PaintCare®
RECYCLING MADE EASY

# Maine Paint Stewardship Program

# 2023 Annual Report

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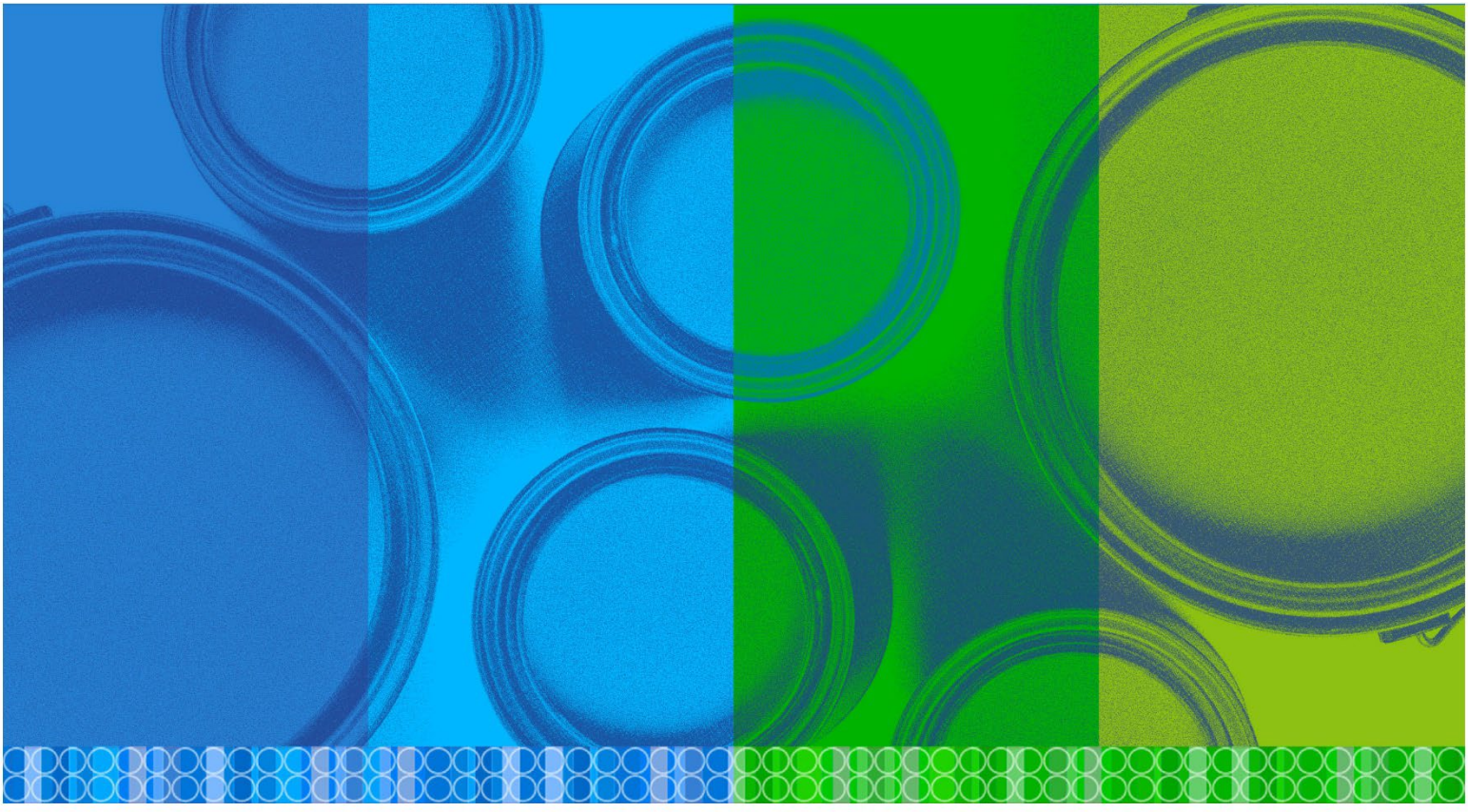
**Submitted To**

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# Executive Summary

## MAINE PAINT STEWARDSHIP LAW

PaintCare is the representative stewardship organization for the Maine Paint Stewardship Program codified in Maine Revised Statutes, Title 38, Chapter 24, Subchapter 3, Section 2144. The Maine program began in October 2015.

The broad goals of the program are for paint manufacturers to implement and manage the finances of a statewide paint stewardship program to reduce the generation of postconsumer paint, promote using up leftover paint, and facilitate the recycling and proper disposal of unwanted postconsumer paint. The program aims to increase opportunities to properly manage leftover paint, offer cost-saving opportunities to local governments, and manage the paint collected in an environmentally and economically sound manner. Throughout this report, PaintCare includes metrics to help compare program operations during the reporting year to prior years, and when needed, to identify steps that may be taken to improve program performance.

## PROGRAM HIGHLIGHTS

**Drop-Off Sites.** The program had 129 year-round paint drop-off sites at the end of the year; 82 were paint retailers, representing 34% of likely paint retail participants. The remaining sites included 46 transfer stations, and one environmental services company.

The program also managed paint from supplemental drop-off sites that included two seasonal household hazardous waste (HHW) facilities, 39 HHW events, and two sites that accepted paint for part of the year.

During the year, 95.8% of Maine residents lived within 15 miles of a drop-off site.

**Services.** The program provided 21 direct large volume pickups (LVP) from businesses and others that had accumulated more than 100 gallons of paint at their locations.

**Paint Collection Volume.** The program collected 131,281 gallons of postconsumer paint.

**Paint Processing.** Latex paint was 71.5% of the paint processed: 82% was made into recycled-content paint, and 18% was landfilled. Oil-based paint was 28.5% of the paint processed: 100% was processed for energy recovery.

**Revenue and Expenses.** The program was financed through a fee on new paint sales: 35 cents on small containers; 75 cents on medium containers; and $1.60 on large containers. Approximately 2 million gallons of architectural paints were sold in the state and the program collected $1,336,052 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were $1,503,171. The program ended the year with net assets of $449,410. The total program cost per gallon of paint collected was $11.45.

**Paint Recovery Rate.** The recovery rate—the volume of postconsumer paint collected divided by the volume of new paint sales in the same period—was 6.3%.

**Awards.** PaintCare received the Environmental Achievement Award from the Androscoggin Valley Council of Governments and the SEAL (Sustainability, Environmental Achievement and Leadership) Award for Environmental Initiatives.

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

## PROGRAM PLAN AND ANNUAL REPORT

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

# Section 1. Paint Collection and Transportation

### Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

> *(1) A description of the methods used to collect, transport, reduce, reuse and process post-consumer paint in the State;*

## A. DROP-OFF SITES AND SERVICES

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

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

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

YEAR-ROUND DROP-OFF SITES

| Site Type | 2021 | 2022 | 2023 |
|---|---|---|---|
| Environmental Services Company | 1 | 1 | 1 |
| Paint Retailer | 79 | 82 | 82 |
| Recycling Center | 1 | 0 | 0 |
| Reuse Store | 1 | 1 | 0 |
| Transfer Station | 44 | 45 | 46 |
| Total Sites | 126 | 129 | 129 |

## SUPPLEMENTAL DROP-OFF SITES

| Site Type | 2021 | 2022 | 2023 |
|---|---|---|---|
| Household Hazardous Waste Event Site/Number of Events | 36/38 | 34/36 | 35/39 |
| Household Hazardous Waste Facility (Seasonal) | 2 | 2 | 2 |
| Recycling Center (Partial Year) | 0 | 1 | 1 |
| Reuse Store (Partial Year) | 0 | 0 | 1 |
| Total Sites | 38 | 37 | 42 |

## SERVICES

| Site/Service Type | 2021 | 2022 | 2023 |
|---|---|---|---|
| Direct Large Volume Pickup Site/Number of Pickups | 9/9 | 19/19 | 21/21 |
| RLVP site | 0 | 0 | 1 |

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

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

**Paint Retailers.** At the end of the year, PaintCare identified 325 paint retailers—including paint, hardware, and home improvement stores—with 239 considered potential paint retail drop-off sites. This number may change from year to year as stores open and close. PaintCare does not consider a store to be a potential drop-off site if it belongs to a corporate chain and the corporate headquarters has indicated that—as a group—they are not interested in serving as drop-off sites at this time. These are primarily big box stores, but they have included some non-big box stores in the past.

Of the 239 potential retail drop-off sites, 82 (34%) were participating as drop-off sites at the end of the year. Retail participation as a drop-off site is voluntary, and sites are not compensated.

**Reuse Stores.** A special group of retailers are material reuse stores. Even though only some of these stores sell paint, they are considered to be potential drop-off sites. Those who are drop-off sites may 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.

Of the seven potential reuse store drop-off sites, none were participating as drop-off sites at the end of the year.

Maine Building Materials Exchange in Lisbon participated as a drop-off site until they closed.

**Solid Waste Facilities.** PaintCare partners with solid waste facilities, including transfer stations, recycling centers, and landfills to be paint drop-off sites for their customers.

PaintCare added one new transfer station in Buckfield to the program. The program also provided paint management service to the previously closed recycling center in Eastport, which was counted in 2023 as a supplemental drop-off site.

**Environmental Services Company.** There is one Environmental Services Company that is a drop-off site—Environmental Projects Inc. in Auburn. The site accepts 50 gallons of paint or more by appointment.

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

**Recurring Large Volume Pickup Service.** Some LVP sites receive pickups on an on-going basis. These recurring large volume pickup (RLVP) sites sign a contract with PaintCare to allow them to keep PaintCare collection bins on site and fill them as they accumulate leftover paint. In addition, staff at these locations are trained by PaintCare on how to segregate products and store them until picked up by a transporter.

The program added one new RLVP site.

## B. CONVENIENCE CRITERIA

PaintCare analyzed the convenience level offered by drop-off sites using ArcGIS, a mapping and analytics software, and U.S. Census Bureau 2020 population data. The Census Bureau previously used the terms Urban Cluster and Urbanized Area to identify densely populated centers of varying populations, and PaintCare previously used these definitions and their associated data for its density analysis. With the release of the 2020 Census, along with updating population counts and boundaries for densely populated areas, the Census Bureau also changed some terminology and definitions, including replacing the terms Urban Clusters and Urbanized Area with a new comprehensive term and definition, Urban Area. Urban Areas are densely populated areas with 5,000 or more residents. As a result, starting with the 2022 annual report, PaintCare is using Urban Areas data for density analysis.

Some sites (e.g., HHW facilities) have geographic limitations; they are only available to residents of their own city, county, or jurisdiction (i.e., residents of other jurisdictions are not allowed to use the site to drop

off HHW/paint even if they live close by). For these sites, PaintCare tracks their service area restrictions and only counts the population for those residents who are (1) within a 15-mile radius, and (2) within the site's service area.

PaintCare established goals to provide paint drop-off sites according to the criteria that follow.

**Distribution Criterion.** Provide 90% of the state's residents access to a permanent (e.g., year-round) drop-off site within 15 miles.

The program's 129 year-round drop-off sites provided 95.2% of the state's residents access to a drop-off site within 15 miles. When supplemental sites were included, coverage increased to 95.8%.

**Density Criterion.** Provide one additional drop-off site for every 30,000 residents of an Urban Area.

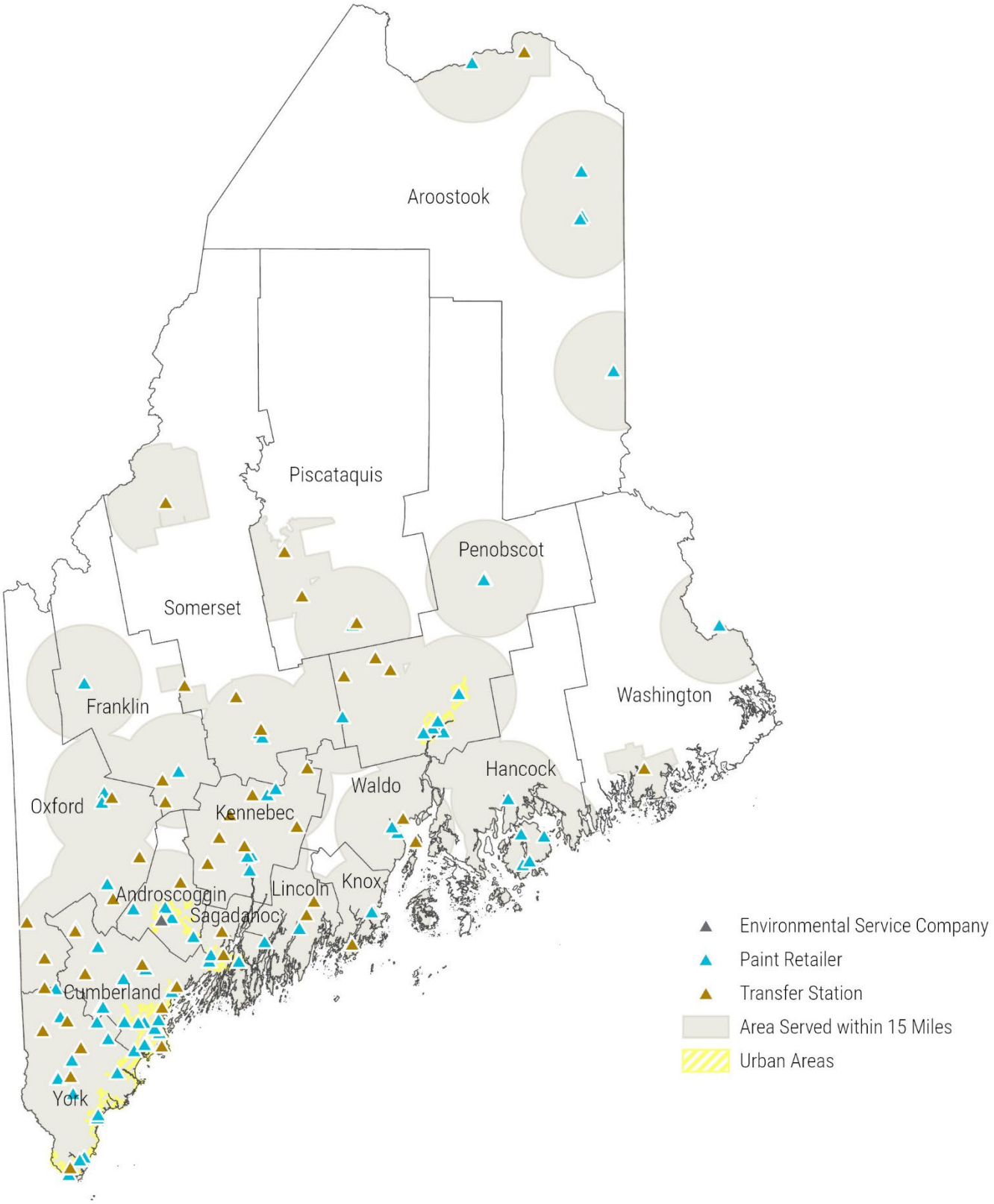
The following table shows the population centers in the state, the target number of sites the program should provide, and the level of service the program had at year-end.

TARGET NUMBER OF PAINT DROP-OFF SITES IN URBAN AREAS

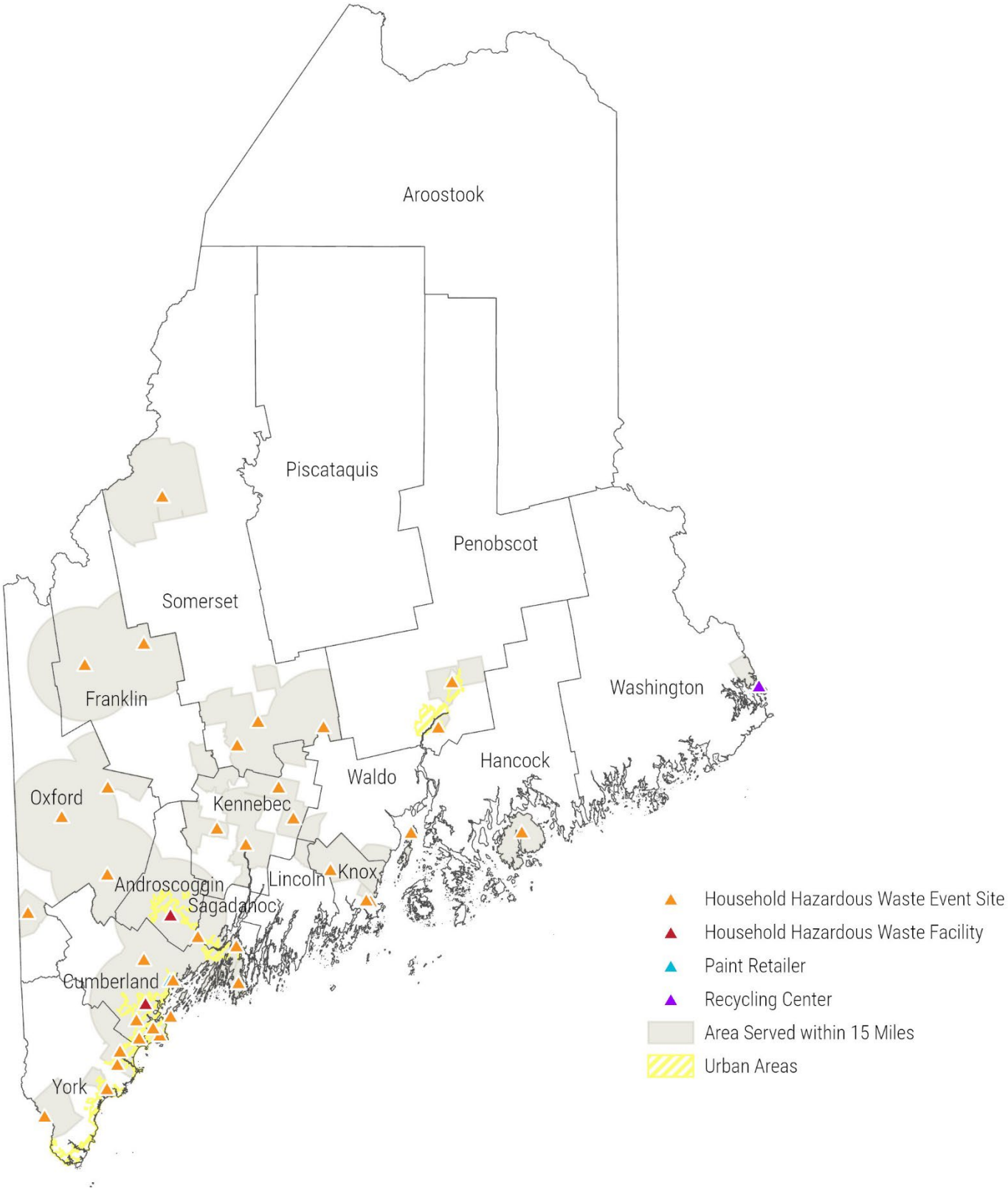
| Census Bureau Urban Area | Population in Maine | Target Number of Sites | Number of Year-Round Sites | Number of Year-Round and Supplemental Sites |
|---|---|---|---|---|
| Portland | 205,356 | 6 | 16 | 24 |
| Bangor | 61,539 | 2 | 5 | 7 |
| Lewiston | 60,743 | 2 | 4 | 4 |
| Portsmouth, NH—ME | 35,592 | 1 | 6 | 7 |
| Brunswick | 31,161 | 1 | 3 | 3 |

**Maps.** The following maps show the locations of the sites and services available during the year: (1) year-round sites; (2) supplemental sites; (3) year-round and supplemental sites; and (4) large volume pickup sites, which were not included when conducting convenience analysis.

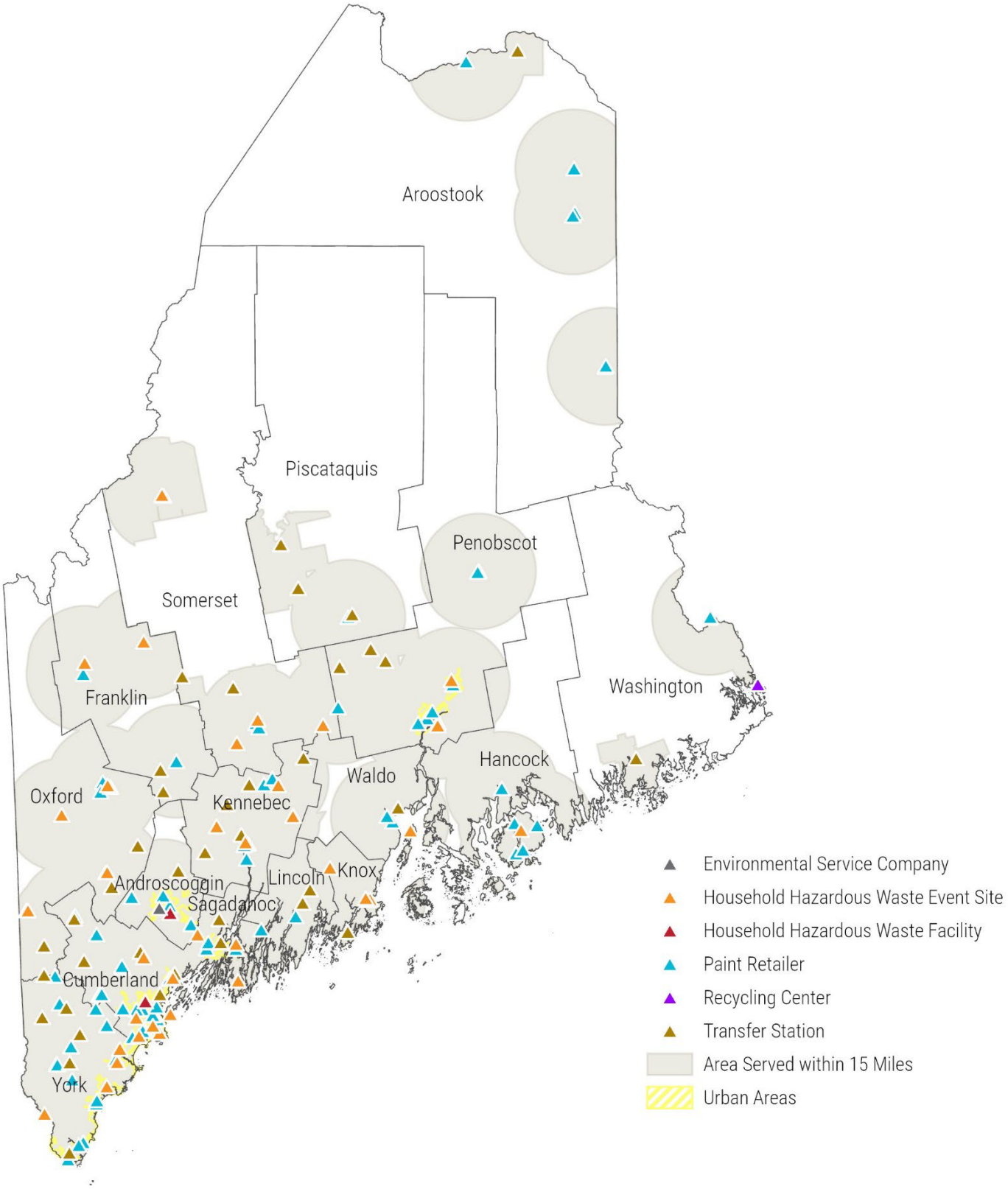
## YEAR-ROUND SITES



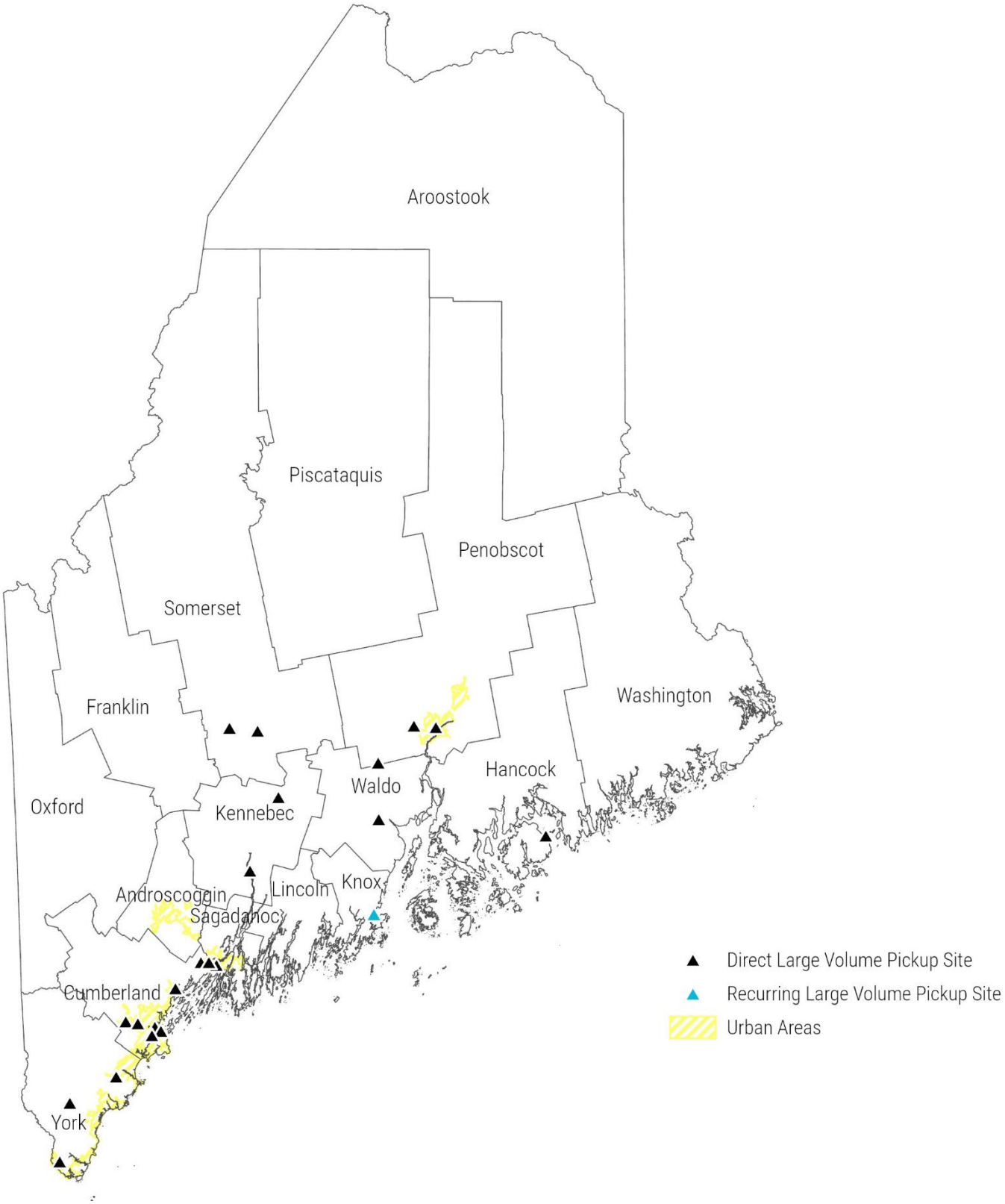
## SUPPLEMENTAL SITES



## YEAR-ROUND AND SUPPLEMENTAL SITES



## LARGE VOLUME PICKUP SITES



## C. PAINT COLLECTION PROCEDURES

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

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

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

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

## D. PAINT TRANSPORTATION

PaintCare contracted with the following companies for transportation services. Individual sites are assigned to transporters based on costs and logistics.

TRANSPORTERS

| Name | Site Types Served |
|---|---|
| Clean Harbors | Environmental Service Company, HHW Facility/Event, LVP/RLVP, Paint Retailer, Solid Waste Facility |
| Environmental Projects Inc. | HHW Facility/Event |

# Section 2. Paint Collection Volume and Processing Methods

### Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

> *(1) A description of the methods used to collect, transport, reduce, reuse and process post-consumer paint in the State;*
>
> *(2) The volume of post-consumer paint collected in the State;*
>
> *(3) The volume and type of post-consumer paint collected in the State by method of disposition, including reuse, recycling and other methods of processing;*
>
> *(6) The total volume of post-consumer paint collected by the paint stewardship program and a breakdown of the volume collected at each collection site;*
>
> *(7) Based on the paint stewardship assessment collected by the paint stewardship program, the total volume of architectural paint sold in the State during the preceding year;*
>
> *(8) A list of all processors, including recyclers and disposers, used to manage post-consumer paint collected by the paint stewardship program in the preceding year up to the paint's final disposition, the volume each processor accepted and the disposition method used by each processor;*

### A. COLLECTION VOLUME AND RECOVERY RATE

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

GALLONS COLLECTED, SOLD, AND RECOVERY RATE

| Description | 2021 | 2022 | 2023 |
|---|---|---|---|
| Paint Collected (gallons) | 136,818 | 122,131 | 131,281 |
| New Paint Sold (gallons) | 2,210,951 | 2,104,750 | 2,082,376 |
| Recovery Rate | 6.2% | 5.8% | 6.3% |

PaintCare typically receives reports of gross pounds of paint collected, along with the number of bins or other collection containers from its transporters or drop-off site partners. Gallons of paint collected are calculated by removing the estimated weight of collection bins and paint cans and converting the remaining weight to volume, typically using 10 pounds per gallon for the conversion.

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

## B. PAINT PROCESSING METHODS AND VOLUME

The following tables provide the volumes and paint processing methods for latex and oil-based paint during the year. Descriptions of the processing methods follow the tables. Processed volume differs from collected volume because not all paint is processed in the same year that it is collected; the volumes reported as processed in one year may include some paint that was collected at the end of the previous year. Due to rounding, percentages may not add up to 100%.

LATEX PAINT PROCESSING METHODS

| Method | 2021 Gallons | 2021 Percent | 2022 Gallons | 2022 Percent | 2023 Gallons | 2023 Percent |
|---|---|---|---|---|---|---|
| Paint-to-Paint Recycling | 98,335 | 82 | 78,660 | 82 | 82,322 | 82 |
| Energy Recovery | 1,230 | 1 | 0 | 0 | 0 | 0 |
| Disposal | 19,656 | 16 | 16,883 | 18 | 17,737 | 18 |
| Total | 119,221 | 100 | 95,543 | 100 | 100,059 | 100 |

OIL-BASED PAINT PROCESSING METHODS

| Method | 2021 Gallons | 2021 Percent | 2022 Gallons | 2022 Percent | 2023 Gallons | 2023 Percent |
|---|---|---|---|---|---|---|
| Paint-to-Paint Recycling | 2,912 | 8 | 0 | 0 | 0 | 0 |
| Energy Recovery | 34,878 | 92 | 30,241 | 100 | 39,872 | 100 |
| Total | 37,790 | 100 | 30,241 | 100 | 39,872 | 100 |

## C. LATEX PAINT PROCESSING METHODS AND PROCESSORS

The following methods were used to process latex paint:

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

**Energy Recovery.** Latex paint was processed for energy recovery at a waste-to-energy facility.

**Disposal.** Dry or solidified latex paint was landfilled.

LATEX PAINT PROCESSORS

| Processor | Location | Process | Gallons |
|---|---|---|---|
| GDB International | Monmouth Junction, NJ | Paint-to-Paint Recycling | 25,505 |
| GDB International | Middlesex, NJ | Paint-to-Paint Recycling | 56,817 |
| Middlesex County Landfill | East Brunswick, NJ | Disposal | 17,737 |

## D. OIL-BASED PAINT PROCESSING METHODS AND PROCESSORS

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

**Paint-to-Paint Recycling.** Oil-based paint was sorted and blended into recycled-content oil-based paint for domestic or international sale.

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

OIL-BASED PAINT PROCESSORS

| Processor | Location | Process | Gallons |
|---|---|---|---|
| Buzzi Unicem | Cape Girardeau, MO | Energy Recovery | 3,406 |
| Buzzi Unicem | Greencastle, IN | Energy Recovery | 36,466 |

## E. PAINT COLLECTION VOLUME BY SITE TYPE OR SERVICE

The following table shows the volume of paint collected by site type or service. Due to rounding, percentages may not add up to 100%.

COLLECTION VOLUME BY SITE TYPE OR SERVICE

| Site Type/Service | 2021 Gallons | 2021 Percent | 2022 Gallons | 2022 Percent | 2023 Gallons | 2023 Percent |
|---|---|---|---|---|---|---|
| Environmental Services Company | 5,293 | 4 | 4,104 | 3 | 3,616 | 3 |
| HHW Facility/Event | 17,999 | 13 | 13,818 | 11 | 17,760 | 14 |
| LVP/RLVP | 1,831 | 1 | 3,361 | 2 | 3,493 | 3 |
| Paint Retailer | 76,495 | 56 | 68,261 | 56 | 71,497 | 54 |
| Recycling Center | 0 | 0 | 0 | 0 | 369 | <1 |
| Transfer Station | 35,200 | 26 | 32,587 | 27 | 34,545 | 26 |
| Total | 136,818 | 100 | 122,131 | 100 | 131,280 | 100 |

## F. CONTAINER RECYCLING

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

The program recycled an estimated 126 tons of paint containers. All latex paint containers were managed by the downstream processor, GDB, and oil-based paint containers were managed at the Clean Harbors Smithfield, KY, facility.

CONTAINER RECYCLING

| | 2021 | 2022 | 2023 |
|---|---|---|---|
| Tons | 132 | 113 | 126 |

# Section 3. Independent Audit and Financial Summary

## Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

> *(4) The total cost of implementing the paint stewardship program, as determined by an independent financial audit funded from the paint stewardship assessment. The report of total cost must include a breakdown of administrative, collection, transportation, disposition and communication costs;*

## A. INDEPENDENT FINANCIAL AUDIT

An independent financial audit of the PaintCare program was conducted by Rogers & Company PLLC. This independent CPA firm conducted the audit in accordance with auditing standards generally accepted in the United States. Those standards require that the firm plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. The audit process includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. The audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of December 31, 2023, and the changes in its net assets and its cash flows for the year ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is available in the appendix.

## B. FINANCIAL SUMMARY AND DISCUSSION

### B1. Revenue and Expense Categories

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

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

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

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

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

**Communications.** Communications expenses included advertising, printing and distribution of brochures and other outreach materials, conferences and memberships, and the awareness survey.

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

**State Agency Administrative Fees.** These fees, required by the paint stewardship law, were paid to the state for oversight of the program.

**General and Administrative.** General and administrative costs included administrative and corporate staff, back-office support (e.g., information technology, human resources, legal, accounting, and government affairs), insurance, data management systems, annual financial audit, software licenses, professional services for corporate or organization-wide matters, occupancy, general communications, and other supplies and services that support all PaintCare programs. These costs were shared across all PaintCare programs and allocated relative to population. Maine's share of the general and administrative allocation was 1.5%.

## 2. Financial Summary

The following table shows program revenue and expenses.

REVENUE AND EXPENSES

| Revenue | 2021 | Percent of Total | 2022 | Percent of Total | 2023 | Percent of Total |
|---|---|---|---|---|---|---|
| Small Containers | $208,454 | 14 | $162,291 | 12 | $169,072 | 13 |
| Medium Containers | 1,076,744 | 70 | 981,742 | 72 | 942,903 | 71 |
| Large Containers | 242,854 | 16 | 216,152 | 16 | 224,077 | 17 |
| Total Revenue | 1,528,052 | 100 | 1,360,185 | 100 | 1,336,052 | 100 |
| Expenses | | | | | | |
| Paint Processing | 721,901 | 52 | 696,128 | 49 | 759,465 | 51 |
| Paint Transportation | 190,771 | 14 | 202,494 | 14 | 196,142 | 13 |
| Paint Collection Supplies and Support | 154,340 | 11 | 166,021 | 12 | 159,694 | 11 |
| Communications | 32,175 | 2 | 41,932 | 3 | 61,784 | 4 |
| Personnel, Professional Fees, Other | 106,383 | 8 | 133,146 | 9 | 134,490 | 9 |
| State Agency Administrative Fees | 80,035 | 6 | 82,000 | 6 | 82,000 | 5 |
| General and Administrative | 104,870 | 8 | 100,692 | 7 | 109,597 | 7 |
| Total Expenses | 1,390,475 | 100 | 1,422,413 | 100 | 1,503,171 | 100 |
| Change in Net Assets | 137,577 | | (62,229) | | (167,119) | |
| Net Assets, Beginning of Year | 541,181 | | 678,758 | | 616,529 | |
| Net Assets, End of Year | $678,758 | | $616,529 | | $449,410 | |
| Reserve Level | 49% | | 43% | | 30% | |
| Cost Per Gallon of Paint Collected | $10.16 | | $11.65 | | $11.45 | |

Note: Values in this table are obtained from a financial worksheet that includes additional subcategories and cents. Due to rounding, Total Revenue and/or Total Expenses may differ by a few dollars in some years. Also due to rounding, percentages may not add up to 100%.

Notable changes between the last two program years include:

- Increased costs continued to exceed revenue resulting in an end-of-year deficit and a reduction in net assets.

## C. RESERVES

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

## D. EVALUATION OF THE PROGRAM'S FUNDING MECHANISM

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

PAINTCARE FEE SCHEDULE

| Size | Container Size | Fee |
|---|---|---|
| Very Small | Half pint or smaller | $0.00 |
| Small | Larger than half pint up to smaller than 1 gallon | $0.35 |
| Medium | 1—2 gallons | $0.75 |
| Large | Larger than 2 gallons up to 5 gallons | $1.60 |

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

Based on the program's financial performance, an adjustment to the fee structure has become necessary as demonstrated in the three-year projections that follow.

## E. THREE-YEAR PROJECTIONS

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

**Revenue.** Paint sales are projected to slowly increase, but continue to lag behind pre-pandemic sales. Expenses are projected to outpace revenue in all forecasted years resulting in annual deficits and negative net assets by the end of 2026.

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

**Expenses.** Paint management, comprised of the Paint Processing, Paint Transportation, and Paint Collection Supplies and Support categories, accounts for over 70% of the program's expenses. Costs in these categories are increasing due to vendor price increases.

The Communications category was further reduced in 2024 to preserve operating capital.

The Personnel, Professional Fees, and Other category includes a fee audit in 2024 to support a proposed fee increase. This expense is not included in 2025 and 2026.

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

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

**Net Assets/Reserves.** Due to lower-than-anticipated paint sales in 2022 and 2023, operating reserves dropped to 30% at the end of 2023. Although we project paint sales will grow at an average rate of 2% per year in the next few years, expenses are expected to outpace the modest increase in revenue. If the projections are accurate, the result would be annual deficits and negative net assets. Therefore, a fee increase is necessary for the program to maintain operational viability and positive net assets, and PaintCare intends to submit a request for a fee increase to the Department of Environmental Protection.

