



Minnesota Paint Stewardship Program

FY2019 Annual Report (July 1, 2018 – June 30, 2019)



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Executive Summary

MINNESOTA'S PAINT STEWARDSHIP LAW

PaintCare is the representative stewardship organization of the Minnesota Architectural Paint Stewardship Program codified in Chapter 115A Waste Management, Section 1415, of the Minnesota Statutes. 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 should increase opportunities for consumers to properly manage leftover paint and reduce costs to local governments managing postconsumer paint.

Per Minnesota Statutes, Chapter 115A, Section 1415, Subdivision 12, a stewardship report is required every year. The following provides highlights of this reporting period, fiscal year 2019 (year).

HIGHLIGHTS, SUCCESSES AND LESSONS LEARNED

Sites, Events and Services. The Minnesota PaintCare program had 256 year-round paint drop-off sites during the year. These sites included 199 paint retailers, 52 household hazardous waste (HHW) facilities, three Habitat for Humanity ReStores, one private solid waste facility, and Amazon Environmental (paint recycler). PaintCare covered paint management costs for all the state's HHW programs operated by 22 counties and regional groups – comprising 52 year-round facilities, 16 seasonal facilities, and 252 drop-off events. The program also provided 44 direct large volume pick-ups to 43 business, institutions, and households that had accumulated more than 200 gallons of paint at their location. Three sites are under contract as recurring large volume pick-up (RLVP) sites.

Combined, the 256 year-round locations provided a site within 15 miles of 93.6% of Minnesota residents.

Paint Collection Volume. The program processed 1,006,709 gallons of postconsumer paint. Latex paint made up 82% of the total: 11% was reused, 38% made into recycled-content paint, and 51% blended into landfill cover. Oil-based paint made up 18% of the total: 10% was reused, and 90% used for fuel. In addition, 452 tons of metal and plastic paint containers were recycled.

Revenue and Expenses. The current fee structure on new paint sales is: 49 cents on pint and quart containers; 99 cents on 1-gallon and 2-gallon containers; and \$1.99 on 5-gallon containers. Approximately 8.3 million gallons of architectural paints were sold in Minnesota and the program collected \$6,413,373 in revenue from these sales. Although sales volume reported to PaintCare by manufacturers were lower than the previous year, revenue was higher due to the fee increase that originally took effect in September 2017.

Expenses, including paint transportation and processing, outreach, staffing, and administrative costs were \$5,475,014; slightly higher than the previous year. The program ended the year with net assets of \$218,961, marking the first time it has not ended a fiscal year in deficit. Total program cost per gallon of processed paint was \$5.44. More detailed information on revenue and expenses can be found in section 3.

Paint Recovery Rate. The recovery rate – the volume of postconsumer paint processed divided by the volume of new paint sales in the same period – was 12.1%, a 5.2% (or 0.6 percentage points) increase from the previous year.

Outreach and Operations. PaintCare’s outreach efforts included a variety of in-store print materials, signage, digital media, newspaper advertising, and tabling events. Outreach activities remain modest to ensure continued financial improvement.

Operational activities included site visits to existing retailers, staff training for new sites, administrative support for retailers and HHW programs, logistics coordination with contracted haulers, site collection data and cost analysis, answering public inquiries, stakeholder meetings with local government officials, and maintenance of the PaintCare fee remitting system.

Finally, PaintCare, in partnership with Twin Cities metro area counties, funded a study of paint received by HHW programs to better understand the operational implications of incoming paint quality. The study was conducted by the Product Stewardship Institute and managed by Dakota County.

PROGRAM PLAN AND ANNUAL REPORT

The Minnesota Paint Stewardship Law required the approval of a program plan prior to the program’s launch. The Minnesota Pollution Control Agency (MPCA) provided approval of PaintCare’s program plan in July 2014 and the program began November 1, 2014.

The Minnesota paint stewardship law also requires the submission of an annual report by October 1 each year, covering the period of July 1 – June 30. At a minimum, annual reports must include:

- 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.
- 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.
- 5) An independent financial audit.

PaintCare’s Minnesota program plan and annual reports are available on PaintCare’s website. The first report period covered eight months from November 1, 2014 to June 30, 2015. All subsequent reports cover the 12-month period July 1 to June 30.

Section 1. Paint Collection, Transportation and Processing

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

Subd. 12. Stewardship reports. Beginning October 1, 2015, producers of architectural paint sold in the state must individually or through a stewardship organization submit an annual report to the agency describing the product stewardship program. At a minimum, the report must contain:

(1) A description of the methods used to collect, transport, and process architectural paint in all regions of the state.

A. COLLECTION SITES, EVENTS AND SERVICES

The Minnesota paint stewardship law requires a program that increases opportunities for consumers to properly manage leftover paint and reduces costs to local governments. Minnesota has a robust, statewide HHW collection system in which all 87 counties have some form of HHW collection through year-round and seasonal facilities, temporary events, and partnerships with other counties. This system is coordinated by 22 authorized counties and regional groups, which are reimbursed by PaintCare for paint management activities.

To increase recycling opportunities for Minnesota households, businesses, and others with leftover paint, PaintCare invites all suitable locations to participate as drop-off sites provided they meet PaintCare's operational requirements, including adequate storage space for paint collection bins and willingness to accept all program products (latex and oil-based paints). PaintCare partners directly with paint retailers, hardware stores, lumber centers, material reuse stores and other site types to serve as paint drop-off sites.

At the end of the year, the program had 256 year-round drop-off sites located throughout the state. These sites include 199 paint retailers, 52 HHW facilities, three Habitat for Humanity ReStores, one private solid waste facility, and Amazon Environmental (paint recycler). Six retail drop-off sites left the program during the year. These sites are listed as "paint retailer (partial year)" in the table below.

PaintCare also reimbursed paint collection and reuse activities at 16 seasonal HHW facilities and 252 HHW drop-off events. Finally, the program provided 44 direct large volume pick-ups (LVP) from businesses and other sites that had accumulated more than 200 gallons of paint and contracted with three sites that generate large volumes of paint on a recurring basis (RLVP).

All PaintCare sites accept both latex and oil-based paint. Households and qualifying businesses are eligible to use the PaintCare program through retail, reuse and recycler drop-off sites or the pickup service. However, accepting leftover paint from businesses is optional for HHW programs and solid waste facilities.

Paint drop-off sites, events and services during the year are summarized in the following tables and shown on the maps in subsection B.

SUMMARY OF PAINTCARE DROP-OFF SITES AND SERVICES

YEAR-ROUND DROP-OFF SITES	YEAR 1 FY2015	YEAR 2 FY2016	YEAR 3 FY2017	YEAR 4 FY2018	YEAR 5 FY2019
Paint Retailers	176	193	189	193	199
HHW Facilities	40	50	51	52	52
Reuse Stores	1	2	3	3	3
Paint Recycler	1	1	1	1	1
Environmental Service Company	0	0	1	0	0
Solid Waste Facility	0	0	0	0	1
Total	218	246	245	249	256

SUPPLEMENTAL SITES AND SERVICES

HHW Events	145	243	273	246	252
Seasonal HHW Facilities	22	14	14	16	16
Direct Large Volume Pick-Ups	47	63	48	48	44
Recurring Large Volume Pick-Up Sites	0	0	0	3	3
Paint Retailers (partial year)	0	2	9	7	6

The following subsections discuss the various paint drop-off sites and services provided or supported by PaintCare in Minnesota. Section 2 of this report provides details on the volumes collected.

A1. Paint Retailers

PaintCare added 12 new retail drop-off sites and lost six (three stores closed, two left the program, and one moved). PaintCare ended the year with 199 retail drop-off sites. Retailers provide ideal sites because they are spread throughout the state, centrally located in cities or towns, frequently open five or more days per week, and have staff familiar with paint products and their safe handling. In addition, their customers are likely to have some leftover paint, and will approach store staff for advice on disposal.

As of June 2019, PaintCare had identified 953 paint retailers, and 714 are considered potential drop-off sites. PaintCare was informed by the corporate headquarters of big box retail stores that they are not interested in serving as drop-off sites, so they are not included in the count of potential drop-off sites.

Of the 714 potential paint retailers, 27.9% (199) were participating as drop-off sites at the end of the year. Paint retailers participate in the program to increase foot traffic through their stores and to provide a service

for their customers. The names and addresses of the paint retailers that participated during the year are included in the appendix.



PaintCare supplied a secured outdoor storage bin and "No dumping" sign at this retail location.

A2. Household Hazardous Waste Programs

In early July 2015, with retroactive implementation back to the initial program launch date, a three-part agreement between PaintCare, MPCA, and HHW programs was reached that allows counties to conduct paint management activities and report and submit reimbursement requests for those activities to MPCA.

Per the agreements, HHW programs submit reports to MPCA and PaintCare to record their activities and expenses. They submit reports either monthly (Twin Cities Metro Area) or quarterly (Greater Minnesota). Every six months, HHW programs submit a reimbursement request to MPCA, which in turn consolidates them into a semi-annual invoice for PaintCare. Following payment from PaintCare, MPCA disburses funds back to the HHW programs.

All 68 of the state's year-round and seasonal HHW facilities took part in the PaintCare program during the year. The names and locations of the 68 locations are included in the appendix.

In addition to permanent facilities, HHW programs also hosted 252 events at 184 locations throughout the state. Many of these were one day events, although a smaller number took place over multiple days. HHW event locations are included in the appendix.

The HHW programs managed a large portion, 75%, of the overall paint collected. PaintCare reimbursed counties \$2,889,194 for their paint management activities – providing substantial cost savings to local governments.

Among their paint management activities, Minnesota HHW programs managed approximately 10.7% of all paint collected through their reuse programs.



Reuse Room, Western Lake Superior Sanitary District Household Hazardous Waste Facility

A3. Paint Recycler

Amazon Environmental, located in Fridley, is a latex paint recycler and serves as a drop-off site for the PaintCare program. Amazon is able to accept drop-offs of large quantities of leftover paint from anyone in Minnesota.

A4. Solid Waste Facilities

PaintCare signed up one private transfer station, North Shore Waste in Grand Marais – the first private solid waste management facility in the Minnesota program. Now in addition to managing paint recovered in their operations, they are available to the public for paint drop-off.

A5. Reuse Stores

There are 14 Habitat for Humanity ReStores in Minnesota. Several sell unused paint donated by manufacturers and major retailers, recycled-content paint, and in some cases brand new paint. Three ReStores are currently participating as PaintCare drop-off sites. These participants do not sell paint dropped off for recycling at their sites, instead placing all material received from the public into PaintCare bins for recycling. All three sites sell recycled-content paint produced in Minnesota (from Amazon) as a result of the PaintCare program.

A6. Large Volume Pick-Up Service

PaintCare's LVP service provides a convenient option for painting contractors and others who have accumulated large volumes of paint. The minimum amount to receive a pick-up is 200 gallons.

LVP Sites. Sites that receive a single or infrequent pick-up (usually less than three per year) do not have a contract with PaintCare and do not keep PaintCare collection bins on site. Instead, PaintCare's haulers bring bins to the site on a scheduled pick-up date, the hauler and site staff fill the bins together, and the hauler takes the bins away the same day. Sites are required to complete a pickup request form in advance, including an inventory of paint, and must have a state issued hazardous waste generator identification if oil-based paint is part of their accumulation.

PaintCare arranged 44 LVPs (from 43 locations). The primary users of the service were painting contractors and property management companies. However, a range of organizations utilized the service including retailers, educational institutions, a sports venue, and a religious organization. Typically, LVP customers have accumulated paint over many years due to the institutional, logistical, and financial barriers to disposal or internal reuse of leftover paint. PaintCare has removed these barriers by providing a free and convenient pickup service. Direct feedback from these users indicates high satisfaction with the service.

RLVP Sites. Some sites receive pick-ups 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 how to segregate products and store them until picked up by a hauler. PaintCare has three sites under contract as RLVPs.



LVP in North St Paul, October 2018

B. CONVENIENCE CRITERIA

PaintCare used Geographic Information System (GIS) modeling to determine the appropriate minimum number and distribution of drop-off sites based on the following baseline criteria:

Distribution: At least 90% of Minnesota residents shall have a permanent site within a 15-mile radius.

Density: One additional permanent site will be added for every 30,000 residents of a population center.

Application of these criteria showed a need for approximately 236 optimally located, year-round drop-off sites, which PaintCare considers its baseline service level goal.

Minnesota's robust HHW network offers year-round and seasonal collection facilities as well as discrete HHW events throughout the state. Many HHW programs, however, do not service businesses. In addition to partnering with the HHW sites, PaintCare has added 204 year-round drop-off sites, making it significantly more convenient to recycle paint in the state, particularly for businesses. Combined, these 256 year-round drop-off sites (including HHW facilities) provided 93.6% of Minnesota residents with access to a drop-off site

within 15 miles. When supplemental sites (i.e., HHW events, seasonal HHW facilities, and partial year retailers) are included, coverage increases to 98.2%.

In addition, all areas of the state with 30,000 residents or more exceeded the number of sites required to provide sufficient service, satisfying the density criterion. The following table shows the populations of these areas as provided by the Census Bureau, the number of sites each area needs to meet the density requirement, and the number of sites each had at the end of the year. (Note: The names in the left column are the names given to Urbanized Areas and Urban Clusters by the Census Bureau.)

URBANIZED AREAS & URBAN CLUSTERS	POPULATION	NUMBER OF SITES NEEDED	FY2019 YEAR-ROUND SITES
Minneapolis - St. Paul	2,691,571	89	98
St. Cloud	114,486	3	6
Rochester	113,344	3	8
Duluth	98,245	3	4
Mankato	59,152	1	2
Fargo	43,262	1	2
Winona	33,166	1	2

GIS Methodology. In 2016, PaintCare made an adjustment to how population center is defined for the density criterion, based on findings related to the initial program planning model. Population center, which is meant to represent densely populated areas, is measured using the U.S. Census Bureau's Urbanized Area and Urban Clusters designations. At the time of program planning, PaintCare was not aware of any authoritative sources to identify densely populated areas and instead relied on its GIS firm to make this determination.

PaintCare has found that an authoritative defined source, such as that developed and published by the U.S. Census Bureau, is an important improvement to the convenience analysis methodology due to its consistency and replicability and has incorporated this change across all of its programs.

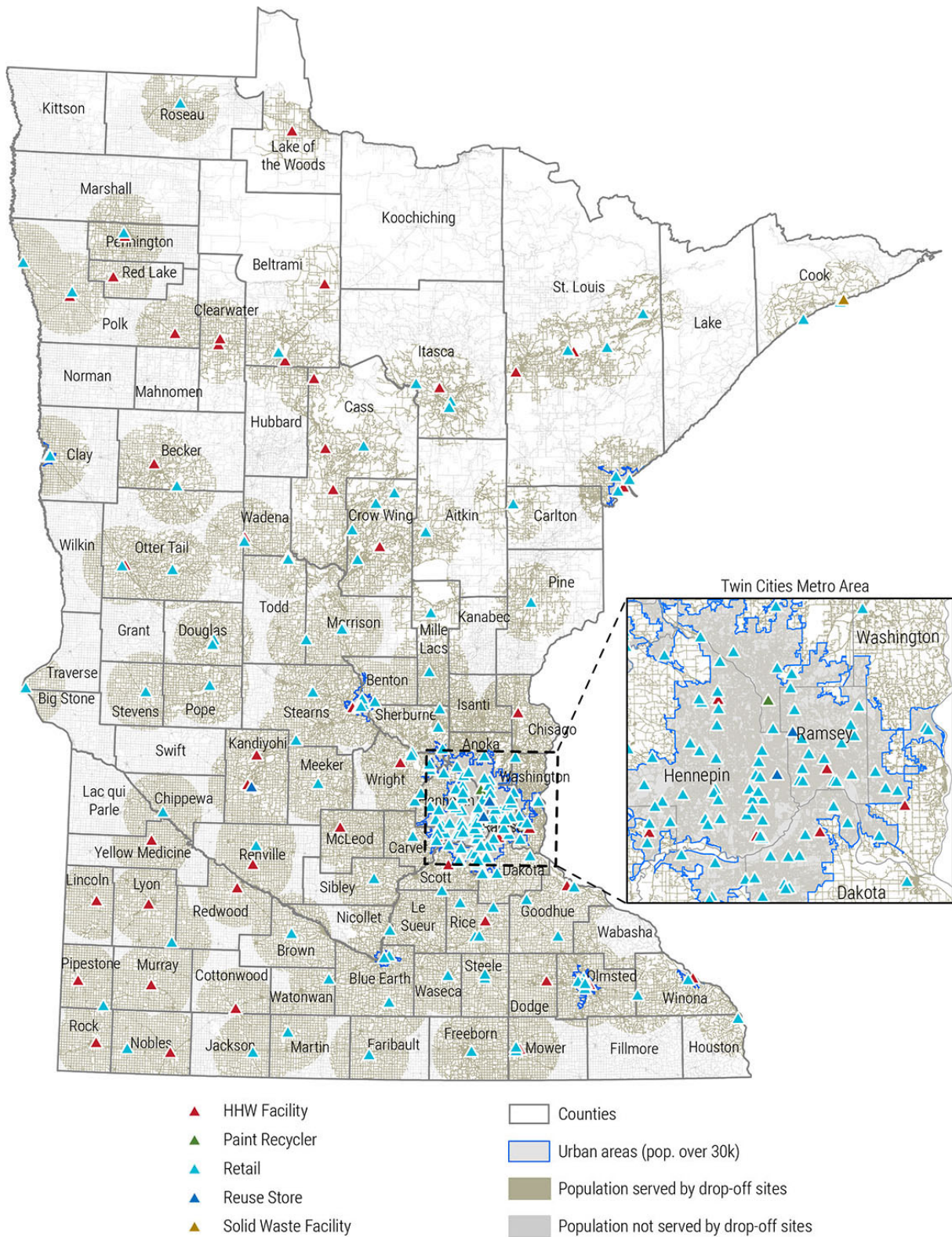
Urbanized Areas and Urban Clusters are provided by the Census Bureau to delineate areas of concentrated population to distinguish between urban and rural areas. An Urbanized Area has a minimum of 50,000 residents. An Urban Cluster is a similar geographic representation of densely populated areas with population between 2,500 and 50,000 (PaintCare used Urban Clusters of 30,000 to 50,000 in the analysis).

Names given to Urbanized Areas and Urban Clusters within the report are provided by the Census Bureau. The borders of these areas may not match exactly with the municipal jurisdiction of the same name – the areas may be broader and/or exclude parts of the jurisdiction. In addition, where an area/cluster crosses into another state, only the portions within a PaintCare state are included in this analysis.

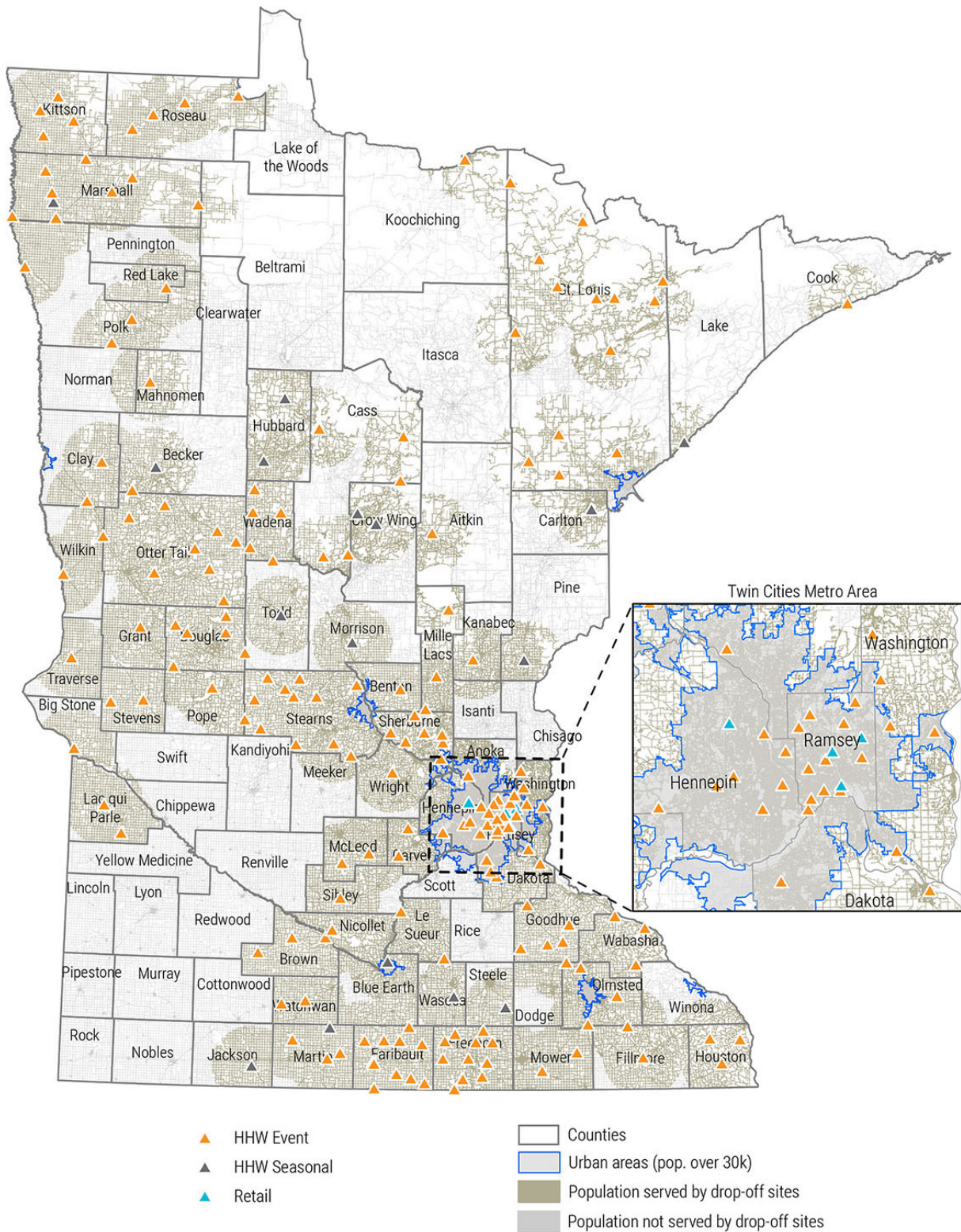
For HHW sites and events in Minnesota, PaintCare continually updates defined service areas for each location (typically confined to a county or multi-county region). Only those residents within a 15-mile radius (the “distribution” criterion) of each location, and that are also within a given location’s known service area, are counted. Service area updates may produce slight changes in the distribution criterion results from year-to-year. GIS analysis is conducted by PaintCare using a methodology developed by Dewberry, an engineering firm with expertise in geographic analysis and mapping.

Maps. The following maps show the locations of (1) year-round sites; (2) supplemental sites; (3) year-round and supplemental sites; and (4) LVP and RLVP sites. LVP and RLVP sites were not included when analyzing the distribution or density criteria and are merely shown for illustrative purposes.

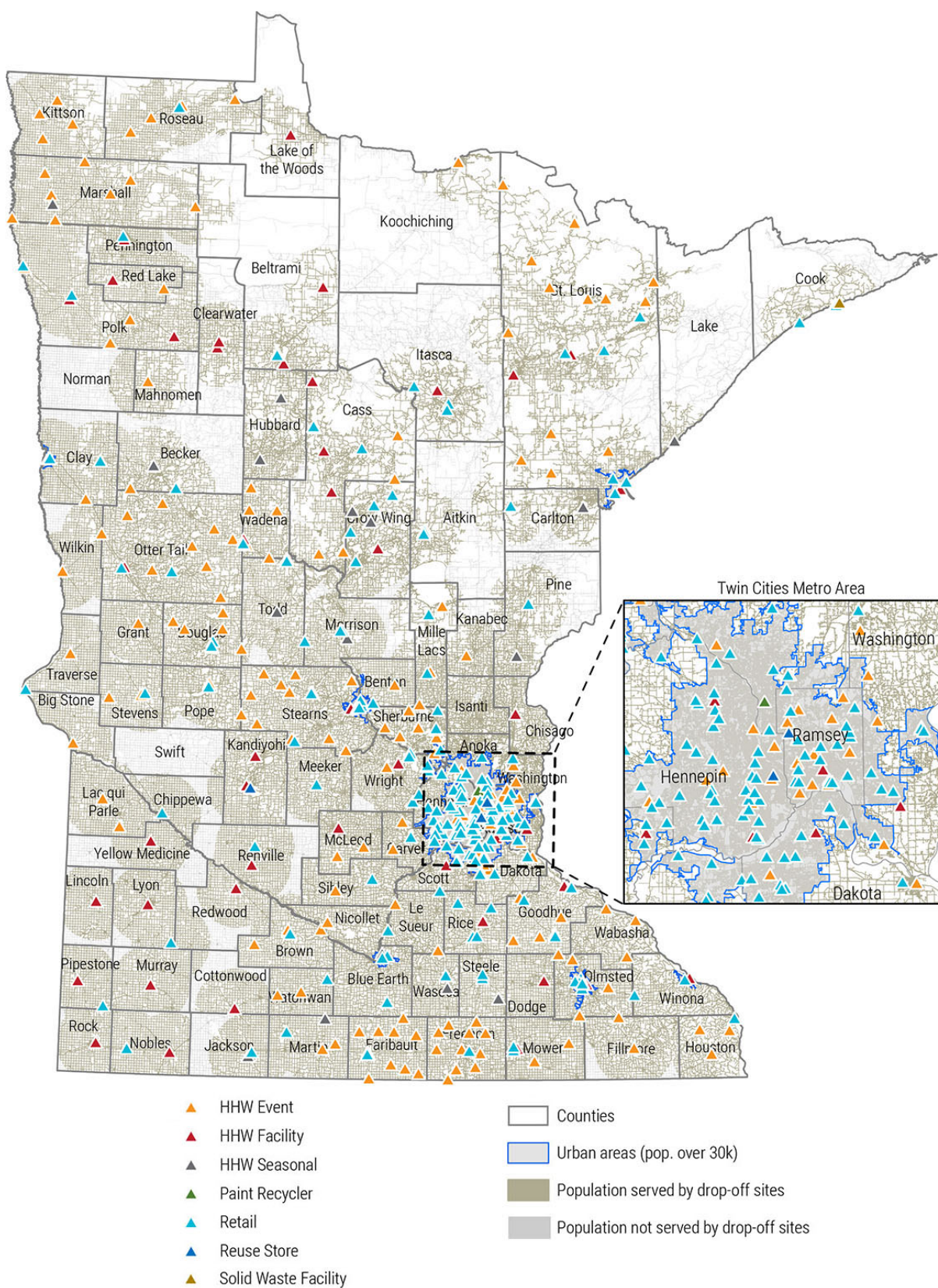
YEAR-ROUND DROP-OFF SITES



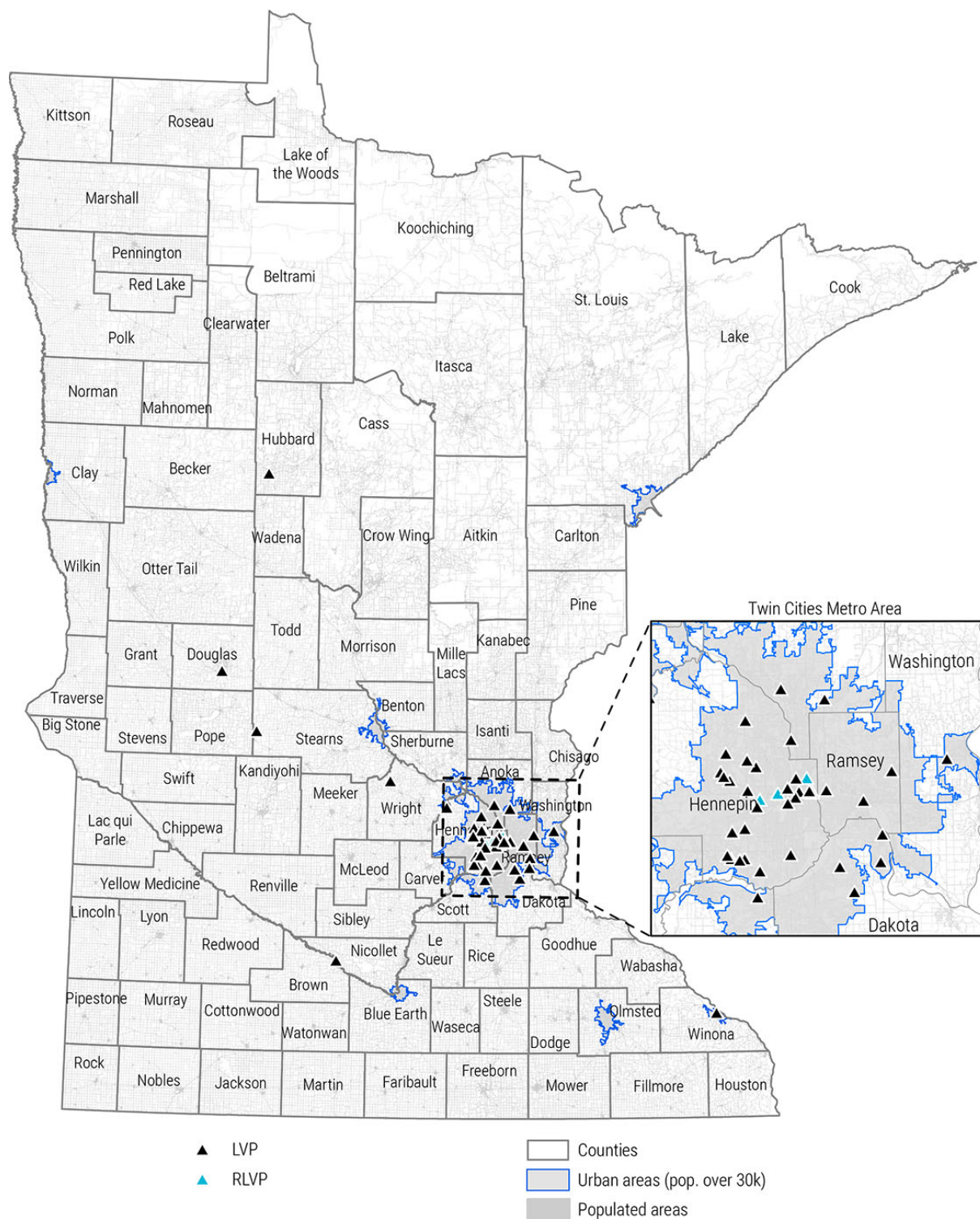
SUPPLEMENTAL DROP-OFF SITES



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LARGE VOLUME PICK-UP SITES



C. PAINT COLLECTION PROCEDURES

PaintCare has agreements with all drop-off sites (other than HHW programs which partner through MPCA), as well as RLVP sites. PaintCare contracts require that sites meet all requirements of local, state, and federal law, regulations, and policies.

Staff at drop-off sites and RLVP sites received on-site, in-person training and a program procedures manual. The training and program manual covered:

- ◆ Identification of program and non-program products
- ◆ Acceptable containers
- ◆ Whom to accept paint from and how much
- ◆ Screening procedure for businesses and organizations
- ◆ Proper storage
- ◆ Spill response procedures and reporting requirements
- ◆ How to schedule a pick-up
- ◆ Required paperwork and record retention schedules
- ◆ Employee training

Site personnel are required to visually inspect – but not open – containers of postconsumer paint to confirm that they are acceptable program products and then place them in cubic yard spill proof collection bins provided by the program. Unlabeled and leaking cans 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.

Drop-off sites and RLVP sites are visited by PaintCare staff during the year to check on their operations and provide additional training and consumer outreach materials as needed. Staff also answer inquiries from sites, provide program feedback to managers and employees, and coordinate with state and local regulators to correct any issues identified at sites.

D. PAINT TRANSPORTATION AND PROCESSING

D1. Paint Transportation

PaintCare employed two transporters: Clean Harbors Environmental Services (Clean Harbors) and Veolia Environmental Services (Veolia). Both companies are licensed hazardous waste transporters. PaintCare requires transporters to have the ability and knowledge to respond to incidents involving hazardous materials and comply with all applicable US Department of Transportation (DOT) and state transportation rules. PaintCare also requires its transporters to carry appropriate insurance, including at a minimum, commercial

general liability, automobile, and pollution liability coverage, and further requires that its transporters provide, as additional insured on those policies, each individual or entity that signs a drop-off site contract with PaintCare.

