



District of Columbia Paint Stewardship Program

2019 Annual Report



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Executive Summary

DISTRICT OF COLUMBIA'S PAINT STEWARDSHIP LAW

PaintCare is the representative stewardship organization of the District of Columbia Architectural Paint Stewardship Program, established by the District's Paint Stewardship Act of 2014 (DC Law 20-205) and codified in Title 8. Environmental and Animal Control and Protection, Chapter 2A. Paint Hazards and Paint Stewardship, Subchapter II. Paint Stewardship, beginning with section 8-233.01. In addition to the program in the District of Columbia, PaintCare operates eight other programs across the country in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont, and will launch programs in Washington state and New York in 2021.

The District's paint stewardship law provides for the establishment of a permanent District-wide paint stewardship program, managed by a stewardship organization, to do the following:

1. Minimize District involvement in the management of postconsumer paint by reducing its generation, promoting its reuse and recycling, and implementing agreements to collect, transport, reuse, recycle, and dispose of postconsumer paint using environmentally sound management practices.
2. Provide for convenient and available collection of postconsumer paint that, at a minimum, provides for collection rates and convenience equal to or greater than the collection programs available to consumers before the paint stewardship program and addresses coordination of the paint stewardship program with existing household hazardous waste collection infrastructure.
3. Coordinate with local nonprofit building material reuse organizations without charge to the organizations (if such organizations are available in the District).
4. Identify each producer participating in the program and the brands of paint sold in the District by each producer.
5. Establish a funding mechanism for securing and disbursing funds to cover administrative, operational, and capital costs, including the assessment of charges on paint sold by producers in the District.
6. Describe how postconsumer paint will be managed in the most environmentally and economically sound manner, including following the District's sustainable solid waste management hierarchy, in the following order of priority: (1) source reduction and reuse, (2) recycling, and (3) landfill or incineration.
7. Provide consumers in the District with educational materials regarding the paint stewardship assessment and program, including information regarding available end-of-life management options offered through the program and information notifying consumers that a charge for the operation of the program is included in the purchase price of all paint sold in the District.

PaintCare's efforts to perform these activities and meet the goals of the District's paint stewardship law are described in this report.

PROGRAM HIGHLIGHTS

PaintCare's District of Columbia paint stewardship program began on November 1, 2016. This report covers the 12-month period of January 1, 2019 – December 31, 2019.

Sites, Events and Service. PaintCare maintained eight year-round paint drop-off sites at paint retailers and continued its partnership with the District's household hazardous waste facility operated by the Department of Public Works at the Fort Totten Transfer Station.

PaintCare also coordinated three paint drop-off events and provided 10 direct large volume pick-ups (LVP) from businesses and institutions that had accumulated more than 200 gallons of paint at their facilities.

Paint Collection Volume. The program collected and processed 43,300 gallons of paint, a 6% increase over 2018. The program has collected and processed more than 120,000 gallons of postconsumer paint since it began in November 2016.

Latex paint made up 83% of the total paint, of which 83% was made into recycled-content paint, 17% was unrecyclable and sent to landfill, and a small amount was reused locally. Oil-based paint made up 17% of the paint, all of which was used for fuel. In addition to paint, three tons of metal paint containers were recycled.

Expenses and Revenue. The program's funding mechanism remained the same, through a fee on new paint sales: 45 cents on pints and quarts; 95 cents on 1-gallon and 2-gallon containers; and \$1.95 on 5-gallon containers. Nearly 1.1 million gallons of architectural paint were sold in the District and the program collected \$645,528 of revenue, a 4.9% increase from 2018.

Expenses, including paint transportation and processing, outreach, staffing, and administrative costs were \$445,714. The program accumulated \$599,457 in reserves at the end of 2019, the equivalent of 134% of total operating expenses. Program cost per gallon (of collected and processed paint) was \$10.29, a \$0.01 increase over 2018.

Paint Recovery Rate. The paint recovery rate – the volume of postconsumer paint collected or processed (PaintCare uses processed) divided by the volume of new paint sales in the same period – was 4.0% for 2019, which is the same rate as 2018. It is estimated that 10% of paint is leftover; therefore, this can also be viewed as a 40% recovery rate – processed volume divided by the volume estimated to be leftover. Please see section B1 on page 24 for a more detailed explanation on why new paint sales rather than estimated leftover paint is used to calculate the paint recovery rate.

Outreach. PaintCare continued its fully phased-in outreach in the third full year of the program with the goal of increasing awareness of paint recycling opportunities. Activities included a variety of in-store print materials and signage, mailings, targeted online and streaming radio advertising, social media, event promotion efforts, and signage in Metro stations.

PROGRAM PLAN AND ANNUAL REPORT

The District's paint stewardship law required the submission and approval of a program plan by PaintCare prior to the program's launch. The District's Department of Energy and Environment (DOEE) approved PaintCare's program plan in the summer 2016 and the program began on November 1, 2016. The approved program is available on PaintCare's website.

The District's paint stewardship law also requires the submission of an annual report to DOEE each year. The requirements of the annual report are described in statute and regulations, as follows:

Statute

Code of District of Columbia, Division I, Title 8, Subtitle A, Chapter 2A, Subchapter II. Paint Stewardship

Section 8-233.02(f) A producer or representative organization shall submit a paint stewardship program report to the Mayor that includes:

- (1) A description of the methods used to collect, transport and reuse or process postconsumer paint in the District;
- (2) The total volume and type of postconsumer paint collected in the District and the volume by method of disposition;
- (3) The total cost of implementing the program, as determined by an independent financial audit funded from the paint stewardship assessment;
- (4) Samples of educational information provided to consumers of paint and a description of how the information is distributed; and
- (5) Other information as required by the Mayor through rulemaking.

Regulations

Code of District of Columbia Municipal Regulations, Title 20, Chapter 20-40. Paint Stewardship

Section 4002.1 Annually, a producer or representative organization shall submit to the Department a paint stewardship program report for the previous calendar year that, in addition to the requirements outlined in the Act, includes:

- (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;
- (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) A description of the total cost of implementing the program that includes the following:
 - (1) The assessment amount per container;
 - (2) The total volume of paint sold in the District during the preceding reporting period;
 - (3) The total cost of the program;
 - (4) The cost per gallon of the program during the prior year;
 - (5) The total cost of educational 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;
- (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;
- (f) An operating budget for the program for the next calendar year;
- (g) A description of the coordination of the paint stewardship program with existing local household hazardous waste collection programs; and
- (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.

Section 1. Paint Collection, Transportation and Processing

Statutory Citation

Code of District of Columbia, Division I, Title 8. Subtitle A. Chapter 2A. Subchapter II. Paint Stewardship

Section 8-233.02(f) A producer or representative organization shall submit a paint stewardship program report to the Mayor that includes:

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

Regulatory Citations

Code of District of Columbia Municipal Regulations, Title 20, Chapter 20-40 Paint Stewardship

Section 4002.1 A producer or representative organization shall submit to the Department a paint stewardship program report for the previous calendar year that, in addition to the requirements outlined in the Act, includes:

(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.

A. PAINT DROP-OFF SITES AND SERVICES

The District of Columbia paint stewardship law requires a program that provides convenient District-wide collection of postconsumer paint that, at a minimum, provides for collection rates and convenience equal to or greater than the collection programs that were available to consumers prior to the PaintCare program. The District law also calls for collaboration with existing household hazardous waste collection programs.

Prior to the PaintCare program, households were only able to utilize the District's household hazardous waste (HHW) facility at the Department of Public Works' Fort Totten Transfer Station for their oil-based paint products. The public was encouraged to dry and dispose latex paint. The HHW program did not offer any services to businesses. All businesses, regardless of their size, had to contract with private hazardous waste haulers for paint disposal, which was generally cost-prohibitive for painting contractors and other small businesses.

To increase recycling opportunities for District households, businesses, and others with leftover paint, 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. To achieve this, PaintCare invited all suitable paint retailers, as well as the Fort Totten Transfer Station (HHW facility), to participate as PaintCare drop-off sites, provided they met PaintCare's operational requirements, including adequate space for storage of paint collection bins and willingness to accept all program products (latex and oil-based products).

In 2019, PaintCare maintained eight retail drop-off sites and continued its partnership with the HHW facility at the Fort Totten Transfer Station. PaintCare also held three paint drop-off events in wards without a year-round drop-off site. Additionally, PaintCare conducted 10 direct large volume pick-ups (LVP) from businesses and other sites that had accumulated at least 200 gallons of paint.

All PaintCare drop-off sites and the LVP service accept both latex and oil-based paints. All retailers accept paint from both residents and qualifying businesses, as does the LVP service. The HHW program does not serve businesses.

PaintCare drop-off sites and services are summarized in the following table and are shown on the maps further below. A list of the sites, their addresses and corresponding wards are provided later in this section of the report and also in the appendix.

SUMMARY OF PAINTCARE DROP-OFF SITES AND SERVICES

YEAR-ROUND DROP-OFF SITES	2016 (2 MONTHS)	2017	2018	2019
Paint Retailers	7	7	8	8
Fort Totten Transfer Station (HHW Facility)	-	1	1	1
Total	7	8	9	9

SUPPLEMENTAL SITES AND SERVICES

Household Hazardous Waste Event	-	1	-	-
PaintCare Events	1	3	3	3
Direct Large Volume Pick-Ups	1	10	8	10

The following subsections discuss the various paint drop-off sites and services provided by the PaintCare program in the District. Section 2 of this report details the volumes of paint collected by each site type and service.

A1. Paint Retailers

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

As discussed in the PaintCare program plan for the District, approximately 30 retail sites were identified that sold paint, consisting of paint, hardware, and home improvement stores. Of the 30 retailers, 23 are considered potential drop-off sites. The number of potential drop-off sites will change over time as new stores open and some stores close. Also, PaintCare has been informed by the corporate headquarters of big box stores that they are not interested in serving as drop-off sites at this time, so these stores are not counted as potential sites. Of the 23 potential paint retailers, eight (35%), were participating as drop-off sites at the end of 2019.

Paint retailers participate in the program to increase foot traffic through their stores and to provide a service for their customers. Retail participation as a drop-off site is voluntary and sites are not compensated.



Annie's Ace Hardware, a PaintCare Drop-Off Site

A2. Household Hazardous Waste Program

PaintCare's partnership with the District's Department of Public Works (DPW) Fort Totten Transfer Station – to cover the costs for paint collection bins, transportation, and processing (end of life management) – continued in 2019. The Fort Totten HHW facility was open every Saturday and the Thursday preceding the first

Saturday of the month (except holidays). HHW programs are good program partners because they already have an existing customer base and provide an “all-in-one” HHW drop-off opportunity to households.

A3. Reuse Stores

Building material stores or salvage yards are a good partner for this program because along with serving as drop-off sites, they can operate paint reuse programs by donating or selling good quality leftover paint back to the local community to use, rather than sending it downstream through PaintCare for processing. Unfortunately, PaintCare has not been able to identify any such stores or organizations within the District.

In an effort to achieve reuse through an alternative method, PaintCare coordinated reuse (paint give away) at all three paint drop-off events and with a local community partner (Fia’s Fabulous Finds), albeit with limited success. PaintCare will continue to look for other opportunities for reuse in the future.

A4. PaintCare Events

PaintCare holds paint drop-off events to help clean out large volumes of stored-up paint and to provide additional paint drop-off opportunities in wards without a retail or HHW drop-off site. Three paint drop-off events were held in 2019. The number of participants ranged from 100 to 238 at the events. The addresses of the events are provided in a table later in this section of the report.



PaintCare Event at DC Armory

A5. Large Volume Pick-Up Service

The large volume pick-up service (LVP service) was offered to painting contractors and other entities that had accumulated large volumes of paint – 200 gallons or more (measured by container size). PaintCare arranged ten LVPs. Users of the service included a bank, embassy, convention center, and school, as well as museums, construction companies, and federal agencies. The volume of paint picked up and processed from these sites ranged from 89 to 403 gallons.



LVP from Architect of the Capitol

Typically, LVP customers have accumulated paint over many years due to the institutional, logistical, and financial barriers to disposal or internal reuse of leftover paint. PaintCare has removed these barriers by providing a free and convenient service. The table on the following page lists the LVP sites and the wards where they were located.

LOCATIONS OF PAINTCARE DROP-OFF SITES AND SERVICES

PAINT RETAILER	ADDRESS	DISTRICT WARD
McCormick Paints	3124 Mount Pleasant St NW	1
Sherwin-Williams	2511 14th St NW	1
Sherwin-Williams	1805 Wisconsin Ave NW	2
Gallagher & Hugely	5925 Blair Rd NW	4
Annie's Ace Hardware	3405 8th St NE	5
W S Jenks & Son	910 Bladensburg Rd NE	5
McCormick Paints	1442 Pennsylvania Ave SE	6
Sherwin-Williams	1120 Third St NE	6

HHW FACILITY	ADDRESS	DISTRICT WARD
Fort Totten Transfer Station	4900 John McCormack Rd NE	5

PAINTCARE EVENTS	ADDRESS	DISTRICT WARD
Howard University School of Law (Jul 2019)	2929 Van Ness St NW	3
DC Armory Parking Lot 3 (May 2019)	2001 E Capitol St SE	7
Ballou High School (Oct 2019)	3401 4th St SE	8

LARGE VOLUME PICK-UP SITES	DISTRICT WARD
Bank	2
Construction Company	2
Museum	2
Embassy	3
School	4
Construction Company	5
Convention Center	5
Federal Government – Capitol Architect C St	6
Federal Government – Capitol Architect D St	6
Museum	6

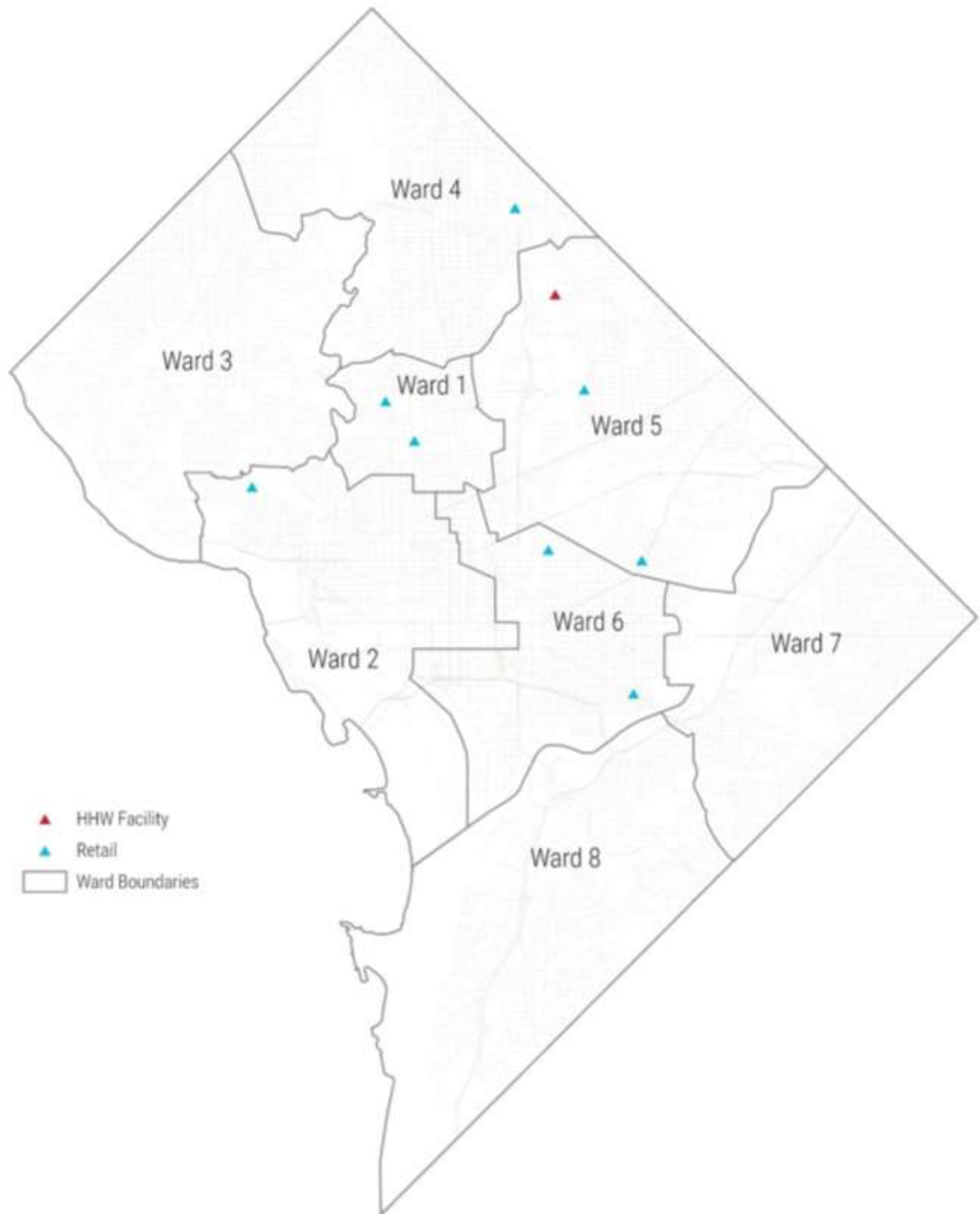
B. CONVENIENCE CRITERIA

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.

The paint stewardship program continued to offer residents the use of the Fort Totten HHW facility and increased recycling opportunities through year-round retail drop-off sites or paint drop-off events in each of the District's eight wards, and by offering the LVP service. Thus, the program has met the convenience goals of the paint stewardship law and of PaintCare's program plan.

The following maps show the locations of (1) year-round sites, (2) supplemental sites (PaintCare events), (3) LVP sites, and (4) all sites combined.

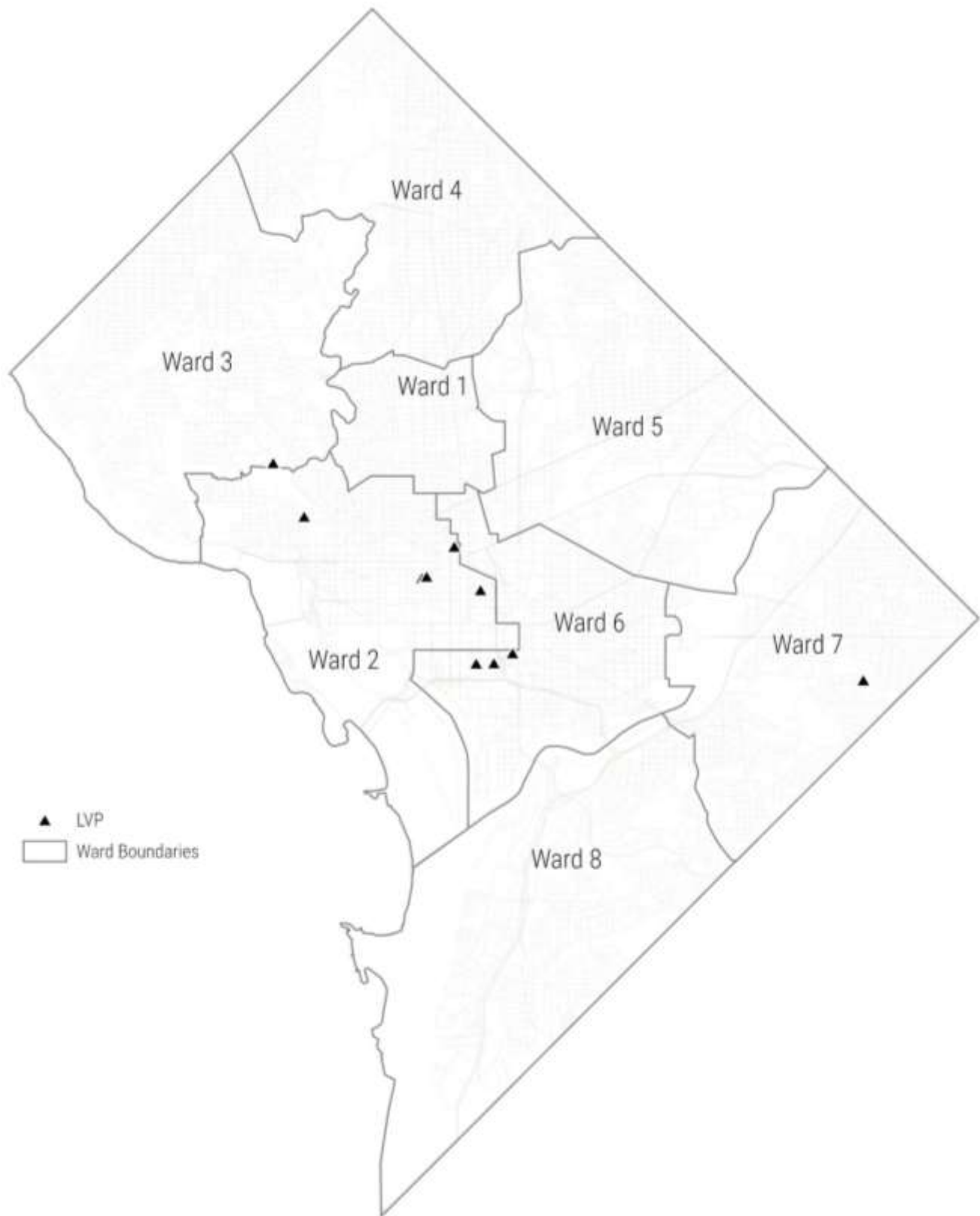
YEAR-ROUND SITES



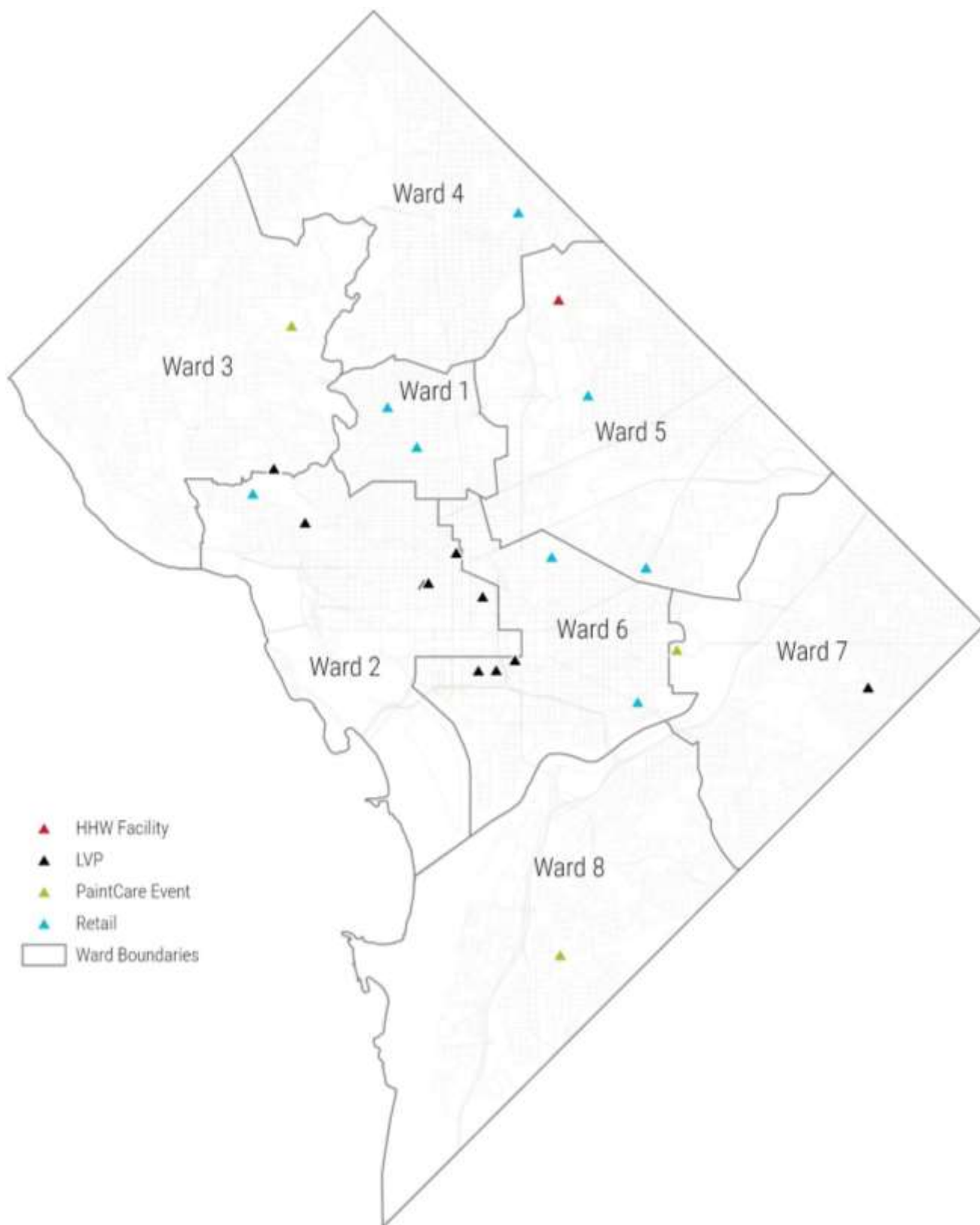
SUPPLEMENTAL SITES (PAINTCARE EVENTS)



LARGE VOLUME PICK-UP SITES



ALL SITES



C. PAINT COLLECTION PROCEDURES

PaintCare entered into contract agreements with owners or operators of all sites and events. PaintCare contracts require that drop-off sites meet requirements of District and federal law, regulations, and policies.

PaintCare provided each retail drop-off site with an on-site, in-person training and a program procedures manual. The training and program manual covered:

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

The program procedures manual was updated in 2019 to be more user friendly and allow store staff to better understand the program. The updated manuals are being provided to stores during on-site visits in 2020.

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

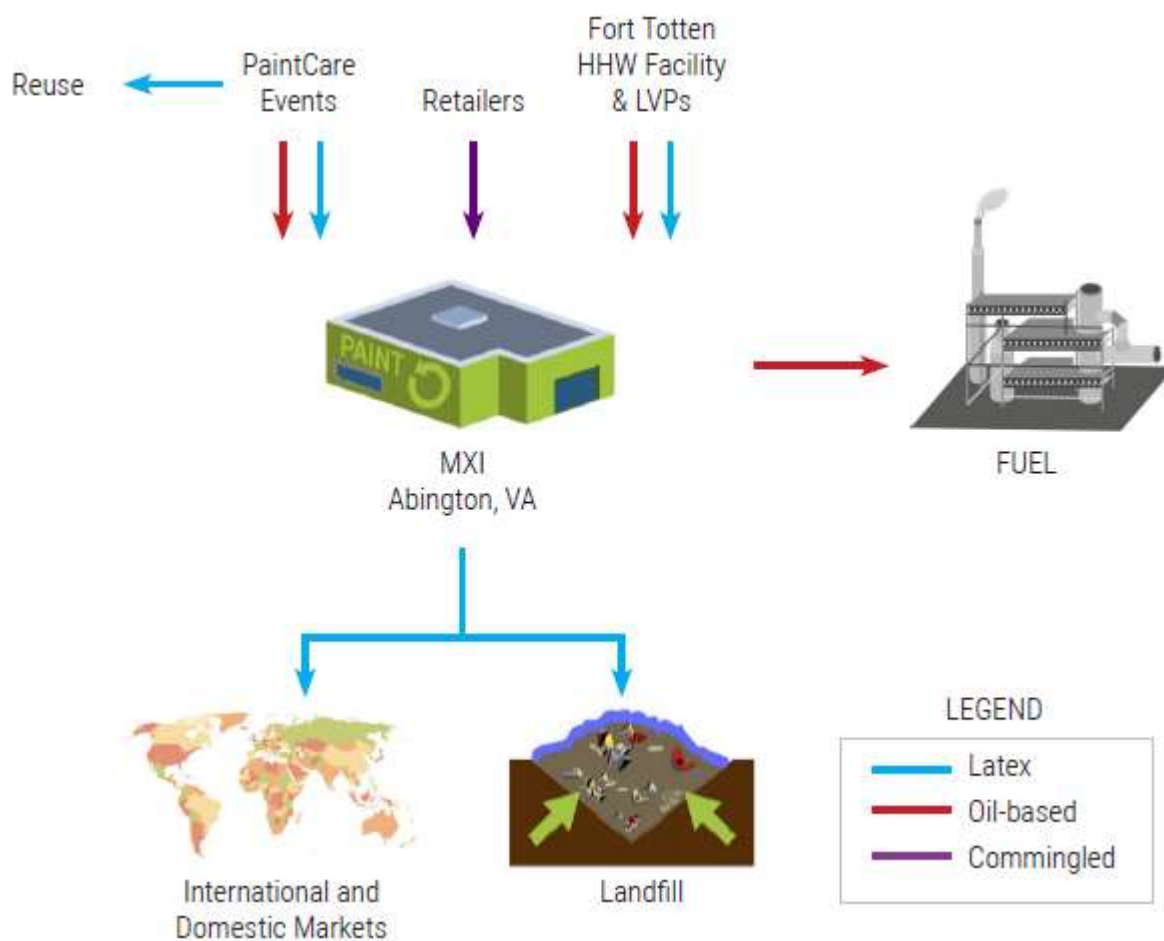
Retail drop-off sites are visited by PaintCare staff on a regular basis to check on their operations and provide additional training and consumer outreach materials as needed.

The Fort Totten Transfer Station had permits for paint collection prior to partnering with PaintCare, and the hauler that operates HHW and PaintCare events holds the required permits for these events.

D. PAINT TRANSPORTATION AND PROCESSING

The following flow diagram shows an overview of the PaintCare program in the District. A detailed description is provided in the next section.

FLOW DIAGRAM OF PAINTCARE PROGRAM THE DISTRICT



D1. Paint Transportation

PaintCare contracted with MXI Environmental Services, a hazardous waste transporter to service the program. PaintCare requires that transportation service providers have the ability and knowledge to respond to incidents involving hazardous materials and comply with all applicable US Department of Transportation (DOT) and District transportation rules.

MXI transported the paint from all program sites – retail, Fort Totten, PaintCare events, and LVPs – to their facility in Abingdon, VA for screening, separation, and consolidation.

D2. Latex Paint Processing

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

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

PaintCare managed latex paint under the following waste management hierarchy:

Reuse. Reuse programs generally screen for paint containers that are 50% or more full and in good condition and give them away free or sell them to the local community. A small amount of latex paint was distributed for reuse at all three of PaintCare's paint drop-off events.

Recycled Paint. MXI Environmental Services utilized paint-to-paint recycling as their primary method for managing latex paint.

MXI transported latex paint to their facility in Abingdon, VA. MXI processed postconsumer latex paint by segregating and consolidating the paint into 12 different colors, treating the consolidated paint to meet various performance standards, then repackaging the paint for sale. MXI distributed and sold paint domestically in 1-gallon and 5-gallon containers as interior coatings and driveway sealer, 200mL containers as craft chalk paint and sold interior coatings in 275-gallon totes through international markets.

Disposal. Dry and unusable latex paint sorted out by MXI was sent to the Bristol Virginia Solid Waste Management Facility, a permitted landfill, in Bristol, VA.

D3. Oil-Based Paint Processing

Reuse. Reuse programs generally screen for paint containers that are 50% or more full and in good condition and give them away free or sell them to the local community. No oil-based paint was reused during the year.

Energy Recovery. MXI transported oil-based to their Virginia facility where it was bulked and shipped to GeoCycle in Holly Hill, SC for fuel blending and subsequently to Holcim, a cement kiln, also located in Holly Hill, SC, to be used as a fuel.

Section 2. Paint Collection Volume and Disposition Methods

Statutory Citation

Code of District of Columbia, Division I, Title 8. Subtitle A. Chapter 2A. Subchapter II. Paint Stewardship.

Section 8-233.02(f) A producer or representative organization shall submit a paint stewardship program report to the Mayor that includes:

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

Regulatory Citations

Code of District of Columbia Municipal Regulations Title 20, Chapter 20-40 Paint Stewardship.

Section 4002.1 A producer or representative organization shall submit to the Department a paint stewardship program report for the previous calendar year that, in addition to the requirements outlined in the Act, includes:

(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. PAINT SALES

Paint sales were 1,088,536 gallons, a 5.9% increase over 2018.

Registered manufacturers, or their remitters(s), which may include paint distributors or retailers, report their sales of architectural paint in the District and remit the corresponding fees to PaintCare within a designated timeframe (generally monthly). PaintCare is not aware of any manufacturer selling paint into the District that was not registered with PaintCare or not properly reporting sales.

B. PAINT COLLECTION AND MANAGEMENT

B1. Collection Volume and Recovery Rate

The program processed 43,300 gallons of paint, an increase of 6% from 2018. The recovery rate was 4.0% (43,300 of 1,088,536 gallons sold), identical to the recovery rate in 2018.

As discussed in the program plan, several factors make recovery rate goals and calculations problematic. Paint is designed to be fully consumed through application to walls, buildings, and other surfaces. Although the amount of postconsumer paint received through collection programs is measurable, it is very difficult to determine the precise quantity of postconsumer paint that is left over and available for collection at any given time – a factor in recovery rate calculations. The lag time between the purchase of paint and the decision that the leftover paint is unwanted, and the additional time taken to return it to a drop-off site can vary greatly. In addition, architectural paint products have a long shelf life, so consumers purchasing paint in one year may not decide that the unused paint is unwanted for several years. For these reasons, PaintCare did not establish volume-based collection goals in its program plan but committed to providing recovery rate data in annual reports to examine changes over time.

In its program plan, PaintCare enumerates the assumptions and data which should be considered when evaluating the annual recovery rate, including the summary of studies on left over paint which estimate 10% of paint sold is left over and only 7% is collected. Because of the limited number of paint retailers in the District, PaintCare reduced the percentage to be collected, once the program reaches maturity, from 7% to 6% (6% of the 1,088,536 gallons sold or roughly 65,000 gallons).

The program has not yet reached maturity or a 6% recovery rate, but the total collected volume has increased each of the last two years. While total volume is up year over year each of the last two years, interestingly enough, volume is not up from every site type. Year over year volume is up 7% from year-round sites and 19% from LVPs but down (12%) from PaintCare events. The increase in volume from the year-round sites is due to the increase from Fort Totten; volume from retail sites was down (7%) year over year. Two additional LVP requests, 10 in 2019 versus eight in 2018, explains the increase in LVP volume. While the three PaintCare drop-off events in 2019 were held in the same locations where the events were held in 2018, two of the three events had lower volume collected in 2019 versus 2018.

The gallons collected and processed are reported to PaintCare by the hauler and are derived from the total pounds collected. Starting with the gross weight, the hauler removes the weight of the shipping container to derive the weight of paint and paint cans. The hauler then subtracts an estimated weight for paint cans to derive the weight of collected paint. The hauler then divides the derived weight of paint by 10 pounds per gallon to derive the gallons of collected paint.

An estimate of the volume collected per site is included with the site list in the appendix.

GALLONS SOLD AND PROCESSED

	2016 (2 MONTHS)	2017	2018	2019
Gallons Sold	165,289	1,025,381	1,027,968	1,088,536
Gallons Processed	2,930	35,415	40,859	43,300
Recovery Rate	1.8%	3.5%	4.0%	4.0%

B2. Latex vs. Oil-Based Paint

Of the 43,300 gallons of paint collected, 83% (36,124 gallons) was latex paint and 17% (7,176 gallons) was oil-based paint.

B3. Paint Management Methods

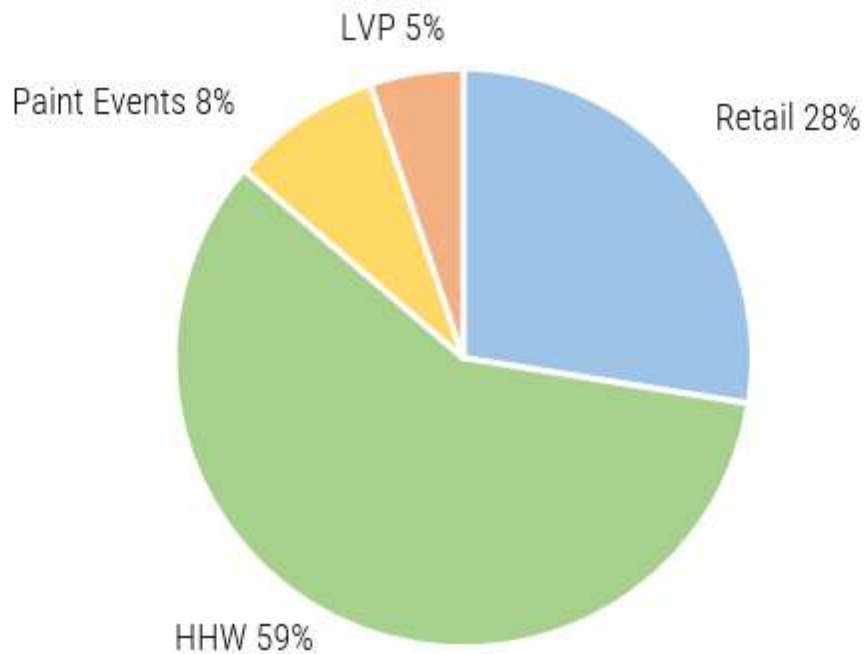
The following table shows the paint management methods for paint collected and processed each year.

SUMMARY OF PAINT MANAGEMENT

	2016 GALLONS	2016 %	2017 GALLONS	2017 %	2018 GALLONS	2018 %	2019 GALLONS	2019 %
LATEX PAINT								
Reuse	-	-	14	-	39	-	54	-
Recycled Paint	1,802	83	23,106	83	27,617	83	30,047	83
Disposal	361	17	4,632	17	5,536	17	6,023	17
Subtotal Latex Paint	2,163	100	27,752	100	33,192	100	36,124	100
OIL-BASED PAINT								
Fuel	767	100	7,663	100	7,667	100	7,176	100
Subtotal Oil-Based Paint	767	100	7,663	100	7,667	100	7,176	100
Total Paint	2,930		35,415		40,859		43,300	

B4. Collection by Program Type

The following pie chart shows the relative volume of paint collected by site/service type during the year.



C. CONTAINER RECYCLING

Metal paint containers were recycled whenever possible. In 2019, the program recycled an estimated three tons of paint containers.

D. PROGRAM PROCESSOR

Bristol Virginia Solid Waste Management Facility	2125 Shakesville Rd	Bristol, VA
GeoCycle	2175 Gardner Blvd	Holly Hill, SC
Holcim	200 Safety St	Holly Hill, SC
MXI Environmental Services	26319 Old Trail Rd	Abingdon, VA

E. PROGRAM TRANSPORTER

MXI Environmental Services	26319 Old Trail Road	Abingdon, VA
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Section 3. Independent Audit and Financial Summary

Statutory Citation

Code of District of Columbia, Division I, Title 8. Subtitle A. Chapter 2A. Subchapter II. Paint Stewardship

Section 8-233.02(f) A producer or representative organization shall submit a paint stewardship program report to the Mayor that includes:

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

Regulatory Citations

Code of District of Columbia Municipal Regulations, Title 20, Chapter 20-40 Paint Stewardship

Section 4002.1 A producer or representative organization shall submit to the Department a paint stewardship program report for the previous calendar year that, in addition to the requirements outlined in the Act, includes:

(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 national PaintCare program was conducted by Rogers & Company PLLC. This independent CPA firm conducted the audit in accordance with auditing standards generally accepted in the United States. Those standards require that the firm plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. The audit process includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. The audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of December 31, 2019, and the changes in its net assets and its cash flows for the calendar year then ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is included in the appendix.

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Revenue and Expense Categories

Revenue in all nine PaintCare programs is derived from fees on new paint sales.

Expense categories are discussed here:

Paint Processing. Paint processing is the largest expense in all PaintCare programs. In the District, paint processing costs were billed based on weight or by the box and included the cost of sorting mixed boxes of latex and oil-based paint.

