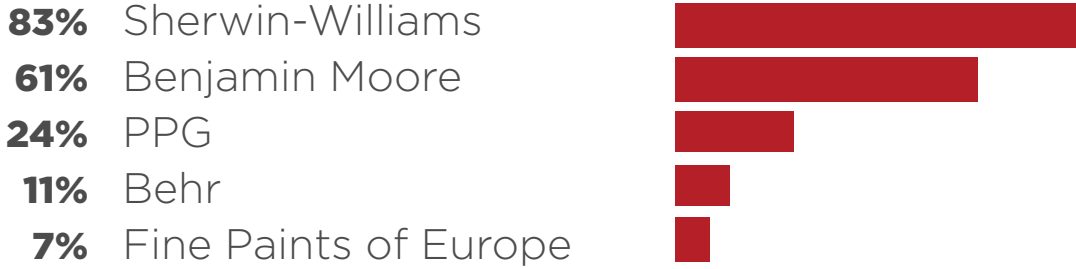




# MEMBER DATA HIGHLIGHTS 2022

**98% YES**  
Would You Recommend PCA

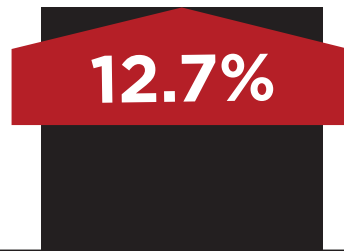
## WHERE MAJORITY OF THEIR PAINT IS PURCHASED: (MULTIPLE RESPONSES ALLOWED)



## INDUSTRY NICHE

- 57% Residential Primary
- 23% Residential & Commercial
- 11% Commercial Primary
- 6% Industrial
- 3% OTHER

## MEMBERSHIP GROWTH



## MOST USED PROFESSIONAL SERVICES

- Bookkeeping/Accounting
- Consulting/Coaching
- HR

## TOP PCA RESOURCES

- Painter Training
- PCA Overdrive
- Podcasts

## LIQUID SPEND

**\$504M**

AVERAGE ANNUAL REVENUE PER COMPANY

**\$1.86M**

AVERAGE ANNUAL GROWTH PER COMPANY

**15.5%**

TOTAL REVENUE ACROSS ALL MEMBER COMPANIES

**\$2.4B**

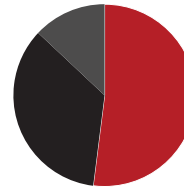
## BUSINESS PROFILE

### STRENGTHS

- Reputation
- Professionalism
- Craftsmanship

### CHALLENGES

- Recruiting and Retaining Employees
- Training systems
- Material Shortages



### EMPLOYEE MODEL:

- 52% W2
- 35% Both
- 13% Subcontractors

### WORKFORCE ACROSS ALL MEMBER COMPANIES:

23K



## MEMBERSHIP FACTS:

Longest Membership  
**66 YEARS**

Member Average  
**8 YEARS**