**AVERAGE ANNUAL REVENUE PER COMPANY**
$1.86M

**AVERAGE ANNUAL GROWTH PER COMPANY**
15.5%

**BUSINESS PROFILE**

**STRENGTHS**
- Reputation
- Professionalism
- Craftsmanship

**CHALLENGES**
- Recruiting and Retaining Employees
- Training systems
- Material Shortages

**MEMBERSHIP FACTS:**
- Longest Membership: 66 YEARS
- Member Average: 8 YEARS

**MEMBER DATA HIGHLIGHTS 2022**

**WHERE MAJORITY OF THEIR PAINT IS PURCHASED:**
(MULTIPLE RESPONSES ALLOWED)
- 83% Sherwin-Williams
- 61% Benjamin Moore
- 24% PPG
- 11% Behr
- 7% Fine Paints of Europe

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

**MEMBERSHIP GROWTH**
12.7%

**MOST USED PROFESSIONAL SERVICES**
- Bookkeeping/Accounting
- Consulting/Coaching
- HR

**TOP PCA RESOURCES**
- Painter Training
- PCA Overdrive
- Podcasts

**EMPLOYEE MODEL:**
- 52% W2
- 35% Both
- 13% Subcontractors

**WORKFORCE ACROSS ALL MEMBER COMPANIES:**
23K

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**EMPLOYEE MODEL:**
- 52% W2
- 35% Both
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**WORKFORCE ACROSS ALL MEMBER COMPANIES:**
23K

**98% YES**
Would You Recommend PCA

**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

**MEMBERSHIP FACTS:**
- Longest Membership: 66 YEARS
- Member Average: 8 YEARS

**TOTAL NUMBER OF RESPONSES: 335**

**ALL CALCULATIONS ARE ROUNDED TO THE NEAREST HUNDRED.**