



Vermont Paint Stewardship Program Annual Report May 1, 2014 – June 30, 2015

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Executive Summary

Vermont Paint Stewardship Law

PaintCare is the representative stewardship organization of the Vermont Architectural Paint Stewardship Program (“program”), codified in Sub-Chapter 4, Chapter 159 of Vermont Statute Title 10: Conservation and Development. The Vermont Paint Product Stewardship Law requires manufacturers of architectural paint to:

- Establish a program to reduce the generation of postconsumer paint;
- Promote the using up of leftover paint;
- Facilitate the recycling and proper disposal of unwanted postconsumer paint;
- Increase opportunities for consumers to properly manage leftover paint;
- Reduce costs to local governments managing postconsumer paint;
- Work to keep paint out of the waste stream; and
- Conserve natural resources.

Highlights, Successes, and Lessons Learned

Sites, Events, and Service. In this first reporting period, PaintCare established 73 permanent year-round paint drop-off sites. Of the 73 year-round sites, 63 were retailers, representing nearly 40% of likely retail participants. The remaining permanent sites included five transfer stations, four household hazardous waste (HHW) facilities, and one recycling facility. The 73 permanent year-round drop-off sites provided a site within 15-miles to 99.5% of Vermont’s residents.

PaintCare also managed paint from two seasonal facilities (one HHW facility and one transfer station) and 74 municipal HHW drop-off events, held five paint-only drop-off events, and provided direct large volume pick-ups from seven business and institutions that had accumulated more than 300 gallons of paint at their facilities. It should also be highlighted that with the exception of one HHW event, all other HHW facilities and events took part in the PaintCare program.

Paint Collection Volume. The program processed 116,691 gallons of postconsumer paint – a 60% increase over paint volumes before the PaintCare program. Disposition of the two paint streams is available; however, the program-wide split between latex paint and oil-based paint cannot be provided for this reporting period due to a procedural error on the part of one of the program’s transportation service providers, discussed further in Section 2-B2. Usable latex paint was made into recycled-content paint or used as a landfill cover. Unusable latex paint was sent to landfill. All of the oil-based paint was used for fuel. In addition, metal and plastic containers were recycled whenever possible.

Expenses and Revenue. The program was funded through fees on new paint sales: 35¢ on pints and quarts; 75¢ on 1-gallon containers; and \$1.60 on 5-gallon containers. Approximately 1.2

million gallons of architectural paints were sold in Vermont during this reporting period. The program collected \$798,017 in fees from these sales.

Expenses, including paint transportation and processing, outreach and education, staffing, and administrative costs were \$1,238,327. In addition, the program had accrued expenses in the amount of \$93,587 prior to program start. The program ended the reporting period with a deficit of \$535,568. This deficit and possible actions to address it will be discussed further in Section 3 of this report.

The cost per gallon of the program in this first reporting period was \$10.61.

Paint Recovery Rate. The paint recovery rate – the volume of postconsumer paint collected divided by the volume of new paint sales in the same period – was 9.6%, the highest of any PaintCare state to date.

Outreach and Education. Building on the lessons learned from the start of the California program where significant pre-launch outreach led to overwhelming participation at the new retail drop-off sites, little outreach was conducted prior to and during the first months of the Vermont program. Outreach was generally limited to informational brochures distributed on-site by paint retailers and HHW programs and through pro shows and other events that painting contractors participated in. Advertising started with public radio in June 2014; after that, other advertising was gradually added, starting with newspaper ads in September and October 2014.

Program Plan and Annual Report

The Vermont Paint Stewardship Law required the submission and approval of a Program Plan prior to the program's launch. The Secretary of the Vermont Agency of Natural Resources approved PaintCare's Program Plan in March 2014 and the Vermont program began on May 1, 2014. PaintCare's Vermont Program Plan is available from PaintCare's website.

The Vermont Paint Stewardship Law also requires the submission of an Annual Report to the Vermont Agency of Natural Resources by October 15 each year. This first Annual Report covers the 14-month period of May 1, 2014 – June 30, 2015. Future reports will cover the 12-month period of July 1 – June 30.

At a minimum, Annual Reports must include:

- (1) A description of the methods the producer or stewardship program used to reduce, reuse, collect, transport, recycle, and process postconsumer paint statewide in Vermont;*
- (2) The volume and type of postconsumer paint collected by the producer or stewardship program at each collection center in all regions of Vermont;*
- (3) The volume of postconsumer paint collected by the producer or stewardship program in Vermont by method of disposition, including reuse, recycling, energy recovery, and disposal;*

(4) An independent financial audit of the paint stewardship program implemented by the producer or the stewardship program;

(5) The prior year's actual direct and indirect costs for each program element and the administrative and overhead costs of administering the approved program; and

(6) Samples of the educational materials that the producer or stewardship program provided to consumers of architectural paint.

Acknowledgments

The Vermont PaintCare program was very successful in establishing drop-off sites and collecting paint during its first 14 months. PaintCare would like to thank the staff of the Vermont Agency of Natural Resources for their tremendous support and assistance leading up to and through this program year; the terrific partnership of the local household hazardous waste (HHW) community, with special recognition of the staff at the Chittenden Solid Waste District; the Vermont Product Stewardship Council; our outstanding retail, transfer station, and recycling facility partners; the prompt and professional services provided by our transporters, Clean Harbors Environmental Services and Enpro Services of Vermont; and the excellent work of our marketing firms, Marketing Partners and Mascola Group.

Section 1. Paint Collection, Transportation and Processing

Annual Report Statutory Citation

10 V.S.A. § 6677. Reporting Requirements

(1) A description of the methods the producer or stewardship program used to reduce, reuse, collect, transport, recycle, and process postconsumer paint statewide in Vermont

A. COLLECTION SITES, EVENTS AND SERVICES

The Vermont Paint Stewardship Law requires a program that increases opportunities for consumers to properly manage leftover paint and reduces costs to local governments. Prior to the PaintCare program, most waste paint was handled either through HHW programs, though many did not take latex paint, or by drying and disposing of latex paint. Chittenden and Addison counties accepted latex paint for recycling into Chittenden's Local Color paint.

Qualifying businesses (Conditionally Exempt Generators or CEGs) could use the HHW collections for oil-based paints (and latex paint in Chittenden County) for a fee, or any business, regardless of generator size, could contract with a private hazardous waste hauler for paint recycling services – though the cost was generally cost-prohibitive for painting contractors and other small businesses.

To increase recycling opportunities for Vermont households, businesses and others with leftover paint, all suitable locations were invited to participate as PaintCare drop-off sites, provided they met PaintCare's operational requirements, including adequate space for storage of paint collection bins and willingness to accept all program products (latex and oil-based products). PaintCare reached out to paint retailers, material reuse stores, household hazardous waste programs, public and private waste transfer stations, and recycling facilities to invite them to become paint drop-off sites.

By the end of this first reporting period, the Vermont PaintCare program had 63 permanent, year-round retail drop-off sites located throughout the state. In addition, PaintCare managed paint from all five of the state's HHW collection facilities (four year-round, one seasonal), six municipal transfer stations (five year-round, one seasonal), one recycling facility, and 74 municipal HHW drop-off events – providing cost savings to local governments. PaintCare also held five paint-only collection events and conducted seven large volume pick-ups (LVP) directly from businesses and other sites that had accumulated more than 300 gallons of paint.

All PaintCare drop-off sites and the LVP service accept both latex and oil-based paint. All retailers accept paint from both residents and qualifying businesses, as does the LVP program. The HHW programs and transfer stations generally only service CEGs. PaintCare collection sites, events, and services are summarized in the following tables and shown on the maps beginning on page 15.

Summary of PaintCare Collection Sites, Events, and Services

<u>PERMANENT YEAR-ROUND DROP-OFF SITES</u>		<u>SUPPLEMENTAL SITES, EVENTS, AND SERVICES</u>	
Paint Retailers	63	Municipal HHW Events	74
Transfer Stations / Recycling Facilities	6	PaintCare Paint-Only Events	5
Municipal HHW Facilities	4	Seasonal Municipal HHW Facility	1
Total	73	Seasonal Transfer Station	1
		Direct Large Volume Pick-Ups	7

The following subsections discuss the various paint collection sites, events, and services provided by the Vermont program. Section 2 of this report details the volumes of paint collected by each site type and service.

A1. Paint Retailers

Paint retailers provide ideal locations for paint drop-off sites because they are located throughout the state, are often centrally located in cities and towns, are open five or more days per week, and have staff familiar with paint products and their safe handling. In addition, their customers are likely to have some leftover paint and often ask store staff for advice on what to do with it.

Prior to the start of the program, three rounds of mailings – in October 2013, January 2014, and March 2014 – were sent to paint retailers that included information about retailer requirements under the new law and about becoming a PaintCare drop-off site (current copies of the fact sheets are provided in Appendix C). These mailings were sent either directly to the stores or to their corporate office. In addition, two webinars were offered for retailers to learn about the program and ask questions, and a video was produced and posted on PaintCare’s website that explains the program and shows what it takes to be a PaintCare drop-off site.

Across the state, 170 retail sites were identified that sold paint, consisting of paint, hardware, and home improvement stores.

Following the general outreach, and prior to the program’s launch, PaintCare’s Vermont program manager visited nearly every potential paint retail partner in person. He did not visit big box stores, because their corporate staff informed PaintCare that they were not planning to volunteer their stores to serve as drop-offs sites. With the removal of big box stores, the number of potential retail drop-off sites was 159. Of these, 63 stores (nearly 40%) joined the program as paint drop-off sites in this first reporting period. Retailers were motivated to participate in the program to increase foot traffic through their stores and to provide a service for their customers. Appendix A provides the names and addresses of the stores.



PaintCare provides signs to drop-off sites to promote the program as shown here at Central Supplies in Randolph.

A2. Household Hazardous Waste Programs

Prior to program launch, PaintCare met in person with all HHW programs in the state. Print materials about the benefits to HHW programs of participating in the PaintCare program were made available to the HHW community (see the HHW fact sheet in Appendix C). All of the larger HHW programs are members of the Vermont Product Stewardship Council and were well informed and very interested in the PaintCare program. All HHW programs in Vermont (with the exception one HHW event) participated in the PaintCare program during this first reporting period. Appendix A provides the names and locations of the HHW facilities and events that participated during this reporting period.

HHW programs in Vermont helped promote the new program to their area residents. In addition to distributing brochures, several waste management districts partnered with PaintCare on outreach projects, where PaintCare provided artwork and wording for their use.

The HHW programs collected a large percentage of the overall paint collected in this first reporting period. In addition, the Chittenden Solid Waste District's Local Color served as a paint recycler for the program, receiving paint from some other counties and paint from retail drop-off sites as well.



Rutland County's Solid Waste District HHW Depot uses both single use cardboard paint bins (Clean Pak boxes), and reusable plastic paint bins (grey stacked boxes).

A3. Transfer Stations / Recycling Facilities

Prior to the launch of the program, PaintCare reached out to the solid waste districts, alliances, and independent towns in the state. In addition, many of the sites received an in-person visit from PaintCare staff. A fact sheet was developed and distributed to explain the PaintCare program and benefits to transfer stations and recycling facilities (current copy of the fact sheet is available in Appendix C). Transfer stations participate as drop-offs sites to expand the recycling services provided to their customers and to help keep paint out of the waste stream.

Interest in the PaintCare program was high from large, regional programs – three regional transfer stations and one regional recycling facility (all year-round) joined the PaintCare program, as well as three single town transfer stations (two year-round, one seasonal). Appendix A provides their names and addresses.



Paint Signage and Shed at the Norwich Transfer Station

A4. Reuse Stores

Six material reuse stores – four Vermont ReSOURCE stores, one Habitat for Humanity ReStore outlet, and another site – were identified prior to program launch and invited to join the program. Along with participating as drop-off sites, reuse stores can operate paint reuse programs by donating or selling good quality leftover paint back to the local community to use, rather than sending it downstream through PaintCare for processing. PaintCare provides compensation for this service.

However, PaintCare has found in Vermont, as well as in other PaintCare states, reuse stores that sell remanufactured/recycled-content paint are often not interested in becoming PaintCare reuse sites because it is more profitable (and simpler) to just sell recycled-content paint, rather than adding used paint to their shelves as well.

Unfortunately, PaintCare was unable to recruit any reuse stores into the program during this reporting period, but will continue its efforts in the future.

A5. Paint-Only Drop-Off Events

In an effort to clean out large volumes of stored-up paint that could overwhelm PaintCare drop-off sites at the start of the program and to provide additional services in areas that did not historically have latex paint collection opportunities, five one-day paint drop-off events were

held during this reporting period. The events were scheduled so they would not conflict or coincide with HHW collections in the area. However, unlike HHW events, there were no geographical or volume restrictions on participants. A total of 963 households and businesses participated in the events.

These events were promoted a number of ways including through newspaper advertising, media releases, flyers distributed electronically and manually through local agencies and paint stores (see example of flyer for event in Rutland in Appendix C), direct mail, and local online news sites. Appendix A provides the location of the events.

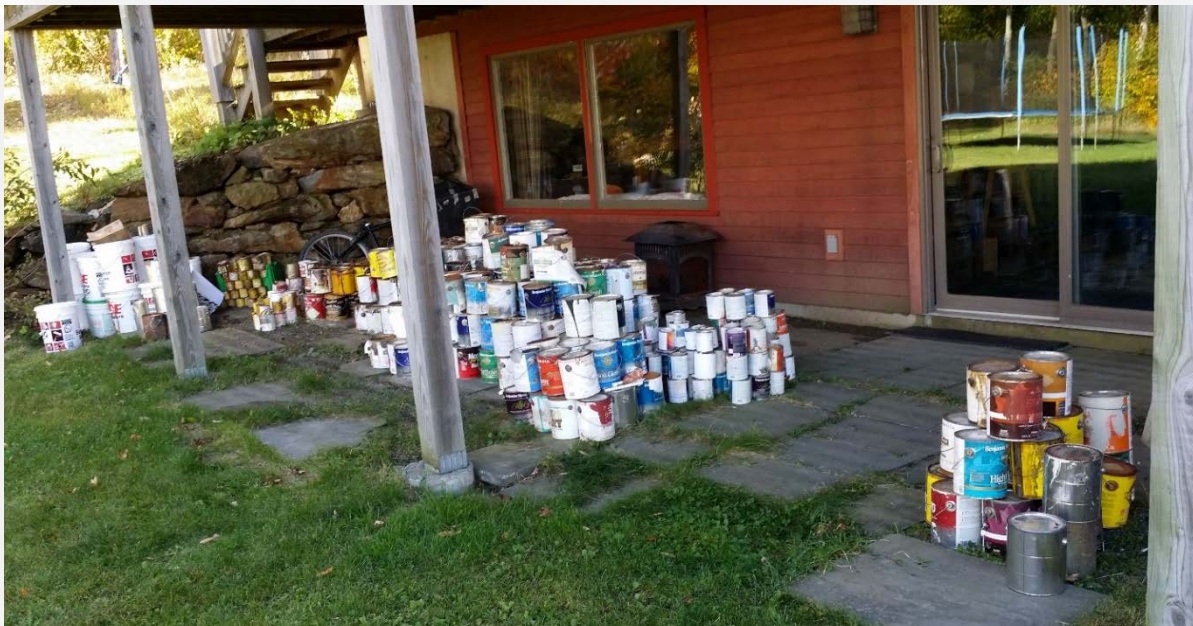


April 2015 Paint-Only Event in Morrisville

A6. Large Volume Pick-Up Service

The Large Volume Pick-Up Service (LVP service) began almost immediately and was offered to painting contractors and others that had accumulated large volumes of paint – generally more than 300 gallons. PaintCare arranged seven LVPs during this reporting period. The users of the service included painting contractors, property management companies, an overloaded resale store, and a retailer with paint that had been damaged in Hurricane Irene.

Painting contractors often store paint for future use or because it is expensive to dispose of. Property management companies are constantly repainting the buildings they manage, inside and out, and are left with excess or aging paint.



The LVP Service cleaned out this collection of leftover paints at a contractor's home in Hartland.

B. CONVENIENCE CRITERIA

As described in the Program Plan, to ensure adequate paint drop-off opportunities in Vermont, PaintCare used Geographic Information System (GIS) modeling to determine the appropriate minimum number and distribution of drop-off sites based on the following baseline criteria required by the Vermont Paint Stewardship Law:

Distribution: At least 90% of Vermont residents shall have a permanent site within a 15-mile radius.

Density: One additional permanent site will be established for every 10,000 residents of a municipality and additional sites shall be distributed to provide convenient and reasonably equitable access for residents within each municipality, unless otherwise approved by the Secretary.

Application of these criteria resulted in the need for approximately 45 optimally located, permanent year-round drop-off sites. PaintCare considered this its baseline service level goal. PaintCare aimed to meet the baseline goal within 6 months of program implementation and easily achieved the distribution components.

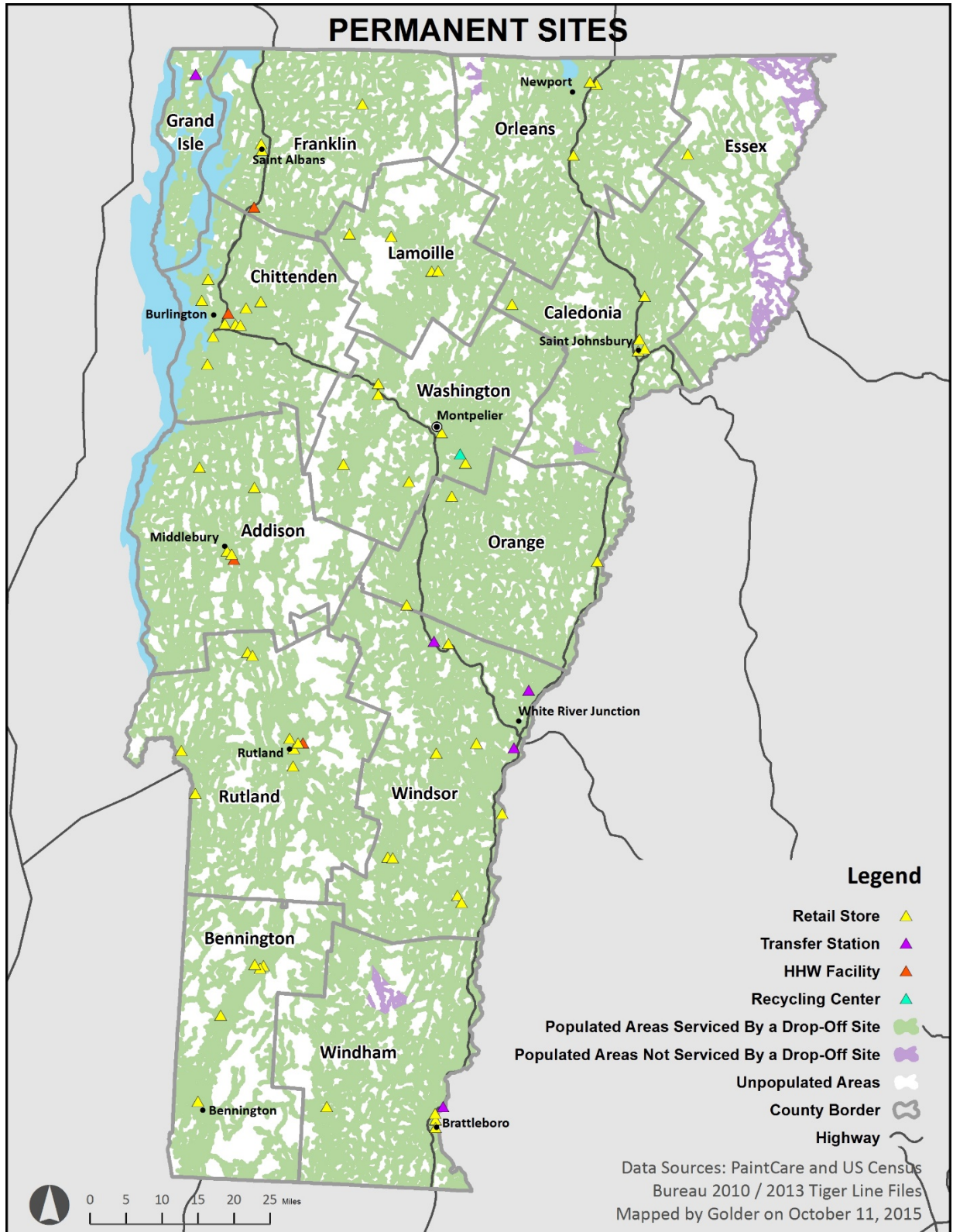
The 73 permanent year-round drop-off sites in place at the end of this reporting period provided 99.5% of Vermont's residents a drop-off site within 15 miles of their home.¹

¹GIS analysis was conducted by Golder Associates, an engineering firm with expertise in geographic analysis and mapping.

