

# Black Americans and Symbols of Identity - US - 2023

Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

### This report looks at the following areas:

- How Black consumers define their own identity
- Areas used to express individuality/personality
- Self-expression through physical appearance
- · Connection of personal style, heritage and community

Black consumers use a multitude of symbols to express their identity. Their skills, talents, roles, responsibilities and even their personal style are all tools used to paint the full picture of their identity.

In fact, Black consumers think who they are, what they do and the roles they play in life are better indicators of their identity than their physical appearance. However, their physical appearance has its place and is used to showcase who they see themselves as and how they want to be represented in the world. Clothing and hairstyles are generally the top expressers used when individuals choose to showcase their personality outwardly. In addition to their appearance, Black consumers use their community as well as their activities and hobbies to express themselves.



"Our identities are our lived experiences, and Black consumers are focused on expressing those experiences through various mediums. For brands, a deep dive into the skills, lifestyles, and heritage of Black consumers will ultimately help this group feel seen and represented."

Courtney Rominiyi,
 Multicultural Consumers and
 Culture Analyst

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	s +1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



#### **Table of Contents**

#### **OVERVIEW**

- What you need to know
- · This Report looks at the following areas
- Market context

#### **EXECUTIVE SUMMARY**

- Top takeaways
- Market overview
- Opportunities and challenges
- Opportunity: represent Black consumers' personal interests rather than just their skin color in advertising

Figure 1: Elements that influence identity, 2023

 Opportunity: utilize gaming and VR to improve the footwear shopping experience and help create community for Black

Figure 2: Expression of identity through physical appearance, footwear, by gender, 2023

 Opportunity: help young Black adults create the perfect standout look with a virtual closet

Figure 3: Purpose of appearance, by age, 2023

 Challenge: helping young Black consumers feel confident in expressing their identity

Figure 4: Purpose of personal style, 2023

- Key consumer insights
- Black men need more attention and outlets to express their personal identity
- Most Black consumers are looking to stand out with their appearance
- Freedom of expression can help with mental wellness for Black consumers

#### **BLACK CONSUMERS BY THE NUMBERS**

 Black population on the rise with a projected 4% increase from 2022-2027

Figure 5: Population, by race and Hispanic origin, 2017-27

Three in 10 Black consumers earn less than \$25K annually

Figure 6: Household income distribution, by race and Hispanic origin of householder, 2020

Figure 7: Median household income, by race and Hispanic origin of householder, 2020

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

### Black Americans and Symbols of Identity - US - 2023

### Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



#### **MARKET FACTORS**

- Inflation will impact shopping patterns
  - Figure 8: Consumer Price Index change from previous period, 2013-23
- Unemployment remains low, but fear of recession looms
  Figure 9: Unemployment, 2020–23
- CROWN Act is helping make hair discrimination illegal

#### **COMPETITIVE STRATEGIES AND CURRENT OPPORTUNITIES**

- Meeting consumer needs through the lens of the Wellbeing Trend Driver
- Mix fashion and fitness to empower young Black consumers
- Meeting consumer needs through the lens of the Value Trend Driver
- Collaborations with high-end brands improve quality and affordability
- Meeting consumer needs through the lens of the Technology Trend Driver
- Create a virtual closet that gives consumers the perfect look

# SYMBOLS OF IDENTITY – FAST FACTS DEFINING THEIR OWN IDENTITY

- Black consumers believe their abilities and responsibilities are the greatest influences on their identity
  - Figure 10: Elements that influence identity, 2023
- Brands should focus on initiatives that help Black consumers feel more in tune with their personal lives and legacy rather than simply their skin color
- Commercial spotlight: NFL promotes female empowerment and athleticism through Super Bowl LVII commercial featuring Diana Flores
  - Figure 11: NFL Super Bowl LVII commercial || run with it, 2023
- Brand spotlight: Talenti amplifies Black voices and appeals to Black consumers through their skills and talents
   Figure 12: Talenti Purpose, 2023
- Division in perception of identity between younger and older Black consumers presents opportunity for brands to extend their market reach
  - Figure 13: Elements that influence identity by age, 2023 Figure 14: Polo Ralph Lauren Instagram page, 2023
- Racial and cultural heritage becomes an important identifier as Black consumers' HHI increases