## THREE-YEAR PROJECTIONS

| | Actual | Projections | | |
|---|---|---|---|---|
| Revenue | 2023 | 2024 | 2025 | 2026 |
| Small Containers | $169,072 | $167,765 | $170,754 | $173,999 |
| Medium Containers | 942,903 | 955,450 | 975,744 | 997,041 |
| Large Containers | 224,077 | 227,592 | 231,152 | 235,446 |
| Total Revenue | 1,336,052 | 1,350,807 | 1,377,650 | 1,406,486 |
| | | | | |
| Expenses | | | | |
| Paint Processing | 759,465 | 772,603 | 780,104 | 787,905 |
| Paint Transportation | 196,142 | 205,588 | 207,584 | 209,660 |
| Paint Collection Supplies and Support | 159,694 | 184,782 | 186,576 | 188,442 |
| Communications | 61,784 | 7,709 | 7,709 | 7,709 |
| Personnel, Professional Fees, Other | 134,490 | 157,975 | 135,799 | 139,752 |
| State Agency Administrative Fees | 82,000 | 84,000 | 84,000 | 84,000 |
| General and Administrative | 109,597 | 138,653 | 125,716 | 130,116 |
| Total Expenses | 1,503,171 | 1,551,310 | 1,527,488 | 1,547,584 |
| | | | | |
| Change in Net Assets | (167,119) | (200,503) | (149,838) | (141,098) |
| | | | | |
| Net Assets, Beginning of Year | 616,529 | 449,410 | 248,906 | 99,068 |
| | | | | |
| Net Assets, End of Year | $449,410 | $248,906 | $99,068 | $(42,030) |
| | | | | |
| Reserve Level | 30% | 16% | 6% | -3% |

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

# Section 4. Communications

## Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

> *(5) A summary of outreach and educational activities undertaken and samples of educational materials provided to consumers of architectural paint;*

## A. OUTREACH ACTIVITIES

### A1. Introduction

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

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

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




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

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

RELATIVE SPENDING ON COMMUNICATION AND OUTREACH ACTIVITIES

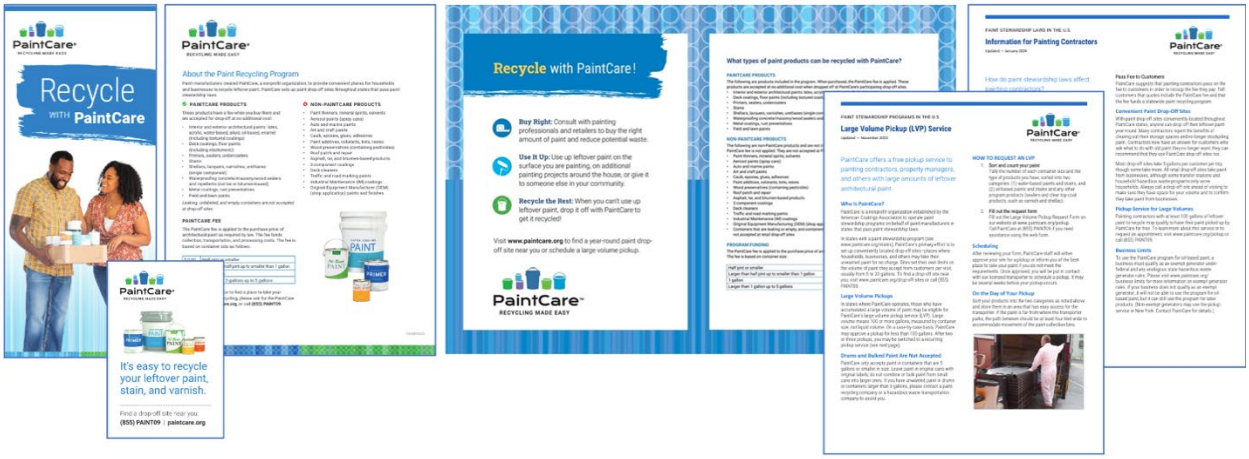
| Activity | Percent |
|---|---|
| Print | 33 |
| Social Media | 28 |
| PR Agency Support | 15 |
| Radio | 13 |
| Print Materials Distribution | 6 |
| Conferences & Memberships | 4 |
| Surveys | <1 |
| Total | 100 |

## A2. Point of Sale Print Materials

PaintCare continued to distribute print materials to retailers for them to make available to consumers to educate them about the PaintCare program. Staff fulfilled requests for materials totaling 4,335 brochures, mini cards, fact sheets, posters, and other materials during the year. Program staff also delivered additional materials in person during site visits.

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

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




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

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

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

## A3. Fact Sheets

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

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

## A4. Website

Most PaintCare advertising and outreach materials direct the public to PaintCare's website for more information and to find a local PaintCare site. The website is easy to navigate and features content on buying the right amount of paint, storage and reuse tips, and recycling. It contains special pages for manufacturers, retailers, contractors, waste facilities, products covered by the program, and the Maine program. PaintCare's website is updated throughout the year. The most frequently visited part of the website is the PaintCare site locator.

There were 30,689 page views of the Maine web page during the year.

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

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

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




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

## A5. Translations

PaintCare translates program brochures and fact sheets into languages other than English upon requests from paint retailers and other stakeholders. PaintCare has translated its program brochure into Amharic, Arabic, Armenian, Bengali, Cantonese, Farsi, French, Haitian Creole, Hawaiian, Hindi, Hmong, Italian, Japanese, Khmer, Korean, Lao, Mandarin, Polish, Portuguese, Punjabi, Russian, Somali, Spanish, Tagalog, Thai, Turkish, Ukrainian, Vietnamese, and Yiddish. Three widely used fact sheets that provide information about the LVP service, guidance for painting contractors, and the programs products list are also available

in the 29 languages listed above. PaintCare maintains a Spanish language translation button on its website, making the site fully bilingual. Additionally, live interpretation in Spanish and other languages is available on PaintCare's telephone hotline by request. PaintCare provides a webpage with information on how to access translations and hotline interpretation, found at www.paintcare.org/language-assistance/.

## A6. Signs for Drop-Off Sites

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
















## A7. Awards

In April, PaintCare received the Environmental Achievement Award from the Androscoggin Valley Council of Governments (AVCOG) for PaintCare's ongoing work in the AVCOG region, the commitment to decrease hazardous waste entering the waste stream, and the outreach that PaintCare provides their transfer station operators. In May, PaintCare received an Environmental Initiative Award at the 2023 SEAL (Sustainability, Environmental Achievement and Leadership) Business Sustainability Awards.

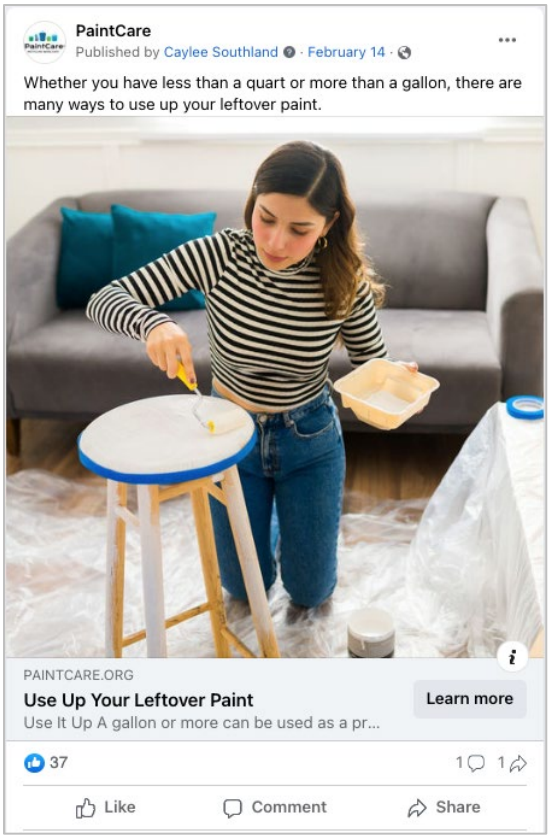
## A8. Social Media

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




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

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




Facebook Ad Promoting Using Up Leftover Paint

## A8. Joint Outreach

PaintCare offers creative and financial support for outreach campaigns conducted by HHWs and government run solid waste facilities that are PaintCare partners. There were no requests for Joint Outreach support this year.

## A9. Radio

In May and June, PaintCare ran a commercial radio campaign. In the ad, a teenager informs their parent that the leftover paint stored in their garage can be recycled at a PaintCare drop-off site.

## A10. Print Advertising

During the period of April through June PaintCare sent direct mailers to Maine households and businesses promoting paint recycling at year-round drop-off sites and by using the large volume pickup service.




## A11. Face-to-Face

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

| Date | Event | Activity |
|---|---|---|
| 1/31 | AVCOG Virtual Transfer Station Operator Training | Participated in a virtual training for transfer station operators on Universal Waste |
| 1/31-2/2 | National Association of Home Builders International Builders Show | Exhibitor, table/booth |
| 1/31-2/2 | North American Hardware and Paint Association National Hardware Show | Exhibitor, table/booth |
| 2/22-2/24 | Painting Contractors Association Annual Expo | Exhibitor, table/booth |
| 4/2-4/3 | Northeast Recycling Council Spring Conference | Exhibitor, table/booth |
| 5/8-5/9 | Maine Resource Recovery Association Annual Conference | Exhibitor, table at meeting of the MRRA |
| 6/7 | Visited Washington, DC Offices of Senator Collins and Senator King | PaintCare staff provided program overview to Capitol Hill staffers |
| 8/2-8/3 | North American Hardware and Paint Association Independents Conference | Exhibitor, table/booth |
| 8/14-8/16 | Resource Recycling Annual Conference | Exhibitor, table/booth |

| | | |
|---|---|---|
| 9/11-9/14 | Commercial Painting Industry Association Leadership Conference | Attended |
| 9/11-9/14 | Product Stewardship Institute Forum Conference | Exhibitor, table/booth; staff provided panel presentation |
| 9/17-9/23 | NAHMMA National Conference | Exhibitor, table/booth |
| 9/26-9/28 | U.S. Green Building Council Greenbuild International Conference + Expo | Exhibitor, table/booth |
| 9/27-9/28 | SWANA WasteCon Leadership Summit | Exhibitor, table/booth |
| 10/31-11/2 | Northeast Recycling Council Fall Conference | Exhibitor, table/booth |
| 11/2-11/3 | Painting Contractors Association Women in Paint Conference | Exhibitor, table/booth |
| 11/14-11/16 | National Association of Realtors Annual Conference and Expo | Exhibitor, table/booth |
| 12/5-12/6 | National Recycling Coalition National Recycling Congress | Attended |
| 12/6-12/7 | Northeastern Retail Lumber Association LBM Expo | Exhibitor, table/booth |

## B. AWARENESS SURVEY

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

Following are some highlights from the survey results:

- 282 surveys were completed by Maine residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- Over half of state respondents (63%) purchased paint in the last year. Of those, 48% reported taking measurements in order to purchase the right amount of paint and 26% reported seeking help from paint retail staff to purchase the right amount.
- 71% of respondents said they were “extremely likely” or “likely” to drop off paint for recycling the next time they have leftover paint to dispose of.
- 49% of end-consumers who had purchased paint in the last year were aware that paint can be recycled, of available drop-off opportunities in the state, or both.

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

# Section 5. 2024 and Future

## Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

> *(9) An evaluation of the effectiveness of the paint stewardship program compared to prior years and anticipated steps, if any are needed, to improve performance throughout the State.*

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

### A. DROP-OFF SITES AND SERVICES

PaintCare provides a convenient statewide paint collection program that uses environmentally sound paint management practices. PaintCare plans to evaluate opportunities to increase reuse in the state and may pursue new paint reuse initiatives, including potential paint giveaway events, as the program's financial position improves.

### B. SPECIAL PROJECTS

PaintCare intends to continue a three-to-five-year effort to visit non-drop-off sites in order to increase awareness of the program among retailers. Plans for the visits include providing updated outreach materials, checking site staff familiarity with the program, and observing whether the PaintCare fee is being applied to covered products. During these visits, staff will also invite retailers and other locations (recycling facilities, solid waste transfer stations) to participate in the program as drop-off sites.

### C. COMMUNICATIONS

PaintCare plans to continue promoting paint drop-off sites to Maine households and businesses.

# Appendix A

# MAINE PAINTCARE SITES IN 2023

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| **1. Year-Round Sites** | | | | **109,061** |
| Alfred | Town of Alfred Transfer Station | 79 Sanford Rd | Transfer Station | 562 |
| Auburn | Environmental Projects Inc - EPI | 664 Washington St N | Environmental Services | 3,616 |
| Auburn | Sherwin-Williams | 445 Center St | Retail | 1,834 |
| Augusta | Aubuchon Hardware | 10 Bangor St | Retail | 541 |
| Augusta | Sherwin-Williams | 68 Western Ave | Retail | 2,804 |
| Augusta | Hatch Hill Solid Waste Disposal Facility | 112 Hatch Hill Rd | Transfer Station | 841 |
| Bangor | Color Concepts | 840 Hammond St | Retail | 1,443 |
| Bangor | Sherwin-Williams | 625 B Broadway | Retail | 2,849 |
| Bangor | JB Paint Co | 2225 Odlin Rd | Retail | 140 |
| Bar Harbor | Acadia Painting (New Feb 2023) | 1301 State Hwy 102 | Retail | 0 |
| Bar Harbor | Paradis Ace Hardware | 31 Holland Ave | Retail | 338 |
| Bath | Rockys Ace Hardware | 55 Congress Ave | Retail | 654 |
| Belfast | Aubuchon Hardware | 231 Northport Ave | Retail | 899 |
| Belfast | Sherwin-Williams | 15A Starrett Dr | Retail | 1,794 |
| Belgrade | Belgrade Transfer Station | 92 Dunn Rd | Transfer Station | 634 |
| Biddeford | Sherwin-Williams | 420 Alfred St | Retail | 2,317 |
| Bowdoinham | Bowdoinham Recycling Center | 121 Pond Rd | Transfer Station | 204 |
| Brewer | Aubuchon Hardware | 484 Wilson St | Retail | 883 |
| Bridgton | Hayes Ace Hardware | 204 Portland Rd | Retail | 1,267 |
| Bridgton | Bridgton Transfer Station | 118 Sandy Creek Rd | Transfer Station | 1,265 |
| Brownfield | Brownfield Transfer Station | 1076 Pequawket Trl | Transfer Station | 218 |
| Brunswick | Sherwin-Williams | 179 Pleasant St | Retail | 1,251 |
| Buckfield | Buckfield Transfer Station | 114 Sumner Rd | Transfer Station | 116 |
| Buxton | Aubuchon Hardware | 400 Narragansett Trl | Retail | 788 |
| Buxton | Plummers Buxton Hardware | 241 Parker Farm Rd | Retail | 229 |
| Calais | Calais Ace Home Center | 295 North St | Retail | 372 |
| Calais | Sherwin-Williams | 305 North St | Retail | 352 |
| Calais | Johnsons True Value Hardware | 188 North St | Retail | 134 |
| Cape Elizabeth | Cape Elizabeth Recycling Center | Dennison Dr | Transfer Station | 1,340 |
| Caribou | S W Collins Co | 6 Washburn St | Retail | 725 |
| China | China Transfer Station | 191 Alder Park Rd | Transfer Station | 550 |

**MAINE PAINTCARE SITES IN 2023**

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| Clinton | Clinton Transfer Station | 31 Old Leonard Woods Rd | Transfer Station | 493 |
| Columbia Falls | Pleasant River SWDS | 1340 Route 1 | Transfer Station | 226 |
| Corinna | Mid Maine Solid Waste Assoc | 63 Airport Rd | Transfer Station | 617 |
| Corinth | Central Penobscot Solid Waste Facility | 117 Main St | Transfer Station | 381 |
| Cornish | Cornish Hardware | 13 Maple St | Retail | 197 |
| Damariscotta | Sherwin-Williams | 505 Main St | Retail | 794 |
| Dover Foxcroft | Dover True Value Hardware | 69 E Main St | Retail | 101 |
| Dover Foxcroft | Dover Foxcroft Transfer Station | 66 Landfill Rd | Transfer Station | 699 |
| Ellsworth | Sherwin-Williams | 43 Downeast Hwy | Retail | 1,977 |
| Falmouth | Falmouth Transfer Station | 101 Woods Rd | Transfer Station | 2,423 |
| Farmingdale | Goslines Hardware | 563 Maine Ave | Retail | 191 |
| Farmington | Aubuchon Hardware | 528 Wilton Rd | Retail | 389 |
| Fort Kent | S W Collins | 35 W Main St | Retail | 382 |
| Frenchville | Valley Recycling Facility | 72 Airport Ave | Transfer Station | 498 |
| Fryeburg | Fryeburg Transfer Station | 2025 Main St | Transfer Station | 859 |
| Garland | Garland Transfer Station | 586 Center Rd | Transfer Station | 0 |
| Gorham | Plummers Gorham Ace Hardware | 57 Main St | Retail | 597 |
| Gray | Cooks Hardware | 19 Portland Rd | Retail | 186 |
| Gray | Gray Transfer Station | 13 Seagull Dr | Transfer Station | 2,237 |
| Greene | Greene Transfer Station | 281 Quaker Ridge Rd | Transfer Station | 513 |
| Greenville | Greenville Transfer Station | 7 Minden St | Transfer Station | 427 |
| Hiram | Tri Town Transfer Station | 208 S Hiram Rd | Transfer Station | 583 |
| Houlton | S W Collins | 57 Bangor St | Retail | 113 |
| Houlton | Sherwin-Williams | 2 Smyrna St | Retail | 662 |
| Islesboro | Islesboro Transfer Station | 1299 Meadow Rd | Transfer Station | 248 |
| Jackman | Jackman Transfer Station | 31 Hastings Rd | Transfer Station | 143 |
| Jay | Jay Transfer Station | 672 Main St | Transfer Station | 366 |
| Kingfield | Kingfield Transfer Station | 304 Lexington Rd | Transfer Station | 605 |
| Kittery | Kittery Ace Hardware | 6 Shapleigh Rd | Retail | 560 |
| Kittery | Kittery Transfer Station | 1 Mac Kenzie Ln | Transfer Station | 600 |
| Lewiston | Sherwin-Williams | 1168 Lisbon St | Retail | 1,564 |
| Limerick | Plummers  Hardware | 42 Central Ave | Retail | 0 |
| Limerick | Limerick Transfer Station | 86 Doles Hill Rd | Transfer Station | 547 |
| Lincoln | Aubuchon Hardware | 245 W Broadway | Retail | 702 |

**MAINE PAINTCARE SITES IN 2023**

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| Lincoln | S W Collins Co | 302 W Broadway | Retail | 495 |
| Lisbon Falls | Aubuchon Hardware | 572 Lisbon St | Retail | 594 |
| Mechanic Falls | Depot Square Hardware | 9 Depot Square | Retail | 399 |
| Mexico | Rumford Regional Transfer Station | 388 River Rd | Transfer Station | 615 |
| Monson | Monson Transfer Station | 80 Chapin Ave | Transfer Station | 0 |
| Naples | Aubuchon Hardware | 499 Roosevelt Trl | Retail | 864 |
| Newfield | Newfield Transfer Station | 320 Water St | Transfer Station | 371 |
| Newport | Aubuchon Hardware | 83 Moosehead Trl | Retail | 271 |
| Nobleboro | Nobleboro Transfer Station | 25 Transfer Ln | Transfer Station | 1,594 |
| Northeast Harbor | S R Tracy Inc | 8 Summit Rd | Retail | 181 |
| Northeast Harbor | F T Brown | 106 Main St | Retail | 0 |
| Norway | Aubuchon Hardware | 138 Main St | Retail | 701 |
| Oakland | Oakland Transfer Station | 343 Town Farm Rd | Transfer Station | 1,456 |
| Old Town | Aubuchon Hardware | 486 Stillwater Ave | Retail | 688 |
| Oxford | Oxford Transfer Station | 89 Smith St | Transfer Station | 969 |
| Portland | Maine Hardware | 274 Saint John St | Retail | 850 |
| Portland | PPG Paints | 973 Congress St | Retail | 408 |
| Portland | Eldredge Lumber & Hardware | 145 Presumpscot St | Retail | 831 |
| Presque Isle | S W Collins | 21 Rice St | Retail | 743 |
| Presque Isle | Rathbun Lumber | 43 State St | Retail | 0 |
| Rangeley | Rangeley Lakes Builders Supply | 2742 Main St | Retail | 731 |
| Readfield | Readfield Transfer Station | 14 Recycle Rd | Transfer Station | 552 |
| Rockland | Sherwin-Williams | 96 Park St | Retail | 261 |
| Rockland | E L Spear Inc Lumber and Hardware | 10 Payne Ave | Retail | 1,187 |
| Rumford | Aubuchon Hardware | 65 Falmouth St | Retail | 0 |
| Rumford | Sherwin-Williams | 1023 Route 2 | Retail | 438 |
| Sanford | Eldredge Lumber | 1787 Main St | Retail | 234 |
| Scarborough | Dunstan Ace Hardware | 636 US Hwy 1 | Retail | 1,212 |
| Scarborough | Sherwin-Williams | 166 US Route 1 | Retail | 1,923 |
| Scarborough | Oak Hill Ace Hardware | 29 Gorham Rd | Retail | 1,263 |
| Searsport | Searsport Transfer Station | Dump Rd | Transfer Station | 424 |
| Sebago | Sebago Transfer Station | 141 Long Hill Rd | Transfer Station | 455 |

**MAINE PAINTCARE SITES IN 2023**

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| Skowhegan | Sherwin-Williams | 257 Madison Ave | Retail | 421 |
| Skowhegan | Quinn True Value Hardware | 125 Waterville Rd | Retail | 63 |
| Skowhegan | Skowhegan Transfer Station | 29 Transfer Station Dr | Transfer Station | 197 |
| Solon | Solon Transfer Station (New Dec 2022) | 1483 River Rd | Transfer Station | 0 |
| South Portland | Maine Paint | 153 Ocean St | Retail | 3,295 |
| South Portland | Sherwin-Williams | 180 Waterman Dr | Retail | 1,407 |
| Southwest Harbor | Southwest Trustworthy Hardware | 345 Main St | Retail | 461 |
| Springvale | Springvale Hardware | 489 Main St | Retail | 896 |
| Springvale | Sherwin-Williams | 544 Main St | Retail | 1,296 |
| Standish | Steep Falls Building Supply | 190 Ossipee Trl W | Retail | 250 |
| Standish | Standish Hardware | 5 Oak Hill Rd | Retail | 250 |
| Tenants Harbor | St George Transfer Station | 176 Wallston Rd | Transfer Station | 364 |
| Topsham | Topsham Transfer Station | 97 Townsend Way | Transfer Station | 1,124 |
| Topsham | Sherwin-Williams | 86 Topsham Fair Rd | Retail | 1,171 |
| Waldoboro | Waldoboro Transfer Station | 885 N Nobleboro Rd | Transfer Station | 876 |
| Waterboro | Plummers Waterboro Hardware | 1009 Main St | Retail | 343 |
| Waterboro | Waterboro Transfer Station | 132 Bennett Hill Rd | Transfer Station | 2,458 |
| Waterville | Aubuchon Hardware | 485 Kennedy Memorial Dr | Retail | 360 |
| Waterville | Sherwin-Williams | 343 Main St | Retail | 400 |
| Wells | Aubuchon Hardware | 1165 Post Rd | Retail | 1,518 |
| Wells | Sherwin-Williams | 1521 Post Rd | Retail | 1,521 |
| Westbrook | Sherwin-Williams | 100 Larrabee Rd | Retail | 3,712 |
| Westbrook | Sportsman's Hardware and Rental | 30 Central St | Retail | 214 |
| Wilton | Wilton Transfer Station | 158 Weld Rd | Transfer Station | 420 |
| Windham | Aubuchon Hardware | 777 Roosevelt Trl | Retail | 490 |
| Windham | Sherwin-Williams | 859 Roosevelt Trl | Retail | 1,991 |
| Winthrop | Marshall Hills Transfer Station | 1199 US-202 | Transfer Station | 1,188 |
| Wiscasset | Ames Supply True Value | 447 Bath Rd | Retail | 1,252 |
| Yarmouth | Maine Paint | 412 US Route 1 | Retail | 1,935 |
| Yarmouth | Yarmouth Transfer Station | 659 E Main St | Transfer Station | 3,288 |
| York | Eldredge Lumber & Hardware | 627 US Route 1 | Retail | 2,378 |
| York | Sherwin-Williams | 317 US Route 1 | Retail | 968 |

**MAINE PAINTCARE SITES IN 2023**

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| **2. Supplemental Sites** | | | | **18,726** |
| Augusta | Augusta Municipal Garage (HHW Event) (KVCOG) | 55 North St | HHW Event | 275 |
| Bar Harbor | Mount Desert Island High School (ADD ) | 1081 Eagle Lake Rd | HHW Event | 345 |
| Bath | Bath Public Works Dept (Town) | 450 Oak Grove Ave | HHW Event | 612 |
| Bethel | Maine School District (AVCOG) | 1 Parkway | HHW Event | 659 |
| Biddeford | Biddeford Public Works (City) | 371 Hill St | HHW Event | 821 |
| Brewer | Brewer Public Works (City) | 221 Greenpoint Rd | HHW Event | 276 |
| Brunswick | Brunswick Landfill (Town) | 49 Graham Rd | HHW Event | 545 |
| Cape Elizabeth | Cape Elizabeth Recycling Center (Town) | Dennison Dr (off Spurwink) | HHW Event | 223 |
| Carrabassett Valley | Carrabassett Valley Transfer Station (AVCOG) | 1 Mile north of Surgarloaf Access Rd on Route 27 | HHW Event | 223 |
| China | China Highway Garage HHW | 211 Alder Park Rd | HHW Event | 979 |
| Eastport | Eastport Recycling Center (Closed Jan 2022) | Road 190 / Old Toll Bridge | Recycling Center | 369 |
| Fryeburg | Fryeburg Transfer Station (HHW Event) (AVCOG) | 2025 Main St | HHW Event | 142 |
| Gray | Gray Transfer Station (Town) | 14 Seagull Dr | HHW Event | 44 |
| Islesboro | Islesboro Transfer Station (Town) | 1299 Meadow Rd | HHW Event | 127 |
| Jackman | Jackman Transfer Station (KVCOG) | 31 Hastings Rd | HHW Event | 52 |
| Kennebunk | Kennebunk Public Services Dept (Town) | 36 Sea Rd | HHW Event | 983 |
| Lewiston | Western Maine Environmental Depot - HHW Facility | 424 River Rd | HHW Seasonal | 324 |
| Mexico | Mexico Transfer Station (AVCOG) | 342 River Rd | HHW Event | 62 |
| Norridgewock | Crossroads Landfill (WM) | 357 Mercer Rd | HHW Event | 362 |
| Norway | Norway Paris Transfer Station (AVCOG) | 39 Brown St | HHW Event | 270 |
| Old Town | Old Town Transfer Station (Town) | 246 Gilman Falls Ave | HHW Event | 384 |
| Phippsburg | Phippsburg Transfer Station (Town) | 58 Sam Day Hill Rd | HHW Event | 417 |
| Pittsfield | Pittsfield Recycling Center (KVCOG) | 601 Peltoma Ave | HHW Event | 116 |
| Portland | Riverside Recycling Facility - HHW Facility | 910 Riverside St | HHW Seasonal | 4,363 |

**MAINE PAINTCARE SITES IN 2023**

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| Portland | Peaks Island Garage (City) | 10 Florida Ave | HHW Event | 361 |
| Rangeley | Rangeley Transfer Station (AVCOG) | 682 Loon Lake Rd | HHW Event | 60 |
| Readfield | Readfield Transfer Station (KVCOG) | 14 Recycle Rd | HHW Event | 343 |
| Rockland | Rockland Transfer Station (City) | 400 Limerock St | HHW Event | 58 |
| Rockport | Mid Coast Solid Waste Corp (MidCoast ) | 90 Union St | HHW Event | 507 |
| Saco | Saco Public Works (City) | 351 North St | HHW Event | 567 |
| Scarborough | Scarborough Public Works (Town) | 20 Washington Ave | HHW Event | 604 |
| Skowhegan | Skowhegan Recycling and Transfer Station (KVCOG) | 29 Transfer Station Dr | HHW Event | 235 |
| South Berwick | Berwick Transfer Station (Town) | 534B Route 4 | HHW Event | 301 |
| South Portland | South Portland Municipal Services Facility (City) | 929 Highland Ave | HHW Event | 1,042 |
| Union | Tri County Recycling Center (Tri County) | 3368 Heald Hwy | HHW Event | 124 |
| Westbrook | Casella Waste Systems (City) | 594 County Rd | HHW Event | 124 |
| Winslow | Winslow Parks and Recreation (KVCOG) | 135 Halifax St | HHW Event | 720 |
| Yarmouth | Sherwin-Williams (Closed Jul 2023) | 438 Route 1 | Retail | 596 |
| Yarmouth | Yarmouth Fire Rescue (Town) | 178 North Rd | HHW Event | 110 |

**MAINE PAINTCARE SITES IN 2023**

SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

| City/Town | Site Name | Address | Type | Gallons |
|---|---|---|---|---|
| **3. Large Volume Pickup Sites** | | | | **3,493** |
| Bangor | [Household] | | LVP | 266 |
| Bar Harbor | [Property Manager/Owner] | | LVP | 76 |
| Biddeford | [Painting Contractor] | | LVP | 79 |
| Brunswick | [Painting Contractor] | | LVP | 211 |
| Brunswick | [Painting Contractor] | | LVP | 219 |
| Brunswick | [School or University] | | LVP | 65 |
| Dixmont | [Construction] | | LVP | 122 |
| Eliot | [Painting Contractor] | | LVP | 149 |
| Farmingdale | [Retail Hardware Store] | | LVP | 159 |
| Gorham | [Health Care Facility] | | LVP | 160 |
| Hermon | [Construction] | | LVP | 128 |
| Madison | [Paint Retailer] | | LVP | 384 |
| Portland | [School or University] | | LVP | 156 |
| Rockland | [Painting Contractor] | | RLVP | 122 |
| Sanford | [Painting Contractor] | | LVP | 83 |
| Skowhegan | [Retail Hardware Store] | | LVP | 228 |
| South Portland | [Federal Government] | | LVP | 126 |
| South Portland | [Painting Contractor] | | LVP | 85 |
| Waldo | [Painting Contractor] | | LVP | 84 |
| Westbrook | [Painting Contractor] | | LVP | 182 |
| Winslow | [Retail Hardware Store] | | LVP | 237 |
| Yarmouth | [Property Manager/Owner] | | LVP | 172 |
| Total for All Sites | | | | 131,281 |

# Appendix B

**PaintCare Inc.**

Financial Statements
and Independent Auditor's Report

December 31, 2023 and 2022

**PaintCare Inc.**

Financial Statements
December 31, 2023 and 2022

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# INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
PaintCare Inc.

## *Opinion*

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

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

## *Basis for Opinion*

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

## *Responsibilities of Management for the Financial Statements*

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

***Responsibilities of Management for the Financial Statements (continued)***

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

***Auditor's Responsibilities for the Audit of the Financial Statements***

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

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of PaintCare's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about PaintCare's ability to continue as a going concern for a reasonable period of time.

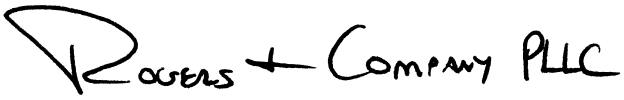
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***Auditor's Responsibilities for the Audit of the Financial Statements (continued)***

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

***Supplementary Information***

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 20-21 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



Vienna, Virginia
March 25, 2024

**PaintCare Inc.**

Statements of Financial Position
December 31, 2023 and 2022

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

*See accompanying notes.*

**PaintCare Inc.**

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

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

*See accompanying notes.*

**PaintCare Inc.**

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

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

*See accompanying notes.*

**PaintCare Inc.**

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

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

*See accompanying notes.*

**PaintCare Inc.**

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

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

*See accompanying notes.*

## 1. Nature of Operations

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

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

## 2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

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

Cash Equivalents

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

Accounts Receivable

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

## 2. Summary of Significant Accounting Policies (continued)

Accounts Receivable (continued)

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

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

Investments

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

Intangible Assets

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

Revenue Recognition

PaintCare recognizes revenue from post-consumer paint recovery fees at the time architectural paint product is sold by a manufacturer participant of the paint product stewardship program. Manufacturer participants in the program pay the PaintCare recovery fee to PaintCare based on the amount of program products they sell on a monthly basis. The majority of PaintCare's revenue arrangements generally consist of a single performance obligation to transfer promised services. Revenue is recognized when PaintCare delivers the services.

## 2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

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

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

Revenue from all other sources is recognized when earned.

Functional Allocation of Expenses

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

Communications Costs

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

## 2. Summary of Significant Accounting Policies (continued)

Measure of Operations

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

Use of Estimates

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

Adopted Accounting Pronouncement

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

Subsequent Events

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

## 3. Liquidity and Availability

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

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

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

## 4. Concentration of Credit Risk

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

## 5. Accounts Receivable

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

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

## 6. Note Receivable

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

## 6. Note Receivable (continued)

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

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

## 7. Investments and Fair Value Measurements

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

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

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## 7. Investments and Fair Value Measurements (continued)

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

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

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

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

## 7. Investments and Fair Value Measurements (continued)

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

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

## 7. Investments and Fair Value Measurements (continued)

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

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

## 8. Intangible Assets

Intangible assets consist of the following at December 31:

| | 2023 | 2022 |
|---|---|---|
| Software | $ 502,397 | $ 496,777 |
| Less: accumulated amortization | (449,015) | (350,380) |
| Intangible assets, net | $ 53,382 | $ 146,397 |

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

| | |
|---|---|
| 2024 | $ 48,427 |
| 2025 | 1,873 |
| 2026 | 1,873 |
| 2027 | 1,209 |
| Future estimated amortization | $ 53,382 |

## 9. Related Party Transactions

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

In February 2011, ACA and PaintCare entered into an affiliation agreement whereby ACA charges PaintCare an administrative fee, annually, to cover the following expense categories: allocation of time incurred by PaintCare officers, allocation of other direct labor, and allocation of occupancy and infrastructure costs. The term of the agreement is for one year and it automatically renews for one-year terms unless canceled by either party.

## 9. Related Party Transactions (continued)

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

## 10. Income Taxes

PaintCare is recognized as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code, and is exempt from income taxes except for taxes on unrelated business activities.

No tax expense is recorded in the accompanying financial statements for PaintCare, as there was no unrelated business taxable income.

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

# SUPPLEMENTARY INFORMATION

**PaintCare Inc.**

Schedule of Activities, Organized by Program
For the Year Ended December 31, 2023

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

**PaintCare Inc.**

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

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

# Appendix C




## A Program to Manage Leftover Paint

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

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

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

## PaintCare Products

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

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

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

## Non-PaintCare Products

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

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

MAINE

PaintCare®
RECYCLING MADE EASY

# Recycle WITH **PaintCare**



## Where Do I Take Leftover Paint?

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

## How to Recycle

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

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

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



## What Happens to the Paint?

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

## Who Can Use the Program?

Households may drop off as much latex or oil-based paint as the PaintCare drop-off site is willing to accept.

Businesses may drop off any amount of latex-based paint the PaintCare drop-off site is willing to accept, but limits may apply to oil-based paint. Visit www.paintcare.org/business-limits for more information.

## Do You Accept Large Volumes of Paint?

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






## PaintCare Fee

PaintCare is funded by a fee paid by paint manufacturers for each can of paint sold in the state. Manufacturers pass the fee to retailers, who then apply it to the price of paint. Sales tax is not applied to the fee in Maine. Retailers are encouraged to show the fee on customer receipts. The fee is based on the size of the container as follows:

| | |
|---|---|
| $ 0.00 | Half pint or smaller |
| $ 0.35 | Larger than half pint up to smaller than 1 gallon |
| $ 0.75 | 1–2 gallons |
| $ 1.60 | Larger than 2 gallons up to 5 gallons |

## Not a Deposit

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

## Contact Us

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

PaintCare™

RECYCLING MADE EASY




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

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

## Paint Smarter

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

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

xx-mcen-0522

# Mini Card

PaintCare®
RECYCLING MADE EASY

# About the Paint Recycling Program

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

## PAINTCARE PRODUCTS

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

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

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

## 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

## PAINTCARE FEE

The PaintCare fee is applied to the purchase price of architectural paint as required by law. Sales tax is not applied to the PaintCare fee in Maine. The fee funds collection, transportation, and processing costs. The fee is based on container size as follows:

| | |
|---|---|
| $0.00 | Half pint or smaller |
| $0.35 | Larger than half pint up to smaller than 1 gallon |
| $0.75 | 1–2 gallons |
| $1.60 | Larger than 2 gallons up to 5 gallons |




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

# Counter Mat

## Recycle with PaintCare!

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

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

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

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

PaintCare™
RECYCLING MADE EASY

### What types of paint products can be recycled with PaintCare?

**PAINTCARE PRODUCTS**

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

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

**NON-PAINTCARE PRODUCTS**

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

- Paint thinners, mineral spirits, solvents
- Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints
- Caulk, epoxies, glues, adhesives
- Paint additives, colorants, tints, resins
- Wood preservatives (containing pesticides)
- Roof patch and repair
- Asphalt, tar, and bitumen-based products
- 2-component coatings
- Deck cleaners
- Traffic and road marking paints
- Industrial Maintenance (IM) coatings
- Original Equipment Manufacturing (OEM) (shop application) paints and finishes
- Containers that are leaking or empty, and containers without the original printed manufacturer's label are not accepted at retail drop-off sites

**PROGRAM FUNDING**

The PaintCare fee is applied to the purchase price of architectural paint sold in Maine as required by law. Sales tax is not applied to the fee in Maine. The fee is based on container size:

| | |
|---|---|
| Half pint or smaller | $0.00 |
| Larger than half pint up to smaller than 1 gallon | $0.35 |
| 1 gallon up to 2 gallons | $0.75 |
| Larger than 2 gallons up to 5 gallons | $1.60 |

ME-CMWI-0122

# **Recycle Paint** at This Store




## PAINTCARE PRODUCTS

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

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

## NON-PAINTCARE PRODUCTS

*No leaking, unlabeled, or empty containers*

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

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

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

PaintCare®
RECYCLING MADE EASY

PaintCare®

RECYCLING MADE EASY

# We are a PaintCare Partner

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




*Recycle with PaintCare*

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

PaintCare™

RECYCLING MADE EASY

## PaintCare Products

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

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

Products must be in original containers with original labels.
Latex paint that is dried out and "rock hard" is also acceptable.

## Non-PaintCare Products

*These products do not have a fee when purchased and are not accepted at drop-off sites:*

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

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

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

XX-PPSM-0521

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




PaintCare

RECYCLING MADE EASY

XX-WAEN-0621

# 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**

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

# Large Volume Pickup (LVP) Service

Updated — November 2023

PaintCare®
RECYCLING MADE EASY

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

## Who Is PaintCare?

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

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

## Large Volume Pickups

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

## Drums and Bulked Paint Are Not Accepted

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

## HOW TO REQUEST AN LVP

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

2. Fill out the request form
   Fill out the Large Volume Pickup Request Form on our website at www.paintcare.org/pickup.
   Call PaintCare at (855) PAINT09 if you need assistance using the web form.

## Scheduling

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

## On the Day of Your Pickup

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



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

## Recurring Service for LVPs

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

## Business Limits

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

## If You Have Products We Don't Accept

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

## What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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

PAINT STEWARDSHIP LAWS IN THE U.S.

# Information for Painting Contractors

Updated — January 2024

PaintCare®
RECYCLING MADE EASY

## How do paint stewardship laws affect painting contractors?

### PaintCare

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

### Paint Drop-Off Sites

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

### Fee and Funding

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

### Recommendations for Contractors

#### Preparing Estimates

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

#### Pass Fee to Customers

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

### Convenient Paint Drop-Off Sites

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

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

### Pickup Service for Large Volumes

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

### Business Limits

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

## What Are the Fee Amounts?

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

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

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

## What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in containers of five gallons or less. They do not include aerosol coatings, industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

# Become a Retail Drop-Off Site for Paint

Updated — August 2023

PaintCare®
RECYCLING MADE EASY

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

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

## Paint Drop-Off Sites

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

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

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

## Benefits to Retailers and Their Customers

There are many benefits to becoming a paint drop-off site. As a participating retailer, you will:

- Make recycling of leftover paint more convenient for your customers
- Support the paint industry's effort to lead the way in being responsible for end-of-life management of its products
- Keep leftover paint out of landfills and put to a beneficial use
- Promote your store's environmental responsibility
- Increase customer foot traffic and sales opportunities
- Help relieve local government of their cost of managing leftover paint
- Be advertised by PaintCare on their website and in consumer outreach efforts
- Help your state conserve resources, keep paint out of the waste stream, and prevent the improper disposal of paint in your community

## Become a Paint Drop-Off Site

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



## PaintCare Drop-Off Sites Receive Free of Charge

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

## Drop-Off Site Responsibilities

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



## What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

- Paint thinners, mineral spirits, solvents
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- 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

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

# Become a Retail Drop-Off Site for Paint

Updated — January 2023

PaintCare™
RECYCLING MADE EASY

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

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

## Paint Drop-Off Sites

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

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

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

## Benefits to Retailers and Their Customers

There are many benefits to becoming a paint drop-off site. As a participating retailer, you will:

- Make recycling of leftover paint more convenient for your customers
- Support the paint industry's effort to lead the way in being responsible for end-of-life management of its products
- Keep leftover paint out of landfills and put to a beneficial use
- Promote your store's environmental responsibility
- Increase customer foot traffic and sales opportunities
- Help relieve local government of their cost of managing leftover paint
- Be advertised by PaintCare on their website and in consumer outreach efforts
- Help your state conserve resources, keep paint out of the waste stream, and prevent the improper disposal of paint in your community

## Become a Paint Drop-Off Site

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



## PaintCare Drop-Off Sites Receive Free of Charge

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

## Drop-Off Site Responsibilities

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



## What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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

MAINE PAINT STEWARDSHIP PROGRAM

# How Does the Maine Paint Stewardship Program Affect Paint Retailers?

Updated — January 2024

Maine's paint stewardship law requires a fee to be applied by manufacturers to all new architectural paint sales in Maine. Retail stores must pass the fee on to consumers and may volunteer to be a postconsumer paint drop-off site. The program started in October 2015.

