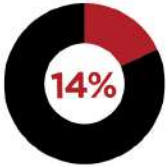




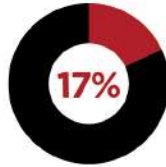
MEMBER DATA HIGHLIGHTS 2023

98% YES
Would Recommend
PCA

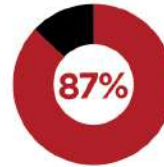
HISPANIC-OWNED BUSINESS



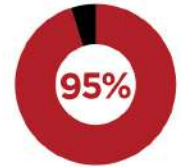
WOMAN-OWNED BUSINESS



FIRST-GENERATION BUSINESS



INTRASTATE BUSINESS



INDUSTRY NICHE

- 11% Commercial
- 35% Both Comm. & Res.
- 2% Industrial
- 52% Residential

WHERE THE MAJORITY OF THEIR PAINT IS PURCHASED

- 94% Sherwin-Williams
- 89% Benjamin Moore
- 22% Other

HOW MUCH MEMBERS SPEND ON PAINT:

LIQUID SPEND

\$538M

AVERAGE ANNUAL REVENUE

\$1.9M

AVERAGE ANNUAL GROWTH

19%

ANTICIPATE HIGHER REVENUE IN THE UPCOMING YEAR

74%

TOTAL REVENUE ACROSS ALL MEMBER COMPANIES

\$2.6B



EMPLOYEE MODEL:

- 52% Employees
- 45% Both
- 6% Subcontractors



MOST USED PROFESSIONAL SERVICES

- Bookkeeping/Accounting
- Marketing/Online Reputation
- Consulting/Coaching Services



BUSINESS ANALYSIS

STRENGTHS

- Reputation
- Craftsmanship & Quality of Work
- Customer Experience



CHALLENGES

- Training Systems / Development
- Recruiting & Retaining Employees
- Rising Costs

MEMBERSHIP FACTS:

LONGEST Membership
67 years

Average Membership
8 years