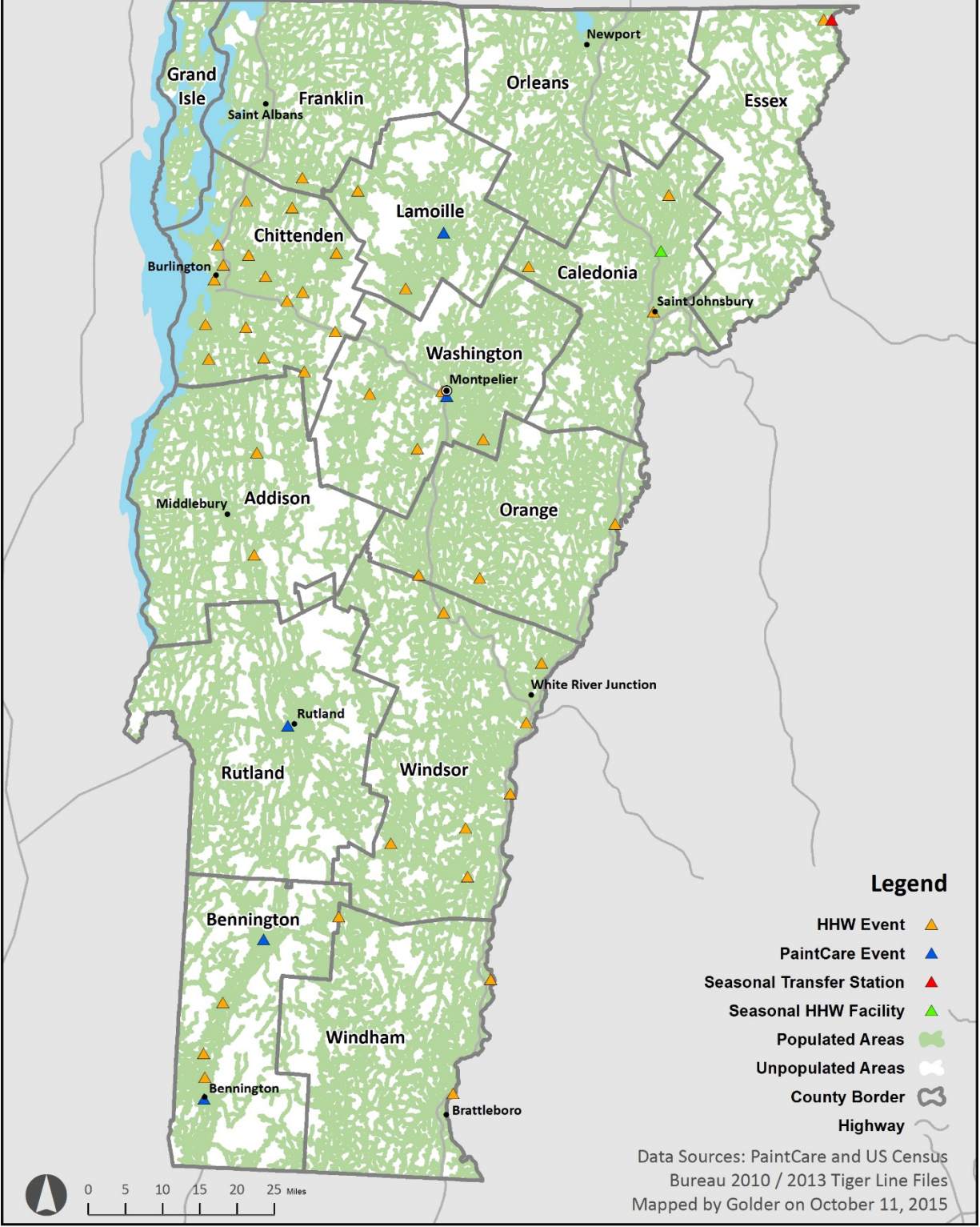
The only two areas of the State that were not fully covered by permanent sites, as determined by the density criterion of *one additional permanent site for every 10,000 residents of a municipality*, were Burlington and Milton. However, both areas had HHW drop-off events supported by PaintCare, and residents of both had access to many other sites in the surrounding towns.

As described previously, Vermont had robust HHW and CEG services prior to the PaintCare program. However, the level of service and types of paint products that were accepted varied greatly in different parts of the state. Of all of the HHW programs, only four had facilities that were open year-round, and only two of them accepted latex paint. The remainder of the state was served by access to two HHW/CEG events per year, with a few areas having access to fewer events. Despite the healthy HHW/CEG program in the state, the convenience level before the program started was not nearly as high as the convenience level offered by the PaintCare program during this reporting period, with 73 permanent, year-round sites.

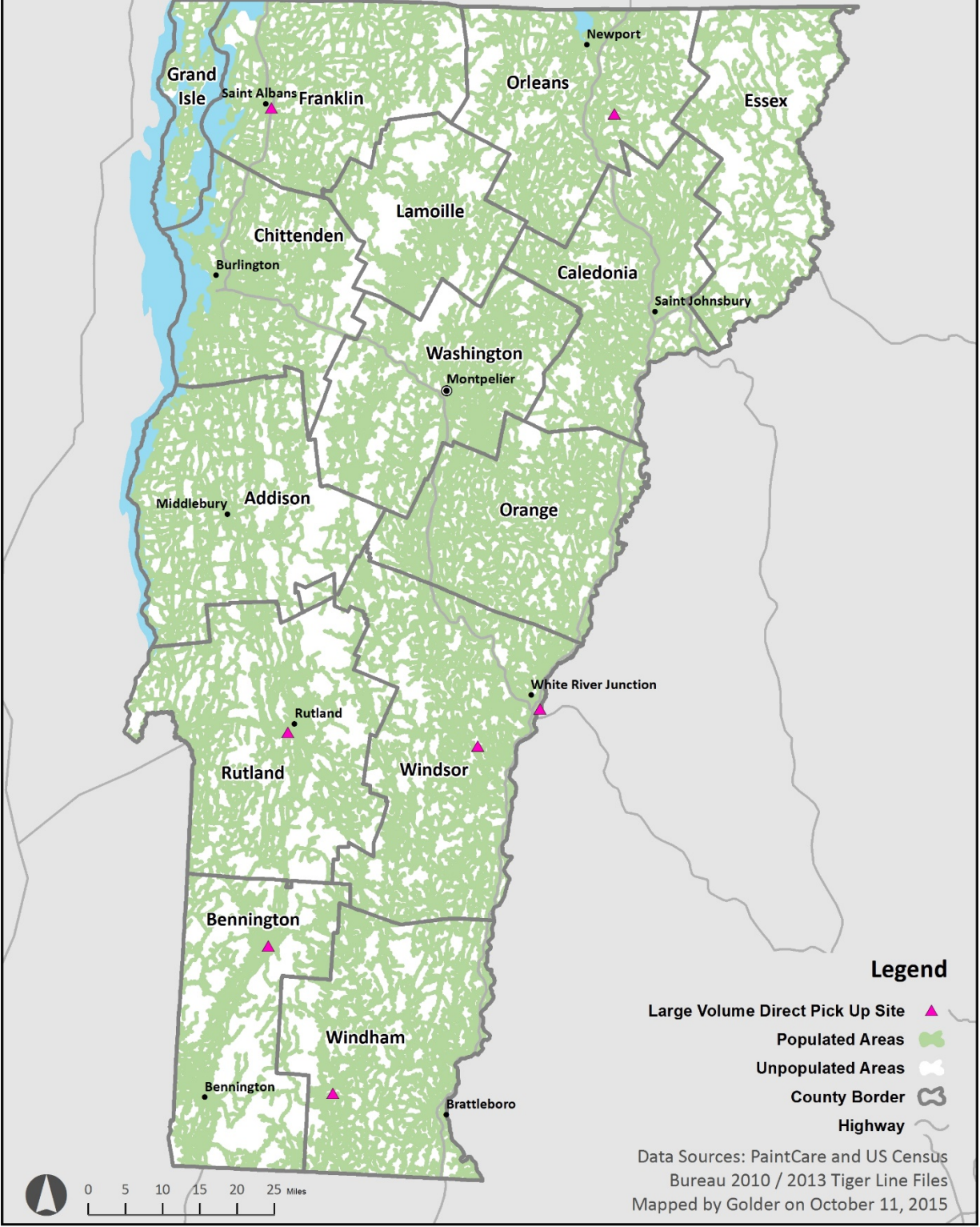
The first two of the following three maps shows the locations of PaintCare's permanent and supplemental sites and events. The third map shows the locations of the LVP sites. These LVP sites were not included in any measure of convenience.



SUPPLEMENTAL SITES AND EVENTS



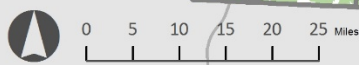
LARGE VOLUME DIRECT PICK UPS



Legend

- Large Volume Direct Pick Up Site ▲
- Populated Areas ■
- Unpopulated Areas □
- County Border ⬮
- Highway ⬮

Data Sources: PaintCare and US Census Bureau 2010 / 2013 Tiger Line Files
 Mapped by Golder on October 11, 2015



C. PAINT COLLECTION PROCEDURES

PaintCare entered into contract agreements with sponsors or operators of all sites (and events). PaintCare contracts require that all drop-off sites meet requirements of local, state, and federal law, regulations, and policies.

Staff at all permanent and seasonal drop-off sites received on-site, in-person training and a program procedures manual. The training and program manual covered:

- Identification of program and non-program products
- Acceptable containers
- Whom to accept paint from and how much
- Screening procedure for CEGs and the required log form
- Proper storage
- Spill response procedures and reporting requirements
- Employee training
- How to schedule a pick-up
- Required paperwork and record retention schedules

Site personnel are required to visually inspect containers of postconsumer paint – but not open them – to confirm that they are acceptable program products and then place them in the spill proof collection bins provided by the program. Unlabeled and leaking cans are not accepted at retail or transfer station sites, but trained staff at HHW facilities and events are allowed to accept and prepare them for management under the program.

Retail and transfer station drop-off sites are visited by PaintCare staff on a regular basis to check on their operations and provide additional training and consumer outreach materials as needed.

D. PAINT TRANSPORTATION AND PROCESSING

D1. Paint Transportation

PaintCare contracted with four different entities for transportation services in Vermont – Clean Harbors Environmental Services, Enpro Services, Central Vermont Solid Waste District (CVSWD) and Chittenden Solid Waste District (CSWD).

Both CVSWD and CSWD transported paint collected from their own events back to their permanent facilities.

Clean Harbors and Enpro, both registered hazardous waste haulers, were contracted to provide transportation services to all other program partners. PaintCare requires that transportation service providers have the ability and knowledge to respond to incidents involving hazardous

materials and comply with all applicable U.S. Department of Transportation (DOT) and state transportation rules.

Clean Harbors provided transportation services to retail and transfer station drop-off sites, some HHW facilities and events, PaintCare's paint-only collection events, and LVP sites. Enpro was contracted to provide transportation services to some HHW facilities and events.

Clean Harbors transported the majority of the collected paint – comingled (latex and oil-based paint) bins from retail sites and sorted paint from the other programs to one of their permitted facilities (in either Bristol, CT; Braintree, MA; or Cranston, RI) for further screening, separation, and consolidation. Clean Harbors also delivered some of the mixed boxes from retail sites in Chittenden County to CSWD's HHW facility for processing.

Enpro transported boxes of paint from HHW facilities and events back to its permitted facility Williston, VT. Enpro then transported all of the oil-based paint and a majority of latex paint to MXI, a hazardous waste management service provider in Abingdon, VA. Enpro also delivered some of the latex paint to CSWD's HHW facility for processing.

Both Clean Harbors and Enpro provided excellent service during this reporting period.

D2. Latex Paint Processing

The condition in which postconsumer latex paint is received by the program determines the available management options. If containers are not properly sealed during storage, latex paint can harden due to evaporation and may no longer be useable or recyclable. Similarly, if latex paint freezes a number of times, it may not be as suitable for reuse or recycling. Ultimately, the method of storage and the timing of the decision to bring leftover paint to a drop-off site are determined by the consumer.

The Program's education and outreach messages encourage the timely return of unwanted postconsumer paint in an effort to reduce the age and improve the condition of the paint for end of life management.

PaintCare strives to manage latex paint under the following waste management hierarchy:

Reuse. Reuse programs generally screen for paint containers that are 50% or more full and in good condition and give them away free or sell them to the local community. CSWD did a small amount of reuse during this reporting period, and as noted previously, this will be an area of focus for the program in the current year.

Recycled Paint. Both private transporters utilized paint-to-paint recycling as their primary method for managing latex paint. Clean Harbors worked with CSWD and GDB International in Nashville, IL and New Brunswick, NJ. Enpro worked with CSWD and MXI in Abingdon, VA. MXI consolidated the postconsumer paint, by color, and transported it to Mathew 25 Ministries (M25M) in Cincinnati, OH and Legacy Paint in Waterboro, SC, for further processing.

All of the processors – CSWD, GDB International, M25M and Legacy Paint – blended postconsumer latex paint into a variety of colors of recycled-content paint. M25M donated their manufactured paint through charitable international organizations that work with local trade painters to paint schools, public facilities, and low-income housing. Legacy Paints and GDB International sold a domestic line of recycled-content paint and also sold paint in bulk through international markets. CSWD recycled the latex paint in-house and sold it through domestic markets and also shipped it in bulk to Hotz Environmental for further processing.

Alternative Daily Landfill Cover. Some of the paint Enpro transported to MXI in Abingdon, VA, was consolidated by MXI and then transported to New Waste Concepts in Perrysburg, OH. There it was used as a polymer substitute in a polymeric film product that is applied over the surface of landfills as a daily cover to resist water penetration into the landfill. This product is a sprayable alternative to geomembrane cover materials or soil that reduces the amount of leachate that needs to be treated.

Disposal. Dry and unusable latex paint sorted out by the transporters and processors was sent to authorized landfills.

D3. Oil-Based Paint Processing

While oil-based paint has the potential for reuse, none of the program partners reported managing oil-based paint through a reuse program. Likewise, while it is possible to recycle oil-based paint back into paint, no processors in the United States offered this option. Thus, all the oil-based paint managed through the program in this reporting period was used as fuel in one of the following two ways.

Energy Recovery. Enpro transported oil-based paint collected from HHW facilities and events and fixed facilities to MXI, where they bulked and transported it to GeoCycle in South Carolina to be used as fuel. Similarly, Clean Harbors shipped some oil-based paint to their Safety-Kleen facilities in Smithfield, KY and Dolton, IL, where the paint was bulked and transported to two facilities – Green America in Hannibal, MO, and Lone Star Industries in Greencastle, IN – for use as fuel.

Incineration. Clean Harbors transported some volume of oil-based paint to their own incinerators in El Dorado, AR and Deer Park, TX.

D4. Empty Paint Containers

Metal and plastic paint containers were recycled whenever possible.

Section 2. Paint Collection Volume and Disposition Methods

Annual Report Statutory Citation

10 V.S.A. § 6677. Reporting Requirements

(2) The volume and type of postconsumer paint collected by the producer or stewardship program at each collection center in all regions of Vermont.

(3) The volume of postconsumer paint collected by the producer or stewardship program in Vermont by method of disposition, including reuse, recycling, energy recovery, and disposal.

A. PAINT SALES

As discussed in PaintCare's Vermont Program Plan, the volume of paint sold on a state-by-state basis is not available or tracked by the paint industry. To obtain estimated data, PaintCare commissioned a study in the fall of 2012 by Decision Metrics, Inc., a research firm that specializes in coatings industry analysis and economic forecasting. The Decision Metrics study projected annual sales of 1.7 million gallons in Vermont – or 2.07 million gallons for this 14-month reporting period. This volume was used for two purposes: (1) to project potential program revenue, discussed further in Section 3 of this report, and (2) to project potential collection volumes based on previous studies indicating that approximately 10% of paint purchased is leftover, discussed in this section of the report

Actual sales for this 14-month reporting period were 1,209,990 gallons, nearly 42% less than projected.

B. PAINT COLLECTION AND MANAGEMENT

B1. Collection Volume and Recovery Rate²

The program processed 116,691 gallons of paint during this first reporting period. This represented a 9.6% recovery rate (9.6% of 1,558,820 gallons sold). For budgeting and planning purposes, PaintCare had estimated an annual recovery rate of 6%, or approximately 124,000 gallons of leftover paint (6% of the projected 2.07 million gallons sold).

²The Vermont Agency of Natural Resources uses the term *Recovery Rate* for other waste management programs to mean the percentage of a material collected that is recycled. As discussed in the report, PaintCare uses the term to mean the amount of paint that is collected over the amount of paint that is sold, in the same time period.

Actual collection volumes were very close to the projected collection volumes. However, as paint sales were dramatically less than anticipated, the recovery rate for this reporting period was far more than 6%, at 9.6%. The high recovery rate was attributable to the substantial increase in convenience provided by PaintCare sites and services, and from the addition of latex paint collection to all of the HHW programs.

Baseline paint collection data from Vermont's HHW programs prior to the start of the PaintCare program showed the approximate equivalent of a 6% collection rate, based on actual paint sales in this reporting period. Thus, paint collection increased by 60% in this first reporting because of the PaintCare program.

However, as discussed in the Vermont Program Plan, several factors make recovery rate goals and calculations problematic. Paint is designed to be fully consumed through application to walls, buildings, and other surfaces. Although the amount of postconsumer paint received through collection programs is measurable, it is very difficult to determine the precise quantity of postconsumer paint that is leftover and available for collection at any given time – a factor in recovery rate calculations. The lag time between the purchase of paint and the decision that the leftover paint is unwanted, and the additional time taken to return it to a drop-off site can vary greatly. In addition, architectural paint products have a long shelf-life, so consumers purchasing paint in one year may not decide that the unused paint is unwanted for several years. For these reasons, PaintCare did not establish volume-based collection goals, but did commit to providing and examining recovery rate data for planning and budgeting purpose, and for comparison to baseline collection volumes as presented above.

B2. Latex vs. Oil-Based Paint

In the first version of this report, this subsection contained a breakdown of latex versus oil-based paint. The report has been updated due to a procedural error discovered at the end of 2016. The error occurred at the Clean Harbors facility in Cranston, RI, where paint from the Maine, Rhode Island and Vermont PaintCare programs was received, sorted by type, and repacked for shipment to downstream processors. From the start of the Rhode Island program in June 2014 through October 2016, Clean Harbors combined paint from the Rhode Island and Vermont programs. When the Maine program started in October 2015, paint from all three states was combined. Although PaintCare can report the total weight (and estimated volume) of paint received from each state by Clean Harbors because the bins from each state were weighed before their contents were repacked, the breakdown by type (latex vs. oil-based) of paint managed by Clean Harbors, for each of the three states, is not available for the period between June 2014 and October 2016.

Data for the other two services providers, Enpro and CSWD, was not impacted. Their data, which is aggregated and shown in the table below, shows a split of 72% latex and 28% oil-based.

