

Minnesota Paint Stewardship Program 2023 Annual Report

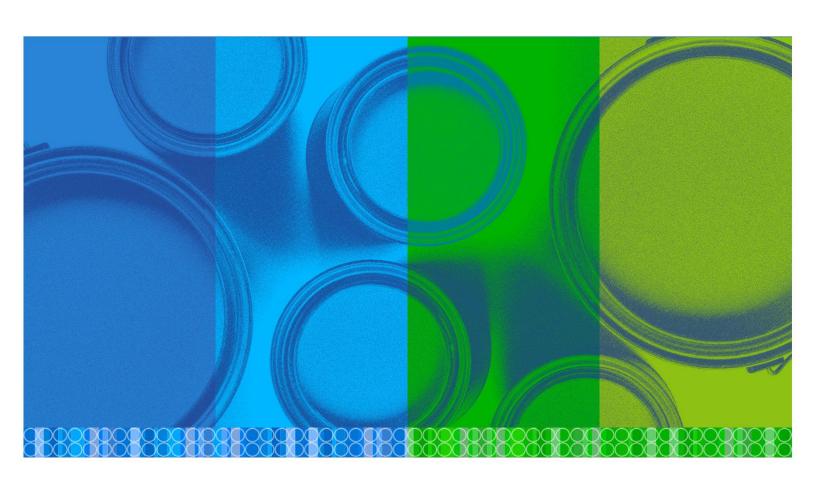
Submitted To

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Executive Summary

MINNESOTA PAINT STEWARDSHIP LAW

PaintCare is the representative stewardship organization for the Minnesota Paint Stewardship Program codified in Chapter 115A Waste Management, Section 1415, of the Minnesota Statutes. The Minnesota program began in November 2014.

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

PROGRAM HIGHLIGHTS

Drop-Off Sites. The program had 269 year-round paint drop-off sites at the end of the year; 210 were paint retailers, representing 30% of likely paint retail participants. The remaining sites included one transfer station, one paint recycler, one recycling center, four reuse stores, and 52 household hazardous waste (HHW) facilities.

The program also managed paint from supplemental drop-off sites that included 18 seasonal HHW facilities, 196 HHW events, and four sites that accepted paint for part of the year.

During the year, 98.3% of Minnesota residents lived within 15 miles of a drop-off site.

Services. The program provided 72 direct large volume pickups (LVP) from businesses and others that had accumulated more than 100 gallons of paint at their locations and serviced four locations set up as recurring large volume pickup (RLVP) sites.

Paint Collection Volume. The program collected 909,697 gallons of postconsumer paint.

Paint Processing. Latex paint was 82% of the paint processed: 10% was reused, 51% was made into recycled-content paint, 36% was used as a component in alternative daily landfill cover, 2% was processed for energy recovery, and 1% that was dry paint was landfilled. Oil-based paint was 18% of the paint processed: 13% was reused, 77% was processed for energy recovery, and 11% was incinerated.

Revenue and Expenses. The program was financed through a fee on new paint sales: 49 cents on small containers; 99 cents on medium containers; and \$1.99 on large containers. Approximately 8.1 million gallons of architectural paints were sold in the state and the program collected \$5,851,678 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were \$6,569,288. The program ended the year with net assets of \$4,539,818. The total program cost per gallon of paint collected was \$7.22.

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 11.3%.

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

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

Operations. PaintCare negotiated new contracts with HHW programs across Minnesota to address reporting, reimbursement rates, and payments for paint collection, reuse, and related activities at HHW facilities and events. PaintCare also purchased additional reusable bins for use at HHW facilities.

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

Subdivision 12 of Section 115A.1415 requires PaintCare to submit an annual report that includes, in relevant part:

(1) A description of the methods used to collect, transport, and process architectural paint in all regions of 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
Household Hazardous Waste Facility	52	52	52
Paint Recycler	1	1	1
Paint Retailer	203	207	210
Recycling Center	1	1	1
Reuse Store	3	3	4
Transfer Station	1	1	1
Total Sites	261	265	269

SUPPLEMENTAL DROP-OFF SITES

Site Type	2021	2022	2023
Household Hazardous Waste Event Site/Number of Events	134/181	154/207	144/196
Household Hazardous Waste Facility (Seasonal)	17	17	18
Household Hazardous Waste Facility (Partial Year)	0	0	2
Paint Retailer (Partial Year)	4	2	2
Total Sites	155	173	166

SERVICES

Site/Service Type	2021	2022	2023
Direct Large Volume Pickup Site/Number of Pickups	38/45	60/65	66/72
Recurring Large Volume Pickup Site	4	4	4

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.

The program receives reports from 22 authorized county and regional HHW groups for activities across the entire state. These entities are subsequently reimbursed for eligible activities quarterly during the year. PaintCare reimbursed these entities \$2,906,931.

Pine County opened a new HHW facility (Willow River) in May. The Freeborn County HHW Facility (Albert Lea) was previously excluded from PaintCare's database of HHW programs. This year-round facility was added to the site counts in 2023. The Walker/Hackensack Transfer Site (Hackensack) was previously listed as year-round. PaintCare was notified that the site only accepts paint during the warm weather months even though they are open year-round. In July, Becker County notified PaintCare that they collect HHW including paint at a facility in Osage. Becker County also notified PaintCare that they collect paint at their transfer station, but not at their HHW facility (both sites on same property in Detroit Lakes).

There are two HHW facilities listed as "Partial Year." Clay County HHW closed one facility in February before moving to a new location (both sites located in Moorhead). In October, PaintCare was notified that the Kandiyohi Solid Waste Sanitary Landfill (New London) had stopped collecting paint.

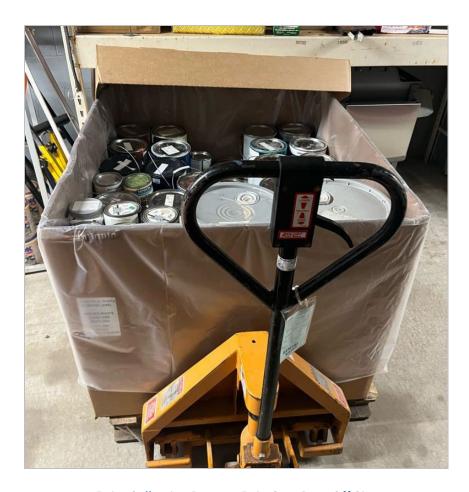


Product Reuse Area at HHW Facility

Paint Retailers. At the end of the year, PaintCare identified 909 paint retailers—including paint, hardware, and home improvement stores—with 696 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 696 potential retail drop-off sites, 210 (30%) 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.

PaintCare added new retail drop-off sites in Braham, Cannon Falls, Madison, Minneapolis, and Waterville. Two paint retailers stopped collecting paint during the year (Rockford, Saint Peter). Additionally, four retail drop-off sites closed at the end of 2023 (Northfield, Owatonna, and two in Rochester). These four sites are listed as year-round in this report because they collected paint in each month of the year, but they will be excluded from site counts going forward.



Paint Collection Box at a PaintCare Drop-Off Site

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. PaintCare provided compensation for reuse services.

Of the 10 potential reuse store drop-off sites, four (40%) were participating as drop-off sites at the end of the year. These stores did not sell paint dropped off for recycling at their sites, and instead placed all paint received from the public into PaintCare bins for recycling. Additionally, these sites often sell recycled-content paint produced in Minnesota.

PaintCare added one new reuse store drop-off site in 2023 (Bemidji).



Window Decal at a PaintCare Reuse Store Drop-Off Site

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.

One privately owned transfer station and one municipal recycling center participated in the program.

Paint Recycler. Amazon Paint in Fridley is a latex paint recycler and served as a drop-off site for the program. They accepted large quantities of leftover paint from eligible program participants in the state.

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.

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 Clusters and Urbanized Areas 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 Areas 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 269 year-round drop-off sites provided 95.3% of the state's residents access to a drop-off site within 15 miles. When supplemental sites were included, coverage increased to 98.3%.

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

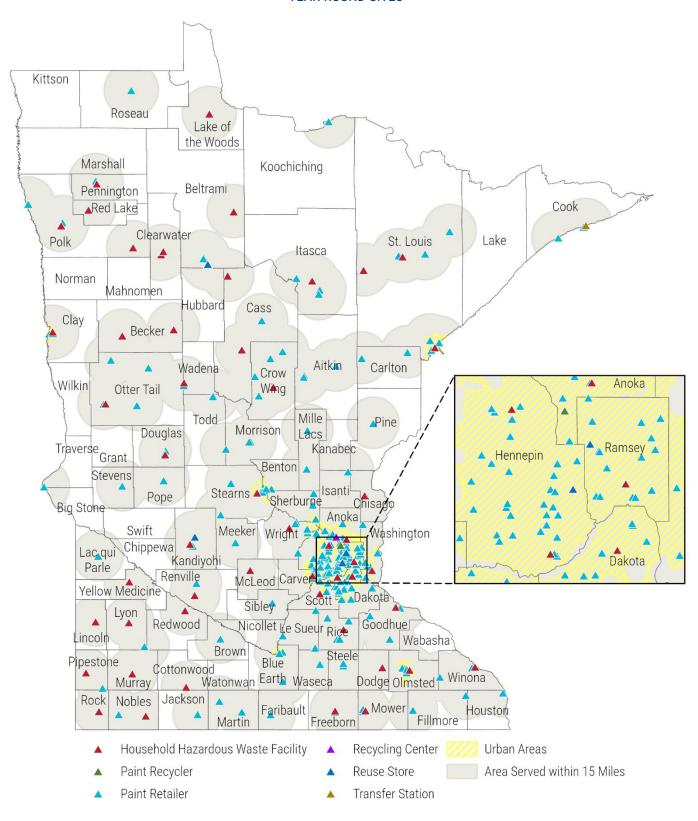
The following table shows the population centers in the state, the target number of sites the program should provide, and the level of service the program had at year-end.

TARGET NUMBER OF PAINT DROP-OFF PAINT DROP-OFF SITES IN URBAN AREAS

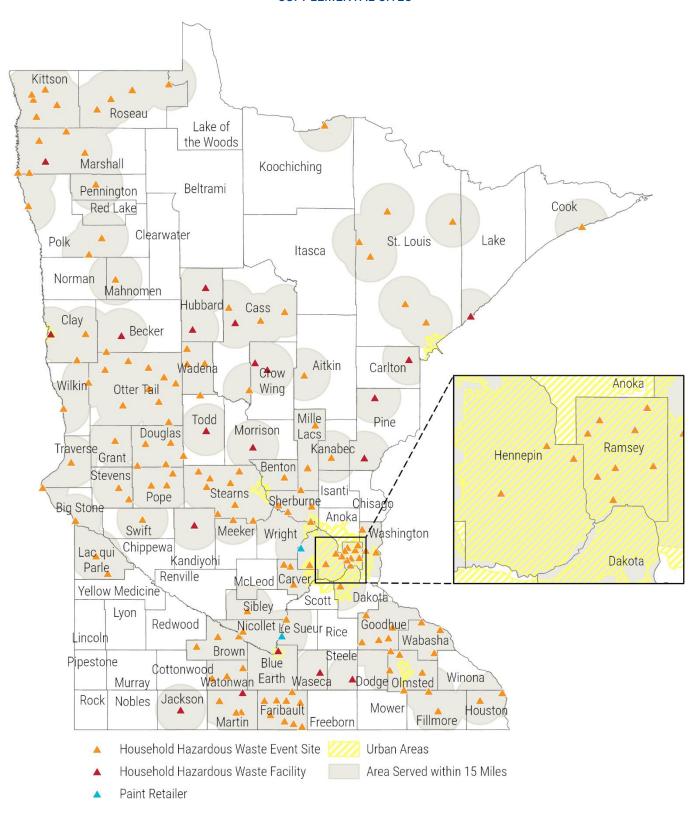
Census Bureau Urban Area	Population in Minnesota	Target Number of Sites	Number of Year-Round Sites	Number of Year-Round and Supplemental Sites
Minneapolis-St. Paul, MN-WI	2,914,866	97	103	117
St. Cloud, MN	117,638	3	8	8
Rochester, MN	121,587	4	7	7
Duluth, MN-WI	92,220	3	5	5
Mankato, MN	60,206	2	2	3
Fargo, ND-MN	48,471	1	2	3
Stillwater, MN	31,240	1	2	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.

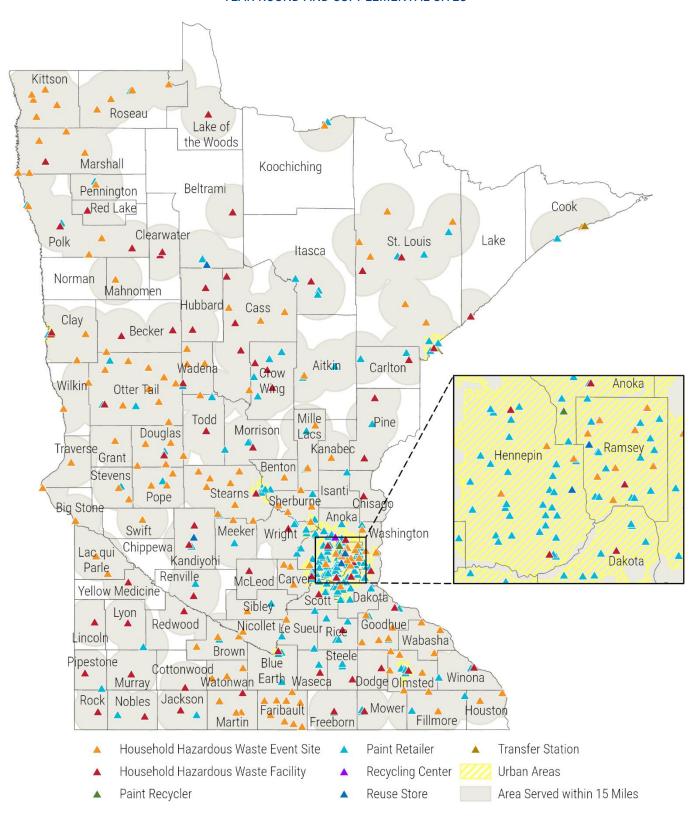
YEAR-ROUND SITES



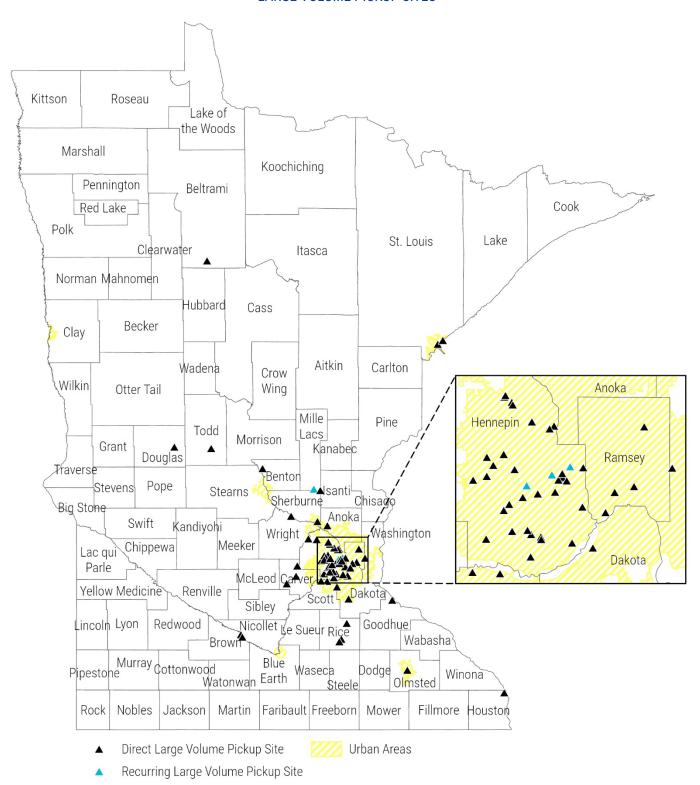
SUPPLEMENTAL SITES



YEAR-ROUND AND SUPPLEMENTAL SITES



LARGE VOLUME PICKUP SITES



C. PAINT COLLECTION PROCEDURES

The program has agreements with owners, operators, or regional sponsors 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, as well as regulations and policies.

All new sites (other than LVPs and HHWs) 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. These transporters are eligible to collect from any site type in Minnesota. Individual sites were assigned to transporters based on costs and logistics, except HHWs which selected their own transporter.

TRANSPORTERS

Name	Site Types Served
Clean Harbors	HHW Facility/Event, LVP/RLVP, Latex Paint Recycler, Paint Retailer, Reuse Store
Veolia	HHW Facility/Event, LVP/RLVP, Paint Retailer, Reuse Store, Solid Waste Facility

Section 2. Paint Collection Volume and Processing Methods

Annual Report Statutory Citation

Subdivision 12 of Section 115A.1415 requires PaintCare to submit an annual report that includes, in relevant part:

- (1) A description of the methods used to collect, transport, and process architectural paint in all regions of the state.
- (2) The weight of all architectural paint collected in all regions of the state and a comparison to the performance goals and recycling rates established in the stewardship plan.
- (3) The amount of unwanted architectural paint collected in the state by method of disposition, including reuse, recycling, and other methods of processing

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)	1,007,909	905,077	909,697
New Paint Sold (gallons)	9,529,221	8,318,600	8,070,527
Recovery Rate	10.6%	10.9%	11.3%

PaintCare typically receives reports of gross pounds or volume in cubic feet 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.

While reviewing processing data for the 2023 annual report, PaintCare staff identified a significant variance in the recycling rates reported by two paint transporters, Clean Harbors and Veolia. After discussing and reviewing data with the transporters and Amazon Paint, a data entry error regarding the latex paint recycling rate was discovered. The latex paint recycling rate that Amazon Paint provided to the transporters was less than the actual latex paint recycling rate, indicating that Amazon underreported the latex paint recycling rate. Subsequently, PaintCare worked with the transporters to correct all processing data for the 2023 annual report. PaintCare staff then checked reports submitted by the two paint transporters for the 2021 and 2022 annual reports and found the same issue. In 2021 and 2022, PaintCare previously reported that 40.6% of latex paint was processed via Paint-to-Paint recycling. These recycling rates are now 48.4% and 52.3% respectively. The volume of paint collected and processed was unchanged, but the proportion of the latex paint managed via Paint-to-Paint Recycling and Alternative Daily Landfill Cover was adjusted. The table below includes amended values for 2021 and 2022 and 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
Reuse	73,334	9	72,155	10	75,213	10
Paint-to-Paint Recycling	401,509	48	398,022	52	371,017	51
Energy Recovery	0	0	0	0	10,864	2
Alternative Daily Landfill Cover	354,666	43	285,395	38	267,096	36
Disposal	0	0	5,254	1	9,180	1
Total	829,509	100	760,826	100	733,370	100

OIL-BASED PAINT PROCESSING METHODS

Method	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
Reuse	16,287	9	17,297	10	20,158	13
Energy Recovery	131,040	73	133,265	77	120,417	77
Incineration	31,812	18	23,399	14	16,631	11
Total	179,139	100	173,961	100	157,206	100

C. LATEX PAINT PROCESSING METHODS AND PROCESSORS

The following methods were used to process latex paint:

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

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

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

Alternative Daily Landfill Cover. Latex paint was used as a component in alternative daily landfill cover (ADC).

Disposal. Dry or solidified latex paint was landfilled.

LATEX PAINT PROCESSORS

Processor	Location	Process
Amazon Paint	Fridley, MN Pryor, OK	Paint-to-Paint Recycling, Alternative Daily Landfill Cover
HHW Facilities	Minnesota	Reuse, Energy Recovery, Alternative Daily Landfill Cover, Disposal

D. OIL-BASED PAINT PROCESSING METHODS AND PROCESSORS

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

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

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

Incineration. Oil-based paint was incinerated.

OIL-BASED PAINT PROCESSORS

Processor	Location	Process
Buzzi Unicem	Cape Girardeau, MO Greencastle, IN	Energy Recovery
Clean Harbors	Kimball, NE	Incineration
Green America	Hannibal, MO	Energy Recovery
HHW Facilities	Minnesota	Reuse
Lehigh Cement	Logansport, IN	Energy Recovery
Veolia	Sauget, IL Port Arthur, TX	Incineration

E. PAINT COLLECTION VOLUME BY SITE TYPE OR SERVICE

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

COLLECTION VOLUME BY SITE TYPE OR SERVICE

Site Type/Service	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
HHW Facility/Event	772,834	77	673,548	75	666,634	73
LVP/RLVP	11,775	1	20,856	2	19,517	2
Paint Recycler	23,205	2	25,646	3	26,952	3
Paint Retailer	196,745	20	178,912	20	188,914	21
Reuse Stores	2,680	<1	1,868	<1	2,002	<1
Solid Waste Facility	670	<1	4,246	<1	5,678	<1
Total	1,007,909	100	905,076	100	909,697	100

F. CONTAINER RECYCLING

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

CONTAINER RECYCLING

	2021	2022	2023
Tons	461	365	359

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

Subdivision 12 of Section 115A.1415 requires PaintCare to submit an annual report that includes, in relevant part:

(5) An independent financial audit.

A. INDEPENDENT FINANCIAL AUDIT

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

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

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Revenue and Expense Categories

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

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

Paint Processing. Processing costs were based on the weight, volume of full 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, media relations, conferences and memberships, production, translations, joint outreach, 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. Minnesota's share of the general and administrative allocation was 6.3%.

B2. Financial Summary

The following table shows program revenue and expenses.

REVENUE AND EXPENSES

Revenue	2021	Percent of Total	2022	Percent of Total	2023	Percent of Total
Small Containers	\$949,610	13	\$671,240	11	\$643,590	11
Medium Containers	4,650,751	63	3,721,171	61	3,549,287	61
Large Containers	1,731,860	24	1,676,171	28	1,658,802	28
Total Revenue	7,332,221	100	6,068,583	100	5,851,678	100
Expenses						
Paint Processing	4,070,096	68	3,546,214	62	4,075,572	62
Paint Transportation	451,953	8	487,132	9	564,337	9
Paint Collection Supplies and Support	376,479	6	445,235	8	479,600	7
Communications	320,554	5	489,373	9	653,626	10
Personnel, Professional Fees, Other	329,224	5	311,416	5	287,573	5
State Agency Administrative Fees	20,559	0	25,053	0	49,511	1
General and Administrative	421,408	7	421,769	7	459,069	7
Total Expenses	5,990,273	100	5,726,191	100	6,569,288	100
Allocation of Investment Activity	194,328		(488,297)		398,562	
Change in Net Assets	1,536,277		(145,907)		(319,047)	
Net Assets, Beginning of Year	3,468,495		5,004,772		4,858,865	
Net Assets, End of Year	\$5,004,772		\$4,858,865		\$4,539,818	
Reserve Level	84%		85%		69%	
Cost Per Gallon of Paint Collected	\$5.94		\$6.33		\$7.22	

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, and percentages may not add up to 100%.