## PaintCare

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

## Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. PaintCare has established more than 2,400 paint drop-off sites across its 11 programs. Most sites are paint and hardware stores, as well as government run waste collection facilities. There are more than 125 PaintCare drop-off sites in Maine.

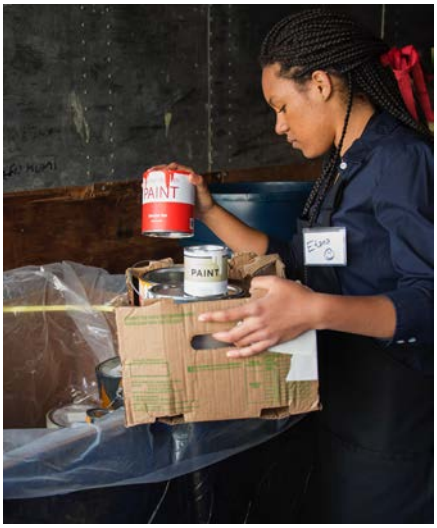
## Participation as a Drop-Off Site is Voluntary

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

Store staff will screen and accept paint from the public. All supplies, including reusable collection bins, as well as transportation and recycling of the paint, and site training, will be provided by the PaintCare program. PaintCare also promotes sites to the local community.

## Become a Paint Drop-Off Site

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




### REQUIREMENTS OF RETAILERS

## 1. Check Registered Manufacturers and Brands

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

## 2. Pass on the PaintCare Fee

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

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

## COMMON QUESTIONS

### How much is the fee?

The fee is by container size, as follows:

$ 0.00 — Half pint or smaller

$ 0.35 — Larger than half pint up to smaller than 1 gallon

$ 0.75 — 1–2 gallons

$ 1.60 — Larger than 2 gallons up to 5 gallons

### How is the fee initially calculated?

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

### Is sales tax applied to the fee, itself?

No. Effective December 1, 2018, sales tax is not applied to the PaintCare fee in Maine. The fee itself is not a tax.

### Is the fee a deposit to be returned to customers?

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

### Are we required to show the fee on receipts?

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

### Do we refund the fee if a product is returned?

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

### How does the public know about the fee?

PaintCare provides printed materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find a paint drop-off site. Translated materials are available in Spanish and over two dozen other languages, provided upon request. Additional materials can be ordered as needed for no charge. In addition to retailers, PaintCare works with contractor associations to inform professional painting contractors and conducts general outreach campaigns that may include digital and online advertising, direct mail, newspaper, radio, and television.

### What products are covered?

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

### Contact

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

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

# About the PaintCare Fee

Updated — January 2024

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

## PaintCare

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

## What is the recovery fee and how does it work?

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

## Do retailers have to pass on the fee?

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

## Recommendations for Painting Contractors

### Preparing Estimates

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

### Pass Fee to Customers

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

## How much is the fee?

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

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

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

## How is the fee initially calculated?

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

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

## Are retailers required to show the fee on receipts?

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

## Is the fee taxable?

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

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

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

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

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

## Do retailers return the fee if someone returns a product?

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

## How does the public know about the fee?

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

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

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

## What products are covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare Products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings. For a detailed list of PaintCare and non-PaintCare products, please visit www.paintcare.org/products-we-accept.

### FOR NEW PROGRAMS

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

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

PAINT STEWARDSHIP PROGRAM IN THE U.S.

# Information for HHW Programs

Updated — January 2024

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

### PaintCare

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

### Paint Drop-Off Sites

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




### Become a Drop-Off Site

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

### Benefits of Partnering with PaintCare

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

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

### Water-Based (Latex) Paint is a Resource

An important goal of PaintCare is to conserve resources and increase the amount of paint that is recycled. In areas where HHW programs do not accept water-based paint, households and businesses are often instructed to let water-based paint dry out and then dispose of the dry paint in the trash. Through the PaintCare program, all paint—including water-based paint—is recycled to the maximum extent possible.

### PaintCare Drop-Off Sites Receive Free of Charge

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

## Drop-Off Site Responsibilities

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

## How do billing and payments work?

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

## Will PaintCare Require Operational Changes?

- If your program does not currently accept latex paint, PaintCare will not require you to do so. If you wish to start accepting latex, PaintCare will cover the transportation and processing costs.
- If your program does not currently accept paint from businesses, PaintCare will not require you to do so. If you wish to start accepting paint from businesses, PaintCare will cover the transportation and processing costs.
- HHW programs may continue to put restrictions on who can use their programs, e.g., to residents of certain towns or cities. (PaintCare retail drop-off sites accept paint from anyone in the state, and from both households and businesses.)

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

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

## What Products are Covered?

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

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

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

Updated — January 2024

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

## PaintCare

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

## Paint Drop-Off Sites

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

## Become a Drop-off Site

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

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

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

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

## PaintCare Drop-Off Sites Receive Free of Charge

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

## Drop-Off Site Responsibilities

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

## Water-Based (Latex) Paint is a Resource

An important goal of PaintCare is to conserve resources and increase the amount of paint that is recycled. In areas where HHW programs do not accept water-based paint, households and businesses are often instructed to let water-based paint dry out and then dispose of the dry paint in the trash. Through the PaintCare program, all paint—including latex paint—is recycled to the maximum extent possible.

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

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

## Benefits of PaintCare to Solid Waste Facilities

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

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

## What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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

FOR GOVERNMENT AGENCIES PARTNERING WITH PAINTCARE

# Joint Outreach Projects

Updated — January 2024

PaintCare®
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## Introduction

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

### REVIEW AND APPROVAL

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

### PROPOSAL FORM

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

### IMAGES

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

## Your Responsibilities

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

### PRINT (BROCHURES, POSTCARDS, ETC.)

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

### NEWSPAPER

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

### RADIO

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

### DIGITAL MEDIA & OTHER

We are open to other types of projects such as digital advertising and social media campaigns, as well as other forms of outreach. Please coordinate details in advance and send PaintCare supporting documentation along with your invoice so we have a record of the projects and examples to show others.

## Design Assistance

PaintCare can assist with basic layout and graphic design for print and digital projects. When we provide this type of assistance, we will provide electronic files for you to send for printing or ad placement. Other than editing and commenting on scripts, we do not provide in-house assistance with audio or video production.

Please allow plenty of time for project planning, approvals, and editing. Depending on the time of year, this may take 4–8 weeks.

## Reimbursement

PaintCare provides reimbursements for approved projects only. We do not provide money up front, pay vendors directly, or accept requests for reimbursements on projects that have already been completed. Generally, PaintCare will reimburse costs for approved projects proportional to the amount of the project dedicated to PaintCare information. Funding amounts may also differ depending on available resources and our other outreach taking place in your area.

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

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

**{SAMPLE INVOICE}**

Environmental Services Program

Washington County
123 Government Way
Anytown, State 55776

June 24, 2023

Invoice: 2452187

Purchase Order: 6369 Communications: Other, Joint Projects

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

Description:

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

Invoice Amount: $750.00

Remit to:

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

FACT SHEET FOR OFFERING A REUSE PROGRAM

# Reuse Programs - Compensation & Reporting

Updated — January 2024

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

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

## Operating a Reuse Program

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

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




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

## Track and Report by Volume (gallons)

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

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

# Appendix D

PaintCare™

RECYCLING MADE EASY

# 2023 Annual Survey Results

*prepared by*

KB insights

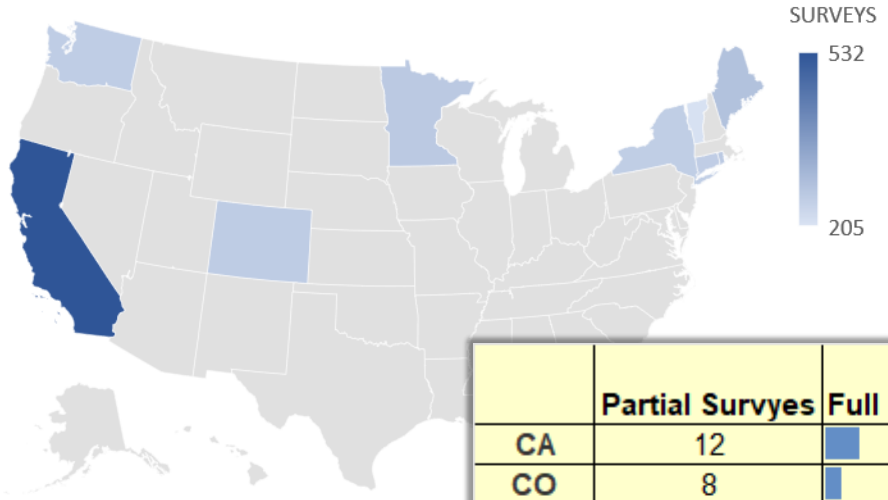
*Customer voice. Management vision.*

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# Response Summary

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



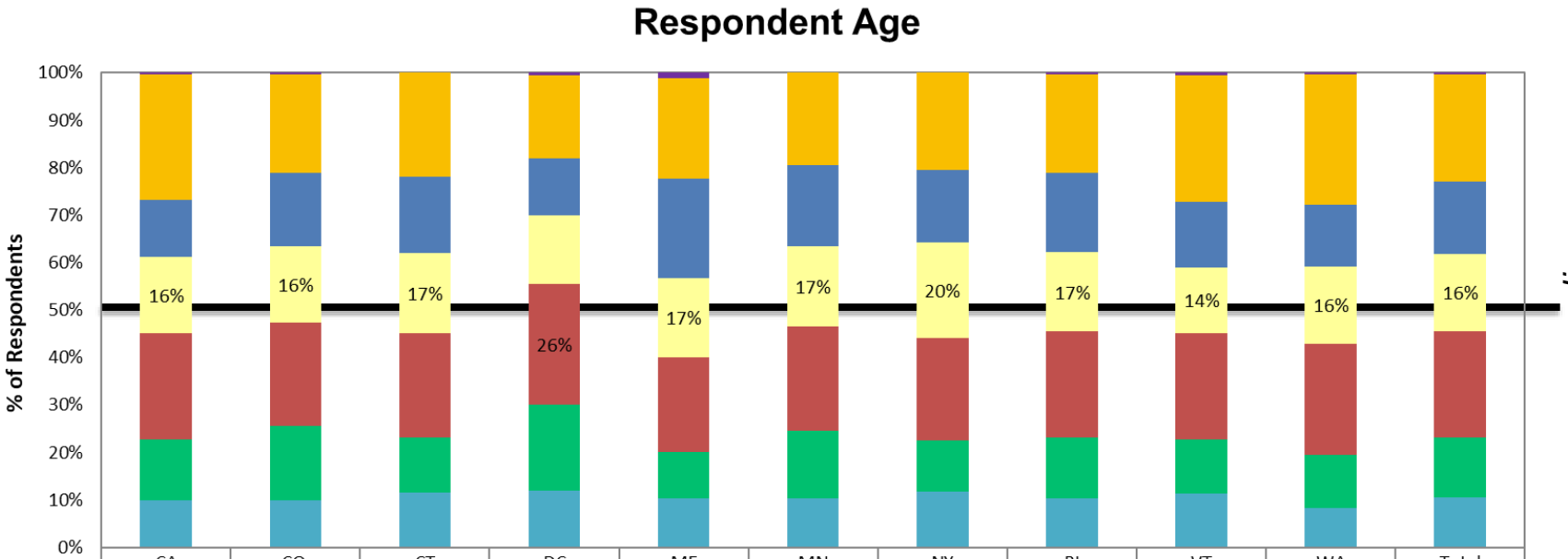

| | Partial Survyes | Full Surveys | Total Surveys | Margin of Error* |
|---|---|---|---|---|
| CA | 12 | 520 | 532 | +/-3% |
| CO | 8 | 251 | 259 | +/-5% |
| CT | 5 | 250 | 255 | +/-5% |
| DC | 5 | 200 | 205 | +/-6% |
| ME | 9 | 273 | 282 | +/-5% |
| MN | 13 | 252 | 265 | +/-5% |
| NY | 5 | 249 | 254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

**at a 90% level of confidence*

# RESPONDENT PROFILES

# Profile of Respondents - Age

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

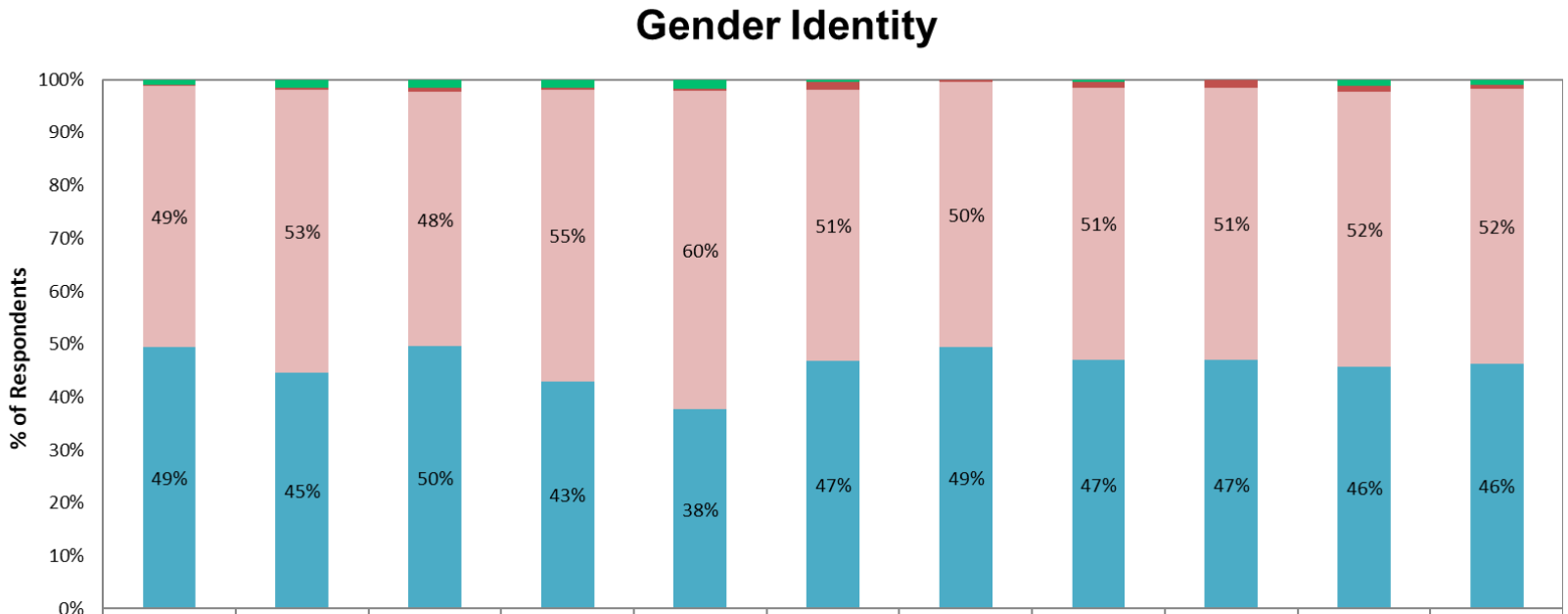



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| I prefer not to answer | 0% | 0% | 0% | 1% | 1% | 0% | 0% | 0% | 1% | 0% | 0% |
| 61+ | 26% | 21% | 22% | 18% | 21% | 19% | 20% | 21% | 27% | 27% | 23% |
| 51-60 | 12% | 16% | 16% | 12% | 21% | 17% | 15% | 17% | 14% | 13% | 15% |
| 41-50 | 16% | 16% | 17% | 15% | 17% | 17% | 20% | 17% | 14% | 16% | 16% |
| 31-40 | 23% | 22% | 22% | 26% | 20% | 22% | 22% | 22% | 22% | 23% | 22% |
| 25-30 | 13% | 16% | 12% | 18% | 10% | 14% | 11% | 13% | 11% | 11% | 13% |
| 18-24 | 10% | 10% | 12% | 12% | 10% | 10% | 12% | 10% | 11% | 8% | 10% |

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

# Profile of Respondents - Gender

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

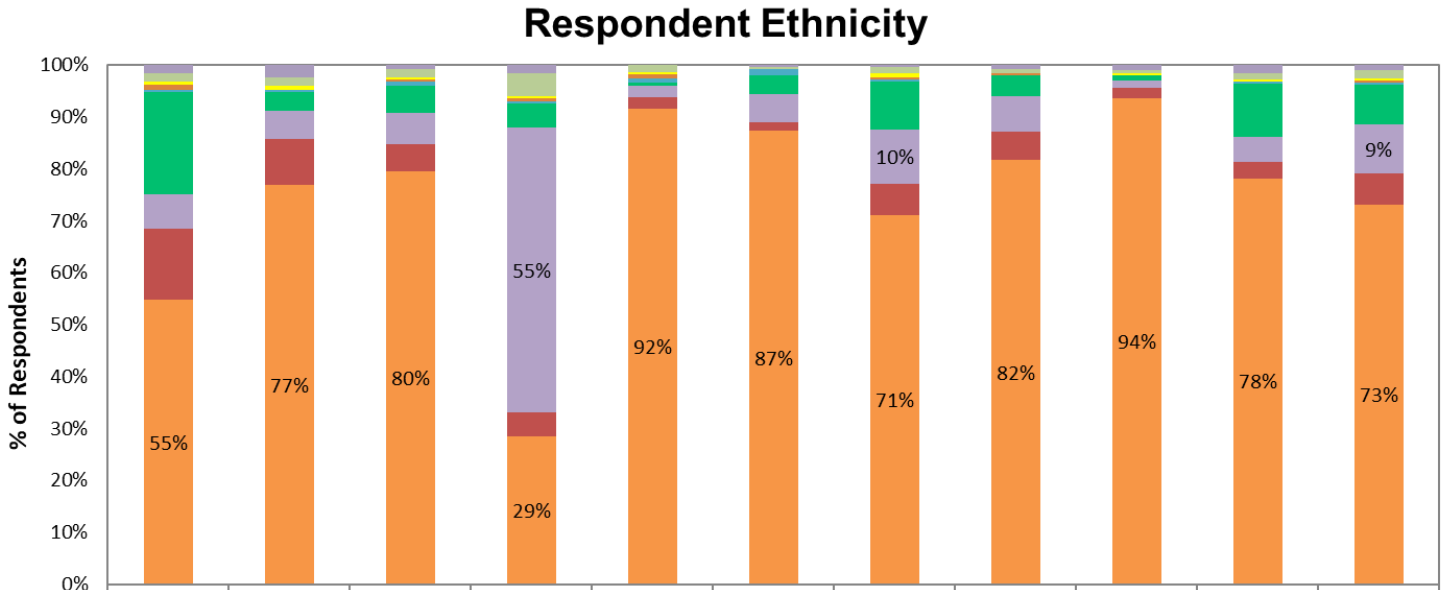



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| I prefer not to answer | 1% | 2% | 2% | 2% | 2% | 0% | 0% | 0% | 0% | 1% | 1% |
| Non-binary/other | 0% | 0% | 1% | 1% | 0% | 2% | 0% | 1% | 1% | 1% | 1% |
| Woman | 49% | 53% | 48% | 55%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

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

# Profile of Respondents - Ethnicity

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




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

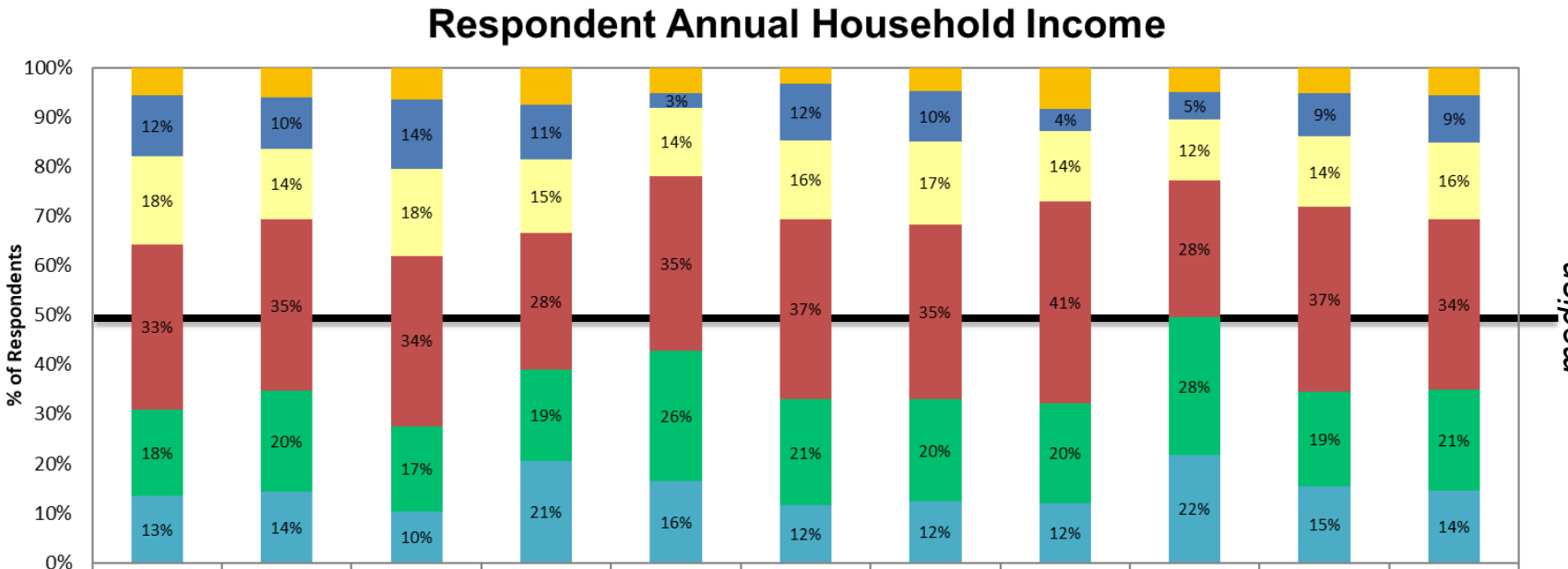
**Other Ethnicities: American, Bi-Racial/Mixed Race, Caribbean, Native American (two individuals found the question offensive)*



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

# Profile of Respondents - Income

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



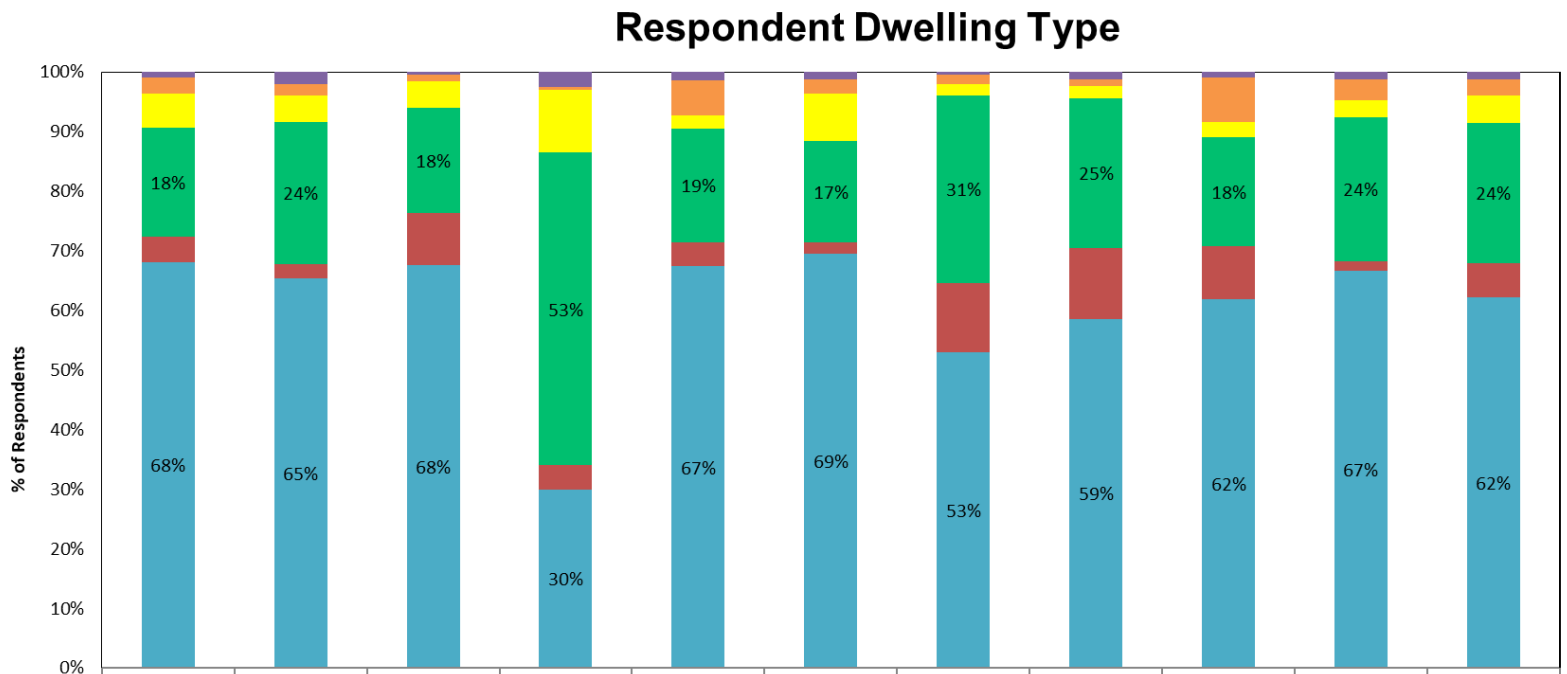

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| I prefer not to answer | 6% | 6% | 6% | 8% | 5% | 3% | 5% | 8% | 5% | 5% | 6% |
| More than $150,000 | 12% | 10% | 14% | 11% | 3% | 12% | 10% | 4% | 5% | 9% | 9% |
| $100,000 to $149,000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



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

# Profile of Respondents – Dwelling Type

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Other* | 1% | 2% | 0% | 3% | 1% | 1% | 0% | 1% | 1% | 1% | 1% |
| Mobile Home | 3% | 2% | 1% | 1% | 6% | 2% | 2% | 1% | 7% | 4% | 3% |
| Townhome | 6% | 4% | 4% | 11% | 2% | 8% | 2% | 2% | 2% | 3% | 4% |
| Condominium or Apartment Building | 18% | 24% | 18% | 53% | 19% | 17% | 31% | 25% | 18% | 24% | 24% |
| Two or Three-Family House | 4% | 2% | 9% | 4% | 4% | 2% | 12% | 12% | 9% | 2% | 6% |
| Single-Family House | 68% | 65% | 68% | 30% | 67% | 69% | 53% | 59% | 62% | 67% | 62% |

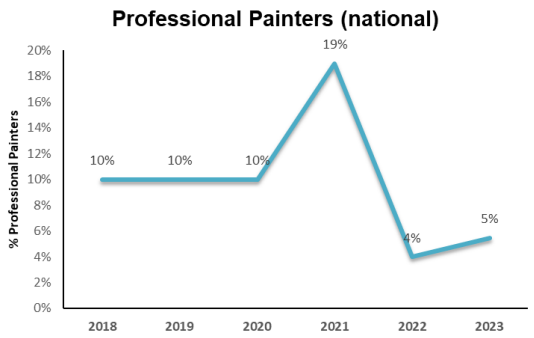
**Other Dwelling Types: cabin, company housing, dorm, duplex, government housing, homeless, hotel, living with friend, RV, shared elderly living facility, studio*



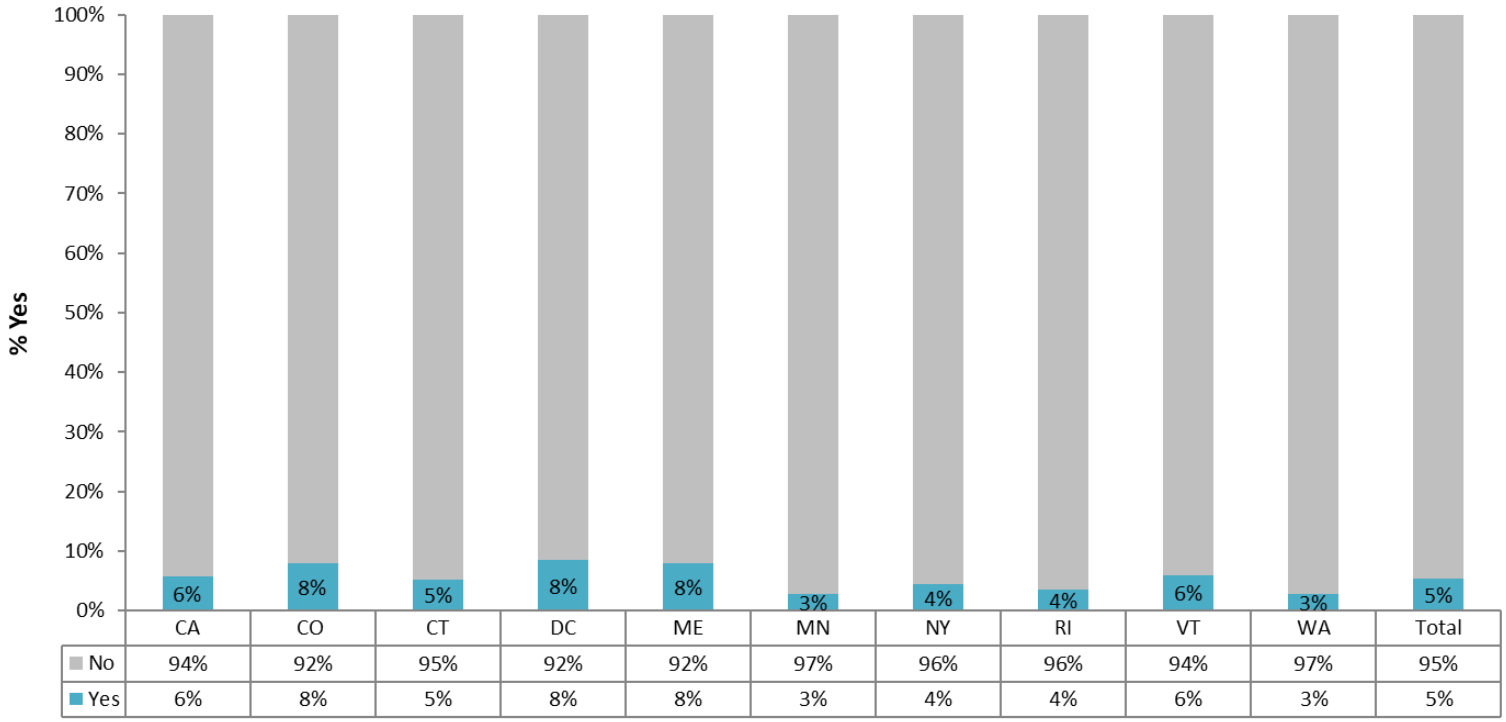
*N=CA 520;CO 251;CT 250;DC 200;ME 273;MN 252;NY 249;RI 251;VT 202;WA 252;TOTAL 2700*

# Profile of Respondents – Paint-Related Professions

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




***Do you paint professionally (NOT as an artist)?***



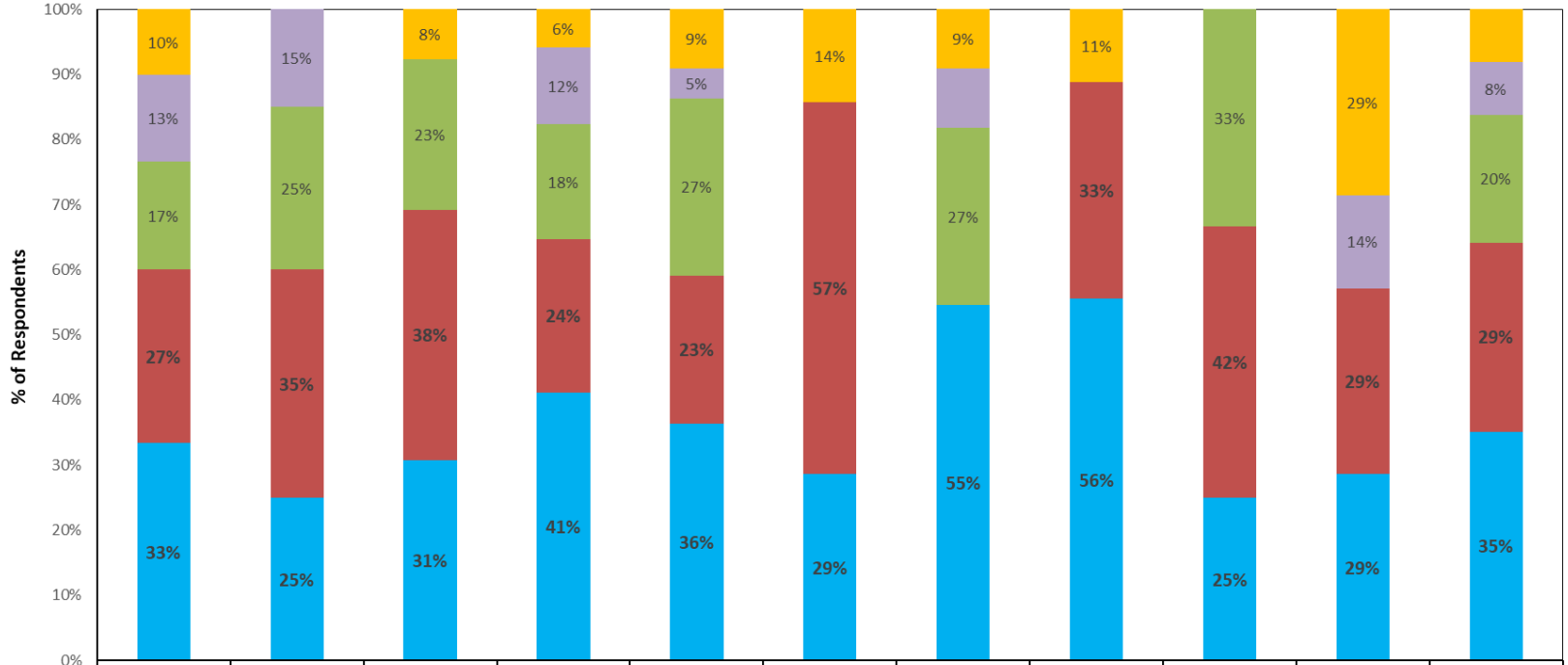

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| No | 94% | 92% | 95% | 92% | 92% | 97% | 96% | 96% | 94% | 97% | 95% |
| Yes | 6% | 8% | 5% | 8% | 8% | 3% | 4% | 4% | 6% | 3% | 5% |

*N=CA 521;CO 252;CT 251;DC 202;ME 274;MN 252;NY 250;RI 252;VT 202;WA 253;TOTAL 2709*

# Profile of Respondents – Painter Types

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

## *What type of professional painter are you?*




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Other | 10% | 0% | 8% | 6% | 9% | 14% | 9% | 11% | 0% | 29% | 8% |
| Property maintenance crew | 13% | 15% | 0% | 12% | 5% | 0% | 9% | 0% | 0% | 14% | 8% |
| Painting contractor | 17% | 25% | 23% | 18% | 27% | 0% | 27% | 0% | 33% | 0% | 20% |
| Handyman | 27% | 35% | 38% | 24% | 23% | 57% | 0% | 33% | 42% | 29% | 29% |
| General contractor | 33% | 25% | 31% | 41% | 36% | 29% | 55% | 56% | 25% | 29% | 35% |

**Other Professions: Furniture restoration, specialty contractor*



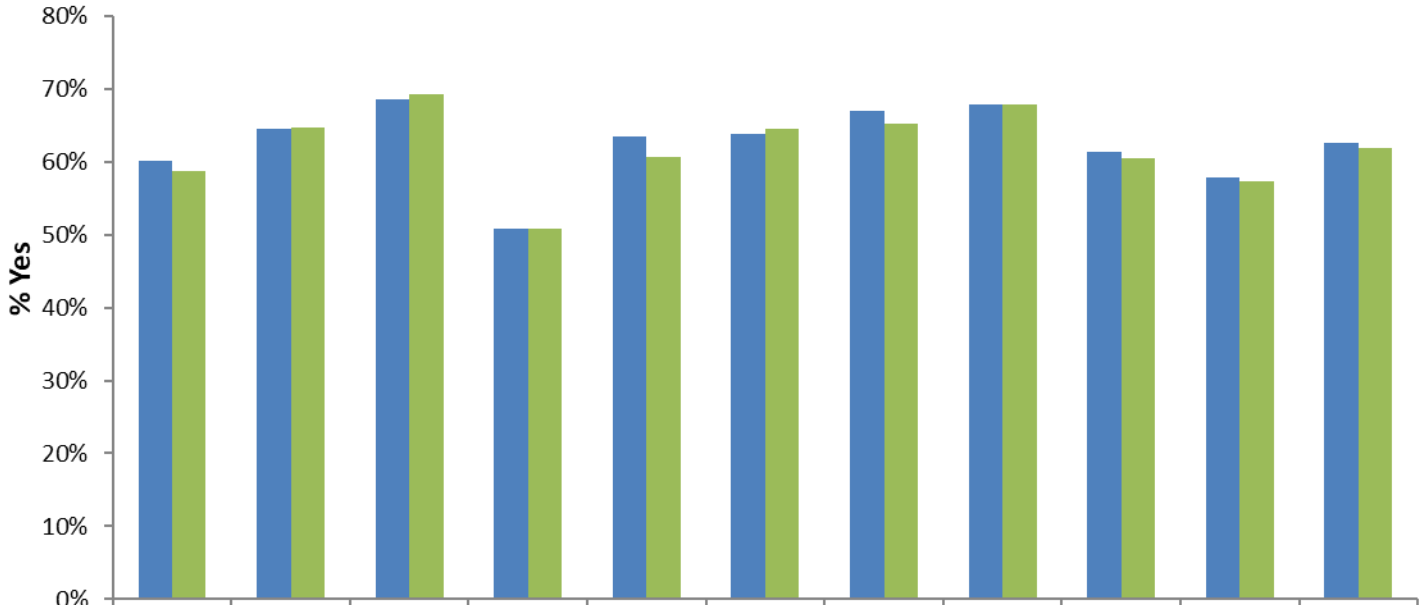
*N=CA 30;CO 20;CT 13;DC 17;ME 22;MN 7;NY 11;RI 9;VT 12;WA 7;TOTAL 148*