PaintCare contracted both transporters to service retail/reuse/solid waste drop-off sites as well as LVP/RLVP sites. Each company also serviced their respective HHW customers (facilities and events) through an MPCA contract.

Both transporters delivered bins of commingled paint (latex and oil-based) from retail/reuse/solid waste drop-off sites, as well as pre-sorted latex paint from HHW facilities/events and LVP/RLVP sites, to Amazon Environmental in Fridley, MN, for further separation, consolidation, and/or processing.

Clean Harbors delivered oil-based paint to their permitted facility in Kimball, NE. This included presorted boxes of oil-based paint picked up directly from two HHW facilities and LVP/RLVP sites, as well as oil-based paint sorted out by Amazon from boxes of commingled paint from retail/reuse/solid waste drop-off sites. Veolia delivered oil-based paint to their permitted facility in Menomonee Falls, WI. This included presorted oil-based paint picked up directly from HHW facilities/events and LVP/RLVP sites, and oil-based paint sorted out by Amazon from commingled paint from retail/reuse/solid waste drop-off sites.

HHW. In addition to transportation services provided by Clean Harbors and Veolia, PaintCare compensated HHW programs for internal transportation of paint from HHW events to HHW facilities for consolidation.

PaintCare worked with its partners (HHW programs, Amazon, and Veolia) to put additional reusable bins in circulation for latex paint shipments in order to reduce packaging waste and program costs. The participating HHW programs were Carver, Dakota, Kandiyohi, Lyon, McLeod, Ramsey, Stearns and WLSSD.

As of June 30, 2019, there were 460 reusable bins in service at a total cost of \$132,440 (average cost of \$288 per bin). These bins were shipped 1,613 times during the year. This displaced an equivalent number of one-time-use boxes and pallets that would otherwise need to be purchased under MPCA's hazardous waste management contract which is utilized by HHW programs. Some of the bins were deployed at a county whose current stock of reusable totes was insufficient and nearing the end of their useful lifespan.

Reusable bin shipments saved \$64,520 in current and prospective (i.e. those that would have been borne as a result of the retirement of county totes) costs, yielding a return on investment (ROI) of 2.05 years. It is noteworthy, however, that 250 of the reusable bins were not put into circulation until May 2019. PaintCare anticipates that a full year of reusable bin usage will save even more money and lower the ROI. The life expectancy of these bins, based on previous HHW program experience, is at least 10 years.

D2. Latex Paint Processing

The condition in which postconsumer latex paint is received by the program determines the management options. If containers are not properly sealed during storage, latex paint can harden due to evaporation and may no longer be useable or recyclable. Similarly, if latex paint freezes numerous times, it may not be as

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

PaintCare managed latex paint by the following waste management hierarchy:

Reuse. HHW programs generally screen for paint containers that are 50% or more full and in good condition and give them away for free to their local community.

Recycled Paint. Amazon blended postconsumer paint into a variety of colors of recycled-content paint for domestic sale.

Alternative Daily Landfill Cover. Latex paint received by Amazon that was not suitable for paint-to-paint recycling was consolidated and delivered to their facility in Pryor, OK, and processed into a product that was used as alternative daily landfill cover (ADC) by American Environmental, a landfill in Oklahoma.

Latex Paint Study. In December 2017, PaintCare entered into an agreement with the Solid Waste Management Coordinating Board (SWMCB), a joint powers organization representing six counties, to hire a consultant to evaluate latex paint received at HHW facilities in the Twin Cities Metro Area and identify potential alternatives to current management methods (recycled paint and ADC). Our primary partner, Dakota County, hired the Product Stewardship Institute (PSI) to analyze latex paint data from HHW programs, conduct on-site paint sorts, and interview a range of experts and businesses to compare potential alternatives to current management methods in terms of costs and feasibility.

The final report was submitted to Dakota County and PaintCare in December 2018 and is available on PaintCare's website. Results were shared with the state and all HHW partners. These partners agreed that the study only showed a very small snapshot of HHW program operations in Minnesota, both in terms of amount of paint collected and time frame, and that more data would be needed to draw accurate conclusions.

D3. Oil-Based Paint Processing

The following waste management hierarchy is used for oil-based paint:

Reuse. HHW programs generally screen for paint containers that are 50% or more full and in good condition and give them away for free their local community.

Fuel. Veolia managed oil-based paint through several fuel blending facilities – Green America in Hannibal, MO; Lone Star in Greencastle, IN; Systech in Fredonia, KS; ESSROC in Logansport, IN; Rineco in Haskell, AR; and through their hazardous waste incinerators in Sauget, IL and Port Arthur, TX. Clean Harbors managed oil-based paint through their hazardous waste incinerators in Kimball, NE and Deer Park, TX and through the fuel blending facility Green America in Hannibal, MO.

D4. Transportation and Processing Audit Program

PaintCare has established procedures for monitoring both haulers and processing facilities that manage materials in connection with the PaintCare program.

PaintCare monitors its haulers to help ensure they meet certain requirements. Current examples of such requirements include:

- ◆ The hauler must possess all permits and licenses required under applicable law for the services they will perform for PaintCare.
- ◆ The hauler must have a satisfactory carrier safety rating from the U.S. Department of Transportation.
- ◆ The hauler must have an emergency response plan in place for addressing spills and other emergencies that may occur in the course of performing services for PaintCare.
- ◆ The hauler must carry appropriate liability insurance, including environmental insurance for any hauler that will transport hazardous materials in connection with the PaintCare program.

PaintCare's haulers are responsible for vetting and selecting processing facilities that will achieve the best mix of cost and processing results for PaintCare products, emphasizing highest best use. PaintCare requires that all processing facilities meet certain minimum eligibility criteria to process materials in connection with the PaintCare program. Current examples of such criteria include:

- ◆ All processing facilities must possess valid permits for all activities to be performed by the processing facility in connection with the PaintCare program.
- ◆ All processing facilities must be in good standing with all applicable regulatory agencies regarding the processing activities to be carried out in connection with the PaintCare program.
- ◆ All processing facilities must conform to industry-standard safety protocols, including appropriate staff training, emergency response procedures, and recordkeeping as mandated by OSHA or as otherwise required by applicable law.
- ◆ All processing facilities must carry appropriate insurance, including environmental insurance for any processing facility that will process hazardous materials in connection with the PaintCare program.

PaintCare further requires that its haulers periodically audit/review all processing facilities used to process materials in connection with the PaintCare program to ensure that each such facility maintains compliance with PaintCare's eligibility criteria.

Finally, PaintCare also takes steps to independently verify the information reported to PaintCare by the haulers relating to processing facility compliance. These steps may include: an independent review of a processing facility by a third party; periodic on-premises reviews of processing facilities by PaintCare staff, with a focus

on assurance of data integrity through an examination of a facility's process flow and data tracking procedures; and digital data review by PaintCare staff to verify the integrity of reported data.

Section 2. Paint Collection Volume and Disposition Methods

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

Subd. 12. Stewardship reports. Beginning October 1, 2015, producers of architectural paint sold in the state must individually or through a stewardship organization submit an annual report to the agency describing the product stewardship program. At a minimum, the report must contain:

(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. PAINT SALES

Paint Sales were 8,344,566 gallons, down 3% from FY2018.

B. PAINT COLLECTION AND MANAGEMENT

B1. Collection Volume and Recovery Rate

The program processed 1,006,709 gallons of paint. The recovery rate was 12.1% (12.1% of 8,344,566 gallons sold).

The following tables provides the gallons sold, gallons processed, and recovery rates for the first five years of the program.

GALLONS SOLD AND PROCESSED

	YEAR 1 FY2015 (8 MONTHS)	YEAR 2 FY2016	YEAR 3 FY2017	YEAR 4 FY2018	YEAR 5 FY2019
Gallons Sold	5,249,053	9,235,668	9,203,140	8,611,435	8,344,566
Gallons Processed	501,400	1,022,346	1,010,140	993,564	1,006,709
Change in Gallons Processed	NA	103.9%	-1.2%	-1.6%	1.3%
Recovery Rate	9.6%	11.1%	11.0%	11.5%	12.1%

B2. Latex vs. Oil-Based Paint

Of the 1,006,709 gallons of paint processed, 82% (827,955 gallons) was latex paint and 18% (178,754 gallons) was oil-based paint.

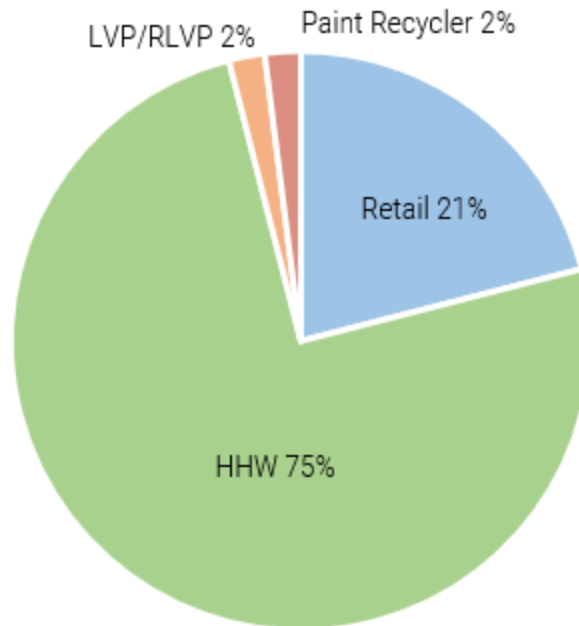
B3. Paint Management Methods

The following tables shows the paint management methods and volumes for latex and oil-based paint for the first five years of the program.

PAINT TYPE & DISPOSITION	YEAR 1 FY2015		YEAR 2 FY2016		YEAR 3 FY2017		YEAR 4 FY2018		YEAR 5 FY2019	
LATEX PAINT	(GAL)	%	(GAL)	%	(GAL)	%	(GAL)	%	(GAL)	%
Reuse	46,966	12	96,754	12	102,330	12	99,316	12	89,877	11
Recycled Paint	143,977	36	297,490	38	309,038	38	304,973	38	318,849	38
Fuel	13,804	4	0	0	0	0	0	0	0	0
Alternative Daily Landfill Cover	191,054	48	393,796	50	406,328	50	403,406	50	419,229	51
Disposal	0	0	11	0	0	0	0	0	0	0
Latex Total	395,801	100	788,051	100	817,696	100	807,695	100	827,955	100
OIL-BASED PAINT										
Reuse	9,665	9	20,567	9	21,309	10	20,710	11	18,322	10
Fuel	95,934	91	213,728	91	171,135	90	165,159	89	160,432	90
Oil-Based Total	105,599	100	234,295	100	192,444	100	185,869	100	178,754	100
GRAND TOTAL	501,400		1,022,346		1,010,140		993,564		1,006,709	

B4. Collection by Site Type

The following pie chart shows the relative volume of paint collected by site type.



C. CONTAINER RECYCLING

Empty metal and plastic paint containers are recycled whenever possible. Amazon recycled over 61% of latex paint containers received during the year, for an estimated total of 452 tons. No oil-based paint containers were recycled.

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

Subd. 12. Stewardship reports. Beginning October 1, 2015, producers of architectural paint sold in the state must individually or through a stewardship organization submit an annual report to the agency describing the product stewardship program. At a minimum, the report must contain:

(5) An independent financial audit.

A. INDEPENDENT FINANCIAL AUDIT

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

In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of June 30, 2019, 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. Expense Categories

Expense categories for the Minnesota program are discussed below. As noted previously, revenue is derived from fees on new paint sales.

Paint Processing. Paint processing is the largest expense in all PaintCare state programs. PaintCare paid processing costs in Minnesota based on gross weights of full paint collection bins from retail/reuse/solid waste drop-off sites and LVP/RLVP sites and based on cubic feet or per drum for HHW programs (the units of measure in MPCA's hazardous waste management contract). Processing costs included the cost of sorting out mixed boxes of latex and oil-based paint from paint retailers, reuse stores, and solid waste facilities. It also included reimbursement to HHW programs for architectural paint management activities, including the reuse of leftover paint and bulking paint into drums.

Paint Transportation. Paint transportation is another significant expense in all PaintCare programs. PaintCare paid transportation costs in Minnesota based on the number of paint collection bins (including a minimum stop charge) picked up at a site or by the miles driven to complete a pick-up.

Collection Supplies and Support. Collection support expenses included paint collection bins, spill kits, training materials, and miscellaneous supplies for drop-off sites operations.

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

Personnel, Professional Fees and Other. Personnel, professional fees and other included the cost of one full-time in-state employee, a part-time in-state employee, GIS analysis, legal costs, travel, office supplies, and other logistical and professional support.

State Administrative Fees. PaintCare pays MPCA administrative fees annually. MPCA bills PaintCare at an hourly rate for time spent on program oversight.

Corporate Activity. Corporate activity costs are those that are shared across all PaintCare programs and allocated relative to the population of the state or jurisdiction. Minnesota's allocation for corporate activity was 9.1% through May 2019, then decreased to 8.1% in June when Washington State joined the PaintCare program. These costs include but are not limited to corporate staffing, insurance, maintenance of data management systems, auditing fees, software licenses, legal fees, occupancy, and general communications.

B2. Financial Summary

The following table shows program revenue and expenses during the first five years of the program. A discussion of any significant differences follows the table.

	REVENUE AND EXPENSES				
REVENUE	YEAR 1 FY2015	YEAR 2 FY2016	YEAR 3 FY2017	YEAR 4 FY2018	YEAR 5 FY2019
> half pint to smaller than 1 gallon	\$ 378,622	\$ 652,865	\$ 644,642	\$ 768,131	\$ 832,426
1 gallon (thru August 2017) 1-2 gallons (after August 2017)	2,013,018	3,446,953	3,426,857	3,904,518	4,065,595
> 1 up to 5 gallons (thru August 2017) > 2 up to 5 gallons (after August 2017)	733,032	1,333,013	1,333,626	1,519,460	1,515,352
Total revenue	3,124,672	5,432,831	5,405,124	6,192,109	6,413,373
EXPENSES					
Paint processing	1,838,138	3,852,169	3,893,722	3,667,091	3,789,783
Paint transportation	307,875	465,386	464,621	428,683	424,591
Collection supplies and support	228,008	419,737	375,735	427,620	448,281
Communications	756,574	375,324	113,166	204,463	187,698
Personnel, professional fees, and other	235,962	148,333	149,535	166,436	193,777
State administrative fees	87,046	118,013	35,131	35,160	24,319
Allocation of corporate activity	170,111	375,240	362,337	381,425	406,565
Total expenses	3,623,714	5,754,202	5,394,247	5,310,878	5,475,014
Allocation of investment activity	(3,331)	(25,217)	(75,844)	(39,090)	(493)
Change in net assets (revenue minus expenses)	(502,373)	(346,589)	(64,967)	842,141	937,866
Net assets, beginning of year	(647,114)	(1,149,487)	(1,496,076)	(1,561,043)	(718,905)
Net assets, end of year	(1,149,487)	(1,496,076)	(1,561,043)	(718,902)	218,961

- ◆ Fee revenue increased 3.6% over the last year, despite a reduction in paint sales, due to the fee increase. This was the first full fiscal year that the new fee structure was in place from beginning to end.
- ◆ Collection supplies and support were higher due to the purchase of reusable bins for the program. This will help reduce collection support costs in subsequent years as noted previously
- ◆ Communications expenses were slightly lower, reflecting a transition to more less costly digital strategies
- ◆ Personnel, professional fees and other went up approximately 16%. This partly represents normal increases in salaries, benefits, and contracted services. In addition, PaintCare also brought one of its coordinators out to Minnesota to assist with retail site visits during the year.

C. RESERVES POLICY

Reserves represent the accumulated surplus (cash and investments) of PaintCare's programs. The reserves provide each 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.

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

The PaintCare Board of Directors has established a target reserve of 100% of annual expenses. The minimum threshold is 75% (i.e., nine months) of expenses and the maximum is 125% (i.e., 15 months).

At the end of the year, the program had built a reserve of \$218,961, or 4% of operating expenses.

D. EVALUATION OF THE PROGRAM'S FUNDING MECHANISM

The funding mechanism and system to receive sales reports and payments from manufacturers performed well during the year. The revenue was sufficient to cover expenses, and the program is moving in a positive direction financially. As noted above, this was the first year since the program began that it did not have an outstanding deficit.

This was due largely to the fee increase requested by PaintCare and approved by the MPCA in March 2017. The new fee structure went into effect in September 2017 and was renewed, and approved, again in June 2019 and is effective through June 2021.

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

PAINTCARE FEE SCHEDULE

CONTAINER SIZE	
Half pint or smaller	\$ 0.00
Larger than half pint 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

F. FIVE-YEAR PROJECTION

Five-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.

Expenses. The volume of leftover paint collected in Minnesota for recycling has remained relatively flat for years. However, both haulers have begun instituting across the board price increases due to the tight labor market, which will increase PaintCare's transportation and related labor costs. Furthermore, processing costs for paint increased slightly in the last year. Based on these trends PaintCare projects that overall collection, transportation, and processing (CTP) expenses, which account for approximately 85% of program costs, will continue to rise at 1.5% per year. This is somewhat mitigated by a decrease in reusable bin purchases and avoided box supply costs at HHWs. These savings are factored into the projections.

PaintCare will also be adding a second staff person in Minnesota to increase its customer service at participating drop-off sites, large volume pickups and household hazardous waste programs. Beyond this initial increase in salaries and benefits, PaintCare is expecting a 3.5% rise annually in personnel expenditures and, after an initial decrease due to a new state program coming on board, a 2% rise annually in corporate activities related to program management.

Revenue. Concurrently, the volume of paint sales reported to PaintCare has decreased four straight years. While revenue did rise during the last two years, this is attributable solely to the fee increase that went into effect in September 2017 and not an increase in reported paint sales to PaintCare. Revenue from paint sales is expected to be flat at 0% growth per year. These projections assume that PaintCare fees will remain at their current level.

FIVE YEAR PROJECTION

	ACTUAL	PROJECTION				
REVENUE	FY2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
> Half pint to smaller than 1 gallon	\$ 832,426	\$ 832,426	\$ 832,426	\$ 832,426	\$ 832,426	\$ 832,426
1–2 gallons	4,065,594	4,065,594	4,065,594	4,065,594	4,065,594	4,065,594
> 2 up to 5 gallons	1,515,352	1,515,352	1,515,352	1,515,352	1,515,352	1,515,352
Total revenue	6,413,373	6,413,373	6,413,373	6,413,373	6,413,373	6,413,373
EXPENSES						
Paint processing	3,789,783	3,808,000	3,865,120	3,923,097	3,981,943	4,041,672
Paint transportation	424,591	437,000	443,555	450,208	456,961	463,816
Collection supplies and support	448,281	395,000	385,925	361,714	367,140	372,647
Communications	187,698	150,000	200,000	250,000	250,000	250,000
Personnel, professional fees, and other	179,658	271,455	280,092	288,816	297,836	307,162
State administrative fees	24,319	43,000	43,000	43,000	43,000	43,000
Allocation of corporate activity	406,565	386,564	394,295	402,181	410,225	418,429
Total expenses	5,460,895	5,491,019	5,611,987	5,719,016	5,807,105	5,896,726
Allocation of investment activity	(493)	–	–	–	–	–
Change in net assets (revenue minus expenses)	937,866	922,354	801,385	694,357	606,268	516,646
Net assets, beginning of year	(718,905)	218,961	1,141,314	1,942,699	2,637,056	3,243,324
Net assets, end of year	218,961	1,141,314	1,942,699	2,637,056	3,243,324	3,759,970
Reserve Level	4%	21%	35%	46%	56%	64%

These projections indicate that PaintCare’s Minnesota program will likely remain debt free for the next five fiscal years, with a potential reserve of 64% of annual operating expenses by FY2024.

Section 4. Outreach

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

Subd. 12. Stewardship reports. Beginning October 1, 2015, producers of architectural paint sold in the state must individually or through a stewardship organization submit an annual report to the agency describing the product stewardship program. At a minimum, the report must contain:

(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

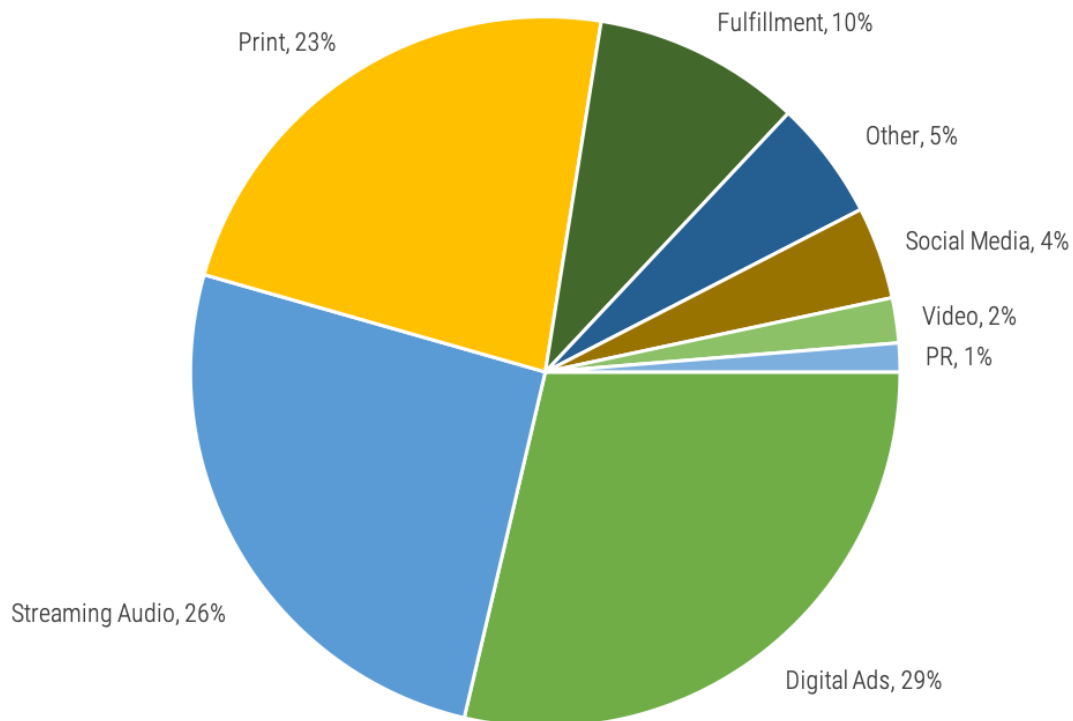
Initial outreach prior to the start of the program and in the first year focused on recruiting drop-off sites. PaintCare's outreach strategy has since evolved to include a variety of activities targeted to retailers, painting contractors, municipal agencies, and the public through direct contact and advertising. Outreach efforts during the year focused on encouraging the public to recycle their unwanted paint and included messages related to source reduction and reuse. Most outreach activities refer the public to PaintCare's website to find a drop-off site using PaintCare's site locator search tool.

Outreach was conducted by distributing brochures and other printed materials to retailers and others (fulfillment) and using a variety of media, including digital ads, streaming audio, print (newspapers), video, fulfillment (distribution of brochures and other printed materials), and social media.

Tactics such as digital advertising, web-based streaming audio, and online video ads were used more this year because they have proven cost-effective at reaching large target audiences multiple times throughout the year. In other PaintCare states, research has shown that our message must be repeated several times in a six-month period in order to increase the viewers' intention to recycle paint. Digital tactics best allow us to focus on our target audiences, repeat our messaging multiple times, and review effectiveness data afterward to inform future planning.

The total amount of direct outreach spending (not including media agency fees) dedicated to Minnesota program activities was \$102,537.31 during the reporting period and is summarized in the pie chart below. The "Other" category represents miscellaneous spending related to program updates to drop-off sites.

SPENDING ON OUTREACH ACTIVITIES



A2. Print Materials for Consumers

PaintCare continued to distribute printed materials to retailers to help inform customers public in their stores and the general public. These materials include program brochures, mini cards, fact sheets, and posters.

PaintCare fulfilled 67 requests for materials by mail, and the Minnesota program manager delivered materials in person during site visits. PaintCare distributed a total of 3,168 brochures, mini cards, fact sheets, and posters during the year.

PaintCare also 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 available on PaintCare's website.



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

A3. Mailing to Retailers

PaintCare conducted one mailing during the year to provide up to date point of sale materials to paint retailers. The mailing also included a printed infographic of the FY2018 annual report highlights and a retailer "tips" card, providing at-a-glance reminders about PaintCare site guidelines for retail staff.



Quick Tips for PaintCare Drop-Off:

- 1** We only accept architectural coatings such as house paint, stains, and varnish
- 2** Must be in original, sealed containers (5 gallons or smaller)
- 3** We do not accept industrial paints regardless of formulation, aerosols, cleaners, or other chemicals
- 4** Contact your county to find disposal options for unaccepted products

Have questions?
 Call PaintCare at **855-PAINT09** or visit paintcare.org

Retailer Tips Card

A4. Fact Sheets for Stakeholders

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

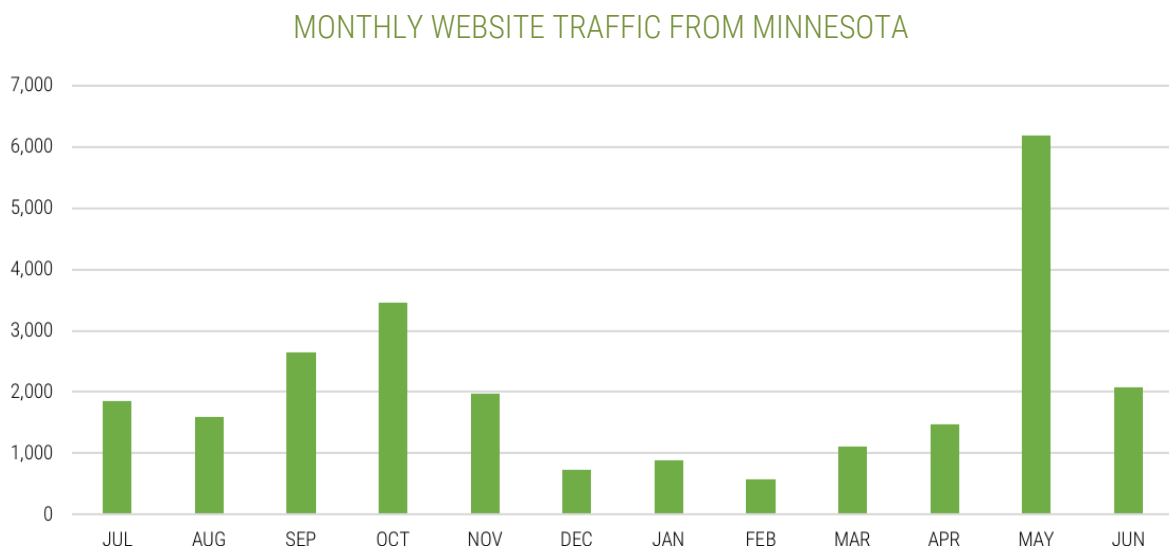
- ◆ How Does the Minnesota Paint Stewardship Program Affect Paint Retailers?
- ◆ How to Become a Retail Drop-Off Site
- ◆ About PaintCare Fees
- ◆ Information for HHW Programs
- ◆ Information for Solid Waste Transfer Stations, Recycling Facilities and Landfills
- ◆ Reuse Programs – Compensation and Reporting

A5. Website

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

The website is easy to navigate and features topics on buying the right amount of paint, storage and reuse tips, and recycling. It contains special pages for manufacturers and retailers, explains what products are covered by the program, and has a Minnesota page with tabs for different audiences (Everyone, Contractors, Retailers, Waste Facilities, and Official Docs). PaintCare’s website is updated throughout the year.

Monthly website traffic (page views) from Minnesota during the year is displayed in the following chart:



A6. Translations

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

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

PaintCare added a Spanish translation button to all of its webpages, making the site fully bilingual, and made live Spanish language interpretation available on PaintCare's telephone hotline.

A7. Print Advertising

As part of its statewide drop-off site promotion campaign, PaintCare placed ads in local newspapers. The ads direct the public to drop-off sites in their communities.

A print newspaper advertisement for PaintCare's paint recycling program. The ad has a teal background. At the top, it says "Recycle Your Paint" in a white script font, followed by the PaintCare logo. Below this, a line of text states: "There are hundreds of PaintCare sites in Minnesota where households and businesses can recycle or dispose of unwanted paint, stain, and varnish all year round." The main section is titled "Paint drop-off locations:" in a white script font. It lists three locations: LAKEVILLE (Sherwin-Williams, 21486 Humboldt Ct, Suite 500, (952) 469-9238), ST PAUL (Sherwin-Williams, 284 E Lafayette Frontage Rd, (651) 224-5337), and VADNAIS HEIGHTS (Diamond Vogel, 3580 Hoffman Rd E, (651) 490-9434). Below the locations, it says "Learn more at paintcare.org". A small disclaimer at the bottom reads: "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) or leaking, unlabeled and empty containers." On the right side, there is a photo of a woman in a grey and white shirt and black pants, sitting on a stool and looking up. In the foreground, there are several paint cans and a cardboard box.

Print Newspaper Ad Promoting Drop-Off Sites

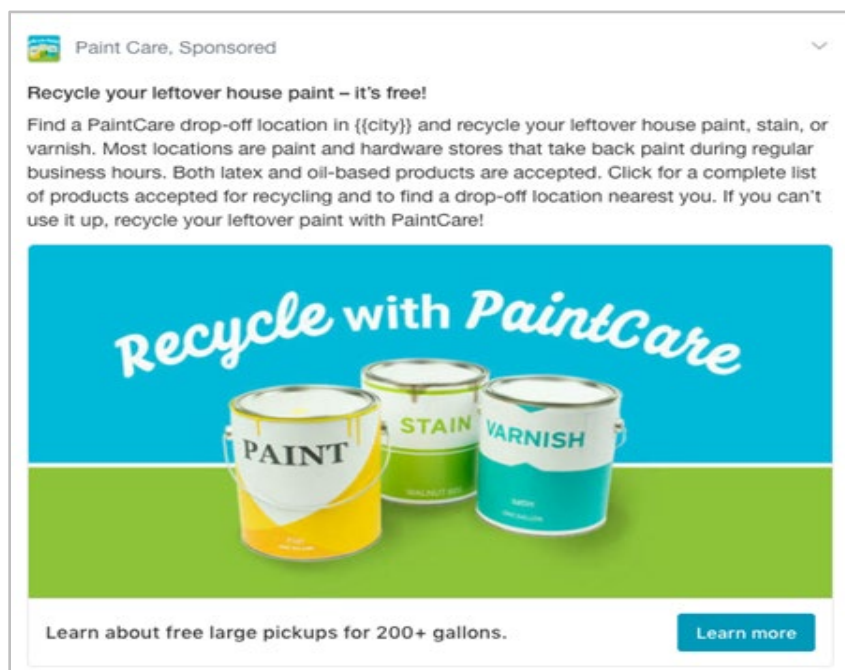
A8. Digital Advertising

PaintCare used digital banner ads and search engine result ads to promote its messages and drive audiences to PaintCare's website and site locator tool. Ads targeted Minnesota homeowners on a variety of popular websites across mobile, tablet, and desktop formats.



Example of PaintCare's Digital Ads

PaintCare also ran digital advertising on Nextdoor, a digital platform (website and app) for local residents to share information and resources with their immediate neighbors.



Example of Nextdoor Ad

A9. Video

Throughout the year PaintCare ran online video commercials. PaintCare's current commercial shows 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 Painting Through the Eras Commercial

PaintCare's video commercials can be viewed at www.paintcare.org/media, and on YouTube and Vimeo.

A10. Streaming Audio

PaintCare ran streaming audio ads on Pandora. The ad used the audio track from PaintCare's current video commercial and was accompanied by digital banners displayed to Pandora users.



Digital Ad Used on Pandora Radio

A11. Social Media

PaintCare collaborated with the Painting Contractors Association's (PCA) online spokesperson Nik Slavik, who has a popular online social media presence covering topics of interest to painting contractors. Nik Slavik ran a Facebook Live real-time streamed event, where he interviewed Steve Pincuspy about the PaintCare program

and how to drop off leftover paint at local drop-off sites, followed by a visit to the recycling facility of Amazon Paint. Video of the event may be seen at <https://www.youtube.com/watch?v=dsqkby5oQ-E>.