B3. Paint Management Methods

Although PaintCare does not know the gallons of latex paint versus oil-based paint collected and processed during the reporting period for Clean Harbors, the percentage of latex paint that was processed by each management method used by Clean Harbors is known, and all of the oil based paint handled by Clean Harbors was used as fuel. In addition, the paint management methods and volumes of paint managed by Enpro and CSWD are also known. The following tables provide all available information regarding paint management.

Enpro and CSWD Paint Management

LATEX PAINT DISPOSITION	GALLONS	%
Reuse	12	< 1
Recycled Paint	18,873	64
Alternative Daily Landfill Cover	4,427	15
Disposal	6,029	21
Total	29,341	100

OIL-BASED PAINT DISPOSITION	GALLONS	%
Fuel	11,549	100
Total	11,549	100

GRAND TOTAL	40,890	100
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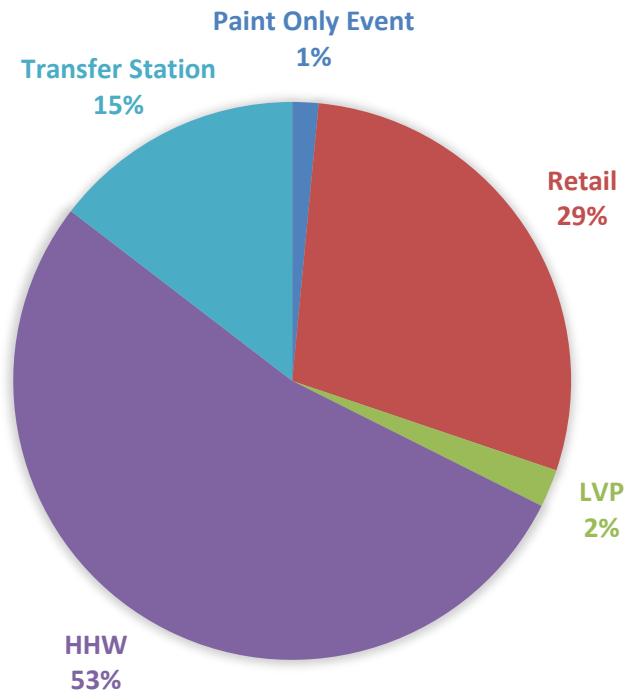
Clean Harbors Paint Management

LATEX PAINT DISPOSITION	%
Recycled Paint	87
Disposal	13
Total	100

OIL-BASED PAINT DISPOSITION	%
Fuel	100
Total	100

B4. Collection by Program Type

The following pie charts shows the breakdown of collection volume by program type.



C. CONTAINER RECYCLING

Metal and plastic paint containers were recycled whenever possible. However, due to the error described in section B2 above, tonnage for the cans managed by Clean Harbors' downstream processors is unknown. Data was not provided by CSWD or Enpro.

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

10 V.S.A. § 6677. Reporting Requirements

(4) An independent financial audit of the paint stewardship program implemented by the producer or the stewardship program.

(5) The prior year's actual direct and indirect costs for each program element and the administrative and overhead costs of administering the approved program.

A. INDEPENDENT FINANCIAL AUDIT

An independent financial audit of the national PaintCare program was conducted by Rogers & Company PLLC. This independent CPA firm conducted the audit in accordance with auditing standards generally accepted in the United States. Those standards require that the firm plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. The audit process includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. The audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of June 30, 2015, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States. Please see Appendix B for the independent financial audit of the PaintCare program.

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Expense Categories

Revenue is derived from fees on new paint sales. Expense categories for the Vermont program are discussed below.

Paint Processing. Paint processing costs are the largest budget item in all PaintCare state programs. Paint processing costs were billed based on the weight or by the box, and included the cost of sorting mixed boxes of latex and oil-based paint.

Paint Transportation. Paint transportation costs are another significant cost in all PaintCare state programs. Transportation costs were billed per cubic yard collection bin picked up and included a minimum stop charge.

Collection Supplies and Support. Collection support costs included paint collection bins (single use and reusable), spill kits, training materials, and miscellaneous supplies for drop-off sites to maintain safe and clean operations, as well as fees for paint-only events.

Communications. Communications costs included advertising and promotional materials to increase awareness of the program and use of the drop-off sites.

Personnel, Professional Fees, and Other. Personnel, professional fees and, other included the proportional cost of one full-time employee managing both the Vermont and Maine programs, legal costs for developing and negotiating contracts, travel, office supplies, and other logistical and professional support.

State Administrative Fees. PaintCare pays State administrative fees in the amount to \$15,000 annually to the Vermont Agency of Natural Resources.

Corporate Activity. As of June 30, 2015, Vermont's corporate allocation was 1.1%. Corporate costs are allocated among all PaintCare programs (states and jurisdictions) based on their relative population among the PaintCare programs.

Allocation of corporate activity was referred to as Administrative Costs in the approved Vermont Program Plan. Administrative costs are those that do not directly benefit the Vermont program but rather are indirectly beneficial to the program. They include but are not limited to corporate staffing, construction of data management systems, auditing fees, legal fees and general communications.

Investment Activity. Beginning in December 2014, PaintCare invested a portion of its accumulated surplus in a financial portfolio. PaintCare maintains its investments for all programs in a single portfolio. The ownership interest in the investment portfolio is shared by all state programs, and the ownership interest is allocated among the state programs based on relative net asset balances. State programs that have positive net asset balances have a claim on the assets invested in the portfolio; state programs with negative net asset balances carry a liability representing an amount due to the portfolio.

Earnings (and/or losses) generated by the portfolio are distributed to all PaintCare programs based on ownership (or, relative net asset balance). When the portfolio rises in value, the rise in value is allocated to each state program based on its ownership interest. For those state programs that have a positive net asset balance, the rise in value is recorded as investment income and an increase to the amount due from PaintCare. For those state programs with negative net asset balances, the rise in value of the portfolio is recorded as interest expense and an increase to the amount due to PaintCare.

B2. Financial Summary

The following tables show pre-program expenses, and program revenue and expenses during the first reporting period of May 1, 2014 through June 30, 2015. A discussion of any significant differences follows the tables.

Pre-Program Activities (Prior to May 1, 2014)

EXPENSES	BUDGET	ACTUAL
Collection supplies and support	\$ 0	\$ 438
Communications	20,000	20,888
Personnel, professional fees, and other	40,000	51,923
Allocation of corporate activity	20,000	20,338
Total expenses	80,000	93,587
Net assets, April 30, 2014	\$ (80,000)	\$ (93,587)

First Reporting Period Program Activities (14 Months)

REVENUE	BUDGET	ACTUAL
Larger than half pint to smaller than 1 gallon	\$ 137,285	\$ 94,771
1 gallon	584,944	589,692
Larger than 1 gallon up to 5 gallons	382,458	113,554
Total revenue	1,104,687	798,017

EXPENSES	BUDGET	ACTUAL
Paint processing	529,853	600,215
Paint transportation	154,011	137,015
Collection supplies and support	91,190	178,590
Communications	138,910	122,062
Personnel, professional fees, and other	100,000	132,845
State administrative fees	15,000	30,000
Allocation of corporate activity	31,962	37,600
Total expenses	1,060,926	1,238,327
Allocation of investment activity	0	(1,671)
Change in net assets (revenue less expenses)	(43,761)	(441,979)
Net assets, beginning of reporting period	(80,000)	(93,587)
Net assets, end of reporting period	\$ (36,239)	\$ (535,568)

B3. Budget Discrepancies

The actual revenue generated during this reporting period was the most significant discrepancy to impact the program. Revenue was nearly 28% less than projected. PaintCare used the best available market research data available at the time to project Vermont paint sales and fee revenue, and has not determined a reason for the large difference. Some have suggested that the unusually bad winter of 2014-2015 may have affected paint sales as they affected other sales, but this is primarily through anecdotal observations.

In addition, transportation, processing and collection support/services, when combined, were higher than budgeted by 18%. As with any new program and budget, the best attempt is made at projecting costs, which turned out to be higher in Vermont on a per-gallon basis than anticipated. This was due in part to some underestimation on the part of PaintCare, and in part to some post-budget price increases by one of the program's service providers.

Because of these discrepancies, and because the program had already accumulated nearly \$100,000 in pre-program expenses, the Vermont program ended this reporting period with a deficit of \$535,568. To cover expenses, the program borrowed money from PaintCare corporate and paid interest in the amount of \$1,671, reflected in the investment activity row.

C. RESERVES POLICY

PaintCare has a Reserves Policy to define and quantify the reserves in each state program. The policy defines the reserves as "net assets" and establishes a minimum threshold of 16% of annual expenses (i.e., at least two months of operating expenses). This accumulated balance allows PaintCare programs to continue to operate in times of either higher than expected paint collection or lower than expected retail paint sales (and revenue) – or a combination of the two. Reserves or "net assets" represent the accumulated surplus/deficit of the program.

In October 2014, the PaintCare Board of Directors amended the reserves policy to specify a target reserve amount of 50% of the annual expenses, with a maximum amount of 75% of annual expenses. The previous target was 25% (i.e., three months of operating expenses).

At the end of this reporting period, the Vermont program had built a deficit because expenses exceeded revenue. The accumulated deficit was \$535,568.

D. EVALUATION OF THE PROGRAM'S FUNDING MECHANISM

As described in PaintCare's Program Plan, the program utilizes the following assessment ("PaintCare Fee") per container size.

PaintCare Fee Schedule

CONTAINER SIZE	FEE
Half pint or smaller	\$ 0.00
Larger than half pint to smaller than 1 gallon	\$ 0.35
1 gallon	\$ 0.75
Larger than 1 gallon up to 5 gallons	\$ 1.60

The funding mechanism and system to receive sales reports and payments from manufacturers performed well during this first reporting period. However, the fee schedule was not adequate to support the cost of the program because revenue fell short of projections by nearly 28% due to lower than projected paint sales. As a result, the program was unable to cover its operational costs, and ended the reporting period with a substantial deficit.

PaintCare will examine opportunities for cost reduction, fee increases, or a combination of the two in order for the program to remain viable. PaintCare's Board of Directors meet later this month (October 2015), and this matter will be addressed at that time. Following direction from the PaintCare Board, PaintCare will notify the Vermont Agency of Natural Resources of its plan of action.

Section 4. Outreach

Annual Report Statutory Citation

Title 23, Chapter 24.12. Proper Management of Unused Paint

23-24.12-3(m). On or before October 15, 2015, and annually thereafter, the representative organization shall submit a report to the director of the department of environmental management that details the paint stewardship program. Such annual report shall include, but not be limited to:

(6) Samples of all educational materials provided to consumers of architectural paint and participating retailers; and

(7) A detailed list of efforts undertaken and an evaluation of the methods used to disseminate such materials including recommendations, if any, for how the educational component of the program can be improved.

A. OUTREACH ACTIVITIES

A1. Introduction

PaintCare's Program Plan for the Vermont program includes a variety of outreach activities targeted to retailers, painting contractors, municipal agencies, and the general public through direct contact and advertising using a phased in approach. Initial outreach focused on recruiting drop off sites – retail, HHW programs, and transfer stations. The intent of phasing in outreach was to allow drop-off sites to become comfortable with operations before implementing general advertising to the public to increase participation.

Educational efforts in this reporting period focused on encouraging the public to recycle their unwanted paint. Future efforts will extend to source reduction and reuse.

The outreach program began with press releases (earned media), then general outreach about the program through public radio, general newspaper and some digital advertising to drive the public to PaintCare's website to find drop-off sites using PaintCare's site locator search tool. Later in this reporting period, PaintCare used more specific newspaper advertisements to list retail drop-off sites. Although the Vermont HHW programs are supported by PaintCare, they generally do not wish to be promoted by PaintCare and were not included in newspaper advertisements. The outreach activities utilized during this reporting period are summarized here.

A2. Press Releases

At the start of the program, PaintCare, through its Vermont marketing firm, Marketing Partners Inc., issued joint press releases with the Vermont Agency of Natural Resources about the approval of the Program Plan and the start of the program. The releases generated coverage in three newspaper and online articles.

Subsequently, as new drop-off sites joined the program, PaintCare issued media releases to announce the new sites targeted at one or two local papers in the area surrounding the new site. This effort led to three articles in local papers.

A3. Print Materials for Consumers

Prior to the start of the program, PaintCare mailed packets of program brochures and other printed materials to retailers to make available to consumers in their stores. All paint retailers or their corporate headquarters received packets of materials; packets included program brochures, minicards, fact sheets for painting contractors and the LVP service, program posters, and an order form to order additional materials and brochure holders.

During the first 14 months of the program, PaintCare fulfilled 32 requests for materials, which is relatively few compared to the number of deliveries made by the Vermont manager, who dropped off materials in person during site visits. In addition to the materials distributed to retailers prior to the start of the program, PaintCare distributed more than 6150 additional brochures, minicards, and fact sheets during this reporting period.

In early 2015, PaintCare also began to distribute a new counter mat to retailers to use in the paint department to reference when customers had questions. The counter mat is more likely than the poster to be seen by customers while they wait for their paint to be mixed. The counter mat was very popular with retailers.

The materials shown below are included in Appendix C and available on PaintCare’s website.



Program Poster, Brochure, Minicard, Counter Mat, Painting Contractor Fact Sheet, LVP Fact Sheet

A4. Print Materials for Stakeholders

The following materials were developed for stakeholder groups and primarily distributed in the months before the start of the program during our initial efforts to launch the program. They are included in Appendix C because they are posted on PaintCare’s website and still used occasionally.

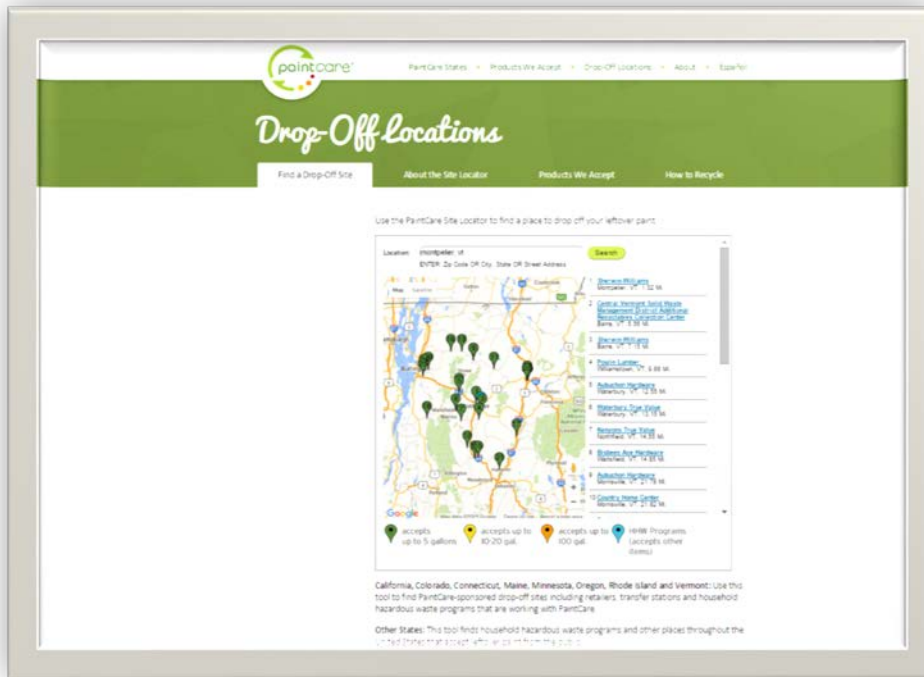
- Fact sheet: How Does the Vermont Paint Stewardship Program Affect Paint Retailers (mailed to all retailers in October 2013, January 2014, and March 2014)
- Fact sheet: How to Become a Retail Drop-Off Site (provided by the program manager during visits to retailers in person as needed and posted on PaintCare’s website)
- Fact sheet: About PaintCare Fees
- Order form for print materials: This form is used by retailers for ordering brochures, posters, fact sheets, etc.
- Fact sheet for household hazardous waste programs
- Fact sheet for transfer stations

A5. Website

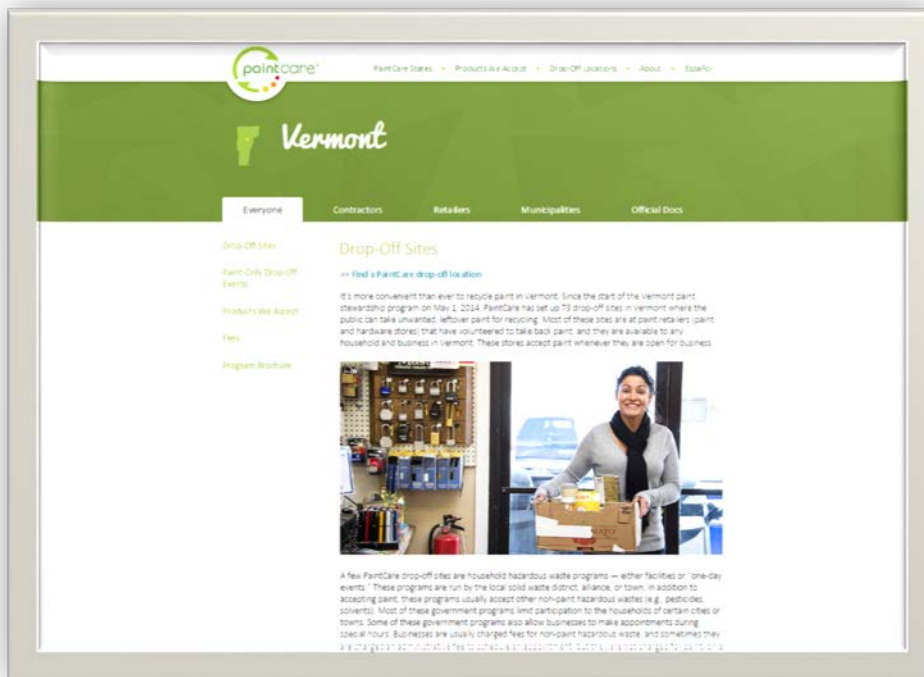
Nearly all PaintCare advertising and outreach efforts directed the public to PaintCare’s website for more information and to find a local PaintCare site. The most frequently visited part of the website is the PaintCare site locator tool on the page titled Drop-Off Locations.

PaintCare’s website was redesigned and updated in June 2014, one month after the start of the Vermont program. The website is easy to navigate and organized by state – and within each state by tabs (Everyone, Contractors, Retailers, Municipalities, and Official Docs). Below are screen shots of the Site Locator and Vermont pages.

Web traffic from Vermont peaked in October 2014 and coincided with the newspaper advertising campaign.