Paint Transportation. Paint transportation is another significant expense in PaintCare programs. In the District, transportation costs were billed per cubic yard collection bin picked up or minimum cost per stop.

Collection Support. Collection support expenses included paint collection bins (single use and reusable), spill kits, training materials, miscellaneous supplies for drop-off site operations, and forklifts and portable restrooms used at PaintCare drop-off events.

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

Personnel, Professional Fees and Other. Personnel, professional fees and other included the cost of a part-time employee managing the District of Columbia program, legal costs, travel, office supplies, and other logistical and professional support.

DOEE Administrative Fees. PaintCare paid an annual administrative fee of \$26,000.

Corporate Activity. Corporate activity costs are those that are shared across all nine PaintCare programs and allocated relative to the population of the program. In 2019, the District's program's allocation was 1.0% of the total cost of corporate activity. These costs include but are not limited to corporate staffing, insurance, maintenance of data management systems, auditing fees, software licenses, legal fees, occupancy, and general communications.

B2. Financial Summary

The following table shows program revenue and expenses leading up to the launch of the program, during the first two months, and the last three calendar years.

REVENUE	PRE-PROGRAM	2016	2017	2018	2019
Larger than half pint to smaller than 1 gallon	-	\$ 11,426	\$ 78,703	\$ 67,603	\$67,553
1-2 gallons	-	54,340	320,521	274,492	285,415
Larger than 2 gallons up to 5 gallons	-	39,595	251,064	273,351	292,560
Total revenue		105,361	650,288	615,446	645,528

EXPENSES	PRE-PROGRAM	2016	2017	2018	2019
Paint processing	-	7,229	101,210	115,095	124,153
Paint transportation	-	7,980	72,995	80,965	90,880
Collection support	10,164	11,814	35,121	33,993	35,685
Communications	6,509	16,078	43,749	85,285	86,641
Personnel, professional fees, and other	76,719	4,974	28,228	34,135	35,370
DOEE administrative fees	19,667	4,333	26,000	26,000	26,000
Allocation of corporate activity	65,133	7,706	41,695	44,466	46,984
Total expenses	178,192	60,114	348,998	419,939	445,714

OTHER	PRE-PROGRAM	2016	2017	2018	2019
Allocation of investment activity	(3,214)	(586)	(462)	(4,316)	44,369
Change in net assets (revenue minus expenses)	(181,406)	44,661	300,828	191,191	244,184
Net assets, beginning of year	-	(181,406)	(136,745)	164,083	355,273
Net assets, end of year	(\$ 181,406)	(\$ 136,745)	\$ 164,083	\$ 355,274	\$599,457

C. INVESTMENT ACTIVITY

PaintCare invests a portion of its reserves (from most PaintCare programs) in a financial portfolio. Investments for all programs are maintained in a single portfolio. Claim of ownership in the investment portfolio is shared by all participating programs and allocated among them based on relative net asset balances. Programs that have positive net asset balances have a claim on the assets invested in the portfolio; programs with negative net asset balances carry a liability representing an amount due to the portfolio.

D. RESERVES

Reserves represent the accumulated surplus or net assets (cash and investments) of the program. Reserves are needed to sustain the program in times of either higher than expected paint collection (higher expenses), lower than expected paint sales (lower revenue), or a combination of the two.

PaintCare's Reserves Policy establishes a target reserve as a percentage of annual expenses. It also sets a range with minimum and maximum thresholds. If the reserves fall below the minimum threshold or rise beyond the maximum threshold, an evaluation of the program's expenses and revenue will be performed to determine if changes are needed in operations, outreach, and/or the fee structure to bring the reserve balance within range.

PaintCare's Board of Directors established a target reserve of 100% of annual expenses with a minimum threshold of 75% (i.e., nine months) of expenses and a maximum of 125% (i.e., 15 months).

At the end of 2019, the program had built a reserve of \$599,457 or 134% of annual expenses. The reserve balance at the end of 2019 is significantly higher than PaintCare had projected. Contributing factors to the higher than projected reserve balance include revenue being nearly \$40K higher and costs more than \$30K lower than projected, and the investment activity yielded \$44K of unpredicted income. See Section 5. 2020 and Beyond for additional comments regarding the program's reserve balance.

E. FINANCIAL METRICS

The following annual metrics are required by the District's program regulations.

- ◆ Total cost of the program: \$445,714
- ◆ Cost per gallon of paint collected: \$10.29
- ◆ Education/outreach cost as percentage of total program cost: 19%
- ◆ Transportation and processing costs as percentage of total program cost: 48%
- ◆ Program administration cost (defined as corporate activity by PaintCare) as percentage of total program cost: 11%

F. EVALUATION OF THE PROGRAM'S FUNDING MECHANISM

PaintCare fees, placed on the sale of new paint in the District, are based on container sizes as follows:

PAINTCARE FEES

CONTAINER SIZE	FEE
Half pint or smaller	\$ 0.00
Larger than half pint to smaller than 1 gallon	\$ 0.45
1-2 gallons	\$ 0.95
Larger than 2 gallons up to 5 gallons	\$ 1.95

The program's funding mechanism, including the fee structure and system to receive sales reports and payments from manufacturers, performed well during the year. However, as the program's reserve balance has exceeded the maximum threshold established by PaintCare's Board of Directors, the current fee structure will be accessed over the next year to determine if it needs to be lowered to bring the reserve balance into the target range.

G. 2020 BUDGET

2020 BUDGET

REVENUE	AMOUNT
Total revenue	645,000
EXPENSES	
Paint processing	132,000
Paint transportation	98,000
Collection support	37,000
Communications	85,000
Personnel, professional fees, and other	35,000
DOE administrative fees	26,468
Allocation of corporate activity	39,000
Total expenses	452,468
Change in net assets (revenue minus expenses)	192,532
Net assets, beginning of year	599,457
Net assets, end of year	791,989

Section 4. Outreach

Statutory Citation

Code of District of Columbia, Division I, Title 8. Subtitle A. Chapter 2A. Subchapter II. Paint Stewardship.

Section 8-233.02(f) A producer or representative organization shall submit a paint stewardship program report to the Mayor that includes:

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

A. OUTREACH ACTIVITIES

A1. Introduction

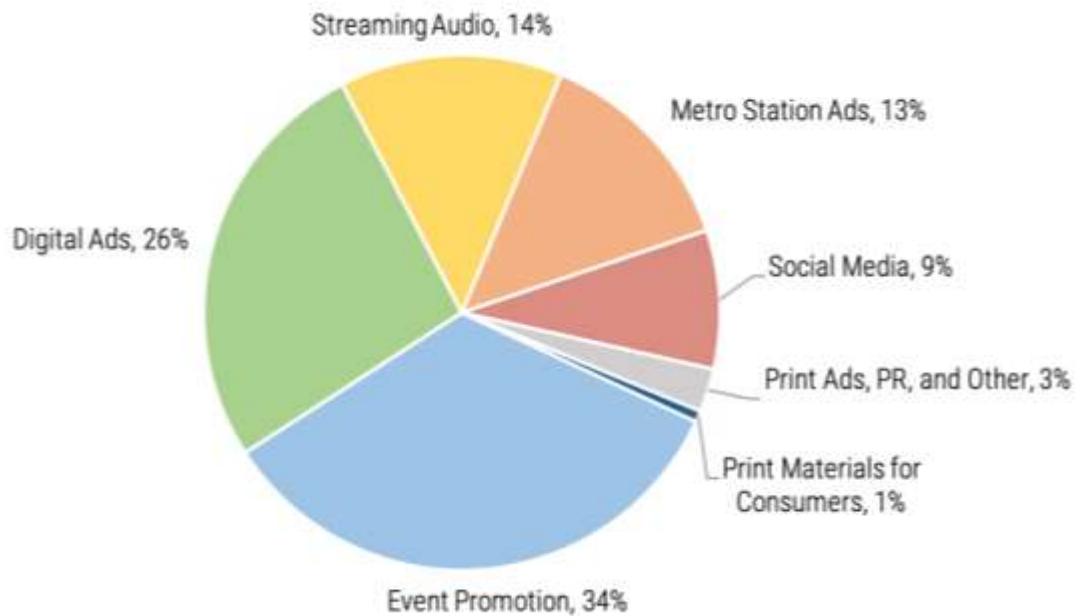
PaintCare's program plan includes a variety of activities targeted to retailers, painting contractors, trade associations, other businesses and institutions, and the general public through direct contact, distribution of printed materials, and advertising. Initial outreach at the start of the program focused on recruiting drop-off sites at paint retailers. This approach allowed drop-off sites to become comfortable with operations before carefully phasing in broader advertising to the public to increase participation. Throughout the first three years of operating the program, additional outreach activities such as direct mail and broader advertising were added.

A full outreach campaign was conducted in the District this year using a variety of media categories: digital advertising, outdoor signage (Metro station boards), streaming audio services, social media, fulfillment (distribution of brochures and other print-based materials), mailings, public relations, and a variety of event promotion efforts.

The main call-to-action of outreach materials was to drive the public to PaintCare's website to find a drop-off site using PaintCare's site locator search tool and/or to attend a PaintCare event.

The relative amounts of spending dedicated to each of these outreach activities are summarized in the following pie chart:

RELATIVE SPENDING ON OUTREACH ACTIVITIES



A2. Print Materials for Consumers

PaintCare continued to distribute printed materials to retailers to help inform customers public in their stores and the general public. These materials include program brochures, mini cards, fact sheets, and posters. PaintCare fulfilled seven requests for materials by mail, and program staff delivered additional materials in person during site visits. PaintCare distributed a total of 8,621 brochures, mini cards, fact sheets, and posters during the year. PaintCare also provides counter mats to retailers to use in the paint department to reference when customers had 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 available on PaintCare's website.



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

In 2019 PaintCare updated its card promoting all nine of its District drop-off sites. PaintCare printed over 500 copies for distribution at drop-off events and other face-to-face opportunities



Got old paint taking up your storage space?

DC residents and businesses can drop off leftover house paint, stain, or varnish for recycling at locations throughout the District. Some limitations apply; visit paintcare.org/DC to learn more about quantity limits and accepted products.

Annie's Ace Hardware 3405 8th St. NE (202) 529-2658	Gallier & Hugely Associates 5925 Blair Rd. NW (202) 723-1000	McCormick Paints 3124 Mount Pleasant St. NW (202) 462-0300
McCormick Paints 1442 Pennsylvania Ave. SE (202) 971-9884	Sherwin-Williams 2511 14th St. NW (202) 328-5470	Sherwin-Williams 1120 Third St. NE (202) 543-8177
Sherwin-Williams 1805 Wisconsin Ave. NW (202) 965-5433	W.S. Jenks & Son 910 Bladensburg Rd. NE (202) 529-6020	*Fort Totten Transfer Station 4900 John McCormack Dr. NE (202) 715-7570

PaintCare sites accept up to 5 gallons per visit, some take more. Please call ahead to confirm business hours and ask if they can accept the type and amount of paint you would like to drop off. Sites do not accept: aerosols (spray paint) or leaking, unlabeled, and empty containers.

District of Columbia businesses and residents only.

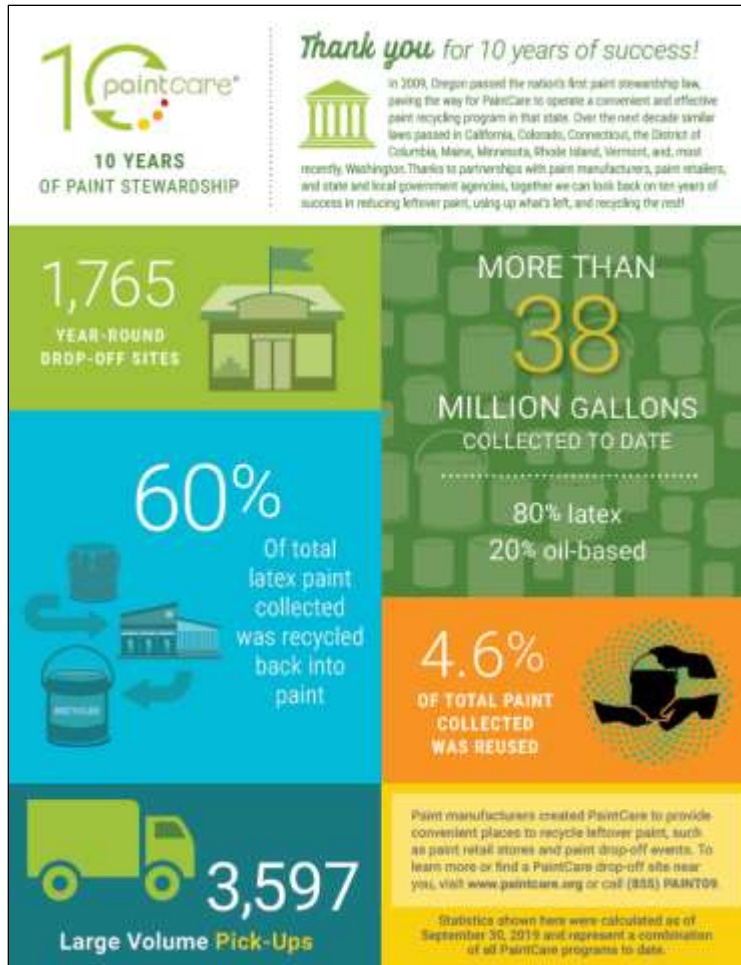
* This site accepts paint from households only; no businesses.

Find a drop-off location and learn more about products
PaintCare accepts: paintcare.org/DC • (855) 724-6809



Card Promoting All District PaintCare Sites

In November, PaintCare sent a mailing recognizing PaintCare's 10-year anniversary since the first paint stewardship law passed in Oregon in 2009. The mailing was sent to all known paint retailers in the District, including both PaintCare drop-off sites and retailers that do not act as drop-off sites. The cover letter thanked retailers for their support and participation and reminded them how to order additional educational materials to distribute to paint consumers. Copies of PaintCare point of sale materials were enclosed in the package along with an infographic poster listing some of PaintCare's national paint management statistics to date. In total, 31 packets were sent to paint retail locations throughout the District, including 1,612 brochures, fact sheets, and mini cards.



Infographic Poster Recognizing PaintCare 10th Anniversary

A3. Fact Sheets for Stakeholders

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 these fact sheets are found on PaintCare's website:

- ◆ How Does the District of Columbia Paint Stewardship Program Affect Paint Retailers?
- ◆ How to Become a Retail Drop-Off Site
- ◆ About PaintCare Fees
- ◆ Information for Painting Contractors
- ◆ Information for Paint Purchasers
- ◆ Large Volume Pick-Up Service

A4. Website

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

The website is easy to navigate and features topics on buying the right amount of paint, storage and reuse tips, and recycling. It has special pages for manufacturers and a general section for retailers, explains what products are covered by the program, and has a District of Columbia page with tabs for different audiences (Everyone, Contractors, Retailers, and Official Docs).

PaintCare's website provides paint calculators from various sources (see: www.paintcare.org/calculators/). These paint calculators can be used by everyone to help them buy the right amount of paint.

PaintCare maintains a list of locations around the country where the public can get recycled-content paint (see: www.paintcare.org/wp-content/uploads/docs/xx-recycled-paint-stores.pdf).

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/storight.



Two Examples of Storage Tip Videos: (1) Create a Tape Spout to Reduce Spills, (2) Use a Mallet to Close a Paint Can (Using a Hammer Can Damage the Can)

The following chart showing monthly website traffic from the District of Columbia for 2019:



A5. Translations

PaintCare translates program brochures and fact sheets into languages of known ethnic groups, especially those involved in the painting business, and upon requests from paint retailers or other stakeholders. Program brochure translations available in all PaintCare programs include Amharic, Arabic, Armenian, Chinese, Farsi, French, Hmong, Khmer, Korean, Lao, Polish, Portuguese, Russian, Spanish Somali, Thai, Turkish, and Vietnamese.

Two widely used fact sheets are available in translated versions: the fact sheet for the LVP service is available in Spanish, and the fact sheet for painting contractors is available in 11 languages other than English due to requests from PaintCare programs.

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.

A6. Print Advertising

PaintCare used print advertising in the *Washington City Paper* and via direct mail to promote upcoming drop-off events to nearby residents.

Getting rid of leftover *paint* is as *easy* as popping your trunk.

Recycle your paint for *free* at PaintCare's drop-off event

Saturday, July 20, 2019
9 a.m. - 1 p.m.

Howard University School of Law
2929 Van Ness St NW
Washington, DC 20008

SELECT AN ARRIVAL TIME:
paint-howard-university.eventbrite.com

Paint in good condition will be made available to the public for free.

PROOF OF DISTRICT RESIDENCY REQUIRED

Households may bring most types of paint, stain, and varnish in any amount. Paint must be in sealed, original container with original manufacturer label. We cannot accept aerosols, solvents, and other hazardous waste. Businesses are subject to limits on how much paint can be dropped off. Read a complete list of accepted products, ask questions about business limits, and find year-round PaintCare drop-off sites near you by visiting www.paintcare.org or calling (855) PAINT09.

ONE DAY ONLY

paintcare®

Example of Print Advertising

A7. Outdoor Advertising

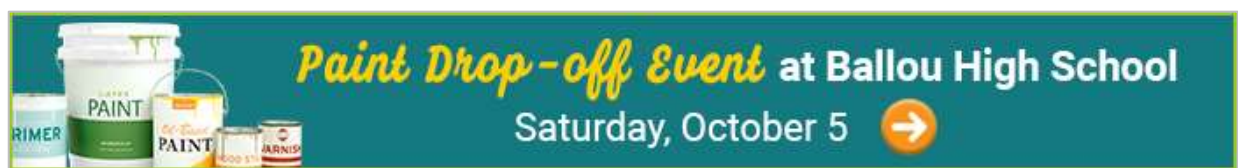
PaintCare ran two types of outdoor transit station ads in 2019. In April, PaintCare ran video ads promoting general awareness of paint recycling in the lead-up to Earth Day in several WMATA Metro stations. In September and October, PaintCare ran WMATA bus shelter poster ads promoting the Ballou High School paint drop-off event on October 5 in bus shelters near the event location. Stations were chosen based on highest traffic by District residents and least traffic by commuters from outside the District borders.



Metro Bus Shelter Ad (Left) and Metro Rail Station Video Ad Still (Right)

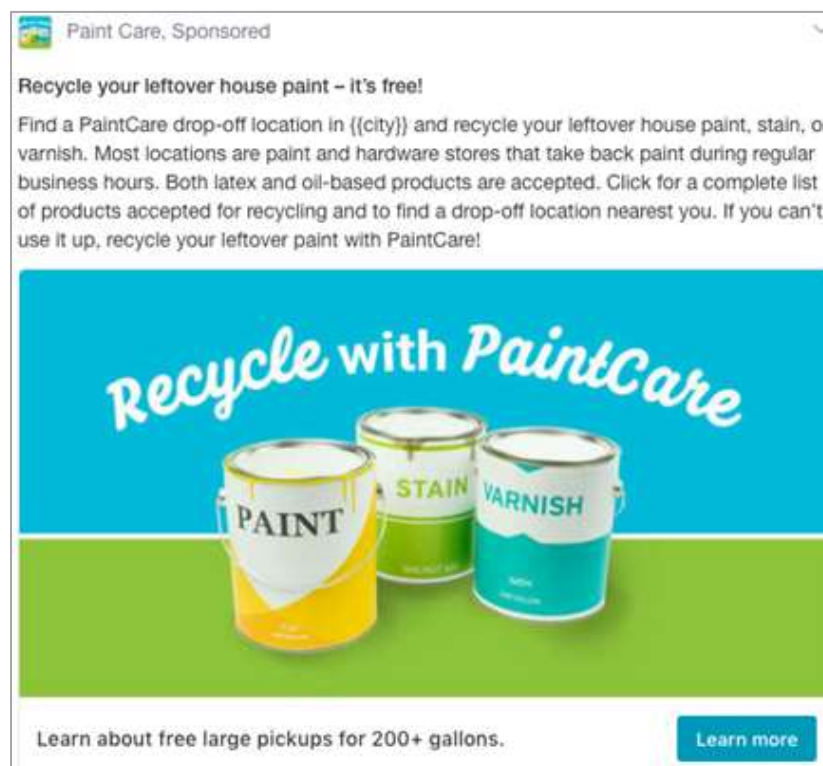
A8. Digital Advertising

In March-May and December, PaintCare ran online digital display advertising on major websites that targeted key audiences in the District, such as homeowners, paint consumers, and businesses that use large quantities of paint. Some digital display ads were also used to promote PaintCare's paint drop-off events. Digital ads have the most sophisticated tools for targeting PaintCare's desired audiences as well as the most directly measurable results.



Examples of Digital Display Ads

PaintCare also promoted the message of finding local paint drop-off sites to District households via sponsored posts on the Nextdoor social network website for local neighborhood news.



Nextdoor Digital Platform Ad

A9. Streaming Audio

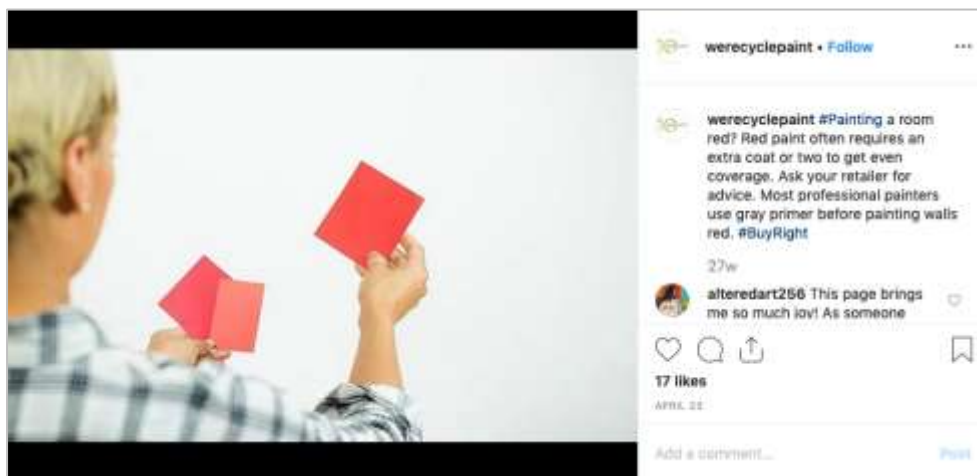
PaintCare ran streaming audio ads on Pandora during March through May 2019. The ad was accompanied by digital banners displayed to Pandora users on desktop computers and mobile devices.



Digital Banner Accompanying Pandora Audio Ad

A10. Social Media

PaintCare continued to grow its Facebook presence during the year, while also establishing accounts on Twitter and Instagram and developing outreach messaging for those platforms. PaintCare used social media to promote its three key messages: Buy Right, Use Up Leftover Paint, and Recycle with PaintCare.



PaintCare Instagram Post Encouraging Followers to "Buy Right"

A11. Press Coverage

PaintCare's drop-off events were included in press stories in *The Hill Rag*, *East of the River*, and *MidCity DC*.

A12. Face-to-Face

PaintCare's program manager for the District visited retail drop-off sites throughout the year to make sure there were no problems or concerns, to help coach them on how to answer questions they receive from customers, provide brochures and other point-of-sale materials, and order signs.

In September 2019, PaintCare's communications staff hosted a booth at the DC State Fair, held at Gateway DC in the Congress Heights neighborhood. Representatives promoted awareness of the PaintCare program to numerous District residents and small business owners throughout the day-long fair.



PaintCare Staff at DC State Fair

Finally, PaintCare staff spoke with individuals interested in the LVP service, explained how to request a pick-up, what was required to take advantage of the service, and which types of products are covered by the program and eligible for the service.

A13. Signage

PaintCare has developed several signs for drop-off sites to help them let the public know about the program, screen program products, and address concerns they have about illegal dumping. Drop-off sites may order the following signs: Program Products Sign (English/Spanish), Program Partner Sign, Combination (program partner with simplified products list), No Dumping, and Please Wait for Assistance. Larger versions of these signs are included in the appendix and can be viewed online at www.paintcare.org/signs.



PaintCare Signs

B. AWARENESS SURVEY

A paint recycling awareness of District of Columbia residents was conducted and analyzed by PaintCare in partnership with a market research firm. Data from all PaintCare states is included in the analysis, providing the benefit of comparing results between programs throughout the nation. All awareness survey data from previous years remain publicly accessible in the annual reports posted on www.paintcare.org/paintcare-states/district-of-columbia/#/official-docs. The full report for this year's awareness survey for all PaintCare states is included in the appendix.

Following are some highlights from the 2019 survey results:

- ◆ 275 surveys were completed by residents of the District of Columbia, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- ◆ Half of the respondents purchased paint in the last year. Of those, 64% report seeking help from paint retail staff and 66% report taking measurements themselves in order to purchase the right amount of paint and reduce the amount left over.
- ◆ Most respondents are storing little to no paint in their home or business. 32% report storing no leftover paint at all; 26% are storing less than one gallon; 24% are storing one to five gallons; and only 16% are storing more than five gallons.

- ◆ 42% of respondents knew that paint can be recycled prior to taking the survey. Of those, 58% knew where to take it to be recycled and 50% knew about the fee placed on paint sales to fund the recycling program.
- ◆ Half of District respondents report that they will choose a sustainable option if they have leftover paint in the future, such as dropping it off at a paint retail store (17%) or HHW facility (20%) or giving it away to someone else who needs it (12%).

Section 5. 2020 and Beyond

This new section to the annual report describes activities or plans for the program that have happened since January 1, 2020 or are being planned.

A. OUTREACH

Through surveys at paint drop-off events, PaintCare has determined that direct mail is its most effective tactic by far for driving the public to attend and drop off leftover paint. Therefore, in 2020 PaintCare plans to experiment with significantly increasing its use of direct mail in favor of other media tactics typically used in larger states. The goal will be to deliver PaintCare's message directly to as many homes and businesses in the District as possible to ensure wider awareness of the program.

B. CHANGE IN REPRESENTATIVE ORGANIZATION

During 2020, PaintCare Inc. intends to finalize the change of the representative organization of the District of Columbia Architectural Paint Stewardship Program from PaintCare Inc. to PaintCare District of Columbia LLC which was started during 2019. PaintCare Inc. formed PaintCare District of Columbia LLC as a sole-member "disregarded" limited liability company with the intention that it be dedicated specifically to the management of the District of Columbia Architectural Paint Stewardship Program.

PaintCare Inc. intends to form individual LLCs for each of its programs to improve financial independence and separation between the PaintCare programs in different states and jurisdictions. By shifting program operations and responsibilities to a disregarded LLC in each state or jurisdiction, and by segregating program funds accordingly, each state or jurisdiction's PaintCare program (and its associated funds) is better sheltered from any liability that might arise from the operation of a PaintCare program in a different state or jurisdiction.

The LLC transition will not prompt any change in staffing and is not expected to prompt any change in vendors. PaintCare District of Columbia LLC is considered to be a 501(c)(3) non-profit company under IRS rules and meets the statutory eligibility requirements for the Representative Organization set forth in DC Code, Section 8-233.01(8).

C. OPERATIONS

PaintCare has and will continue with its efforts to recruit additional drop-off sites. Unfortunately, one of the year-round drop-off sites, Galliher & Huguely, closed in March 2020. As this was the only year-round drop-off site servicing both residents and eligible businesses in Ward 4, PaintCare will plan for a drop-off event within the Ward.

Fortunately, our recruitment efforts in 2019 and thus far in 2020 have produced a new drop-off site, Sherwin-Williams located at 5023 Connecticut Ave NW, which became an active drop-off site in February 2020. This site is significant for the program for a couple of reasons – it means the total number of active drop-off sites

remains unchanged and residents in Ward 3 now have a more convenient drop-off location (PaintCare has historically held a drop-off event, once per year, in Ward 3).

D. COVID-19

As a public health precaution due to Coronavirus (COVID-19) and the guidance of the CDC to limit discretionary travel and practice social distancing, PaintCare made several decisions regarding the services provided by the program. First, we posted guidance on our website, on March 23, for participants to consider refraining from dropping off paint for recycling at PaintCare locations until the guidance has been lifted. Next, we suspended LVP service until further notice. We continue to allow LVP customers to submit a form requesting service and we are contacting each LVP customer to ensure they understand the service has been suspended and we will notify them when the service resumes. Lastly, PaintCare has postponed the execution of paint-only drop-off events scheduled through the end of May. PaintCare will continually monitor guidance from the CDC and restore services as appropriate.

In addition to decisions made directly by PaintCare regarding program services, one of the retail chains in the District has decided to temporarily suspend paint collection activities (in response to social distancing guidance) until further notice. So far, this has impacted three retail drop-off sites in the District.

E. RESERVE BALANCE

As the current reserve balance has exceeded the maximum threshold established by PaintCare's Board of Directors and is projected to continue to increase, PaintCare will evaluate the potential for a fee reduction in 2020. If PaintCare determines that the program can implement a fee reduction and remain financially sustainable while maintaining program effectiveness and convenience, PaintCare will seek approval from DOEE for a fee reduction.

Appendix Section A

PAINTCARE SITES
District of Columbia PaintCare Sites in 2019
Total Collected: 43,300 gallons

Ward	Site Name	Address	Type	Gallons
Year-Round Sites				37,360
1	McCormick Paints	3124 Mount Pleasant St NW	Retail	558
1	Sherwin-Williams	2511 14th St NW	Retail	3,543
2	Sherwin-Williams	1805 Wisconsin Ave NW	Retail	2,226
5	Ft Totten Transfer Station & HHW Facility	4900 John McCormack Rd NE	HHW Facility	25,446
4	Gallihier & Huguely	5925 Blair Rd NW	Retail	671
5	Annie's Ace Hardware	3405 8th St NE	Retail	922
5	W S Jenks & Son	910 Bladensburg Rd NE	Retail	754
6	McCormick Paints	1442 Pennsylvania Ave SE	Retail	864
6	Sherwin-Williams	1120 Third St NE	Retail	2,376
Supplemental Sites				3,675
3	Howard University (PC Event)	2929 Van Ness St NW	PaintCare Event	1,759
7	DC Armory Parking Lot (PC Event)	2001 E Capitol St SE	PaintCare Event	1,090
8	Ballou High School (PC Event)	3401 4th St SE	PaintCare Event	826
Large Volume Pick-Up Sites				2,265
2	[Museum]		LVP	190
2	[Painting Contractor]		LVP	127
2	[Property Manager/Owner]		LVP	315
3	[Embassy]		LVP	106
4	[School or University]		LVP	89
5	[Construction]		LVP	338
5	[Convention Center]		LVP	220
6	[Federal Government]		LVP	275
6	[Federal Government]		LVP	403
6	[Museum]		LVP	202
Total				43,300

Appendix Section B

PaintCare Inc.

Financial Statements
and Independent Auditors' Report

Twelve Month Periods Ended December 31, 2019 and 2018

PaintCare Inc.

Financial Statements
Twelve Month Periods Ended December 31, 2019 and 2018

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
PaintCare Inc.

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of December 31, 2019 and 2018; the related statements of activities, functional expenses, and cash flows for twelve month periods then ended; and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for twelve month periods then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note 2 to the financial statements, PaintCare adopted Financial Accounting Standards Board Accounting Standards Update 2014-09, *Revenue from Contracts with Customers* (Topic 606). Our opinion is not modified with respect to this matter.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 18-19 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 stylized, with a large, looped "R" and a cursive "ogers" followed by "& Company PLLC".

Vienna, Virginia
March 23, 2020

PaintCare Inc.

Statements of Financial Position
December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Assets		
Current assets:		
Cash	\$ 11,592,998	\$ 12,932,756
Accounts receivable, net	4,160,915	5,678,781
Investments	55,001,406	44,527,270
Prepaid expenses	<u>93,086</u>	<u>175,237</u>
 Total current assets	 70,848,405	 63,314,044
Property and equipment, net	<u>242,861</u>	<u>440,567</u>
 Total assets	 <u><u>\$ 71,091,266</u></u>	 <u><u>\$ 63,754,611</u></u>
 Liabilities and Net Assets		
Liabilities		
Current liabilities:		
Accounts payable and accrued expenses	\$ 7,932,775	\$ 7,841,441
Due to affiliate	865,118	1,214,428
Grants payable	<u>178,865</u>	<u>-</u>
 Total liabilities	 <u>8,976,758</u>	 <u>9,055,869</u>
 Net Assets		
Without donor restrictions	<u>62,114,508</u>	<u>54,698,742</u>
 Total net assets	 <u>62,114,508</u>	 <u>54,698,742</u>
 Total liabilities and net assets	 <u><u>\$ 71,091,266</u></u>	 <u><u>\$ 63,754,611</u></u>

See accompanying notes.

PaintCare Inc.

Statements of Activities
For the Twelve Month Periods Ended December 31, 2019 and 2018

	2019	2018
Operating Revenue and Support		
Paint recovery fees	\$ 60,008,899	\$ 61,077,464
Other income	-	140,962
	<hr/>	<hr/>
Total operating revenue and support	60,008,899	61,218,426
	<hr/>	<hr/>
Expenses		
Program and delivery services:		
Oregon	4,375,335	4,840,564
California	31,370,565	31,602,989
Connecticut	3,380,453	2,956,487
Rhode Island	810,418	685,783
Minnesota	5,130,101	5,024,733
Vermont	817,191	733,989
Maine	1,256,277	1,262,781
Colorado	5,866,575	5,425,078
District of Columbia	398,730	349,479
Washington	41,600	-
	<hr/>	<hr/>
Total program and delivery services	53,447,245	52,881,883
	<hr/>	<hr/>
General and administrative	4,517,663	4,330,431
	<hr/>	<hr/>
Total expenses	57,964,908	57,212,314
	<hr/>	<hr/>
Change in Net Assets from Operations	2,043,991	4,006,112
	<hr/>	<hr/>
Non-Operating Activities		
Loss on disposal of property and equipment	(102,362)	-
Investment income (loss), net	5,474,137	(749,969)
	<hr/>	<hr/>
Total non-operating activities	5,371,775	(749,969)
	<hr/>	<hr/>
Change in Net Assets	7,415,766	3,256,143
	<hr/>	<hr/>
Net Assets, beginning of period	54,698,742	51,442,599
	<hr/>	<hr/>
Net Assets, end of period	<u>\$ 62,114,508</u>	<u>\$ 54,698,742</u>

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Twelve Month Period Ended December 31, 2019

	Program and Delivery Services										General and	
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	Administrative	Total
Expenses												
Salaries and related benefits	\$ 118,230	\$ 894,784	\$ 95,322	\$ 28,440	\$ 154,247	\$ 39,445	\$ 84,316	\$ 198,284	\$ 12,591	\$ 22,567	\$ 1,428,787	\$ 3,077,013
Collection support	15,548	3,215,403	461,459	109,772	433,216	87,579	125,267	540,981	35,685	-	-	5,024,910
Transportation and processing	4,110,650	23,255,793	2,242,897	492,977	4,275,146	674,900	928,091	4,159,813	215,033	-	-	40,355,300
Communications	40,951	3,312,079	530,808	151,847	196,402	6,426	9,365	645,660	86,642	-	55,628	5,035,808
Legal fees	7,018	79,845	10,674	14,881	9,903	-	8,416	9,935	9,915	8,849	48,140	207,576
State agency administrative fees	40,000	307,617	20,000	-	19,891	-	71,003	120,000	26,000	-	-	604,511
Professional fees	5,687	29,019	5,596	769	2,950	2,829	3,541	34,443	346	193	133,265	218,638
Office and supplies	439	3,176	218	359	1,809	353	100	2,007	155	445	28,659	37,720
Subscriptions and publications	866	3,978	172	46	1,358	61	130	869	2	9	64,005	71,496
Professional development	1,150	23,657	3,822	564	6,082	50	2,633	7,826	-	73	32,959	78,816
Travel	16,946	137,953	8,602	9,918	18,175	5,471	11,825	43,946	11,959	9,098	144,209	418,102
Meetings	623	7,210	583	545	1,557	37	148	2,478	92	366	20,187	33,826
Bank fees	1,025	-	-	-	-	-	657	-	-	-	68,264	69,946
Management fees	-	-	-	-	-	-	-	-	-	-	2,161,926	2,161,926
Insurance	-	-	-	-	-	-	-	-	-	-	235,750	235,750
Depreciation and amortization	-	-	-	-	-	-	-	-	-	-	95,343	95,343
Research and development grant	-	100,000	-	-	-	-	-	100,000	-	-	-	200,000
Other expenses	16,202	51	300	300	9,365	40	10,785	333	310	-	541	38,227
Total Expenses	\$ 4,375,335	\$ 31,370,565	\$ 3,380,453	\$ 810,418	\$ 5,130,101	\$ 817,191	\$ 1,256,277	\$ 5,866,575	\$ 398,730	\$ 41,600	\$ 4,517,663	\$ 57,964,908

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Twelve Month Period Ended December 31, 2018

	Program and Delivery Services									General and Administrative	Total
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia		
Expenses											
Salaries and related benefits	\$ 105,463	\$ 708,453	\$ 91,667	\$ 27,432	\$ 132,352	\$ 38,383	\$ 80,588	\$ 182,275	\$ 24,792	\$ 1,381,024	\$ 2,772,429
Collection support	10,516	3,155,233	406,935	97,718	417,322	71,457	148,109	503,531	33,993	-	4,844,814
Transportation and processing	4,553,481	23,027,236	2,021,676	471,896	4,199,744	590,526	913,300	3,885,429	196,060	-	39,859,348
Communications	67,674	3,298,304	394,501	80,589	193,004	10,996	37,128	636,821	85,285	45,205	4,849,507
Legal fees	1,221	977,367	2,609	263	175	263	5,630	4,724	1,186	29,940	1,023,378
State agency administrative fees	50,000	178,824	20,000	-	28,331	15,000	53,146	120,000	-	-	465,301
Professional fees	9,625	6,830	371	321	150	162	176	7,334	150	81,664	106,783
Office and supplies	1,083	3,592	247	160	1,198	319	425	3,761	12	7,898	18,695
Subscriptions and publications	868	3,947	223	66	1,278	101	213	1,536	2	73,559	81,793
Professional development	1,428	17,291	2,337	582	5,247	667	2,513	8,291	74	26,008	64,438
Travel	22,826	165,552	9,275	3,650	18,246	6,035	21,400	64,492	7,437	169,491	488,404
Meetings	1,157	10,859	475	48	1,306	71	41	5,725	488	17,190	37,360
Bank fees	1,216	-	3,922	2,433	-	-	-	-	-	61,709	69,280
Management fees	-	-	-	-	-	-	-	-	-	2,126,910	2,126,910
Insurance	-	-	-	-	-	-	-	-	-	220,261	220,261
Depreciation and amortization	-	-	-	-	-	-	-	-	-	87,330	87,330
Other expenses	14,006	49,501	2,249	625	26,380	9	112	1,159	-	2,242	96,283
Total Expenses	\$ 4,840,564	\$ 31,602,989	\$ 2,956,487	\$ 685,783	\$ 5,024,733	\$ 733,989	\$ 1,262,781	\$ 5,425,078	\$ 349,479	\$ 4,330,431	\$ 57,212,314

See accompanying notes.

PaintCare Inc.

