



District of Columbia Paint Stewardship Program 2023 Annual Report

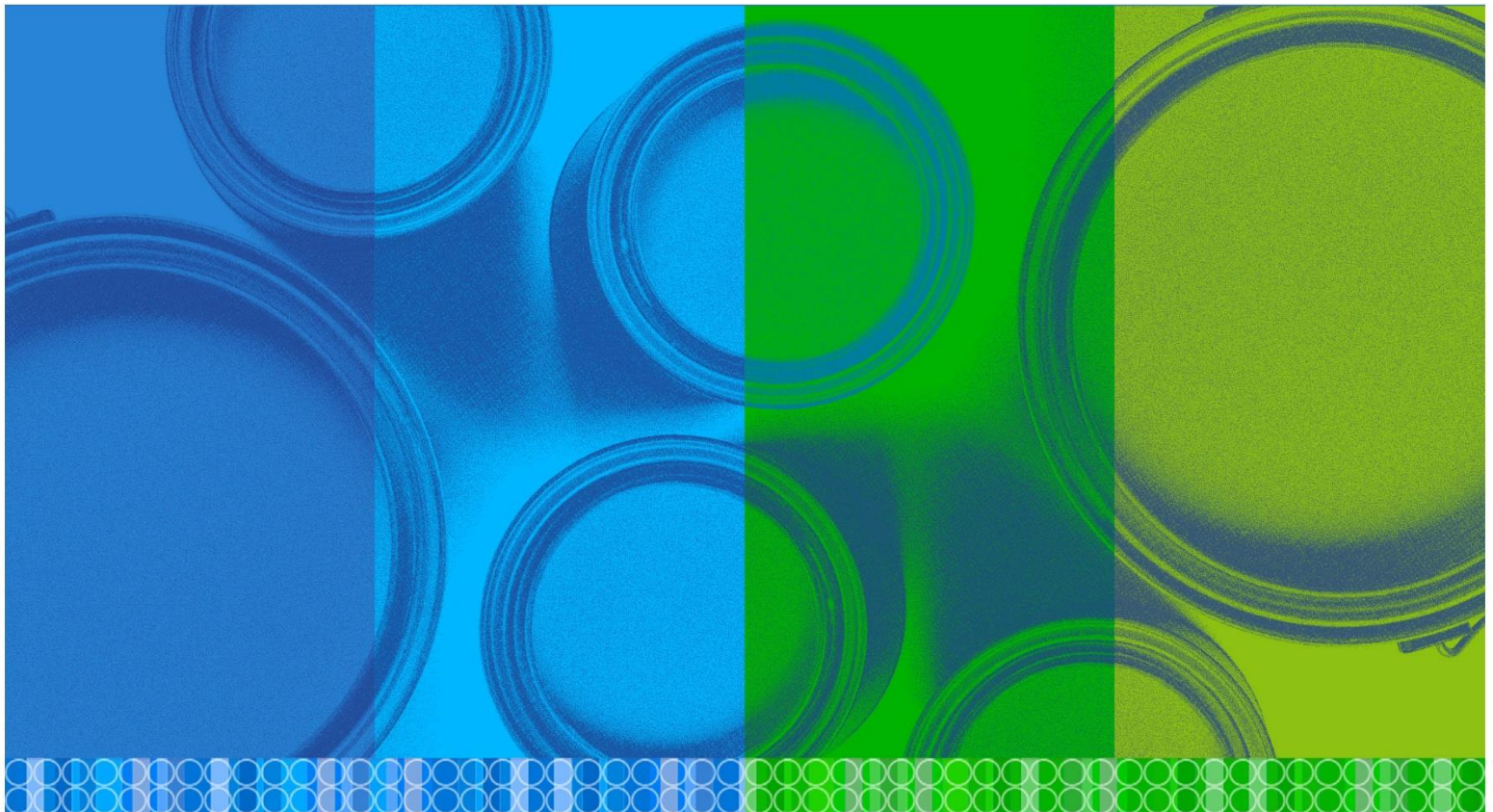
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April 1, 2024



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Executive Summary

DISTRICT OF COLUMBIA PAINT STEWARDSHIP LAW

PaintCare is the representative stewardship organization for the District of Columbia Paint Stewardship Program codified in Title 8. Environmental and Animal Control and Protection, Subtitle A. Environmental Control and Protection, Chapter 2A. Paint Hazards and Paint Stewardship, Subchapter II. Paint Stewardship, beginning with section 8-233.01. The District of Columbia program began November 2016.

The broad goals of the program are for paint manufacturers to implement and manage the finances of a statewide paint stewardship program to reduce the generation of postconsumer paint, promote using up leftover paint, and facilitate the recycling and proper disposal of unwanted postconsumer paint. The program aims to increase opportunities to properly manage leftover paint, offer cost-saving opportunities to local governments, and manage the paint collected in an environmentally and economically sound manner.

PROGRAM HIGHLIGHTS

Drop-Off Sites. The program had eight year-round paint drop-off sites at the end of the year; seven were paint retailers, representing 39% of likely paint retail participants. The other site included the District of Columbia Department of Public Works (DPW) household hazardous waste (HHW) event site.

The program also managed paint from supplemental drop-off sites that include two sites that accepted paint for part of the year and three PaintCare events.

Services. The program provided 10 direct large volume pickups (LVP) from businesses and others that had accumulated more than 100 gallons of paint at their locations. PaintCare also offered a door-to-door (D2D) paint collection service which conducted 299 pickups.

Paint Collection Volume. The program collected 37,009 gallons of postconsumer paint.

Paint Processing. Latex paint was 77% of the paint processed: a small amount was reused, 82% was made into recycled-content paint, and 18% was landfilled. Oil-based paint was 23% of the paint processed: a small amount was reused and nearly 100% was processed for energy recovery.

Revenue and Expenses. The program was financed through a fee on new paint sales: 30 cents on small containers; 70 cents on medium containers; and \$1.60 on large containers. Approximately 992,000 gallons of architectural paints were sold in the District and the program collected \$431,102 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were \$581,732. The program ended the year with net assets of \$722,270. The total program cost per gallon of paint collected was \$15.72.

Paint Recovery Rate. The recovery rate—the volume of postconsumer paint collected divided by the volume of new paint sales in the same period—was 3.7%.

Awards. PaintCare received the SEAL (Sustainability, Environmental Achievement and Leadership) Award for Environmental Initiatives.

Communications. Public outreach activities included the distribution of point-of-sale print materials, fact sheets, and signage, as well as messaging delivered via direct mail and social media.

Operations. PaintCare increased the number of its events in 2023 by one, holding a total of three events. These events allow District residents to drop off paint and to pick up reuse paint for free.

DPW started hosting bi-monthly HHW events (referred to by DPW as Special Waste Events), which included paint, because the Benning Road Transfer Station and HHW Facility temporarily closed for renovations.

PROGRAM PLAN AND ANNUAL REPORT

The District's paint stewardship law required the approval of a program plan prior to the start of the program. Program plans and annual reports are available on PaintCare's website.

Section 1. Paint Collection and Transportation

Annual Report Statutory Citation

Section 8-233.02(f) requires PaintCare to submit an annual report that includes, in relevant part:

(1) A description of the methods used to collect, transport, and reuse or process postconsumer paint in the District.

Annual Report Regulatory Citation

20 DCMR Section 4002.1 requires PaintCare to submit an annual report that includes, in relevant part:

(a) A description of how each consumer of paint in the District had an opportunity to recycle and properly manage their postconsumer paint, including the number, location, and type of collection points located in the District.

(b) A description of best management practices followed by collection points that shall include any training that the manufacturer or stewardship organization provided or required of collection points to ensure proper collection and management of postconsumer paint.

(g) A description of the coordination of the paint stewardship program with existing local household hazardous waste collection programs.

(h) A description of qualitative goals and activities based on the paint stewardship plan achievement during the reporting period, any adjustments to goals stated in the approved paint stewardship plan that may be made for the upcoming reporting period and accompanying rationale for those changes.

A. DROP-OFF SITES AND SERVICES

The overall goal of the program is to increase recycling opportunities for households, businesses, and others with leftover paint. All suitable locations were invited to participate as paint drop-off sites, provided they meet the program's operational requirements. PaintCare partners with paint retailers, hardware stores, lumber centers, material reuse stores, household hazardous waste programs, solid waste facilities (e.g., transfer stations, recycling centers, landfills), and other site types to serve as paint drop-off sites. PaintCare set a goal to provide either a retail drop-off site or an annual paint drop-off event in each of the District's eight wards.

The program's drop-off sites and services are summarized in the following tables. PaintCare considers a site (including events) as year-round if it was open at least one day per month in the reporting year or if it is a new site and the site plans to be open at least one day per month going forward.

Sites that are open less frequently are considered supplemental sites. Sites that stopped participating in the program during the year are listed as "partial year." All sites are listed in the appendix.

YEAR-ROUND DROP-OFF SITES

Site Type	2021	2022	2023
Household Hazardous Waste Event Site	0	0	1
Household Hazardous Waste Facility – Fort Totten Transfer Station closed September 2021; Benning Road Transfer Station participated from October 2021-June 2023.	1	1	0
Retail	8	8	7
Total Sites	9	9	8

SUPPLEMENTAL DROP-OFF SITES

Site Type	2021	2022	2023
Household Hazardous Waste Facility (Partial Year)	0	0	1
PaintCare Event Site/Number of Events	1/1	2/2	3/3
Paint Retailer (Partial Year)	0	0	1
Total Sites	1	2	5

SERVICES

Site/Service Type	2021	2022	2023
Direct Large Volume Pickup Site/Number of Pickups	8/10	14/14	10/10
PaintCare Door-to-Door Collection Service Pickups	203	211	299

The program’s drop-off sites and services are described below.

Household Hazardous Waste Program. PaintCare partners with household hazardous waste programs—either directly or indirectly—to cover the costs of their paint collection bins, transportation, processing and in some cases additional on-site paint management activities. HHW programs are typically good program partners because they have an existing customer base and provide an “all-in-one” HHW drop-off opportunity.

The HHW facility at the Fort Totten Transfer Station closed in 2021 and relocated operations to Benning Road. The HHW facility at Fortt Totten remains closed even though the transfer station reopened in June 2023. Also, in June, the Benning Road Transfer Station and HHW facility closed for renovations. To provide

HHW and paint collection while closed, in July DPW began hosting HHW events at RFK Stadium Parking Lot 3 twice a month.

Paint Retailers. At the end of the year, PaintCare identified 22 paint retailers—including paint, hardware, and home improvement stores—with 18 considered potential paint retail drop-off sites. This number may change from year to year as stores open and close. PaintCare does not consider a store to be a potential drop-off site if it belongs to a corporate chain and the corporate headquarters has indicated that—as a group—they are not interested in serving as drop-off sites at this time. These are primarily big box stores, but they have included some non-big box stores in the past.

Of the 18 potential retail drop-off sites, 7 (39%) were participating as drop-off sites at the end of the year. Retail participation as a drop-off site is voluntary, and sites are not compensated.

One retail site, McCormick Paints, stopped participating in the program because the store closed.

PaintCare Events. PaintCare held three paint drop-off events to help clean out large volumes of stored-up paint and to increase paint drop-off opportunities. The total number of participants at these events was 418.

The first event was held on May 20 at RFK Stadium Lot 8, 2500 Independence Ave SE. The second event was held on June 10 at Ida B. Wells Middle School, 405 Sheridan St NW. The third event was held on July 22 at Ballou High School, 3401 4th St SE.

All three events included a paint reuse (giveaway) component to prioritize the highest, best use of leftover paint. All paint designated for reuse was screened by PaintCare's transporter to ensure only original labeled containers in good condition and at least 50% full were made available. Over 130 gallons of paint were given away to event participants.

Large Volume Pickup Service. PaintCare's large volume pickup service (LVP) provided a convenient option for painting contractors and other eligible program participants who accumulated large volumes of paint. The minimum amount to receive a direct pickup was 100 gallons. Typically, users of the service have accumulated paint over many years due to the institutional, logistical, and financial barriers to disposal. PaintCare aimed to remove these barriers by providing a free and convenient service. Common users of this service include contractors, builders, property managers, academic institutions, and homeowners, and are further described in the appendix.

PaintCare Door-to-Door Collection Service. PaintCare offered the D2D paint collection service to all households in the District throughout the year. The service was for those with five or more gallons. Participants were required to fill out a form providing their contact information and details on the types and volume of paint to be picked up. Upon receiving a completed form, PaintCare's transporter contacted the customer and scheduled service. Participants were required to be home during service and to bring the paint containers out of the residence when the transporter arrived. A total of 299 households, including in the Wards without year-round drop-off sites or a PaintCare event, utilized the free service. The D2D paint collection service ended in December.

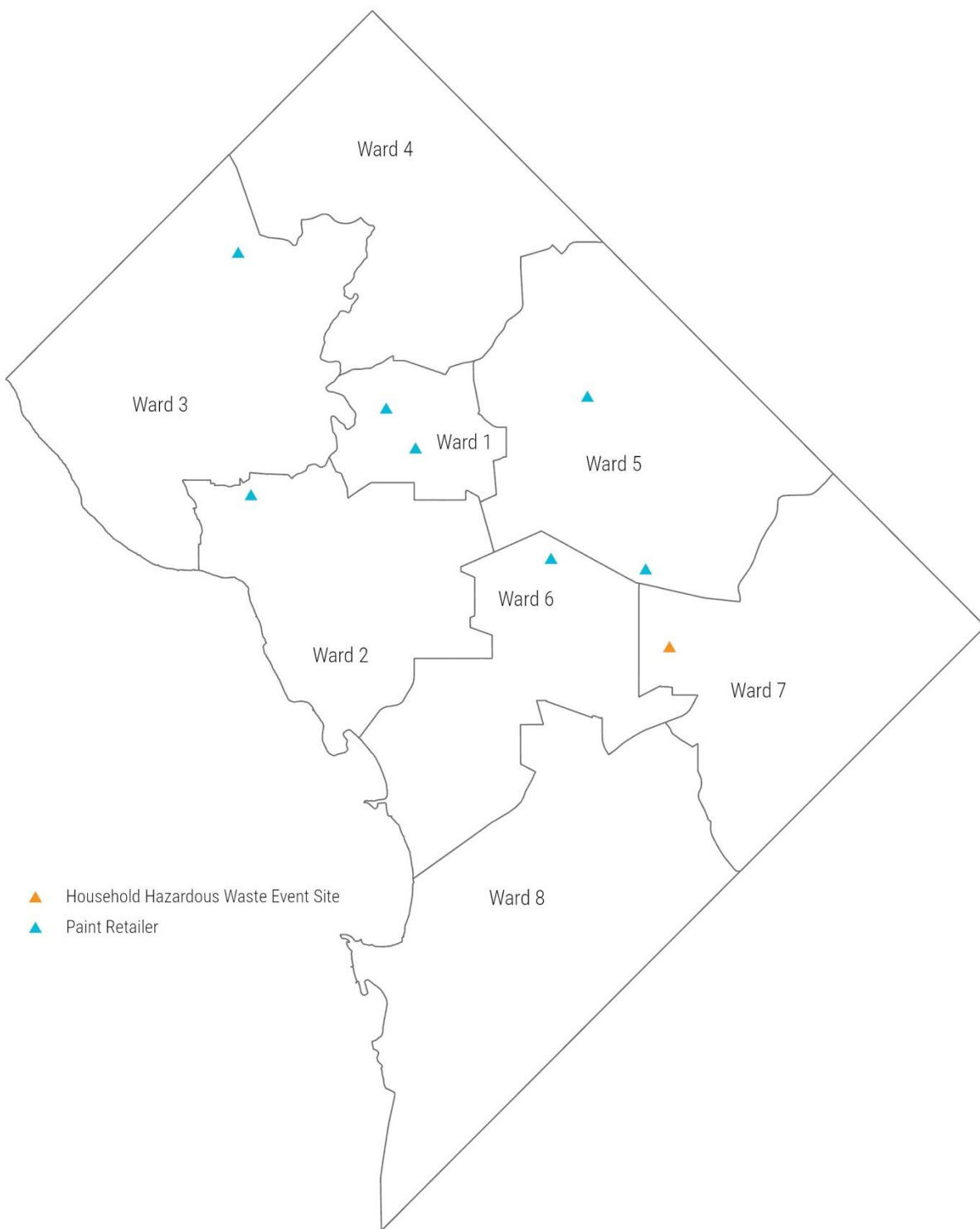
B. CONVENIENCE CRITERIA

The District's paint stewardship law requires the program to provide convenient and available collection of postconsumer paint that, at a minimum, provides for convenience equal to or greater than the collection programs available to consumers before the paint stewardship program began and addresses coordination of the paint stewardship program with existing household hazardous waste collection infrastructure. Before the paint stewardship program, the HHW facility at the Fort Totten Transfer Station was the only year-round drop-off site available to households, and businesses had to hire a contractor directly to manage unwanted paint.

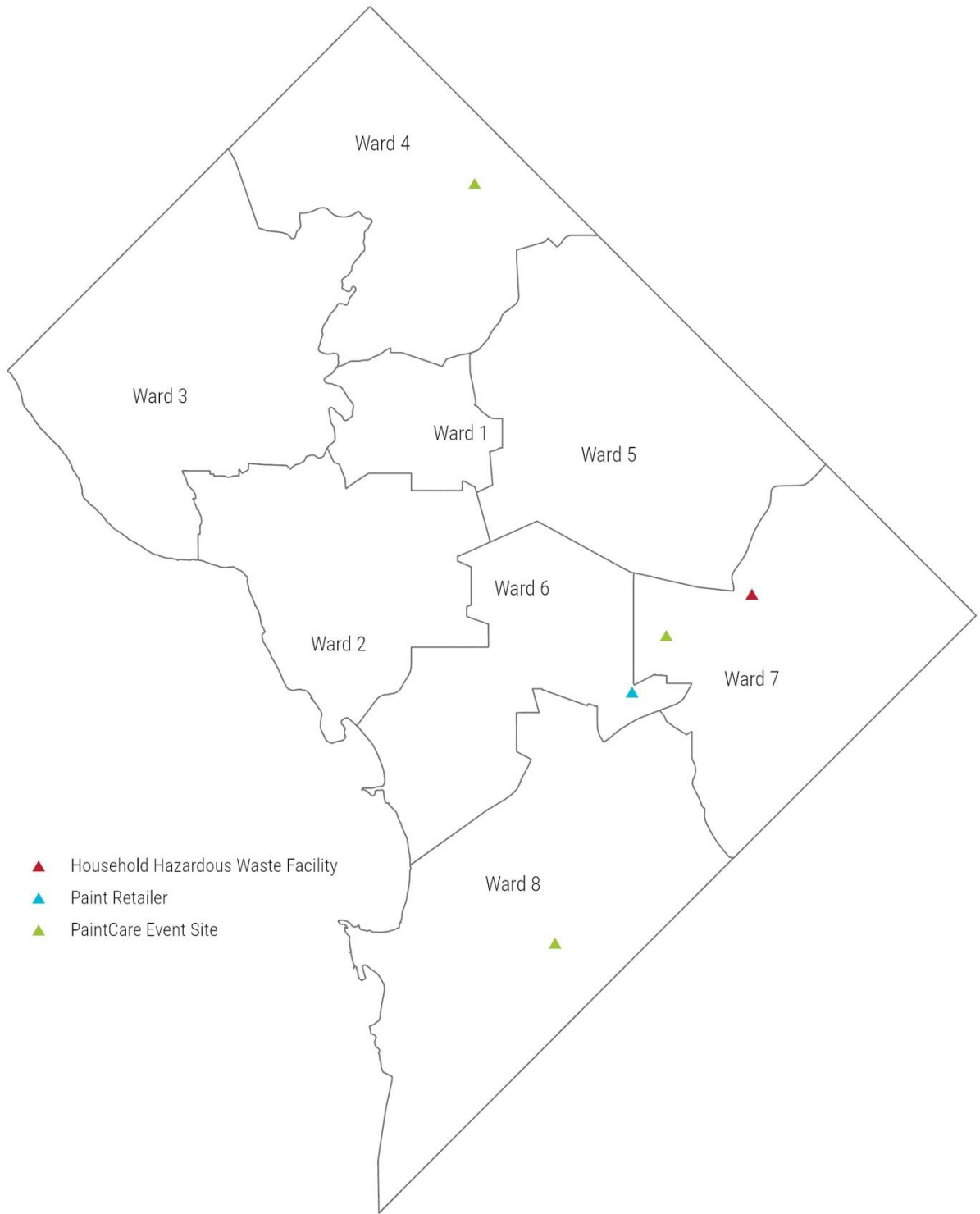
PaintCare aimed to increase paint recycling opportunities in the District through the addition of new paint drop-off sites, events, and other services. The paint retailers, PaintCare events, large volume pick up service, and PaintCare door-to-door collection service allowed the program to meet the convenience goals of the paint stewardship law and of PaintCare's program plan.

Maps. The following maps show the locations of the sites and services available during the year: (1) year-round sites; (2) supplemental sites; (3) large volume pickup sites; (4) door-to-door collection sites; and (5) all sites combined.

YEAR-ROUND SITES



SUPPLEMENTAL SITES



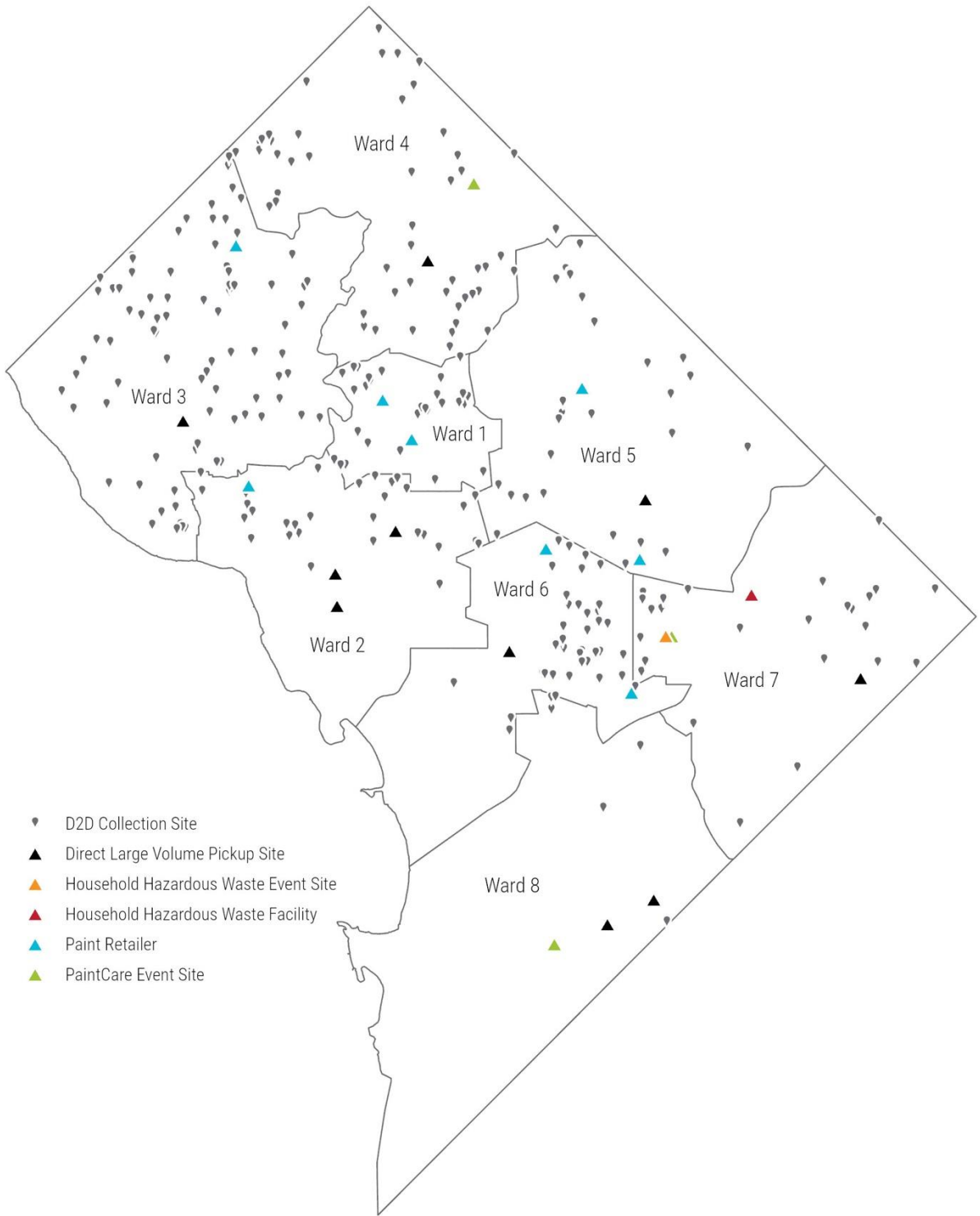
LARGE VOLUME PICKUP SITES



DOOR-TO-DOOR COLLECTION SITES



ALL SITES COMBINED



C. PAINT COLLECTION PROCEDURES

The program has agreements with owners or operators of all drop-off sites, and other partners, that set forth collection procedures. PaintCare agreements require that sites meet all requirements of local, state, and federal law, regulations, and policies.

All new sites (other than LVPs) received a program procedures manual and all sites (other than HHWs and LVPs) also received an on-site, in-person training that covered topics in the manual including identification and screening of program products, paint storage, spill response, arranging to have paint picked up, and record keeping. A copy of the current site guidelines from the procedures manual for drop-off sites is included in the appendix.

Site personnel are required to visually inspect, but not open, containers of paint to confirm that they are acceptable program products and then place them in spill proof collection bins provided by the program. Unlabeled and leaking containers are not accepted at retail or other non-HHW sites; however, trained staff at HHW facilities and events can accept and prepare them for management under their program to the extent permissible under applicable law.

PaintCare staff visit most drop-off sites on a regular basis to check on their operations and to provide additional training and consumer outreach materials as needed.

D. PAINT TRANSPORTATION

PaintCare contracted with Maumee Express, Inc. (MXI) for all transportation services. MXI provided service to all sites in the District. All PaintCare products were transported to MXI's Abington, VA facility for further sorting, processing, and/or transportation to other processors.

MXI was responsible for delivering empty paint collection bins and program supplies and for picking up full bins from drop-off sites. MXI provided PaintCare with all data on the transportation (and processing) of PaintCare products taken from all drop-off sites and services to their final destination.

Section 2. Paint Collection Volume and Processing Methods

Annual Report Statutory Citation

Section 8-233.02(f) requires PaintCare to submit an annual report that includes, in relevant part:

(2) The total volume and type of postconsumer paint collected in the District and the volume by method of disposition.

Annual Report Regulatory Citation

20 DCMR Section 4002.1 requires PaintCare to submit an annual report that includes, in relevant part:

(c) A description of the disposition of postconsumer paint collected, by type and by estimated volume, including: (1) The name and corporate address of each processor that manages the postconsumer paint under the program; and (2) The name and corporate address of each transporter of postconsumer paint that is collected under the program.

(d)(2) The total volume of paint sold in the District during the preceding reporting period.

(e) A description of the methodology used to calculate the volume of paint sold and collected in Section 4002.1(d)(2) and (d)(4), indicating any changes from prior years in the methodology.

A. COLLECTION VOLUME AND RECOVERY RATE

The table below provides the gallons of paint collected, gallons of new paint sales, and the resulting recovery rate. The recovery rate is a ratio of the volume (number of gallons) of paint collected compared to the volume of paint sold in the program during the same time period.

GALLONS COLLECTED, SOLD, AND RECOVERY RATE

Description	2021	2022	2023
Paint Collected (gallons)	42,337	36,903	37,009
New Paint Sold (gallons)	1,071,458	1,189,292	992,248
Recovery Rate	4.0%	3.1%	3.7%

Overall, paint volume collected increase in 2023 versus 2022. Paint volume collected through the HHW program was down 17% in 2023 versus 2022. Retail collection volume was up 9%. LVPs, D2D, and PaintCare event volume also increased in 2023. The combination of a decrease in paint sales and an increase in collection volume resulted in a higher recovery rate.

PaintCare typically receives reports of gross pounds of paint collected, along with the number of bins or other collection containers from its transporters or drop-off site partners. Gallons of paint collected are

calculated by removing the estimated weight of collection bins and paint cans and converting the remaining weight to volume, typically using 10 pounds per gallon for the conversion.

An estimate of gallons collected at each site during the year is included in the appendix.

B. PAINT PROCESSING METHODS AND VOLUME

The following tables provide the volumes and paint processing methods for latex and oil-based paint during the year. Descriptions of the processing methods follow the tables. Processed volume differs from collected volume because not all paint is processed in the same year that it is collected; the volumes reported as processed in one year may include some paint that was collected at the end of the previous year.

LATEX PAINT PROCESSING METHODS

Method	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
Reuse	7	<1	96	<1	127	<1
Paint-to-Paint Recycling	28,952	82	25,061	81	19,993	82
Disposal	6,517	18	5,868	19	4,389	18
Total	35,476	100	31,025	100	24,509	100

OIL-BASED PAINT PROCESSING METHODS

Method	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
Reuse	3	<1	8	<1	8	<1
Energy Recovery	6,858	100	5,870	100	7,256	100
Total	6,861	100	5,878	100	7,264	100

C. LATEX PAINT PROCESSING METHODS AND PROCESSORS

The following methods were used to process latex paint:

Reuse. Latex paint was sold or given away in its original labeled containers without any alteration of the container contents.

Paint-to-Paint Recycling. Latex paint was sorted, blended, and sometimes re-tinted into recycled-content latex paint for local use or domestic or international sale.

Disposal. Dry or solidified latex paint was landfilled.

LATEX PAINT PROCESSORS

Processor	Location	Process
Eco Safe Landfill	385 Harr Ln Blountville, TN 37617	Disposal
MXI	26319 Old Trail Rd Abingdon, VA 24210	Paint-to-Paint Recycling
MXI	PaintCare Events	Reuse

D. OIL-BASED PAINT PROCESSING METHODS AND PROCESSORS

The following methods were used to process oil-based paint:

Reuse. Oil-based paint was sold or given away in its original labeled containers without any alteration of the container contents.

Energy Recovery. Oil-based paint was processed for energy recovery at a waste-to-energy facility and/or cement kiln.

OIL-BASED PAINT PROCESSORS

Processor	Location	Process
Holcim	200 Safety St Holly Hill, SC 29059	Energy Recovery
MXI	PaintCare Events	Reuse

E. PAINT COLLECTION VOLUME BY SITE TYPE OR SERVICE

The following table shows the volume of paint collected by site type or service.

COLLECTION VOLUME BY SITE TYPE OR SERVICE

Site Type/Service	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
HHW Event Site	0	0	0	0	9,467	25.6
HHW Facility	28,443	67.2	21,408	58.0	8,254	22.3
LVP	1,431	3.4	2,425	6.6	3,241	8.7
Paint Retailer	9,432	22.3	8,863	24.0	9,656	26.1
PaintCare Door-to-Door Collection Service	2,008	4.7	2,148	5.8	3,071	8.3
PaintCare Event	1,023	2.4	2,059	5.6	3,320	9.0
Total	42,337	100	36,903	100	37,009	100

F. CONTAINER RECYCLING

The following table shows the tons of metal and plastic paint containers recycled during the year.

CONTAINER RECYCLING

	2021	2022	2023
Tons	4.7	4.1	25.0

The increase in container recycling from 2022 to 2023 is attributed to MXI installing new equipment that enabled the facility to shred one-gallon plastic containers and send the plastic to a recycler, rather than a landfill, which was done prior to 2023.

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

Section 8-233.02(f) requires PaintCare to submit an annual report that includes, in relevant part:

(3) The total cost of implementing the program, as determined by an independent financial audit funded from the paint stewardship assessment.

Annual Report Regulatory Citation

20 DCMR Section 4002.1 requires PaintCare to submit an annual report that includes, in relevant part:

(d) A description of the total cost of implementing the program that includes the following: (1) The assessment amount per container; (3) The total cost of the program; (4) The cost per gallon of the program during the prior year; (5) The total cost of education information provided to consumers and as a percentage of the total program cost; (6) The total cost of transportation and processing and as a percentage of the total program cost; (7) The total cost of program administration and as a percentage of the total program cost; and (8) The total amount of surplus funding, if any.

(f) An operating budget for the program for the next calendar year.

A. INDEPENDENT FINANCIAL AUDIT

An independent financial audit of the 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 December 31, 2023, and the changes in its net assets and its cash flows for the year ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is available in the appendix.

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Revenue and Expense Categories

Revenue. Revenue is derived from fees on new paint sales.

Expense Categories. With the exception of General and Administrative Allocation, the following expense categories were state-specific costs directly related to the implementation of the District program:

Paint Processing. Processing costs were based on the weight, volume of paint, or number of paint collection bins or drums from drop-off sites and services. Processing costs included the cost of sorting bins of comingled latex and oil-based paint from drop-off sites as well as the ultimate recycling or other processing methods.

Paint Transportation. Transportation costs were based on one or more of the following: the number of bins and drums picked up, number of stops, or mileage.

Paint Collection Supplies and Support. Collection supplies and support expenses included paint collection bins, spill kits, training materials, signs, and other related costs for drop-off sites, D2D pickups, and LVPs.

Communications. Communications expenses included advertising, printing and distribution of brochures and other outreach materials, media relations, event promotion, conferences and memberships, production, translations, and the awareness survey.

Personnel, Professional Services and Other. Personnel, professional services and other included the direct costs of program staff, travel, legal fees, office supplies, and other logistical and professional support.

Department of Energy and Environment (DOEE) Administrative Fees. These fees, required by the paint stewardship law, were paid to DOEE for oversight of the program.

General and Administrative. General and administrative costs included administrative and corporate staff, back-office support [e.g., information technology, human resources, legal, accounting, and government affairs (excluding lobbying that must be reported on IRS Form 990 or 990-EZ Schedule C)], insurance, data management systems, annual financial audit, software licenses, professional services for corporate or organization-wide matters, occupancy, general communications, and other supplies and services that support all PaintCare programs. These costs were shared across all PaintCare programs and allocated relative to population. The District's share of the general and administrative allocation was 0.8%.

B2. Financial Summary

The following table shows program revenue and expenses.

REVENUE AND EXPENSES						
Revenue	2021	Percent of Total	2022	Percent of Total	2023	Percent of Total
Small Containers	\$78,052	12.1	\$29,188	5.7	\$25,527	5.9
Medium Containers	282,761	43.8	195,677	38.4	176,392	40.9
Large Containers	284,636	44.1	284,938	55.9	229,184	53.2
Total Revenue	645,448	100.0	509,802	100.0	431,102	100.0
Expenses						
Paint Processing	124,788	23.9	135,999	24.6	145,931	25.1
Paint Transportation	115,645	22.2	136,050	24.6	154,714	26.6
Paint Collection Supplies and Support	42,510	8.2	37,614	6.8	50,796	8.7
Communications	137,446	26.4	116,127	21.0	99,665	17.1
Personnel, Professional Fees, Other	25,926	5.0	47,261	8.6	44,518	7.7
DOEE Administrative Fees	26,786	5.1	28,446	5.2	30,637	5.3
General and Administrative	48,231	9.2	50,965	9.2	55,472	9.5
Total Expenses	521,332	100.00	552,463	100.0	581,732	100.0
Allocation of Investment Activity	34,497		(81,646)		56,078	
Change in Net Assets	158,613		(124,307)		(94,553)	
Net Assets, Beginning of Year	782,516		941,129		816,821	
Net Assets, End of Year	\$941,129		\$816,821		\$722,270	
Reserve Level	181%		148%		124%	
Cost Per Gallon of Paint Collected	\$12.31		\$14.97		\$15.72	

Note: Values in this table are obtained from a financial worksheet that includes additional subcategories and cents. Due to rounding, Total Revenue and/or Total Expenses may differ by a few dollars in some years.

Notable changes between the last two program years include:

- Paint Processing, Paint Transportation, and Paint Collection Supplies and Support expenses increased due to growth in door-to-door paint collection pickups and the addition of a third PaintCare event.

C. RESERVES

Reserves represent the net assets (investments and/or checking account balance) of the program. Reserves provide the program with a balance that is sufficient to pay its bills in times of either higher than expected paint collection (higher expenses), lower than expected paint sales (lower revenue), or a combination of the two.

D. EVALUATION OF THE PROGRAM'S FUNDING MECHANISM

PaintCare fees placed on the sale of new paints are based on container sizes as follows:

PAINTCARE FEE SCHEDULE

Size	Container Size	Fee
Very Small	Half pint or smaller	\$0.00
Small	Larger than half pint up to smaller than 1 gallon	\$0.30
Medium	1–2 gallons	\$0.70
Large	Larger than 2 gallons up to 5 gallons	\$1.60

Manufacturers and/or their designated representatives reported sales and remitted fees to PaintCare directly.

Based on the program's financial performance, no adjustment to either the fee structure or the reporting system is presently necessary.

E. THREE-YEAR PROJECTIONS

Three-year projections are an important exercise that can help provide the program with financial guidance. Projections are used for planning purposes only and should not be construed as representing actual program revenue, expenses, or budgets.

Revenue. Revenue is derived from fees on new paint sales. Updated sales estimates were used for projections. PaintCare does not forecast investment gains or losses.

Changes to paint sales volumes would alter actual revenue available when compared to the forecast provided.

Expenses. The cost of Paint Processing, Paint Transportation, and Paint Collection Supplies and Support (CTP) is projected to decrease because the Benning Road Transfer Station is closed, and the Fort Totten Transfer station is no longer accepting paint. DPW is reducing the number of its HHW events from twice monthly to twice quarterly, and PaintCare has stopped its D2D service, further reducing CTP expenses.

With the reduction in CTP expenses, the Communications line item was increased. Benning Road Transfer Station is expected to reopen in 2027, and Communications will likely be reduced to reallocate funding to CTP costs associated with the volume of paint collected at the transfer station.

The General and Administrative line item increased in 2024 because of new corporate-level positions, a reclassification of how certain travel expenses are accounted for, and an increase in general communications. With the addition of the Illinois program to the allocation formula, the District program's share of the General and Administrative costs will decrease in 2025 and then gradually increase.

DOEE administrative fees change annually based on changes in the Consumer Price Index. The projections below assume an annual increase of 6.5% in the years 2024, 2025, and 2026.

Changes to expenses, especially in paint collection volume and pricing, would alter actual expenses when compared to the forecast provided.

Net Assets/Reserves. The forecast shows an increase in net assets and reserve levels in 2024 and 2025 before a decline in 2026. Net assets and reserve levels are monitored closely to determine if changes are needed to program operations, communications, and/or the fee structure.

THREE-YEAR PROJECTIONS

	Actual	Projections		
Revenue	2023	2024	2025	2026
Small Containers	\$25,527	\$26,778	\$27,081	\$27,352
Medium Containers	176,392	186,099	189,697	193,704
Large Containers	229,184	249,933	258,389	268,634
Total Revenue	431,102	462,810	475,166	489,690
Expenses				
Paint Processing	145,931	80,010	90,610	92,422
Paint Transportation	154,714	98,820	103,796	105,872
Paint Collection Supplies and Support	50,796	20,040	21,340	21,767
Communications	99,665	150,000	150,000	150,000
Personnel, Professional Fees, Other	44,518	43,276	44,174	45,097
DOEE Administrative Fees	30,637	33,672	35,861	38,192
General and Administrative	55,472	70,175	63,630	65,857
Total Expenses	581,732	495,993	509,411	519,207
Allocation of Investment Activity	56,078	0	0	0
Change in Net Assets	(94,553)	(33,183)	(34,245)	(29,518)
Net Assets, Beginning of Year	816,821	722,270	689,086	654,841
Net Assets, End of Year	722,270	689,086	654,841	625,323
Reserve Level	124%	139%	129%	120%

Note: Values in this table are obtained from a financial worksheet that includes additional subcategories and cents. Due to rounding, Total Revenue and/or Total Expenses may differ by a few dollars in some years.

Section 4. Communications

Annual Report Statutory Citation

Section 8-233.02(f) requires PaintCare to submit an annual report that includes, in relevant part:

(4) Samples of educational information provided to consumers of paint and a description of how the information is distributed.

A. OUTREACH ACTIVITIES

A1. Introduction

PaintCare's outreach strategy includes a variety of activities targeted to retailers, painting contractors, municipal agencies, and the public through direct contact and advertising. Outreach efforts focused on encouraging the public to recycle their unwanted paint, and also included messages related to reducing paint waste by planning ahead for a paint purchase and using up leftover paint.

Outreach was conducted by distributing brochures and other printed materials to retailers and others and by using a variety of media including print advertising and social media. The main call-to-action of outreach materials and messaging directs readers to visit PaintCare's website to find a drop-off site using PaintCare's site locator search tool.

PaintCare created several new educational outreach materials in 2023. These included a general consumer brochure and poster series highlighting tips for source reduction and reuse, a brochure for retail staff encouraging participation as a drop-off site, and an illustrated youth outreach activity booklet.



Buy Right Poster, Use It Up Poster, and Recycle the Rest Poster

The relative amounts of spending dedicated to different outreach activities are summarized in the following table.

RELATIVE SPENDING ON OUTREACH ACTIVITIES

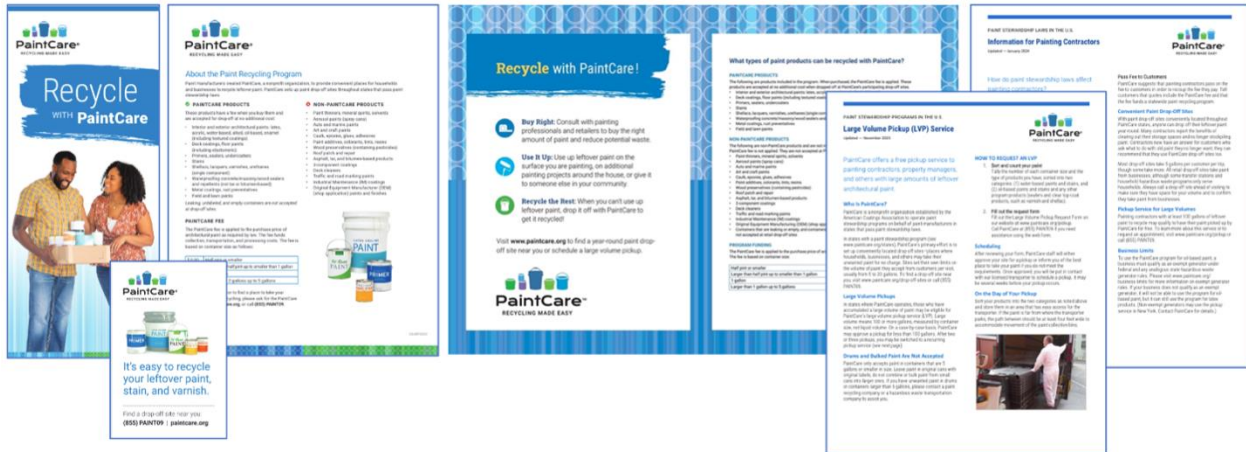
Activity	Percent
Social Media	30
Event Promotion	25
Print Ads	25
PR Agency Support	14
Print Materials Distribution	2
Production	1
Conference & Membership	<1
Translations	<1
Surveys	<1
Total	100

A2. Point of Sale Print Materials

PaintCare continued to distribute print materials to retailers for them to make available to consumers to educate them about the PaintCare program. Staff fulfilled requests for materials totaling 175 brochures, mini cards, fact sheets, posters, and other materials during the year. Program staff also delivered additional materials in person during site visits.

PaintCare provided counter mats to retailers for use in the paint department to reference when customers have questions. The counter mat is popular with retailers and more likely than the poster to be seen by customers while they wait for their paint to be mixed.

Larger versions of the materials shown below are included in the appendix and are available on the PaintCare website.



Brochure, Mini Card, Program Poster, Counter Mat, and Fact Sheets

In August, PaintCare sent postcards to paint retailers with information about state pricing laws.

In December, PaintCare sent letters and fact sheets to 60 paint retailers known to sell paint online. The letter provided a summary of PaintCare program information for retailers and a reminder that online paint sales are included under the paint stewardship law.

A3. Fact Sheets

Several fact sheets are available on PaintCare’s website for different target audiences, and printed versions are distributed upon request. Minor updates are made throughout the year. Current versions of the fact sheets on PaintCare’s website include:

- How Does the Paint Stewardship Program Affect Paint Retailers?
- How to Become a Retail Drop-Off Site
- About PaintCare Fees
- Information for Solid Waste Facilities Including Transfer Stations, Recycling Centers, and Landfills
- Reuse Programs – Compensation and Reporting
- Information about the Large Volume Pickup Service
- Information for Painting Contractors

A4. Website

Most PaintCare advertising and outreach materials direct the public to PaintCare’s website for more information and to find a local PaintCare site. The website is easy to navigate and features content on

buying the right amount of paint, storage and reuse tips, and recycling. It contains special pages for manufacturers, retailers, contractors, waste facilities, products covered by the program, and the District program. PaintCare’s website is updated throughout the year. The most frequently visited part of the website is the PaintCare site locator.

There were 15,737 page views of the District web page during the year.

PaintCare provides a web page of links to paint calculators from various sources, at www.paintcare.org/paint-calculators. These calculators can be used by households and businesses to help them buy the right amount of paint.

PaintCare maintains a list of locations by state and District where the public can find recycled-content paint at www.paintcare.org/recycled-paint-stores.

PaintCare’s website also provides a series of video tips about storing paint properly to increase recyclability. The videos are used in social media posts and on PaintCare’s website at www.paintcare.org/store-right.



Example of Storage Tip Video Showing Use of a Rubber Mallet to Avoid Damaging Can

A5. Translations

PaintCare translates program brochures and fact sheets into languages other than English upon requests from paint retailers and other stakeholders. PaintCare has translated its program brochure into Amharic, Arabic, Armenian, Bengali, Cantonese, Farsi, French, Haitian Creole, Hawaiian, Hindi, Hmong, Italian, Japanese, Khmer, Korean, Lao, Mandarin, Polish, Portuguese, Punjabi, Russian, Somali, Spanish, Tagalog, Thai, Turkish, Ukrainian, Vietnamese, and Yiddish. Three widely used fact sheets that provide information about the LVP service, guidance for painting contractors, and the program products list are also available in the 29 languages listed above. PaintCare maintains a Spanish language translation button on its website, making the site fully bilingual. Additionally, live interpretation in Spanish and other languages is available on PaintCare’s telephone hotline by request. PaintCare provides a webpage with information on how to access translations and hotline interpretation, found at www.paintcare.org/language-assistance/.

A6. Signs for Drop-Off Sites

PaintCare provides several signs to drop-off sites to help them educate the public about the program, screen program products, and address any concerns about illegal dumping. Drop-off sites may order the following signs: Program Products (English/Spanish), Program Partner, Combination (program partner with simplified products list), No Dumping, and Please Wait for Assistance.



A7. Press Coverage

PaintCare communicated with local television, print, and digital media outlets to earn press coverage about the program. These efforts led to six mentions of PaintCare in the following outlets:

Date	Media Outlet
1/31	Washington Post
6/5	PoPville
6/9	HillRag
6/26	Happening Next
7/19	NBC 4 Washington
7/26	Telemundo 44 Washington DC

A8. Awards

In May, PaintCare received an Environmental Initiative Award at the 2023 SEAL (Sustainability, Environmental Achievement and Leadership) Business Sustainability Awards.