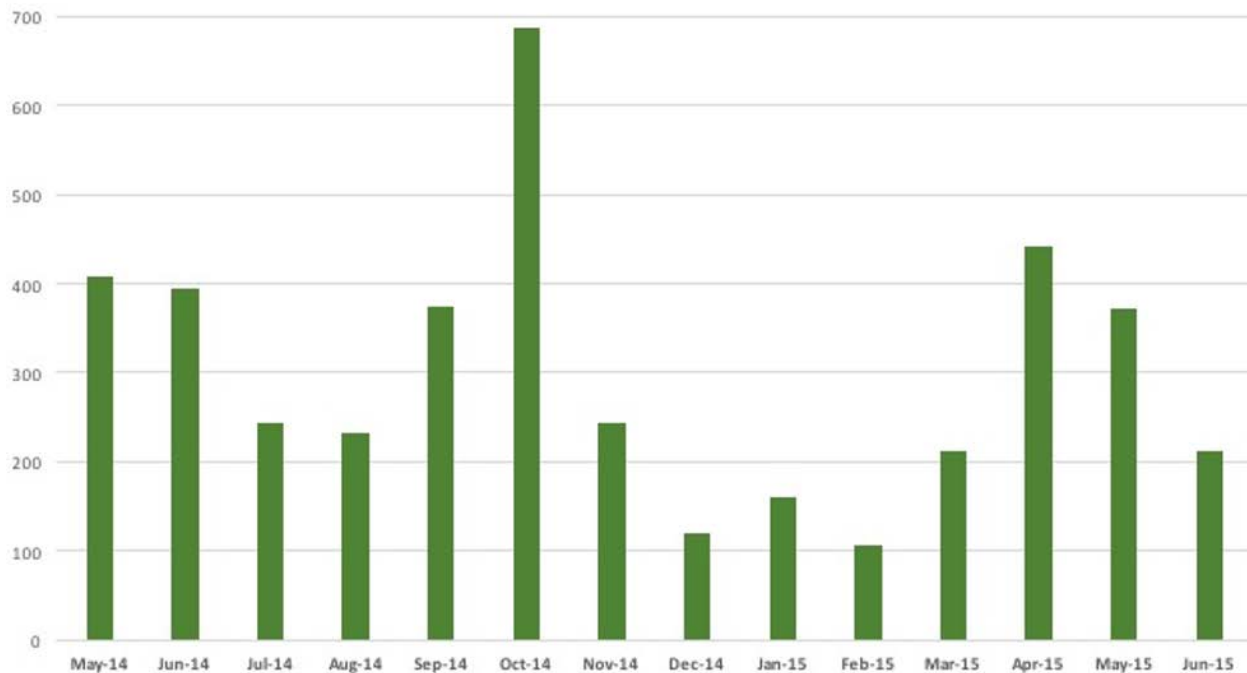


PaintCare's Site Locator Tool



The Vermont Section of PaintCare's Webpage

Web Traffic – Monthly Visitors from Vermont



A6. Translations

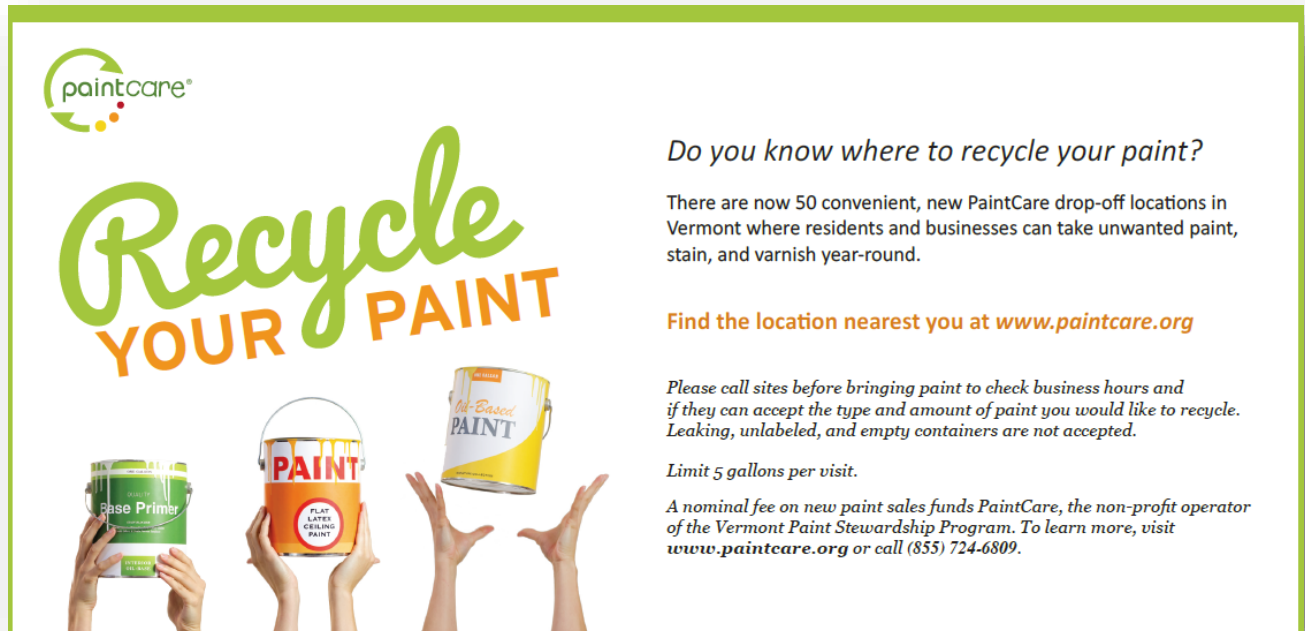
PaintCare translates consumer brochures and fact sheets into languages of known ethnic groups in the state, especially those in the painting business, and upon requests from paint retailers or other stakeholders. No requests for translated materials were received from retailers in Vermont. The Painting Contractor Fact Sheet is not state-specific, but it is available in several languages, due to requests from other PaintCare states. The French version was developed for Vermont (and Maine). The LVP service fact sheet is available in Spanish and posted on the Vermont section of PaintCare’s website.

A7. Public Radio

PaintCare ran a series of sponsorships on Vermont Public Radio (VPR). A seven-week campaign started in early June 2014, and an eight-week campaign started in late-March 2015. The sponsorship used the following message: *“Our listeners support VPR and so does... PaintCare, with 40 drop off locations in Vermont where residents and businesses can recycle leftover paint. Online at PaintCare dot org.”* PaintCare did not use commercial radio advertising in Vermont because radio signals reach into nearby states that do not have a PaintCare program.

A8. Newspaper Advertising

PaintCare did no newspaper advertising at the start of the program intentionally to allow drop-off sites time to adjust to the operations. The first newspaper ads were general announcement about the program and placed throughout the state in September and October 2014. These ads did not list individual drop-off locations.



General Newspaper Ad

In May and June 2015 PaintCare ran a second set of ads in local newspapers throughout the state. Each PaintCare drop-off site was listed in an ad once in May and again in June. These ads included the name, address, and phone number for drop-off locations in the newspaper's distribution area.

paintcare

PAINT RECYCLING MADE *easy*

Do you know where to recycle leftover paint?

There are now more than 70 PaintCare sites in Vermont where households and businesses can recycle unwanted paint, stain and varnish all year round. (It's free.) These stores in your community take back paint:

<p>BRITTONS LUMBER & HARDWARE 56 Route 4 Taftsville, VT 05073 (802) 457-1457</p>	<p>WELCHS WOODSTOCK TRUE VALUE 2517 W Woodstock Rd Woodstock, VT 05091 (802) 457-2443</p>
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All PaintCare sites accept at least 5 gallons per visit. (Some take more.) Please call ahead to confirm business hours and ask if they can accept the type and amount of paint you would like to recycle. Leaking, unlabeled and empty containers are not accepted.

Learn more and find other PaintCare drop-off locations: www.paintcare.org (855) 724-6809

Example Newspaper Ad with Sites Listed

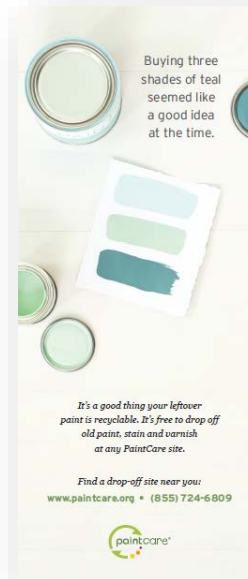
A9. Digital Advertising

PaintCare ran digital video ads on WCAX.com for four weeks starting in mid-April 2015. One video, Recycle the Rest, shows a man taking paint from his garage to a drop-off site. The other video, Use It Up, shows a woman using up paint for small projects. Still frames from the videos are shown here. These videos (and others) can be viewed at www.paintcare.org/media.



A10. Magazines

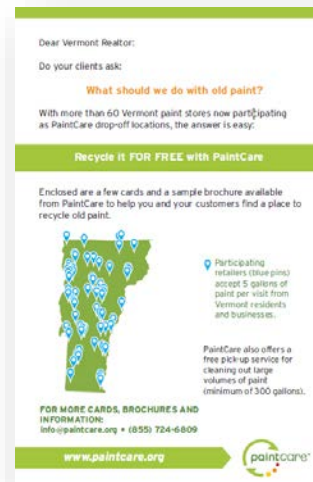
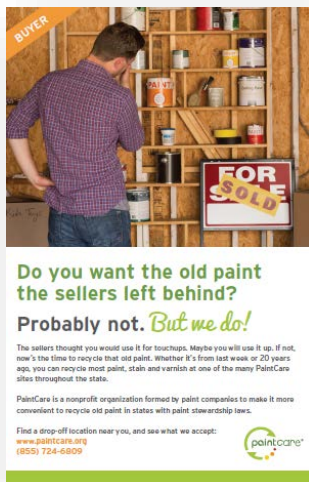
PaintCare used local publications to run ads in Living Green (June 2015) and Seven Days Nest (March and June 2015).



Examples of Magazine Ads: Green Living Journal and Seven Days Nest Ads

A11. Direct Mail to Realtors

Realtors are a target audience for PaintCare outreach efforts because they are in a key position to give advice to sellers about where to take old paint while they are getting a home ready to sell or to buyers who often find leftover paint when they move into a new home. To spread the word about where to take old paint, PaintCare mailed packets of 10 postcards to 217 realtor offices throughout the state to hand out to clients. Half of the packets were mailed in October 2014, and the rest were mailed in batches in the spring 2015. The packets included a cover note on how to order more cards.



A12. Outdoor

PaintCare advertised on two bus lines in central Vermont.



GMTA Bus Signs

A13. Face-to-Face

PaintCare's Vermont program manager was active with the following face-to-face activities during this reporting period:

- Visited with retailers prior to program launch to confirm they received materials and answered any questions about the program. Those who were interested in becoming drop-off sites then received personal on-site training. The manager made subsequent visits to make sure the sites were running well, address any difficult questions the staff received from customers, provided more brochures or other point-of-sale materials, and offered to order signs.
- Met with municipalities, primarily transfer stations, to answer questions about operational issues and how to participate in the program at their locations. Those who wanted to become drop-off locations received in-person training at their site and subsequent visits to make sure there were no issues.
- Spoke with individuals interested in PaintCare's LVP service, explained how to request a pick-up, what was required to take advantage of the service, and which types of products are covered by the program and eligible for the service. If necessary, the manager visited the location to address logistical site issues to accommodate pick-ups either before the pick-up, at the same time as the pick-up, or both.

The manager also attended the following events during this reporting period:

EVENT	LOCATION	DESCRIPTION
Able Paint & Glass Pro Show (2)	Burlington	Contractor outreach booth
ACX Conference	Burlington	Contractor outreach booth
Better Buildings By Design Show	Burlington	Contractor outreach booth
Essex Home Show	Essex Junction	General outreach booth
Glidden/PPG Pro Show	South Burlington	Contractor outreach booth
LaValley Building Expo	Rutland	Contractor outreach booth
Sherwin-Williams Pro show	South Burlington	Contractor outreach booth
Southern Vermont Home Show	Rutland	General outreach booth
Vermont Product Stewardship Meetings	Middlebury, Randolph	Program updates

A14. Signage

PaintCare has developed a number of signs for drop-off sites to help them let the public know about the program, screen program products, and address concerns they have about illegal dumping. Drop-off sites may order the following signs:



DROPOFF SIGN
Intended for the front of a store to let the public know that they can drop off paint.



PROGRAM PARTNER
For HHW programs and transfer stations to let the public know that they can drop off paint.



PROGRAM PRODUCTS
Most often used near paint bins as a reference for staff to use to screen program products.



COMBINATION

Used to inform the public that the site accepts paint and provide program products list.



NO DUMPING

To post outside in areas where the public may be inclined to leave paint after hours.



WAIT FOR ASSISTANCE

For sites that prefer customers notify staff before starting to bring paint from their vehicles.



A14. Joint Projects

PaintCare provided artwork and financial support to the Lamoille Regional Solid Waste Management District’s (LRSWMD) spring newsletter twice during this reporting period. In the 2015 newsletter, the LRSWMD dedicated one page of their 8-panel newsletter about recycling and solid waste issues to promoting paint collection. Therefore, PaintCare reimbursed the district 12.5% of the direct costs for the newsletter.

B. AWARENESS SURVEY

PaintCare conducted an online baseline “Paint Usage and Disposal Survey” in Vermont in June 2014 using Survey Monkey, an online survey instrument. The survey was repeated in December 2014. This survey was used to evaluate changes over time in the level of awareness by the public about paint recycling options. PaintCare is especially interested in the questions related to how much paint people store in their homes and whether they know where to recycle unwanted paint. See Appendix C for the survey results. A few highlights are below. With small sample sizes and only two surveys to compare, these observations should be considered anecdotal. Only after several years will PaintCare be able to identify trends.

- In the second survey, respondents indicated they had less paint stored in their homes than in the first survey.
- Half as many respondents in the second survey indicated that they had dried out latex paint and put it in the trash in the past.

- When asked a hypothetical question about what they would do with unwanted paint if they had any, the number indicating they would take it to a paint store increased in the second survey, while the number saying they would take it to an HHW program decreased. This may indicate awareness of the PaintCare program, because prior to PaintCare, only a couple of Vermont stores took back paint.
- Awareness that paint can be recycled (Question 5) and knowledge about where to take unwanted paint (Question 6) also dropped in the second survey. This was unexpected since most of PaintCare advertising used the word recycling, and surprising because participation levels at the retailers had been relatively high.

C. RECOMMENDATIONS

- PaintCare's outreach should continue to look at a full range of media options to reach all parts of the state, and also continue to be sure that media does not cross borders into nearby states.
- The use and effectiveness of digital and social media strategies should be investigated. Digital advertising is likely to increase as people spend more time online each year. Digital and social media strategies can target relevant messages to specific geographic areas.
- PaintCare should promote its joint outreach program to local governments to leverage their messaging and outreach for recycling and solid waste programs.
- As the program matures, the state manager may be able to attend more events and in-person meetings (e.g., home shows, painting contractor associations, etc.)
- PaintCare should develop materials that explain how paint is recycled (latex is made back into paint and other products, oil-based is used as fuel, etc.). This type of content has been requested by stakeholders in a few states, and will help increase awareness about paint recycling and inform the public what happens to the paint after it is dropped off.

Appendix A

PAINTCARE VERMONT

PERMANENT SITES - PAGE 1

City	Site Name	Address
RETAIL (63)		
Arlington	Miles True Value Lumber	178 Chittenden Dr
Barre	Sherwin Williams	131 S Main St Ste 6
Bennington	Sherwin Williams	214 Northside Dr Ste 8
Bradford	Aubuchon Hardware	204 Main St
Brandon	Aubuchon Hardware	10 Center St Rte 7
Brandon	Brandon Lumber and Mill Work	11 Grove St
Brattleboro	Brown and Roberts Ace Hardware	182 Main St
Brattleboro	Martins Fireside True Value	895 Putney Rd
Brattleboro	Sherwin Williams	659 Putney Rd
Bristol	Martins Hardware and Building Supply	68 West St
Burlington	Bibens Ace Hardware	1127 North Ave
Colchester	Bibens Ace Hardware	713 W Lakeshore Dr
Derby	Poulin Lumber	3639 Route 5
Derby	Sticks and Stuff	400 Quarry Rd
Enosburg Falls	Greens Ace Hardware	6 Railroad St
Essex Junction	Bibens Ace Hardware	15 Essex Way
Essex Junction	Sherwin Williams	83B Pearl St
Fair Haven	Aubuchon Hardware	654 Washington
Hardwick	Poulin Lumber	439 Wolcott St
Island Pond	Gervais Ace Hardware	62 Cross St
Jeffersonville	Aubuchon Hardware	4879 Route 15
Johnson	Johnson Hardware and Rental	1442 Route 15 W
Ludlow	Aubuchon Hardware	142 Main St
Ludlow	LaValley Building Supply	182 Pleasant St
Lyndonville	Lyndonville Hardware	583 Broad St
Manchester	Aubuchon Hardware	1131 Depot St
Manchester Center	R K Miles Inc	618 Depot St
Manchester Center	Sherwin Williams	263 Depot St Ste 5
Middlebury	Countryside Carpet and Paint	16 Creek Rd
Middlebury	Martins Hardware	859 Route 7 S
Montpelier	Sherwin Williams	62 River St
Morrisville	Aubuchon Hardware	925 A Brooklyn St
Morrisville	Country Home Center	85 Center Rd
North Springfield	Bibens Ace Hardware	362 River St
Northfield	Kenyon's True Value	93 Main St

PAINTCARE VERMONT

PERMANENT SITES - PAGE 2

City	Site Name	Address
Orleans	JB Colton	66 Main St
Poultney	Williams Hardware Inc	51 Main St Ste 1
Randolph	Central Supplies	839 VT 12 S
Rutland	LaValley Building Supply	48 Windcrest Rd
Rutland	Noble Ace Hardware	261 N Main St
Rutland	Sherwin Williams	76 Woodstock
Rutland	Yankee Paint	164 Route 4 E
Saint Albans	Sherwin Williams	133 N Main St Ste 21
Saint Albans	Sticks & Stuff	44 Lower Newton St
Saint Johnsbury	Aubuchon Hardware	664 Memorial Dr Ste 2
Saint Johnsbury	Sherwin Williams	422 Portland St
Saint Johnsbury	St Jay Hardware	74 Eastern Ave
Shelburne	Aubuchon Hardware	50 Shelburne Shopping Park
South Burlington	Bibens Ace Hardware	1961 Williston Rd
South Burlington	PPG Paints Glidden Pro	60 San Remo Dr
South Burlington	Sherwin Williams	1242 Shelburne Rd
South Royalton	Welchs True Value	3626 Route 14
Springfield	Sherwin Williams	246 River St Rte 106
Taftsville	Brittons Lumber and Hardware	56 Route 4
Vergennes	Aubuchon Hardware	113 Monkton Rd Ste F
Waitsfield	Bisbees Ace Hardware	109 Mad River Green Shopping Center
Waterbury	Aubuchon Hardware	16 Mason Dr
Waterbury	Waterbury True Value	838 Waterbury Stowe Rd
Williamstown	Poulin Lumber	258 Meadow St
Williston	Vermont Paint Company	17 Adams Dr
Wilmington	W W Building Supply	434 Route 100 N
Windsor	Aubuchon Hardware	2745 Route 5 N
Woodstock	Welchs Woodstock True Value	2517 W Woodstock Rd

HHW FACILITY (4)

Fairfax	Northwest Vermont SWMD	158 Morse Dr
Middlebury	Addison County SWMD Depot	1223 Route 7 S
Rutlad	Rutland County SWD Transfer Station	Gleason Rd (at City Dump Rd)
South Burlington	Chittenden SWD Environmental Depot	1011 Airport Pkwy

PAINTCARE VERMONT

PERMANENT SITES - PAGE 3

City

Site Name

Address

TRANSFER STATION (5)

Alburgh

Alburgh Transfer Station

15 Dump Rd

Brattleboro

Windham SWMD Depot

327 Old Ferry Rd

Norwich

Norwich Transfer Station

24 New Boston Rd

South Royalton

Bethel Road Transfer Station

122 Waterman Rd

White River Junction

Hartford Community Center For Recycling and
Waste Management

2590 N Hartland Rd

RECYCLING CENTER (1)

Barre

Central Vermont SWMD Additional Recyclables
Collection Center

540 N Main St

PAINTCARE VERMONT

SUPPLEMENTAL SITES AND EVENTS - PAGE 1

City	Site Name	Address
SEASONAL TRANSFER STATION (1)		
Canaan	Canaan Transfer Station	186 Treatment Plant Rd

SEASONAL HHW FACILITY (1)		
Lyndonville	Northeast Kingdom Waste Management District	224 Church St

HHW EVENT (47 SITES, 74 EVENTS)