Statements of Cash Flows
For the Twelve Month Periods Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Cash Flows from Operating Activities		
Change in net assets	\$ 7,415,766	\$ 3,256,143
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	95,343	87,330
Loss on disposal of property and equipment	102,363	-
Net realized and unrealized (gain) loss on investments	(4,345,580)	1,773,718
Change in allowance for doubtful accounts receivable	21,275	17,052
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	1,496,591	(454,317)
Prepaid expenses	82,151	(158,273)
Increase (decrease) in:		
Accounts payable and accrued expenses	91,334	1,449,057
Due to affiliate	(349,310)	(4,169)
Grants payable	178,865	-
Net cash provided by operating activities	<u>4,788,798</u>	<u>5,966,541</u>
Cash Flows from Investing Activities		
Purchases of investments	(16,493,716)	(25,371,978)
Proceeds from sale of investments	10,365,160	19,348,228
Purchases of property and equipment	<u>-</u>	<u>(316,775)</u>
Net cash used in investing activities	<u>(6,128,556)</u>	<u>(6,340,525)</u>
Net Decrease in Cash	<u>(1,339,758)</u>	<u>(373,984)</u>
Cash, beginning of period	<u>12,932,756</u>	<u>13,306,740</u>
Cash, end of period	<u><u>\$ 11,592,998</u></u>	<u><u>\$ 12,932,756</u></u>

See accompanying notes.

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

1. Nature of Operations

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

PaintCare organized single-member limited liability companies (LLC) for the Oregon, Connecticut, Rhode Island, Maine, Colorado, and District of Columbia 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, 2019 and 2018, all net assets were without donor restrictions.

Use of Estimates

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

Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management’s judgment considering historical information. Accounts are individually analyzed for collectability, and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At December 31, 2019 and 2018 an allowance of \$64,175 and \$42,900, respectively, was recognized.

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

2. Summary of Significant Accounting Policies (continued)

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 income (loss) in the accompanying statements of activities.

Property and Equipment

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

Revenue Recognition

PaintCare recognizes revenue from post-consumer paint recovery fees at the time architectural paint product is sold by a manufacturer participant of the paint product stewardship program. Manufacturer participants in the program pay the PaintCare recovery fee to PaintCare based on the amount of program products they sell on a monthly basis. 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. Based on PaintCare's evaluation process and review of its contracts with customers, the timing and amount of revenue previously recognized is consistent with how revenue is recognized under the new standard. No changes were required to previously reported revenues as a result of the adoption.

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.

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

2. Summary of Significant Accounting Policies (continued)

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.

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$5,035,808 and \$4,849,507 for the twelve month periods ended December 31, 2019 and 2018, respectively.

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 investment income (loss), and loss on disposal of property and equipment.

Change in Accounting Principle

Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers* (Topic 606), as amended, supersedes or replaces nearly all revenue recognition guidance under accounting principles generally accepted in the United States of America. These standards establish a new contract and control-based revenue recognition model, change the basis for deciding when revenue is recognized over time or at a point in time, and expand disclosures about revenue. PaintCare has implemented Topic 606 and has adjusted, if applicable, the presentation in these financial statements accordingly. The amendments have been applied retrospectively to all periods presented. The implementation had no impact on the previously reported net assets.

Reclassifications

Certain amounts in the 2018 financial statements have been reclassified to conform to the 2019 presentation. These reclassifications have no effect on the change in net assets previously reported.

PaintCare Inc.

Notes to Financial Statements December 31, 2019 and 2018

2. Summary of Significant Accounting Policies (continued)

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through March 23, 2020, the date the financial statements were available to be issued.

3. Liquidity and Availability

PaintCare has \$52,167,593 of financial assets available within one year of the statement of financial position date. PaintCare strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. As part of this liquidity management, PaintCare invests cash in excess of daily requirements in money market funds and other short-term investments.

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

	2019	2018
Cash	\$ 11,592,998	\$ 12,932,756
Accounts receivable, net	4,160,915	5,678,781
Short-term investments	36,413,680	25,934,564
Total available for general expenditures	<u>\$ 52,167,593</u>	<u>\$ 44,546,101</u>

4. Concentration of Credit Risk

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

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

5. Accounts Receivable

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

	<u>2019</u>	<u>2018</u>
California	\$ 2,763,506	\$ 3,605,417
Colorado	380,255	600,899
Minnesota	344,682	614,717
Oregon	342,296	352,980
Connecticut	180,242	225,526
Maine	64,647	95,129
Rhode Island	56,740	70,738
District of Columbia	43,739	52,758
Vermont	48,983	103,517
	<u>4,225,090</u>	<u>5,721,681</u>
Total accounts receivable	4,225,090	5,721,681
Less: allowance for doubtful accounts	<u>(64,175)</u>	<u>(42,900)</u>
Accounts receivable, net	<u>\$ 4,160,915</u>	<u>\$ 5,678,781</u>

6. Investments and Fair Value Measurements

Net investment income (loss) consisted of the following for the twelve month periods ended December 31:

	<u>2019</u>	<u>2018</u>
Interest and dividend income	\$ 1,273,968	\$ 1,169,172
Net realized and unrealized gain (loss)	4,345,580	(1,773,718)
Investment fees	<u>(145,411)</u>	<u>(145,423)</u>
Total investment income (loss), net	<u>\$ 5,474,137</u>	<u>\$ (749,969)</u>

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

6. Investments and Fair Value Measurements (continued)

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

PaintCare follows FASB Accounting Standards Codification 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, 2019 and 2018

6. 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, 2019:

	Level 1	Level 2	Level 3	Total
<hr/>				
Equities:				
Energy	\$ 623,221	\$ -	\$ -	\$ 623,221
Materials	581,943	-	-	581,943
Industrials	1,763,731	-	-	1,763,731
Consumer discretionary	1,655,869	-	-	1,655,869
Consumer staples	1,328,062	-	-	1,328,062
Health care	2,053,925	-	-	2,053,925
Financials	2,428,028	-	-	2,428,028
Information technology	2,985,474	-	-	2,985,474
Telecommunication				
service	1,414,594	-	-	1,414,594
Utilities	631,352	-	-	631,352
Real estate	759,835	-	-	759,835
Bond	90,500	-	-	90,500
Mutual funds:				
Exchange traded funds	5,328,669	-	-	5,328,669
Fixed income	9,119,232	-	-	9,119,232
Corporate bonds	7,793,600	-	-	7,793,600
Cash equivalents	1,433,252	-	-	1,433,252
Government securities:				
U.S. Treasury	-	10,741,457	-	10,741,457
U.S. Agency	-	4,268,662	-	4,268,662
<hr/>				
Total investments	\$ 39,991,287	\$ 15,010,119	\$ -	\$ 55,001,406
<hr/>				

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

6. 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, 2018:

	Level 1	Level 2	Level 3	Total
<hr/>				
Equities:				
Energy	\$ 596,941	\$ -	\$ -	\$ 596,941
Materials	453,819	-	-	453,819
Industrials	1,339,480	-	-	1,339,480
Consumer discretionary	1,285,508	-	-	1,285,508
Consumer staples	1,035,110	-	-	1,035,110
Health care	1,728,636	-	-	1,728,636
Financials	1,874,340	-	-	1,874,340
Information technology	2,041,301	-	-	2,041,301
Telecommunication				
service	1,040,963	-	-	1,040,963
Utilities	464,489	-	-	464,489
Real estate	550,772	-	-	550,772
Bond	60,382	-	-	60,382
Mutual funds:				
Exchange traded funds	4,305,076	-	-	4,305,076
Fixed income	7,374,973	-	-	7,374,973
Corporate bonds	7,348,981	-	-	7,348,981
Cash equivalents	891,387	-	-	891,387
Government securities:				
U.S. Treasury	-	8,136,916	-	8,136,916
U.S. Agency	-	3,998,196	-	3,998,196
<hr/>				
Total investments	\$ 32,392,158	\$ 12,135,112	\$ -	\$ 44,527,270
<hr/>				

PaintCare Inc.

Notes to Financial Statements December 31, 2019 and 2018

7. Property and Equipment

PaintCare held the following property and equipment at December 31:

	2019	2018
Software	\$ 354,739	\$ 738,598
Less: accumulated depreciation and amortization	<u>(111,878)</u>	<u>(298,031)</u>
Property and equipment, net	<u><u>\$ 242,861</u></u>	<u><u>\$ 440,567</u></u>

8. Related Party

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

In February 2011, ACA and PaintCare entered into an affiliation agreement whereby ACA 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 automatically renews for one-year terms unless canceled by either party.

For the twelve month periods ended December 31, 2019 and 2018, the total administrative fees charged by ACA to PaintCare were \$2,161,926 and \$2,126,910, respectively. At December 31, 2019 and 2018, PaintCare owed ACA \$865,118 and \$1,214,428, respectively, which is recorded as due to affiliate in the accompanying statements of financial position.

PaintCare Inc.

Notes to Financial Statements
December 31, 2019 and 2018

9. Functionalized Expenses

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy, depreciation, 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.

10. Income Taxes

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

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

SUPPLEMENTARY INFORMATION

PaintCare Inc.
Schedule of Activities, Organized by Program
For the Twelve Month Period Ended December 31, 2019

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	General and Administrative	Total
Operating Revenue and Support												
Paint recovery fees	\$ 5,669,810	\$ 34,287,202	\$ 3,423,301	\$ 934,494	\$ 6,191,647	\$ 856,215	\$ 1,308,974	\$ 6,691,728	\$ 645,528	\$ -	\$ -	\$ 60,008,899
Total operating revenue and support	5,669,810	34,287,202	3,423,301	934,494	6,191,647	856,215	1,308,974	6,691,728	645,528	-	-	60,008,899
Expenses												
Program and delivery services:												
Collection support	15,547	3,215,405	461,461	109,774	433,216	87,580	125,269	540,981	35,685	-	-	5,024,918
Transportation and processing	4,110,650	23,255,792	2,242,898	492,977	4,275,145	674,900	928,090	4,159,813	215,034	-	-	40,355,299
Communications	40,951	3,312,079	530,809	151,845	196,402	6,426	9,367	645,660	86,641	-	-	4,980,180
Legal fees	7,018	79,845	10,674	14,881	9,903	-	8,415	9,935	9,915	8,849	-	139,435
State agency administrative fees	40,000	307,617	20,000	-	19,890	-	71,003	120,000	26,000	-	-	604,510
Other program expenses	161,169	1,199,827	114,611	40,941	195,545	48,285	114,133	390,186	25,455	32,751	-	2,322,903
Total program and delivery services	4,575,335	31,370,565	3,380,453	810,418	5,130,101	817,191	1,256,277	5,866,575	398,730	41,600	-	53,447,245
General and administrative:												
Legal fees	-	-	-	-	-	-	-	-	-	-	48,140	48,140
Management fees	-	-	-	-	-	-	-	-	-	-	2,161,926	2,161,926
Insurance	-	-	-	-	-	-	-	-	-	-	235,750	235,750
Other expense	-	-	-	-	-	-	-	-	-	-	2,071,847	2,071,847
Total general and administrative	-	-	-	-	-	-	-	-	-	-	4,517,663	4,517,663
Total expenses	4,575,335	31,370,565	3,380,453	810,418	5,130,101	817,191	1,256,277	5,866,575	398,730	41,600	4,517,663	57,964,908
Change in Net Assets from Operations	1,294,475	2,916,637	42,848	124,076	1,061,546	39,024	52,697	825,153	246,798	(41,600)	(4,517,663)	2,043,991
Non-Operating Activities												
Investment income	-	-	-	-	-	-	-	-	-	-	5,474,137	5,474,137
Loss on disposal of property and equipment	-	-	-	-	-	-	-	-	-	-	(102,362)	(102,362)
Change in Net Assets Before Allocation of General and Administrative Activities	1,294,475	2,916,637	42,848	124,076	1,061,546	39,024	52,697	825,153	246,798	(41,600)	854,112	7,415,766
General and administrative allocation	(299,140)	(2,908,883)	(279,075)	(82,187)	(414,144)	(48,859)	(103,722)	(392,692)	(46,984)	(44,338)	4,620,024	-
Investment allocation	-	4,919,764	-	-	243,72	(51,223)	(352)	537,206	44,369	-	(5,474,136)	-
Total Change in Net Assets	995,335	4,927,518	(236,227)	41,889	671,774	(61,058)	(51,377)	969,667	244,183	(85,938)	-	7,415,766
Net Assets (Deficit), beginning of period	(789,708)	46,750,478	3,309,922	783,576	(273,220)	(492,751)	167,476	4,887,696	355,273	-	-	54,698,442
Net Assets (Deficit), end of period	\$ 205,627	\$ 51,677,996	\$ 3,073,695	\$ 825,465	\$ 398,554	\$ (553,809)	\$ 116,099	\$ 5,857,363	\$ 599,456	\$ (85,938)	\$ -	\$ 62,114,508

PaintCare Inc.
Schedule of Activities, Organized by Program
For the Twelve Month Period Ended December 31, 2018

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	General and Administrative	Total
Operating Revenue and Support											
Paint recovery fees	\$ 4,901,932	\$ 35,394,666	\$ 3,488,244	\$ 920,104	\$ 6,535,321	\$ 884,652	\$ 1,410,396	\$ 6,926,703	\$ 615,446	\$ -	\$ 61,077,464
Other income	140,962	-	-	-	-	-	-	-	-	-	140,962
Total operating revenue and support	5,042,894	35,394,666	3,488,244	920,104	6,535,321	884,652	1,410,396	6,926,703	615,446	-	61,218,426
Expenses											
Program and delivery services:											
Collection support	10,516	3,155,233	406,935	97,718	417,322	71,457	148,109	503,531	33,993	-	4,844,814
Transportation and processing	4,553,481	23,027,236	2,021,676	471,896	4,199,744	590,526	913,300	3,885,429	196,060	-	39,859,348
Communications	67,674	3,298,304	394,501	80,589	193,004	10,996	37,128	636,821	85,285	-	4,804,302
Legal fees	1,221	977,367	2,609	263	175	263	5,630	4,724	1,186	-	993,338
State agency administrative fees	50,000	178,824	20,000	-	28,331	15,000	53,146	120,000	-	-	465,301
Other program expenses	157,672	966,025	110,766	35,317	186,157	45,747	105,468	274,573	32,955	-	1,914,680
Total program and delivery services	4,840,564	31,602,989	2,956,487	685,783	5,024,733	733,989	1,262,781	5,425,078	349,479	-	52,881,883
General and administrative:											
Legal fees	-	-	-	-	-	-	-	-	-	29,940	29,940
Management fees	-	-	-	-	-	-	-	-	-	2,126,910	2,126,910
Insurance	-	-	-	-	-	-	-	-	-	220,361	220,361
Other expense	-	-	-	-	-	-	-	-	-	1,953,520	1,953,520
Total general and administrative	-	-	-	-	-	-	-	-	-	4,330,431	4,330,431
Total expenses	4,840,564	31,602,989	2,956,487	685,783	5,024,733	733,989	1,262,781	5,425,078	349,479	4,330,431	57,212,314
Change in Net Assets from Operations	202,330	3,791,677	531,757	234,321	1,510,588	150,663	147,615	1,501,625	265,967	(4,330,431)	4,006,112
Non-Operating Activities											
Investment income	-	-	-	-	-	-	-	-	-	(749,969)	(749,969)
Change in Net Assets Before Allocation of General and Administrative Activities	202,330	3,791,677	531,757	234,321	1,510,588	150,663	147,615	1,501,625	265,967	(5,080,400)	3,256,143
General and administrative allocation	(283,107)	(2,752,971)	(264,117)	(77,782)	(391,947)	(46,240)	(98,162)	(371,644)	(44,461)	4,330,431	-
Investment allocation	-	(690,010)	-	-	4,504	8,705	(1,701)	(67,151)	(43,16)	749,969	-
Total Change in Net Assets	(80,777)	348,696	267,640	156,539	1,123,145	113,128	47,752	1,062,830	217,190	-	3,256,143
Net Assets (Deficit), beginning of period	(708,931)	46,401,782	3,042,282	627,037	(1,396,365)	(605,879)	119,724	3,824,866	138,083	-	51,442,599
Net Assets (Deficit), end of period	(789,708)	46,750,478	3,309,922	783,576	(273,220)	(492,751)	167,476	4,887,696	355,273	\$ -	\$ 54,698,742

Appendix Section C



District of Columbia Paint Stewardship Program

Each year about 802 million gallons of architectural paint is sold in the United States. Did you know that about 10 percent goes unused and is available for recycling?

The District's Paint Stewardship Law requires the paint manufacturing industry to develop a financially sustainable and environmentally responsible program to manage postconsumer architectural paint.

The program includes education about buying the right amount of paint, tips for using up remaining paint and setting up convenient recycling locations throughout the state.

Paint manufacturers established PaintCare, a nonprofit organization, to run paint stewardship programs in states with applicable laws.

PaintCare Products

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

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

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

⊘ Non-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

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



Recycle

with PaintCare



DISTRICT OF COLUMBIA

Places to Take Old Paint

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

How to Recycle

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

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

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



What Happens to the Paint?

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

Who Can Use the Program?

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

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

Large Volume Pick-Up

If you have at least 200 gallons of paint to recycle at your business or home, ask about our free pick-up service. Please call for more details or to request an appointment.

PaintCare Fee

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

- \$ 0.00 Half pint or smaller
- \$ 0.45 Larger than half pint up to smaller than 1 gallon
- \$ 0.95 1 gallon up to 2 gallons
- \$ 1.95 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 fees are used to pay the costs of running the program: 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) 724-6809.



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

Recycle with PaintCare

Find a drop-off site near you:

(855) 724-6809 • www.paintcare.org

Buy right.
Use it up.
Recycle the rest.

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

LEARN MORE

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



Paint Recycling Program

About the PaintCare Program

PAINTCARE

Paint manufacturers created PaintCare, a non-profit organization, to set up convenient places for households and businesses to recycle leftover paint. PaintCare sets up paint drop-off sites throughout the District of Columbia and states that adopt paint stewardship laws.

✓ PAINTCARE PRODUCTS

These products have fees when purchased and will be accepted for free at PaintCare drop-off sites:

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

✗ NON-PAINTCARE PRODUCTS

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

FEES

PaintCare fees are applied to the purchase price of architectural paint sold in the District as required by law. Fees are applied to each container and vary by the size of the container as follows:

Half pint or smaller	\$ 0.00
Larger than half pint and smaller than 1 gallon	\$ 0.45
1 gallon up to 2 gallons	\$ 0.95
More than 2 gallons up to 5 gallons	\$ 1.95

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



Recycle with PaintCare

DC-PIEN-0717

Counter Mat

WE CAN HELP
Recycle
YOUR PAINT
www.paintcare.org

Paint Recycling Made Easy

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

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



What types of paint products can be recycled in the District of Columbia?



PAINTCARE PRODUCTS
(YOU CAN RECYCLE THESE)

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

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



NON-PAINTCARE PRODUCTS
Leaking, unlabeled, and empty containers are not accepted.

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

PROGRAM FUNDING

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

Half pint or smaller	\$ 0.00
Larger than half pint and smaller than 1 gallon	\$ 0.45
1 gallon up to 2 gallons	\$ 0.95
More than 2 gallons up to 5 gallons	\$ 1.95

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



Information for Painting Contractors

UPDATED — JUNE 2019

PaintCare's paint stewardship programs offer contractors convenient ways to recycle and properly dispose of leftover paint.

Paint manufacturers are making it more convenient to recycle and properly dispose of leftover paint by setting up places throughout states with paint stewardship laws where households and businesses can take leftover paint with no charge.

Funding for these programs comes from a fee on the sale of architectural paint (house paint, stain, and varnish).

Paint Stewardship

The main goals of these paint stewardship programs are to decrease paint waste and provide an environmentally sound and cost-effective system for managing leftover paint. The programs are set up and operated by PaintCare, a nonprofit formed by the American Coatings Association (ACA).

PaintCare has programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is currently developing a program for Washington, expected to launch in 2020.



Fees and Funding

As required by laws in these states and the District of Columbia, a fee (known as the "PaintCare Fee") must be added by manufacturers to the wholesale price of all architectural paint sold in the state. This fee is paid by manufacturers to PaintCare to fund setting up drop-off sites for the transportation, recycling, and proper disposal of paint. The fees also pay for consumer education and program administration.

The law also requires that all distributors and retailers include the PaintCare fee with their sale price of paint sold in the state. Fees are set on a state-by-state basis.

California, Colorado, Connecticut, Maine, Rhode Island

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

District of Columbia, Oregon

- \$ 0.00 — Half pint or smaller
- \$ 0.45 — Larger than half pint up to smaller than 1 gallon
- \$ 0.95 — 1 gallon up to 2 gallons
- \$ 1.95 — Larger than 2 gallons up to 5 gallons

Minnesota

- \$ 0.00 — Half pint or smaller
- \$ 0.49 — Larger than half pint up to smaller than 1 gallon
- \$ 0.99 — 1 gallon up to 2 gallons
- \$ 1.99 — Larger than 2 gallons up to 5 gallons

Vermont

- \$ 0.00 — Half pint or smaller
- \$ 0.49 — Larger than half pint up to smaller than 1 gallon
- \$ 0.99 — 1 gallon
- \$ 1.99 — Larger than 1 gallon up to 5 gallons

Washington: Fees are not yet determined. The program is expected to launch in 2020.

Displaying the fee on receipts is optional for retailers; however, PaintCare asks retailers to show the fee to help everyone know about the program.

RECOMMENDATIONS FOR CONTRACTORS

Preparing Your Estimates

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

Pass Fees to Your Customers

PaintCare suggests that painting contractors pass on the fees to their customers in order to recoup the fees they pay. You should also let your customers know that you will be including these fees in your quotes.

Paint Drop-Off Sites

PaintCare establishes paint drop-off sites across each state with a paint stewardship law. PaintCare's goal is to set up drop-off sites within 15 miles of 90-95 percent of everyone in the state.

Most drop-off sites are paint stores. Others include waste transfer stations, recycling centers, and government-sponsored household hazardous waste programs. Participation as a drop-off site is voluntary. To find a drop-off location, visit our website.

With paint drop-off sites conveniently located throughout their state, anyone can drop off a few gallons of leftover, unwanted paint year round. Many contractors in PaintCare states say they've cleared out their storage spaces and have stopped stockpiling paint. Others say they are happy to have an answer when their customers ask what to do with old paint they no longer want, and they recommend that their customers use the drop-off sites, too.

Use of Paint Drop-Off Sites by Businesses

Businesses that generate less than 220 pounds of hazardous waste* per month can drop off both leftover water- and oil-based paint (with some restrictions on quantity of oil-based paint). Before visiting transfer stations and household hazardous waste programs, check in advance, because not all of these serve businesses and may have additional restrictions.

Businesses that generate more than 220 pounds of hazardous waste per month may use PaintCare's retail drop-off sites for water-based products only; they are not allowed to use the sites for oil-based paint or other products.

*220 pounds is about 20-30 gallons of paint. When businesses count how much hazardous waste they generate in a month, oil-based paint counts (because by law it is a hazardous waste), but latex paint (and other

water-based paint) does not count toward the 220 pound monthly total.

Pick-Up Service for Large Volumes

Businesses with at least 200 gallons of postconsumer paint to recycle may ask to have their paint picked up by PaintCare for free. For details about this service or to request an appointment, please visit our website, or contact us by phone or e-mail.

What Products Are Covered?

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

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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



Large Volume Pickup (LVP) Service

UPDATED — JANUARY 2020

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.

Paint Drop-Off Sites

In states with a paint stewardship program, PaintCare's primary effort is to set up conveniently located drop-off sites—places where residents and businesses may take their unwanted paint for no charge. Sites set their own limits on the volume of paint they accept from customers per visit (usually from 5 to 20 gallons). To find a drop-off site near you, please use PaintCare's site locator at www.paintcare.org or call (855) PAINT09.

Large Volume Pickups

For those who have accumulated a large volume of paint, PaintCare also offers a pickup service. Large volume means at least 200 gallons, measured by container size (not volume). On a case-by-case basis, PaintCare may approve a pickup for less than 200 gallons if there are no drop-off sites in your area. After two or three pickups, you may be switched to a repeat 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 A LARGE VOLUME PICKUP

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 paint and stains and any other program products (sealers and clear top-coat products, such as varnish and shellac).

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

Fill out the Large Volume Pickup Request Form on our website. Or print and fill out the PDF and return it to PaintCare by email, fax, or regular mail. Visit www.paintcare.org or call PaintCare for the form.

Scheduling

After reviewing your form, PaintCare staff will either approve your site for a pickup or inform you of the best place to take your paint if you do not meet the requirements. If approved, you will be put in contact with our licensed hauler 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 noted above and store them in an area that has easy access for the hauler. If the paint is far from where the hauler parks, the path between should be at least four feet wide to accommodate movement of the boxes.



Business must have staff available to assist the hauler on the day of pickup. The hauler is responsible to pack the paint into the shipping containers, but we require your staff to be present and provide assistance. Once your paint is properly packed and loaded onto the hauler's truck, you will sign a shipping document and receive a copy for your records. Your paint will then be taken to an authorized processing facility for recycling.

Repeat Service for Large Volume Pickups

For businesses that generate large volumes of unwanted paint on a regular basis, a service for recurring direct pickups is available. With this service, you will be provided with empty bins and can request a pickup when at least three 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 how to properly pack the paint.

Limits on Businesses

To use the program for oil-based products, your waste must qualify as exempt under federal (40 CFR § 262.14) and state/local hazardous waste generator rules. Most notably, these rules require that your business (a) generates no more than 220 pounds (about 20–30 gallons, depending on product type) of hazardous waste per month, and (b) accumulates no more than 2,200 pounds (approximately 220 gallons) of hazardous waste at any given time. If your business does not qualify as an exempt generator, it will not be able to use the program for oil-based products, but can still use the program for water-based products. For more information on federal hazardous generator rules, please go to www.paintcare.org/limits.

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

If You Have Products We Don't Accept

PaintCare does not accept all paints (such as aerosols and automotive finishes) or other hazardous waste. If you have solvents, thinners, pesticides, or any non-PaintCare products (see list to right for examples), we recommend that residents contact their local household hazardous waste (HHW) program. Some HHW programs 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 at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in containers that are no larger than 5 gallons. 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

Order Form for PaintCare Print Materials

For free PaintCare brochures, fact sheets, posters and other items

Store Name

Street Address

City/State/Zip

Contact Person

Phone

Email



A



B



C



D



E

Item	Description	Qty	Other Language & Qty
A Program Brochure	General information about the PaintCare Program		
B Mini Card	Quick reference to help customers find drop-off sites		
C Painting Contractor Fact Sheet	Information about the program especially for painting contractors		
D Large Volume Pick-Up Fact Sheet	How to request a direct pick-up for 200 gallons or more		
E Program Poster	General PaintCare information on 1 page (8.5 x 11)		

Brochure Holder

Would you like a holder to keep the brochures neat and in one place?

___ yes

___ no

Three Ways to Order

1 Online: www.paintcare.org/forms

2 By Phone: (855) 724-6809

3 Fill out this form and send it to us:

Email: info@paint.org

Fax: (855) 385-2020

Mail: PaintCare, 901 New York Ave NW, Washington DC 20001

Recycle here.



ACCEPTABLE

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

NOT ACCEPTABLE

- ✗ Paint thinner
- ✗ Two component paints
- ✗ Aerosols
- ✗ Other chemicals
- ✗ Leaking or empty containers
- ✗ Containers without original labels

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



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



We are a PaintCare Partner

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



Recycle with PaintCare

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



PAINTCARE PRODUCTS

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

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



NON-PAINTCARE PRODUCTS

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

Products must be in original containers with original labels. Latex paint that is dried out and "rock hard" is acceptable. Leaking, unlabeled, and empty containers are not accepted.



PRODUCTOS DEL PROGRAMA

Estos productos tienen cargos al comprarlos y se aceptan gratuitamente en los lugares de entrega:

- Pinturas arquitectónicas para interiores y exteriores: látex, acrílica, a base de agua, alquídica, a base de aceite, esmalte (incluidos los revestimientos con textura)
- Revestimientos para terrazas, pinturas para piso (incluso elastómeros)
- Imprimadores, selladores, primera mano
- Tinturas
- Goma lacas, lacas, barnices, uretanos (componente simple)
- Selladores de impermeabilización de concreto/mampostería/madera y repelentes (sin alquitrán o a base de betún)
- Revestimiento de metal, prevención de óxido
- Pinturas para el campo y césped



NO SE INCLUYEN EN EL PROGRAMA

- Diluyentes, alcoholes minerales, solventes de pintura
- Pinturas en aerosol (latas de aerosol)
- Pinturas para autos y embarcaciones
- Pinturas artesanales
- Compuestos de enmasillado, epóxidos, pegamentos, adhesivos
- Aditivos para pinturas, colorantes, tintes, resinas
- Conservantes de madera (que contienen pesticidas)
- Remiendos y reparación de techos
- Alquitrán y productos a base de betún
- Revestimientos de componente doble
- Limpiadores de terrazas
- Pinturas de tráfico y señalización vial
- Revestimientos industriales de mantenimiento (IM, por sus siglas en inglés)
- Pinturas y acabados de fabricantes de equipos originales (OEM, por sus siglas en inglés) (aplicación en la tienda)

Los productos deben estar en sus envases originales. Se acepta pintura de látex que está seca y "dura como una roca." No se aceptan envases vacíos, que tengan fugas, o sin etiqueta.



✓ PaintCare Products

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

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

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 fees 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
- Caulking compounds, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Tar and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturer (OEM) (shop application) paints and finishes

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

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

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

Please wait for staff assistance when dropping off leftover paint.

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



XX-WABI-0816



Sign Order Form

FOR RETAIL DROP-OFF SITES

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

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

Store
Address
City/Zip
Contact Person
Phone/Email

1. No Dumping Sign



- | | |
|--------------------------|-----------------------|
| <input type="checkbox"/> | English 24x36 (Metal) |
| <input type="checkbox"/> | English 12x18 (Metal) |
| <input type="checkbox"/> | Spanish 24x36 (Metal) |
| <input type="checkbox"/> | Spanish 12x18 (Metal) |
| <input type="checkbox"/> | Chinese 24x36 (Metal) |
| <input type="checkbox"/> | Chinese 12x18 (Metal) |

2. Program Products Sign

Detailed list of products covered by PaintCare.



- | | |
|--------------------------|------------------------------------|
| <input type="checkbox"/> | English 24x36 (Metal) |
| <input type="checkbox"/> | English 12x18 (Metal) |
| <input type="checkbox"/> | Spanish 24x36 (Metal) |
| <input type="checkbox"/> | Spanish 12x18 (Metal) |
| <input type="checkbox"/> | Bilingual (Eng/Span) 24x36 (Metal) |
| <input type="checkbox"/> | Bilingual (Eng/Span) 12x18 (Metal) |

3. Program Partner Sign



- | | |
|--------------------------|------------------------------|
| <input type="checkbox"/> | English 24x36 (Metal) |
| <input type="checkbox"/> | English 12x18 (Metal) |
| <input type="checkbox"/> | with A-Frame 24x36 (Plastic) |

4. Acceptable / Non-Acceptable Sign

Simplified list of products covered by PaintCare.



- | | |
|--------------------------|------------------------------------|
| <input type="checkbox"/> | English 24x36 (Metal) |
| <input type="checkbox"/> | English 12x18 (Metal) |
| <input type="checkbox"/> | Bilingual (Eng/Span) 24x36 (Metal) |
| <input type="checkbox"/> | Korean 24x36 (Metal) |
| <input type="checkbox"/> | Korean 12x18 (Metal) |
- * Only available in 24x36

5. Wait for Assistance Sign



- | | |
|--------------------------|---|
| <input type="checkbox"/> | Bilingual (Eng/Span) with A-Frame 24x18 (Plastic) |
|--------------------------|---|

6. Counter Mat

For paint counters and checkout stands.



- | | |
|--------------------------|---------------|
| <input type="checkbox"/> | English 14x19 |
|--------------------------|---------------|



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

UPDATED — JUNE 2019

A District of Columbia law adopted in March 2015 requires paint manufacturers to establish a Paint Stewardship Program in the District. Program funding comes from a fee on architectural paint starting on the first day of the program. The program started on November 1, 2016.

Paint Stewardship in the District of Columbia

PaintCare Inc. is a non-profit organization established by the American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states and jurisdictions that adopt paint stewardship laws. The District's program is required by law, but it is designed and operated by the paint manufacturing industry through PaintCare.



Convenient Paint Recycling

PaintCare's primary effort is to set up paint drop-off sites to make it more convenient for residents and businesses to recycle paint. PaintCare works with retailers to do this. In addition to retailers, PaintCare sites may include municipal household hazardous waste facilities and drop-off events, solid waste transfer stations, and landfills. There are currently more than 1,700 paint drop-off sites across the District and eight states where the program is operating. These include California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is currently developing a program for Washington, expected to launch in 2020.

Participation as a Drop-Off Site is Voluntary

Paint retailers that would like to be drop-off sites can participate if they have space for paint storage bins and can provide minimal staff time to accept paint from the public. By doing so, retailers can increase foot traffic and sales, and provide a new service for their community. They make it convenient for their customers to recycle leftover paint and help provide relief to local government programs that currently manage leftover paint. PaintCare provides storage bins, supplies, and site training. PaintCare also pays for paint transportation and recycling and promotes the sites to the local community.

REQUIREMENTS OF RETAILERS

Check Registered Manufacturers and Brands

Retailers may only sell architectural paints that are registered. Paint manufacturers must register their company with PaintCare, and they must register all architectural paint brands they sell in the District of Columbia (these products will have the new fee). PaintCare publishes lists of registered manufacturers and brands so that retailers can check to see that the products they sell are registered. Please visit www.paintcare.org/lists to view registration lists.

Pass on the Stewardship Fee

When the program begins, the law requires that a stewardship fee (“PaintCare Fee”) be added by manufacturers to the wholesale price of all architectural paint sold in the District. This fee pays for all aspects of running the program. The fee is paid by manufacturers to PaintCare and then passed to their dealers. Retailers should see the PaintCare Fee on invoices from suppliers when the program starts. The law also requires that retailers and distributors apply the fee to the price of architectural paint they sell. The fees paid by customers to retailers offset the fees charged to the retailers. This ensures a level playing field for all parties.

COMMON QUESTIONS ABOUT FEES

How much are the fees?

The fees for the District are based on container size as follows:

- \$ 0.00 — Half pint or smaller
- \$ 0.45 — Larger than half pint up to smaller than 1 gallon
- \$ 0.95 — 1 gallon up to 2 gallons
- \$ 1.95 — Larger than 2 gallons up to 5 gallons

How are the fees calculated?

Fees are set to cover the cost of a fully operating program in the District. PaintCare estimates the annual sales of architectural paint in the District, divides the estimated annual expenses of the program by the estimated number of containers to be sold, adjusts for container size, and determines a fee per size that provides the budget needed to fund the program. In future years, fees may be adjusted if they are set too high or too low to cover program expenses.

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.

Must we show the fee on receipts?

No, but most stores show the fee in order to explain the price increase. PaintCare encourages retailers to show the fee to increase awareness of the program.

Is the fee a deposit to be returned to customers?

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

Do we refund the fee if a product is returned?

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

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.

How will the public know about the fee?

PaintCare provides 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 location. Before the program started, PaintCare provided a “starter pack” of brochures and other information to all paint retailers. Additional materials can be ordered as needed at no charge. In addition to retailer information, PaintCare works with contractor associations to get information to professional painting contractors, and conducts general outreach including newspaper, radio, television, and online advertising.

What products are covered?

Architectural paints include most house paints, stains, and clear coatings (e.g., varnish and shellac). For examples of program and non-program products, please visit www.paintcare.org/products-we-accept.



Become a Retail Drop-Off Site for Paint

UPDATED — JUNE 2019

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

A District of Columbia law passed in 2015 requires paint manufacturers to set up and operate a paint stewardship program in the District. The new law requires paint retailers to add a stewardship assessment (fee) to architectural paint products and to make sure they are not selling unregistered brands of architectural paint. Retailers may also volunteer to be paint drop-off sites. Retailers that would like to learn more about what it takes to join the program and be drop-off sites are encouraged to contact PaintCare for details.

Paint Stewardship in the District of Columbia

PaintCare Inc. is a nonprofit organization established by the American Coatings Association to implement this program on behalf of paint manufacturers in "PaintCare states and jurisdictions" (those that adopt paint stewardship laws). PaintCare operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is currently developing a program for Washington, expected to launch in 2020.

Convenient Paint Recycling

PaintCare's primary effort is to establish paint drop-off sites throughout each PaintCare state and jurisdiction to provide convenient recycling options for the public. The program allows residents and businesses to return unused architectural paint to PaintCare drop-off sites.

PaintCare has established more than 1,700 paint drop-off sites in the District and active states. Most drop-off sites are at paint stores. Other sites include solid waste transfer stations and government-sponsored household hazardous waste programs. Participation as a drop-off site is voluntary.



Benefits to Retailers

There are many benefits to becoming a drop-off site.

As a participating retailer, you will:

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

Retailers that would like to become a drop-off site can fill out the Interest Form available in the Retailers Section of www.paintcare.org/DC.

PaintCare Provides

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



Drop-Off Site Responsibilities

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

WHAT PRODUCTS ARE COVERED?

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

PaintCare Products

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

Non-PaintCare Products

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



About PaintCare Fees

UPDATED — JANUARY 2020

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.

Paint Stewardship Programs

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

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

The PaintCare program is funded through a paint stewardship assessment called the PaintCare fee. Fees are applied to the purchase price of architectural paint. The fees fund collection, transportation, and processing of unused postconsumer (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 municipal and state government costs for paint management and provides a funding source for a more convenient, statewide paint management program.

2. Do retailers have to pass on the fee?

Yes, each state's 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.

3. What are the fees?

Fees are based on container size and vary by state or jurisdiction, as shown here.

California, Colorado, Connecticut, Maine, Rhode Island

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

District of Columbia, Oregon

\$ 0.00 - Half pint or smaller
\$ 0.45 - Larger than half pint up to smaller than 1 gallon
\$ 0.95 - 1 gallon up to 2 gallons
\$ 1.95 - Larger than 2 gallons up to 5 gallons

Minnesota

\$ 0.00 - Half pint or smaller
\$ 0.49 - Larger than half pint to smaller than 1 gallon
\$ 0.99 - 1 gallon up to 2 gallons
\$ 1.99 - Larger than 2 gallons up to 5 gallons

Vermont

\$ 0.00 - Half pint or smaller
\$ 0.49 - Larger than half pint to smaller than 1 gallon
\$ 0.99 - 1 gallon
\$ 1.99 - Larger than 1 gallon up to 5 gallons

New York and Washington

Fees in upcoming states are not yet known. PaintCare will propose fees in the program plans for each state, and they will be based on the anticipated costs to run each state's program. The fees must be approved by each state's oversight agency. Visit www.paintcare.org for updates.

4. How are fees calculated?

Fees are 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 fees are adjusted based on container size by taking into consideration the typical percentage of unused paint for each size (e.g., the percentage of unused paint from one five-gallon container is typically less than from five one-gallon containers).

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

5. Are retailers required to show the fee on receipts?

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

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

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

7. 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 a state that does not have a sales tax, such as Oregon. Sales tax is not applied to the fee in Maine per additional legislation.

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

Yes, government agencies and other organizations that are exempt from sales taxes in PaintCare States 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.

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

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

10. How does the public know about the fee?

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

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

Your supplier’s invoice should indicate that you are being charged the fee, so you simply pass on the fee for those items. Additionally, PaintCare and each state’s oversight agency list all architectural paint manufacturers and brands that are registered for the program on their websites. Retailers may not sell brands that are not registered with the program. If your store sells architectural coatings that are not on the list of registered products, please notify PaintCare so we can contact the manufacturer to get them registered.

12. What products are covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare Products include interior and exterior architectural coatings sold in containers of five gallons or less. They do not include aerosol products (spray cans), 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

13. 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 Paint Purchasers

UPDATED — JUNE 2019

A convenient new paint recycling program began in the District on November 1, 2016. The program is funded by a fee on new paint sales.

Paint Stewardship Programs

The American Coatings Association (ACA) worked with various stakeholders interested in the management of post-consumer paint to develop and implement an industry-led paint stewardship program in the United States.

PaintCare Inc. is a nonprofit organization established by the ACA to implement the program on behalf of paint manufacturers in states and jurisdictions that adopt paint stewardship laws. PaintCare operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is currently developing a program for the state of Washington, expected to launch in 2020.