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

### Black Americans and Symbols of Identity - US - 2023

### Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



Figure 15: Racial and cultural influence on identity by income, 2023

#### AREAS USED TO EXPRESS INDIVIDUALITY/PERSONALITY

- Physical appearance, community and activities are the best mediums for Black consumers to express themselves
   Figure 16: Areas used to express individuality, 2022
- Brand spotlight: Anti Social Social Club builds community through fashion and social initiatives

Figure 17: Anti Social Social Club, Instagram page, 2023

 Black men are keen on footwear as a point of selfexpression

Figure 18: Expression of identity through physical appearance, footwear, by gender, 2023

Hairstyles are a mainstay for Black women as a primary means of self-expression

Figure 19: Expression of identity through physical appearance, hairstyle, 2023

 Brand spotlight: Spotify educates, connects and jams – create a fun styling experience for Black women with a guided playlist

# IMPORTANCE PLACED ON SELF-EXPRESSION THROUGH PHYSICAL APPEARANCE

- Black consumers place a great deal of importance on physical appearance as a reflection of their identity
   Figure 20: Importance of self-expression through physical appearance, 2023
- Brand spotlight: Dove commits to banning hair discrimination with the CROWN Act

Figure 21: The Crown Act Instagram page, 2023

 Physical appearance is part of parenting identity for Black fathers

Figure 22: Importance of self-expression through physical appearance, fathers vs overall, 2023

 Most Black consumers use their appearance to stand out, with Gen Z leading the charge

Figure 23: Purpose of appearance, by generation, 2023

 Brand spotlight: Puig's Wikiparfum guides consumers to the best fragrance option based on their preferences

Figure 24: Puig Instagram page, 2023

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



# THE IMPACT OF PHYSICAL APPEARANCE ON MENTAL WELLNESS

Expressions of personal style can influence mood and community

Figure 25: Purpose of personal style, 2023

- Brand spotlight: Megan Thee Stallion and her mental health resource website encourage mental wellness through clothes and music
- While open to experimentation, young Black consumers may feel strained while doing so

Figure 26: Purpose of personal style, 2023

 Brand spotlight: Strava mixes fashion, community and fitness to empower young Black consumers

Figure 27: Strava Instagram page, 2023

- Most Black consumers have a casual personal style and likely want everything else in their lives to follow that trend Figure 28: Preferred personal style, 2023
- Brand spotlight: Jacquemus x Nike collaboration creates luxury in the casual – helping Black consumers strike a balance between comfort and couture

Figure 29: Jacquemus Instagram page, 2023

# EXPRESSING IDENTITY THROUGH PHYSICAL APPEARANCE AND CONNECTION TO HERITAGE

Diversity in lineage is likely to influence how Black consumers dress

Figure 30: Attitudes towards symbols of identity, 2023

 Brand spotlight Logitech leverages partnership with BeReal to connect with their Gen Z target

Figure 31: Logitech Instagram page, 2023

 This connection to fashion and heritage allows Black consumers to connect with their community

Figure 32: Attitude toward style and identity, 2023

- Brand spotlight: George at ASDA launches clothing collection for young people with disabilities
- This point of connection is especially important for Black men

Figure 33: Purpose of personal style, any agree, by gender, 2023

### APPENDIX - DATA SOURCES AND ABBREVIATIONS

- Consumer survey data
- Abbreviations and terms
- Abbreviations

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

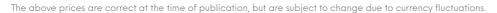
# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Report Price: £3695 | \$4995 | €4400





Terms

### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300



# **About Mintel**

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.