Notable changes between the last two program years include:

- Revenues dropped again in 2023. This reflects a decrease in paint sales volume reported to PaintCare.
- Paint Processing, Paint Transportation, and Paint Collection Supplies and Support were up. These increases demonstrate the effects of inflation and price increases by vendors on the program.
- Communications efforts and expenses were increased to continue growing awareness of paint recycling opportunities throughout the state.
- Increased expenses and decreased revenue led to a decline in Net Assets and Reserve Level.

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	\$0.49
Medium	1-2 gallons	\$0.99
Large	Larger than 2 gallons up to 5 gallons	\$1.99

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

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

E. 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. The recent trend of declining revenue is expected to continue one more year with a modest decline in 2024. Beginning in 2025, forecasted revenue is expected to increase gradually through 2026. PaintCare does not forecast investment gains or losses.

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

Expenses. Costs related to paint processing, transportation, and collection supplies are forecasted to increase by 3% in 2024 and 2% annually in 2025 and 2026, which continues the historical, upward trend of these expenses.

Personnel, Professional Fees, and Other reflects an increase and a return to full staff in 2024, with inflationary increases in 2025 and 2026. Going forward, the Minnesota program manager is now split between Minnesota and Illinois, and the program will be supported by two Minnesota coordinators.

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

PaintCare's communications expenses had risen to target levels in 2023 and 2024 but are expected to be reduced in 2025 and 2026 to address forecasted declining assets.

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

Net Assets/Reserves. This forecast shows a decline in net assets and reserve level through 2026 despite projected revenue increases in 2025 and 2026 and planned cuts to the Communications budget.

THREE-YEAR PROJECTIONS

	Actual	Actual Projections		
		0004	•	0005
Revenue	2023	2024	2025	2026
Small Containers	\$643,590	\$609,010	\$618,086	\$635,214
Medium Containers	3,549,287	3,522,923	3,626,230	3,718,785
Large Containers	1,658,802	1,673,717	1,718,932	1,773,896
Total Revenue	5,851,678	5,805,651	5,963,249	6,127,895
Expenses				
Paint Processing	4,075,572	4,197,839	4,281,796	4,367,432
Paint Transportation	564,337	581,267	592,892	604,750
Paint Collection Supplies and Support	479,600	493,988	503,868	513,945
Communications	653,626	600,000	100,000	100,000
Personnel, Professional Fees, Other	287,573	338,512	348,106	358,027
State Agency Administrative Fees	49,511	25,000	25,000	25,000
General and Administrative	459,069	580,760	526,586	545,017
Total Expenses	6,569,288	6,817,366	6,378,248	6,514,170
Allocation of Investment Activity	398,562			
Allocation of investment Activity	390,302			
Change in Net Assets	(319,047)	(1,011,716)	(414,999)	(386,275)
	,	, ,	, ,	, ,
Net Assets, Beginning of Year	4,858,865	4,539,818	3,528,102	3,113,103
Net Assets, End of Year	\$4,539,818	\$3,528,102	\$3,113,103	\$2,726,828
Reserve Level	69%	52%	49%	42%

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

Subdivision 12 of Section 115A.1415 requires PaintCare to submit an annual report that includes, in relevant part:

(4) Samples of educational materials provided to consumers and an evaluation of the effectiveness of the materials and the methods used to disseminate the materials.

A. OUTREACH ACTIVITIES

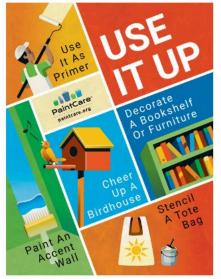
A1. Introduction

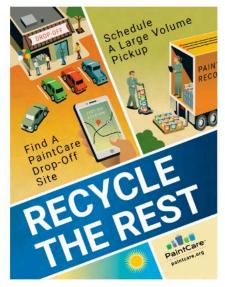
PaintCare's outreach strategy includes a variety of activities targeted to retailers, painting contractors, municipal agencies, and the public through direct contact and advertising. Outreach efforts focused on encouraging the public to recycle their unwanted paint, and also included messages related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

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

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







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

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

RELATIVE SPENDING ON OUTREACH ACTIVITIES

Activity	Percent
Digital Ads	23
PR Agency Support	22
Social Media	18
Print Ads	15
Production	5
Streaming Audio	5
Conferences & Memberships	3
Online Video	3
Print Materials Distribution	2
Radio	1
Joint Projects	<1
Surveys	<1
Translations	<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 9,250 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 May, PaintCare sent postcards to paint retailers in Minnesota not currently participating as drop-off sites with information about becoming a drop-off site.

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

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- 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 Minnesota program. PaintCare's website is updated throughout the year. The most frequently visited part of the website is the PaintCare site locator.

There were 96,523 page views of the Minnesota 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.



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

A5. Translations

PaintCare translates program brochures and fact sheets into languages other than English upon requests from paint retailers and other stakeholders. PaintCare has translated its program brochure into Amharic,

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

A6. Signs for Drop-Off Sites

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



A7. Press Coverage

PaintCare, through its media agency, issued media advisories to local television, print, and digital media outlets to earn press coverage about the program. These efforts led to 10 mentions of PaintCare in the following outlets:

Date	Media Outlet	Date	Media Outlet
5/2	Austin Daily Herald	8/11	Radio Mankato
6/21	Bemidji Pioneer	8/17	Minnesota Parent
7/25	KARE 11	8/25	Fox9
7/25	Fox9	9/2	A Couple of Putts
8/10	kroxam.com	9/24	The-Sun.com



Fox9 Interview with Program Manager Jacob Saffert at the MN State Fair

A8. Awards

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

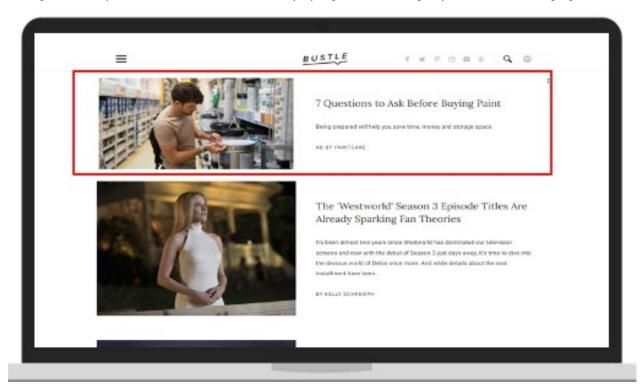
A9. Digital Advertising

Monthly from March through September PaintCare used programmatic display and native display digital advertising to efficiently promote its messaging to target audiences and drive them to PaintCare's website and site locator tool. Ads targeted homeowners and paint consumers on a variety of popular websites across mobile, tablet, and desktop formats. Monthly from March through October PaintCare also used dynamic display digital advertising that used geotargeting to automatically provide information about each PaintCare drop-off site to nearby paint consumers and prompt them to drop off their paint for recycling.



Example of PaintCare's Digital Ads

During the same period PaintCare used native display digital advertising to promote its messaging.



Example of PaintCare's Native Display Ads

A10. Streaming Audio

Monthly from April through July PaintCare ran ads on the Audacy streaming audio service that were geotargeted to service users throughout the state, including one that featured a teenager informing their parent that the leftover paint stored in their garage can be recycled at a PaintCare drop-off site.

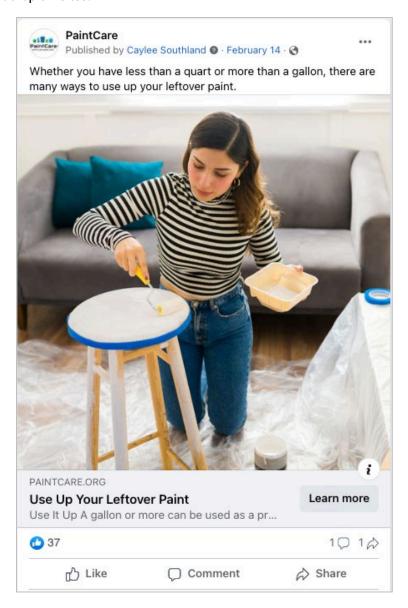
A11. Social Media

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 March through October PaintCare ran social media ads on Facebook, Instagram, and Pinterest in English and Spanish 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

A12. Video

Monthly from April through June PaintCare ran video commercials online. Commercials included one showing a single room painted and decorated several times in changing eras by contractors and a DIYer homeowner. While the styles and fashions of décor evolve with time, the leftover paint stacks up in the closet. The audience learns that, finally, in the present era there is a new solution for an ongoing problem; now you can recycle leftover paint with PaintCare.









Still Frames from PaintCare Video Commercial

PaintCare's video commercials can be viewed on its YouTube and Vimeo channels.

A13. Radio

In April for Earth Day PaintCare ran a PSA on radio noting the success of the PaintCare program and encouraging listeners to find a PaintCare drop-off site for paint recycling. In May PaintCare ran radio ads promoting Madison Hardware Hank as the community's newest drop-off site.

A14. Print Advertising

In April through July PaintCare sent direct mailers to households in several areas of the state. The mailers promoted paint recycling at drop-off sites and included a message about the large volume pickup service.



Direct Mailer Sent to Households

In June, PaintCare ran an advertisement in a local newspaper to promote a retailer that signed on as a new PaintCare drop-off site.

Recycle with PaintCare

PaintCare makes it easy and convenient for households and businesses to manage leftover paint. Drop off paint, stain, and varnish at one of more than **265 PaintCare drop-off sites in Minnesota** and we'll get it recycled into new paint or put to another beneficial use. Visit the newest PaintCare drop-off site in your community.

Braham Hardware & Rental 104 Central Dr W Braham, MN 55006 (320) 396-4155

Working together, we can paint smarter and reduce waste.

Learn more at paintcare.org
En español: https://paintcare.org/es

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





SCAN THE CODE TO FIND A PAINT DROP-OFF SITE

Braham Hardware & Rental Advertisement in the Scotsman Newspaper

A15. Joint Outreach

PaintCare offers creative and financial support for outreach campaigns conducted by HHWs and government run solid waste facilities that are PaintCare partners. PaintCare provided support to Olmsted County by providing funding for joint advertising for Zumbro River HHW collections.

A16. Face-to-Face

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

Date	Event	Activity
1/24	NAHMMA MN Chapter Winter Workshop	Meeting and program update to interested peers and drop-off site participants
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
4/1/23	MnTAP Presentation	Presented to waste reduction and energy efficiency group
4/25-4/26	RAM/SWANA Conference	Exhibitor, table/booth, provided program materials
5/22	Madison Hardware Hank Grand Opening Celebration	Table at hardware store grand opening event, provided program materials
6/7	Visited DC Offices of Sen. Amy Klobuchar, Sen. Tina Smith, and Rep. Angie Craig	PaintCare staff provided program overview to Capitol Hill staffers
6/27	NAHMMA MN Chapter Summer Workshop	Meeting and program update to interested peers and drop-off site participants
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
8/23	Minnesota State Fair	Exhibitor, table/booth, provided program materials
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
9/21	Plymouth Environmental Academy	Presented to residents interested in environmental topics
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
10/4	Reuse MN Conference	Exhibitor, table/booth, provided program materials
11/2-11/3	Painting Contractors Association Women in Paint Conference	Exhibitor, table/booth
11/14-11/16	National Association of Realtors Annual Conference and Expo	Exhibitor, table/booth
12/5-12/6	National Recycling Coalition National Recycling Congress	Attended

B. AWARENESS SURVEY

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

Following are some highlights from the survey results:

- 265 surveys were completed by Minnesota residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- Over half of state respondents (64%) purchased paint in the last year. Of those, 45% reported taking
 measurements to purchase the right amount of paint and 32% reported seeking help from paint
 retail staff to purchase the right amount.
- 79% 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.
- 69% 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

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. CHANGE IN REPRESENTATIVE ORGANIZATION

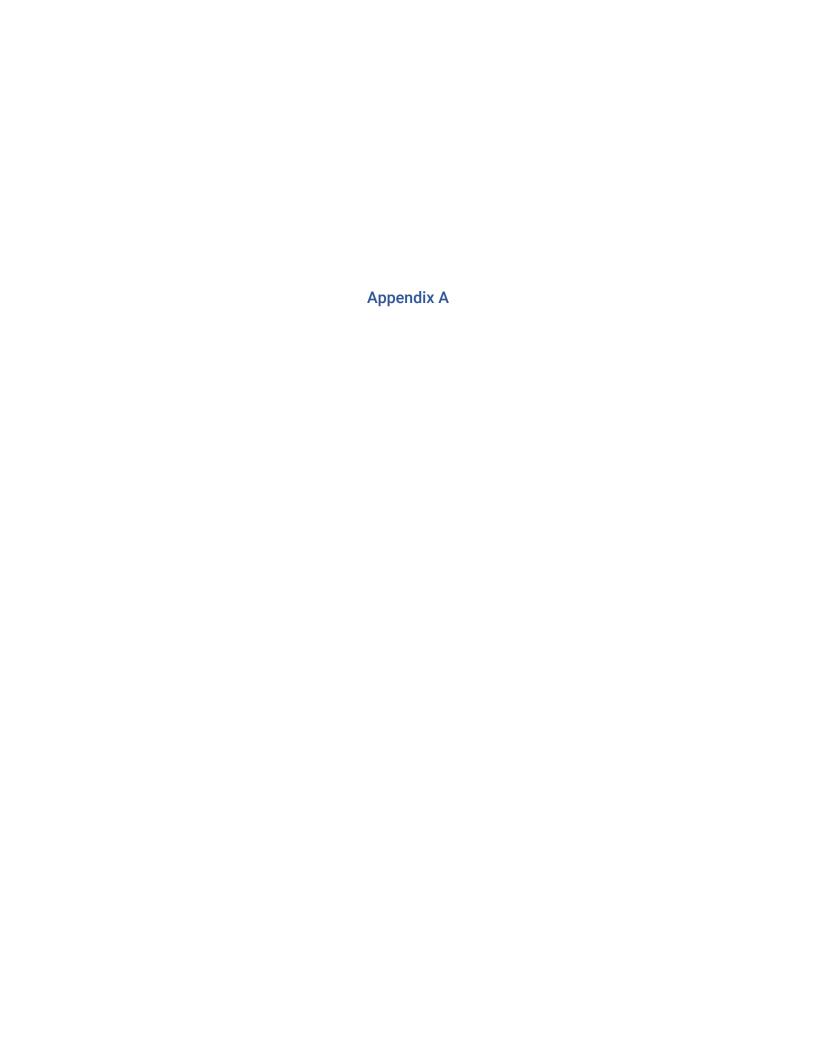
PaintCare has begun taking steps to transition to having a sole member "disregarded" limited liability company (PaintCare Minnesota LLC) replace PaintCare Inc. as the representative organization for the Minnesota paint stewardship program. PaintCare plans to finalize that transition in 2024.

B. SPECIAL PROJECTS

In 2023, PaintCare began a three-to-five-year effort to visit non-drop-off sites to increase awareness of the program among retailers. Plans for the visits include providing updated outreach materials, checking site staff familiarity with the program, and observing whether the PaintCare fee is being applied to covered products. During these visits, staff will 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 recycling opportunities to households and businesses, and to conduct awareness surveys of consumers, painting contractors, and paint retailers. In 2023, PaintCare hosted a booth at the Minnesota State Fair. This event provided an opportunity to reach thousands of fair attendees. Given the success at the 2023 State Fair, PaintCare is planning to host a booth again in 2024.



<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
1. Year-Round S	Sites			822,241
Aitkin County (3	3)			480
Aitkin	Hyytinen Hardware Hank	312 2nd St NE	Retail	210
Aitkin	Beartooth True Value Hardware	150 Southgate Dr	Retail	115
McGregor	McGregor Ace Hardware	22055 State Hwy 210	Retail	155
Anoka County (10)		ı	74,623
Blaine	Hirshfields	10059 Flanders Ct NE	Retail	506
Blaine	Sherwin-Williams	10690 Baltimore St NE	Retail	3,053
Blaine	Anoka County HHW Facility	3230 101st Ave NE	HHW Facility	31,336
Columbia Heights	Sherwin-Williams	4110 Central Ave NE	Retail	1,528
Coon Rapids	Sherwin-Williams	3564 Main St NW	Retail	2,819
Coon Rapids	City of Coon Rapids Recycling Center	1827 111th Ave NW	Recycling Center	5,104
Fridley	Amazon Environmental	350 73rd Ave NE	Paint Recycler	26,952
Fridley	Sherwin-Williams	8480 University Ave NE	Retail	1,852
Ham Lake	Smith Brothers Decorating	17362 MN Hwy 65	Retail	544
Ramsey	Hirshfields	7129 US Hwy 10	Retail	927
Becker County	(2)		L	
Detroit Lakes	Becker County Transfer Station	24413 County Rd 144	HHW Facility	
Osage	Becker County Transfer Station	23330 Co Hwy 47	HHW Facility	
Beltrami County	<i>(</i> (5)		l	1,745
Bemidji	Hirshfields	2140 Bardwell Dr NW	Retail	404
Bemidji	Sherwin-Williams	2405 Middle School Dr NW	Retail	943
Bemidji	Habitat ReStore Bemidji	1357 Exchange Ave SE	Reuse Store	
Bemidji	Beltrami Solid Waste Transfer Station	751 Industrial Park Dr SE	HHW Facility	398
Blackduck	Blackduck/Kelliher Transfer Station	33003 Highway 72	HHW Facility	
Benton County	(2)			1,564
Sauk Rapids	Mimbach Fleet Supply	3355 Quail Rd NE	Retail	63

City/Town	Site Name	Address	<u>Type</u>	Gallons
Sauk Rapids	Sherwin-Williams	1021 Benton Dr	Retail	1,500
Blue Earth Cour	nty (3)		l	3,609
Mankato	Sherwin-Williams	350 Saint Andrews Dr	Retail	2,574
Mankato	Diamond Vogel	619 N Riverfront Dr	Retail	986
Mapleton	Mapleton Farm and Home	216 NE Main St	Retail	48
Brown County (1)		l	295
Sleepy Eye	Sleepy Eye Hardware	1200 Main St E	Retail	295
Carlton County	(2)			383
Cloquet	Hagens Glass and Paint	28 8th St	Retail	129
Wright	Groth Lumber True Value	6747 Pacific Ave	Retail	254
Carver County (4)		Į.	26,875
Chanhassen	Merlins Ace Hardware	7844 Market Blvd	Retail	532
Chanhassen	Sherwin-Williams	2979 Water Tower PI	Retail	2,052
Chaska	Hirshfields	2948 Chestnut St N	Retail	576
Chaska	Carver County Environmental Center	116 Peavey Cir	HHW Facility	23,715
Cass County (3)			I	792
Backus	Cass County HHW Facility	1705 Paul Bunyan State Trl	HHW Facility	792
Cass Lake	Cass Lake Solid Waste Transfer Station	6250 152nd St NW	HHW Facility	
Longville	Longville Builders Supply	186 Reservation Ave	Retail	
Chisago County	· (1)			11,674
North Branch	Chisago County HHW Facility/ECSWC	39649 Grand Ave	HHW Facility	11,674
Clay County (3)				7,484
Moorhead	Burggrafs Ace Hardware	20 6th St S	Retail	282
Moorhead	Sherwin-Williams	3314 US Hwy 10 E	Retail	3,282
Moorhead	Clay County HHW Facility	3322 15th Ave N	HHW Facility	3,920

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Clearwater Cou	nty (2)			11,293
Bagley	Northwest Minnesota Regional HHW Facility	324 Park Ave NW	HHW Facility	11,293
Bagley	Clearwater County Demolition Landfill	37527 Fairground Rd	HHW Facility	
Cook County (3))			781
Grand Marais	Bucks Hardware Hank	18 1st Ave W	Retail	153
Grand Marais	North Shore Waste	72 Eliasen Mill Rd	Transfer Station	574
Lutsen	Isak Hansen Independent Hardware	4921 W Hwy 61	Retail	53
Cottonwood Co	unty (1)			441
Windom	Cottonwood County HHW Facility	43979 County Rd 22	HHW Facility	441
Crow Wing Cou	nty (6)			9,479
Baxter	Hirshfields	7447 Clearwater Rd	Retail	1,242
Baxter	Sherwin-Williams	14451 Edgewood Dr N	Retail	1,268
Brainerd	Crow Wing County HHW Facility	15728 MN Hwy 210	HHW Facility	5,704
Crosslake	Crosslake Ace Hardware	35992 Pioneer Dr	Retail	613
Emily	Emily Ace Hardware	39959 MN Hwy 6	Retail	223
Nisswa	Nisswa Hardware	25673 Main St	Retail	429
Dakota County ((20)			82,395
Apple Valley	Apple Valley Ace Hardware	14760 Pennock Ave	Retail	697
Apple Valley	Hirshfields	15265 Galaxie Ave	Retail	854
Apple Valley	Sherwin-Williams	15415 Cedar Ave S	Retail	2,702
Burnsville	Sherwin-Williams	2000 County Rd 42 W	Retail	2,467
Burnsville	PPG Paints	1192 E Cliff Rd	Retail	985
Eagan	Pellicci Ace Hardware	1565 Cliff Rd	Retail	120
Eagan	Sherwin-Williams	1295 Town Centre Dr	Retail	1,257
Eagan	Sherwin-Williams	2020 Cliff Rd	Retail	966
Eagan	The Recycling Zone/Dakota County	3365 Dodd Rd	HHW Facility	61,272
Farmington	Pellicci Ace Hardware	3560 213th St W	Retail	707
Hastings	Sherwin-Williams	1355 S Frontage Rd	Retail	1,349

