
All adults	73.3	65.6	-7.7	41.7	37.4	-4.3
European	75.0	67.9	-7.1	43.3	38.9	-4.4
Māori	67.5	59.1	-8.4	44.7	37.0	-7.7
Pacific	74.1	62.7	-11.4	31.6	36.0	+4.4
Other ethnicity	68.5	59.7	-8.8	34.5	30.9	-3.6



7 Trends Report findings for those identifying as Asian are unavailable because the 1998 survey grouped those adults identifying as Asian into an other ethnicity category.

Greater rates of decline occurred in weekly participation for adults in lower income households

Adults from lower income households reported greater rates of decline in weekly participation (Table 3).

Adults with annual household incomes between \$20,001 and \$40,000 (quartile 2) reported the greatest decline (12.6%) in weekly participation, compared with the national trend. This was followed by an 11.7 percent decrease for the lowest quartile group (earning \$20,000 or less a year). Less of a decline occurred in participation over the 16-year period (2.9%) for adults with annual household incomes of between \$40,001 and \$70,000 a year (quartile 3). Adults from households earning \$70,000 or more a year (quartile 4) reported a 7 percent decrease in weekly participation (from 76.5% in 1998 to 69.5% in 2014), compared with the national trend of 7.7 percent.

Table 3: Household income differences in weekly participation compared with national trends

	1000	2017	Change	Wa	alking exclu d	led
NATIONAL WEEKLY PARTICIPATION	1998 %	2014 %	Change %	1998 %	2014 %	Change %
All adults	73.3	65.6	-7.7	41.7	37.4	-4.3
Quartile 1 (<\$20,000)	70.6	58.9	-11.7	38.7	27.6	-11.1
Quartile 2 (\$20,001 – \$40,000)	74.6	62.0	-12.6	40.1	33.9	-6.2
Quartile 3 (\$40,001 – \$70,000)	71.2	68.3	-2.9	41.1	39.0	-2.1
Quartile 4 (>\$70,001)	76.5	69.5	-7.0	48.0	45.1	-2.9



Greater rates of decline occurred in participation for men

Both men and women's weekly participation rates declined over time; however, men's weekly participation declined at a greater rate (9.2%) than the national trend (7.7%) and women's participation decreased at a lesser rate (6.4%) than the national trend (Table 4).

Women's weekly participation rates were also higher across the 16-year period (74.5% in 1998 and 68.1% in 2014), compared with the national figures (73.3% in 1998 and 65.6% in 2014). In contrast, men's weekly participation in sport and active recreation (72.0% in 1998 and 62.8% in 2014) was lower than the national figures.

However, this pattern differs when walking is excluded. Men's weekly participation rates were higher than the national figures over time (49.5% in 1998 and 42.8% in 2014, compared with 41.7% and 37.4% respectively) when walking is excluded. Women's weekly participation rates were lower than the national figures, with 34.5 percent in 1998 and 32.4 percent in 2014 when walking is excluded.

	1000		2017	Change	Walking excluded		
NATIONAL WEEKLY PARTICIPATION	1998 %	2014 %	Change %	1998 %	2014 %	Change %	
All adults	73.3	65.6	-7.7	41.7	37.4	-4.3	
Female	74.5	68.1	-6.4	34.5	32.4	-2.1	
Male	72.0	62.8	-9.2	49.5	42.8	-6.7	

Table 4: Gender differences in weekly participation compared with national trends



Volunteering

As shown in Table 5, the overall proportion of adults who volunteered as coaches, instructors, referees, parent helpers and administrators over the course of a year decreased over the 16-year period by 2.3 percent (from 25.9% in 1998 to 23.6% in 2014).

Although volunteering amongst all adults decreased, increases in volunteering were noted for some groups of New Zealand adults. Compared with the declining national trend, older adults 50 plus, Pacific adults, those adults in the other ethnicity category and adults from higher income households reported greater rates of volunteering over time.

Table 5: Volunteering rates increased for some groups compared with the national trend

NATIONAL ANNUAL VOLUNTEERING	1998 %	2014 %	Change %
All adults	25.9	23.6	-2.3
50–64 years	18.6	21.2	+2.6
65 plus years	11.1	17.3	+6.2
Pacific	25.3	33.1	+7.8
Other ethnicity	18.1	19.7	+1.6
Quartile 3 (\$40,001 – \$70,000)	26.8	26.9	+0.1
Quartile 4 (>\$70,001)	30.3	31.2	+0.9



In contrast, younger adults, Māori and lower income households experienced a greater rate of decline in volunteering, compared with the national trend (Table 6). The two youngest age groups, 18 to 24-year-olds and 25 to 34-year-olds, both reported greater rates of decline (9.9% and 10.5% respectively), compared with the national trend. Those identifying as Māori also reported a greater rate of decline in volunteering (a 9.4% decrease from 35.2% in 1998 to 25.8% in 2014), compared with the national trend. Greater rates of decline occurred over the 16-year period (5.9%) for adults with annual household incomes of less than \$20,000 a year and those earning between \$20,001 and \$40,000 a year (a 3.8% decrease).