# CONSUMER PURCHASE AND SOURCE REDUCTION BEHAVIORS

# Recency of Paint Purchases

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

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



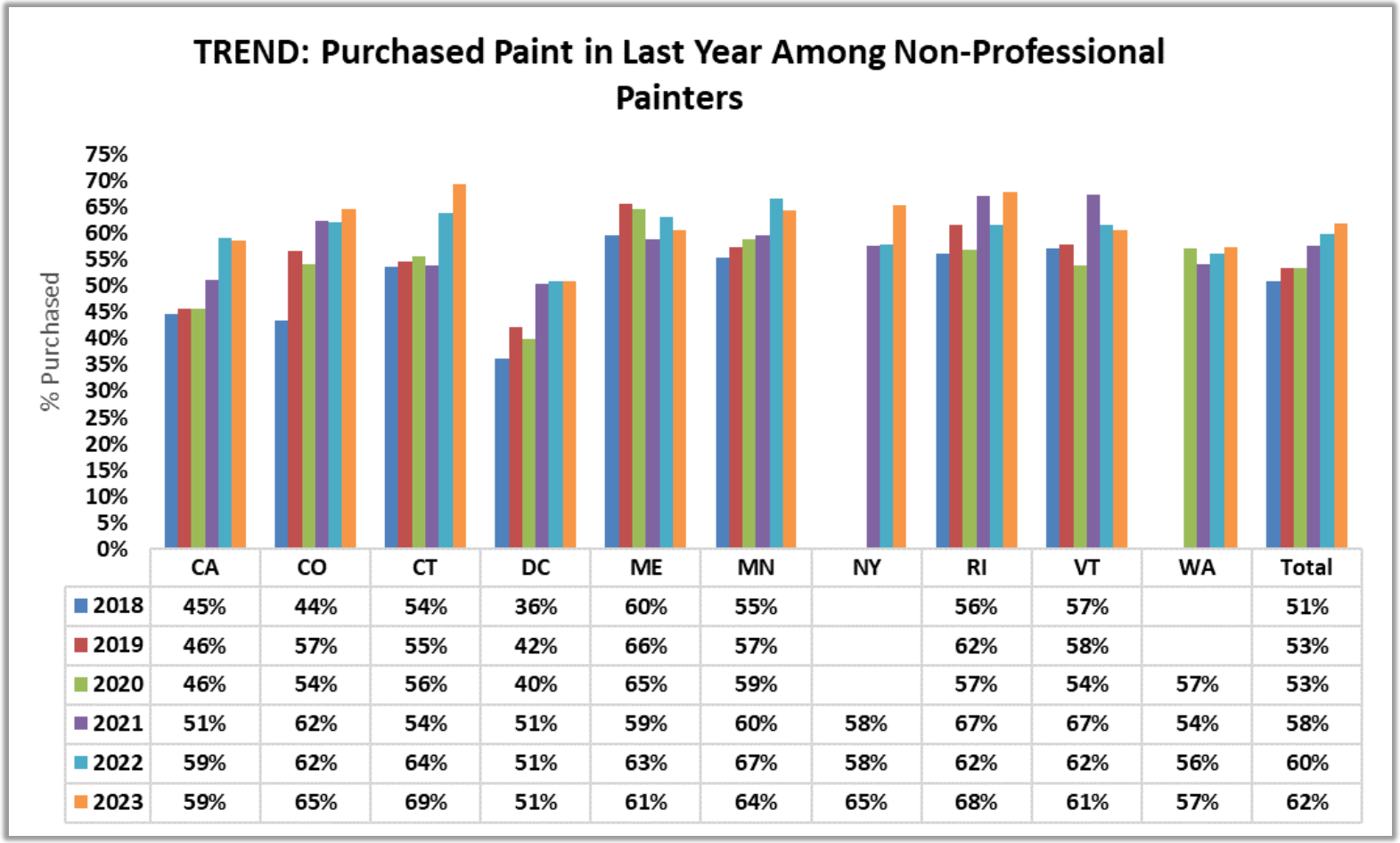

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 60% | 64% | 69% | 51% | 63% | 64% | 67% | 68% | 61% | 58% | 63% |
| ALL NON-PROS | 59% | 65% | 69% | 51% | 61% | 64% | 65% | 68% | 61% | 57% | 62% |



*N=CA 532;CO 259;CT 255;DC 205;ME 282;MN 265;NY 254;RI 265;VT 210;WA 256;TOTAL 2783*

# TREND: Recency of Paint Purchases Among End Consumers

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 45% | 44% | 54% | 36% | 60% | 55% | | 56% | 57% | | 51% |
| 2019 | 46% | 57% | 55% | 42% | 66% | 57% | | 62% | 58% | | 53% |
| 2020 | 46% | 54% | 56% | 40% | 65% | 59% | | 57% | 54% | 57% | 53% |
| 2021 | 51% | 62% | 54% | 51% | 59% | 60% | 58% | 67% | 67% | 54% | 58% |
| 2022 | 59% | 62% | 64% | 51% | 63% | 67% | 58% | 62% | 62% | 56% | 60% |
| 2023 | 59% | 65% | 69% | 51% | 61% | 64% | 65% | 68% | 61% | 57% | 62% |

# Determination of Paint Quantity Needs

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

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

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

Shown as a percentage of all respondents

# COMMENTS: Other Ways of Determining Quantities

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

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

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

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

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

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

# Success in Determination of Paint Quantity Needs

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

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

Shown as a percentage of all respondents

# Reasons for Excess Paint Purchases

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

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

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

Shown as a percentage of all respondents

# Comments: Other Reasons for Excess Paint Purchases

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

| Bought Minimum Comments |
|---|
| Bought minimum amount |
| CONTAINER WAS THE SMALLEST AVAILABLE |
| I could not buy a small enough amount for this room |
| I only had a small project. It was the smallest can of varnish produced |
| I only needed a small amount of paint |
| I purchased the smallest available amount |
| It was the smallest amount of paint in that color that they sold (1 quart) I was only painting an exterior door |
| Small project did not require much. |
| smallest amount available for custom color |
| Smallest can was more than I needed. |
| That was the smallest quantity they had |
| They didn't make a smaller size |
| I had no option there where no products with the exact amount i needed so i had to buy a product with much more in it |
| it was the only size I could get of what I wanted |
| It's cold by the gallon so that's what I bought. |
| Only gallon size was available |

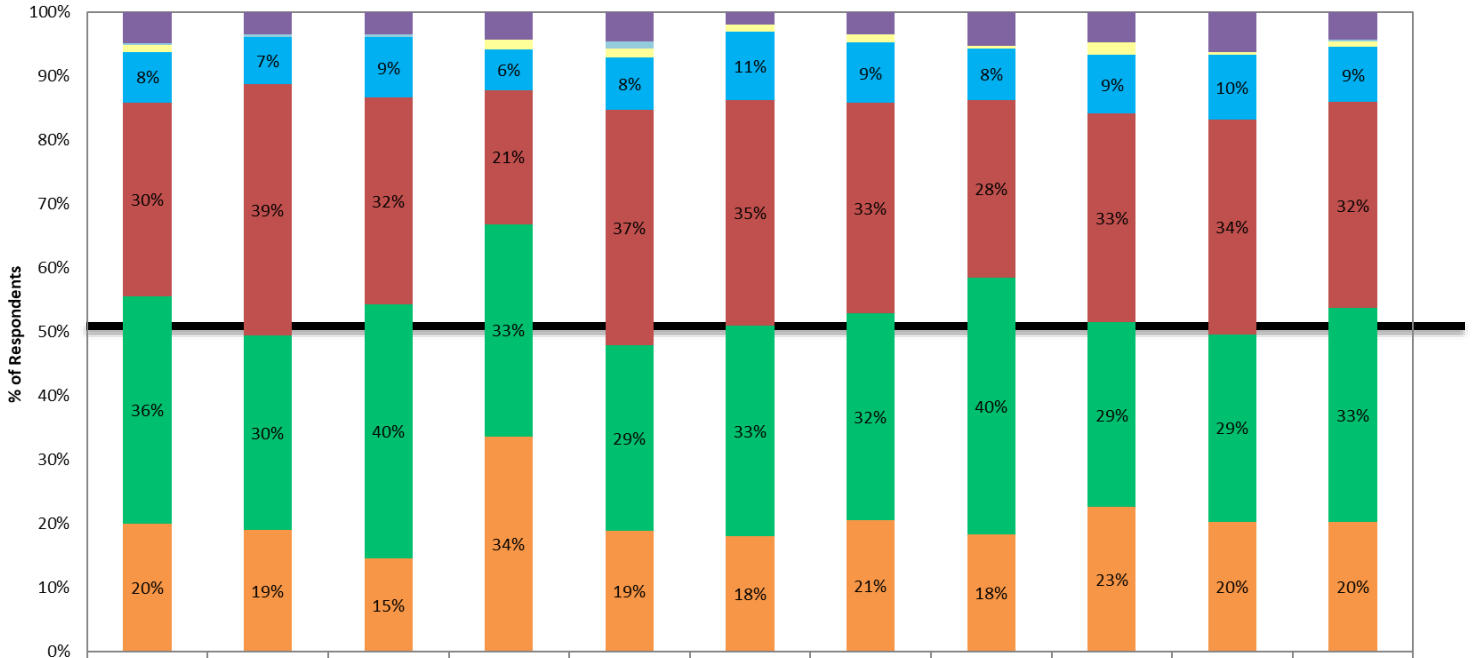
| Other Comments |
|---|
| Art projects |
| bought a gallon of paint which is more than I needed |
| contractor recommended it. |
| i did not think that far ahead |
| I didn't need the full can |
| if something did not come out right |
| In case of future repairs |
| Incase of a spill |
| it was an accident |
| Just a little leftover |
| Only size available at the store that carried the paint I needed |
| The can sizes are particular, pint, quart, gallon, five gallons |
| the guy said I needed that |
| the retailer only packages paint in containers that were too big |
| too make sure i had enough |
| touch uo |

**Suggestion: add new category to 2024 survey*

# Leftover Paint Storage

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

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



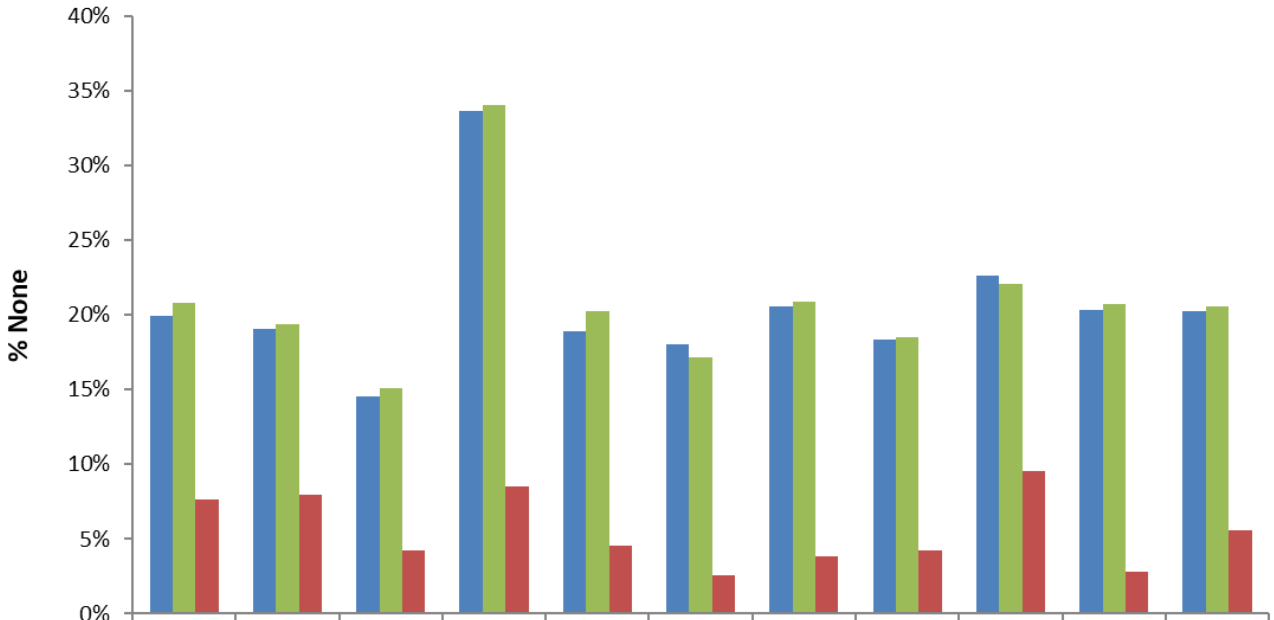

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| I have some paint, but I do not know how much. | 5% | 4% | 4% | 4% | 5% | 2% | 4% | 5% | 5% | 6% | 4% |
| 30 gallons or more | 0% | 0% | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% |
| 15 up to 30 gallons (would fit in 2 shopping carts) | 1% | 0% | 0% | 1% | 1% | 1% | 1% | 0% | 2% | 0% | 1% |
| 5 up to 15 gallons (would fit in a shopping cart) | 8% | 7% | 9% | 6% | 8% | 11% | 9% | 8% | 9% | 10% | 9% |
| 1 up to 5 gallons (would fit in a cardboard box) | 30% | 39% | 32% | 21% | 37% | 35% | 33% | 28% | 33% | 34% | 32% |
| Less than 1 gallon | 36% | 30% | 40% | 33% | 29% | 33% | 32% | 40% | 29% | 29% | 33% |
| None | 20% | 19% | 15% | 34% | 19% | 18% | 21% | 18% | 23% | 20% | 20% |

*N=CA 531;CO 257;CT 254;DC 205;ME 280;MN 261;NY 253;RI 262;VT 208;WA 256;TOTAL 2767*

# Leftover Paint Storage

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

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 20% | 19% | 15% | 34% | 19% | 18% | 21% | 18% | 23% | 20% | 20% |
| ALL NON-PROS | 21% | 19% | 15% | 34% | 20% | 17% | 21% | 19% | 22% | 21% | 21% |
| NON-PROS, PUCHASED IN LAST YR. | 8% | 8% | 4% | 9% | 5% | 3% | 4% | 4% | 10% | 3% | 6% |

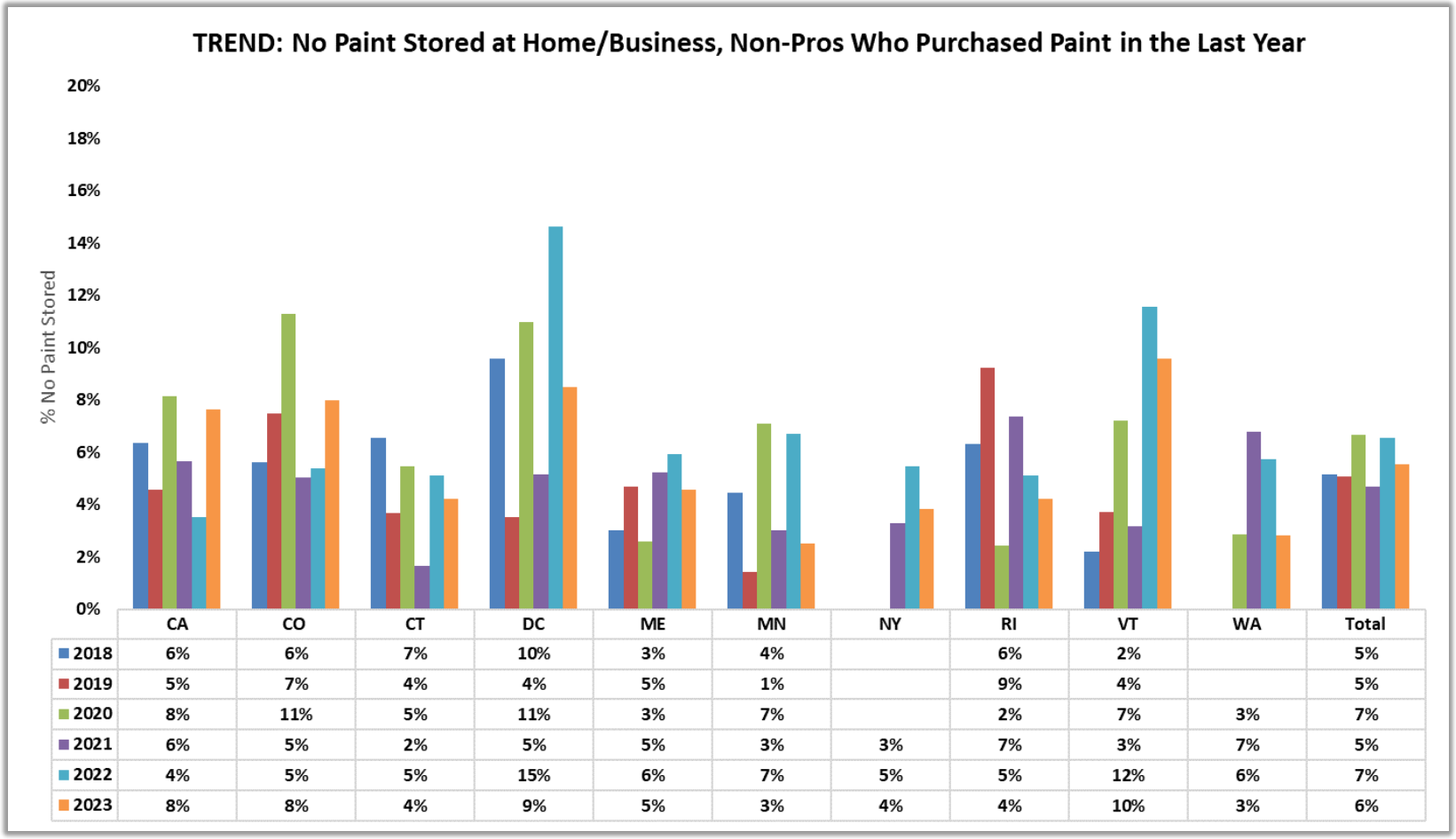
*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

**See Recency Analysis, Appendix 2*

*N=CA 531;CO 257;CT 254;DC 205;ME 280;MN 261;NY 253;RI 262;VT 208;WA 256;TOTAL 2767*

# TREND: No Paint Storage, Recent End-Consumer Purchasers

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 6% | 6% | 7% | 10% | 3% | 4% | | 6% | 2% | | 5% |
| 2019 | 5% | 7% | 4% | 4% | 5% | 1% | | 9% | 4% | | 5% |
| 2020 | 8% | 11% | 5% | 11% | 3% | 7% | | 2% | 7% | 3% | 7% |
| 2021 | 6% | 5% | 2% | 5% | 5% | 3% | 3% | 7% | 3% | 7% | 5% |
| 2022 | 4% | 5% | 5% | 15% | 6% | 7% | 5% | 5% | 12% | 6% | 7% |
| 2023 | 8% | 8% | 4% | 9% | 5% | 3% | 4% | 4% | 10% | 3% | 6% |

# Reasons for Paint Storage

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

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

Shown as a percentage of all respondents

# Comments: “Other” Reasons for Storage

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

| Future Project/Touch-ups Envisioned |
|---|
| Crafts |
| For another project |
| future project not completed |
| I am a painter, but for future projects that have yet to be determined |
| I have paint left over from various times places in my apartment were painted and I wanted some extra for touch ups. |
| I like having paint on hand in case a project comes up |
| I might use for later to paint other room, DIY project |
| It's paint left over from a wall project. I did not buy the paint myself but I know there is some left over for touch up's and such. |
| Painting a room |
| Saving for touchup |
| the home builders left paint in the home to do touch-ups that we |
| To save and potentially use for other projects |
| Touch ups in the future |
| When my new home was built they left me some spare paint for touch |
| I have not used my paint yet |

| In House at Purchase |
|---|
| A lot of it is old paint from previous owners and I need to go through them to see if they're needed or not. |
| left over from builder |
| Leftover paint from when the house was purchased |
| Previous home owners |
| The paint was left by the previous owner. |
| Was left in the newly built house we bought. |

| Other Comments |
|---|
| A friend gave it to me from painting their house. |
| Bought too much |
| Had a leak caused by a new bathtub installed. The company paid to have everything fixed and re painted |
| Had more than needed up finish the job. |
| Haven't taken to the store to dispose properly |
| homedepot |
| I asked the painter for some paint because I wanted to put a dab of paint where needed and kept the rest to use some day if needed again. |
| I bought basic antique white. If you have unopened paint leftover sherman williams will refund your money. |
| I bought it before I decided to re side the house |
| I brought too much to do the job and I have a lot of white walls |
| I can’t dispose of it via state law |
| I didn't use the whole can |
| I haven't finished all of the painting and some is left over from what I have completed. |
| I only needed a small amount |
| It was the smallest container I could buy and that was the exact paint I wanted |
| It will be used to finish a project. |
| Left over paint and paint bought from garage sales and secondhand stores has built up over the years. It is great to have on hand for small projects. |
| my dad painted and had some left over |
| My family member painted. |
| My father-in-law was a professional interior and exterior painter, so we have lots of "old" paint in and around the house. |
| My house flooded a couple of years ago and the contractors left a few cans of leftover paint in my laundry room |
| my husband used to do junk removal and we have everyone's leftover paint |
| My parents store paint downstairs and sometimes have leftover paint after projects. |
| My roommate did some interior painting and has some left over |
| My wife recently bought some exterior paint for home project. |
| purchased to much |
| several of the above |
| Some is still useable. Other is waiting for the next paint recycling collection. |
| Some of it is left over from my in laws |
| Someone else in my house painted |
| waiting for the yearly toxic waste cleanup |
| was given to us in our condo community to repaint front door and that was never done |
| when i did the project i wound up a little short so i bought an extra quart to finish the job and i still have a little left |
| Wife does paintimg |

**Suggestion: add new categories for 2024 survey*

# Paint Storage Best Practices Knowledge

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

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

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

Shown as a percentage of all respondents

# Past Paint Disposal Methods

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

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

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

Shown as a percentage of all respondents

# Comments: “Other” Past Disposal Methods

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

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

# Past Paint Store Disposal Preference

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

***What is the main reason you would take paint to a paint/hardware/lumber store instead of a household hazardous waste facility/event or transfer station?***

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

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

# Household Hazardous Waste Facility/Event Preference

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

***What is the main reason you would take paint to a household hazardous waste facility/event or transfer station instead of a paint/hardware/lumber store?***

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

Shown as a percentage of all respondents

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

# Future Paint Disposal Intentions

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

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

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

Shown as a percentage of all respondents

# “Other” Future Disposal Intentions

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

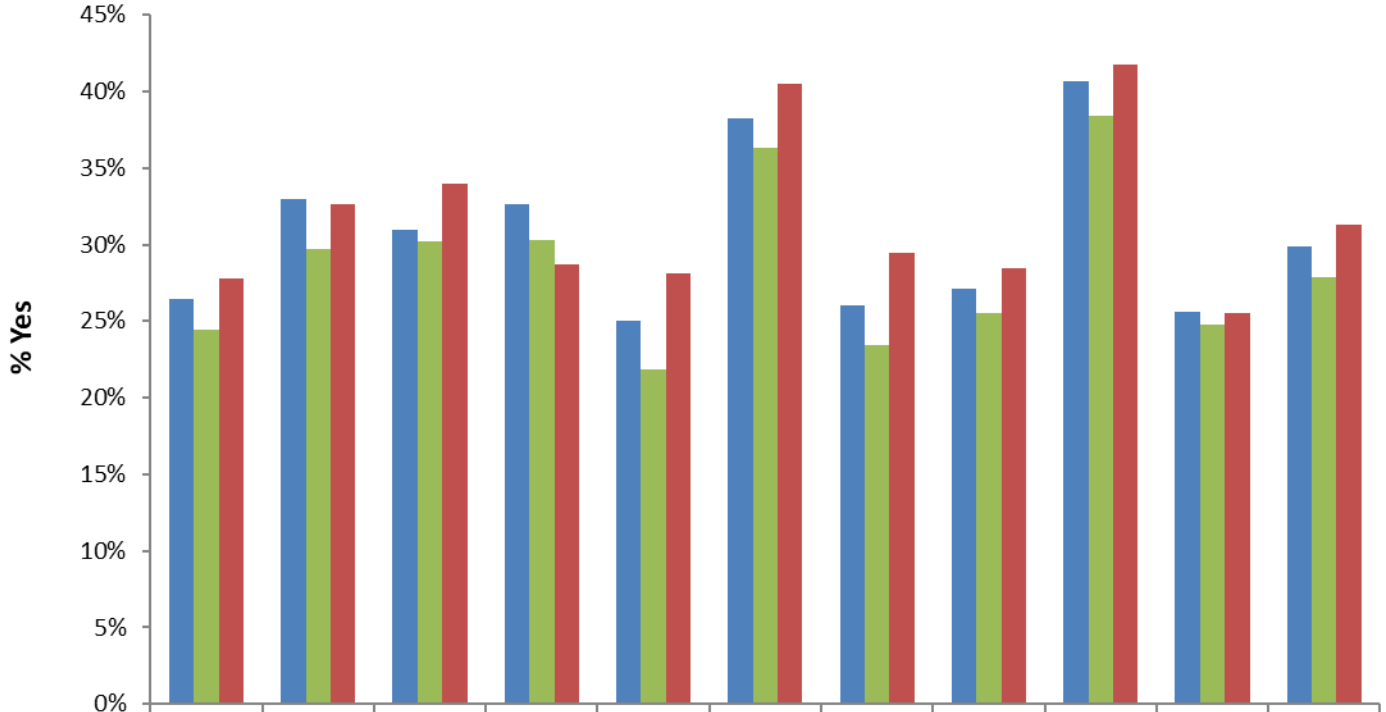
| OTHER DISPOSAL FUTURE | |
|---|---|
| Art projects | Donate it to Habitat for Humanity |
| I always reuse or repurpose paint for projects, crafts, and upkeep, but I toss containers in the trash | Give it to my contractor |
| i paid for it and i will use it up eventually | Habitat for Humanity accepts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

# PAINT RECYCLING/DISPOSAL AWARENESS

# Awareness of Paint Recycling

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

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 26% | 33% | 31% | 33% | 25% | 38% | 26% | 27% | 41% | 26% | 30% |
| ALL NON-PROS | 24% | 30% | 30% | 30% | 22% | 36% | 23% | 26% | 38% | 25% | 28% |
| NON-PROS, PUCHASED IN LAST YR. | 28% | 33% | 34% | 29% | 28% | 41% | 29% | 28% | 42% | 26% | 31% |

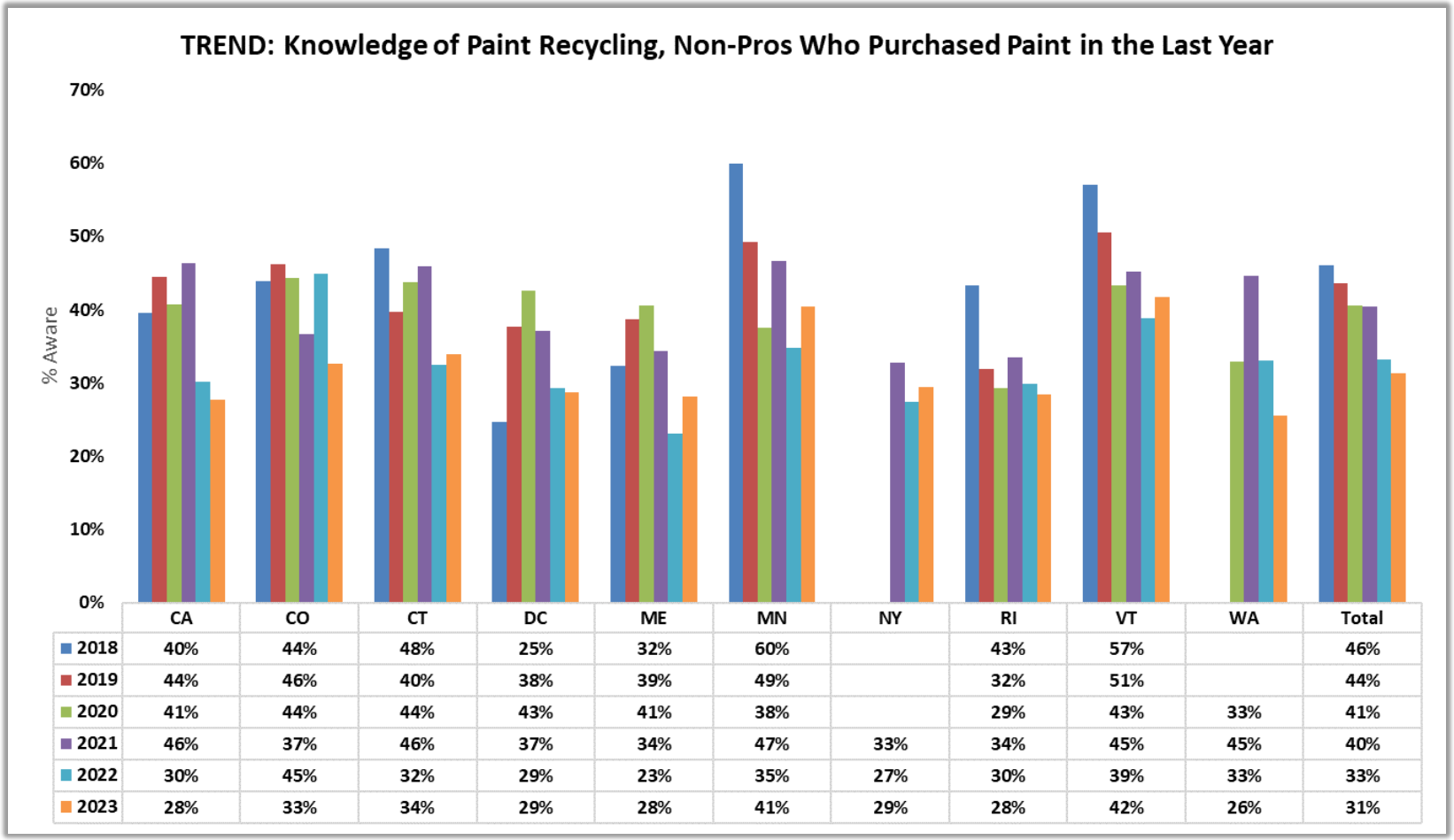
**Data is not shown for professional painters in individual states/the district due to low sample sizes.*



*N=CA 526;CO 252;CT 252;DC 202;ME 276;MN 256;NY 250;RI 258;VT 204;WA 254;TOTAL 2730*

# TREND: Paint Recycling Awareness, Recent Consumer Purchasers

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

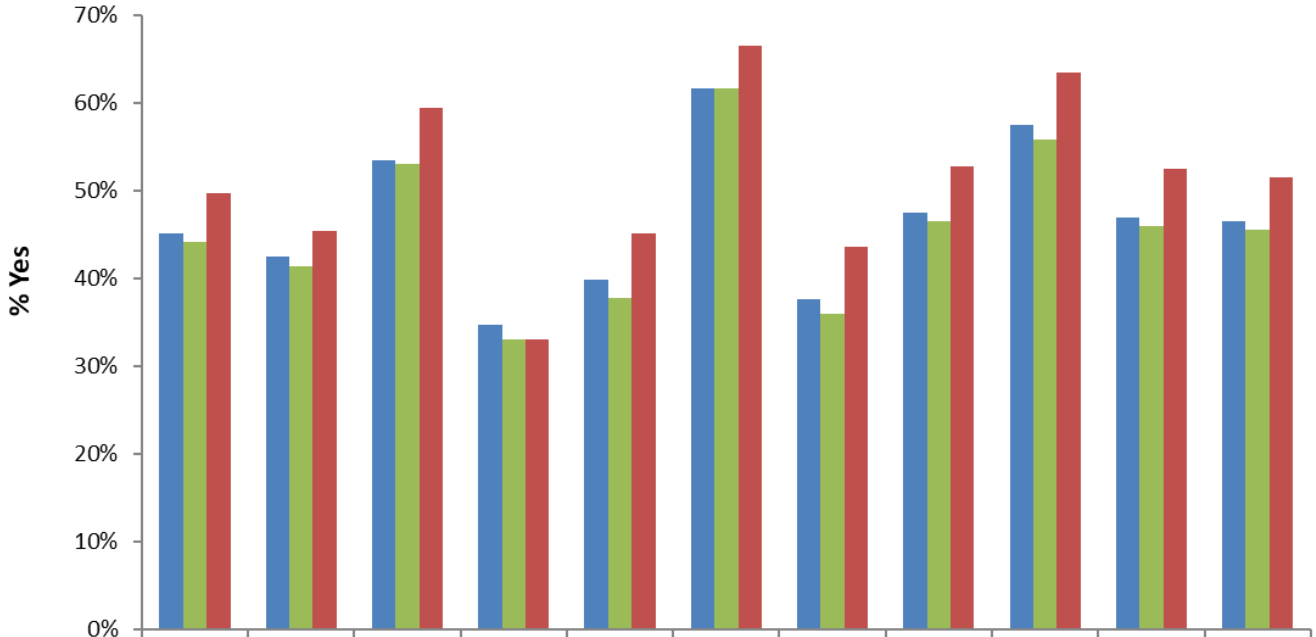



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 40% | 44% | 48% | 25% | 32% | 60% | | 43% | 57% | | 46% |
| 2019 | 44% | 46% | 40% | 38% | 39% | 49% | | 32% | 51% | | 44% |
| 2020 | 41% | 44% | 44% | 43% | 41% | 38% | | 29% | 43% | 33% | 41% |
| 2021 | 46% | 37% | 46% | 37% | 34% | 47% | 33% | 34% | 45% | 45% | 40% |
| 2022 | 30% | 45% | 32% | 29% | 23% | 35% | 27% | 30% | 39% | 33% | 33% |
| 2023 | 28% | 33% | 34% | 29% | 28% | 41% | 29% | 28% | 42% | 26% | 31% |

# Awareness of Paint Disposal Opportunities in State/District

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

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




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

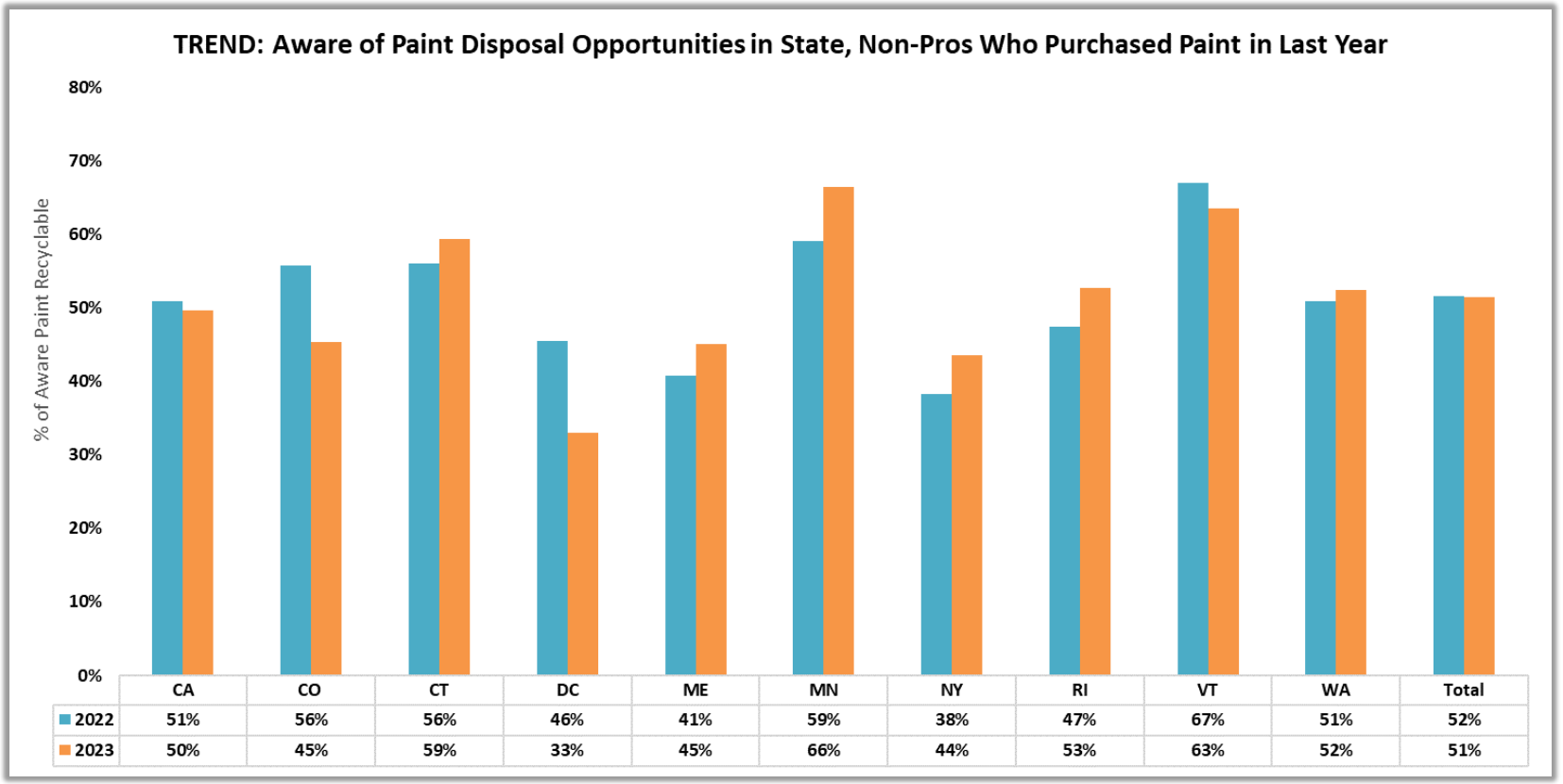
**Data is not shown for professional painters in individual states/the district due to low sample sizes.*



*N=CA 526;CO 252;CT 252;DC 202;ME 276;MN 256;NY 250;RI 258;VT 204;WA 254;TOTAL 2730*

# TREND: Disposal Opportunity Awareness, Recent Purchasers

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

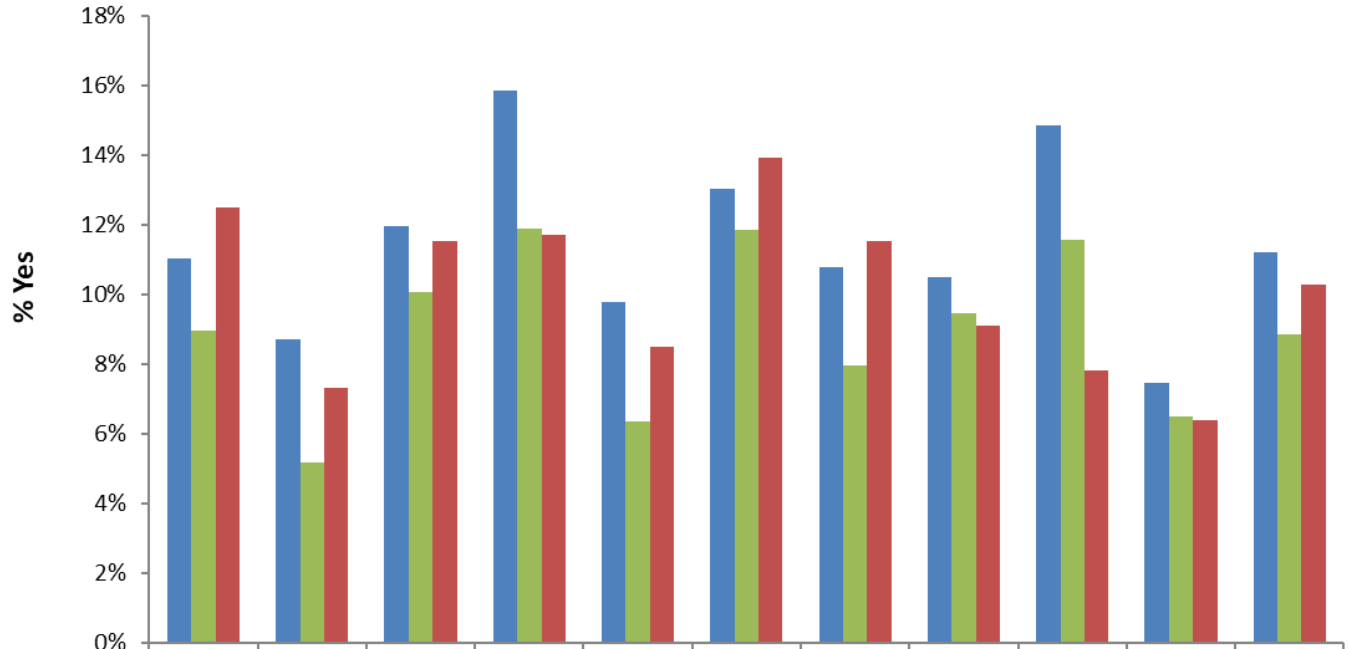



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2022 | 51% | 56% | 56% | 46% | 41% | 59% | 38% | 47% | 67% | 51% | 52% |
| 2023 | 50% | 45% | 59% | 33% | 45% | 66% | 44% | 53% | 63% | 52% | 51% |