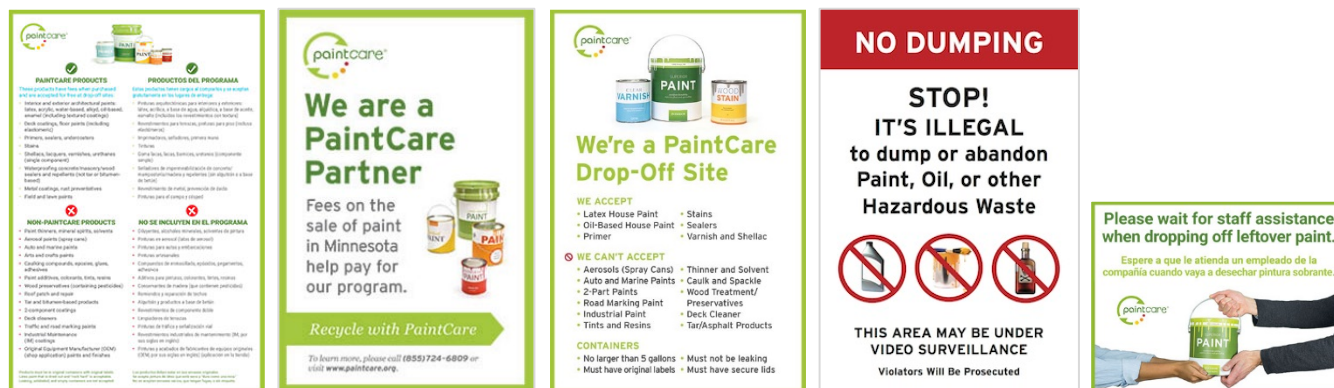
A12. Face-to-Face

PaintCare's Minnesota program manager attended the following face-to-face activities:

DATE	EVENT	ACTIVITY
10/15/18–10/16/18	RAM/SWANA Conference	Sponsor and exhibitor, 400+ attendees; Table/booth; provided program materials and updates to HW managers.
11/13/18	Solid Waste Administrators Association of MN, RPM Meeting	Update on HHW program component to county staff and program managers.
11/14/18	Metro County Hazardous Waste Inspectors Meeting	Update on program to area hazardous waste inspectors.
1/25/19–1/27/19	Minneapolis Home + Remodeling Show	Table and info booth at show for homeowners, realtors and designers.
2/6/19	NAHMMMA Minnesota Chapter	Attendance at local meeting of hazardous waste professionals.
3/8/19	Latex Paint Management in MN – Stakeholder Meeting	Hosted meeting with haulers, counties and recycler concerning latex paint management options.

A13. Signs for Drop-Off Sites

PaintCare has several signs for 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. Larger images of these signs can be viewed at www.paintcare.org/signs.



B. AWARENESS SURVEY

PaintCare updated its public awareness survey methodology used for all PaintCare programs with the assistance of the market research firm KBinsights. The purpose of updating the survey was to improve accuracy of measurement, ensure statistically significant data samples, improve clarity and consistency in the questionnaire, and to better screen survey panels to represent the make-up of their state or jurisdiction. Updates to the survey questionnaire itself included changing some terminology and adding open-ended questions to learn more about public perceptions of paint stewardship.

The results were analyzed by KBinsights to help PaintCare better understand trends in the data and help guide future targeting. Data from all PaintCare programs was included in the analysis, providing the additional benefit of comparing results between programs throughout the nation.

Due to the updates in the measurement methodology, survey results from previous years are not directly comparable to the new results and are not included here. Survey data from previous years remains publicly accessible in the previous annual report posted on the Minnesota section of PaintCare's website. The full report for this year's awareness survey for all PaintCare programs is included in the appendix.

Following are some highlights from the Minnesota survey results:

- ◆ 250 surveys were completed by residents of Minnesota, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- ◆ Over half of Minnesota respondents purchased paint in the last year. Of those, 39% reported seeking help from paint retail staff and half reported taking measurements themselves in order to purchase the right amount of paint and reduce the amount leftover.
- ◆ Nearly three quarters (71%) of Minnesota respondents reported that they will choose a sustainable option if they have leftover paint in the future, the highest rate among all PaintCare states. The options included dropping it off at a paint retail store (11%) or HHW facility (50%) or giving it away to someone else who needs it (10%).
- ◆ Nearly half (48%) of Minnesota respondents knew that paint can be recycled. Of those almost half have taken paint somewhere to be managed in the past, and of those nearly all would consider doing so again.

Section 5. FY2020 and Future

This section of the annual report describes activities or plans for the program that have happened since July 1, 2019 or are being planned:

A. PERSONNEL

Compared to other state PaintCare programs of similar size, PaintCare Minnesota has been understaffed since its launch in 2014. Plans to add an additional staff member were shelved until the budget deficit could be resolved. As of the end of the year, PaintCare had realized a modest financial surplus. A Minnesota Program Coordinator was hired in October 2019 to assist with program services, including retail site visits, recruitment of additional drop-off sites, customer service inquiries and administrative tasks. This additional staff person will enable the program to visit drop-off sites more frequently, provide more hands-on guidance to key stakeholders, and increase outreach and education efforts within the state.

The new staff person will also assist with partnership development and recruitment of new drop-off sites from amongst those partners, such as privately-owned solid waste facilities and indigenous tribal communities.

B. TRANSPORTATION

Given the success of latex paint-only reusable bin implementation at HHW programs in Minnesota, PaintCare will continue to work with haulers, counties, recycler and the MPCA to identify additional locations that could benefit from this initiative. Potential candidates include Crow Wing, Morrison, Olmsted, Otter Tail, Rice and Todd counties.

In addition, one hauler has indicated a willingness to begin deploying reusable bins for LVP collection in Minnesota. PaintCare will pursue this implementation during the upcoming year.

C. PROCESSING

PaintCare and MPCA are examining a proposal by a local solid waste broker to divert a portion of latex paint presently shipped to Oklahoma for ADC toward a waste-to-energy destination in southern Minnesota. The next stage of this process is to assess potential environmental benefits through a carbon footprint analysis, before proceeding to an evaluation of costs on the PaintCare program. We anticipate completion of this analysis before the end of FY2020.

Building on the PSI latex paint study discussed in this report, from July to August 2019 PaintCare staff developed and field tested a customer sampling protocol and paint survey form that HHW programs can self-administer. Data gathered will provide additional insight into the quantity, quality and suitability for reuse of incoming leftover paint. Two HHW programs in Greater Minnesota have participated so far, with others expressing interest for the upcoming year. PaintCare staff will identify 3–4 counties to participate in the next

round of paint surveying. This information may help to determine future reuse incentives as well as updates to paint assumptions presently used to convert paint volumes and weights to gallons for HHW programs.

D. OUTREACH

PaintCare will maintain outreach activities at a modest level during the program's continued financial recovery. A campaign acknowledging PaintCare's 10th anniversary is planned for October–November 2019. Other outreach recommendations for the current year are to:

- ◆ Conduct advertising statewide to promote individual drop-off sites.
- ◆ Continue to distribute point-of-sale materials to all paint retailers either directly or through their corporate headquarters.
- ◆ Continue to update PaintCare's website and site locator, optimize search engine key words for those searching paint recycling, and develop a greater social media presence.
- ◆ Continue utilizing digital tactics such as banner ads, online video, and streaming audio, which are less-costly in order to allow PaintCare to run geographically and demographically targeted campaigns and provide detailed reporting and analytics.
- ◆ Attend events and in-person meetings for networking and promotion opportunities.
- ◆ Work with the state and counties to develop joint messaging and outreach opportunities.

Appendix Section A



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 1 OF 21

City/Town	Site Name	Address	Type
1. Year-Round Sites		256 Sites	
AITKIN COUNTY (2)			
Aitkin	Beartooth True Value Hardware	150 Southgate Dr	Retail
Aitkin	Hyytinen Hardware Hank	312 Second St NE	Retail
ANOKA COUNTY (8)			
Blaine	Anoka County HHW Facility	3230 101st Ave NE	HHW Facility
Blaine	Hirshfields	10059 Flanders Ct NE	Retail
Blaine	Sherwin-Williams	10690 Baltimore St NW	Retail
Columbia Heights	Sherwin-Williams	4110 Central Ave NE	Retail
Coon Rapids	Sherwin-Williams	3564 Main St NW	Retail
Fridley	Amazon Environmental	350 73rd Ave NE	Paint Recycler
Ham Lake	Smith Brothers Decorating	17362 Highway 65	Retail
Ramsey	Hirshfields	7129 US Highway 10	Retail
BECKER COUNTY (2)			
Detroit Lakes	Becker County Transfer Station	24413 County Road 144	HHW Facility
Frazee	Color Tek Coatings	207 W Main Ave	Retail
BELTRAMI COUNTY (4)			
Bemidji	Beltrami Transfer Station	751 Industrial Park Dr SE	HHW Facility
Bemidji	Hirshfields	2140 Bardwell Dr NW	Retail
Bemidji	Sherwin-Williams	2405 Middle School Dr NW	Retail
Blackduck	Blackduck/Kelliher Transfer Station	33003 Highway 72	HHW Facility
BENTON COUNTY (1)			
Sauk Rapids	Mimbach Fleet Supply	3355 Quail Rd NE	Retail
BLUE EARTH COUNTY (3)			
Mankato	Diamond Vogel	619 N Riverfront Dr	Retail
Mankato	Sherwin-Williams	350 Saint Andrews Dr	Retail
Mapleton	Mapleton Farm & Home	216 NE Main St	Retail
BROWN COUNTY (1)			
Sleepy Eye	Sleepy Eye Ace Hardware	1200 Main St E	Retail
CARLTON COUNTY (1)			
Wright	Groth Lumber True Value	6747 Pacific Ave	Retail
CARVER COUNTY (5)			
Chanhassen	Merlins Ace Hardware	7844 Market Blvd	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 2 OF 21

City/Town	Site Name	Address	Type
Chanhassen	Sherwin-Williams	2979 Water Tower Pl	Retail
Chaska	Carver County Environmental Ctr	116 Peavey Cir	HHW Facility
Chaska	Hirshfields	2948 Chestnut St N	Retail
Waconia	UFC Farm Supply	801 Highway 284	Retail
CASS COUNTY (4)			
Backus	Cass County HHW Facility	1705 Paul Bunyan State Trl	HHW Facility
Cass Lake	Cass Lake Transfer Station	6250 152nd St NW	HHW Facility
Hackensack	Walker/Hackensack Transfer Site	4524 44th St NW	HHW Facility
Longville	Longville Builders Supply	186 Reservation Ave	Retail
CHIPPEWA COUNTY (1)			
Montevideo	Ace Hardware Montevideo	120 N First St	Retail
CHISAGO COUNTY (1)			
North Branch	Chisago County HHWF/ECSWC	39649 Grand Ave	HHW Facility
CLAY COUNTY (2)			
Moorhead	Clay County HHW Facility	2729 US Highway 10	HHW Facility
Moorhead	Sherwin-Williams	3314 Highway 10 E	Retail
CLEARWATER COUNTY (2)			
Bagley	Clearwater County Landfill	37527 Fairgrounds Rd	HHW Facility
Bagley	NW Minnesota Regional HHWF	324 Park Ave NW	HHW Facility
COOK COUNTY (3)			
Grand Marais	Bucks Hardware Hank	18 1st Ave W	Retail
Grand Marais	North Shore Waste	72 Eliassen Mill Rd	Transfer Station
Lutsen	Isak Hansen Hardware	4921 W Highway 61	Retail
COTTONWOOD COUNTY (1)			
Windom	Cottonwood County HHWF	43979 County Road 22	HHW Facility
CROW WING COUNTY (6)			
Baxter	Hirshfields	7447 Clearwater Rd	Retail
Baxter	Sherwin-Williams	14451 Edgewood Dr N	Retail
Brainerd	Crow Wing County HHW Facility	15728 Highway 210	HHW Facility
Crosslake	Crosslake Ace Hardware	35992 Pioneer Dr	Retail
Emily	Emily Ace Hardware	39959 Highway 6	Retail
Nisswa	Carlson Hardware of Nisswa	25673 Main St	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 3 OF 21

City/Town	Site Name	Address	Type
DAKOTA COUNTY (19)			
Apple Valley	Ace Hardware & Paint	14760 Pennock Ave	Retail
Apple Valley	Hirshfields	15265 Galaxie Ave	Retail
Apple Valley	Sherwin-Williams	15415 Cedar Ave S	Retail
Burnsville	PPG Paints	1192 E Cliff Rd	Retail
Burnsville	Sherwin-Williams	2000 County Road 42 W	Retail
Eagan	Pellicci Ace Hardware	1565 Cliff Rd	Retail
Eagan	Sherwin-Williams	1295 Town Centre Dr	Retail
Eagan	Sherwin-Williams	2020 Cliff Rd	Retail
Eagan	The Recycling Zone	3365 Dodd Rd	HHW Facility
Farmington	Pellicci Ace Hardware	3560 213th St W	Retail
Hastings	Sherwin-Williams	1355 S Frontage Rd	Retail
Inver Grove Heights	Ace Hardware & Paint	3098 65th St E	Retail
Lakeville	Ace Hardware & Paint	20810 Holyoke Ave	Retail
Lakeville	Ace Hardware & Paint	17729 Juniper Path	Retail
Lakeville	Hirshfields	16975 Kenyan Ave	Retail
Lakeville	Sherwin-Williams	16466 Kenrick Ave	Retail
Lakeville	Sherwin-Williams	21486 Humboldt Ct, Suite 500	Retail
West St Paul	Hirshfields	2024 S Robert St	Retail
West St Paul	Sherwin-Williams	1913 Robert St S	Retail
DODGE COUNTY (1)			
Kasson	Dodge County Transfer Station	62236 240th Ave	HHW Facility
DOUGLAS COUNTY (3)			
Alexandria	Hirshfields	1010 N Nokomis St NE	Retail
Alexandria	Pope/Douglas Recycling Ctr	2115 S Jefferson St	HHW Facility
Alexandria	Sherwin-Williams	1402 Broadway St	Retail
FARIBAULT COUNTY (1)			
Blue Earth	Armon Decorating Supply	101 N Main St	Retail
FREEBORN COUNTY (1)			
Albert Lea	Sherwin-Williams	2328 Hendrickson Rd	Retail
GOODHUE COUNTY (5)			
Cannon Falls	D & G Ace Hardware	31262 64th Ave Path	Retail
Red Wing	Goodhue County Recycling Ctr	3745 Highway 61	HHW Facility
Red Wing	Red Wing Ace Hardware	1264 Old W Main St	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 4 OF 21

City/Town	Site Name	Address	Type
Red Wing	Sherwin-Williams	912 Main St	Retail
Zumbrota	Pellicci Ace Hardware	90 E Third St	Retail

HENNEPIN COUNTY (39)

Bloomington	Sherwin-Williams	9509 Lyndale Ave S	Retail
Bloomington	Simon Ace Hardware & Paint	108 W 98th St	Retail
Bloomington	South Hennepin Recycling	1400 W 96th St	HHW Facility
Brooklyn Park	Hennepin County Recycling Ctr & TS	8100 Jefferson Hwy	HHW Facility
Brooklyn Park	Sherwin-Williams	7115 Northland Ter	Retail
Champlin	Gradys Ace Hardware	12325 Champlin Dr	Retail
Eden Prairie	Hirshfields	12991 Valley View Rd	Retail
Eden Prairie	Sherwin-Williams	8240 Commonwealth Dr	Retail
Edina	Hirshfields	3441 Hazelton Rd	Retail
Edina	PPG Paints	7557 Washington Ave S	Retail
Excelsior	Excelsior Paint & Design	701 Highway 7	Retail
Excelsior	Shorewood True Value	23540 Highway 7	Retail
Hopkins	Hance Hardware	903 Hopkins Ctr	Retail
Hopkins	Hirshfields	452 11th Ave S	Retail
Long Lake	Sherwin-Williams	2435 W Wayzata Blvd	Retail
Maple Grove	Hirshfields	7880 Vinewood Ln N	Retail
Maple Grove	Sherwin-Williams	13599 Grove Dr	Retail
Maple Plain	UFC Farm Supply	5135 Oak St	Retail
Minneapolis	Diamond Lake Ace Hardware	5425 Nicollet Ave	Retail
Minneapolis	Diamond Vogel	2100 N Second St	Retail
Minneapolis	Guse Hardware	4602 Bryant Ave S	Retail
Minneapolis	Habitat for Humanity ReStore	2700 Minnehaha Ave S	Reuse Store
Minneapolis	Hirshfields	725 Second Ave N	Retail
Minneapolis	Hirshfields	2741 Hennepin Ave S	Retail
Minneapolis	Settergren Ace Hardware	5405 Penn Ave S	Retail
Minneapolis	Settergrens of Linden Hills	2813 W 43rd St	Retail
Minneapolis	Sherwin-Williams	505 W Lake St	Retail
Minnetonka	Sherwin-Williams	5425 Opportunity Ct	Retail
Minnetonka	Sherwin-Williams	4901 County Road 101	Retail
Osseo	Osseo Savitt Paint	212 Central Ave	Retail
Plymouth	Hirshfields	1975 Annapolis Ln N	Retail
Plymouth	PPG Paints	5400 Nathan Ln	Retail
Plymouth	Sherwin-Williams	10100 Sixth Ave N	Retail
Plymouth	Sherwin-Williams	15800 32nd Ave N	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 5 OF 21

City/Town	Site Name	Address	Type
Richfield	Sherwin-Williams	84 W 78th St	Retail
Richfield	Sherwin-Williams	6445 Penn Ave S	Retail
Rockford	Gradys Ace Hardware	7945 Highway 55	Retail
Rogers	Rogers Hardware	21351 John Milless Dr	Retail
Wayzata	Navarre True Value Hardware	3400 Shoreline Dr	Retail

HOUSTON COUNTY (1)

La Crescent	Heths Hardware Hank	32 S Walnut St	Retail
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ITASCA COUNTY (4)

Deer River	Jurvelin Hardware Hank	108 Main Ave E	Retail
Grand Rapids	Burggrafs Ace Hardware	1115 US Highway 169	Retail
Grand Rapids	Itasca County Transfer Station	29959 E Bass Lake Rd	HHW Facility
Grand Rapids	Sherwin-Williams	300 SE 29th St	Retail

JACKSON COUNTY (1)

Jackson	BoeKett Building Supply	171 Industrial Pkwy	Retail
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KANDIYOHI COUNTY (4)

New London	Kandiyohi Solid Waste Landfill	15650 Highway 71	HHW Facility
Willmar	Habitat for Humanity ReStore	2424 S First St	Reuse Store
Willmar	Kandiyohi County HHW Facility	1404 SW 22nd St	HHW Facility
Willmar	Sherwin-Williams	2807 S First St	Retail

LAKE OF THE WOODS COUNTY (1)

Williams	Lake of the Woods HHW Facility	1758 53 Rd St SW	HHW Facility
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LINCOLN COUNTY (1)

Ivanhoe	Lincoln County HHW Facility	1962 270th St	HHW Facility
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LYON COUNTY (2)

Marshall	Lyon County HHW Facility	504 Fairgrounds Rd	HHW Facility
Tracy	Tracy Ace Home Ctr	221 S Fourth St	Retail

MARTIN COUNTY (1)

Trimont	Moore and Ace Hardware	510 Hwy 4 S	Retail
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MCLEOD COUNTY (1)

Hutchinson	McLeod County HHW Facility	1065 Fifth Av SE	HHW Facility
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MEEKER COUNTY (1)

Litchfield	Litchfield Building Ctr	124 E Commercial St	Retail
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PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 6 OF 21

City/Town	Site Name	Address	Type
MILLE LACS COUNTY (2)			
Milaca	Koch Hardware Hank	12500 State Highway 23	Retail
Onamia	Agnew Hardware Hank	104 Wall St S	Retail
MORRISON COUNTY (3)			
Little Falls	Ace Hardware	1101 Second Ave NE	Retail
Little Falls	Little Falls Hardware Hank	211 Broadway E	Retail
Swanville	Nilsons Do It Best Hardware	207 Degraff Ave	Retail
MOWER COUNTY (3)			
Austin	D & G Ace Hardware	1417 First Ave SW	Retail
Austin	Mower County Recycling & HHWF	1111 Eight Ave NE	HHW Facility
Austin	Sherwin-Williams	1300 A 18th Ave NW	Retail
MURRAY COUNTY (1)			
Slayton	Murray County HHW Facility	1820 Erlandson Ave	HHW Facility
NICOLLET COUNTY (2)			
St Peter	Arrow Ace Hardware	201 S Minnesota Ave	Retail
St Peter	St Peter Do It Best Lumber	200 S Front St	Retail
NOBLES COUNTY (2)			
Adrian	Adrian Hardware	301 N Maine Ave	Retail
Worthington	Nobles County HHW Facility	960 Diagonal Rd	HHW Facility
OLMSTED COUNTY (8)			
Rochester	Arrow Ace Hardware	905 37th St NW	Retail
Rochester	Arrow Ace Hardware	1500 N Broadway Ave	Retail
Rochester	Arrow Ace Hardware	1201 S Broadway Ave	Retail
Rochester	Diamond Vogel	1614 Highway 52 N	Retail
Rochester	Hirshfields	815 Broadway Ave N	Retail
Rochester	Olmsted County HHW Facility	305 Silver Creek Rd NE	HHW Facility
Rochester	Sherwin-Williams	19 Seventh St NE	Retail
Rochester	Sherwin-Williams	1970 36th Ave NW	Retail
OTTER TAIL COUNTY (3)			
Battle Lake	Everts Do It Best Lumber	205 Lake Ave S	Retail
Fergus Falls	Otter Tail HHW Facility	1115 N Tower Rd	HHW Facility
Fergus Falls	Sherwin-Williams	2445 College Way	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 7 OF 21

City/Town	Site Name	Address	Type
PENNINGTON COUNTY (2)			
Thief River Falls	Pennington County HHW Facility	1345 Barzen Ave S	HHW Facility
Thief River Falls	TRF Hardware Hank	17108 US Highway 59 NE	Retail
PINE COUNTY (1)			
Sandstone	Sandstone Ace Hardware	218 Main St	Retail
PIPESTONE COUNTY (2)			
Edgerton	Tinklenberg Lumber	341 Mill St	Retail
Pipestone	Pipestone County Recycling / HHW Ctr	718 Fourth St NW	HHW Facility
POLK COUNTY (4)			
Crookston	Crookston Hardware Hank	1400 University Ave	Retail
Crookston	Polk County Transfer Station	320 Ingersoll Ave	HHW Facility
East Grand Forks	Hardware Hank	1017 Central Ave NW	Retail
Fosston	Polk County Recycling Ctr	223 N Omland Ave N	HHW Facility
POPE COUNTY (1)			
Glenwood	Ace of Glenwood	24 Minnesota Ave W	Retail
RAMSEY COUNTY (18)			
Blaine	PPG Paints	2863 84th Ln NE	Retail
Maplewood	Hirshfields	1081 Highway 36	Retail
Maplewood	Sherwin-Williams	1898 Beam Ave	Retail
New Brighton	Beisswengers	1823 Old Highway 8 NW	Retail
New Brighton	Habitat for Humanity ReStore	510 County Road D W	Reuse Store
Roseville	Hirshfields	1655 W County Road C	Retail
Roseville	Sherwin-Williams	1151 Larpenteur Ave W	Retail
Roseville	Sherwin-Williams	2722 Lincoln Dr	Retail
St Paul	Abbott Paint & Carpet	1808 Grand Ave	Retail
St Paul	Frattallones Ace Hardware	215 Eva St	Retail
St Paul	Hamernick Decorating Ctr	1381 N Rice St	Retail
St Paul	Hamline Hardware Hank	755 Snelling Ave N	Retail
St Paul	Ramsey County HHW Facility	5 Empire Dr	HHW Facility
St Paul	Sherwin-Williams	80 Snelling Ave S	Retail
St Paul	Sherwin-Williams	1674 Suburban Ave	Retail
St Paul	Sherwin-Williams	284 E Lafayette Frontage Rd	Retail
Vadnais Heights	Diamond Vogel	3580 Hoffman Rd E	Retail
White Bear Lake	Abbott Paint & Carpet	2223 Fourth St	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 8 OF 21

City/Town	Site Name	Address	Type
RED LAKE COUNTY (1)			
Red Lake Falls	Red Lake County HHW Facility	400 Sixth St NW	HHW Facility
REDWOOD COUNTY (1)			
Redwood Falls	Redwood County HHW Facility	921 Bridge St W	HHW Facility
RENVILLE COUNTY (2)			
Olivia	Dans Floor Covering & Paint	1302 W Lincoln Ave	Retail
Olivia	Renville County HHW Facility	32877 Cty Rd 4	HHW Facility
RICE COUNTY (6)			
Dundas	Rice County HHW Facility	3800 E 145th St	HHW Facility
Faribault	Donahue Ace Hardware	421 Second Ave NW	Retail
Faribault	Faribault Fleet Supply	80 Western Ave	Retail
Faribault	Sherwin-Williams	204 Western Ave NW	Retail
Lonsdale	Generation Building Ctr	601 Central St	Retail
Northfield	Arrow Ace Hardware	670 Water St S	Retail
ROCK COUNTY (1)			
Luverne	Rock County Transfer Station	1236 N River Rd	HHW Facility
ROSEAU COUNTY (1)			
Roseau	Titan Machinery Inc Ace Hardware	1114 Third St NW	Retail
SCOTT COUNTY (8)			
Jordan	Scott HHW Facility	588 Country Trail E	HHW Facility
New Prague	Ace Hardware & Paint	1300 First St NE	Retail
Prior Lake	Carlson Ace Hardware	16281 Main Ave SE	Retail
Prior Lake	Prior Lake Ace Hardware	16820 Duluth Ave SE	Retail
Savage	Hirshfields	3981 W 143rd St	Retail
Shakopee	Arrow Ace Hardware	485 Marschall Rd	Retail
Shakopee	Sherwin-Williams	497 Marschall Rd	Retail
Shakopee	Sherwin-Williams	8108 Old Carriage Ct N	Retail
SHERBURNE COUNTY (3)			
Elk River	Sherwin-Williams	19455 Evans St NW	Retail
Princeton	Marvs True Value	31620 125th St	Retail
Zimmerman	Johnsons Hardware Hank	12860 Fremont Ave	Retail
SIBLEY COUNTY (1)			
Arlington	Thomes Brothers	414 W Main St	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 9 OF 21

City/Town	Site Name	Address	Type
ST LOUIS COUNTY (9)			
Aurora	Bradach Lumber Home & Hardware	216 W Third Ave N	Retail
Babbitt	Lossing Building CenCtrter	30 North Dr	Retail
Duluth	Andren Paint Company	5600 Grand Ave	Retail
Duluth	Diamond Vogel	1701 London Rd	Retail
Duluth	WLSSD HHW Facility	2626 Courtland St	HHW Facility
Hermantown	Sherwin-Williams	4767 Miller Trunk Hwy	Retail
Hibbing	Hibbing Transfer Station	3994 Landfill Rd	HHW Facility
Virginia	Sherwin-Williams	5486 Mountain Iron Dr	Retail
Virginia	St Louis County HHW Facility	5345 Regional Landfill Rd	HHW Facility
STEARNS COUNTY (8)			
Albany	Albany Fleet Supply	1241 County Road 10	Retail
Paynesville	M & M Do it Best Lumber	28584 Highway 55	Retail
Sartell	Sherwin-Williams	132 Twin Rivers Ct	Retail
St Cloud	Arrow Ace Hardware	2006 Veterans Dr	Retail
St Cloud	Diamond Vogel	3500 W Division St	Retail
Waite Park	Hirshfields	117 Third St NE	Retail
Waite Park	Sherwin-Williams	106 Division St	Retail
Waite Park	Stearns County HHW Facility	3601 Fifth St S	HHW Facility
STEELE COUNTY (2)			
Owatonna	Arrow Ace Hardware	122 W Vine St	Retail
Owatonna	Sherwin-Williams	125 Oakdale St	Retail
STEVENS COUNTY (1)			
Morris	Morris Lumber & Millwork	49110 Highway 28	Retail
TODD COUNTY (1)			
Staples	Staples Ace Hardware	210 Second Ave NE	Retail
TRAVERSE COUNTY (1)			
Browns Valley	Browns Valley Hardware Hank	16 Third St N	Retail
WADENA COUNTY (3)			
Staples	Staples True Value	205 Warner Rd NE	Retail
Wadena	Merickel Ace Hardware	630 Ash Ave NW	Retail
Wadena	Wadena County Transfer Station	10542 170th St	HHW Facility
WASECA COUNTY (1)			
Waseca	Charlies Hardware Do It Center	121 Second St NW	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 10 OF 21

City/Town	Site Name	Address	Type
WASHINGTON COUNTY (8)			
Cottage Grove	Sherwin-Williams	7430 E Point Douglas Rd S	Retail
Forest Lake	Sherwin-Williams	608 W Broadway Ave	Retail
Oakdale	PPG Paints	7017 N Sixth St	Retail
Stillwater	Abbott Paint & Carpet	1672 S Greeley St	Retail
Stillwater	Sherwin-Williams	14450 60th St N	Retail
Woodbury	Hirshfields	8470 City Centre Dr	Retail
Woodbury	Sherwin-Williams	2170 Eagle Creek Ln	Retail
Woodbury	Washington County Env Ctr	4039 Cottage Grove Dr	HHW Facility
WATONWAN COUNTY (1)			
Madelia	Madelia Lumber Company	24 Center Ave N	Retail
WINONA COUNTY (3)			
St Charles	St Charles Ace Hardware	1313 Whitewater Ave	Retail
Winona	Sherwin-Williams	1457 W Service Dr	Retail
Winona	Winona County HHW Facility	225 W Second St	HHW Facility
WRIGHT COUNTY (8)			
Albertville	Ace of Albertville	6050 Labeaux Ave NE	Retail
Albertville	Sherwin-Williams	5585 La Centre Ave NE	Retail
Buffalo	Wright County Recycling Facility	505 Cty Rd 37 NE	HHW Facility
Delano	Delano True Value	1005 Crossings Dr	Retail
Monticello	Gradys Ace Hardware	212 W Third St	Retail
Monticello	Hirshfields	500 Pine St	Retail
Monticello	Sherwin-Williams	9230 State Highway 25 NE	Retail
St Michael	Hardware Hank	313 E Central Ave	Retail
YELLOW MEDICINE COUNTY (1)			
Clarkfield	Yellow Medicine County HHWF	613 County Road 24	HHW Facility



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 11 OF 21

City/Town	Site Name	Address	Type
2. Supplemental Sites		207 Sites	
AITKIN COUNTY (1)			
Aitkin	Aitkin County Recycling Ctr (Region)	36091 400th Ave	HHW Event
ANOKA COUNTY (1)			
Anoka	Anoka County Fairgrounds (County)	3203 Saint Francis Blvd	HHW Event
BECKER COUNTY (2)			
Detroit Lakes	Becker County HHW Facility (Region)	24455 County Road 144	HHW Seasonal
Pelican Rapids	Cormorant Community Ctr (Region)	10929 Co Hwy 5	HHW Event
BENTON COUNTY (1)			
Foley	Benton County Public Works (Region)	7750 Hwy 25 NE	HHW Event
BIG STONE COUNTY (1)			
Ortonville	Big Stone County Hwy Dept (Regaional)	437 Minnesota St N	HHW Event
BLUE EARTH COUNTY (1)			
Mankato	Blue Earth HHWF	651 Summit Ave	HHW Seasonal
BROWN COUNTY (4)			
New Ulm	Brown County Free Fair (Region)	1201 N State St	HHW Event
New Ulm	County Hwy Dept (Region)	57575 Fort Rd	HHW Event
Sleepy Eye	Brown County Rural Electric (Region)	24386 MN Highway 4	HHW Event
Springfield	Brown County Hwy Dept (Region)	511 S Burns Ave	HHW Event
CARLTON COUNTY (1)			
Carlton	Carlton County HHW Facility	1950 Highway 210	HHW Seasonal
CARVER COUNTY (2)			
Norwood Young America	Norwood YA Central High (County)	531 Morse St N	HHW Event
Watertown	Watertown Township Shed (County)	3580 County Rd 10	HHW Event
CASS COUNTY (6)			
East Gull Lake	Gull Lake Recreation Area (Region)	10790 Squaw Point Rd	HHW Event
Outing	Outing Town Hall (Region)	6441 County Rd 58 NE	HHW Event
Pillager	May Transfer Station (Region)	4972 112th St SW	HHW Event
Remer	Remer City Clerk (Region)	106 Spruce St NW	HHW Event
Walker	Cass County Hwy Dept (Region)	8045 County Rd 12 NW	HHW Event
Walker	Walker Home Center (Dropped Jun 2019)	8250 Industrial Park Rd NW	Retail