<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Inver Grove Heights	Inver Grove Heights Ace Hardware	3098 65th St E	Retail	143
Lakeville	Lakeville Downtown Ace Hardware	20810 Holyoke Ave	Retail	361
Lakeville	Lakeville Uptown Ace Hardware	17729 Juniper Path	Retail	425
Lakeville	Hirshfields	16975 Kenyan Ave	Retail	894
Lakeville	Sherwin-Williams	16466 Kenrick Ave	Retail	1,718
Lakeville	Sherwin-Williams Commercial	21486 Humboldt Ct	Retail	2,990
Rosemount	Pellicci Ace Hardware	14635 S Robert Trl	Retail	309
West St Paul	Hirshfields	2024 S Robert St	Retail	515
West St Paul	Sherwin-Williams	1913 Robert St S	Retail	1,665
Dodge County (1)			
Kasson	Dodge County Transfer Station and Recycling Center	62236 240th Ave	HHW Facility	
Douglas County	(3)		l	11,616
Alexandria	Hirshfields	1010 N Nokomis St NE	Retail	123
Alexandria	Sherwin-Williams	1402 Broadway St	Retail	385
Alexandria	Pope/Douglas Recycling Center	2115 S Jefferson St	HHW Facility	11,109
Faribault County	<i>(</i> (1)			545
Blue Earth	Armon Decorating Supply	101 N Main St	Retail	545
Fillmore County	(2)			159
Rushford	Rushford Hardware	402 S Mill St	Retail	159
Spring Valley	Valley Farm and Home	1313 S Section Ave	Retail	
, ,	,			
Freeborn County	y (2)		l	2,034
Albert Lea	Sherwin-Williams	2328 Hendrickson Rd	Retail	769
Albert Lea	Freeborn County HHW Facility	2020 Pioneer Tr	HHW Facility	1,265
Goodhue Count	y (7)			6,541
Cannon Falls	D and G Ace Hardware	31262 64th Ave Path	Retail	205
Cannon Falls	Althoff Hardware	128 N 4th St	Retail	123
Cannon Falls	Interstate Building Supply	830 4th St	Retail	53
Red Wing	Red Wing Ace Hardware	1264 Old W Main St	Retail	382

City/Town	Site Name	Address	<u>Type</u>	Gallons
Red Wing	Sherwin-Williams	912 Main St	Retail	961
Red Wing	Goodhue County Recycling Center	3745 US Hwy 61	HHW Facility	4,600
Zumbrota	Pellicci Ace Hardware	90 E 3rd St	Retail	216
Hennepin Count	y (40)		Į.	187,252
Bloomington	Bloomington Ace Hardware	108 W 98th St	Retail	61
Bloomington	Sherwin-Williams	9509 Lyndale Ave S	Retail	1,779
Bloomington	South Hennepin Recycling and Problem Waste Drop-Off Center	1400 W 96th St	HHW Facility	61,159
Brooklyn Park	Sherwin-Williams	8471 W Broadway Ave	Retail	2,046
Brooklyn Park	Sherwin-Williams Commercial	7115 Northland Ter N	Retail	1,701
Brooklyn Park	Hennepin County Recycling Center and Transfer Station	8100 Jefferson Hwy	HHW Facility	69,051
Champlin	Gradys Ace Hardware	12325 Champlin Dr	Retail	223
Eden Prairie	Hirshfields	12991 Valley View Rd	Retail	1,172
Eden Prairie	Sherwin-Williams	8240 Commonwealth Dr	Retail	2,927
Edina	Hirshfields	3441 Hazelton Rd	Retail	2,444
Edina	PPG Paints	7557 Washington Ave S	Retail	510
Excelsior	Excelsior Paint and Design	701 MN Hwy 7	Retail	303
Excelsior	Shorewood True Value	23540 MN Hwy 7	Retail	51
Hopkins	Hirshfields	452 11th Ave S	Retail	1,062
Hopkins	Hance Hardware	903 Hopkins Ctr	Retail	803
Long Lake	Sherwin-Williams	2435 W Wayzata Blvd	Retail	3,926
Maple Grove	Hirshfields	7880 Vinewood Ln N	Retail	807
Maple Grove	Sherwin-Williams	13599 Grove Dr	Retail	3,485
Minneapolis	Diamond Lake Ace Hardware	5425 Nicollet Ave	Retail	505
Minneapolis	Hirshfields	725 2nd Ave N	Retail	1,000
Minneapolis	Hirshfields	2741 Hennepin Ave S	Retail	1,164
Minneapolis	Settergrens Hardware	2813 W 43rd St	Retail	432
Minneapolis	Settergrens Hardware	5405 Penn Ave S	Retail	290
Minneapolis	Sherwin-Williams Commercial	505 W Lake St	Retail	1,373
Minneapolis	Guse Hardware	4602 Bryant Ave S	Retail	381
Minneapolis	Diamond Vogel	2100 N 2nd St	Retail	1,486
Minneapolis	Habitat ReStore Minneapolis	2700 Minnehaha Ave S	Reuse Store	897
Minneapolis	Sherwin-Williams	2303 18th Ave NE	Retail	1,281

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Minnetonka	Sherwin-Williams Commercial	5425 Opportunity Ct	Retail	2,292
Minnetonka	Sherwin-Williams	4901 County Rd 101	Retail	2,091
Plymouth	Sherwin-Williams	10100 6th Ave N	Retail	2,960
Plymouth	PPG Paints	5400 Nathan Ln	Retail	1,892
Plymouth	Hirshfields	1975 Annapolis Ln N	Retail	923
Plymouth	Sherwin-Williams	15800 32nd Ave N	Retail	4,673
Richfield	Sherwin-Williams Commercial	84 W 78th St	Retail	3,231
Richfield	Sherwin-Williams	6445 Penn Ave S	Retail	4,125
Rogers	Sherwin-Williams (New Dec 2022)	13785 Rogers Dr	Retail	898
Rogers	Rogers Hardware	21351 John Milless Dr	Retail	499
Wayzata	Hirshfields	814 Lake St E	Retail	1,007
Wayzata	Navarre True Value Hardware	3400 Shoreline Dr	Retail	344
Houston County (1)				
La Crescent	La Crescent Ace Hardware	32 S Walnut St	Retail	783
Isanti County (1)				287
Braham	Braham Hardware & Rental	104 Central Dr W	Retail	287
Itasca County (4)			I	3,467
Deer River	Burggrafs Ace Hardware	108 Main Ave E	Retail	246
Grand Rapids	Burggrafs Ace Hardware	1115 US 169	Retail	807
Grand Rapids	Sherwin-Williams	300 SE 29th St	Retail	949
Grand Rapids	Itasca County Transfer Station	29959 E Bass Lake Rd	HHW Facility	1,464
Jackson County	(1)			57
Jackson	BoeKett Building Supply	171 Industrial Pkwy	Retail	57
Kandiyohi Count	y (3)		l	8,754
Willmar	Habitat Restore West Central Minnesota (New Dec 2022)	4722 N Highway 71	Reuse Store	155
Willmar	Sherwin-Williams	2807 South 1st St	Retail	688
Willmar	Kandiyohi County HHW Facility	1404 SW 22nd St	HHW Facility	7,911

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Koochiching Co	unty (1)			l.
International Falls	Northern Lumber and Hardware	300 7th St	Retail	
Lac qui Parle Co	ounty (1)		Į.	62 _
Madison	Madison Hardware Hank	212 6th Ave	Retail	62
Lake of the Woo	ds County (1)		Į.	
Williams	Lake of the Woods County HHW Facility	1758 53 Rd St SW	HHW Facility	
Le Sueur County	y (1)		Į.	415
Waterville	Waterville Hardware Hank	229 E Main St	Retail	415
Lincoln County	(1)		l	
Ivanhoe	Lincoln County HHW Facility	1962 270th St	HHW Facility	
Lyon County (2)				11,275
Marshall	Lyon County HHW Facility	504 Fairgrounds Rd	HHW Facility	11,275
Tracy	Tracy Builders Supply	221 S 4th St	Retail	
Martin County (2	2)		Į.	427
Fairmont	Benjamin Moore of Fairmont	927 E 10th St	Retail	222
Trimont	Moore and Ace Hardware	510 Hwy 4 S	Retail	204
McLeod County	(1)			14,255
Hutchinson	McLeod County HHW Facility	1065 5th Ave SE	HHW Facility	14,255
Meeker County ((1)			413 _
Litchfield	Litchfield Building Center	124 E Commercial St	Retail	413
Mille Lacs Coun	ty (2)			623
Milaca	Kochs Hardware Hank	12500 MN 23	Retail	480
Onamia	Agnew Hardware Hank	104 Wall St S	Retail	143

City/Town	<u>Site Name</u>	Address	<u>Type</u>	<u>Gallons</u>
Morrison Coun	ty (3)			531
Little Falls	Ace Hardware	1101 2nd Ave NE	Retail	265
Little Falls	Little Falls Hardware Hank and Rental	211 Broadway E	Retail	266
Swanville	Nilsons DIB Hardware and Rent It Center	207 Degraff Ave	Retail	
Mower County	(3)			2,437
Austin	D and G Ace Hardware	1417 1st Ave SW	Retail	410
Austin	Sherwin-Williams	1300 A 18th Ave NW	Retail	349
Austin	Mower County Recycling and HHW Facility	1111 8th Ave NE	HHW Facility	1,678
Murray County	(1)			
Slayton	Murray County HHW Facility	1820 Erlandson Ave	HHW Facility	
Nicollet County	(1)			440
St Peter	Arrow Hardware and Paint	201 S Minnesota Ave	Retail	440
Nobles County	(2)			64
Adrian	Adrian Hardware	301 N Maine Ave	Retail	64
Worthington	Nobles County HHW Facility	960 Diagonal Rd	HHW Facility	
Olmsted Count	y (7)			26,287
Rochester	Sherwin-Williams	19 7th St NE	Retail	3,049
Rochester	Arrow Hardware and Paint (Closed)	1500 N Broadway Ave	Retail	37
Rochester	Arrow Hardware and Paint (Closed)	1201 S Broadway Ave	Retail	98
Rochester	Diamond Vogel	1614 US Hwy 52 N	Retail	301
Rochester	Sherwin-Williams	1970 36th Ave NW	Retail	1,508
Rochester	Olmsted County HHW Facility	305 Silver Creek Rd NE	HHW Facility	20,601
Rochester	Hirshfields	815 Broadway Ave N	Retail	693
Otter Tail Coun	ty (5)			10,928
Battle Lake	Everts Do It Best Lumber	205 Lake Ave S	Retail	101

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Fergus Falls	Otter Tail Household Hazardous Waste Facility	1115 N Tower Rd	HHW Facility	10,389
Fergus Falls	Sherwin-Williams	2445 College Way	Retail	249
Pelican Rapids	Lakeland General Store	22438 Old 59 Rd	Retail	114
Perham	Bauck Paint and Home	120 2nd Ave SW	Retail	75
Pennington Cou	nty (2)		Į	111
Thief River Falls	TRF Hardware Hank	17108 US Hwy 59 NE	Retail	111
Thief River Falls	Pennington County HHW Facility	1345 Barzen Ave S	HHW Facility	
Pine County (1)			l	176
Sandstone	Sandstone Ace Hardware	218 Main St	Retail	176
Pipestone Coun	ty (2)			141
Edgerton	Tinklenberg Lumber	341 Mill St	Retail	141
Pipestone	Pipestone County Recycling/HHW Center	718 4th St NW	HHW Facility	
Polk County (4)			Į	865
Crookston	Crookston Local Ace Hardware	1400 University Ave	Retail	
Crookston	Polk County Transfer Station	320 Ingersoll Ave	HHW Facility	442
East Grand Forks	Local Ace Hardware	1017 Central Ave NW	Retail	422
Fosston	Polk County Recycling Center	223 N Omland Ave N	HHW Facility	
Pope County (1)			Į	110
Glenwood	Ace of Glenwood	24 Minnesota Ave W	Retail	110
Ramsey County	(17)		l	81,587
Blaine	PPG Paints	2863 84th Ln NE	Retail	184
Maplewood	Hirshfields	1081 MN Hwy 36	Retail	907
Maplewood	Sherwin-Williams	1898 Beam Ave	Retail	1,844
New Brighton	Beisswengers	1823 Old Hwy 8 NW	Retail	285
New Brighton	Habitat ReStore New Brighton	510 County Rd D W	Reuse Store	950
Roseville	Hirshfields	1655 W County Rd C	Retail	1,458
Roseville	Sherwin-Williams	1151 Larpenteur Ave W	Retail	1,298
Roseville	Sherwin-Williams	2722 Lincoln Dr	Retail	3,153

Roseau	Roseau Hardware	1114 3rd St NW	Retail	149
Roseau County	(1)		l	149
Luverne	Rock County Transfer Station PBR	1236 N River Rd	HHW Facility	
Rock County (1)			L	
Northfield	Arrow Hardware and Paint (Closed)	670 Water St S	Retail	223
Lonsdale	Generation Building Center	601 Central St	Retail	109
Faribault	Faribault Ace Hardware	421 2nd Ave NW	Retail	304
Faribault	Sherwin-Williams	204 Western Ave NW	Retail	868
Faribault	Faribault Fleet Supply	80 Western Ave	Retail	56
Dundas	Rice County HHW Facility	3800 E 145th St	HHW Facility	14,916
Rice County (6)			L	16,474
Olivia	Renville County HHW Facility	32877 Cty Rd 4	HHW Facility	
Olivia	Dans Floor Covering and Paint	1302 W Lincoln Ave	Retail	69
Renville County		4000 1441: 1. A	D (''	69
	•	oz z	,	
Redwood Falls	Redwood County HHW Facility	921 W Bridge St	HHW Facility	126
Redwood County	v (1)		1	126
Red Lake Falls	Red Lake County HHW Facility	510 Jefferson Ave	HHW Facility	
Red Lake County	/ (1)		l	
White Bear Lake	Abbott Paint and Carpet	2223 4th St	Retail	949
Vadnais Heights	Sherwin-Williams	1028 Highway 96 E	Retail	2,383
Vadnais Heights	Diamond Vogel	3580 Hoffman Rd E	Retail	254
St Paul	Sherwin-Williams Commercial	284 E Lafayette Frontage Rd	Retail	2,900
St Paul	Ramsey County HHW Facility	5 Empire Dr	HHW Facility	59,867
St Paul	Frattallones Ace Hardware	215 Eva St	Retail	586
St Paul	Sherwin-Williams	1674 Suburban Ave	Retail	1,051
St Paul	Sherwin-Williams	80 Snelling Ave S	Retail	2,049
St Paul	Abbot Paint and Carpet	1808 Grand Ave	Retail	1,467
<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Scott County (8)			24,708
Jordan	Scott Household Hazardous Waste Facility	588 Country Trail E (Hwy 282)	HHW Facility	19,180
New Prague	New Prague Ace Hardware	1300 1st St NE	Retail	903
Prior Lake	Carlson Ace Hardware	16281 Main Ave SE	Retail	163
Prior Lake	Prior Lake Ace Hardware and Power Center	16820 Duluth Ave SE	Retail	101
Savage	Hirshfields	3981 W 143rd St	Retail	1,168
Shakopee	Arrow Hardware and Paint	485 Marschall Rd	Retail	123
Shakopee	Sherwin-Williams	497 Marschall Rd	Retail	977
Shakopee	Sherwin-Williams	8108 Old Carriage Ct N	Retail	2,092
Sherburne Coul	nty (3)			3,879
Elk River	Sherwin-Williams	19455 Evans St NW	Retail	2,850
Princeton	Marvs True Value	31620 125th St	Retail	959
Zimmerman	Hudson Hardware of Zimmerman	12860 Fremont Ave	Retail	70
Sibley County (1)			139
Arlington	Thomes Brothers	414 W Main St	Retail	139
St Louis County	/ (10)			38,721
Aurora	Bradach Lumber Home and Hardware	216 W 3rd Ave N	Retail	96
Babbitt	Lossing Building Center	30 North Dr	Retail	115
Duluth	Andren Paint	5600 Grand Ave	Retail	246
Duluth	Diamond Vogel	1701 London Rd	Retail	499
Duluth	WLSSD HHW Facility	2626 Courtland St	HHW Facility	31,290
Duluth	Sherwin-Williams	1801 London Rd	Retail	800
Hermantown	Sherwin-Williams	4767 Miller Trunk Hwy	Retail	1,218
Hibbing	Hibbing Transfer Station	3994 Landfill Rd	HHW Facility	
Virginia	Sherwin-Williams	5486 Mountain Iron Dr	Retail	490
Virginia	St Louis County HHW Facility	5345 Regional Landfill Rd	HHW Facility	3,965
Stearns County	(8)			36,011
Albany	Albany Fleet Supply	1241 County Rd 10	Retail	453

City/Town	Site Name	Address	<u>Type</u>	Gallons
Paynesville	M&M Do it Best Lumber and Rental	28584 MN Hwy 55	Retail	122
Sartell	Sherwin-Williams	132 Twin Rivers Ct	Retail	1,941
St Cloud	Arrow Hardware and Paint	2006 Veterans Dr	Retail	74
St Cloud	Diamond Vogel	3500 W Division St	Retail	302
Waite Park	Hirshfields	117 3rd St NE	Retail	565
Waite Park	Sherwin-Williams	106 Division St	Retail	1,376
Waite Park	Stearns County HHW Facility	3601 5th St S	HHW Facility	31,178
Steele County (2	2)			2,688
Owatonna	Sherwin-Williams	125 Oakdale St	Retail	2,434
Owatonna	Arrow Hardware and Paint (Closed)	122 W Vine St	Retail	254
Stevens County	(1)			193
Morris	Morris Lumber and Millwork	49110 MN Hwy 28	Retail	193
Todd County (1)			ļ	190
Staples	Staples Ace Hardware	210 2nd Ave NE	Retail	190
Traverse County	<i>(</i> (1)		ļ	
Browns Valley	Browns Valley Hardware Hank	16 3rd St N	Retail	
Wadena County	(3)		Į.	487
Staples	Staples True Value	205 Warner Rd NE	Retail	73
Wadena	Merickel Ace Hardware	630 Ash Ave NW	Retail	357
Wadena	Wadena County Transfer Station	10542 170th St	HHW Facility	57
Waseca County	(1)		<u> </u>	477
Waseca	Waseca Ace Hardware	121 2nd St NW	Retail	477
Washington Cou	unty (8)		l	67,530
Cottage Grove	Sherwin-Williams	7430 E Point Douglas Rd S	Retail	1,089
Forest Lake	Sherwin-Williams	608 W Broadway Ave	Retail	4,504
Oakdale	PPG Paints	7017 N 6th St	Retail	151
Stillwater	Abbott Paint and Carpet	1672 S Greeley St	Retail	517
Stillwater	Sherwin-Williams	14450 60th St N	Retail	2,567

<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>	
Woodbury	Hirshfields	8470 City Centre Dr	Retail	333	
Woodbury	Sherwin-Williams	2170 Eagle Creek Ln	Retail	1,555	
Woodbury	Washington County Environmental Center	4039 Cottage Grove Dr	HHW Facility	56,815	
Winona Count	y (3)		Į	6,264 _	
St Charles	St Charles Ace Hardware	1313 Whitewater Ave	Retail	231	
Winona	Sherwin-Williams	1457 W Service Dr	Retail	556	
Winona	Winona County Household Hazardous Waste Facility	225 W 2nd St	HHW Facility	5,477	
Wright County (7)					
Albertville	Sherwin-Williams	5585 La Centre Ave NE	Retail	2,357	
Albertville	Ace of Albertville	6050 Labeaux Ave NE	Retail	401	
Buffalo	Wright County Compost and Recycling Facility	505 County Rd 37 NE	HHW Facility	10,177	
Delano	Delano True Value	1005 Crossings Dr	Retail	480	
Monticello	Hirshfields	500 Pine St	Retail	1,033	
Monticello	Sherwin-Williams	9230 MN Hwy 25 NE	Retail	2,705	
St Michael	Hardware Hank	313 E Central Ave	Retail	431	
Yellow Medicine County (1)					
Clarkfield	Yellow Medicine County HHW Facility	613 County Rd 24	HHW Facility		

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
2. Supplemental	Sites			67,939
Aitkin County (1)			527
Aitkin	Aitkin County Recycling Center (WLSSD Region)	36091 400th Ave	HHW Event	527
Becker County (2)		I	10,298
Detroit Lakes	Becker County HHW Facility	24455 County Rd 144	HHW Seasonal	10,298
Pelican Rapids	Cormorant Community Center (Becker Region)	10929 Co Hwy 5	HHW Event	
Benton County (1)		Į_	
Foley	Benton County Public Works (Stearns Region)	7750 Hwy 25 NE	HHW Event	
Big Stone Count	y (1)			
Ortonville	Big Stone County Highway Dept (Kandiyohi Region)	437 Minnesota St N	HHW Event	
Blue Earth Coun	ty (1)			10,980
Mankato	Blue Earth HHW Regional Collection Facility	651 Summit Ave	HHW Seasonal	10,980
Brown County (3	3)			1,636
New Ulm	Brown County Free Fair (Blue Earth Region)	1201 N State St	HHW Event	1,338
Sleepy Eye	Brown County Rural Electric Association (Blue Earth Region)	24386 MN Highway 4	HHW Event	104
Springfield	Brown County Highway Garage (Blue Earth Region)	507 Burns Ave S	HHW Event	194
Carlton County (1)			799
Carlton	Carlton County HHW Facility	1950 Highway 210	HHW Seasonal	799
Carver County (3)			1,381
Cologne	Carver County Public Works (Carver County)	11360 US 212	HHW Event	433
Watertown	Watertown Township Shed (Carver County)	3580 County Rd 10	HHW Event	947

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Watertown	Hollywood Township (County)	3480 County Rd 21	HHW Event	
Cass County (5)			ı	ı
East Gull Lake	East Gull Lake City Hall (NWJP Region)	10790 Squaw Point Rd	HHW Event	
Hackensack	Walker/Hackensack Transfer Site	4524 44th St NW	HHW Seasonal	
Longville	Longville City Hall (NWJP Region)	5043 State Hwy 84	HHW Event	
Remer	Remer City Shop (NWJP Region)	106 Spruce St NW	HHW Event	
Walker	Cass County Highway Dept (NWJP Region)	8045 County Rd 12 NW	HHW Event	
Clay County (3)				1,473
Barnesville	Clay County Highway Dept (Becker Region)	17849 Co Rd 52	HHW Event	
Hawley	Hawley Public Works (Becker Region)	720 Front St	HHW Event	
Moorhead	Clay County HHW Facility (Moved Feb 2023)	2729 US Hwy 10	HHW Facility	1,473
Cook County (1)				347
Grand Marais	Cook County Recycling Center (WLSSD Region)	630 5th Ave W	HHW Event	347
Crow Wing Cour	nty (2)			
Merrifield	Mission Canister Site	29474 County Rd 3	HHW Seasonal	-
Pequot Lakes	Ideal Cannister Site	33503 W Island Lake Dr	HHW Seasonal	
Dakota County (1)			1,570
Burnsville	Burnsville Maintenance Facility (County)	13713 Frontier Ct	HHW Event	1,570
Douglas County	(5)			
Alexandria	Forada Fire Dept (Stearns Region)	1639 4th St SE	HHW Event	
Brandon	Brandon Veterans Park	212 Front St E	HHW Event	
Carlos	City of Carlos	109 Main Ave	HHW Event	
Kensington	Kensington Fire Hall and Yard Waste Site (Stearns Region)	30 Central Ave N	HHW Event	
Osakis	City of Osakis (Stearns Region)	803 N Nokomis St	HHW Event	