2 Event(s)	Arlington	Arlington One Day Collection	529 E Arlington Rd
3 Event(s)	Bennington	Bennington Transfer Station (Bennington HHW Day)	904 Houghton Ln
1 Event(s)	Bradford	Bradford Town Garage (Bradford HHW Day)	359 Fairground Rd
3 Event(s)	Brattleboro	Windham SWMD Depot (HHW Events)	327 Old Ferry Rd
4 Event(s)	Bristol	Bristol High School (Bristol HHW Day)	220 Airport Dr
1 Event(s)	Burlington	Burlington Drop Off Center (CSWD Event)	339 Pine St
1 Event(s)	Canaan	Water Treatment Plant (Canaan HHW Day)	281 Treatment Plant Rd
1 Event(s)	Charlotte	Charlotte Central School (CSWD Event)	408 Hinesburg Rd
1 Event(s)	Colchester	Malletts Bay School (CSWD Event)	609 Blakely Rd
1 Event(s)	Dorset	Transfer Station (Dorset HHW Day)	407 Tennis Way E
2 Event(s)	Duxbury	Harwood Union High School (Mad River Spring HHW)	458 VT Route 100
2 Event(s)	Essex	Essex Drop Off Center (CSWD Event)	218 Colchester Rd
1 Event(s)	Fairfax	Fletcher Hwy Garage (Fairfax HHW Day)	317 Fletcher Rd
1 Event(s)	Hardwick	Hardwick HHW Day	155 Creamery Rd
1 Event(s)	Hinesburg	Hinesburg Drop Off Center (CSWD Event)	907 Beecher Hill Rd
1 Event(s)	Huntinton	Huntington Center Fire Station (CSWD Event)	4960 Main Rd
1 Event(s)	Jeffersonville	GW Tatro Parking lot (Jeffersonville HHW Day)	5195 VT 15
1 Event(s)	Jericho	Jericho Highway Garage (CSWD Event)	510 Browns Trace Rd
3 Event(s)	Londonderry	Flood Brook School (Londonderry Group HHW Day)	91 VT 11
1 Event(s)	Milton	Milton Drop Off Center (CSWD Event)	36 Landfill Rd
1 Event(s)	Montpelier	VT Department of Labor (Montpelier HHW Day)	5 Green Mountain Dr
3 Event(s)	Morrisville	CCV Parking Lot (Lamoille SWD HHW Day)	197 Harrel St
1 Event(s)	Northfield	Mad River RA Fall HHW Day (Behind Fire Station Wall St)	51 S Main St
1 Event(s)	Norwich	Norwich Transfer Station (GUVSWD HHW Day)	24 New Boston Rd
1 Event(s)	Perkinsville	Weathersfield Transfer Station (Weathersfield Perkinsville HHW Day)	5024 Route 106
3 Event(s)	Randolph	Randolph HHW Day	250 Landfill Rd
1 Event(s)	Richmond	Richmond Drop Off Center (CSWD Event)	80 Rogers Ln

PAINTCARE VERMONT

SUPPLEMENTAL SITES AND EVENTS - PAGE 2

	City	Site Name	Address
3 Event(s)	Royalton	Bethel Royalton HHW Day	122 Waterman Rd
1 Event(s)	Saint George	Saint George Town Center (CSWD Event)	21 Barber Rd
3 Event(s)	Saint Johnsbury	Municipal Parking Lot (St Johnsbury HHW Days)	1187 Main St
3 Event(s)	Salisbury	Salisbury HHW Day	1301 Upper Plains Rd
2 Event(s)	Shaftsbury	Shaftsbury HHW Day	426 North Rd
1 Event(s)	Shelburne	Shelburne Highway Garage (CSWD Event)	114 Turtle Ln
1 Event(s)	South Ludlow	Ludlow HHW Day	336 Route 100
3 Event(s)	Springfield	Springfield HHW Day	135 Fairground Rd
2 Event(s)	Stowe	Wastewater Treatment Plant (Stowe HHW Day)	56 River Rd
1 Event(s)	Tunbridge	Tunbridge Transfer Station (CVSWMD)	64 Recreation Rd
1 Event(s)	Underhill	Underhill Town Garage (CSWD Event)	75 New Rd
1 Event(s)	Waterbury	Bolton Fire Station (CSWD Event)	3045 Theo. Roosevelt Hwy
1 Event(s)	Websterville	Barre HHW Day	129 Websterville Rd
1 Event(s)	West Burke	Burke HHW Day	51 Town Garage Rd
1 Event(s)	Westford	Westford Town Garage (CSWD Event)	35 Cambridge Rd
1 Event(s)	Westminster	Bellows Falls Union High School (Rockingham HHW Day)	406 High School Rd
2 Event(s)	White River Junction	Hartford HHW Day	2590 N Hartland Rd
1 Event(s)	Williston	Williston Drop Off Center (CSWD Event)	1495 Redmond Rd
1 Event(s)	Windsor	Windsor High School (Windsor HHW Day)	19 Ascutney St
1 Event(s)	Winooski	Landry Park (CSWD Event)	Pine St

PAINT-ONLY EVENT(5)

1 Event(s)	Bennington	Bennington PaintCare Event (Municipal Parking Lot)	205 South St
1 Event(s)	Manchester	Manchester PaintCare Event (Riley Rink at Hunter Park)	410 Hunter Park Rd
1 Event(s)	Montpelier	Montpelier PaintCare Event	1 National Life Dr
1 Event(s)	Morrisville	Morrisville PaintCare Event (CCV Lot)	197 Harrel St
1 Event(s)	Rutland	Rutland PaintCare Event	2 Greens Hill Ln

Appendix B

Financial Audit

PaintCare Inc.

Financial Statements
and Independent Auditors' Report

June 30, 2015 and 2014

PaintCare Inc.

Financial Statements
June 30, 2015 and 2014

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
PaintCare Inc.

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of June 30, 2015 and 2014, the related statements of activities and cash flows for years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform an audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of June 30, 2015 and 2014, and the changes in its net assets and its cash flows for years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 14-15 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

A handwritten signature in black ink that reads "Rogers + Company PLLC". The "R" is large and stylized, and the rest of the text is written in a cursive, handwritten style.

Vienna, Virginia
September 30, 2015

PaintCare Inc.

Statements of Financial Position June 30, 2015 and 2014

	<u>2015</u>	<u>2014</u>
Assets		
Current assets:		
Cash	\$ 9,236,954	\$ 26,234,634
Investments	27,056,886	-
Accounts receivable, net	7,353,455	6,642,433
Due from affiliate	-	34,800
Prepaid expenses	94,323	93,889
	<u>43,741,618</u>	<u>33,005,756</u>
Property and equipment, net	<u>479,980</u>	<u>75,034</u>
Total assets	<u>\$ 44,221,598</u>	<u>\$ 33,080,790</u>
Liabilities and Net Assets		
Liabilities		
Current liabilities:		
Accounts payable and accrued expenses	\$ 8,651,794	\$ 3,943,487
Due to affiliate	343,683	449,847
	<u>8,995,477</u>	<u>4,393,334</u>
Total liabilities	<u>8,995,477</u>	<u>4,393,334</u>
Net Assets		
Unrestricted	<u>35,226,121</u>	<u>28,687,456</u>
Total net assets	<u>35,226,121</u>	<u>28,687,456</u>
Total liabilities and net assets	<u>\$ 44,221,598</u>	<u>\$ 33,080,790</u>

See accompanying notes.

PaintCare Inc.

Statements of Activities For the Years Ended June 30, 2015 and 2014

	2015	2014
Operating Revenue and Support		
Paint recovery fees	\$ 46,570,607	\$ 43,101,604
Other income	83,824	224,888
Total operating revenue and support	<u>46,654,431</u>	<u>43,326,492</u>
Expenses		
Program and delivery services:		
Oregon	4,929,385	3,911,042
California	24,280,786	16,182,408
Connecticut	2,507,234	2,082,429
Rhode Island	569,243	85,996
Minnesota	3,550,929	222,624
Vermont	960,256	313,719
Maine	66,557	7,408
Colorado	225,030	8,108
District of Columbia	15,585	-
Total program and delivery services	<u>37,105,005</u>	<u>22,813,734</u>
General and administrative	<u>3,164,681</u>	<u>2,148,857</u>
Total expenses	<u>40,269,686</u>	<u>24,962,591</u>
Change in Net Assets from Operations	6,384,745	18,363,901
Non-Operating Activities		
Interest income	343,103	37,217
Net realized and unrealized loss	(189,183)	-
Change in Net Assets	6,538,665	18,401,118
Net Assets, beginning of year	<u>28,687,456</u>	<u>10,286,338</u>
Net Assets, end of year	<u>\$ 35,226,121</u>	<u>\$ 28,687,456</u>

See accompanying notes.

PaintCare Inc.

Statements of Cash Flows
For the Years Ended June 30, 2015 and 2014

	2015	2014
Cash Flows from Operating Activities		
Change in net assets	\$ 6,538,665	\$ 18,401,118
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	22,954	5,400
Net realized and unrealized loss on investments	#REF!	-
Change in allowance for doubtful accounts receivable	15,527	34,398
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	(726,549)	(2,295,322)
Due from affiliate	34,800	(34,800)
Prepaid expenses	(434)	19,015
Increase (decrease) in:		
Accounts payable and accrued expenses	4,708,307	1,266,342
Due to affiliate	(106,164)	167,877
Accrued interest	-	(122,340)
	#REF!	17,441,688
Cash Flows from Investing Activities		
Purchases of investments	(28,935,060)	-
Proceeds from sale of investments	1,688,991	-
Purchases of property and equipment	(427,900)	(37,683)
	(27,673,969)	(37,683)
Cash Flows from Financing Activity		
Principal payments on notes payable	-	(3,220,000)
	-	(3,220,000)
Net (Decrease) Increase in Cash	#REF!	14,184,005
Cash, beginning of year	26,234,634	12,050,629
Cash, end of year	\$ #REF!	\$ 26,234,634

See accompanying notes.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

1. Nature of Operations

PaintCare Inc. (“PaintCare”), a not-for-profit 501(c)(3) organization, was created in October 2009 by the American Coatings Association (ACA), who, working with state and local government stakeholders, passed the first ever paint product stewardship law in the United States in the state of Oregon in 2009 with implementation of the Oregon Program beginning July 1, 2010. Similar legislation has subsequently been passed in other jurisdictions. The legislation pilots an industry-led, end-of-life management program for post-consumer paint, which PaintCare operates. The PaintCare Board is made up of architectural paint manufacturers and participation in PaintCare is not limited to ACA members, but open to all architectural paint manufacturers. There are no dues or registration fees associated with PaintCare.

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

PaintCare’s financial statements are prepared on the accrual basis of accounting. Unrestricted net assets represent funds that are not subject to donor-imposed stipulations and are available for support of PaintCare’s operations. At June 30, 2015 and 2014, all net assets were unrestricted.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Investments

Investments are stated at fair value, based on quoted market prices. All realized and unrealized gains and losses are included in the accompanying statements of activities.

Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management’s judgment considering historical information. Accounts are individually analyzed for collectability, and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At June 30, 2015 and 2014, an allowance of \$72,180 and \$56,653, respectively was recognized.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

2. Summary of Significant Accounting Policies (continued)

Property and Equipment

Property and equipment with a projected useful life ranging from three to ten years and in excess of \$1,000 are capitalized and recorded at cost. Depreciation and amortization are computed using the straight line method over the estimated useful lives of the individual assets, ranging from three to ten years.

Revenue Recognition

PaintCare recognizes revenue from post-consumer paint recovery fees at the time architectural paint product is sold by a manufacturer participant of the paint product stewardship program. Manufacturer participants in the program pay the PaintCare recovery fee to PaintCare based on the amount of program products they sell on a monthly basis.

Program participants report their monthly unit sales of paint through a secure, HTTPS online system using their unique user ID and password. The participant must pay a paint recovery fee per unit sold, based on container size, according to the established fee schedule for each state program. As the PaintCare recovery fee is added to the wholesale price of paint and passed through uniformly to the retail purchase price of paint—so that the manufacturer, distributor, and/or retailer is made whole—in some cases, distributors or retailers have elected to undertake the obligation of the manufacturer for these fees. Thus, PaintCare has allowed remitter agreements in the program, whereby a distributor or retailer reports and remits directly to PaintCare on behalf of a participant manufacturer's brand or brands. Reports and payments are due by the end of the month following the reporting period. Revenue from all other sources is recognized when earned.

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$5,656,341 and \$2,451,411 for the years ended June 30, 2015 and 2014, respectively.

Functional Allocation of Expenses

The costs of providing the various program and supporting activities have been summarized on a functional basis in the accompanying financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Programs are categorized by the states where services are conducted.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

2. Summary of Significant Accounting Policies (continued)

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through September 30, 2015, the date the financial statements were available to be issued.

3. Concentration of Credit Risk

Financial instruments that potentially subject PaintCare to significant concentrations of credit risk consist of cash and investments. PaintCare maintains cash deposit and transaction accounts, along with investments, with various financial institutions and these values, from time to time, may exceed insurable limits under the Federal Depository Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC). PaintCare has not experienced any credit losses on its cash and investments to date as it relates to FDIC and SIPC insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any credit loss is minimal.

4. Investments and Fair Value Measurements

In December 2014, PaintCare invested a portion of its accumulated surplus in a portfolio with Bank of America/Merrill Lynch. The sole objective of the portfolio is to earn a return equal to the rate of inflation and thus preserve the purchasing power of its capital. Interest, dividends, changes in market value, and other investment activities are allocated to each state program based on the relative net asset balances of each state program. Oversight of the investments is provided by the PaintCare Budget and Finance Committee and by the PaintCare Board of Directors.

PaintCare follows Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 820, *Fair Value Measurements and Disclosures*, for its financial assets. This standard establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. Fair value measurement standards require an entity to maximize the use of observable inputs (such as quoted prices in active markets) and minimize the use of unobservable inputs (such as appraisals or other valuation techniques) to determine fair value. The categorization of a financial instrument within the hierarchy is based upon the pricing transparency of the instrument and does not necessarily correspond to the entity's perceived risk of that instrument.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

4. Investments and Fair Value Measurements (continued)

The inputs used in measuring fair value are categorized into three levels. Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and liabilities and have the highest priority. Level 2 is based upon observable inputs other than quoted market prices, and Level 3 is based on unobservable inputs. Transfers between levels in the fair value hierarchy are recognized at the end of the reporting period.

In general, and where applicable, PaintCare uses quoted prices in active markets for identical assets to determine fair value. This pricing methodology applies to Level 1 investments. Level 2 inputs include government securities, which are valued based on quoted prices in less active markets.

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of June 30, 2015:

	Level 1	Level 2	Level 3	Total
Equities:				
Energy	\$ 459,357	\$ -	\$ -	\$ 459,357
Materials	219,712	-	-	219,712
Industrials	716,773	-	-	716,773
Consumer discretionary	1,018,215	-	-	1,018,215
Consumer staples	1,783,429	-	-	1,783,429
Health care	1,526,520	-	-	1,526,520
Financials	996,728	-	-	996,728
Information technology	840,667	-	-	840,667
Telecommunication service	290,700	-	-	290,700
Utilities	36,255	-	-	36,255
Blend	44,672	-	-	44,672
Mutual funds:				
Exchange traded funds	2,443,529	-	-	2,443,529
Fixed income	4,703,477	-	-	4,703,477
Corporate bonds	6,314,355	-	-	6,314,355
Cash equivalents	1,749,882	-	-	1,749,882
Government securities:				
U.S. Treasury	-	3,912,615	-	3,912,615
Total investments	\$ 23,144,271	\$ 3,912,615	\$ -	\$ 27,056,886

PaintCare Inc.

Notes to Financial Statements June 30, 2015 and 2014

4. Investments and Fair Value Measurements (continued)

Investment income consisted of the following for the years ended June 30:

	<u>2015</u>	<u>2014</u>
Interest income	\$ 343,103	\$ 37,217
Net realized and unrealized loss	<u>(189,183)</u>	<u>-</u>
Total investment income	<u>\$ 153,920</u>	<u>\$ 37,217</u>

PaintCare held no investments at June 30, 2014. The above interest income earned for the year ending June 30, 2014 relates to interest earned on PaintCare's operating accounts.

5. Accounts Receivable

Accounts receivable related to the following programs were due as follows at June 30:

	<u>2015</u>	<u>2014</u>
California	\$ 5,016,812	\$ 5,332,769
Minnesota	952,976	-
Oregon	593,157	545,469
Connecticut	572,369	611,331
Rhode Island	148,674	104,077
Vermont	<u>141,647</u>	<u>105,440</u>
Accounts receivable	7,425,635	6,699,086
Less: allowance for doubtful accounts	<u>(72,180)</u>	<u>(56,653)</u>
Total accounts receivable, net	<u>\$ 7,353,455</u>	<u>\$ 6,642,433</u>

PaintCare Inc.

Notes to Financial Statements June 30, 2015 and 2014

6. Property and Equipment

PaintCare held the following property and equipment at June 30:

	<u>2015</u>	<u>2014</u>
Software	\$ 447,270	\$ 54,464
Computer equipment	43,160	28,944
Furniture	<u>20,878</u>	<u>-</u>
Total property and equipment	511,308	83,408
Less: accumulated depreciation and amortization	<u>(31,328)</u>	<u>(8,374)</u>
Property and equipment, net	<u><u>\$ 479,980</u></u>	<u><u>\$ 75,034</u></u>

7. Notes Payable

PaintCare has entered into promissory notes payable with member companies in order to fund start-up costs incurred in connection with expanding their paint recovery fee program into new states. Initially, each note was negotiated at different times during 2012 and 2013 with an interest rate of 3.6% per annum. The total balance of the notes was due in 2015; however, PaintCare repaid the total outstanding balance in 2014.

8. Related Party

ACA, a related party, is a separate, 501(c)(6) nonprofit organization working to advance the needs of the paint and coatings industry and the professionals who work in it. Through advocacy of the industry and its positions on legislative, regulatory, and judicial issues at the federal, state, and local levels, it acts as an effective ally, ensuring that the industry is represented and fairly considered. ACA also devotes itself to advancing industry efforts with regard to product stewardship, through its signature Coating Care[®] resources, and focuses on advancements in science and technology through its technical conferences and journals, as well as online training opportunities. ACA incorporated PaintCare for the sole purpose of implementing programs for post-consumer architectural paint. ACA maintains a controlling interest in PaintCare through the ability to appoint its Board of Directors.

In February 2011, ACA and PaintCare entered into an affiliation agreement whereby ACA provides staffing, an office, office equipment and furniture, supplies, and other administrative support services. The term of the agreement is for one year and automatically renews for one-year terms unless canceled by either party.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

8. Related Party (continued)

For the years ended June 30, 2015 and 2014, the total administrative fees charged by ACA to PaintCare were \$987,782 and \$535,208, respectively. At June 30, 2015 and 2014, PaintCare owed ACA \$343,683 and \$449,847, respectively, which is recorded as due to affiliate in the accompanying statements of financial position. At June 30, 2015 and 2014, ACA owed PaintCare \$-0- and \$34,800, respectively, which is recorded as due from affiliate in the accompanying statements of financial position.

9. PCA Paint Stewardship, Inc.

Product Care Association (PCA) is a Canadian nonprofit industry association that manages product stewardship programs for household hazardous and special waste on behalf of its members across Canada. PCA incorporated PCA Paint Stewardship, Inc. (PCA-USA) as a nonprofit organization in order to expand its work in managing product stewardship programs into the United States. PCA is the sole member of PCA-USA.

On April 1, 2010, PaintCare entered into an agreement with PCA-USA for the purpose of providing administrative and operational support for the Oregon Architectural Paint Stewardship Pilot Program. The agreement commenced on April 1, 2010 and was scheduled to terminate on June 30, 2014, calling for a monthly management fee of \$16,667. Effective April 1, 2013, the terms of the agreement were amended as PCA-USA transitioned the majority of the administrative and operational activities to PaintCare. The amendment moved up the termination date to December 31, 2013 and decreased the monthly management fee to \$5,556. A subsequent amendment extended the termination of this agreement back to the original termination date of June 30, 2014.