Table 6: Volunteering decreased for some groups compared with the national trend

NATIONAL ANNUAL VOLUNTEERING	1998 %	2014 %	Change %
All adults	25.9	23.6	-2.3
18-24 years	30.6	20.7	-9.9
25–34 years	28.8	18.3	-10.5
Māori	35.2	25.8	-9.4
Quartile 1 (<\$20,000)	23.3	17.4	-5.9
Quartile 2 (\$20,001 – \$40,000)	24.3	20.5	-3.8



Sports club and gym/fitness centre membership

Overall, the proportion of adults who participated in sport and active recreation and belonged to sports clubs declined between 1998 and 2014 (an 11.1% decrease from 32.8% in 1998 to 21.7% in 2014) as Table 7 shows.

Greater rates of decline were seen for younger adults aged 18 to 24 (14.3%), adults aged between 50 and 64 years (13.3%) and 65 plus (16.6%), and adults identifying as Pacific (18.8%) and Māori (14.2%), compared with the national trend.

While sports clubs had a decline in membership between 1998 and 2014, gym/fitness centres saw an increase. Overall, more adults reported belonging to a gym or fitness centre in 2014 (9.2%) compared with 1998 (5.6%), an increase of 3.6 percent. Increases in gym membership over time were found across all age groups, ethnic groups and household incomes, but particularly for women (5.3%), adults aged between 50 and 64 years (7.3%), adults identifying as Pacific and those adults in the other ethnicity category (increased by 11.1% and 12.6% respectively).

NATIONAL SPORTS CLUB CENTRE MEMBERSHIP	1998 %	2014 %	Change %
All adults	32.8	21.7	-11.1
18-24 years	38.7	24.4	-14.3
50–64 years	35.7	22.4	-13.3
65 plus years	49.8	33.2	-16.6
Māori	35.9	21.7	-14.2
Pacific	41.0	22.2	-18.8
NATIONAL GYM/FITNESS CENTRE MEMBERSHIP	1998 %	2014 %	Change %
All adults	5.6	9.2	+3.6
Women	10.4	15.7	+5.3
50-64 years	2.2	9.5	+7.3
Pacific	4.4	15.5	+11.1
Other ethnicity	3.0	15.6	+12.6

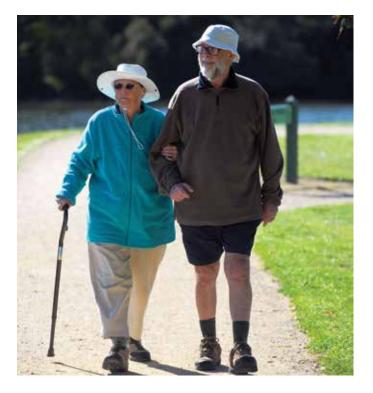
Table 7: Membership changes over time for some groups compared with the national trend





Key findings

- Adult participation has declined by 7.7 percent between 1998 and 2014
- Larger declines have occurred for younger adults (18-24 years) - a decrease of 13.9 percent between 1998 and 2014
- The rate and pattern of decline varies for different ethnic groups, the largest being 11.4 percent among Pacific adults
- Volunteering rates have decreased, with some exceptions - a 2.6 percent increase of among older adults (50-64 years), a 7.8 percent increase for Pacific adults, and 0.9 percent increase with people from higher household incomes (≥70,000)
- Club membership has decreased by 11.1 percent and fitness centre membership has increased by 3.6 percent.



Appendix A: Survey Methods and Demographics

Methods

A stratified sampling method was used for the three surveys. This involved dividing all of New Zealand's population into geographically based subgroups according to Statistics New Zealand's meshblocks, the smallest geographical unit used for census information. These meshblocks were then assigned to each of the Regional Sports Trust boundaries or areas, a geographical management frame used by Sport NZ. A proportional number of potential participants from each of these areas was then randomly selected. Geographic coverage for both surveys included the North Island, South Island and Waiheke Island.

The surveys were conducted using face-to-face interviews in respondents' homes. Samples were selected and interviews took place on a monthly basis across each year to track seasonal activity. Adults 18 plus were asked about the physical activity they had done for sport, exercise or recreation in the: (1) last 12 months; (2) last four weeks and; (3) last week to provide annual, four-weekly and weekly participation rates. The Trends Report focuses on weekly participation rates for accuracy of recall.

Demographics

Table A1: Demographics

NUMBER OF RESPONDENTS	1998	2007	2014
All adults	5,471	4,297	6,255
TOTAL = 16,023			
Gender			
Men	2,358	1,780	2,697
Women	3,113	2,517	3,558
Age groups (years)			
18–24	581	377	576
25–34	1,117	713	935
35–49	1,713	1,288	1,641
50-64	1,105	948	1,586
65 plus	955	971	1,517
Ethnicity			
NZ European	4,178	2,722	4,555
Māori	739	750	886
Pacific	169	229	243
Other ethnicity	385	596	571

Appendix B: Activities Analysed

Table B1 provides a list of the 39 activities common across the three 'point in time' national participation surveys.