City/Town	Site Name	Address	<u>Type</u>	Gallons
Faribault County	(9)			
Blue Earth	Faribault County Public Works (Blue Earth Region)	727 E 5th St	HHW Event	
Bricelyn	Bricelyn City Garage (Blue Earth Region)	503 N 3rd St	HHW Event	
Delavan	Delavan City Hall (Blue Earth Region)	100 S Main St	HHW Event	
Easton	Easton City Hall (Blue Earth Region)	51 Main St	HHW Event	
Frost	Frost City Hall (Blue Earth Region)	110 Main St	HHW Event	
Kiester	Farmers Co Op Elevator Lot (Blue Earth Region)	110 S Main St	HHW Event	
Minnesota Lake	Minnesota Lake City Garage (Blue Earth Region)	229 Park St N	HHW Event	
Wells	Faribault County Garage (Blue Earth Region)	250 5th Ave NW	HHW Event	
Winnebago	Across from Caseys General Store (Blue Earth Region)	303 Main St S	HHW Event	
Fillmore County	(2)			1,524
Chatfield	Chatfield City Garage (Winona Region)	Alley off Main St between 3rd & 4th St	HHW Event	
Preston	Fillmore County Resource Recovery Center (Winona Region)	727 US Hwy 52	HHW Event	1,524
Goodhue County	<i>(</i> (6)			
Cannon Falls	Lake Byllesby Goodhue County Park (Olmsted Region)	5001 MN 19	HHW Event	
Goodhue	Goodhue Community Center (Olmsted Region)	105 N Broadway	HHW Event	
Kenyon	Depot Park Municipal Pool (Olmsted Region)	416 1st St	HHW Event	
Pine Island	Pine Island School District (Olmsted Region)	223 1st Ave SE	HHW Event	
Wanamingo	Cenex Parking Lot (Olmsted Region)	900 3rd Ave	HHW Event	
Zumbrota	Goodhue County Fairgrounds (Olmsted Region)	44279 County 6 Blvd	HHW Event	

City/Town	Site Name	Address	<u>Type</u>	Gallons
Grant County (1)			1
Elbow Lake	Grant County Recycling Center (Otter Tail Region)	310 3rd St SE	HHW Event	
Hennepin Cour	nty (5)			7,681
Minneapolis	Pillsbury-Bottineau Elementary School (County)	2231 NE Garfield St	HHW Event	1,445
Minneapolis	Patrick Henry High School	4320 Newton Ave N	HHW Event	1,515
Minnetonka	City of Minnetonka Public Works Dept (County)	11522 Minnetonka Blvd	HHW Event	2,194
Orono	Orono Public Works (County)	3880 Shoreline Dr	HHW Event	2,462
Rockford	Gradys Ace Hardware (Closed Apr 2023)	7945 MN Hwy 55	Retail	64
Houston Count	ty (2)			701
Houston	Houston Recycling Center (Winona Region)	105 N Grant St	HHW Event	249
La Crescent	La Crescent Drop Site (Winona Region)	160 S 3rd St	HHW Event	452
Hubbard Coun	ty (2)			3,541
Laporte	Hubbard Co Northern Transfer Demo	41304 US Hwy 71	HHW Seasonal	
Park Rapids	Hubbard Co So Transfer and Demo Landfill	810 Henrietta Ave	HHW Seasonal	3,541
Jackson Count	zy (1)			1
Lakefield	Jackson County HHW Facility - Lakefield	605 MN 86	HHW Seasonal	
Kanabec Coun	ty (1)		l	469]
Mora	Kanabec County (Chisago Region)	1756 180th Ave	HHW Event	469
Kandiyohi Cou	nty (1)			
New London	Kandiyohi Solid Waste Sanitary Landfill	15650 US Hwy 71	HHW Facility	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Kittson County (6)		l	1
Hallock	Kittson Central H S - Ice Arena Parking Lot (NWJP Region)	444 N Ash Ave	HHW Event	
Hallock	Mar-Kit Landfill	2650 290th St	HHW Event	
Karlstad	Tri-County Public School of Karlstad (NWJP Region)	303 Pembina Trail	HHW Event	
Kennedy	Kennedy School (NWJP Region)	124 Pacific Ave	HHW Event	
Lake Bronson	American Legion (NWJP Region)	111 1st Ave	HHW Event	
Lancaster	Lancaster City Shop (NWJP Region)	110 2nd St	HHW Event	
Koochiching Co	unty (1)			1,992
International Falls	Koochiching County Transfer Station (WLSSD Region)	4100 Highway 11	HHW Event	1,992
Lac qui Parle Co	ounty (2)			854
Dawson	Lac Qui Parle County Highway (Kandiyohi Region)	1792 295th Ave	HHW Event	452
Madison	Lac Qui Parle County Highway Garage (Kandiyohi Region)	308 6th Ave S	HHW Event	402
Lake County (1)				119
Two Harbors	Lake County Recycling Center	525 Recycle Center Dr	HHW Seasonal	119
Le Sueur County	<i>(</i> (1)			1,177
Le Sueur	Le Sueur County Garage (Blue Earth Region)	1213 Hazel St	HHW Event	1,177
Mahnomen Cour	nty (1)			
Mahnomen	Mahnomen County Highway Dept (Becker Region)	1440 MN Highway 200	HHW Event	
Marshall County	(5)			
Alvarado	City of Alvarado (NWJP Region)	200 Marshall St	HHW Event	
Newfolden	Newfolden City Office (NWJP Region)	145 E 1st St	HHW Event	
Oslo	US Post Office (NWJP Region)	312 Main St	HHW Event	
Stephen	Stephen-Argyle Central High School (NWJP Region)	500 School Ave	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Warren	Marshall County Demolition Landfill	27641 US Hwy 75	HHW Seasonal	
Martin County (4)			5,635
Fairmont	Martin County Highway Dept (Blue Earth Region)	1200 Marcus St	HHW Event	
Fairmont	Avery Weigh-Tronix (Blue Earth Region)	1000 N Armstrong Dr	HHW Event	
Trimont	Trimont City Ball Field (Blue Earth Region)	500 Apple St E	HHW Event	
Truman	Prairieland Solid Waste Facility	801 E 5th St N	HHW Seasonal	5,635
Mille Lacs Count	y (3)			
Milaca	Mille Lacs County Public Works (Stearns Region)	525 2nd St SE	HHW Event	
Milaca	Mille Lacs County Highway Dept	565 8th St NE	HHW Event	
Wahkon	Mille Lacs County Public Works (Stearns Region)	6813 State Highway 27	HHW Event	
Morrison County	(1)		L	1,815
Little Falls	Morrison County HHW Facility	17508 Iris Rd	HHW Seasonal	1,815
Nicollet County (2)			817
New Ulm	Nicollet County Highway Dept - Klossner (Blue Earth Region)	57575 Fort Rd	HHW Event	783
St Peter	St Peter Do It Best Lumber (Dropped Jun 2023)	200 S Front St	Retail	34
Olmsted County	(4)		Į.	
Byron	Byron Fire Dept (Olmsted Region)	707 Frontage Rd NW	HHW Event	
Eyota	Dover Eyota High School (Olmsted Region)	615 South Ave SE	HHW Event	
Oronoco	Oronoco Community Center (Olmsted Region)	115 2nd St NW	HHW Event	
Stewartville	St Johns Lutheran Church (Olmsted Region)	111 2nd Ave NE	HHW Event	
Otter Tail County	<i>ı</i> (10)		1	
Bluffton	Bluffton Community Center (Otter Tail Region)	202 Center St	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Henning	Otter Tail County Highway Garage (Otter Tail Region)	102 Douglas Ave	HHW Event	
New York Mills	Otter Tail County Extension	118 N Main Ave	HHW Event	
Ottertail	Ottertail City Fire Dept (Otter Tail Region)	93 Lake Ave S	HHW Event	
Parkers Prairie	Parkers Prairie Transfer Station PBR (Otter Tail Region)	56320 E County Hwy 46	HHW Event	
Pelican Rapids	Pelican Rapids City Garage (Otter Tail Region)	1008 County Hwy 9	HHW Event	
Perham	Perham City Shop (Otter Tail Region)	802 6th St NE	HHW Event	
Rothsay	Rothsay City Shop (Otter Tail Region)	108 2nd St NW	HHW Event	
Underwood	Underwood Fire and Rescue (Otter Tail Region)	101 Scott St S	HHW Event	
Vergas	Vergas Fire Hall (Otter Tail Region)	121 W Linden St	HHW Event	
Pennington Cour	nty (1)			
Thief River Falls	L and S Systems (NWJP Region)	1345 Hwy 32 S	HHW Event	
Pine County (2)				3,866
Pine City	Pine County HHW Facility-South	405 Airport Rd NE	HHW Seasonal	2,635
Willow River	Pine County HHW Facility-North	85174 Co Hwy 61	HHW Seasonal	1,231
Polk County (3)				
East Grand Forks	East Grand Forks Public Works (NWJP Region)	1001 2nd St NE	HHW Event	
Fertile	Polk County Fair Office (NWJP Region)	200 Polk Ave SE	HHW Event	
Mentor	Maple Lake Pavilion (NWJP Region)	34591 165th Ave SE	HHW Event	
Pope County (3)				
Glenwood	Tom Kraemer Inc Landfill (Stearns Region)	19776 200th St	HHW Event	
Starbuck	Starbuck City Offices (Stearns Region)	307 E 5th St	HHW Event	
Villard	Mallard Park (Stearns Region)	657 Washington Ave	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Ramsey County	(8)			l l
Arden Hills	Ramsey County Used Oil and Filter Collection Shed (County)	1352 Ben Franklin Dr	HHW Event	
Falcon Heights	Minnesota State Fair (County)	1616 Como Ave	HHW Event	
Maplewood	Aldrich Arena (County)	1850 White Bear Ave N	HHW Event	
New Brighton	New Brighton Maintenance Garage (County)	700 5th St NW	HHW Event	
Roseville	Tamarack Park (County)	1725 Kent St	HHW Event	
St Paul	Pleasant Ice Arena (County)	848 Pleasant Ave	HHW Event	
Vadnais Heights	Vadnais Heights Commons	700 County Rd F E	HHW Event	
White Bear Lake	Otter Lake Elementary (Ramsey County)	1401 County Rd H2	HHW Event	
Roseau County ((4)			
Badger	City of Badger (NWJP Region)	209 N Main St	HHW Event	
Greenbush	City of Greenbush (NWJP Region)	314 1st St N	HHW Event	
Roseau	Roseau County Government Center (NWJP Region)	605 5th St SW	HHW Event	
Warroad	City of Warroad (NWJP Region)	108 Alma Ave SE	HHW Event	
Sherburne Coun	ty (4)			4,025
Becker	Northern Metals Recycling	12432 Energy Dr SE	HHW Event	421
Clear Lake	Clear Lake City Hall (Stearns Region)	8670 1st Ave W	HHW Event	
Elk River	Sherburne County Fairgrounds (Stearns Region)	13372 Business Center Dr NW	HHW Event	2,212
Zimmerman	Sherburne County Public Works (Stearns Region)	12950 7th Ave S	HHW Event	1,392
Sibley County (1)			595
Winthrop	Sibley County Highway Dept	423 W 2nd St	HHW Event	595
St Louis County	(6)			
Chisholm	Balkan Canister Site (WLSSD Region)	11489 Vlasich Rd	HHW Event	
Cook	Cook Transfer Station (WLSSD Region)	2134 S Beatty Rd	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Cotton	Cotton Canister Site (WLSSD Region)	8476 Hwy 53	HHW Event	
Duluth	Fredenburg Community Center (WLSSD Region)	5104 Fish Lake Rd	HHW Event	
Ely	Northwoods Transfer Station (WLSSD Region)	9384 Hwy 21 N	HHW Event	
Side Lake	French Canister Site (WLSSD Region)	7150 Green Rock Rd	HHW Event	
Stearns County ((10)			1
Albany	Our Saviors Lutheran Church (Stearns Region)	840 Lake Ave	HHW Event	
Eden Valley	Eden Valley Public Works (Stearns Region)	300 Smith St	HHW Event	
Greenwald	Recreation Center (Stearns Region)	121 4th St N	HHW Event	
Holdingford	Holdingford Schools (Stearns Region)	900 5th St (SW lot)	HHW Event	
Kimball	A M Maus and Sons (Stearns Region)	21 Maus Dr	HHW Event	
Melrose	Melrose Fire Dept (Stearns Region)	405 2nd Ave SE	HHW Event	
Paynesville	Paynesville High School (Stearns Region)	795 West Highway 23	HHW Event	
Richmond	River Lakes Civic Arena (Stearns Region)	319 Central Ave S	HHW Event	
Santiago	Santiago Township Hall (Stearns Region)	16943 20th St	HHW Event	
Sauk Centre	Sauk Centre Civic Arena (Stearns Region)	818 Centre St	HHW Event	
Steele County (1)			33
Blooming Prairie Township	Steele County HHW Facility	9420 SE 64th Ave	HHW Seasonal	33
Stevens County	(2)			
Hancock	Hancock City Garage (Otter Tail Region)	363 6th St	HHW Event	
Morris	Stevens County Highway Garage (Otter Tail Region)	1762 MN 9	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Swift County (1))			1
Benson	Swift County Transfer Station	1000 Industry Drive	HHW Event	
Todd County (1)			3,274
Browerville	Todd HHW Facility	30433 US Hwy 71	HHW Seasonal	3,274
Traverse Count	y (2)			
Browns Valley	Browns Valley Recycling Center (Otter Tail Region)	215 Park St S	HHW Event	
Wheaton	Wheaton Recycling Center (Otter Tail Region)	702 2nd Ave N	HHW Event	
Wabasha Coun	ty (4)			
Lake City	Lake City Highway Shop (Olmsted Region)	130 N 8th St	HHW Event	
Lake City	Federal Mogul Parking Lot (Olmsted Region)	211 N 8th St	HHW Event	
Plainview	Plainview Highway Shop (Olmsted Region)	1811 County Rd 27	HHW Event	
Wabasha	Wabasha Highway Shop (Olmsted Region)	821 Hiawatha Dr W	HHW Event	
Wadena County	· (4)			1
Aldrich	Aldrich Community Center (Otter Tail Region)	348 Central Ave S	HHW Event	
Menahga	City of Menahga (Otter Tail Region)	115 2nd St NE	HHW Event	
Nimrod	Wadena County Garage (Otter Tail Region)	23170 Acorn St	HHW Event	
Sebeka	Rifes Classics Today (Otter Tail Region)	400 W Minnesota Ave	HHW Event	
Waseca County	(1)			371
Waseca	Waseca County HHW Facility	31080 MN Hwy 13	HHW Seasonal	371
Washington Co	unty (3)		[
Forest Lake	Forest Lake Transit Center (County)	19987 Fitzgerald Trail N	HHW Event	
Mahtomedi	Mahtomedi High School	8000 75th St N	HHW Event	

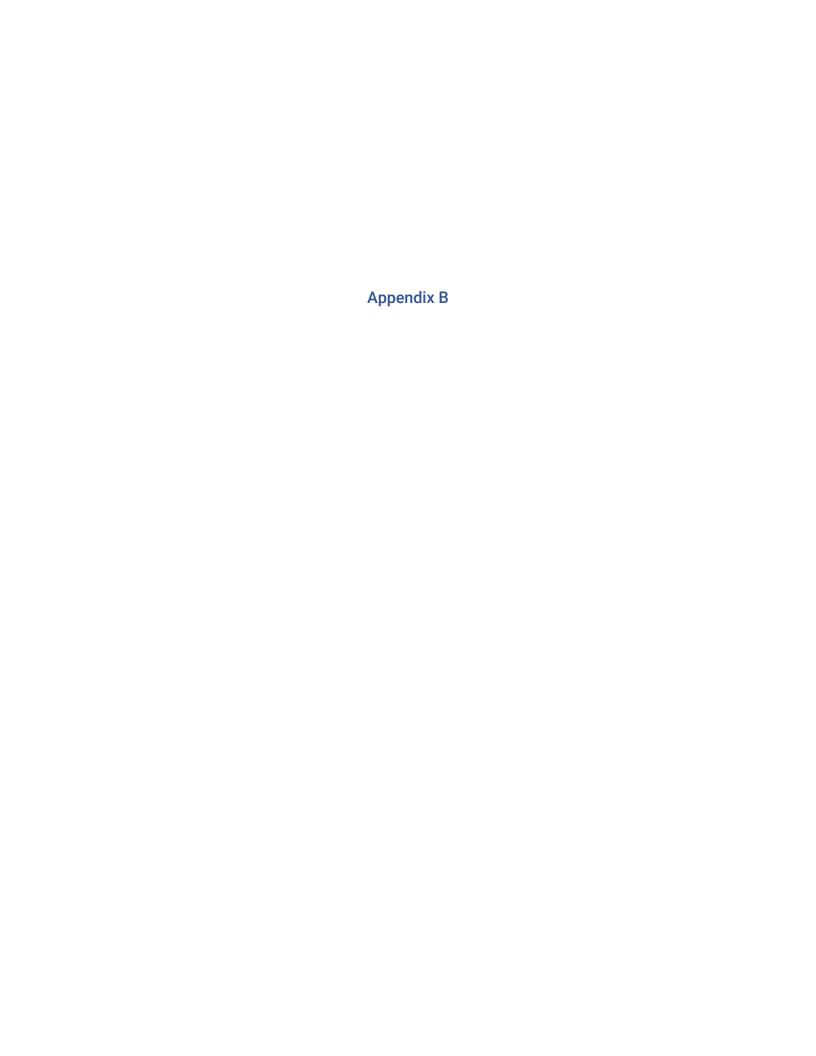
<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Stillwater	Lily Lake Ice Arena (County)	1208 S Greeley St	HHW Event	
Watonwan County (3)				
Butterfield	Butterfield City Hall (Blue Earth Region)	103 2nd St	HHW Event	
Madelia	Madelia City Shop (Blue Earth Region)	519 2nd St NE	HHW Event	
St James	Watonwan County Public Works (Blue Earth Region)	1304 7th Ave S	HHW Event	438
Wilkin County (1)				
Breckenridge	Wilkin County Recycling (Otter Tail Region)	505 8th St S	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
3. Large Volume	e Pickup Sites			19,517
Anoka County (1)			271
Ramsey	[Painting Contractor]		LVP	271
Beltrami County	/ (1)			79
Bemidji	[School]		LVP	79
Benton County	(1)			260
Rice	[Retail/Distribution]		LVP	260
Brown County (2)			382
New Ulm	[Painting Contractor]		LVP	147
New Ulm	[Lumber Yard]		LVP	234
Carver County (3)			585
Norwood Young America	[Manufacturing Sound Proofing Materials]		LVP	239
Waconia	[School District]		LVP	273
Watertown	[Household]		LVP	73
Dakota County	(3)			1,256
Burnsville	[Property Manager/Owner]		LVP	86
Eagan	[Painting Contractor]		LVP	798
Farmington	[Construction]		LVP	372
Douglas County	<i>(</i> (1)			
Nelson	[Cabinet Shop]		LVP	
Goodhue Count	ty (1)			330
Welch	[Property Manager/Owner]		LVP	330
Hennepin Coun	ty (36)			9,366
Bloomington	[Shopping Center]		LVP	509
Bloomington	[Property Manager/Owner]		LVP	129
Bloomington	[Property Manager/Owner]		LVP	187

<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	Gallons
Bloomington	[Property Manager/Owner]		LVP	98
Brooklyn Center	[Property Manager/Owner]		LVP	148
Brooklyn Center	[Property Manager/Owner]		LVP	33
Brooklyn Center	[Property Manager/Owner]		LVP	49
Corcoran	[Painting Contractor]		LVP	402
Eden Prairie	[Painting Contractor]		LVP	225
Eden Prairie	[Painting Contractor]		LVP	284
Edina	[Property Manager/Owner]		LVP	46
Edina	[Painting Contractor]		LVP	200
Edina	[Property Manager/Owner]		LVP	141
Golden Valley	[Painting Contractor]		LVP	179
Hopkins	[Construction]		LVP	235
Hopkins	[Nonprofit]		LVP	62
Maple Grove	[School District]		LVP	156
Minneapolis	[Painting Contractor]		RLVP	2,005
Minneapolis	[Painting Contractor]		RLVP	1,354
Minneapolis	[Painting Contractor]		RLVP	327
Minneapolis	[Financial Planning]		LVP	157
Minneapolis	[Property Manager/Owner]		LVP	95
Minneapolis	[Property Manager/Owner]		LVP	388
Minneapolis	[Property Manager/Owner]		LVP	113
Minneapolis	[Property Manager/Owner]		LVP	
Minneapolis	[Property Manager/Owner]		LVP	244
Minneapolis	[Property Manager/Owner]		LVP	77
Minneapolis	[Retail Department Store]		LVP	111
Minneapolis	[Property Manager/Owner]		LVP	120
Osseo	[Painting Contractor]		LVP	121
Plymouth	[Environmental Services]		LVP	283
Plymouth	[Nursing Home]		LVP	198
Plymouth	[Furniture Store]		LVP	373
St Louis Park	[Painting Contractor]		LVP	59
Wayzata	[Property Manager/Owner]		LVP	148
Wayzata	[Painting Contractor]		LVP	111

<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Houston County	(1)			301
La Crescent	[Construction]		LVP	301
Mille Lacs Coun	ty (2)			1,782
Princeton	[Painting Contractor]		RLVP	1,567
Princeton	[Painting Contractor]		LVP	216
Olmsted County	(1)			109
Rochester	[Property Manager/Owner]		LVP	109
Ramsey County	(4)			1,620
Saint Paul	[Assisted Living]		LVP	72
Saint Paul	[Painting Contractor]		LVP	128
St Paul	[Property Manager/Owner]		LVP	240
Vadnais Heights	[Painting Contractor]		LVP	1,180
Rice County (3)				750
Dundas	[Painting Contractor]		LVP	149
Faribault	[School]		LVP	500
Faribault	[Property Manager/Owner]		LVP	101
Scott County (2)				819
Shakopee	[Construction]		LVP	224
Shakopee	[Paint Retailer]		LVP	594
Sherburne Coun	ty (2)			213
Becker	[Landfill]		LVP	120
Elk River	[Assisted Living]		LVP	93
St Louis County	(2)			203
Duluth	[Property Manager/Owner]		LVP	69
Duluth	[Property Manager/Owner]		LVP	134
Todd County (1)				157
Long Prairie	[Painting Contractor]		LVP	157

<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	Gallons
Washington Co	ounty (1)			289
Oakdale	[Painting Contractor]		LVP	289
Wright County	(2)			744
Hanover	[Painting Contractor]		LVP	545
Maple Grove	[Painting Contractor]		LVP	199
Total for All Sites				909,697



PaintCare Inc.