For the years ended June 30, 2015 and 2014, management service fees under this agreement totaled \$-0- and \$70,207, respectively.

In addition to the contract described in the preceding paragraph, PCA-USA contracts with independent subcontractors to perform the collection, transportation, processing, and recycling services of post-consumer paint at pre-determined rate schedules. Contracts with the two largest subcontractors extended through December 31, 2013 with one-year renewal options. These contracts were extended and terminated on June 30, 2014. PCA-USA invoices PaintCare on a monthly basis to recover the payments made by PCA-USA to the subcontractors. Expenses related to the subcontractor activity are recorded in program and delivery expenses. For the years ended June 30, 2015 and 2014, expenses related to the subcontractor activity were \$-0- and \$3,322,305, respectively. Effective July 1, 2014 the subcontractor contracts were with PaintCare. There was no longer any reimbursements paid to PCA-USA during fiscal year 2015.

PaintCare Inc.

Notes to Financial Statements June 30, 2015 and 2014

10. Income Taxes

PaintCare is recognized as a tax-exempt organization under Internal Revenue Code (IRC) Section 501(c)(3), and is exempt from income taxes except for taxes on unrelated business activities. No tax expense is recorded in the accompanying financial statements for PaintCare, as there was no unrelated business taxable income. Contributions to PaintCare are deductible as provided in IRC Section 170(b)(1)(A)(vi).

Management evaluated PaintCare's tax positions, and concluded that PaintCare's financial statements do not include any uncertain tax positions.

SUPPLEMENTARY INFORMATION

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Year Ended June 30, 2015

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	General and Administrative	Total
Operating Revenue and Support											
Paint recovery fees	\$ 4,390,549	\$ 33,834,028	\$ 3,678,156	\$ 887,689	\$ 3,124,672	\$ 655,513	\$ -	\$ -	\$ -	\$ -	\$ 46,570,607
Other income	83,824	-	-	-	-	-	-	-	-	-	83,824
Total operating revenue and support	4,474,373	33,834,028	3,678,156	887,689	3,124,672	655,513	-	-	-	-	46,654,431
Expenses											
Program and delivery services:											
Collection support	55,024	2,304,347	393,719	93,768	256,190	118,659	872	17,187	41	-	3,239,807
Transportation and processing	4,106,722	16,705,053	1,612,173	362,384	2,119,735	598,304	-	-	-	-	25,504,371
Communications	428,415	3,859,330	346,529	78,908	785,525	106,714	8,886	41,906	128	-	5,656,341
Legal fees	27,315	151,639	12,118	3,140	101,132	5,250	4,713	15,629	6,205	-	327,141
State agency administrative fees	40,000	355,509	20,000	-	106,621	30,000	-	-	-	-	552,130
Other program expenses	271,909	904,908	122,695	31,043	181,726	101,329	52,086	150,308	9,211	-	1,825,215
Total program and delivery services	4,929,385	24,280,786	2,507,234	569,243	3,550,929	960,256	66,557	225,030	15,585	-	37,105,005
General and administrative:											
Legal fees	-	-	-	-	-	-	-	-	-	383,271	383,271
Management fees	-	-	-	-	-	-	-	-	-	987,782	987,782
Insurance	-	-	-	-	-	-	-	-	-	126,284	126,284
Other expense	-	-	-	-	-	-	-	-	-	1,667,344	1,667,344
Total general and administrative	-	-	-	-	-	-	-	-	-	3,164,681	3,164,681
Total expenses	4,929,385	24,280,786	2,507,234	569,243	3,550,929	960,256	66,557	225,030	15,585	3,164,681	40,269,686
Change in Net Assets from Operations	(455,012)	9,553,242	1,170,922	318,446	(426,257)	(304,743)	(66,557)	(225,030)	(15,585)	(3,164,681)	6,384,745
Non-Operating Activities											
Investment income	-	-	-	-	-	-	-	-	-	153,920	153,920
Change in Net Assets Before Allocation of General and Administrative Activities	(455,012)	9,553,242	1,170,922	318,446	(426,257)	(304,743)	(66,557)	(225,030)	(15,585)	(3,010,761)	6,538,665
General and administrative allocation	(201,982)	(1,964,196)	(188,442)	(55,512)	(279,641)	(32,993)	(70,035)	(266,199)	(8,648)	3,067,648	-
Investment allocation	(1,470)	62,378	1,643	100	(3,331)	(1,671)	(276)	(486)	-	(56,887)	-
Total Change in Net Assets	(658,464)	7,651,424	984,123	263,034	(709,229)	(339,407)	(136,868)	(491,715)	(24,233)	-	6,538,665
Net Assets (Deficit), beginning of year	1,189,949	27,462,632	812,687	(72,922)	(440,258)	(196,161)	(60,363)	(8,108)	-	-	28,687,456
Net Assets (Deficit), end of year	\$ 531,485	\$ 35,114,056	\$ 1,796,810	\$ 190,112	\$ (1,149,487)	\$ (535,568)	\$ (197,231)	\$ (499,823)	\$ (24,233)	\$ -	\$ 35,226,121

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Year Ended June 30, 2014

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	General and Administrative	Total
Operating Revenue and Support										
Paint recovery fees	\$ 4,083,877	\$ 35,237,602	\$ 3,533,470	\$ 104,152	\$ -	\$ 142,503	\$ -	\$ -	\$ -	\$ 43,101,604
Other income	224,888	-	-	-	-	-	-	-	-	224,888
Total operating revenue and support	4,308,765	35,237,602	3,533,470	104,152	-	142,503	-	-	-	43,326,492
Expenses										
Program and delivery services:										
Transportation and processing	3,273,591	11,751,474	1,325,917	23,264	-	138,926	-	-	-	16,513,172
Communications	286,868	1,854,534	256,452	12,119	4,745	36,236	-	457	-	2,451,411
Legal fees	-	220,777	2,580	-	-	-	-	-	-	223,357
State agency administrative fees	50,000	265,882	40,000	2,500	124,275	-	-	-	-	482,657
Collection support	49,714	1,527,401	315,780	16,274	23	60,369	-	-	-	1,969,561
Other program expenses	250,869	562,340	141,700	31,839	93,581	78,188	7,408	7,651	-	1,173,576
Total program and delivery services	3,911,042	16,182,408	2,082,429	85,996	222,624	313,719	7,408	8,108	-	22,813,734
General and administrative:										
Management fees	-	-	-	-	-	-	-	-	535,208	535,208
Legal fees	-	-	-	-	-	-	-	-	118,236	118,236
Insurance	-	-	-	-	-	-	-	-	102,666	102,666
Interest expense	-	-	-	-	-	-	-	-	73,560	73,560
Other expense	-	-	-	-	-	-	-	-	1,319,187	1,319,187
Total general and administrative	-	-	-	-	-	-	-	-	2,148,857	2,148,857
Total expenses	3,911,042	16,182,408	2,082,429	85,996	222,624	313,719	7,408	8,108	2,148,857	24,962,591
Change in Net Assets from Operations	397,723	19,055,194	1,451,041	18,156	(222,624)	(171,216)	(7,408)	(8,108)	(2,148,857)	18,363,901
Non-Operating Activities										
Interest income	-	-	-	-	-	-	-	-	37,217	37,217
Change in Net Assets Before Allocation of General and Administrative Activities	397,723	19,055,194	1,451,041	18,156	(222,624)	(171,216)	(7,408)	(8,108)	(2,111,640)	18,401,118
General and administrative allocation	(152,726)	(1,485,130)	(142,482)	(41,961)	(211,441)	(24,945)	(52,955)	-	2,111,640	-
Total Change in Net Assets	244,997	17,570,064	1,308,559	(23,805)	(434,065)	(196,161)	(60,363)	(8,108)	-	18,401,118
Net Assets (Deficit), beginning of year	944,952	9,892,568	(495,872)	(49,117)	(6,193)	-	-	-	-	10,286,338
Net Assets (Deficit), end of year	\$ 1,189,949	\$ 27,462,632	\$ 812,687	\$ (72,922)	\$ (440,258)	\$ (196,161)	\$ (60,363)	\$ (8,108)	\$ -	\$ 28,687,456

Appendix C

Brochure
Minicard
Realtor Card
Paint-Only Event Flyer
Fact Sheets
Print Materials Order Form
Joint Outreach Form



Vermont Paint Stewardship Program

Each year about 650 million gallons of architectural paint is sold in the United States. Did you know that about 10 percent goes unused and is available for recycling?

Vermont's Paint Stewardship Law requires the paint manufacturing industry to develop a financially and environmentally sustainable program to manage postconsumer architectural paint. The program includes: education about buying the right amount of paint, tips for using up remaining paint and setting up convenient recycling locations throughout the state.

PaintCare is a non-profit organization established by paint manufacturers to run the program in Maine and any state with a paint stewardship law.

Program Products

These products have fees when you buy them and are accepted for free at drop-off sites:

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints (including elastomeric)
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

Leaking, unlabeled and empty containers are not accepted at drop-off sites.

⊘ Non-Program Products

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulk, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Asphalt, tar and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

For information about recycling and proper disposal of non-program products, please contact your garbage hauler, local environmental health agency, household hazardous waste program or public works department.



Recycle

with PaintCare



VERMONT

Places to Take Old Paint

Paint recycling is more convenient with PaintCare. We set up paint drop-off sites throughout Vermont. To find your nearest drop-off site, use PaintCare's search tool at www.paintcare.org or call our hotline at (855) 724-6809.

How to Recycle

PaintCare sites accept all brands of old house paint, stain and varnish – even if they are 20 years old! Containers must be five gallons or smaller, and a few types of paint are not accepted. See back panel for a list of what you can recycle.

All PaintCare drop-off sites accept at least five gallons of paint per visit. Some sites accept more. Please call the site in advance to make sure they can accept the amount of paint you would like to recycle.

Make sure all containers of paint have lids and original labels, and load them securely in your vehicle. Take them to a drop-off site during their regular business hours. We'll take it from there.



What Happens to the Paint?

PaintCare will make sure that your leftover paint is remixed into recycled paint, used as a fuel, made into other products or properly disposed.

Who Can Use the Program?

Residents bringing paint from their home can bring as much latex or oil-based paint as the site is willing to accept.

Businesses (painting contractors and others) can use this program with one restriction: If your business produces more than 220 pounds (about 20-30 gallons) of hazardous waste per month, you may use the drop-off sites for your latex paint only but not for your oil-based paint. Contact PaintCare to learn more about this restriction.

Large Volume Pick-Up

If you have at least 300 gallons of paint to recycle at your business or home, ask about our free pick-up service. Please call for more details or to request an appointment.

PaintCare Recovery Fee

PaintCare is funded by a fee paid by paint manufacturers for each can of paint they sell in the state. Manufacturers pass the fee to retailers, who then apply it to the price of paint. Stores can choose whether or not to show the fee on their receipts. Fees are based on the size of the container as follows:

- \$ 0.00 Half pint or less
- \$ 0.35 More than a half pint to less than 1 gallon
- \$ 0.75 1 Gallon
- \$ 1.60 More than 1 gallon up to 5 gallons

Not a Deposit

The fee is not a deposit – it is part of the purchase price. The fees are used to pay the costs of running the program: recycling, public education, staffing and other expenses.

Contact Us

Please visit www.paintcare.org or give us a call at (855) 724-6809 to find a drop-off site or learn more.



It's easy to recycle
your leftover paint,
stain and varnish.

Recycle with PaintCare

Find a drop-off site near you:
(855) 724-6809 • www.paintcare.org

**Buy right.
Use it up.
Recycle the rest.**

Manufacturers of paint created PaintCare, a nonprofit organization, to set up convenient places for you to recycle leftover paint. We're working to provide environmentally sound and cost-effective recycling programs in your state and others with paint stewardship laws.

LEARN MORE

Visit www.paintcare.org or follow us on Facebook for tips on how to buy the right amount of paint, store paint properly, use up leftover paint, and find a drop-off site. We also have a free pick-up service for businesses or households with at least 300 gallons of paint to recycle.



Do you want the old paint the sellers left behind? Probably not. *But we do!*

The sellers thought you would use it for touchups. Maybe you will use it up. If not, now's the time to recycle that old paint. Whether it's from last week or 20 years ago, you can recycle most paint, stain and varnish at one of the many PaintCare sites throughout the state.

PaintCare is a nonprofit organization formed by paint companies to make it more convenient to recycle old paint in states with paint stewardship laws.

Find a drop-off location near you, and see what we accept:

www.paintcare.org
(855) 724-6809



SELLER



Do the people buying your house want your old paint?

Probably not. *But we do!*

While getting your property ready to sell, you probably found some old paint. Unless you know somebody will use it up, now's the time to recycle it. Whether it's from last week or 20 years ago, you can recycle most paint, stain and varnish at one of the many PaintCare sites throughout the state.

PaintCare is a nonprofit organization formed by paint companies to make it more convenient to recycle old paint in states with paint stewardship laws.

Find a drop-off location near you, and see what we accept:

www.paintcare.org
(855) 724-6809





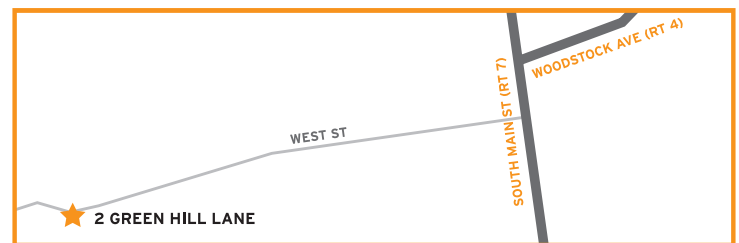
We'll take your paint!



FREE Paint Only Drop-Off Event for Anyone in Vermont

DATE & TIME: Saturday, August 9, 2014
9 am - 1 pm

LOCATION: Rutland County Solid Waste
District Office
2 Green Hill Lane
Rutland, VT 05701



WHAT PAINT PRODUCTS CAN YOU BRING?

This event is free and open to residents and businesses from anywhere in Vermont. Households may bring any amount of latex or oil-based paint. Businesses that generate less than 220 pounds (about 20-30 gallons) of hazardous waste per month may bring any amount of latex or oil-based paint. Businesses that generate more than 220 pounds of hazardous waste per month can bring any amount of **latex paint only**, but they cannot bring oil-based paint to this event.

⊘ NOT ACCEPTABLE

- No leaking, unlabeled or empty containers
- No aerosol spray paints
- No drums or containers larger than 5 gallons
- We cannot accept other hazardous waste or chemicals, such as paint thinner, solvents, motor oil, spackle, glue, adhesive, roofing tar, pesticides, cleaning chemicals

ACCEPTABLE

Containers must have original labels. This event is for the following products only:

- House paint and primers (latex or oil based)
- Stains
- Deck and concrete sealers
- Clear finishes (e.g., varnishes, shellac)

Recycle with PaintCare

PaintCare Inc. is a non-profit organization established by the American Coatings Association to provide convenient places to recycle leftover paint. We are setting up drop-off sites throughout Vermont where you can take smaller amounts of paint all year long. Visit www.paintcare.org or call 855-724-6809 to find paint drop-off sites.



1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005

**FREE PAINT DROP-OFF
EVENT IN RUTLAND**

**RUTLAND COUNTY SOLID
WASTE DISTRICT OFFICE
2 GREEN HILL LANE**

9AM- 1PM

SATURDAY, AUGUST 9, 2014

www.paintcare.org

We'll take your paint!

**FREE Paint Only Drop-Off Event
for Anyone in Vermont**





Vermont Paint Stewardship Program

How Does the Vermont Paint Stewardship Program Affect Paint Retailers?

Paint Stewardship Programs in the United States

For several years the American Coatings Association (ACA) has worked with stakeholders interested in the management of leftover paint. This work has led to development of an industry-led paint stewardship program for the United States.

PaintCare Inc., a non-profit organization, was established by ACA to implement this program on behalf of paint manufacturers in each “PaintCare State” (those that adopt paint stewardship laws). PaintCare currently operates in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island and Vermont. PaintCare is also planning a program for the District of Columbia, scheduled to start in September 2016.

Starting on May 1, 2014 Vermont paint retailers were required to add a fee to the architectural paint products they sell, make sure they are not selling unregistered brands, and provide customers information about the program. Serving as a drop-off site is optional.

Convenient Paint Recycling

PaintCare’s major effort is to establish paint drop-off sites throughout each PaintCare state – at paint retailers and other locations – in order to provide convenient recycling opportunities for the public. Other locations include waste transfer stations and municipal household hazardous waste facilities and events. As of July 2015, there are more than 1500 paint drop-off sites in seven states; more than 70 of these sites are in Vermont.

Participation as a Drop-Off Site is Voluntary

Most retailers who wish to serve as drop-off sites are able to do so if they have space and can provide minimal staff time to accept paint from the public. By doing so, retailers increase foot traffic and sales, and they provide an environmentally-beneficial service to their community. They make recycling of leftover paint convenient for their customers and help relieve local governments that manage leftover paint. PaintCare provides storage bins, site training, and support; promotes the sites to the local community; and pays for paint transportation and recycling.

REQUIREMENTS OF RETAILERS

1. Check Registered Manufacturers & Brands

PaintCare and list the brands they sell in Vermont. Under the program, paint manufacturers must register their company with Retailers may not sell architectural paints that are not registered. PaintCare publishes lists of registered brands and manufacturers on its website so retailers can check to make sure that the products they sell are registered.

2. Pass on the Assessment Fee

As required by law, a fee must be assessed and added to the wholesale price of architectural paint sold in Vermont. This fee pays for all aspects of running the program. The fee is paid by manufacturers to PaintCare and then passed to their dealers. Retailers will see the “PaintCare Fee” on invoices from suppliers starting on the first day of the program. The law also requires that retailers and distributors add the fee to the purchase price of architectural paint. The fee paid by the customer to the retailer offsets the fee charged by the manufacturer or distributor to the retailer. All retailers, distributors, and manufacturers selling architectural paint in the state must pay and pass through the fee, ensuring a level playing field for all parties.

3. Provide Information to Customers

Paint retailers in Vermont must provide customers with information regarding the program and how paint is managed. PaintCare has developed the materials, ensure they meet the state's requirements, and provides them free of charge to all paint retailers and others wishing to distribute them.



COMMON QUESTIONS ABOUT FEES

How much are the fees?

Although fees may change and vary by state, fees in Vermont are the same as the other states with active PaintCare programs. Fees are by container size as follows:

\$0.00 – Half pint or less

\$0.35 – More than half pint to less than 1 gallon

\$0.75 – 1 gallon

\$1.60 – More than 1 gallon up to 5 gallons

How were the fees calculated?

Fees are set to cover the cost of a fully operating program on a state-by-state basis. PaintCare estimated the annual sales of architectural paint in Vermont and divided the estimated total cost of the program by the number of containers to be sold in the state – taking into account the typical amount of leftover paint for each size container. Since PaintCare is a nonprofit organization, the fees may be decreased in the future if they were set at a level higher than what is needed to cover expenses, or fees may be increased if they were set too low and do not cover expenses.

Is the fee a deposit to be returned to customers?

No, the fee is not a deposit. Fees are used entirely to cover the cost of running the program and not given back as a deposit for the return of paint or empty paint cans – a common misunderstanding.

Must retailers show the fee on receipts?

No, but most stores do show the fee in order to explain the price increase. PaintCare encourages retailers to show the fee and list it as “PaintCare Fee” to aid in customer education and to ensure consistency and transparency.

Do retailers return the fee if a product is returned?

Yes, the fee should be returned because it is part of the purchase price.

Is sales tax applied to the fee itself?

Yes, the fee is part of the purchase price; therefore, sales tax is collected on the fee.

Do we apply the fee to sales for inventory purchased before the first day of the program, even though we didn't pay the fee for the product to the distributor or manufacturer?

Yes, if retailers have inventory purchased from suppliers before May 1, 2014, they must add the fee on all covered products sold on or after the first day of the program.