Convenient Paint Drop-Off Sites

PaintCare establishes convenient paint drop-off locations for households and businesses to bring their paint for recycling. PaintCare has set up more than 1,700 drop-off sites across eight states and the District, mostly at paint retailers.

Assessment Fee and Funding

As required by the District of Columbia's paint stewardship law, a stewardship assessment, or *PaintCare Fee*, is added by manufacturers to the wholesale price of all architectural paint sold in the District. This fee funds the collection, transportation, recycling, and proper disposal of architectural paint. It also pays for education and program administration. Paint retailers and distributors see this fee on their invoices from paint manufacturers.

The law also requires each retailer and distributor to add the fee to the purchase price of architectural paint sold in the District. While showing the fee on consumer receipts is not mandatory, PaintCare encourages retailers and distributors to do so to ensure transparency and aid in consumer education. Most retailers choose to show the fee on receipts and invoices.

PaintCare Fees

The District Department of Energy and Environment (DOEE) approved the fee structure presented in PaintCare's Program Plan for the District. The fees for the District are based on container size as follows:

- \$ 0.00 – Half pint or smaller
- \$ 0.45 – Larger than half pint up to smaller than 1 gallon
- \$ 0.95 – 1 gallon up to 2 gallons
- \$ 1.95 – Larger than 2 gallons up to 5 gallons

Limits on Quantities at Drop-Off Sites

Drop-off sites may set their own limits on the quantity of paint they will accept from households and eligible businesses at one time. All sites accept up to 5 gallons of paint, but some PaintCare sites may accept more. The public is advised to contact any site they intend to use before dropping off paint to find out whether the site can accept the amount and type of paint they would like to recycle.



Pick-Up Service for Large Volumes

For businesses or households with at least 200 gallons of paint to recycle, PaintCare offers a direct pick-up service at no additional cost. To learn more about this Large Volume Pickup (LVP) Service, call PaintCare or visit our website.

Municipal HHW Programs and Special Events

PaintCare partners with the District's household hazardous waste (HHW) facility to accept paint from the District's households.

In addition, in Wards where no retailer or HHW program is available, PaintCare holds special paint collection events where the public can drop off paint.

What Products Are Covered?

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

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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

Appendix Section D



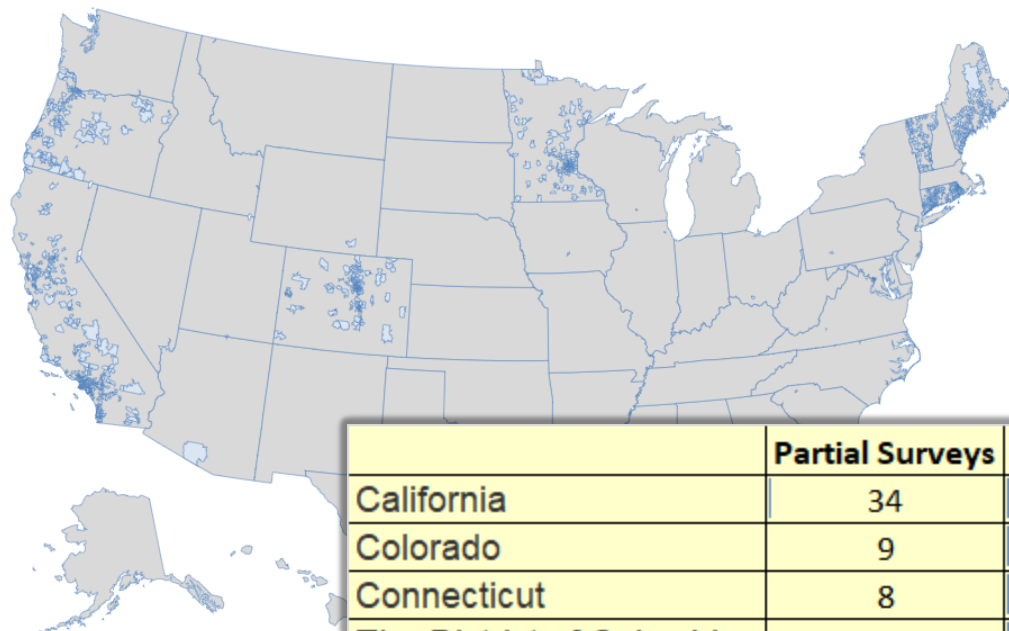
2019 Awareness Survey Results

prepared by



Response Summary

- ❖ Surveys were conducted in two phases in alignment with differing fiscal years:
 - Phase I November 2019: Colorado, Oregon, and the District of Columbia
 - Phase II March 2020: California, Connecticut, Maine, Minnesota, Rhode Island, and Vermont



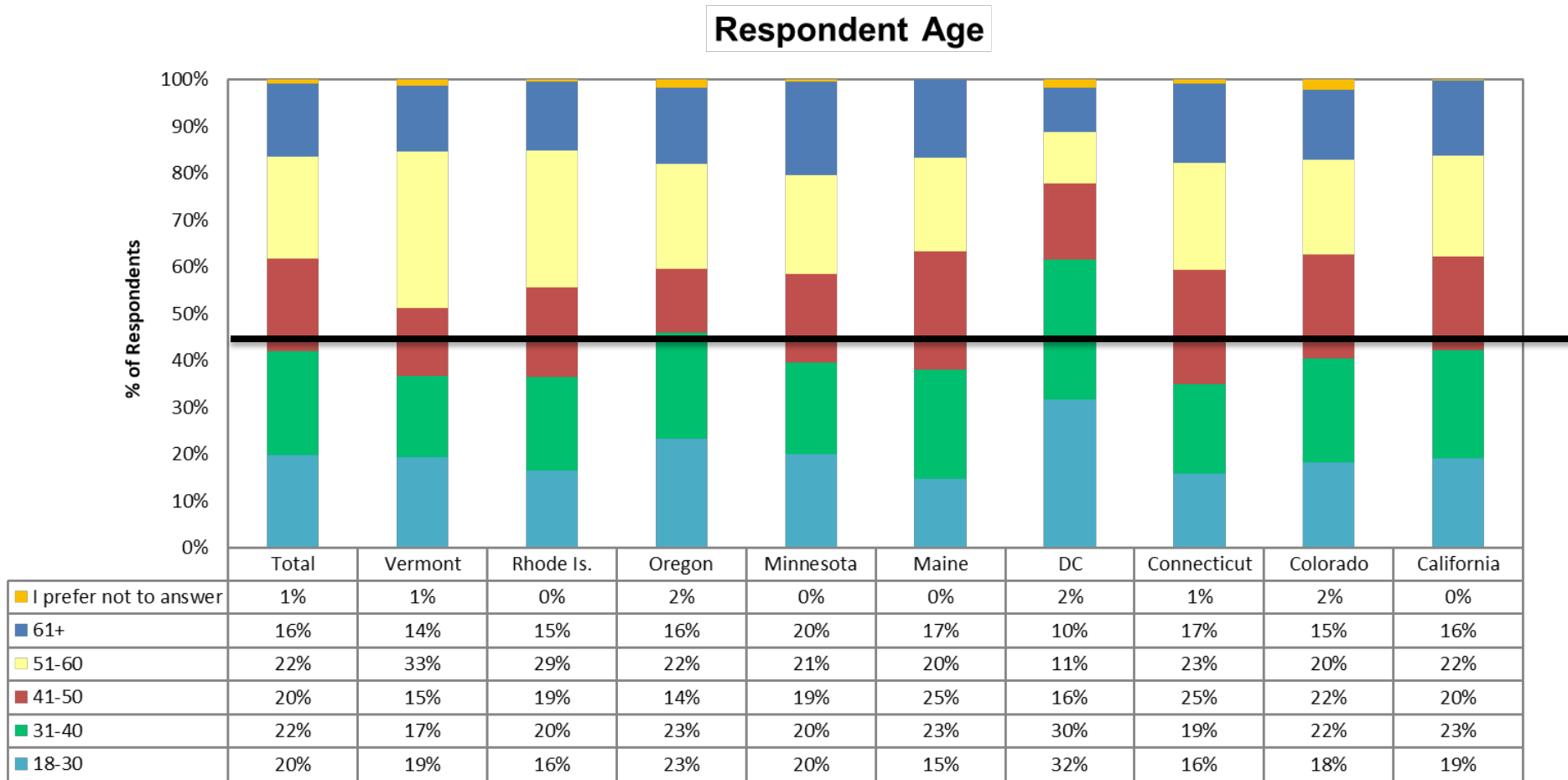
	Partial Surveys	Full Surveys	Total Surveys	Margin of Error*
California	34	655	689	+/-3%
Colorado	9	274	283	+/-5%
Connecticut	8	264	272	+/-5%
The District of Columbia	5	252	257	+/-5%
Maine	18	253	271	+/-5%
Minnesota	10	260	270	+/-5%
Oregon	21	250	271	+/-5%
Rhode Island	14	250	264	+/-5%
Vermont	2	150	152	+/-7%
Total	121	2608	2729	

RESPONDENT PROFILES



Profile of Respondents - Age

- ❖ A good mix of age ranges were represented in each state's/district's sample.
- ❖ The median age was 41-50 in all states except D.C. where it was 31-40.

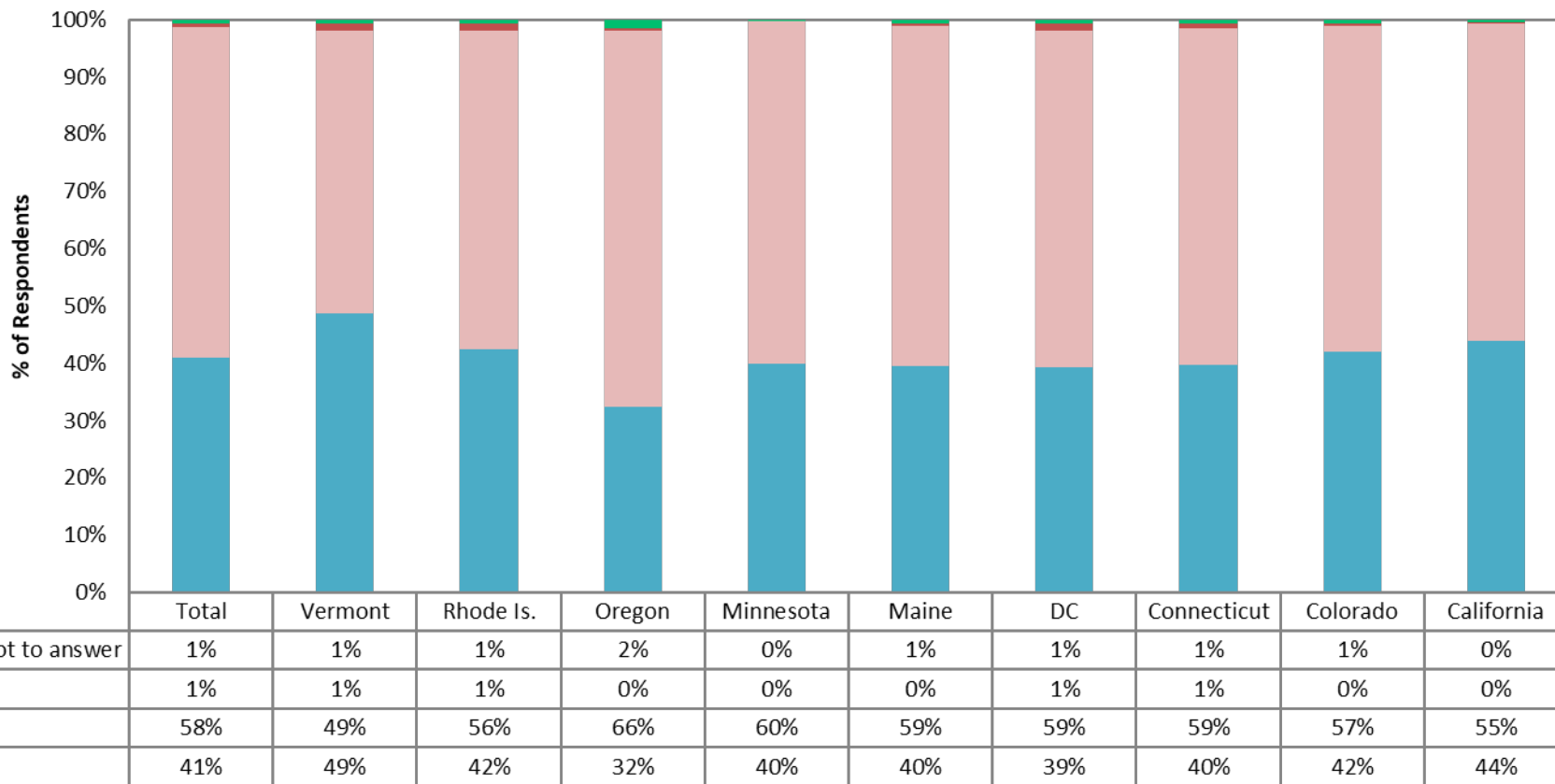


Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents - Gender

- ❖ 41% of all respondents were men; 58%, women.
- ❖ Very few declined to share this information or provided an “other” response.

Gender Identity

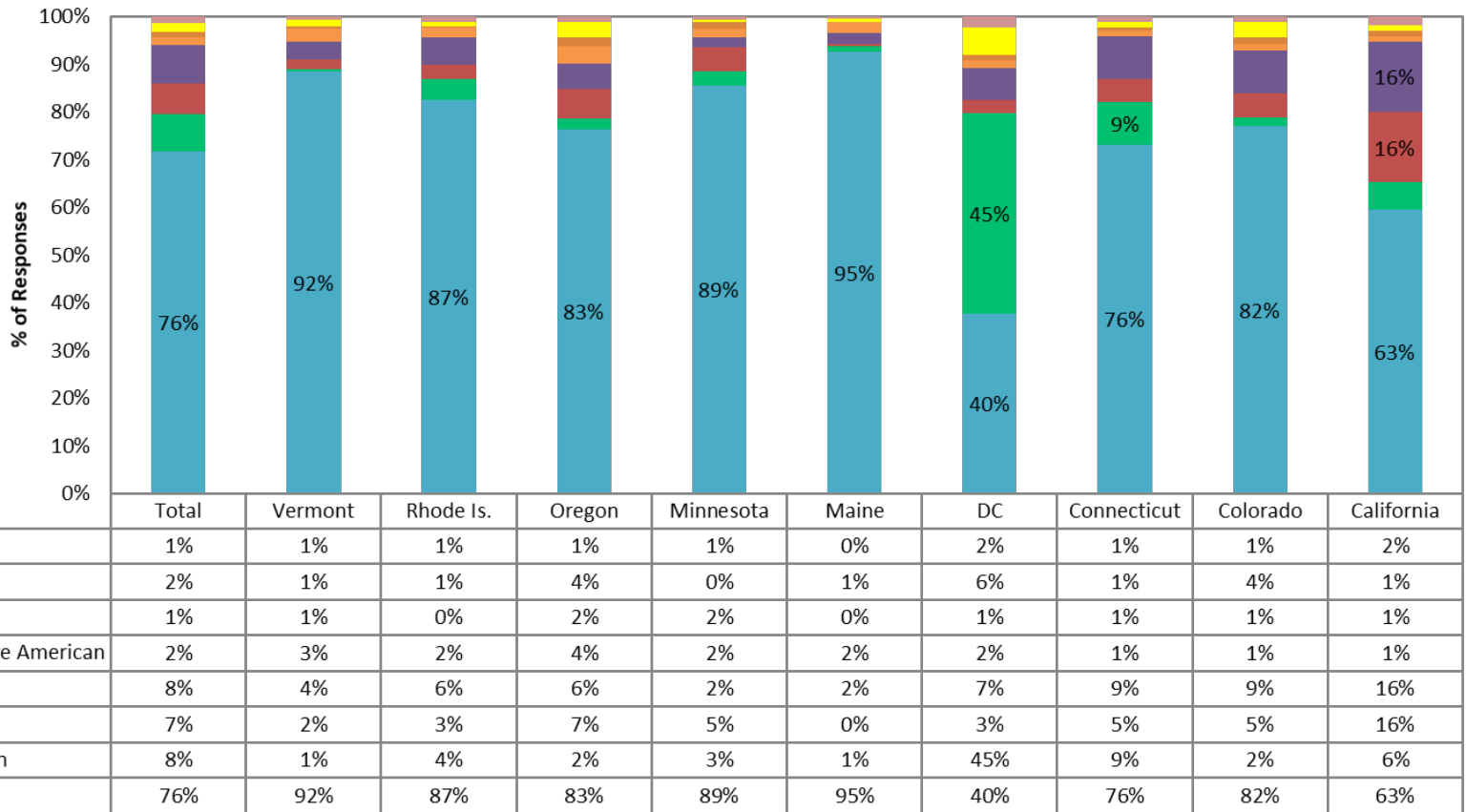


Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents - Ethnicity

- ❖ 76% of all respondents identified themselves as Caucasian.
- ❖ However, there were variances within states/the district consistent with census data. For example, Washington D.C. had the highest proportion of African American respondents; California, the highest proportion of Hispanic and Asian respondents.

Respondent Ethnicity



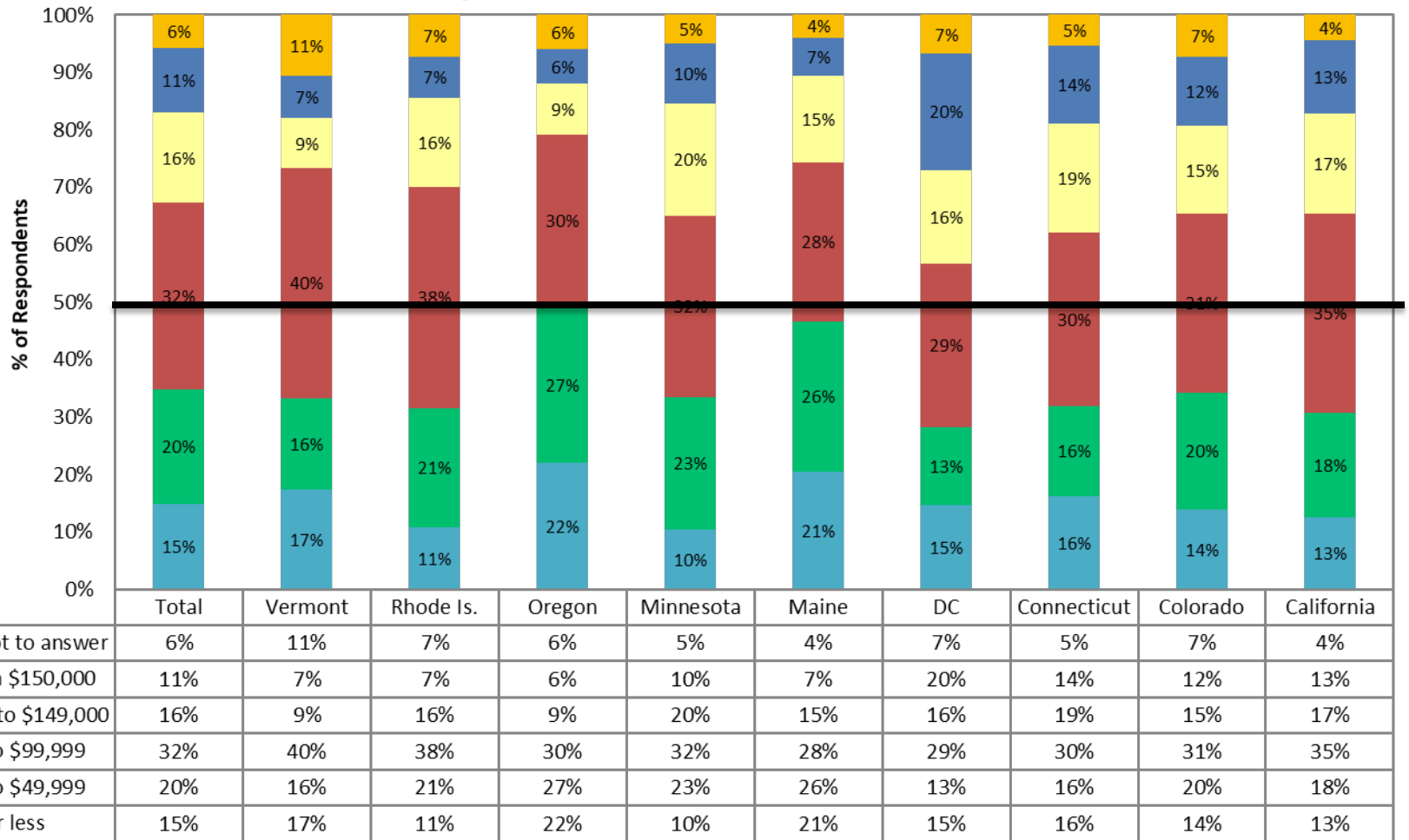
Other Ethnicities: Arab, Jew, Armenian, German, Swedish, Italian, Mixed, Human

Sample Sizes: Total 2596; Vermont 150; Rhode Island 246; Oregon 249; Minnesota 259; Maine 253; DC 252; Connecticut 264; Colorado 274; California 649

Profile of Respondents - Income

❖ The median household income level for respondents in each state/district was \$50-99K.

Respondent Annual Household Income

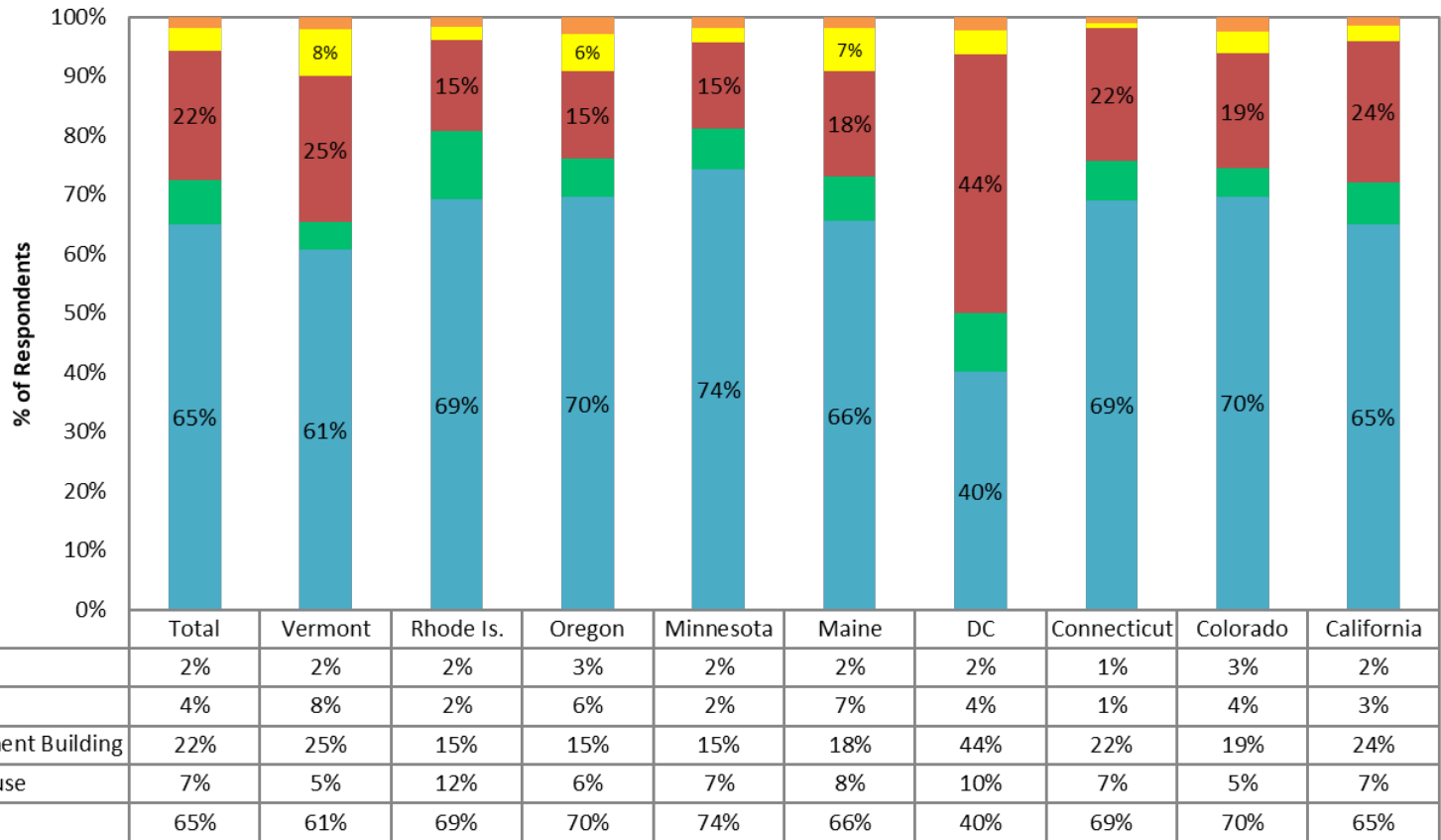


Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents - Income

- ❖ Most respondents live in single-family homes.
- ❖ Condominium/apartment living was more predominant in Washington D.C.

Respondent Dwelling Type

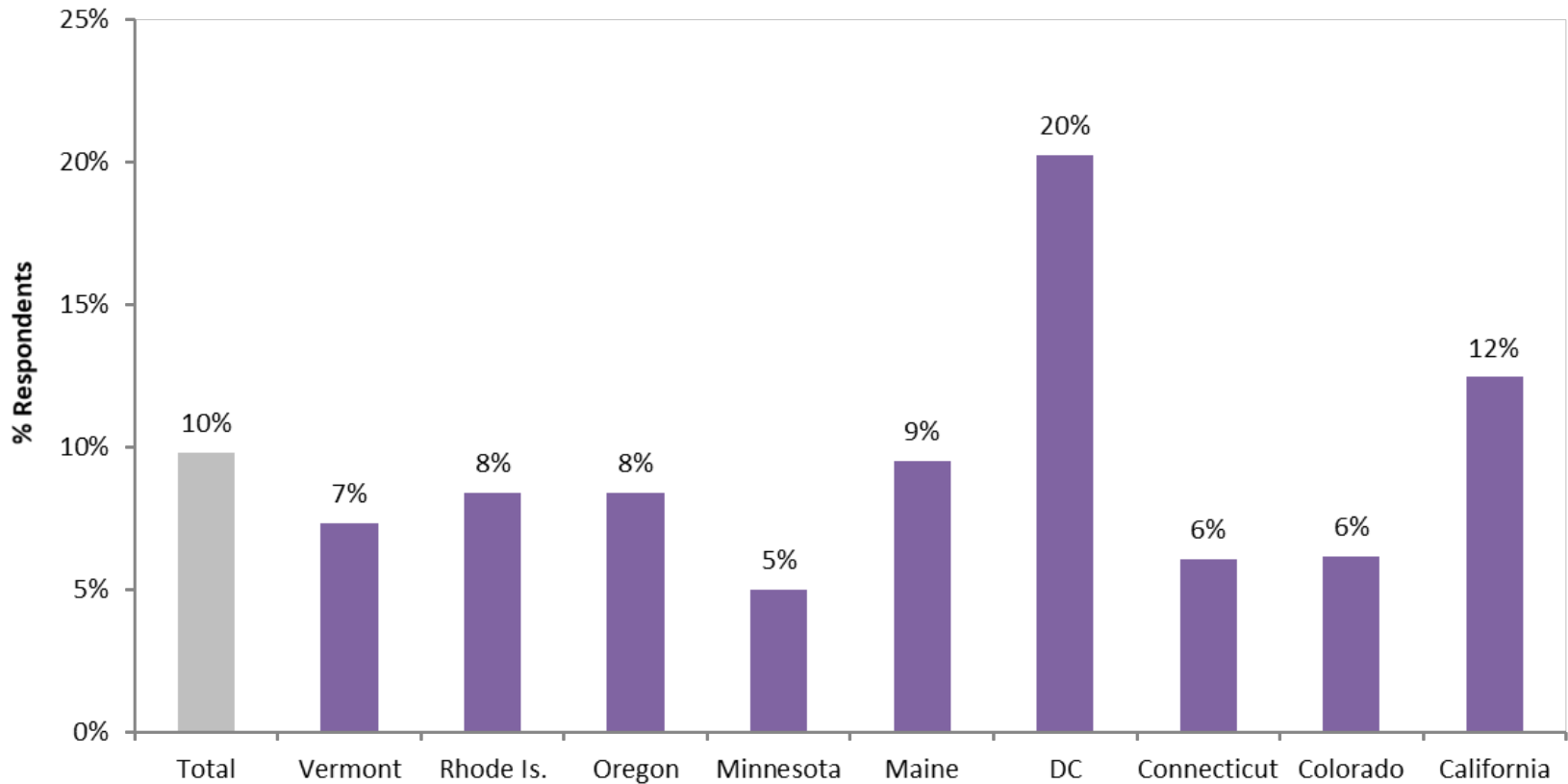


Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents – Paint-Related Profession

- ❖ 10% of those surveyed said they painted professionally—consistent with 2018 findings.
- ❖ There were significant variances between states. As in 2018, the percentage of those who said they painted professionally was highest in Washington D.C and lowest in Minnesota.

Do you paint professionally (NOT as an artist)?

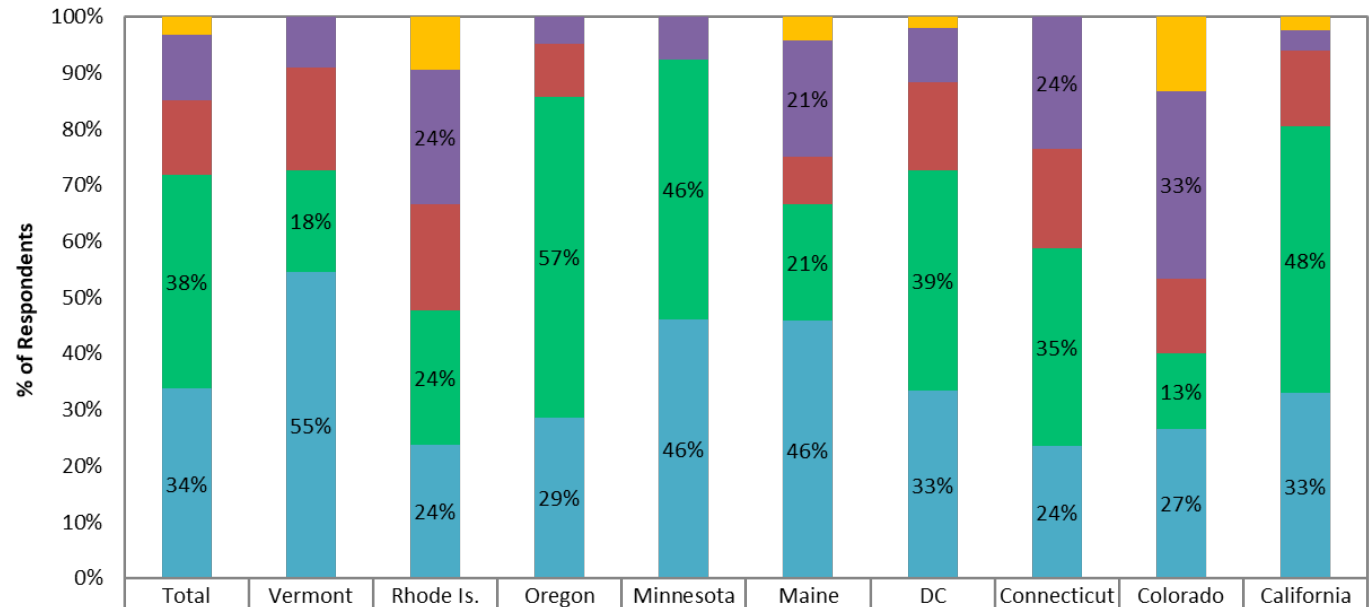


Sample Sizes: Total 2616; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 265; Colorado 277; California 659

Profile of Respondents – Paint-Related Profession

- ❖ Only about a third of those who said they painted professionally were dedicated painting contractors.
- ❖ Many were general contractors, property maintenance crew-members and handymen.

What type of professional painter are you?



Other	3%	0%	10%	0%	0%	4%	2%	0%	13%	2%
Handyman	12%	9%	24%	5%	8%	21%	10%	24%	33%	4%
Property maintenance crew	13%	18%	19%	10%	0%	8%	16%	18%	13%	13%
General contractor (I spend some of my time painting within larger jobs)	38%	18%	24%	57%	46%	21%	39%	35%	13%	48%
Painting contractor (I spend most of my time painting)	34%	55%	24%	29%	46%	46%	33%	24%	27%	33%

Other
Boat painting for maintenance
Hobby
homeowner
I do everything from plumbing, installing showers, installing carpets, hardwood floor installation, painting plowing etc.
I'm not a pro painter
It's not a paying job but I'm good at it

Sample Sizes: Total 255; Vermont 11; Rhode Island 21; Oregon 21; Minnesota 13; Maine 24; DC 51; Connecticut 17; Colorado 15; California 82

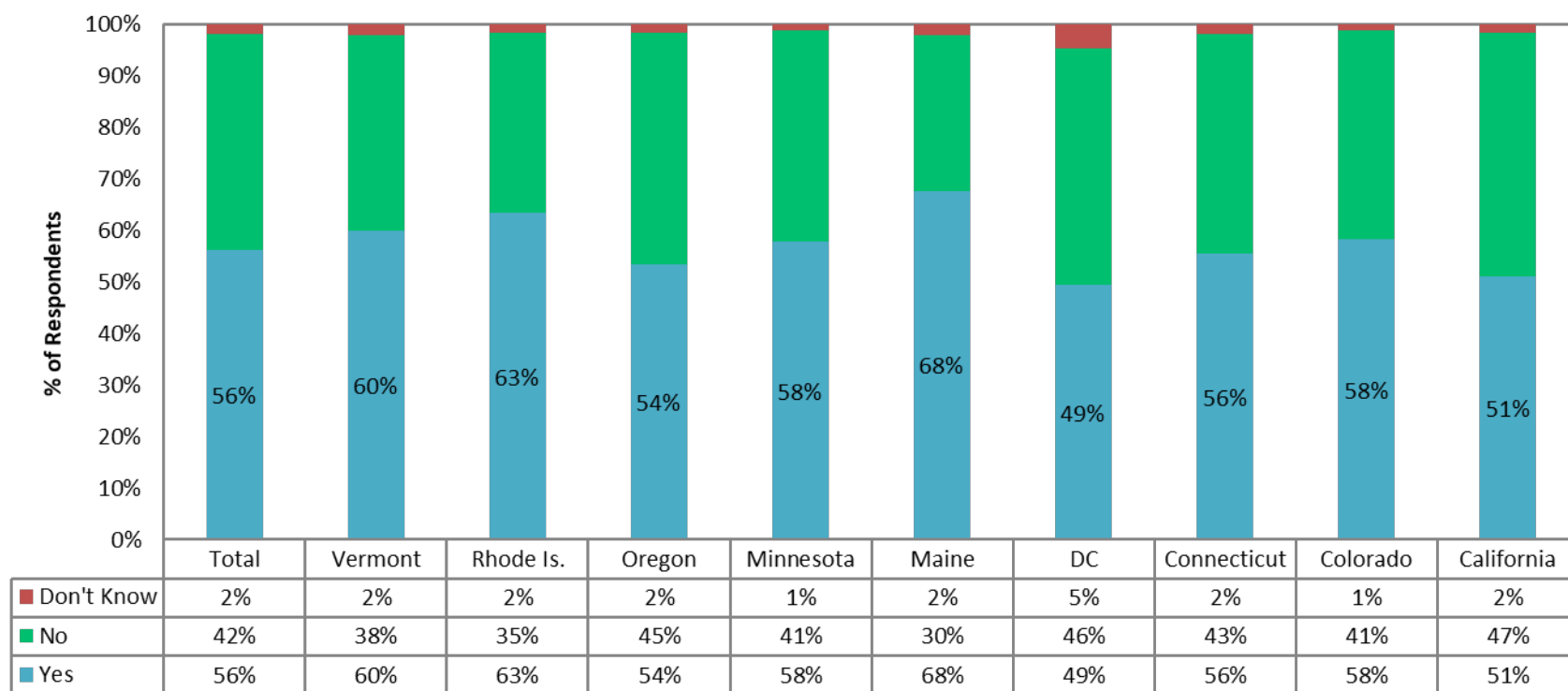
CONSUMER BEHAVIOR, PAINT PURCHASING AND DISPOSAL

Recency of Paint Purchases

- ❖ Slightly more than half of respondents bought paint in the last year.
- ❖ Results varied slightly by state. Maine showed the most paint purchases; Washington D.C., the least.

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.*

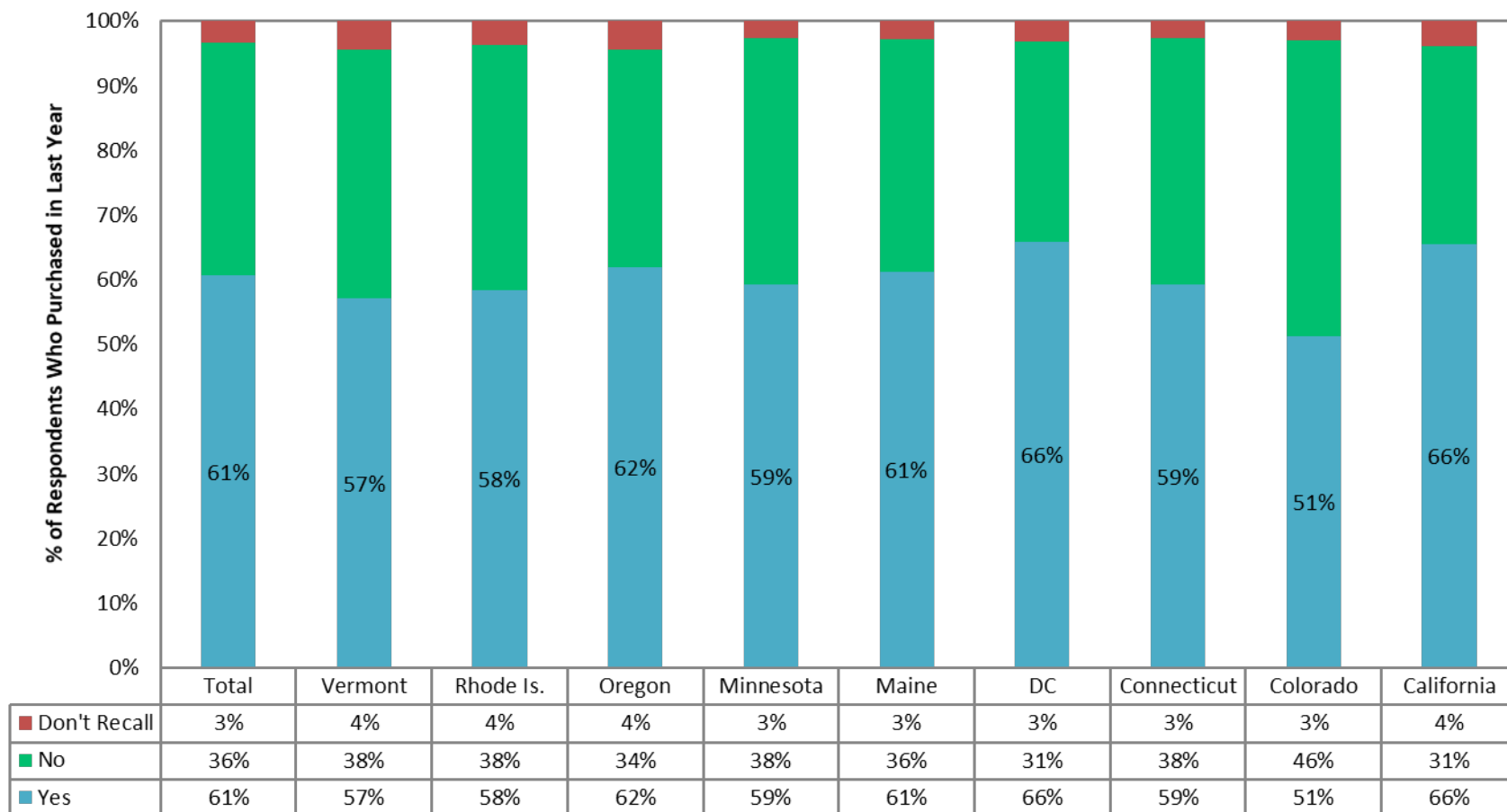


Sample Sizes: Total 2664; Vermont 152; Rhode Island 254; Oregon 256; Minnesota 263; Maine 257; DC 257; Connecticut 270; Colorado 283; California 672

Measurements Prior to Paint Purchases

- ❖ 61% of respondents measured ahead of time to determine paint needs, similar to 2018 results.
- ❖ The highest level of preparation occurred in California and D.C.; the lowest, in Colorado.

Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed for the project?

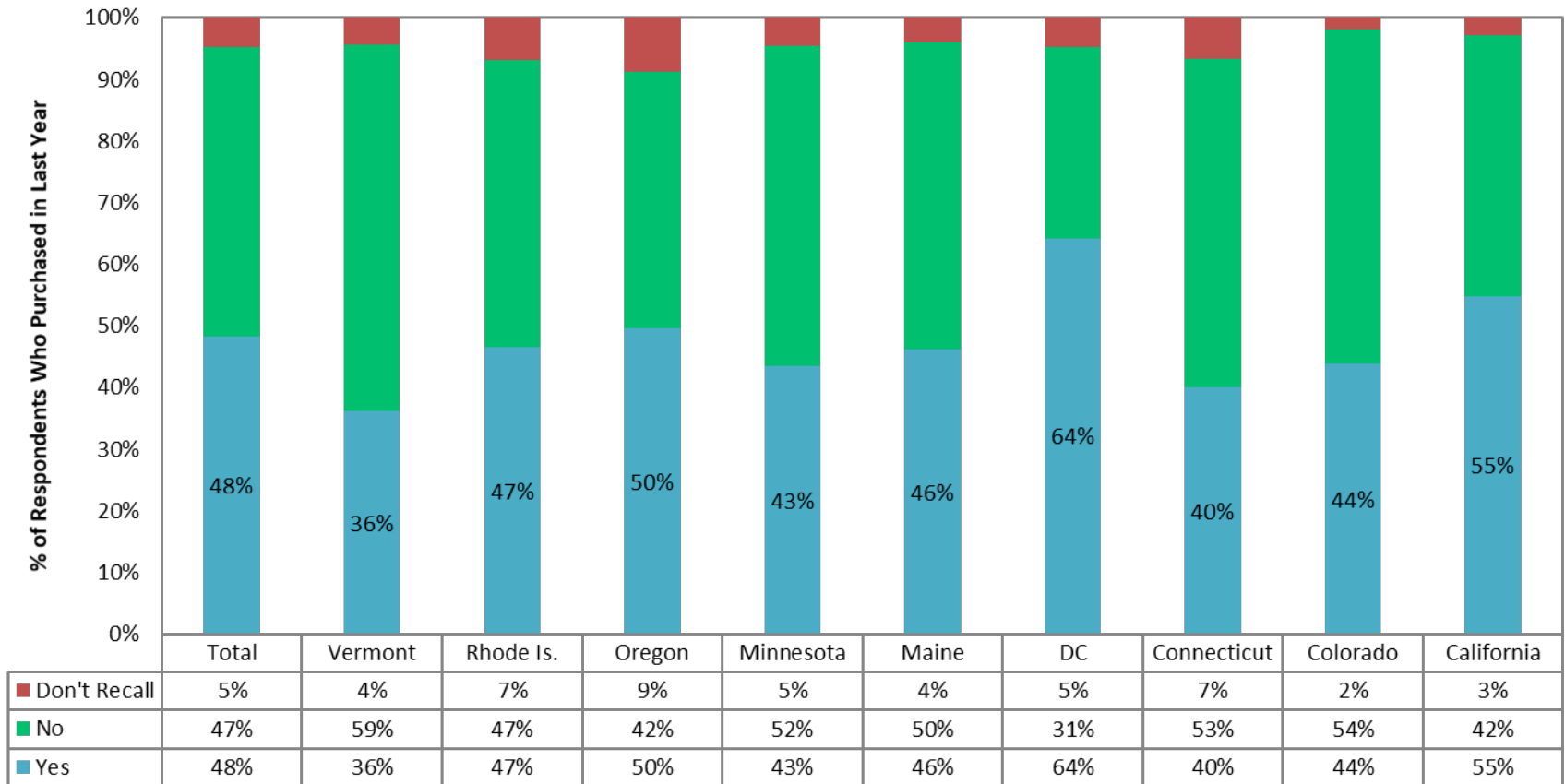


Sample Sizes: Total 1497; Vermont 91; Rhode Island 161; Oregon 137; Minnesota 152; Maine 173; DC 126; Connecticut 150; Colorado 164; California 343

Paint Store Assistance

- ❖ Almost half the time, respondents said the paint store assisted them with determining paint needs.
- ❖ D.C. retailers are most involved in this process; Vermont and Connecticut retailers, the least.

Did the staff at a paint retailer (e.g. paint/hardware/lumber store) assist you with figuring out exactly how much paint you needed for your specific project?

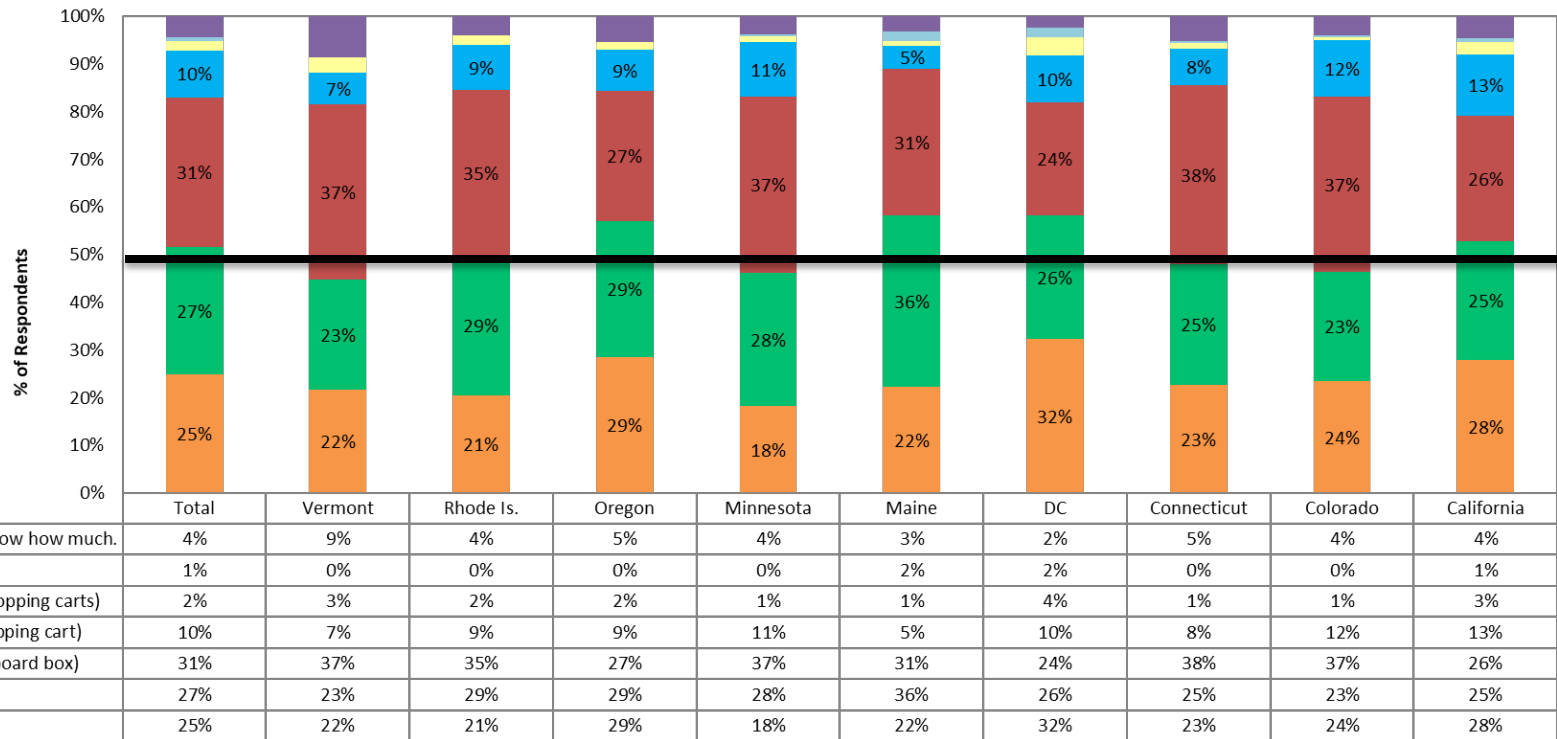


Sample Sizes: Total 1497; Vermont 91; Rhode Island 161; Oregon 137; Minnesota 152; Maine 173; DC 126; Connecticut 150; Colorado 164; California 343

Leftover Paint

- ❖ The median amount of paint stored at home or business was “less than a gallon” in Rhode Island, Oregon, Maine, D.C., and California.
- ❖ Respondents stored slightly more paint in Vermont, Minnesota, Connecticut and Colorado where the median was 1-5 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)?

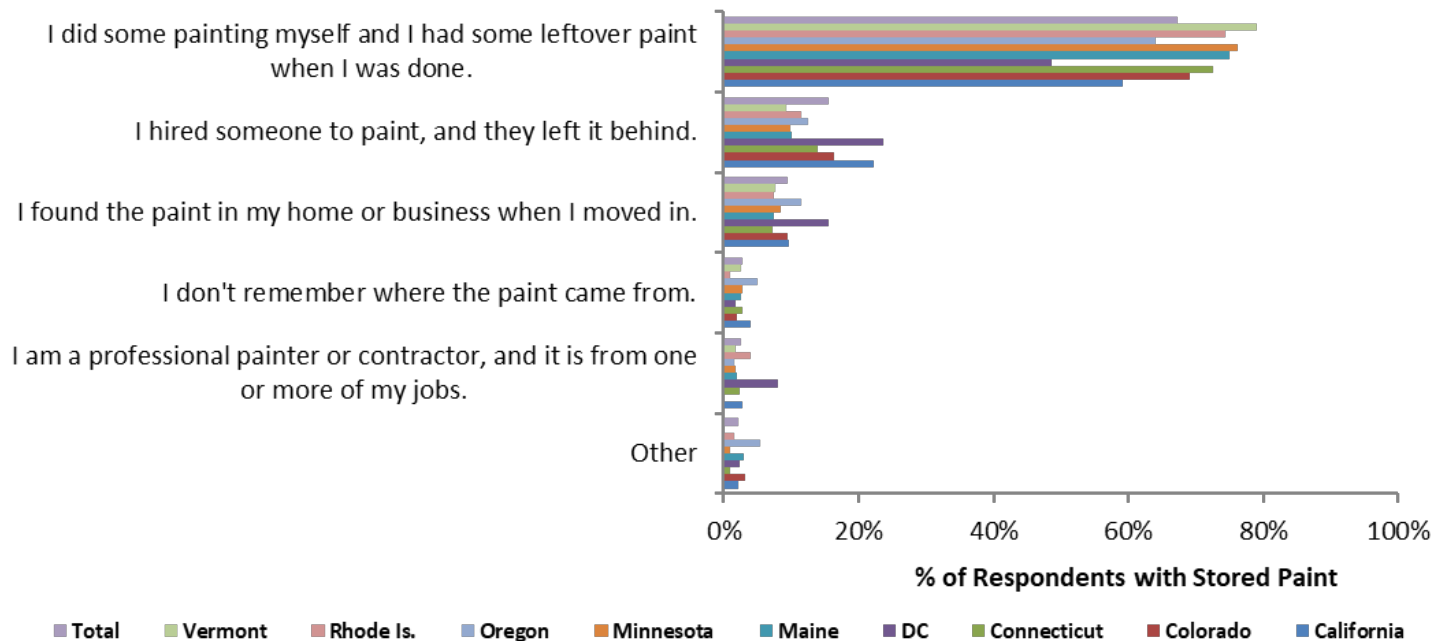


Sample Sizes: Total 2652; Vermont 152; Rhode Island 253; Oregon 256; Minnesota 262; Maine 256; DC 256; Connecticut 269; Colorado 280; California 668

Reasons for Paint Storage

- ❖ As was the case in 2018, the top 2 reasons that consumers store paint was the same in all states/districts: leftovers from their own paint job or from a contractor's paint job.

Where did most of the leftover paint come from that you currently have in your home/business?



	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
I did some painting myself and I had some leftover paint when I was done.	67%	79%	74%	64%	76%	75%	49%	73%	69%	59%
I hired someone to paint, and they left it behind.	16%	9%	12%	13%	10%	10%	24%	14%	16%	22%
I found the paint in my home or business when I moved in.	9%	8%	8%	11%	8%	8%	16%	7%	9%	10%
I don't remember where the paint came from.	3%	3%	1%	5%	3%	3%	2%	3%	2%	4%
I am a professional painter or contractor, and it is from one or more of my jobs.	3%	2%	4%	2%	2%	2%	8%	2%	0%	3%
Other	2%	0%	2%	5%	1%	3%	2%	1%	3%	2%
Sample Size	1989	119	199	183	214	199	173	208	213	481

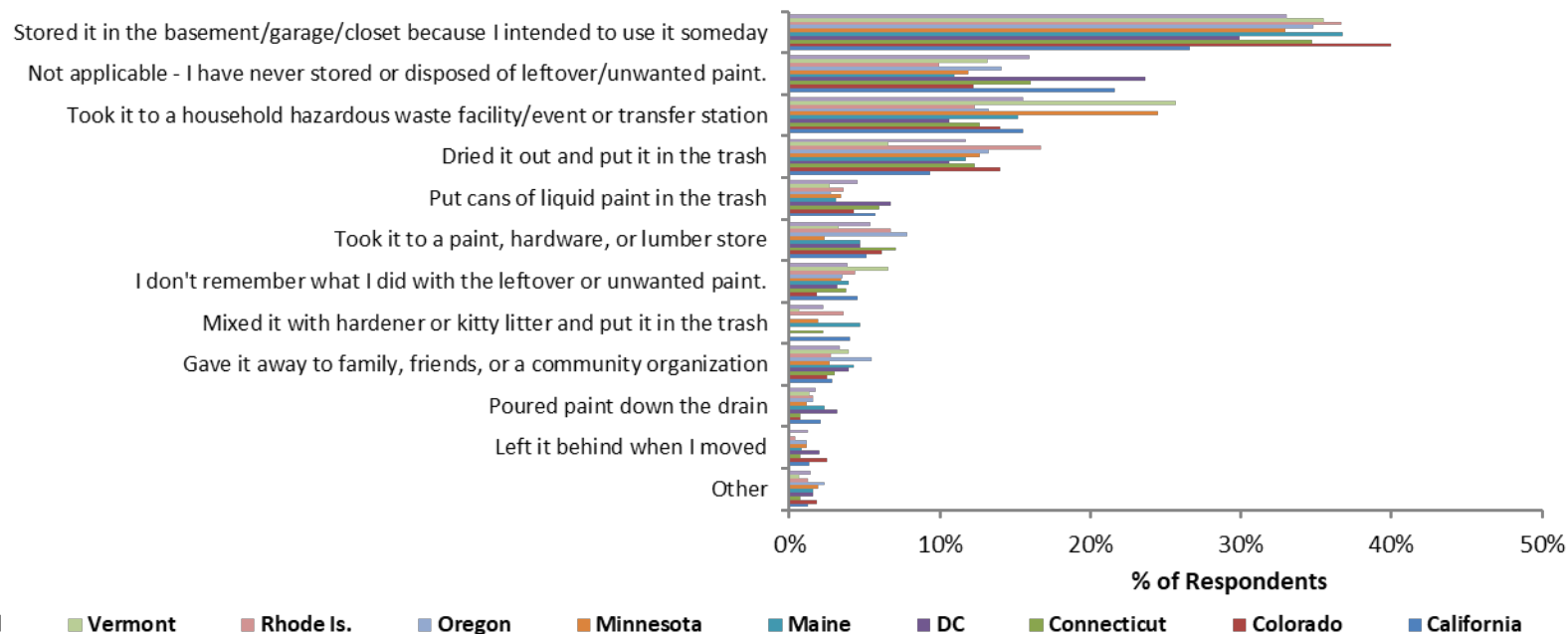
“Other” Paint Sources - Comments

Other Paint Sources	
artist, that's normal stock	Left on property when we moved in
Bought it	Left over from my father
bought it	Leftover from having my home rebuilt in 2013 after it burned down in 2011
came with the house	Lowes
Dropped off the excess paint at local recycling center	My dad also helped repaint the outside of the house we live in.
From my job	My father and from various projects
Home depo	My husband bought it.
I asked to have it marked in jars for touch ups for future reference as needed. The Home Depot took the cans and we put the paint in glass jars for color matching.	My husband did the painting and some as left over
I bought it at a store	My mom bought it
I bought it from lows	My parents use it
I bought the paint from a store	My wife has some leftover paint from internal jobs.
I brought paint myself	Paint's leftover from past projects would be my guess.
I collect it from people living around my location	purchased but haven't used the paint
I hired someone and did painting myself	Some was from having my house professionally painted and some indoor rooms and some from paint I bought
I inherited it.	Someone else in my household painted various things and we have some paint left over.
I painted and have some leftover	spouse
i puff painted crafts and fabric	Store
I work for a company that buys and sells properties and owns two motels. I often have to paint out rooms at the motels and at the properties that they purchase.	Store-bought
just what I had left from painting my washroom	Was going to paint and decided not to
Landlords/property owners bought and gave to me	years ago, like 2014, mainly when moved in over here from mother-in-laws, same land, had the place re-done, so yes paint from that, can't recall if in last 12 months i have, bought spray cans like..

Past Paint Disposal Methods

- ❖ Most commonly, people store paint in their basement, garage or closet because they might need it later.
- ❖ Disposing at HHW facility & dry/trash method were prevalent in many states as well.

In the past, which has been your preferred method to dispose of leftover/unwanted paint?



	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
Stored it in the basement, garage, or a closet because I intended to use it someday	33%	36%	37%	35%	33%	37%	30%	35%	40%	27%
Not applicable - I have never stored or disposed of leftover or unwanted paint.	16%	13%	10%	14%	12%	11%	24%	16%	12%	22%
Took it to a household hazardous waste facility/event or transfer station	16%	26%	12%	13%	25%	15%	11%	13%	14%	15%
Dried it out and put it in the trash	12%	7%	17%	13%	13%	12%	11%	12%	14%	9%
Took it to a paint, hardware, or lumber store	5%	3%	7%	8%	2%	5%	5%	7%	6%	5%
Put cans of liquid paint in the trash	5%	3%	4%	3%	3%	3%	7%	6%	4%	6%
I don't remember what I did with the leftover or unwanted paint.	4%	7%	4%	4%	3%	4%	3%	4%	2%	5%
Gave it away to family, friends, or a community organization	3%	4%	3%	5%	3%	4%	4%	3%	3%	3%
Mixed it with hardener or kitty litter and put it in the trash	2%	1%	4%	0%	2%	5%	0%	2%	0%	4%
Poured paint down the drain	2%	1%	2%	2%	1%	2%	3%	1%	1%	2%
Other (please specify)	1%	1%	1%	2%	2%	2%	2%	1%	2%	1%
Left it behind when I moved	1%	0%	0%	1%	1%	1%	2%	1%	3%	1%
Sample Size	2641	152	251	256	261	256	254	268	278	665

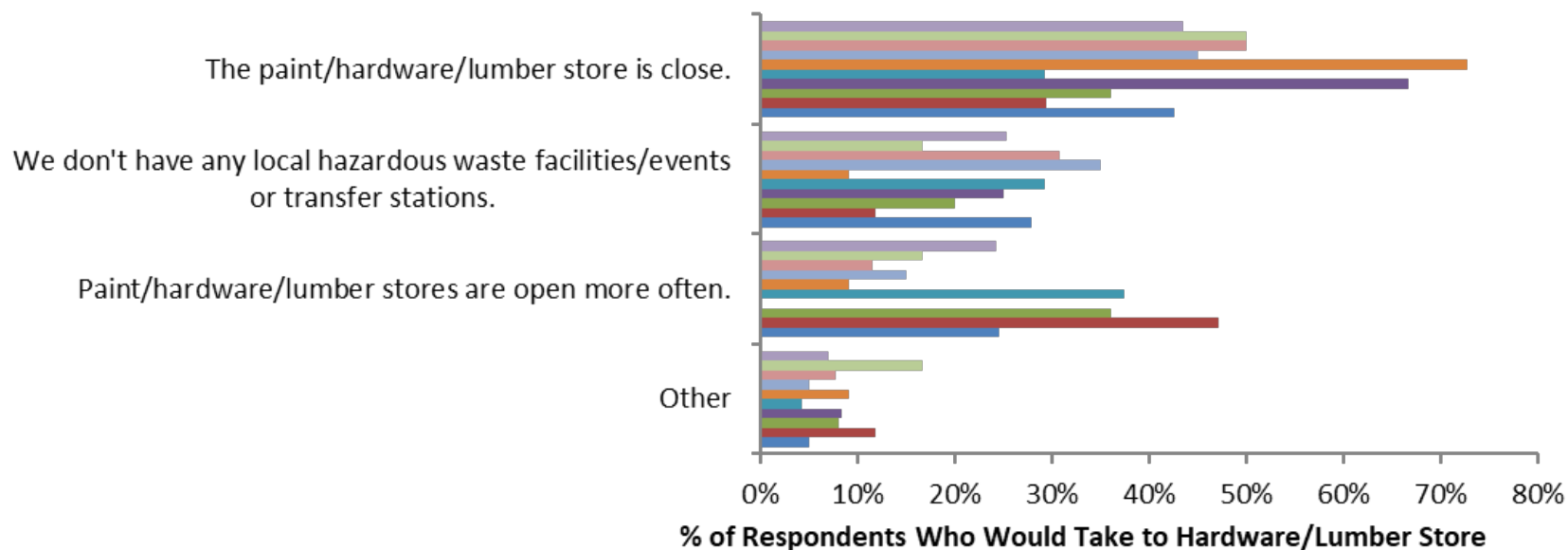
“Other” Disposal Methods - Comments

Other Disposal Methods	
Brought it to the dump when the town had a 3 day time you could bring paint ect & they take care of it.	Kept for later use.
Disposal drop off site for Hennepin County	kept it for the next job
Don't know; someone else is responsible for it	left it in can and disposed of it
Donate it	local landfill that recycles it
Gave to county recycling agency	Mix it all together and paint the sidewalk and driveway concrete sealing it and protecting it
Have it stored in garage for future use	Mixed them together and paint the garage
hazmat pick up	more than one answer: save for touch-ups, took back to store (where they didn't want it), left behind, dried for trash, hazardous waste disposal
I haven't bought paint in years	My spouse took it to be disposed of
I live in a apartment	normally use it all up, then of course it's more the disposal of the empty tin or whatever...
I mix leftovers to use	Painted stuff
i rent and a landlord takes care of it?	saved the paint and reused it as needed.
I still have paint because I don't know what to do with it	Throw it in a big dumpster that we rented
I use every drop of leftover paint/stains for touch-ups. Empty containers go in recycling can	Use when need
I use it on small projects, shelves inside cabinets and crafting projects	Used all of it
It's in my basement	Used the leftovers on another project
We often just store the left over paint for future use. Even a quarter of a gallon will do one entire wall if not 2-3 walls	various

Past Paint Store Disposal Preference

- ❖ Proximity is the number one reason for recycling at retail stores across most states/the district, with the exception of Maine and Colorado where hours of operation make the biggest difference.
- ❖ Note: results should be interpreted directionally 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 eventor transfer station?



	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
The paint/hardware/lumber store is close.	44%	50%	50%	45%	73%	29%	67%	36%	29%	43%
We don't have any local hazardous waste facilities/events or transfer stations.	25%	17%	31%	35%	9%	29%	25%	20%	12%	28%
Paint/hardware/lumber stores are open more often.	24%	17%	12%	15%	9%	38%	0%	36%	47%	25%
Other (please specify)	7%	17%	8%	5%	9%	4%	8%	8%	12%	5%
Sample Size	202	6	26	20	11	24	12	25	17	61

Other Reasons for Paint Store Disposal - Comments

Other Reasons to Take to a Paint Store

I knew someone who was mixing an off color and needed the paint in my can

Legal

Not sure what I'm suppose to do with it

paint store accepts and disposes properly

Paint store advertised to being left over paint

sherwin Williams is designated as a paint recycler

some are required to take it for disposal

The store recycles paint

They are closer to where I live

They are the ones to bring it to for recycling

THEY CAN DISPOSE OF IT PROPERLY

They dispose of it properly or donate to habitat for humanity

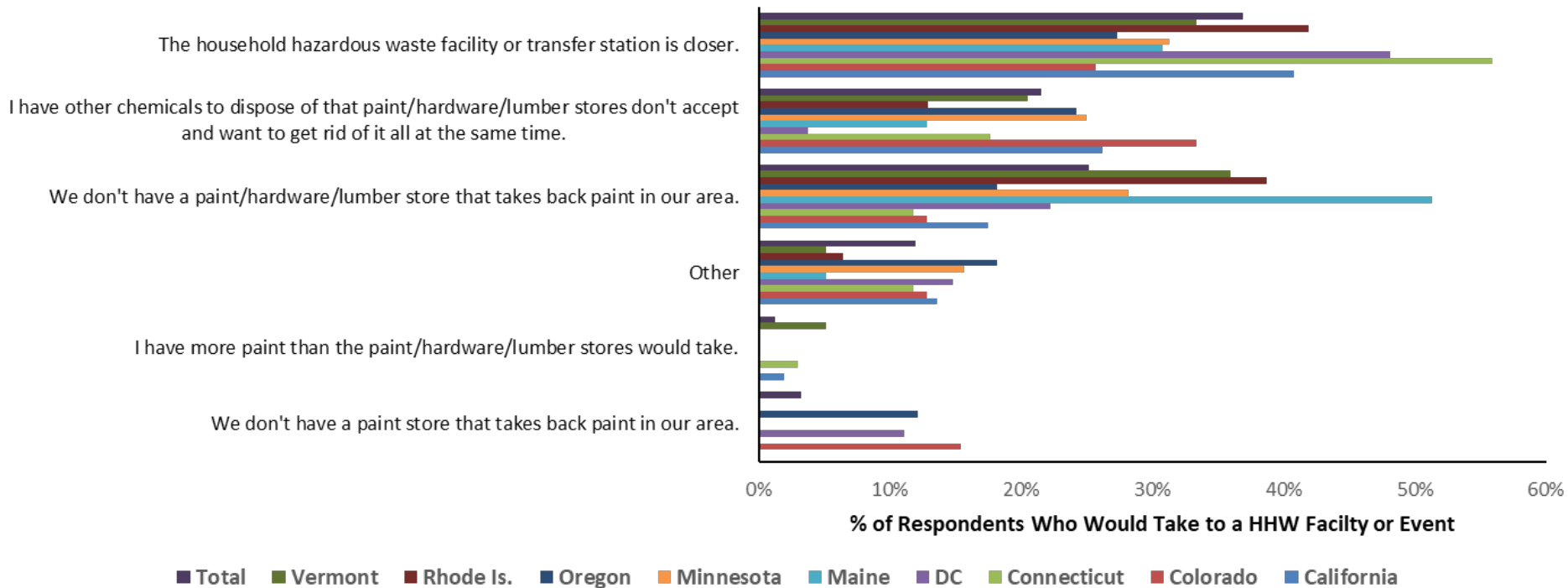
they dispose paint for us

We didn't know what to do with it

Household Hazardous Waste Facility/Event Preference

- ❖ Proximity is the top reason for HHW facility/event preferences in all states except Colorado where the need to dispose other chemicals is most important.
- ❖ Note: results should be interpreted directionally 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?



	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
The household hazardous waste facility or transfer station is closer.	37%	33%	42%	27%	31%	31%	48%	56%	26%	41%
We don't have a paint/hardware/lumber store that takes back paint in our area.	25%	36%	39%	18%	28%	51%	22%	12%	13%	17%
I have other chemicals to dispose...stores don't accept...want to get rid of it all at the same time.	22%	21%	13%	24%	25%	13%	4%	18%	33%	26%
Other	12%	5%	6%	18%	16%	5%	15%	12%	13%	14%
We don't have a paint store that takes back paint in our area.	3%	0%	0%	12%	0%	0%	11%	0%	15%	0%
I have more paint than the paint/hardware/lumber stores would take.	1%	5%	0%	0%	0%	0%	0%	3%	0%	2%
Sample Size	409	39	31	33	64	39	27	34	39	103

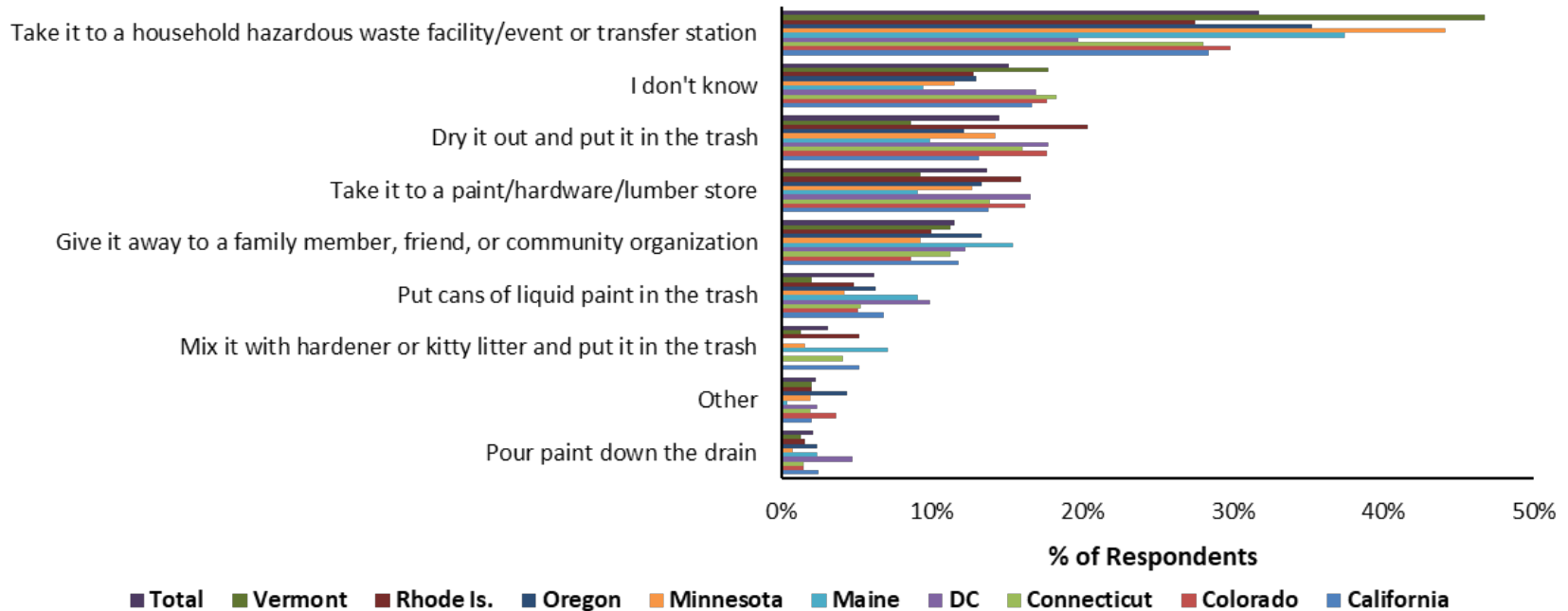
Other Reasons for HHW Disposal - Comments

Other Reasons to Take Paint to HHW Facility/Event or Transfer Station	
Appropriate & best means of environmentally sound disposal	I don't know if hardware stores in our area take and dispose off them?
because I can also get free paint there	I never gave any other option a thought
better way to dispose of it	I never thought of taking it back to the paint store!
Convenient	I thought that was where I should take it
Convenient	I want it disposed of properly.
Did not know that stores take the paint back	I was getting rid of old electronics and I took the old paint to the hazardous waste site at the same time.
did not know that you could take old paint to paint store	I wasn't aware that hardware stores would take old paint
Did not know they took it	I wasn't aware the paint store would take it back.
didn't know hardware stores took it back	I'm not aware of stores that take back paint, whereas these events are specifically advertised for this purpose
Didn't know I could take it to a paint store	it is the best place to dispose of paint materials
Didn't know that was an option	its easy
Didn't know they took it	It's the responsible thing to do.
Didn't know they took paint	It's where I've always taken it. I didnt realize I could take it back to the hardware store.
dont know if store would take	Never heard of paint stores disposing of paint for you.
events	No knowledge of this
Family works there	not sure if we have a hardware store that will take it
For safety purposes	Recycle
haz waste center is free & easy to use in Boulder	recycling was not available that long ago. 1978
I believe they will do the best job of disposing of it properly.	Smarter choice
I didn't know a paint/hardware/lumber store took old paint.	Special paint recycle day!
i didn't know i could.	that is where you take it
I didn't know that paint stores would take it back...illl have to check on this	That's where I'm supposed to take it
I didn't know that the store would take them	The transfer station takes unlimited amounts thru PaintCare system.
I didn't know they took it.	Worry about the environment!

Future Paint Disposal Intentions

- ❖ The top method for future paint disposal in all states/the district is taking it to a HHW event or facility.
- ❖ There is still a high percentage of respondents who don't know what they would do.

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



	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
Take it to a household hazardous waste facility/event or transfer station	32%	47%	27%	35%	44%	37%	20%	28%	30%	28%
I don't know	15%	18%	13%	13%	11%	9%	17%	18%	18%	17%
Dry it out and put it in the trash	14%	9%	20%	12%	14%	10%	18%	16%	18%	13%
Take it to a paint/hardware/lumber store	14%	9%	16%	13%	13%	9%	17%	14%	16%	14%
Give it away to a family member, friend, or community organization	11%	11%	10%	13%	9%	15%	12%	11%	9%	12%
Put cans of liquid paint in the trash	6%	2%	5%	6%	4%	9%	10%	5%	5%	7%
Mix it with hardener or kitty litter and put it in the trash	3%	1%	5%	0%	2%	7%	0%	4%	0%	5%
Other (please specify)	2%	2%	2%	4%	2%	0%	2%	2%	4%	2%
Pour paint down the drain	2%	1%	2%	2%	1%	2%	5%	1%	1%	2%
Sample Size	2,635	152	251	255	261	254	254	268	278	662

“Other” Disposal Intentions

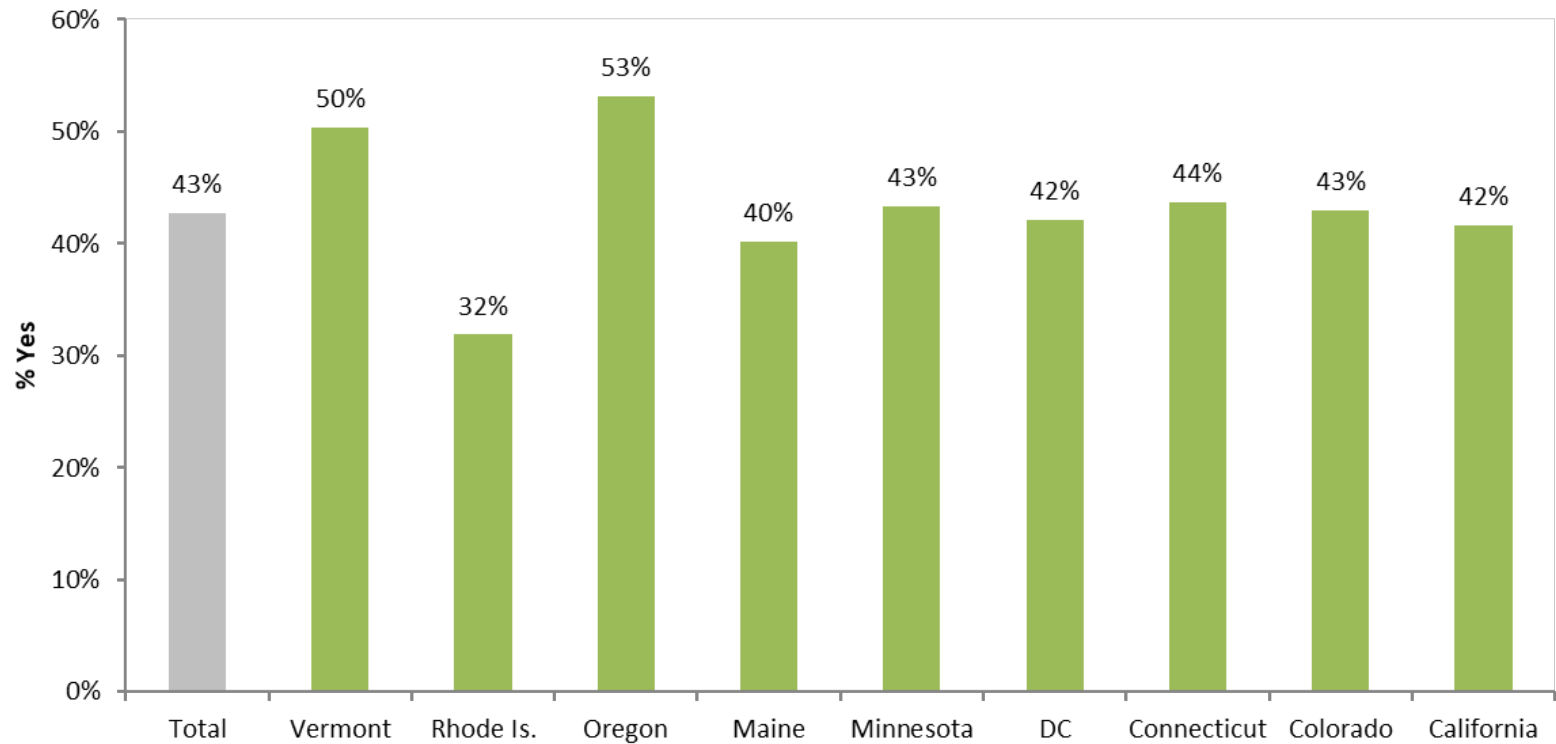
Other Future Disposal Methods	
Add kitty litter	Mix with cat litter to dry out and dispose.
Ask Lowe's or home Depot	None
Check with city to see where old/leftover paint should be taken.	not sure, cause not sure refuse place takes it, used to take cardboard, then only certain types now, my wife says ... I'm from UK originally, think might been something to do with China, or whoever takes recycling... get guilt trips in surveys, making me out to look bad, when not that I don't care or want to recycle, but my hands are tied if they won't take things like...
Clean it and wash it	only buy what i need
Disposal drop off site for Hennepin County	Place it in the barn with rest of the leftover paint, to be used later.
dispose of it properly via trash company	Probably keep it for touch ups and/or other small projects. I don't like to waste.
donate if possible, otherwise neighborhood hazmat, I'm not only using polymers	recycle it
Find something else to paint	Restore
Give away	Save it
give it to someone in complex, all houses painted same colors	STILL KEEPING
Give to someone that needs it	Take it back to the place that I bought it because I paid a surtax to get rid of it they should have a sent you there to collect it that was Home Depot
Google how to properly dispose of it and do that	Take it to a state sponsored paint disposal site
Google the proper way to dispose it	Take it to habitat for humanity
google what to do with it	Take it to Sherwin Williams which is a designated paint recycler
Hold it until next year's County wide disposal event	take it to the recycling center
I didn't know hardware stores would take it back	TAKE TOO RECYCLYING CERTER
I have never had any unwanted paint.	There is a local painting contractor that will recycle leftover paint.
I live in a apartment	try to find a paint recycling center nearby
I think our recycle center also takes it....does that qualify as a hazardous center?	Use it
I would inquire with my town as to what current proper disposal is in my area.	Use it
I would research the best option then likely put it in the garage out of laziness	use it again
I'd put it in the garage for storage.	Use it to kill plants
If there was too much paint in the can to dry it our I would bring it to a hazardous waste facility	We never have unwanted paint so this doesn't apply to me
In my current town, I would have to check into the possibilities	we pay a recycle fee upon purchase so I would return it
Let Co-op dispose of it properly	Whatever method/disposal option is available in my area that is safe and clean.
local landfill	Wouldn't happen as I don't paint.
Mix it together and paint sidewalks, driveway and garage concrete to seal it and protect it.	