A9. Social Media

Throughout the year PaintCare maintained its social media presence on sites including Facebook, Instagram, and TikTok, and posted messaging to audiences on those platforms. Social media messages included promotion of PaintCare's three key messages: buy the right amount of paint, use up leftover paint, and recycle the rest with PaintCare.




Instagram Post Promoting Recycling Paint by Using the Large Volume Pickup Service

In April through October, PaintCare ran social media ads on Facebook and Instagram with messages about buying the right amount of paint, using up leftovers, and recycling the rest at drop-off sites in English and Spanish.

 **PaintCare**
Published by Caylee Southland · February 14 ·

Whether you have less than a quart or more than a gallon, there are many ways to use up your leftover paint.



PAINTCARE.ORG

Use Up Your Leftover Paint [Learn more](#)

Use It Up A gallon or more can be used as a pr...

37 1 1

Like Comment Share

Facebook Ad Promoting Using Up Leftover Paint

A10. Print Advertising

In the period of April through August, PaintCare sent direct mailers to households. The mailers promoted paint recycling at drop-off sites and included messages about the door-to-door pickup service and the large volume pickup service.



Recycle Your Leftover Paint

CONVENIENT DROP-OFF SITES
There are 9 sites in the District where households and businesses can recycle unwanted paint, stain, and varnish all year round. Find a drop-off location near you: www.paintcare.org/drop-off-sites

FREE PICKUP SERVICE
Have more than 5 gallons? Households can schedule a free door-to-door paint pickup. Visit <https://paint-pickup-dc.eventbrite.com/>. Painting contractors, property managers, and others with 100 gallons or more can request a free large volume pickup. Review eligibility requirements and request a pickup: www.paintcare.org/pickup

PAINT SMARTER
Reduce paint waste by buying right and using up what's left! Get tips: www.paintcare.org/paint-smarter



PaintCare™
RECYCLING MADE EASY

Direct Mailer

A11. Face-to-Face

PaintCare staff attended the following face-to-face activities:

Date	Event	Activity
1/31-2/2	National Association of Home Builders International Builders Show	Exhibitor, table/booth
1/31-2/2	North American Hardware and Paint Association National Hardware Show	Exhibitor, table/booth
2/22-2/24	Painting Contractors Association Annual Expo	Exhibitor, table/booth
8/2-8/3	North American Hardware and Paint Association Independents Conference	Exhibitor, table/booth
8/14-8/16	Resource Recycling Annual Conference	Exhibitor, table/booth
9/9	DC State Fair	Exhibitor, table/booth
9/11-9/14	Commercial Painting Industry Association Leadership Conference	Attended
9/11-9/14	Product Stewardship Institute Forum Conference	Exhibitor, table/booth; staff provided panel presentation
9/17-9/23	NAHMMA National Conference	Exhibitor, table/booth
9/26-9/28	U.S. Green Building Council Greenbuild International Conference + Expo	Exhibitor, table/booth
9/27-9/28	SWANA WasteCon Leadership Summit	Exhibitor, table/booth
11/2-11/3	Painting Contractors Association Women in Paint Conference	Exhibitor, table/booth
11/14-11/16	National Association of Realtors Annual Conference and Expo	Exhibitor, table/booth
12/5-12/6	National Recycling Coalition National Recycling Congress	Attended

B. AWARENESS SURVEY

In October PaintCare ran its annual public awareness survey to measure the effectiveness of its outreach activities with the assistance of market research firm KB Insights. KB Insights analyzed all survey data to help PaintCare better understand trends and guide future outreach targeting. Data from all PaintCare programs were included in the analysis, providing comparison results between paint stewardship programs throughout the nation.

Following are some highlights from the survey results:

- 205 surveys were completed by District residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- Over half of District respondents (51%) purchased paint in the last year. Of those, 39% reported seeking help from paint retail staff to purchase the right amount, 31% reported looking up recommendations online, and 28% reported taking measurements in order to purchase the right amount of paint.
- 75% of respondents said they were “extremely likely” or “likely” to drop off paint for recycling the next time they have leftover paint to dispose of.
- 42% of end-consumers who had purchased paint in the last year were aware that paint can be recycled, of available drop-off opportunities in the state, or both.

The full report for this year’s awareness survey for all PaintCare programs is included in the appendix.

Section 5. 2023 and Future

This section of the annual report describes activities or plans for the program that have happened since December 31, 2023, or are being planned:

A. OPERATIONS

PaintCare is continuing to build a relationship with DPW to explore establishing a reuse area where paint would be available to the public for free at the Benning Road Transfer Station once it reopens. This would allow good, usable paint that is collected and screened at the transfer station to be set aside as reusable paint. Additionally, PaintCare is working to increase the amount and availability of reuse paint at PaintCare events.

B. SPECIAL PROJECTS

PaintCare plans to continue to visit non-drop-off sites to increase awareness of the program among retailers. Plans for the visits include providing updated outreach materials, checking site staff familiarity with the program, and observing whether the PaintCare fee is being applied to covered products. During these visits, staff will invite retailers to participate in the program as drop-off sites.

C. COMMUNICATIONS

PaintCare plans to continue promoting paint recycling opportunities to District households and businesses, and to conduct awareness surveys of consumers.

Appendix A

DISTRICT OF COLUMBIA PAINTCARE SITES IN 2023

Ward	Site Name	Address	Type	Gallons
1. Year-Round Sites				9,236
1	McCormick Paints	3124 Mount Pleasant St NW	Retail	310
1	Sherwin-Williams	2511 14th St NW	Retail	1,717
2	Sherwin-Williams	1805 Wisconsin Ave NW	Retail	2,363
3	Sherwin-Williams	5023 Connecticut Ave NW	Retail	1,207
5	WS Jenks & Son	910 Bladensburg Rd NE	Retail	963
5	Annies Ace Hardware	3405 8th St NE	Retail	1,620
6	Sherwin-Williams	1120 3rd St NE	Retail	1,056
2. Supplemental Sites				21,461
4	Ida B Wells Middle School (PaintCare)	405 Sheridan St NW	PaintCare Event	1,485
6	McCormick Paints (Closed Jul 2023)	1442 Pennsylvania Ave SE	Retail	420
7	Benning Road Transfer Station HHW Facility (Temporarily Closed Jun 2023)	3200 Benning Rd NE	HHW Facility	8,254
7	RFK Stadium Lot #3	2400 E Capitol St NE	HHW Event	9,467
7	RFK Stadium Lot 8 (PaintCare)	2500 Independence Ave SE	PaintCare Event	1,171
8	Ballou High School (PaintCare)	3401 4th St SE	PaintCare Event	663
3. Large Volume Pickup Sites				3,241
2	[School or University]		LVP	140
2	[School or University]		LVP	98
2	[Federal Government]		LVP	91
3	[Property Manager/Owner]		LVP	66
4	[Painting Contractor]		LVP	89
5	[Government Federal]		LVP	2,095
6	[Trade Association]		LVP	198
6	[Federal Government]		LVP	75
8	[Construction]		LVP	373
8	[Household]		LVP	16
4. Door-to-Door Programs				3,071
	DC DTD Program (Ended Jan 2024)	No street address	PaintCare D2D	3,071
Total for All Sites				37,009

Appendix B

PaintCare Inc.

Financial Statements
and Independent Auditor's Report

December 31, 2023 and 2022

PaintCare Inc.

Financial Statements
December 31, 2023 and 2022

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INDEPENDENT AUDITOR’S REPORT

To the Board of Directors of
PaintCare Inc.

Opinion

We have audited the accompanying financial statements of PaintCare Inc. (“PaintCare”), which comprise the statements of financial position as of December 31, 2023 and 2022; the related statements of activities, functional expenses, and cash flows for the years then ended; and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of December 31, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor’s Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of PaintCare and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

Responsibilities of Management for the Financial Statements (continued)

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about PaintCare's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 PaintCare's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about PaintCare's ability to continue as a going concern for a reasonable period of time.

Auditor's Responsibilities for the Audit of the Financial Statements (continued)

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 20-21 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 signature is written in a cursive, slightly stylized font.

Vienna, Virginia
March 25, 2024

PaintCare Inc.

Statements of Financial Position December 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Assets		
Current assets:		
Cash and cash equivalents	\$ 32,521,385	\$ 37,696,942
Accounts receivable, net	5,300,296	6,233,448
Investments	60,408,475	55,517,141
Prepaid expenses	<u>305,984</u>	<u>1,357,829</u>
Total current assets	98,536,140	100,805,360
Intangible assets, net	<u>53,382</u>	<u>146,397</u>
Total assets	<u>\$ 98,589,522</u>	<u>\$ 100,951,757</u>
Liabilities and Net Assets		
Liabilities		
Current liabilities:		
Accounts payable and accrued expenses	\$ 9,727,005	\$ 9,621,789
Due to affiliate	<u>6,008,351</u>	<u>6,661,163</u>
Total liabilities	<u>15,735,356</u>	<u>16,282,952</u>
Net Assets		
Without donor restrictions	<u>82,854,166</u>	<u>84,668,805</u>
Total net assets	<u>82,854,166</u>	<u>84,668,805</u>
Total liabilities and net assets	<u>\$ 98,589,522</u>	<u>\$ 100,951,757</u>

See accompanying notes.

PaintCare Inc.

Statements of Activities
For the Years Ended December 31, 2023 and 2022

	2023	2022
Operating Revenue and Support		
Paint recovery fees	\$ 77,499,700	\$ 78,051,449
Other income	26,912	-
	<hr/>	<hr/>
Total operating revenue and support	77,526,612	78,051,449
	<hr/>	<hr/>
Expenses		
Program and delivery services:		
Oregon	4,536,856	4,571,582
California	35,255,096	32,227,769
Connecticut	3,020,816	3,466,111
Rhode Island	792,342	918,970
Minnesota	6,110,219	5,304,423
Vermont	809,869	804,083
Maine	1,393,574	1,321,721
Colorado	7,469,530	7,002,971
District of Columbia	526,261	501,498
Washington	8,063,906	7,154,880
New York	8,886,624	5,698,353
Illinois	82,184	-
	<hr/>	<hr/>
Total program and delivery services	76,947,277	68,972,361
	<hr/>	<hr/>
General and administrative	7,285,309	6,690,140
	<hr/>	<hr/>
Total expenses	84,232,586	75,662,501
	<hr/>	<hr/>
Change in Net Assets from Operations	(6,705,974)	2,388,948
Non-Operating Activity		
Investment return, net	4,891,335	(7,062,910)
	<hr/>	<hr/>
Total non-operating activity	4,891,335	(7,062,910)
	<hr/>	<hr/>
Change in Net Assets	(1,814,639)	(4,673,962)
Net Assets, beginning of year	84,668,805	89,342,767
	<hr/>	<hr/>
Net Assets, end of year	\$ 82,854,166	\$ 84,668,805
	<hr/>	<hr/>

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Year Ended December 31, 2023

	Program and Delivery Services												General and Administrative	Total
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	Illinois		
Expenses														
Salaries and related benefits	\$ 151,717	\$ 944,819	\$ 108,562	\$ 32,352	\$ 201,818	\$ 45,756	\$ 97,493	\$ 327,722	\$ 27,631	\$ 382,471	\$ 609,223	\$ 42,950	\$ 2,486,154	\$ 5,458,668
Collection support	30,940	3,637,199	448,503	109,379	479,600	104,137	159,694	539,886	50,796	239,043	563,924	-	6,332	6,369,433
Transportation and processing	4,164,425	22,507,102	2,382,637	504,199	4,639,909	590,244	955,607	5,630,404	300,645	6,475,102	5,510,185	-	-	53,660,459
Communications	108,868	4,624,855	15,001	118,594	653,626	13,140	61,784	736,430	99,665	794,136	1,940,504	5,449	207,218	9,379,270
State agency administrative fees	40,000	547,035	20,800	-	49,511	15,000	82,000	120,000	30,637	50,180	-	-	-	955,163
Professional fees	983	64,750	33,039	23,309	34,641	34,080	16,621	22,419	580	5,400	43,047	15,854	198,721	493,444
Office and supplies	10,442	10,425	618	106	4,952	426	367	6,409	318	26,015	6,324	489	18,563	85,454
Subscriptions and publications	118	2,869	-	39	415	-	89	276	25	480	1,167	-	137,887	143,365
Professional development	323	1,437	-	-	601	75	-	-	-	269	2,093	24	14,332	19,154
Travel	25,958	174,342	11,277	4,208	44,099	6,932	18,759	82,139	15,623	54,641	66,749	16,558	223,155	744,440
Meetings	657	14,590	-	3	959	-	34	3,280	-	1,014	1,319	860	19,604	42,320
Bank fees	-	-	-	69	-	-	135	-	101	-	-	-	115,376	115,681
Management fees	-	-	-	-	-	-	-	-	-	-	-	-	3,431,733	3,431,733
Insurance	-	-	-	-	-	-	-	-	-	-	6,234	-	328,976	335,210
Amortization	-	-	-	-	-	-	-	-	-	-	1,675	-	96,960	98,635
Interest	-	-	-	-	-	-	-	-	-	34,906	134,104	-	-	169,010
Provision for credit losses	816	2,725,673	379	84	-	79	988	565	240	-	-	-	-	2,728,824
Other expenses	1,609	-	-	-	88	-	3	-	-	249	76	-	298	2,323
Total Expenses	\$ 4,536,856	\$ 35,255,096	\$ 3,020,816	\$ 792,342	\$ 6,110,219	\$ 809,869	\$ 1,393,574	\$ 7,469,530	\$ 526,261	\$ 8,063,906	\$ 8,886,624	\$ 82,184	\$ 7,285,309	\$ 84,232,586

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Year Ended December 31, 2022

	Program and Delivery Services											General and Administrative	Total
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York		
Expenses													
Salaries and related benefits	\$ 106,723	\$ 1,053,694	\$ 104,051	\$ 30,995	\$ 221,670	\$ 44,446	\$ 94,184	\$ 316,161	\$ 26,229	\$ 332,291	\$ 557,993	\$ 2,107,646	\$ 4,996,083
Collection support	52,293	3,788,395	452,291	146,673	445,235	109,303	166,021	575,247	37,614	484,942	960,041	8,086	7,226,141
Transportation and processing	4,133,896	22,358,002	2,566,540	535,805	4,033,345	619,635	898,622	5,097,024	272,049	5,377,658	3,497,290	-	49,389,866
Communications	205,029	4,517,754	292,464	173,586	489,373	17,048	41,932	827,229	116,127	813,698	384,619	135,905	8,014,764
Legal fees	3,046	11,243	2,688	-	8,535	-	-	2,861	3,267	204	7,306	266,125	305,275
State agency administrative fees	40,000	255,007	21,000	-	25,053	15,000	82,000	120,000	28,446	24,934	-	-	611,440
Professional fees	973	71,650	18,278	26,125	54,151	(6,215)	19,442	16,286	2,141	17,746	34,841	130,191	385,609
Office and supplies	6,308	13,261	532	53	1,534	317	354	2,856	142	8,237	5,225	9,446	48,265
Subscriptions and publications	353	4,476	-	-	593	-	89	-	-	663	140	77,673	83,987
Professional development	2,400	11,282	80	-	304	98	102	1,517	-	8,195	1,160	5,990	31,128
Travel	19,309	134,857	7,529	5,061	15,450	4,451	13,096	41,576	14,573	45,487	88,752	195,120	585,261
Meetings	123	8,148	144	13	340	-	45	2,214	270	1,192	2,797	83,665	98,951
Bank fees	564	-	514	659	-	-	650	-	640	509	505	124,670	128,711
Management fees	-	-	-	-	-	-	-	-	-	-	-	3,253,455	3,253,455
Insurance	-	-	-	-	-	-	-	-	-	-	4,898	192,890	197,788
Amortization	-	-	-	-	-	-	-	-	-	-	977	96,993	97,970
Interest	-	-	-	-	-	-	-	-	-	35,046	134,104	-	169,150
Other expenses	565	-	-	-	8,840	-	5,184	-	-	4,078	17,705	2,285	38,657
Total Expenses	\$ 4,571,582	\$ 32,227,769	\$ 3,466,111	\$ 918,970	\$ 5,304,423	\$ 804,083	\$ 1,321,721	\$ 7,002,971	\$ 501,498	\$ 7,154,880	\$ 5,698,353	\$ 6,690,140	\$ 75,662,501

See accompanying notes.

PaintCare Inc.

Statements of Cash Flows
For the Years Ended December 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Cash Flows from Operating Activities		
Change in net assets	\$ (1,814,639)	\$ (4,673,962)
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Amortization	98,635	97,970
Net realized and unrealized (gain) loss on investments	(3,442,944)	8,270,961
Change in allowance for credit losses on accounts receivable	358,677	28,202
Establishment of allowance for credit losses on note receivable	2,351,584	-
Change in operating assets and liabilities:		
Decrease (increase) in:		
Accounts receivable	574,475	(1,365,357)
Prepaid expenses	1,051,845	(1,138,288)
Increase (decrease) in:		
Accounts payable and accrued expenses	105,216	1,279,338
Due to affiliate	(652,812)	(437,817)
Grants payable	-	(100,101)
	<u>(1,369,963)</u>	<u>1,960,946</u>
Cash Flows from Investing Activities		
Purchases of investments	(7,103,414)	(10,970,373)
Proceeds from sale of investments	5,655,024	9,762,322
Issuance of note receivable	(2,476,720)	-
Proceeds from principal receipts on note receivable	125,136	-
Purchases of intangible assets	(5,620)	(19,515)
	<u>(3,805,594)</u>	<u>(1,227,566)</u>
Net (Decrease) Increase in Cash and Cash Equivalents	<u>(5,175,557)</u>	<u>733,380</u>
Cash and Cash Equivalents, beginning of year	<u>37,696,942</u>	<u>36,963,562</u>
Cash and Cash Equivalents, end of year	<u>\$ 32,521,385</u>	<u>\$ 37,696,942</u>

See accompanying notes.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

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. Similar legislation has subsequently been passed in other jurisdictions. The paint stewardship legislation guides 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.

PaintCare organized single-member limited liability companies (LLC) for the Oregon, Connecticut, Rhode Island, Maine, District of Columbia, Washington, New York, Colorado, and Illinois programs in an effort to shield the assets of each state program from liability stemming from acts and obligations of other PaintCare state programs.

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

PaintCare’s financial statements are prepared on the accrual basis of accounting. Net assets without donor restrictions represent funds that are not subject to donor-imposed stipulations and are available for support of PaintCare’s operations. At December 31, 2023 and 2022, all net assets were without donor restrictions.

Cash Equivalents

For the purpose of the statements of cash flows, PaintCare considers as cash equivalents all highly liquid investments, which can be converted into known amounts of cash and have a maturity period of 90 days or less at the time of purchase.

Accounts Receivable

Accounts receivable consist of amounts due from post-consumer paint recovery fees and are presented net of an allowance for credit losses resulting from the inability of customers to make required payments. The allowance for credit losses is based upon historical loss experience in combination with current economic conditions and a forecast of future economic conditions. Any change in the assumptions used in analyzing a specific account receivable might result in an additional allowance for credit losses being recognized in the period in which the change occurs.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

2. Summary of Significant Accounting Policies (continued)

Accounts Receivable (continued)

Allowance for credit losses consists of the following at December 31, 2023:

Allowance for credit losses, beginning of year	\$	85,908
Additions (charges to expense)		358,677
Deductions (write-offs, net of recoveries)		<u>-</u>
Allowance for credit losses, end of year	\$	<u><u>444,585</u></u>

Investments

Investments are stated at fair value, based on quoted market prices. All realized and unrealized gains and losses, net of investment management fees, are reported as a component of net investment return in the accompanying statements of activities.

Intangible Assets

PaintCare capitalizes certain costs associated with computer software developed or obtained for internal use in accordance with the provision of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 350-40, *Internal Use Software*. PaintCare's policy provides for the capitalization of external direct costs of materials and services, and directly related payroll costs. Costs associated with preliminary project state activities, training, maintenance, and post implementation stage activities are expensed as incurred. Capitalized costs are amortized over the estimated useful life of five years on a straight-line basis.

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. The majority of PaintCare's revenue arrangements generally consist of a single performance obligation to transfer promised services. Revenue is recognized when PaintCare delivers the services.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

Specifically, for the various types of contracts, PaintCare recognizes revenue as follows:

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.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The expenses that are allocated include occupancy and amortization, which are allocated on a square footage basis, as well as salaries and wages, benefits, payroll taxes, professional services, office expenses, information technology, interest, insurance, and other, which are allocated on the basis of estimates of time and effort.

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$9,379,270 and \$8,014,764 for the years ended December 31, 2023 and 2022, respectively.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

2. Summary of Significant Accounting Policies (continued)

Measure of Operations

PaintCare includes in its measure of operations all revenues and expenses that are an integral part of its programs and supporting activities, and excludes net investment return.

Use of Estimates

The preparation of the 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.

Adopted Accounting Pronouncement

In 2016, the FASB issued Accounting Standards Update (ASU) 2016-13, *Financial Instruments – Credit Losses (Topic 326), Measurement of Credit Losses on Financial Instruments*. This ASU addresses measurement and reporting of credit losses related to accounts receivable, notes receivable, leases receivable, and held-to-maturity debt securities. The ASU mandates the current expected credit loss (CECL) model, which measures and reports expected losses over the contractual life of an asset. The measurement of expected life credit losses will be based on relevant information, not just past events (including historical experience and current conditions), but also the “reasonable and supportable” forecasts that affect collectability of the reported amount. This guidance is effective for PaintCare for the year ended December 31, 2023. PaintCare adopted ASU 2016-13 during the year ended December 31, 2023, and has adjusted the presentation in the financial statements as permitted by ASU 2016-13.

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through March 25, 2024, the date the financial statements were available to be issued.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

3. Liquidity and Availability

PaintCare strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. Management periodically reviews PaintCare's liquid asset needs and adjusts the cash and cash equivalents balances as necessary.

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of the statements of financial position date, comprise the following at December 31:

	<u>2023</u>	<u>2022</u>
Cash and cash equivalents	\$ 32,521,385	\$ 37,696,942
Accounts receivable, net	5,300,296	6,233,448
Investments, short term	<u>40,777,968</u>	<u>37,007,185</u>
Total available for general expenditures	<u>\$ 78,599,649</u>	<u>\$ 80,937,575</u>

4. Concentration of Credit Risk

Financial instruments that potentially subject PaintCare to significant concentrations of credit risk consist of cash and cash equivalents, 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 Deposit Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC). PaintCare has not experienced any credit losses on its cash and cash equivalents, 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.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

5. Accounts Receivable

Accounts receivable related to the following programs were due as follows at December 31:

	<u>2023</u>	<u>2022</u>
California	\$ 2,461,063	\$ 3,411,421
New York	1,220,636	1,192,427
Washington	555,868	391,647
Colorado	410,988	361,431
Oregon	342,395	286,199
Minnesota	325,316	283,555
Connecticut	208,008	197,968
Maine	84,872	71,206
Rhode Island	53,741	50,125
District of Columbia	30,580	34,664
Vermont	51,414	38,713
	<u>5,744,881</u>	<u>6,319,356</u>
Total accounts receivable	5,744,881	6,319,356
Less: allowance for credit losses	<u>(444,585)</u>	<u>(85,908)</u>
Accounts receivable, net	<u>\$ 5,300,296</u>	<u>\$ 6,233,448</u>

6. Note Receivable

Effective September 20, 2023, PaintCare entered into a settlement agreement with a manufacturer who participates in the post-consumer paint recovery program. PaintCare and the manufacturer agreed to convert \$2,476,720 of outstanding paint recovery fees due to the Program into to a structured note receivable. The terms of the note require the manufacturer to make 36 monthly payments of principal and interest, which commenced on October 1, 2023, with two additional payments of principal only due on July 1, 2024 and July 1, 2025, respectively. The note bears an interest rate of 6.6% and accrues monthly on the outstanding balance. As of December 31, 2023, PaintCare established an allowance totaling \$2,351,584 on this note receivable in the event collection does not occur.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

6. Note Receivable (continued)

The future minimum receipts are as follows for the years ending December 31:

2024	\$	1,134,011
2025		878,802
2026		<u>554,214</u>
Total future receipts of principal and interest		2,567,027
Less: amounts to present interest at 6.6%		(215,443)
Less: allowance for credit losses		<u>(2,351,584)</u>
Note receivable, net	\$	<u><u>-</u></u>

7. Investments and Fair Value Measurements

Net investment return consisted of the following for the years ended December 31:

	<u>2023</u>	<u>2022</u>
Interest and dividend income	\$ 1,611,952	\$ 1,373,519
Net realized and unrealized gain (loss)	3,442,944	(8,270,961)
Less: investment management fees	<u>(163,561)</u>	<u>(165,468)</u>
Total investment return, net	<u>\$ 4,891,335</u>	<u>\$ (7,062,910)</u>

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

7. Investments and Fair Value Measurements (continued)

PaintCare invests a portion of its accumulated surplus in a portfolio with 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 FASB 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.

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.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

7. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2023:

	Level 1	Level 2	Level 3	Total
Equities:				
Energy	\$ 907,583	\$ -	\$ -	\$ 907,583
Materials	716,349	-	-	716,349
Industrials	2,312,346	-	-	2,312,346
Consumer discretionary	1,892,060	-	-	1,892,060
Consumer staples	1,583,534	-	-	1,583,534
Health care	2,745,402	-	-	2,745,402
Financials	3,025,555	-	-	3,025,555
Information technology	3,741,872	-	-	3,741,872
Telecommunication service	1,221,635	-	-	1,221,635
Utilities	798,202	-	-	798,202
Real estate	509,653	-	-	509,653
Blend	50,682	-	-	50,682
Mutual funds:				
Exchange traded funds	6,343,481	-	-	6,343,481
Fixed income	11,818,529	-	-	11,818,529
Corporate bonds	5,261,856	-	-	5,261,856
Cash equivalents	2,322,892	-	-	2,322,892
Government securities:				
U.S. Treasury	-	11,899,836	-	11,899,836
U.S. Agency	-	3,257,008	-	3,257,008
Total investments	\$ 45,251,631	\$ 15,156,844	\$ -	\$ 60,408,475

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

7. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2022:

	Level 1	Level 2	Level 3	Total
Equities:				
Energy	\$ 675,453	\$ -	\$ -	\$ 675,453
Materials	719,099	-	-	719,099
Industrials	1,948,053	-	-	1,948,053
Consumer discretionary	1,613,504	-	-	1,613,504
Consumer staples	1,478,552	-	-	1,478,552
Health care	2,547,584	-	-	2,547,584
Financials	2,535,797	-	-	2,535,797
Information technology	3,131,480	-	-	3,131,480
Telecommunication				
service	993,792	-	-	993,792
Utilities	687,469	-	-	687,469
Real estate	492,479	-	-	492,479
Blend	140,845	-	-	140,845
Mutual funds:				
Exchange traded funds	6,360,310	-	-	6,360,310
Fixed income	11,455,611	-	-	11,455,611
Corporate bonds	5,145,921	-	-	5,145,921
Cash equivalents	1,253,085	-	-	1,253,085
Government securities:				
U.S. Treasury	-	11,033,637	-	11,033,637
U.S. Agency	-	3,304,470	-	3,304,470
Total investments	\$ 41,179,034	\$ 14,338,107	\$ -	\$ 55,517,141

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

8. Intangible Assets

Intangible assets consist of the following at December 31:

	<u>2023</u>	<u>2022</u>
Software	\$ 502,397	\$ 496,777
Less: accumulated amortization	<u>(449,015)</u>	<u>(350,380)</u>
Intangible assets, net	<u>\$ 53,382</u>	<u>\$ 146,397</u>

Amortization expense for each year of the estimated remaining lives is estimated to be as follows for the years ending December 31:

2024	\$ 48,427
2025	1,873
2026	1,873
2027	<u>1,209</u>
Future estimated amortization	<u>\$ 53,382</u>

9. Related Party Transactions

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, 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 charges PaintCare an administrative fee, annually, to cover the following expense categories: allocation of time incurred by PaintCare officers, allocation of other direct labor, and allocation of occupancy and infrastructure costs. The term of the agreement is for one year and it automatically renews for one-year terms unless canceled by either party.

PaintCare Inc.

Notes to Financial Statements
December 31, 2023 and 2022

9. Related Party Transactions (continued)

For the years ended December 31, 2023 and 2022, the total administrative fees charged by ACA to PaintCare were \$3,431,733 and \$3,416,530, respectively. At December 31, 2023 and 2022, PaintCare owed ACA \$6,008,351 and \$6,661,163, respectively, which is recorded as due to affiliate in the accompanying statements of financial position.

10. Income Taxes

PaintCare is recognized as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code, 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.

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 December 31, 2023

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	Illinois	General and Administrative	Total
Operating Revenue and Support														
Paint recovery fees	\$ 5,208,941	\$ 28,268,530	\$ 3,095,469	\$ 813,414	\$ 5,851,678	\$ 798,215	\$ 1,336,052	\$ 6,300,542	\$ 431,102	\$ 8,120,279	\$ 17,275,478	\$ -	\$ -	\$ 77,499,700
Other income	-	26,493	-	-	-	-	-	179	-	-	240	-	-	26,912
Total operating revenue and support	5,208,941	28,295,023	3,095,469	813,414	5,851,678	798,215	1,336,052	6,300,721	431,102	8,120,279	17,275,718	-	-	77,526,612
Expenses														
Program and delivery services:														
Collection support	30,940	3,637,199	448,503	109,379	479,600	104,137	159,694	539,886	50,796	239,043	563,924	-	-	6,363,101
Transportation and processing	4,164,425	22,507,102	2,382,637	504,199	4,639,909	590,244	955,607	5,630,404	300,645	6,475,102	5,510,185	-	-	53,660,459
Communications	108,868	4,624,855	15,001	118,594	653,626	13,140	61,784	736,430	99,665	794,136	1,940,504	5,449	-	9,172,052
State agency administrative fees	40,000	547,035	20,800	-	49,511	15,000	82,000	120,000	30,637	50,180	-	-	-	955,163
Professional fees	983	64,750	33,039	23,309	34,641	34,080	16,621	22,419	580	5,400	43,047	15,854	-	294,723
Other program expenses	191,640	3,874,155	120,836	36,861	252,932	53,268	117,868	420,391	43,938	500,045	828,964	60,881	-	6,501,779
Total program and delivery services	4,536,856	35,255,096	3,020,816	792,342	6,110,219	809,869	1,393,574	7,469,530	526,261	8,063,906	8,886,624	82,184	-	76,947,277
General and administrative:														
Management fees	-	-	-	-	-	-	-	-	-	-	-	-	3,431,733	3,431,733
Insurance	-	-	-	-	-	-	-	-	-	-	-	-	328,976	328,976
Other expense	-	-	-	-	-	-	-	-	-	-	-	-	3,524,600	3,524,600
Total general and administrative	-	-	-	-	-	-	-	-	-	-	-	-	7,285,309	7,285,309
Total expenses	4,536,856	35,255,096	3,020,816	792,342	6,110,219	809,869	1,393,574	7,469,530	526,261	8,063,906	8,886,624	82,184	7,285,309	84,232,586
Change in Net Assets from Operations	672,085	(6,960,073)	74,653	21,072	(258,541)	(11,654)	(57,522)	(1,168,809)	(95,159)	56,373	8,389,094	(82,184)	(7,285,309)	(6,705,974)
Non-Operating Activity														
Investment return, net	-	-	-	-	-	-	-	-	-	-	-	-	4,891,335	4,891,335
Change in Net Assets Before Allocation of General and Administrative Activities	672,085	(6,960,073)	74,653	21,072	(258,541)	(11,654)	(57,522)	(1,168,809)	(95,159)	56,373	8,389,094	(82,184)	(2,393,974)	(1,814,639)
General and administrative allocation	(340,874)	(3,180,726)	(290,087)	(88,281)	(459,069)	(51,734)	(109,597)	(464,477)	(55,472)	(619,865)	(1,625,126)	-	7,285,308	-
Investment allocation	-	3,967,977	-	-	398,562	(18,544)	-	487,261	56,078	-	-	-	(4,891,334)	-
Total Change in Net Assets	331,211	(6,172,822)	(215,434)	(67,209)	(319,048)	(81,932)	(167,119)	(1,146,025)	(94,553)	(563,492)	6,763,968	(82,184)	-	(1,814,639)
Net Assets (Deficit), beginning of year	3,141,171	56,302,929	3,496,378	812,969	4,858,865	(217,957)	616,529	7,269,042	816,821	2,589,139	4,982,919	-	-	84,668,805
Net Assets (Deficit), end of year	\$ 3,472,382	\$ 50,130,107	\$ 3,280,944	\$ 745,760	\$ 4,539,817	\$ (299,889)	\$ 449,410	\$ 6,123,017	\$ 722,268	\$ 2,025,647	\$ 11,746,887	\$ (82,184)	\$ -	\$ 82,854,166

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Year Ended December 31, 2022

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	General and Administrative	Total
Operating Revenue and Support													
Paint recovery fees	\$ 5,553,008	\$ 31,816,739	\$ 3,333,185	\$ 858,391	\$ 6,068,583	\$ 810,635	\$ 1,360,185	\$ 6,601,551	\$ 509,802	\$ 8,442,788	\$ 12,696,582	\$ -	\$ 78,051,449
Total operating revenue and support	5,553,008	31,816,739	3,333,185	858,391	6,068,583	810,635	1,360,185	6,601,551	509,802	8,442,788	12,696,582	-	78,051,449
Expenses													
Program and delivery services:													
Collection support	52,293	3,788,395	452,291	146,673	445,235	109,303	166,021	575,247	37,614	484,942	960,041	-	7,218,055
Transportation and processing	4,133,896	22,358,002	2,566,540	535,805	4,033,345	619,635	898,622	5,097,024	272,049	5,377,658	3,497,290	-	49,389,866
Communications	205,029	4,517,754	292,464	173,586	489,373	17,048	41,932	827,229	116,127	813,698	384,619	-	7,878,859
Legal fees	3,046	11,243	2,688	-	8,535	-	-	2,861	3,267	204	7,306	-	39,150
State agency administrative fees	40,000	255,007	21,000	-	25,053	15,000	82,000	120,000	28,446	24,934	-	-	611,440
Other program expenses	137,318	1,297,368	131,128	62,906	302,882	43,097	133,146	380,610	43,995	453,444	849,097	-	3,834,991
Total program and delivery services	4,571,582	32,227,769	3,466,111	918,970	5,304,423	804,083	1,321,721	7,002,971	501,498	7,154,880	5,698,353	-	68,972,361
General and administrative:													
Legal fees	-	-	-	-	-	-	-	-	-	-	-	266,125	266,125
Management fees	-	-	-	-	-	-	-	-	-	-	-	3,253,455	3,253,455
Insurance	-	-	-	-	-	-	-	-	-	-	-	192,890	192,890
Other expense	-	-	-	-	-	-	-	-	-	-	-	2,977,670	2,977,670
Total general and administrative	-	-	-	-	-	-	-	-	-	-	-	6,690,140	6,690,140
Total expenses	4,571,582	32,227,769	3,466,111	918,970	5,304,423	804,083	1,321,721	7,002,971	501,498	7,154,880	5,698,353	6,690,140	75,662,501
Change in Net Assets from Operations	981,426	(411,030)	(132,926)	(60,579)	764,160	6,552	38,464	(401,420)	8,304	1,287,908	6,998,229	(6,690,140)	2,388,948
Non-Operating Activity													
Investment return, net	-	-	-	-	-	-	-	-	-	-	-	(7,062,910)	(7,062,910)
Change in Net Assets Before Allocation of General and Administrative Activities	981,426	(411,030)	(132,926)	(60,579)	764,160	6,552	38,464	(401,420)	8,304	1,287,908	6,998,229	(13,753,050)	(4,673,962)
General and administrative allocation	(313,177)	(2,922,284)	(266,517)	(81,108)	(421,769)	(44,310)	(100,692)	(426,737)	(50,965)	(569,500)	(1,493,081)	6,690,140	-
Investment allocation	-	(5,723,364)	-	-	(488,297)	12,848	-	(782,450)	(81,647)	-	-	7,062,910	-
Total Change in Net Assets	668,249	(9,056,678)	(399,443)	(141,687)	(145,906)	(24,910)	(62,228)	(1,610,607)	(124,308)	718,408	5,505,148	-	(4,673,962)
Net Assets (Deficit), beginning of year	2,472,922	65,359,607	3,895,821	954,656	5,004,771	(193,047)	678,757	8,879,649	941,129	1,870,731	(522,229)	-	89,342,767
Net Assets (Deficit), end of year	\$ 3,141,171	\$ 56,302,929	\$ 3,496,378	\$ 812,969	\$ 4,858,865	\$ (217,957)	\$ 616,529	\$ 7,269,042	\$ 816,821	\$ 2,589,139	\$ 4,982,919	\$ -	\$ 84,668,805

Appendix C



Recycle

WITH **PaintCare**



PaintCare Products

These products have a fee when you buy them and are accepted for drop-off at no additional cost:

- 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-PaintCare Products

- Paint thinners, mineral spirits, solvents
- Aerosol coatings
- 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-PaintCare products, please contact the District's Department of Public Works.



A Program to Manage Leftover Paint

Each year about 850 million gallons of architectural paint are sold in the United States. Did you know that about 10 percent goes unused and can be reused and recycled?

The District of Columbia's paint stewardship law requires the paint manufacturing industry to operate a financially sustainable and environmentally responsible program to manage postconsumer (leftover) architectural paint. Paint manufacturers created PaintCare, a nonprofit organization, to run paint stewardship programs in states with applicable laws.

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 District.

Where Do I Take Leftover Paint?

Paint recycling is convenient with PaintCare. We set up paint drop-off sites throughout the District. To find your nearest drop-off site, use PaintCare's drop-off site locator at www.paintcare.org or call our hotline at (855) PAINT09.

How to Recycle

PaintCare sites accept all brands of leftover house paint, stain, and varnish, whether recently used or many years old. Containers must be five gallons or smaller, and some types of paint are not accepted. See back panel for a list of what PaintCare accepts.

All PaintCare drop-off sites accept up to five gallons of paint per visit. Some sites accept more. Please call sites in advance to confirm business hours and make sure they can accept the amount of paint you would like to recycle.

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



What Happens to the Paint?

PaintCare makes sure that your leftover paint is processed into recycled paint, used as a fuel, made into other products, or is properly disposed if no other beneficial use for it can be found.

Who Can Use the Program?

Households may drop off as much latex or oil-based paint as the PaintCare drop-off site is willing to accept. Businesses may drop off any amount of latex-based paint the PaintCare drop-off site is willing to accept, but limits may apply to oil-based paint. Visit www.paintcare.org/ business-limits for more information. Painting contractors based outside of the District may use PaintCare drop-off sites and events for paint purchased on behalf of customers in the District.

Do You Accept Large Volumes of Paint?

If you have at least 100 gallons of paint to recycle at your business or home, ask about our free large volume pickup service. Please visit www.paintcare.org for more details or to request a pickup.



PaintCare Fee

PaintCare is funded by a fee paid by paint manufacturers for each can of paint sold in the District. Manufacturers pass the fee to retailers, who then apply it to the price of paint. Retailers are encouraged to show the fee on customer receipts. The fee is based on the size of the container as follows:

\$ 0.00	Half pint or smaller
\$ 0.30	Larger than half pint up to smaller than 1 gallon
\$ 0.70	1–2 gallons
\$ 1.60	Larger than 2 gallons up to 5 gallons

Not a Deposit

The fee is not a deposit—it is part of the purchase price. The fee is used to fund the costs of running the program, including recycling, public education, staffing, and other expenses.

Contact Us

To learn more or find a drop-off site, please visit www.paintcare.org or call (855) PAINT09.



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

.....
Find a drop-off site near you:
(855) PAINT09 | paintcare.org



Paint Smarter

Scan the code above with your smart phone or visit paintcare.org/paint-smarter to get tips on how to buy the right amount of paint, use up what's left, and recycle the rest with PaintCare.

A nonprofit organization created by paint manufacturers, PaintCare is committed to making it easy and convenient to recycle leftover paint in states with paint stewardship laws.

xx-mcen-0522

Mini Card



PaintCare®

RECYCLING MADE EASY

About the Paint Recycling Program

Paint manufacturers created PaintCare, a nonprofit organization, to provide convenient places for households and businesses to recycle leftover paint. PaintCare sets up paint drop-off sites throughout states that pass paint stewardship laws.

✓ PAINTCARE PRODUCTS

These products have a fee when you buy them and are accepted for drop-off at no additional cost:

- 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.

PAINTCARE FEE

The PaintCare fee is applied to the purchase price of architectural paint as required by law. The fee funds collection, transportation, and processing costs. The fee is based on container size as follows:

\$0.00	Half pint or smaller
\$0.30	Larger than half pint up to smaller than 1 gallon
\$0.70	1–2 gallons
\$1.60	Larger than 2 gallons up to 5 gallons

For more information or to find a place to take your unwanted paint for recycling, please ask for the PaintCare brochure, visit paintcare.org, or call (855) PAINT09.

✗ NON-PAINTCARE 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



Counter Mat

Recycle with PaintCare!



Buy Right: Consult with painting professionals and retailers to buy the right amount of paint and reduce potential waste.



Use It Up: Use up leftover paint on the surface you are painting, on additional painting projects around the house, or give it to someone else in your community.



Recycle the Rest: When you can't use up leftover paint, drop it off with PaintCare to get it recycled!

Visit www.paintcare.org to find a year-round paint drop-off site near you or schedule a large volume pickup.



What types of paint products can be recycled with PaintCare?

PAINTCARE PRODUCTS

The following are products included in the program. When purchased, the PaintCare fee is applied. These products are accepted at no additional cost when dropped off at PaintCare's participating drop-off sites.

- Interior and exterior architectural paints: latex, acrylic, water-based, alkyd, oil-based
- Deck coatings, floor paints (including textured coatings)
- 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

The following are non-PaintCare products and are not included in the program. When purchased, the PaintCare fee is not applied. They are not accepted at PaintCare's participating drop-off sites.

- 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 Manufacturing (OEM) (shop application) paints and finishes
- Containers that are leaking or empty, and containers without the original printed manufacturer's label are not accepted at retail drop-off sites

PROGRAM FUNDING

The PaintCare fee is applied to the purchase price of architectural paint sold in the District as required by law. The fee is based on container size:

Half pint or smaller	\$0.00
Larger than half pint up to smaller than 1 gallon	\$0.30
1 gallon up to 2 gallons	\$0.70
Larger than 2 gallons up to 5 gallons	\$1.60

Recycle Paint at This Store



✓ PAINTCARE PRODUCTS

Paint must be in sealed, original container with original manufacturer label.

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

✗ NON-PAINTCARE PRODUCTS

No leaking, unlabeled, or empty containers

- No aerosol coatings
- 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

Paint is accepted during business hours only. Staff will check all products before accepting.



For a complete list of PaintCare Products, scan the code, ask for the PaintCare brochure, visit www.paintcare.org, or call (855) PAINT09.



PaintCare®
RECYCLING MADE EASY



PaintCare®

RECYCLING MADE EASY

We are a PaintCare Partner

The fee on the sale
of paint in the District
funds our program.

Recycle with PaintCare

To learn more, visit paintcare.org
or call (855) PAINT09.





PaintCare™

RECYCLING MADE EASY

✓ PaintCare Products

These products have a fee when you buy them and are accepted for drop-off at no additional cost:

- 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-PaintCare Products

These products do not have a fee when purchased 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
- 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

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

To learn more, please call **(855) PAINT09** or visit www.paintcare.org

See a staff member for assistance before dropping off paint for recycling.



XX-MAR-2021

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

Large Volume Pickup (LVP) Service

Updated — November 2023



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

Who Is PaintCare?

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

In states with a paint stewardship program (see www.paintcare.org/states), PaintCare's primary effort is to set up conveniently located drop-off sites—places where households, businesses, and others 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, visit www.paintcare.org/drop-off-sites or call (855) PAINT09.

Large Volume Pickups

In states where PaintCare operates, those who have accumulated a large volume of paint may be eligible for PaintCare's large volume pickup service (LVP). Large volume means 100 or more gallons, measured by container size, not liquid volume. On a case-by-case basis, PaintCare may approve a pickup for less than 100 gallons. After two or three pickups, you may be switched to a recurring pickup 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 paint recycling company or a hazardous waste transportation company to assist you.

HOW TO REQUEST AN LVP

- 1. Sort and count your paint**
Tally 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 paints and stains and any other program products (sealers and clear top-coat products, such as varnish and shellac).
- 2. Fill out the request form**
Fill out the Large Volume Pickup Request Form on our website at www.paintcare.org/pickup. Call PaintCare at (855) PAINT09 if you need assistance using the web form.

Scheduling

After reviewing your form, PaintCare staff will either approve your site for a pickup or inform you of the best place to take your paint if you do not meet the requirements. Once approved, you will be put in contact with our licensed transporter to schedule a pickup. It may be several weeks before your pickup occurs.

On the Day of Your Pickup

Sort your products into the two categories as noted above and store them in an area that has easy access for the transporter. If the paint is far from where the transporter parks, the path between should be at least four feet wide to accommodate movement of the paint collection bins.



The transporter is responsible for packing the paint into the bins. Once your paint is properly packed and loaded onto the transporter's truck, you will sign a shipping document and receive a copy for your records. Your paint will then be taken to an authorized facility for processing.

Recurring Service for LVPs

For those that generate large volumes of leftover paint on a regular basis, a service for recurring pickups is available. With this service, you will be provided with collection bins and request a pickup when at least two bins are filled. Your full bins will be swapped with empty bins each time a pickup occurs. You will be required to sign a contract with PaintCare, and PaintCare will provide onsite training on how to properly pack the paint.

Business Limits

To use the PaintCare program for oil-based paint, a business must qualify as an exempt generator under federal and any analogous state hazardous waste generator rules. Please visit www.paintcare.org/VSQG for more information on exempt generator rules. If your business does not qualify as an exempt generator, it will not be able to use the program for oil-based paint, but it can still use the program for latex products. (Non-exempt generators may use the pickup service in New York. Contact PaintCare for details.)

If You Have Products We Don't Accept

PaintCare does not accept certain paint products (such as aerosol coatings 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 households contact their local household hazardous waste (HHW) program. Some HHW programs also allow businesses to use their program for a modest fee. Otherwise, businesses should contact a licensed hazardous waste transportation company.

What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, 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 coatings
- 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

Information for Painting Contractors

Updated — January 2024



How do paint stewardship laws affect painting contractors?

PaintCare

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois.

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households, businesses, and other organizations can take postconsumer (leftover) architectural paint, free of charge. Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,400 drop-off sites across all PaintCare programs. To find a drop-off location, visit www.paintcare.org/drop-off-sites.

Fee and Funding

As required by laws in PaintCare jurisdictions, the program is funded by a fee (known as the PaintCare fee) that must be added by manufacturers to the wholesale price of all architectural paint sold in the state, including paint sold in stores and online. This fee is paid by manufacturers to PaintCare to fund program operations including paint collection and recycling, consumer education, and program administration. Displaying the fee on receipts is optional for retailers; however, PaintCare encourages retailers to show the fee to inform consumers about the program. (See reverse for complete listing of fees by state.)

Recommendations for Contractors

Preparing Estimates

When estimating jobs, contractors should take the PaintCare fee into account by checking with suppliers to make sure their quotes for paint products include the fee.

Pass Fee to Customers

PaintCare suggests that painting contractors pass on the fee to customers in order to recoup the fee they pay. Tell customers that quotes include the PaintCare fee and that the fee funds a statewide paint recycling program.