# Awareness of Free Onsite Pickup Services

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

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 11% | 9% | 12% | 16% | 10% | 13% | 11% | 11% | 15% | 7% | 11% |
| ALL NON-PROS | 9% | 5% | 10% | 12% | 6% | 12% | 8% | 9% | 12% | 7% | 9% |
| NON-PROS, PUCHASED IN LAST YR. | 13% | 7% | 12% | 12% | 8% | 14% | 12% | 9% | 8% | 6% | 10% |

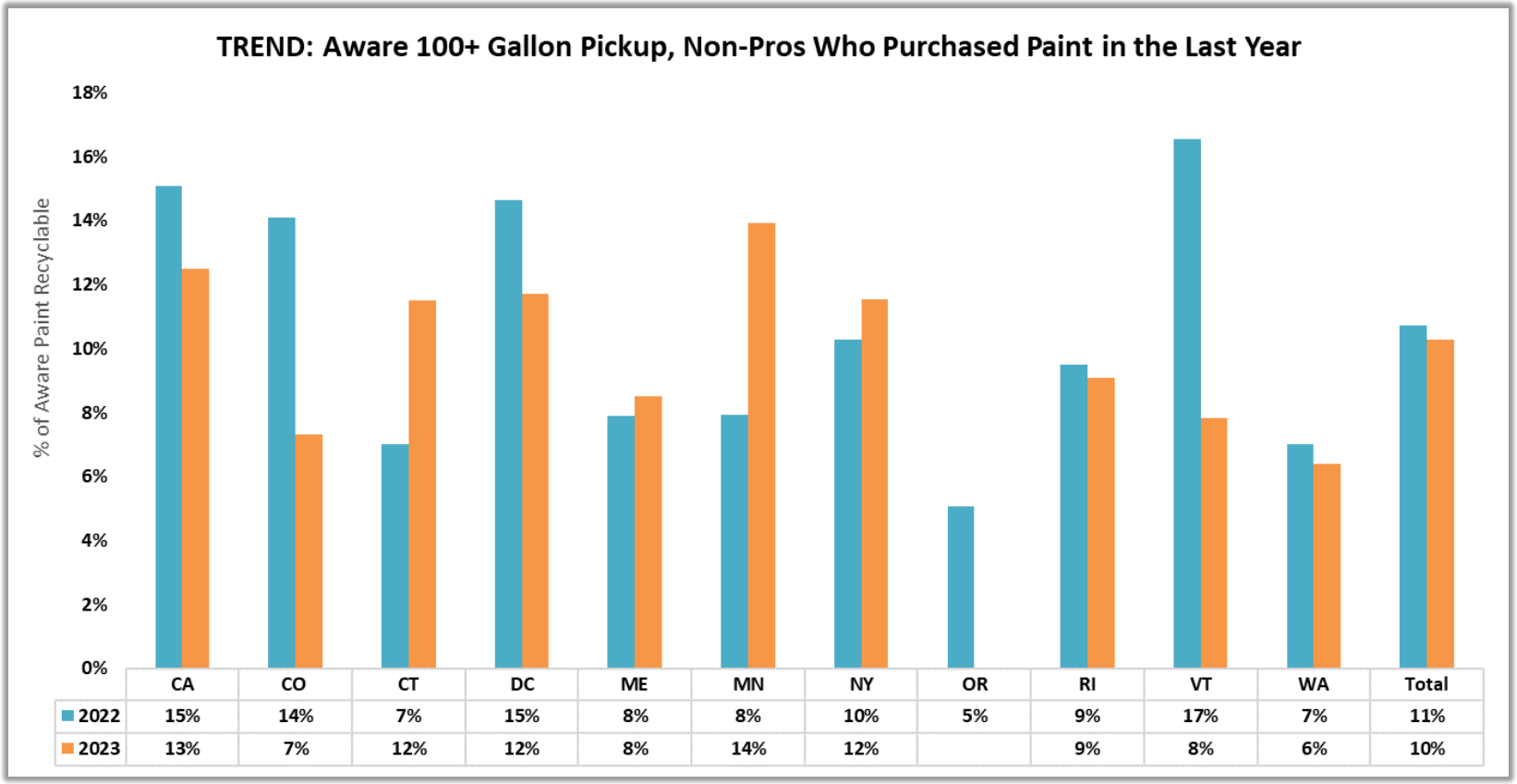
*Data is not shown for professional painters in individual states/the district due to low sample sizes.*



N=CA 526;CO 252;CT 252;DC 202;ME 276;MN 256;NY 250;RI 258;VT 204;WA 254;TOTAL 2730

# TREND: Awareness of Free Onsite Pickup, Recent Purchasers

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




| | CA | CO | CT | DC | ME | MN | NY | OR | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2022 | 15% | 14% | 7% | 15% | 8% | 8% | 10% | 5% | 9% | 17% | 7% | 11% |
| 2023 | 13% | 7% | 12% | 12% | 8% | 14% | 12% | | 9% | 8% | 6% | 10% |

# AWARENESS MATRICES

# Recycling/Disposal Awareness Matrix

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

**ALL RESPONDENTS**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 24% | 22% |
| No | 5% | 48% |

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

# Awareness Matrices – By Professional Painter Status

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

**ALL END CONSUMERS**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 23% | 23% |
| No | 5% | 50% |

**ALL PROFESSIONAL PAINTERS**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 49% | 14% |
| No | 13% | 24% |

# Awareness Matrices – By Recency of Consumer Paint Purchase

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

**ALL END CONSUMERS**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 23% | 23% |
| No | 5% | 50% |

**CONSUMERS BOUGHT IN LAST YEAR**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 27% | 25% |
| No | 4% | 44% |

# Awareness Matrices – By State/District, Recent Consumer Purchasers

**CA**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 24% | 25% |
| No | 3% | 47% |

**ME**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 24% | 21% |
| No | 4% | 51% |

**RI**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 23% | 30% |
| No | 5% | 42% |

**CO**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 27% | 19% |
| No | 6% | 49% |

**MN**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 37% | 29% |
| No | 3% | 30% |

**VT**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 37% | 26% |
| No | 4% | 32% |

**CT**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 30% | 29% |
| No | 4% | 37% |

**NY**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 24% | 19% |
| No | 5% | 51% |

**WA**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 22% | 30% |
| No | 4% | 44% |

**DC**

| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 20% | 13% |
| No | 9% | 59% |

**ALL END CONSUMERS BOUGHT IN LAST YEAR**

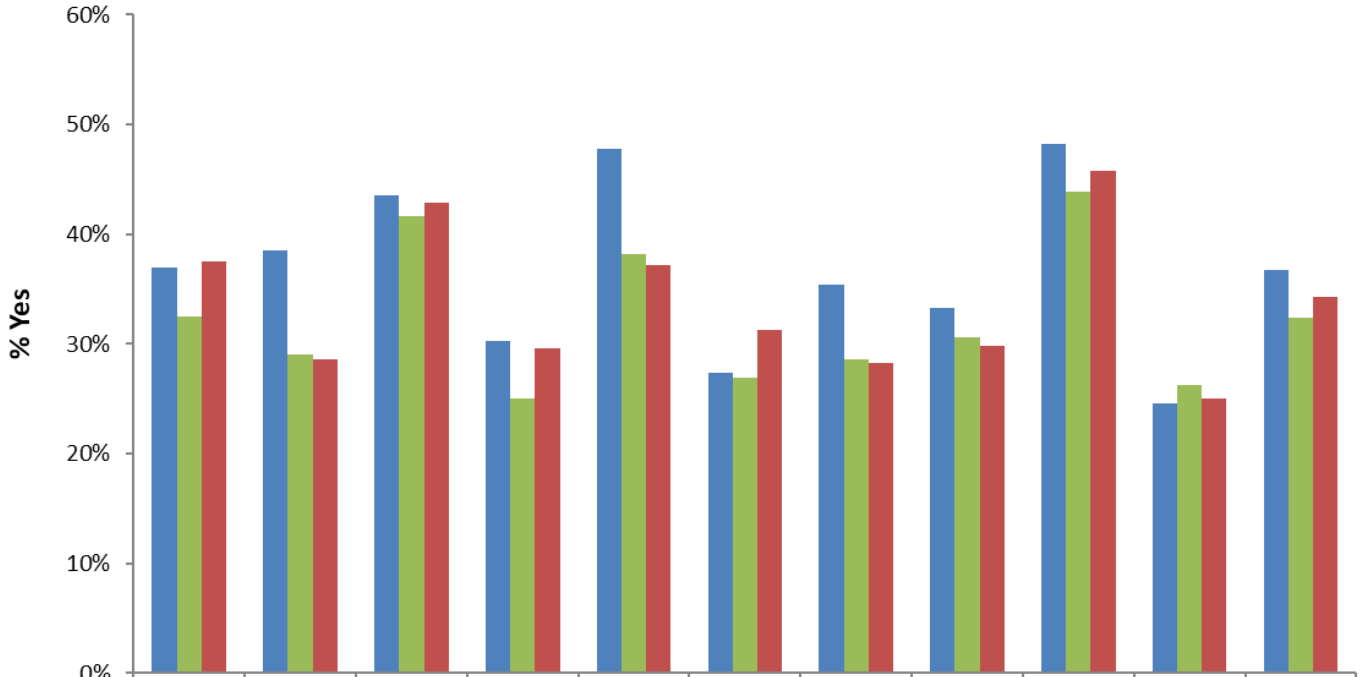
| Disposal Opportunities | Paint Recycling: Yes | Paint Recycling: No |
|---|---|---|
| Yes | 27% | 25% |
| No | 4% | 44% |

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

# Awareness of Fee Among Those Who Knew About Recycling

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

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



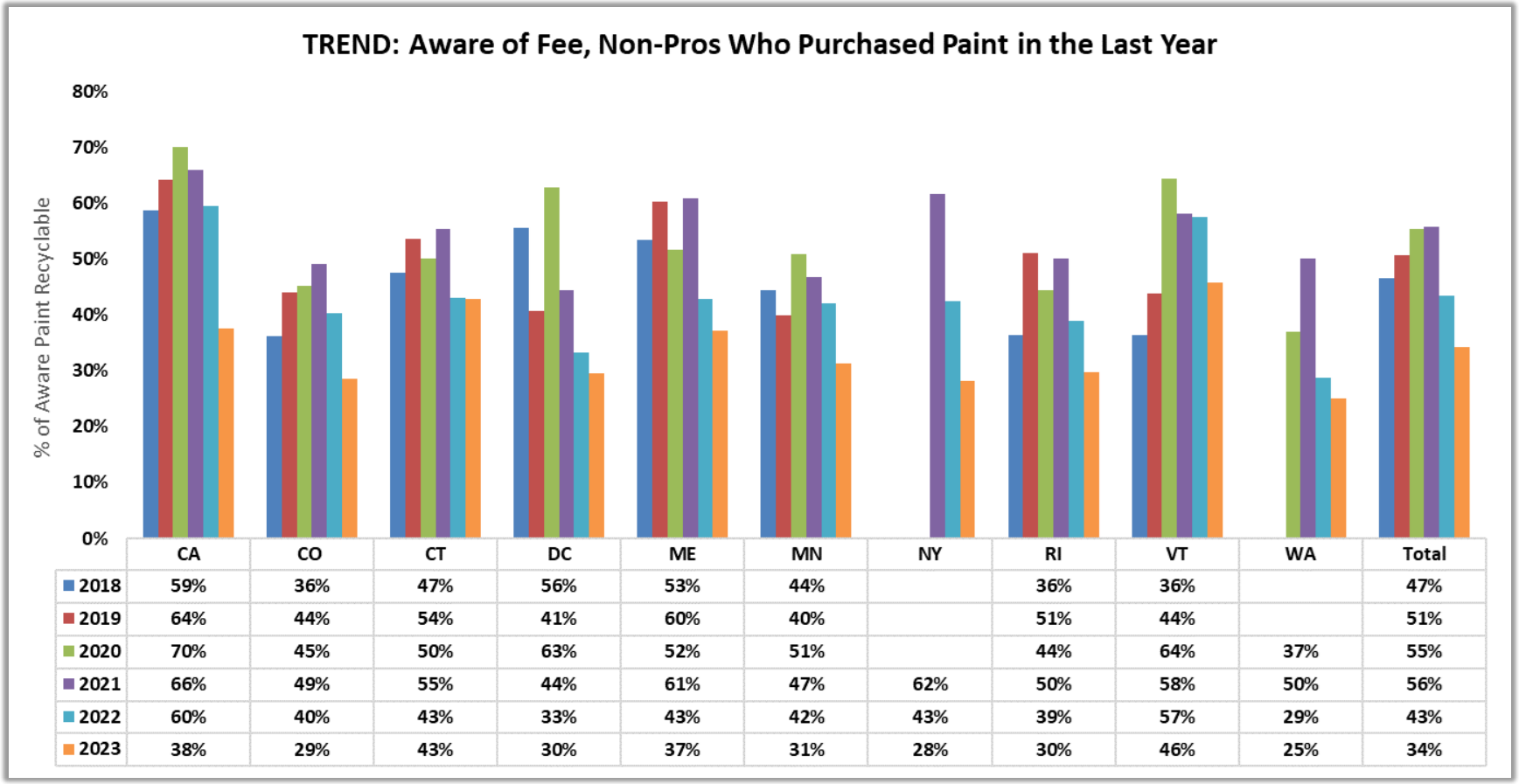

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 37% | 39% | 44% | 30% | 48% | 27% | 35% | 33% | 48% | 25% | 37% |
| ALL NON-PROS | 33% | 29% | 42% | 25% | 38% | 27% | 29% | 31% | 44% | 26% | 32% |
| NON-PROS, PUCHASED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

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

*N=CA 138;CO 83;CT 78;DC 66;ME 69;MN 95;NY 65;RI 69;VT 83;WA 65;TOTAL 811*

# TREND: Fee Awareness, Recent End-Consumer Purchasers

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

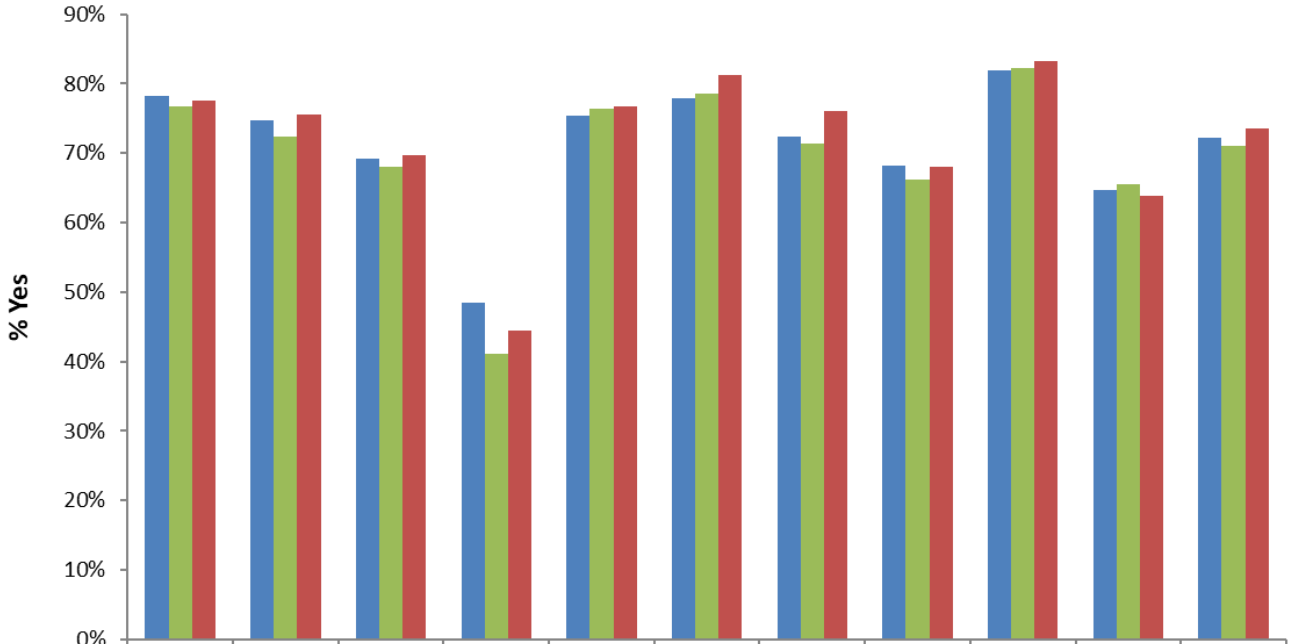



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 59% | 36% | 47% | 56% | 53% | 44% | | 36% | 36% | | 47% |
| 2019 | 64% | 44% | 54% | 41% | 60% | 40% | | 51% | 44% | | 51% |
| 2020 | 70% | 45% | 50% | 63% | 52% | 51% | | 44% | 64% | 37% | 55% |
| 2021 | 66% | 49% | 55% | 44% | 61% | 47% | 62% | 50% | 58% | 50% | 56% |
| 2022 | 60% | 40% | 43% | 33% | 43% | 42% | 43% | 39% | 57% | 29% | 43% |
| 2023 | 38% | 29% | 43% | 30% | 37% | 31% | 28% | 30% | 46% | 25% | 34% |

# Knowledge of Places for Recycling

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

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



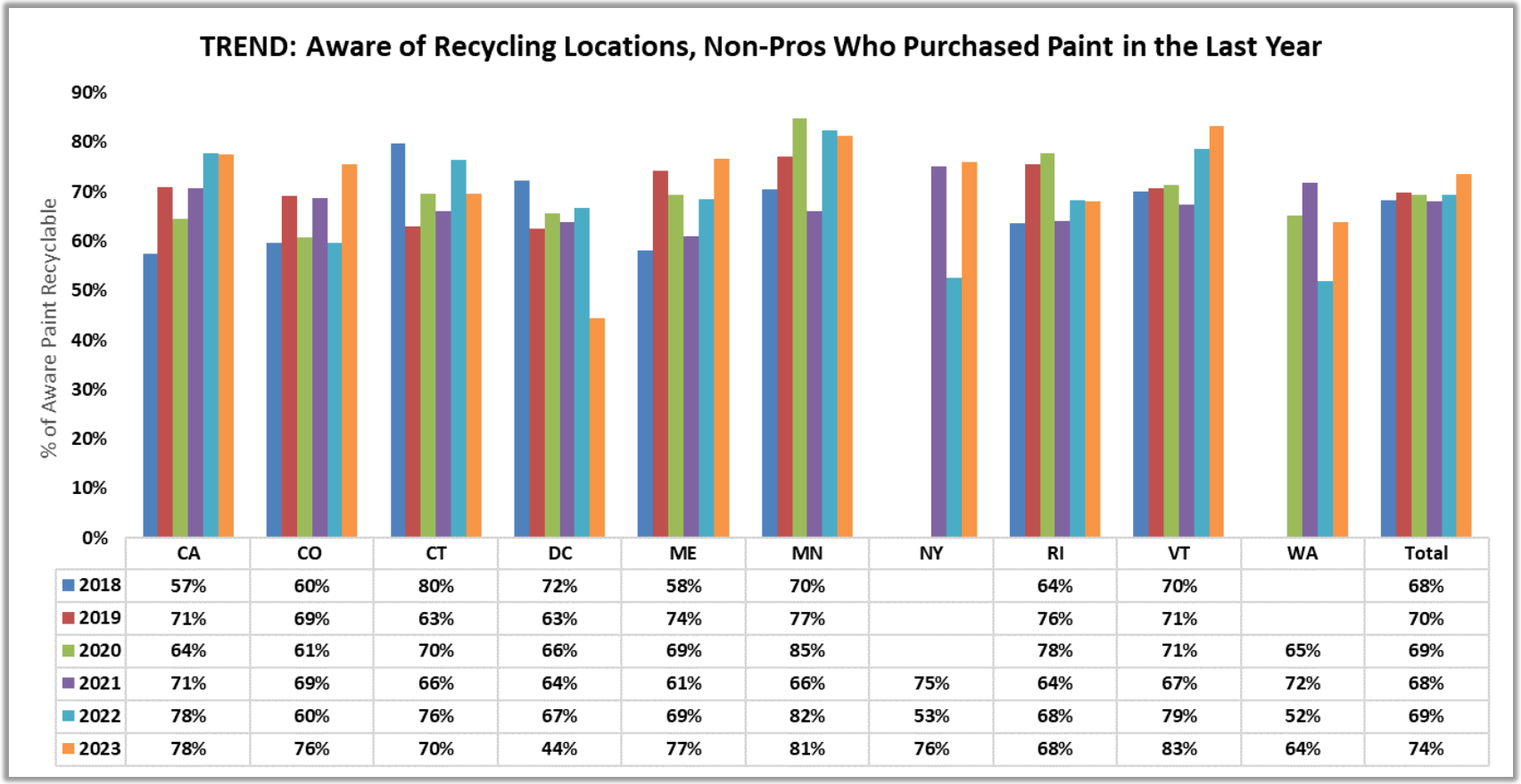

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 78% | 75% | 69% | 48% | 75% | 78% | 72% | 68% | 82% | 65% | 72% |
| ALL NON-PROS | 77% | 72% | 68% | 41% | 76% | 79% | 71% | 66% | 82% | 66% | 71% |
| NON-PROS, PUCHASED IN LAST YR. | 78% | 76% | 70% | 44% | 77% | 81% | 76% | 68% | 83% | 64% | 74% |

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

*N=CA 138;CO 83;CT 78;DC 66;ME 69;MN 95;NY 65;RI 69;VT 83;WA 65;TOTAL 811*

# TREND: Knowledge of Where to Recycle, Recent Purchasers

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

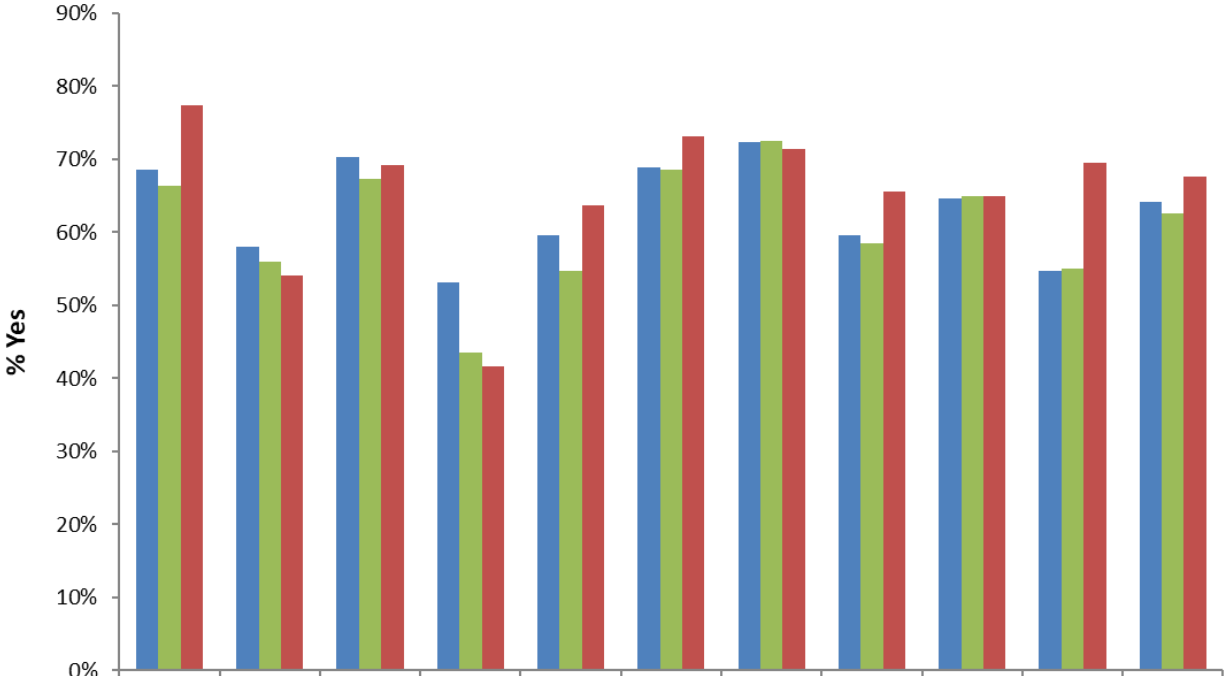



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 57% | 60% | 80% | 72% | 58% | 70% | | 64% | 70% | | 68% |
| 2019 | 71% | 69% | 63% | 63% | 74% | 77% | | 76% | 71% | | 70% |
| 2020 | 64% | 61% | 70% | 66% | 69% | 85% | | 78% | 71% | 65% | 69% |
| 2021 | 71% | 69% | 66% | 64% | 61% | 66% | 75% | 64% | 67% | 72% | 68% |
| 2022 | 78% | 60% | 76% | 67% | 69% | 82% | 53% | 68% | 79% | 52% | 69% |
| 2023 | 78% | 76% | 70% | 44% | 77% | 81% | 76% | 68% | 83% | 64% | 74% |

# Past Recycling Behaviors Among Those That Knew About Recycling

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

***Have you ever taken paint somewhere to be recycled?***




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 69% | 58% | 70% | 53% | 60% | 69% | 72% | 60% | 65% | 55% | 64% |
| ALL NON-PROS | 66% | 56% | 67% | 43% | 55% | 69% | 73% | 59% | 65% | 55% | 63% |
| NON-PROS, PUCHASED IN LAST YR. | 77% | 54% | 69% | 42% | 64% | 73% | 71% | 66% | 65% | 70% | 68% |

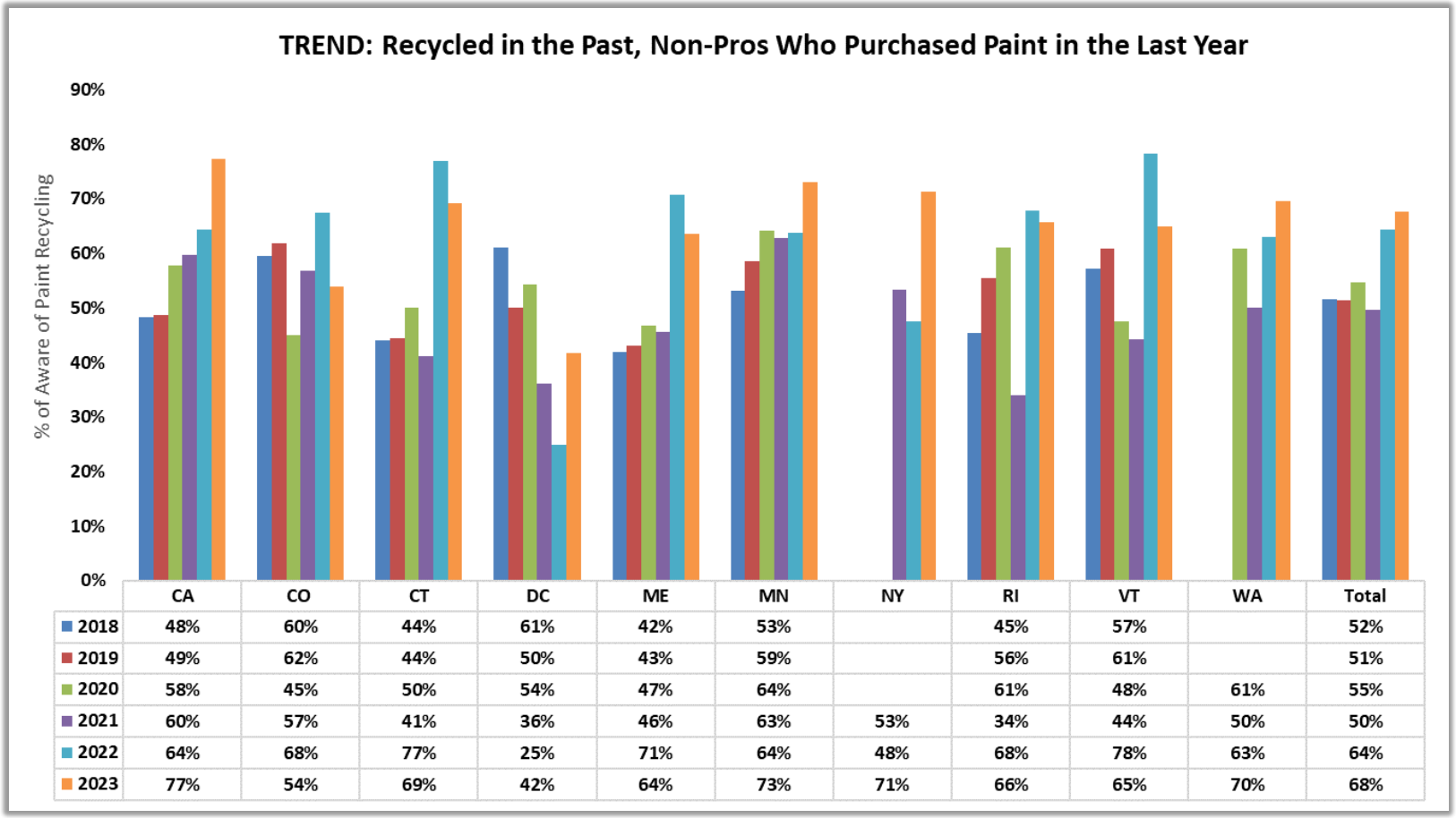
**Data is not shown for professional painters in individual states/the district due to low sample sizes.*



*N=CA 108;CO 62;CT 54;DC 32;ME 52;MN 74;NY 47;RI 47;VT 68;WA 42;TOTAL 586*

# TREND: Past Recycling, Recent End-Consumer Purchasers

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

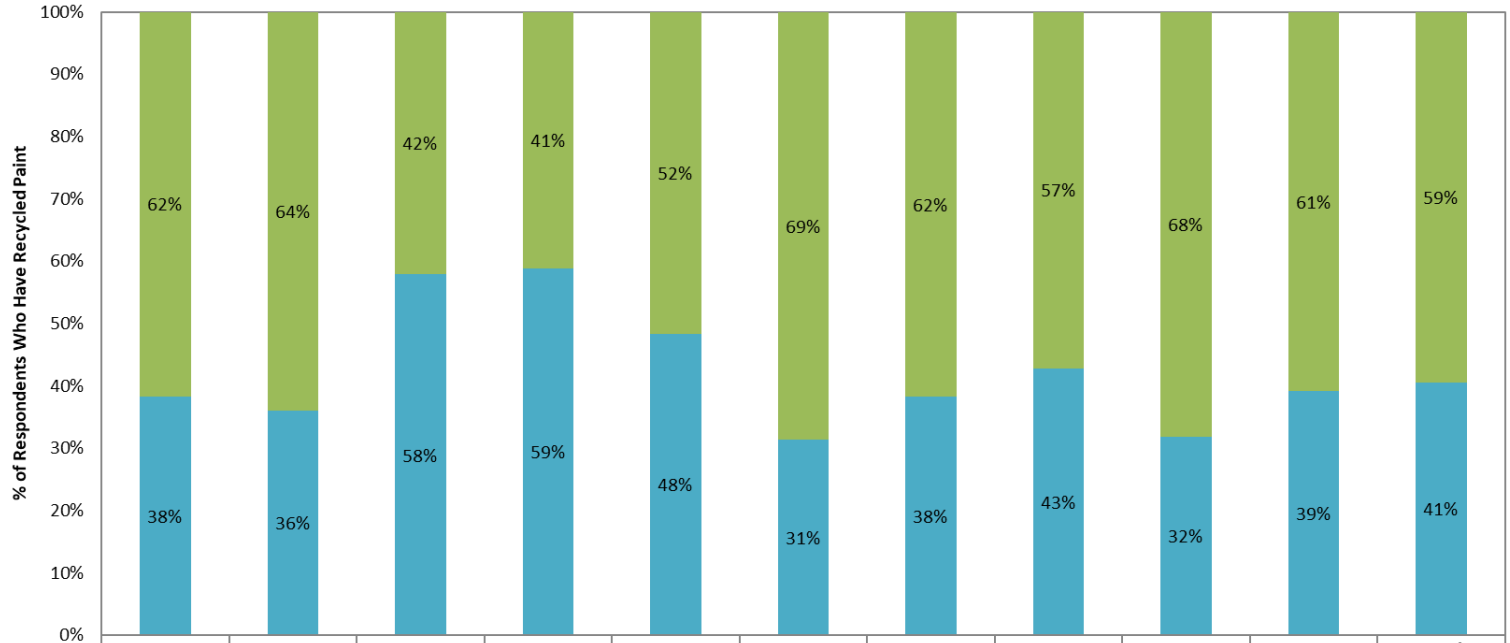



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 48% | 60% | 44% | 61% | 42% | 53% | | 45% | 57% | | 52% |
| 2019 | 49% | 62% | 44% | 50% | 43% | 59% | | 56% | 61% | | 51% |
| 2020 | 58% | 45% | 50% | 54% | 47% | 64% | | 61% | 48% | 61% | 55% |
| 2021 | 60% | 57% | 41% | 36% | 46% | 63% | 53% | 34% | 44% | 50% | 50% |
| 2022 | 64% | 68% | 77% | 25% | 71% | 64% | 48% | 68% | 78% | 63% | 64% |
| 2023 | 77% | 54% | 69% | 42% | 64% | 73% | 71% | 66% | 65% | 70% | 68% |

# Recency of Paint Recycling

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

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

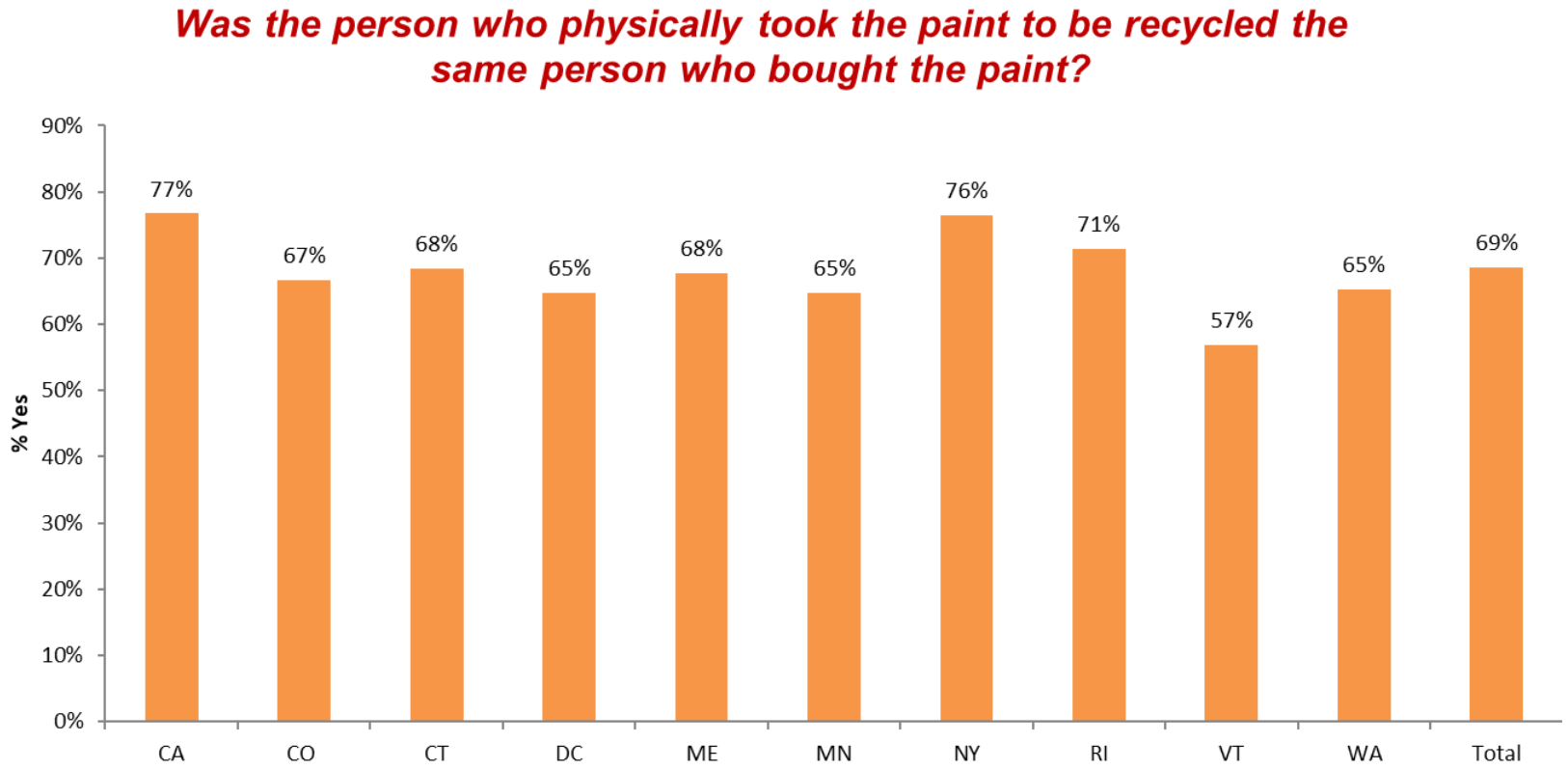



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| More than one year ago | 62% | 64% | 42% | 41% | 52% | 69% | 62% | 57% | 68% | 61% | 59% |
| At some point during the past year | 38% | 36% | 58% | 59% | 48% | 31% | 38% | 43% | 32% | 39% | 41% |