Financial Statements and Independent Auditor's Report

December 31, 2023 and 2022

Financial Statements December 31, 2023 and 2022

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of PaintCare Inc.

Opinion

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

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

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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



Responsibilities of Management for the Financial Statements (continued)

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of PaintCare's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about PaintCare's ability to continue as a going concern for a reasonable period of time.



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

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

Supplementary Information

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

Vienna, Virginia March 25, 2024

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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

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

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

Program and Delivery Services

									District of				General and	
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	Columbia	Washington	New York	Illinois	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. 6

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

Program and Delivery Services

							District of				General and		
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	Columbia	Washington	New York	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

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	<u>-</u>	 (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

Notes to Financial Statements December 31, 2023 and 2022

1. Nature of Operations

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

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

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

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

Cash Equivalents

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

Accounts Receivable

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

Notes to Financial Statements December 31, 2023 and 2022

2. Summary of Significant Accounting Policies (continued)

Accounts Receivable (continued)

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

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

Notes to Financial Statements December 31, 2023 and 2022

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

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

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

Revenue from all other sources is recognized when earned.

<u>Functional Allocation of Expenses</u>

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.

Notes to Financial Statements December 31, 2023 and 2022

2. Summary of Significant Accounting Policies (continued)

Measure of Operations

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

Use of Estimates

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

Adopted Accounting Pronouncement

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

Subsequent Events

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

Notes to Financial Statements December 31, 2023 and 2022

3. Liquidity and Availability

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

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

		2023	2022
Cash and cash equivalents Accounts receivable, net Investments, short term		32,521,385 5,300,296 40,777,968	\$ 37,696,942 6,233,448 37,007,185
Total available for general expenditures	\$ 7	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.

Notes to Financial Statements December 31, 2023 and 2022

5. Accounts Receivable

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

	2023	2022
California	\$ 2,461,063	\$ 3,411,421
New York	1,220,636	1,192,427
Washington Colorado	555,868 410,988	391,647 361,431
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.

Notes to Financial Statements December 31, 2023 and 2022

6. Note Receivable (continued)

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

2024	\$ 1,134,011
2025	878,802
2026	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 Net realized and unrealized gain (loss) Less: investment management fees	\$ 1,611,952 3,442,944 (163,561)	\$ 1,373,519 (8,270,961) (165,468)
Total investment return, net	\$ 4,891,335	\$ (7,062,910)

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Notes to Financial Statements December 31, 2023 and 2022

7. Investments and Fair Value Measurements (continued)

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

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

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

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

Notes to Financial Statements December 31, 2023 and 2022

7. Investments and Fair Value Measurements (continued)

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

_	Level 1	Level 2	Level 3	Total
Equities:			_	
6)	\$ 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

Notes to Financial Statements December 31, 2023 and 2022

7. Investments and Fair Value Measurements (continued)

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

	Level 1	Level 2	Level 3	Total
E aniti a a				
Equities:	Φ (75.452	¢.	ф ф	(75.45)
Energy	\$ 675,453	5 -	\$ - \$,
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:	ŕ			,
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
		2,2 0 ., 17 0		2,20.,.70
Total investments	\$ 41,179,034	\$ 14,338,107	\$ - \$	55,517,141

Notes to Financial Statements December 31, 2023 and 2022

8. Intangible Assets

Intangible assets consist of the following at December 31:

	 2023	 2022
Software Less: accumulated amortization	\$ 502,397 (449,015)	\$ 496,777 (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 2027	1,873 1,209
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.

Notes to Financial Statements December 31, 2023 and 2022

9. Related Party Transactions (continued)

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

10. Income Taxes

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

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

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

SUPPLEMENTARY INFORMATION

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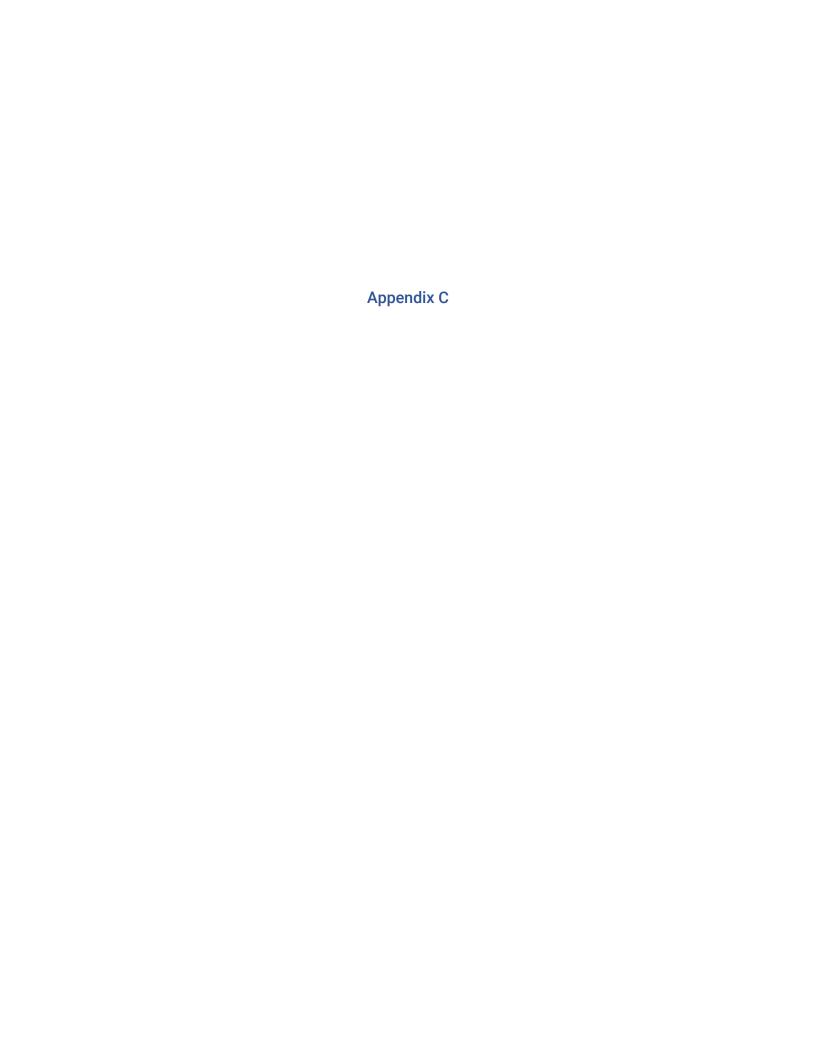
Schedule of Activities, Organized by Program For the Year Ended December 31, 2023

	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 \$	-,,	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 Investment allocation	(340,874)	(3,180,726) 3,967,977	(290,087)	(88,281)	(459,069) 398,562	(51,734) (18,544)	(109,597)	(464,477) 487,261	(55,472) 56,078	(619,865)	(1,625,126)	-	7,285,308 (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 Investment allocation	_	(313,177)	(2,922,284) (5,723,364)	(266,517)	(81,108)	(421,769) (488,297)	(44,310) 12,848	(100,692)	(426,737) (782,450)	(50,965) (81,647)	(569,500)	(1,493,081)	6,690,140 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





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?

Minnesota'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
- Stain
- 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.







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.



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 latexbased 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. 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
\$0.49	Larger than half pint up to smaller than 1 gallon
\$0.99	1-2 gallons
\$1.99	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.





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



About the Paint Recycling Program

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

PAINTCARE PRODUCTS

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

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

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

PAINTCARE FEE

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

\$0.00	Half pint or smaller
\$0.49	Larger than half pint up to smaller than 1 gallon
\$0.99	1–2 gallons
\$1.99	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**.

8 NON-PAINTCARE PRODUCTS

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



Counter Mat

Recycle with PaintCare!



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



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



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

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



What types of paint products can be recycled with PaintCare?

PAINTCARE PRODUCTS

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

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

- 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 Minnesota as required by law. The fee is based on container size:

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

MN-CMWI-0521

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 dropoff site near you or schedule a large volume pickup.



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PAINTCARE PRODUCTS

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

- 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.

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- 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 Minnesota as required by law. The fee is based on container size:

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

MN-CMWI-0521

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)

8 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**.





We are a Paint Care Partner

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

Recycle with PaintCare

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





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

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 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

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



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

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

Paint Drop-Off Sites

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

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

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

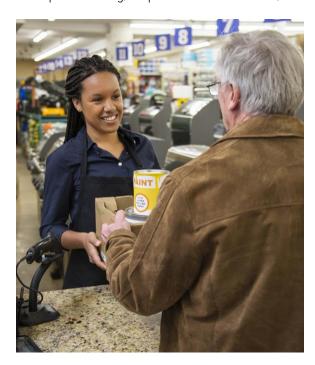
Benefits to Retailers and Their Customers

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

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

Become a Paint Drop-Off Site

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



PaintCare Drop-Off Sites Receive Free of Charge

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

Drop-Off Site Responsibilities

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



What Products Are Covered?

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

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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

901 New York Ave NW

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

Become a Retail Drop-Off Site for Paint

Updated — January 2023



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

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

Paint Drop-Off Sites

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

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

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

Benefits to Retailers and Their Customers

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

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

Become a Paint Drop-Off Site

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



PaintCare Drop-Off Sites Receive Free of Charge

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

Drop-Off Site Responsibilities

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



What Products Are Covered?

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

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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

901 NEW YORK AVE NW

MINNESOTA PAINT STEWARDSHIP PROGRAM

How Does the Minnesota Paint Stewardship Program Affect Paint Retailers?

Updated — January 2024



Minnesota's paint stewardship law requires a fee to be applied by manufacturers to all new architectural paint sales in Minnesota. Retail stores must pass the fee on to consumers and may volunteer to be a postconsumer paint drop-off site. The program started in November 2014.

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 250 PaintCare drop-off sites in Minnesota.

Participation as a Drop-Off Site Is Voluntary

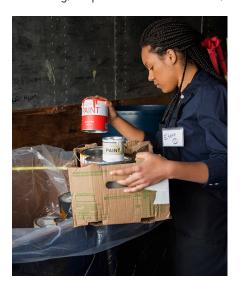
Paint retailers are encouraged to participate as paint dropoff sites. Participating as a drop-off site can increase foot traffic and provide an environmentally responsible service for the community by making it convenient for their customers to recycle leftover paint.

Store staff will screen and accept paint from the public. All supplies, including 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 Drop-Off Site

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



REQUIREMENTS OF RETAILERS

1. Check Registered Manufacturers and Brands

Retailers may not sell architectural paints in Minnesota 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 and the Minnesota Pollution Control Agency (MPCA) publish lists of registered manufacturers and brands on their websites so that retailers can confirm 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 Minnesota. 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

\$ 0.49 — Larger than half pint up to smaller than 1 gallon

\$ 0.99 — 1-2 gallons

\$ 1.99 — Larger than 2 gallons up to 5 gallons

How is the fee calculated?

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

Is sales tax applied to the fee itself?

Yes. The fee is part of the purchase price; therefore, sales tax is collected on the fee. The fee itself is not a tax.

Is the fee a deposit to be returned to customers?

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

Are we required to show the fee on receipts?

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

Jacob Saffert Minnesota Program Manager jsaffert@paint.org (612) 772-4902

About the PaintCare Fee

Updated — January 2024



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

PaintCare

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

What is the recovery fee and how does it work?

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

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

Do retailers have to pass on the fee?

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



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 valueadded 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 hins
- 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



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



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.



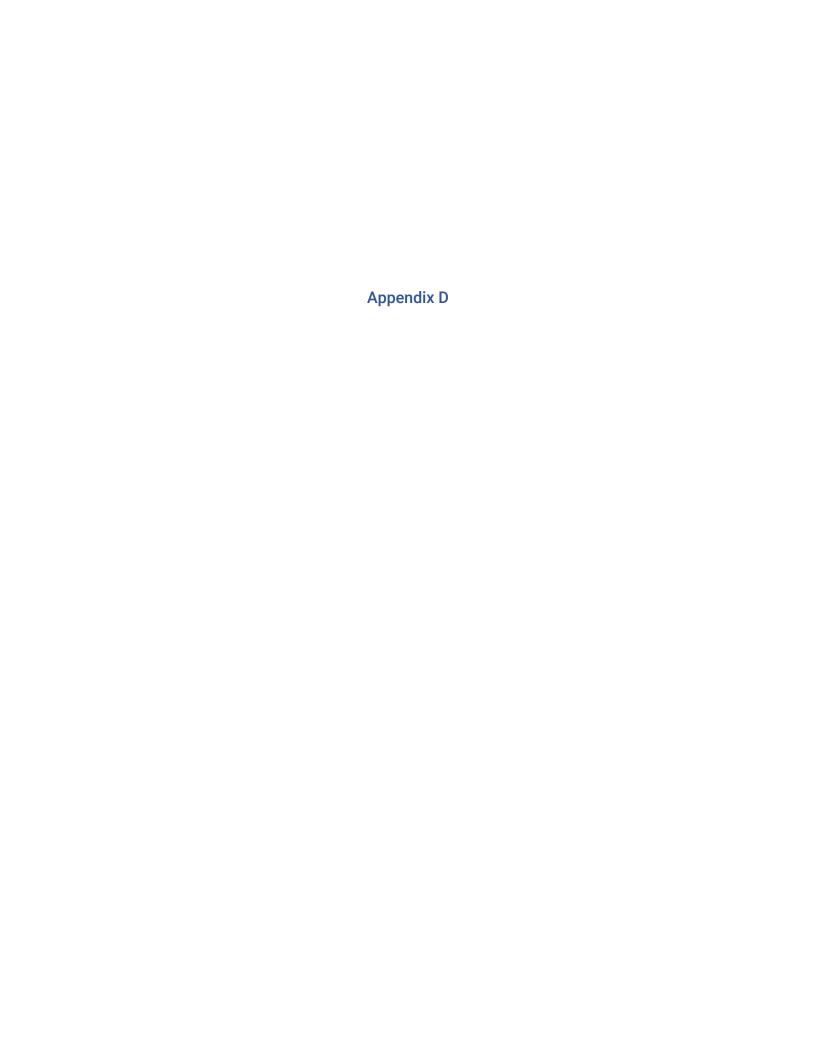
Reuse room at the Household Hazardous Waste Facility at the Yolo County Central Landfill in Woodland, CA.

info@paint.org

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.





2023 Annual Survey Results

prepared by



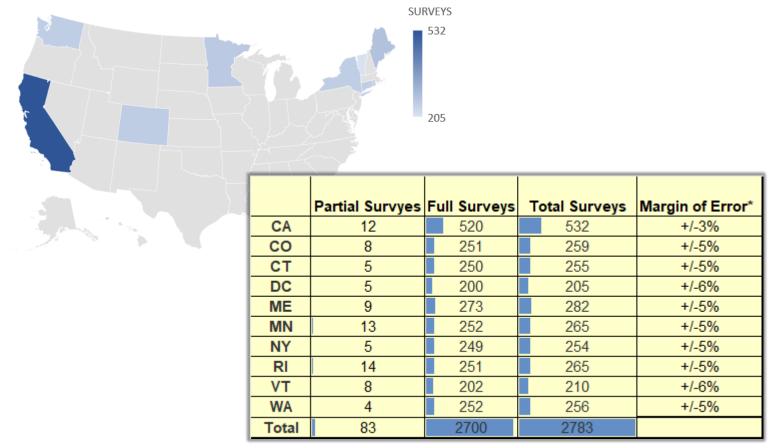
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Response Summary

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



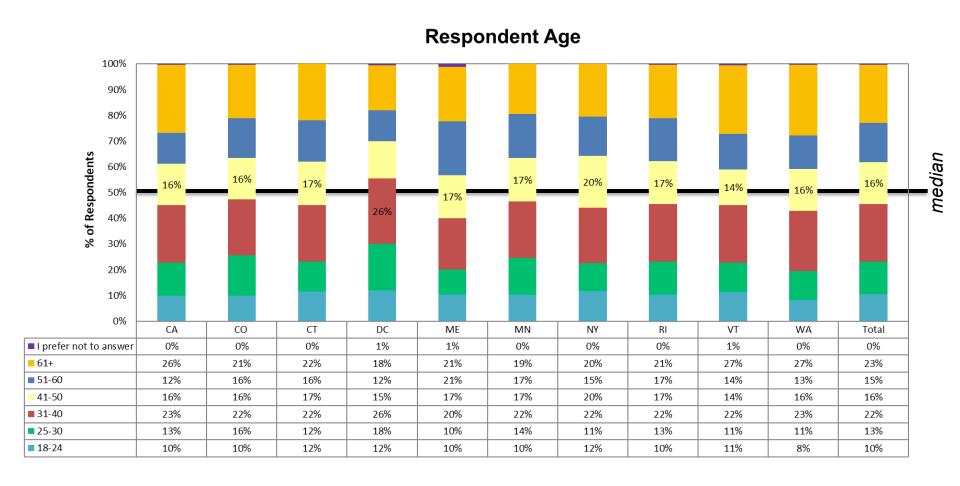
*at a 90% level of confidence



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.



Profile of Respondents - Gender

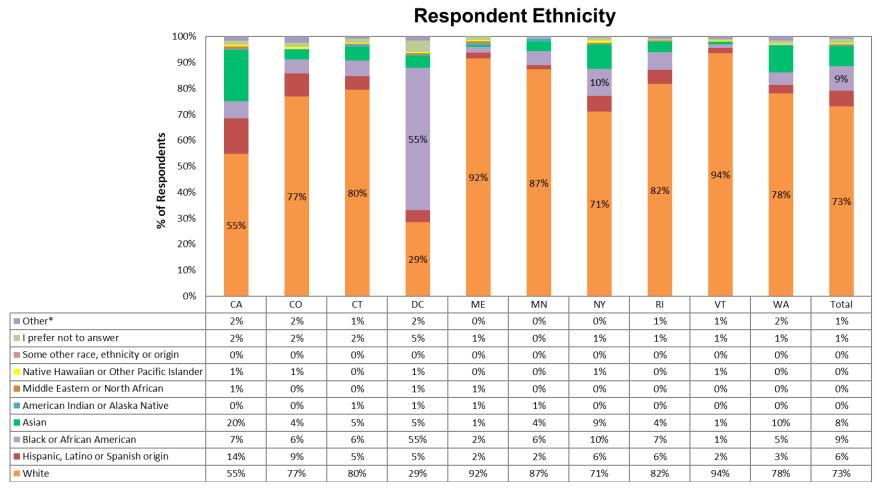
- Overall, results were fairly evenly split between men and women.
- Variances can be attributed to sample availability.

Gender Identity



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.

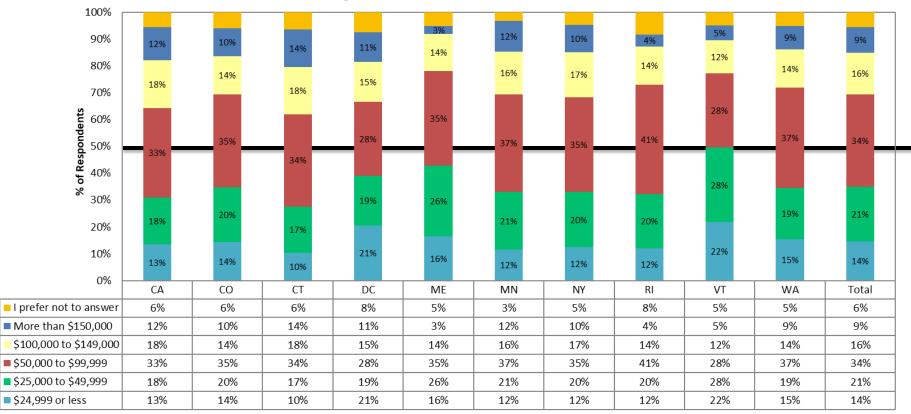


^{*}Other Ethnicities: American, Bi-Racial/Mixed Race, Caribbean, Native American (two individuals found the question offensive)

Profile of Respondents - Income

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

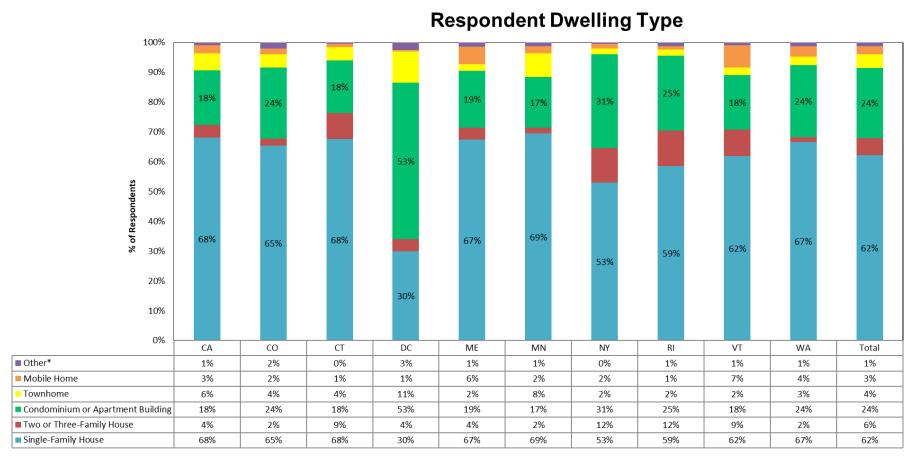




median

Profile of Respondents – Dwelling Type

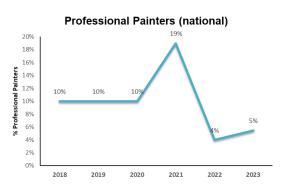
- 62% of respondents live in a single-family home (similar to last period).
- Condominium/apartment living was more predominant in D.C. and New York.