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 12 OF 21

City/Town	Site Name	Address	Type
CLAY COUNTY (3)			
Barnesville	Clay County Hwy Dept (Region)	17849 Co Rd 52	HHW Event
Hawley	Builders First Source (Closed March 2019)	801 Burns St	Retail
Hawley	Hawley Public Works (Region)	720 Front St	HHW Event
COOK COUNTY (1)			
Grand Marais	Cook County Recycling Ctr (Region)	630 Fifth Ave W	HHW Event
CROW WING COUNTY (2)			
Merrifield	Mission Canister Site	29474 County Road 3	HHW Seasonal
Pequot Lakes	Ideal Cannister Site	33503 W Island Lake Dr	HHW Seasonal
DAKOTA COUNTY (4)			
Burnsville	Burnsville Maintenance Facility (County)	13713 Frontier Ct	HHW Event
Farmington	Farmington Maintenance Facility (County)	19650 Municipal Dr	HHW Event
Hastings	Hastings Maintenance Facility (County)	1225 Progress Dr	HHW Event
Lakeville	Lakeville Central Maintenance Facility (County)	7570 179th St W	HHW Event
DOUGLAS COUNTY (6)			
Brandon	Douglas County Shop (Region)	203 Second St E	HHW Event
Carlos	Carlos Events Center & Town Hall (HHW)	210 Victoria Ave (parking lot)	HHW Event
Evansville	Brandon-Evansville School (HHW)	123 Second Ave	HHW Event
Kensington	Kensington City Yard Waste Site	30 Central Ave N	HHW event
Miltona	Miltona Community Ctr (Region)	5590 County Rd 14	HHW Event
Osakis	City of Osakis (Region)	803 Nokomis St E	HHW Event
FARIBAULT COUNTY (11)			
Blue Earth	Faribault County Fairgrounds (Region)	235 Midway Rd	HHW Event
Blue Earth	Faribault County Public Works (Region)	727 E Fifth St	HHW Event
Bricelyn	Bricelyn City Garage (Region)	503 N Third St	HHW Event
Delavan	Delavan City Hall (Region)	100 S Main St	HHW Event
Easton	Faribault County - Easton (Region)	51 Main St	HHW Event
Elmore	Elmore City Fire Hall (Region)	202 US 169	HHW Event
Frost	Frost City Hall (Region)	110 Main St	HHW Event
Kiester	Farmers Co Op Elevator Lot (Region)	110 S Main St	HHW Event
Minnesota Lake	Minnesota Lake City Garage (Region)	229 Park St N	HHW Event
Wells	Faribault County Garage (Region)	250 Fifth Ave NW	HHW Event
Winnebago	Faribault County - Winnebago (Region)	303 Main St S	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 13 OF 21

City/Town	Site Name	Address	Type
FILLMORE COUNTY (2)			
Chatfield	Chatfield City Garage (HHW)	Alley off Main St between 3rd & 4th St	HHW Event
Preston	County Resource Recovery (Region)	727 US 52	HHW Event
FREEBORN COUNTY (11)			
Albert Lea	Albert Lea Transfer Station (Region)	2506 Richway Dr	HHW Event
Alden	US Post Office (Region)	102 Main St E	HHW Event
Clarks Grove	Clarks Grove City Hall (Regional)	101 Independence Ave N	HHW Event
Emmons	Emmons City Clerks Office (Region)	219 Main St	HHW Event
Freeborn	Freeborn City & Township (Region)	310 Park St	HHW Event
Geneva	City of Geneva (Region)	405 W Main St	HHW Event
Glenville	Glenville Fire Dept (Region)	221 W Main St	HHW Event
Hartland	City of Hartland (Region)	502 Morin St	HHW Event
Hayward	City of Hayward (Region)	201 Main St	HHW Event
Hollandale	Hollandale Fire Dept (Region)	110 Park Ave	HHW Event
Twin Lakes	Twin Lakes City Hall (Region)	101 Main St W	HHW Event
GOODHUE COUNTY (6)			
Cannon Falls	Lake Byllesby Park (Region)	5000 MN Highway 19	HHW Event
Goodhue	Goodhue Community Ctr (Region)	105 N Broadway	HHW Event
Kenyon	Lincoln County Hwy Shop (Region)	400 First St	HHW Event
Pine Island	Pine Island School District (Region)	223 First Ave SE	HHW Event
Wanamingo	Cenex Parking Lot (Region)	900 Third Ave	HHW Event
Zumbrota	Goodhue County Fairgrounds (Region)	44279 County 6 Blvd	HHW Event
GRANT COUNTY (1)			
Elbow Lake	Grant County Recycling Ctr (Region)	310 Third St SE	HHW Event
HENNEPIN COUNTY (8)			
Brooklyn Park	Cherokee Hardware (Closed Oct 2018)	6278 Boone Ave N	Retail
Minneapolis	Anthony Middle School (County)	5757 Irving Ave S	HHW Event
Minneapolis	Jenny Lind School (County)	5025 Bryant Ave N	HHW Event
Minneapolis	Pillsbury Elementary (County ent)	2250 NE Garfield St	HHW Event
Minneapolis	South High (County)	3131 19th Ave S	HHW Event
Minnetonka	Public Works (County)	11522 Minnetonka Blvd	HHW Event
Shorewood	City of Shorewood (County)	24200 Smithtown Rd	HHW Event
St Louis Park	St Louis Park Middle School (County)	2025 Texas Ave S	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 14 OF 21

City/Town	Site Name	Address	Type
HOUSTON COUNTY (3)			
Caledonia	Caledonia Fairgrounds (HHW)	203 S History Ln	HHW Event
Hokah		9 Mill St	HHW Event
Houston	County Recycling Ctr (Region)	113 N Grant St	HHW Event
HUBBARD COUNTY (2)			
Laporte	Hubbard County HHW (Region)	41304 US Highway 71	HHW Seasonal
Park Rapids	Hubbard County HHW (Region)	812 Henrietta Ave	HHW Seasonal
JACKSON COUNTY (1)			
Jackson	Jackson County HHWF	53053 780th St	HHW Seasonal
KANABEC COUNTY (1)			
Mora	East Central Solid Waste (Region)	1756 180th Ave	HHW Event
KITTSOON COUNTY (5)			
Hallock	Kittson Central High (Region)	444 N Ash Ave	HHW Event
Karlstad	Tri-County Public School (Region)	303 Pembina Trail	HHW Event
Kennedy	NWMNJP Event - Kennedy (Region)	124 Pacific Ave	HHW Event
Lake Bronson	Lake Bronson Comm Ctr (HHW Event)	112 E Main St	HHW Event
Lancaster	NWMNJP - Lancaster (Region)	110 Second St	HHW Event
KOOCHICHING COUNTY (1)			
International Falls	County Transfer Station (Region)	4100 Hwy 11 W	HHW Event
LAC QUI PARLE COUNTY (2)			
Dawson	Lac Qui Parle County Hwy (Region)	1792 295th Ave	HHW Event
Madison	Madison-Marietta-Nassua Elementary	308 Sixth St	HHW Event
LAKE COUNTY (1)			
Two Harbors	Lake County Recycling Ctr	525 Recycle Center Dr	HHW Seasonal
LE SUEUR COUNTY (2)			
Le Sueur	Le Sueur County Garage (Region)	1213 Hazel St	HHW Event
Waterville	City Public Works Shop (Region)	411 S Reed St	HHW Event
MAHNOMEN COUNTY (1)			
Mahnomen	County Hwy Dept (Region)	1440 MN Highway 200	HHW Event
MARSHALL COUNTY (8)			
Argyle	US Post Office (Region)	108 W Third St	HHW Event
Grygla	Farmers Union Oil Co-op (Region)	106 MN Highway 89	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 15 OF 21

City/Town	Site Name	Address	Type
Middle River	Youngs General Store (Region)	155 Hill Ave	HHW Event
Newfolden	Newfolden City Office (Region)	145 E First St	HHW Event
Oslo	US Post Office (Region)	312 Main St	HHW Event
Stephen	Stephen-Argyle Central High (Region)	500 School Ave	HHW Event
Warren	County Fairgrounds (Region)	520 N Minnesota St	HHW Event
Warren	Marshall County Demolition Landfill	27641 US Highway 75	HHW Seasonal

MARTIN COUNTY (4)

Fairmont	Martin County Hwy Dept (Region)	1200 Marcus St	HHW Event
Granada	Granada Fire Hall (HHW)	108 S Main St	HHW Event
Trimont	Trimont City Ball Field (HHW)	500 Apple St E	HHW event
Truman	Prairieland Solid Waste Facility	801 E Fifth St N	HHW Seasonal

MCLEOD COUNTY (2)

Brownton	County Hwy Dept (Region)	208 First Ave	HHW Event
Glencoe	County North Complex (Region)	2385 Hennepin Ave N	HHW Event

MEEKER COUNTY (1)

Watkins	St Nicholas Catholic Church (Region)	15862 Co Rd 165	HHW Event
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MILLE LACS COUNTY (2)

Milaca	County Public Works (Region)	525 Second St SE	HHW Event
Wahkon	County Public Works (Region)	6813 MN Highway 27	HHW Event

MORRISON COUNTY (1)

Little Falls	Morrison County HHW Facility	17508 Iris Rd	HHW Seasonal
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MOWER COUNTY (2)

Grand Meadow	Grand Meadow Fire Hall (HHW)	200 Second St SE	HHW Event
Rose Creek		101 3rd St S	HHW Event

OLMSTED COUNTY (3)

Eyota	Dover Eyota High (Region)	615 South Ave SE	HHW Event
Oronoco	Oronoco Community (Region)	115 Second St NW	HHW Event
Stewartville	St Johns Church (Region)	111 Second Ave NE	HHW Event

OTTER TAIL COUNTY (9)

Bluffton	Joanie's Beauty Salon (Region)	202 Center St	HHW Event
Henning	County Hwy Garage (Region)	102 Douglas Ave	HHW Event
New York Mills	Public Works (Region)	102 N Boardman Ave	HHW Event
Ottertail	City Fire Dept (Region)	93 Lake Ave S	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 16 OF 21

City/Town	Site Name	Address	Type
Parkers Prairie	Transfer Station (Region)	56320 E County Hwy 46	HHW Event
Pelican Rapids	City Garage (Region)	1008 County Hwy 9	HHW Event
Rothsay	Rothsay City Hall (Region)	108 Second St NW	HHW Event
Underwood	Fire & Rescue (Region)	101 Scott St S	HHW Event
Vergas	Vergas 66 Station (Region)	121 W Linden St	HHW Event
PINE COUNTY (1)			
Pine City	Pine County HHW Facility	405 Airport Rd NE	HHW Seasonal
POLK COUNTY (3)			
East Grand Forks	East Grand Forks Public Works (Region)	1001 Second St NE	HHW Event
Fertile	Polk County Fair Office (Region)	200 Polk Ave SE	HHW Event
Mentor	Maple Lake Pavillion (Region)	34591 165th Ave SE	HHW Event
POPE COUNTY (1)			
Glenwood	Pope County Hwy/Roads Bldg (HHW)	16139 State Hwy 29	HHW Event
RAMSEY COUNTY (15)			
Arden Hills	County Used Oil Shed (County)	1352 Ben Franklin Dr	HHW Event
Little Canada	Sherwin-Williams (Dropped Jan 2019)	78 Minnesota Ave	Retail
Maplewood	Diamond Vogel (Moved Oct 2018)	1845 E County Rd D	Retail
Maplewood	Ramsey County Care Ctr (County)	1850 White Bear Ave N	HHW Event
New Brighton	Maintenance Garage (County)	700 Fifth St NW	HHW Event
Roseville	Tamarack Park (County)	1725 Kent St	HHW Event
St Paul		Shepard Rd & Davern St	HHW event
St Paul		800 Snelling Ave S	HHW Event
St Paul		44 Isabel St	HHW Event
St Paul	Como Parking Lot (HHW Event)	1660 Como Ave	HHW Event
St Paul	Pleasant Ice Arena (County)	848 Pleasant Ave	HHW Event
St Paul	Sherwin-Williams (Closed Aug 2018)	240 E Fillmore Ave	Retail
Vadnais Heights	Vadnais Heights Commons (HHW)	700 County Rd F E	HHW Event
White Bear Lake		1665 9th St	HHW Event
White Bear Lake	Otter Lake Elementary (County)	1401 County Rd H2	HHW Event
RED LAKE COUNTY (1)			
Oklee		100 Governor St	HHW Event
ROSEAU COUNTY (4)			
Badger	Cenex (Region)	209 N Main St	HHW Event
Greenbush	Cenex (Region)	314 First St N	HHW Event
Roseau	County Government Ctr (Region)	606 Fifth St SW	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 17 OF 21

City/Town	Site Name	Address	Type
Warroad	Municipal Light & Power (Region)	108 Alma Ave SE	HHW Event
SHERBURNE COUNTY (7)			
Becker	Becker Public Works (Region)	12002 Morris St	HHW Event
Clear Lake	Clear Lake City Hall (Region)	8670 1st Ave W	HHW Event
Elk River	County Fairgrounds (Region)	13372 Business Center Dr NW	HHW Event
Orrock	KJs Refuge Bar & Grille (Region)	26211 184th St	HHW Event
Princeton	Baldwin Township Hall (Region)	30239 128th St NW	HHW Event
Santiago	Santiago Township Hall (Region)	16943 20th St	HHW Event
Zimmerman	County Public Works (Region)	12950 7th Ave S	HHW Event
SIBLEY COUNTY (1)			
Winthrop	Sibley County Hwy Shop (HHW)	3 N Main St	HHW Event
ST LOUIS COUNTY (14)			
Aurora	Hudson Transfer Station (Region)	5910 Hwy 135 N	HHW Event
Brookston	Brookston Transfer Station (Region)	8609 Hwy 2	HHW Event
Buyck	Portage Canister Site (Region)	6992 Crane Lake Rd	HHW Event
Cook	Cook Transfer Station (Region)	2134 S Beatty Rd	HHW Event
Duluth	Fredenburg Community Ctr (Region)	5104 Fish Lake Rd	HHW Event
Ely	Ely Joint Public Works (Region)	2210 E Sheridan St	HHW Event
Ely	Northwoods Transfer Station (Region)	9384 Hwy 21 N	HHW Event
Floodwood	Floodwood Services & Training (Region)	601 Ash St	HHW Event
Kabetogama	Kabetogama Lake Canister (Region)	10150 Gamma Rd	HHW Event
Meadowlands	Meadowlands Canister (Region)	7722 Pine Rd	HHW Event
Orr	Orr Canister Site (Region)	4038 US 53	HHW Event
Side Lake	French Canister Site (Region)	7150 Green Rock Rd	HHW Event
Soudan	Soudan Canister Site (Region)	5160 MN Highway 169	HHW Event
Tower	County 77 Canister Site (Region)	2038 County Rd 77	HHW Event
STEARNS COUNTY (11)			
Albany	Our Savior Lutheran Church (HHW)	840 Lake Ave	HHW Event
Belgrade	Parking Lot (Region Event)	Walker St & Martin Ave	HHW Event
Brooten	Elementary School (Region)	250 Second Ave	HHW Event
Freeport	St Rosa of Lima Church (Region)	28905 Co Rd 17	HHW Event
Kimball	A M Maus & Sons (Region)	21 Maus Dr	HHW Event
Melrose	Melrose Fire Dept (Region)	405 Second Ave SE,	HHW Event
New Munich	Immaculate Conception Church (Region)	640 Main St	HHW Event
Paynesville	Paynesville High (Region)	795 West Highway 23	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 18 OF 21

City/Town	Site Name	Address	Type
Sauk Centre	Padua Pub (Region)	33945 County Rd 18	HHW Event
Sauk Centre	Sauk Centre Ice Arena (Region)	818 Centre St	HHW Event
St Stephen	St Stephen City Hall (Region)	2 Sixth Ave SE	HHW Event
STEELE COUNTY (1)			
Blooming Prairie Township	Steele County HHWF	9420 SE 64th Ave	HHW Seasonal
STEVENS COUNTY (2)			
Chokio	County Hwy Dept (Region)	325 Fifth Ave E	HHW Event
Morris	County Hwy Dept (Region)	1762 MN Highway 9	HHW Event
TODD COUNTY (1)			
Browerville	Todd HHW Facility	30433 US Highway 71	HHW Seasonal
TRAVERSE COUNTY (1)			
Wheaton	Univ of Minnesota Extn (Region)	702 Second Ave N	HHW Event
WABASHA COUNTY (3)			
Lake City	Lake City Hwy Shop (Region)	130 N Eighth St	HHW Event
Plainview	Plainview Hwy Shop (Region)	1811 County Rd 27	HHW Event
Wabasha	Wabasha Hwy Shop (Region)	821 Hiawatha Dr W	HHW Event
WADENA COUNTY (5)			
Aldrich	Aldrich Community Ctr (Region)	348 Central Ave S	HHW Event
Menahga	City of Menahga (Region)	115 Second St NE	HHW Event
Nimrod	Wadena County Garage (Region)	23170 Acorn St	HHW Event
Sebeka	Wadena County Garage (Region)	12612 Hyrkas St	HHW Event
Wadena	Wadena County Hwy Dept (Region)	229 Harry Rich Dr	HHW Event
WASECA COUNTY (1)			
Waseca	Waseca County HHW Facility	31080 Highway 13	HHW Seasonal
WASHINGTON COUNTY (5)			
Cottage Grove	Cottage Grove Public Works (HHW)	8635 W Point Douglas Rd S	HHW Event
Forest Lake	Forest Lake Transit Ctr (County)	19955 Forest Rd N	HHW Event
Hugo	Hugo Public Works Building (County)	6900 137th St N	HHW Event
Mahtomedi		8000 75th St N	HHW Event
Stillwater	Lily Lake Ice Arena (HHW)	1208 S Greeley St	HHW Event
WATONWAN COUNTY (2)			
Butterfield	Butterfield City Hall (HHW)	103 2nd St	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 19 OF 21

City/Town	Site Name	Address	Type
St James	County Public Works (Region)	1304 Seventh Ave S	HHW Event
WILKIN COUNTY (1)			
Breckenridge	Wilkin County Recycling (Region)	505 Eighth St S	HHW Event
WRIGHT COUNTY (1)			
Maple Lake	Maple Lake Public Landing (HHW)	4550 53rd St NW	HHW Event



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 20 OF 21

City/Town

Site Name

Address

Type

3. Large Volume Pick-Up Sites

46 Sites

ANOKA COUNTY (3)

Blaine	[Painting Contractor]	LVP
Coon Rapids	[Property Manager/Owner]	LVP
Fridley	[Property Manager/Owner]	LVP

BROWN COUNTY (1)

New Ulm	[Painting Contractor]	LVP
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DAKOTA COUNTY (4)

Eagan	[Painting Contractor]	LVP
Eagan	[Property Manager/Owner]	LVP
Inver Grove Heights	[Property Manager/Owner]	LVP
So St Paul	[Painting Contractor]	LVP

DOUGLAS COUNTY (1)

Alexandria	[Shopping Mall]	LVP
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HENEPIN COUNTY (1)

Minneapolis	[Property Manager/Owner]	LVP
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HENNEPIN COUNTY (25)

Bloomington	[Painting Contractor]	LVP
Bloomington	[Painting Contractor]	LVP
Eden Prairie	[Property Manager/Owner]	LVP
Eden Prairie	[Property Manager/Owner]	LVP
Golden Valley	[Corporate Office Building]	LVP
Hopkins	[Janitorial / Painting]	LVP
Minneapolis	[Community Arts and Theater Program]	LVP
Minneapolis	[Hotel]	LVP
Minneapolis	[Painting Contractor]	LVP
Minneapolis	[Painting Contractor]	LVP
Minneapolis	[Painting Contractor] RLVP as of Feb 2018	RLVP
Minneapolis	[Painting Contractor] RLVP as of Feb 2018	RLVP
Minneapolis	[Painting Contractor] RLVP as of Jul 2017	RLVP
Minneapolis	[Property Manager/Owner]	LVP
Minneapolis	[Property Manager/Owner]	LVP
Minneapolis	[Property Manager/Owner]	LVP



PAINTCARE SITES

FY2019 PAINTCARE SITES IN MINNESOTA - PAGE 21 OF 21

City/Town	Site Name	Address	Type
Minneapolis	[Sports/Entertainment Venue]		LVP
Minnetonka	[Nonprofit]		LVP
Minnetonka	[Painting Contractor]		LVP
New Hope	[Church]		LVP
Osseo	[Painting Contractor]		LVP
Plymouth	[E-Recycling Center]		LVP
Plymouth	[Property Manager/Owner]		LVP
Plymouth	[Property Manager/Owner]		LVP
St Louis Park	[Property Manager/Owner]		LVP
HENNIPEN COUNTY (1)			
Eden Prairie	[Property Manager/Owner]		LVP
HUBBARD COUNTY (1)			
Park Rapids	[Retail]		LVP
RAMSEY COUNTY (3)			
North St Paul	[Hardware Store]		LVP
Saint Paul	[Property Manager/Owner]		LVP
St Paul	[School District]		LVP
REDWOOD COUNTY (1)			
Redwood Falls	[Painting Contractor]		LVP
SCOTT COUNTY (1)			
Savage	[Construction]		LVP
WASHINGTON COUNTY (1)			
Stillwater	[Painting Contractor]		LVP
WINONA COUNTY (1)			
Winona	[Reuse/Construction]		LVP
WRIGHT COUNTY (2)			
Annandale	[Painting Contractor]		LVP
Hanover	[Painting Contractor]		LVP

Appendix Section B

PaintCare Inc.

Financial Statements
and Independent Auditors' Report

June 30, 2019 and 2018

PaintCare Inc.

Financial Statements
June 30, 2019 and 2018

Contents

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
PaintCare Inc.

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of June 30, 2019 and 2018; the related statements of activities, functional expenses, and cash flows for the years then ended; and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of June 30, 2019 and 2018, 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.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 18-19 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Handwritten signature of Rogers & Company LLC in black ink.

Vienna, Virginia
September 24, 2019

PaintCare Inc.

Statements of Financial Position
June 30, 2019 and 2018

	2019	2018
Assets		
Current assets:		
Cash and cash equivalents	\$ 15,596,294	\$ 9,136,849
Accounts receivable, net	6,964,498	7,215,463
Investments	48,051,007	45,209,880
Prepaid expenses	296,043	216,383
	<hr/>	<hr/>
Total current assets	70,907,842	61,778,575
Property and equipment, net	274,538	172,736
	<hr/>	<hr/>
Total assets	<u>\$ 71,182,380</u>	<u>\$ 61,951,311</u>
Liabilities and Net Assets		
Liabilities		
Current liabilities:		
Accounts payable and accrued expenses	\$ 10,875,820	\$ 8,435,083
Grants payable	200,000	-
Due to affiliate	800,081	761,712
	<hr/>	<hr/>
Total liabilities	<hr/> 11,875,901	<hr/> 9,196,795
Net Assets		
Without donor restrictions	<hr/> 59,306,479	<hr/> 52,754,516
	<hr/>	<hr/>
Total net assets	<hr/> 59,306,479	<hr/> 52,754,516
	<hr/>	<hr/>
Total liabilities and net assets	<u>\$ 71,182,380</u>	<u>\$ 61,951,311</u>

See accompanying notes.

PaintCare Inc.

Statements of Activities
For the Years Ended June 30, 2019 and 2018

	2019	2018
Operating Revenue and Support		
Paint recovery fees	\$ 60,493,546	\$ 60,694,911
Other income	-	99,424
	<hr/>	<hr/>
Total operating revenue and support	60,493,546	60,794,335
	<hr/>	<hr/>
Expenses		
Program and delivery services:		
Oregon	4,365,660	5,060,746
California	30,763,747	31,979,769
Connecticut	3,176,529	3,014,201
Rhode Island	729,092	699,650
Minnesota	5,068,449	4,929,453
Vermont	792,567	743,554
Maine	1,300,761	1,110,093
Colorado	5,629,379	5,299,726
District of Columbia	413,169	342,957
Washington	7,064	-
	<hr/>	<hr/>
Total program and delivery services	52,246,417	53,180,149
	<hr/>	<hr/>
General and administrative	4,433,932	4,214,193
	<hr/>	<hr/>
Total expenses	56,680,349	57,394,342
	<hr/>	<hr/>
Change in Net Assets from Operations	3,813,197	3,399,993
	<hr/>	<hr/>
Non-Operating Activities		
Interest and dividend income	1,238,869	945,029
Loss on disposal of property and equipment	(102,362)	-
Net realized and unrealized gain on investments	1,748,144	634,025
Investment fees	(145,885)	(138,181)
	<hr/>	<hr/>
Total non-operating activities	2,738,766	1,440,873
	<hr/>	<hr/>
Change in Net Assets	6,551,963	4,840,866
	<hr/>	<hr/>
Net Assets, beginning of year	52,754,516	47,913,650
	<hr/>	<hr/>
Net Assets, end of year	\$ 59,306,479	\$ 52,754,516
	<hr/>	<hr/>

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Year Ended June 30, 2019

	Program and Delivery Services										General and Administrative	Total
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington		
Salaries and related benefits	\$ 113,319	\$ 812,614	\$ 93,741	\$ 27,808	\$ 133,528	\$ 39,213	\$ 82,807	\$ 194,026	\$ 16,034	\$ 2,544	\$ 1,395,251	\$ 2,910,885
Collection support	20,381	3,134,672	434,073	100,440	448,281	81,970	145,009	506,813	38,858	-	-	4,910,497
Transportation and processing	4,085,078	22,661,082	2,133,266	471,744	4,214,375	636,180	933,710	3,989,607	216,039	-	-	39,341,081
Communications	59,964	3,394,905	462,698	105,153	187,698	9,375	23,502	613,849	104,388	-	61,056	5,022,588
State agency administrative fees	40,000	224,526	20,000	-	24,319	15,000	71,003	120,000	26,000	-	-	540,848
Management fees	-	-	-	-	-	-	-	-	-	-	2,151,624	2,151,624
Professional fees	2,700	25,432	5,596	769	2,950	2,829	3,541	37,900	496	-	94,447	176,660
Legal fees	350	201,033	11,511	15,144	10,078	263	9,505	3,339	1,186	-	23,632	276,041
Travel	21,803	156,565	9,951	5,527	14,731	7,134	17,143	49,160	9,095	4,502	157,311	452,922
Meetings	1,240	10,542	533	-	1,487	71	152	3,200	546	18	21,997	39,786
Office and supplies	1,040	3,443	229	288	1,019	246	314	1,968	163	-	30,954	39,664
Subscriptions and publications	931	5,002	292	81	1,530	119	252	1,718	4	-	81,761	91,690
Professional development	1,653	27,506	2,716	856	4,971	127	2,773	7,458	51	-	25,531	73,642
Depreciation and amortization	-	-	-	-	-	-	-	-	-	-	112,611	112,611
Insurance	-	-	-	-	-	-	-	-	-	-	220,261	220,261
Bank fees	1,185	-	1,572	979	-	-	205	-	-	-	56,681	60,622
Research and development grant	-	100,000	-	-	-	-	-	100,000	-	-	-	200,000
Other expenses	16,016	6,425	351	303	23,482	40	10,845	341	309	-	815	58,927
Total Expenses	\$ 4,365,660	\$ 30,763,747	\$ 3,176,529	\$ 729,092	\$ 5,068,449	\$ 792,567	\$ 1,300,761	\$ 5,629,379	\$ 413,169	\$ 7,064	\$ 4,433,932	\$ 56,680,349

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Year Ended June 30, 2018

	Program and Delivery Services									General and	
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Administrative	Total
Salaries and related benefits	\$ 99,554	\$ 689,697	\$ 89,719	\$ 26,890	\$ 125,429	\$ 36,332	\$ 76,778	\$ 174,956	\$ 26,256	\$ 1,378,112	\$ 2,723,723
Collection support	14,151	3,088,154	419,471	102,140	427,620	77,744	131,874	494,745	35,885	-	4,791,784
Transportation and processing	4,746,058	23,089,574	1,985,183	471,128	4,095,774	599,131	800,695	3,746,160	195,501	-	39,729,204
Communications	58,998	3,449,964	448,418	89,429	204,463	7,865	23,715	671,904	52,037	29,680	5,036,473
State agency administrative fees	50,000	167,633	20,000	-	35,160	15,000	53,146	120,000	26,000	-	486,939
Management fees	-	-	-	-	-	-	-	-	-	2,146,079	2,146,079
Professional fees	52,450	9,680	13,040	1,098	1,019	770	764	259	151	90,017	169,248
Legal fees	871	1,231,975	1,594	-	-	-	4,305	8,499	-	24,165	1,271,409
Travel	20,950	169,762	13,775	4,775	15,478	5,797	15,848	65,492	6,462	140,849	459,188
Meetings	646	9,278	726	51	1,131	2	4	5,305	32	12,819	29,994
Office and supplies	1,428	6,705	187	53	6,073	226	295	3,474	15	31,681	50,137
Subscriptions and publications	868	3,128	132	30	789	43	91	1,465	-	29,474	36,020
Professional development	957	13,872	1,939	240	4,257	590	2,478	6,309	392	22,223	53,257
Depreciation and amortization	-	-	-	-	-	-	-	-	-	79,626	79,626
Insurance	-	-	-	-	-	-	-	-	-	163,709	163,709
Bank fees	1,263	-	4,804	2,891	-	-	-	-	-	63,490	72,448
Other expenses	12,552	50,347	15,213	925	12,260	54	100	1,158	226	2,269	95,104
Total Expenses	\$ 5,060,746	\$ 31,979,769	\$ 3,014,201	\$ 699,650	\$ 4,929,453	\$ 743,554	\$ 1,110,093	\$ 5,299,726	\$ 342,957	\$ 4,214,193	\$ 57,394,342

See accompanying notes.

PaintCare Inc.

Statements of Cash Flows
For the Years Ended June 30, 2019 and 2018

	2019	2018
Cash Flows from Operating Activities		
Change in net assets	\$ 6,551,963	\$ 4,840,866
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	112,611	79,626
Loss on disposal of property and equipment	102,362	-
Net realized and unrealized gain on investments	(1,748,144)	(634,025)
Change in allowance for doubtful accounts receivable	21,272	17,055
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	229,693	(147,428)
Prepaid expenses	(79,660)	76,525
Increase in:		
Accounts payable and accrued expenses	2,440,737	827,494
Grants payable	200,000	-
Due to affiliate	38,369	45,302
Net cash provided by operating activities	<u>7,869,203</u>	<u>5,105,415</u>
Cash Flows from Investing Activities		
Purchases of investments	(18,563,757)	(5,945,029)
Proceeds from sale of investments	17,470,774	138,182
Purchases of property and equipment	<u>(316,775)</u>	<u>-</u>
Net cash used in investing activities	<u>(1,409,758)</u>	<u>(5,806,847)</u>
Net Increase (Decrease) in Cash	6,459,445	(701,432)
Cash and Cash Equivalents, beginning of year	<u>9,136,849</u>	<u>9,838,281</u>
Cash and Cash Equivalents, end of year	<u><u>\$ 15,596,294</u></u>	<u><u>\$ 9,136,849</u></u>

See accompanying notes.

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

1. Nature of Operations

PaintCare Inc. (“PaintCare”), a not-for-profit 501(c)(3) organization, was created in October 2009 by the American Coatings Association (ACA), who, working with state and local government stakeholders, passed the first ever paint product stewardship law in the United States in the state of Oregon in 2009. 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, Colorado, and District of Columbia programs in an effort to shield the assets of each state program from liability stemming from acts and obligations of other PaintCare state programs.

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

PaintCare’s financial statements are prepared on the accrual basis of accounting. Net assets without donor restrictions represent funds that are not subject to donor-imposed stipulations and are available for support of PaintCare’s operations. At June 30, 2019 and 2018, 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 ninety days or less at the time of purchase.

Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management’s judgment considering historical information. Accounts are individually analyzed for collectability and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At June 30, 2019 and 2018, an allowance of \$64,175 and \$42,903, respectively, was recognized.

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

2. Summary of Significant Accounting Policies (continued)

Investments

Investments are stated at fair value, based on quoted market prices. All realized and unrealized gains and losses are included in the accompanying statements of activities.

Property and Equipment

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

Grants Payable

Grants payable represents amounts awarded to organizations for the Innovative Recycling Grant Competition. These funds are committed as of June 30, 2019 and will be paid out over a maximum period of three years on a reimbursement-only basis. Grants payable is included on the accompanying statements of financial position and total \$200,000 and \$0 at June 30, 2019 and 2018.