*N=CA 73;CO 36;CT 38;DC 17;ME 31;MN 51;NY 34;RI 28;VT 44;WA 23;TOTAL 375*

# Consistency of Paint Purchasing and Recycling

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



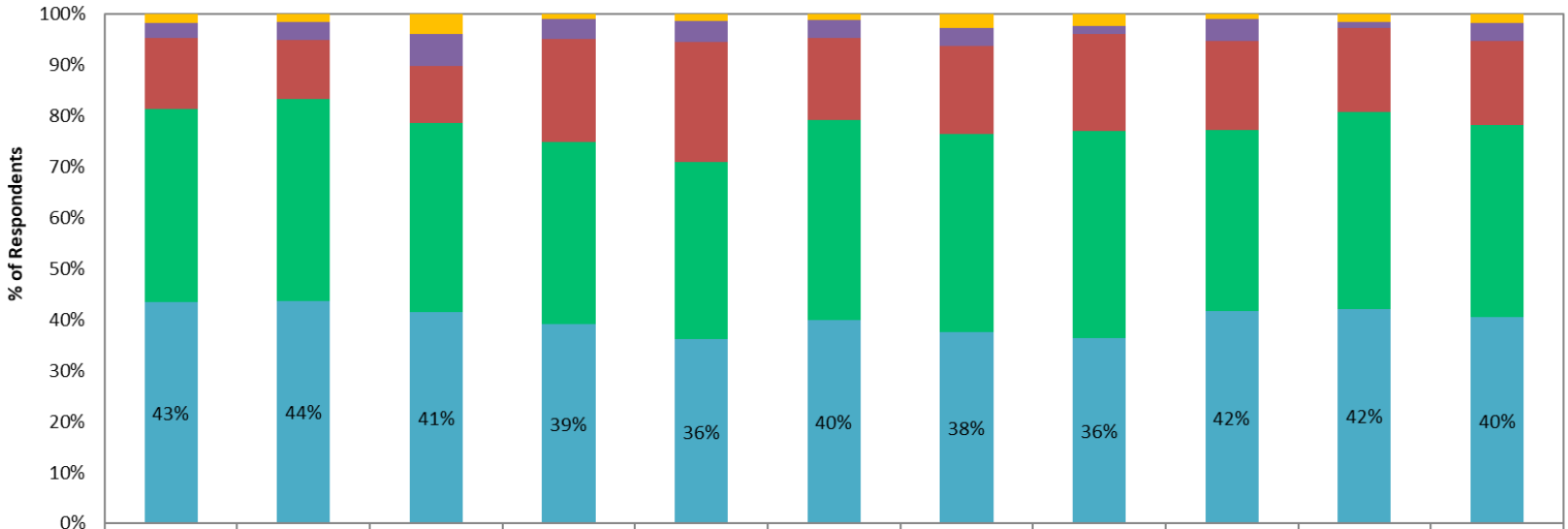

*N=CA 73;CO 36;CT 38;DC 17;ME 31;MN 51;NY 34;RI 28;VT 44;WA 23;TOTAL 375*

# PAINT RECYCLING
# FUTURE INTENTIONS

# Likelihood for Future Paint Recycling

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

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



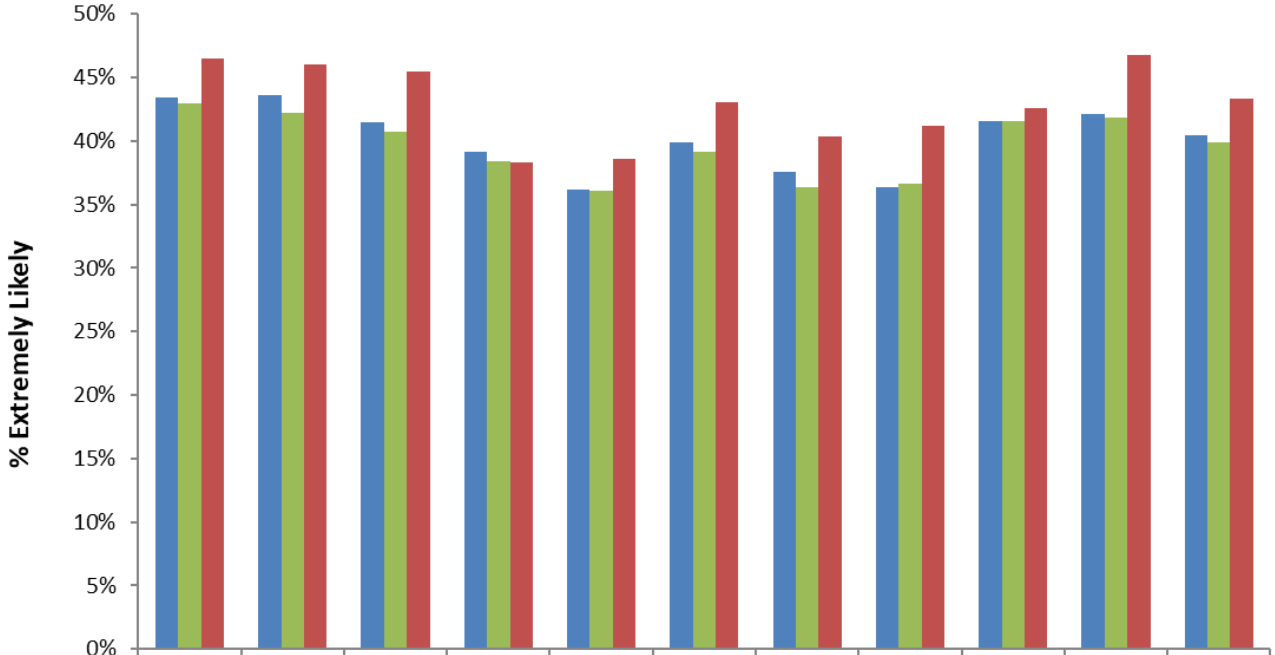

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Extremely Unlikely | 2% | 2% | 4% | 1% | 1% | 1% | 3% | 2% | 1% | 2% | 2% |
| Unlikely | 3% | 4% | 6% | 4% | 4% | 4% | 4% | 2% | 4% | 1% | 3% |
| Neutral | 14% | 12% | 11% | 20% | 24% | 16% | 17% | 19% | 17% | 17% | 16% |
| Likely | 38% | 40% | 37% | 36% | 35% | 39% | 39% | 41% | 36% | 39% | 38% |
| Extremely Likely | 43% | 44% | 41% | 39% | 36% | 40% | 38% | 36% | 42% | 42% | 40% |

*N=CA 523;CO 252;CT 251;DC 202;ME 274;MN 253;NY 250;RI 256;VT 202;WA 254;TOTAL 2717*

# Future Paint Recycling Intentions – Extremely Likely

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

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 43% | 44% | 41% | 39% | 36% | 40% | 38% | 36% | 42% | 42% | 40% |
| ALL NON-PROS | 43% | 42% | 41% | 38% | 36% | 39% | 36% | 37% | 42% | 42% | 40% |
| NON-PROS, PUCHASED IN LAST YR. | 47% | 46% | 45% | 38% | 39% | 43% | 40% | 41% | 43% | 47% | 43% |

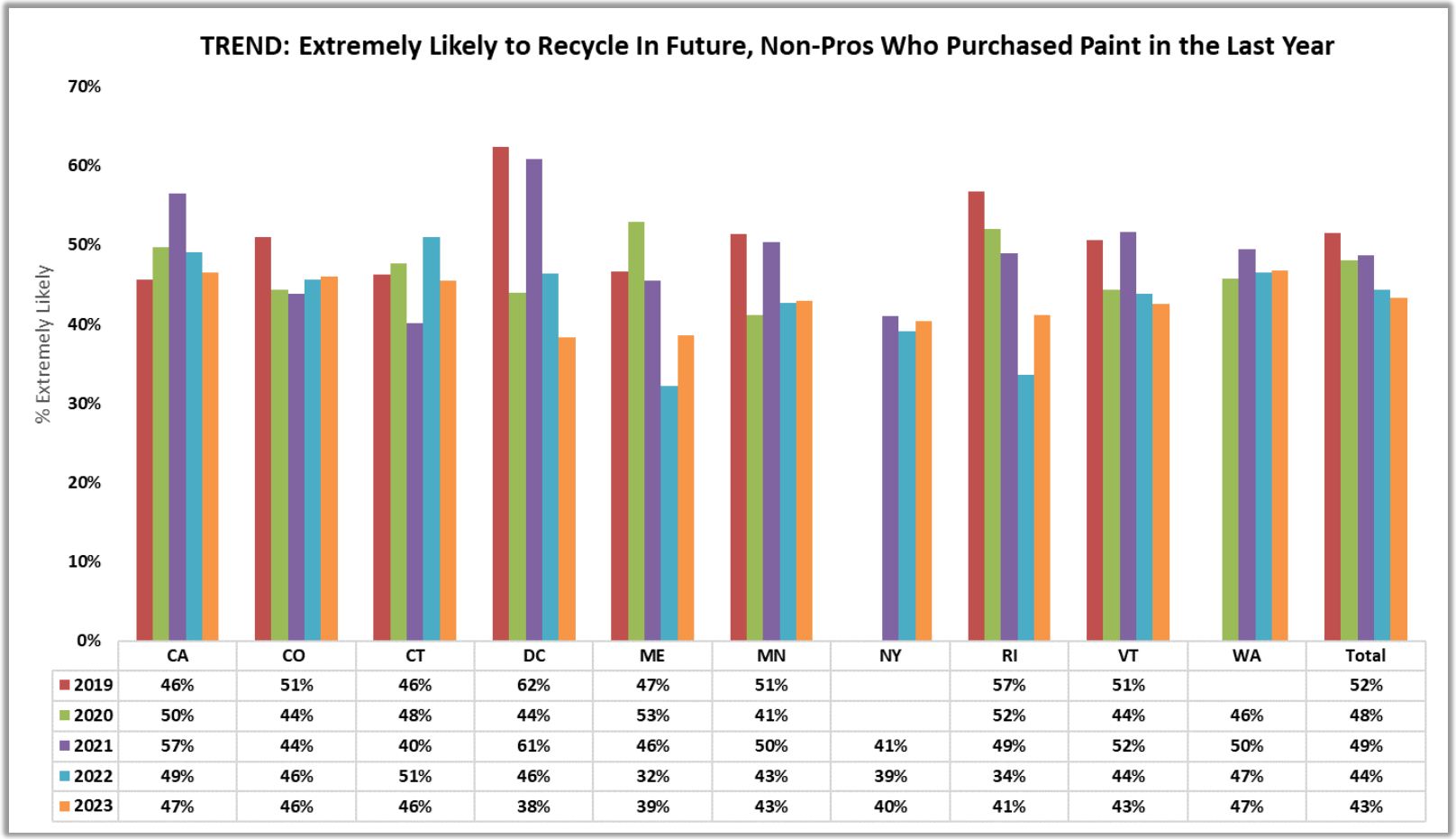
**Data is not shown for professional painters in individual states/the district due to low sample sizes.*



*N=CA 523;CO 252;CT 251;DC 202;ME 274;MN 253;NY 250;RI 256;VT 202;WA 254;TOTAL 2717*

# TREND: Extremely Likely to Recycle Paint, Recent Purchasers

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



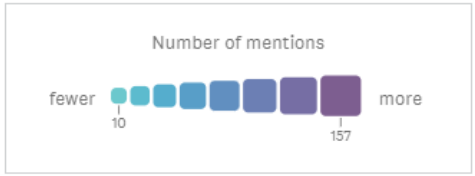

| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2019 | 46% | 51% | 46% | 62% | 47% | 51% | | 57% | 51% | | 52% |
| 2020 | 50% | 44% | 48% | 44% | 53% | 41% | | 52% | 44% | 46% | 48% |
| 2021 | 57% | 44% | 40% | 61% | 46% | 50% | 41% | 49% | 52% | 50% | 49% |
| 2022 | 49% | 46% | 51% | 46% | 32% | 43% | 39% | 34% | 44% | 47% | 44% |
| 2023 | 47% | 46% | 46% | 38% | 39% | 43% | 40% | 41% | 43% | 47% | 43% |

# Open-Ended Commentary: Recycling Motivators

- The most common motivations to recycle paint are to help/save the environment, reduce waste/clutter, and “do the right thing.”
- To a lesser degree, philanthropic, financial and safety motivators played a role. Sample comments are provided in the following pages.

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



# Sample Comments* – Environmental Motivations

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

**full comments list provided in separate file*

# Sample Comments* – Decluttering Motivations

| |
|---|
| At least it will have a repurpose instead of just sitting in my house |
| Clean out basement |
| Cleaning out/ de cluttering |
| Clear out clutter & helping the environment |
| Clear out my basement |
| Clear the garage |
| Clearing up space in my basement |
| Declutter my utilities closet |
| Don't need it and don't want it taking up space in the house. |
| First, to get it out of my garage. Second, recycling is super. |
| Get it out of my house and dispose of it in an ethical way |
| Get it out of my place |
| get rid of it before it accidentally spills and ruins your things |
| Get these materials out of circulation and not sitting around the house. |
| Getting rid of it and not take space of my trash can. |
| Hate clutter and would rather it go to good use if I knew I wasn't going to use it or need it. |
| I believe it is the most environmentally friendly way and would free up storage space in my house. |
| I just want to free up space in the garage |
| I WOULD BE MOTIVATED TO RECYCLE LEFTOVER PAINT TO MAKE SURE THAT IT IS NOT AROUND MY HOUSE |
| It gives more space in my garage if i get rid of the extra paint. Plus it is better for the environment |
| It's the easiest way to cleanly dispose of paint I don't need/ want in my house |
| Just to get rid of it so I don't have to deal with it. It is a plus that it would be done in a safe, etc. manner |
| make more room in garage |
| Personal motivation is that its taking up room in the garage or house. |
| Removal of clutter in my basement while helping the environment and/or another family who could use it. |
| So I can have more space for new paint and it's save me a lot of time. |
| So I would have more space in my home |
| So it's not cluttering the house |
| To clear up space in my house and avoid an accident mess made of paint spills |
| To get it out of my house! |
| To get rid of it, so it's not hanging around and better for environment |

**full comments list provided in separate file*

# Sample Comments* – Right Thing To Do

| |
|---|
| Be a good citizen |
| Because I care about the environment and want to be a responsible person. |
| because it is the right thing to do |
| doing my part to assist the economy keep a balance. |
| Doing the right thing would be my personal motivation. |
| Environmentally conscious thing to do |
| Helping the planet and being a responsible citizen |
| I believe it's irresponsible to throw away something like paint we already abuse our environments so it's best to find a way to dispose/recycle responsibly |
| I like to do the right thing and avoid poisoning animals. |
| I like to do the right thing when it comes to chemicals. |
| I prefer to dispose of things properly, especially if they could get a second use. |
| I try to do the right thing with items like paint and recycling it seems like the best option |
| I want to reduce my carbon footprint |
| I would like to know that I am being responsible adult and doing my part to take care of the environment. |
| If I do not need to use anymore of the paint recycling is the best thing to do better for the environment. If the paint were dried out I could take it to the same place to dispose I try to be as environmentally friendly as I can be. |
| If there is an opportunity to do the right thing, I would like to take that opportunity |
| It is socially responsible. |
| It is the proper thing to do for environmental and safety reasons. |
| it is the right thing to do and it doesn not harm wildlife humans overall environment |
| It would be nice knowing that I am being environmentally responsible and that the organization I use will properly dispose of it. |
| It's the law and right thing to do. |
| It's important to do the next right thing. |
| It's just the good human thing to do |
| It's the morally correct thing to do |
| Just now having the knowledge that there are these facilities and services available. Also, knowing that paints has some toxins and chemicals that should not be disposed improperly. |
| Knowing that I am responsibly disposing of my unwanted paint |
| Peace of mind to know that I disposed of it responsibly |
| They dispose of it the proper way than I can. |
| To be a good person. |
| To do the right thing by recycling any leftover paint. |
| Not having to worry about doing it wrong |

**full comments list provided in separate file*

# Sample Comments* – Waste Reduction Motivatations

| |
|---|
| Avoiding waste |
| because recycling reduces waste |
| Because there's no need to waste it if somebody else can use it |
| Better than letting it go to waste |
| Conservation / lack of waste |
| Don't want to waste. Protect environment. |
| Hate wasting anything so repurposing is always the preference. |
| Having it go to good use and not be wasted would've been enough motivation. |
| Help save the planet by reducing waste |
| Help the environment. Not waste paint. |
| Helping the environment and knowing it will be used and not wasted. |
| Home Depot is close by me. We are surrounded with condos so I'll check to see if anyone can use it. I hate to waste things if I can help it. |
| I always look for ways to recycle. I don't want to be wasteful. |
| I always recycle when possible. I hate being wasteful. |
| I am a big fan of reusing items and not wasting so if it can be used by someone else again that's great |
| I believe in not wasting what can be used for something else. |
| I don't like to waste anything. If there's a chance it could be useful in the future, I'll do it. |
| I don't want to contribute to unnecessary waste where it doesn't belong |
| I felt bad about wasting the paint and just throwing it away, but I didn't know I could recycle it. I always like to reduce my environmental impact and trash. |
| I learned new information that pain can be recycled without leaving it to waste |
| I think recycling paint is good because its not going to waste and that way people who may actually need it can use it |
| I WOULD HATE TO WASTE IT |
| If I have a large amount of paint that I know I won't be able to use I wouldn't want it to go to waste. |
| It would be a waste if I didn't do it |
| It's such a waste otherwise |
| less waste for landfill, less environmental impact |
| May not use it better to recycle it then to let it waste away and be forgotten |
| not wasting product and money |
| Now that I know that recycling paint is easy and accessible, I'd much rather do that than dispose of it in other, more wasteful ways. |
| so it doesn't go to a landfill or to waste |
| The fact that I care about the environment and can easily facilitate the safe disposal of a potentially harmful bit of waste |
| To keep waste out of landfills as much as possible. |
| To try and do my part to reduce landfill waste |

**full comments list provided in separate file*

# Sample Comments* – Reuse Motivations

| |
|---|
| Because someone else can use it and it keeps it out of the landfill. |
| Better for the environment.  Maybe someone else can benefit from the paint that I have left over. |
| Can be reused rather than added to kitty litter and wasted |
| Donate |
| Environmental and someone else can use it |
| For people to reuse the paint that I didn't use |
| For safety and hopefully someone else can use it |
| Help the environment, If recycled it may benefit someone else. |
| I am an avid recycler, and the more things that can be reused, the better. |
| I believe in reuse |
| I have never heard of paint recycling, but I'd much rather have my leftover paint recycles and reused than have it potentially end up in a landfill. |
| I have no need for it, so give it to someone else that would have a need |
| I like that someone else can use it |
| I wasn't aware that you could safely recycle leftover paint. I like the idea of going somewhere and knowing it will be disposed of correctly safely and possibly even reused for another purpose and to serve more people. Giving back is the way to go! |
| I would feel better knowing that it could be recycled or reused |
| I would recycle paint so that way other people could use it. There is so much waste in the world that it would help. |
| If it can be reused, it should! |
| If it can be use by someone else that's great. |
| In the hope that it may be good for someone else to use up but usually I do not have to much paint left. |
| it can be donated to groups like Habitat for Humanity and it protects the environment |
| Keel the earth clean and give someone else a chance to get paint |
| Knowing that it would be reused is highly motivating |
| Less waste someone else will gain something from my trash |
| let someone else enjoy it |
| My person motivation would be to give stuff I don't need to other people in need |
| Practicing responsible disposal of unneeded paint. Allows others to use it |
| Reduce, reuse, recycle! |
| So it could be reused by someone else and not just wasted |
| So it doesn't go to waste and someone else can get use out of it |
| So that the can be reuse or recycle by those who needed the use paint. |
| T to give to other people in the community that could use it |
| To help other people with projects they need paint for |

*full comments list provided in separate file

# Sample Comments* - Financial Motivations

| |
|---|
| to help the environment and a monetary reward |
| A credit for a future purchase. They take the leftover paint with no charge to us. Free dumping/recycling. |
| A small cash payment to cover my time and fuel for going to turn it in. |
| Credit for more paint |
| discount and coupons to buy paints |
| Earn money back for recycling |
| Environmental protection also save money |
| Get money back |
| Getting more money from it |
| Gift card thought next purchase of paint |
| Having money |
| I don't want the earth to suffer more with left over pain just going to the trash. Sometimes people only need a little bit of a certain color so donating it would save them money and save the earth just a little bit. |
| If we can earn store credits or a coupon, that will be great. |
| money |
| money |
| Money or cleaner community |
| My personal motivation could be maybe a discount voucher for future paint purchases. |
| Save money |
| Save time and money. |
| to get money or help environment |
| To save money |
| To save someone else money. |
| When I recycle I spend less money |
| a rebate |
| Coupon to local hardware store |
| Monetary incentives would be great. Like $4-5 per gallon can of paint. |
| Some sort of coupon for the store |
| Cash back |
| cash would be nice |
| Reimbursement |
| Getting funds back. |
| Because I've already paid for the recycling. |

**full comments list provided in separate file*

# Sample Comments* – Safety Motivations

| |
|---|
| Because I don't want to cause any kind of environmental damage or contamination. |
| Because it is a health hazard. |
| Because one day my children will have to live in this world and want the planet and economy to be safe. |
| Do my part to keep the environment safe for future generations |
| for the safety of my home and the environment |
| Hazardous to keep it in basement or back of a closet. Prefer knowing I am helping more by taking it to professional recycling place. |
| health and environmental safety |
| Help keep the planet safe |
| I don't want it to get into the water supply |
| I don't want it in the trash or ground water. |
| I would like for it to be disposed of in a manner that is safe and ethical |
| I would not want it to contaminate our local water supply and I would get satisfaction from knowing that the paint would not go to waste. |
| I would not want to contaminate the water nor the soil |
| I would recycle leftover paint because it is healthy for humans, animals, and the environment. For example, recycling paint prevents it from being dangerously disposed of, like pouring it down the drain and contaminating water resources. |
| I would want to reduce the amount of hazardous material entering our waste system. I had no idea that it could be recycled. |
| If it can be reused/recycled then my responsibility would be to see it goes where it can be accepted and reused or safely disposed to help the environment and ground water. |
| it can be a health hazard and must be disposed of in a safe manner |
| it is safe way to dispose of leftover paint |
| It's safer for the planet, sewers and drains |
| Keep hazardous waste out of nature/water. I want to do my due diligence of making earth safe. |
| Keeping chemicals out of the water supply |
| Knowing that it was not going to be a hazardous waste item and may be used in the right manner |
| Less dangerous chemicals and paints in my home. And knowing I dispose of it properly |
| Making sure it does contaminate the soil. Properly putting it where it can be disposed of properly |
| Paint is toxic and damaging to the environment and I don't want it to be filling up landfills or the sewer system. |
| SAFE WAY IS BEST |
| safety of the community. |
| to help save the environment and keep people safe from harmful chemicals. |
| To keep it away from pets |
| To make sure that it doesn't get into the water supply |
| We can help to protect the environment and keep earth free of dangerous chemicals that can destroy the plants and animals |

**full comments list provided in separate file*

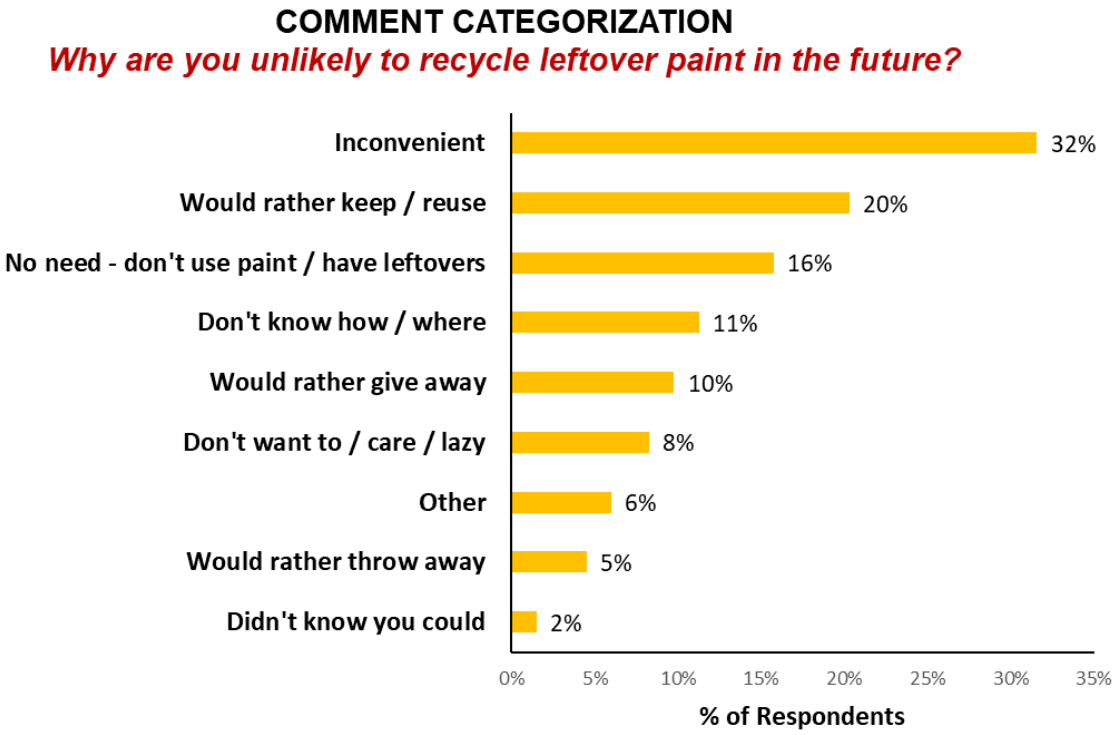
# Sample Comments* - Other Recycling Motivations

| |
|---|
| After this survey I realized the importance of recycling the paint and would plan to do so |
| This survey gave me the knowledge about recycling paint and that is the first steel l towards recycling |
| this survey, i didn't know i could recycle before and its best for the environment |
| Anything something can be recycled I'm for it. We need to do all of this to help with our country with recycling to make our world a better place. For our children coming behind us. |
| because I think Paint is not ok to dispose in the regular trash bin |
| better all the way around for everyone and everything |
| better for the community |
| Better for the economy |
| Close locations |
| Didn't know you could recycle paint now I will |
| Ease of disposal - not having to store paint I might not need later |
| easy to find a drop off location |
| Have the recycling location very easy to get too. |
| having a recycling place near my place of residence where i can leave it |
| I am a fan of any recycling initiatives so I would be very interested in pursuing this option |
| I am always looking for ways to recycle all products I no longer can use |
| I prefer to recycle rather then dispose unwanted items |
| I recycle everything. I'd offer it to friends first, or find another project to use it for. Also, I do Renaissance Faire, and we can always use more paint there. |
| If it is easy to do like calling a number and they will pick it up. |
| If someone came and picked the paint up for me, or if there was a recycle location somewhere nearby (within 1 mile) |
| It would reduce the amount of time spent trying to dispose of it, and the paint cans wouldn't take up any space in my trash can |
| |
| It's probably better to recycle paint than to just throw it away so I will most likely find out who to recycle to instead of just bringing it to the trash station |
| knowing that my paint can be recycled, I would definitely make an effort to recycle. Anything I can recycle seems like a very good option |
| Less garbage.  I would prefer to recycle if there were a recycle center in our community. |
| Local regulations. |
| None really. If it's available at Paint Store and no cost, I'll do it. Otherwise, just drop off at Paint Store. |
| Paint is nasty. The less we dispose of it the better. Recycling is great. |
| reduce new materials from entering the market |
| The transfer station has a room full of paint leftover from others and anyone can go see if they have paint you need for free |
| Whenever I have leftover paint and have no use of it I'll happily recycle it. |

**full comments list provided in separate file*

# Open-Ended Commentary: Recycling Obstacles

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




N=133

# Sample Comments* – Inconvenient

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

**full comments list provided in separate file*

# Sample Comments* – Rather Keep/Re-use

| |
|---|
| No t likely. Again, I won't have any unwanted paint in the future. I only buy what I will use. If I have leftover I use it for other projects. |
| Because ill save it to use it in the future or ill give it to someone but i might recycle it too |
| Because I might need it for another project |
| Because i would just keep the paint unless it pays to give it away |
| Because it has a meaning value |
| Become I would just throw it away or save it for spare. |
| Good to keep |
| I always purchase extra, as a home owner it will always come in handy. |
| I get nervous that I may need the leftover paint for future touch ups or in case the next owner of my house needs to match the color |
| I keep it in case I need it later |
| I keep it in the crawl space for when a need little extra paint for a project. |
| I keep my leftover paint. |
| I might need it for future uses. |
| I save it |
| I will keep it in case I need it |
| i will keep the paint in storage in case i need to patch holes in the walls or other touch ups |
| I will paint old furniture. |
| I will save it for future use |
| I'll put it in my basement |
| Save it for future use. |
| There's always going to be something in need on painting or someone in need of paint. |
| We always make sure to use all the paint instead of toss it out, if we don't we store it somewhere so we can use it for any scuffs, so we don't wind up having to buy more. |

**full comments list provided in separate file*

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

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

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

**full comments list provided in separate file*

# Sample Comments* – All Other Obstacles

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

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

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

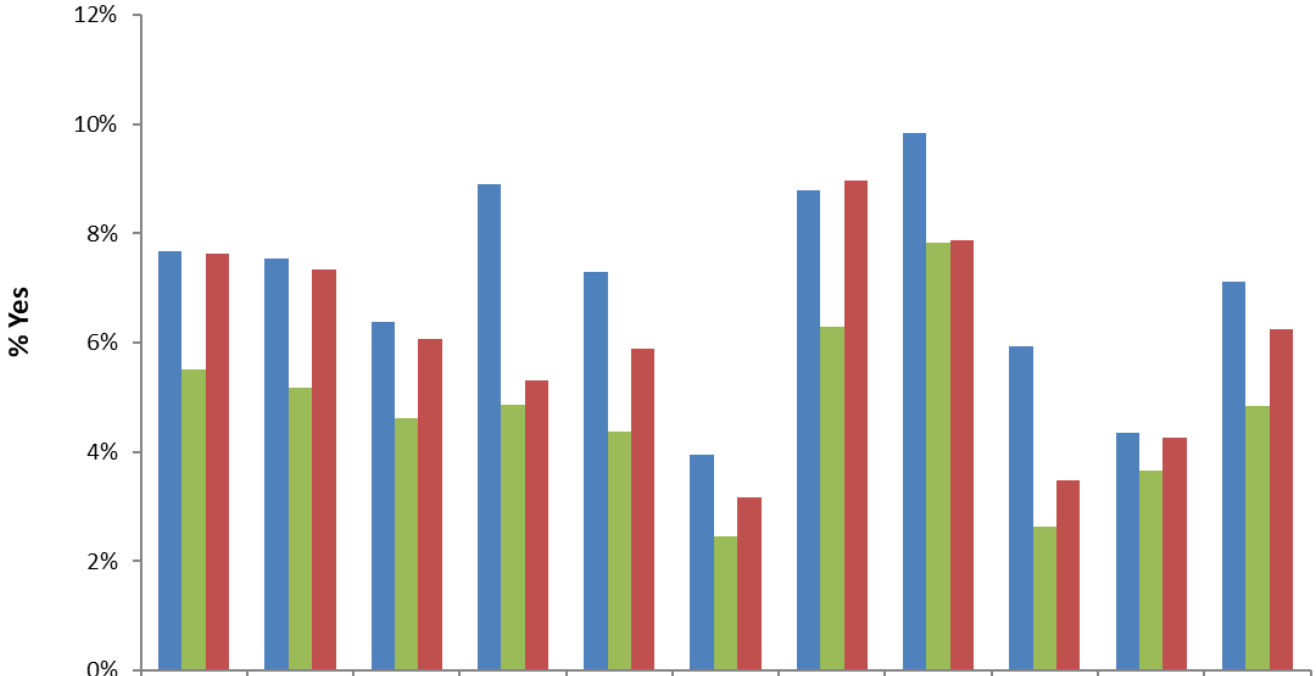
**full comments list provided in separate file*

# ADVERTISING AND MARKETING CONSIDERATIONS

# PaintCare Awareness

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

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




| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL RESPONDENTS | 8% | 8% | 6% | 9% | 7% | 4% | 9% | 10% | 6% | 4% | 7% |
| ALL NON-PROS | 6% | 5% | 5% | 5% | 4% | 2% | 6% | 8% | 3% | 4% | 5% |
| NON-PROS, PUCHASED IN LAST YR. | 8% | 7% | 6% | 5% | 6% | 3% | 9% | 8% | 3% | 4% | 6% |

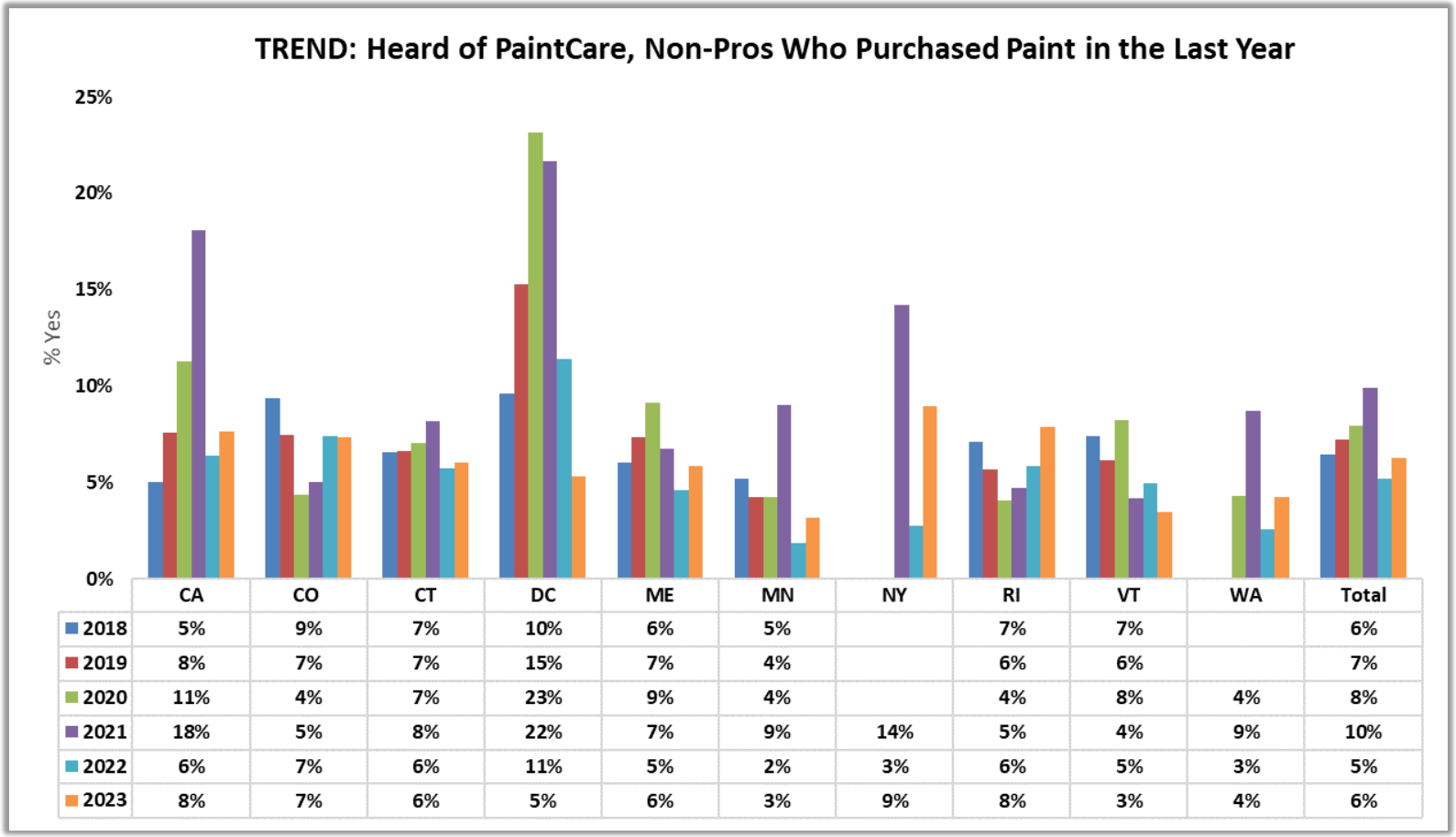
**Data is not shown for professional painters in individual states/the district due to low sample sizes.*



*N=CA 521;CO 252;CT 251;DC 202;ME 274;MN 253;NY 250;RI 254;VT 202;WA 253;TOTAL 2712*

# TREND: PaintCare Awareness, Recent End-Consumer Purchasers

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

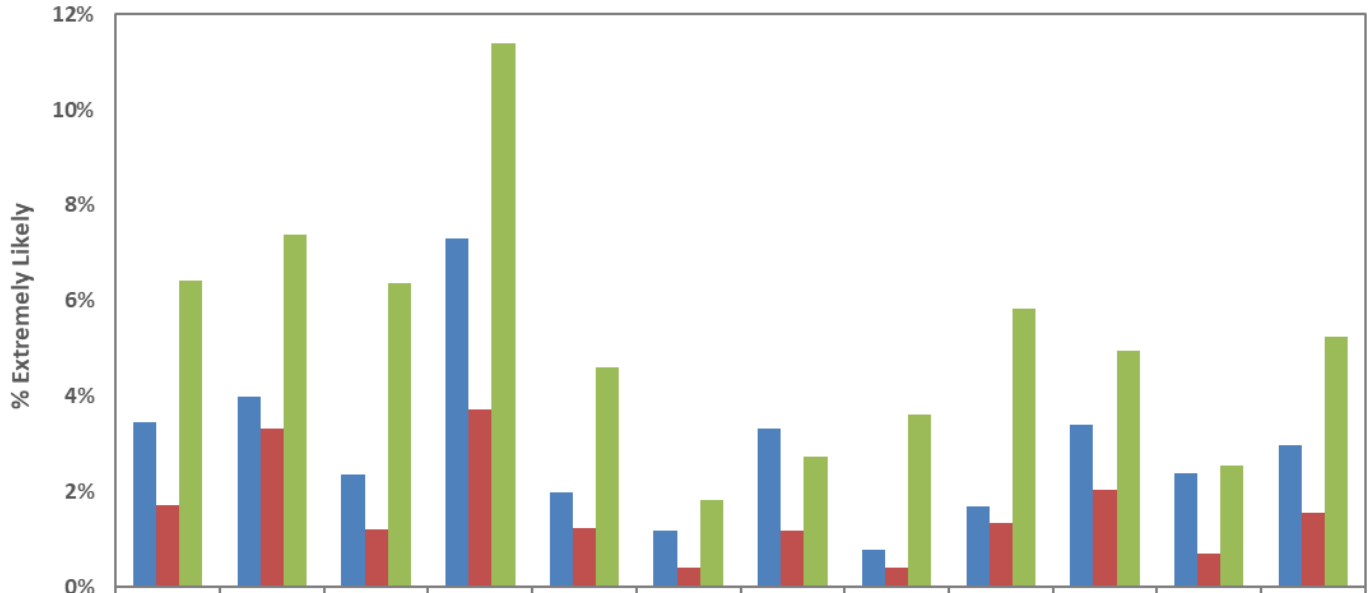



| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 2018 | 5% | 9% | 7% | 10% | 6% | 5% | | 7% | 7% | | 6% |
| 2019 | 8% | 7% | 7% | 15% | 7% | 4% | | 6% | 6% | | 7% |
| 2020 | 11% | 4% | 7% | 23% | 9% | 4% | | 4% | 8% | 4% | 8% |
| 2021 | 18% | 5% | 8% | 22% | 7% | 9% | 14% | 5% | 4% | 9% | 10% |
| 2022 | 6% | 7% | 6% | 11% | 5% | 2% | 3% | 6% | 5% | 3% | 5% |
| 2023 | 8% | 7% | 6% | 5% | 6% | 3% | 9% | 8% | 3% | 4% | 6% |

# Ad Recall – Among All Respondents

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

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




| | CA | CO | CT | DC | ME | MN | NY | OR | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| All Respondents | 3% | 4% | 2% | 7% | 2% | 1% | 3% | 1% | 2% | 3% | 2% | 3% |
| Non-Pro Painters | 2% | 3% | 1% | 4% | 1% | 0% | 1% | 0% | 1% | 2% | 1% | 2% |
| Non-Pro, Purchased in Last Year | 6% | 7% | 6% | 11% | 5% | 2% | 3% | 4% | 6% | 5% | 3% | 5% |

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



*N=CA 521;CO 252;CT 251;DC 202;ME 274;MN 253;NY 250;RI 254;VT 202;WA 253;TOTAL 2712*

# Ad Recall Types

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

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

Shown as a percentage of all respondents

# Recall of Other Marketing Measures

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

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

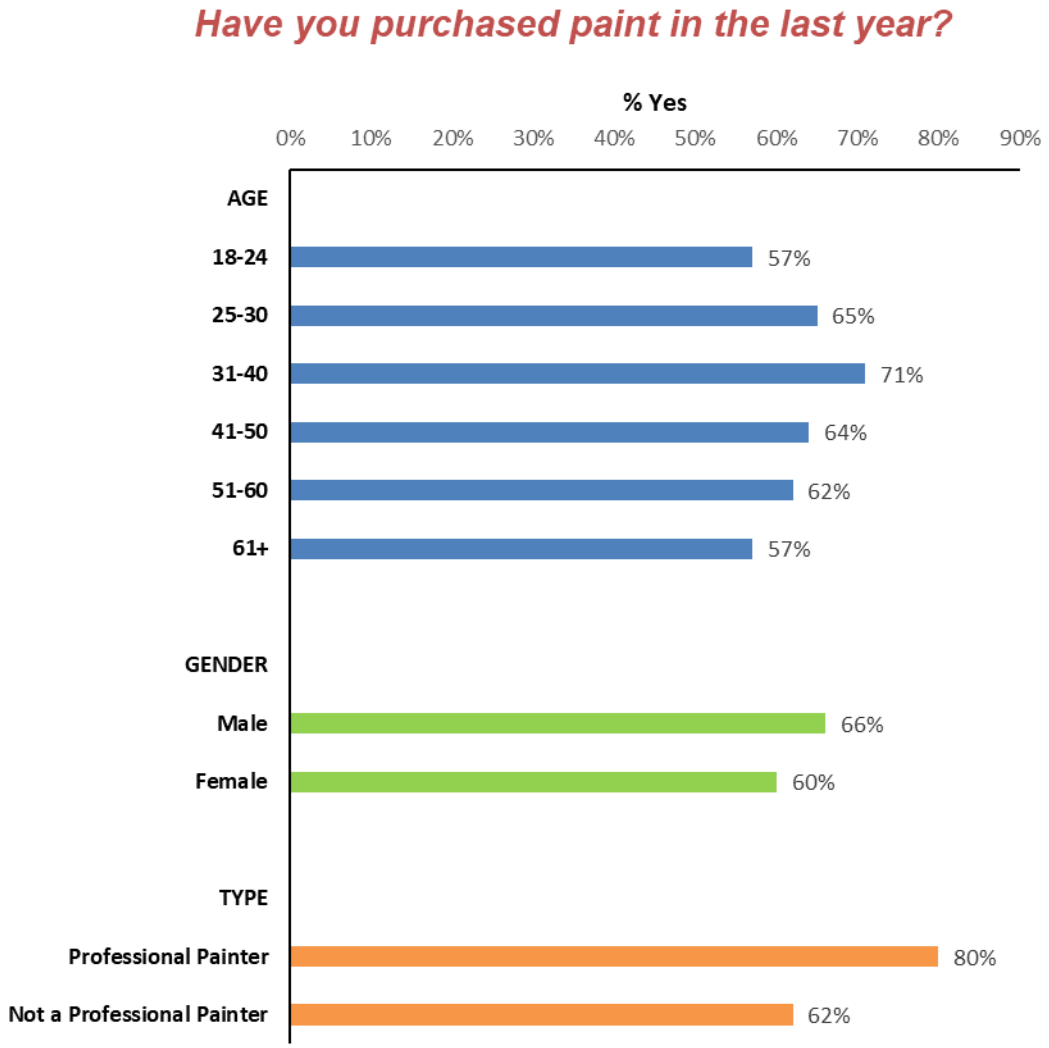
| | CA | CO | CT | DC | ME | MN | NY | RI | VT | WA | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| From a friend/relative/colleague | 30% | 42% | 38% | 28% | 25% | 40% | 50% | 25% | 33% | 36% | 34% |
| From my local hazardous waste center or transfer station | 25% | 5% | 38% | 44% | 20%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

| *Other | |
|---|---|
| AA APP | on the lowes reciept |
| at home show | youtube advertisement |
| local paper | |