Convenient Paint Drop-Off Sites

With paint drop-off sites conveniently located throughout PaintCare states, anyone can drop off their leftover paint year-round. Many contractors report the benefits of clearing out their storage spaces and no longer stockpiling paint. Contractors now have an answer for customers who ask what to do with old paint they no longer want; they can recommend that they use PaintCare drop-off sites too.

Most drop-off sites take 5 gallons per customer per trip, though some take more. All retail drop-off sites take paint from businesses, although some transfer stations and household hazardous waste programs only serve households. Always call a drop-off site ahead of visiting to make sure they have space for your volume and to confirm they take paint from businesses.

Pickup Service for Large Volumes

Painting contractors with at least 100 gallons of leftover paint to recycle may qualify to have their paint picked up by PaintCare for free. To learn more about this service or to request an appointment, visit www.paintcare.org/pickup or call (855) PAINT09.

Business Limits

To use the PaintCare program for oil-based paint, a business must qualify as an exempt generator under federal and any analogous state hazardous waste generator rules. Please visit www.paintcare.org/business-limits for more information on exempt generator rules. If your business does not qualify as an exempt generator, it will not be able to use the program for oil-based paint, but it can still use the program for latex products. (Non-exempt generators may use the pickup service in New York. Contact PaintCare for details.)

What Are the Fee Amounts?

The PaintCare fee is based on container size and varies from one program to another:

	Larger than half pint up to smaller than 1 gallon	1–2 gallons	Larger than 2 gallons up to 5 gallons
California	\$0.30	\$0.65	\$1.50
Colorado	\$0.35	\$0.75	\$1.60
Connecticut	\$0.35	\$0.75	\$1.60
District of Columbia	\$0.30	\$0.70	\$1.60
Maine	\$0.35	\$0.75	\$1.60
Minnesota	\$0.49	\$0.99	\$1.99
New York	\$0.45	\$0.95	\$1.95
Oregon	\$0.45	\$0.95	\$1.95
Rhode Island	\$0.35	\$0.75	\$1.60
Vermont (through 4/30/24)*	\$0.49	\$0.99	\$1.99
Vermont (starting 5/1/24)	\$0.65	\$1.35	\$2.45
Washington	\$0.45	\$0.95	\$1.95

*A fee increase in Vermont will take effect on May 1, 2024.

What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in containers of five gallons or less. They do not include aerosol coatings, 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 coatings
- 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

Become a Retail Drop-Off Site for Paint

Updated — August 2023



PaintCare makes it easy for paint retailers to provide a convenient and valuable service for their community. Funding for the program comes from a fee applied to the price of architectural paint sold in states with paint stewardship laws.

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois.

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge.

Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,400 drop-off sites across all PaintCare programs.

All retailers in active PaintCare states should 1) be aware of the program, 2) that the PaintCare fee is applied to the price of architectural paint products, and 3) that drop-off sites are available throughout the state.

Benefits to Retailers and Their Customers

There are many benefits to becoming a paint drop-off site. As a participating retailer, you 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 products
- Keep leftover paint out of landfills and put to a beneficial use
- Promote your store's environmental responsibility
- Increase customer foot traffic and sales opportunities
- Help relieve local government of their cost of managing leftover paint
- Be advertised by PaintCare on their website and in consumer outreach efforts
- Help your state conserve resources, keep paint out of the waste stream, and prevent the improper disposal of paint in your community

Become a Paint Drop-Off Site

Retailers interested in becoming drop-off sites can fill out the Interest Form available at www.paintcare.org/drop-off-site-interest-form/.



PaintCare Drop-Off Sites Receive Free of Charge

- Reusable bins for storing collected PaintCare products
- Transportation and recycling of the collected PaintCare products
- Training materials and staff training at your site
- Program brochures, signage, and customer education materials
- Paint spill kits
- Listing of your store as a drop-off site on our website and in advertisements and promotional materials

Drop-Off Site Responsibilities

- Provide secure storage area for reusable paint collection bins
- Accept all brands of leftover PaintCare products from the public during regular business hours
- Place only PaintCare products in reusable collection bins, taking care not to open containers
- Keep bins neat and properly packed
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure all staff maintain training on PaintCare program guidelines and operating procedures
- Display “drop-off site” signs in store window and provide consumers education materials about the program



What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. 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

Become a Retail Drop-Off Site for Paint

Updated — January 2023



PaintCare makes it easy for paint retailers to provide a convenient and valuable service for their community.

Funding for the program comes from a fee applied to the price of architectural paint sold in states with paint stewardship laws.

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington.

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge.

Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,400 drop-off sites across all PaintCare programs.

All retailers in active PaintCare states should 1) be aware of the program, 2) that the PaintCare fee is applied to the price of architectural paint products, and 3) that drop-off sites are available throughout the state.

Benefits to Retailers and Their Customers

There are many benefits to becoming a paint drop-off site. As a participating retailer, you 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 products
- Keep leftover paint out of landfills and put to a beneficial use
- Promote your store's environmental responsibility
- Increase customer foot traffic and sales opportunities
- Help relieve local government of their cost of managing leftover paint
- Be advertised by PaintCare on their website and in consumer outreach efforts
- Help your state conserve resources, keep paint out of the waste stream, and prevent the improper disposal of paint in your community

Become a Paint Drop-Off Site

Retailers interested in becoming drop-off sites can fill out the Interest Form available at www.paintcare.org/drop-off-site-interest-form/.



PaintCare Drop-Off Sites Receive Free of Charge

- Reusable bins for storing collected PaintCare products
- Transportation and recycling of the collected PaintCare products
- Training materials and staff training at your site
- Program brochures, signage, and customer education materials
- Paint spill kits
- Listing of your store as a drop-off site on our website and in advertisements and promotional materials

Drop-Off Site Responsibilities

- Provide secure storage area for reusable paint collection bins
- Accept all brands of leftover PaintCare products from the public during regular business hours
- Place only PaintCare products in reusable collection bins, taking care not to open containers
- Keep bins neat and properly packed
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure all staff maintain training on PaintCare program guidelines and operating procedures
- Display “drop-off site” signs in store window and provide consumers education materials about the program



What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. 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

How Does the District of Columbia Paint Stewardship Program Affect Paint Retailers?

Updated — January 2024



The District of Columbia's paint stewardship law requires a fee to be applied by manufacturers to all new architectural paint sales in the District. Retail stores must pass the fee on to consumers and may volunteer to be a postconsumer paint drop-off site. The program started in November 2016.

PaintCare

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois.

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. PaintCare has established more than 2,400 paint drop-off sites across its 11 programs. Most sites are paint and hardware stores, as well as government run waste collection facilities. There are seven PaintCare drop-off sites in the District.

Participation as a Drop-Off Site is Voluntary

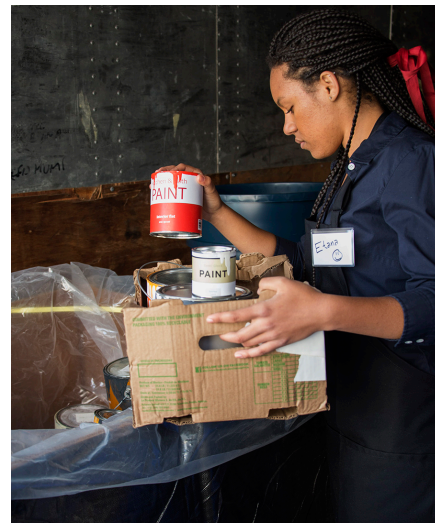
Paint retailers are encouraged to participate as paint drop-off sites. Participating can increase foot traffic and provide an environmentally responsible service for retailers' customers by making it convenient for them to recycle leftover paint.

Store staff will screen and accept paint from the public. All supplies, including reusable collection bins, as well as

transportation and recycling of the paint, and site training, will be provided by the PaintCare program. PaintCare also promotes sites to the local community.

Become a Paint Drop-off Site

Retailers interested in becoming drop-off sites can fill out the Interest Form available at www.paintcare.org/drop-off-site-interest-form/.



REQUIREMENTS OF RETAILERS

1. Check Registered Manufacturers and Brands

Retailers may not sell architectural paints in the District of Columbia that are not registered. Paint manufacturers must register their company with PaintCare, and they must register all architectural paint brands they sell in the state. PaintCare publishes lists of registered manufacturers and brands so that retailers can check to see that the products they sell are registered. Please visit paintcare.org/manufacturers for current registration lists.

2. Pass on the PaintCare Fee

State law requires that a stewardship fee (PaintCare fee) is applied by manufacturers to the wholesale price of architectural paint sold in store and online in the District of Columbia. This fee pays for all aspects of running the program.

The fee is remitted by manufacturers to PaintCare. Manufacturers then pass the fee to their dealers and retailers, who add it to the wholesale price covered products. Retailers should see the PaintCare fee on invoices from suppliers. The law also requires that retailers and distributors apply the fee to the price of architectural paint they sell in store and online. The fee paid by customers to the retailers offsets the fee charged to the retailers. This ensures a level playing field for all parties.

COMMON QUESTIONS

How much is the fee?

The fee is by container size, as follows:

\$ 0.00 — Half pint or smaller

\$ 0.30 — Larger than half pint up to smaller than 1 gallon

\$ 0.70 — 1–2 gallons

\$ 1.60 — Larger than 2 gallons up to 5 gallons

How is the fee calculated?

The fee is set to cover the cost of a fully operating program. PaintCare estimated the annual program expenses and sales of architectural paint in the District of Columbia and determined a fee structure that provides the revenue needed to fund the program. PaintCare is a nonprofit organization and operates programs on a state-by-state basis, so the fee may increase or decrease in the future and is different from state to state.

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. The fee itself is not a tax.

Is the fee a deposit to be returned to customers?

The fee is not a deposit. The fee is used entirely to cover the expenses of running the program. The fee is not given back as a deposit for dropping off covered PaintCare products or empty paint cans (empty cans are not accepted by the PaintCare program at all).

Are we required to show the fee on receipts?

Showing the fee on receipts is not required, but most stores show the fee in order to explain the price increase to their customers. PaintCare encourages retailers to show the fee to increase awareness of the program.

Do we refund the fee if a product is returned?

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

How does 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. Translated materials are available in Spanish and over two dozen other languages, provided upon request. Additional materials can be ordered as needed for no charge. In addition to retailers, PaintCare works with contractor associations to inform professional painting contractors and conducts general outreach campaigns that may include digital and online advertising, direct mail, newspaper, radio, and television.

What products are covered?

Architectural paints include most house paints, stains, and clear coatings (e.g., varnish and shellac). For a definition of covered architectural paint (PaintCare products) for the purposes of this program and for examples of PaintCare and non-PaintCare products, please contact PaintCare or visit www.paintcare.org/products.

Contact

Emily Carino
District of Columbia Program Manager
(503) 730-1258
ecarino@paint.org

About the PaintCare Fee

Updated — January 2024



Paint stewardship laws require retailers to add a fee to architectural paint products and make sure they are not selling unregistered brands of architectural paint.

PaintCare

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois. The main goal of PaintCare is to decrease paint waste and recycle more postconsumer paint by setting up convenient drop-off sites in each state.

What is the recovery fee and how does it work?

The PaintCare program is funded through a paint stewardship fee called the PaintCare fee. The PaintCare fee is applied to the purchase price of architectural paint. The fee funds collection, transportation, and processing of unused

postconsumer (leftover) architectural 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 local and state government costs for paint management and provides a funding source for a more convenient, statewide paint management program.

Do retailers have to pass on the fee?

Yes, each state or jurisdiction's law requires retailers to pass on the fee to consumers, ensuring a level playing field for all parties. This requirement includes paint sold online on any e-commerce websites.

Recommendations for Painting Contractors

Preparing Estimates

When estimating jobs, painting contractors should take the PaintCare fee into account by checking with suppliers to make sure their quotes for paint products include the fee.

Pass Fee to Customers

PaintCare suggests that painting contractors pass on the fee to customers in order to recoup the fee they pay. Tell customers that quotes include the PaintCare fee and that the fee funds a statewide paint recycling program.

How much is the fee?

The PaintCare fee is based on container size and varies from one program to another:

	Larger than half pint up to smaller than 1 gallon	1–2 gallons	Larger than 2 gallons up to 5 gallons
California	\$0.30	\$0.65	\$1.50
Colorado	\$0.35	\$0.75	\$1.60
Connecticut	\$0.35	\$0.75	\$1.60
District of Columbia	\$0.30	\$0.70	\$1.60
Maine	\$0.35	\$0.75	\$1.60
Minnesota	\$0.49	\$0.99	\$1.99
New York	\$0.45	\$0.95	\$1.95
Oregon	\$0.45	\$0.95	\$1.95
Rhode Island	\$0.35	\$0.75	\$1.60
Vermont (through 4/30/24)*	\$0.49	\$0.99	\$1.99
Vermont (starting 5/1/24)	\$0.65	\$1.35	\$2.45
Washington	\$0.45	\$0.95	\$1.95

*A fee increase in Vermont will take effect on May 1, 2024.

How is the fee initially calculated?

When a new program starts, the fee is set to cover the cost of a fully implemented program. PaintCare estimates annual sales of paint in each state and then divides the cost of the program in that state by the number of containers sold in that state. Next, the fee is 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 nonprofit organization, so the fee may be decreased if set at a level beyond what is needed to cover program expenses. Likewise, the fee may be increased if PaintCare does not collect enough revenue to cover the costs to operate the state program.

Are retailers required to show the fee on receipts?

While it's not required, PaintCare encourages retailers to list the PaintCare fee on purchase receipts to aid in consumer education, and most stores do so. Most states have enacted price accuracy statutes that govern the nature of pricing information that must be disclosed to consumers. Retailers should be mindful that regulators in some states may view their state's laws as requiring retailers to incorporate the PaintCare fee in the product price displayed to consumers, regardless of whether a retailer chooses to break the PaintCare fee out separately on purchase receipts. For more information, visit www.paintcare.org/pricinglaws.

Is the fee taxable?

Yes, the fee is part of the purchase price of paint. Sales tax is collected on the fee in most cases, except in Oregon, a state that does not have a sales tax, and Maine, per supplemental legislation.

Is the fee to be applied to paint sold to customers who are exempt from sales tax?

Yes, government agencies and other organizations that are exempt from sales tax in PaintCare States must still pay the fee, because it is part of the price of paint. However, the fee, like the rest of the product price, should not be taxed for sales tax-exempt organizations.

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 fee is used entirely to cover the cost of running the program.

Do retailers return the fee if someone returns a product?

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

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 package of materials to retailers. As needed, retailers may order additional free materials from PaintCare at any time. In addition to retailer information, PaintCare works with contractor associations to provide information to trade painters and conducts general outreach including newspaper, radio, television, and online advertising.

How do we as retailers know what products to put the fee on?

Suppliers' invoices 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.

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 container sizes of five gallons or less. They do not include aerosol coatings, industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings. For a detailed list of PaintCare and non-PaintCare products, please visit www.paintcare.org/products-we-accept.

FOR NEW PROGRAMS

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

Yes, retailers must add the fee on all covered products sold on or after the first day of the program, regardless of when (before or after program launch) they were purchased from the distributor or manufacturer.

Information for HHW Programs

Updated — January 2024



Paint stewardship laws benefit household hazardous waste (HHW) programs.

PaintCare

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois. The main goal of the programs is to decrease paint waste and recycle more postconsumer (leftover) paint.

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households, businesses, and other organizations can take leftover architectural paint free of charge. PaintCare has established more than 2,400 paint drop-off sites across its programs. While most sites are paint and hardware stores, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste collection programs are also important partners and may participate as paint drop-off sites and have their paint transportation and recycling costs paid by PaintCare.



Become a Drop-Off Site

HHW programs that would like their facilities and/or events to become paint drop-off sites can fill out the interest form available at www.paintcare.org/drop-off-site-interest-form/.

Benefits of Partnering with PaintCare

There are many benefits to becoming a paint drop-off site. The cost of transportation and recycling of products accepted by PaintCare (e.g., paint, stain, varnish) will be paid by PaintCare. As a participating drop-off site, you will:

- Save on paint management (supplies, transportation, and recycling) and public outreach
- Help your state conserve resources, keep paint out of the solid waste stream, and prevent the improper disposal of paint in your community
- Make recycling of leftover paint more convenient for your community

Water-Based (Latex) Paint is a Resource

An important goal of PaintCare is to conserve resources and increase the amount of paint that is recycled. In areas where HHW programs do not accept water-based paint, households 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 water-based paint—is recycled to the maximum extent possible.

PaintCare Drop-Off Sites Receive Free of Charge

- Staff training at your site
- Reusable paint collection bins
- Paint transportation and processing services
- Site signage
- Compensation for value-added services including paint reuse programs, bulking of oil-based paint, and other optional services
- Publicity of HHW site or event (optional)

Drop-Off Site Responsibilities

- Provide secure storage area for reusable paint collection bins
- Accept all brands of leftover PaintCare products from the public during operating hours
- Place only PaintCare products in bins
- Keep paint collection bins neat and properly packed
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure all staff maintain training on PaintCare program guidelines and operating procedures

How do billing and payments work?

- In the most common scenario, when your site ships out PaintCare products, the hauler sends PaintCare an invoice directly. This avoids the need for reimbursement.
- If your site also contracts with PaintCare for value-added services such as paint reuse, your program sends an invoice to PaintCare for reimbursement.

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, PaintCare will cover the transportation and processing 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 processing costs.
- HHW programs may continue to put restrictions on who can use their programs, e.g., to residents of certain towns or cities. (PaintCare retail drop-off sites accept paint from anyone in the state, and from both households and businesses.)

Our Program Would Like to Partner with PaintCare, What Are Our Next Steps?

- Contact PaintCare to begin contracting discussions as early as possible
- Analyze your current operations so you can describe them in detail to PaintCare to help determine the most appropriate type of contracting approach for your program
- Reach out internally to those who will be involved with the contracting process to understand their needs and time constraints
- Consult with staff involved with paint management operations to ensure they understand how partnership with PaintCare works and to address any questions and concerns with PaintCare staff
- Review the Fact Sheet: Contracting with PaintCare for more details on contract types and other considerations as you prepare. Get a copy by contacting PaintCare or find the fact sheet in the Waste Facilities section of www.paintcare.org.

What Products are Covered?

Architectural paints include most house paints, stains, and clear coatings (e.g., varnish and shellac). For a definition of covered architectural paint (PaintCare products) for the purposes of this program and for examples of PaintCare and non-PaintCare products, please contact PaintCare or visit www.paintcare.org/products.

Information for Solid Waste Facilities Including Transfer Stations, Recycling Centers, and Landfills

Updated — January 2024



PaintCare supports paint collection activities at solid waste facilities in states with paint stewardship laws. Funding for the program comes from a fee applied to the price of architectural paint sold in these states.

PaintCare

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois.

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. PaintCare has established more than 2,400 paint drop-off sites across its programs. While most sites are paint and hardware stores, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste (HHW) facilities, may participate as paint drop-off sites.

Become a Drop-off Site

Solid Waste Facilities that would like to become a drop-off site can fill out the interest form available at www.paintcare.org/drop-off-site-interest-form/.

Benefits to Solid Waste Facilities and Their Customers of Becoming a PaintCare Drop-Off Site

There are many benefits to becoming a paint drop-off site. The cost of transportation and recycling of PaintCare accepted products (e.g., paint, stain, varnish) will be paid by PaintCare. As a participating drop-off site, you will:

- Make recycling of leftover paint more convenient for your customers
- Help relieve local government of their cost of managing leftover paint
- Help your state conserve resources, keep paint out of the solid waste stream, and prevent the improper disposal of paint in your community
- Optional: offer paint in good condition collected at your site to the public for reuse and receive a reimbursement of \$1.60 per gallon. See our fact sheet, Reuse Program – Compensation and Reporting, for more information.

PaintCare Drop-Off Sites Receive Free of Charge

- Reusable paint collection bins
- Paint transportation and processing services
- Training materials and staff training at your site
- Program brochures, signage, and customer education materials
- Listing your drop-off site on PaintCare website and in ads and promotional materials (optional)

Drop-Off Site Responsibilities

- Provide secure storage area for paint collection bins
- Accept all brands of leftover PaintCare products from the public during operating hours
- Place only PaintCare products in paint collection bins, taking care not to open containers
- Keep paint collection bins neat and properly packed
- Complete minimal paperwork related to tracking outgoing paint shipments
- Ensure all staff maintain training on PaintCare drop-off site guidelines and operating procedures

Water-Based (Latex) Paint is a Resource

An important goal of PaintCare is to conserve resources and increase the amount of paint that is recycled. In areas where HHW programs do not accept water-based paint, households 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 paint—is recycled to the maximum extent possible.

Will Becoming a PaintCare Drop-Off Site Require Operational Changes?

No. Your facility may continue to put restrictions on who can access the paint collection program at your site. If your facility only services a specific geographic region (e.g., specific towns, cities, or counties), you will not be required to service customers that live outside of your service area. Similarly, if your facility is not permitted to take business waste, you will not be required to do so. (PaintCare retail sites accept paint from anyone in the state and from both households and businesses.)

Benefits of PaintCare to Solid Waste Facilities

Solid waste facilities that generate leftover paint but are not PaintCare drop-off sites can still participate in the PaintCare program.

- Solid waste facilities, like other entities, can drop off leftover paint at PaintCare sites. All PaintCare drop-off sites accept up to 5 gallons of paint, but some PaintCare sites accept more. Visit www.paintcare.org/drop-off-locations to find a site.
- PaintCare offers a free pickup service for households, businesses, and organizations that have accumulated 100+ gallons of paint measured by container size (not volume). Learn more about this in our fact sheet titled Large Volume Pickup (LVP) Service or at www.paintcare.org/pickup.
- For entities that generate large volumes of unwanted paint on a regular basis, a service for recurring direct pickups is available. Contact PaintCare for additional information.

What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, 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 coatings
- 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

Joint Outreach Projects

Updated — January 2024



Introduction

If you are a local government that has partnered with PaintCare, we offer limited funding support for outreach activities that promote the PaintCare program. We are most interested in partnering with you when setting up new PaintCare sites, where participation is low, or to promote one-day household hazardous waste events to boost the amount of paint collected. We support radio, newspaper, social media, and direct mail, and will consider other media.

REVIEW AND APPROVAL

Project budgets and all creative work must be reviewed and approved by PaintCare. Creative work includes text, images, and scripts. All projects must include PaintCare's website address and logo and mention that other PaintCare drop-off sites can be found at www.paintcare.org.

PROPOSAL FORM

Please complete our Proposal Form for Joint Outreach Projects on the Waste Facilities page at www.paintcare.org/joint-outreach/, or email brodgers@paint.org with questions.

IMAGES

PaintCare can provide artwork and photos you can use for creating drafts.

Your Responsibilities

At the start of each project, we request that you provide PaintCare with draft text, dimensions and/or specs, and due dates for the materials.

PRINT (BROCHURES, POSTCARDS, ETC.)

You are responsible for sending artwork files to your printer, coordinating mailings, and distribution. After the project is completed, we request a description of how, when, and where the piece was distributed and an electronic copy of the final piece.

NEWSPAPER

You are responsible for scheduling and sending artwork files to the newspaper. After the project is completed, we request a list of run dates for each newspaper and a scan of each ad.

RADIO

You are responsible for providing the pre-approved scripts to the stations and handling scheduling. After the project is completed, we request you provide text of the final script with a list of run dates and times.

DIGITAL MEDIA & OTHER

We are open to other types of projects such as digital advertising and social media campaigns, as well as other forms of outreach. Please coordinate details in advance 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 assist with basic layout and graphic design for print and digital projects. 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 editing. Depending on the time of year, this may take 4–8 weeks.

Reimbursement

PaintCare provides reimbursements for 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 costs for approved projects proportional to the amount of the project dedicated to PaintCare information. Funding amounts may also differ depending on available resources and our other outreach taking place in your area.

To be reimbursed after the project is completed, send an invoice from your government agency, samples of final pieces, and copies of invoices from your vendors to paintcare@bill.com and copy Brett Rodgers at

brodgers@paint.org. The "To:" space on the invoice should be addressed to PaintCare Inc., 901 New York Ave NW, Suite 300 West, Washington DC, 20001. In the space for purchase orders please write "6369 Communications: Other, Joint Projects." See sample invoice below.

{SAMPLE INVOICE}

Environmental Services Program

Washington County
123 Government Way
Anytown, State 55776

June 24, 2023

Invoice: 2452187

Purchase Order: 6369 Communications: Other, Joint Projects

Communications Department
PaintCare Inc.
901 New York Ave NW, Suite 300 West
Washington DC, 20005

Description:

- Newspaper ad promoting one day event held in Anytown on May 1, 2023
- Three 5x5 ads ran on April 13, 2023 in the County Journal
- Total invoices from newspapers: \$1,487.00
- Invoice and copy of one ad are attached
- Per prior discussion, PaintCare agreed to reimburse county for \$750
- Contact person: Marie Chen, 202-555-1212

Invoice Amount: \$750.00

Remit to:

Environmental Services Program
Washington County
123 Government Way
Anytown, State 55776

Reuse Programs - Compensation & Reporting

Updated — January 2024



PaintCare encourages household hazardous waste programs, reuse stores, and others to operate paint reuse programs (i.e., swap shops or exchanges). Reuse programs return good quality, unused paint to the local community at low or no cost. Reuse is a preferred method of waste management.

To encourage reuse, PaintCare will compensate paint drop-off sites operating a reuse program under a contract with PaintCare.

Operating a Reuse Program

Any PaintCare products (qualifying paint, stain, and varnish as defined by PaintCare – please see www.paintcare.org/products) that are distributed through reuse programs must be in their original container, have an original label, and be in good physical and aesthetic condition. Contents must be liquid and relatively new. Containers should be closed securely before being placed in the reuse storage area.

Customers must sign a waiver form explaining that the paint is taken “as-is” with no guarantee of quality or contents. The customer is required to read, complete, and sign the form, and site staff members are required to verify and record what has been taken by the customer. If a reuse facility does not use a waiver form, the facility accepts the liability for the materials. The staff must record the number of containers taken by each participant and the total estimated volume on the log.

Track and Report by Volume (gallons)

- Containers may contain any amount of paint in them
- The site must determine and report the total gallons of latex paint and the total gallons of oil-based paint distributed for reuse
- Compensation is provided at \$1.60 per gallon

The site must track and report the actual volume of paint in the containers using an internal methodology (e.g., weigh the cans on a scale, estimate weight by hand, do visual inspection). The methodology must be provided to PaintCare upon request.



Reuse room at the Household Hazardous Waste Facility at the Yolo County Central Landfill in Woodland, CA.

Appendix D



2023 Annual Survey Results

prepared by



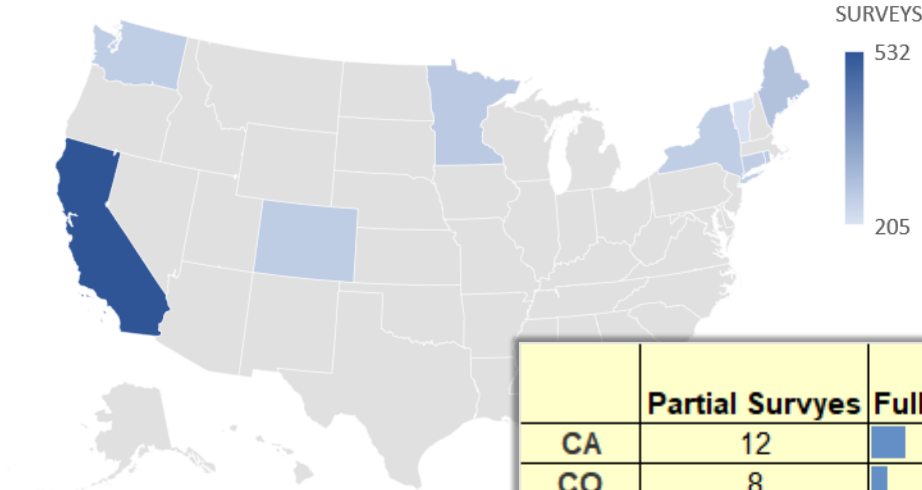
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Response Summary

- ❖ 2,783 surveys were conducted in 9 states plus the District of Columbia in September 2023.
- ❖ Panel research methodologies were applied to attain distribution of results by gender, age, ethnicity, and income. Surveyed consumers were all over the age of 18.



	Partial Surveys	Full Surveys	Total Surveys	Margin of Error*
CA	12	520	532	+/-3%
CO	8	251	259	+/-5%
CT	5	250	255	+/-5%
DC	5	200	205	+/-6%
ME	9	273	282	+/-5%
MN	13	252	265	+/-5%
NY	5	249	254	+/-5%
RI	14	251	265	+/-5%
VT	8	202	210	+/-6%
WA	4	252	256	+/-5%
Total	83	2700	2783	

*at a 90% level of confidence

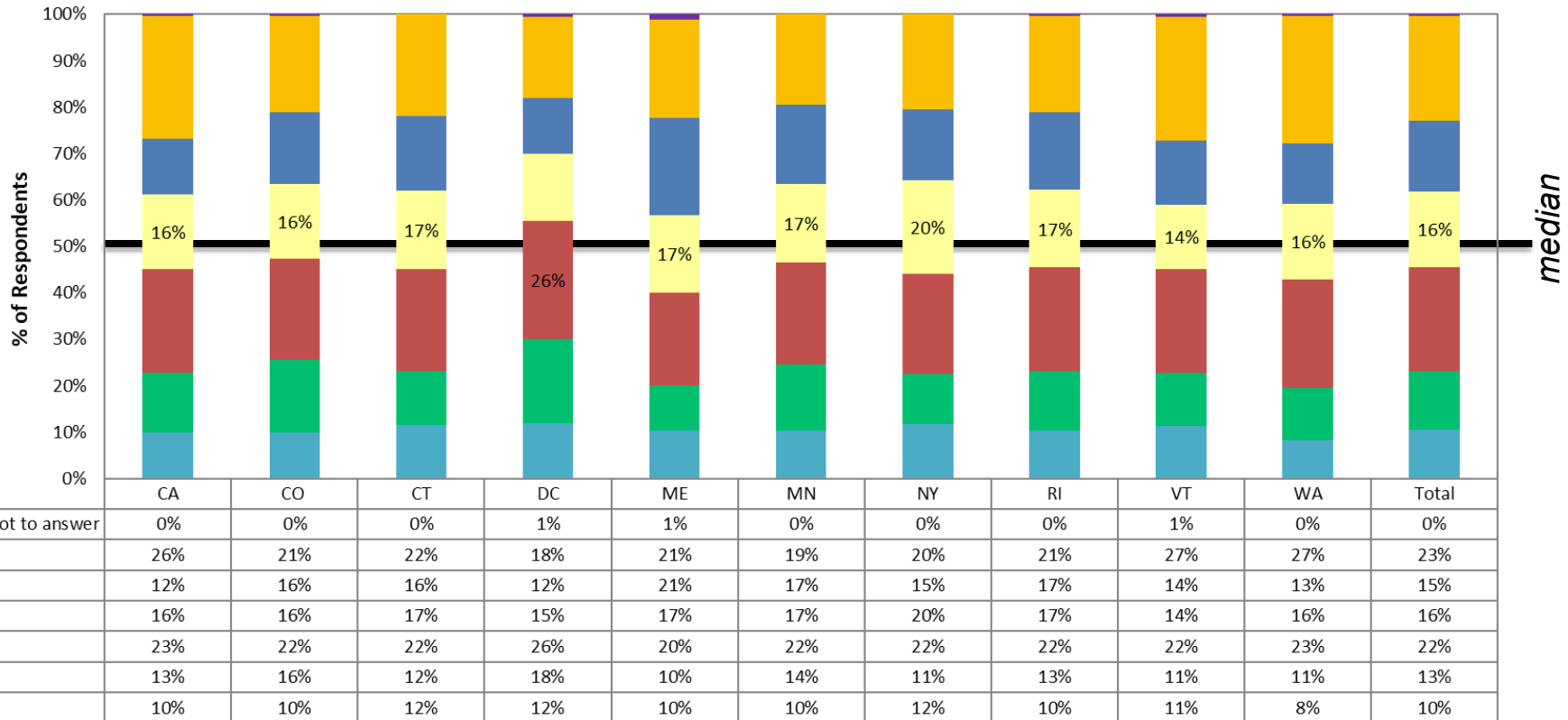
RESPONDENT PROFILES



Profile of Respondents - Age

- ❖ A good mix of age ranges was represented in each state's/district's sample.
- ❖ The median age was 41-50 overall and in most states/the district (as was the case last period).
- ❖ Variances can be attributed to state/district characteristics and sample availability.

Respondent Age

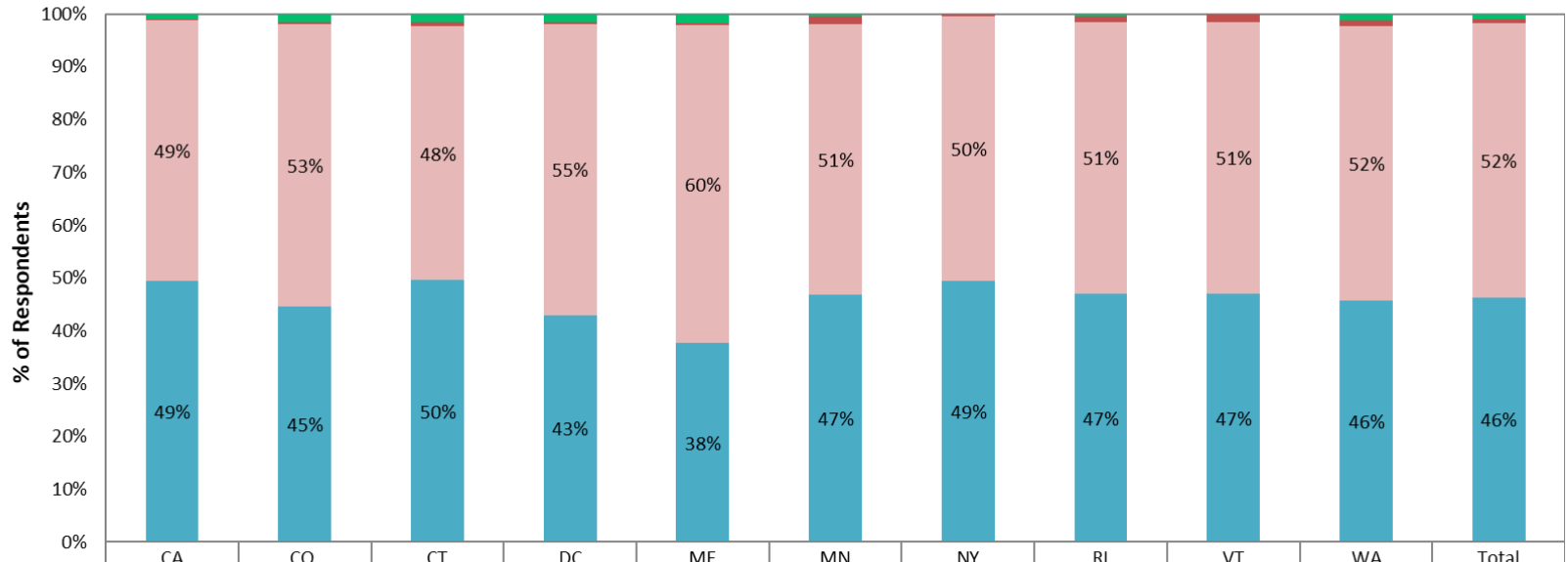


N=CA 520;CO 251;CT 250;DC 200;ME 273;MN 252;NY 249;RI 251;VT 202;WA 252;TOTAL 2700

Profile of Respondents - Gender

- ❖ Overall, results were fairly evenly split between men and women.
- ❖ Variances can be attributed to sample availability.

Gender Identity

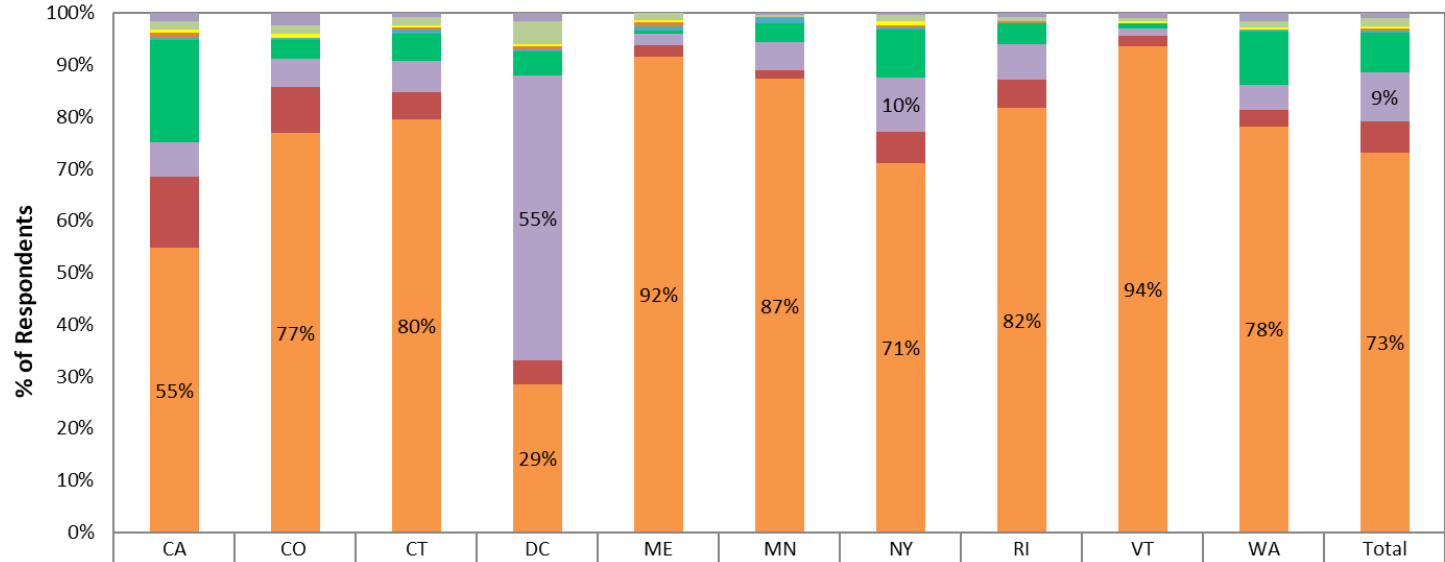


	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
I prefer not to answer	1%	2%	2%	2%	2%	0%	0%	0%	0%	1%	1%
Non-binary/other	0%	0%	1%	1%	0%	2%	0%	1%	1%	1%	1%
Woman	49%	53%	48%	55%	60%	51%	50%	51%	51%	52%	52%
Man	49%	45%	50%	43%	38%	47%	49%	47%	47%	46%	46%

Profile of Respondents - Ethnicity

- ❖ 73% of all respondents identified themselves as white (exactly the same as in last period).
- ❖ However, there were variances within states/the district. Consistent with census data, D.C. had the highest proportion of Black/African American respondents; California, Hispanic/Latino and Asian respondents.

Respondent Ethnicity



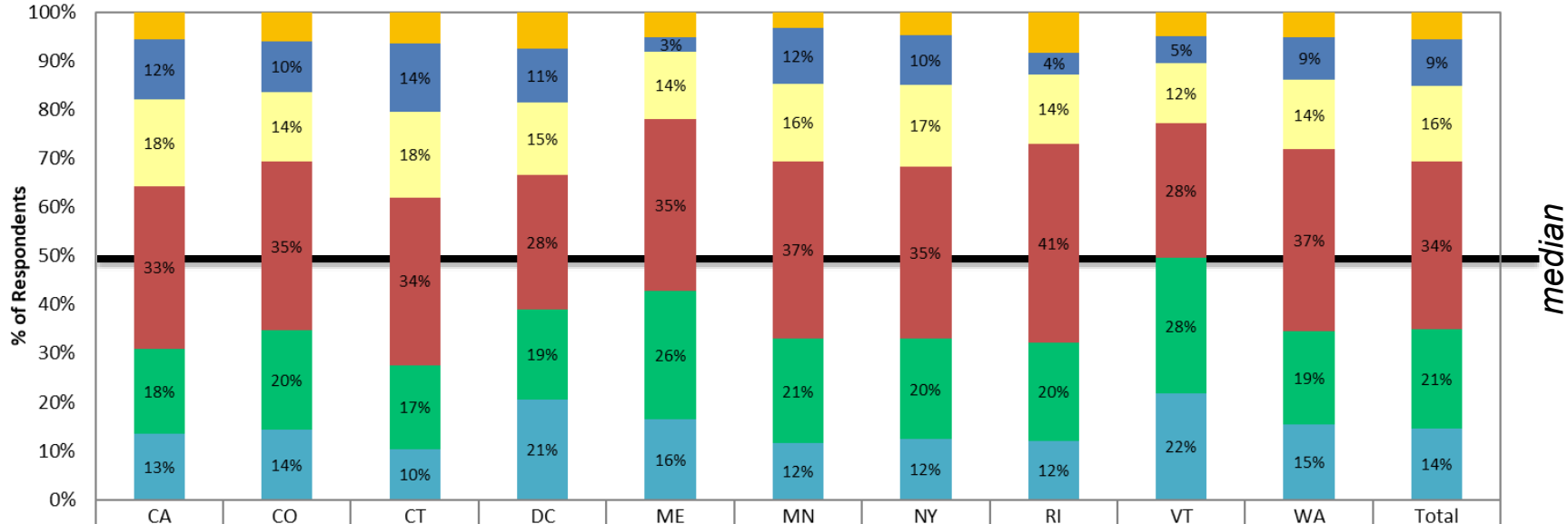
	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
Other*	2%	2%	1%	2%	0%	0%	0%	1%	1%	2%	1%
I prefer not to answer	2%	2%	2%	5%	1%	0%	1%	1%	1%	1%	1%
Some other race, ethnicity or origin	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Native Hawaiian or Other Pacific Islander	1%	1%	0%	1%	0%	0%	1%	0%	1%	0%	0%
Middle Eastern or North African	1%	0%	0%	1%	1%	0%	0%	0%	0%	0%	0%
American Indian or Alaska Native	0%	0%	1%	1%	1%	1%	0%	0%	0%	0%	0%
Asian	20%	4%	5%	5%	1%	4%	9%	4%	1%	10%	8%
Black or African American	7%	6%	6%	55%	2%	6%	10%	7%	1%	5%	9%
Hispanic, Latino or Spanish origin	14%	9%	5%	5%	2%	2%	6%	6%	2%	3%	6%
White	55%	77%	80%	29%	92%	87%	71%	82%	94%	78%	73%

*Other Ethnicities: American, Bi-Racial/Mixed Race, Caribbean, Native American (two individuals found the question offensive)

Profile of Respondents - Income

- ❖ The median household income level for respondents in each state/district was \$50-99K (same as last period).

Respondent Annual Household Income

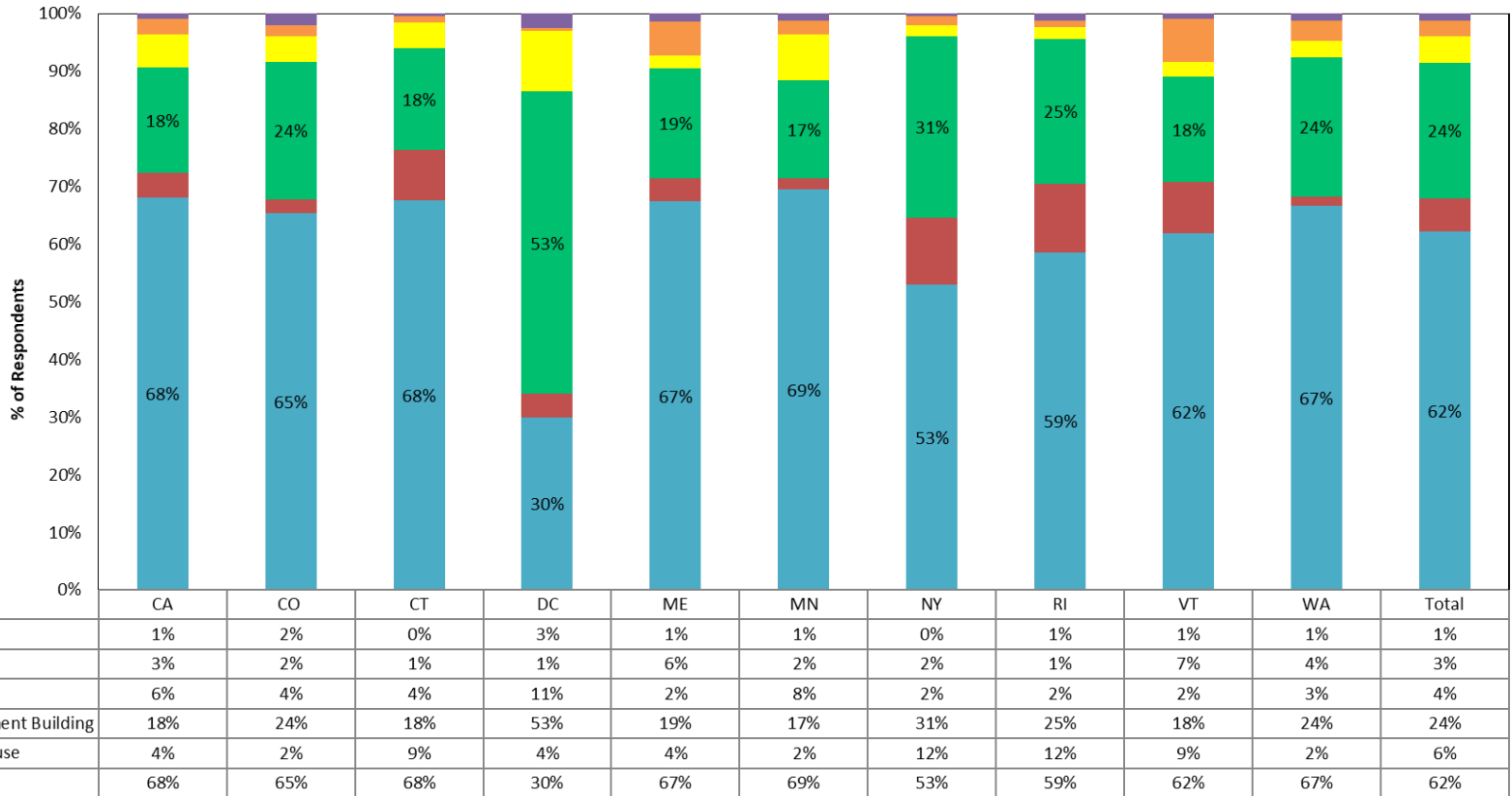


Income Level	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
I prefer not to answer	6%	6%	6%	8%	5%	3%	5%	8%	5%	5%	6%
More than \$150,000	12%	10%	14%	11%	3%	12%	10%	4%	5%	9%	9%
\$100,000 to \$149,000	18%	14%	18%	15%	14%	16%	17%	14%	12%	14%	16%
\$50,000 to \$99,999	33%	35%	34%	28%	35%	37%	35%	41%	28%	37%	34%
\$25,000 to \$49,999	18%	20%	17%	19%	26%	21%	20%	20%	28%	19%	21%
\$24,999 or less	13%	14%	10%	21%	16%	12%	12%	12%	22%	15%	14%

Profile of Respondents – Dwelling Type

- ❖ 62% of respondents live in a single-family home (similar to last period).
- ❖ Condominium/apartment living was more predominant in D.C. and New York.