PAINT RECYCLING AWARENESS/ENGAGEMENT

Awareness of Paint Recycling

- ❖ Oregon and Vermont had the highest percentages of respondents who knew that paint can be recycled; Rhode Island, the lowest.
- ❖ All other states are similar--in the low 40% range.

Prior to this survey, did you know that paint can be recycled?

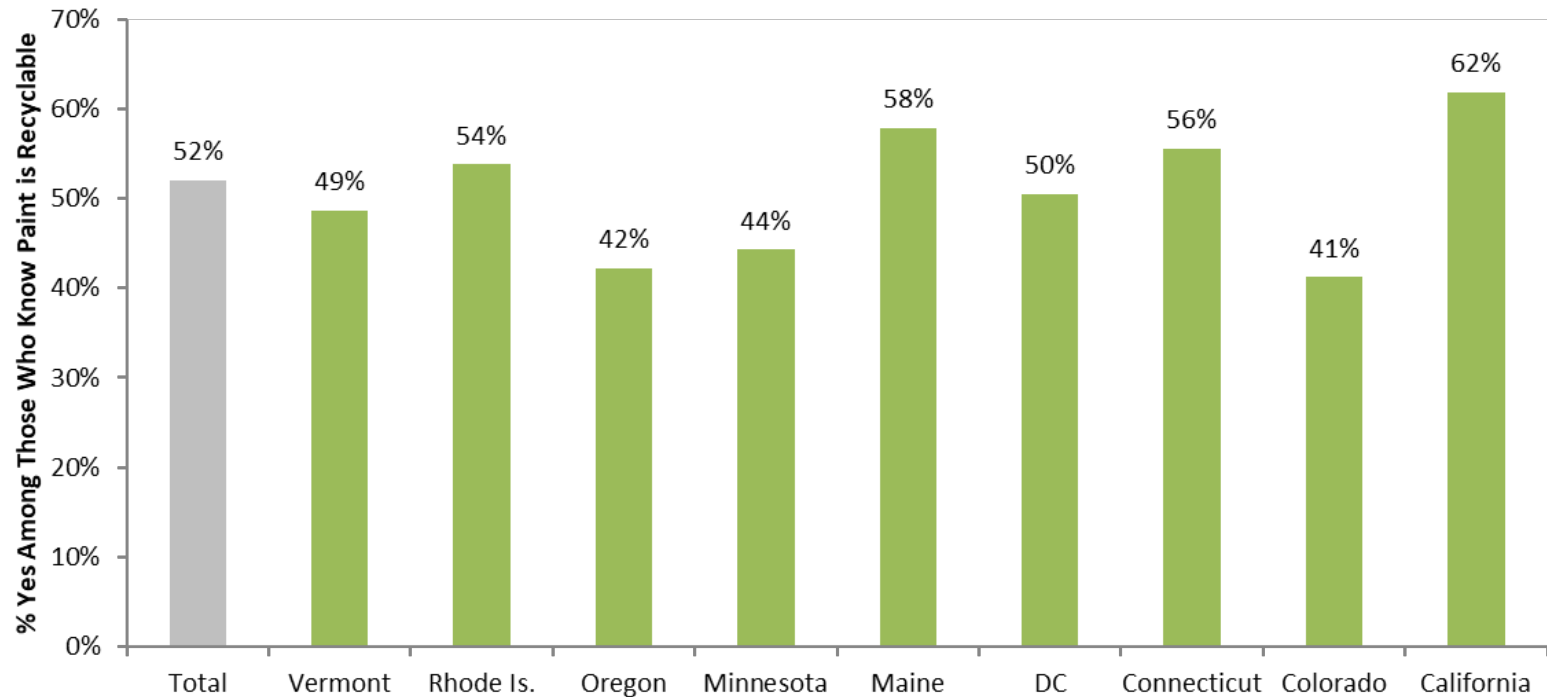


Sample Sizes: Total 2631; Vermont 151; Rhode Island 251; Oregon 254; Minnesota 261; Maine 254; DC 254; Connecticut 268; Colorado 277; California 661

Awareness of Fee Among Those Who Knew About Recycling

- ❖ Those who are aware that paint can be recycled are not necessarily aware of the nuances of how it works. About half of these respondents knew that there was a recycling fee added to paint purchases.
- ❖ California, Maine and Connecticut showed the highest levels of awareness; Oregon and Colorado, the lowest.

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

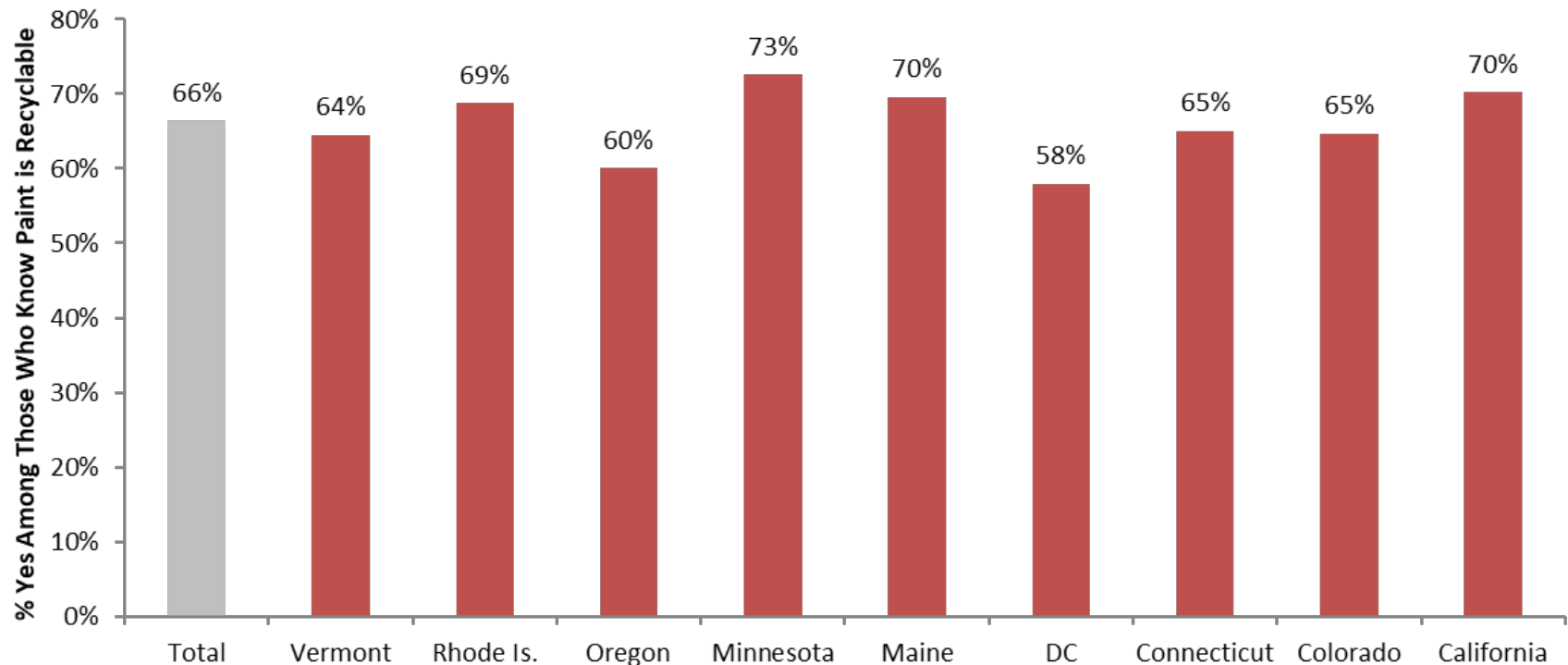


Sample Sizes: Total 1124; Vermont 76; Rhode Island 80; Oregon 135; Minnesota 113; Maine 102; DC 107; Connecticut 117; Colorado 119; California 275

Awareness of Places for Recycling

- ❖ Two thirds of all respondents who knew that paint could be recycled also knew where to take it.
- ❖ Minnesota, Maine, and California respondents were the most aware of recycling locations; D.C. and Oregon respondents, the least aware.

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

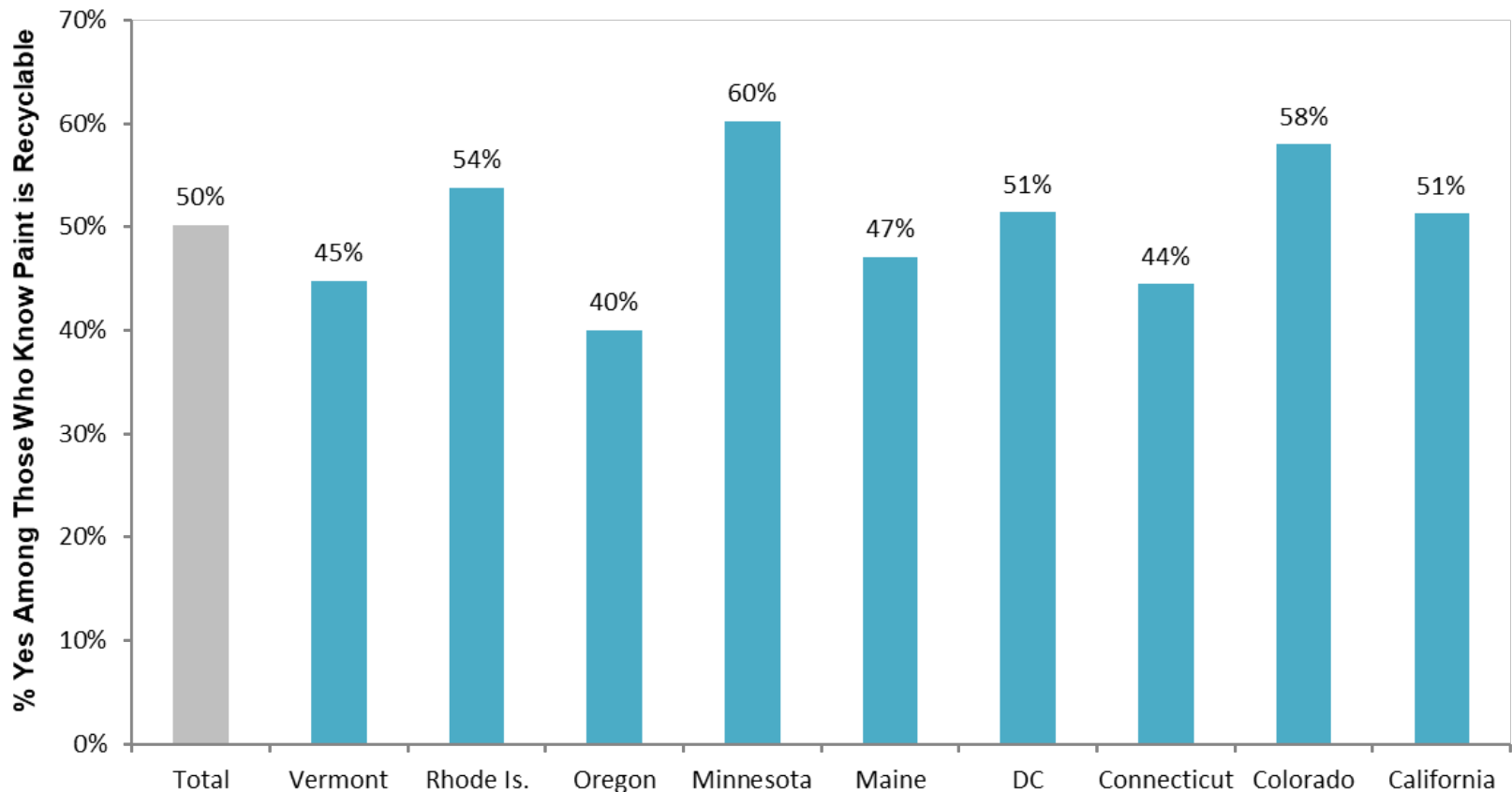


Sample Sizes: Total 1124; Vermont 76; Rhode Island 80; Oregon 135; Minnesota 113; Maine 102; DC 107; Connecticut 117; Colorado 119; California 275

Past Recycling Behaviors

- ❖ Half of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ Minnesota and Colorado respondents have recycled at the highest rates; Oregon, the lowest.

Have you ever taken paint somewhere to be recycled?

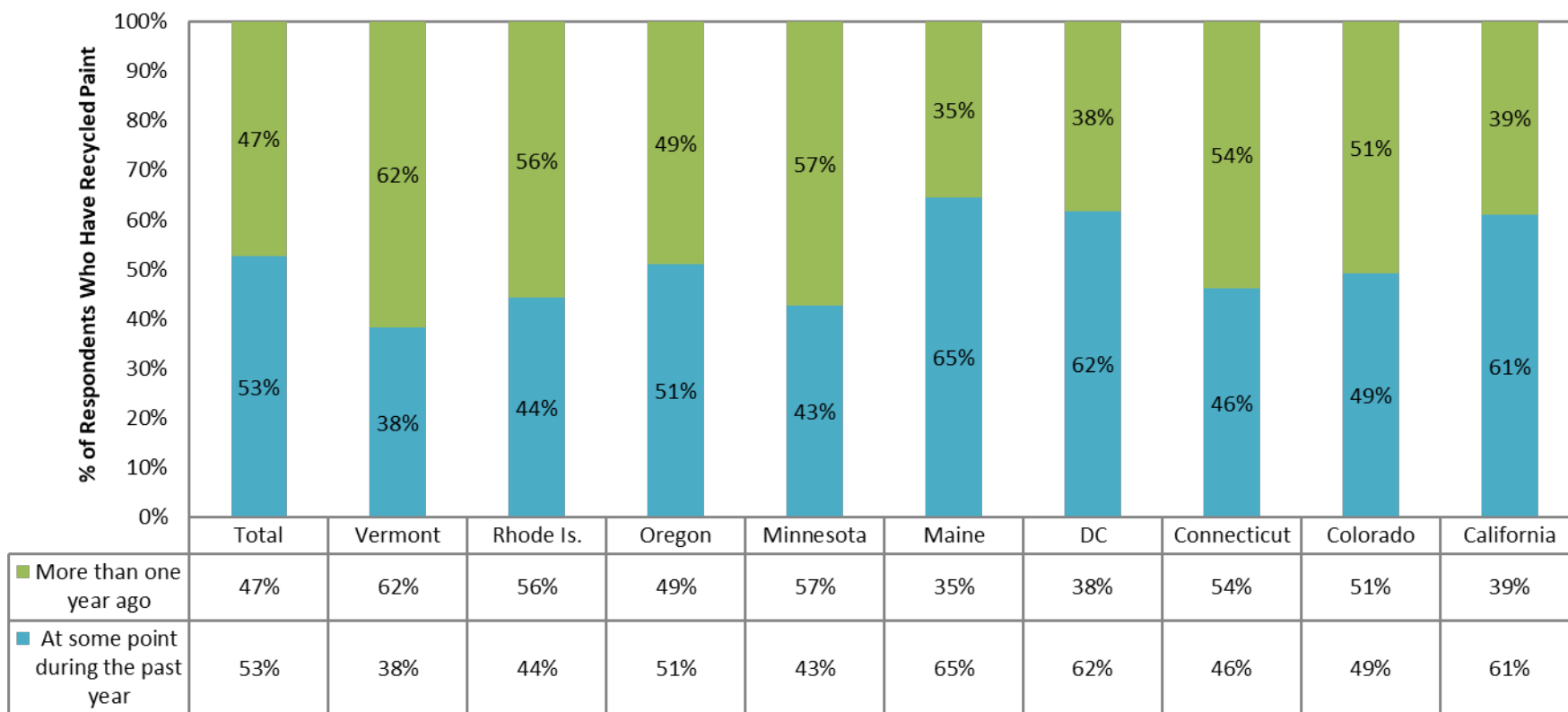


Sample Sizes: Total 1124; Vermont 76; Rhode Island 80; Oregon 135; Minnesota 113; Maine 102; DC 107; Connecticut 117; Colorado 119; California 275

Recency of Paint Recycling

- ❖ Slightly more than half of those who said they had recycled paint in the past said they had done so in the last year.
- ❖ Recyclers in Maine, D.C., and California were most active in the last year; Vermont and Minnesota recyclers, the least.

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

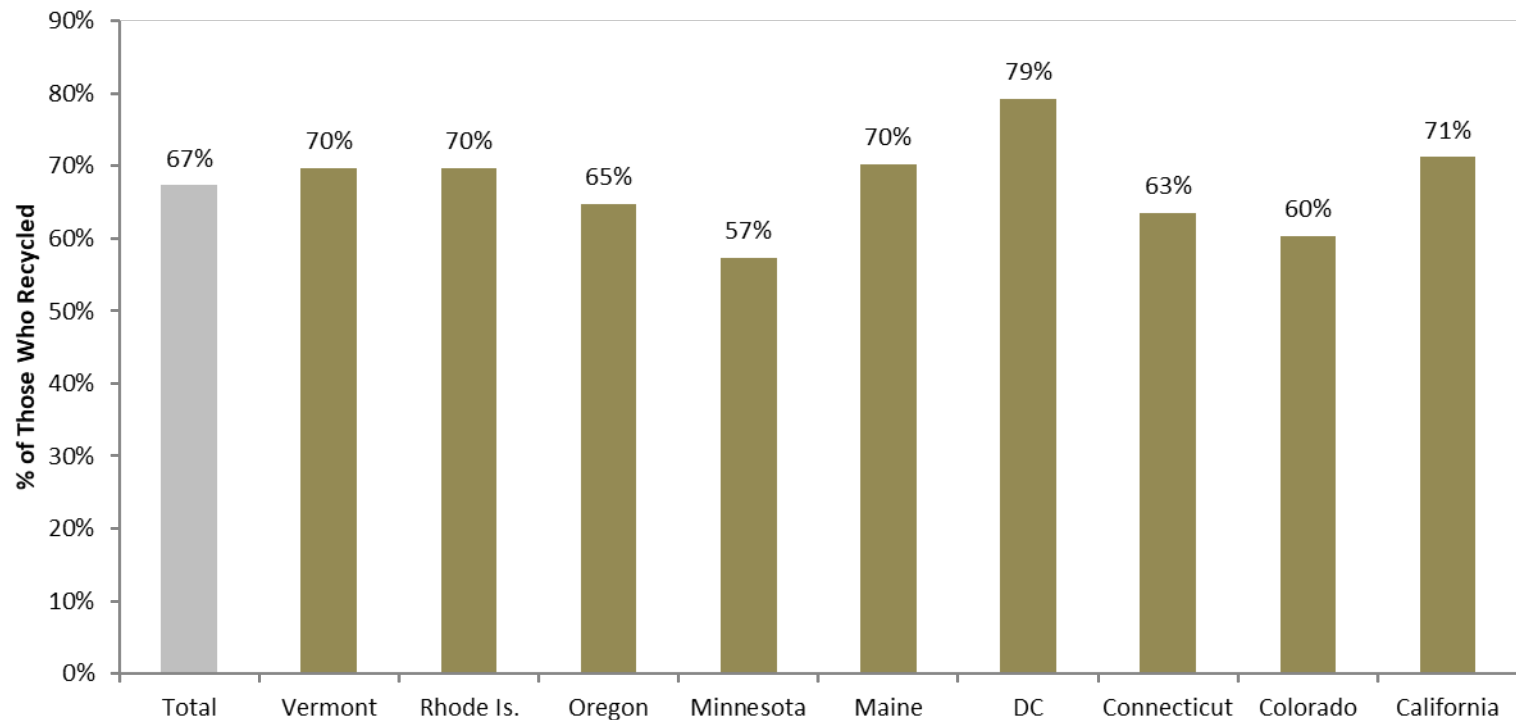


Sample Sizes: Total 563; Vermont 34; Rhode Island 43; Oregon 53; Minnesota 68; Maine 48; DC 55; Connecticut 52; Colorado 69; California 141

Person Who Took Paint for Recycling

- ❖ Two thirds of the time, the person who took the paint to be recycled was the same person who bought the paint.
- ❖ Results varied by state—D.C. was the highest in this regard; Minnesota, the lowest.

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

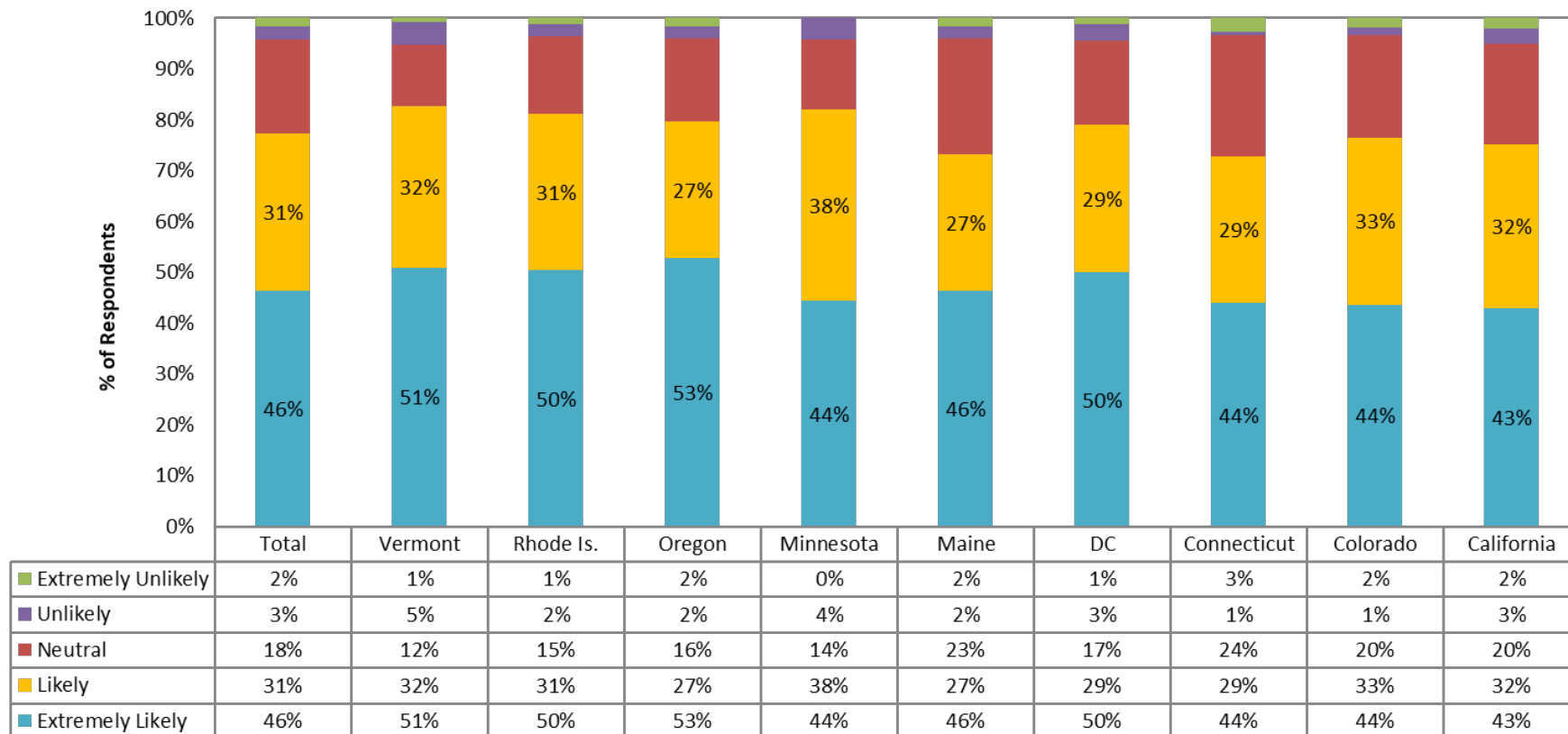


Sample Sizes: Total 563; Vermont 34; Rhode Island 43; Oregon 53; Minnesota 68; Maine 48; DC 55; Connecticut 52; Colorado 69; California 141

Opportunity for Future Paint Recycling

- ❖ 77% of all respondents said they were “extremely likely” or “likely” to recycle the next time they had paint to dispose. Results were fairly consistent across states/the district.

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



Sample Sizes: Total 2628; Vermont 151; Rhode Island 250; Oregon 252; Minnesota 261; Maine 254; DC 254; Connecticut 268; Colorado 277; California 661

Open-Ended Commentary: Recycling Motivations

- ❖ The most common motivations to recycle paint are to help the environment, save the planet, reduce landfill waste, reuse resources, and get rid of clutter. Many said “it was the right thing to do.”

Q19 What would be your personal motivation for recycling your leftover paint in the future?

trash n house t want less waste save earth money bring easier good idea
recycle paint save money less better way sure possible future hazardous way
avoid None take Save planet harm environment will try recycle don t
care environment safer go waste earth green things water clean Yes
rid Safety Environmental Environmental concerns know store
right thing Keep landfill use place good disposed properly
Better environment longer recycle
way dispose environment recycle everything paint
something help environment try waste s better
help reduce waste reuse anything want someone keep free
protect environment environmentally friendly planet enviroment
go Environmental reasons need s dispose motivation make harm
Save environment hazardous waste landfill dispose paint much able
throwing away end leave dont save dont want someone use pollution put think
make sure world great pollute

N=1,955

Sample Comments – Likely to Recycle

What would be your personal motivation for recycling your leftover paint in the future?	
Because i never liked taking it to a hazardous waste center but recycling it means it could be used again and that I think is a great idea	I am all for a greener future and anything that can be recycled should be.
1. keep environment safe 2. glad that paint can be recycled and re-used	I do not like throwing things away if there is a way to recycle, reuse or compost it that is what I try to do. We humans waste so much and the planet is so crowded now. We do not need or have room for more landfills. I am trying to lessen my negative impact on the planet. I am trying to do my best to help the planet heal. If paint can be recycled that is one less contaminate that will end up hurting the water we all need to survive, animal and human.
a refund or rebate	I do not want to let things go to waste so I try to use it all. If I could no longer find a use for the leftover paint I have, I would recycle it because I do not want to cause pollution by disposing of it carelessly.
an easy way to do it local drop off or certain times throughout the year curb side pick up	I don't want to contribute to damage the environment
Anything that can be recycled should be	I don't like paint to be poured down sinks or drains.
As long as it doesn't cost would be better way than slot of options mentioned	I don't like the idea of being thrown away if it can be reused in the future
Avoid creating more waste.	I have been actively recycling for well over 20 years and will continue to do so
avoid having hazardous materials in my home	I prefer disposing of things in the best manner
Avoid pollution and waste.	I support recycling in general, I try to do my part. But I don't know if there is anywhere to recycle paint in my area. I will check though.
bc its illegal to pour it down the drain	I wouldn't want to keep paint in my house. I certainly don't want to dump it in the sewer. It's just a lot easier to take it to the transfer station recycle center.
Because i dont want to put toxic stuff into the landfills	If I can't get a use out of it then why not let someone else get use out of it.
Because know it has hazardous chemicals in it and needs to be taken to professionals to be disposed properly.	If it is free to do
Better environment and no mess in my house	It can be used and not wasted. There's too much waste in the world already
Better for the environment	It would save resources. it would prevent harmful substances from entering the environment. Someone might be able to reuse my paint
Better for the planet, if it is easy to dispose of	It's the right thing to do
Cash back	Lower my carbon footprint.
Clean planet	Money
Cleaning up the house	Protecting my drains!
Clutter	Save our planet
Contaminating the environment	Save the Earth one small act at a time.
Didn't know about the process, I usually store it inside, must make sure it doesn't freeze and then I use it on other products	So the kids don't get into it
Do not want to waste the product since it came from resources. Do not know where trashed paint ends up so better for environ. if can be used again	To avoid any toxic pollution
doing the right thing	To get it out of house and reduce clutter.
Doing what is best for the environment and not wasting things	To help better the climate!
Dont wanna contribute to pollution.	To keep chemicals away from nature
Dont want it in water	it's a hazardous material..here in Maine in my city we have certain weekends where we can bring old hazardous materials to dump to be properly disposed in the safest manner
Environmentally better option for disposal	It can be used again
Future of humanity	It's the right thing to do. I usually use a water base paint but if I used something else I feel it needs to be disposed of properly. Pouring down the drain or out on the ground is inappropriate and could cause damages to where ever you put it
Get it out of my garage	I always recycle paint. I go to our transfer station weekly for trash and recycling and bring paint when I need to get rid of it.
Getting rid of it safely.	It sure beats leaving it in the garage for ten years. Better that it go somewhere it can be used.
Green	It's bad to pour it down the drain. My trash can has a sticker on it that says don't throw in the trash. I read how to get rid of it from a hazardous disposal website.

Sample Comments – Likely to Recycle, continued

<i>What would be your personal motivation for recycling your leftover paint in the future?</i>	
Hazardous materials	It's Hazwaste
Health concern	I consider myself somewhat a "green" person and like to do things like recycling to help the environment. I recycle cans, glass, paper and cardboard. I have also brought paint to be recycled to Sherwin Williams, a paint recycling collection point here. I brought paint from my friends and neighbors too, in order to avoid it getting in the waste stream.
help the environment. The paint store took our old paint and they said it was to be recycled	Now that I know it can be recycled I will recycle
no motivation needed	It's better for the planet and for the animals
You just can't dump it anywhere. It's bad for the enviroment	It's less wasteful and it can be put to good use for someone else.
Receiving money	Save our planet!
its the right thing to do. recycle	Keeping it out of the landfill/groundwater
The cans and the paint gets recycled efficiently and we don't have to have them in our landfills.	THAT IT CAN BE PUT TO GOOD USE
Sustainability	I don't want chemicals in the environment via the dump/garbage
To help not contaminate my earth so others can live here longer with a clean environment	so it can be reused instead of wasted
We recycle everything we can. Before I just stored it with us and used it for touch up or other projects. My kids enjoy recycling as well so I would take them along to recycle the left over paint	To help the environment, and I always recycle everything.
If I can use the remaining paint next year, of course I would love to. In the future, when I go to paint, I will be less expensive.	this survey
Better for the environment	I want to do what I can to help the earth.
To recycle and save less processing of chemicals and other additives in paint.	I don't like to pollute
TO GET RID OF THE PAINT	Ensure that it does not go down drains.
i would rather recycle the paint, then for it to go somewhere where it should not go and contaminate the earth.	so I dont pollute the environment and they can reuse the paint
not letting the paint getting to the wrong place and adding to pollution or destruction	Get it out of the house safely
give to habitat for humanity	that someone else may benefit from my left over paint
I don't have any place to put it and it's free to recycle.	Out of basement
I care about our environment	Maybe cheaper costs
Keeping my child happy as I try and save the planet	Better than putting in the trash, more sustainable
probably better for the environment. Also - if it could be used by someone else - even better.	Environmental reasons.
It is a small step I can take to leave my small corner of the world a healthier place.	So someone else who needs paint can use it too.
To be greener	help the earth
Possibly helping someone else out, doing the right thing.	So I don't pollute
to make sure it gets handled correctly	Doing the right thing
Keep chemicals out of the water	so it gets put to a good use and/or disposed of properly.
to better protect the environment, which is in DESPARATE need of our help!	it is something that people should try to do
I am a wastewater engineer, and I know firsthand the problems that arise from people dispose of paint improperly down the drain. Similarly paint should not be incinerated without the proper controls	Preserve the environment, ecological reasons
I now how knowledge that recycling is an option.	I would rather recycle anything rather than throw it away.
Right thing to do	My childrens future

Sample Comments – Unlikely to Recycle*

Why are you unlikely to recycle leftover paint in the future?

Because I don't have a recycling bin	I tend to use it in other projects.
Because I don't get paid for it. I paid for the paint, recycle companies get paid,	I think it's a stupid idea.
Because I don't know where to take it and when you asked the place where you bought it from they have no idea either	I think the recycling places are too far from me.
Because i don't really be worried about it	i try to use up my paint.
Because I'd give it to someone I know who could use it	I typically do not see the benefits of recycling this type of item. I feel that although it provides unskilled jobs for people, recycling likely uses just as many or more resources and money than its saving
Because when I contacted the groups in my area I was told there was a \$25 per container fee for recycling it! I will pour it down the drain first before paying to have it recycled!	I would rather just dry it out and dump it
Cause I use it all	I wouldn't even know where to take it
do not do it	I'd leave it in the house when I move.
Don't know where to take it	If it cost too much money to recycle.
don't care about recycling	ill give it to family instead
don't have paint	It is easier to dry it out
Dont have time	It is not in a condition to recycle.
Don't know where	It's a hassle
don't know where to recycle it	It's a pain. I would rather save it and use it as I need to touch up
Don't know where to take it	just am not sure if i would do it or not
Dump in storm drain	Just because I want to reuse it
Environmentalism is a f-ing cult that I WILL NOT PARTAKE IN.	Keep for the next time I need to touch up.
For I don't paint very often	Keep in base ment
Give it away	keep paint to use for touch ups
I will not buy a lot of paint.	Lines are too long, without a special local event it is too far to drive and wait in line
I always get what I need, it isn't that difficult.	No need I won't be buying any
I am unlikely to recycle leftover paint in the future because I use all of it in a short period of time.	No place in the area

Sample Comments – Unlikely to Recycle, continued

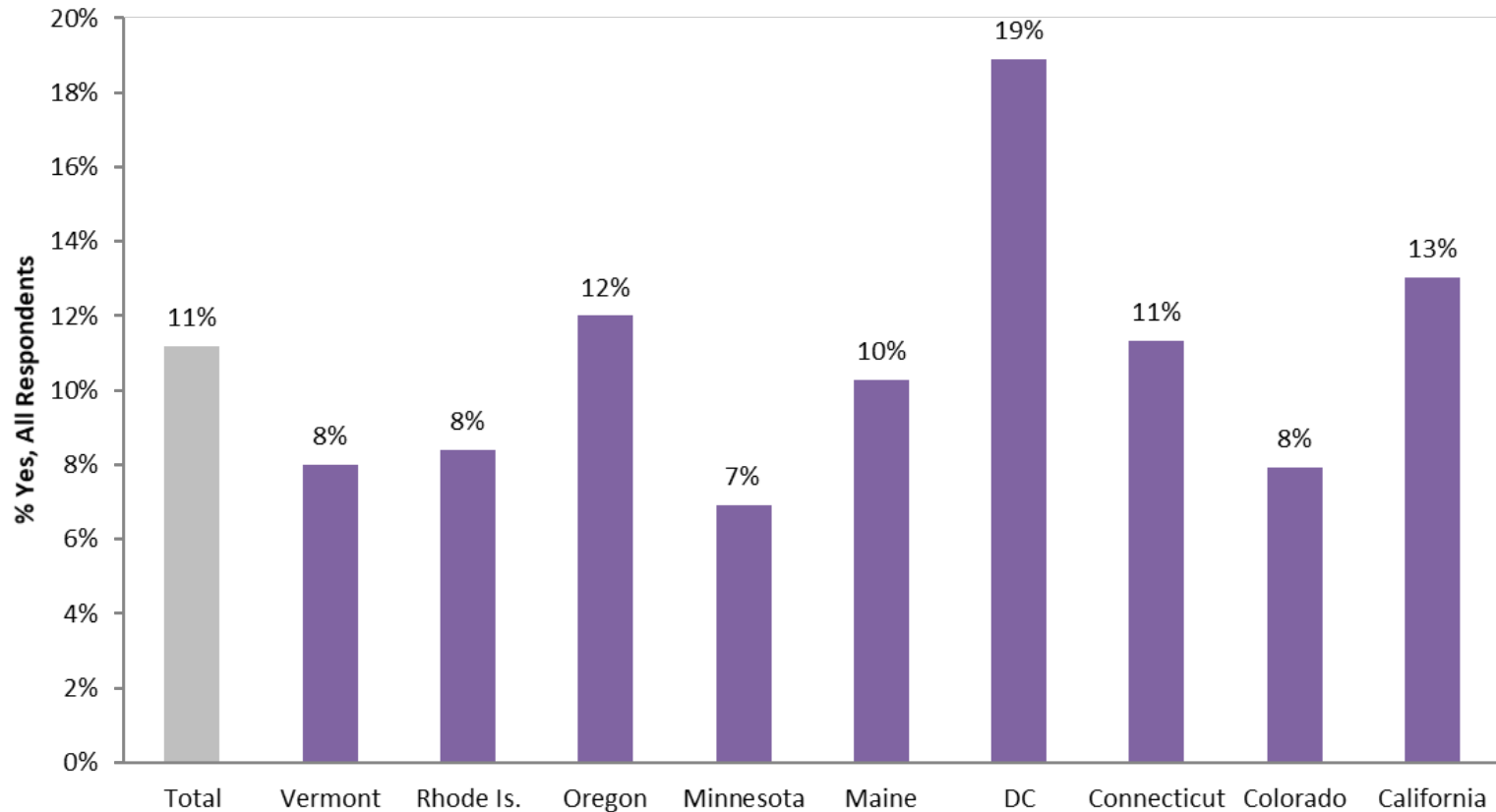
<i>Why are you unlikely to recycle leftover paint in the future?</i>	
I can always use it in the future or give it to someone that can use it	no time
I do not have the time nor the inclination to drive to a recycling plant miles from my home for zero perks.	No use
I don't buy paint	Not going to paint. Will hire out.
I don't have leftover paint	Not interested
I don't know I don't recycle	Not sure what I need to do.
I don't know how	put in the paint
I don't know where to recycle it; I just learned that it can be done. Are you going to let me know where to recycle?	Save it & use it when needed
I don't know where to take it other than the hazardous waste facility	sounds like a hassle
I don't see myself using paint in the future. I live in an apartment and we're not allowed to paint it	To better the environment
I don't use paint as I live in an Apt. & landlord takes care of any painting that needs to be done.	To lazy
I have a store recycle non recycle waste unwanted paint no to waste or recycle if able to recycle by the year 1999 painter tile auto fuel or revenue service waste at all unless I intend to pay 300 000 per ounce to the nearest recycling plant with unwanted body parts or remains in it for auto recycled paint and ornistar or auto richalnd star value lane or inland value city inn paint jobs in rich auto body maaco art paint of constable ray edomons race car drier niece or nephew took once and fell thru the wall and had brain damage and gear shift auto scare disease and needs recycling agreement to pay for treatment and a only had the right thing by richalnd auto mars disco art for any thing to be repaired as on g for girl or young child up to 2 milio thank god did not recycle paint	To paint something else
I have never heard of this and don't know where to do this	too difficult
I just don't know	Too much of a hassle to take to a recycling place. And heavy to carry
I keep a little left over paint everything I paint in the house in case I need to touch it up for many reasons	Too much trouble & time.
I keep leftover paint until I use it or it's no good.	Too much trouble.
I keep leftovers for touch-ups	Took it to a paint store to dispose of. They refused it
I like to save it to use it for touchups or other paint jobs in the future.	unsure how to do it
I live in a apartment	Use it
I never paint things myself. I always pay for it.	Usually it isn't good
I plan to use what I buy.	Where can I recycle it! Too heavy to transport paint cans

ADVERTISING/MARKETING CONSIDERATIONS

PaintCare Awareness

- ❖ 11% of respondents said they had heard of PaintCare before.
- ❖ Results differed by state/the district. D.C., California and Oregon residents appear to be most aware; Minnesota residents, least aware.
- ❖ Note, margins of error deem most differences statistically insignificant.