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

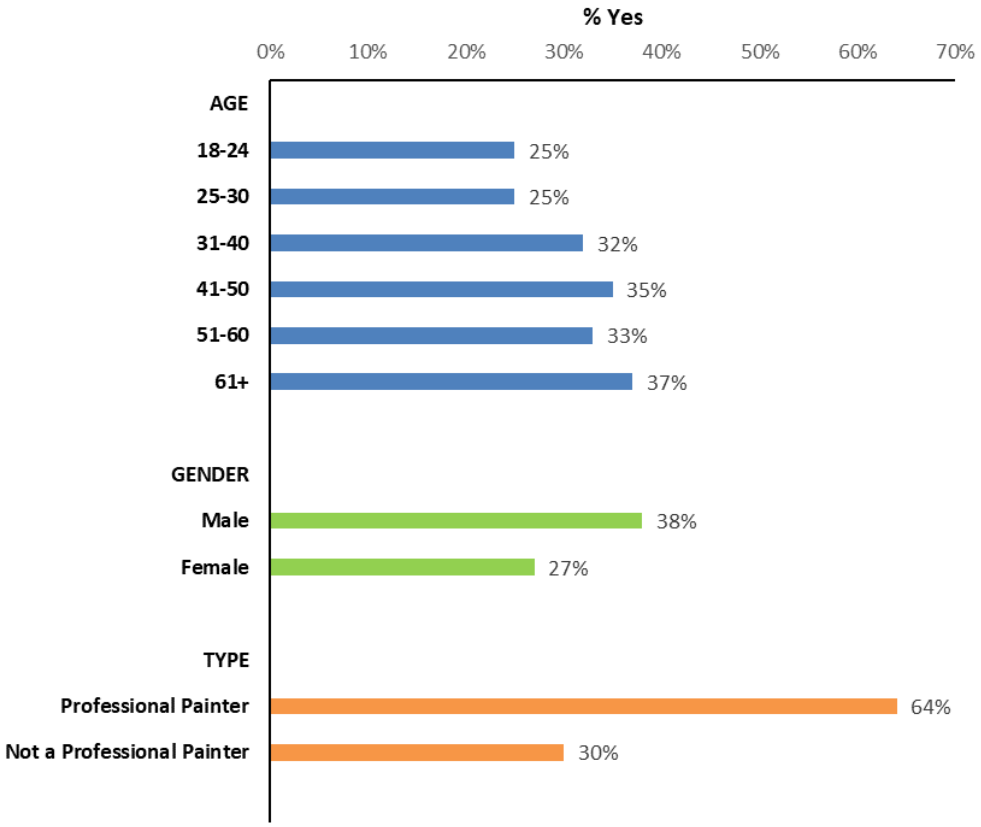
# Consumer Behavior Cross Tabulations – Paint Purchases




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

# Cross Tabulation – Recycling Knowledge

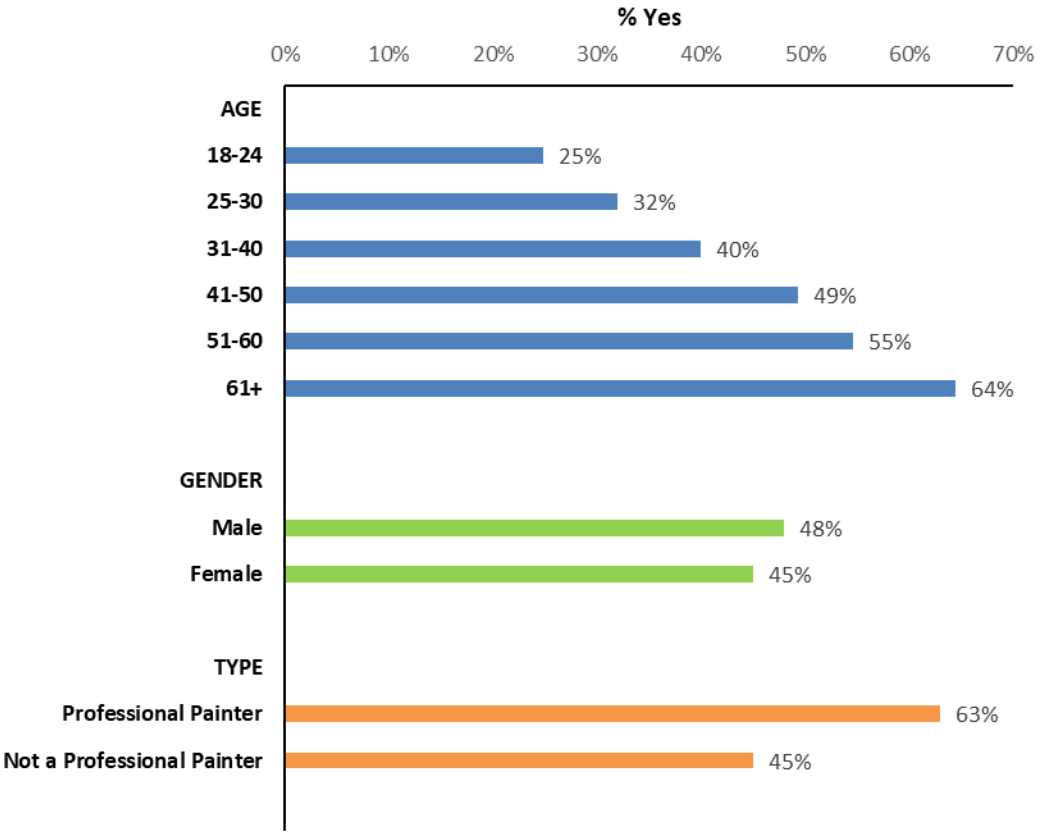
***Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?***




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

# Cross Tabulation – Disposal Opportunities

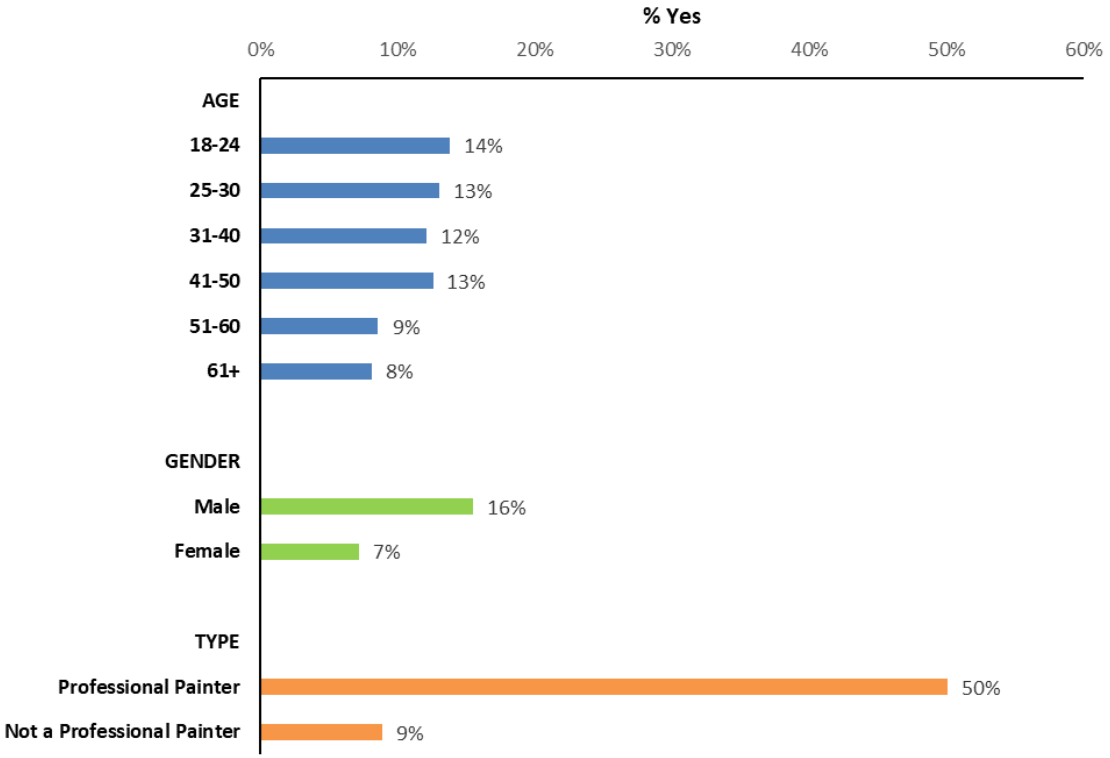
***Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?***




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

# Cross Tabulation – Pick-up Service

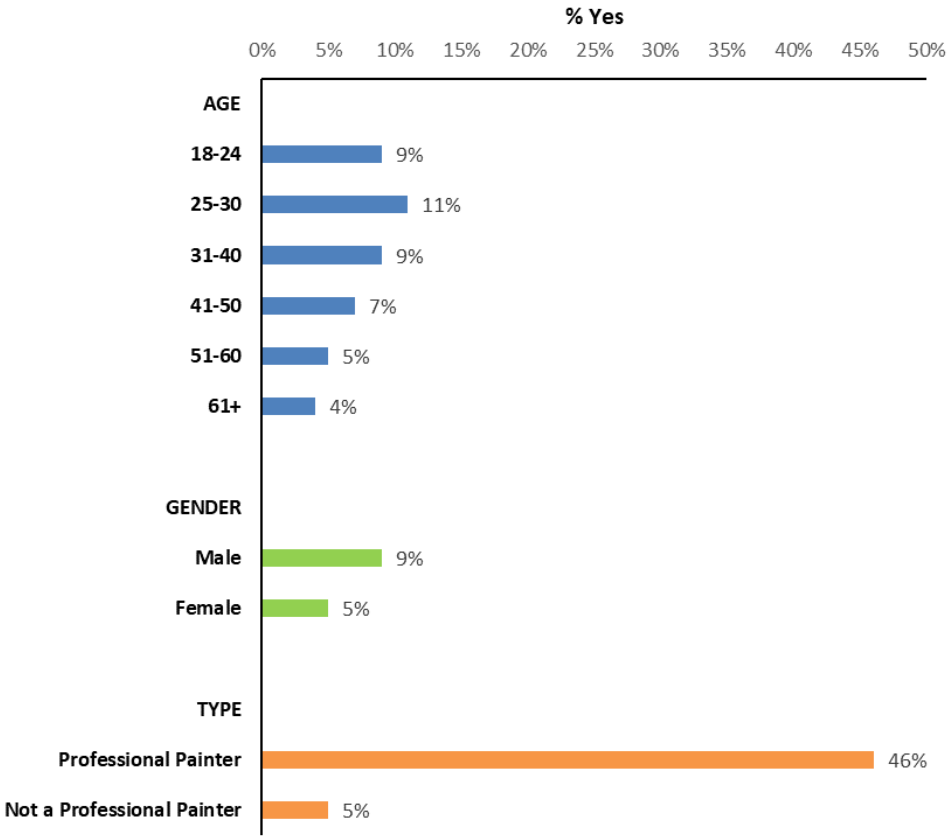
***Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?***




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

# Cross Tabulation – PaintCare Familiarity

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




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

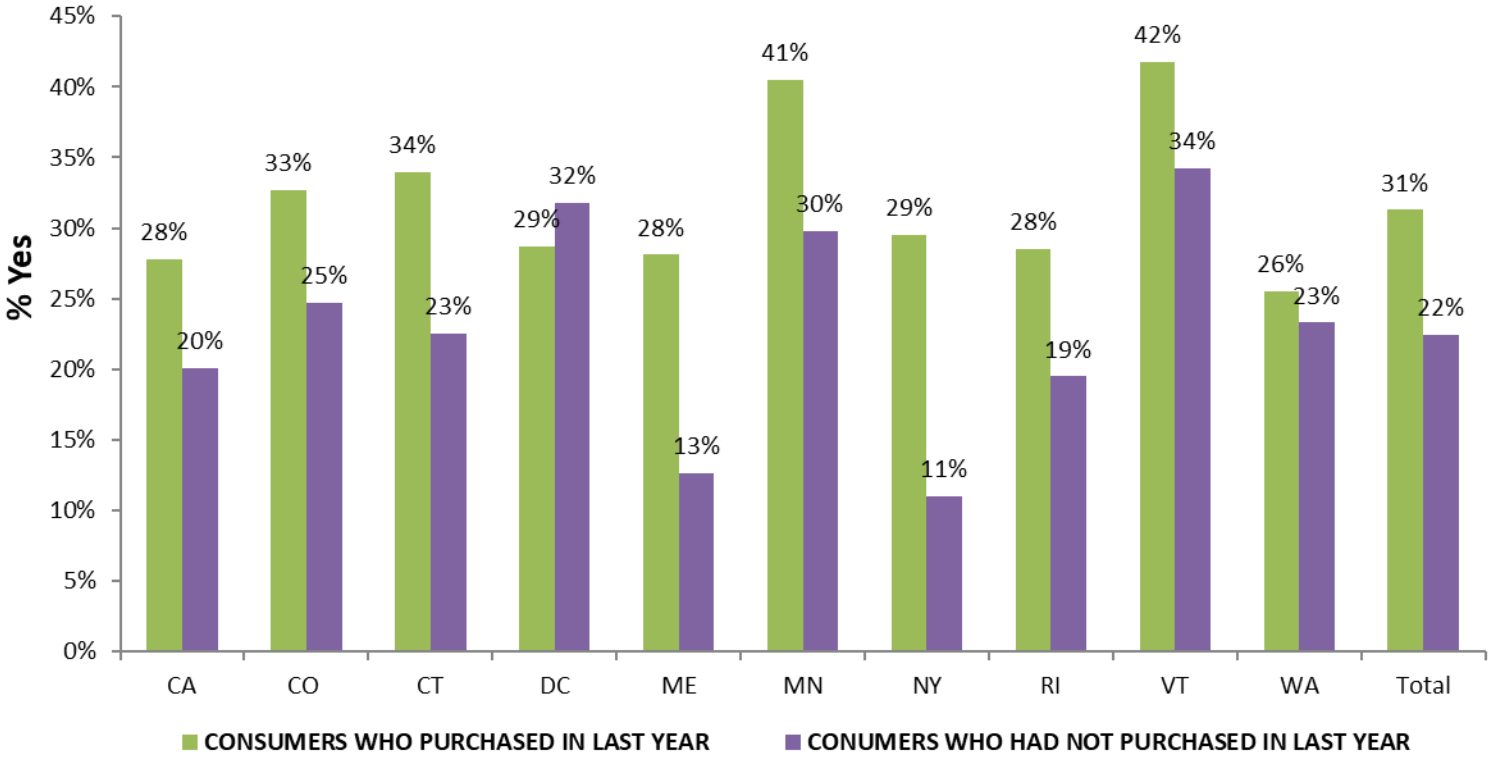
# APPENDIX 2:
# THE IMPACT OF RECENCY ON AWARENESS
# (Cross-Tabs, End Consumers)

# Awareness of Paint Recycling Based on Purchase Timeframe

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

**RECENCY ANALYSIS:**

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




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

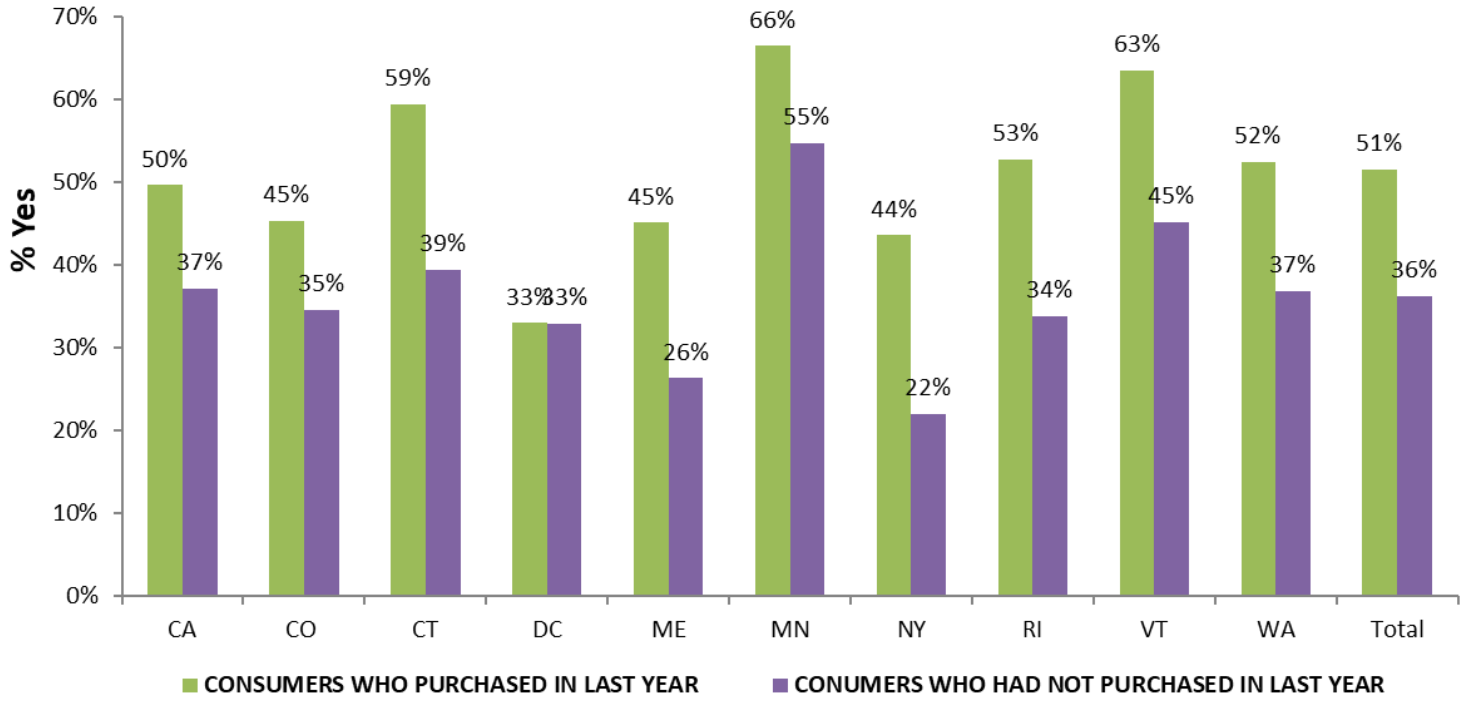
*NO PURCHASE LAST YR: N=CA 288;CO 150;CT 165;DC 94;ME 153;MN 158;NY 156;RI 165;VT 115;WA 141;TOTAL 1585*

# Awareness of Paint Disposal Opportunities in State/District

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

**RECENCY ANALYSIS:**

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




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

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

# Awareness of Paint Pick-up Opportunities

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

**RECENCY ANALYSIS:**

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

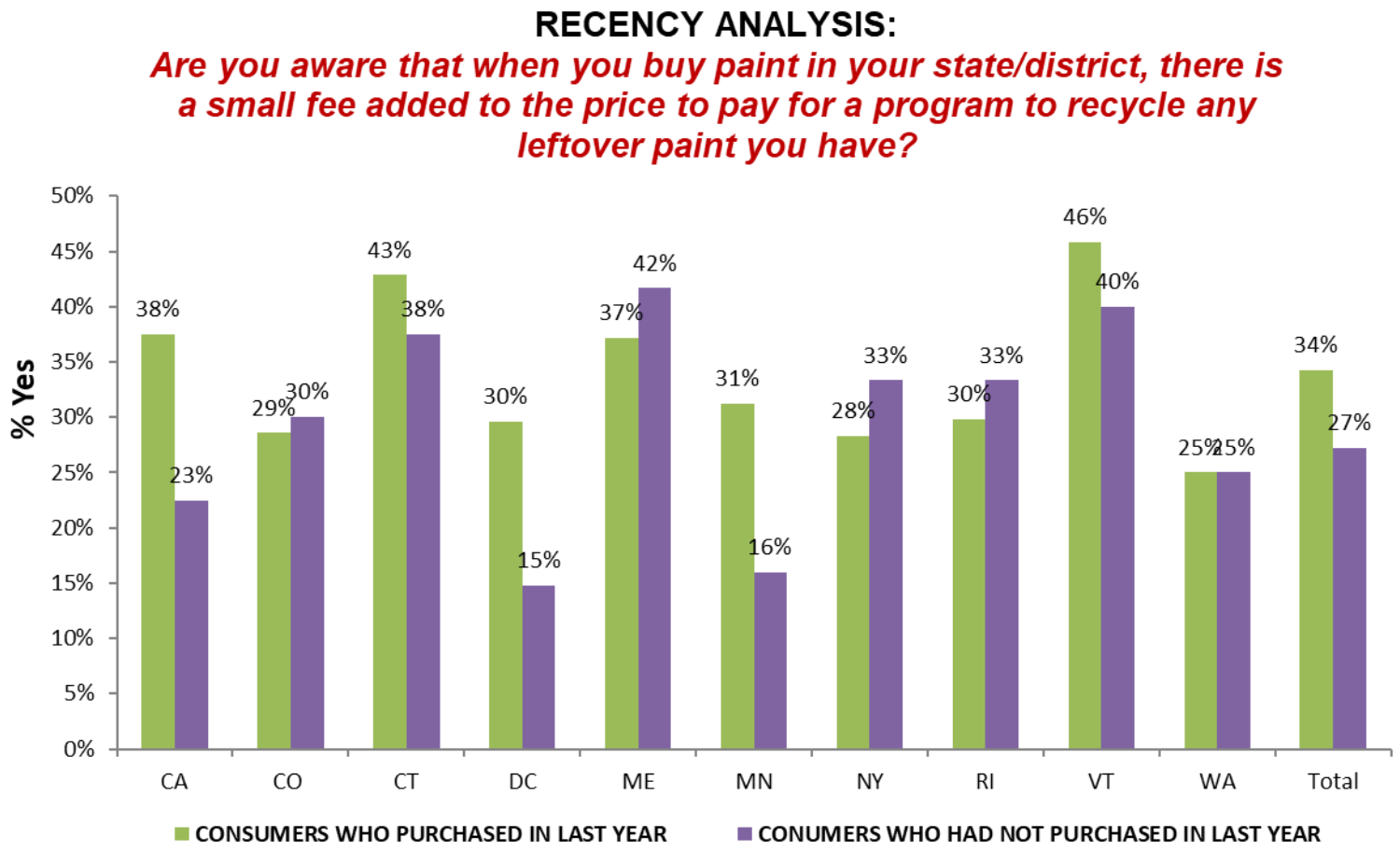



*PURCHASE LAST YR: N=CA 199;CO 81;CT 71;DC 85;ME 95;MN 84;NY 82;RI 77;VT 73;WA 103;TOTAL 950*

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

# Awareness of Fee Among Those Who Knew About Recycling

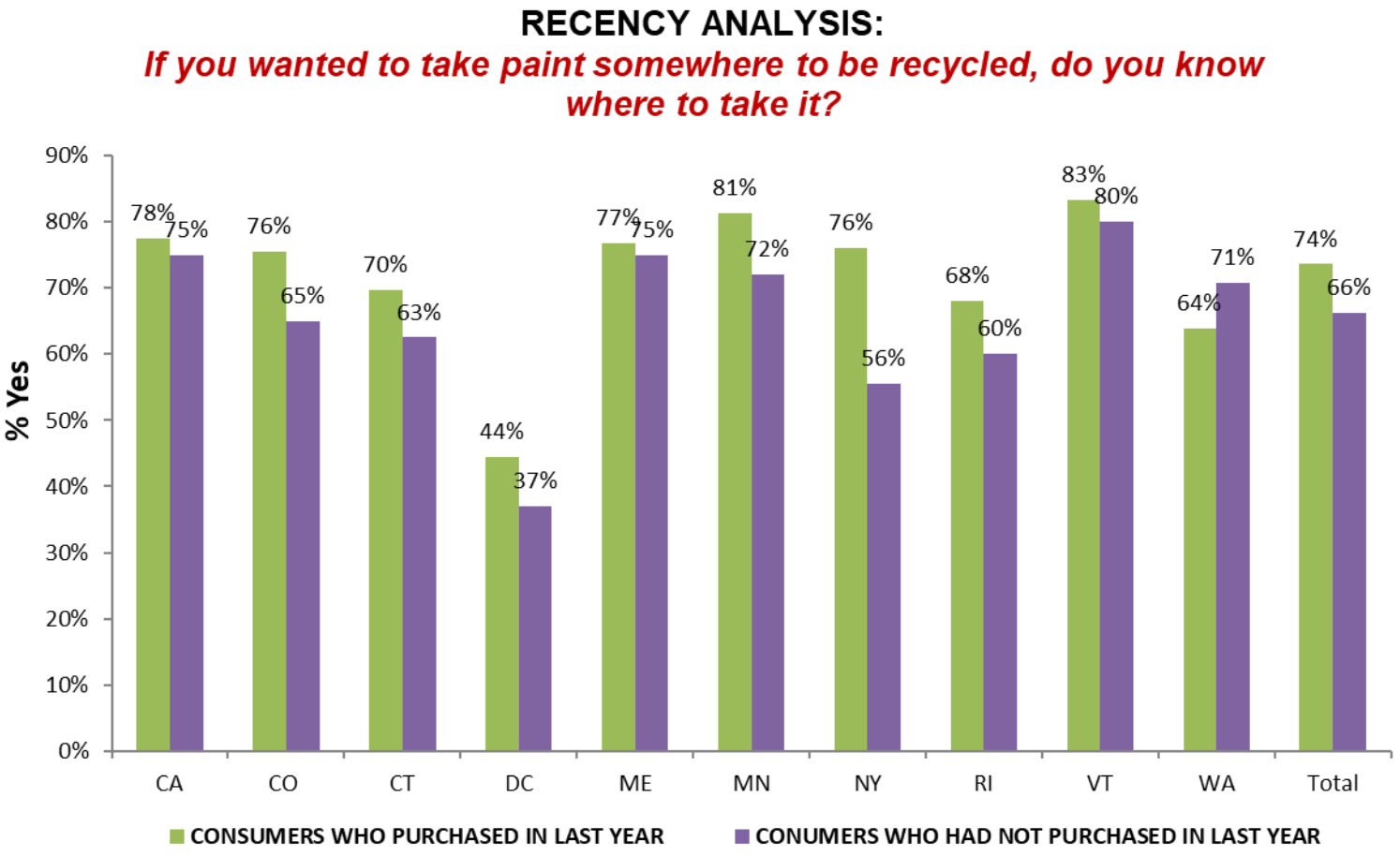
- Awareness of the fee was much higher among those who purchased in the last year.




*PURCHASE LAST YR: N=CA 80;CO 49;CT 56;DC 27;ME 43;MN 64;NY 46;RI 47;VT 48;WA 36;TOTAL 496*
*NO PURCHASE LAST YR: N=CA 40;CO 20;CT 16;DC 27;ME 12;MN 25;NY 9;RI 15;VT 25;WA 24;TOTAL 213*

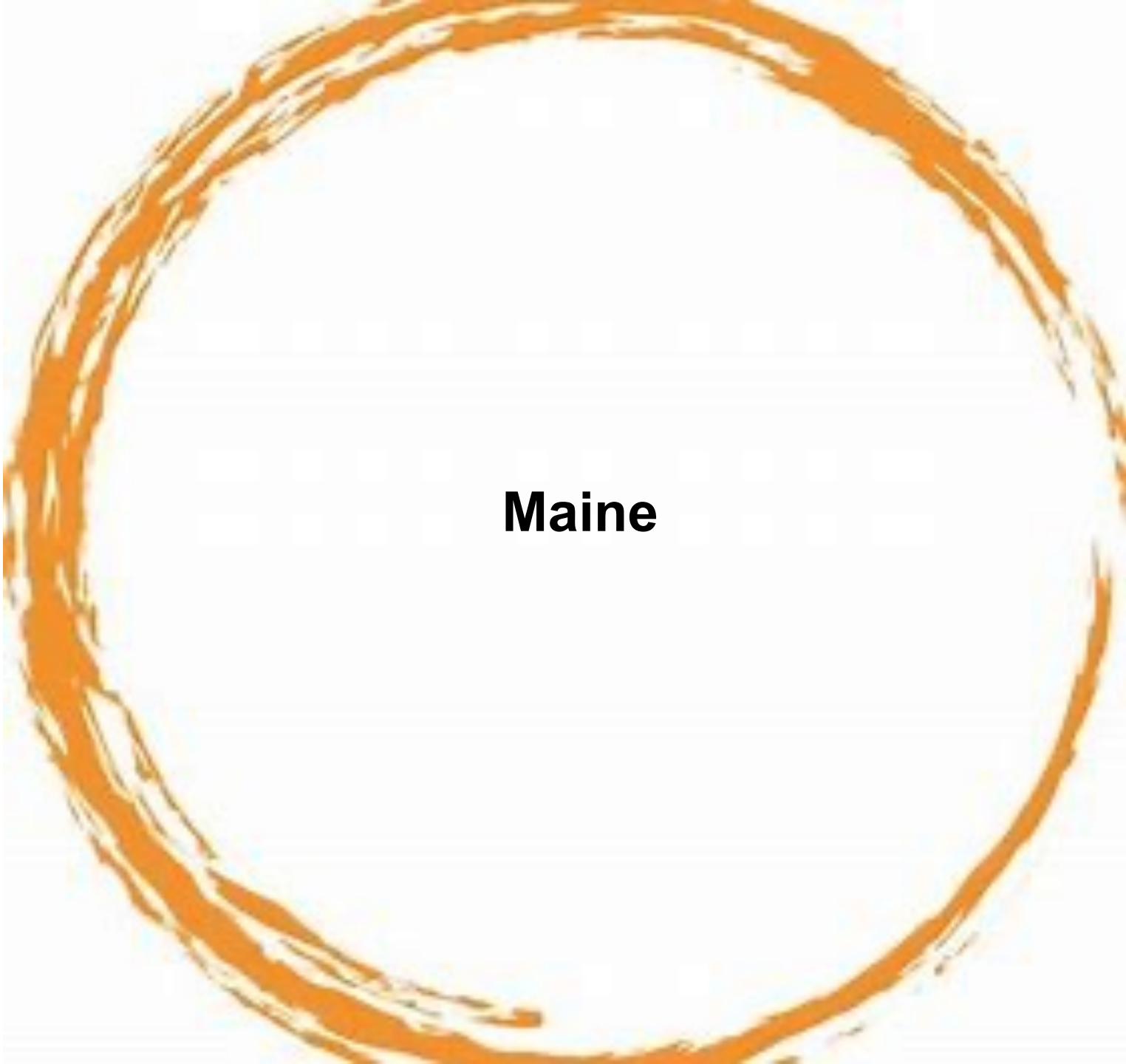
# Awareness of Places for Recycling Based on Purchase Timeframe

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



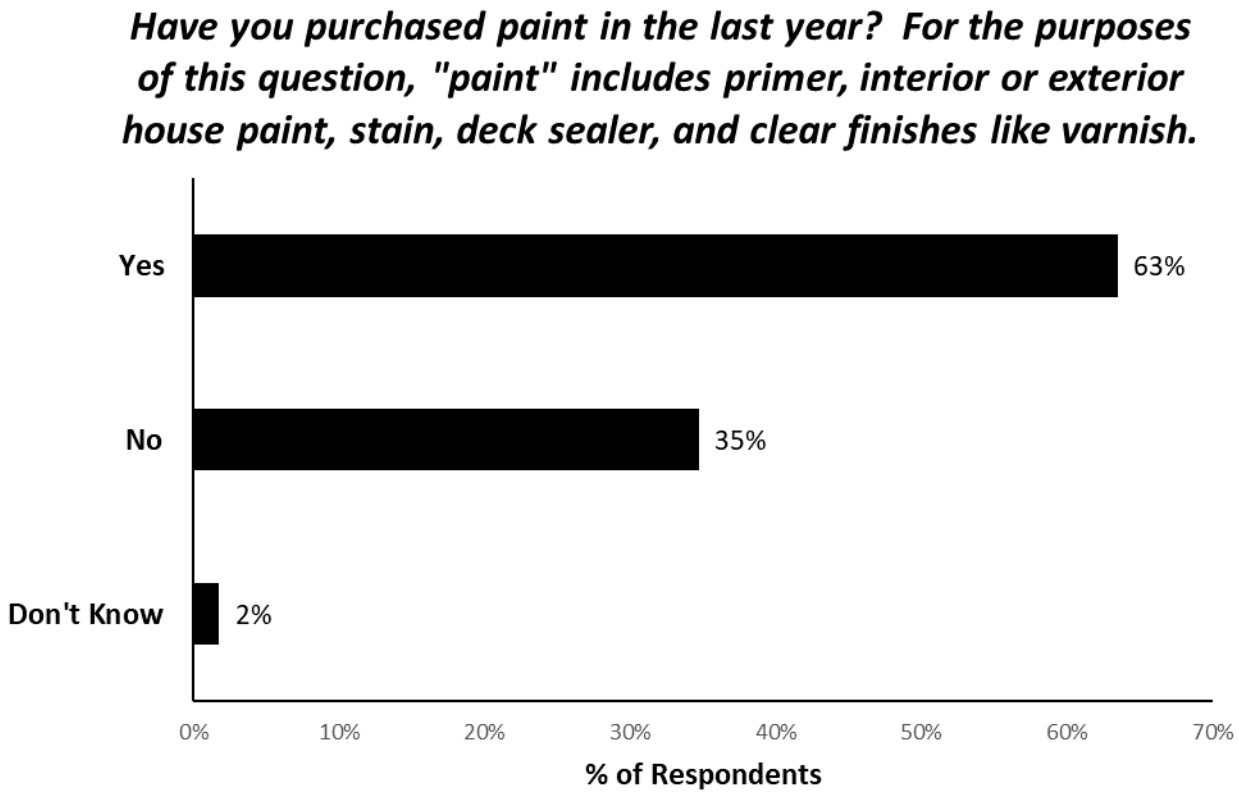

*PURCHASE LAST YR: N=CA 80;CO 49;CT 56;DC 27;ME 43;MN 64;NY 46;RI 47;VT 48;WA 36;TOTAL 496*
*NO PURCHASE LAST YR: N=CA 40;CO 20;CT 16;DC 27;ME 12;MN 25;NY 9;RI 15;VT 25;WA 24;TOTAL 213*

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


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# Recency of Paint Purchases

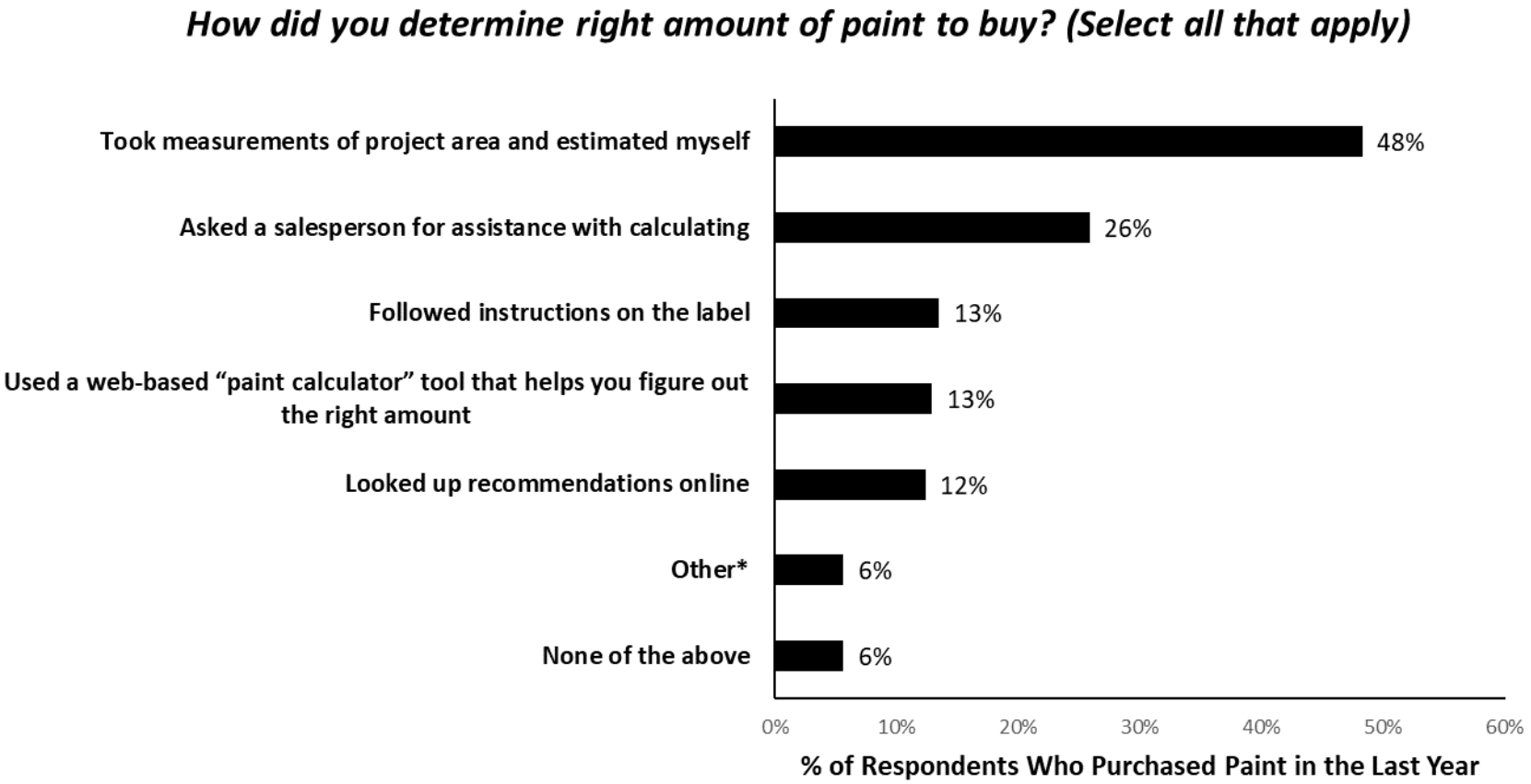
- 63% of respondents bought paint in the last year.




Maine

# Paint Needs Assessment Behaviors

- The top two methods that consumers used to assess their paint needs were to take measurements themselves (48%) and to ask a salesperson for assistance (26%).
- Next most common were to follow the instructions on the paint can label (13%), use a web-based paint calculator to determine the amount of paint to buy (13%), or to look up recommendations online (12%).