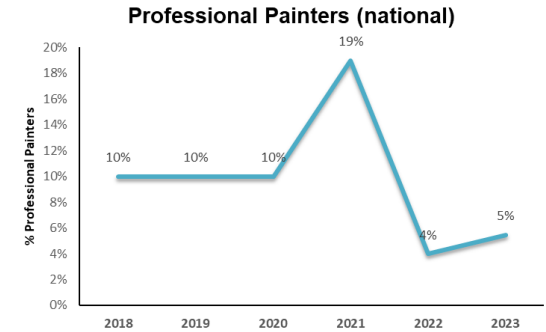
Respondent Dwelling Type



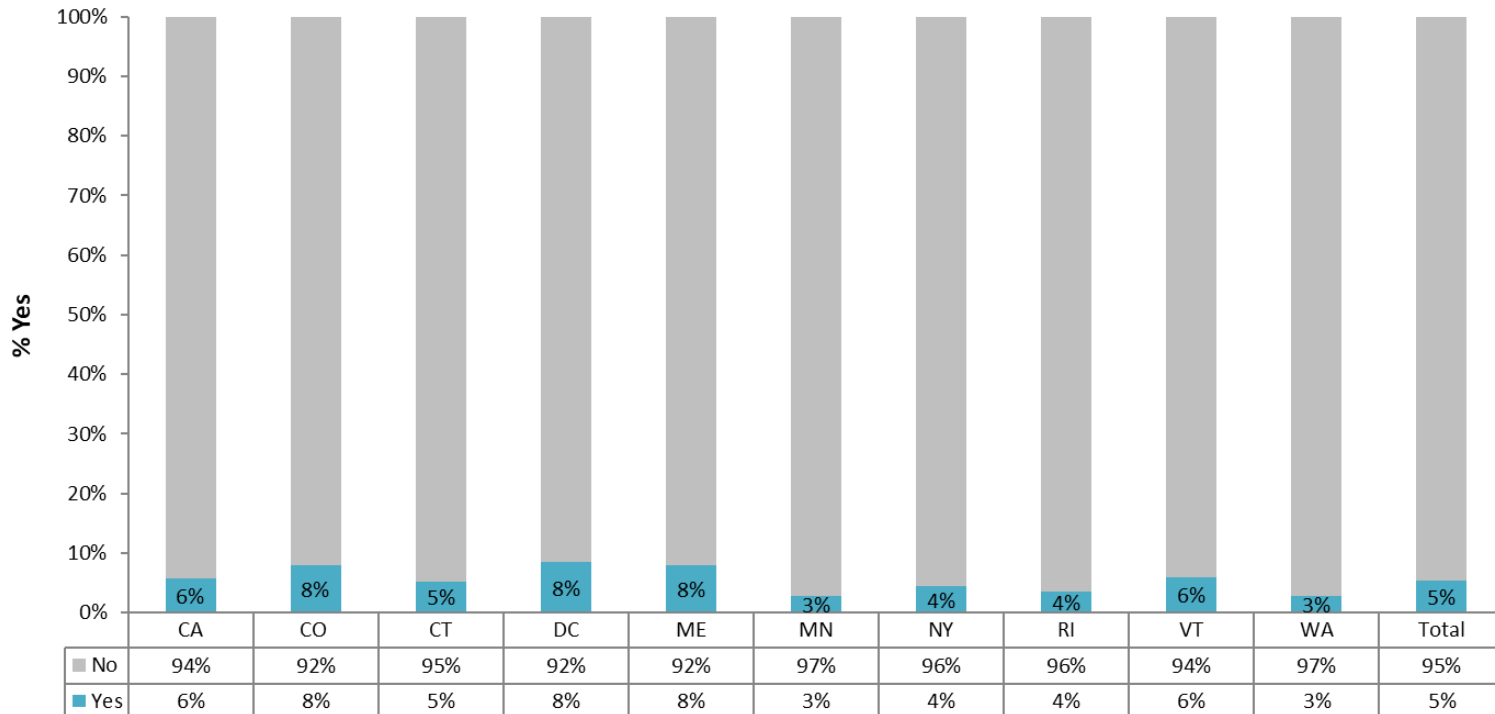
**Other Dwelling Types: cabin, company housing, dorm, duplex, government housing, homeless, hotel, living with friend, RV, shared elderly living facility, studio*

Profile of Respondents – Paint-Related Professions

- ❖ 5% of all respondents identified as professional painters, similar to last year (4%).
- ❖ This consistency seems to support the theory that the spike in professional painters in 2021 could have been a result of pandemic job shifting.
- ❖ The greatest percentages of professional painters were in DC, Maine and Colorado.



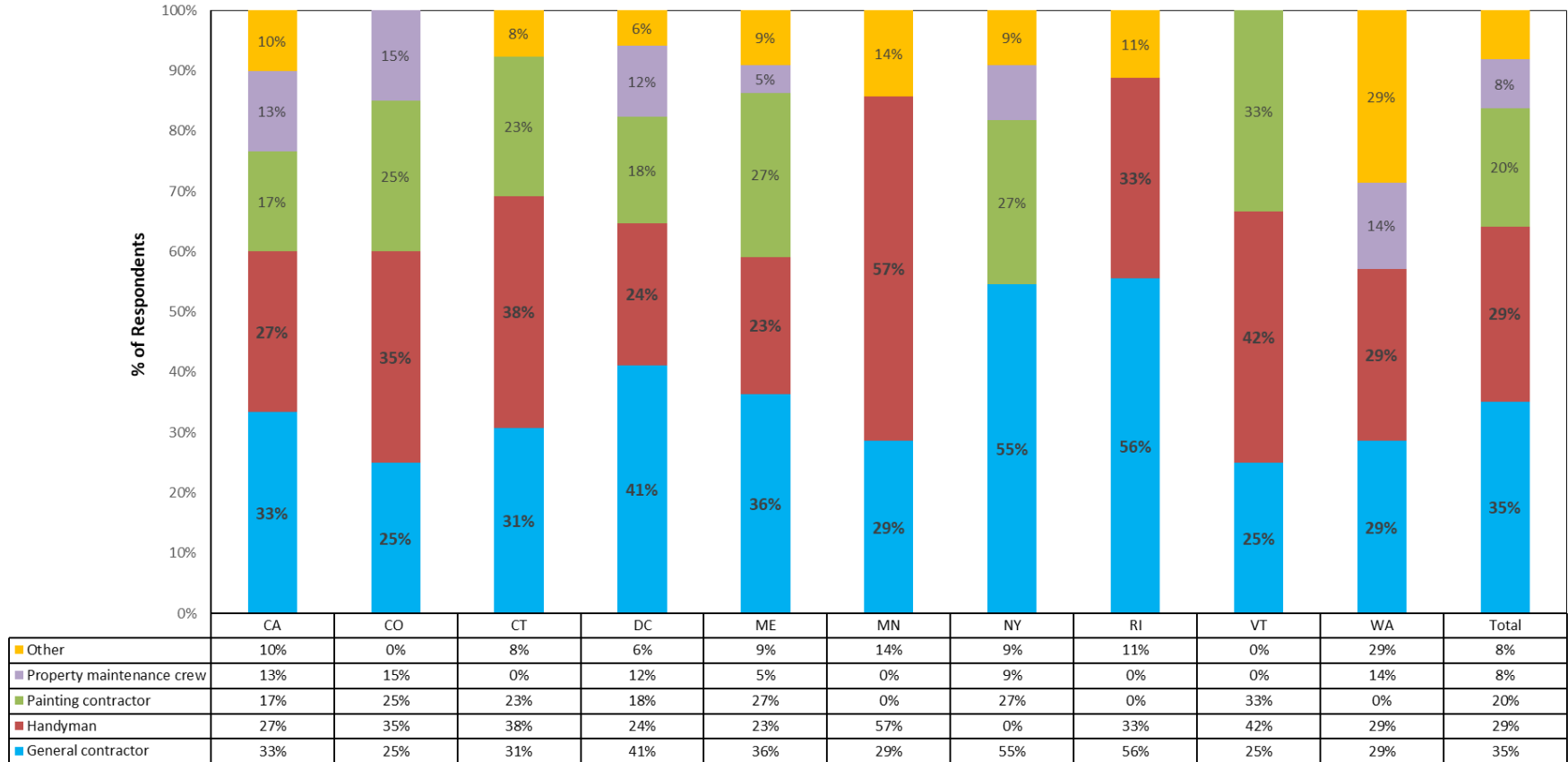
Do you paint professionally (NOT as an artist)?



Profile of Respondents – Painter Types

- ❖ Professional painter respondents were mostly general contractors and handymen.
- ❖ Painting contractors represented a fifth of professional painter respondents.
- ❖ Results varied by state/district. For example, most respondents were general contractors in New York and Rhode Island; handymen, in Minnesota and Rhode Island; handymen, in Minnesota.

What type of professional painter are you?



*Other Professions: Furniture restoration, specialty contractor

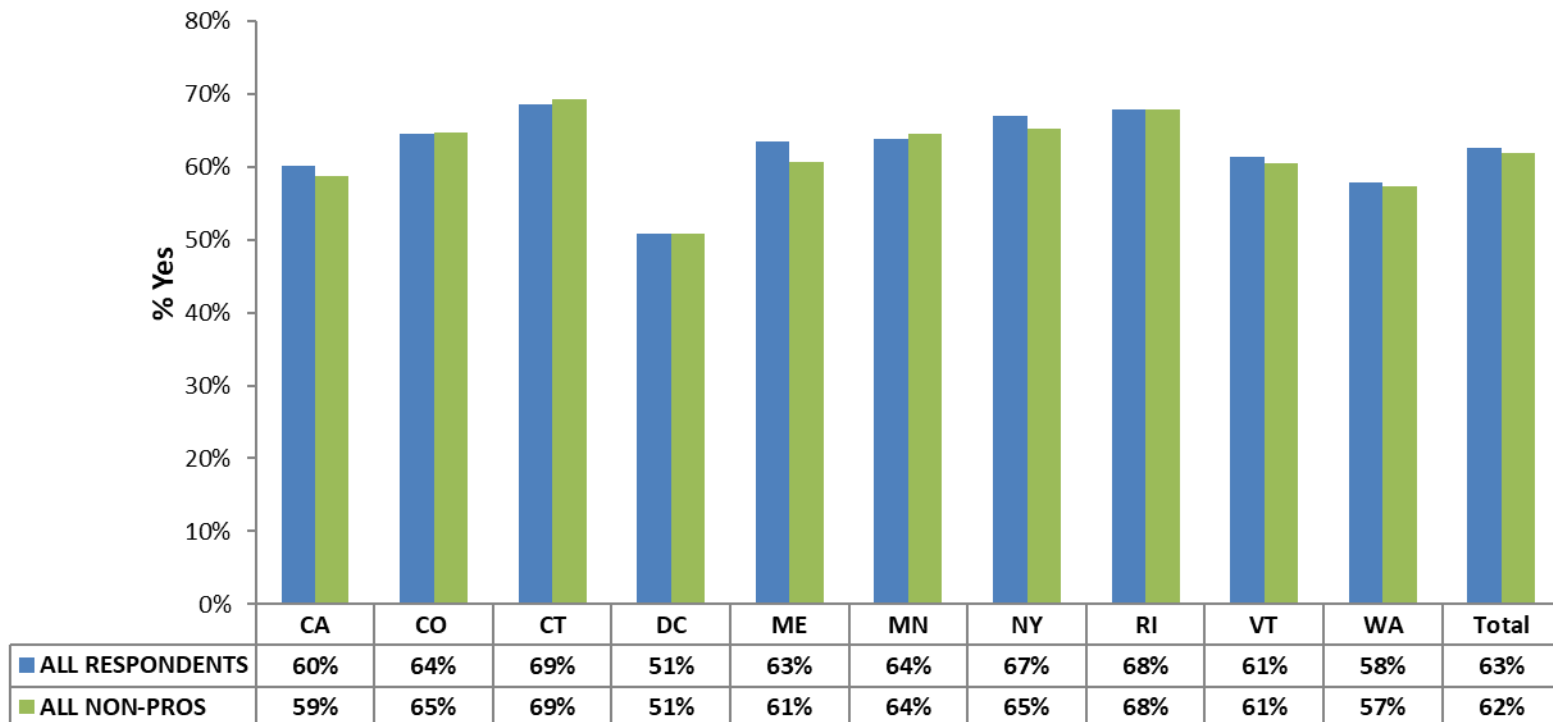


CONSUMER PURCHASE AND SOURCE REDUCTION BEHAVIORS

Recency of Paint Purchases

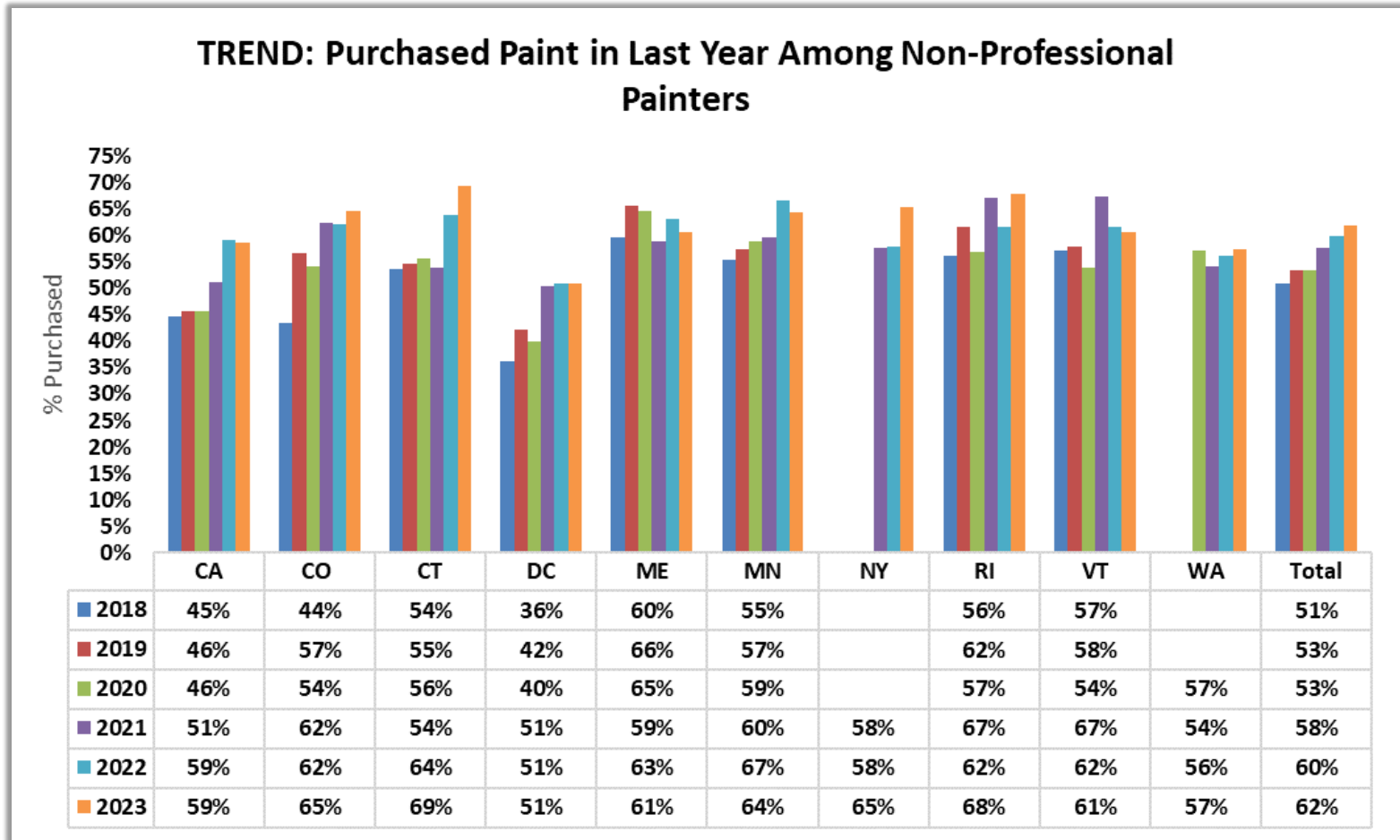
- ❖ Almost two thirds of respondents bought paint in the last year, both overall and among the subset of non-professionals (end consumers).
- ❖ The gap between all respondents (blue) and non-professional painters (green) can be explained by the fact that 80% of professional painters nationally bought paint in the past. Note that data is not shown for professional painters in individual states/the district due to low sample sizes.

Have you purchased paint in the last year? For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.



TREND: Recency of Paint Purchases Among End Consumers

- ❖ All trends hereafter are shown as a percentage of end-consumers who purchased in the last year.
- ❖ Overall, paint purchases continued to rise in 2023 among non-professionals (end consumers).
- ❖ Results varied by state/district.



Determination of Paint Quantity Needs

- ❖ Across all states/the district, the most common method respondents used to determine the amount of paint to buy was taking measurements of the project area themselves.
- ❖ The second most common method was to ask a salesperson for assistance.

<i>How did you determine right amount of paint to buy? (Select all that apply)</i>											
	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
Took measurements of project area and estimated myself	40%	39%	45%	28%	48%	45%	42%	38%	53%	43%	42%
Asked a salesperson for assistance with calculating	43%	40%	36%	39%	26%	32%	44%	36%	28%	27%	36%
Followed instructions on the label	24%	16%	18%	19%	13%	23%	25%	19%	12%	20%	20%
Looked up recommendations online	22%	11%	17%	31%	12%	19%	21%	20%	9%	16%	18%
Used a web-based “paint calculator” tool that helps you figure out the right amount	18%	22%	13%	16%	13%	12%	23%	12%	9%	10%	15%
Other*	5%	5%	5%	9%	6%	4%	7%	7%	5%	9%	6%
None of the above	3%	3%	4%	8%	6%	5%	3%	6%	4%	3%	4%
<i>Sample Size</i>	<i>319</i>	<i>165</i>	<i>174</i>	<i>104</i>	<i>178</i>	<i>166</i>	<i>169</i>	<i>180</i>	<i>129</i>	<i>148</i>	<i>1732</i>

Shown as a percentage of all respondents

COMMENTS: Other Ways of Determining Quantities

❖ Top three “other” sources were painter advice, guesswork, and friends/family advice .*

Painter/Contractor Comments
 advice from painter I hired
 Ask a friend who's a painter.
 Ask the person that will be doing the paint job
 Asked my contractor
 Asked my contractor
 asked my friend who is a contractor works on houses
 Asked painter
 Asked painters
 Asked the painter
 Contractor
 Contractor advised how much to buy
 contractor recommended amount
 Contractor told me
 Contractors
 Had the contractor tell me how much to buy.
 Hired painter confirmed numbers
 I'm a former painter. So I can calculate by eye.
 My boyfriend is a professional painter. I asked him.
 My boyfriend who is a contractor told me what I would basically need
 My painter told me how much to get
 My painter told me what and how much to purchase.
 painter did it
 Painter purchased it

The painter that we hired knew how much we needed
 Was told by contractor how much I needed
 WORKED WITH A CONTRACTOR

Guess Comments
 Guess
 Gussed
 Gussed
 gussed
 Gussed
 Gussed
 Gussed
 Gussed
 Gussed
 Gussed
 Gussed based on mall space
 Guesstimated
 Gussed
 I gussed
 I gussed
 I gussed
 I gussed the amount
 I just estimated
 I just gussed
 Just gussed
 Just gussed to be honest!
 Used my best judgement on how much was needed

Friends/Family Comments
 A friend figured it out
 Asked a friend
 Asked my dad
 Asked my friends for help and recommendations
 Asked my husband how much we would need
 Boss told me to
 Family help
 My partner calculated
 We have a designer friend who helps us

Other Comments
 "eyed" the approximate dimensions from experience.
 A gallon was enough
 Bought a sample
 bought same as last time for same area
 bought smallest amount available for touch up in damaged area
 BOUGHT SMALLEST CONTAINER
 Bought too much and returned the extra
 Buy a gallon and see if that's enough!
 Cans
 Experience
 figured myself
 From experience
 have gotten it before
 Have painted for many years and can look at a job and can detirmen the amount
 I already had the answer. I'm no liberal. I work.
 I bought some and went back when I ran out
 I didn't i just bought what i needed not that hard
 I just bought a gallon and figured I would have enough to do it twice and also to touchup.
 I just knew how much I needed
 I just needed touch up paint
 I just tried some
 I kept going back to buy more
 I only needed to touch up areas in the kitchen so I got a small can. I have more than enough
 I went by what I was painting.
 I worked in a paint store during high school so had some idea
 just bought a gallon
 Just bought a gallon.
 Just buy 1 gal, and get more if I need it
 just know from previous experience how much
 Just needed 1 can of paint to do touch up painting on one wall of the bedroom.
 Know from experience
 Landlord told me
 Measured rooms to give to sales person
 Needed and used most of 3 gallons
 Not difficult i needed a very small ammount so whatever i could find in the least ammount was goin to be more than enough for me.
 Only needed 1 gallon.
 Painted before knew how much was needed.
 Past experience
 Personal experience
 prior use
 saw a quart of high end flipper influence white interior semi at a great price and bought it for painting two doors and some baseboard,
 Someone told me how much to buy
 Started with a gallon
 told what to buy
 Visual of space covered

**Suggestion: add top 3 categories to 2024 survey*

Success in Determination of Paint Quantity Needs

- ❖ Across all states/the district, more than half of respondents said they purchased more paint than they needed for the project.
- ❖ About a third purchased the right amount; very few, less than they needed.

<i>When you initially purchased paint did you buy...?</i>											
	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
More than I needed for the project	59%	64%	59%	56%	57%	64%	60%	59%	53%	59%	59%
The right amount for the job such that there was little to none leftover	33%	28%	31%	34%	36%	28%	31%	32%	30%	28%	31%
Less than I needed for the project	7%	8%	9%	7%	6%	7%	7%	8%	15%	10%	8%
Unsure	1%	1%	2%	4%	1%	1%	2%	1%	2%	3%	2%
<i>Sample Size</i>	319	165	174	104	178	166	169	180	129	148	1732

Shown as a percentage of all respondents

Reasons for Excess Paint Purchases

- ❖ Across all states/the district, the top two reasons for excess paint purchases were to have extra for later touch-ups and to avoid having to go back out to buy more.
- ❖ 14% said they were unsure how to calculate the right amount. Results varied by state/district.

<i>Why did you buy more paint than you needed? (Select all that apply)</i>											
	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
I wanted to save some for touch-ups.	58%	70%	59%	52%	51%	63%	68%	59%	61%	63%	60%
I did not want to run out and then need to get more.	64%	56%	60%	57%	56%	61%	55%	51%	51%	57%	58%
I wanted to save some for future projects.	31%	30%	31%	36%	26%	32%	37%	27%	28%	29%	31%
I wanted to account for multiple coats of paint.	24%	30%	27%	17%	26%	31%	29%	27%	28%	25%	27%
I was unsure how to calculate the right amount.	18%	14%	14%	26%	10%	7%	14%	17%	4%	14%	14%
It's more cost-effective to buy more.	14%	7%	12%	10%	13%	13%	8%	9%	10%	15%	11%
Other*	3%	2%	1%	3%	5%	6%	0%	4%	6%	3%	3%
<i>Sample Size</i>	<i>188</i>	<i>105</i>	<i>102</i>	<i>58</i>	<i>101</i>	<i>106</i>	<i>102</i>	<i>107</i>	<i>69</i>	<i>87</i>	<i>1025</i>

Shown as a percentage of all respondents

Comments: Other Reasons for Excess Paint Purchases

- ❖ The most common “other” reason for excess paint purchases was that a smaller size wasn’t available.*

Bought Minimum Comments

Bought minimum amount

CONTAINER WAS THE SMALLEST AVAILABLE

I could not buy a small enough amount for this room

I only had a small project. It was the smallest can of varnish produced

I only needed a small amount of paint

I purchased the smallest available amount

It was the smallest amount of paint in that color that they sold (1 quart) I was only painting an exterior door

Small project did not require much.

smallest amount available for custom color

Smallest can was more than I needed.

That was the smallest quantity they had

They didn't make a smaller size

I had no option there where no products with the exact amount i needed so i had to buy a product with much more in it

it was the only size I could get of what I wanted

It's sold by the gallon so that's what I bought.

Only gallon size was available

Other Comments

Art projects

bought a gallon of paint which is more than I needed

contractor recommended it.

i did not think that far ahead

I didn't need the full can

if something did not come out right

In case of future repairs

Incase of a spill

it was an accident

Just a little leftover

Only size available at the store that carried the paint I needed

The can sizes are particular, pint, quart, gallon, five gallons

the guy said I needed that

the retailer only packages paint in containers that were too big

too make sure i had enough

touch up

**Suggestion: add new category to 2024 survey*

Leftover Paint Storage

- ❖ The median amount of paint stored at home/business was “less than a gallon,” overall and in most states/the district.

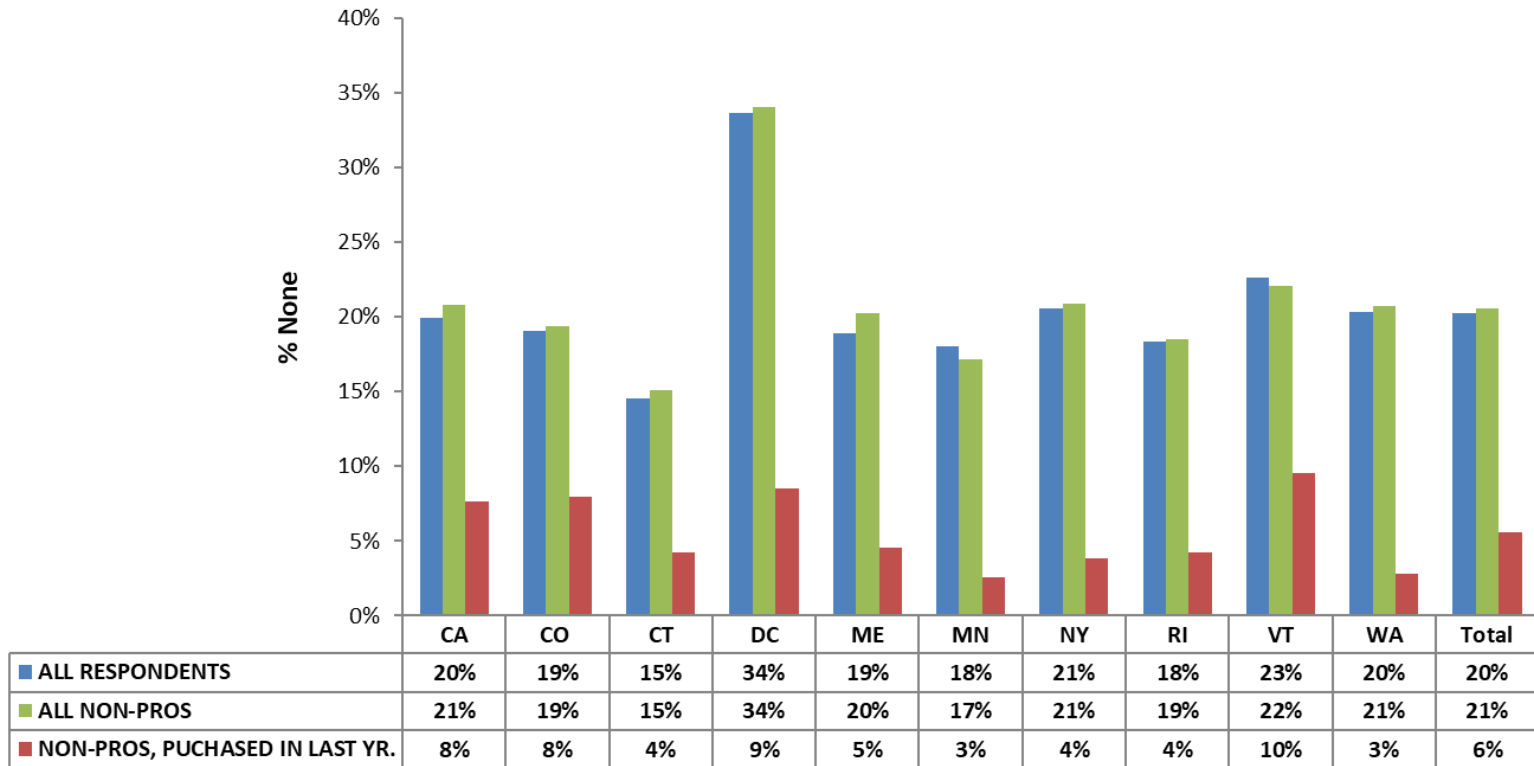
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



Leftover Paint Storage

- ❖ To consider the impact of professional painter status and purchase recency, results are shown three ways hereafter: 1) all respondents, 2) non-professionals, and 3) non-professionals who purchased paint in the last year.
- ❖ Recency makes a big difference in paint storage*. Those who purchased paint in the last year were significantly more likely to be storing paint now. This suggests some delay in disposal after purchase.

How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?

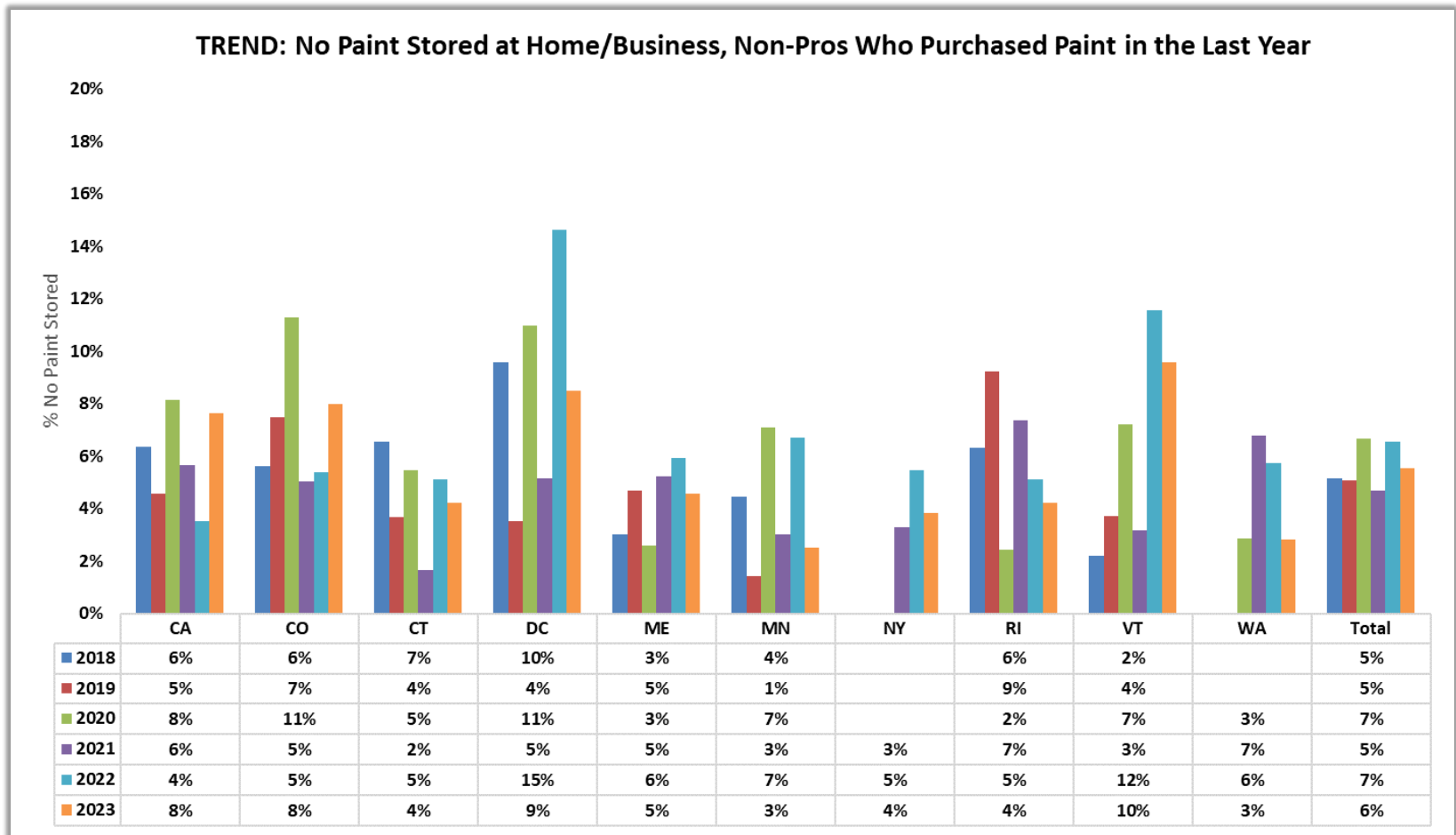


Data is not shown for professional painters in individual states/the district due to low sample sizes.

*See Recency Analysis, Appendix 2

TREND: No Paint Storage, Recent End-Consumer Purchasers

- ❖ Overall, a similar percentage of end consumers are not storing paint in 2023 (6%) as they were in 2022 (7%).
- ❖ Results varied by state/district.



Reasons for Paint Storage

- ❖ The top 2 reasons (highlighted in yellow) that respondents stored paint are the same in all states/the district: leftovers from their own paint job or planned excess for touch-ups.
- ❖ Results were fairly consistent for all states/the district.

<i>What is the main reason you have the leftover paint currently in your home/business?</i>											
Reason	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
I did some painting myself and I had some leftover paint when I was done.	53%	48%	57%	49%	58%	60%	55%	62%	59%	54%	55%
I intentionally bought paint for future touch-ups.	24%	29%	24%	24%	27%	23%	25%	21%	20%	24%	24%
I hired someone to paint, and they left it behind.	11%	6%	7%	12%	3%	4%	11%	8%	6%	9%	8%
I found the paint in my home or business when I moved in.	5%	9%	5%	7%	4%	8%	5%	5%	7%	5%	6%
Other*	3%	3%	5%	5%	4%	1%	1%	0%	4%	2%	3%
I don't remember where the paint came from.	3%	3%	2%	2%	2%	3%	1%	2%	3%	3%	3%
I am a professional painter or contractor, and it is from one or more of my jobs.	2%	1%	0%	1%	2%	0%	1%	1%	2%	1%	1%
<i>Sample Size</i>	425	207	217	136	227	213	201	213	160	204	2203

Shown as a percentage of all respondents

Comments: “Other” Reasons for Storage

- ❖ The most common “other” reasons for paint storage were that a future project was envisioned or that the paint was already in their home when they moved in.*

Future Project/Touch-ups Envisioned

Crafts

For another project

future project not completed

I am a painter, but for future projects that have yet to be determined

I have paint left over from various times places in my apartment were painted and I wanted some extra for touch ups.

I like having paint on hand in case a project comes up

I might use for later to paint other room, DIY project

It's paint left over from a wall project. I did not buy the paint myself but

I know there is some left over for touch up's and such.

Painting a room

Saving for touchup

the home builders left paint in the home to do touch-ups that we

To save and potentially use for other projects

Touch ups in the future

When my new home was built they left me some spare paint for touch

I have not used my paint yet

In House at Purchase

A lot of it is old paint from previous owners and I need to go through them to see if they're needed or not.

left over from builder

Leftover paint from when the house was purchased

Previous home owners

The paint was left by the previous owner.

Was left in the newly built house we bought.

Other Comments

A friend gave it to me from painting their house.

Bought too much

Had a leak caused by a new bathtub installed. The company paid to have everything fixed and re painted

Had more than needed up finish the job.

Haven't taken to the store to dispose properly

homedepot

I asked the painter for some paint because I wanted to put a dab of paint where needed and kept the rest to use some day if needed again.

I bought basic antique white. If you have unopened paint leftover sherman williams will refund your money.

I bought it before I decided to re side the house

I brought too much to do the job and I have a lot of white walls

I can't dispose of it via state law

I didn't use the whole can

I haven't finished all of the painting and some is left over from what I have completed.

I only needed a small amount

It was the smallest container I could buy and that was the exact paint I wanted

It will be used to finish a project.

Left over paint and paint bought from garage sales and secondhand stores has built up over the years. It is great to have on hand for small projects.

my dad painted and had some left over

My family member painted.

My father-in-law was a professional interior and exterior painter, so we have lots of "old" paint in and around the house.

My house flooded a couple of years ago and the contractors left a few cans of leftover paint in my laundry room

my husband used to do junk removal and we have everyone's leftover paint

My parents store paint downstairs and sometimes have leftover paint after projects.

My roommate did some interior painting and has some left over

My wife recently bought some exterior paint for home project.

purchased to much

several of the above

Some is still useable. Other is waiting for the next paint recycling collection.

Some of it is left over from my in laws

Someone else in my house painted

waiting for the yearly toxic waste cleanup

was given to us in our condo community to repaint front door and that was never done

when i did the project i wound up a little short so i bought an extra quart to finish the job and i still have a little left

Wife does painting

**Suggestion: add new categories for 2024 survey*

Paint Storage Best Practices Knowledge

- ❖ At least half of respondents knew about most best practices (rubber mallet, temperature/humidity control, cleaning rim). Almost half knew to use a paint key or paint can opener to avoid lid bending.
- ❖ 15% of respondents didn't know any of the best practices listed. Results varied by state/district.

Below is a list of best practices when it comes to paint storage. Which best practices were you aware of before taking this survey? Select all that apply.

	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
When putting the lid back on the can, tap it with a rubber mallet instead of pounding it with a hammer to prevent the lid from bending.	50%	61%	63%	44%	60%	64%	54%	62%	60%	63%	58%
Keep paint away from freezing temperatures.	40%	66%	62%	53%	64%	69%	55%	59%	67%	59%	58%
Clean any paint out of the container's rim before putting the lid back on.	48%	54%	53%	49%	62%	55%	53%	55%	61%	54%	54%
Keep paint away from rain or damp locations.	47%	51%	48%	47%	54%	52%	50%	51%	51%	51%	50%
Use a paint key or paint can opener instead of a screwdriver to prevent the lid from bending.	38%	53%	48%	33%	47%	48%	35%	49%	46%	42%	44%
None of the above - I didn't know any of these best practices before taking this survey.	20%	14%	12%	20%	11%	9%	20%	11%	11%	13%	15%
<i>Sample Size</i>	531	255	252	203	277	258	251	261	206	256	2750

Shown as a percentage of all respondents

Past Paint Disposal Methods

- ❖ The most common “disposal” method across all states/the district is actually not to dispose it at all.
- ❖ Disposing at a HHW facility/event was next most common for most; however, results varied by state/district.

<i>In the past, which has been your preferred method to dispose of leftover or unwanted paint?</i>											
Method	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
Stored it in the basement, garage, or a closet because I intended to use it someday	24%	25%	35%	28%	34%	30%	32%	32%	25%	30%	29%
Took it to a household hazardous waste facility/event or transfer station	22%	14%	24%	10%	13%	30%	13%	17%	23%	19%	19%
Dried it out and put it in the trash	11%	12%	10%	8%	12%	11%	15%	10%	15%	12%	12%
Not applicable - I have never stored or disposed of leftover or unwanted paint.	12%	7%	6%	15%	8%	7%	10%	10%	11%	12%	10%
Took it to a paint, hardware, or lumber store	7%	12%	8%	6%	12%	4%	7%	5%	7%	5%	7%
Gave it away to family, friends, or a community organization	7%	7%	4%	9%	8%	4%	6%	7%	8%	6%	7%
I don't remember what I did with the leftover or unwanted paint.	7%	8%	4%	7%	5%	4%	7%	7%	5%	6%	6%
Put cans of liquid paint in the trash	4%	4%	3%	4%	3%	3%	5%	5%	1%	2%	3%
Mixed it with hardener or kitty litter and put it in the trash	2%	3%	4%	4%	3%	1%	3%	4%	2%	5%	3%
Left it behind when I moved	3%	5%	2%	5%	1%	5%	2%	2%	1%	2%	3%
Other*	1%	2%	1%	1%	1%	1%	1%	1%	0%	1%	1%
Poured paint down the drain	1%	1%	0%	1%	1%	0%	0%	0%	0%	0%	1%
<i>Sample Size</i>	528	255	252	203	276	257	251	260	204	254	2740

Shown as a percentage of all respondents

Comments: “Other” Past Disposal Methods

- ❖ The most common “other” method for paint disposal was to not dispose it at all.
- ❖ Several others said the question was not applicable (e.g., they don’t paint.)
- ❖ Two said they gave it to their contractor.

OTHER DISPOSAL PAST
I use it for art projects
If it's at risk of going bad I'll find another project to use it on to avoid being wasteful.
Keep if I need toichups
Save it for touch up
Use leftovers and paint the furniture
Used for other projects
waited and used it on my next project
I didn't take care of it, at the time my ex husband took care of it.
i dont have any need to use paint i dont paint my apartment
Not applicable - I have unwanted paint, but have not yet attempted to dispose of it
Put in in my basement
Gave it to a contractor to dispose of properly.
I gave it to my contractor to take with him
I keep any leftover paint for future touch up I throw out the paint can when it's completely empty
Bring it to the community waste day
give it to a friend who needed paint
I placed it in the trash shoot.
I take it to our waster facility and they have a re-use room and give it away
I used it and disposed of the empty can
Just threw it out
My husband stored it under kitchen sink
Put left over cans and containers in the trash compactor room
The new people that were moving in asked if they could have it for touch-ups.
TRASH CLEANUP TOOK IT IF IT AS TOTALLY HARDENED
Waited for soecial trash pick up for old paint primer and varnish vonrainers
We have a paint recycling place nearby

Past Paint Store Disposal Preference

- ❖ Paint take-back service is the top reason people would go to a store vs. a HHW facility/event.
- ❖ Proximity was also important in most areas; however, the lack of HHW facilities and store hours also play a role for few others.
- ❖ *Note: results should be interpreted only anecdotally as sample sizes are low.*

What is the main reason you would take paint to a paint/hardware/lumber store instead of a household hazardous waste facility/event or transfer station?											
Reason	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
The paint/hardware/lumber store has a paint take-back program in place.	44%	63%	29%	31%	66%	45%	33%	40%	43%	58%	48%
The paint/hardware/lumber store is close.	22%	23%	29%	23%	16%	27%	17%	27%	29%	17%	22%
We don't have any local hazardous waste facilities/events or transfer stations.	19%	10%	14%	38%	13%	18%	11%	13%	21%	17%	16%
Paint/hardware/lumber stores are open more often.	8%	3%	29%	8%	6%	9%	39%	20%	7%	8%	13%
Other*	6%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%
Sample Size	36	30	21	13	32	11	18	15	14	12	202

***Other Reason for Paint/Hardware/Lumber Store**
interior designing
Just easier

Household Hazardous Waste Facility/Event Preference

- ❖ Lack of knowledge of retail store take-back services was the top reason people chose HHW facilities/events in the past.
- ❖ Other chemical disposal and proximity were also important in some areas.
- ❖ *Note: results should be interpreted only anecdotally as sample sizes are low.*

What is the main reason you would take paint to a household hazardous waste facility/event or transfer station instead of a paint/hardware/lumber store?											
Reason	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
I wasn't aware paint/hardware/lumbers stores took back paint	56%	53%	43%	52%	51%	61%	64%	49%	62%	53%	55%
I have other chemicals to dispose of that paint/hardware/lumber stores don't accept and want to get rid of it all at the same time.	22%	14%	18%	24%	8%	18%	15%	22%	11%	20%	18%
The household hazardous waste facility or transfer station is closer.	19%	22%	25%	5%	24%	10%	12%	16%	19%	14%	17%
We don't have a paint/hardware/lumber store that takes back paint in our area.	2%	6%	12%	0%	8%	5%	6%	7%	6%	8%	6%
Other*	1%	3%	0%	14%	5%	1%	0%	4%	2%	2%	2%
I have more paint than the paint/hardware/lumber stores would take.	1%	3%	2%	5%	3%	4%	3%	2%	0%	2%	2%
Sample Size	115	36	60	21	37	77	33	45	47	49	520

Shown as a percentage of all respondents

*Other Reasons for HHW	
Because I know they take it	I wanted it to be disposed of properly.
Dangerous	It seemed the most logical place to take it.
forgot at the time	It was convenient
I don't know I thought that was the best thing to do	Not enough to take back in each container
I have just a little bit, NOT in a paint can, but in a plastic container with a secure lid.	THAT'S WHERE WE TAKE IN IN OUR TOWN.
I thought that was the best thing to do.	This is the proper way to dispose of paint, I have always thought

Future Paint Disposal Intentions

- ❖ Disposing at a HHW facility/event was the top future disposal intention in all states/the district.
- ❖ In most states, taking unwanted paint to a paint/hardware/lumber store was second. For a few, giveaways were second most common.
- ❖ Very few said they would pour liquid paint down the drain.

If you wanted to get rid of unwanted paint in the near future, what would you most likely do with it?

Method	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
Take it to a household hazardous waste facility/event or transfer station	32%	27%	36%	24%	26%	41%	22%	28%	40%	33%	31%
Take it to a paint/hardware/lumber store	18%	20%	21%	15%	20%	17%	16%	21%	14%	14%	18%
Give it away to a family member, friend, or community organization	14%	16%	11%	24%	14%	9%	16%	12%	12%	17%	14%
I don't know	14%	13%	9%	14%	11%	11%	16%	17%	13%	13%	13%
Dry it out and put it in the trash	12%	14%	13%	10%	14%	13%	15%	11%	13%	11%	13%
Mix it with hardener or kitty litter and put it in the trash	3%	4%	3%	4%	7%	2%	8%	7%	5%	5%	5%
Put cans of liquid paint in the trash	3%	4%	4%	5%	4%	5%	6%	3%	1%	4%	4%
Other*	2%	1%	2%	2%	1%	1%	1%	1%	1%	3%	2%
Pour paint down the drain	1%	1%	1%	1%	1%	1%	0%	0%	0%	1%	1%
Sample Size	527	253	252	202	276	256	250	259	204	254	2733

Shown as a percentage of all respondents

“Other” Future Disposal Intentions

- ❖ Once again, the most common “other” method for paint disposal was to not dispose it at all.
- ❖ Next most common was to bring it to a town/city center or collection.
- ❖ Others said they would give it away, research how to recycle, bring it to a paint hardware store, etc.