Have you ever heard of PaintCare before?

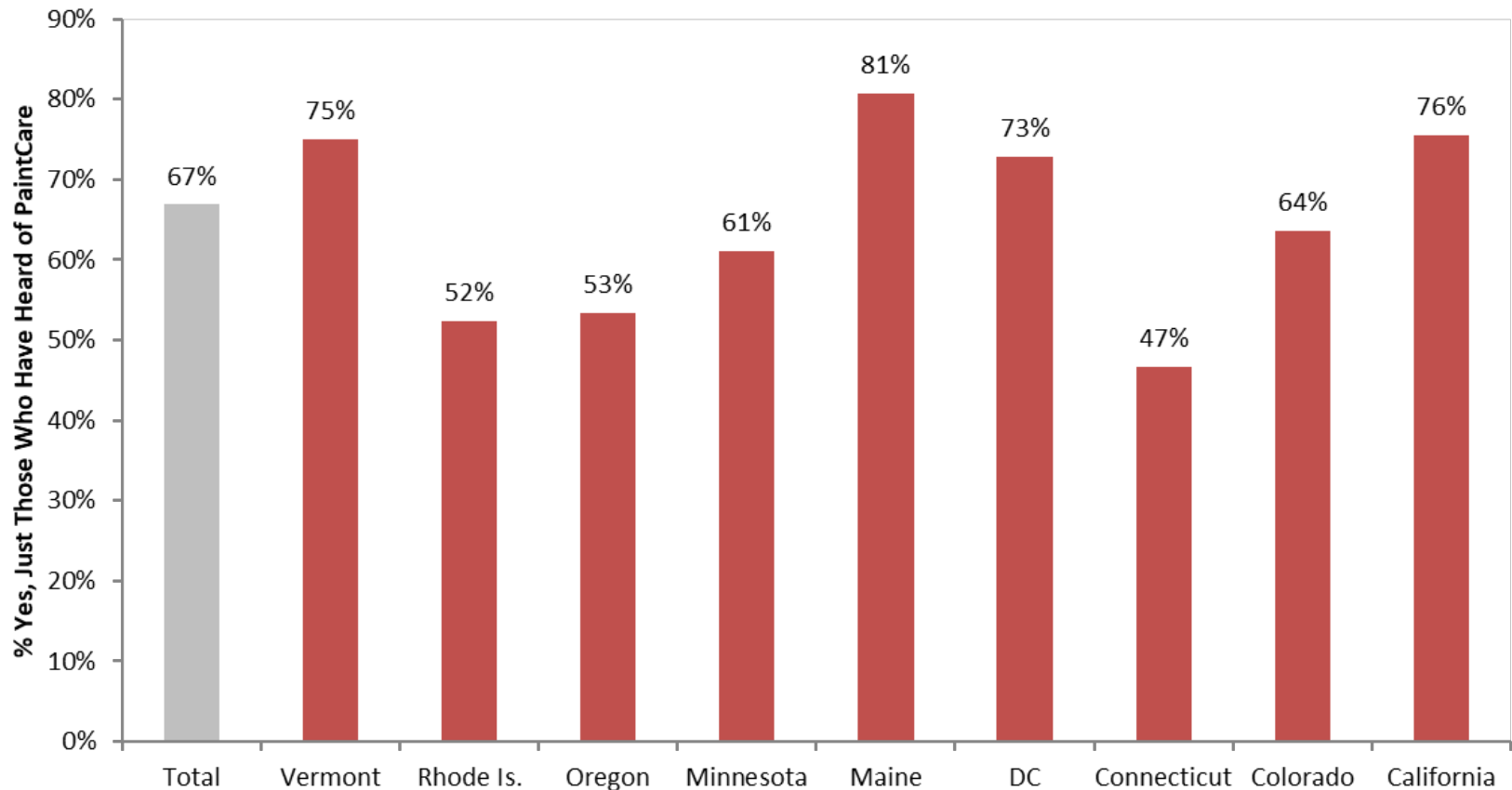


Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660

Ad Recall Among Those Who Knew of PaintCare

- ❖ 67% of those who had heard of PaintCare before said they had seen an ad in the last several months.
- ❖ However, this varied greatly by state...

Do you recall seeing an advertisement for PaintCare in the last several months?

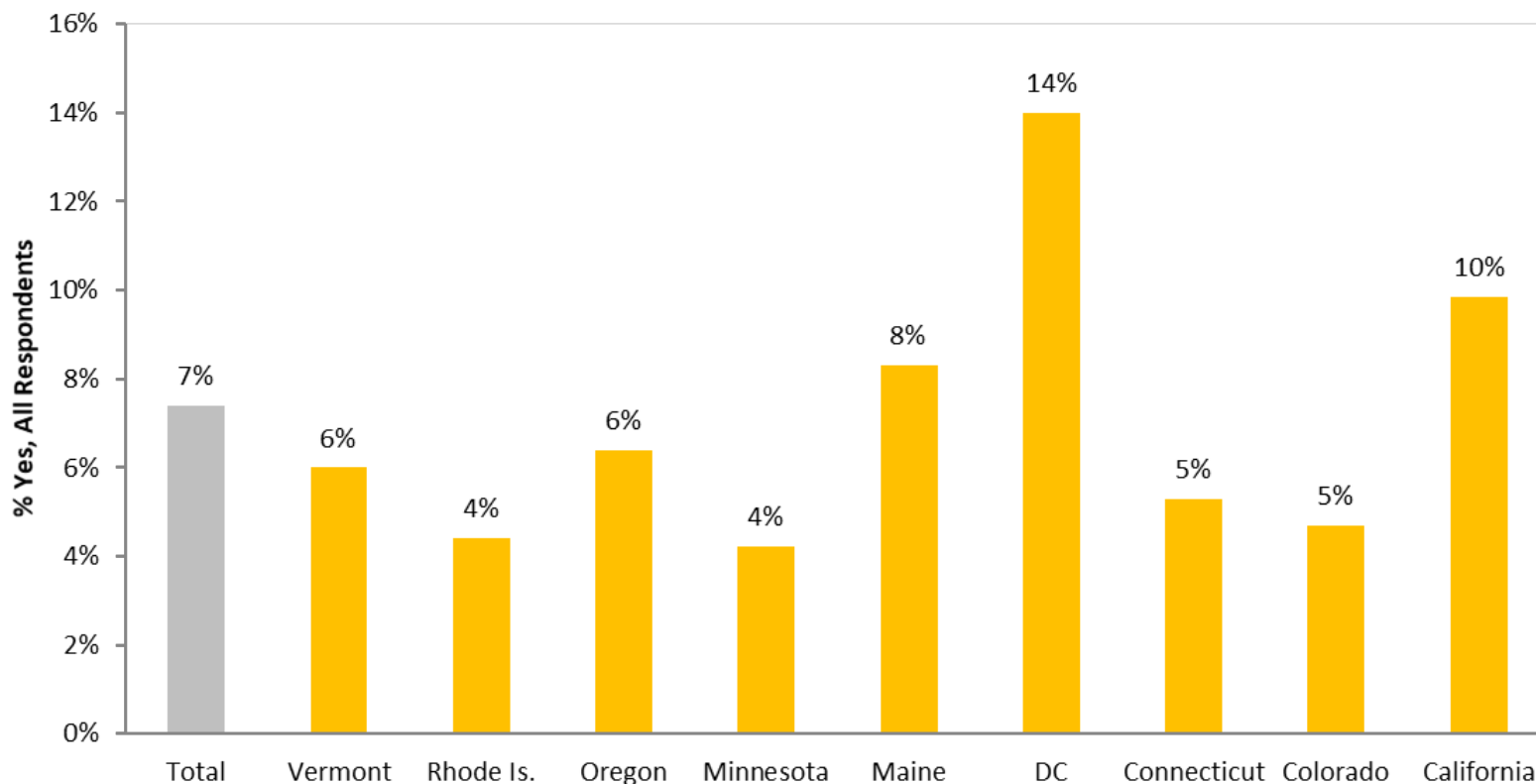


Sample Sizes: Total 293; Vermont 12; Rhode Island 21; Oregon 30; Minnesota 18; Maine 26; DC 48; Connecticut 30; Colorado 22; California 86

Adjusted Ad Recall for Entire Population

- ❖ By multiplying the percentage who were familiar with PaintCare by the percentage who recalled an ad, we can evaluate what percentage of the population recalled an ad.
- ❖ Washington D.C. and California had the highest overall ad recall rates; Rhode Island and Minnesota the lowest.

Adjusted Ad Recall (as a percentage of all surveyed)

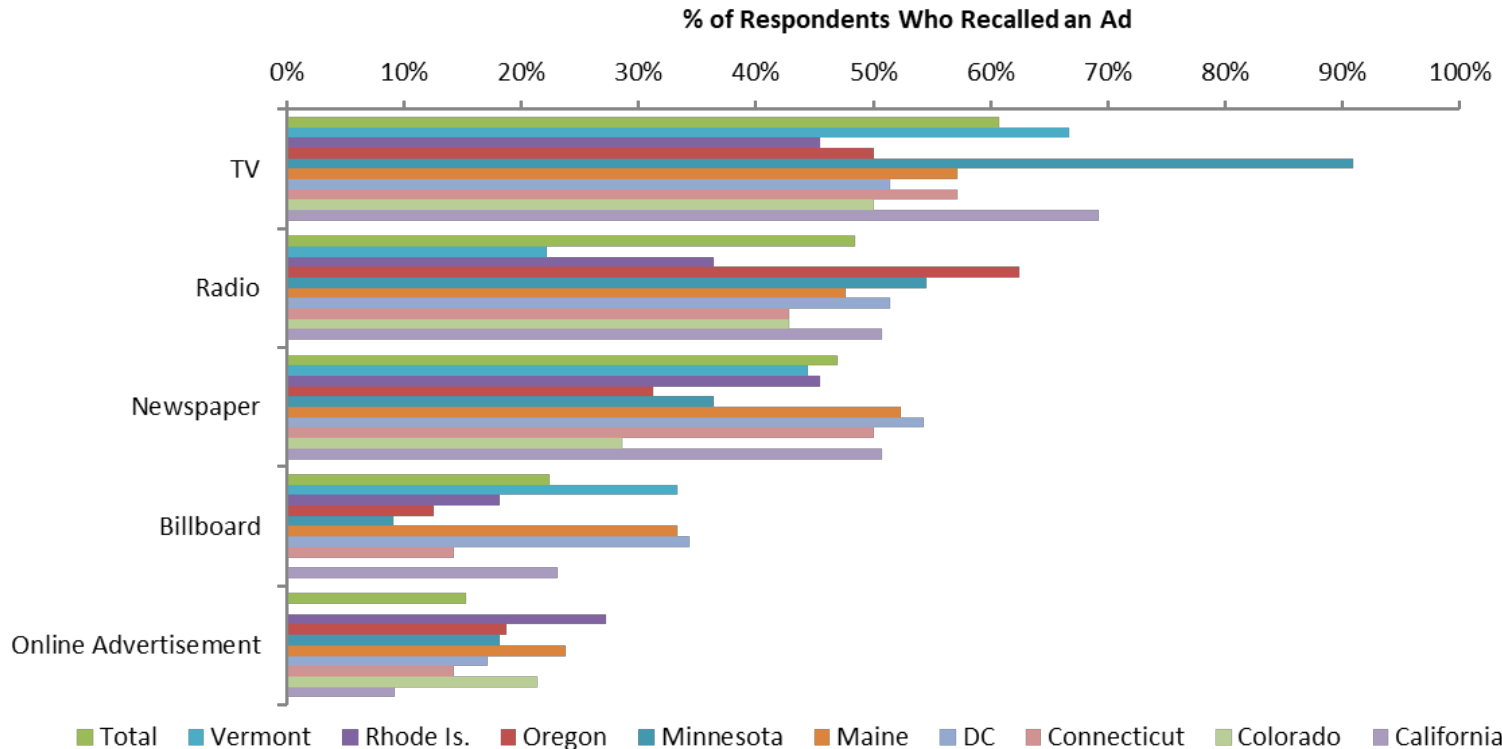


Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660

Ad Recall Types

- ❖ TV was most frequently cited in most states. Newspaper was most common in D.C.; radio, in Oregon.
- ❖ Note: sample sizes are small by state/the district; as such, results should be considered directionally.

What type(s) of ad(s) do you recall?

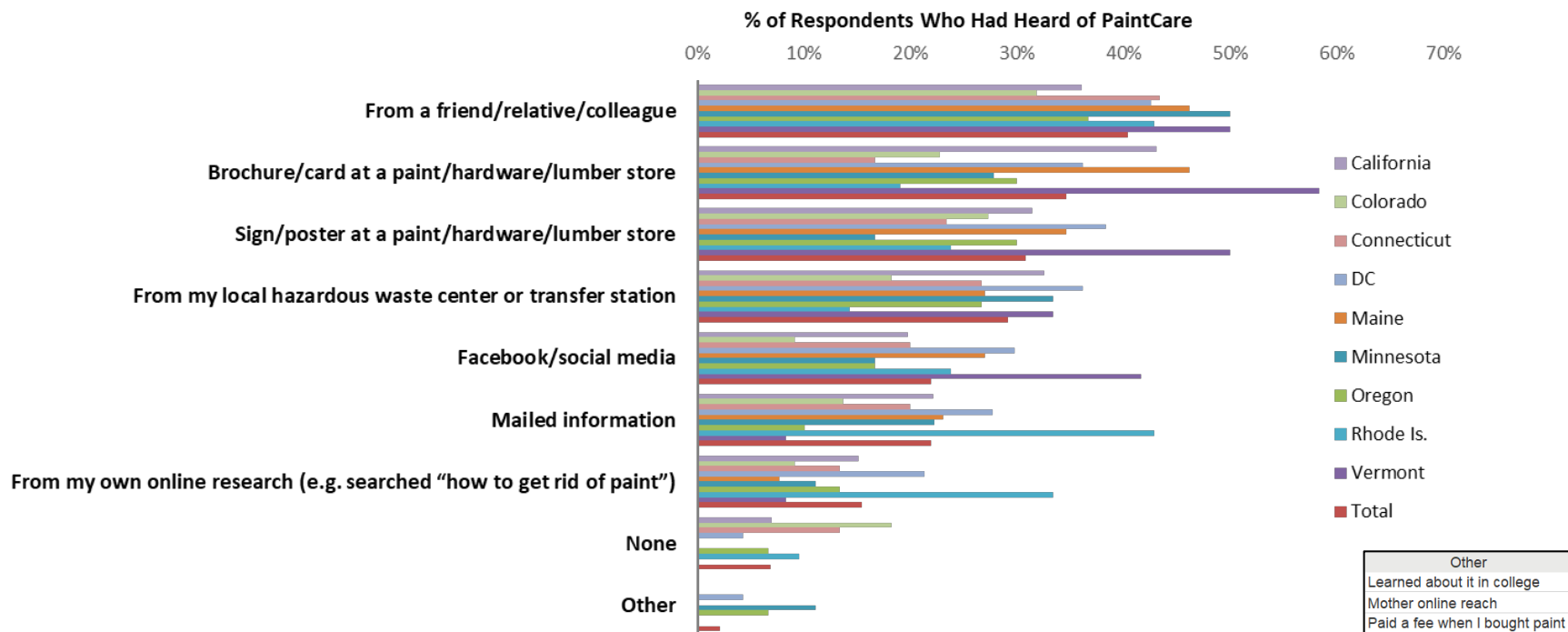


	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
TV	61%	67%	45%	50%	91%	57%	51%	57%	50%	69%
Radio	48%	22%	36%	63%	55%	48%	51%	43%	43%	51%
Newspaper	47%	44%	45%	31%	36%	52%	54%	50%	29%	51%
Billboard	22%	33%	18%	13%	9%	33%	34%	14%	0%	23%
Online Advertisement	15%	0%	27%	19%	18%	24%	17%	14%	21%	9%
Sample Size	196	9	11	16	11	21	35	14	14	65

Recall of Other Marketing Measures

- ❖ It is clear that word-of-mouth is extremely important in spreading the word about paint recycling.
- ❖ The next most successful measures are store-provided brochures/cards/posters and direct mail.
- ❖ Note: sample sizes are small by state/the district; as such, results should be considered directionally.

Do you recall hearing about PaintCare in any of the following other ways?

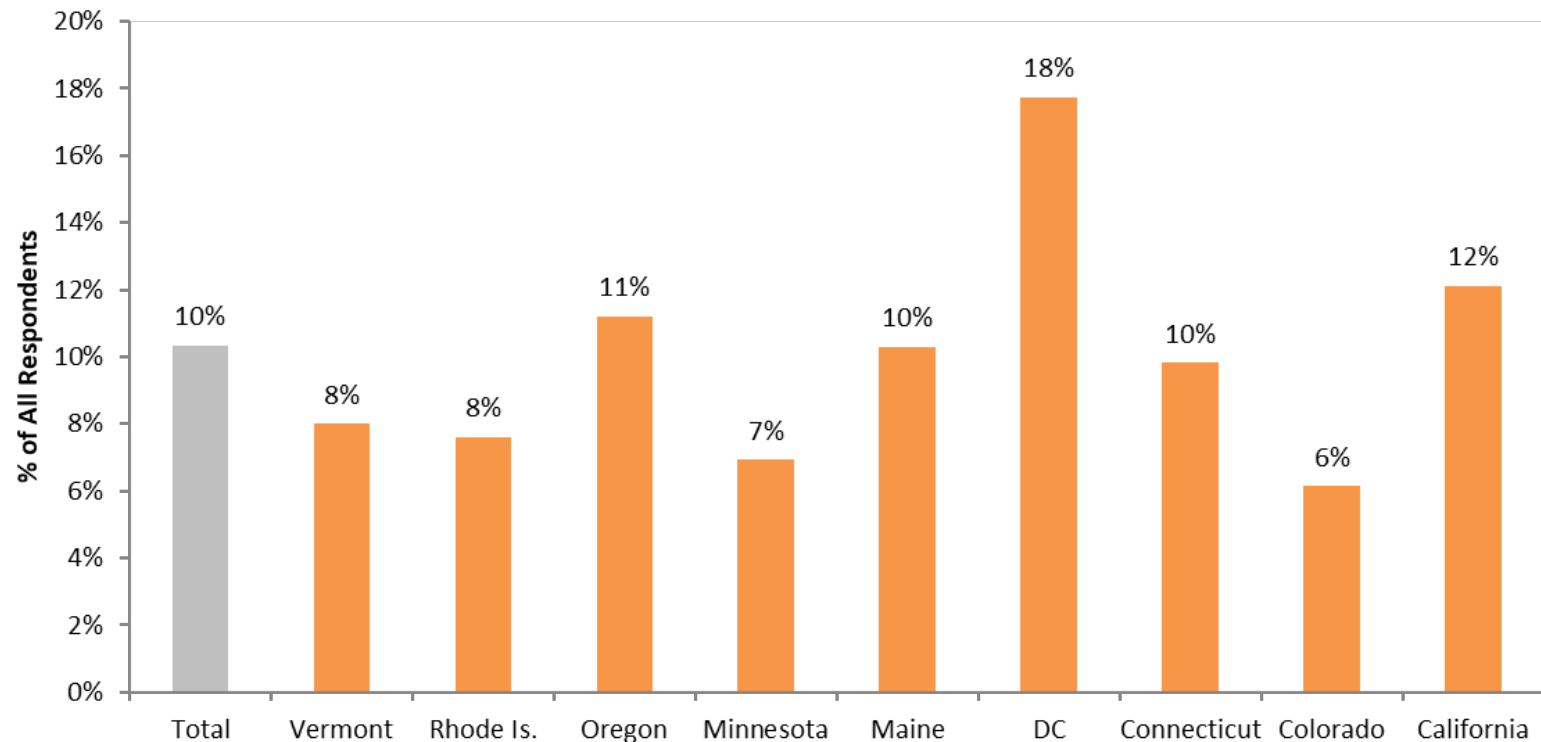


	Total	Vermont	Rhode Is.	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
From a friend/relative/colleague	40%	50%	43%	37%	50%	46%	43%	43%	32%	36%
Brochure/card at a paint/hardware/lumber store	35%	58%	19%	30%	28%	46%	36%	17%	23%	43%
Sign/poster at a paint/hardware/lumber store	31%	50%	24%	30%	17%	35%	38%	23%	27%	31%
From my local hazardous waste center or transfer station	29%	33%	14%	27%	33%	27%	36%	27%	18%	33%
Mailed information	22%	8%	43%	10%	22%	23%	28%	20%	14%	22%
Facebook/social media	22%	42%	24%	17%	17%	27%	30%	20%	9%	20%
From my own online research (e.g. searched "how to get rid of paint")	15%	8%	33%	13%	11%	8%	21%	13%	9%	15%
None	7%	0%	10%	7%	0%	0%	4%	13%	18%	7%
Other	2%	0%	0%	7%	11%	0%	4%	0%	0%	0%
Sample Size	292	12	21	30	18	26	47	30	22	86

Adjusted Marketing Recall for Entire Population

- ❖ Marketing initiative recall rates were highest in D.C. and California; lowest in Colorado and Minnesota.

Adjusted Recall of "Other Ways" (as a percentage of all surveyed)

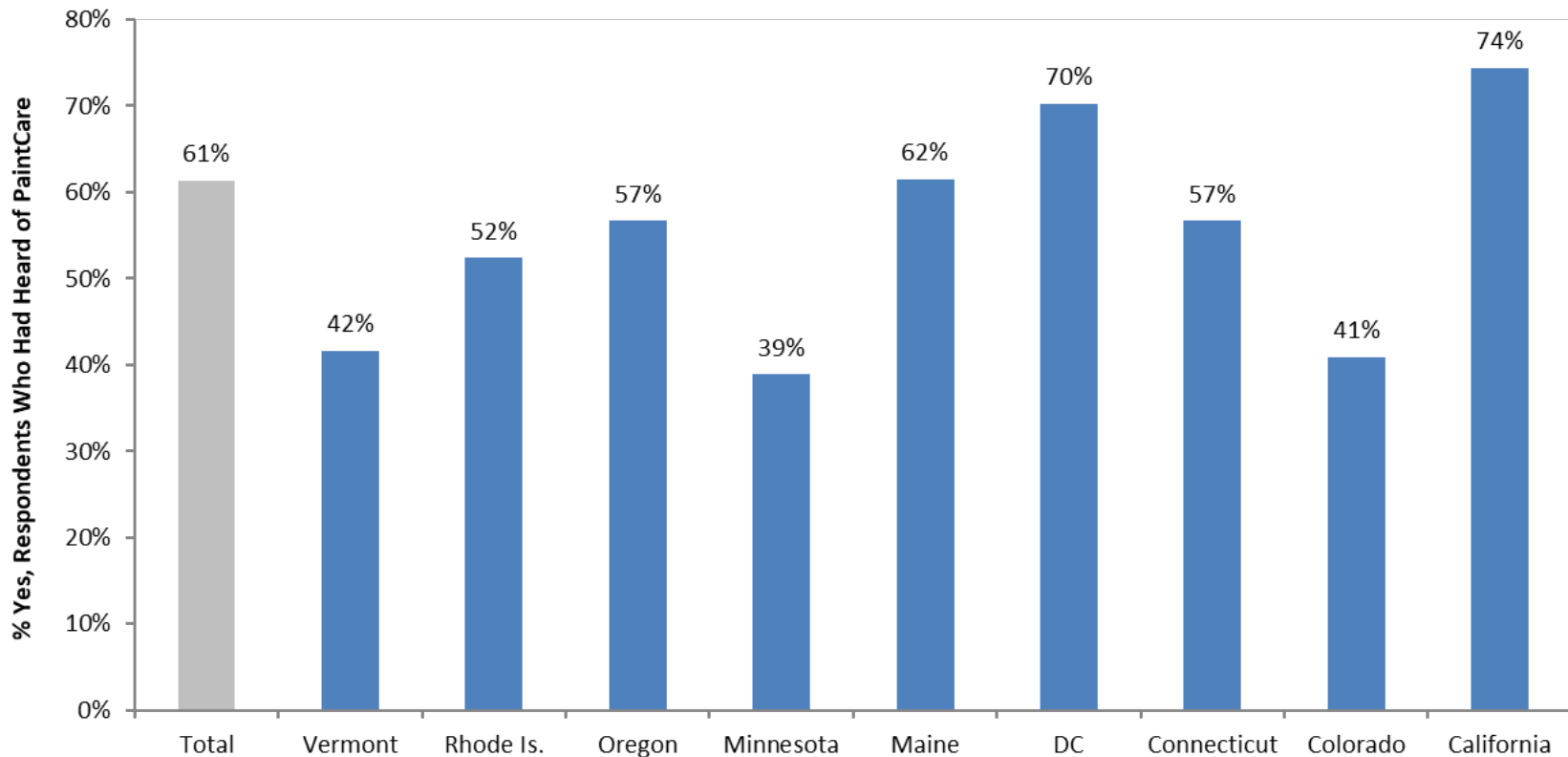


Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660

PaintCare Event Attendance

- ❖ While California, Maine, Oregon, Colorado, and Rhode Island were the only states with recent events, a significant portion of respondents familiar with PaintCare in all states said they had been to an event in the past.
- ❖ The highest attendance rates were in California and D.C.; the lowest, in Minnesota.
- ❖ *Note: sample sizes are low by state/the district and should be considered directionally.

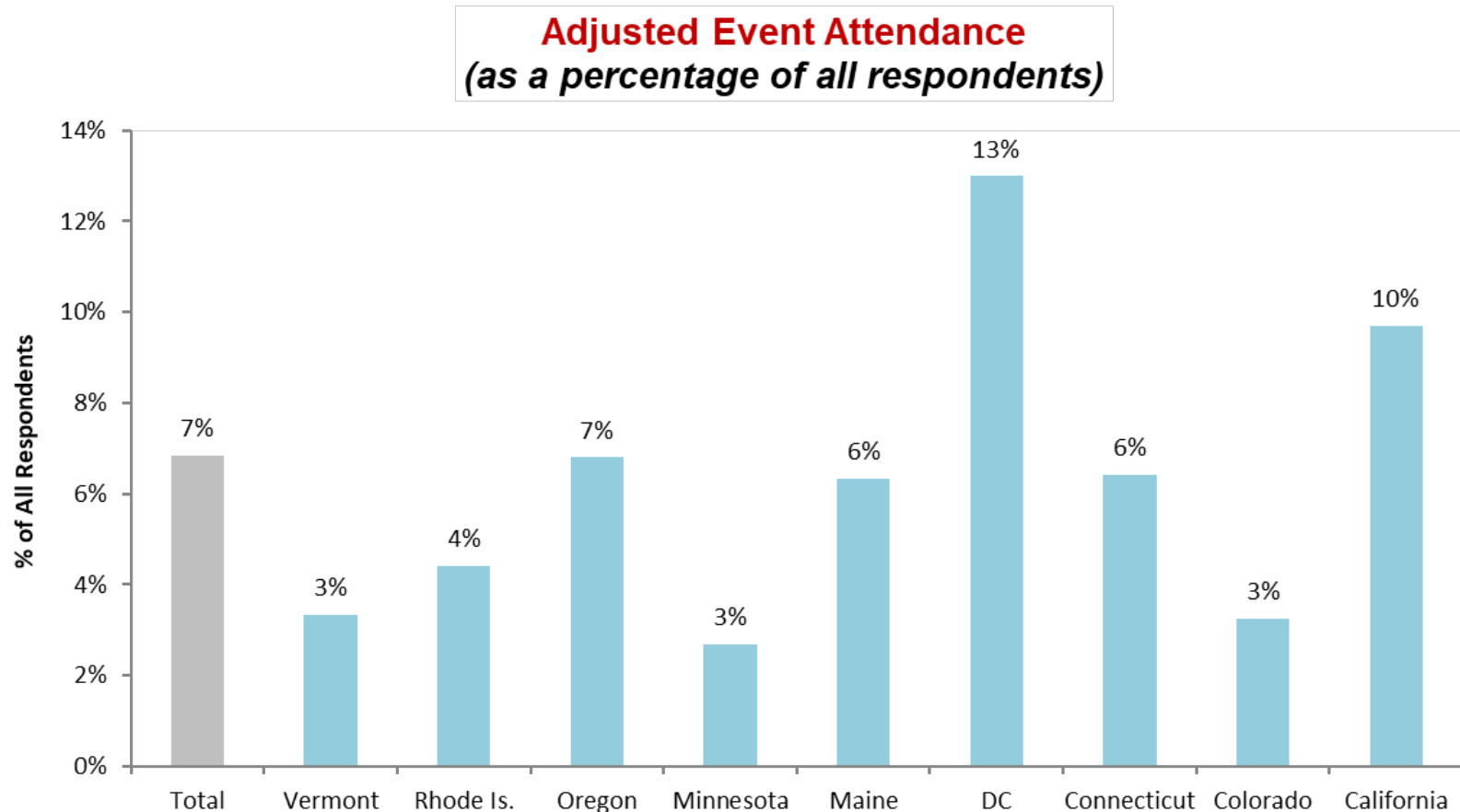
Have you ever attended one of PaintCare's one-day collection events?



Sample Sizes: Total 292; Vermont 12; Rhode Island 21; Oregon 30; Minnesota 18; Maine 26; DC 47; Connecticut 30; Colorado 22; California 86

Adjusted Event Attendance for Entire Population

- ❖ 7% of all respondents said they had been to a collection event.
- ❖ Event attendance was highest in D.C. at 13%; lowest in Colorado, Minnesota and Vermont at 3%.



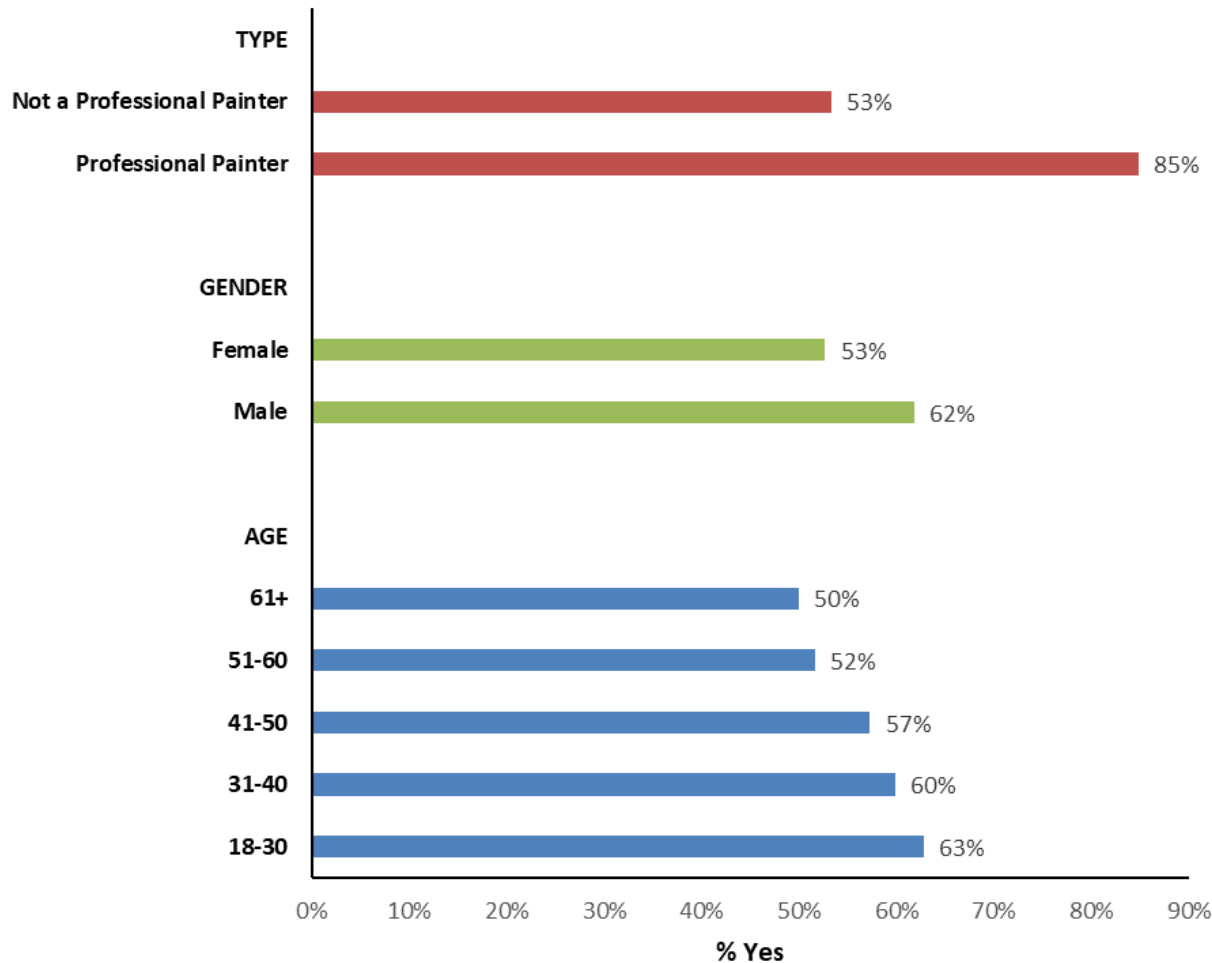
Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660



CROSS- TABULATIONS

Consumer Behavior Cross Tabulations

Have you purchased paint in the last year?

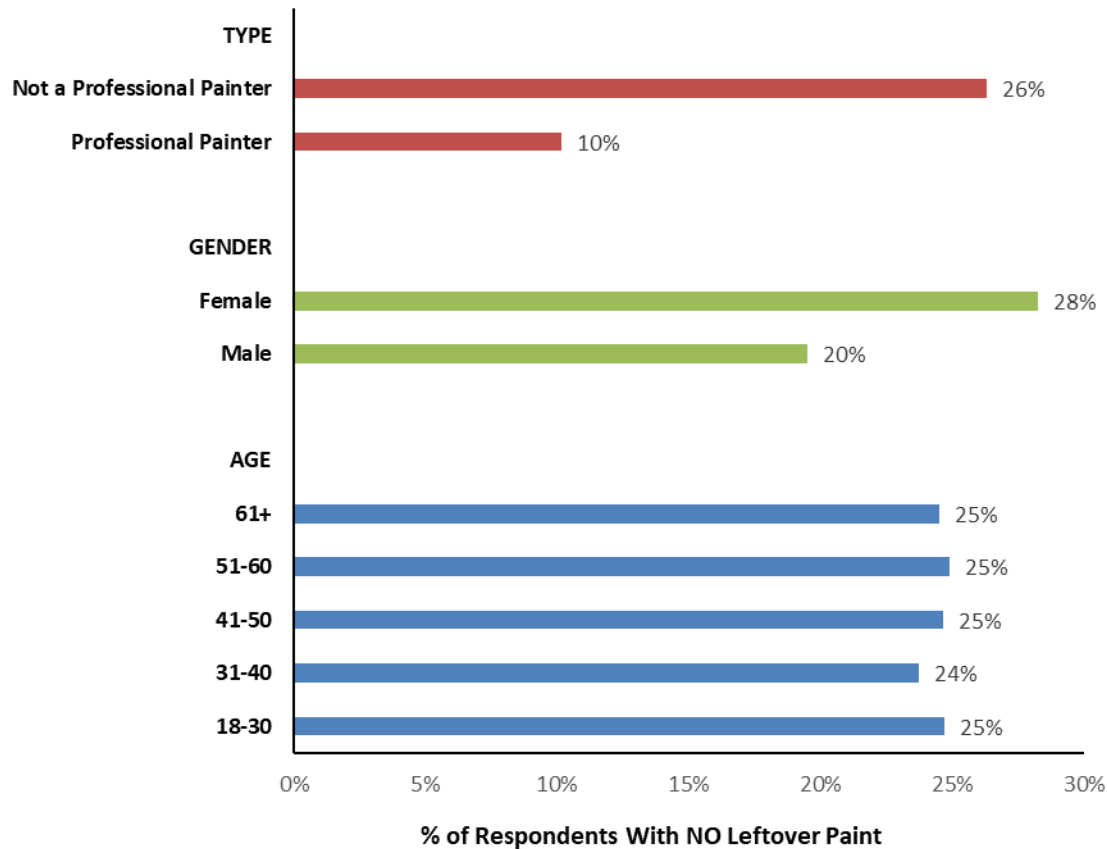


- ❖ As expected, professional painters have more recently purchased paint than non-professionals.
- ❖ Men have purchased slightly more than females in the last year.
- ❖ Incidence of recent paint purchases decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Consumer Behavior Cross Tabulations

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)?

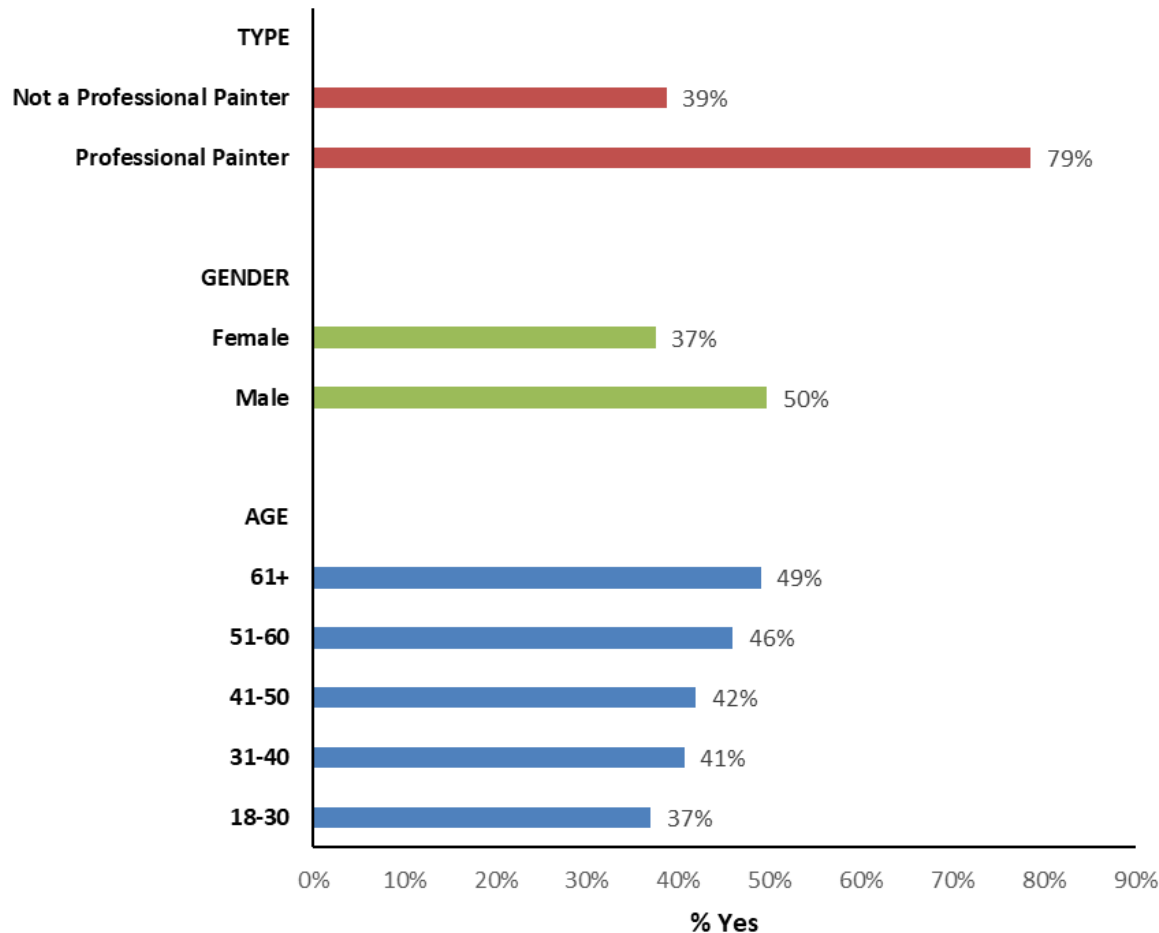


- ❖ As expected, professional painters store more paint than non-professionals.
- ❖ Males store paint more often than women.
- ❖ Age does not play a role in the storage of paint.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Awareness/Engagement Cross Tabulations

Prior to this survey, did you know that paint can be recycled?

