



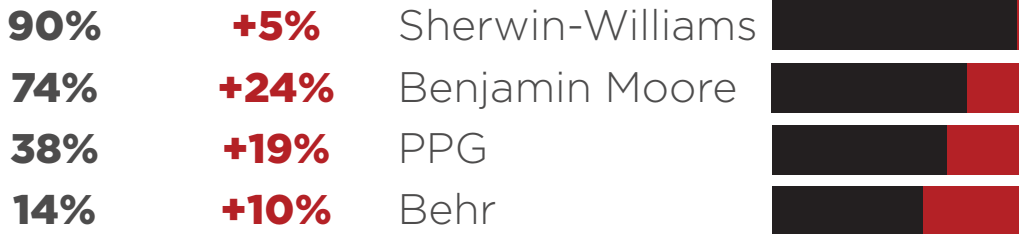
MEMBER DATA HIGHLIGHTS 2021

98%

Of members would recommend PCA

WHERE MAJORITY OF THEIR PAINT IS PURCHASED: (MULTIPLE RESPONSES ALLOWED)

2021 GROWTH



HOW MUCH MEMBERS SPEND ON PAINT:

Liquid Spend

\$429M

Sundry Purchases

\$140M

INDUSTRY NICHE

- 14% COMMERCIAL
- 50% COMMERCIAL & RESIDENTIAL
- 34% RESIDENTIAL
- 2% INDUSTRIAL

PCA'S TOP PRIORITIES

- Educational Programming
- Training
- Networking Opportunities

AVERAGE ANNUAL REVENUE PER COMPANY

\$1.8M

AVERAGE ANNUAL GROWTH PER COMPANY

8%

THEIR BUSINESS

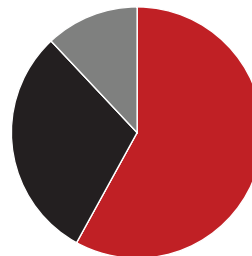
STRENGTHS

- Quality of work
- Superior customer experience
- Dynamic team
- Excellent communication

WEAKNESSES

- Number of employees
- Training systems
- Production management

PCA has benefited member companies through essential resources, educational opportunities, and connections with trail-blazing companies.



EMPLOYEE MODEL:

- 58% W2
- 30% Both
- 12% Subcontractors

WORKFORCE ACROSS ALL MEMBER COMPANIES:

24K



MEMBERSHIP FACTS:

Longest Membership
50+ YEARS

Majority of Members
7 YEARS