OTHER DISPOSAL FUTURE	
Art projects	Donate it to Habitat for Humanity
I always reuse or repurpose paint for projects, crafts, and upkeep, but I toss containers in the trash	Give it to my contractor
i paid for it and i will use it up eventually	Habitat for Humanity accepts paint.
I would find a project to use it on to avoid being wasteful.	take it to our waste facility where they have a re-use area. They give the paint away for free.
I would never throw out paint I use all of it	Take to restore for others to use if enough was left
Keep it	Give away to someone who can use it
Put it in my basement	I do not use any paint. For such things, I hire professionals.
Save it	I won't have any unwanted paint
Save it	N/a
Save it until I use up the paint/varnish etc, as I have to constantly re-paint or there is need for touch-up. If there is just a small amount, I'll just leave the can open for the pain to dry out.	now that I know paint/hardware stores accept leftover paint for disposal, I'll do that.
wait and use it for next project	Google how to discard
Use it and dispose of the empty can	I would probably have to do some research on how to properly dispose of the old paint. As some paint contains materials that you can't just go throwing out.
Bring it to a city recycling/disposal event.	depends on how much paint is left.
Check with local waste management	Depends on how much we have leftover on what/ where we'll dispose of it
Community waste day	Put it in compactor room shelf
Either take it to a paint/hardware store (if available), give it away, or take it to a hazardous waste facility.	Put it in the trash compactor room
give it to a hazardous waste facility for disposal.	Ridwell
My town has a hazardous waste recycling program every year for free disposal	Take it to the dump
Take to a recycling	TRSH DISPOSAL ON ERTAIN CLAN UP DAYS IF TOTALLY HARDENED
Take it to the paint recycling place. That's all they do there.	
Take it to the transfer station, as I'm sure theres something they can do with it.	
They have town wide paint days when you can get rid of it for free	
Wait for special trash pick up which is just for those types of things not regular trash	
wait for the city to hold a paint drop off day	

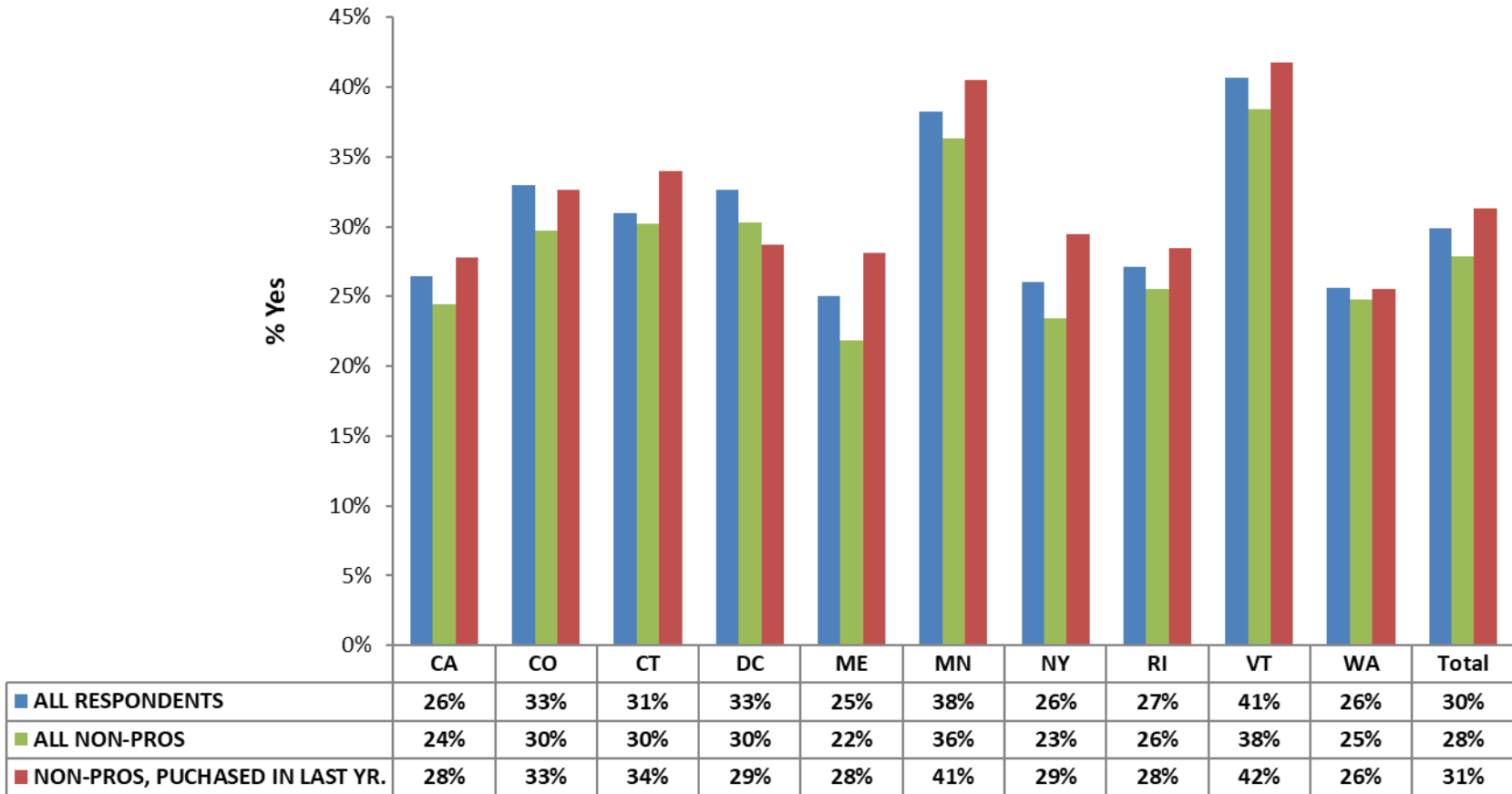


PAINT RECYCLING/DISPOSAL AWARENESS

Awareness of Paint Recycling

- ❖ 30% of all respondents said they knew that paint can be recycled.
- ❖ Fewer (28%) of end consumers knew that paint could be recycled. 61% of professionals were aware*.
- ❖ End consumers who purchased paint more recently were more likely to know that it can be recycled. This supports the idea that recent store interactions are having an impact on awareness.

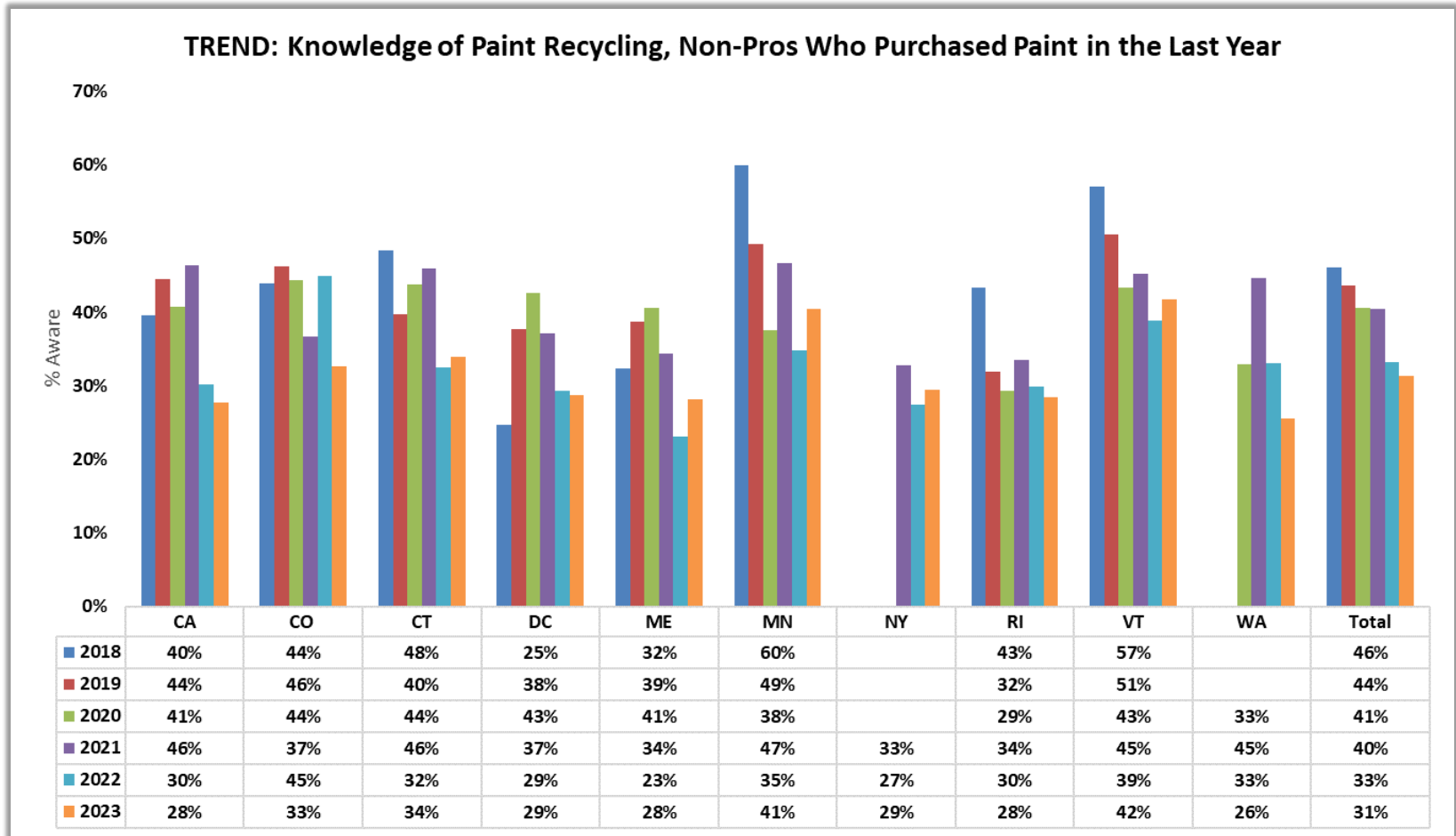
Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?



*Data is not shown for professional painters in individual states/the district due to low sample sizes.

TREND: Paint Recycling Awareness, Recent Consumer Purchasers

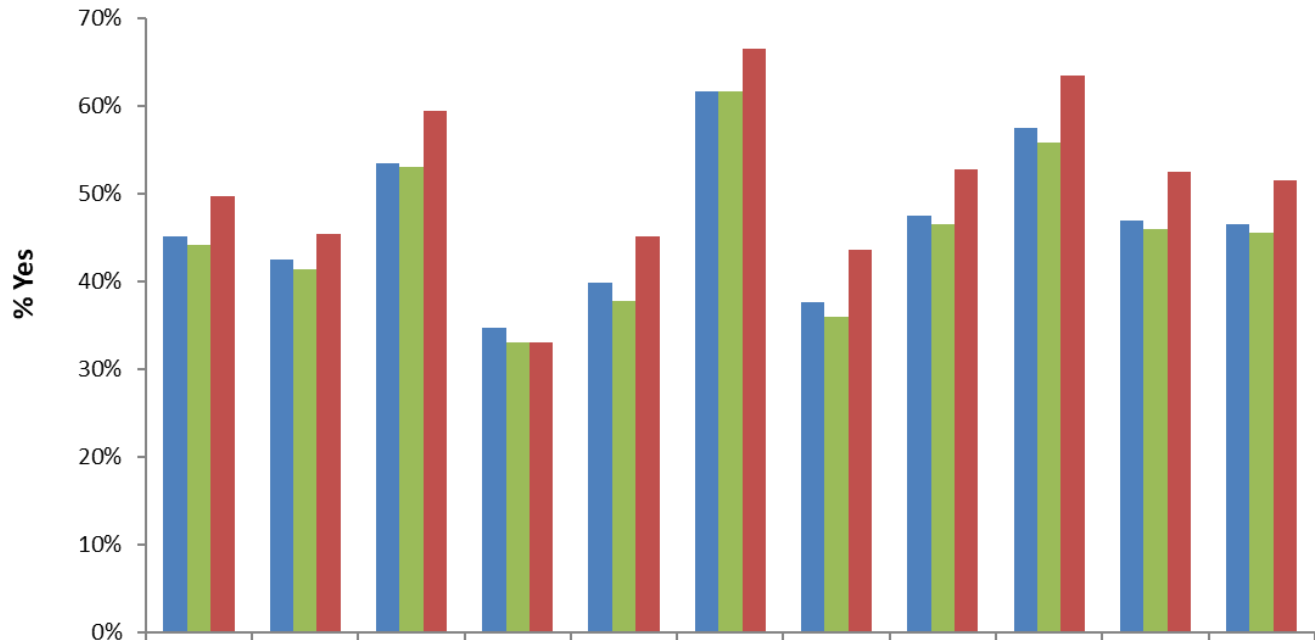
- ❖ Overall, a similar percentage of recent end-consumer purchasers were aware that paint can be recycled in 2023 (31%) as in 2022 (33%). Results varied by state/district.



Awareness of Paint Disposal Opportunities in State/District

- ❖ 46% of all respondents were aware of paint disposal opportunities in their state/district, comprised of both professionals (63% aware) and end consumers (45% aware).
- ❖ Awareness among end consumers who purchased in the last year was higher than that of all consumers, demonstrating that purchase recency makes a difference in understanding.

Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?

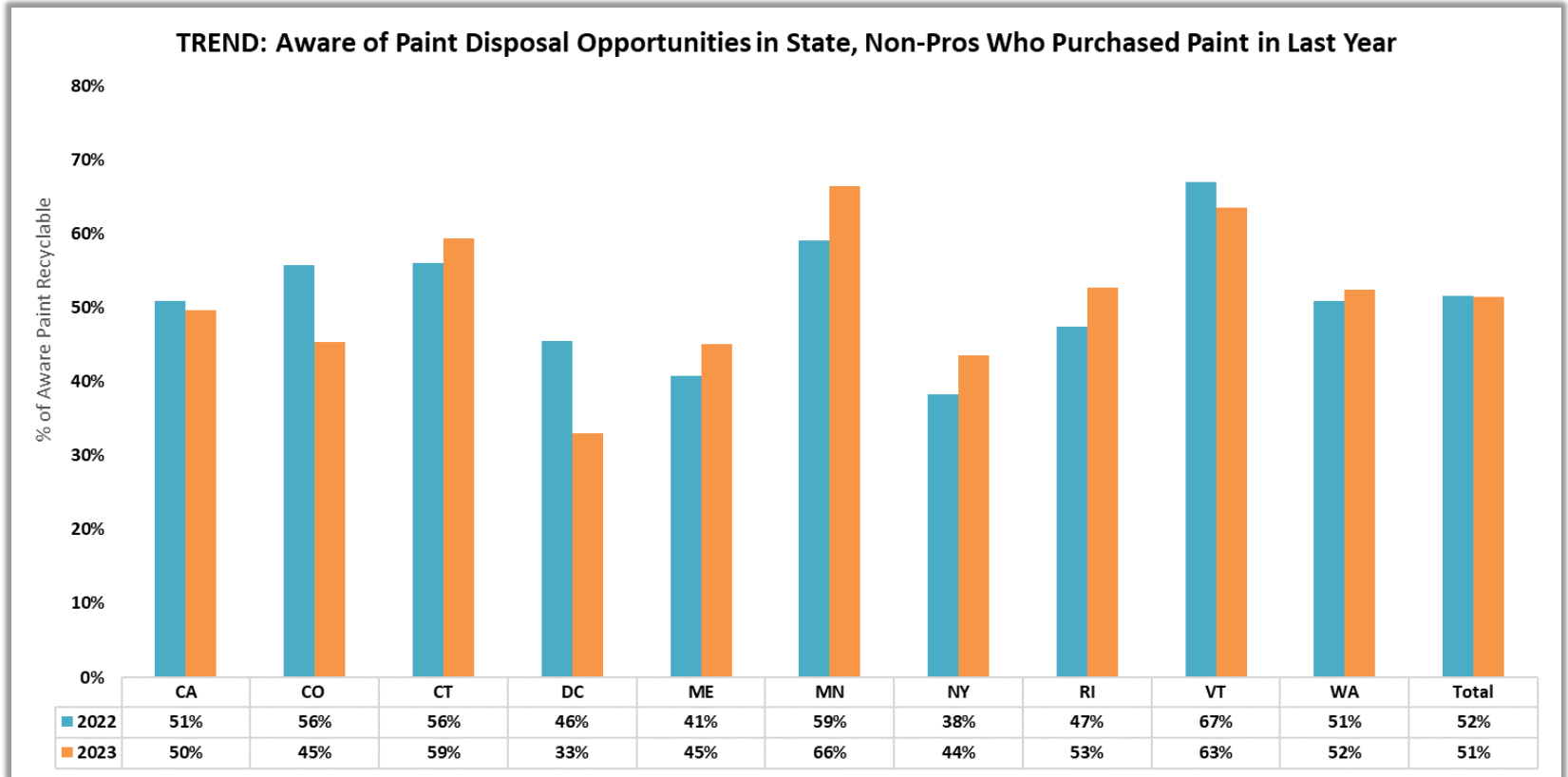


	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
ALL RESPONDENTS	45%	42%	53%	35%	40%	62%	38%	47%	57%	47%	46%
ALL NON-PROS	44%	41%	53%	33%	38%	62%	36%	47%	56%	46%	45%
NON-PROS, PURCHASED IN LAST YR.	50%	45%	59%	33%	45%	66%	44%	53%	63%	52%	51%

**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

TREND: Disposal Opportunity Awareness, Recent Purchasers

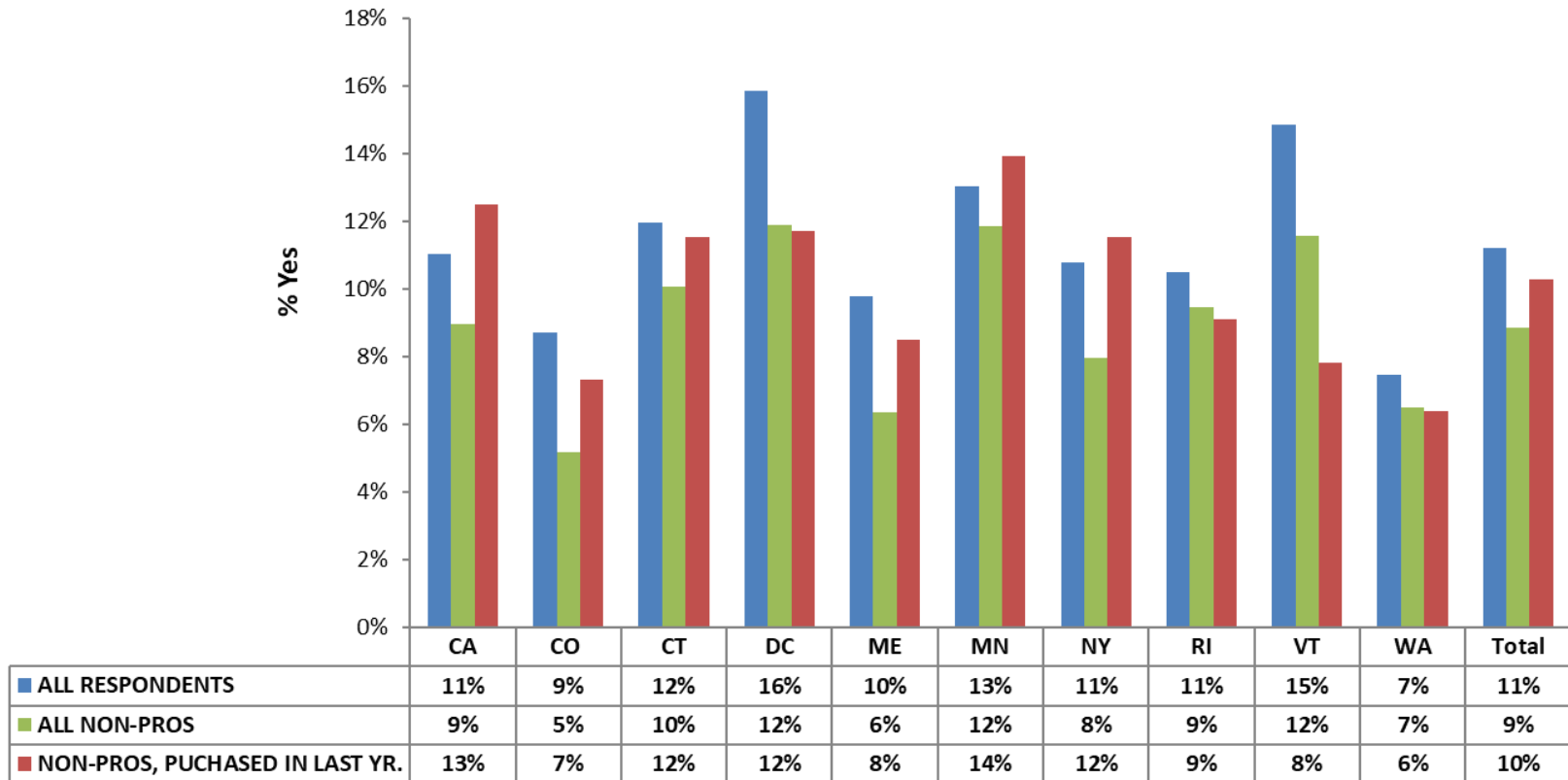
- ❖ Overall, awareness of disposal opportunities among recent end-consumer purchasers was about the same as last year. Results varied by state/district.
- ❖ *Note that only two years of trend data is available as this question was added in 2022.*



Awareness of Free Onsite Pickup Services

- ❖ 11% of all respondents knew that 100+ gallons could be picked up for free (the same as last year).
- ❖ 50% of professional painters were aware*; 9% of non-professionals.
- ❖ Recency made a small difference among non-professionals. Those who purchased in the last year were slightly more aware of pick-up services (10%).

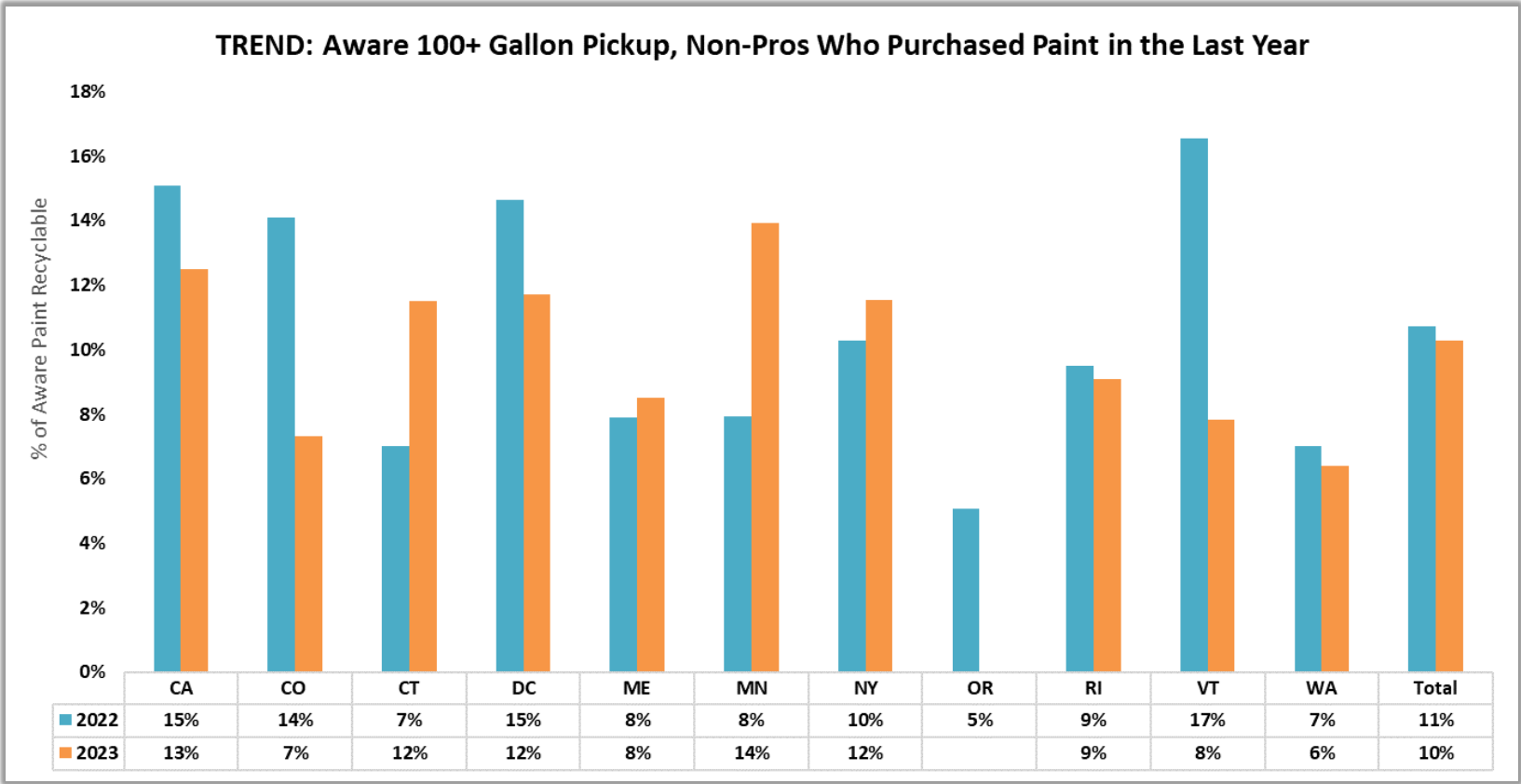
Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?



**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

TREND: Awareness of Free Onsite Pickup, Recent Purchasers

- ❖ Overall, awareness of pick-up services among recent end-consumer purchasers was similar to last year. Results varied by state/district.
- ❖ *Note that only two years of trend data is available as this question was added in 2022.*





AWARENESS MATRICES

Recycling/Disposal Awareness Matrix

- ❖ The hypothesis that those familiar with paint disposal opportunities would be a subset of those familiar with paint recycling was disproved last year.
- ❖ In fact, there are many who know about paint recycling who do not know about disposal opportunities in the state/district, and vice versa.
- ❖ The following “matrix” breaks down the entire respondent base given both subjects.
- ❖ 24% knew about both topics; 48%, neither; the rest, one or the other.*

ALL RESPONDENTS		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	24%	22%
	No	5%	48%

**Implication: need for balanced marketing and communications if we are to get both points across.*

Awareness Matrices – By Professional Painter Status

- ❖ As expected, professional painters were much more likely to know about both topics, paint recycling and disposal opportunities.
- ❖ In fact, more than twice as many professionals knew about both than non-professionals (i.e., end consumers).

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	23%	23%
	No	5%	50%

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	49%	14%
	No	13%	24%

Awareness Matrices – By Recency of Consumer Paint Purchase

- ❖ End consumers were slightly more aware of both aspects, disposal opportunities and paint recycling, if they had purchased paint in the last year.
- ❖ This supports the idea that consumer education is working among those who have recently interacted with stores and/or seen marketing communications.

ALL END CONSUMERS

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	23%	23%
	No	5%	50%

CONSUMERS BOUGHT IN LAST YEAR

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	27%	25%
	No	4%	44%

Awareness Matrices – By State/District, Recent Consumer Purchasers

CA

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	24%	25%
	No	3%	47%

ME

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	24%	21%
	No	4%	51%

RI

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	23%	30%
	No	5%	42%

CO

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	27%	19%
	No	6%	49%

MN

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	37%	29%
	No	3%	30%

VT

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	37%	26%
	No	4%	32%

CT

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	30%	29%
	No	4%	37%

NY

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	24%	19%
	No	5%	51%

WA


		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	22%	30%
	No	4%	44%

DC

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	20%	13%
	No	9%	59%

ALL END CONSUMERS BOUGHT IN LAST YEAR

		Paint Recycling	
		Yes	No
Disposal Opportunities	Yes	27%	25%
	No	4%	44%

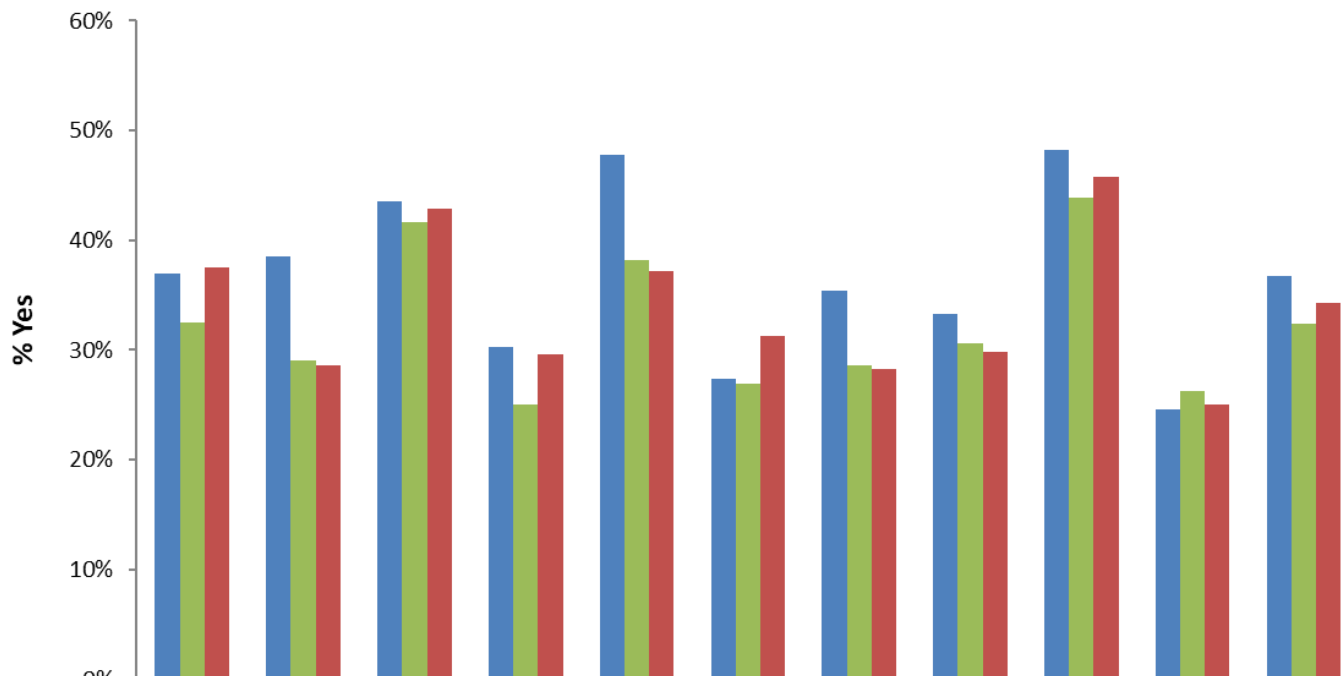


**RECYCLING PROCESS AWARENESS
AND BEHAVIORS**
**(among those who knew about paint
recycling)**

Awareness of Fee Among Those Who Knew About Recycling

- ❖ 37% of those who knew about paint recycling also knew about the recycling fee added to new purchases.
- ❖ There was a marked difference between professionals (70%)* and non-professionals (32%).
- ❖ Recency of paint purchases made a difference. Results varied by state/district.

Are you aware that when you buy paint in (state/district), there is a small fee added to the price to pay for a program to recycle any leftover paint you have?

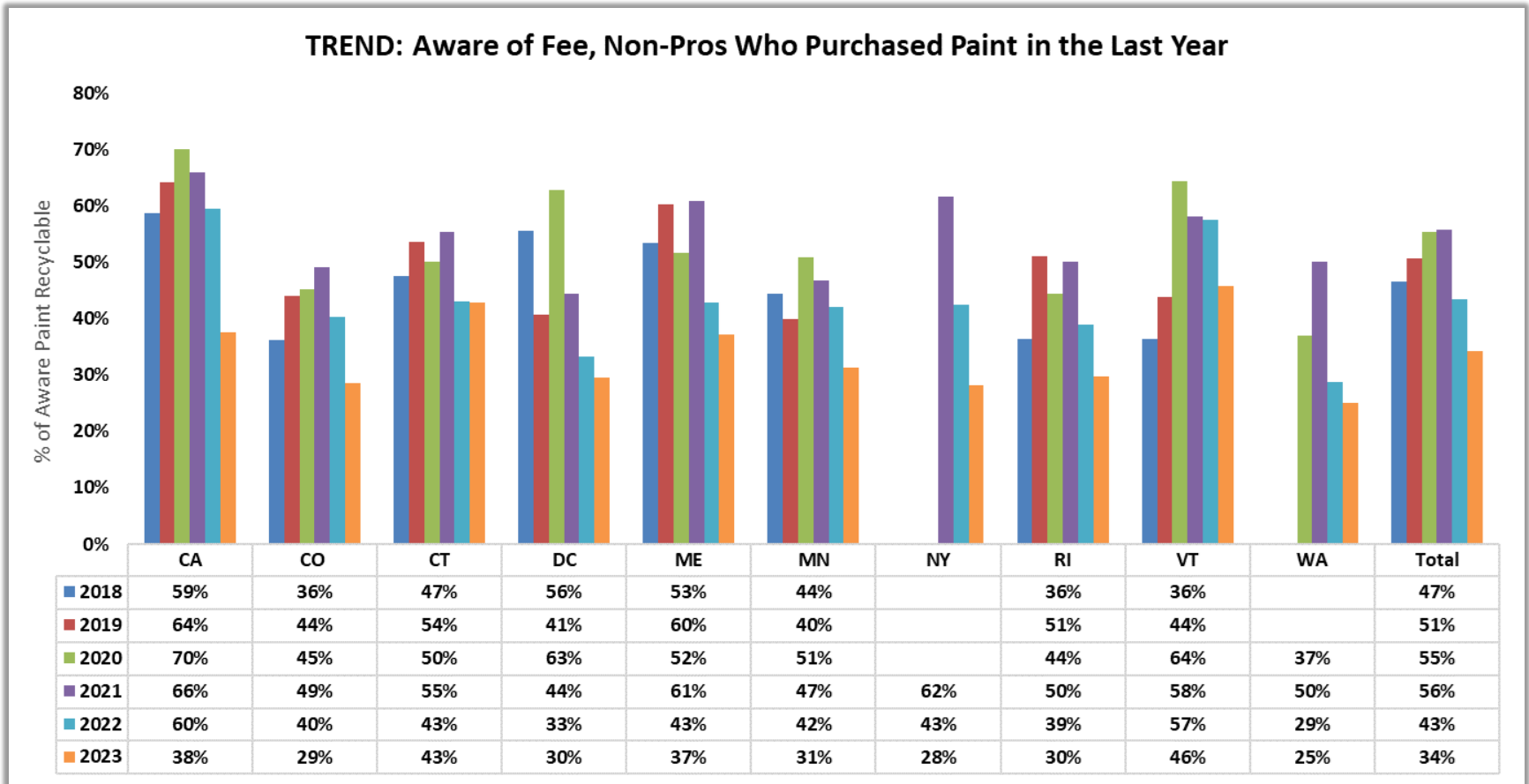


	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
ALL RESPONDENTS	37%	39%	44%	30%	48%	27%	35%	33%	48%	25%	37%
ALL NON-PROS	33%	29%	42%	25%	38%	27%	29%	31%	44%	26%	32%
NON-PROS, PURCHASED IN LAST YR.	38%	29%	43%	30%	37%	31%	28%	30%	46%	25%	34%

**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

TREND: Fee Awareness, Recent End-Consumer Purchasers

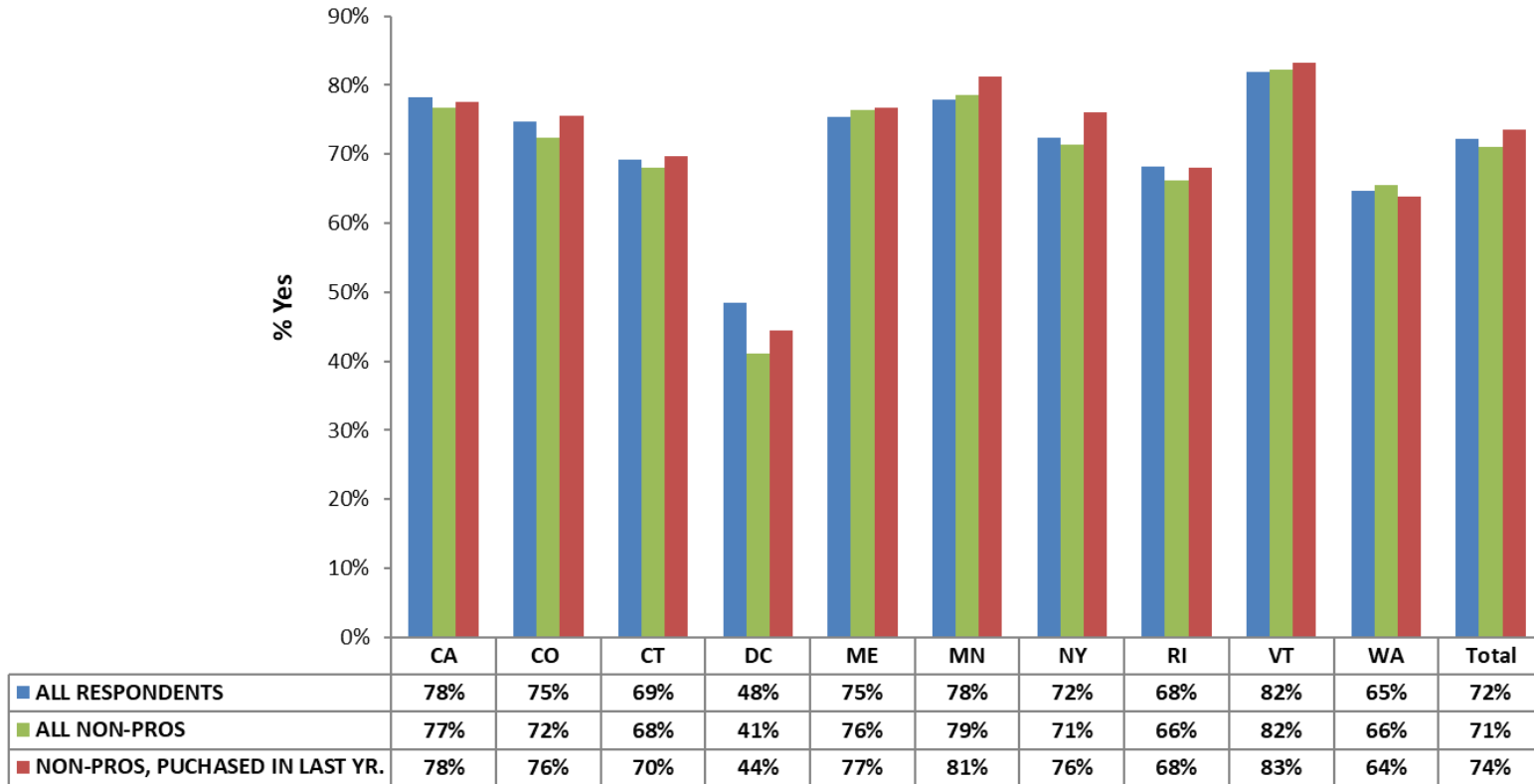
❖ Fee awareness dropped in 2023, overall and across most states/the district.



Knowledge of Places for Recycling

- ❖ 72% of respondents who knew that paint can be recycled also knew where to go to do so.
- ❖ As with other results, all non-professionals' awareness was lower (71%) than professionals' (81%)*.
- ❖ Awareness was higher among those who end consumers who purchased in the last year (74%).

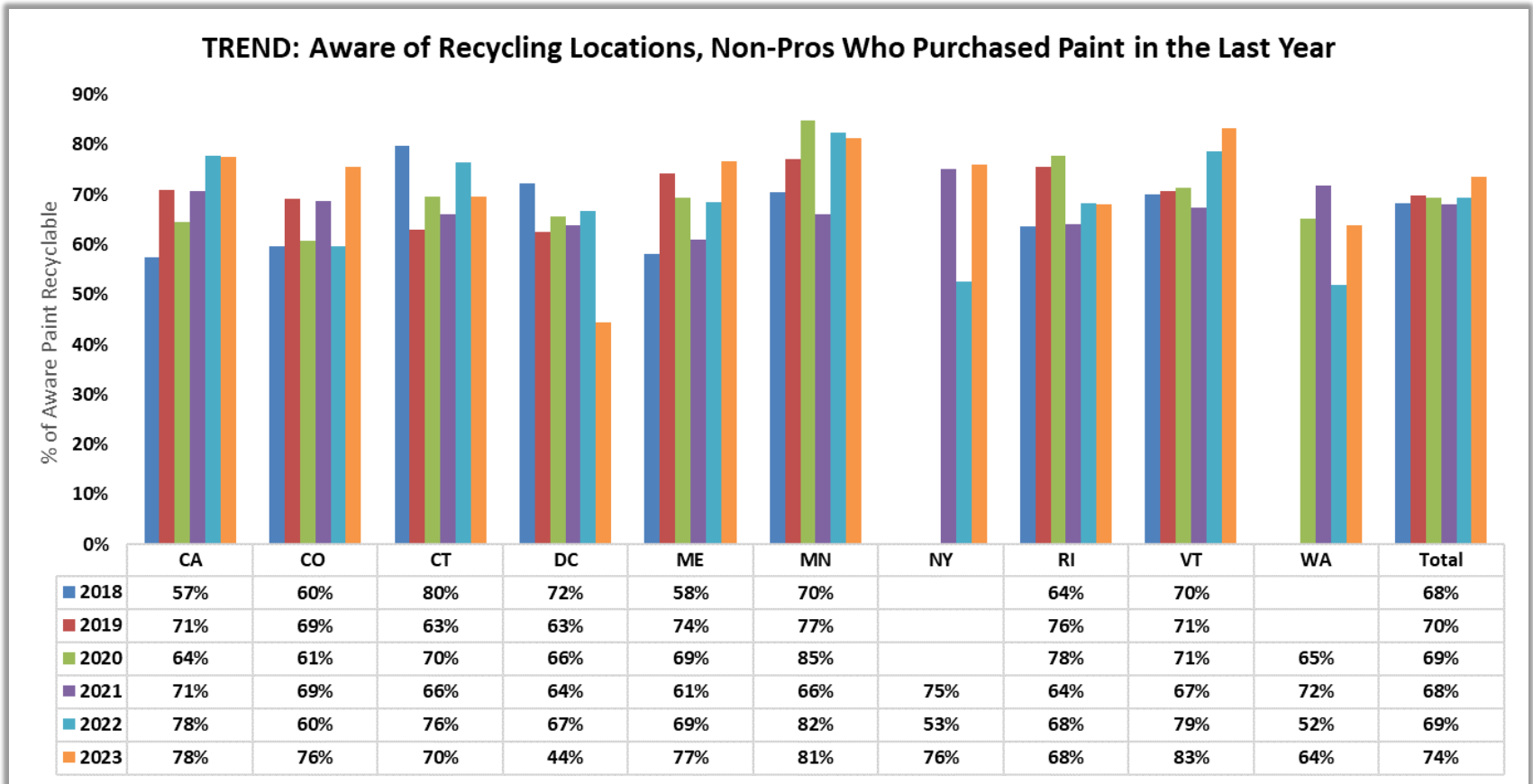
If you wanted to take paint somewhere to be recycled, do you know where to take it?



**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

TREND: Knowledge of Where to Recycle, Recent Purchasers

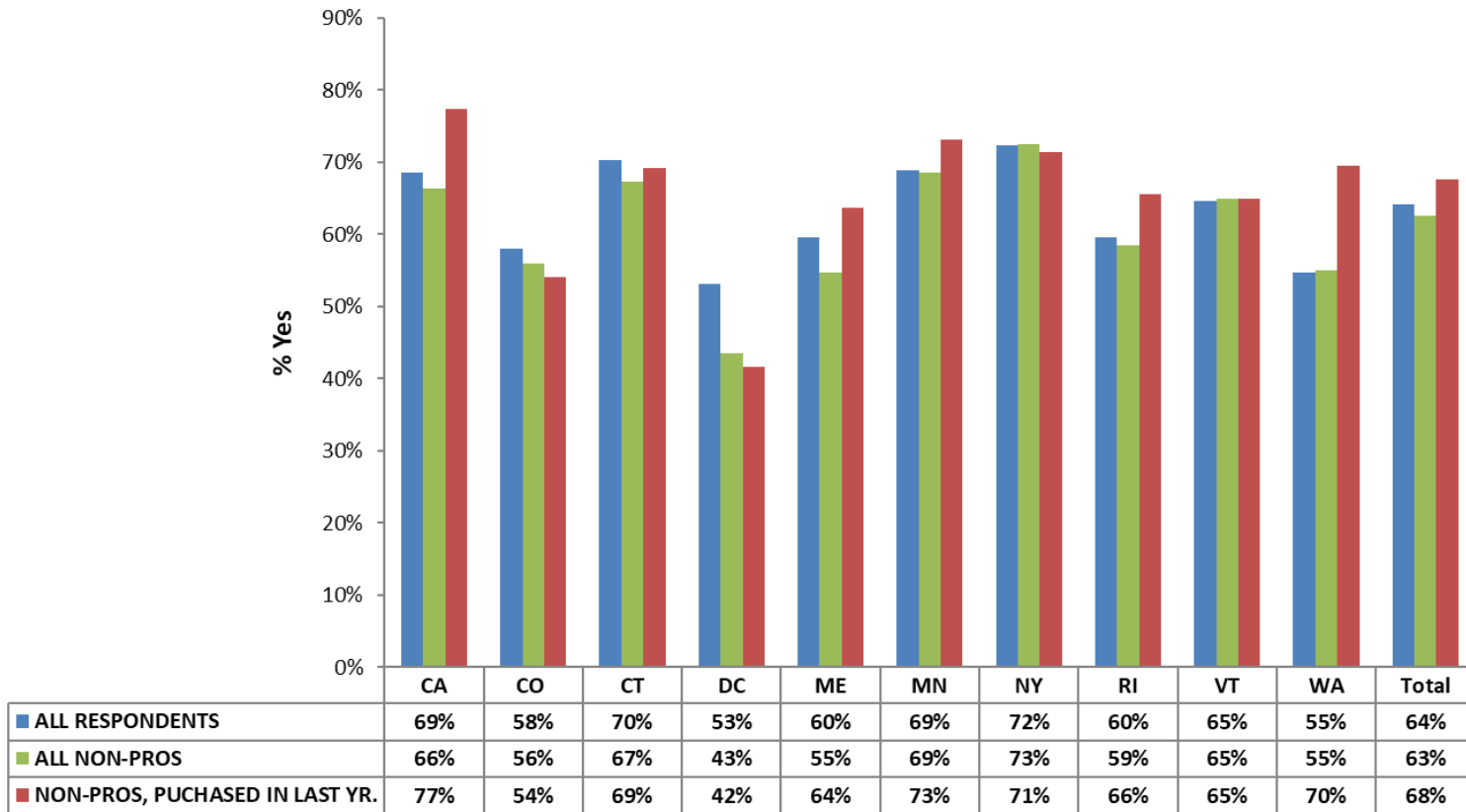
- ❖ Recycling location knowledge improved in 2023 among recent consumer purchasers who were familiar with recycling.
- ❖ Results varied by state/district.



Past Recycling Behaviors Among Those That Knew About Recycling

- ❖ 64% of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ Non-professionals (63%) are less likely to have recycled in the past than professionals (74%)*.
- ❖ End consumers who purchased in the last year are more likely to have done so (68%) than those who have not purchased in the last year.