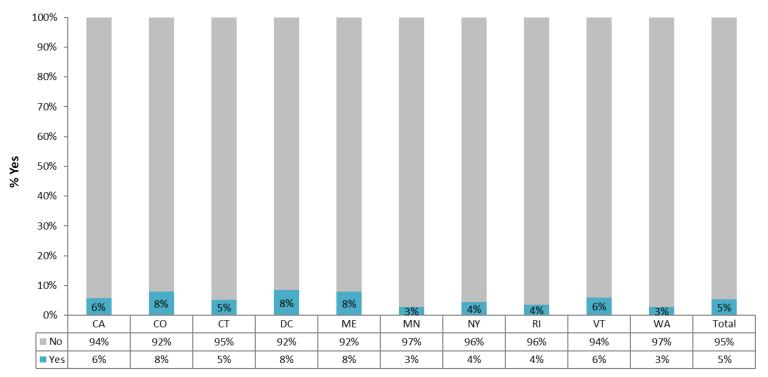
^{*}Other Dwelling Types: cabin, company housing, dorm, duplex, government housing, homeless, hotel, living with friend, RV, shared elderly living facility, studio

Profile of Respondents – Paint-Related Professions

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



Do you paint professionally (NOT as an artist)?



Profile of Respondents – Painter Types

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

What type of professional painter are you?



*Other Professions: Furniture restoration, specialty contractor



CONSUMER PURCHASE AND SOURCE REDUCTION BEHAVIORS

Recency of Paint Purchases

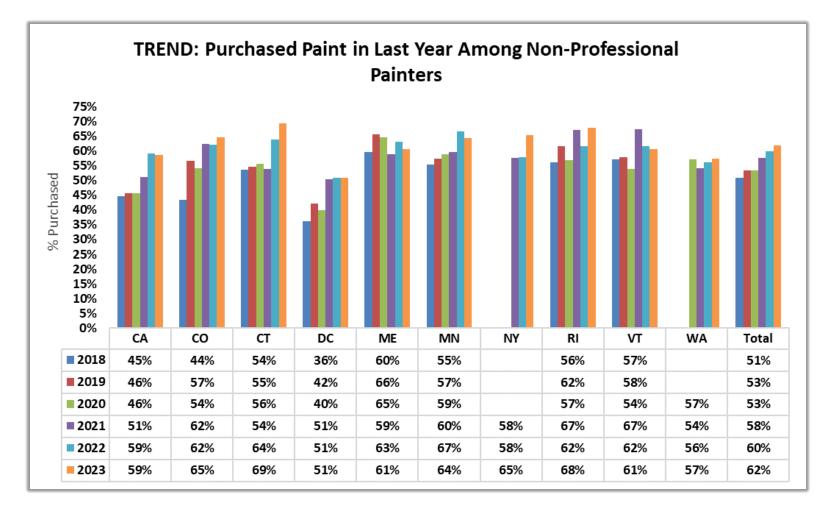
- Almost two thirds of respondents bought paint in the last year, both overall and among the subset of non-professionals (end consumers).
- The gap between all respondents (blue) and non-professional painters (green) can be explained by the fact that 80% of professional painters nationally bought paint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

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



TREND: Recency of Paint Purchases Among End Consumers

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



KB Insights 14

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)								oply)			
	CA	со	СТ	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

KB Insights 15

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

*Suggestion: add top 3 categories to 2024 survey

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

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

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

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	со	СТ	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	со	СТ	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

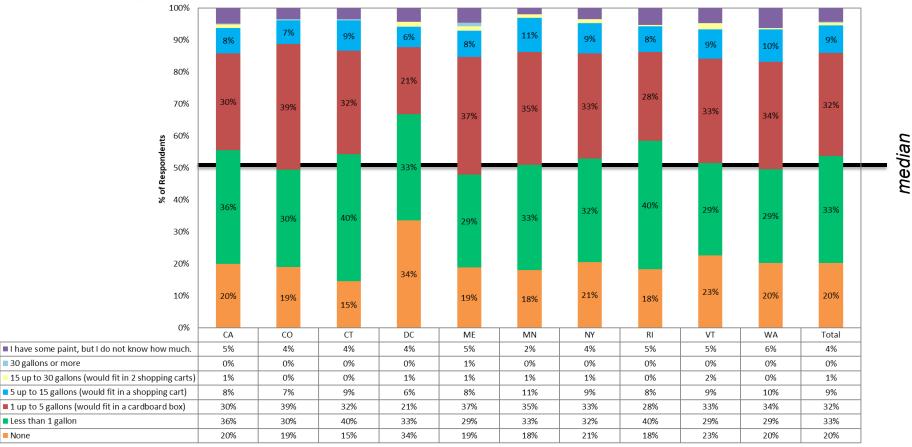
touch uo

^{*}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.

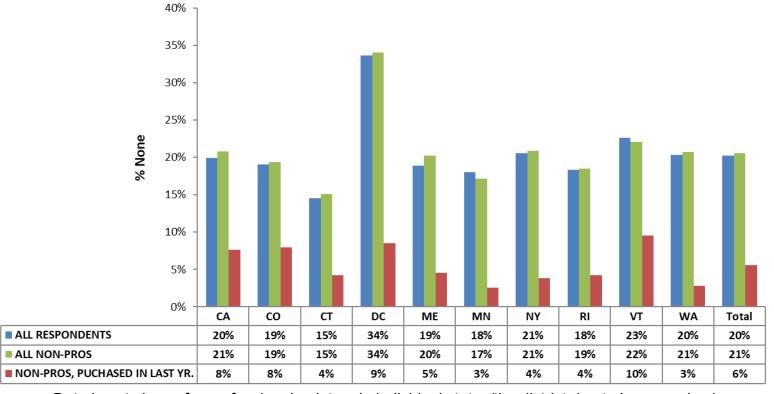
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



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)?

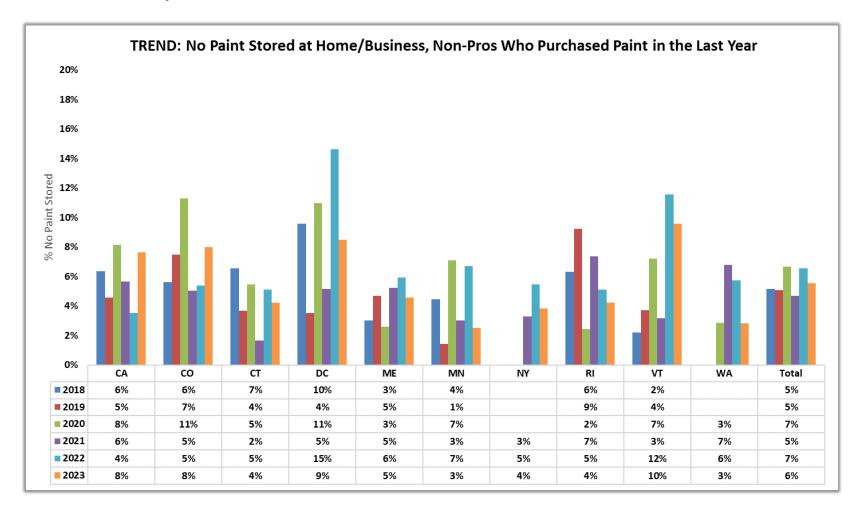


Data is not shown for professional painters in individual states/the district due to low sample sizes.

*See Recency Analysis, Appendix 2

TREND: No Paint Storage, Recent End-Consumer Purchasers

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



Reasons for Paint Storage

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

		What	is the m	nain re	ason y	ou have	the left	tover pa	aint cur	rently	
				iı	ı your	home/b	usiness	?			
Reason	CA	СО	СТ	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

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.

				•			comes to g this su	-	_		
	CA	со	СТ	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	со	СТ	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 <mark>%</mark>
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.

	pa			mber :	store ii	nstead o	u would of a hous nsfer sta	sehold			te
Reason	CA	со	СТ	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.

				-		-	aint to a of a pail				
Reason	CA	со	СТ	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.						
	This is the proper way to dispose of paint, I have always						
I thought that was the best thing to do.	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,											
		, 50		_			likely do			,	
Method	CA	со	СТ	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%
l 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 DI	SPOSAL 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	
	now that I know paint/hardware stores accept leftover paint for disposal, I'll do that.
open for the pain to dry out.	
wait and use it for next project	Google how to discard
Use it and dispose of the empty can	I would probably have to do some research on how to properly dispose of the old
	paint. As some paint contains materials that you can't just go throwing out.
Bring it to a city recycling/disposal event.	depends on how much paint is left.
Check with local waste management	Depends on how much we have leftover on what/ where we'll dispose of it
Community waste day	Put it in compactor room shelf
Either take it to a paint/hardware store (if available), give it away, or take it to a hazardous waste facility.	Put it in the trash compactor room
give it to a hazardous waste facility for disposal.	Ridwell
My town has a hazardous waste recycling program every year for free disposal	Take it to the dump
Take to a recycling	TRSH DISPOSAL ON ERTAIN CLAN UP DAYS IF TOTALLY HARDENED
Take it to the paint recycling place. That's all they do there.	
Take it to the transfer station, as I'm sure theres something they can do with it.	
They have town wide paint days when you can get rid of it for free	
Wait for special trash pick up which is just for those types of things not regular	
trash	
wait for the city to hold a paint drop off day	

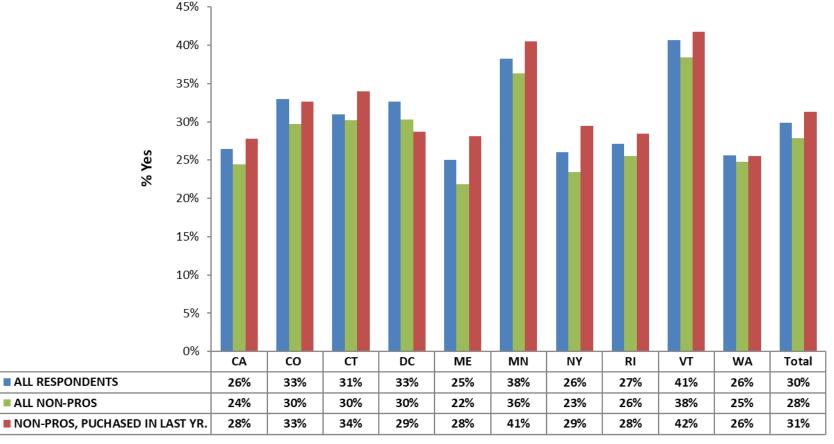


PAINT RECYCLING/DISPOSAL AWARENESS

Awareness of Paint Recycling

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

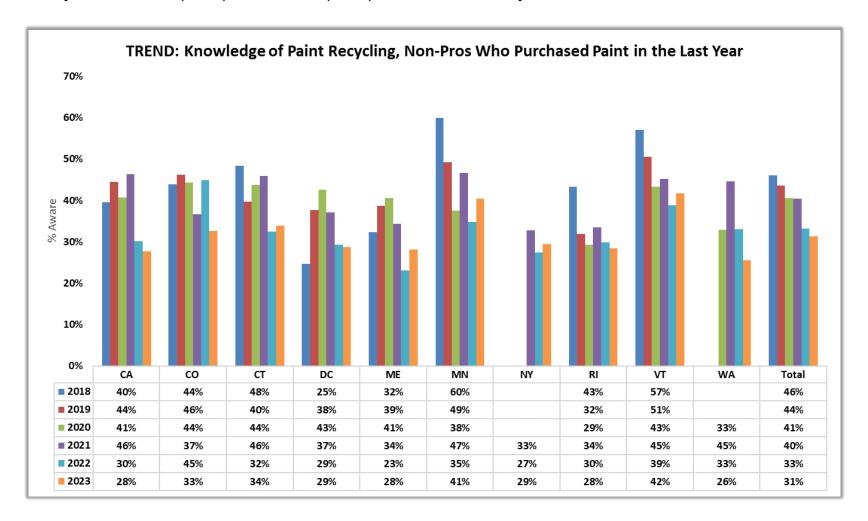
Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?



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

TREND: Paint Recycling Awareness, Recent Consumer Purchasers

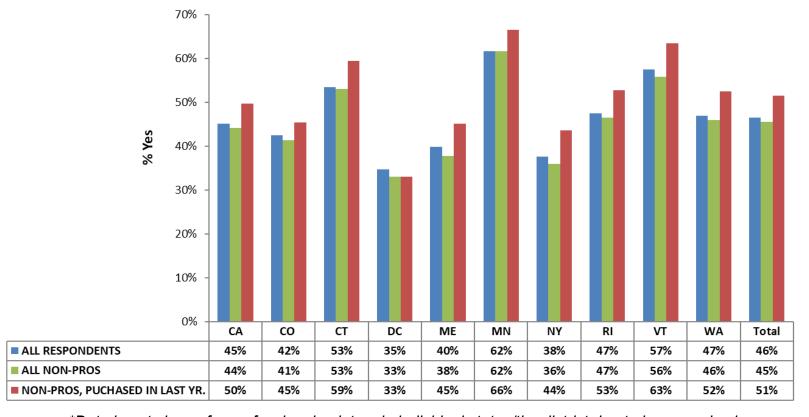
Overall, a similar percentage of recent end-consumer purchasers were aware that paint can be recycled in 2023 (31%) as in 2022 (33%). Results varied by state/district.



Awareness of Paint Disposal Opportunities in State/District

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

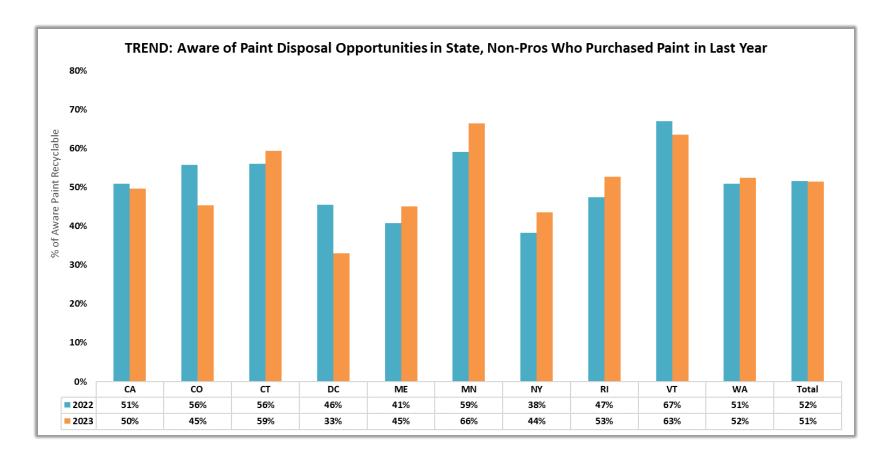
Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?



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

TREND: Disposal Opportunity Awareness, Recent Purchasers

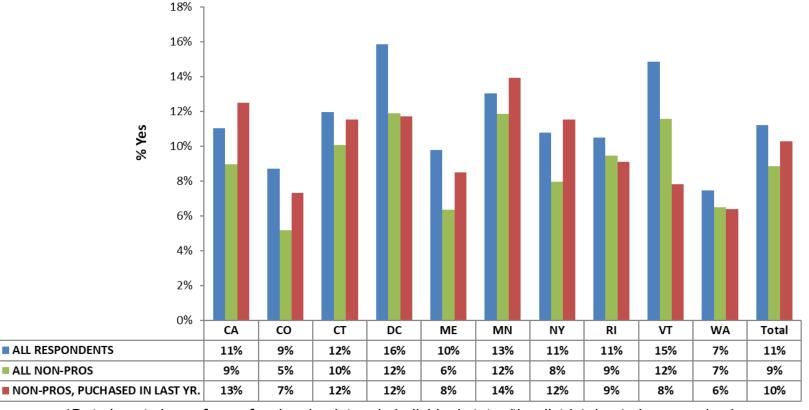
- Overall, awareness of disposal opportunities among recent end-consumer purchasers was about the same as last year. Results varied by state/district.
- Note that only two years of trend data is available as this question was added in 2022.



Awareness of Free Onsite Pickup Services

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

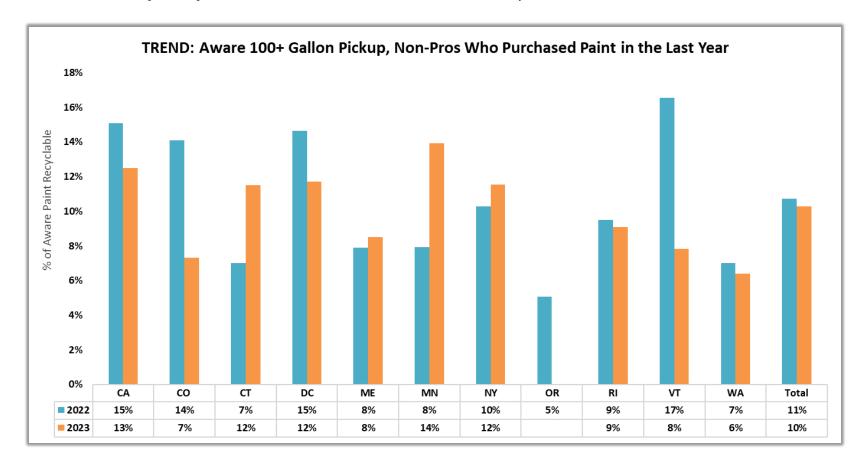
Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?



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

TREND: Awareness of Free Onsite Pickup, Recent Purchasers

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





AWARENESS MATRICES

Recycling/Disposal Awareness Matrix

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

ALL RESPONDENTS		Paint Recycling					
		Yes	No				
Disposal	Yes	24%	22%				
Opportunities	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).

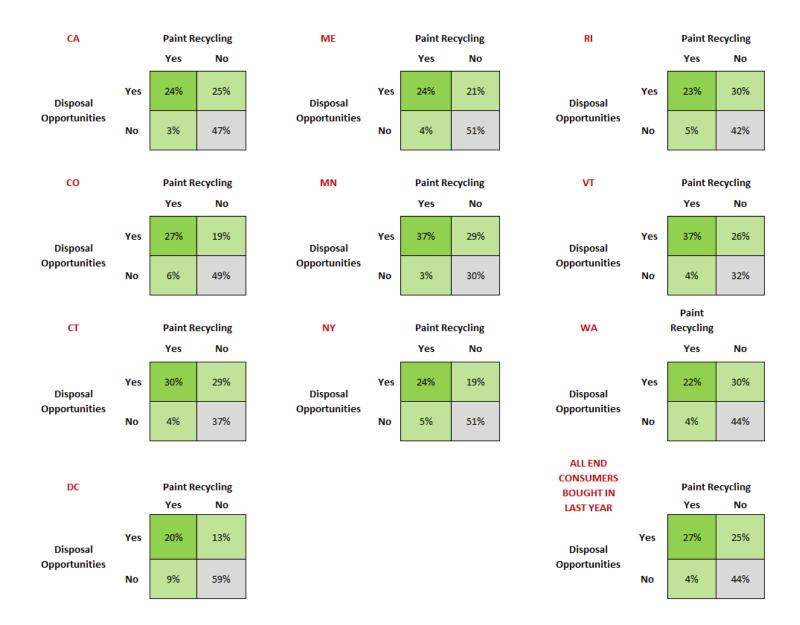
ALL END CONSUMERS	Paint Recycling			ALL PROFESSIONAL PAINTERS	Paint Recycling		
		Yes	No			Yes	No
Disposal Opportunities	Yes	23%	23%	Disposal Opportunities	Yes	49%	14%
	No	5%	50%		No	13%	24%

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.

		CONSUMERS								
ALL END		BOUGHT IN								
CONSUMERS		Paint Re	ecycling	LAST YEAR		Paint Recycling				
		Yes	No			Yes	No			
Disposal Opportunities	Yes	23%	23%	Disposal Opportunities	Yes	27%	25%			
	No	5%	50%		No	4%	44%			

Awareness Matrices – By State/District, Recent Consumer Purchasers



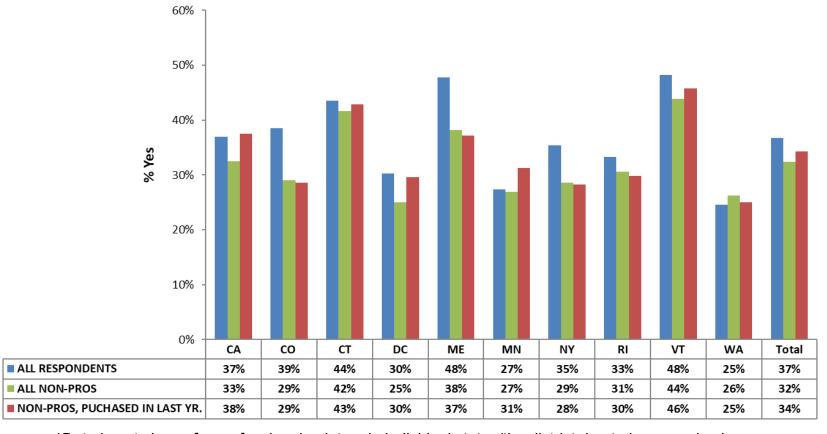


RECYCLING PROCESS AWARENESS AND BEHAVIORS (among those who knew about paint recycling)

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.

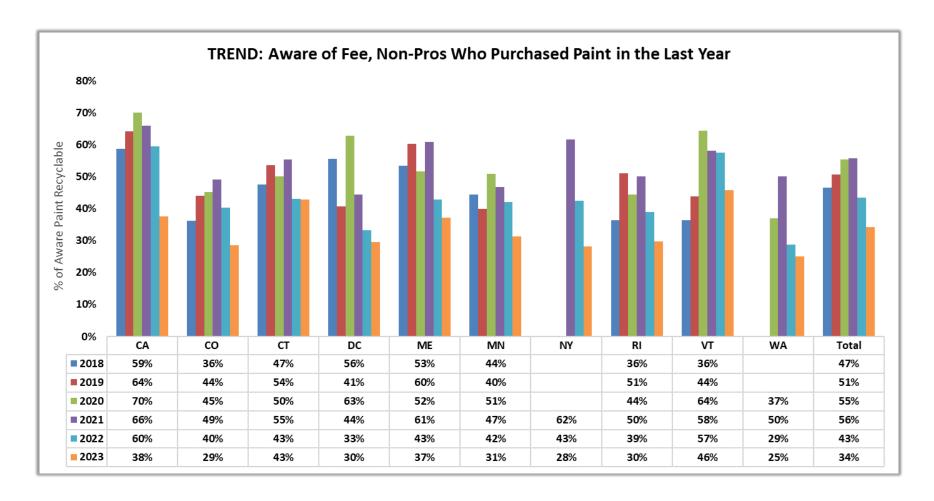
Are you aware that when you buy paint in (state/district), there is a small fee added to the price to pay for a program to recycle any leftover paint you have?



