



# MEMBER DATA HIGHLIGHTS 2021

**98%**

Of members would **recommend PCA**

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

### 2021 GROWTH

<b>90%</b>	<b>+5%</b>	Sherwin-Williams	
<b>74%</b>	<b>+24%</b>	Benjamin Moore	
<b>38%</b>	<b>+19%</b>	PPG	
<b>14%</b>	<b>+10%</b>	Behr	

## INDUSTRY NICHE

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

## PCA'S TOP PRIORITIES

- Educational Programming
- Training
- Networking Opportunities

## THEIR BUSINESS

### STRENGTHS

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

### WEAKNESSES

- Number of employees
- Training systems
- Production management

## HOW MUCH MEMBERS SPEND ON PAINT:

LIQUID SPEND

**\$429M**

SUNDRY PURCHASES

**\$140M**

AVERAGE ANNUAL REVENUE PER COMPANY

**\$1.8M**

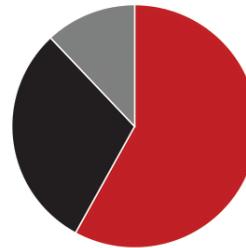
AVERAGE ANNUAL GROWTH PER COMPANY

**8%**

TOTAL REVENUE ACROSS ALL MEMBER COMPANIES

**\$1.9B**

**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**