How will the public know about the fee?

PaintCare provides printed materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find a paint drop-off site. Before the program started, PaintCare provided a free “starter pack” of public information materials to all paint retailers. Additional materials can be ordered as needed for no charge.

How do I know which products have fees?

Invoices from your suppliers will show fees for program products, so you simply pass on the fees for those items. PaintCare and the Agency of Natural Resources will also post lists of registered paint manufacturers and brands on their websites – fees should be included on these products. Please visit www.paintcare.org for lists of registered manufacturers and brands for each state.

MORE INFORMATION

(855) 724-6809 or (855) PAINT09
www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Vermont Paint Stewardship Program

How to Become a Retail Drop-Off Site

A Vermont law affecting paint retailers took effect May 1, 2014

The law requires paint retailers to add a stewardship assessment fee to architectural paint products and to make sure they are not selling unregistered brands of architectural paint. The law also requires paint retailers to provide customers with information about the program and how paint is managed. PaintCare will develop the materials, ensure they meet the state's requirements, and provide them free of charge to all paint retailers.

Retailers may also volunteer to be paint drop-off sites. This fact sheet explains how to partner with PaintCare as a retail drop-off site.

Paint Stewardship Program in Vermont

PaintCare Inc. is a non-profit organization established by the American Coatings Association to implement this program on behalf of paint manufacturers in PaintCare States (those that adopt paint stewardship laws). PaintCare currently operates in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island and Vermont. PaintCare is also planning a program for the District of Columbia.

Convenient Paint Recycling

PaintCare's major effort is to establish paint drop-off sites throughout each PaintCare state – at paint retailers and other locations – in order to provide convenient recycling opportunities for the public. Other locations include waste transfer stations and municipal household hazardous waste facilities and events. PaintCare has 1500 drop off sites in seven states; more than 70 of these are in Vermont.

The program allows households and businesses to return unused architectural paint to drop-off locations throughout the state. Although household hazardous waste programs in Vermont may continue to accept paint from household and some businesses, many of these programs are not open year round and may not be as conveniently located as retail stores. In addition, some HHW programs do not accept latex paint, while retailers in the PaintCare program will.

Benefits to Retailers

There are many benefits to becoming a drop-off site. Participating retailers will:

- Make recycling of leftover paint more convenient for your customers
- Support the paint industry's effort to lead the way in being responsible for end-of-life management of its own products
- Promote your store as environmentally responsible or "green"
- Increase customer foot traffic and sales
- Help relieve local government of their cost of managing leftover paint
- Do your part to help prevent the improper disposal of paint products



PaintCare Provides

- Listing of your store as a drop-off site on website, and in advertisements and promotional materials
- Storage bins
- Transportation and recycling services for the collected paint
- Training materials and staff training at your site
- Spill kits
- Program brochures, signage, and customer education materials



Drop-Off Site Responsibilities

- Provide secure storage area for collection bins
- Accept all brands of leftover program products from the public during operating hours
- Place unopened program products in collection bins
- Keep storage bins neat and properly packed
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure staff are trained in PaintCare program guidelines and operating procedures
- Post “drop-off site” signs in store window and display consumer education materials

CONTACT

John Hurd, Vermont Program Manager
jhurd@paint.org
(802) 245-4821

What Products Are Covered?

Architectural paints (“Program Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

PROGRAM PRODUCTS

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PROGRAM PRODUCTS

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Asphalt, tar and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM)(shop application) paints and finishes

MORE INFORMATION:

(855) 724-6809 or (855) PAINT09
www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Paint Stewardship Programs in the U.S.

About PaintCare Fees

Laws in PaintCare States* require retailers to add a stewardship assessment to architectural paint products and make sure they are not selling unregistered brands of architectural paint.

Paint Stewardship Programs

PaintCare Inc. is a non-profit organization established by American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states that pass paint stewardship laws. The main goals of the program are to decrease paint waste and recycle more postconsumer paint by setting up convenient drop-off sites in each state.

1. What is the Recovery Fee and how does it work?

The PaintCare program is funded through a paint stewardship assessment called the *PaintCare Fee* – fees are applied to the purchase price of architectural paint. The fees fund collection, transportation, and processing of unused postconsumer paint, public education about proper paint management, and administrative costs. The fee is paid to PaintCare by paint manufacturers. This fee is then added to the wholesale and retail purchase price of paint, passing the cost of managing postconsumer paint to everyone who purchases paint. This reduces municipal and state government costs for paint management and provides a funding source for a more convenient, statewide paint management program.

2. Do retailers have to pass on the fee?

Yes, each state's law requires retailers to pass on the fee to consumers, ensuring a level playing field for all parties.

What are the fees?

Fees are currently the same in all PaintCare States. Fees are based on container size as follows:

\$ 0.00 – Half pint or smaller

\$ 0.35 – Larger than half pint to smaller than 1 gallon

\$ 0.75 – 1 Gallon

\$ 1.60 – Larger than 1 gallon up to 5 gallons

3. How are fees calculated?

Fees are set to cover the cost of a fully implemented program. Working with paint manufacturers, PaintCare estimates annual sales of architectural paint in each state and then divides the cost of the total program in that state by the number of containers sold in that state. Next, the fees are adjusted based on container size by taking into consideration the typical percentage of unused paint for each size (e.g., the percentage of unused paint from one 5-gallon container is typically less than from five 1-gallon containers).

PaintCare is a non-profit organization, so the fees may be decreased if set at a level beyond what is needed to cover program expenses. Likewise, the fees may be increased if PaintCare does not collect enough money to cover the costs to operate the state program.

4. Are retailers required to show the fee on the receipt?

No, but PaintCare encourages retailers to do so and to display it as *PaintCare Fee* to aid in consumer education. Most stores in PaintCare states choose to show the fee on their receipts in order to inform the consumer about the PaintCare program and to explain the price increase.

5. Do retailers return the fee if someone returns a product?

Yes. The fee should be returned as part of the purchase price.

* As of October 2015, PaintCare has programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia (September 2016).

6. Is the fee taxable?

Yes, the fee is part of the purchase price of paint. Sales tax is collected on the fee, except in a state that does not have a sales tax, such as Oregon.

7. Is the fee to be applied to paint sold to customers who are exempt from sales taxes?

Yes, government agencies and other organizations that are exempt from sales taxes in PaintCare states (except for Oregon which has no sales tax) must still pay the fee, because it is part of the price of paint.

8. Is the fee a deposit that is returned to customers when they bring paint to a drop-off site?

No, the fee is not a deposit. The fees are used entirely to cover the cost of running the program.

9. Do retailers add the fee on sales starting on the first day of the program (i.e., on inventory purchased before the first day) even though they did not pay fees on inventory to the distributor or manufacturer?

[For new programs] Yes, in order to provide for a hard start date, retailers must add the fee on all inventory sold on or after the start date of the program. Fees collected on existing inventory stay with the retailer; they are not paid back to the distributor or manufacturer.

10. How does the public know about the fee?

PaintCare provides public education materials to retailers. These materials explain the purpose of the fee, where to take paint for recycling, and other information about the program. When a new state program begins, PaintCare mails a “starter pack” of materials to retailers. As needed, retailers may order additional free materials from PaintCare. In addition to retailer information, PaintCare works with contractor associations to get information to trade painters, and conducts general outreach including newspaper, radio, television, and on-line advertising.

11. How do we as a retailer know what products to put the fee on?

Your supplier’s invoice should indicate that you are being charged the fee, so you simply pass on the fee for those items. Additionally, PaintCare and each state’s oversight agency list all architectural paint manufacturers and brands that are registered for the program on their websites. Retailers may not sell brands that are not registered with the program. If your

store sells architectural coatings that are not on the list of registered products, please notify PaintCare so we can contact the manufacturer to get them registered.

12. What Products Are Covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare Products include interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

PAINTCARE PRODUCTS

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints (including elastomeric)
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PAINTCARE PRODUCTS

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Asphalt, tar, and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

MORE INFORMATION

(855) 724-6809 or (855) PAINT09
www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE NW
WASHINGTON, DC 20005



Vermont Paint Stewardship Program

Information for Painting Contractors

Vermont's Paint Stewardship Program began May 1, 2014

The Vermont Paint Stewardship law requires paint manufacturers to set up and operate a stewardship program in Vermont. The program is funded by a fee on each container of architectural paint sold in the state. The program sets up drop-off sites at retail stores and other sites throughout the state where households and businesses are able to take most types of leftover paint for recycling, free of charge.

Paint Stewardship

The American Coatings Association (ACA) worked with various stakeholders interested in the management of postconsumer paint to develop a Paint Stewardship Program in the United States. PaintCare Inc. is a non-profit organization established by ACA to implement the program on behalf of paint manufacturers in states that adopt paint stewardship laws. PaintCare operates programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia, scheduled to start in September 2016.

The main goals of the program are to decrease paint waste and recycle more postconsumer paint by setting up convenient drop-off sites in each PaintCare state.



Fees and Funding

As required by state law, a paint stewardship assessment ("PaintCare Fee") must be added by manufacturers to the wholesale price of all architectural paint sold in the state. This fee is paid by manufacturers to PaintCare to fund setting up drop-off sites for leftover, postconsumer paint, and for the transportation, recycling, and proper disposal of that paint. The fees also pay for consumer education and program administrative costs.

The fees are based on container size as follows:

\$ 0.00 – Half pint or smaller

\$ 0.35 – Larger than half pint to smaller than 1 gallon

\$ 0.75 – 1 Gallon

\$ 1.60 – Larger than 1 gallon up to 5 gallons

The law also requires that each distributor and retailer include the PaintCare Fee with their sale price of architectural paint sold in the state. Displaying the fee on invoices and receipts is not mandatory for distributors or retailers; however, PaintCare encourages them to show the fee and list it as "PaintCare Fee" to aid in customer and dealer education and to ensure transparency.

Notice for Painting Contractors

It is expected that contractors will pass the fees on to their customers in order to recoup the fees they pay on the product.

When estimating jobs, contractors should take these fees into account by checking with suppliers to make sure the quotes for paint products include the fees. You should also let your customers know that you will be including these fees in your quotes.

Paint Drop-Off Sites

PaintCare has more than 70 paint drop-off sites across Vermont. Most drop-off sites are at paint stores. Other sites include certain solid waste transfer stations, recycling centers, and government-sponsored household hazardous waste programs. Participation as a drop-off site is voluntary.

Use of Retail Drop-Off Sites by Businesses

Retail drop-off sites provide a convenient and no cost recycling option for painting contractors and other businesses. Businesses that generate less than 220 pounds of hazardous waste* per month will be able to use these sites to recycle all program products (both water and oil-based) with some restrictions on quantities per month.

Larger businesses (those that generate more than 220 pounds of hazardous waste per month) may use the drop-off sites for their water-based program products only; they are not able to use the sites for oil-based paint or other solvent-based products.

**220 pounds is about 20-30 gallons of paint. When counting how much hazardous waste you generate in a month, oil-based paint counts (because by law it is a hazardous waste), but latex and other water-based paint does not count toward the 220 pound monthly total.*

Pick-Up Service for Large Volumes

Businesses with at least 300 gallons of postconsumer paint to recycle may qualify to have their paint picked up by PaintCare at no additional cost. To learn more about this service or to request an appointment, please call (855) 724-6809.

What Products Are Covered?

Architectural paints (“PaintCare Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

PAINTCARE PRODUCTS

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints (including elastomeric)
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PAINTCARE PRODUCTS

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Asphalt, tar, and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

MORE INFORMATION

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PAINTCARE INC.
1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Large Volume Pick-Up (LVP) Service

PaintCare offers a free pick-up service to painting contractors, property managers, and others with large amounts of leftover architectural paint.

Who is PaintCare?

PaintCare Inc. is a non-profit organization established by the American Coatings Association to operate paint stewardship programs on behalf of paint manufacturers in states that pass paint stewardship laws.

Paint Drop-Off Sites

In states with a paint stewardship program, PaintCare's primary effort is to set up conveniently located drop-off sites—places where residents and businesses may take their unwanted paint for no charge. Sites set their own limits on the volume of paint they accept from customers per visit (usually from 5 to 20 gallons). To find a drop-off site near you, please use PaintCare's site locator at www.paintcare.org or call (855) 724-6809.

Large Volumes Pick-Ups

For those that have accumulated a large volume or stockpile of paint, PaintCare also offers a pick-up service. Large volume means at least 300 gallons, measured by container size (not content). On a case-by-case basis, PaintCare may approve a pick-up for less than 300 gallons if there are no drop-off sites in your area. After two or three pick-ups, you may be switched to a regular service (see next page).

Drums and Bulked Paint Are Not Accepted

PaintCare only accepts paint in containers that are 5 gallons or smaller in size. Leave paint in original cans with original labels; do not combine or bulk paint from small cans into larger ones. If you have unwanted paint in drums or containers larger than 5 gallons, please contact a licensed paint recycling company or a hazardous waste transportation company to assist you.

HOW TO REQUEST A LARGE VOLUME PICK-UP

1. Sort and count your paint

We need to know the number of each container size and the type of products you have, sorted into two categories: (1) water-based paints and stains and (2) oil-based paint and stains and any other program products (sealers and clear top-coat products, such as varnish and shellac).

2. Fill out the LVP Request Form and send it in

Fill out a paper or electronic version of the "Large Volume Pick-Up Request Form" and return it to PaintCare by email, fax, or regular mail. (Visit www.paintcare.org or call PaintCare for the form.)

Scheduling

After reviewing your form, PaintCare staff will either approve your site for a pick-up or inform you of the best place to take your paint if you do not meet the volume requirement. If you qualify for a pick-up, you will be put in contact with our licensed hauler to schedule a pick-up. It may be several weeks before your pick-up occurs.

On the Day of Your Pick-Up

Sort your products into the two categories noted above and store them in an area that has easy access. If the paint is a far distance from where the hauler parks, the



path between should be at least four feet wide to accommodate movement of the boxes.

Please plan to have staff available to pack the paint cans into the boxes. The hauler may be able to provide some assistance, but we require your staff to be present and provide labor to pack boxes. Once your paint is properly packed and loaded onto the hauler's truck, you will sign a bill of lading and receive a copy for your records. Your paint will then be taken to an authorized processing facility for sorting and recycling.

Note: Paint must be in original containers and not leaking.

Repeat Service for Large Volume Users

For businesses that generate large volumes of unwanted paint on a regular basis, a service for recurring direct pick-ups is available. With this service, you will be provided with empty bins, then request a pick-up when at least three bins are filled. PaintCare will provide onsite training on how to properly pack the paint, and you will be required to sign a contract with PaintCare.

Limits on Businesses

If your business generates more than 220 pounds (20-30 gallons depending on the type) of hazardous waste per month, you may use PaintCare's programs (drop-off sites and the pick-up service) for water-based program products only. You will not be able to use the program for oil-based products.

If your business generates less than 220 pounds of hazardous waste per month, you may use PaintCare programs for both water-based program products and oil-based program products. As a business, you will need to certify that you meet this requirement.

Note: When calculating how much hazardous waste you generate in a month, do not count latex paint.

If You Have Products We Don't Accept

The program does not accept all paints (such as aerosols and automotive finishes) or other hazardous waste. If you have solvents, thinners, pesticides, or any non-PaintCare products (see list to right for examples), we recommend that residents contact their local household hazardous waste (HHW) program. Some HHW programs allow businesses to use their program for a modest fee. Otherwise, businesses should contact a licensed hazardous waste transportation company.

What Products Are Covered?

Architectural paints ("PaintCare Products") are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

PAINTCARE PRODUCTS

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PAINTCARE PRODUCTS

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Asphalt, tar, and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

MORE INFORMATION

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www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE NW
WASHINGTON, DC 20005



PRINT MATERIALS ORDER FORM

For free PaintCare brochures and factsheets

VERMONT

Please complete this form and send to PaintCare. Indicate the quantities you would like below.

Store Name	
Street Address	
City/State/Zip	
Contact Person	
Phone	
Email	

PROGRAM BROCHURE

General information about the PaintCare Program



Quantity

English

LARGE VOLUME PICK-UP FACT SHEET

How to request a pickup for 300 gallons or more



Quantity

English
Spanish

MINI CARD

Quick reference to help find a drop-off site



Quantity

English
Spanish
Russian

PROGRAM POSTER

General PaintCare information on 1 page 8.5 x 11



Quantity

English

TRADE PAINTER FACT SHEET

General information for painting contractors



Quantity

English

BROCHURE HOLDER

Keep the program brochures neat and in one place

Would you like a brochure holder for the counter? (yes/no)

yes / no

SEND COMPLETE FORM TO:

Email: retail@paintcare.org
Fax: (855) 385-2020

Mail: PaintCare, 1500 Rhode Island Ave. NW, Washington DC 20005
Phone: (855) 724-6809



Vermont Paint Stewardship Program

Information for HHW Programs

Vermont's paint stewardship law benefits Household Hazardous Waste Programs.

A law passed in June 2013 requires paint manufacturers to establish a Paint Stewardship Program in Vermont. Municipal Household Hazardous Waste Programs that participate can save money on paint management costs. Program funding comes from a "PaintCare Fee" on the sale of architectural paint sold in Vermont starting when the program began in the spring 2014.

Paint Stewardship Program in Vermont

PaintCare Inc. is a non-profit 501(c)(3) organization established by the American Coatings Association to implement state-mandated paint stewardship programs on behalf of paint manufacturers in each state that adopts a paint stewardship law.

Vermont is the sixth state to pass such a law. Although this program is required by state law, it is designed and operated by the paint manufacturing industry. PaintCare currently operates programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. A program is also being planned for the District of Columbia.

When Does the Program Begin?

The Program began on May 1, 2014. Before starting the program, a detailed Stewardship Plan was submitted by PaintCare, on behalf of paint manufacturers, to the Vermont Department of Natural Resources on December 1, 2014. The Department approved the plan before the program began.

Making Paint Recycling More Convenient

PaintCare establishes drop-off sites statewide for residents and businesses to take leftover architectural paint.



Although most drop-off sites will be at paint retailers, municipal household hazardous waste (HHW) programs and waste transfer stations may also volunteer to be PaintCare drop-off sites and have their paint transportation and recycling/disposal costs paid by PaintCare.

Benefits to HHW Programs

- Make recycling of leftover paint more convenient
- Save on transportation and recycling/disposal
- Conserve resources and keep paint out of the solid waste stream
- Allow residents to bring paint with other HHW in one trip to one site

PaintCare Partners Receive

- Collection bins
- Transportation and recycling/disposal services
- Staff training at your site
- Program guidelines
- Free publicity of HHW site or event (optional)

MORE INFORMATION:

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www.paintcare.org or info@paintcare.org

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1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005

Drop-Off Site Responsibilities

- Provide secure storage area for collection bins (cubic yard boxes or drums)
- Accept program products from the public during normal operating hours
- Properly pack program products in collection bins
- Assist with loading and unloading of full and empty storage bins
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure staff are trained in PaintCare program guidelines and operating procedures



Will PaintCare Require Operational Changes?

- If your program does not currently accept latex paint, PaintCare will not require you to do so. If you wish to start accepting latex paint, PaintCare will cover the transportation and disposal costs.
- If your program does not currently accept paint from businesses, PaintCare will not require you to do so. If you wish to start accepting paint from businesses, PaintCare will cover the transportation and disposal costs.
- PaintCare may choose to only contract with one transporter to pick up paint from all PaintCare sites in the state, whether retail or HHW. If your current hazardous waste transporter is not the same company, a second hauler may transport paint from your event or facility.

Water-Based (Latex) Paint is a Resource

An important goal of the PaintCare Program is to conserve resources and increase the volume of paint that is recycled. Not all HHW programs accept water-based paint because it is expensive to manage and is not classified as hazardous. Residents and businesses are often instructed to let water-based paint dry out and then dispose of the dry paint in the trash. Through the PaintCare program, all paint including latex will be treated as a resource and recycled to the maximum extent possible.