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

TREND: Fee Awareness, Recent End-Consumer Purchasers

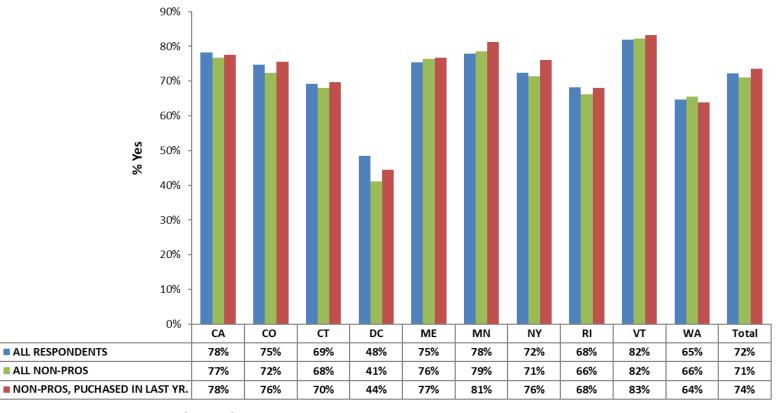
Fee awareness dropped in 2023, overall and across most states/the district.



Knowledge of Places for Recycling

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

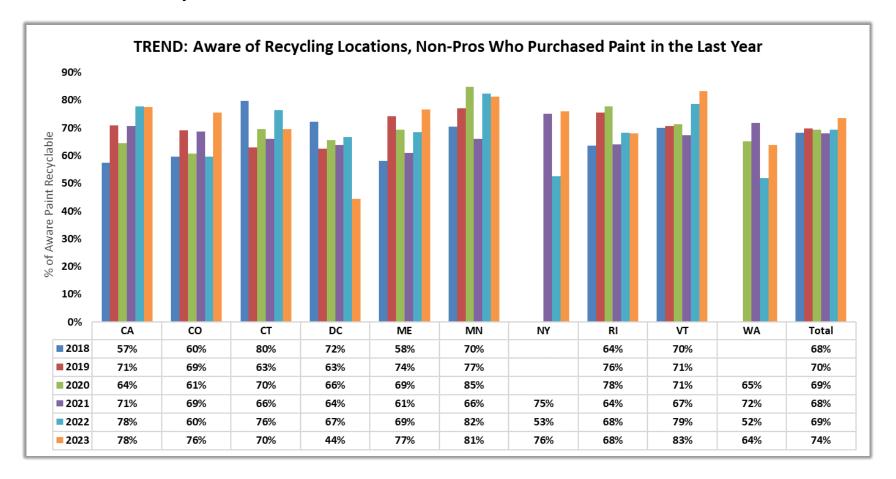
If you wanted to take paint somewhere to be recycled, do you know where to take it?



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

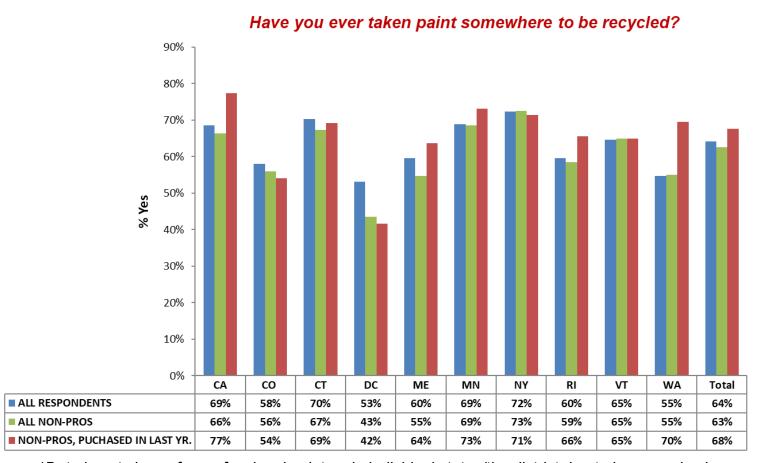
TREND: Knowledge of Where to Recycle, Recent Purchasers

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



Past Recycling Behaviors Among Those That Knew About Recycling

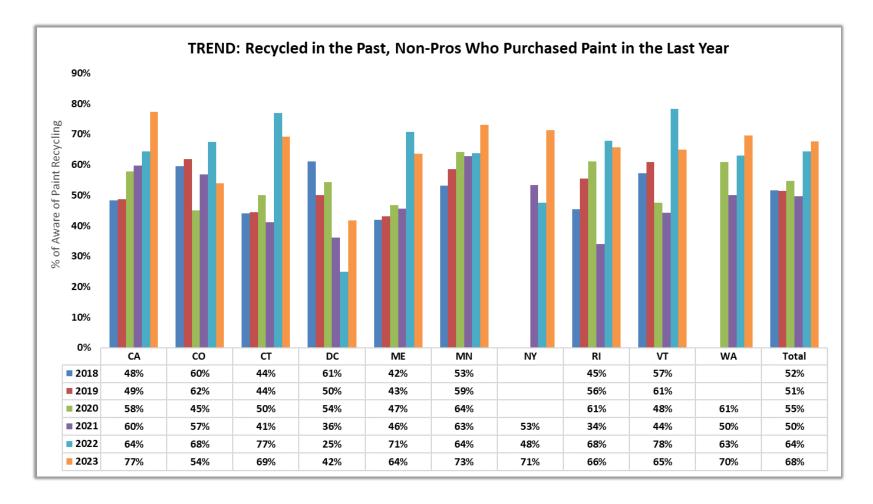
- 64% of those who said they were aware that paint can be recycled said they had done so in the past.
- Non-professionals (63%) are less likely to have recycled in the past than professionals (74%)*.
- End consumers who purchased in the last year are more likely to have done so (68%) than those who have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



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

TREND: Past Recycling, Recent End-Consumer Purchasers

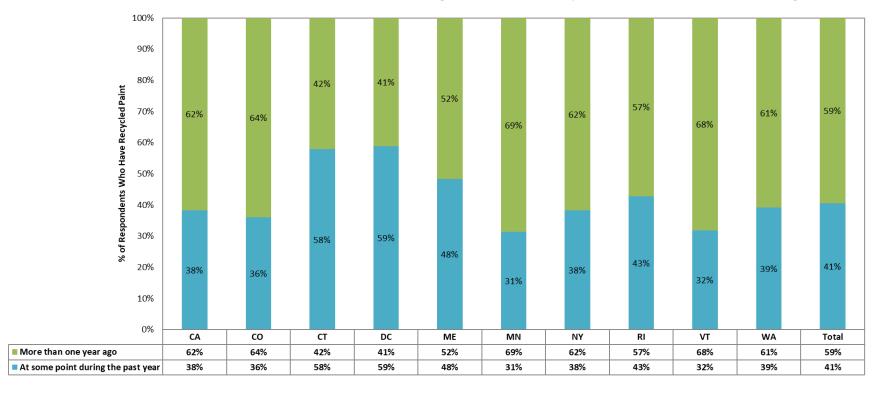
- More end-consumer respondents who purchased in the last year indicated they had recycled in the past (68%) than the same group did last year (64%).
- Results varied by state/district.



Recency of Paint Recycling

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

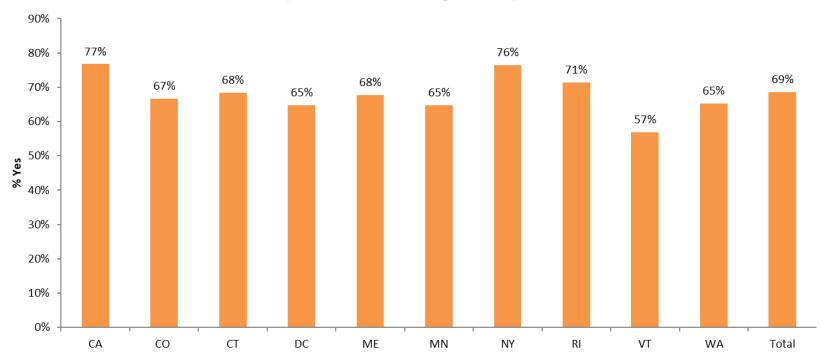
When was the most recent time you have taken paint somewhere to be recycled?



Consistency of Paint Purchasing and Recycling

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

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



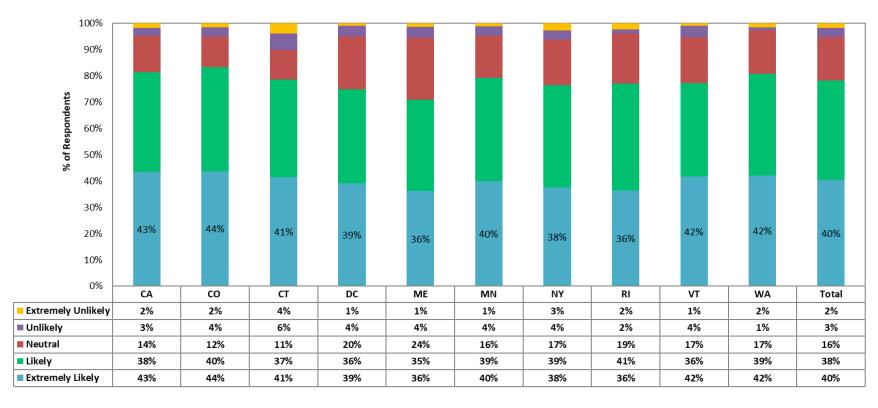


PAINT RECYCLING FUTURE INTENTIONS

Likelihood for Future Paint Recycling

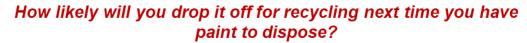
- 78% of all respondents said they were "extremely likely" or "likely" to recycle the next time they had paint to dispose.
- Results varied only slightly by state/district.

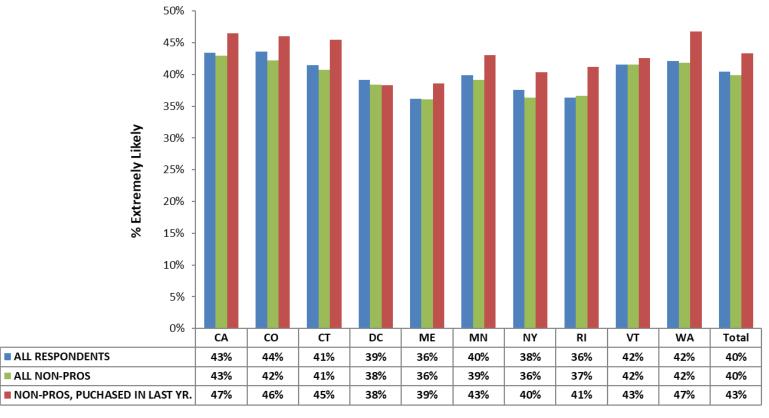
How likely will you recycle next time you have paint to dispose?



Future Paint Recycling Intentions – Extremely Likely

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

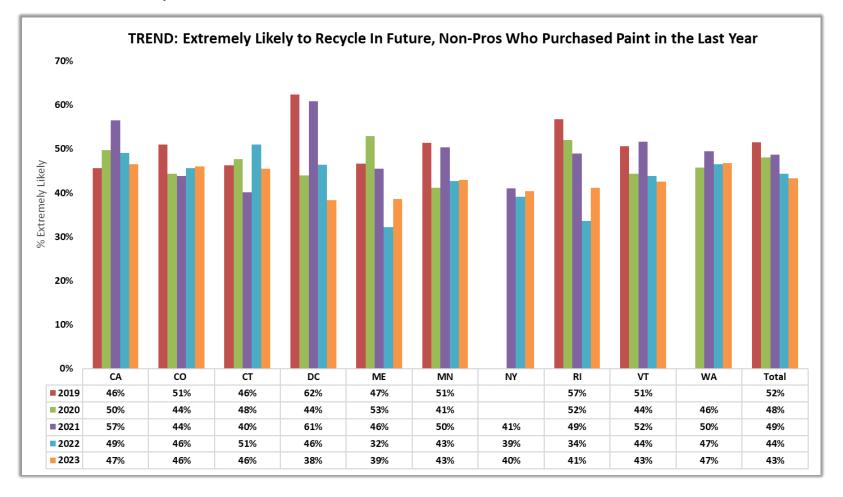




^{*}Data is not shown for professional painters in individual states/the district due to low sample sizes.

TREND: Extremely Likely to Recycle Paint, Recent Purchasers

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



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?

```
Environmental concerns paint future
     know recycle
                                                                                help planet
                          keep landfills care environment dump
                                                               environmentally friendly Save earth
motivation recycling pollute
                          keep environment throw away
                                                          disposed properly
        world something
                        go waste clean leftover paint make help environment save planet way dispose
          time earth dispose know s recycle use waste better need
                                                                                        hurt environment
        future put try better environment Environmental think help someone use money
                                                                              possible also
        future
       reduce waste going
  go landfill someone trash want paint environment reused make sure doesn t
 end landfill s better<sub>landfill</sub> house
                                                                   right thing part Less waste
                                  don t thing recycle paint protect environment best waycommunity
     safe way Save
        drop place harm environment save environment dispose paint recycling leftover chemicals
                   easy personal motivation hazardous waste
                                                             properly avoid hazardous material
        home
                                 environment recycling
```



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

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

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

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

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

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 I 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

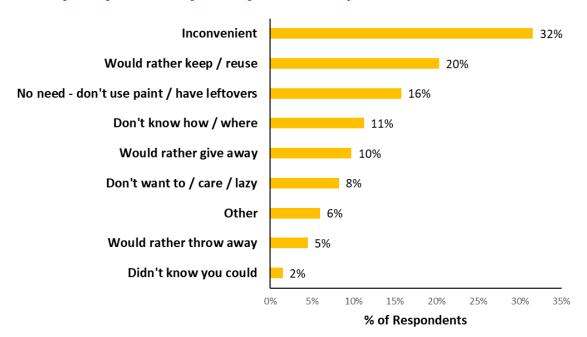
Whenever I have leftover paint and have no use of it I'll happily recycle it.

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.

COMMENT CATEGORIZATION

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



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	Inconvenience					
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					
it's easier to keep at nome	hours of time.					
It's easier to throw it away or keep it in storage until I eventually throw it	It is heavy and I don't know where to take it. No car.					
out	it is neavy and ruon't know where to take it. No car.					
Takes to much time. Recycling stations are often not open at convenient	It's inconvenient					
times. I usually keep leftover paint for touch ups anyway.	it 3 moonvenient					
Because I don't own a car so it's a pain in the ass to walk to a rare out of the	It's inconvenient- the locations are all out of my way and the hours are limited					
way facility	· ·					
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	Not in my area					
building to recycle paint	Not iff fifty area					
I don't have a car and it's easier to leave it in the basement of my building	the city/county site has too long of a line. take way too much time to just drop off					
where people give away free items.	the city/county site has too long of a line. Take way too much time to just drop on					
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	To time concuming					
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						

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							

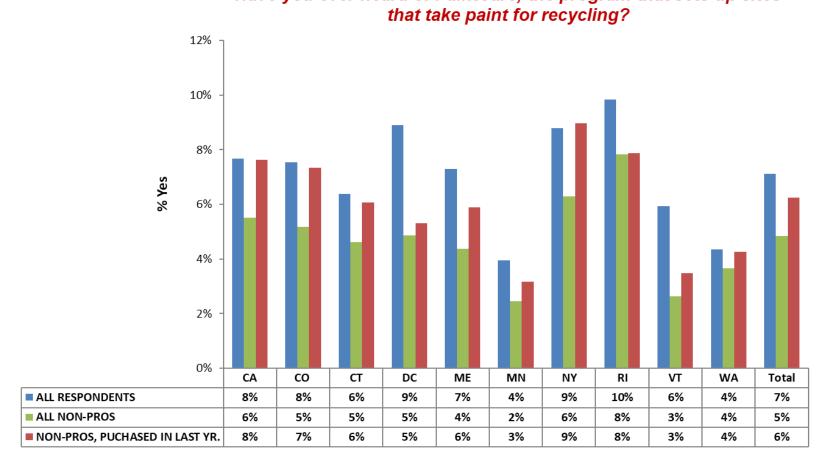
Remaining Comments						
Cause I can just dry it out	I know now.					
EAsier to let it dry out and toss it	Because there will be another way to do it					
	I'll probably just take it to the hazardous material					
Gets dried out	plant					
Because I did not know you can recycle paint.	It always costs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



ADVERTISING AND MARKETING CONSIDERATIONS

PaintCare Awareness

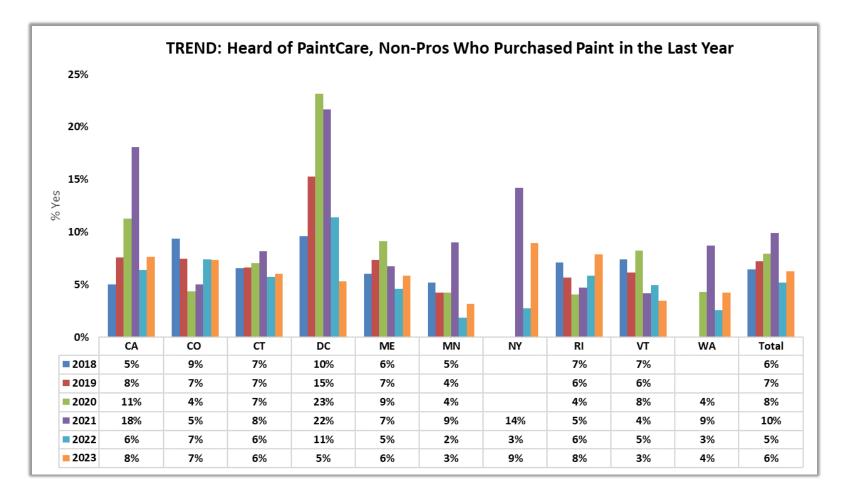
- Overall, 7% of respondents said they had heard of PaintCare before.
- Awareness was lower among end-consumers (5%) than professional painters (46%).*
- It was slightly higher among end consumers who bought paint in the last year (6%) than among all end consumers (5%).
 Have you ever heard of PaintCare,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



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

TREND: PaintCare Awareness, Recent End-Consumer Purchasers

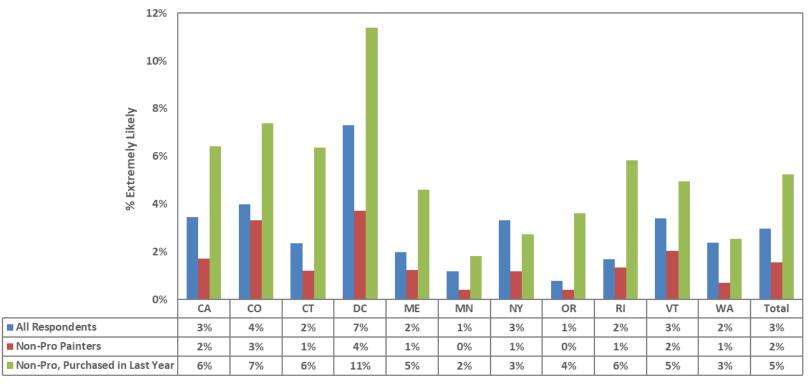
- The percentage of end-consumer respondents who had heard of PaintCare was similar in 2023 (6%) as in 2022 (5%).
- Results varied by state/district.



Ad Recall – Among All Respondents

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

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



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

Ad Recall Types

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

		Wha	nt type(s	s) of ac	l(s) do	you rec	all? Cho	oose all	that ap	ply.	
Type of Ad	CA	со	СТ	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 y	ou reca		_	•	nt recycl ays? Ch	_			n any o	f the
	CA	со	СТ	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

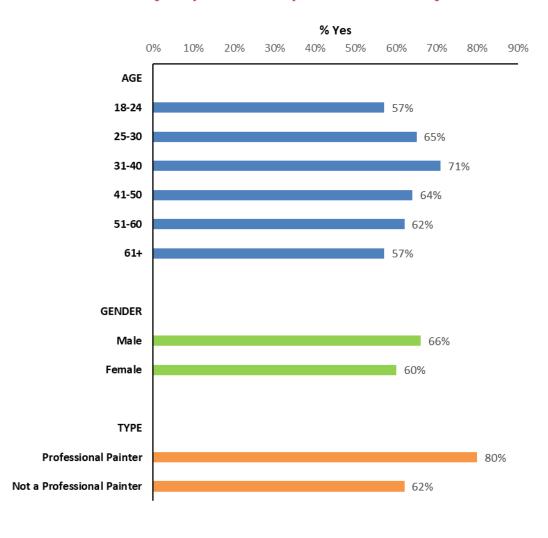
*Oth	ner
AA APP	on the lowes reciept
at home show	youtube advertisement
local paper	



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

Consumer Behavior Cross Tabulations – Paint Purchases

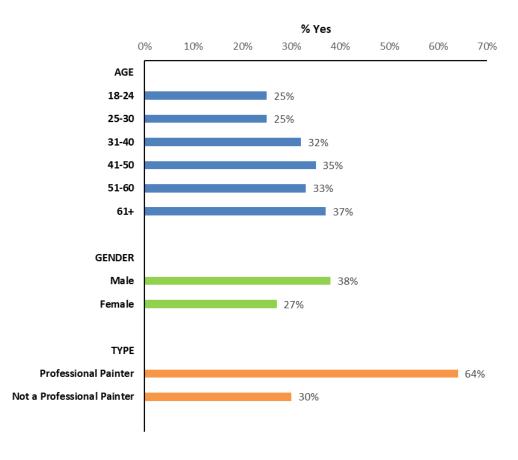
Have you purchased paint in the last year?