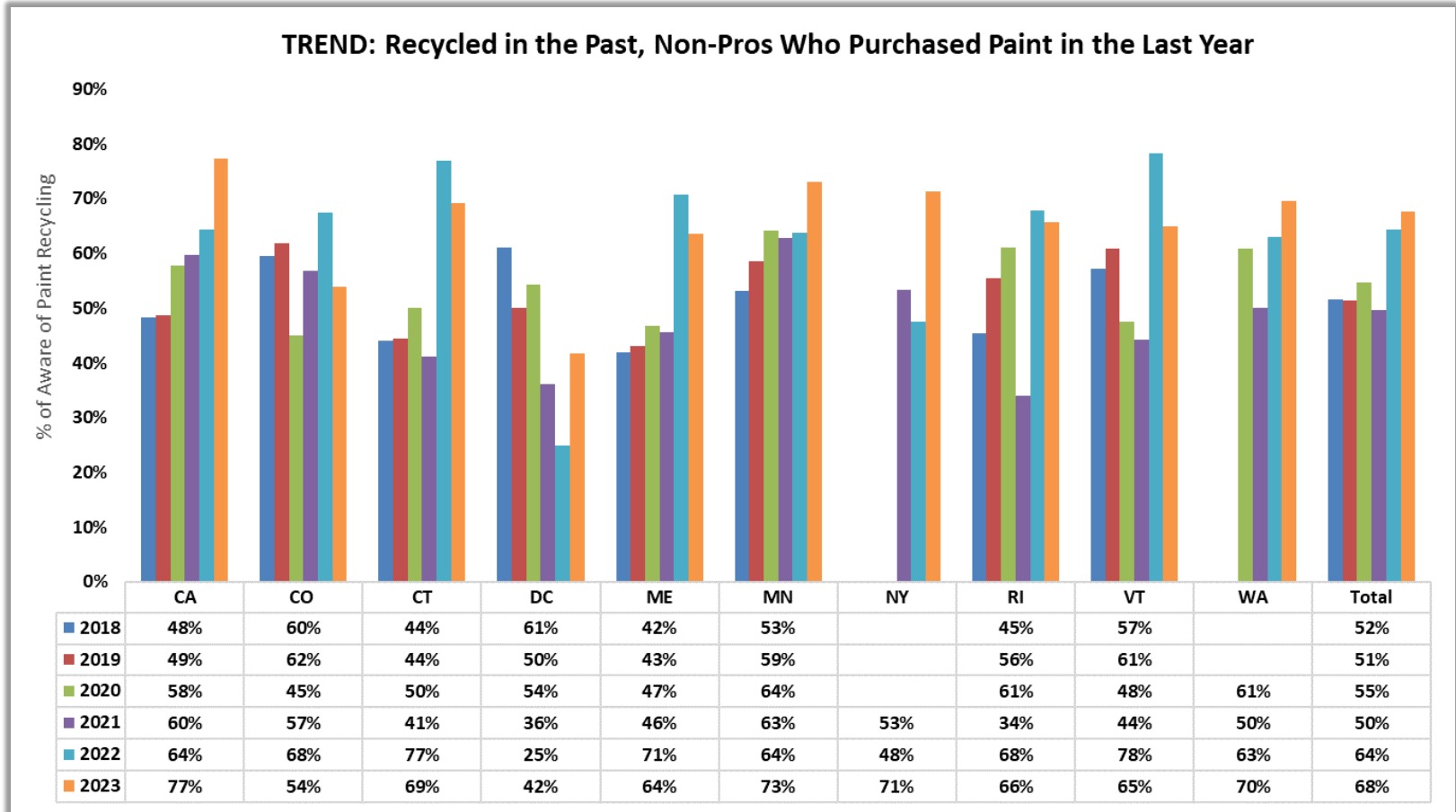
Have you ever taken paint somewhere to be recycled?



**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

TREND: Past Recycling, Recent End-Consumer Purchasers

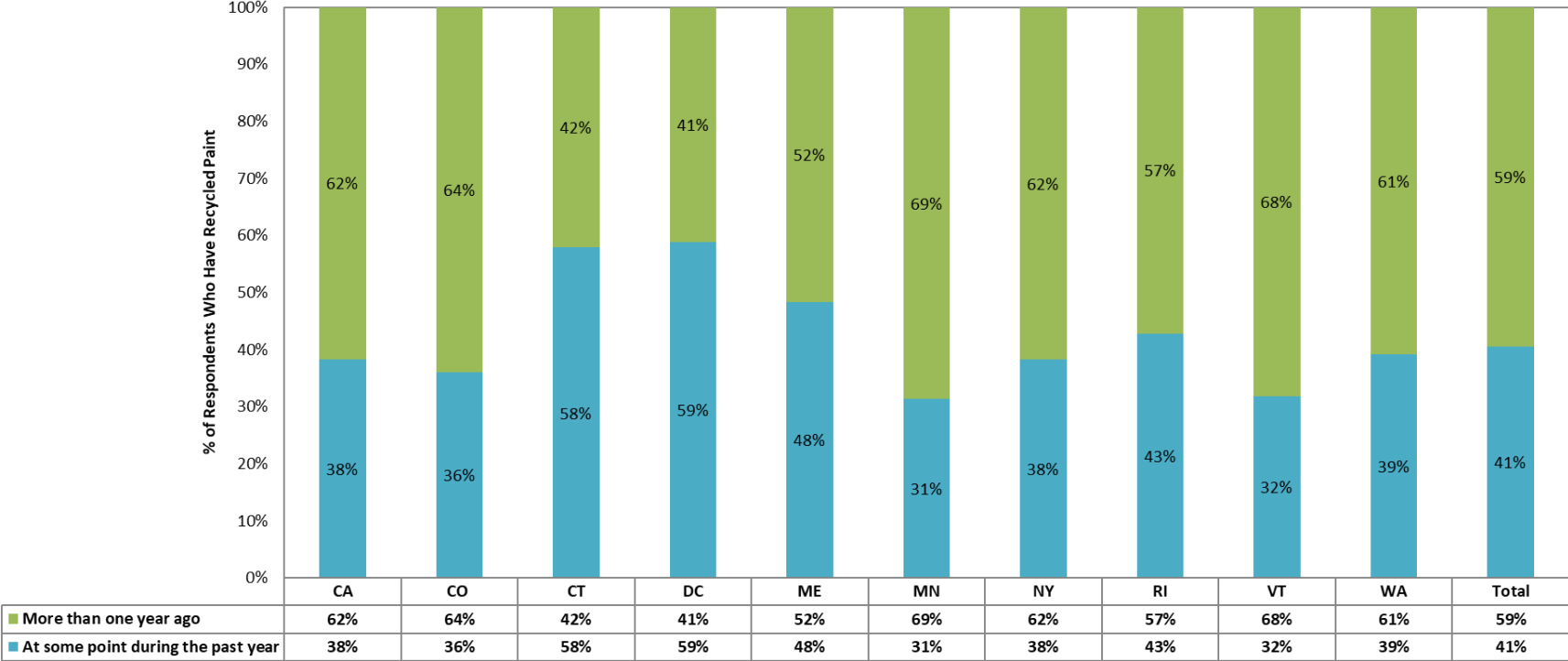
- ❖ More end-consumer respondents who purchased in the last year indicated they had recycled in the past (68%) than the same group did last year (64%).
- ❖ Results varied by state/district.



Recency of Paint Recycling

❖ 41% of those who said they had recycled paint in the past said they had done so in the last year.

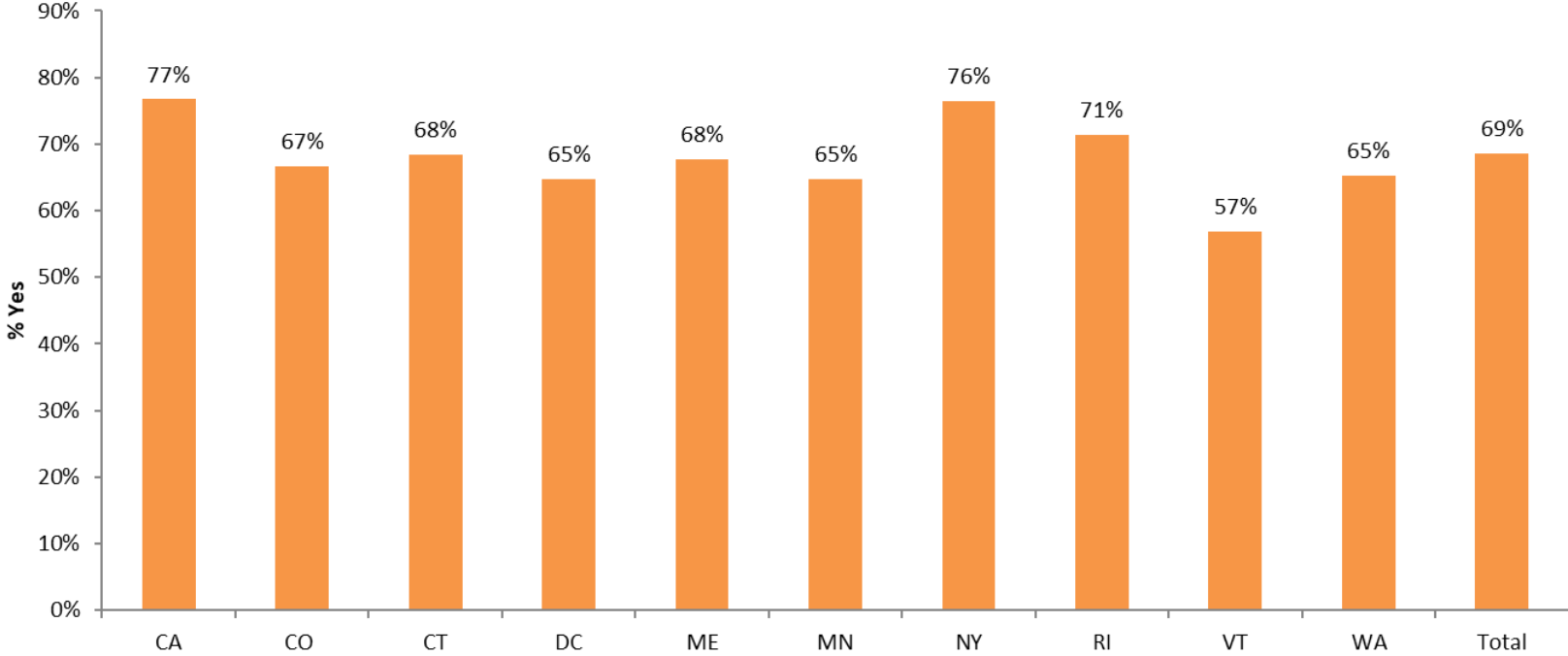
When was the most recent time you have taken paint somewhere to be recycled?



Consistency of Paint Purchasing and Recycling

- ❖ The person who brought the paint to be recycled was usually the same person who had purchased the paint.

Was the person who physically took the paint to be recycled the same person who bought the paint?



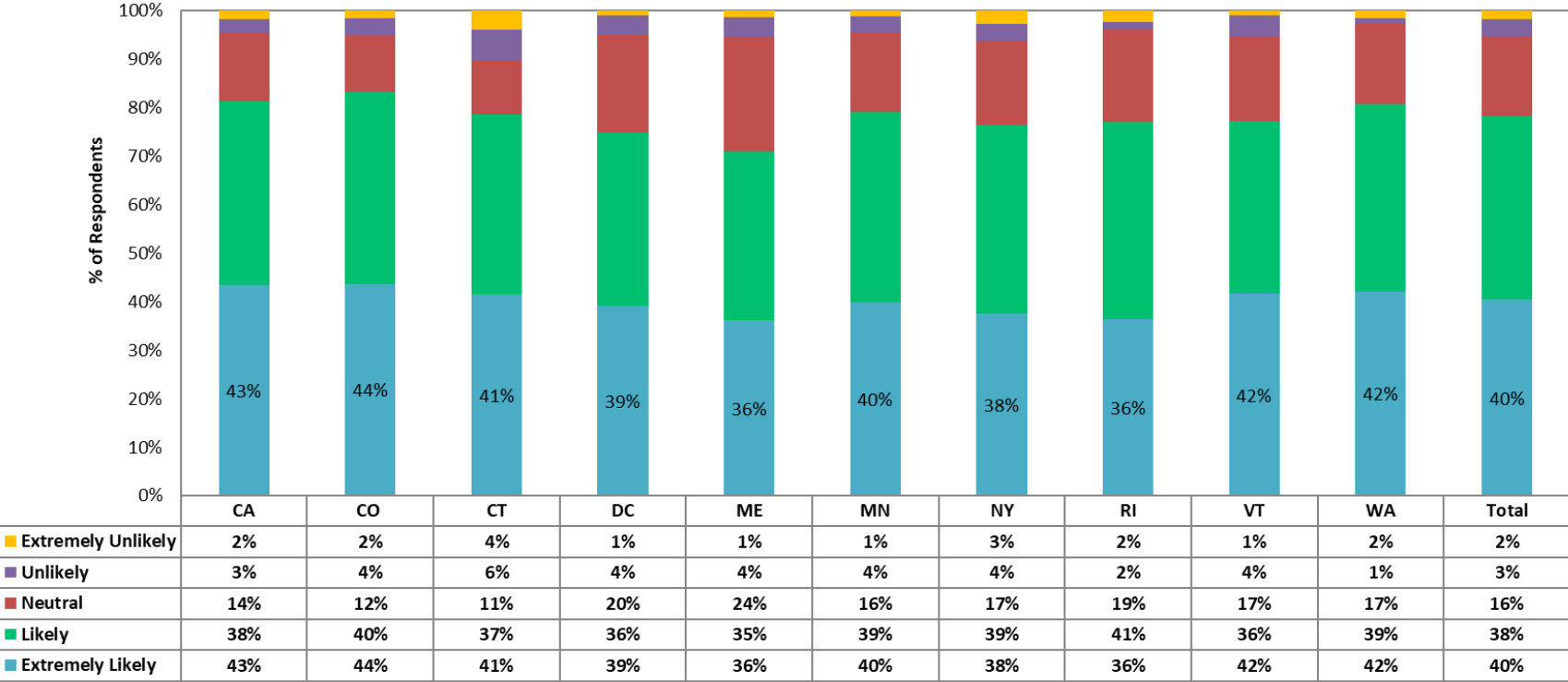


PAINT RECYCLING FUTURE INTENTIONS

Likelihood for Future Paint Recycling

- ❖ 78% of all respondents said they were “extremely likely” or “likely” to recycle the next time they had paint to dispose.
- ❖ Results varied only slightly by state/district.

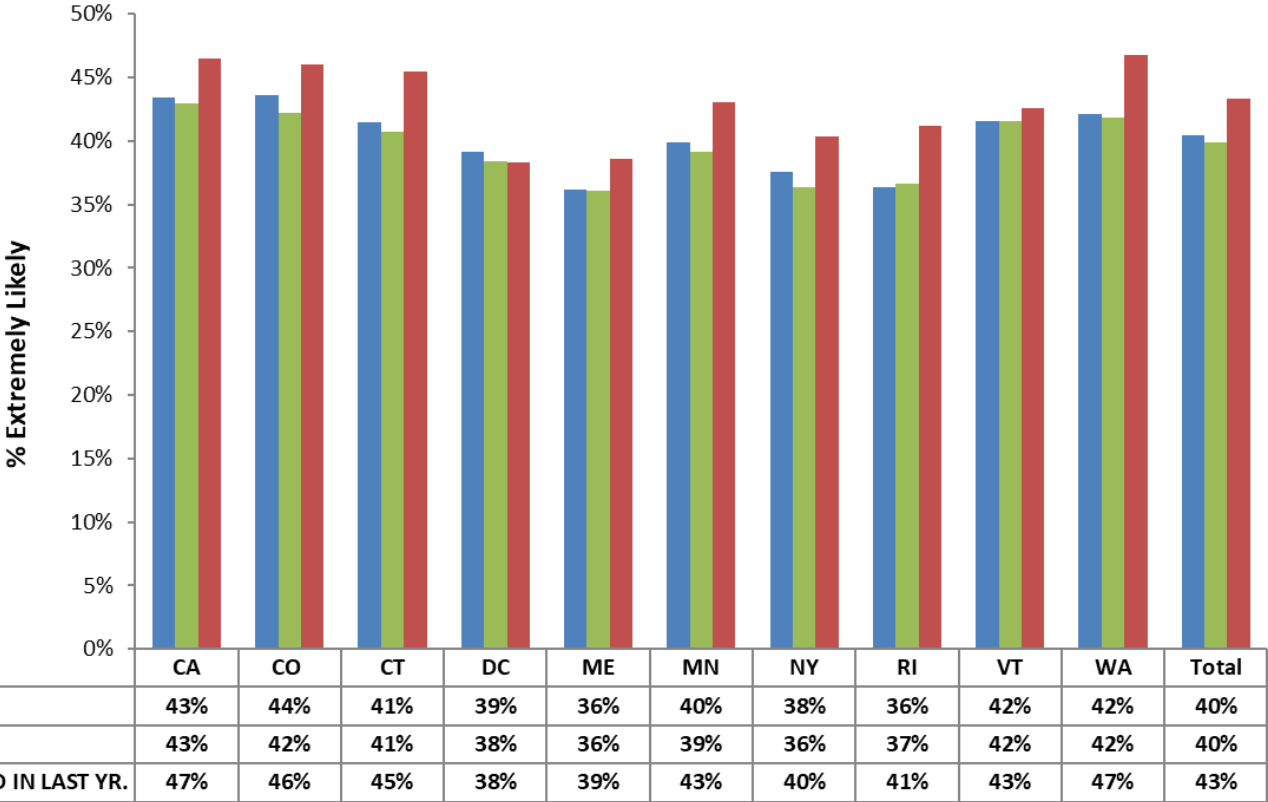
How likely will you recycle next time you have paint to dispose?



Future Paint Recycling Intentions – Extremely Likely

- ❖ The percentage of respondents who said they were “extremely likely” to recycle in the future was **similar** between non-professionals (40%) and professional painters (48%)*.
- ❖ Recency plays a strong role in driving recycling intentions—those who had purchased paint in the last year were most likely to recycle in the future (43%).

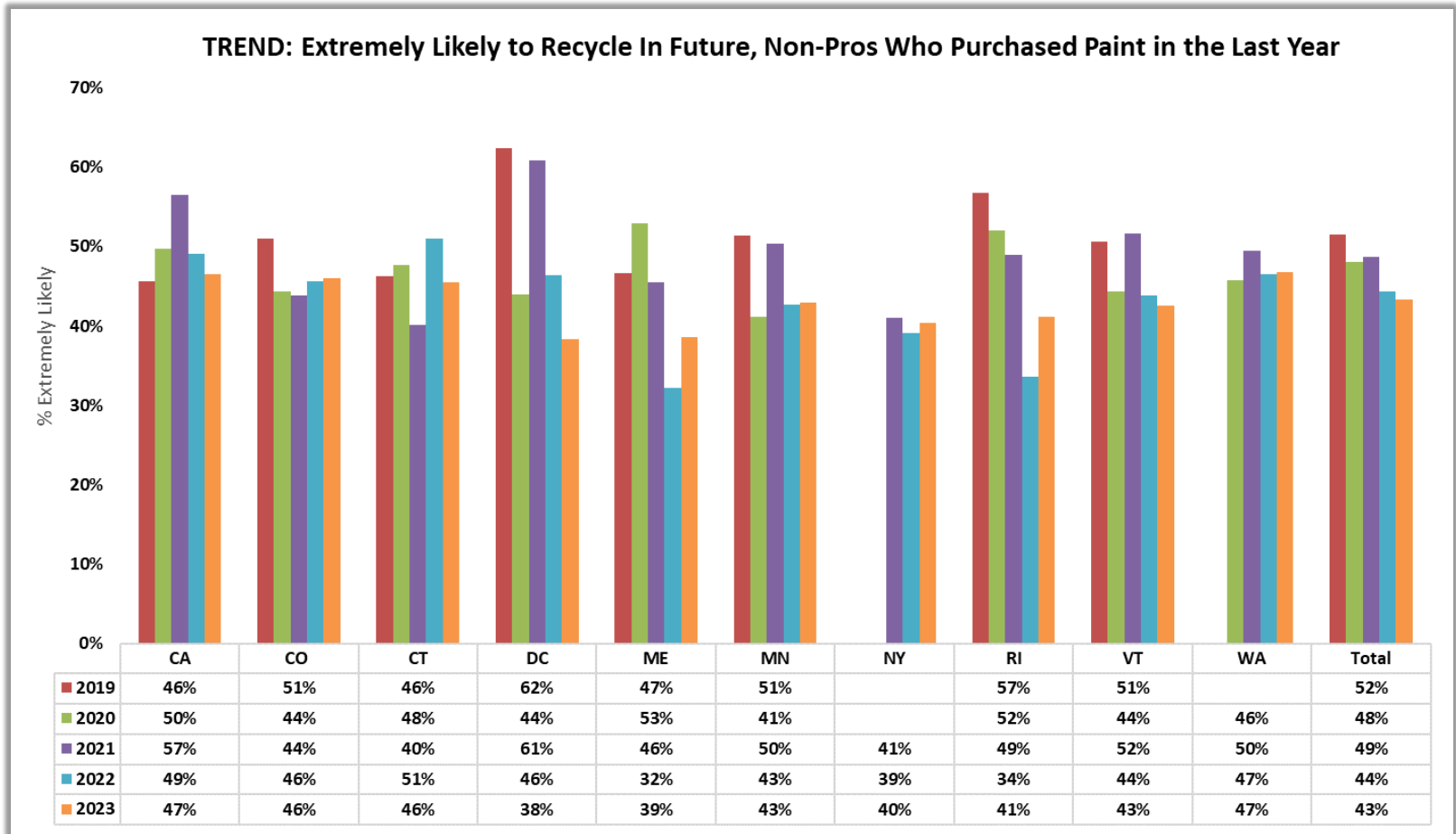
How likely will you drop it off for recycling next time you have paint to dispose?



*Data is not shown for professional painters in individual states/the district due to low sample sizes.

TREND: Extremely Likely to Recycle Paint, Recent Purchasers

- ❖ The percentage of end-consumer respondents who are “extremely likely” to recycle in the future is about the same in 2023 as in 2022.
- ❖ Results varied by state/district.



Sample Comments* – Environmental Motivations

Do not want to throw something away that is harmful to the environment
don't pollute the environment
Environment, sustainability, kindness.
good for environmental and society
Good way to dispose of it from my home and good environmental practice
Help recycle and do what's better for the environment
Helping both the economy and the environment
I always want to do the environmentally friendly thing. It's just that there is very little information on how to do what is best for the environment. If I knew of a recycling option, I'd use it.
I believe that whenever I don't dispose of my paint, I'm harming the environment, so finding a place where I can dispose of my paint without harming have I meant is my motivation
I know it is bad for the environment to just throw away in the trash. Not that I am aware of recycling paint I will definitely do that
I like to be sustainable and recycle and reuse things
I try to be as environmentally friendly as I can so this just fits into caring about the environment.
I try to be as environmentally friendly as I reasonably can, and I didn't know paint could be recycled so I'll definitely be doing that from now on.
I want to dispose of paint the best way possible for the environment and the state I live in.
I want to make this world a cleaner place and do good for them environment.
I would recycle my leftover paint in the future to avoid harming the environment.
It would be a relief to know there's an environmentally friendly and accepted option to dispose of leftover paint.
Knowing that there is a way to dispose of paint that is better for the environment and helpful for other folks is enough motivation
My husband and I have always taken our extra paint into a hardware store for 40 years. My county of Santa Clara has very strick laws regarding this. Our dump facilities will not except paint cans of any kind. We practice climate change & environmental laws
My personal motivation, recycling leftover paint would be to help the environment and dispose of it correctly.
Prevents chance of painting leaking from its storage location and potentially damaging the nearby environment.
Since I didn't know that was an option before this I definitely would now. I care about the environment.
So it doesn't get poured into the ground and hurt the environment.
So that it's not impacting the environment negatively.
Sustainability and environmental concerns.
To help the environment and others in my community.
To keep the environment cleaner for my grandchildren
To lower the environmental impact of discarding and lower the impact of creating new paint
To make sure we aren't dumping paint into our environment
Want to keep the world alive for as long as possible

**full comments list provided in separate file*

Sample Comments* – Decluttering Motivations

At least it will have a repurpose instead of just sitting in my house

Clean out basement

Cleaning out/ de cluttering

Clear out clutter & helping the environment

Clear out my basement

Clear the garage

Clearing up space in my basement

Declutter my utilities closet

Don't need it and don't want it taking up space in the house.

First, to get it out of my garage. Second, recycling is super.

Get it out of my house and dispose of it in an ethical way

Get it out of my place

get rid of it before it accidentally spills and ruins your things

Get these materials out of circulation and not sitting around the house.

Getting rid of it and not take space of my trash can.

Hate clutter and would rather it go to good use if I knew I wasn't going to use it or need it.

I believe it is the most environmentally friendly way and would free up storage space in my house.

I just want to free up space in the garage

I WOULD BE MOTIVATED TO RECYCLE LEFTOVER PAINT TO MAKE SURE THAT IT IS NOT AROUND MY HOUSE

It gives more space in my garage if i get rid of the extra paint. Plus it is better for the environment

It's the easiest way to cleanly dispose of paint I don't need/ want in my house

Just to get rid of it so I don't have to deal with it. It is a plus that it would be done in a safe, etc. manner

make more room in garage

Personal motivation is that its taking up room in the garage or house.

Removal of clutter in my basement while helping the environment and/or another family who could use it.

So I can have more space for new paint and it's save me a lot of time.

So I would have more space in my home

So it's not cluttering the house

To clear up space in my house and avoid an accident mess made of paint spills

To get it out of my house!

To get rid of it, so it's not hanging around and better for environment

**full comments list provided in separate file*

Sample Comments* – Right Thing To Do

Be a good citizen

Because I care about the environment and want to be a responsible person.

because it is the right thing to do

doing my part to assist the economy keep a balance.

Doing the right thing would be my personal motivation.

Environmentally conscious thing to do

Helping the planet and being a responsible citizen

I believe it's irresponsible to throw away something like paint we already abuse our environments so it's best to find a way to dispose/recycle responsibly

I like to do the right thing and avoid poisoning animals.

I like to do the right thing when it comes to chemicals.

I prefer to dispose of things properly, especially if they could get a second use.

I try to do the right thing with items like paint and recycling it seems like the best option

I want to reduce my carbon footprint

I would like to know that I am being responsible adult and doing my part to take care of the environment.

If I do not need to use anymore of the paint recycling is the best thing to do better for the environment. If the paint were dried out I could take it to the same place to dispose I try to be as environmentally friendly as I can be.

If there is an opportunity to do the right thing, I would like to take that opportunity

It is socially responsible.

It is the proper thing to do for environmental and safety reasons.

it is the right thing to do and it doesn't harm wildlife humans overall environment

It would be nice knowing that I am being environmentally responsible and that the organization I use will properly dispose of it.

It's the law and right thing to do.

It's important to do the next right thing.

It's just the good human thing to do

It's the morally correct thing to do

Just now having the knowledge that there are these facilities and services available. Also, knowing that paints has some toxins and chemicals that should not be disposed improperly.

Knowing that I am responsibly disposing of my unwanted paint

Peace of mind to know that I disposed of it responsibly

They dispose of it the proper way than I can.

To be a good person.

To do the right thing by recycling any leftover paint.

Not having to worry about doing it wrong

Sample Comments* – Waste Reduction Motivations

Avoiding waste

because recycling reduces waste

Because there's no need to waste it if somebody else can use it

Better than letting it go to waste

Conservation / lack of waste

Don't want to waste. Protect environment.

Hate wasting anything so repurposing is always the preference.

Having it go to good use and not be wasted would've been enough motivation.

Help save the planet by reducing waste

Help the environment. Not waste paint.

Helping the environment and knowing it will be used and not wasted.

Home Depot is close by me. We are surrounded with condos so I'll check to see if anyone can use it. I hate to waste things if I can help it.

I always look for ways to recycle. I don't want to be wasteful.

I always recycle when possible. I hate being wasteful.

I am a big fan of reusing items and not wasting so if it can be used by someone else again that's great

I believe in not wasting what can be used for something else.

I don't like to waste anything. If there's a chance it could be useful in the future, I'll do it.

I don't want to contribute to unnecessary waste where it doesn't belong

I felt bad about wasting the paint and just throwing it away, but I didn't know I could recycle it. I always like to reduce my environmental impact and trash.

I learned new information that pain can be recycled without leaving it to waste

I think recycling paint is good because its not going to waste and that way people who may actually need it can use it

I WOULD HATE TO WASTE IT

If I have a large amount of paint that I know I won't be able to use I wouldn't want it to go to waste.

It would be a waste if I didn't do it

It's such a waste otherwise

less waste for landfill, less environmental impact

May not use it better to recycle it then to let it waste away and be forgotten

not wasting product and money

Now that I know that recycling paint is easy and accessible, I'd much rather do that than dispose of it in other, more wasteful ways.

so it doesn't go to a landfill or to waste

The fact that I care about the environment and can easily facilitate the safe disposal of a potentially harmful bit of waste

To keep waste out of landfills as much as possible.

To try and do my part to reduce landfill waste

**full comments list provided in separate file*

Sample Comments* – Reuse Motivations

Because someone else can use it and it keeps it out of the landfill.

Better for the environment. Maybe someone else can benefit from the paint that I have left over.

Can be reused rather than added to kitty litter and wasted

Donate

Environmental and someone else can use it

For people to reuse the paint that I didn't use

For safety and hopefully someone else can use it

Help the environment, If recycled it may benefit someone else.

I am an avid recycler, and the more things that can be reused, the better.

I believe in reuse

I have never heard of paint recycling, but I'd much rather have my leftover paint recycled and reused than have it potentially end up in a landfill.

I have no need for it, so give it to someone else that would have a need

I like that someone else can use it

I wasn't aware that you could safely recycle leftover paint. I like the idea of going somewhere and knowing it will be disposed of correctly safely and possibly even reused for another purpose and to serve more people. Giving back is the way to go!

I would feel better knowing that it could be recycled or reused

I would recycle paint so that way other people could use it. There is so much waste in the world that it would help.

If it can be reused, it should!

If it can be use by someone else that's great.

In the hope that it may be good for someone else to use up but usually I do not have to much paint left.

it can be donated to groups like Habitat for Humanity and it protects the environment

Keel the earth clean and give someone else a chance to get paint

Knowing that it would be reused is highly motivating

Less waste someone else will gain something from my trash

let someone else enjoy it

My person motivation would be to give stuff I don't need to other people in need

Practicing responsible disposal of unneeded paint. Allows others to use it

Reduce, reuse, recycle!

So it could be reused by someone else and not just wasted

So it doesn't go to waste and someone else can get use out of it

So that the can be reuse or recycle by those who needed the use paint.

T to give to other people in the community that could use it

To help other people with projects they need paint for

Sample Comments* - Financial Motivations

to help the environment and a monetary reward

A credit for a future purchase. They take the leftover paint with no charge to us. Free dumping/recycling.

A small cash payment to cover my time and fuel for going to turn it in.

Credit for more paint

discount and coupons to buy paints

Earn money back for recycling

Environmental protection also save money

Get money back

Getting more money from it

Gift card thought next purchase of paint

Having money

I don't want the earth to suffer more with left over pain just going to the trash. Sometimes people only need a little bit of a certain color so donating it would save them money and save the earth just a little bit.

If we can earn store credits or a coupon, that will be great.

money

money

Money or cleaner community

My personal motivation could be maybe a discount voucher for future paint purchases.

Save money

Save time and money.

to get money or help environment

To save money

To save someone else money.

When I recycle I spend less money

a rebate

Coupon to local hardware store

Monetary incentives would be great. Like \$4-5 per gallon can of paint.

Some sort of coupon for the store

Cash back

cash would be nice

Reimbursement

Getting funds back.

Because I've already paid for the recycling.

**full comments list provided in separate file*

Sample Comments* – Safety Motivations

Because I don't want to cause any kind of environmental damage or contamination.

Because it is a health hazard.

Because one day my children will have to live in this world and want the planet and economy to be safe.

Do my part to keep the environment safe for future generations
for the safety of my home and the environment

Hazardous to keep it in basement or back of a closet. Prefer knowing I am helping more by taking it to professional recycling place.

health and environmental safety

Help keep the planet safe

I don't want it to get into the water supply

I don't want it in the trash or ground water.

I would like for it to be disposed of in a manner that is safe and ethical

I would not want it to contaminate our local water supply and I would get satisfaction from knowing that the paint would not go to waste.

I would not want to contaminate the water nor the soil

I would recycle leftover paint because it is healthy for humans, animals, and the environment. For example, recycling paint prevents it from being dangerously disposed of, like pouring it down the drain and contaminating water resources.

I would want to reduce the amount of hazardous material entering our waste system. I had no idea that it could be recycled.

If it can be reused/recycled then my responsibility would be to see it goes where it can be accepted and reused or safely disposed to help the environment and ground water.

it can be a health hazard and must be disposed of in a safe manner

it is safe way to dispose of leftover paint

It's safer for the planet, sewers and drains

Keep hazardous waste out of nature/water. I want to do my due diligence of making earth safe.

Keeping chemicals out of the water supply

Knowing that it was not going to be a hazardous waste item and may be used in the right manner

Less dangerous chemicals and paints in my home. And knowing I dispose of it properly

Making sure it does not contaminate the soil. Properly putting it where it can be disposed of properly

Paint is toxic and damaging to the environment and I don't want it to be filling up landfills or the sewer system.

SAFE WAY IS BEST

safety of the community.

to help save the environment and keep people safe from harmful chemicals.

To keep it away from pets

To make sure that it doesn't get into the water supply

We can help to protect the environment and keep earth free of dangerous chemicals that can destroy the plants and animals

**full comments list provided in separate file*

Sample Comments* - Other Recycling Motivations

After this survey I realized the importance of recycling the paint and would plan to do so

This survey gave me the knowledge about recycling paint and that is the first step I took towards recycling

this survey, i didn't know i could recycle before and its best for the environment

Anything something can be recycled I'm for it. We need to do all of this to help with our country with recycling to make our world a better place. For our children coming behind us.

because I think Paint is not ok to dispose in the regular trash bin

better all the way around for everyone and everything

better for the community

Better for the economy

Close locations

Didn't know you could recycle paint now I will

Ease of disposal - not having to store paint I might not need later

easy to find a drop off location

Have the recycling location very easy to get too.

having a recycling place near my place of residence where i can leave it

I am a fan of any recycling initiatives so I would be very interested in pursuing this option

I am always looking for ways to recycle all products I no longer can use

I prefer to recycle rather than dispose unwanted items

I recycle everything. I'd offer it to friends first, or find another project to use it for. Also, I do Renaissance Faire, and we can always use more paint there.

If it is easy to do like calling a number and they will pick it up.

If someone came and picked the paint up for me, or if there was a recycle location somewhere nearby (within 1 mile)

It would reduce the amount of time spent trying to dispose of it, and the paint cans wouldn't take up any space in my trash can

It's probably better to recycle paint than to just throw it away so I will most likely find out who to recycle to instead of just bringing it to the trash station

knowing that my paint can be recycled, I would definitely make an effort to recycle. Anything I can recycle seems like a very good option

Less garbage. I would prefer to recycle if there were a recycle center in our community.

Local regulations.

None really. If it's available at Paint Store and no cost, I'll do it. Otherwise, just drop off at Paint Store.

Paint is nasty. The less we dispose of it the better. Recycling is great.

reduce new materials from entering the market

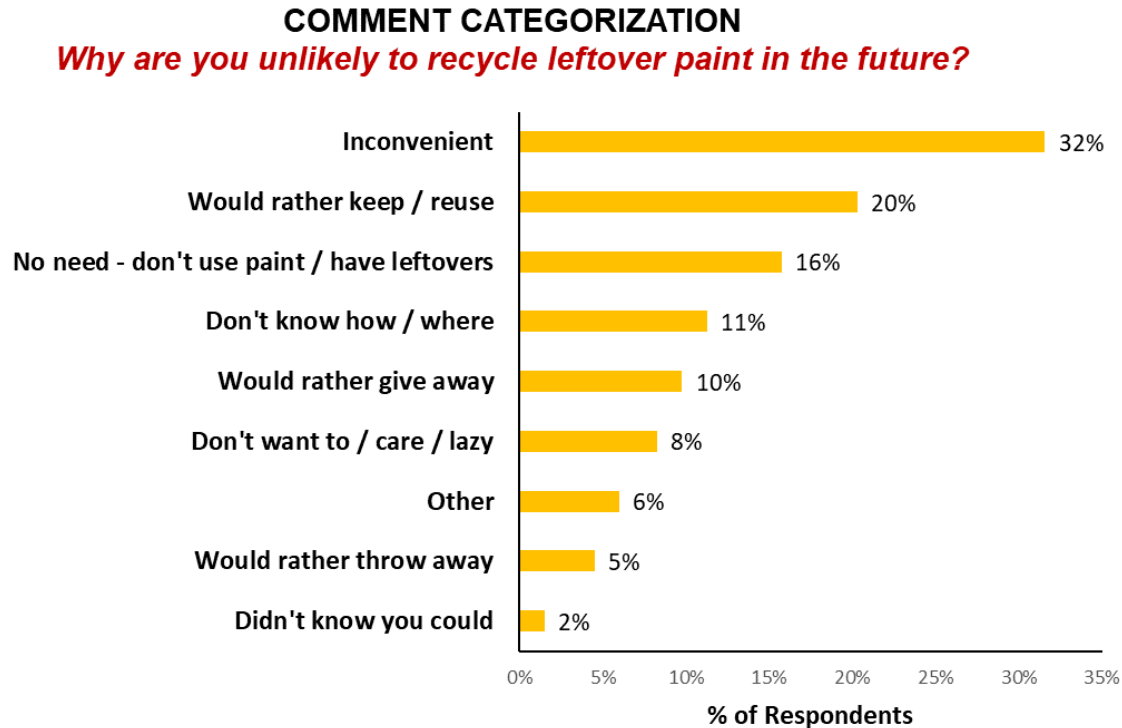
The transfer station has a room full of paint leftover from others and anyone can go see if they have paint you need for free

Whenever I have leftover paint and have no use of it I'll happily recycle it.

**full comments list provided in separate file*

Open-Ended Commentary: Recycling Obstacles

- ❖ Cited by about a third of those unlikely to recycle paint in the future, the most prevalent obstacle was that recycling would be inconvenient.
- ❖ A fifth said they would rather keep and/or re-use leftover paint.
- ❖ 16% said they wouldn't recycle paint because they didn't paint and/or wouldn't have any to dispose in the future.
- ❖ Others preferred other disposal methods, just didn't want to, or they didn't know how to recycle.



N=133

Sample Comments* – Inconvenient

There is no place by where I live	If I can get someone to take it away for free I'll give them a call
Seems like more work to go to a specific location to recycle than just storing it, giving it away, or disposing of it.	Inconvenience
It's easier to keep at home	It is an incredibly complicated arrangement requiring an advanced appointment and 3 hours of time.
It's easier to throw it away or keep it in storage until I eventually throw it out	It is heavy and I don't know where to take it. No car.
Takes to much time. Recycling stations are often not open at convenient times. I usually keep leftover paint for touch ups anyway.	It's inconvenient
Because I don't own a car so it's a pain in the ass to walk to a rare out of the way facility	It's inconvenient- the locations are all out of my way and the hours are limited
Because I Walk EVERYWHERE I Gooooo...	Need to find the locations of convenience
Don't have the time to go there	No time
don't use enough to take the time to go drive and drop it off someplace.	no way to get it to the site
Hassle to make drop off arrangements	not close to a facility
Hazardous waste site is too far away.	Not convenient too far from my home
i am unlikely because i believe that it is a crutch to go all the way to the building to recycle paint	Not in my area
I don't have a car and it's easier to leave it in the basement of my building where people give away free items.	the city/county site has too long of a line. take way too much time to just drop off
I don't have a car so to hard to get it through	Time
I dont hvae an excess of 100 gallons, that it so much and it seems like it takes too much time	To time consuming
I don't want to go to the recycling place.	Too far from home
I doubt the location to do so is convenient to me	Too much effort for only a few cans of paint
I have 2 babies and it's difficult to go out with them.	Too much hassle
I have no local place to recycle paint.	Too much work
I have no transportation.	too much work
I'm busy with other projects	Transportation reasons

**full comments list provided in separate file*

Sample Comments* – Rather Keep/Re-use

No t likely. Again, I won't have any unwanted paint in the future. I only buy what I will use. If I have leftover I use it for other projects.

Because ill save it to use it in the future or ill give it to someone but i might recycle it too

Because I might need it for another project

Because i would just keep the paint unless it pays to give it away

Because it has a meaning value

Become I would just throw it away or save it for spare.

Good to keep

I always purchase extra, as a home owner it will always come in handy.

I get nervous that I may need the leftover paint for future touch ups or in case the next owner of my house needs to match the color

I keep it in case I need it later

I keep it in the crawl space for when a need little extra paint for a project.

I keep my leftover paint.

I might need it for future uses.

I save it

I will keep it in case I need it

i will keep the paint in storage in case i need to patch holes in the walls or other touch ups

I will paint old furniture.

I will save it for future use

I'll put it in my basement

Save it for future use.

There's always going to be something in need on painting or someone in need of paint.

We always make sure to use all the paint instead of toss it out, if we don't we store it somewhere so we can use it for any scuffs, so we don't wind up having to buy more.

**full comments list provided in separate file*

Sample Comments* – No Need, Don't Know How/Where

No need - don't use paint / have leftovers	
Because their isn't any left too recycle	I don't paint
Don't have a lot left over.	I dont plan on painting
I don;t use paint.	I don't use it
I dont buy paint	I have a very small amount of paint.
I don't deal with paint	i have no leftover paint
I don't paint	I have no use for paint at this time
I dont have paint	I live in an apartment ,I don't use paint.
I don't have paint	i never have leftovers. it will all be used up.
I don't own a home. I live with my aunt	I won't have much
I dont paint	We don't have enough to recycle with.

Don't know how / where	
I know of no paint recycling centers in my area. I try to use all leftover paint for another purpose.	I dont know where the drop off is in my area
Dont know how	I don't know where the recycling stations are
don't know	I have only one quart of several colors. I don't know where to bring them.
I don't know	I live in a rural area and there's no drop off place available
I don't know where it would be	I would not know what to do with leftover paint as I've never painted my own room or apartment before
i don't know how	I'm not sure
I don't know much about how to recycle leftover paint.	Not aure where to drop it off

**full comments list provided in separate file*

Sample Comments* – All Other Obstacles

Would rather give away	
Because i dont need it ill give it to someone who does	I usually give it away to a family member or friend
Because I know somebody will need some paint family member or friend	I'm going to try donating it to someone or a organization that can use it
I always know someone who could use it	If I don't give it away I would not give it back to the store because they will probably resell it
I can give it to other people	In my city, we have communities of tiny homes for homeless folks wanting to get back on their feet. I
I know plenty of people who can use paint	We have friends who will always use our leftover
I rather to give away.	

Don't want to / care / lazy	
Because I just don't	Im lazy
Dont want to	It gives me a lot of an anxiety to go to a new place
I dont care	Laxy
i dont care about it that much	Laziness
I don't like it	Won't think of it
I simply dont care enough to, i just throw it in my dumpsters	

Remaining Comments	
Cause I can just dry it out	I know now.
EAsier to let it dry out and toss it	Because there will be another way to do it
Gets dried out	I'll probably just take it to the hazardous material plant
Because I did not know you can recycle paint.	It always costs money and on a fixed budget.

**full comments list provided in separate file*

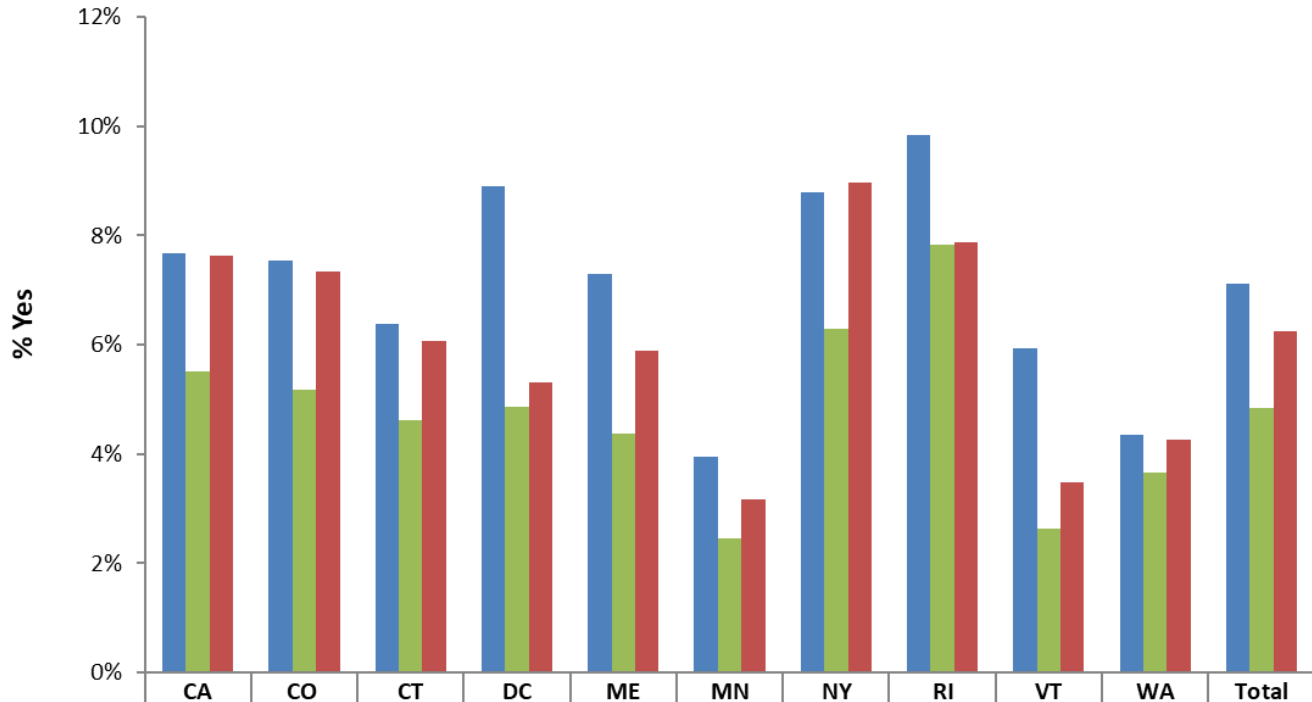


ADVERTISING AND MARKETING CONSIDERATIONS

PaintCare Awareness

- ❖ Overall, 7% of respondents said they had heard of PaintCare before.
- ❖ Awareness was lower among end-consumers (5%) than professional painters (46%).*
- ❖ It was slightly higher among end consumers who bought paint in the last year (6%) than among all end consumers (5%).

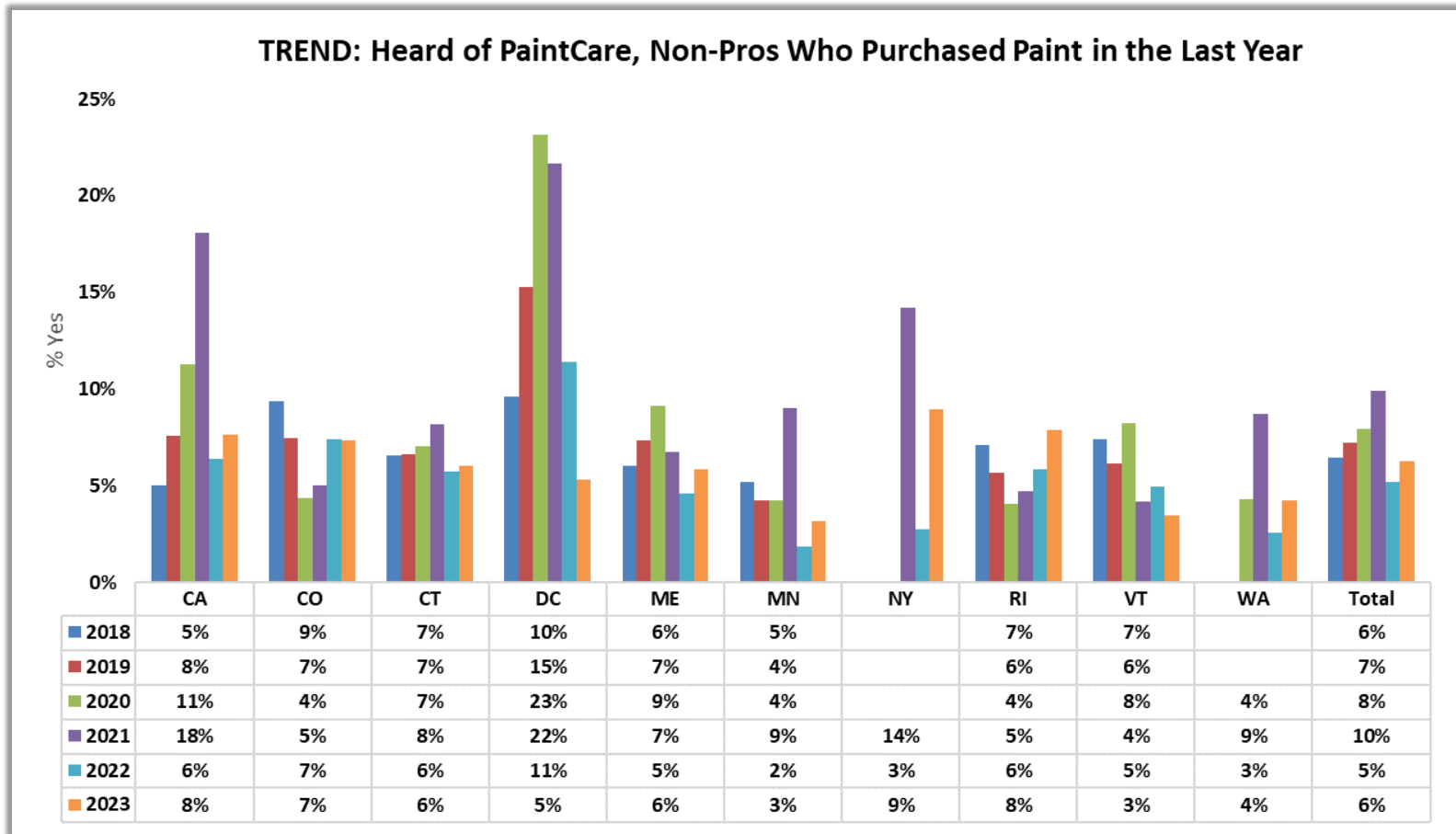
Have you ever heard of PaintCare, the program that sets up sites that take paint for recycling?



