Welcome to Minnesota!
Infographic Summary of 2019 Minnesota Annual Report

This one-page infographic (8.5”x11”) highlights the successes from the most recent reporting period for the Minnesota PaintCare Program (July 2018 to June 2019). Please consider downloading and printing a copy of the infographic and then posting it for staff and the public at your business or organization.
OVERVIEW

FY2019

7/1/18

6/30/19

256 year-round drop-off sites

1,006,709 gallons processed

82% latex
18% oil-based

49% of total latex paint collected was reused or recycled back into paint

93.6% of residents live within 15 miles of a drop-off site

44 large volume pick-ups in Minnesota

PaintCare makes it easy and convenient to recycle leftover paint in states with paint stewardship laws. A nonprofit organization created by paint manufacturers, PaintCare sets up drop-off locations for unused paint, arranges for recycling and proper disposal, and conducts public education. To learn more or find a year-round PaintCare drop-off site near you, visit www.paintcare.org or call (855) PAINT09.

Source: PaintCare’s 2019 Minnesota Annual Report for July 1, 2018 - June 30, 2019
More Program Stats

• 204 business collection sites (retail, reuse, etc.)

• 52 year round HHW facilities and 16 seasonal

• 252 county collection events where paint was collected

• 12.1% (combined) recovery rate

• PaintCare reimbursed counties $2,889,194 last year

• Net program assets: $218,961
## Comparison by Year

<table>
<thead>
<tr>
<th></th>
<th>FY2015</th>
<th>FY2016</th>
<th>FY2017</th>
<th>FY2018</th>
<th>FY2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sites</td>
<td>218</td>
<td>246</td>
<td>245</td>
<td>249</td>
<td>256</td>
</tr>
<tr>
<td>Gallons Sold</td>
<td>5,249,053</td>
<td>9,235,668</td>
<td>9,203,140</td>
<td>8,611,435</td>
<td>8,344,566</td>
</tr>
<tr>
<td>Gallons Processed</td>
<td>501,400</td>
<td>1,022,346</td>
<td>1,010,140</td>
<td>993,564</td>
<td>1,006,709</td>
</tr>
<tr>
<td>Recovery Rate</td>
<td>9.6%</td>
<td>11.1%</td>
<td>11.0%</td>
<td>11.5%</td>
<td>12.1%</td>
</tr>
</tbody>
</table>
Paint Collection by Site Type

- HHW: 75%
- Retail: 21%
- LVP/RLVP: 2%
- Paint Recycler: 2%
### Finances

#### REVENUE

<table>
<thead>
<tr>
<th></th>
<th>YEAR 1 FY2015</th>
<th>YEAR 2 FY2016</th>
<th>YEAR 3 FY2017</th>
<th>YEAR 4 FY2018</th>
<th>YEAR 5 FY2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; half pint to smaller than 1 gallon</td>
<td>$378,622</td>
<td>$652,865</td>
<td>$644,642</td>
<td>$768,131</td>
<td>$832,426</td>
</tr>
<tr>
<td>1 gallon (thru August 2017)</td>
<td>$2,013,018</td>
<td>$3,446,953</td>
<td>$3,426,857</td>
<td>$3,904,518</td>
<td>$4,065,595</td>
</tr>
<tr>
<td>1-2 gallons (after August 2017)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt; 1 up to 5 gallons (thru August 2017)</td>
<td>$733,032</td>
<td>$1,333,013</td>
<td>$1,333,626</td>
<td>$1,519,460</td>
<td>$1,515,352</td>
</tr>
<tr>
<td>&gt; 2 up to 5 gallons (after August 2017)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>$3,124,672</td>
<td>$5,432,831</td>
<td>$5,405,124</td>
<td>$6,192,109</td>
<td>$6,413,373</td>
</tr>
</tbody>
</table>

#### EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>YEAR 1 FY2015</th>
<th>YEAR 2 FY2016</th>
<th>YEAR 3 FY2017</th>
<th>YEAR 4 FY2018</th>
<th>YEAR 5 FY2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paint processing</td>
<td>$1,838,138</td>
<td>$3,852,169</td>
<td>$3,893,722</td>
<td>$3,667,091</td>
<td>$3,789,763</td>
</tr>
<tr>
<td>Paint transportation</td>
<td>$307,875</td>
<td>$465,386</td>
<td>$464,621</td>
<td>$428,683</td>
<td>$424,591</td>
</tr>
<tr>
<td>Collection supplies and support</td>
<td>$228,008</td>
<td>$419,737</td>
<td>$375,735</td>
<td>$427,620</td>
<td>$448,261</td>
</tr>
<tr>
<td>Communications</td>
<td>$756,574</td>
<td>$375,324</td>
<td>$113,166</td>
<td>$204,463</td>
<td>$187,698</td>
</tr>
<tr>
<td>Personnel, professional fees, and other</td>
<td>$235,962</td>
<td>$148,333</td>
<td>$149,535</td>
<td>$166,436</td>
<td>$193,777</td>
</tr>
<tr>
<td>State administrative fees</td>
<td>$87,046</td>
<td>$118,013</td>
<td>$35,131</td>
<td>$35,160</td>
<td>$24,319</td>
</tr>
<tr>
<td>Allocation of corporate activity</td>
<td>$170,111</td>
<td>$375,240</td>
<td>$362,337</td>
<td>$381,425</td>
<td>$406,565</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$3,623,714</td>
<td>$5,754,202</td>
<td>$5,394,247</td>
<td>$5,310,878</td>
<td>$5,475,014</td>
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</table>

**Allocation of investment activity**

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<tbody>
<tr>
<td>(3,331)</td>
<td>(25,217)</td>
<td>(75,844)</td>
<td>(39,090)</td>
<td>(493)</td>
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</tr>
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**Change in net assets (revenue minus expenses)**

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</thead>
<tbody>
<tr>
<td>(502,373)</td>
<td>(346,589)</td>
<td>(64,967)</td>
<td>842,141</td>
<td>937,866</td>
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</tr>
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</table>

**Net assets, beginning of year**

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<tr>
<td>(647,114)</td>
<td>(1,149,487)</td>
<td>(1,496,076)</td>
<td>(1,561,043)</td>
<td>(718,905)</td>
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**Net assets, end of year**

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<tr>
<td>(1,149,487)</td>
<td>(1,496,076)</td>
<td>(1,561,043)</td>
<td>(718,902)</td>
<td>218,961</td>
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</table>
Paint Manufacturers

FEES (for paint sold in MN)

Paint Retailers and Distributors

FEES (included in wholesale price)

Consumers

PaintCare

FEES (included in retail price)

Payment for Program Services

Payment for Oversight & Enforcement

Outreach & Retail Transportation / Processing

Reimbursement for Stewardship Activities

Metro & Regional HHWs

MPCA
Program Improvements – Paint Survey Greater MN HHWs

% of Total Containers & Average lbs.

- 1 Gallon: 61% of Total Containers, Average of Total Weight (lbs.) = 24.59
- 5 Gallon: 3% of Total Containers, Average of Total Weight (lbs.) = 6.70
- Other: 2% of Total Containers, Average of Total Weight (lbs.) = 0.43
- Pint: 4% of Total Containers, Average of Total Weight (lbs.) = 0.71
- Quart: 30% of Total Containers, Average of Total Weight (lbs.) = 2.02
Program Improvements – Paint Survey Greater MN HHWs

Reusability based on HHW determination

- Dried: 12% Yes, 0% No, 0% Unknown
- Liquid: 7% Yes, 1% No, 0% Unknown
- Semi-liquid/Separated: 27% Yes, 0% No, 0% Unknown
- Spoiled: 8% Yes, 1% No, 0% Unknown

Legend:
- Red: No
- Blue: Unknown
- Green: Yes
Program Improvements - WTE

• Non-recyclable paint currently landfilled as ADC in OK
• Began discussions with solid waste brokers in MN 1½ years ago on waste-to-energy
• There is a tentative proposal on the table, however, it will likely:
  – Require specialized separation and/or mixing
  – Cost more $$$
  – Additional data to analyze carbon footprint (i.e. sustainability) and compare to ADC
Program Improvements – Reusable Bins

• Tested several options with counties
  – Settled on 40 x 48 x 39

• Have deployed 460 bins at eight HHWs

• Saved approx. $64K in FY19
  – 250 bins did not ship until last month of the FY

• Payback Period – 2.05 years

• Lifespan – hopefully 7 to 10 years
  – Solid wall containers at HHWs last up to 20 years...and counting
New/Coming Up

• Hired MN Program Coordinator in Oct 2019
• Pilot WTE with paint from retailer
• Updated training materials will be sent to all participating retailers
• MPCA rulemaking – additional recordkeeping and safety provisions
• PaintCare fee review due to MPCA by 1/1/21