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

Cross Tabulation – Recycling Knowledge

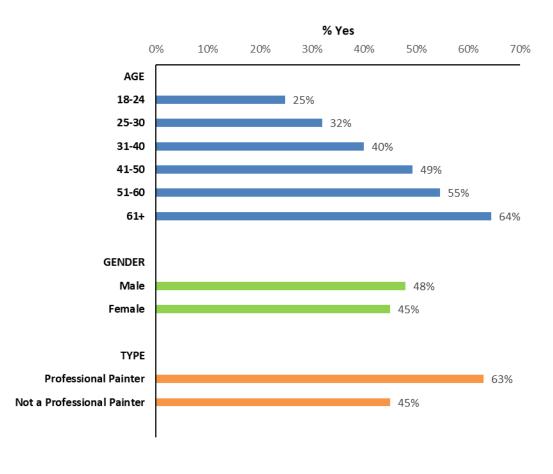
Prior to this survey, did you know that paint can be recycled (disposed in such a way that it may be re-used)?



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

Cross Tabulation – Disposal Opportunities

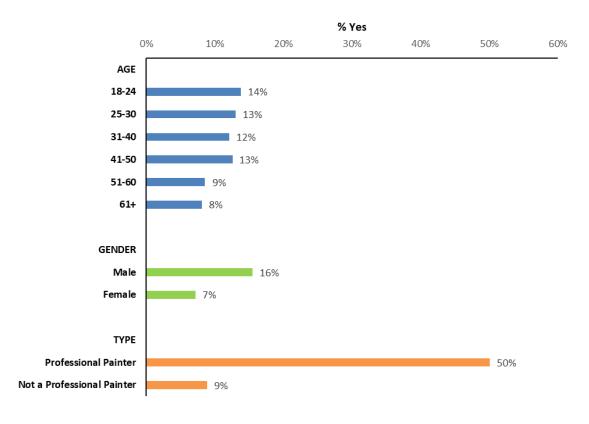
Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?



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

Cross Tabulation – Pick-up Service

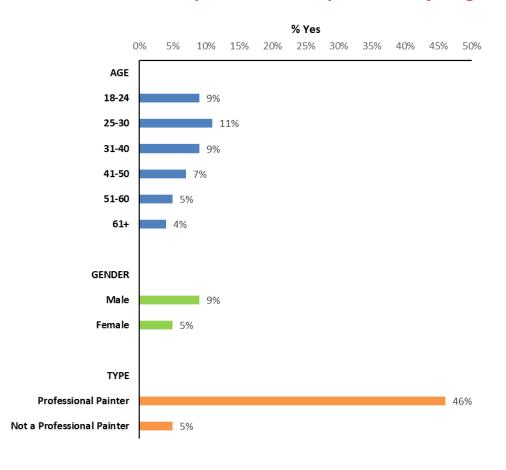
Prior to this survey, were you aware there is a free onsite pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?



- 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 nonprofessionals (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.



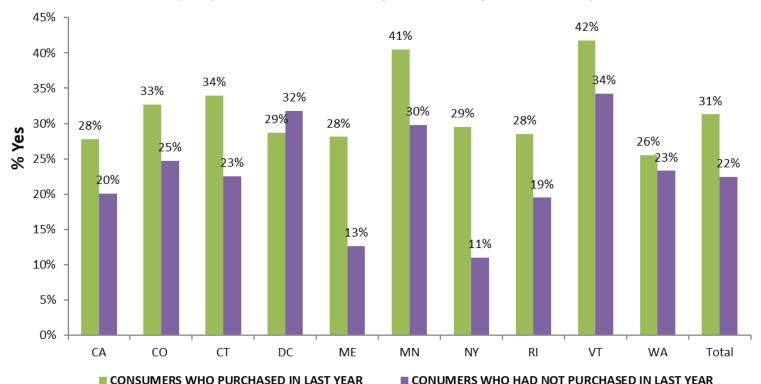
APPENDIX 2: THE IMPACT OF RECENCY ON AWARENESS (Cross-Tabs, End Consumers)

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)?

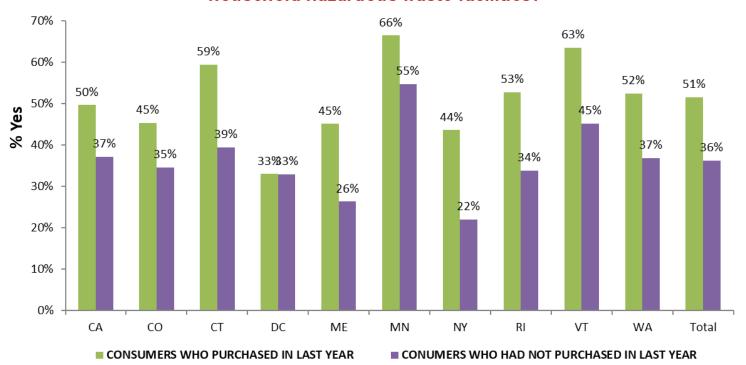


Awareness of Paint Disposal Opportunities in State/District

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?

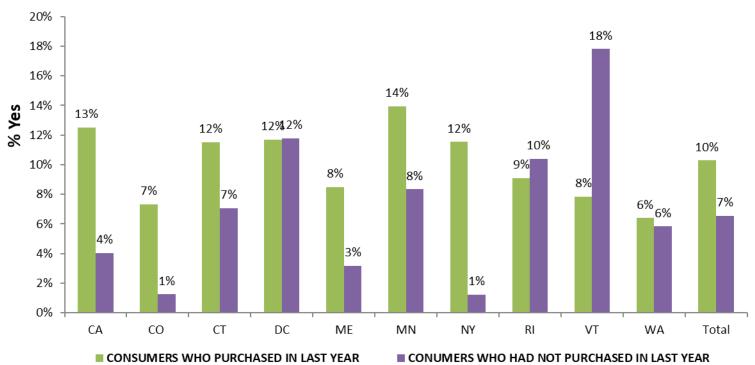


Awareness of Paint Pick-up Opportunities

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?

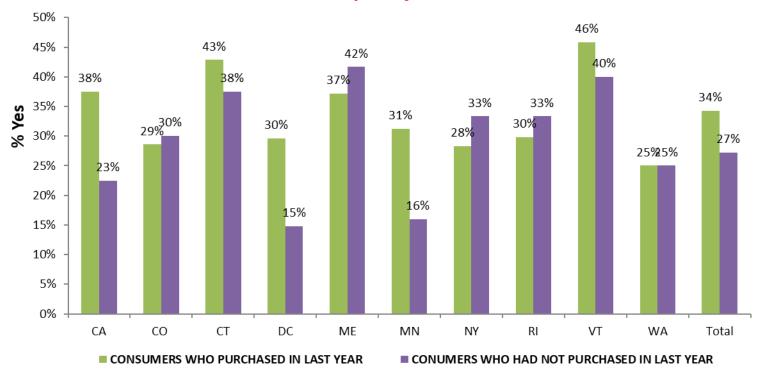


Awareness of Fee Among Those Who Knew About Recycling

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

RECENCY ANALYSIS:

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

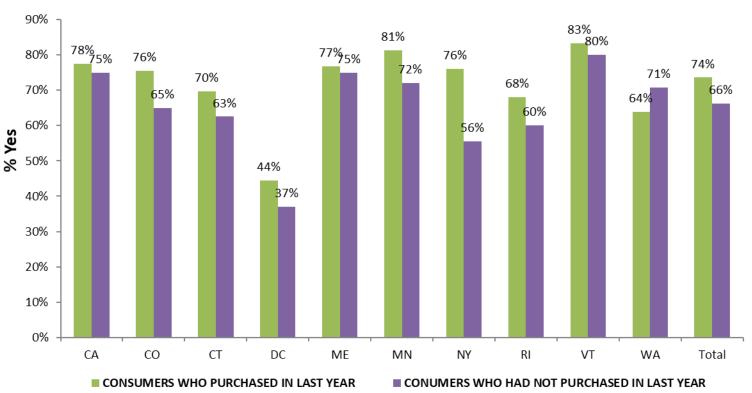


Awareness of Places for Recycling Based on Purchase Timeframe

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

RECENCY ANALYSIS:

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





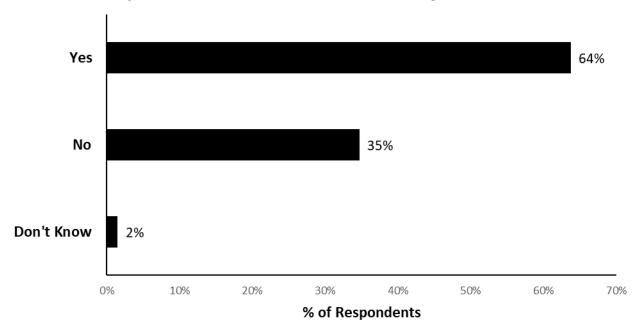
APPENDIX 3: STATE/DISTRICT RESULTS (UNDER SEPARATE FILE)



Recency of Paint Purchases

64% of respondents bought paint in the last year.

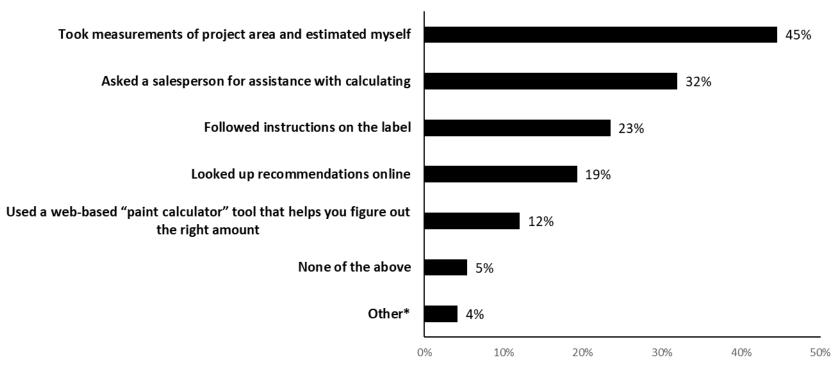
Have you purchased paint in the last year? For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.



Paint Needs Assessment Behaviors

- The top two methods that consumers used to assess their paint needs were to take measurements themselves (45%) and to ask a salesperson for assistance (32%).
- Next most common were to follow the instructions on the paint can label (23%) or to look up recommendations online (19%).
- 12% used a web-based paint calculator to determine the amount of paint to buy.

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

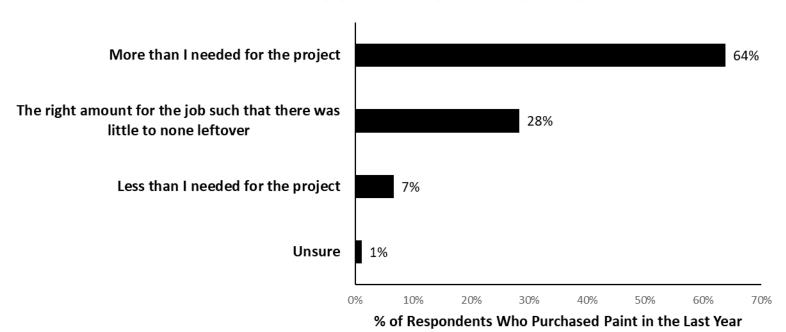


% of Respondents Who Purchased Paint in the Last Year

Paint Quantity Purchased

- Among those who purchased paint in the last year, 28% bought the right amount for the job such that there was none left over.
- Almost two thirds bought more than they needed for the project.
- 7% said they bought less than they needed.

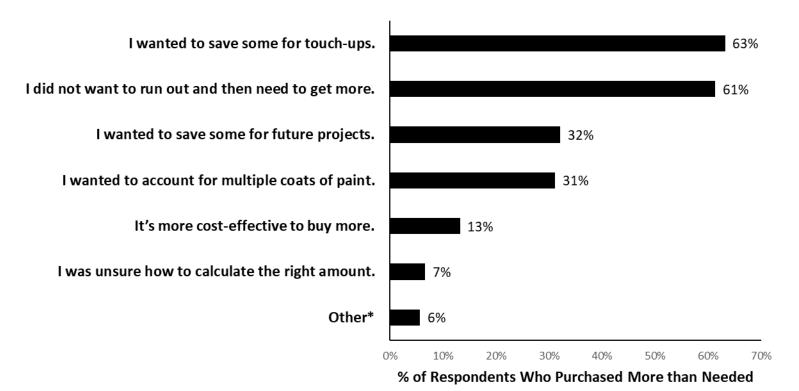
When you initially purchased paint did you buy...?



Reasons for Excess Paint Purchases

- Of those who said they bought more than they needed, 63% said they did so because they wanted to save some for touch-ups.
- About the same percentage didn't want to run out during the project and have to go out and get more (61%).
- 32% said they wanted paint for other projects; 31%, for multiple coats.
- 7% said they were unsure how to calculate the right amount.

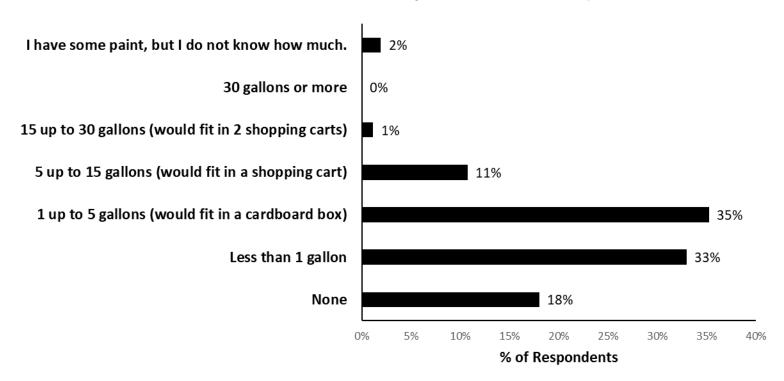
Why did you buy more paint than you needed? (Select all that apply)



Leftover Paint Storage

- 18% 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."

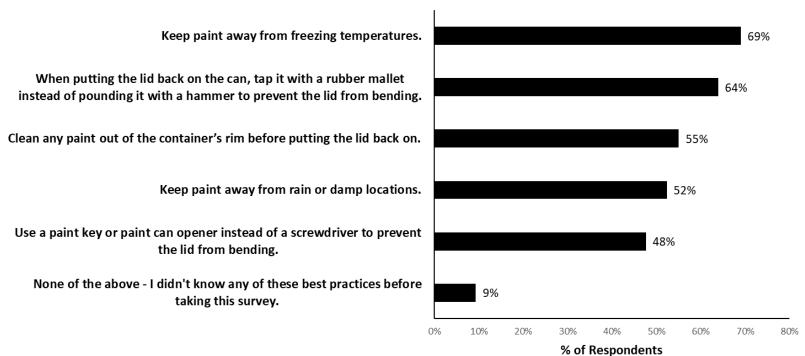
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



Best Practices Knowledge

- More than two thirds (69%) were aware that they should keep paint away from freezing temperatures.
- Slightly less knew that they needed use a rubber mallet to tap the lid back on (64%) or to clean the rim before closing (55%).
- Around half of respondents were aware that they needed to keep paint away from wet/damp conditions (52%) or use a paint key opener (48%).
- 9% 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.

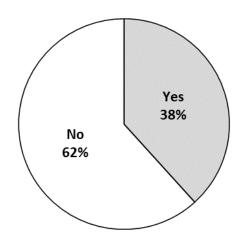


Minnesota

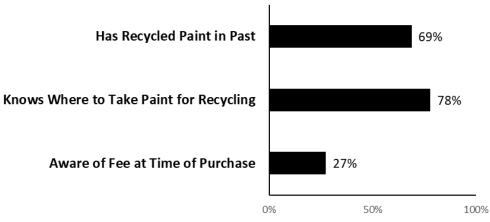
Awareness of Paint Recycling

- 38% of all respondents said they knew that paint can be recycled.
- Among those who were familiar with paint recycling, 69% said they had recycled in the past.
- 78% knew where to take paint for recycling.
- ❖ 27% were aware of the fee for future recycling that is paid at the time of purchase.

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



Knowledge/Experience of Those Aware of Paint Recycling



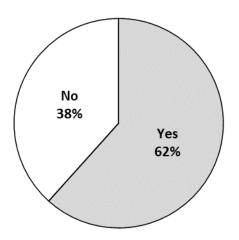
% of those aware of paint recycling

Minnesota

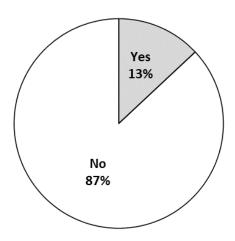
Awareness of Paint Disposal Opportunities and Pick-up Service

- 62% of respondents were aware of paint disposal opportunities in their state.
- 13% 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?



Recycling vs. Disposal Awareness, Recent Consumer Purchasers

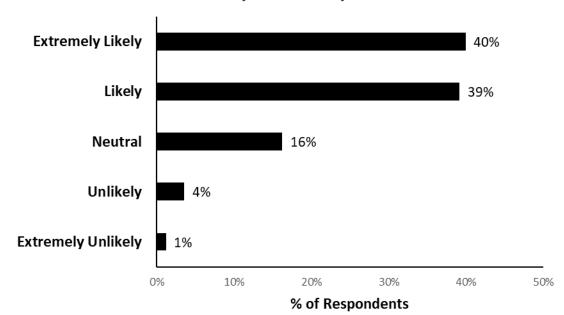
- The hypothesis that those familiar with paint disposal opportunities would be a subset of those familiar with paint recycling was disproved last year.
- In fact, there are many who know about paint recycling who do not know about disposal opportunities in the state, and vice versa.
- The following "matrix" breaks down recent consumer purchasers given both subjects.
- ❖ 37% knew about both topics; 30%, neither topic; the rest, one or the other.

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

Likelihood for Future Paint Recycling

- 40% of all respondents said they were "extremely likely" to recycle the next time they have paint to dispose.
- Another 39% said they were "likely" to recycle.
- Very few said they were "unlikely" or "extremely unlikely" to recycle.

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



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

Better for the environment at No or little extra effort to me

I want to make a healthier and cleaner environment for my children.

it would prevent paint from ruining the environment if it is disposed improperly. I think it would contribute to a greener environment.

Making sure that the paint does not harm the environment. Improperly disposing paint can cause major problems.

To lower the environmental impact of discarding and lower the impact of creating new paint

Doing the right thing would be my personal motivation.

It is socially responsible.

It's the law and right thing to do.

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

I want to declutter my basement utility and also recycle the paint for future use.

I worry about it sitting in the basement

Take it to be recycled as it takes up extra floor space that is needed now that we have downsized in the past few years.

It's safer for the planet, sewers and drains

No one comes in contact with a hazardous material

So no animals or anything get into it

To keep from getting into the ground water

I am a big recycler for everything that qualifies so I would for sure do this as well to keep it out of landfills

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.

Waste removal in a purposeful way

cash would be nice

I've been doing this for 20 years. I feel confident

Some kind of reimbursement would make myself and others surely more likely to recycle

Easy to get rid of and others could use it

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.

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

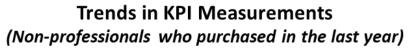
Recycle, reduce, reuse, and close the loop! Do what's best for the environment.

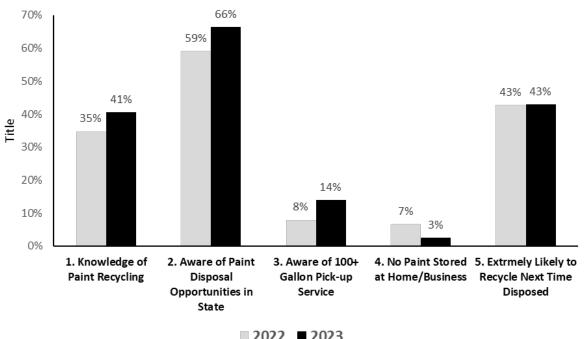
So that other people can use it rather than buying new every time.

Minnesota

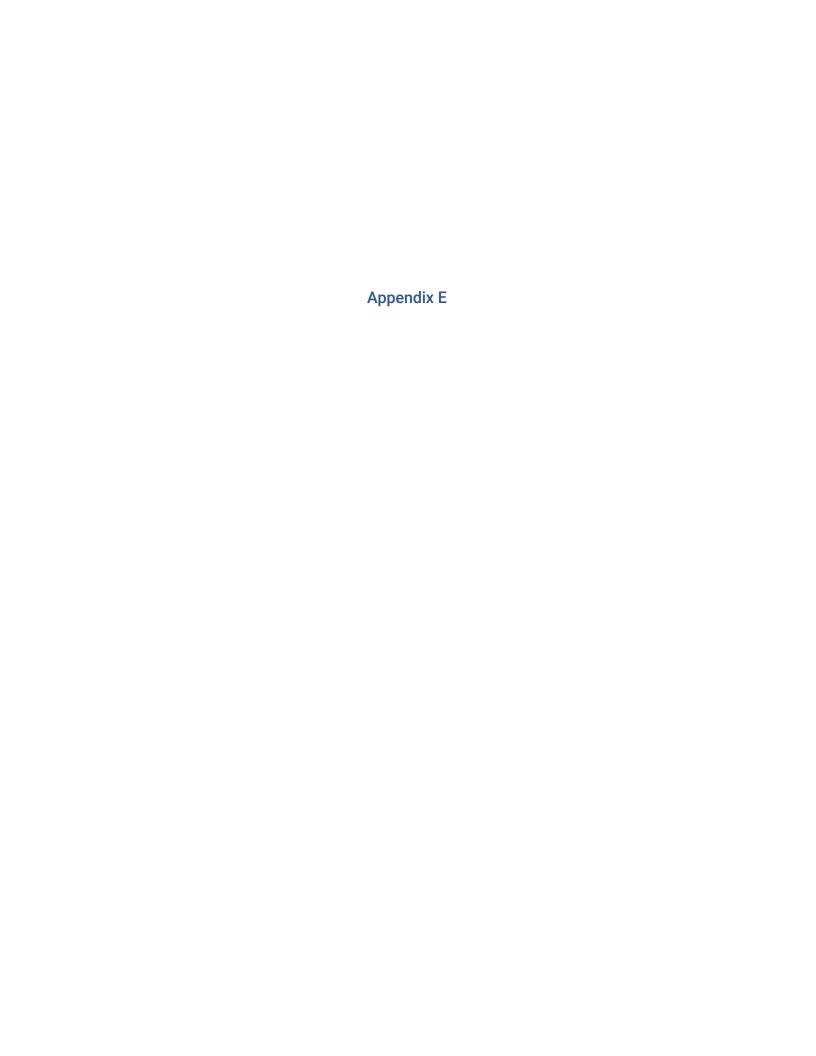
KPI Trends

- 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.
- All awareness measures improved in 2023.
- Slightly more consumers are storing paint at their home/business.
- The likelihood to recycle paint in the future stayed about the same in 2023 as in 2022.





■ 2022 ■ 2023





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

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 pickup 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.