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.

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

Revenue from all other sources is recognized when earned.

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

2. Summary of Significant Accounting Policies (continued)

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$5,022,588 and \$5,036,473 for the years ended June 30, 2019 and 2018, respectively.

Measure of Operations

PaintCare includes in its measure of operations all revenues and expenses that are an integral part of its programs and supporting activities and excludes realized and unrealized gains and losses on investments, interest and dividends, and loss on disposal of property and equipment.

Reclassifications

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

Adopted Accounting Pronouncement

On August 18, 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities* (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. PaintCare has implemented ASU 2016-14 and has adjusted the presentation in these financial statements accordingly. The ASU has been applied retrospectively to all periods presented, except for the liquidity and availability footnote, which is permitted by the ASU in the year of adoption. The implementation had no impact on previously reported net assets.

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

2. Summary of Significant Accounting Policies (continued)

Use of Estimates

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

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through September 24, 2019, the date the financial statements were available to be issued.

3. Liquidity and Availability

PaintCare has \$51,156,773 of financial assets available within one year of the statement of financial position date. PaintCare strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. Management periodically reviews PaintCare's liquid asset needs and adjusts the cash and cash equivalent balances as necessary. Amounts in excess of operating liquidity needs are invested in money market funds and highly liquid securities.

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following at June 30, 2019:

Cash and cash equivalents	\$ 15,596,294
Accounts receivable, net	6,964,498
Investments appropriated for current use	<u>28,595,981</u>
Total available for general expenditures	<u><u>\$ 51,156,773</u></u>

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

4. Concentration of Credit Risk

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

5. Accounts Receivable

Accounts receivable related to the following programs were due as follows at June 30:

	2019	2018
California	\$ 3,931,082	\$ 4,192,629
Colorado	761,606	787,597
Minnesota	749,761	719,043
Oregon	716,721	621,643
Connecticut	392,831	418,627
Maine	189,135	211,907
Rhode Island	113,726	123,092
District of Columbia	64,030	65,794
Vermont	109,781	118,034
Total accounts receivable	7,028,673	7,258,366
Less: allowance for doubtful accounts	(64,175)	(42,903)
Accounts receivable, net	<u>\$ 6,964,498</u>	<u>\$ 7,215,463</u>

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

6. Investments and Fair Value Measurements

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

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

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

In general, and where applicable, PaintCare uses quoted prices in active markets for identical assets to determine fair value. This pricing methodology applies to Level 1 investments. Level 2 inputs include government securities as well as some mutual funds consisting mainly of fixed income instruments, which are valued based on quoted prices in less active markets.

PaintCare Inc.

Notes to Financial Statements
June 30, 2019 and 2018

6. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of June 30, 2019:

	Level 1	Level 2	Level 3	Total
<hr/>				
Equities:				
Energy	\$ 645,537	\$ -	\$ -	\$ 645,537
Materials	516,536	-	-	516,536
Industrials	1,537,644	-	-	1,537,644
Consumer discretionary	1,516,737	-	-	1,516,737
Consumer staples	1,197,977	-	-	1,197,977
Health care	1,807,095	-	-	1,807,095
Financials	2,138,219	-	-	2,138,219
Information technology	2,507,382	-	-	2,507,382
Telecommunication				
service	1,257,481	-	-	1,257,481
Utilities	564,074	-	-	564,074
Real estate	687,533	-	-	687,533
Bond	71,662	-	-	71,662
Mutual funds:				
Exchange traded funds	4,518,546	-	-	4,518,546
Fixed income	7,523,367	-	-	7,523,367
Corporate bonds	6,869,374	-	-	6,869,374
Cash equivalents	1,046,678	-	-	1,046,678
Government securities:				
U.S. Treasury	-	9,750,771	-	9,750,771
U.S. Agency	-	3,894,394	-	3,894,394
<hr/>				
Total investments	\$ 34,405,842	\$ 13,645,165	\$ -	\$ 48,051,007
<hr/>				

PaintCare Inc.

Notes to Financial Statements
June 30, 2019 and 2018

6. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of June 30, 2018:

	Level 1	Level 2	Level 3	Total
Equities:				
Energy	\$ 840,666	\$ -	\$ -	\$ 840,666
Materials	585,373	-	-	585,373
Industrials	1,588,432	-	-	1,588,432
Consumer discretionary	1,725,904	-	-	1,725,904
Consumer staples	918,613	-	-	918,613
Health care	1,691,862	-	-	1,691,862
Financials	2,159,797	-	-	2,159,797
Information technology	2,786,203	-	-	2,786,203
Telecommunication service	264,307	-	-	264,307
Utilities	416,149	-	-	416,149
Real estate	531,755	-	-	531,755
Bond	59,749	-	-	59,749
Mutual funds:				
Fixed income	5,471,994	3,456,299	-	8,928,293
Corporate bonds	11,781,845	-	-	11,781,845
Cash equivalents	1,214,776	-	-	1,214,776
Government securities:				
U.S. Treasury	-	9,716,156	-	9,716,156
Total investments	\$ 32,037,425	\$ 13,172,455	\$ -	\$ 45,209,880

Investment income consisted of the following for the years ended June 30:

	2019	2018
Interest and dividend income	\$ 1,238,869	\$ 945,029
Net realized and unrealized gain	1,748,144	634,025
Investment fees	(145,885)	(138,181)
Total investment income	\$ 2,841,128	\$ 1,440,873

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

7. Property and Equipment

PaintCare held the following property and equipment at June 30:

	<u>2019</u>	<u>2018</u>
Software	\$ 354,739	\$ 421,822
Less: accumulated depreciation and amortization	<u>(80,201)</u>	<u>(249,086)</u>
Property and equipment, net	<u><u>\$ 274,538</u></u>	<u><u>\$ 172,736</u></u>

8. Related Party

ACA, a related party, is a separate, 501(c)(6) nonprofit organization working to advance the needs of the paint and coatings industry and the professionals who work in it. ACA serves its members as an advocate on legislative, regulatory, and judicial issues at the federal, state, and local levels. ACA also provides members with such services as research and technical information, statistical management information, legal guidance, and community service project support and acts as a forum for the exchange of information and ideas among the industry and its business partners. ACA incorporated PaintCare for the sole purpose of implementing programs for post-consumer architectural paint. ACA maintains a controlling interest in PaintCare through the ability to appoint its Board of Directors.

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

For the years ended June 30, 2019 and 2018, the total administrative fees charged by ACA to PaintCare were \$2,151,624 and \$2,146,079, respectively. At June 30, 2019 and 2018, PaintCare owed ACA \$800,081 and \$761,712, respectively, which is recorded as due to affiliate in the accompanying statements of financial position.

PaintCare Inc.

Notes to Financial Statements June 30, 2019 and 2018

9. Functionalized Expenses

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and wages, benefits, payroll taxes, professional services, office expenses, depreciation and amortization, insurance, and other, which are allocated on the basis of estimates of time and effort.

10. Income Taxes

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

No tax expense is recorded in the accompanying financial statements for PaintCare, as there was no unrelated business taxable income. Contributions to PaintCare are deductible as provided in IRC Section 170(b)(1)(A)(vi).

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

SUPPLEMENTARY INFORMATION

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Year Ended June 30, 2019

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	General and Administrative	Total
Operating Revenue and Support												
Paint recovery fees	\$ 5,478,466	\$ 34,611,457	\$ 3,445,259	\$ 930,766	\$ 6,413,373	\$ 866,404	\$ 1,295,654	\$ 6,817,282	\$ 634,885	\$ -	\$ -	\$ 60,493,546
Total operating revenue and support	5,478,466	34,611,457	3,445,259	930,766	6,413,373	866,404	1,295,654	6,817,282	634,885	-	-	60,493,546
Expenses												
Program and delivery services:												
Collection support	20,381	3,134,672	434,074	100,441	448,281	81,970	145,009	506,792	38,858	-	-	4,910,478
Transportation and processing	4,085,078	22,661,082	2,133,266	471,744	4,214,374	636,182	933,710	3,989,607	216,039	-	-	39,341,082
Communications	59,874	3,394,905	462,699	105,153	187,698	9,375	23,503	610,204	104,387	-	-	4,957,798
Legal fees	350	201,033	11,511	15,144	10,078	263	9,505	3,339	1,186	-	-	252,409
State agency administrative fees	40,000	224,526	20,000	-	24,319	15,000	71,003	120,000	26,000	-	-	540,848
Special projects	-	6,400	-	-	14,119	-	-	-	-	-	-	20,519
Research and development	-	100,000	-	-	-	-	-	100,000	-	-	-	200,000
Other program expenses	159,977	1,041,129	114,979	36,610	169,580	49,777	118,031	299,437	26,699	7,064	-	2,023,283
Total program and delivery services	4,365,660	30,763,747	3,176,529	729,092	5,068,449	792,567	1,300,761	5,629,379	413,169	7,064	-	52,246,417
General and administrative:												
Legal fees	-	-	-	-	-	-	-	-	-	-	23,632	23,632
Management fees	-	-	-	-	-	-	-	-	-	-	2,151,624	2,151,624
Insurance	-	-	-	-	-	-	-	-	-	-	220,261	220,261
Other expense	-	-	-	-	-	-	-	-	-	-	2,038,415	2,038,415
Total general and administrative	-	-	-	-	-	-	-	-	-	-	4,433,932	4,433,932
Total expenses	4,365,660	30,763,747	3,176,529	729,092	5,068,449	792,567	1,300,761	5,629,379	413,169	7,064	4,433,932	56,680,349
Change in Net Assets from Operations	1,112,806	3,847,710	268,730	201,674	1,344,924	73,837	(5,107)	1,187,903	221,716	(7,064)	(4,433,932)	3,813,197
Non-Operating Activities												
Investment income	-	-	-	-	-	-	-	-	-	-	2,841,128	2,841,128
Loss on disposal of property and equipment	-	-	-	-	-	-	-	-	-	-	(102,362)	(102,362)
Change in Net Assets Before Allocation of General and Administrative Activities	1,112,806	3,847,710	268,730	201,674	1,344,924	73,837	(5,107)	1,187,903	221,716	(7,064)	(1,695,166)	6,551,963
General and administrative allocation	(293,665)	(2,855,647)	(273,967)	(80,683)	(406,565)	(47,965)	(101,824)	(385,506)	(46,124)	(44,348)	4,536,294	-
Investment allocation	-	2,567,226	-	-	(493)	(26,253)	(2,417)	282,154	20,911	-	(2,841,128)	-
Total Change in Net Assets	819,141	3,559,289	(5,237)	120,991	937,866	(381)	(109,348)	1,084,551	196,503	(51,412)	-	6,551,963
Net Assets (Deficit), beginning of year	(909,292)	45,853,006	3,391,903	702,738	(718,905)	(523,200)	270,716	4,422,394	265,156	-	-	52,754,516
Net Assets (Deficit), end of year	\$ (90,151)	\$ 49,412,295	\$ 3,386,666	\$ 823,729	\$ 218,961	\$ (523,581)	\$ 161,368	\$ 5,506,945	\$ 461,659	\$ (51,412)	\$ -	\$ 59,306,479

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Year Ended June 30, 2018

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	General and Administrative	Total
Operating Revenue and Support											
Paint recovery fees	\$ 4,816,828	\$ 35,369,235	\$ 3,589,443	\$ 921,847	\$ 6,192,108	\$ 870,581	\$ 1,455,662	\$ 6,865,320	\$ 613,887	\$ -	\$ 60,694,911
Other income	99,424	-	-	-	-	-	-	-	-	-	99,424
Total operating revenue and support	4,916,252	35,369,235	3,589,443	921,847	6,192,108	870,581	1,455,662	6,865,320	613,887	-	60,794,335
Expenses											
Program and delivery services:											
Collection support	14,150	3,088,155	419,471	102,140	427,619	77,744	131,874	494,744	35,886	-	4,791,783
Transportation and processing	4,746,057	23,089,573	1,985,183	471,128	4,095,774	599,131	800,695	3,746,160	195,501	-	39,729,202
Communications	58,998	3,449,964	448,418	89,429	204,464	7,865	23,714	669,864	52,037	-	5,004,753
Legal fees	871	1,231,975	1,594	-	-	-	4,305	8,499	-	-	1,247,244
State agency administrative fees	50,000	167,633	20,000	-	35,160	15,000	53,146	120,000	26,000	-	486,939
Other program expenses	190,670	952,469	139,535	36,953	166,436	43,814	96,359	260,459	33,533	-	1,920,228
Total program and delivery services	5,060,746	31,979,769	3,014,201	699,650	4,929,453	743,554	1,110,093	5,299,726	342,957	-	53,180,149
General and administrative:											
Legal fees	-	-	-	-	-	-	-	-	-	24,165	24,165
Management fees	-	-	-	-	-	-	-	-	-	2,146,079	2,146,079
Insurance	-	-	-	-	-	-	-	-	-	163,709	163,709
Other expense	-	-	-	-	-	-	-	-	-	1,880,240	1,880,240
Total general and administrative	-	-	-	-	-	-	-	-	-	4,214,193	4,214,193
Total expenses	5,060,746	31,979,769	3,014,201	699,650	4,929,453	743,554	1,110,093	5,299,726	342,957	4,214,193	57,394,342
Change in Net Assets from Operations	(144,494)	3,389,466	575,242	222,197	1,262,655	127,027	345,569	1,565,594	270,930	(4,214,193)	3,399,993
Non-Operating Activities											
Investment income	-	-	-	-	-	-	-	-	-	1,440,873	1,440,873
Change in Net Assets Before Allocation of General and Administrative Activities	(144,494)	3,389,466	575,242	222,197	1,262,655	127,027	345,569	1,565,594	270,930	(2,773,320)	4,840,866
General and administrative allocation	(275,506)	(2,679,071)	(257,027)	(75,694)	(381,425)	(45,000)	(95,528)	(361,668)	(43,273)	4,214,192	-
Investment allocation	-	1,380,251	-	-	(39,090)	(16,396)	4,394	108,040	3,673	(1,440,872)	-
Total Change in Net Assets	(420,000)	2,090,646	318,215	146,503	842,140	65,631	254,435	1,311,966	231,330	-	4,840,866
Net Assets (Deficit), beginning of year	(489,292)	43,762,360	3,073,688	556,235	(1,561,045)	(588,831)	16,281	3,110,428	33,826	-	47,913,650
Net Assets (Deficit), end of year	\$ (909,292)	\$ 45,853,006	\$ 3,391,903	\$ 702,738	\$ (718,905)	\$ (523,200)	\$ 270,716	\$ 4,422,394	\$ 265,156	\$ -	\$ 52,754,516

Appendix Section C



Minnesota Paint Stewardship Program

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

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

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

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

PaintCare Products

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

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

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

⊘ Non-PaintCare Products

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

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



Recycle

with PaintCare



MINNESOTA

Places to Take Old Paint

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

How to Recycle

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

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

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



What Happens to the Paint?

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

Who Can Use the Program?

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

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

Large Volume Pick-Up

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

PaintCare Fee

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

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

Not a Deposit

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

Contact Us

To learn more or find a drop-off site, please visit www.paintcare.org or call (855) 724-6809.

Mini Card



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

Recycle with PaintCare

Find a drop-off site near you:
(855) 724-6809 • www.paintcare.org

**Buy right.
Use it up.
Recycle the rest.**

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

LEARN MORE

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



Paint Recycling Program

About the Minnesota PaintCare Program

PAINTCARE

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

✓ PAINTCARE PRODUCTS

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

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

✗ NON-PAINTCARE PRODUCTS

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

FEES

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

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

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



Recycle with PaintCare

MN-PIEN-0317

WE CAN HELP Recycle YOUR PAINT

www.paintcare.org

Paint Recycling Made Easy

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

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



What types of paint products can be recycled in Minnesota?



PAINTCARE PRODUCTS

(YOU CAN RECYCLE THESE)

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

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



NON-PAINTCARE PRODUCTS

Leaking, unlabeled, and empty containers are not accepted.

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

PROGRAM FUNDING

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

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

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



Information for Painting Contractors

UPDATED — JUNE 2019

Minnesota's Paint Stewardship Program began in November 2014.

Minnesota's paint stewardship law requires paint manufacturers to set up and operate a paint stewardship program for the state. This program is funded by a fee on each container of architectural paint sold in the Minnesota. The program sets up drop-off sites at retail stores and other locations across the state where households and businesses are able to take most types of leftover paint for recycling, free of charge.

Paint Stewardship

The American Coatings Association (ACA) worked with various stakeholders interested in the management of postconsumer paint to develop a Paint Stewardship Program in the United States. PaintCare Inc. is a nonprofit organization established by ACA to implement the program on behalf of paint manufacturers in states that adopt paint stewardship laws. PaintCare has programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is currently developing a program for Washington, expected to launch in 2020.

The main goals of the program are to decrease paint waste and recycle more postconsumer paint by setting up convenient drop-off sites in each PaintCare state.



Fees and Funding

As required by state law, a paint stewardship assessment (PaintCare Fee) must be added by manufacturers to the wholesale price of all architectural paint sold in the state. This fee is paid by manufacturers to PaintCare to fund setting up drop-off sites for leftover, postconsumer paint, and for the transportation, recycling, and proper disposal of that paint. The fees also pay for consumer education and program administrative costs. Fees may vary from state to state. Effective September 1, 2017, Minnesota fees per container are as follows:

\$ 0.00 — Half pint or smaller

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

\$ 0.99 — 1 gallon up to 2 gallons

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

The law also requires that each distributor and retailer include the PaintCare Fee with their sale price of architectural paint. Displaying the fee on invoices and receipts is not mandatory for distributors or retailers; however, PaintCare encourages them to show the fee and list it as PaintCare Fee to aid in customer education.

Notice for Painting Contractors

It is expected that contractors will pass the fees on to their customers in order to recoup the fees they pay.

When estimating jobs, contractors should take these fees into account by checking with your suppliers to make sure the quotes for paint products include the fees. You should also let your customers know that you will be including these fees in your quotes.

Paint Drop-Off Sites

PaintCare has established more than 250 paint drop-off sites across Minnesota. Most drop-off sites are paint stores. Other sites include certain solid waste transfer stations, recycling centers, and government-sponsored household hazardous waste programs. Participation as a drop-off site is voluntary.

Use of Retail Drop-Off Sites by Businesses

Retail drop-off sites provide a convenient and no cost recycling option for painting contractors and other businesses. Businesses that generate less than 220 pounds of hazardous waste* per month will be able to use these sites to recycle all PaintCare products (both water and oil-based) with some restrictions on quantities per month.

Larger businesses (those that generate more than 220 pounds of hazardous waste per month) may use the drop-off sites for their water-based PaintCare products only; they are not able to use the sites for oil-based paint or other solvent-based products.

**220 pounds is about 20-30 gallons of paint. When counting how much hazardous waste you generate in a month, oil-based paint counts (because by law it is a hazardous waste), but latex and other water-based paint does not count toward the 220 pound monthly total.*



Pick-Up Service for Large Volumes

Businesses with at least 200 gallons of postconsumer paint to recycle may qualify to have their paint picked up by PaintCare at no additional cost. To learn more about this service or to request an appointment, please visit www.paintcare.org/pickup or call (855) 724-6809.

Contact

Steve Pincuspy
Minnesota Program Manager
spincuspy@paint.org
(612) 719-5216

What Products Are Covered?

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

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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



Large Volume Pick-Up (LVP) Service

UPDATED — OCTOBER 2018

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

Who is PaintCare?

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

Paint Drop-Off Sites

In states with a paint stewardship program, PaintCare's primary effort is to set up conveniently located drop-off sites—places where residents and businesses may take their unwanted paint for no charge. Sites set their own limits on the volume of paint they accept from customers per visit (usually from 5 to 20 gallons). To find a drop-off site near you, please use PaintCare's site locator at www.paintcare.org or call (855) 724-6809.

Large Volume Pick-Ups

For those who have accumulated a large volume of paint, PaintCare also offers a pick-up service. Large volume means at least 200 gallons, measured by container size (not content). On a case-by-case basis, PaintCare may approve a pick-up for less than 200 gallons if there are no drop-off sites in your area. After two or three pick-ups, you may be switched to a regular 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 licensed paint recycling company or a hazardous waste transportation company to assist you.

HOW TO REQUEST A LARGE VOLUME PICK-UP

1) Sort and count your paint

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

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

Fill out a paper or electronic version of the "Large Volume Pick-Up Request Form" and return it to PaintCare online or by email, fax, or regular mail. (Visit www.paintcare.org or call PaintCare for the form.)

Scheduling

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

On the Day of Your Pick-Up

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



Businesses, please plan to have staff available to pack the paint cans into the boxes. The hauler may be able to provide some assistance, but we require your staff to be present and provide labor to pack boxes. Once your paint is properly packed and loaded onto the hauler's truck, you will sign a shipping document and receive a copy for your records. Your paint will then be taken to an authorized processing facility for recycling.

Note: Paint must be in original containers and not leaking.

Repeat Service for Large Volume Users

For businesses that generate large volumes of unwanted paint on a regular basis, a service for recurring direct pick-ups is available. With this service, you will be provided with empty bins, then request a pick-up when at least three bins are filled. PaintCare will provide onsite training on how to properly pack the paint, and you will be required to sign a contract with PaintCare.

Limits on Businesses

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

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

If You Have Products We Don't Accept

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

What Products Are Covered?

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

PAINTCARE PRODUCTS

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

Appendix Section D



2018 Awareness Survey Results

prepared by



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Study Overview: Objectives, Key Measurements, Responses

Respondent Profiles: Demographic Characteristics

Consumer Behavior: Paint Purchasing and Disposal

Paint Recycling: Awareness and Engagement

Cross-tabulations: Behavior, Awareness and Engagement

Paint Care Advertising/Marketing Considerations: Awareness, Recall, Impressions

Cross-tabulations: Advertising and Marketing Metrics

KPI Summary and Next Steps

APPENDIX: State/District Highlights

Study Objectives and Key Measurements

Objective	Related KPI/Measurement
Increase knowledge of paint recycling	<i>Do you know that paint can be recycled?</i>
Impact paint recycling behaviors	<i>Have you ever taken paint somewhere to be recycled?</i>
Decrease storage of paint in home	<i>Do you currently have any leftover or unwanted paint in your home or business (e.g., primer, interior house paint, stain, deck sealer, or clear finishes like varnish)? If so, how much paint do you have?</i>
Increase knowledge of PaintCare	<i>Have you ever ever heard of PaintCare, the program that sets up sites that take paint for recycling?</i>
Execute memorable ads	<i>Do you recall seeing an advertisement for PaintCare in the last several months?</i>
Stimulate word of mouth and other communications	<i>Do you recall hearing about PaintCare in any of the following other ways?</i>

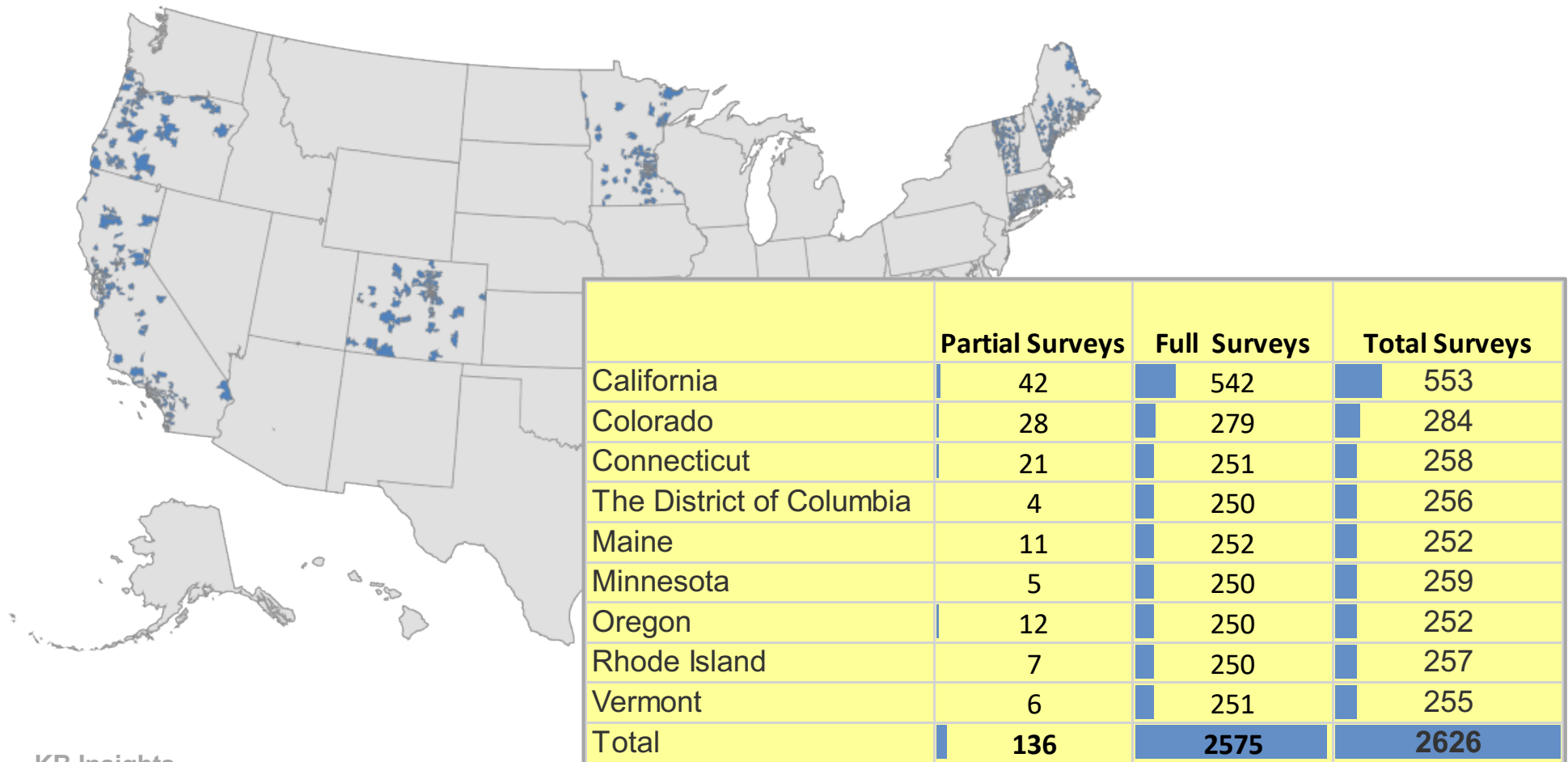
Study Enhancements Made to Survey Approach

- **Improved sampling approach:**
 - Increased sample sizes to more precise measurement.
 - Managed state/district “quotas” to be more reflective of the population based on census data (e.g. age, income categories, ethnicity, etc.).
 - Implemented survey “screeners” to exclude those under 18 and those who had moved to non-participating states.
- **Enhanced survey tool:**
 - Refreshed survey by adding/deleting/updating consumer behavior questions based on prior findings.
 - Collected open-ended feedback regarding personal motivations to recycle (or not), providing insightful information with which to better communicate in the future.
 - Revised wording to better define terms for consistent understanding (e.g. “paint”)
- **Performed deeper analysis:**
 - Conducted comment categorization to understand the top reasons for recycling paint to guide future messaging
 - Compared past recycling behaviors to future intentions to better understand/predict macro-trends in consumer behavior.
 - Examined cross-tabulated data to understand pockets of consumers who recycle the most and least, to guide future targeting.

Response Summary

- ❖ 2,626 surveys were conducted in 8 states plus the District of Columbia in November 2018.
- ❖ All states/district except California received at least 250 surveys; California, 553.
- ❖ 250 observations allows us to be 90% confident that the true result for this population is +/- 5% from the measured result; 95% confident that the true result is +/-6% from the measured result.
- ❖ Similarly, 550 observations allows us to be 90% confident that the true result is +/-3.5% from the measured result; 95% confident that the true result is +/-4% from the measured result.

Respondent Locations

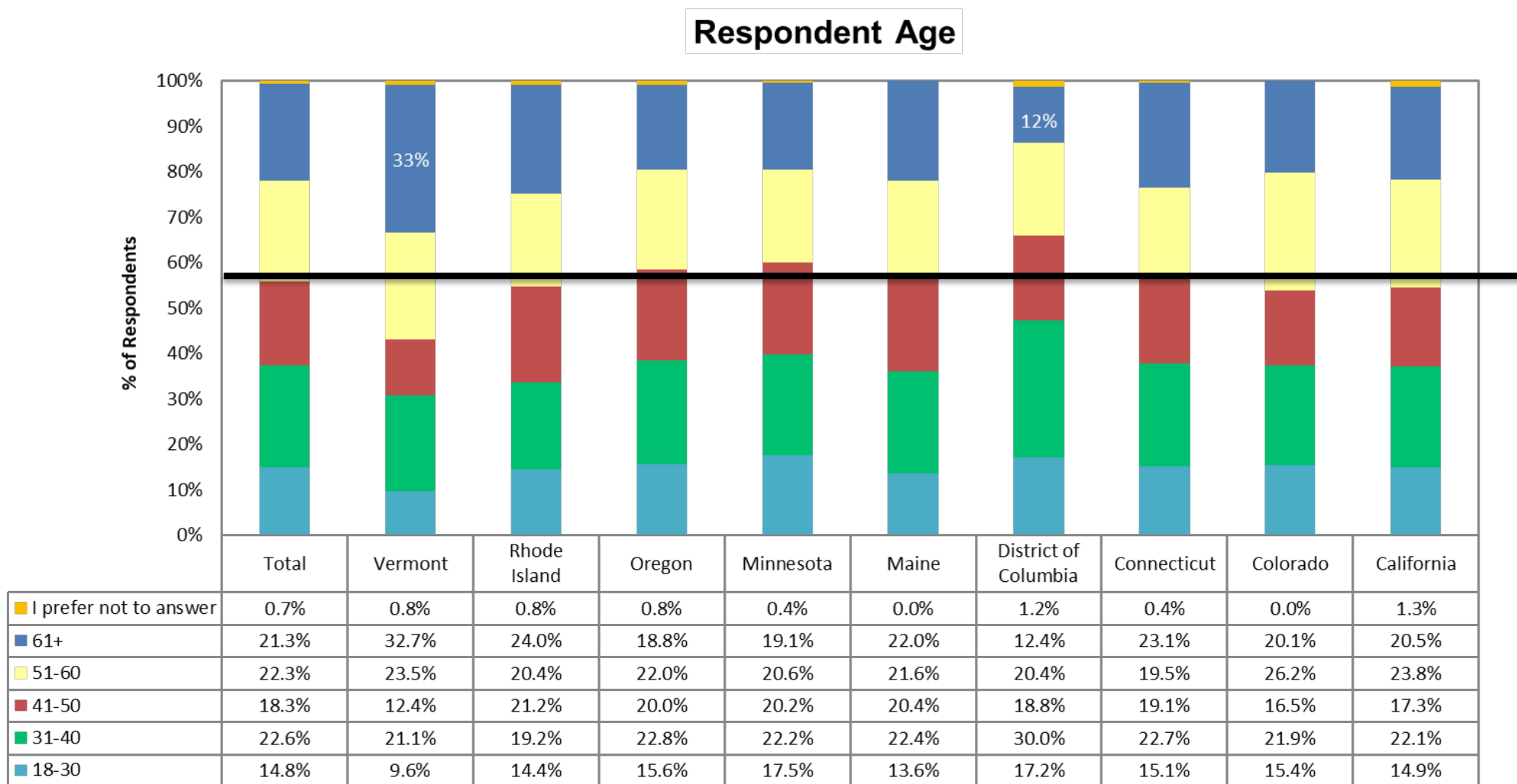


RESPONDENT PROFILES



Profile of Respondents - Age

- ❖ A good mix of age ranges were represented in each state's sample.
- ❖ Variances can be attributed to state characteristics. Based on census data, Vermont has the greatest proportion of 55+ residents; DC, the lowest—consistent with the survey respondent base.
- ❖ Note that all respondents were at least 18 years old.



Profile of Respondents - Gender

- ❖ Roughly half of those surveyed were men; half, women.
- ❖ Very few declined to share this information or provided an “other” response.