**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

TREND: PaintCare Awareness, Recent End-Consumer Purchasers

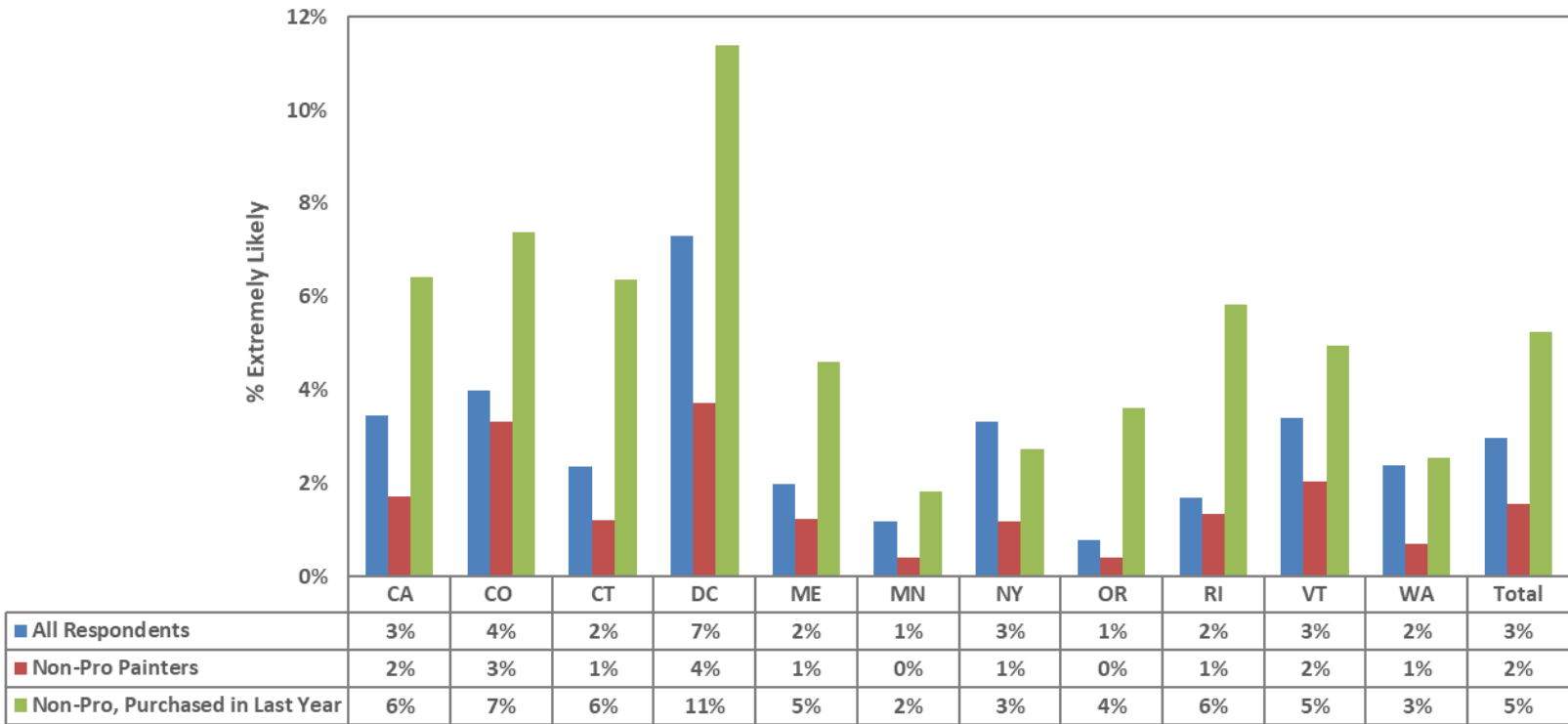
- ❖ The percentage of end-consumer respondents who had heard of PaintCare was similar in 2023 (6%) as in 2022 (5%).
- ❖ Results varied by state/district.



Ad Recall – Among All Respondents

- ❖ 3% of respondents recalled a PaintCare ad, the same as last year.
- ❖ Non-professionals were much less likely to have encountered a PaintCare ad (2%) than professional painters (32%).
- ❖ Recent purchasers are much more likely to had encountered a PaintCare ad (5%) than other end consumers (2%).

Do you recall seeing or hearing an advertisement about paint recycling and/or PaintCare in the last several months?



**Data is not shown for professional painters in individual states/the district due to low sample sizes.*

Ad Recall Types

- ❖ TV was most frequently cited by respondents who remembered ads (typical response even when TV ads not running).
- ❖ Other common ad types varied by state/district, between online, radio, newspaper, billboard and mail.
- ❖ *Note: sample sizes are small by state/district; as such, results should be considered anecdotally.*

What type(s) of ad(s) do you recall? Choose all that apply.											
Type of Ad	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
TV	43%	33%	60%	69%	56%	40%	69%	64%	29%	0%	52%
Online Advertisement	57%	44%	0%	15%	22%	60%	54%	57%	29%	100%	43%
Radio	43%	11%	60%	54%	22%	60%	38%	14%	14%	0%	34%
Newspaper	33%	22%	40%	54%	33%	40%	31%	14%	14%	0%	31%
Billboard	38%	11%	40%	38%	22%	20%	23%	14%	14%	0%	26%
Mailer sent to my home/business	14%	11%	0%	23%	0%	40%	15%	0%	0%	0%	11%
Unsure	0%	11%	0%	0%	0%	0%	0%	0%	14%	0%	2%
Sample Size	21	9	5	13	9	5	13	14	7	2	98

Shown as a percentage of all respondents

Recall of Other Marketing Measures

- ❖ Among those who had heard of PaintCare, word-of-mouth communication was the most common source of information in most states/the district. HHW centers also play a key role in most.
- ❖ Brochures, social media, signs, displays and online research were all important methods as well.
- ❖ *Note: sample sizes are small by state/district; as such, results should be considered anecdotally.*

Do you recall hearing about paint recycling and/or PaintCare in any of the following other ways? Choose all that apply.

	CA	CO	CT	DC	ME	MN	NY	RI	VT	WA	Total
From a friend/relative/colleague	30%	42%	38%	28%	25%	40%	50%	25%	33%	36%	34%
From my local hazardous waste center or transfer station	25%	5%	38%	44%	20%	20%	41%	13%	25%	18%	25%
Brochure/card at a paint/hardware/lumber store	28%	21%	44%	33%	20%	20%	23%	17%	17%	18%	24%
Facebook/social media	18%	11%	13%	33%	20%	30%	27%	29%	0%	18%	20%
Sign/poster/display at a paint/hardware/lumber store	28%	21%	19%	28%	10%	40%	14%	17%	17%	0%	20%
From my own online research (e.g. searched "how to get rid of paint")	30%	5%	13%	11%	15%	40%	32%	17%	8%	18%	20%
At one of PaintCare's one-day paint collection events	15%	16%	6%	11%	20%	40%	27%	17%	8%	0%	16%
Mailed information	28%	11%	6%	6%	10%	0%	18%	21%	17%	9%	15%
None	8%	5%	13%	17%	15%	20%	9%	4%	25%	18%	11%
Other*	3%	5%	0%	0%	5%	0%	0%	4%	0%	9%	3%
<i>Sample Size</i>	<i>40</i>	<i>19</i>	<i>16</i>	<i>18</i>	<i>20</i>	<i>10</i>	<i>22</i>	<i>24</i>	<i>12</i>	<i>11</i>	<i>192</i>

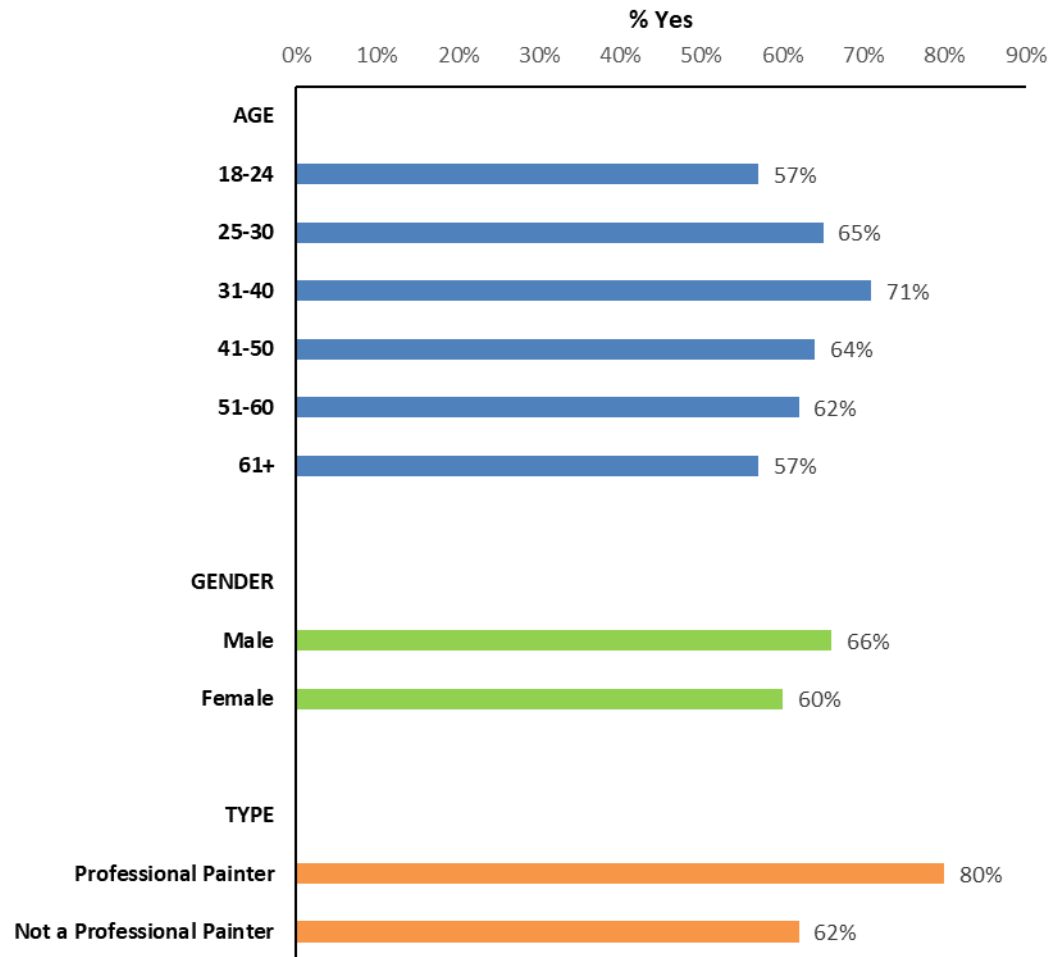
*Other	
AA APP	on the lowes receipt
at home show	youtube advertisement
local paper	



APPENDIX 1: IMPACT OF PROFILES ON RESULTS (Cross-Tabs, All Respondents)

Consumer Behavior Cross Tabulations – Paint Purchases

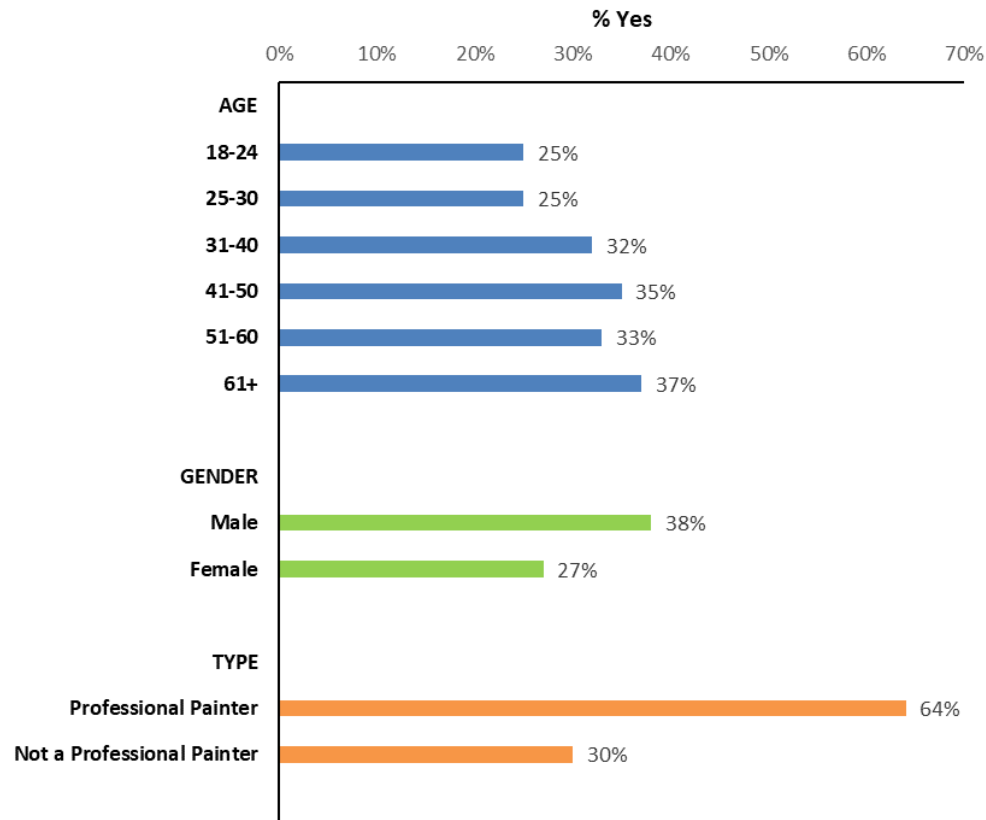
Have you purchased paint in the last year?



- ❖ Those in the 31-40 age range bought paint most often in the last year.
- ❖ Men purchased at a slightly higher rate than women in the last year.
- ❖ As expected, professional painters purchased more often in the last year than non-professionals.

Cross Tabulation – Recycling Knowledge

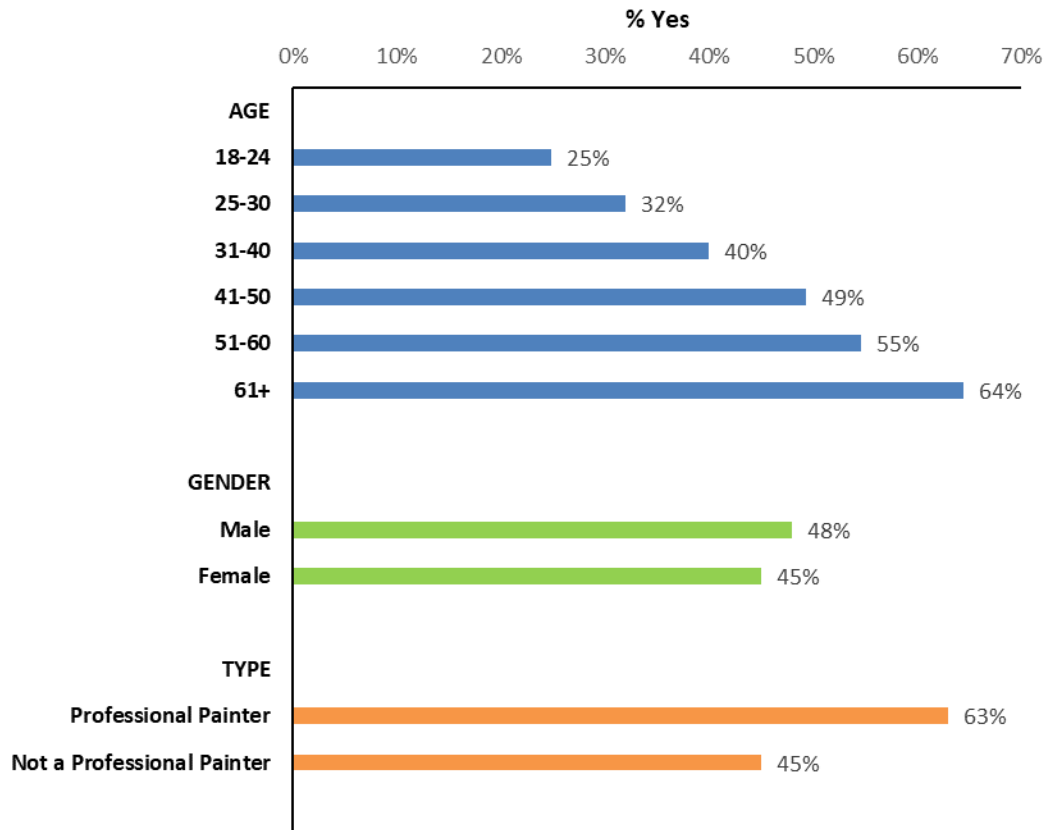
Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?



- ❖ Recycling knowledge generally increases with age.
- ❖ Men are significantly more likely to know that paint can be recycled than women, as was the case in prior years.
- ❖ Professional painters are more than twice as likely to know that paint can be recycled.

Cross Tabulation – Disposal Opportunities

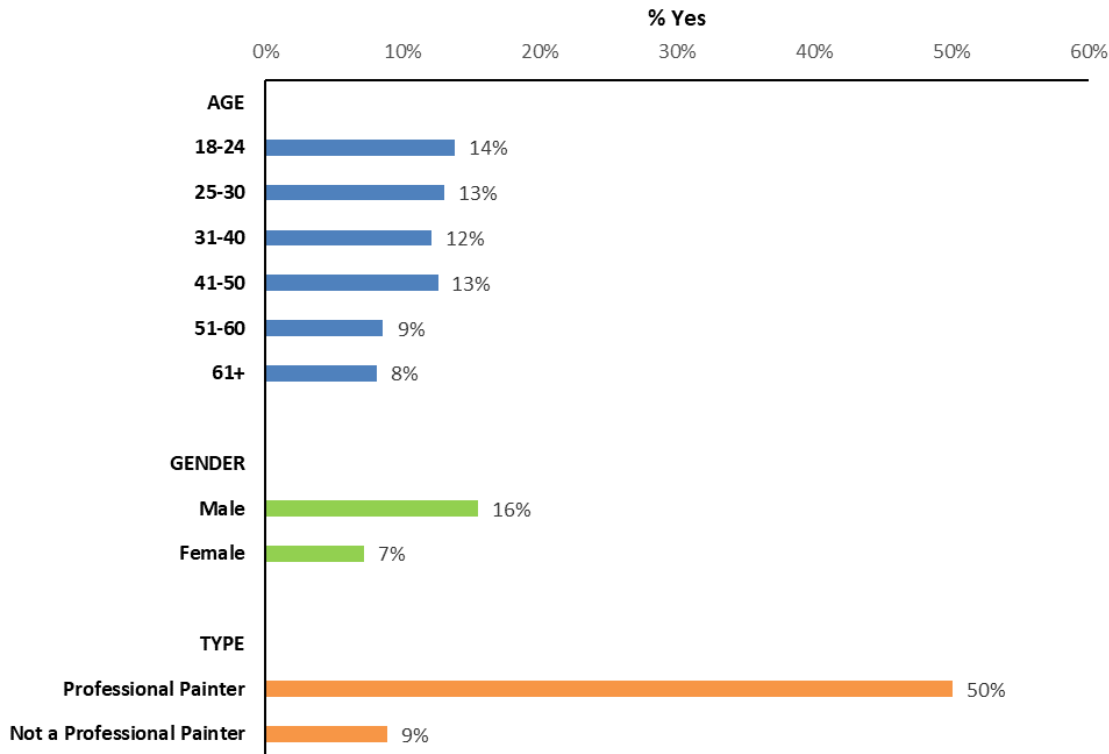
Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?



- ❖ Knowledge of paint drop-off opportunities increases with age.
- ❖ Men and women are similarly knowledgeable about disposal opportunities.
- ❖ Professional painters are more aware of drop-off opportunities than non-professionals.

Cross Tabulation – Pick-up Service

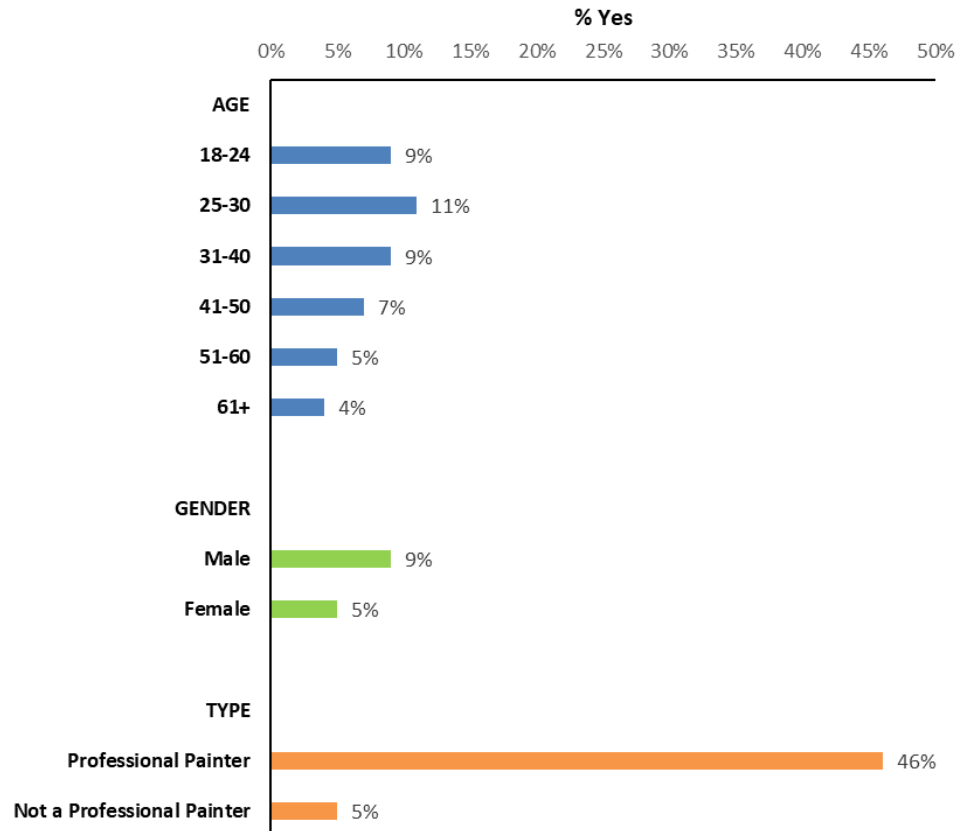
Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?




- ❖ Knowledge about free on-site pickup services is fairly consistent by age up until 51, when awareness rates drop.
- ❖ More than twice as many men are aware than women.
- ❖ As expected, professional painters are much more familiar with pick-up services than non-professionals (i.e., they are more likely to have 100+ gallons of paint on hand).

Cross Tabulation – PaintCare Familiarity

Have you ever heard of PaintCare, the program that sets up sites that take paint for recycling?



- ❖ Awareness of PaintCare generally decreases with age.
- ❖ More men have heard of PaintCare than women.
- ❖ Professional painters are much more aware of PaintCare than non-professionals.



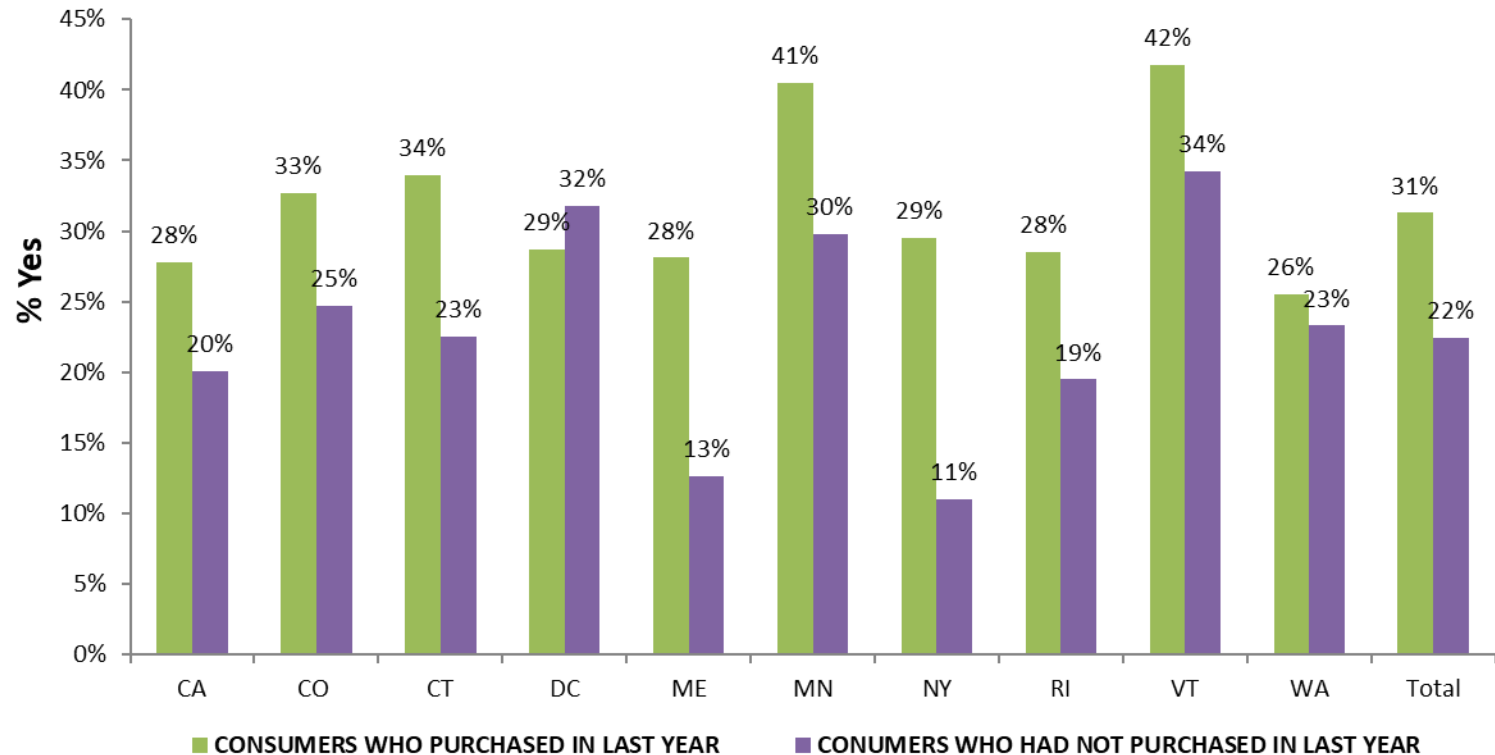
**APPENDIX 2:
THE IMPACT OF RECENCY ON
AWARENESS
(Cross-Tabs, End Consumers)**

Awareness of Paint Recycling Based on Purchase Timeframe

- ❖ Data was analyzed to contrast the awareness levels of end consumers who purchased in the last year and those who hadn't. As expected, those with more recent store interactions were more knowledgeable about paint recycling in most states/the district. This is reflective of PaintCare's and retailers' recent performance.

RECENCY ANALYSIS:

Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?



PURCHASE LAST YR: N=CA 199;CO 81;CT 71;DC 85;ME 95;MN 84;NY 82;RI 77;VT 73;WA 103;TOTAL 950

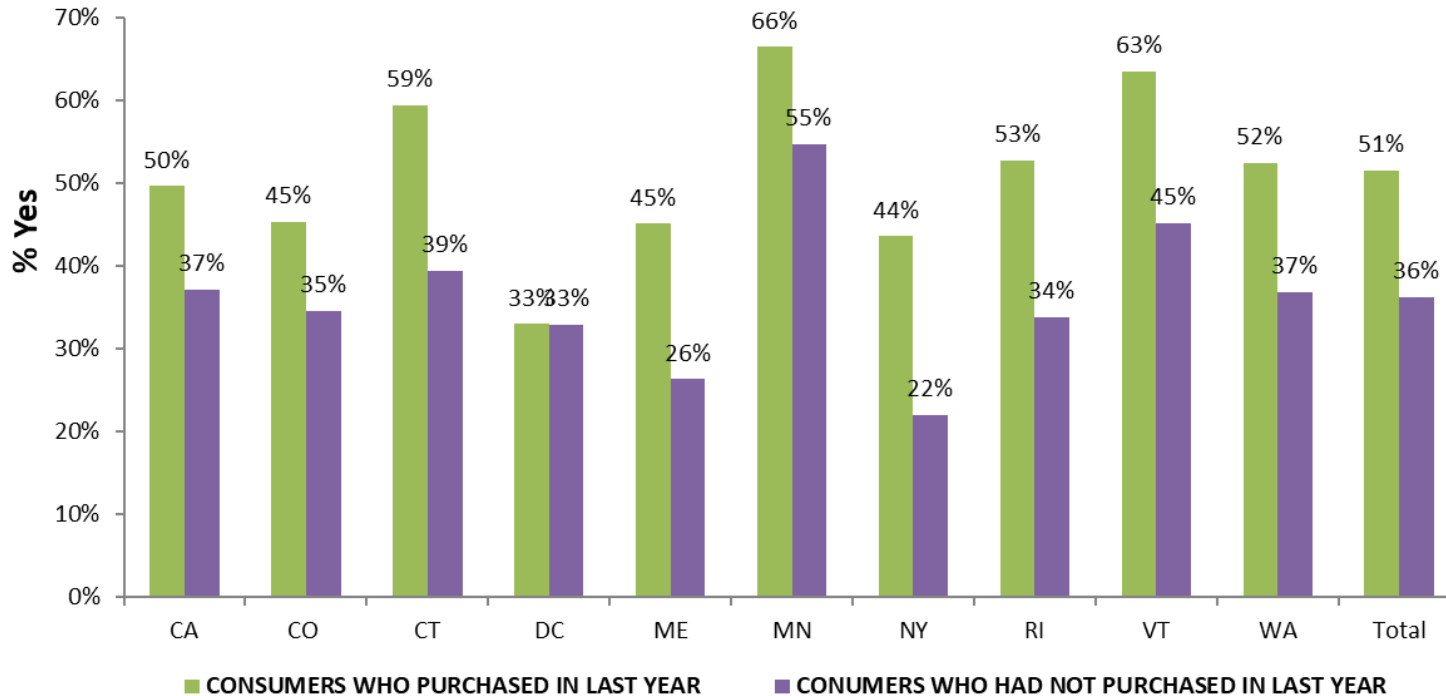
NO PURCHASE LAST YR: N=CA 288;CO 150;CT 165;DC 94;ME 153;MN 158;NY 156;RI 165;VT 115;WA 141;TOTAL 1585

Awareness of Paint Disposal Opportunities in State/District

- ❖ Those with more recent store interactions were significantly more knowledgeable about drop-off opportunities as well.

RECENCY ANALYSIS:

Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?



PURCHASE LAST YR: N=CA 199;CO 81;CT 71;DC 85;ME 95;MN 84;NY 82;RI 77;VT 73;WA 103;TOTAL 950

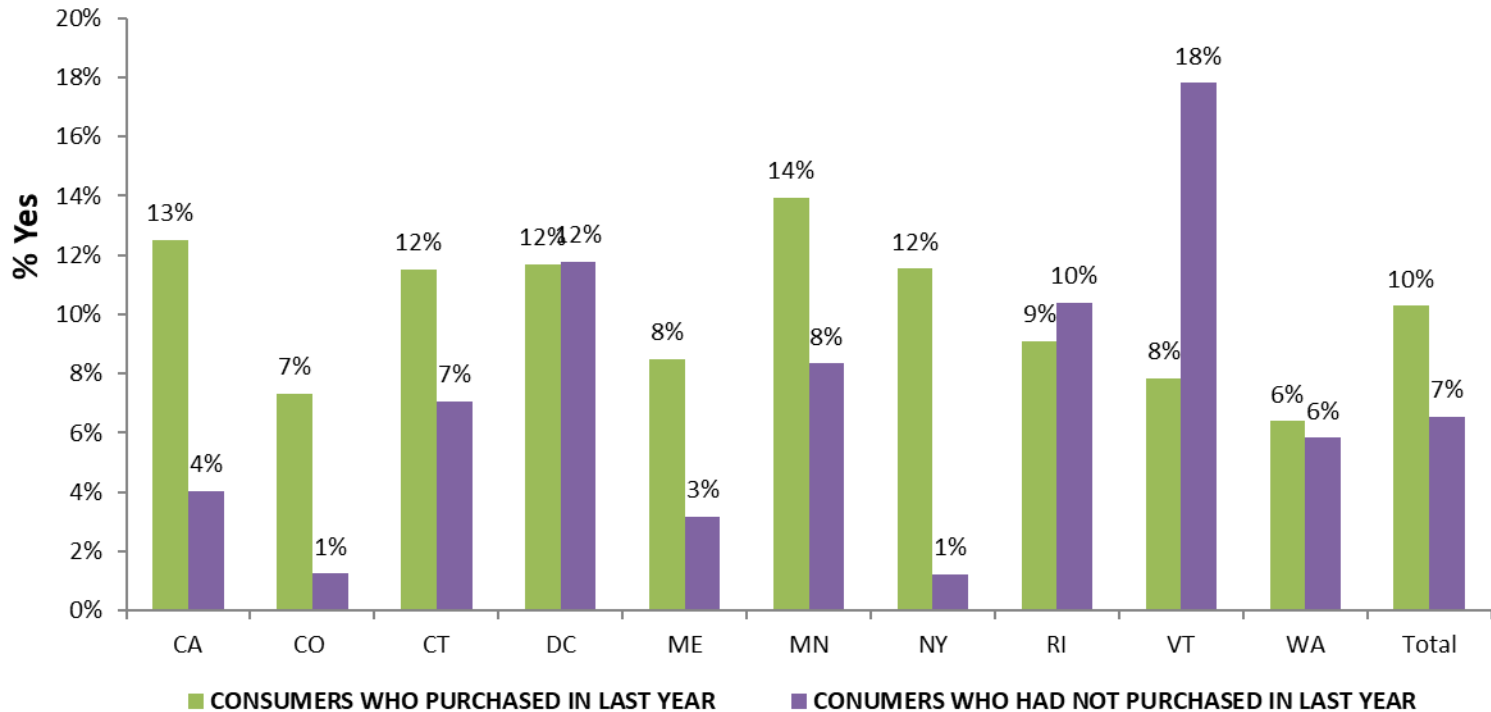
NO PURCHASE LAST YR: N=CA 288;CO 150;CT 165;DC 94;ME 153;MN 158;NY 156;RI 165;VT 115;WA 141;TOTAL 1585

Awareness of Paint Pick-up Opportunities

- ❖ Those with more recent store interactions were significantly more knowledgeable about the 100+ gallon pick-up service than those who had not purchased in the last year.

RECENCY ANALYSIS:

Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?



PURCHASE LAST YR: N=CA 199;CO 81;CT 71;DC 85;ME 95;MN 84;NY 82;RI 77;VT 73;WA 103;TOTAL 950

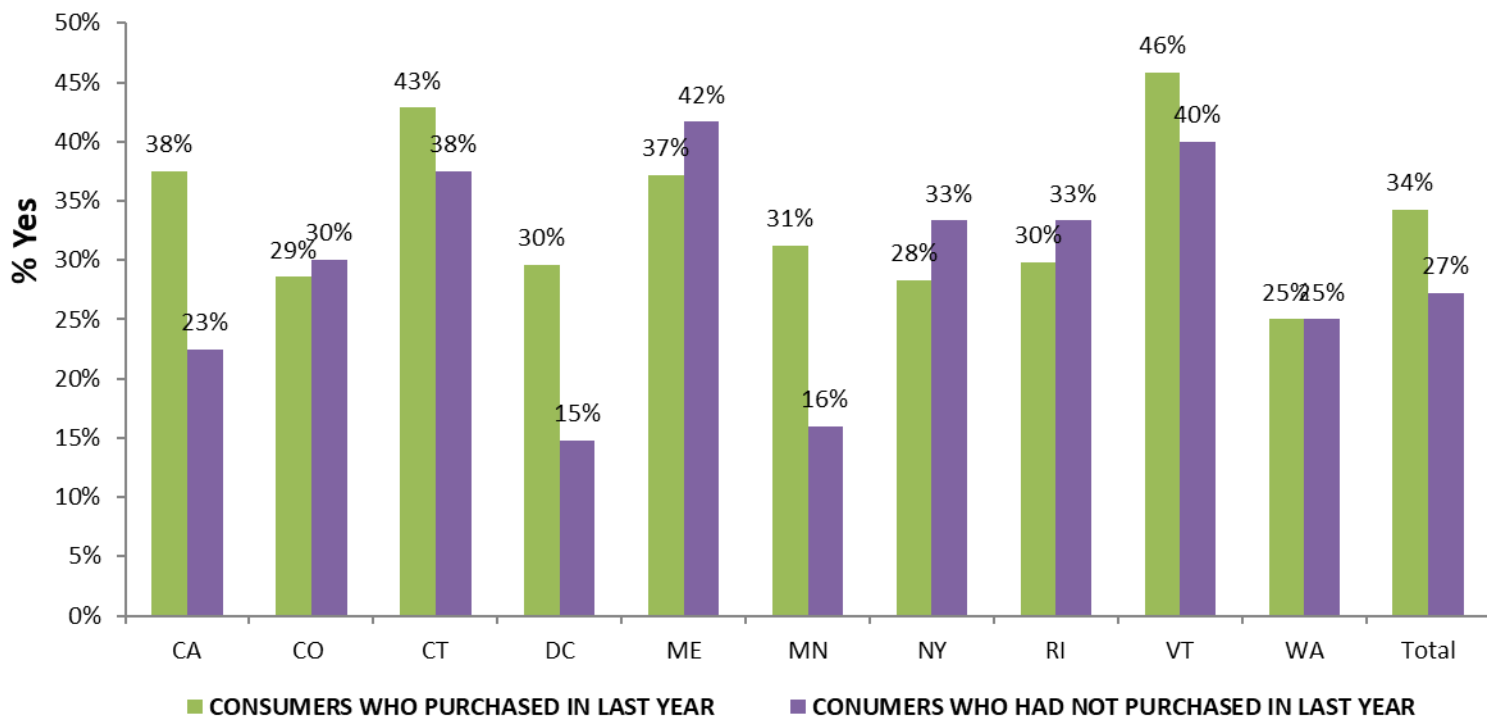
NO PURCHASE LAST YR: N=CA 288;CO 150;CT 165;DC 94;ME 153;MN 158;NY 156;RI 165;VT 115;WA 141;TOTAL 1585

Awareness of Fee Among Those Who Knew About Recycling

❖ Awareness of the fee was much higher among those who purchased in the last year.

RECENCY ANALYSIS:

Are you aware that when you buy paint in your state/district, there is a small fee added to the price to pay for a program to recycle any leftover paint you have?



PURCHASE LAST YR: N=CA 80;CO 49;CT 56;DC 27;ME 43;MN 64;NY 46;RI 47;VT 48;WA 36;TOTAL 496

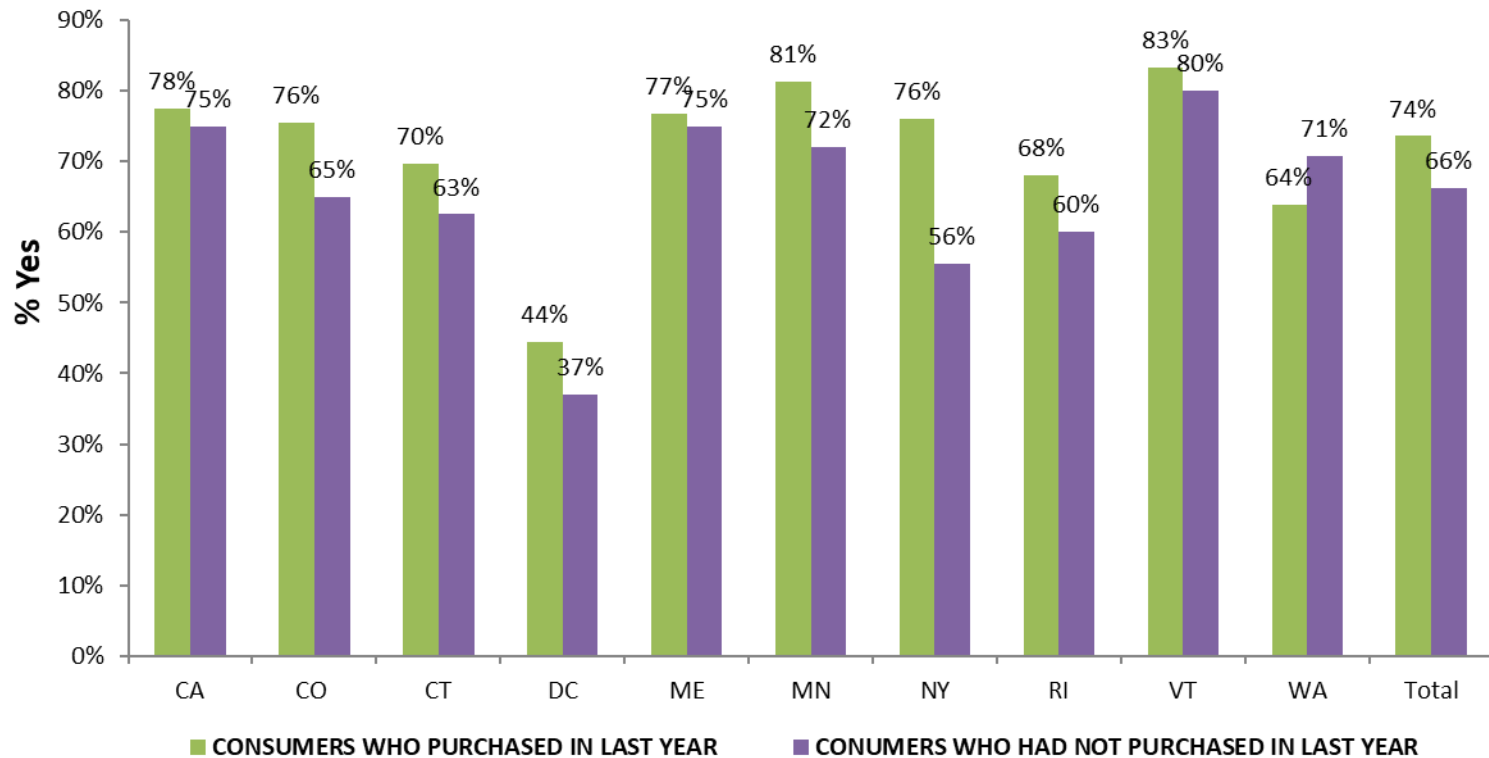
NO PURCHASE LAST YR: N=CA 40;CO 20;CT 16;DC 27;ME 12;MN 25;NY 9;RI 15;VT 25;WA 24;TOTAL 213

Awareness of Places for Recycling Based on Purchase Timeframe

❖ Awareness of recycling locations was higher among those who purchased in the last year.

RECENCY ANALYSIS:

If you wanted to take paint somewhere to be recycled, do you know where to take it?



PURCHASE LAST YR: N=CA 80;CO 49;CT 56;DC 27;ME 43;MN 64;NY 46;RI 47;VT 48;WA 36;TOTAL 496

NO PURCHASE LAST YR: N=CA 40;CO 20;CT 16;DC 27;ME 12;MN 25;NY 9;RI 15;VT 25;WA 24;TOTAL 213



**APPENDIX 3:
STATE/DISTRICT RESULTS
(UNDER SEPARATE FILE)**

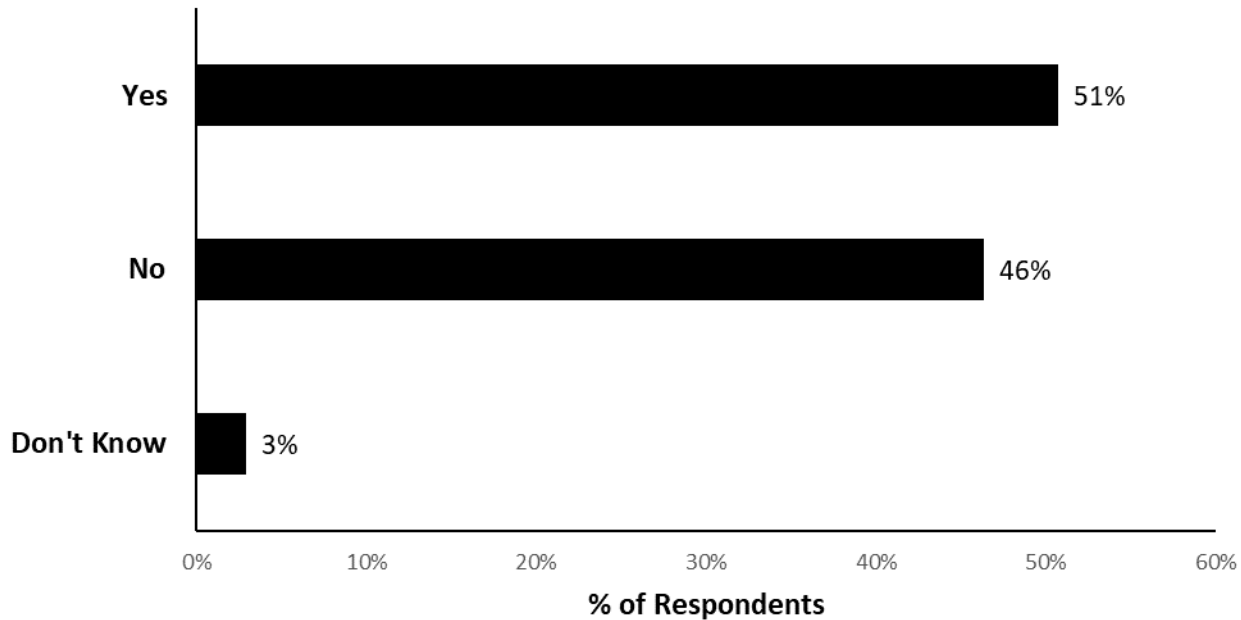


District of Columbia

Recency of Paint Purchases

❖ 51% of respondents bought paint in the last year.