Table B1: Common activities across the three national surveys

ACTIVITIES ANALYSED			ACTIVITIES ANALYSED		
1	Aerobics	Ĩ	21	Netball	°
2	Aquarobics	9	22	Rowing	<u>ss</u>
3	Athletics	~2	23	Rugby union	Ř
4	Badminton	· 7	24	Rugby league	Ř
5	Basketball	X	25	Sailing/yachting	E
6	Bowls (indoors)	. ,,,,,,,,,,	26	Shooting	ĸ
7	Bowls (outdoors/lawn)	.	27	Skiing (snow/grass)	Ľ
8	Indoor cricket	j.	28	Softball	j .
9	Outdoor cricket	j.	29	Squash	<u></u>
10	Cycling (not mountain biking)	Ó	30	Surf life saving	
11	Fishing	Į,	31	Surfing/body boarding	<i>ب</i> ر ک ر
12	Football	*	32	Swimming	<u>~</u>
13	Golf	1	33	Tennis	× -
14	Hockey	* .	34	Touch	73
15	Horse riding/equestrian	*	35	Tramping	'
16	Jogging/running	Ř	36	Triathlon/duathlons/multisport	×
17	Kapa haka	1×	37	Volleyball	1
18	Mau rākau/taiaha	*	38	Waka ama	××
19	Motorsports	Ì	39	Walking	<u>×</u>
20	Mountain biking	- Contraction of the second se			

Appendix C: Survey Differences and Trends Analysis

Findings in this report are based on data from three national participation surveys: the 1997/98 New Zealand Sport and Physical Activity Survey, the 2007/08 Active New Zealand Survey and the 2013/14 Active New Zealand Survey. Table C1 lists how the analysis was shaped by the 1998 survey as the earliest 'point in time' out of the three surveys, and the steps taken to make the various survey differences and population changes comparable over time.

Table C1: Survey differences and trends analysis

SURVEY AND POPULATION DIFFERENCES	HOW DIFFERENCES WERE ADDRESSED IN TRENDS ANALYSIS	
Changes in New Zealand's population characteristics between 1998 and 2014	Adjusted means from a logistic regression were used to control for changes in population characteristics like gender, age, ethnicity and household income	
Adult participants 18 plus years were included in the 1998 survey; the 2014 survey included respondents 16 plus years	The combined data set excludes 16 and 17-year-olds	
Respondents from the 1998 survey were limited to reporting only one ethnicity	The trends analysis forced prioritisation of self-reported ethnicity based on 1998 survey ethnicity categories	
There are some differences in how the surveys prompted recall of activities	Only the activities that were included across all surveys were analysed (n = 39); including walking ⁸	
There are some differences in how activities across the surveys were categorised (for example, netball as one activity versus indoor and outdoor netball as two separate activities)	Sub-activities from the 2008 and 2014 surveys have been combined (for example, netball = indoor netball and outdoor netball) and are assumed to equate to the activity used in the 1998 survey to ensure a focus on the participant rather than the activity	
The 1998 survey coded income ranges differently from the other surveys	Data from the three surveys were recoded into the following income quartiles:	
	Q1: (\$20,000 per year or less)	
	Q2: (\$20,001 – 40,000 per year)	
	Q3: (\$40,001 – 70,000 per year)	
	Q4: (\$70,001 per year or more)	

8 Walking has a higher participant base than other sports, which creates a greater skew in overall participation results for this activity, compared with other activities.

Estimates were constructed using a 95 percent confidence interval range, which means that if we were to ask the same question 100 times of 100 different people, we can be confident that 95 times out of 100 their responses would be a true reflection of the wider population.

The type of analyses used in conjunction with the large sample size means that very small changes have been detected. Only statistically significant changes between time periods are reported.

Significance testing was conducted for different sub-groups of the population compared with national results, so while levels of participation may be higher or lower across groups (for example, between men and women, across age groups), we cannot say whether these differences between the groups are significant.







Appendix D: Survey Indicators

A full list of indicators (for example, variables) included in the Trends Report is provided below.

- Weekly participation in sports and active recreation activities (proportion or percent)
- Membership through clubs and centres
 - Sports club
 - Gyms/fitness centres
- Participation as a volunteer coach or instructor, referee, administrator or parent helper
- Gender
 - Men
 - Women
- Age groups (years)
 - 18-24
 - 25-34
 - 35-49
 - 50-64
 - 65 plus

- Ethnicity
 - NZ European
 - Māori
 - Pacific
 - Other ethnicity⁹
- Household income
 - Q1 (\$20,000 per year or less)
 - Q2 (\$20,001 \$40,000 per year)
 - Q3 (\$40,001 \$70,000 per year)
 - Q4 (\$70,001 per year or more)

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