Gender Identity

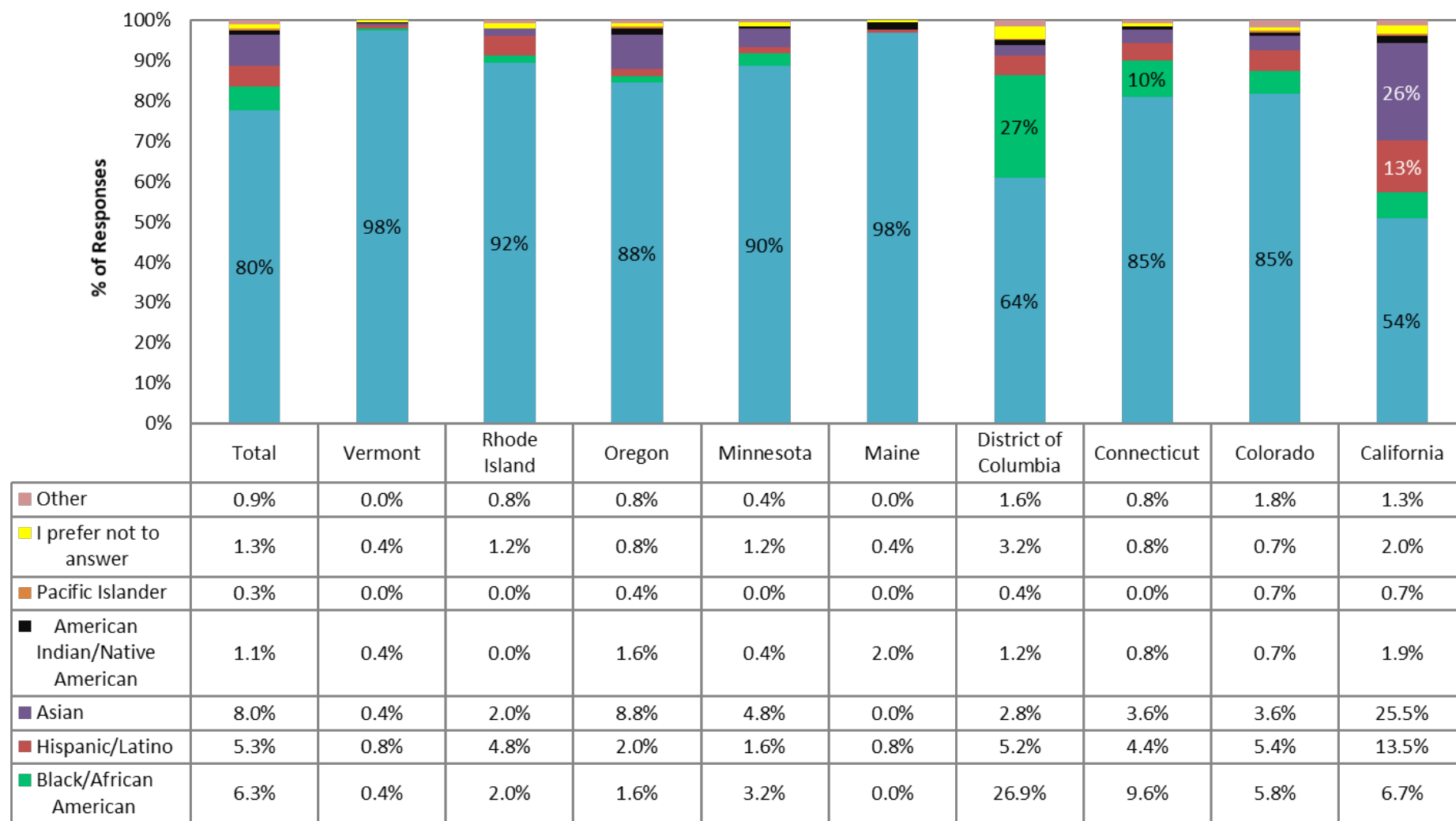


**Other: Gender Neutral*

Profile of Respondents - Ethnicity

- ❖ About 80% of all respondents were Caucasian.
- ❖ However, there were variances within states/district, consistent with census data. California has a higher proportion of Hispanic and Asian residents. The District of Columbia and Connecticut have the highest African American populations.

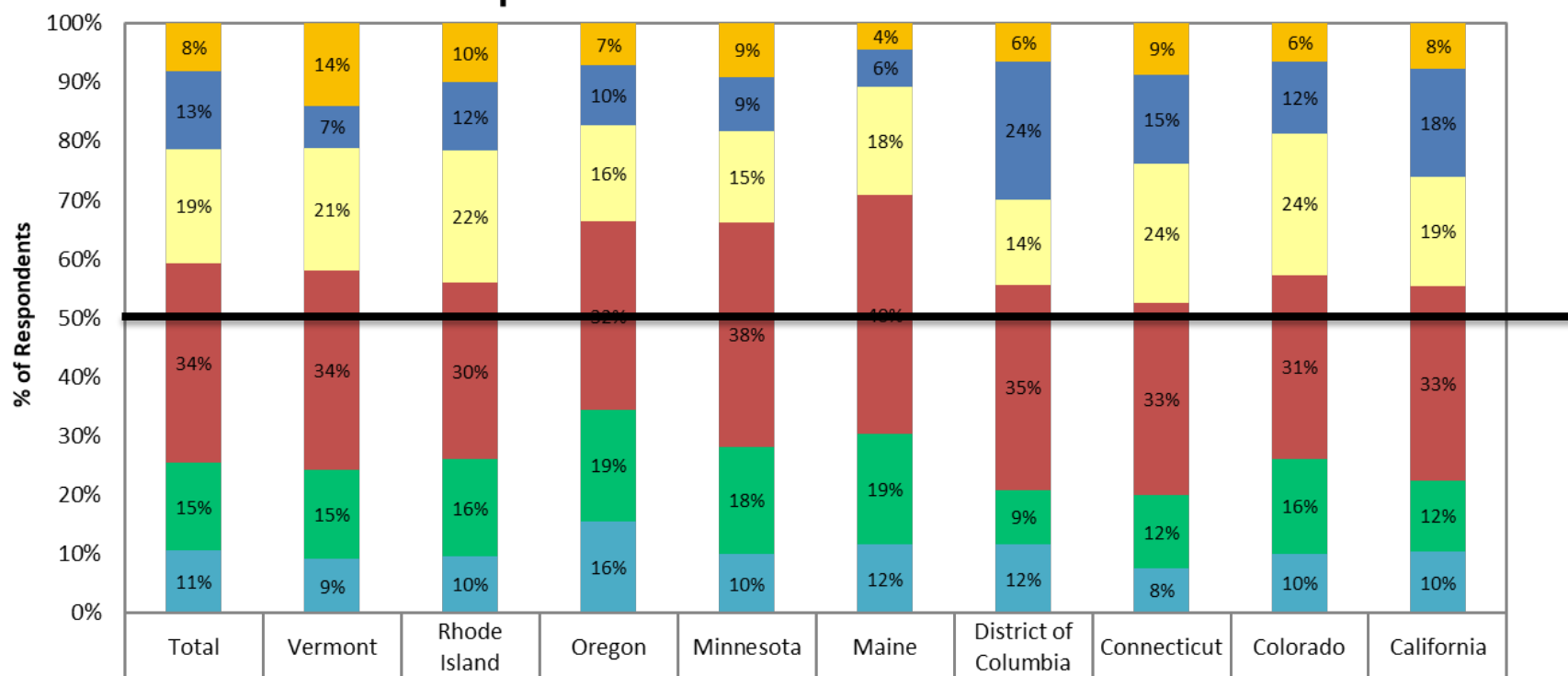
Respondent Ethnicity



Profile of Respondents - Income

- ❖ The median household income level for respondents is \$50-99K in each state, consistent with census data.
- ❖ Median household income in the United States was \$62,450 in July 2018 (Sentier Research).

Respondent Annual Household Income

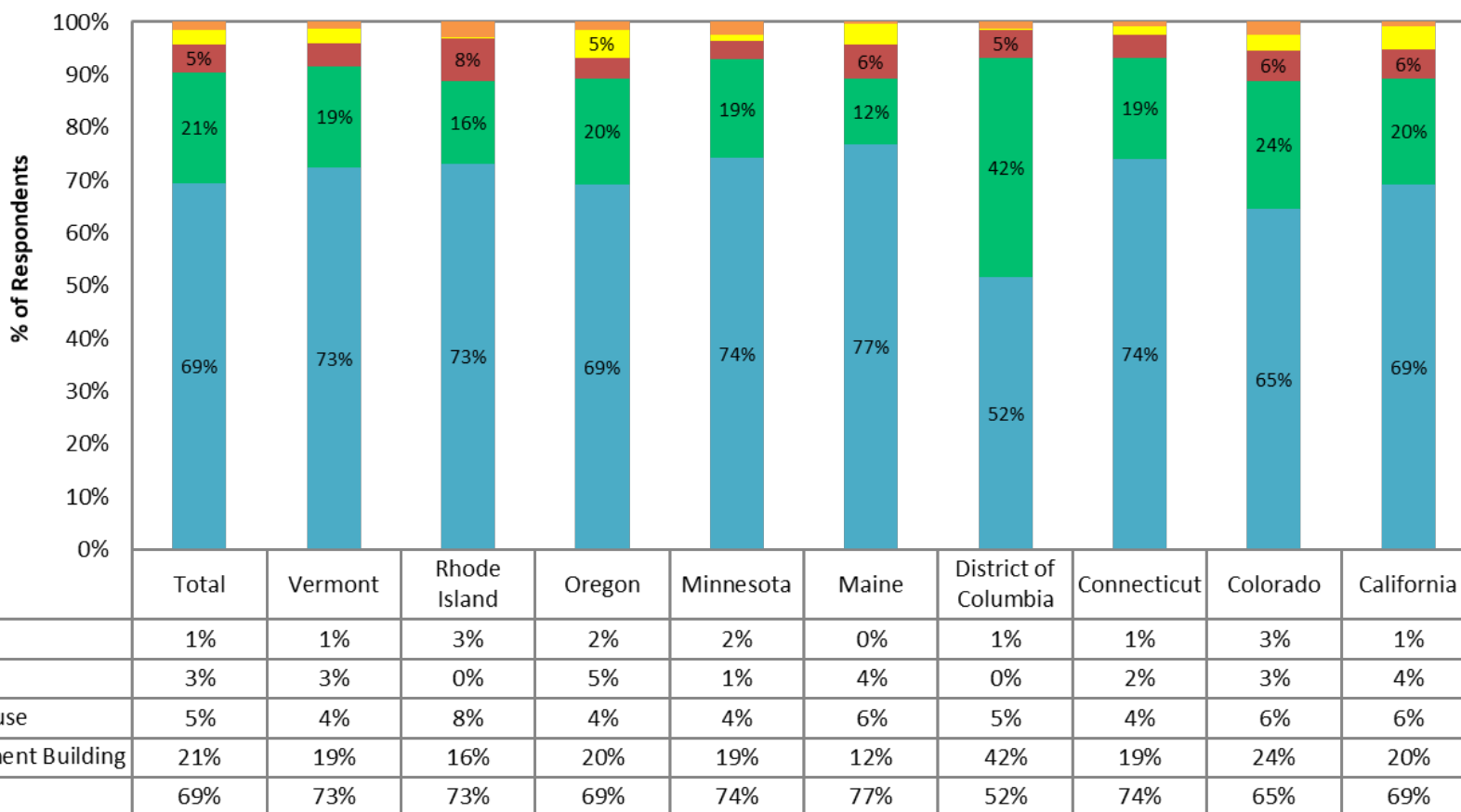


I prefer not to answer	8%	14%	10%	7%	9%	4%	6%	9%	6%	8%
More than \$150,000	13%	7%	12%	10%	9%	6%	24%	15%	12%	18%
\$100,000 to \$149,000	19%	21%	22%	16%	15%	18%	14%	24%	24%	19%
\$50,000 to \$99,999	34%	34%	30%	32%	38%	40%	35%	33%	31%	33%
\$25,000 to \$49,999	15%	15%	16%	19%	18%	19%	9%	12%	16%	12%
\$24,999 or less	11%	9%	10%	16%	10%	12%	12%	8%	10%	10%

Profile of Respondents – Dwelling Type

- ❖ Most respondents live in a single family home.
- ❖ Condominium/apartment living was more predominant in Washington D.C. than in other parts of the country.

Respondent Dwelling Type

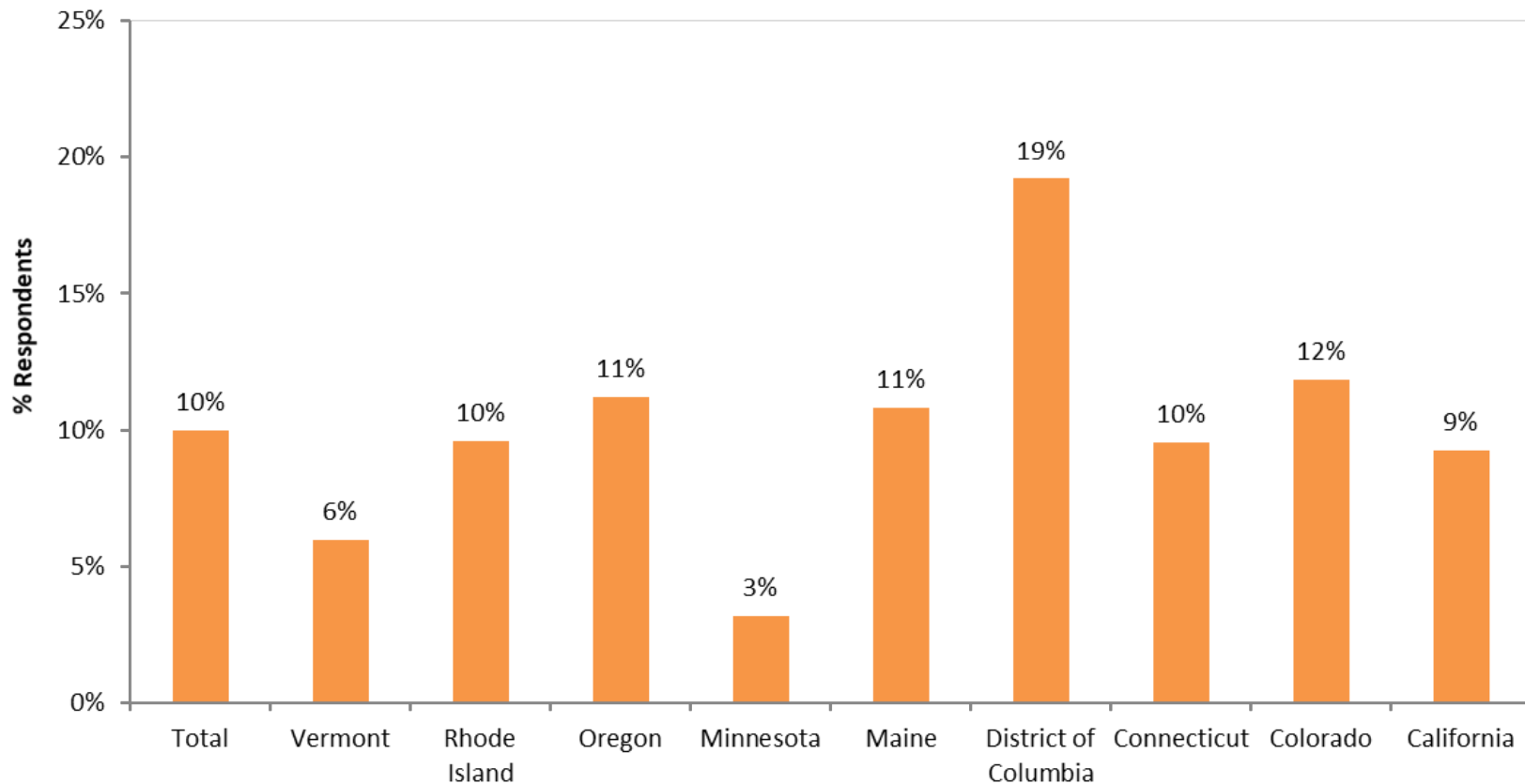


*Other: Townhome, Rent a Single Room, Dorm, Modular Home, Senior Home

Profile of Respondents – Paint-Related Profession

- ❖ About 10% of those surveyed said they painted professionally.
- ❖ There were significant variances between states, consistent with results from prior surveys.

Do you paint professionally (as a painting contractor, property maintenance crew, etc. but NOT as an artist)?



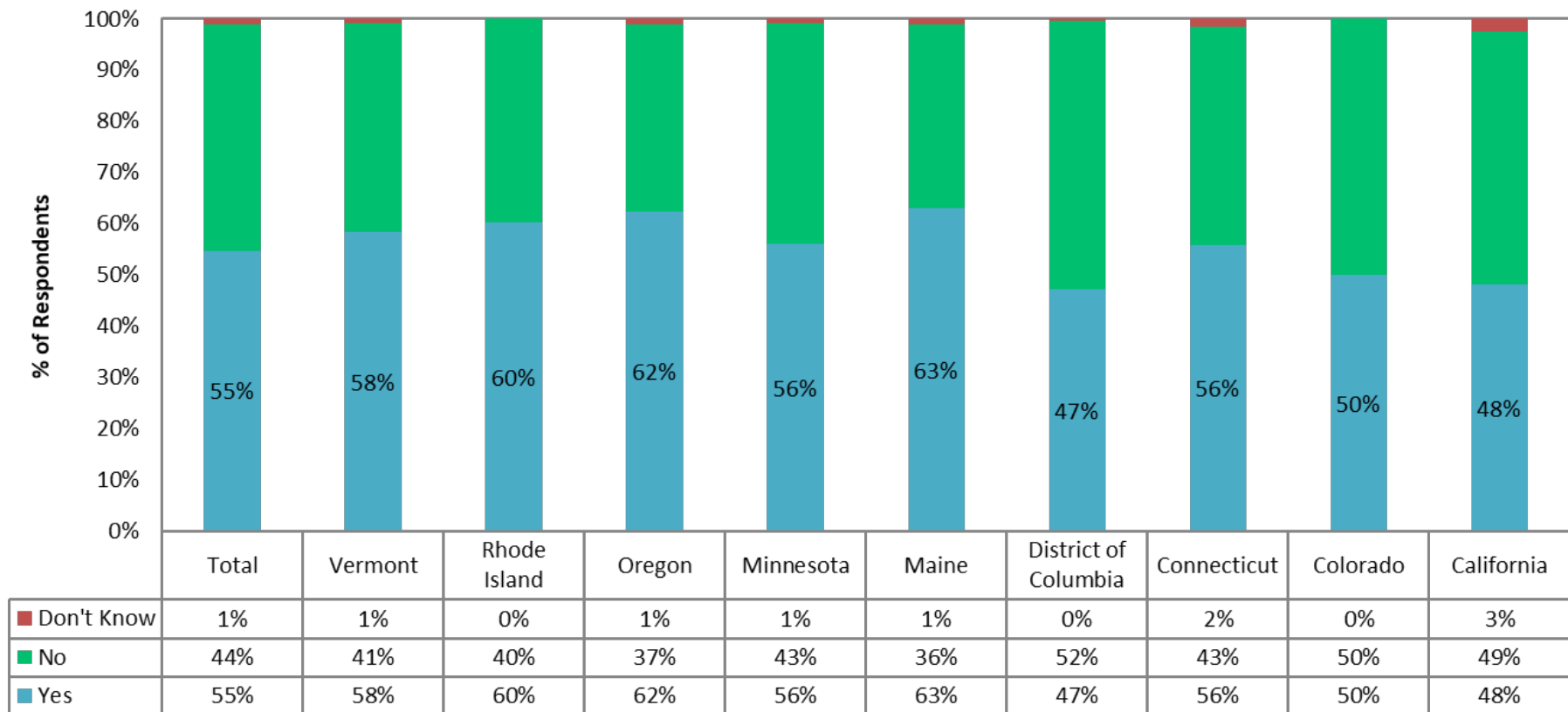
CONSUMER BEHAVIOR PAINT PURCHASING AND DISPOSAL

Recency of Paint Purchases

- ❖ Slightly over half of respondents bought paint in the last year.
- ❖ Results varied slightly by state. The fewest purchased paint in the last year in D.C.; the most, in Maine and Oregon.

Have you purchased paint in the last year*?

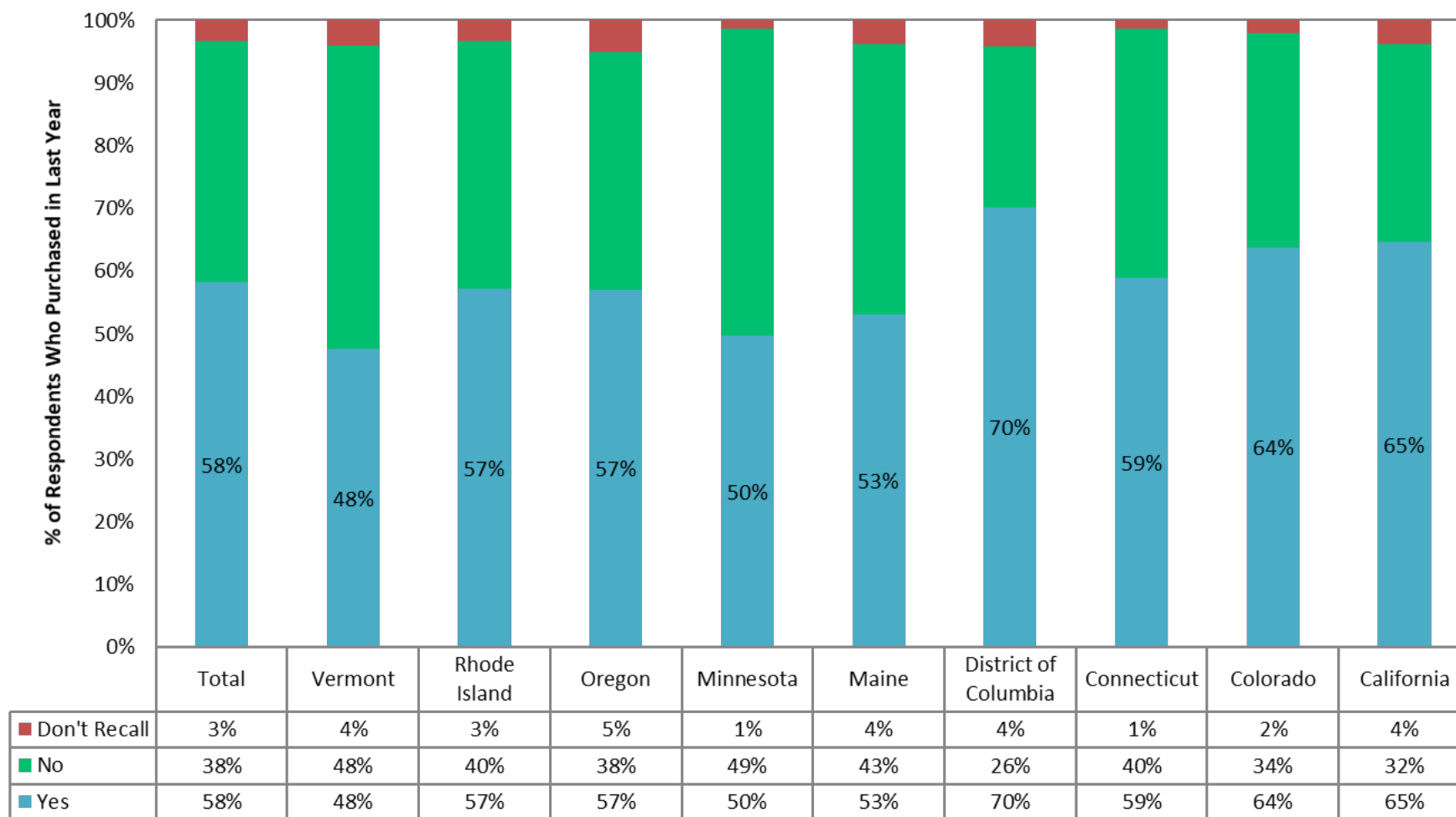
**For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.*



Measurements Prior to Paint Purchases

- ❖ 58% of respondents measured ahead of time to determine paint needs.
- ❖ The highest level of preparation occurred in D.C.; the lowest, in Vermont.

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



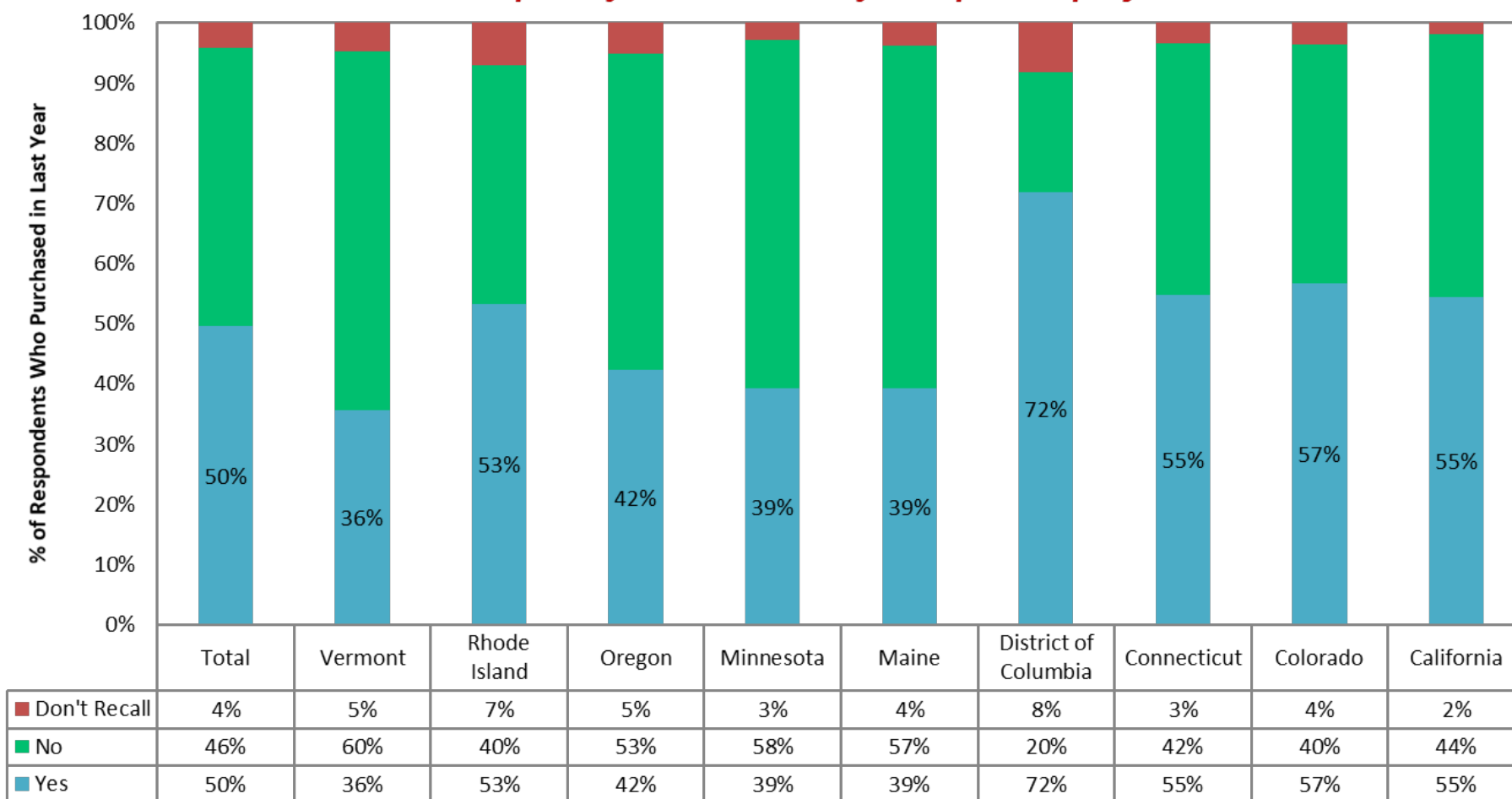
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KB Insights

Paint Store Assistance

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

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

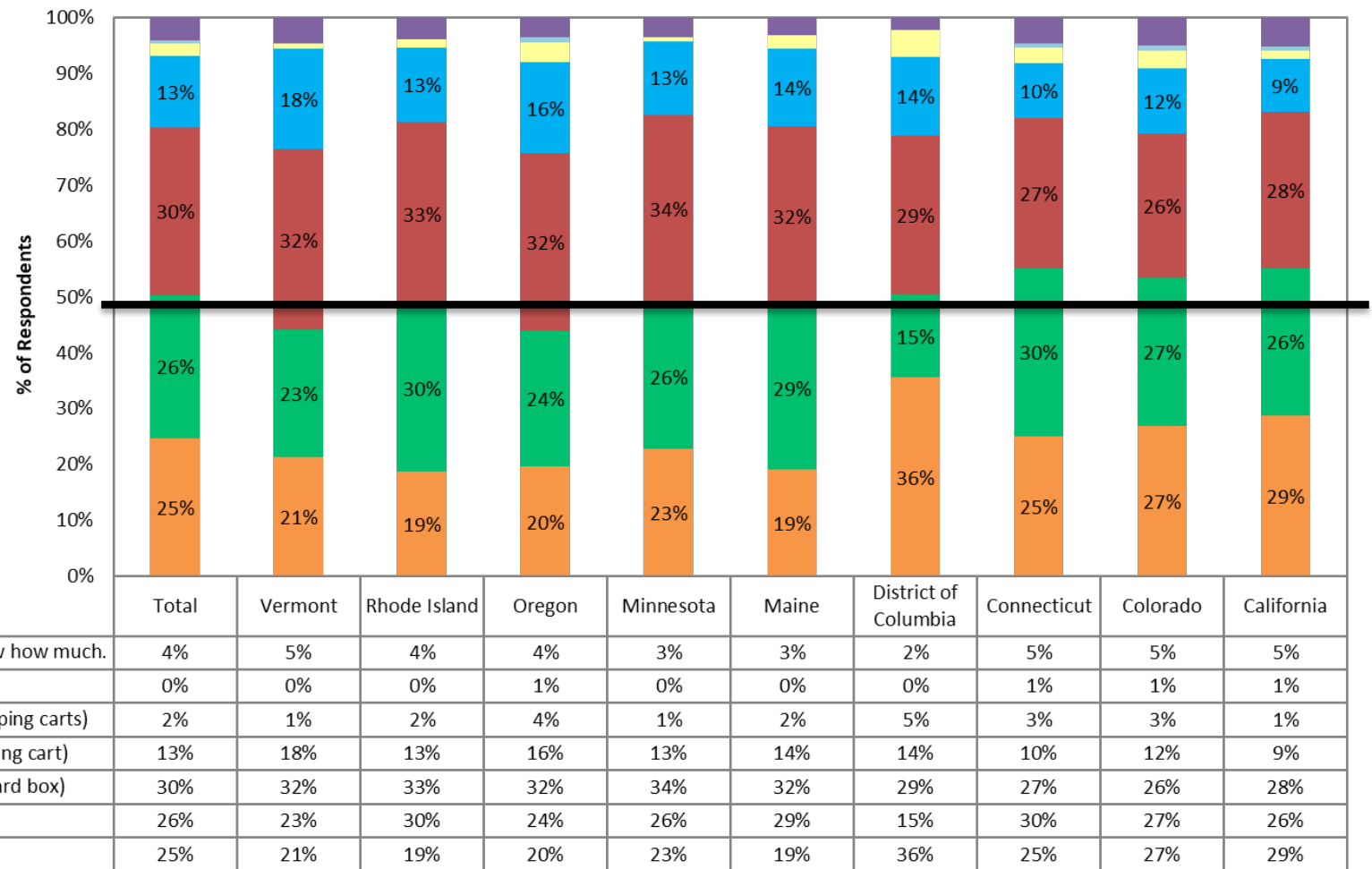


N=2626

Leftover Paint

- ❖ The amount of paint stored at home varied considerably, from less than a gallon to a shopping cart full.
- ❖ The median response by state was either “less than 1 gallon” or “1 to 5 gallons.”
- ❖ Very few said they stored more than 15 gallons (two shopping carts full).

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)?