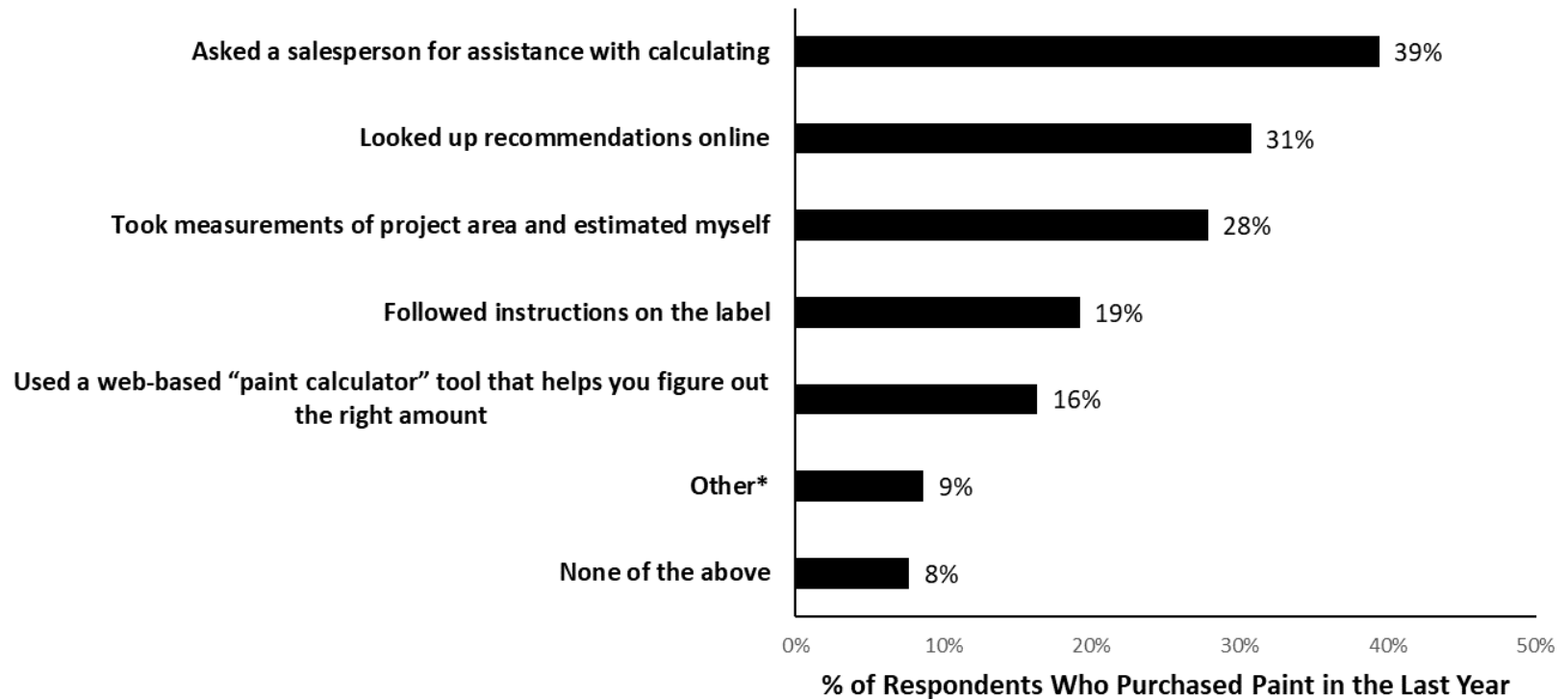
Have you purchased paint in the last year? For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.



Paint Needs Assessment Behaviors

- ❖ The top two methods that consumers use to assess their paint needs are to ask a salesperson for assistance (39%) and to look up recommendations online (31%).
- ❖ Next most common were to take measurements themselves (28%) or to follow the instructions on the paint can label (19%).
- ❖ 16% used a web-based paint calculator to determine the amount of paint to buy.

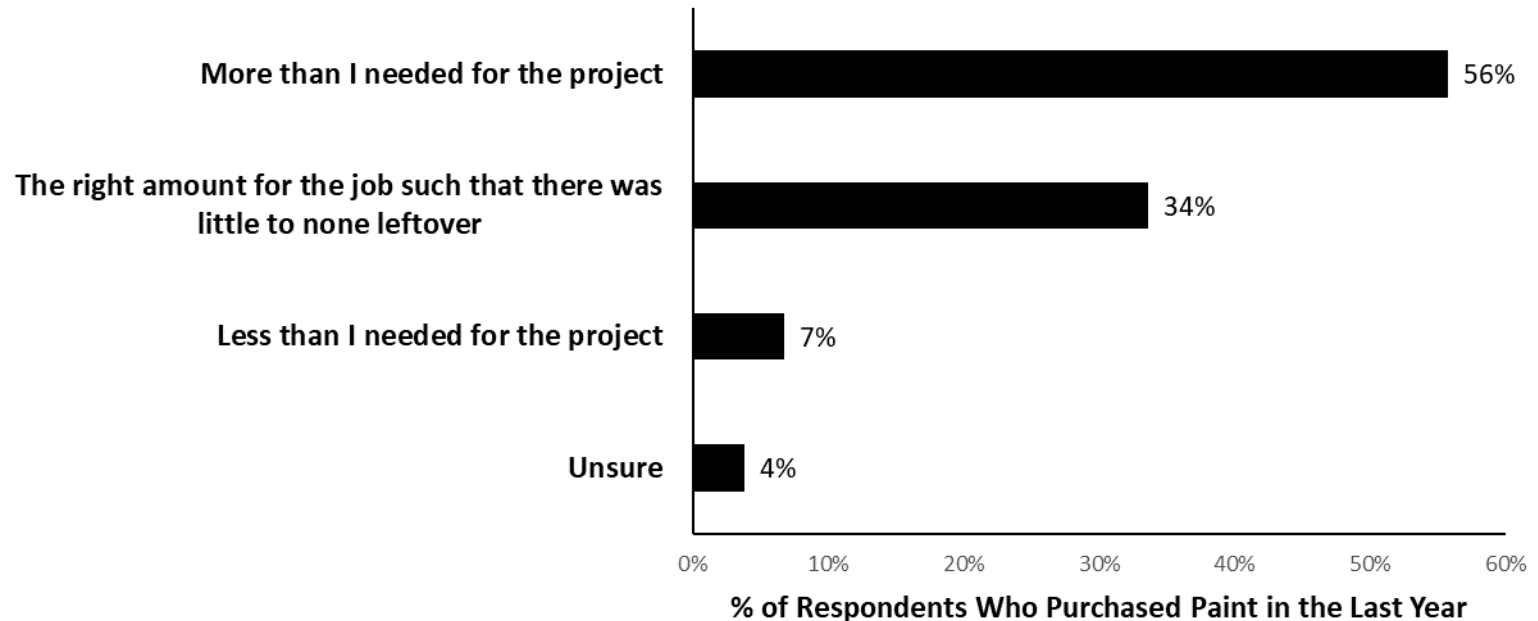
How did you determine right amount of paint to buy? (Select all that apply)



Paint Quantity Purchased

- ❖ Among those who purchased paint in the last year, about a third bought the right amount for the job such that there was none left over.
- ❖ Over half bought more than they needed for the project.
- ❖ 7% said they bought less than they needed.

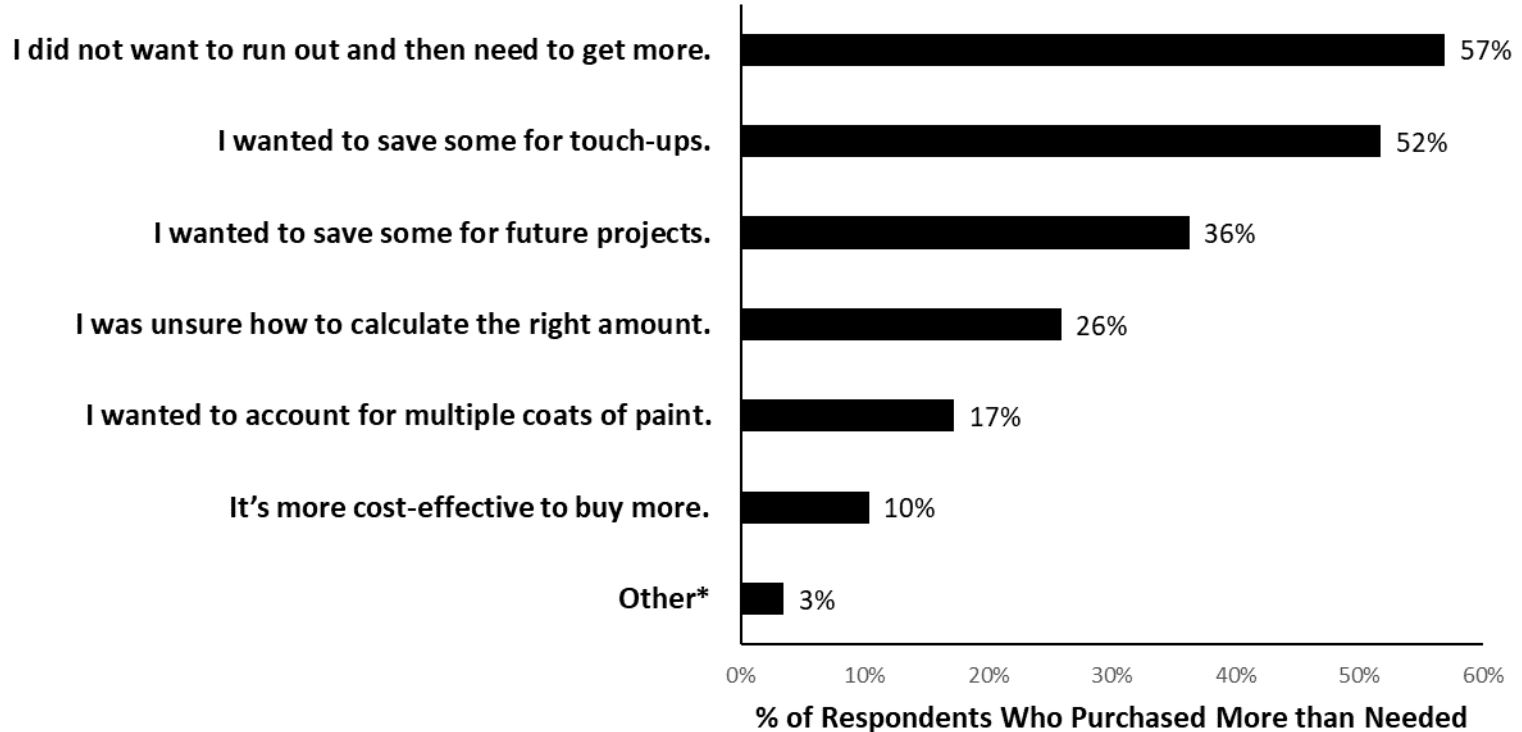
When you initially purchased paint did you buy...?



Reasons for Excess Paint Purchases

- ❖ Of those who said they bought more than they needed, 57% said they did so because they didn't want to run out during the project and have to go out and get more.
- ❖ 52% said they wanted to save some for touch-ups.
- ❖ 36% said they wanted paint for other projects.
- ❖ 26% said they were unsure how to calculate the right amount.

Why did you buy more paint than you needed? (Select all that apply)

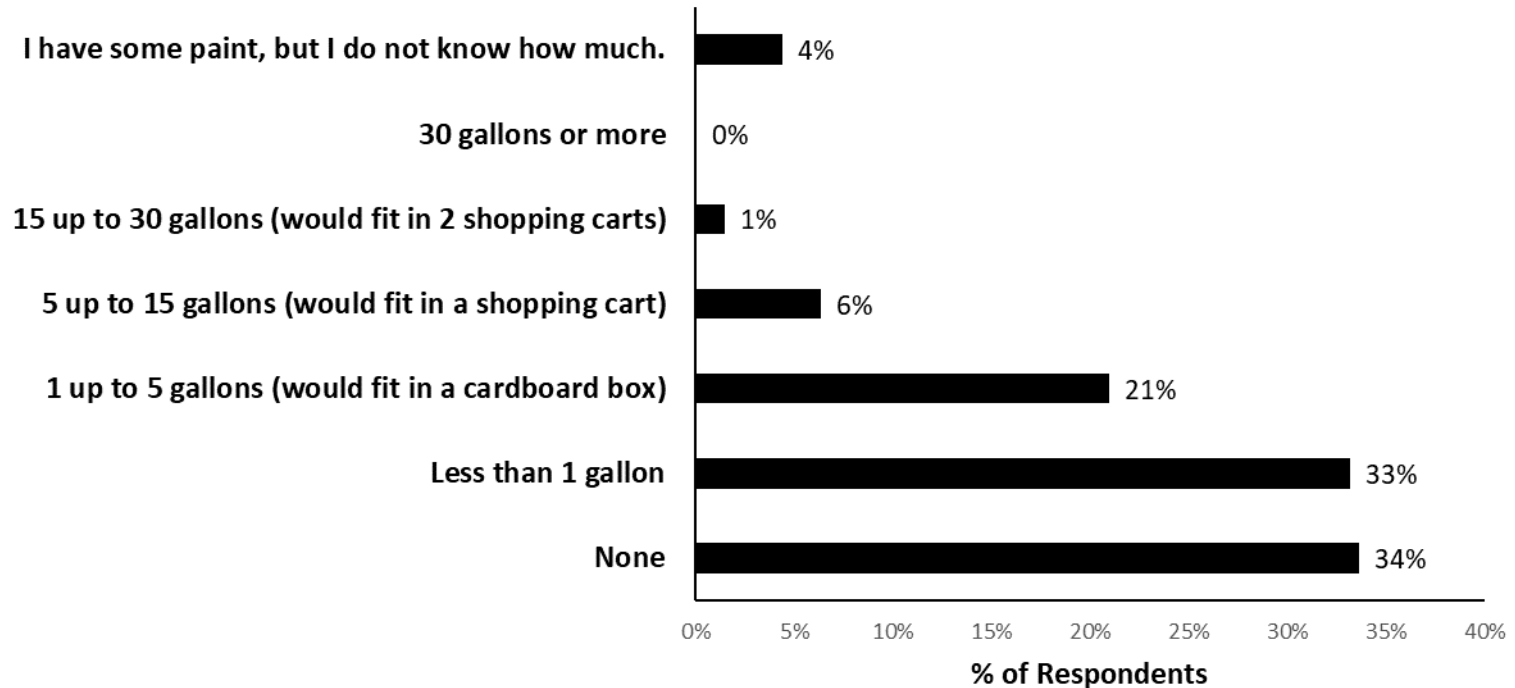


District of Columbia

Leftover Paint Storage

- ❖ 34% said they didn't have any paint in storage at the time.
- ❖ The most common amounts of paint stored at home/business were "less than a gallon" and "1 up to 5 gallons."

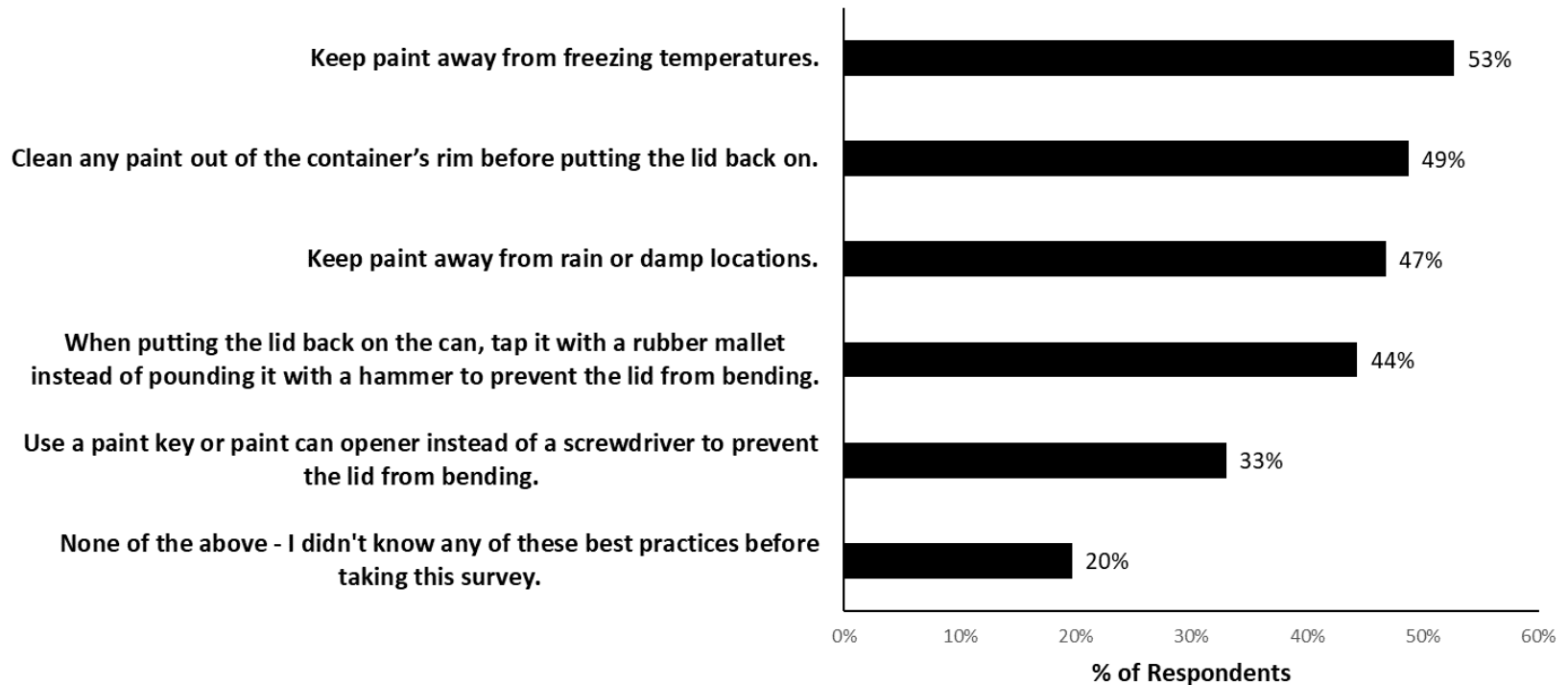
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



Best Practices Knowledge

- ❖ About half of respondents were aware of the best practices to keep paint away from freezing temperatures, clean the rim before closing, and keep paint away from wet/damp conditions.
- ❖ Slightly less were aware of the need to use a rubber mallet to put the lid back on the can (44%) and to use a paint key opener to prevent the lid from bending (33%).
- ❖ 20% weren't aware of any of the best practices listed.

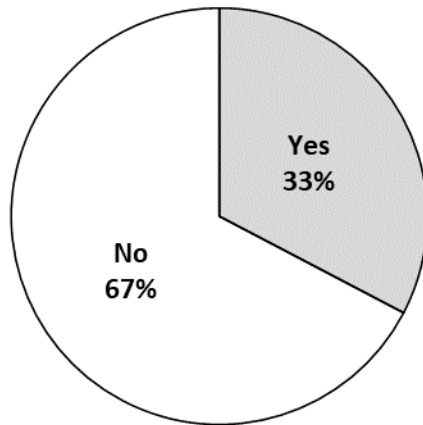
Below is a list of best practices when it comes to paint storage. Which best practices were you aware of before taking this survey? Select all that apply.



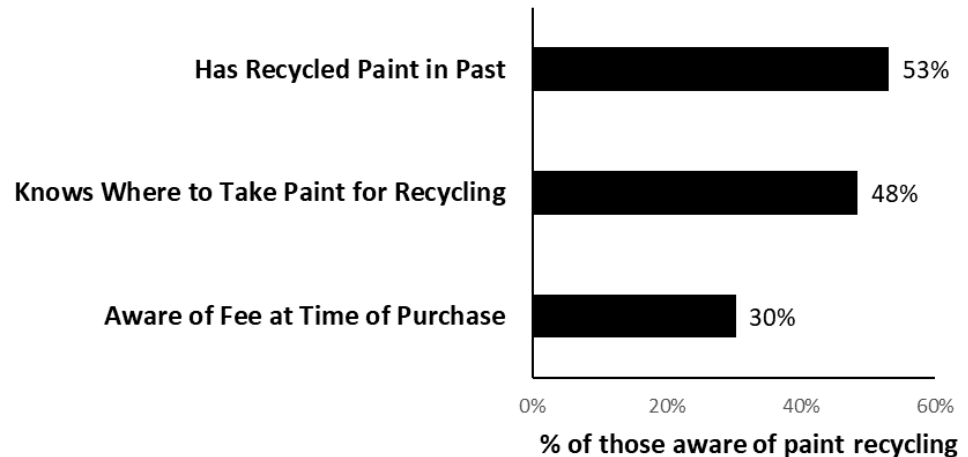
Awareness of Paint Recycling

- ❖ A third of all respondents said they knew that paint can be recycled.
- ❖ Among those who were familiar with paint recycling, 53% said they had recycled in the past.
- ❖ 48% knew where to take paint for recycling.
- ❖ Only 30% were aware of the fee for future recycling that is paid at the time of purchase.

Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?



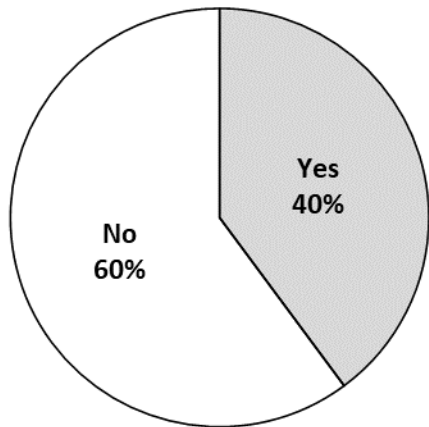
Knowledge/Experience of Those Aware of Paint Recycling



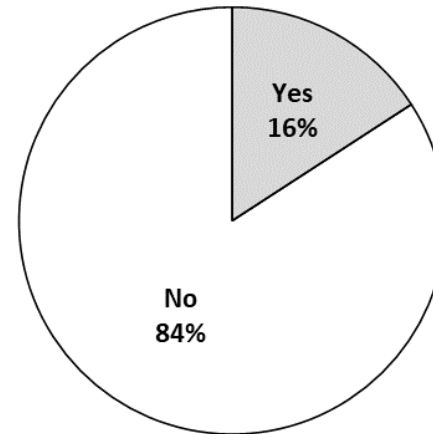
Awareness of Paint Disposal Opportunities and Pick-up Service

- ❖ 40% of respondents were aware of paint disposal opportunities in the district.
- ❖ 16% of respondents knew that 100+ gallons could be picked up for free.

Prior to this survey, were you aware of paint disposal opportunities in D.C., such as drop off locations at paint stores and household hazardous waste facilities?



Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?



Recycling vs. Disposal Awareness, Recent Consumer Purchasers

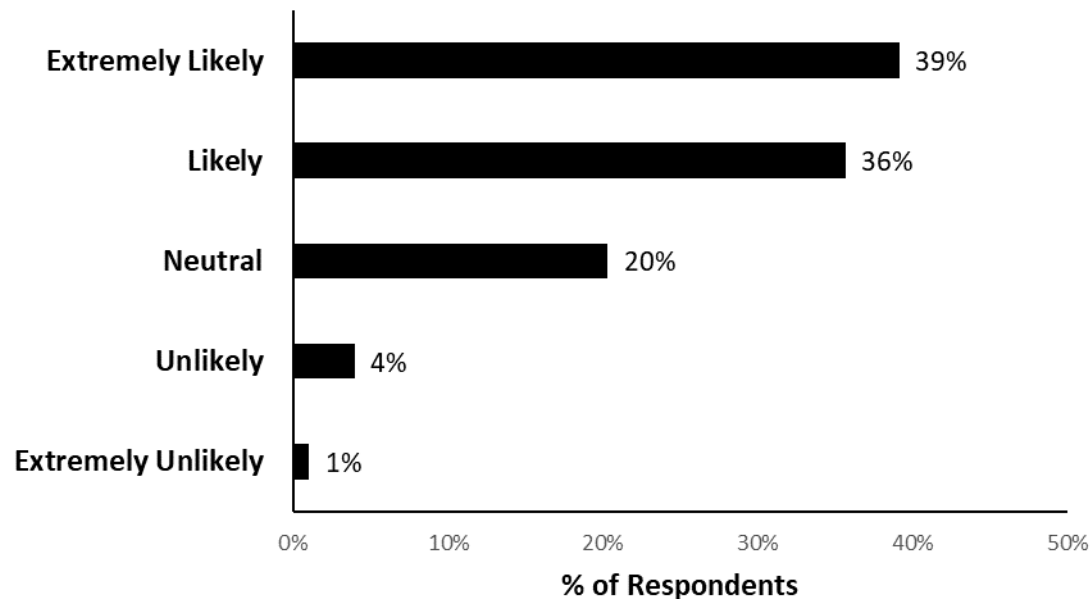
- ❖ The hypothesis that those familiar with paint disposal opportunities would be a subset of those familiar with paint recycling was disproved last year.
- ❖ In fact, there are many who know about paint recycling who do not know about disposal opportunities in the district, and vice versa.
- ❖ The following “matrix” breaks down recent consumer purchasers given both subjects.
- ❖ 20% knew about both topics; 59%, neither topic; the rest, one or the other.

		Knows About Paint Recycling	
		Yes	No
Knows About Disposal Opportunities	Yes	20%	13%
	No	9%	59%

Likelihood for Future Paint Recycling

- ❖ 39% of all respondents said they were “extremely likely” to recycle the next time they have paint to dispose.
- ❖ Another 36% said they were “likely” to recycle.
- ❖ Very few said they were “unlikely” or “extremely unlikely” to recycle.

How likely will you drop it off for recycling next time you have paint to dispose?



Sample Comments: What would be your personal motivation for recycling leftover paint in the future?

better for the environment BUT!!!! the recycling center is only open a few hours on Saturday morning, and the lines are long. It takes so much time, sitting in a car with the engine idling.

Delay the inevitable death of our planet

Good for the environment and human health

I felt bad about wasting the paint and just throwing it away, but I didn't know I could recycle it. I always like to reduce my environmental impact and trash.

It would be a relief to know there's an environmentally friendly and accepted option to dispose of leftover paint.

It's the right thing to do

Try to do the right thing environmentally with it

I would say recycling your leftover paint helps protect marine life and waterways, while freeing up space in landfills.

Lack of storage space.

Not wanting it in my house, but not wanting it to go to waste

I don't want to cause any hazard to the environment

I like to be environmentally safe

Don't want it to be in a landfill

If I have a large amount of paint that I know I won't be able to use I wouldn't want it to go to waste.

To help out and reduce trash and wasteful garbage

Getting more money from it

Reimbursement

I am doing my best to recycle. I have been better recently. I always reduce/reuse. If I am getting rid of paint in the future, I would love to recycle it to better help our environment. I try my best to take care of Planet Earth. That is a small task to recycle paint. So I hope to do my part with that. Thank you for the information, as I was not aware of this practice before this survey.

I think recycling paint is good because its not going to waste and that way people who may actually need it can use it

to give someone else paint

i am very concerned for the environment

Friendly reminder to do the most responsible thing with the leftover paint

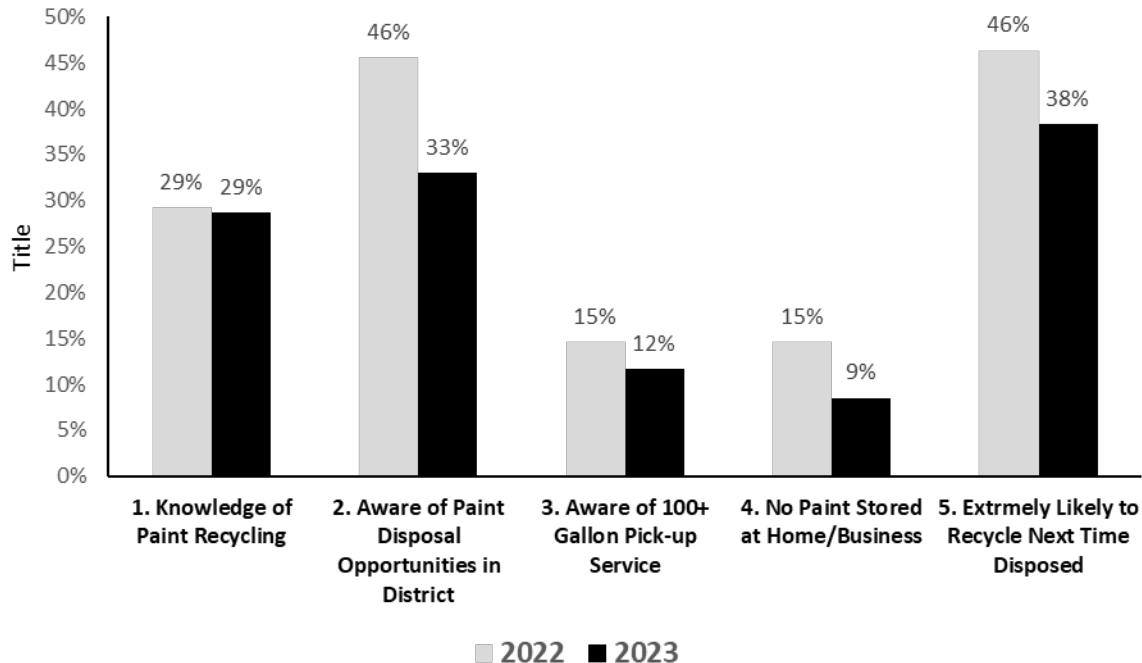
My main motivation for recycling my leftover paint in the future is so I won't have to bother anyone anymore about paint I have that I'm trying to get rid of or have it sitting in my garage taking up space or causing a hazard to me or anyone going into my garage.

motivation is to give it to someone who can really use it. cause they are living on a low budget

KPI Trends

- ❖ The best way to determine year-over-year change is to look at the awareness, behavior and intentions of end consumers who purchased in the last year. Accordingly, five key performance indices (“KPIs”) were calculated for this audience.
- ❖ The knowledge of paint recycling was about the same in 2023 as it was in 2022.
- ❖ Awareness of paint disposal opportunities decreased in 2023 and, at the same time, the likelihood to recycle went down.
- ❖ Consistent with these two factors, paint storage increased.

Trends in KPI Measurements
(Non-professionals who purchased in the last year)



Appendix E



Drop Off Site Guidelines

This document contains detailed information on PaintCare's program guidelines and operations procedures. In combination with the state-specific guidelines, it is designed to be used by new staff for self-training and for site refresher training without PaintCare staff.

Note: The supplemental training slides included in the training binder summarize only the most important information from these Drop-Off Site Guidelines. The slides are used during training by PaintCare staff and can also be used to supplement refresher training.

Adherence to these guidelines is critical for drop-off sites participating in the program. Exceptions to these guidelines can be made only with PaintCare's express written permission. If your site is unable to comply with any of these guidelines, please contact your PaintCare representative so that we may try to find a solution that works for your site but still achieves compliance with applicable legal and operational requirements for the program.

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Section 3. Collection Bins and Storage Area	4
Section 4. Identifying and Accepting PaintCare Products	6
Section 5. Participant Paint Volume	11
Section 6. Working with Transporters	12
Section 7. Spill Response	13
Section 8. Inspections and Records	14
Section 9. Direct Reuse	15

Section 1. Training and Safety

Training

For the safety of the program and your staff, all employees handling PaintCare products must receive training in product identification, acceptance, handling, packaging, inspection, and emergency response procedures before collecting PaintCare products or engaging in any PaintCare program activities.

Training helps ensure that employees:

- Conduct PaintCare products collection activities in a safe manner that protects workers and the environment
- Are equipped for and understand hazards associated with PaintCare products

Training plans and records should be maintained for each employee. Record staff training using the log included in the training binder.

Safety

Store personal protective equipment (PPE) and spill response equipment in an accessible location adjacent to the collection bins. Ensure those materials are protected from impacts of weather.

The drop-off site must be equipped with appropriate emergency response equipment including a fire extinguisher, spill kit, and PPE. Monthly inspections of equipment are recommended.

PaintCare products collection activities need to follow general safety practices including proper lifting techniques.

Post emergency procedures and emergency contact numbers including police, fire department, and emergency services by a phone and in close proximity to the collection bins, if possible.

If applicable, develop and maintain an emergency action plan as required by OSHA.

If required by federal, state, or local law, familiarize police, fire departments, and emergency response teams with the layout of your facility, properties of PaintCare products handled at your facility, and evacuation routes.

Section 2. General Guidelines

PaintCare Provides Your Site:

- Training binder with recordkeeping logs/forms
- Signage identifying your site as a PaintCare drop-off site
- Printed educational materials for the public

PaintCare's Transporter Provides Your Site:

- Paint collection bins and liners for cardboard/single-use collection bins
- Labels and/or markings for paint collection bins
- Spill kits (excluding HHW programs)

General Guidelines for Drop-Off Sites

Each PaintCare drop-off site has unique logistical and operational considerations. Each drop-off site must make its own decisions and use its best judgment to operate in the safest manner possible in accordance with applicable law. To ensure the highest standards of safety for you and your staff, drop-off sites must:

- Have appropriate signage that informs the public of the hours of operation
- Accept PaintCare products from participants during your regular advertised or posted operating hours
- Display PaintCare signage to identify you as a drop-off site; signage should be posted in a highly visible area, at the entrance of your site
- Assist and supervise participants when they visit to drop off PaintCare products. Site staff should greet participants and must verify eligibility of the participant and their leftover paint products as PaintCare products
- **IMPORTANT:** Never allow a participant to open a PaintCare product container
- Have adequate space, staffing, and training to collect and store PaintCare products
- Provide a secure space for empty and full collection bins
- Place all PaintCare products immediately in collection bins approved for use by PaintCare and its transporters
- Pack only PaintCare products into collection bins
- Schedule shipments of PaintCare products from your drop-off site
- Maintain all records relating to the program
- Train staff to be familiar with the requirements and practices of this guide

Section 3. Collection Bins and Storage Area

Storage Area and Collection Bin Placement

Establish a dedicated storage area for collection bins and PaintCare products.

Place collection bins on an impermeable surface (i.e., paved asphalt, concrete, or other surface) at all times.

Place collection bins away from ignition sources, storm drains, and floor drains.

Ensure there is adequate ventilation if bins are stored indoors.

If stored outdoors, protect collection bins from the elements (e.g., precipitation, temperature extremes, rain, and snow). Keep collection bins under cover to prevent exposure to precipitation to protect against temperature extremes. If you store collection bins outdoors, you may need approval from your local fire or hazardous materials oversight agency.

Comply with any local fire codes or other regulations that might pertain to your storage of collection bins at your site.

Maintain enough space around collection bins to inspect for leakage and emergency access.

Use good housekeeping standards; keep paint storage areas clean and orderly.

Setting Up, Packing and Maintaining Collection Bins

Collection bins must be set up, used, and closed according to the manufacturer's instructions. PaintCare's transporters should set up the collection bins that they provide, unless otherwise requested by the drop-off site staff.

Ensure liners are inserted in cardboard collection bins. The liners provide secondary containment to contain liquids in the event a can leaks while in storage or transit. Reusable plastic bins that are leak-proof by design do not need liners.

Collection bins must be structurally sound. If you see any evidence of damage to bins (or liners) that may cause a leak or spill, notify PaintCare immediately.

Mark the collection bin with the date the first PaintCare product is placed in it.

Place PaintCare products in bins immediately upon receipt. Keep collection bins closed except when adding PaintCare products.

Pack 5-gallon buckets on the bottom layer of the collection bins for stability.

Pack all PaintCare products (cans, buckets) upright and as tight as possible in the collection bins to protect contents from shifting and leaking in transit.

Do not open containers to verify product.

Do not overfill collection bins; allow enough space for a lid to fit securely.

Do not take PaintCare product out of the bin.

Security

Never allow "self-serve," public access to the collection bins.

The collection bin storage area must be secured and locked when not attended.

Only drop-off site staff should have access to the collection bins and storage area until the collection bins are ready for pick-up by PaintCare's transporter.

Section 4. Identifying and Accepting PaintCare Products

What are PaintCare Products

PaintCare drop-off sites should accept only PaintCare products (architectural paint products) for management under the PaintCare program. Only those PaintCare products accepted from individuals residing in the state and businesses/organizations located in the state can be managed under the PaintCare program.

Listed below are the primary examples of architectural paint products accepted by the PaintCare program and paint or paint-related products not accepted by the PaintCare program.

Generally, PaintCare products include latex and oil-based house paint, stains, and clear coatings (varnish, shellac, etc.). The program excludes anything that is:

- In an aerosol spray can
- Intended and labeled “for industrial use only”
- Mostly used in the manufacture of equipment
- On the list of specifically excluded products for some other reason

PaintCare products are classified as either latex (water-based) or oil-based (alkyd) and the classification is important in order to decide how the product should be handled and processed. Knowing how to tell the difference between latex- and oil-based products is also important in determining which types of businesses/organizations can use the PaintCare program (if your site accepts paint from this audience).

PaintCare Products and Non-PaintCare Products

Acceptable products (PaintCare products)

- Interior and exterior paints: latex, acrylic, water-based, alkyd, oil-based, enamel (including textured coatings)
- Deck coatings and 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

Unacceptable products (Non-PaintCare products)

- Paint thinner, 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

For more information, please see www.paintcare.org/products

If non-PaintCare products end up in a drop-off site's bin, such products will not be returned to the drop-off site and will be managed by PaintCare's transporter. Transporters identify non-PaintCare products and report all instances to PaintCare. PaintCare staff will notify the site of any contamination in the bins. If the problem persists, additional training may be provided.

Acceptable Containers vs. Unacceptable Containers

Before accepting products from participants for management under the PaintCare program, drop-off site staff must (1) check the condition of the container for acceptance in the program, and (2) check the product label to verify that it contains a PaintCare product.

Acceptable

- The PaintCare product must be in its original container
- The container is labeled as containing one of the designated PaintCare products listed above
- The container must be in good condition and not leaking
- The container must be 5 gallons in size or smaller
- The container contains dry latex paint

Not Acceptable

- The container is not original (e.g., paint was transferred into a jar)
- The container does not have an original label
- The container is leaking or has no lid
- The container is larger than 5 gallons
- The container is empty

However, drop-off sites permitted to accept household hazardous waste may accept unlabeled and leaking containers by following the procedures described below.

Unlabeled and Leaking Containers

A drop-off site permitted to accept household hazardous waste may, at its discretion, choose to accept unlabeled and/or leaking containers if it follows the protocols below and otherwise complies with all applicable laws:

Unlabeled Containers

A drop-off site may accept containers that do not have an original label if a staff person appropriately trained in identifying unknown wastes (1) identifies the material in the container as a PaintCare product, and (2) applies a label identifying the contents to the container before placing it in a collection bin.

Leaking Containers

A drop-off site may accept a leaking container or a container with no lid if an appropriately trained drop-off site staff person (1) verifies that the container contains a PaintCare product, (2) places the contents of the leaking/open container into an appropriate substitute container (which can include bulking such PaintCare products into 55-gallon drums), and (3) applies an appropriate label to the substitute container.

Refusing an Unacceptable Product or Container

Do not accept non-PaintCare products from any participant unless they are received as part of normal site operations and are not placed in PaintCare collection bins.

When refusing a material at a drop-off site, drop-off site staff must explain why the material cannot be accepted (e.g., material is not a PaintCare product, cannot accept material from non-exempt generator, etc.). If a participant tries to drop off products that your location cannot manage, refer the participant to an appropriate alternative resource, such as their local household hazardous waste disposal program, garbage transporter, environmental health agency, or public works department. Local contact information is provided at the front of the training binder.

Paint Volume Acceptance Rules

The program accepts PaintCare products from households and businesses/organizations.

Households. Households may drop off any volume of PaintCare product, subject to the volume limit set by the site.

Businesses/Organizations. Non-households may also drop off any volume of latex PaintCare product, subject to the volume limit set by the site. Non-households may only drop off oil-based PaintCare products if they comply with federal and state hazardous waste generator rules that, among other criteria, require that the business/organization (1) generates no more than 100 kilograms (about 25 gallons or 220 pounds) of hazardous waste per calendar month, and (2) does not accumulate more than 1,000 kg (about 250 gallons or 2,200 pounds) of hazardous waste at any time. Painting contractors and commercial property owners typically meet these criteria. For more information about these criteria, please visit www.paintcare.org/vsqq

Each business or organization is responsible for determining its own generator status under applicable law.

When a business/organization has oil-based PaintCare products to drop off at your site, it must sign the Paint Drop-Off Log or form included in the training binder to verify that it qualifies to use the program for oil-based paint. The log/form includes an explanation of the requirements. If a business/organization has only latex paint, it does not need to sign the log/form.

Once a business/organization signs the Paint Drop-Off Log or form, you may accept oil-based paint from that business/organization. (HHW sites and other waste collection programs may need a permit and/or to meet additional legal requirements in order to collect oil-based paint from businesses.) To help ensure legal compliance, unless you're specifically permitted to accept more, you should not accept more than 25 gallons of oil-based paint per calendar month from a qualifying business. Paint Drop-Off Log or forms may be reviewed by PaintCare or government agencies and compared with a list of registered hazardous waste generators to verify that only qualified businesses/organizations are using the program for their oil-based paint.

Transporter/Recycler Drop-Off Sites

Maintaining Paint Drop-Off Logs for All Participants

Drop-off sites operated by a PaintCare-contracted transporter and/or recycler must keep and maintain separate drop-off logs to record both latex and oil-based paint volumes from both businesses/organizations and households. While PaintCare offers template logs, an alternative may be used if approved by PaintCare.

Section 5. Participant Paint Volume

How Much Paint to Accept from Participants

While the PaintCare program intends to collect as many PaintCare products as possible, we recognize that your drop-off site may have storage limitations. PaintCare drop-off sites, in agreement with PaintCare, may limit the amount of PaintCare products they accept per participant, however, drop-off sites must accept up to 5 gallons at a minimum per participant.

What if Bins are Full?

If your collection bins are completely full, inform the participant that you are temporarily unable to accept PaintCare products and redirect them to the nearest alternative PaintCare drop-off site. Refer them to the site locator at www.paintcare.org or the **PaintCare hotline at 855-724-6809**, or ask them to come back at a later date. Contact the PaintCare transporter immediately to have collection bins picked up and replaced.

If a participant has a significant amount of PaintCare products that your location cannot manage, ask the participant to contact PaintCare directly for additional assistance. PaintCare may direct the participant to another drop-off site or offer our Large Volume Pickup service.

Large Volume Pickup (LVP) Service

PaintCare offers a free pick-up service to painting contractors, property managers, households, and others with a large quantity of leftover PaintCare products. Typically, a minimum of 100 gallons (by container size) is required to qualify for the LVP service.

To refer a participant to the LVP service:

- Provide the participant a LVP fact sheet
- Ask the participant to request a pick-up using the online LVP form
- The LVP fact sheet and online form are available at www.paintcare.org (select the “Request a Pickup” button on the homepage)
- For additional questions, refer the participant to PaintCare for assistance

Section 6. Working with Transporters

PaintCare contracts with transporters for the delivery of supplies, delivery of empty collection bins, and pick-up of full collection bins.

Scheduling the Transporter to Pick Up Collection Bins

When you anticipate your collection bins will be full within your site's pick-up timeframe (generally 5 business days in urban areas, 10 business days in rural areas), call your transporter to schedule a pickup, or use their online order system if they have one. The name and contact information of your transporter is provided at the front of the training binder.

When establishing an appointment for pick-up, please indicate:

- Your site is a PaintCare drop-off site
- Name of drop-off site and address
- Your name
- Your phone number
- Number of full collection bins to be picked up
- Number of empty collection bins needed for replacement

Preparing Collection Bins for Pickup

On the scheduled pickup day, collection bins and the loading area must be readily accessible to the transporter for quick and efficient loading. Complete the following steps:

- Identify which bins are full and ready for pickup
- Make sure the path between your bins and the transporter's vehicle is clear and at least 4 feet wide to accommodate movement of bins
- Sign and keep copies of any shipping documents for your records

The transporter is responsible for labeling, loading/off-loading collection bins, and preparing shipping documents.

Section 7. Spill Response

Spills

The information in this section will assist with spills from damaged or leaking program containers. It is important that all drop-off site staff understand corrective actions to minimize exposure to people and the environment.

Reporting

Report spills as required by law, summarized in the state-specific guidelines. Contact PaintCare within 24 hours of making such a report.

Spill Response Procedures

Always follow all applicable spill response procedures set forth in your operating permit or as otherwise required by applicable law.

If a spill is small enough to be managed by drop-off site staff, follow these steps:

- Isolate the area and restrict access to the spill
- Ensure personal safety, put on protective gear (glasses and gloves) provided in the spill kit
- Stop the movement of paint by placing the leaking container upright or in a position where the least amount will spill, and place leaking container in plastic bags provided in spill kit, or into the spill kit container
- Contain the spill by placing absorbent pads or granular absorbent around and on the spill – if outdoors, place barriers around storm drains to prevent a release to the environment
- Collect the contaminated absorbent and place it in plastic bag(s) or spill kit container, along with the leaking container and contaminated PPE, seal the bag(s), label it and place in the collection bin
- Remove any clothing that may be contaminated, wash thoroughly to remove spilled material from your hands or body
- Document the date, location, and amount and type of material spilled
- Replace any used spill control supplies as soon as possible

Section 8. Inspections and Records

Inspections and Record Keeping

Drop-off site staff are responsible for regularly inspecting collection bins and spill kits to ensure that such materials are in proper working order and include any necessary labeling. Please report any damaged bins or other problems to PaintCare immediately so PaintCare may arrange for prompt replacement or repair.

Maintain the following records for a minimum of 3 years:

- Internal and external inspection records (if applicable)
- Paint Drop-Off Log or forms (copy provided in the training binder)
- Paint Waivers (copy provided in the training binder; only for sites that do reuse)
- Employee training logs (copy provided in the training binder)
- Shipping documents and/or other documentation required by applicable law for outgoing shipments of PaintCare products

Section 9. Direct Reuse

Direct reuse is an additional service permitted for certain site types. PaintCare may compensate sites for this service.

Requirements for Direct Reuse

PaintCare encourages reuse of leftover paint through direct reuse. Reuse sites return good quality unused paint to the local community at low or no cost.

Products offered for reuse to the public must be in their original container, have an original label, and be in good physical and aesthetic condition. Contents must be liquid and relatively new. The container must be closed securely before placing it in the reuse storage area. Containers must never be opened by customers at the drop-off site. Reuse products must be displayed by drop-off site in an area separate from the PaintCare collection bins.

An individual customer may not take more than twenty-five (25) gallons of reuse product per day. If you have a customer that would like to take more paint, let your PaintCare contact know in advance.

Paint Waiver

Customers taking reuse paint from a drop-off site must sign the Paint Waiver included in the training binder (or an approved equivalent thereof). The waiver explains that the material is taken "as-is" with no guarantee of quality or contents and the customer accepts the risks and liability for the materials.

The customer must read the waiver, fill in the date and name fields, and sign their name. Site staff must verify what has been taken by the customer, record on the log the gallons of latex and gallons of oil-based products taken, and add their initials.

When a paint waiver is full or when a site wants to invoice PaintCare, the latex and oil-based columns should be totaled at the bottom of the form. PaintCare does not require the submission of the waiver to PaintCare, but they must be kept by the site for at least three years and made available for review by PaintCare staff upon request.

Drop-off sites may use their own version of the waiver, but it must be approved by PaintCare in advance.

Invoicing Procedures

Drop-off sites should invoice for reuse on a monthly basis by filling out and submitting the Invoice for Direct Reuse at paintcare.org/invoices. This is an online form and is submitted directly on PaintCare's website. If you're unable to submit an online form, contact your PaintCare contact.