What Products Are Covered?

Architectural paints (“Program Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings. Here are examples:

PROGRAM PRODUCTS

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints (including elastomeric)
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PROGRAM PRODUCTS

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Tar and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

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1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Vermont Paint Stewardship Program

Information for Transfer Stations

Vermont's paint stewardship law supports paint collection activities at waste transfer stations.

Paint Stewardship Program in Vermont

A law passed in June 2013 requires manufacturers of paint to establish a Paint Stewardship Program in Vermont. Waste transfer stations can participate by offering paint recycling to their customers and municipal agencies. The cost of transportation and recycling of program products is paid by the Program. Program funding comes from the "PaintCare Fee" on the sale of architectural paint sold in Vermont starting when the program began in the spring of 2014.

PaintCare Inc. is a non-profit 501(c)(3) organization established by the American Coatings Association to implement state-mandated paint stewardship programs on behalf of paint manufacturers in each state that adopts a paint stewardship law.



When Does the Program Begin?

The Program began May 1, 2014. Before the program started, a detailed Stewardship Plan was submitted by PaintCare, on behalf of paint manufacturers, to the Vermont Department of Natural Resources on December 1, 2013. The Department approved the Plan before the program began.

Vermont is the sixth state to pass such a law. PaintCare currently operates programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island and Vermont. A program is being planned for the District of Columbia.

Making Paint Recycling More Convenient

PaintCare will establish drop-off sites statewide for residents and businesses to take leftover architectural paint. Most drop-off sites will be at paint retailers; however, municipal transfer stations, private transfer stations, and household hazardous waste programs may also volunteer to be PaintCare drop-off sites.

Benefits to Transfer Stations

- Make recycling of leftover paint more convenient for your community
- Help your state conserve resources and keep paint out of the solid waste stream
- Save money on municipally generated leftover paint

PaintCare Partners Receive

- Storage bins
- Transportation and recycling services for the collected paint
- Program brochures and signage
- Free publicity (optional) if your site allows the public to drop off program products

Drop-off Site Responsibilities

- Provide secure storage area for collection bins (cubic yard boxes or drums)
- Accept program products from your customers during normal operating hours
- Properly pack program products in storage bins
- Assist transporter with loading and unloading of full and empty storage bins
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure staff are trained in PaintCare program guidelines and operating procedures

Water-Based (Latex) Paint is a Resource

An important goal of the PaintCare Program is to conserve resources and increase the volume of paint that is recycled. Not all household hazardous waste programs accept water-based paint because it is expensive to manage and is not classified as hazardous. Residents and businesses are often instructed to let water-based paint dry out and then dispose of the dry paint in the trash. Through the PaintCare program, latex paint will be treated as a resource and recycled to the maximum extent possible.



What Products Are Covered?

Architectural paints (“Program Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), or specialty coatings. Examples are provided below.

PROGRAM PRODUCTS

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints (including elastomeric)
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PROGRAM PRODUCTS

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Tar and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

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1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Joint Outreach Projects

THE BASICS

Introduction

If you are a local government that has partnered with PaintCare, we offer limited funding support for outreach activities that involve PaintCare. We are most interested in partnering with you when we are setting up new PaintCare drop-off sites, where participation is low, and when we are promoting one day HHW events to boost the amount of paint we can collect at one time. We have supported radio, newspaper and direct mail advertising and will consider other media.

Review and Approval

Project budgets and all creative work must be reviewed and pre-approved by PaintCare. Creative work includes text, images, and scripts. When possible, all projects must include PaintCare's website address and logo and mention that people can find PaintCare drop-off sites in other areas (via our website).

Proposal Form

Please complete our Proposal Form for Joint Outreach Projects and email it to your PaintCare Regional Coordinator, State Program Manager, or info@paintcare.org

The Word version of the form can be downloaded from the "municipalities" section of each state's page at www.paintcare.org.

The pdf version is here: www.paintcare.org/wp-content/xx-form-joint-outreach.pdf

WHAT WE ASK OF YOU

Print-Based

For print materials (brochures, postcards, etc.) you will be responsible for sending artwork files to your printer, coordinating mailings, and distribution. After the project is completed, along with your invoice, we ask for a description of how, when, and where the piece was distributed or used, and an electronic copy of the final piece.

Newspaper

For newspaper ads, you will be responsible for sending artwork files to the newspaper and scheduling. At the start of the project, we ask you to provide PaintCare with draft text, dimensions and due dates for the ads. After the project is completed, we ask for a list of run dates for each newspaper and a scan or clipping of each ad.

Radio

For radio advertising, you will be responsible for providing the pre-approved scripts to the stations and handling scheduling. After the project is completed, along with your invoice, we ask you to provide text of the final script with a list of run dates and times. If available, we would also like an audio file of the actual recording aired on the radio.

Other

For other types of projects, we will ask you for similar things – you will coordinate everything and send PaintCare supporting documentation along with your invoice so we have a record of the projects and examples to show others.

DESIGN ASSISTANCE

PaintCare can provide assistance with basic layout and graphic design using our in-house staff. When we provide this type of assistance we will provide electronic files for you to send for printing or ad placement. Other than editing and commenting on scripts, we do not provide in-house assistance with audio or video production. Please allow plenty of time for project planning, approvals, and some back-and-forth editing. Depending on the time of year, this may take 4-8 weeks.

REIMBURSEMENT

PaintCare provides reimbursements for pre-approved projects only. We do not provide money up front, pay vendors directly, or accept requests for reimbursements on projects that have already been completed. Generally PaintCare will reimburse for half of the total direct costs for pre-approved projects; however, we may make exceptions and offer a lower or higher amount based on how much of the message is dedicated to PaintCare, our budgets, and other PaintCare outreach taking place in your area.

To be reimbursed, send PaintCare an invoice from your government agency, samples of the final pieces as noted previously, and copies of invoices from your vendors. We ask you to combine them into one PDF and send via email to Paul Fresina at pfresina@paint.org. The "To:" space on the invoice should be addressed to PaintCare Inc., 1500 Rhode Island Ave NW, Washington DC, 20005. In the space for purchase orders please write "5839." See sample invoice on next page.

Program Poster
Window Cling
Store Signs
Counter Mat
Sign Order Form



VERMONT START DATE
MAY 1, 2014

Paint Recycling Program

About the PaintCare Program

PAINTCARE

PaintCare® is a non-profit 501(c)(3) organization, established by the American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states that adopt a paint stewardship law.

PROGRAM PRODUCTS

These products have fees and will be accepted at PaintCare-partnering drop-off sites:

- Latex paints (acrylic, water-based)
- Oil-based paints (alkyd)
- Stains
- Primers and undercoaters
- Shellacs, lacquers, varnishes, urethanes
- Deck and floor paints
- Sealers and waterproofing coatings for wood, concrete and masonry

NON-PROGRAM PRODUCTS

- Paint thinners and solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Tar, asphalt, and bitumen-based products
- 2-component coatings
- Coatings used for Original Equipment Manufacturing or shop application
- Any non-coatings (caulk, spackle, cleaners, etc.)

FEES

The "PaintCare Recovery Fee" is applied to the purchase price of architectural paint sold in the state as required by state law. Fees are based on container size as follows:

Half pint or less	\$ 0.00
More than half pint to less than 1 gallon	\$ 0.35
1 gallon	\$ 0.75
More than 1 gallon to 5 gallons	\$ 1.60



For more information or to find a place to take your unwanted paint for recycling, please ask for the PaintCare brochure, visit www.paintcare.org or call (855) 724-6809.

Recycle with PaintCare



Recycle your paint here.

[DURING BUSINESS HOURS ONLY]

ACCEPTABLE

- Latex house paint
- Oil-based house paint
- Primer
- Stains and sealers
- Varnish and shellac
- All brands

NOT ACCEPTABLE

- Paint thinner
- Two-component paints
- Aerosols
- Other chemicals

PLEASE DON'T BRING CONTAINERS THAT ARE

- Leaking
- Unlabeled
- Empty



Recycle with PaintCare

For a complete list of acceptable products, please ask for the PaintCare brochure, call (855) 724-6809 or visit www.paintcare.org.



We are a PaintCare Partner

Fees on the
sale of paint
in Vermont
help pay for
our program.



Recycle with PaintCare

*To learn more, please call (855) 724-6809
or visit www.paintcare.org.*



We're a PaintCare Drop-Off Site

WE ACCEPT

- Latex House Paint
- Oil-Based House Paint
- Primer
- Stains
- Sealers
- Varnish and Shellac

⊘ WE CAN'T ACCEPT

- Aerosols (Spray Cans)
- Auto and Marine Paints
- 2-Part Paints
- Road Marking Paint
- Industrial Paint
- Tints and Resins
- Thinner and Solvent
- Caulk and Spackle
- Wood Treatment/Preservatives
- Deck Cleaner
- Tar/Asphalt Products

CONTAINERS

- No larger than 5 gallons
- Must not be leaking
- Must have original labels
- Must have secure lids



Program Products

These products have fees and are accepted at drop-off sites:

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings, floor paints (including elastomeric)
- Primers, sealers, undercoaters
- Stains
- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

Products must be in original containers with original labels.

Latex paint that is dried out and "rock hard" is also acceptable.

Non-Program Products

These products do not have fees and are not accepted at drop-off sites:

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Arts and crafts paints
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Tar and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

Leaking, unlabeled, and empty containers are not accepted at drop-off sites.



To learn more, please call (855) 724-6809 or visit www.paintcare.org



**Please wait for
staff assistance
when dropping off
leftover paint.**

*Espera a que le atienda un
empleado de la compañía cuando
vaya a desechar pintura sobrante.*



**Please wait for
staff assistance
when dropping
off leftover paint.**

Recycle with PaintCare



NO DUMPING

STOP!
IT'S ILLEGAL
to dump or abandon
Paint, Oil, or other
Hazardous Waste



THIS AREA MAY BE UNDER
VIDEO SURVEILLANCE

Violators Will Be Prosecuted



WE CAN HELP Recycle YOUR PAINT

www.paintcare.org

PAINT RECYCLING MADE EASY

Paint manufacturers formed PaintCare, a nonprofit organization, to make paint recycling more convenient, cost effective, and environmentally sound. Paint doesn't belong in the trash or down the drain. If you can't use it up, recycle it with PaintCare.

We're setting up locations in your state where you can bring old paint for free all year-round.

PAINTCARE PRODUCTS

(YOU CAN RECYCLE THESE)

These products have fees when you buy them and are accepted for free when you drop them off for recycling:

- Water-based paints (latex, acrylic)
- Oil-based paints (alkyd)
- Stains
- Primers
- Varnishes
- Shellacs
- Lacquers
- Urethanes
- Deck paints
- Floor paints
- Sealers
- Waterproofing coatings

NON-PAINTCARE PRODUCTS

Leaking, unlabeled, and empty containers are not accepted.

- Paint thinners and solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Asphalt, tar, and bitumen-based products
- 2-component coatings
- Coatings used for Original Equipment Manufacturing or shop application
- Any non-coatings (caulk, spackle, cleaner, etc.)

PROGRAM FUNDING

The PaintCare Fee is applied to the purchase price of architectural paint sold in your state as required by law. Fees are based on container size:

Half pint or smaller	\$ 0.00
Larger than half pint to smaller than 1 gallon	\$ 0.35
1 gallon	\$ 0.75
Larger than 1 gallon up to 5 gallons	\$ 1.60

LEARN MORE

Please ask for a PaintCare program brochure, visit www.paintcare.org, or call (855) 724-6809.



SIGN ORDER FORM

FOR RETAIL DROP-OFF SITES

Please complete this form and send it to PaintCare. Indicate the quantities you would like below.

Email: retail@paintcare.org • Fax: (855) 385-2020

Store	
Address	
City/Zip	
Contact Person	
Phone/Email	

1. No Dumping Sign



- English 24x36 (Metal)
- English 12x18 (Metal)
- Spanish 24x36 (Metal)
- Spanish 12x18 (Metal)

2. Program Products Sign

Detailed list of products covered by PaintCare.



- English 24x36 (Metal)
- English 12x18 (Metal)
- Spanish 24x36 (Metal)
- Spanish 12x18 (Metal)

3. Program Partner Sign



- English 24x36 (Metal)
- English 12x18 (Metal)
- with A-Frame 24x36 (Plastic)

4. Acceptable / Non Acceptable Sign

Simplified list of products covered by PaintCare.



- English 24x36 (Metal)
- English 12x18 (Metal)
- Bilingual* 24x36 (Metal)
- Bilingual* 12x18 (Metal)
- Korean 24x36 (Metal)
- Korean 12x18 (Metal)

*Bilingual: English/Spanish

5. Wait for Assistance Sign



- English 24x18 (Metal)
- English with A-Frame 24x18 (Plastic)
- Bilingual English/Spanish 24x18 (Metal)
- Bilingual with A-Frame 24x18 (Plastic)

6. Counter Mat

For paint counters and checkout stands.



- English 12x18
- English 14x19

Program Awareness Survey Results

PaintCare Vermont Surveys

Online surveys were conducted using SurveyMonkey. Blue numbers indicate the number of people who responded.

	June 2014		June 2015	
	Percent	Count	Percent	Count
1. Do you currently have any leftover or unwanted paint in your home or business?		82		113
None	28.1	23	20.4	23
Less than 1 gallon	12.2	10	23.0	26
1-5 gallons (would fit in a cardboard box)	36.6	30	38.1	43
5-15 gallons (would fit in a shopping cart)	15.9	13	13.3	15
15-30 gallons (would fit in two shopping carts)	4.9	4	0.0	0
More than 30 gallons	0.0	0	0.0	0
Yes, but I don't know how much	2.4	2	5.3	6
2. Where did the paint come from? (check all that apply)		59		113
I did some painting myself and had some leftover	81.4	48	66.4	75
I hired someone to paint and they left it behind.	22.0	13	19.5	22
I found it in my home/business when I moved in	8.5	5	12.4	14
I am a painting contractor and it is from one of my jobs	1.7	1	0.9	1
I don't remember where the paint came from	3.4	2	6.2	7
Other	-	-	1.8	2
<i>June 2015 Other: For a project & never used it; I work at a hotel</i>				
3. In the past, which has been your preferred method to dispose of leftover or unwanted paint? (check all that apply)		80		113
Poured it down the drain	1.3	1	0.0	0
Put can(s) of liquid paint in the trash	2.5	2	0.9	1
Dried out the paint and put it in the trash	28.8	23	13.3	15
Stored it in the basement or garage intend to use	55.0	44	42.5	48
Took it to a paint store	3.8	3	1.8	2
Took it to a household hazardous waste event or facility	48.8	39	27.4	31
Gave it away to a family, friend or community organization	12.5	10	0.9	1
Left it behind when I moved	11.3	9	1.8	2
I don't remember what I did with the leftover/unwanted paint	3.8	3	4.4	5
I have never stored or disposed of leftover or unwanted paint	7.5	6	5.3	6
Other (please specify)	-	-	0.9	1
<i>June 2015 Other: Put in trash pile out back</i>				
4. If you had unwanted paint, what would you do with it?		78		113
Pour it down the drain	0.0	0	0.0	0
Put can(s) of liquid paint in the trash	2.6	2	0.9	1
Dry out the paint and put it in the trash	10.3	8	14.2	16
Take it to a paint store	6.4	5	15.0	17
Take it to a household hazardous waste event or facility	62.82	49	46.0	52
Give it away to a family, friend or community organization	12.82	10	9.7	11
I don't know	5.13	4	11.5	13
Other (please specify)	-	-	1.8	2
<i>June 2015 Other: Take it to a paint store in Canada; I'd look online</i>				

5. Did you know that paint can be recycled?		81		113
Yes	45.68	37	42.5	48
No	54.32	44	57.5	65

6. Have you ever taken paint to be recycled or disposed? If yes, when?		81		113
No	50.62	41	61.1	69
Yes, at some point during the past year	9.88	8	8.0	9
Yes, more than one year ago	39.51	32	31.0	35

7. Do you know where to take unwanted paint?		81		113
No	49.38	40	59.3	67
Yes	50.62	41	40.7	46
If yes, where? (please specify)	-	-		28

Jun '15 "If yes, where?" responses:

<i>Chittendon Solid Waste Disposal (2)</i>	<i>Recycling facility/center (4)</i>	<i>Transfer station (2)</i>
<i>Waste and recycle plant</i>	<i>ReSource</i>	<i>Hardware store</i>
<i>Locations in newspaper ads or online</i>	<i>Local hazardous waste facility (3)</i>	<i>Periodic paint collection events</i>
<i>Local paint store (2)</i>	<i>Local dump (2)</i>	<i>Local Color (paint recycler) (2)</i>
<i>Hazardous waste disposal event (2)</i>	<i>Sherwin Williams</i>	<i>Windham Solid Waste Mngmt</i>
	<i>Waste disposal site near airport</i>	

8. How far is the closest paint store?		81		113
Less than 1 mile	23.5	19	20.4	23
1-5 miles	50.6	41	48.7	55
5-10 miles	16.0	13	22.1	25
10-20 miles	6.2	5	3.5	4
20-30 miles	1.2	1	3.5	4
Not sure	2.5	2	1.8	2

9. How far would you drive to get rid of unwanted paint?		81		113
20-30 miles	14.8	12	15.9	18
10-20 miles	29.6	24	24.8	28
5-10 miles	28.4	23	33.6	38
1-5 miles	17.3	14	16.8	19
Less than 1 mile	1.2	1	0.9	1
	8.6	7	8.0	9

10. What county do you live in?				113
Addison	-	-	7.1	8
Bennington	-	-	0.9	1
Caledonia	-	-	2.7	3
Chittenden	-	-	37.2	42
Essex	-	-	0.9	1
Franklin	-	-	7.1	8
Lamoille	-	-	1.8	2
Orange	-	-	7.1	8
Orleans	-	-	3.5	4
Rutland	-	-	6.2	7
Washington	-	-	10.6	12

Windham	-	-	4.4	5
Windsor	-	-	10.6	12
11. How would you describe the place where you live?		78		113
Urban / Major City	8.97	7	7.1	8
Suburban	12.82	10	15.0	17
Small City or Town	35.90	28	35.4	40
Rural / Countryside	42.31	33	39.8	45
Other (please specify)	-	-	2.7	3
12. Where do you live?		77		113
Single-family house	70.13	54	69.0	78
Two or Three-family house	10.39	8	9.0	9
Condominium or apartment building with many units	18.18	14	17.7	20
Manufactured or Mobile Home	1.30	1	2.7	3
Other (please specify)	-	-	2.7	3
13. Do you paint professionally?		82		113
Yes	1.22	1	0.9	1
No	98.78	81	99.1	112
14. What is your age?		79		113
Under 21	2.53	2	4.4	5
21-40	22.78	18	25.7	29
41-60	35.44	28	37.2	42
Over 60	39.24	31	30.1	34
Prefer not to say	-	-	2.7	3
15 Gender		79		113
Male	41.77	33	24.8	28
Female	58.23	46	73.5	83
Prefer not to say	-	-	1.8	2
16. Educational Level		79		113
Some High School	0.00	0	1.8	2
High School Graduate	3.80	3	5.3	6
Some College, Vocational, Trade, or Technical	29.11	23	27.4	31
4 year degree or higher	67.09	53	63.8	72
Prefer not to say	0.00	0	1.8	2
17. What is your household income?		79		113
Less than \$50K	40.51	32	30.9	35
\$50 – 100K	26.58	21	27.4	31
\$100 – 150K	11.39	9	12.4	14
Over \$150K	1.27	1	1.8	2
Prefer not to say	20.25	16	27.4	31

Notes:

Questions 2 and 3 allowed more than one answer; percentages are calculated using the number of people, not the number of answers. NA indicates that the survey conducted at that time did not ask the question.

A dash (-) indicated the question was not included in the survey that year.