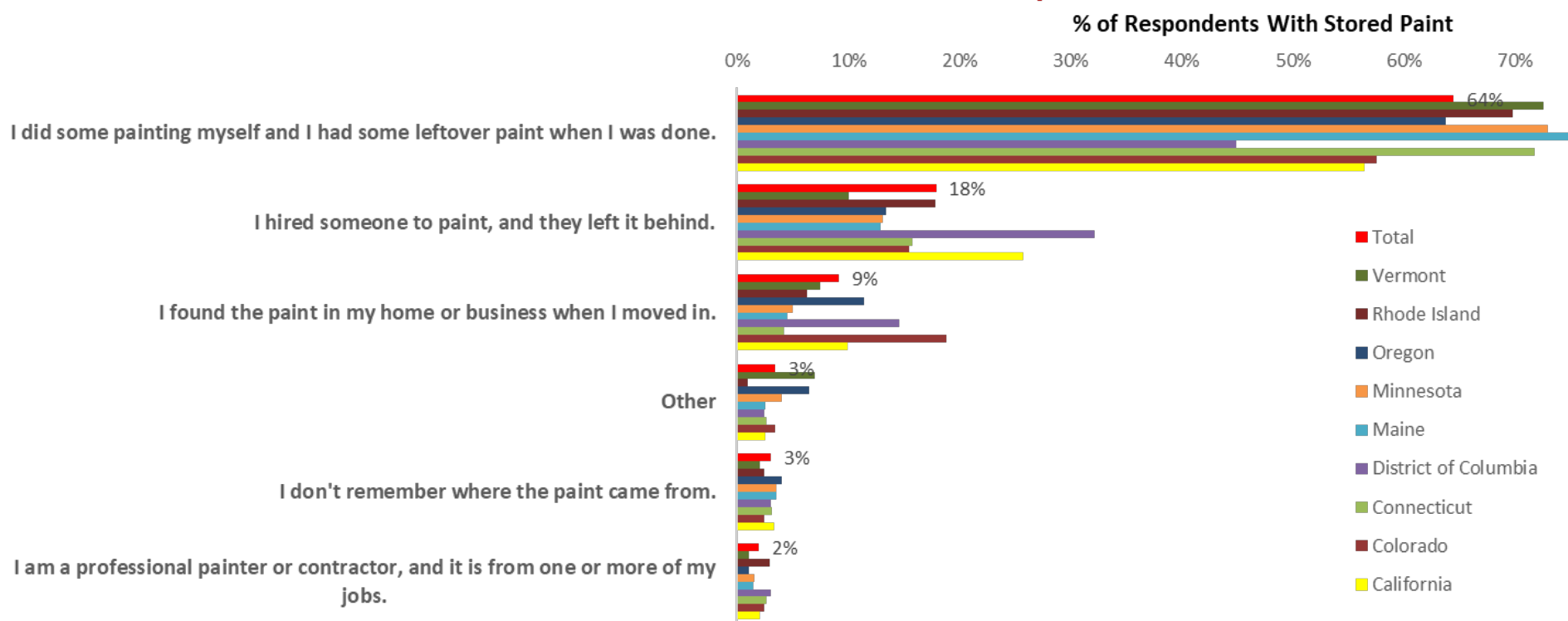
N=2615

KB Insights

Reasons for Paint Storage

- ❖ The top 3 reasons that consumers store paint is the same in all states: leftovers from their own paint job, from a contractor's paint job, or left at move-in.

Where did most of the paint come from?



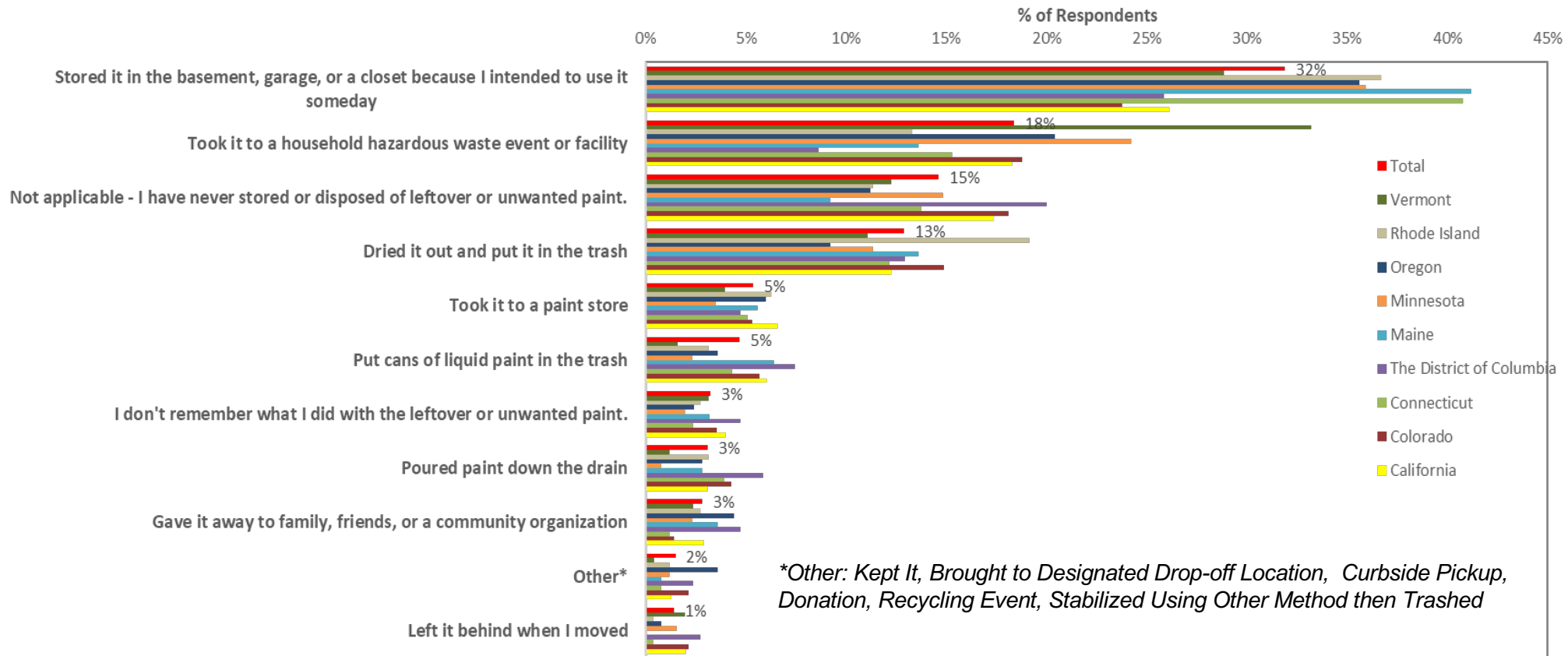
	Total	Vermont	Rhode Island	Oregon	Minnesota	Maine	District of Columbia	Connecticut	Colorado	California
I did some painting myself and I had some leftover paint when I was done.	64%	73%	70%	64%	73%	75%	45%	72%	57%	56%
I hired someone to paint, and they left it behind.	18%	10%	18%	13%	13%	13%	32%	16%	15%	26%
I found the paint in my home or business when I moved in.	9%	8%	6%	11%	5%	4%	15%	4%	19%	10%
Other	3%	7%	1%	6%	4%	2%	2%	3%	3%	3%
I don't remember where the paint came from.	3%	2%	2%	4%	4%	3%	3%	3%	2%	3%
I am a professional painter or contractor, and it is from one or more of my jobs.	2%	1%	3%	1%	2%	1%	3%	3%	2%	2%
Sample Size	1965	200	208	201	199	202	165	191	207	392

*Other responses: Bought paint at retailer, brought from another dwelling, gifted by friend/relative

Past Paint Disposal Methods

- ❖ Most people who keep paint intend to use it someday. Disposing at HHW facility & dry/trash method common.

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

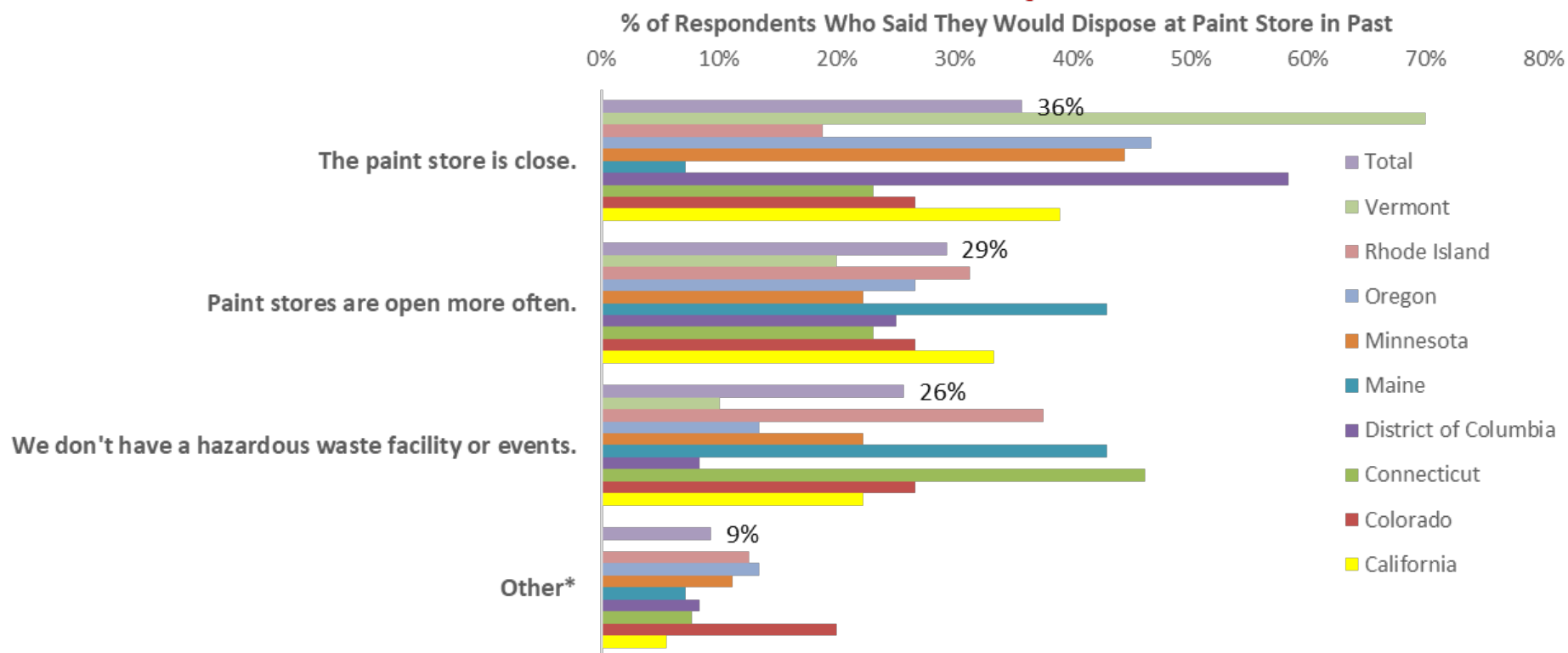


	Total	Vermont	RI	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
Stored it in the basement, garage, or a closet because I intended to use it someday	32%	29%	37%	36%	36%	41%	26%	41%	24%	26%
Took it to a household hazardous waste event or facility	18%	33%	13%	20%	24%	14%	9%	15%	19%	18%
Not applicable - I have never stored or disposed of leftover or unwanted paint.	15%	12%	11%	11%	15%	9%	20%	14%	18%	17%
Dried it out and put it in the trash	13%	11%	19%	9%	11%	14%	13%	12%	15%	12%
Took it to a paint store	5%	4%	6%	6%	4%	6%	5%	5%	5%	7%
Put cans of liquid paint in the trash	5%	2%	3%	4%	2%	6%	7%	4%	6%	6%
I don't remember what I did with the leftover or unwanted paint.	3%	3%	3%	2%	2%	3%	5%	2%	4%	4%
Poured paint down the drain	3%	1%	3%	3%	1%	3%	6%	4%	4%	3%
Gave it away to family, friends, or a community organization	3%	2%	3%	4%	2%	4%	5%	1%	1%	3%
Other	2%	0%	1%	4%	1%	1%	2%	1%	2%	1%
Left it behind when I moved	1%	2%	0%	1%	2%	0%	3%	0%	2%	2%
Sample Size	2604	253	256	250	256	250	255	255	282	547

Past Paint Store Disposal Preference

- ❖ Three reasons for disposing at a paint store are prevalent: location, hours and lack of HHW facility.

What is the main reason you would take paint to a paint store instead of a household hazardous waste facility or event?



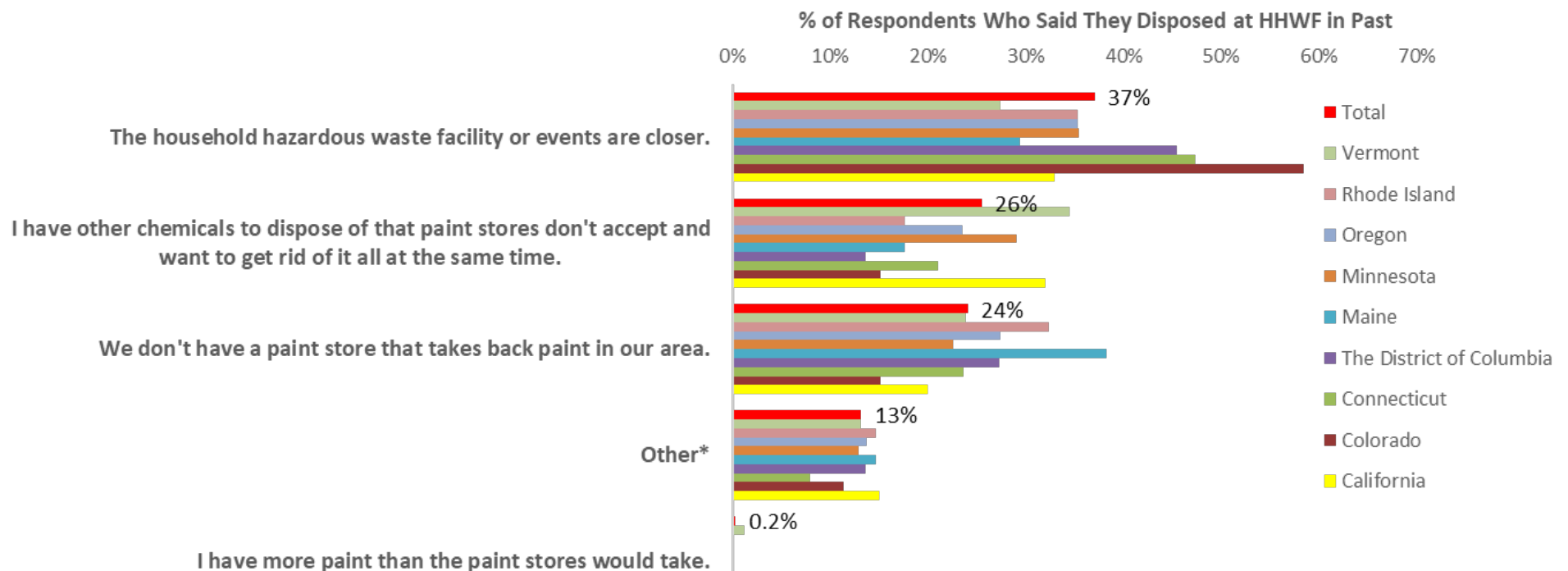
	Total	Vermont	Rhode Island	Oregon	Minnesota	Maine	District of Columbia	Connecticut	Colorado	California
The paint store is close.	36%	70%	19%	47%	44%	7%	58%	23%	27%	39%
Paint stores are open more often.	29%	20%	31%	27%	22%	43%	25%	23%	27%	33%
We don't have a hazardous waste facility or events.	26%	10%	38%	13%	22%	43%	8%	46%	27%	22%
Other*	9%	0%	13%	13%	11%	7%	8%	8%	20%	6%
Sample Size	140	10	16	15	9	14	12	13	15	36

*Other: Store Decides How to Dispose, Regular Hours, Charitable Giving, They Recycle, Refund

Household Hazardous Waste Facility Disposal Preference

- ❖ In most states, the fact that the HHW facility/event is closer drives consumer preference.
- ❖ However, in Maine, many said there wasn't a paint store that takes back paint; in Vermont, the ability to handle "other" chemical disposal needs made a difference.
- ❖ Note: results should be interpreted directionally only as sample sizes are low.

What is the main reason you would take paint to a household hazardous waste facility instead of a paint store?

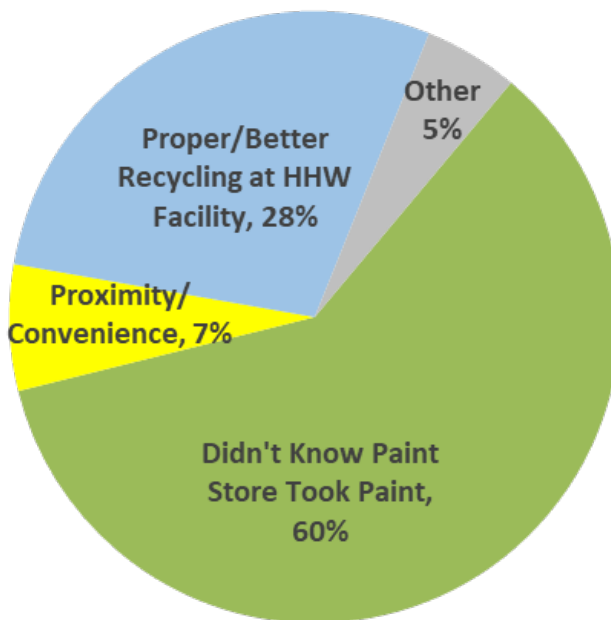


	Total	Vermont	Rhode Island	Oregon	Minnesota	Maine	District of Columbia	Connecticut	Colorado	California
The household hazardous waste facility or events are closer.	37%	27%	35%	35%	35%	29%	45%	47%	58%	33%
I have other chemicals to dispose of that paint stores don't accept and want to get rid of it all at the same time.	26%	35%	18%	24%	29%	18%	14%	21%	15%	32%
We don't have a paint store that takes back paint in our area.	24%	24%	32%	27%	23%	38%	27%	24%	15%	20%
Other*	13%	13%	15%	14%	13%	15%	14%	8%	11%	15%
I have more paint than the paint stores would take.	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%
Sample Size	478	84	34	51	62	34	22	38	53	100

Household Hazardous Waste Facility Event Preference (continued)

- ❖ Comment categorization shows that many respondents simply were unaware that paint stores took paint for recycling.
- ❖ Others felt the HHW facility would use better recycling procedures.
- ❖ Note that these reasons should be added to the survey in 2019.

**Comment Categorization: Other Reasons
Household Hazardous Waste Facilities are
Preferred over Paint Stores**



N=60

Sample Comments, Didn't Know

Did not know paint store would take paint
didn't know paint stores took old paint
Didn't know they took old paint
I did not know paint stores would take it.
I didn't know that a paint store would take it
I didn't know a paint store would take back old paint
I didn't know paint stores accepted left over paint.
I didn't know that paint stores would take unused paint back.

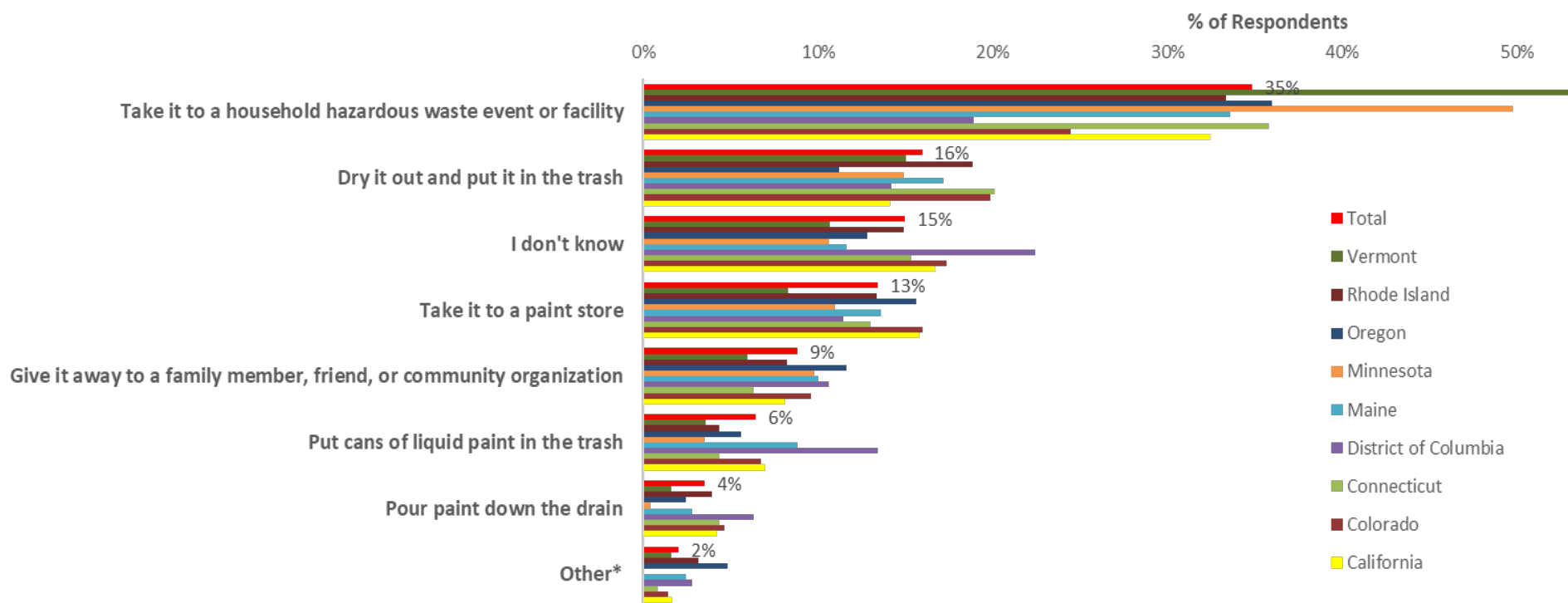
Sample Comments, Proper Recycling

Proper disposal of hazardous material
I believe that is the best place to take the paint
this seems like the most responsible thing to do
its the best way to safely dispose of it
So that it will be disposed of properly.
I wanted it disposed of properly
It's the right thing to do!

Future Paint Disposal Intentions

- ❖ The top method for future disposal in all states is taking it to a HHW event or facility.
- ❖ In most states, the dry it out/throw it away method is also prevalent.
- ❖ The three states where taking it to a paint store is cited most often: OR, CO and CA.

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

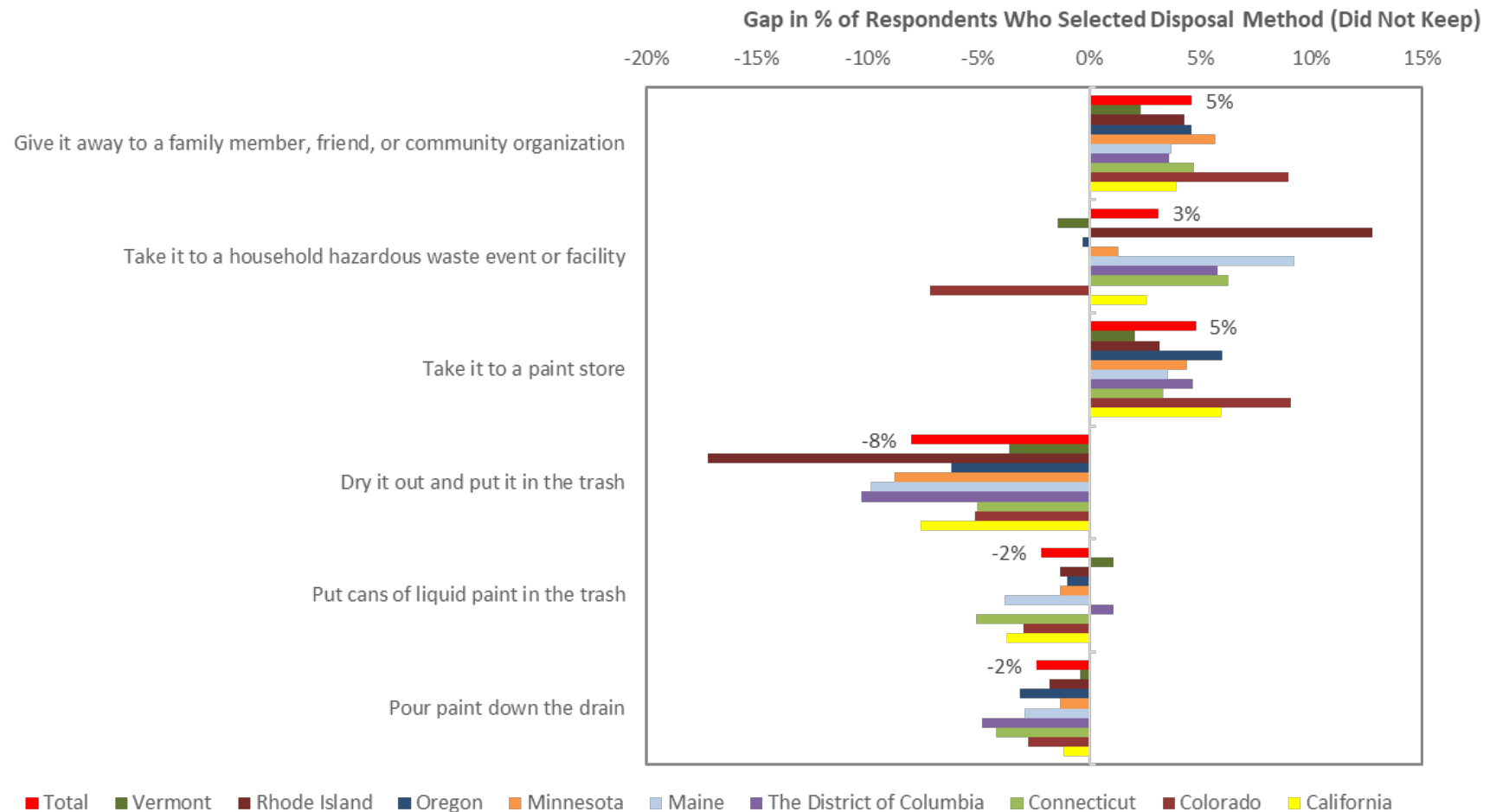


	Total	Vermont	RI	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
Take it to a household hazardous waste event or facility	35%	53%	33%	36%	50%	34%	19%	36%	24%	32%
Dry it out and put it in the trash	16%	15%	19%	11%	15%	17%	14%	20%	20%	14%
I don't know	15%	11%	15%	13%	11%	12%	22%	15%	17%	17%
Take it to a paint store	13%	8%	13%	16%	11%	14%	11%	13%	16%	16%
Give it away to a family member, friend, or community organization	9%	6%	8%	12%	10%	10%	11%	6%	10%	8%
Put cans of liquid paint in the trash	6%	4%	4%	6%	4%	9%	13%	4%	7%	7%
Pour paint down the drain	4%	2%	4%	2%	0%	3%	6%	4%	5%	4%
Other*	2%	2%	3%	5%	0%	2%	3%	1%	1%	2%
Sample Size	2598	253	255	250	255	250	254	254	282	545

Trend: Past Disposal Behaviors to Future Disposal Intentions

- ❖ All indicators show that there is a shift occurring to greener disposal methods.
- ❖ Fewer consumers will throw away or pour paint down the drain in the future.
- ❖ More consumers will repurpose or recycle old paint in the future.

Gap Analysis: Past vs. Future Paint Disposal Methods

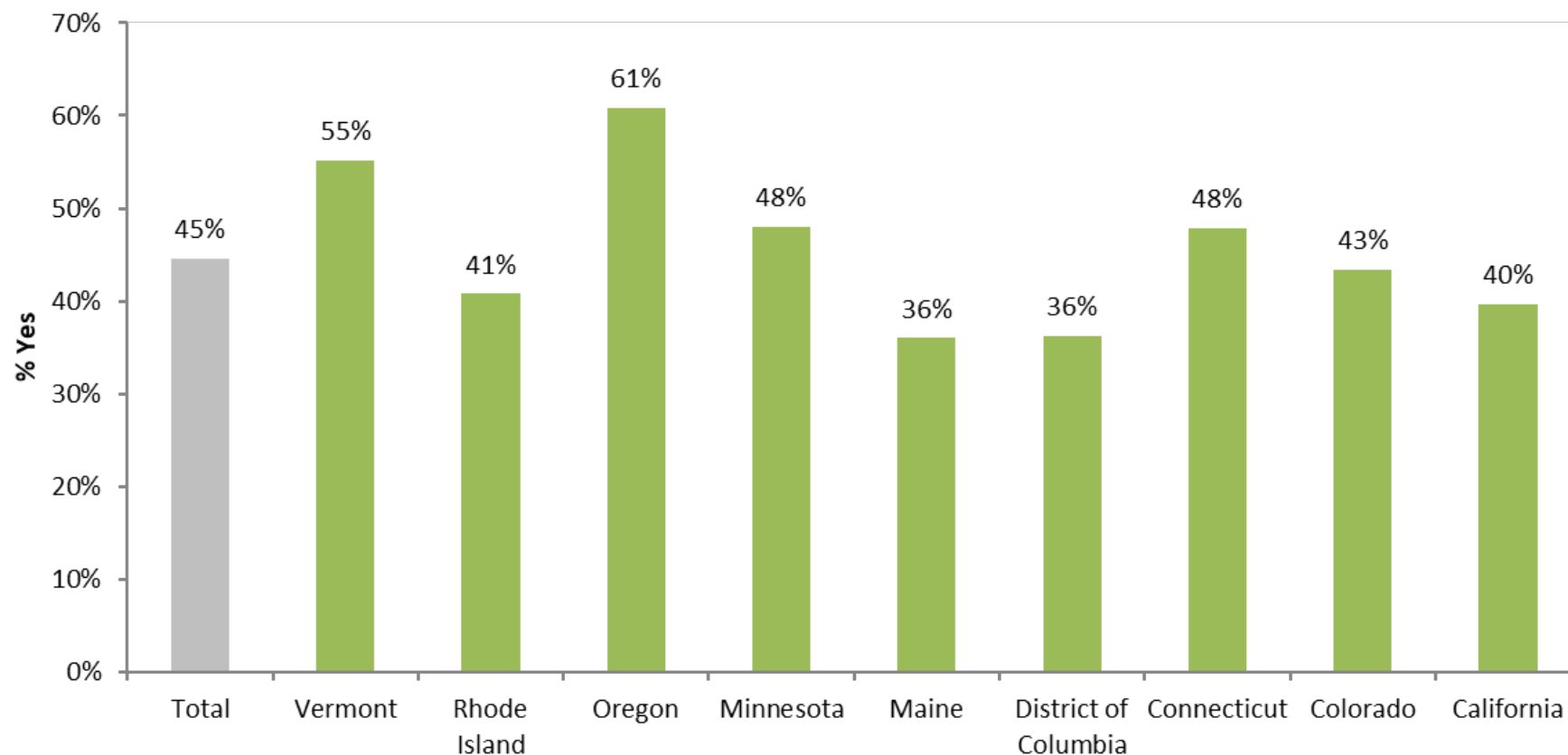


PAINT RECYCLING AWARENESS/ENGAGEMENT

Awareness of Paint Recycling

- ❖ Surprisingly, less than half of respondents knew that paint could be recycled.
- ❖ There are some states where knowledge is greater, such as Oregon and Vermont.
- ❖ The areas where knowledge is lowest are Maine and the District of Columbia.