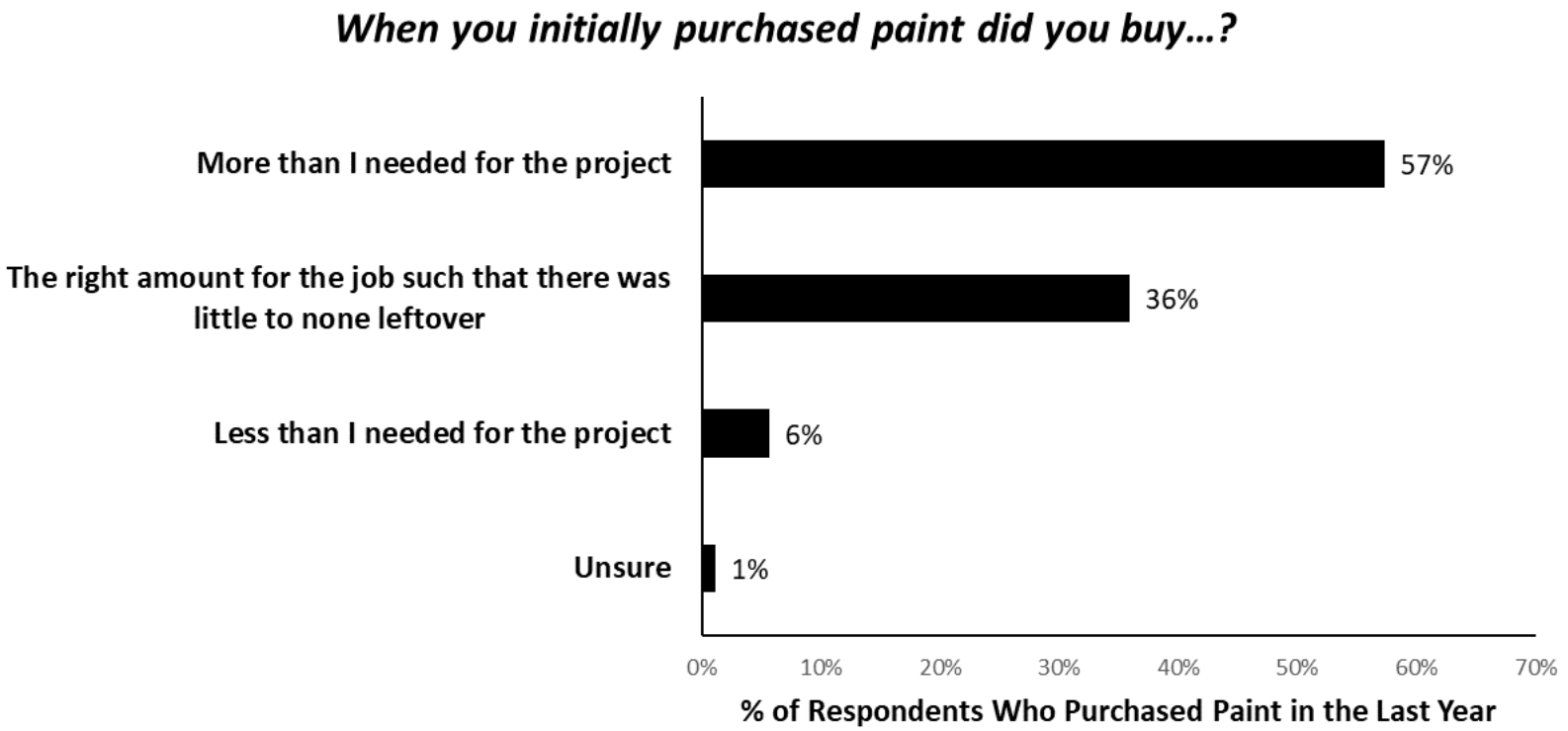



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*Other responses included: guesswork, ask contractor, ask friends/family

# Paint Quantity Purchased

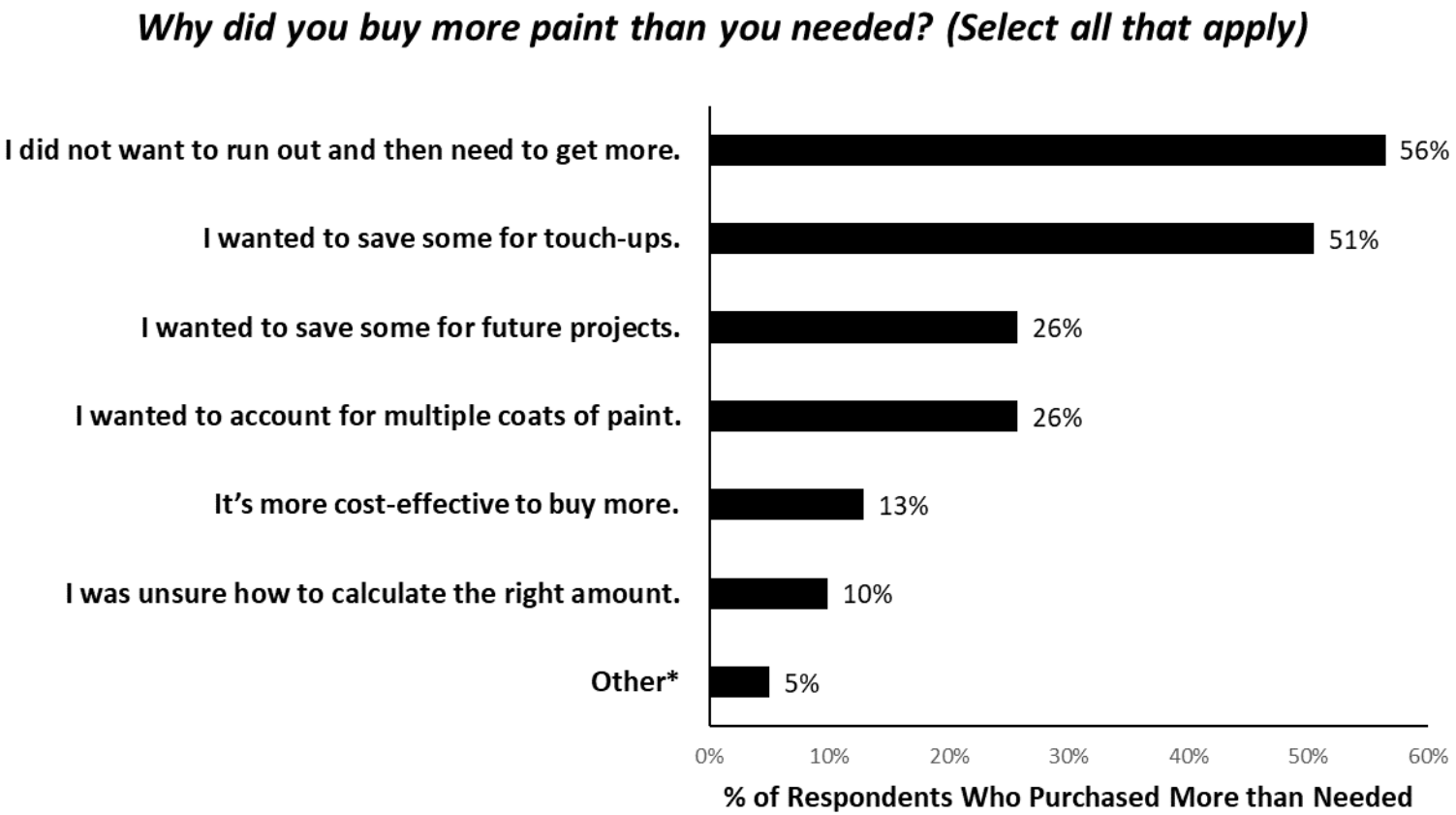
- Among those who purchased paint in the last year, 36% bought the right amount for the job such that there was none left over.
- Over half bought more than they needed for the project.
- 6% said they bought less than they needed.




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# Reasons for Excess Paint Purchases

- Of those who said they bought more than they needed, 56% said they did so because they didn't want to run out during the project and have to go out and get more.
- About half said they wanted to save some for touch-ups.
- About a quarter said they wanted paint for other projects; the same percentage, for multiple coats.
- 10% said they were unsure how to calculate the right amount.

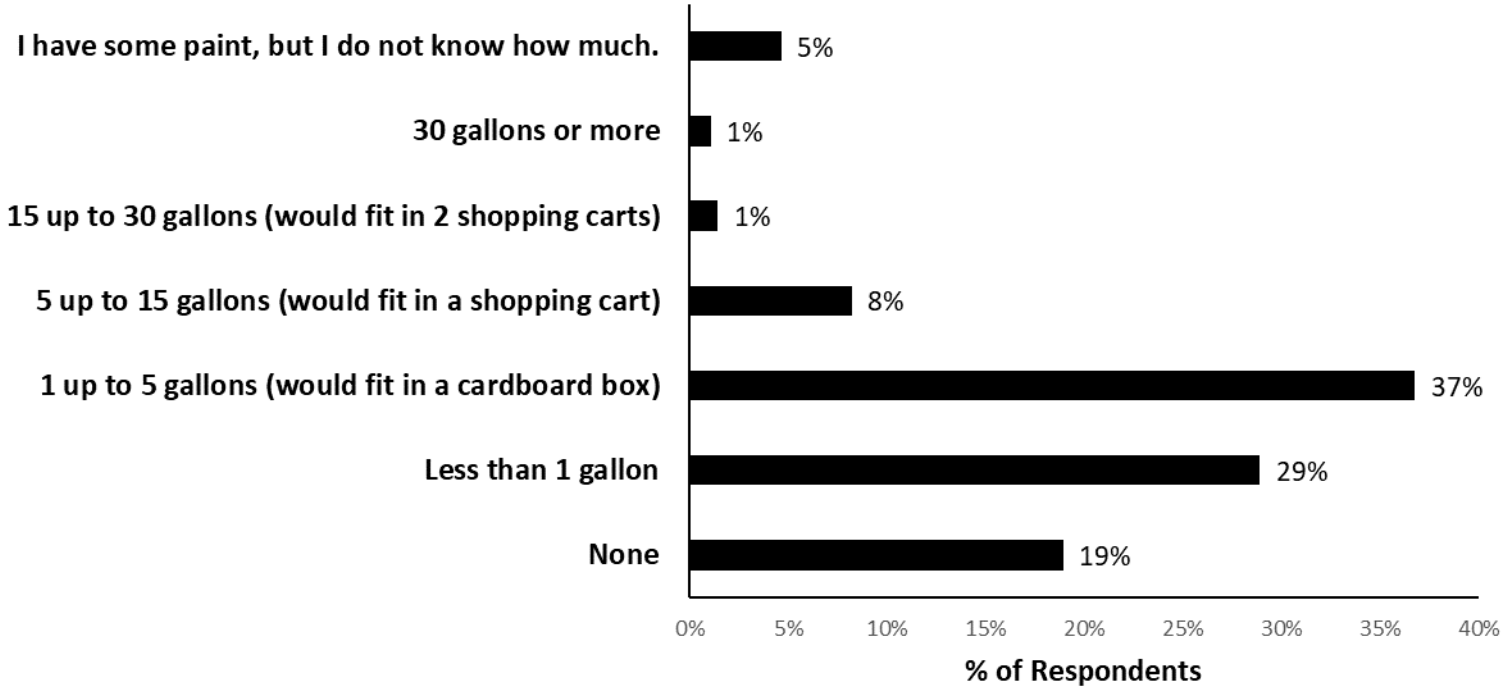



*Most of the "other" category is made up of people who bought the smallest amount they could.

# Leftover Paint Storage

- 19% said they didn't have any paint in storage at the time.
- The most common amount of paint stored at home/business was "1 up to 5 gallons," although a significant percentage said they had "less than a gallon."

***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)?***

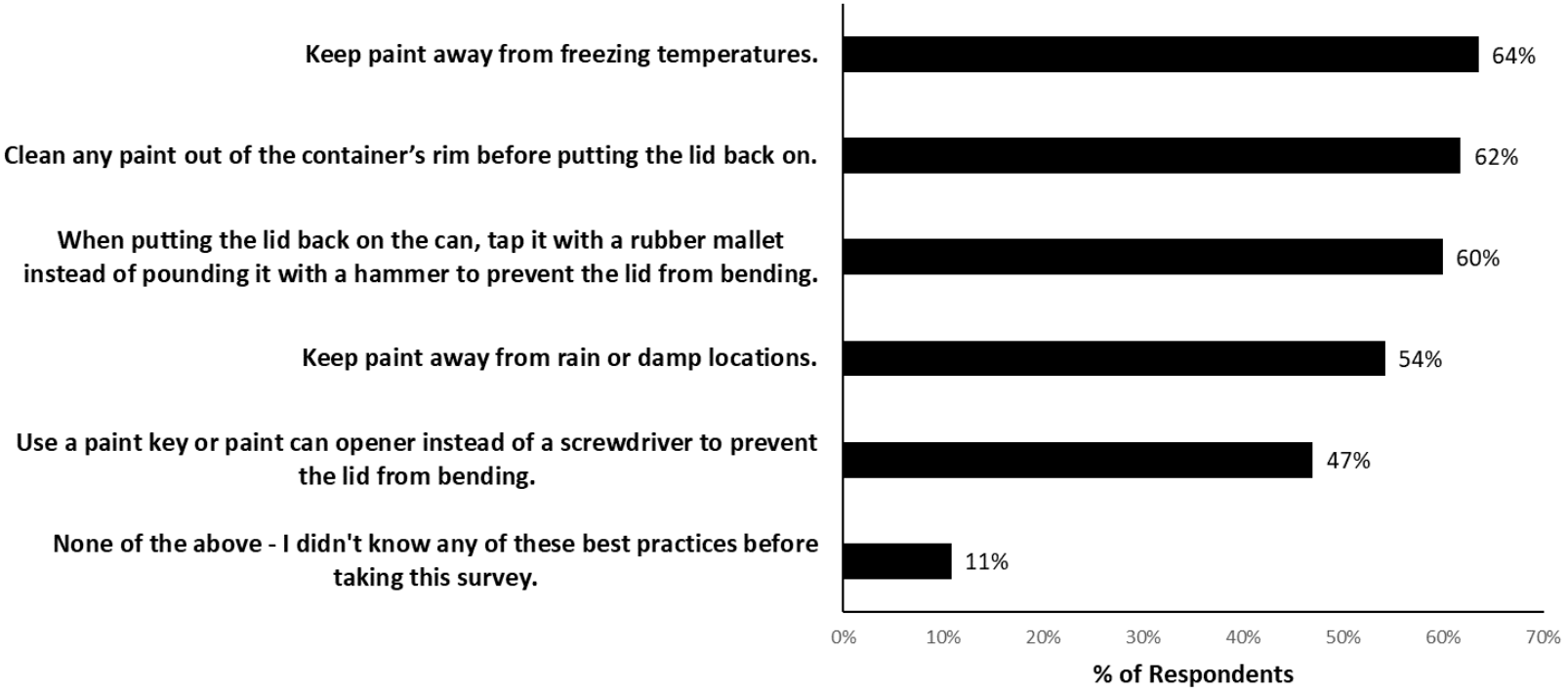



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# Best Practices Knowledge

- About two thirds (64%) were aware that they should keep paint away from freezing temperatures.
- Slightly less knew that they needed to clean the rim before closing (62%) and use a rubber mallet to tap the lid back on (60%).
- Around half of respondents were aware that they needed to keep paint away from wet/damp conditions (54%) and use a paint key opener (47%).
- 11% weren't aware of any of the best practices listed.

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

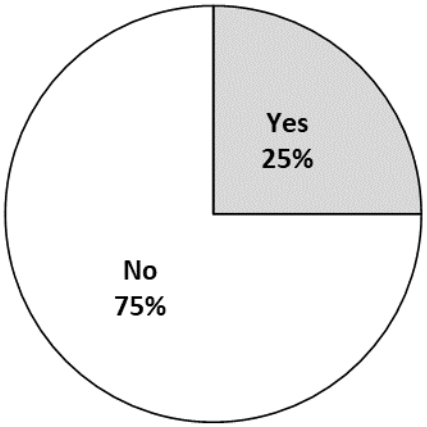


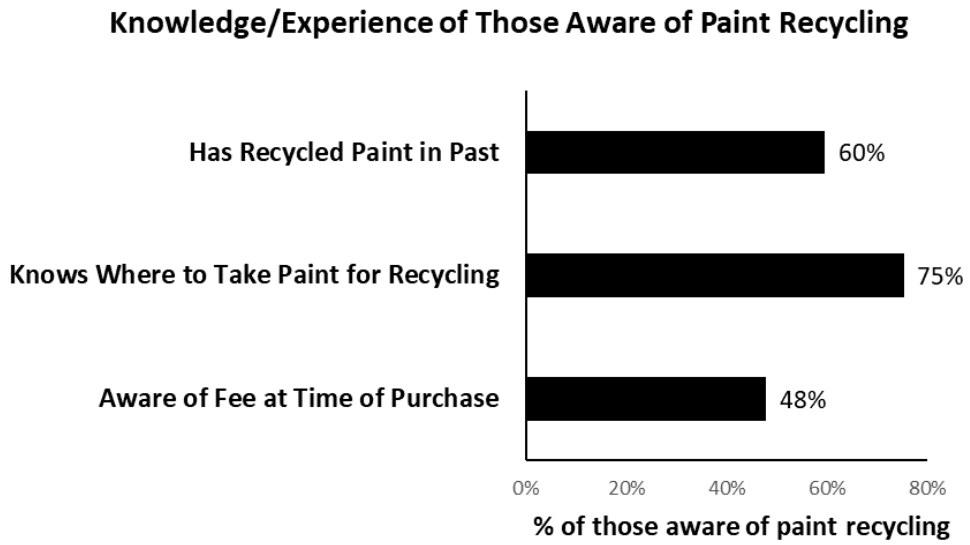

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# Awareness of Paint Recycling

- 25% of all respondents said they knew that paint can be recycled.
- Among those who were familiar with paint recycling, 60% said they had recycled in the past.
- 75% knew where to take paint for recycling.
- About half were aware of the fee for future recycling that is paid at the time of purchase.

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



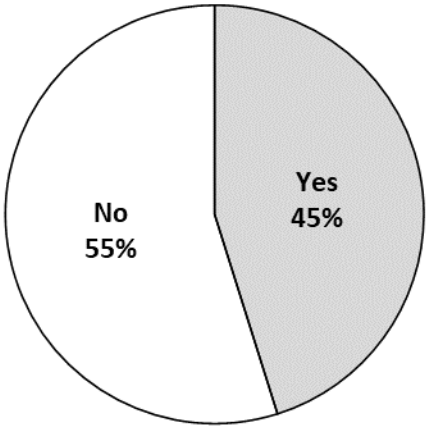




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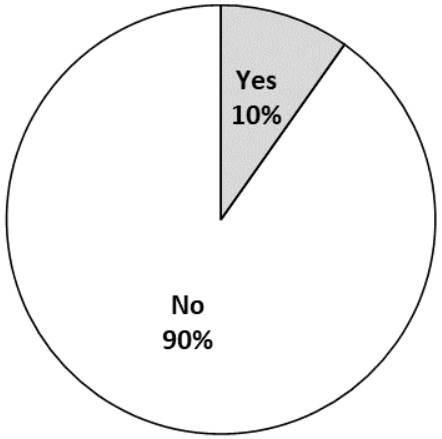
# Awareness of Paint Disposal Opportunities and Pick-up Service

- 45% of respondents were aware of paint disposal opportunities in their state.
- 10% of respondents knew that 100+ gallons could be picked up for free.

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




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




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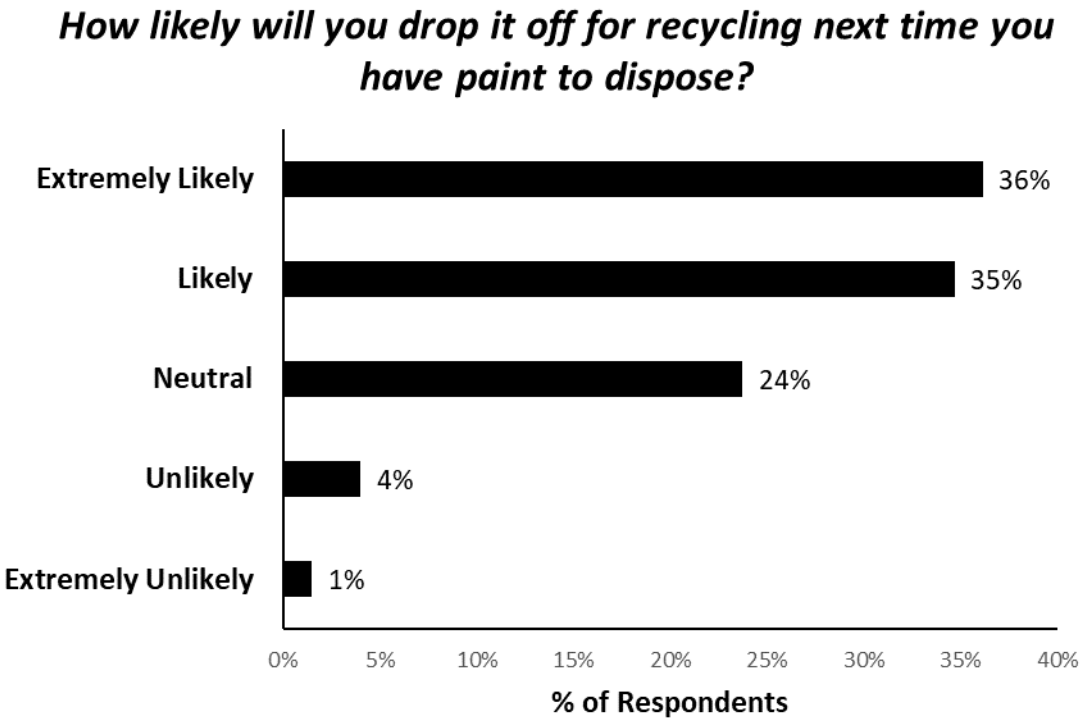
# Recycling vs. Disposal Awareness, Recent Consumer Purchasers

- The hypothesis that those familiar with paint disposal opportunities would be a subset of those familiar with paint recycling was disproved last year.
- In fact, there are many who know about paint recycling who do not know about disposal opportunities in the state, and vice versa.
- The following "matrix" breaks down recent consumer purchasers given both subjects.
- 24% knew about both topics; 51%, neither topic; the rest, one or the other.

| Knows About Disposal Opportunities | Knows About Paint Recycling: Yes | Knows About Paint Recycling: No |
|---|---|---|
| Yes | **24%** | 21% |
| No | 4% | 51% |

# Likelihood for Future Paint Recycling

- 36% of all respondents said they were “extremely likely” to recycle the next time they have paint to dispose.
- Another 35% said they were “likely” to recycle.
- Very few said they were “unlikely” or “extremely unlikely” to recycle.



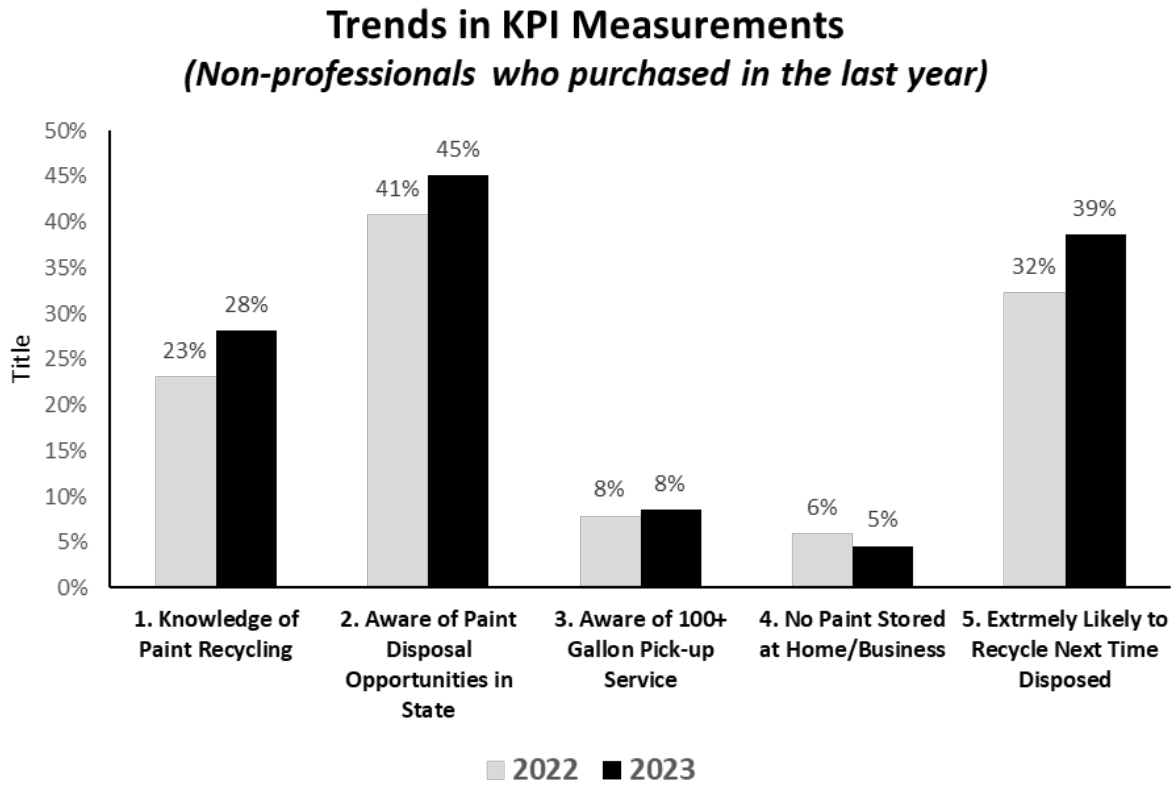

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## *Sample Comments: What would be your personal motivation for recycling leftover paint in the future?*

| |
|---|
| Being an environmentally concerned person |
| Good way to dispose of it from my home and good environmental practice |
| I do everything I can not to pollute and contaminate the earth. If no friend or family member needed my extra paint for a project I would bring it to a recycling center. |
| I would feel like I am doing good for the environment by not letting paint go into a landfill to contaminate the earth and pollute it. |
| Prevent paint from ending up in landfills or polluting the environment |
| To make sure it's doing as little harm to the environment as possible. |
| I try to do the responsible thing |
| If I no longer have a use for the paint, I would like it to be disposed of responsibly, with as little negative impact on the environment as possible. If recycling is an option, I would choose that. |
| Its the right thing to do, also you can be fined for disposing improperly. |
| Just to clear out space |
| reduce the space that the used paints are taking up |
| Well I just want to get rid of it, that's my motivation |
| Getting rid of the paint safely. |
| I do not want the paint to get into the ground or a water source. |
| So no one gets hurt |
| Having it go to good use and not be wasted would've been enough motivation. |
| So it doesn't go to waste or end up in a landfill somewhere |
| So that it is not wasted |
| To prevent putting chemicals in the landfill. |
| It makes me feel good that it wouldn't go into a dump and it would have a good future use and purpose |
| Hate clutter and would rather it go to good use if I knew I wasn't going to use it or need it. |
| If it can be reused, it should! |
| Someone being able to use it and getting it out of the house. |
| I'd rather it be recycled than simply disposed of in an improper way like pouring down the drain, pouring outside, or throwing it in the trash. |
| Recycling leftover paint would be better for the planet. |
| My motivation would be to dispose of it in a safe manner |

# KPI Trends

- The best way to determine year-over-year change is to look at the awareness, behavior and intentions of end consumers who purchased in the last year. Accordingly, five key performance indices ("KPIs") were calculated for this audience.
- Awareness of paint recycling and drop-off opportunities increased in 2023, as did the likelihood to recycle in the future.
- Other changes are insignificant.




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# Appendix E

PaintCare™
RECYCLING MADE EASY

# Drop Off Site Guidelines

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

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

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

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Section 1. Training and Safety 2

Section 2. General Guidelines 3

Section 3. Collection Bins and Storage Area 4

Section 4. Identifying and Accepting PaintCare Products 6

Section 5. Participant Paint Volume 11

Section 6. Working with Transporters 12

Section 7. Spill Response 13

Section 8. Inspections and Records 14

Section 9. Direct Reuse 15

# Section 1. Training and Safety

## Training

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

Training helps ensure that employees:

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

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

## Safety

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

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

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

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

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

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

# Section 2. General Guidelines

### PaintCare Provides Your Site:

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

### PaintCare's Transporter Provides Your Site:

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

### General Guidelines for Drop-Off Sites

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

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

# Section 3. Collection Bins and Storage Area

## Storage Area and Collection Bin Placement

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

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

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

Ensure there is adequate ventilation if bins are stored indoors.

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

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

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

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

## Setting Up, Packing and Maintaining Collection Bins

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

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

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

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

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

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

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

Do not open containers to verify product.

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

Do not take PaintCare product out of the bin.

### Security

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

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

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

# Section 4. Identifying and Accepting PaintCare Products

## What are PaintCare Products

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

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

Generally, PaintCare products include latex and oil-based house paint, stains, and clear coatings (varnish, shellac, etc.). The program excludes anything that is:

- In an aerosol spray can
- Intended and labeled "for industrial use only"
- Mostly used in the manufacture of equipment
- On the list of specifically excluded products for some other reason

PaintCare products are classified as either latex (water-based) or oil-based (alkyd) and the classification is important in order to decide how the product should be handled and processed. Knowing how to tell the difference between latex- and oil-based products is also important in determining which types of businesses/organizations can use the PaintCare program (if your site accepts paint from this audience).

## PaintCare Products and Non-PaintCare Products

### Acceptable products (PaintCare products)

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

Unacceptable products (Non-PaintCare products)

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

For more information, please see www.paintcare.org/products

If non-PaintCare products end up in a drop-off site's bin, such products will not be returned to the drop-off site and will be managed by PaintCare's transporter. Transporters identify non-PaintCare products and report all instances to PaintCare. PaintCare staff will notify the site of any contamination in the bins. If the problem persists, additional training may be provided.

## Acceptable Containers vs. Unacceptable Containers

Before accepting products from participants for management under the PaintCare program, drop-off site staff must (1) check the condition of the container for acceptance in the program, and (2) check the product label to verify that it contains a PaintCare product.

### Acceptable

- The PaintCare product must be in its original container
- The container is labeled as containing one of the designated PaintCare products listed above
- The container must be in good condition and not leaking
- The container must be 5 gallons in size or smaller
- The container contains dry latex paint

### Not Acceptable

- The container is not original (e.g., paint was transferred into a jar)
- The container does not have an original label
- The container is leaking or has no lid
- The container is larger than 5 gallons
- The container is empty

However, drop-off sites permitted to accept household hazardous waste may accept unlabeled and leaking containers by following the procedures described below.

## Unlabeled and Leaking Containers

A drop-off site permitted to accept household hazardous waste may, at its discretion, choose to accept unlabeled and/or leaking containers if it follows the protocols below and otherwise complies with all applicable laws:

### Unlabeled Containers

A drop-off site may accept containers that do not have an original label if a staff person appropriately trained in identifying unknown wastes (1) identifies the material in the container as a PaintCare product, and (2) applies a label identifying the contents to the container before placing it in a collection bin.

### Leaking Containers

A drop-off site may accept a leaking container or a container with no lid if an appropriately trained drop-off site staff person (1) verifies that the container contains a PaintCare product, (2) places the contents of the leaking/open container into an appropriate substitute container (which can include bulking such PaintCare products into 55-gallon drums), and (3) applies an appropriate label to the substitute container.

## Refusing an Unacceptable Product or Container

Do not accept non-PaintCare products from any participant unless they are received as part of normal site operations and are not placed in PaintCare collection bins.

When refusing a material at a drop-off site, drop-off site staff must explain why the material cannot be accepted (e.g., material is not a PaintCare product, cannot accept material from non-exempt generator, etc.). If a participant tries to drop off products that your location cannot manage, refer the participant to an appropriate alternative resource, such as their local household hazardous waste disposal program, garbage transporter, environmental health agency, or public works department. Local contact information is provided at the front of the training binder.

## Paint Volume Acceptance Rules

The program accepts PaintCare products from households and businesses/organizations.

Households. Households may drop off any volume of PaintCare product, subject to the volume limit set by the site.

Businesses/Organizations. Non-households may also drop off any volume of latex PaintCare product, subject to the volume limit set by the site. Non-households may only drop off oil-based PaintCare products if they comply with federal and state hazardous waste generator rules that, among other criteria, require that the business/organization (1) generates no more than 100 kilograms (about 25 gallons or 220 pounds) of hazardous waste per calendar month, and (2) does not accumulate more than 1,000 kg (about 250 gallons or 2,200 pounds) of hazardous waste at any time. Painting contractors and commercial property owners typically meet these criteria. For more information about these criteria, please visit www.paintcare.org/vsqg

Each business or organization is responsible for determining its own generator status under applicable law.

When a business/organization has oil-based PaintCare products to drop off at your site, it must sign the Paint Drop-Off Log or form included in the training binder to verify that it qualifies to use the program for oil-based paint. The log/form includes an explanation of the requirements. If a business/organization has only latex paint, it does not need to sign the log/form.

Once a business/organization signs the Paint Drop-Off Log or form, you may accept oil-based paint from that business/organization. (HHW sites and other waste collection programs may need a permit and/or to meet additional legal requirements in order to collect oil-based paint from businesses.) To help ensure legal compliance, unless you're specifically permitted to accept more, you should not accept more than 25 gallons of oil-based paint per calendar month from a qualifying business. Paint Drop-Off Log or forms may be reviewed by PaintCare or government agencies and compared with a list of registered hazardous waste generators to verify that only qualified businesses/organizations are using the program for their oil-based paint.

## Transporter/Recycler Drop-Off Sites

### Maintaining Paint Drop-Off Logs for All Participants

Drop-off sites operated by a PaintCare-contracted transporter and/or recycler must keep and maintain separate drop-off logs to record both latex and oil-based paint volumes from both businesses/organizations and households. While PaintCare offers template logs, an alternative may be used if approved by PaintCare.

# Section 5. Participant Paint Volume

### How Much Paint to Accept from Participants

While the PaintCare program intends to collect as many PaintCare products as possible, we recognize that your drop-off site may have storage limitations. PaintCare drop-off sites, in agreement with PaintCare, may limit the amount of PaintCare products they accept per participant, however, drop-off sites must accept up to 5 gallons at a minimum per participant.

### What if Bins are Full?

If your collection bins are completely full, inform the participant that you are temporarily unable to accept PaintCare products and redirect them to the nearest alternative PaintCare drop-off site. Refer them to the site locator at www.paintcare.org or the PaintCare hotline at 855-724-6809, or ask them to come back at a later date. Contact the PaintCare transporter immediately to have collection bins picked up and replaced.

If a participant has a significant amount of PaintCare products that your location cannot manage, ask the participant to contact PaintCare directly for additional assistance. PaintCare may direct the participant to another drop-off site or offer our Large Volume Pickup service.

### Large Volume Pickup (LVP) Service

PaintCare offers a free pick-up service to painting contractors, property managers, households, and others with a large quantity of leftover PaintCare products. Typically, a minimum of 100 gallons (by container size) is required to qualify for the LVP service.

To refer a participant to the LVP service:

- Provide the participant a LVP fact sheet
- Ask the participant to request a pick-up using the online LVP form
- The LVP fact sheet and online form are available at www.paintcare.org (select the “Request a Pickup” button on the homepage)
- For additional questions, refer the participant to PaintCare for assistance

# Section 6. Working with Transporters

PaintCare contracts with transporters for the delivery of supplies, delivery of empty collection bins, and pick-up of full collection bins.

### Scheduling the Transporter to Pick Up Collection Bins

When you anticipate your collection bins will be full within your site's pick-up timeframe (generally 5 business days in urban areas, 10 business days in rural areas), call your transporter to schedule a pickup, or use their online order system if they have one. The name and contact information of your transporter is provided at the front of the training binder.

When establishing an appointment for pick-up, please indicate:

- Your site is a PaintCare drop-off site
- Name of drop-off site and address
- Your name
- Your phone number
- Number of full collection bins to be picked up
- Number of empty collection bins needed for replacement

### Preparing Collection Bins for Pickup

On the scheduled pickup day, collection bins and the loading area must be readily accessible to the transporter for quick and efficient loading. Complete the following steps:

- Identify which bins are full and ready for pickup
- Make sure the path between your bins and the transporter's vehicle is clear and at least 4 feet wide to accommodate movement of bins
- Sign and keep copies of any shipping documents for your records

The transporter is responsible for labeling, loading/off-loading collection bins, and preparing shipping documents.

# Section 7. Spill Response

## Spills

The information in this section will assist with spills from damaged or leaking program containers. It is important that all drop-off site staff understand corrective actions to minimize exposure to people and the environment.

## Reporting

Report spills as required by law, summarized in the state-specific guidelines. Contact PaintCare within 24 hours of making such a report.

## Spill Response Procedures

Always follow all applicable spill response procedures set forth in your operating permit or as otherwise required by applicable law.

If a spill is small enough to be managed by drop-off site staff, follow these steps:

- Isolate the area and restrict access to the spill
- Ensure personal safety, put on protective gear (glasses and gloves) provided in the spill kit
- Stop the movement of paint by placing the leaking container upright or in a position where the least amount will spill, and place leaking container in plastic bags provided in spill kit, or into the spill kit container
- Contain the spill by placing absorbent pads or granular absorbent around and on the spill – if outdoors, place barriers around storm drains to prevent a release to the environment
- Collect the contaminated absorbent and place it in plastic bag(s) or spill kit container, along with the leaking container and contaminated PPE, seal the bag(s), label it and place in the collection bin
- Remove any clothing that may be contaminated, wash thoroughly to remove spilled material from your hands or body
- Document the date, location, and amount and type of material spilled
- Replace any used spill control supplies as soon as possible

# Section 8. Inspections and Records

### Inspections and Record Keeping

Drop-off site staff are responsible for regularly inspecting collection bins and spill kits to ensure that such materials are in proper working order and include any necessary labeling. Please report any damaged bins or other problems to PaintCare immediately so PaintCare may arrange for prompt replacement or repair.

Maintain the following records for a minimum of 3 years:

- Internal and external inspection records (if applicable)
- Paint Drop-Off Log or forms (copy provided in the training binder)
- Paint Waivers (copy provided in the training binder; only for sites that do reuse)
- Employee training logs (copy provided in the training binder)
- Shipping documents and/or other documentation required by applicable law for outgoing shipments of PaintCare products

# Section 9. Direct Reuse

Direct reuse is an additional service permitted for certain site types. PaintCare may compensate sites for this service.

## Requirements for Direct Reuse

PaintCare encourages reuse of leftover paint through direct reuse. Reuse sites return good quality unused paint to the local community at low or no cost.

Products offered for reuse to the public must be in their original container, have an original label, and be in good physical and aesthetic condition. Contents must be liquid and relatively new. The container must be closed securely before placing it in the reuse storage area. Containers must never be opened by customers at the drop-off site. Reuse products must be displayed by drop-off site in an area separate from the PaintCare collection bins.

An individual customer may not take more than twenty-five (25) gallons of reuse product per day. If you have a customer that would like to take more paint, let your PaintCare contact know in advance.

## Paint Waiver

Customers taking reuse paint from a drop-off site must sign the Paint Waiver included in the training binder (or an approved equivalent thereof). The waiver explains that the material is taken "as-is" with no guarantee of quality or contents and the customer accepts the risks and liability for the materials.

The customer must read the waiver, fill in the date and name fields, and sign their name. Site staff must verify what has been taken by the customer, record on the log the gallons of latex and gallons of oil-based products taken, and add their initials.

When a paint waiver is full or when a site wants to invoice PaintCare, the latex and oil-based columns should be totaled at the bottom of the form. PaintCare does not require the submission of the waiver to PaintCare, but they must be kept by the site for at least three years and made available for review by PaintCare staff upon request.

Drop-off sites may use their own version of the waiver, but it must be approved by PaintCare in advance.

## Invoicing Procedures

Drop-off sites should invoice for reuse on a monthly basis by filling out and submitting the Invoice for Direct Reuse at paintcare.org/invoices. This is an online form and is submitted directly on PaintCare's website. If you're unable to submit an online form, contact your PaintCare contact.