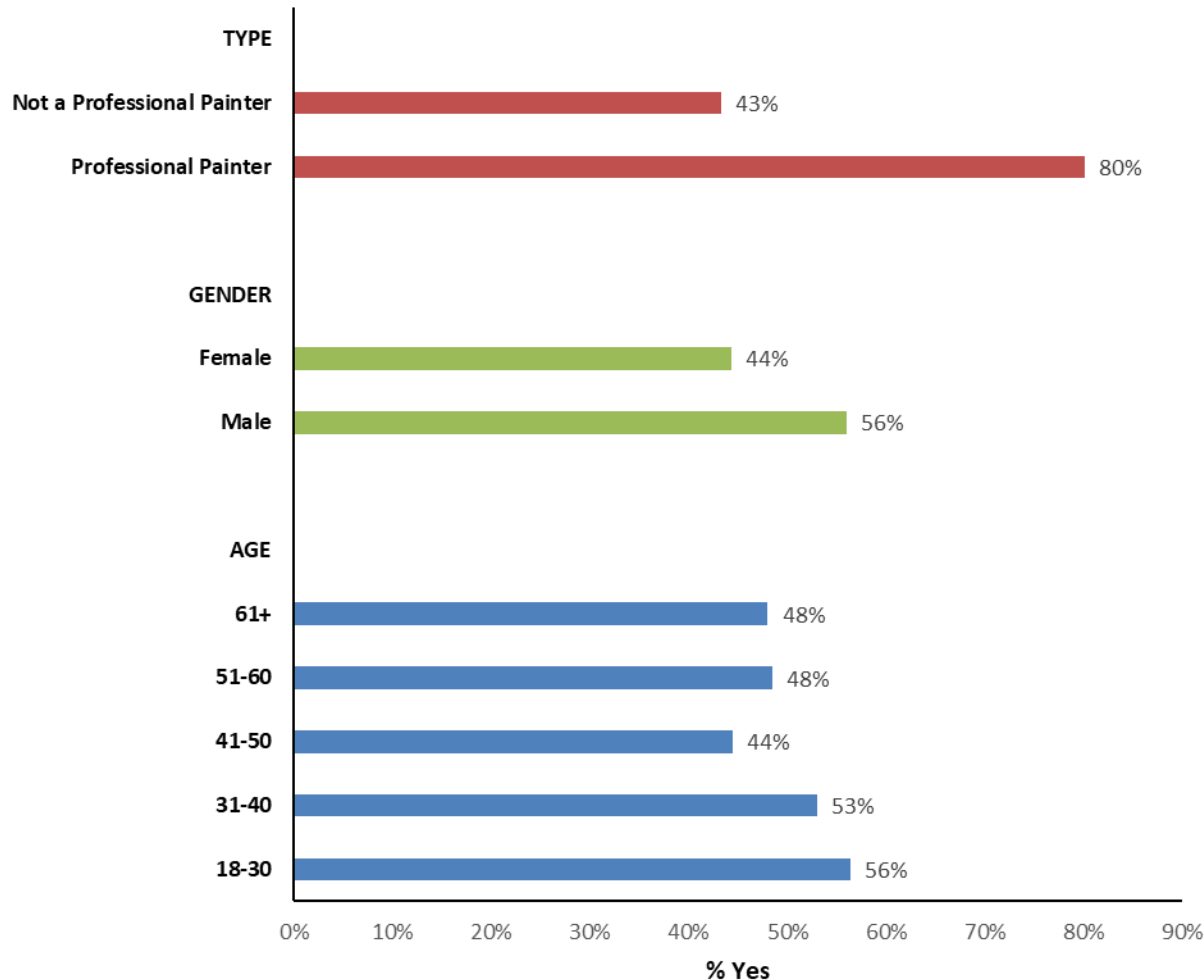


- ❖ Professional painters are about twice as likely to know that paint can be recycled.
- ❖ Men are more likely to know that paint can be recycled than women.
- ❖ Knowledge increases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Awareness/Engagement Cross Tabulations

Have you ever taken paint somewhere to be recycled?

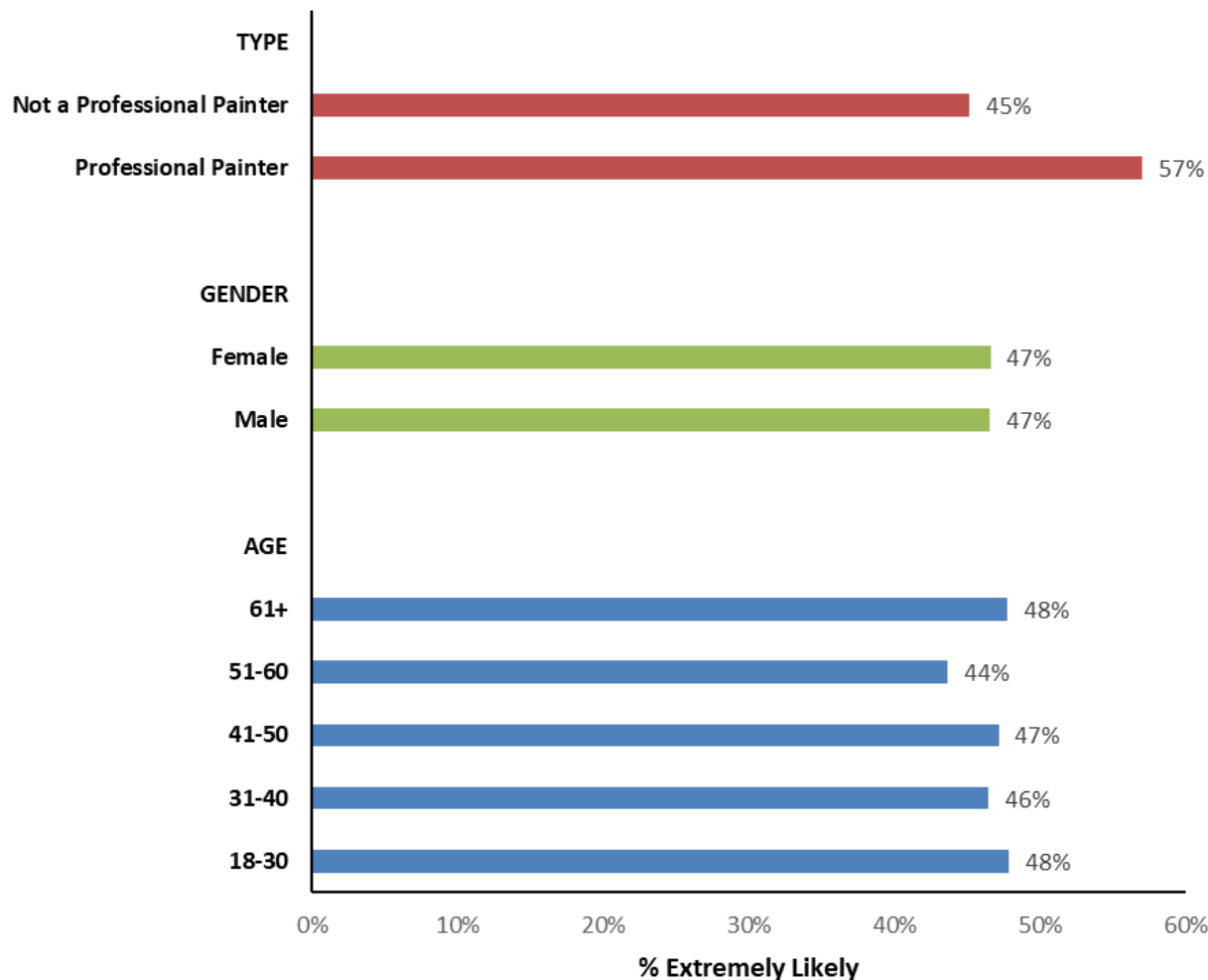


- ❖ Professional painters have recycled paint almost twice as often as non-professionals.
- ❖ Men have recycled paint more than females.
- ❖ Younger respondents said they had recycled paint slightly more often than older respondents.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Awareness/Engagement Cross Tabulations

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



❖ Professional painters said they were more likely to recycle paint in the future than non-professionals.

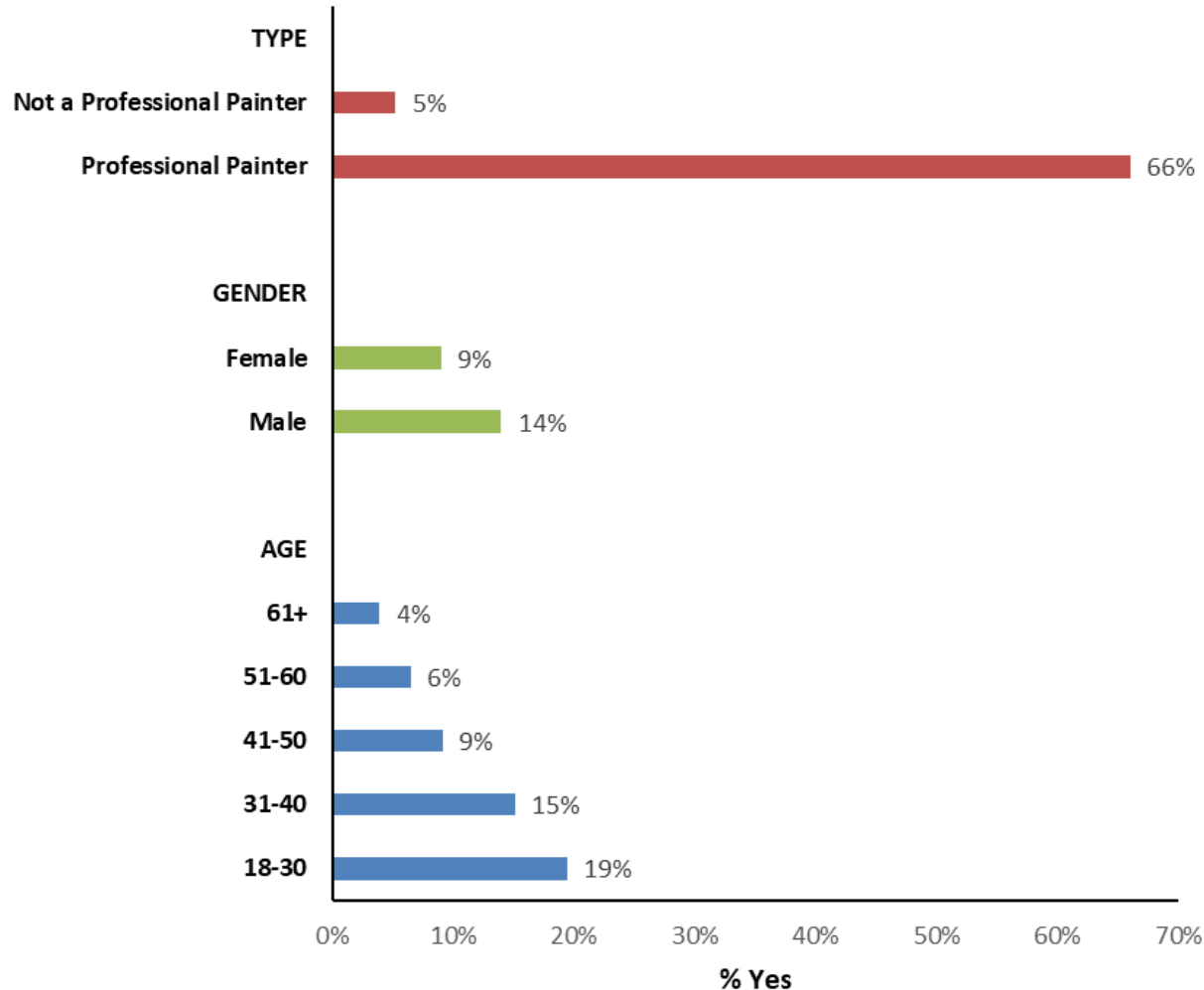
❖ Gender plays no role in likelihood to recycle paint in the future.

❖ Age doesn't play a role in the likelihood to recycle in the future.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Advertising/Marketing Cross Tabulations

Have you ever heard of PaintCare before?

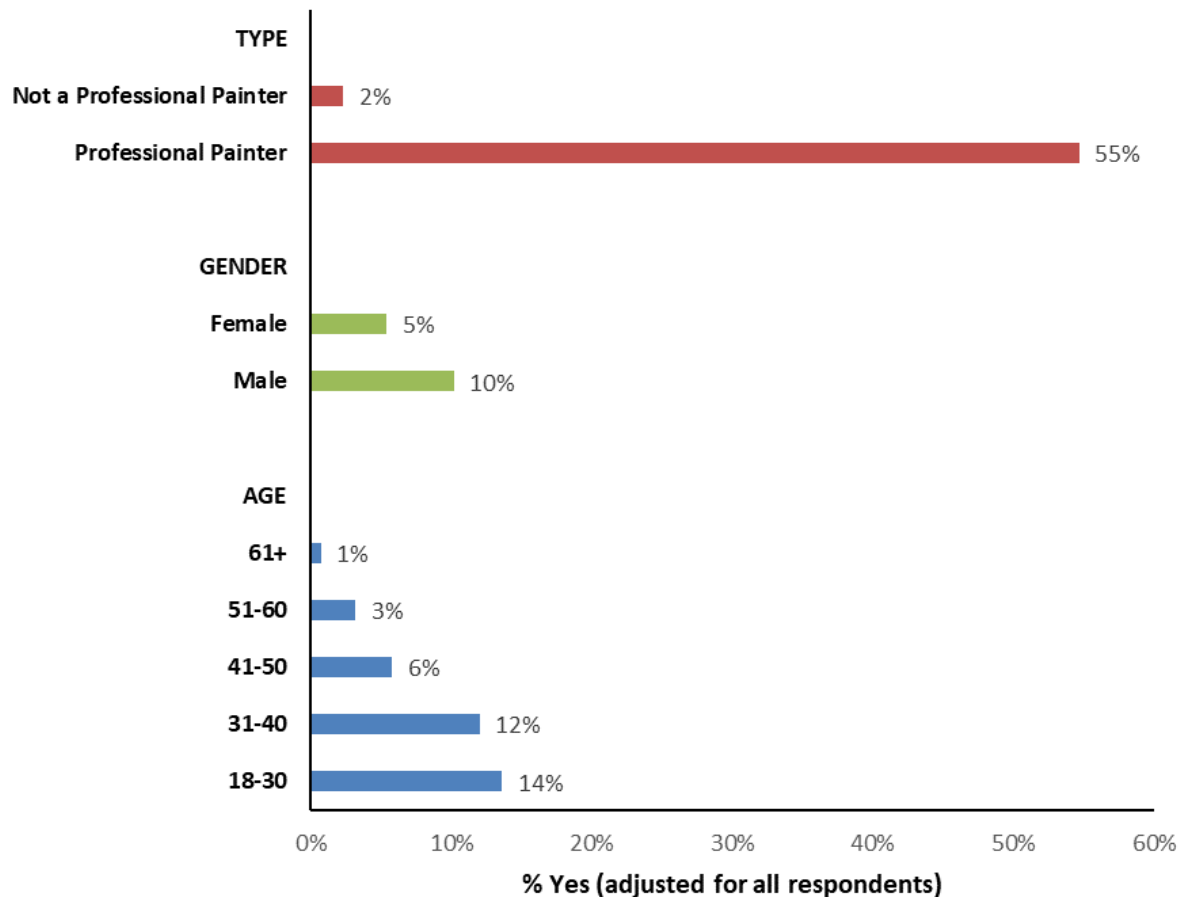


- ❖ As expected, professional painters are more aware of PaintCare than non-professionals.
- ❖ Men are slightly more aware than women.
- ❖ Awareness of PaintCare decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Advertising/Marketing Cross Tabulations

Do you recall seeing or hearing an advertisement for PaintCare in the last several months?

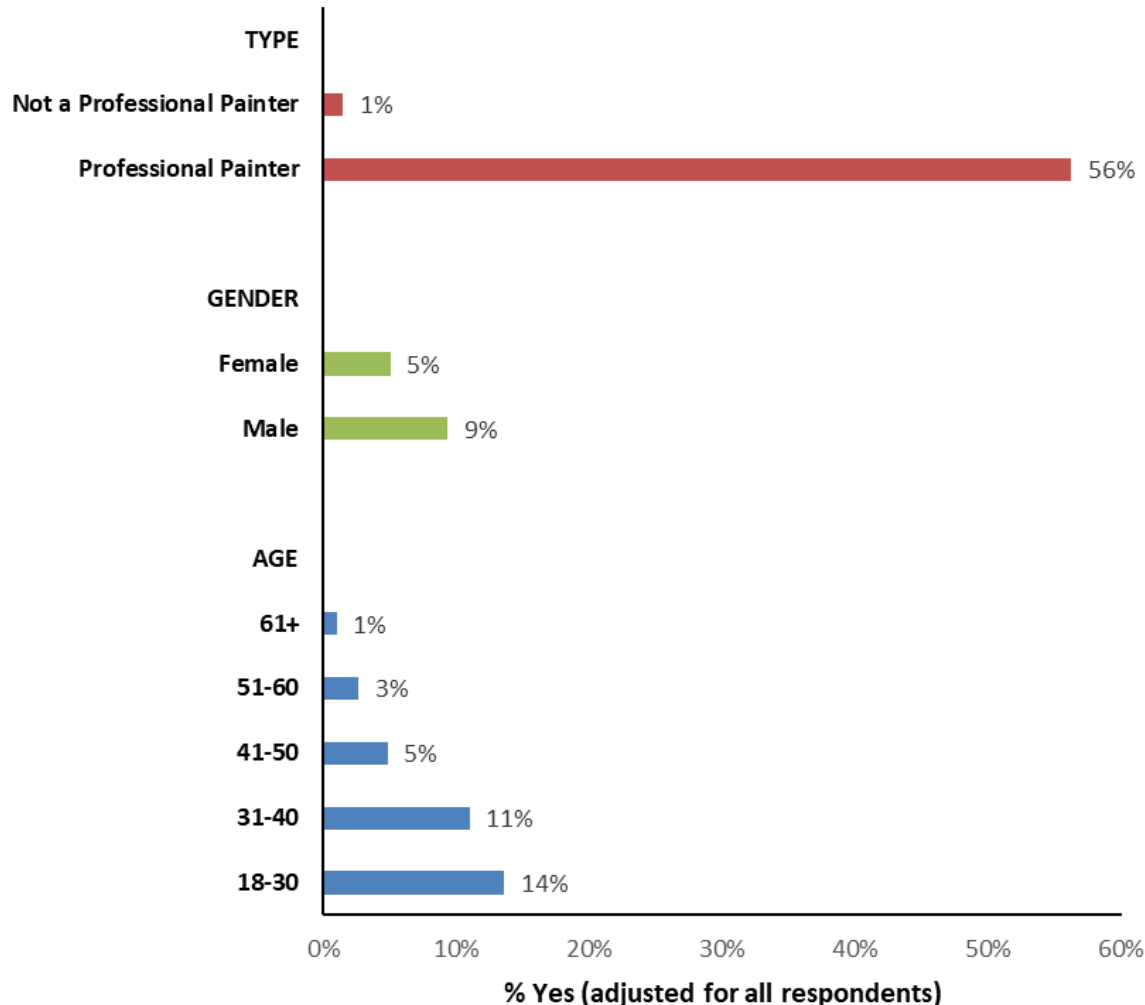


- ❖ Professional painters recall a PaintCare ad 25X more often than non-professionals.
- ❖ Ad recall among men is 2X as high as with women.
- ❖ Ad recall decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Advertising/Marketing Cross Tabulations

Have you ever attended one of PaintCare's one-day collection events?



- ❖ More than half of professional painters have attended a collection event.
- ❖ Men have attended collection events more often than women.
- ❖ Incidence of event attendance decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

APPENDIX: STATE HIGHLIGHTS

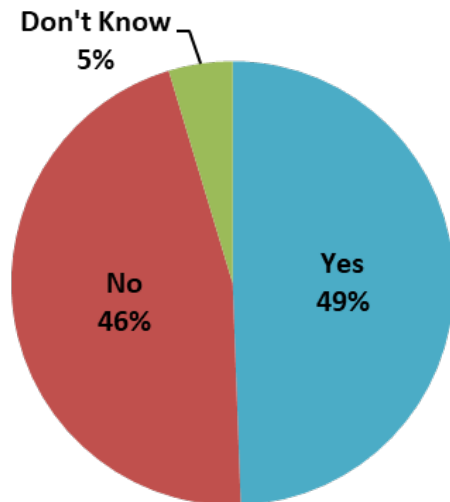
A large, hand-drawn orange circle with a textured, brushstroke-like appearance frames the central text.

District of Columbia

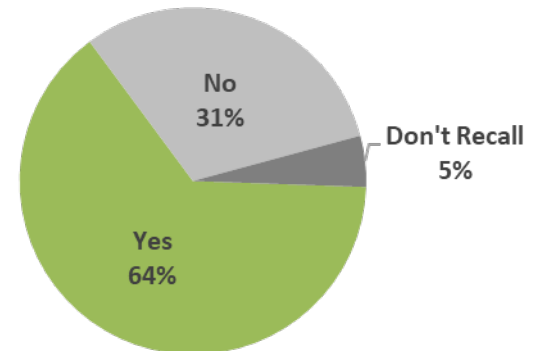
District of Columbia Highlights

- ❖ Almost half of those surveyed have purchased in the last year. 64% of them were helped by the store in determining needs. 66% took measurements themselves.

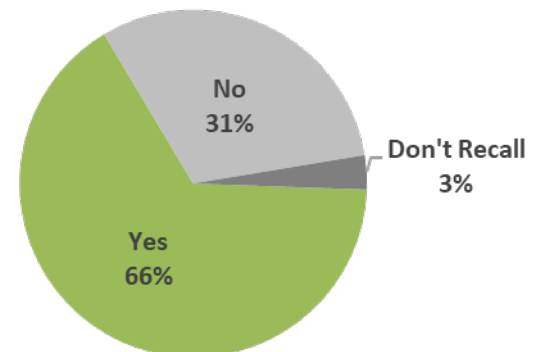
Have you purchased paint in the last year?



Did the staff of the paint retail store assist you with figuring out exactly how much paint you needed for your specific project?



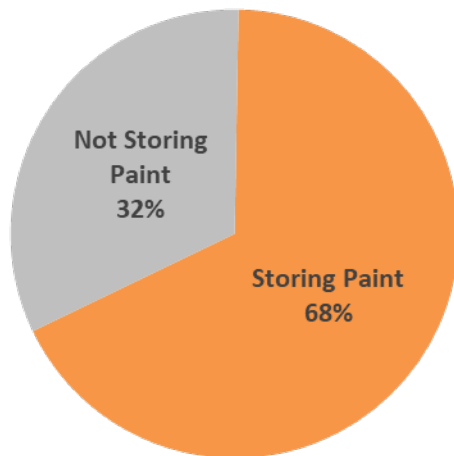
Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed for the project?



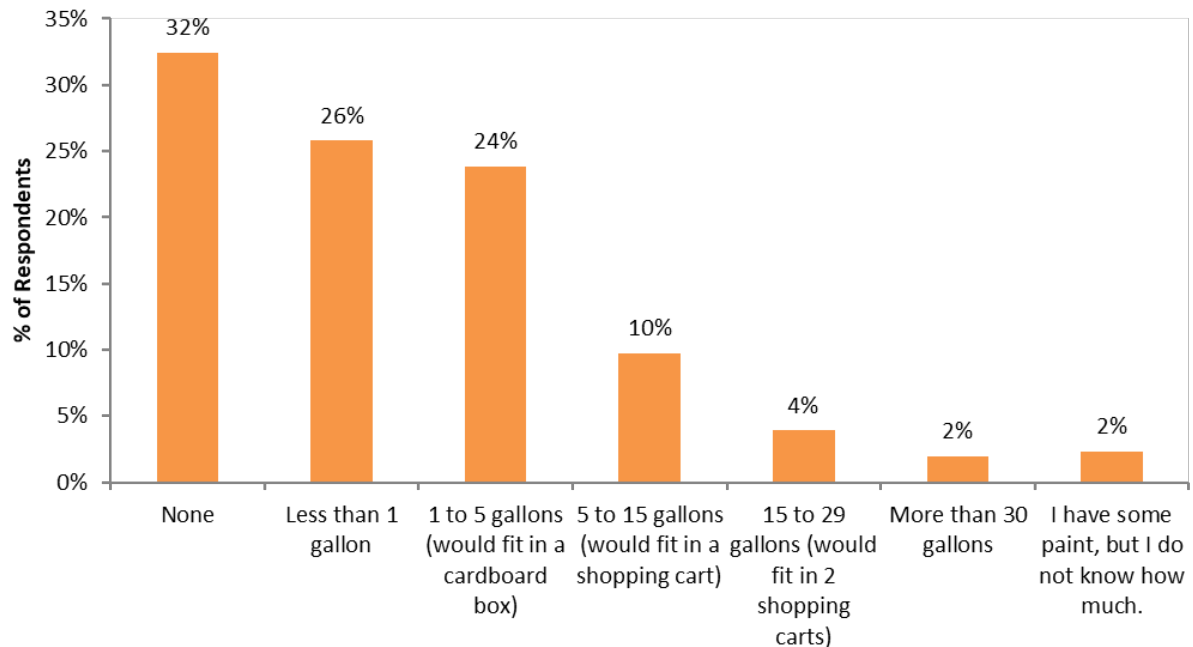
District of Columbia Highlights

- ❖ 32% of respondents are NOT storing paint at home or at their business. The median amount stored was “less than 1 gallon.”

Paint Storage



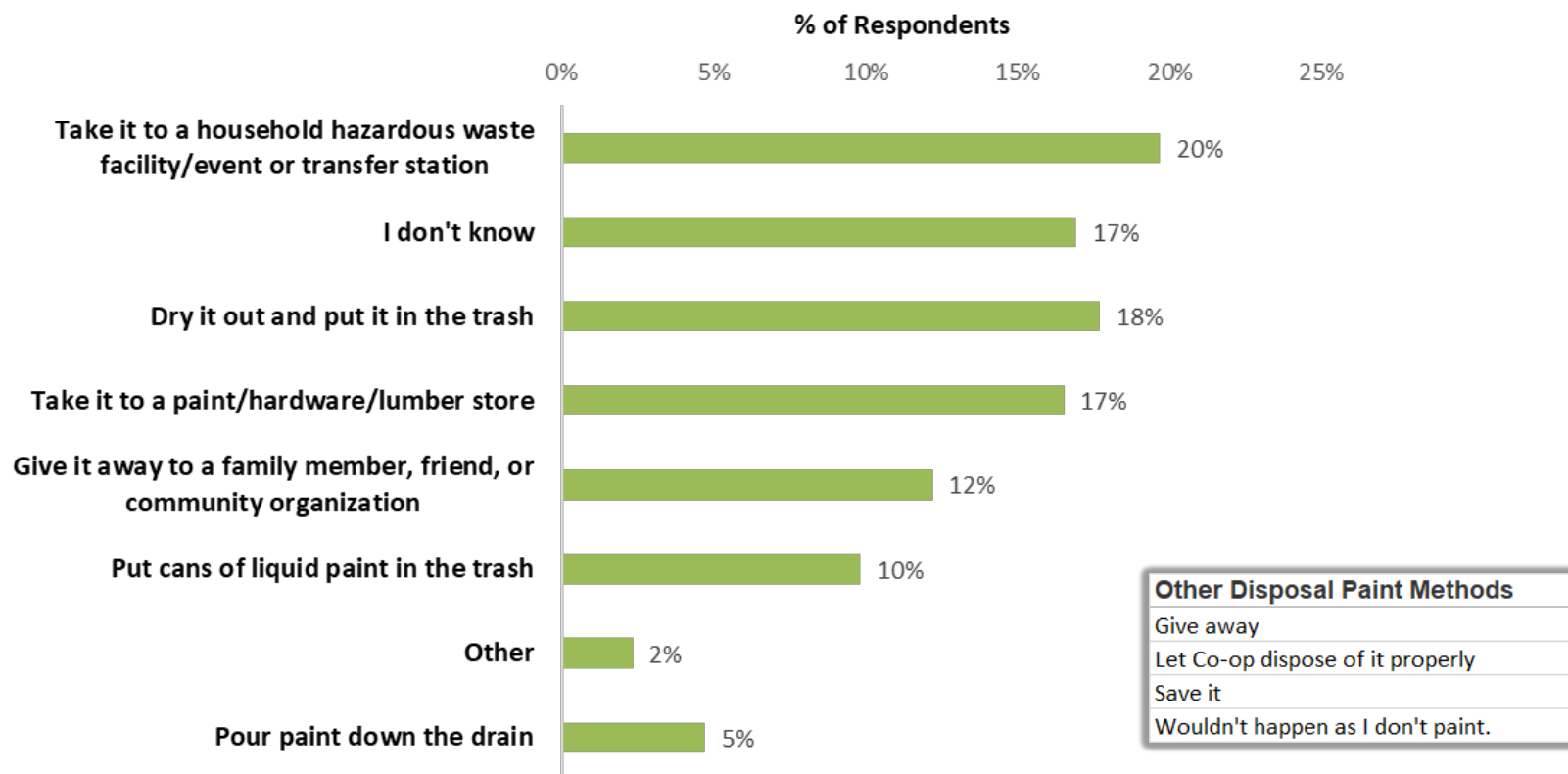
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



District of Columbia Highlights

- ❖ 37% of respondents said they would take unwanted paint to a HHWF or a retail store in the future.
- ❖ 15% said they would put liquid paint in the trash or pour it down the drain.

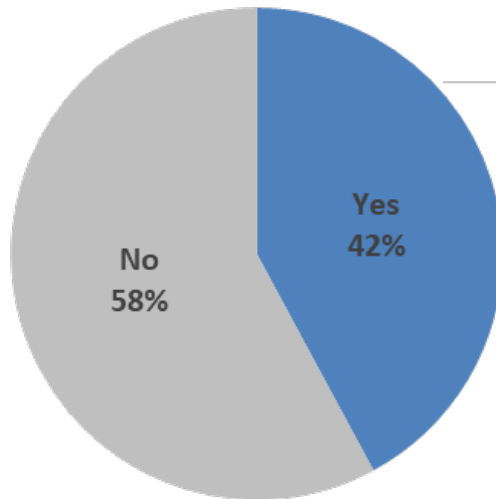
If you wanted to get rid of unwanted paint in the near future, what would you most likely do with it?



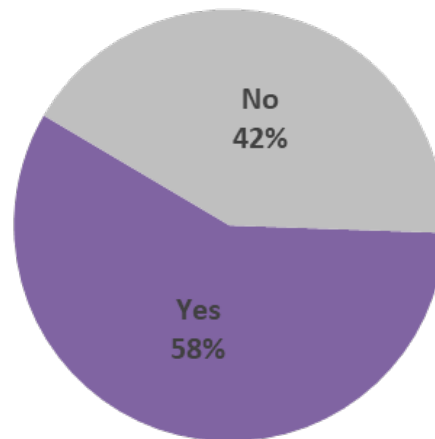
District of Columbia Highlights

- ❖ 42% of respondents knew that paint can be recycled.
- ❖ Of those, 58% knew where to take it; 50%, about the fee added to paint purchases.

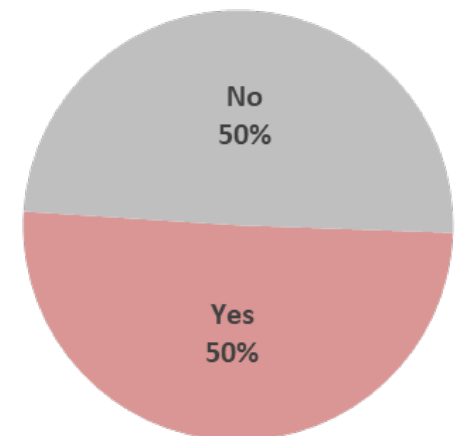
Prior to this survey, did you know that paint can be recycled?



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



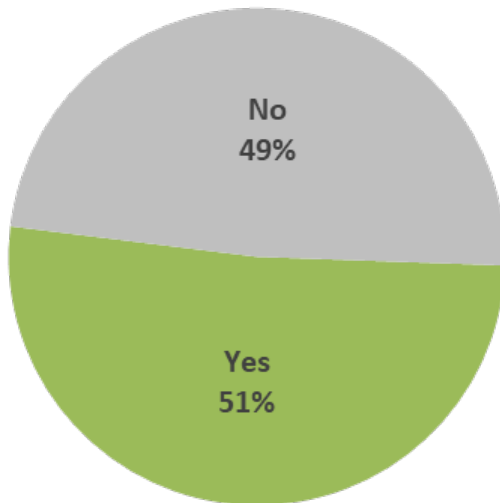
Are you aware that when you buy paint in your state, there is a small fee added to the price to pay for a program to recycle any leftover paint you have?



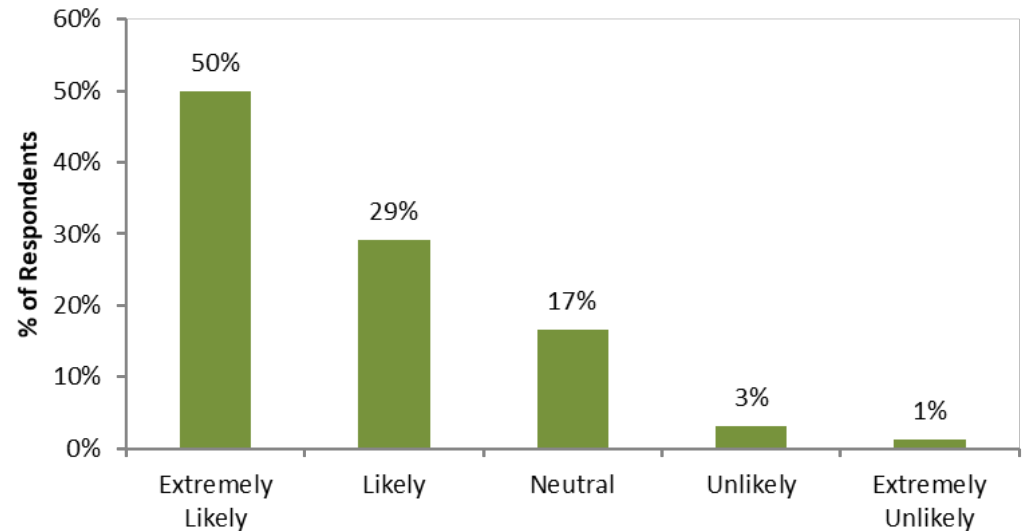
District of Columbia Highlights

- ❖ Of those who knew that paint could be recycled, 51% have taken paint somewhere to be recycled in the past.
- ❖ 79% say would be likely to recycle paint in the future.

Have you ever taken paint somewhere to be recycled?



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



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

All about protecting the environment	Environmentally friendly
Always try to recycle as much as can. Do what can for environment.	For it won't hurt the environment
Anything that can be recycled should	For the environment
Avoid trashing things that are useful	For the environment
Be environmentally responsible	future is good
be environmentally responsible	Give it away
Be mindful about those kids who don't have enough money for art supplies because dreams can hurt if you don't try and find a way	Give it other people who don't have much to do thing
Because I wouldn't want to do damage to the environment, and if it can be recycled, I'd want to recycle it.	Give it to people
Better for environment	Go go go
Better for environment	Good for environment
Better for the environment	Good for the environment
clean water	Good for the environment
climate change	Good paint should be used no matter what
Conservation	great and wonderful
coupon toward hardware store purchase	Health of earth
Dispose of it properly.	Help environment
Don't want hazardous materials in the landfill	Help the environment
Ease of access	Help the environment
Easy way to dispose of it	Help the environment
environment	Helping the earth
environment	I believe in recycling.
environment	I believe in using up as much waste as possible to avoid the effects of too much garbage on the community and the environment.
Environment	I care about our environment
Environment	I care about our environment and want to recycle whenever I can.
Environment	I care about the health of the watershed where I reside.
Environmental	i do'n know about paint but i know almost everything can be recycled. when we really try. it in remarkable how much wast we can recycle
Environmental	I don't like things being leftover if they don't have to be.
Environmental	I like the idea of not having to figure out wat to do with unwanted paint
Environmental and convenience	I love it
Environmental concerns	I recycle everything I can
Environmental concerns.	I THINK IT WOULD BE PERFECT FOR THE HELP OF US
Environmental Factors	I want reuse and recycle more.
Environmental protection	i will
environmental reasons	I would do so if I knew that I could not possibly need it in the future - like for touch up of for painting something else.
Environmental reasons.	I would like to have it be able to be re-used or repurposed and help limit my environmental impact.
Environmental safety, water safety, etc	I would say it's very good
environmentally friendly	I've seen how people like to just throw leftover hazardous material or trash in the oceans & lakes or water in general & it's really sad & pointless....First off what's their motivation for being so trifling....And it's mainly ignorant adults

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

It has harmful impacts on the environment and throwing it away or pouring it down the drain will have harmful effects on the earth.	save environment
it helps the world!!!!!!	Save money
it is an excellent new idea for me	saving the planet earth
It is not safe to dispose of at home.	Selling it
It is safe.	So it can be useful again
It is to not waste paint it helped the environment and earth stay green clean this is important because they can reuse and make more from what is already recycled.	So its properly disposed of with the least impact to the environment
It is what is best for the environment.	So that someone else would be able to buy some paper work nt
It would be a better way to dispose of it and hopefully it could be put to use again.	So that the animal will survive, and paint wont be in the ocean
It's best for the environment.	still useful to someone
It's good to recycle it and it helps	Sustainability
its good	Take to waste dump
it's nice	That people have succes with it
Keeps the earth healthy	That' a great idea, it is good to be able to recycle the paints as well.
Least harmful way to get rid of it	The environment
	The fact that it can be recycled, rather than just being dumped and further harming the environment and animals.
Leftover paint can be used later in future	Thentrash
Less waste better for the environment	Throw it away
money back for it.	
My motivation would be able to make someone happy with that extra paint I would have my personal motivation for recycling left over paint is to make a business where I ll paint in the community	To avoid contaminating the environment with paint.
no waste	to better the earth
Not pollute	To ensure that the paint is disposed of or reused in a environmentally safe manner
Not to waste paint	To get rid of it the correct way.
Not wasting anything or hurting the environment	To give back to the community.
Our everything in the recycling bin	To give someone who can't afford it
Paint house	to help not further pollute the environment
Personal responsibility	To leave less of an impact on the environment and allow someone who needs it to have it.
Protect the environment	To make things safer
Reading this survey	To not contaminate this earth
Recycle	To protect the already deteriorating environment
Recycling is great for the environment	To protect the environment
Recycling is the way to keep our earth healthier longer	To protect the environment and River
Reduce carbon footprint	to save the turtles .
Reduce toxic waste	Too make space for other things and to keep a clean planet
Reduce waste and effect on the environment.	Use it for painting a picture
reduce waste and environmental concerns	very good
reduce, reuse, recycle	very good
Reuse like a fresh start	Yes I would
	Yes I would because to save the Earth.