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

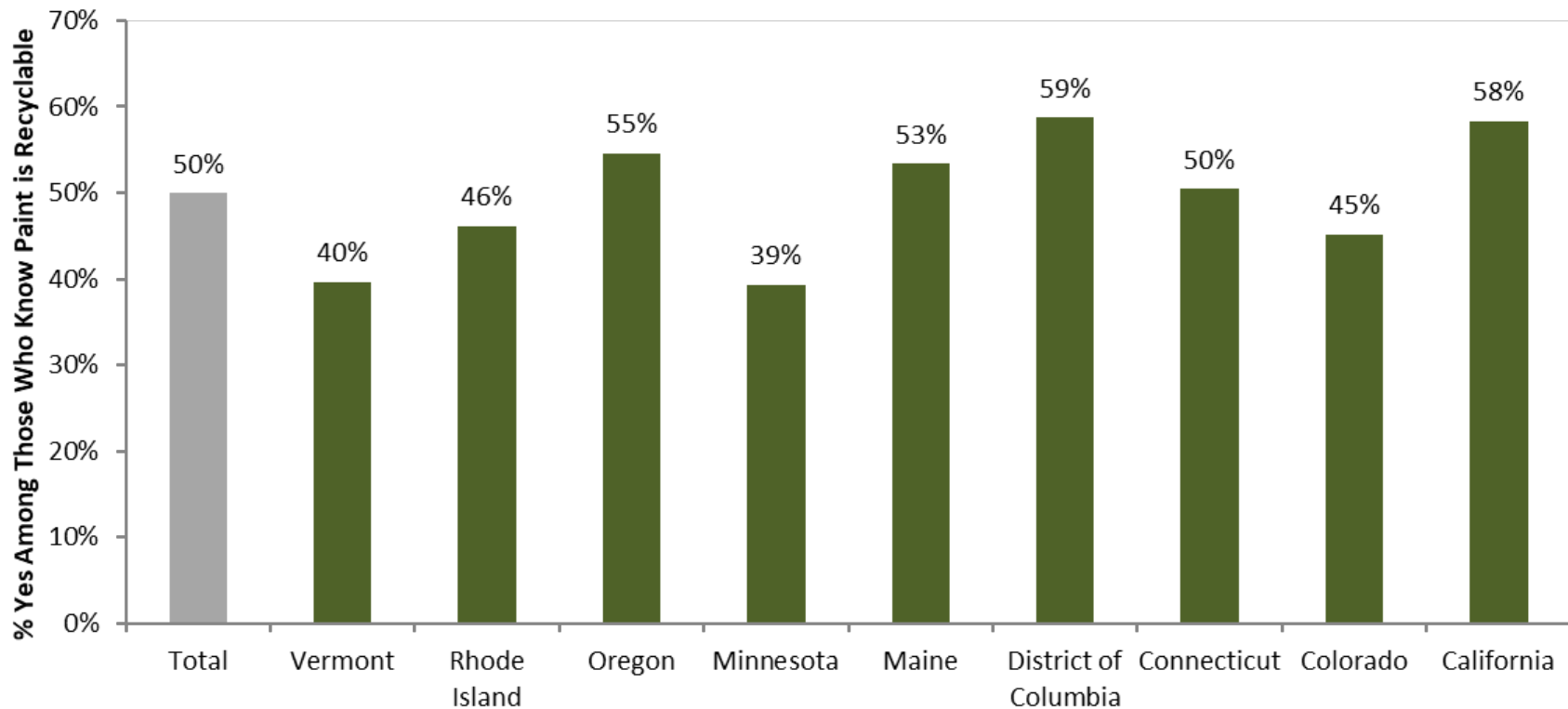


N=2594

Awareness of Fee Among Those Who Knew About Recycling

- ❖ Those who are aware that paint can be recycled are not necessarily aware of the nuances of how it works. Only half of these respondents knew that there was a recycling fee added to paint purchases.
- ❖ Some states showed greater than average awareness, such as California and D.C.

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

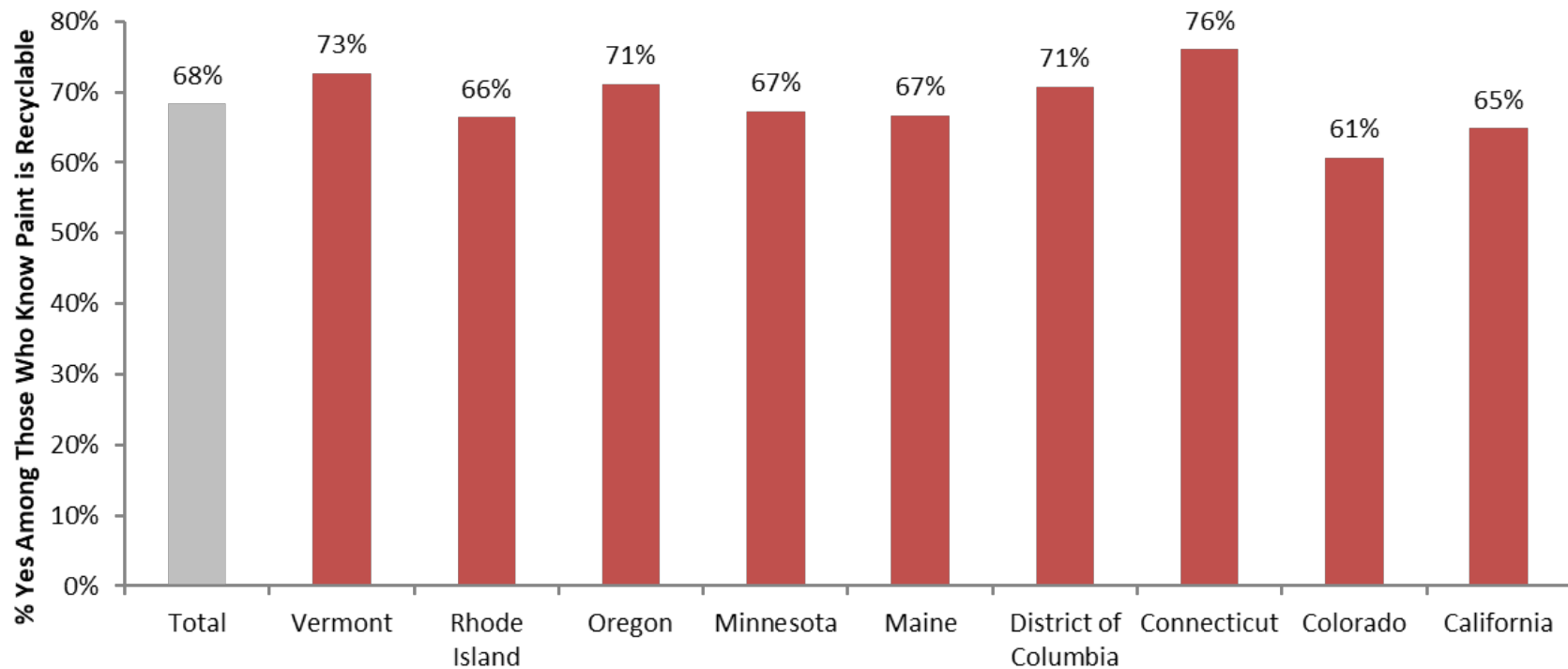


N=1158

Awareness of Places for Recycling Among Those Who Knew

- ❖ More than two thirds of respondents who were aware of paint recycling said they knew where to take old paint to be recycled.
- ❖ The strongest results were in Connecticut and Vermont.

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

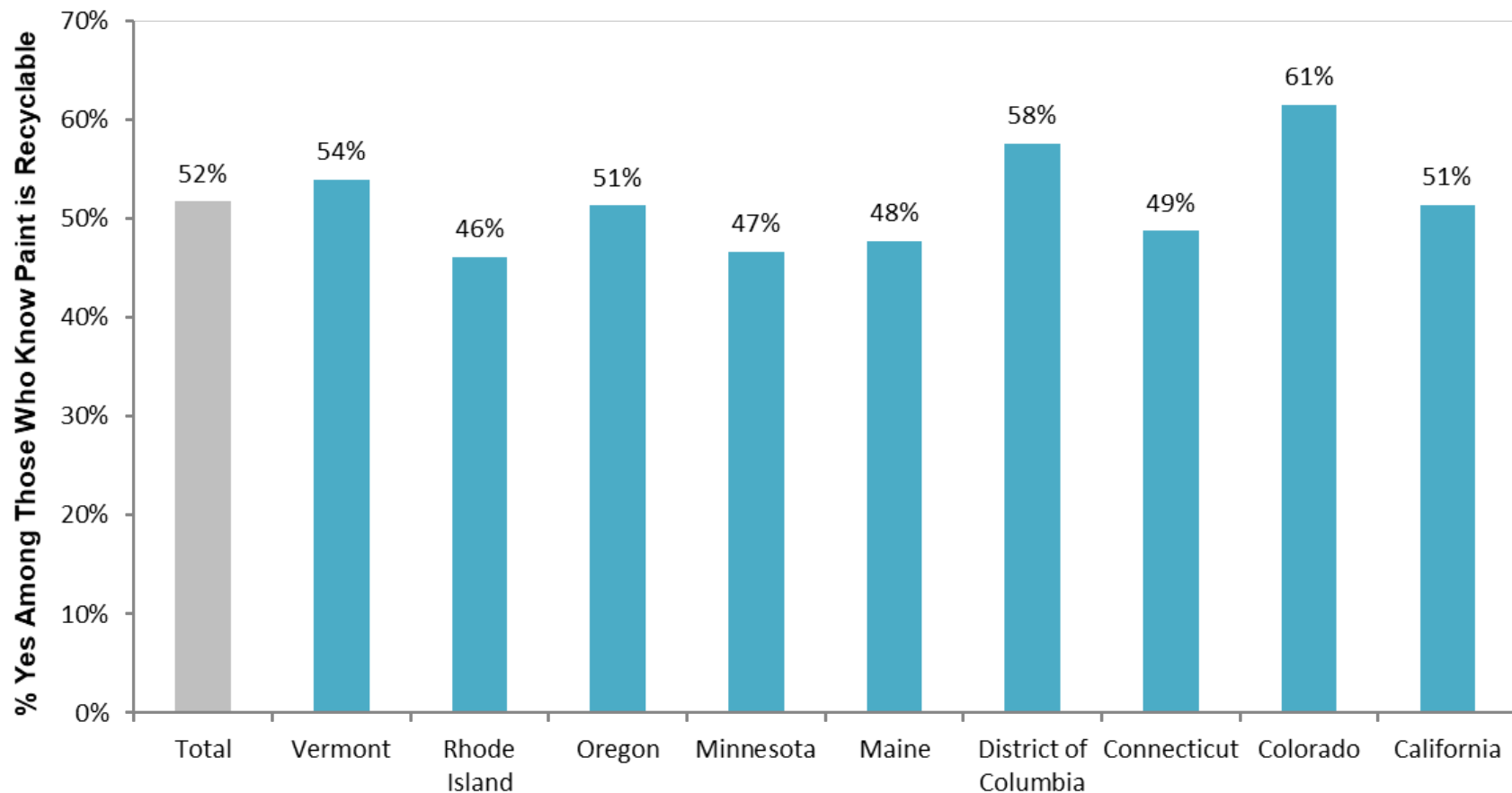


N=1158

Past Recycling Behaviors Among Those Who Knew

- ❖ About half of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ The strongest recycling behaviors are in Colorado and DC.

Have you ever taken paint somewhere to be recycled?

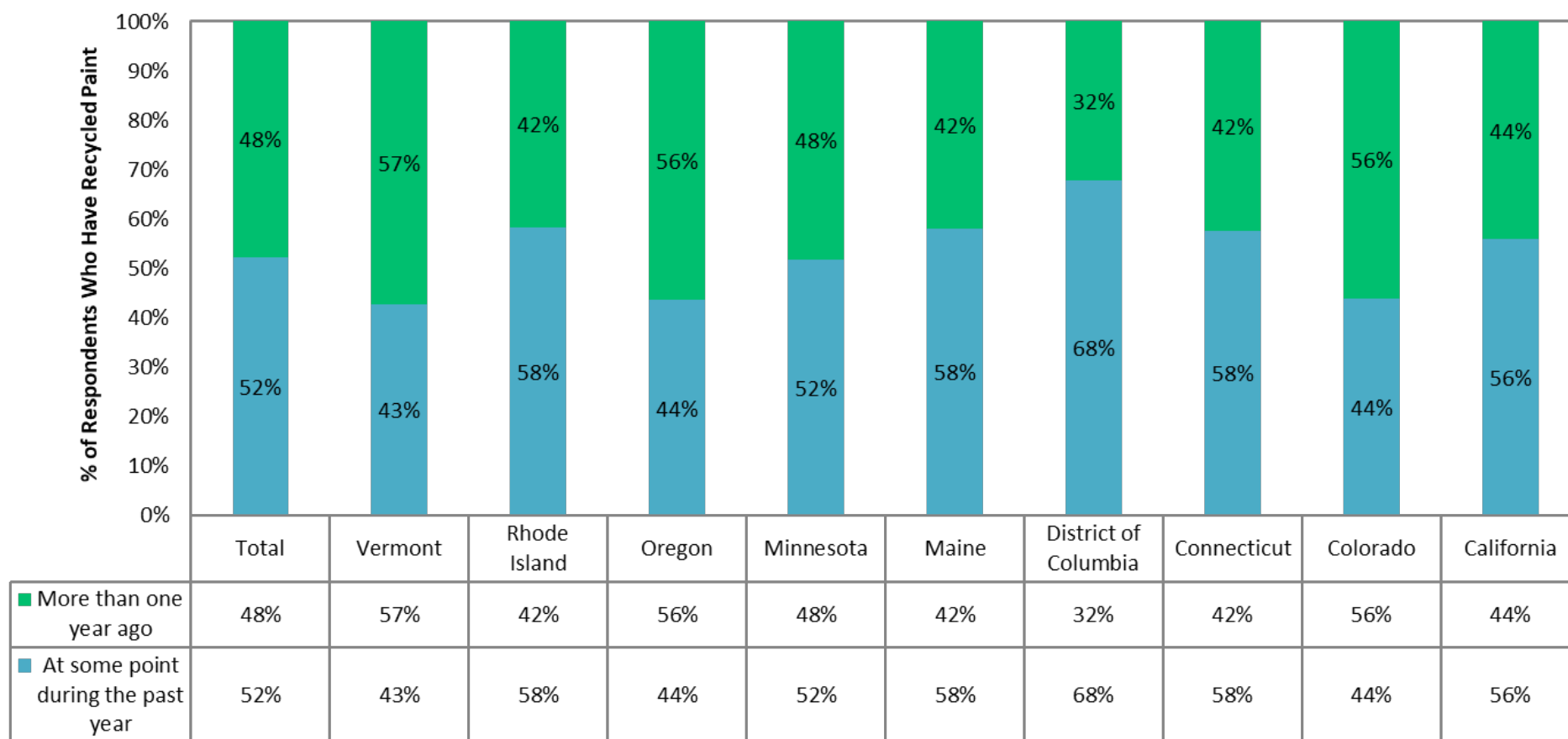


N=1158

Recency of Paint Recycling

- ❖ About half of those who said they had recycled paint in the past said they had done so in the last year.

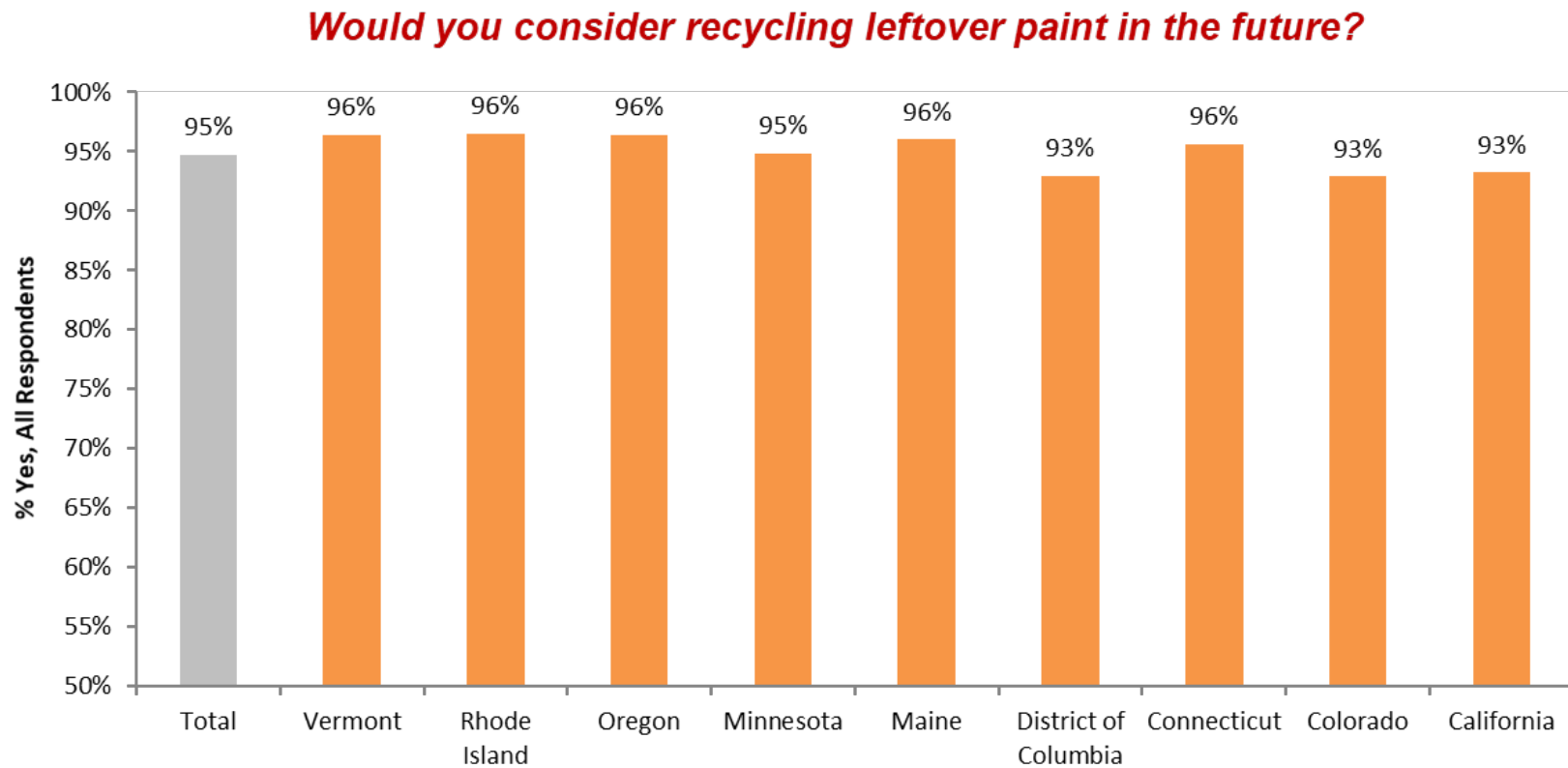
When was the most recent time you have taken paint somewhere to be recycled?



N=598

Opportunity for Future Paint Recycling

- ❖ Almost everyone surveyed said they would consider recycling leftover paint in the future.



N=2592

Open-Ended Commentary: Recycling Motivations

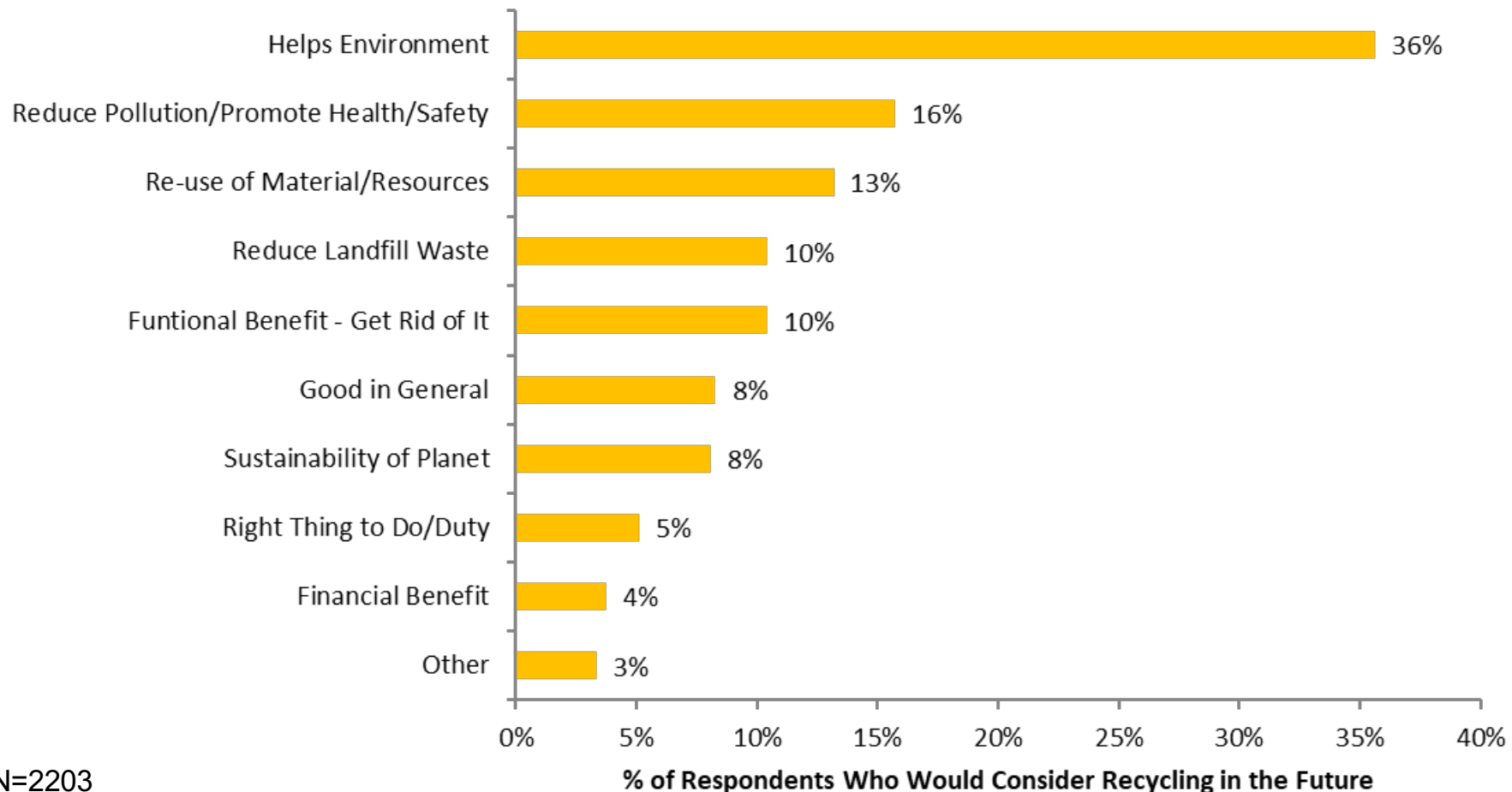
Q18 What would be your personal motivation for recycling your leftover paint in the future?

recycle everything put will basement pollute one dispose properly way rid
reduce waste possible save planet might recycling paint space
enviroment disposal house recycle much way world don t throwing
landfill NA save hazardous waste Save environment
believe recycling need future reuse seems clean think help
Environmental concerns know try recycle right thing way dispose
rid money help environment save earth waste
place recycle go better environment
harm environment environment's good wasteful
use throwing away paint Keep landfill Environmental
protect
safe way environment best safe sure want
trash keep green thing right None s better dispose left earth water
someone use help someone planet garage easy care environment
make Reduce Safety feel keep environment much possible go waste
protect someone better enviroment Less waste yes take hazardous less
environmentally conscious anything environmentally friendly

Comment Categorization: Recycling Motivations

- ❖ The top motivation to recycle is to help the environment.
- ❖ Other important motivations include the reduction of pollution, promotion of health, conservation of resources, reduction of waste, and simply getting rid of unwanted clutter in the home.

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



N=2203

KB Insights

Sample Comments: Reasons to Recycle

Helps Environment

Be environmentally responsible

feel better about not hurting the environment

i like to protect the enviroment

I try to recycle as much as possible for environmental reasons

Less strain on environment

Recycling is good for the environment.

well, I usually combine my leftovers and use all of it; however, if I wasn't going to do that, I would recycle for the environment's sake

I re cycle aluminum cans,plastic bottles,glass,cardboard so I do recycle some items. I care about the environment especially wildlife.

better for the environment than disposing of it

if it's the more environmentally friendly option

In order to maintain a safe environment for my family, myself, the community and future generations.

Reduce Pollution/Promote Health

I want to keep as many toxic chemicals out of the environment as possible to avoid harm to animal and plant life.

I worry about the environmental impact that residual paint could have if I didn't recycle.

It's bad for the environment so would want it to be destroyed properly

Safe for the environment

to do the right thing and not pollute

To have a smaller imprint on the earth.

There are many chemicals in paint and I would want to be responsible to the environment

To keep it out of the water stream.

help to not contaminat the enviornment

to make us helathier

Because it is good to do and healthy and conservative

Sample Comments: Reasons to Recycle

Reuse of Materials/Resources

It would help someone else

My personal motivation for recycling paint would be to have the earth have less trash and make the paint into something useful.

Safe. No waste. Helps someone else.

so it can be used again instead of going in the trash

reuse, purpose, recycle is my mantra. Giving to the hazard material disposal site is last resort

I care about the environment and use of resources, also my children's future.

Because I recycle everything that I know can be recycled and if paint is possible to be recycled then I'd love to do my part for our planet.

hopefully it gets used a second time instead of wasting it

I like to recycle everything that I can. I don't feel that we respect our Earth enough and we need to do everything that we can do to protect it

Knowing someone else can put it to use

saves making new paint.

try and save on natural resources

Reduce Landfill/Waste

It wouldn't go to a landfill and hurt the environment

Avoiding adding toxic material to land fill

Its poison in the ground

It's poison and we can't put it in the trash or landfills.

Less of a garbage foot print in the world

There is enough trash already.

To be less wasteful

To help minimize how much waste is put into our landfills.

Helps with the waste & keep things clean

Pouring it down the drain would ruin my septic system. I think it's wrong to put it in the trash

Sample Comments: Reasons to Recycle

Funtional Benefit - Ged Rid of It
I would love to get rid of it knowing it didn't damage the environment!
For a better environment and a better way to get rid of paint
Decluttering my house, being environmentally friendly
Environmentally safer and de-clutters my house
Clear out clutter in the basement and garage
dont need it anymore
GET RID OF CAN AND OLD PAINT
get rid of it
I would not have to store it
no personal motivation except to get rid of it
to be safe and not have anything toxic left in house
To get rid of it and do so responsibly

Sustainability of the Planet
save the environment
Better for the earth. Recycling is always a sustainable practice
I love to recycle and save the planet
I prefer green options so as to make the world a better place. I have to live in it, as do my children and grandchildren.
I really believe recycling benefits our planet!
Making our world clean again.
Recycling is useful for maintaining our planet
help for the world preservation
stop killing planet
Ease of recycling the paint and knowing I am helping the planet.

Sample Comments: Reasons to Recycle

Right Thing to Do/Duty

It is the right thing to do.

It's just the proper thing to do (as opposed to throwing it out)

Just seems like the right thing to do

Seems better than trashing it.

Responsible disposal

do my npart for recycling

Right thing to do

Not being a jerk

Financial Benefit

If u can recycle it at no cost

It would be a little cheaper.

money back

some money back

that THEY Recycle it to make fresh paint that's cheaper in price .

Money back

Incentives

A Reward.

Someone could possibly get a discount for recycled goods.

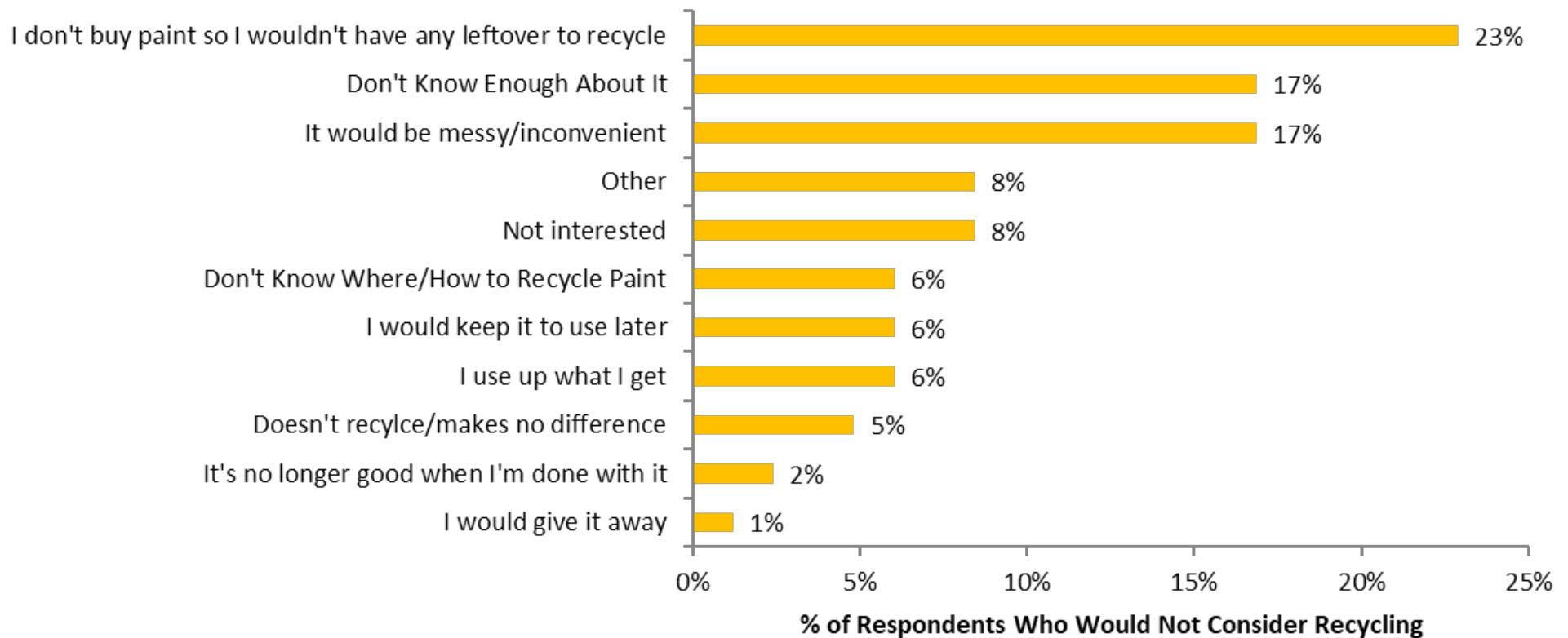
cost

Money

Comment Categorization: Objections to Recycling Paint

- ❖ About a quarter of those who would not consider recycling simply don't buy paint.
- ❖ Interestingly, a significant percentage say they just don't know enough about it (opportunity).
- ❖ Others are concerned about the mess/trouble they'd have to go through to recycle.
- ❖ Still others say they would do something different with the leftovers.
- ❖ Note: low sample size.

Comment Categorization: Why wouldn't you consider recycling leftover paint in the future?



N=83

KB Insights

Sample Comments: Reasons NOT to Recycle

Do Not Buy Paint

don't have any to recycle

Because I don't buy paint

don't do any painting so no paint

I do not plan on using paint to recycle

I don't anticipate buying paint - I live in an apartment and see that continuing for the foreseeable future.

Por q en estos momentos no tengo ninguna pintura puede q en un futuro la pueda tener pero ahora no

Don't Know Enough

Didn't know

don't know paint can be recycled

I did not know this service is available.

like in a recycling bin? that doesn't make sense. seems like the safest place for such chemicals is at the haz waste drop off location.

no idea

the paint recycling center that I know of is about 45 minutes away. However, from this survey, I wonder if I can bring it to a paint store? That would be great to know! I would recycle if it were that easy

Messy/Inconvenient

It seems messy

Not worth the effort and mess

pain in the a**

to much of a hassle

too much hassle to go drop it off

Sample Comments: Reasons NOT to Recycle

Not Interested/Doesn't Recycle

I don't care

I do not think most people would be interested in recycle paint.

Not interested

Because my husband doesn't believe in recycling

doesn't make any difference

dont like recycling

Doesn't Know How/Where to Recycle

I don't know where.

I'd forget to actually do it, or how to do it

inconvenient locations

Not sure wheee to go

Not sure where to take it

Would Keep and Reuse Later/Give Away

because I'd keep it to use later

I can always use it later

I ONLY THROW IT OUT ONCE IT HAS AGED BEYOND USE

I plan to use any leftover paint on another project

Save until walls dirty and stain then can be make up

I want to give it to my family.

Use What I Get

Bc i use what i get

Because I will only purchase what I need, therefore there wouldn't be a need to recycle.

I will use it so I don't need to dispose of it.

CROSS-TABULATIONS: CONSUMER BEHAVIOR, AWARENESS, AND ENGAGEMENT

Cross-Tabulations for Better Understanding

- ❖ In order to understand how to better approach consumers of different profiles, it is important to look at behaviors/awareness by group...

Objective	Related KPI/Measurement
Increase knowledge of paint recycling	<i>Do you know that paint can be recycled?</i>
Impact paint recycling behaviors	<i>Have you ever taken paint somewhere to be recycled?</i>
Decrease storage of paint in home	<i>Do you currently have any leftover or unwanted paint in your home or business (e.g., primer, interior house paint, stain, deck sealer, or clear finishes like varnish)? If so, how much paint do you have?</i>
Increase knowledge of PaintCare	<i>Have you ever ever heard of PaintCare, the program that sets up sites that take paint for recycling?</i>
Execute memorable ads	<i>Do you recall seeing an advertisement for PaintCare in the last several months?</i>
Stimulate word of mouth and other communications	<i>Do you recall hearing about PaintCare in any of the following other ways?</i>

Gender

Age

Ethnicity

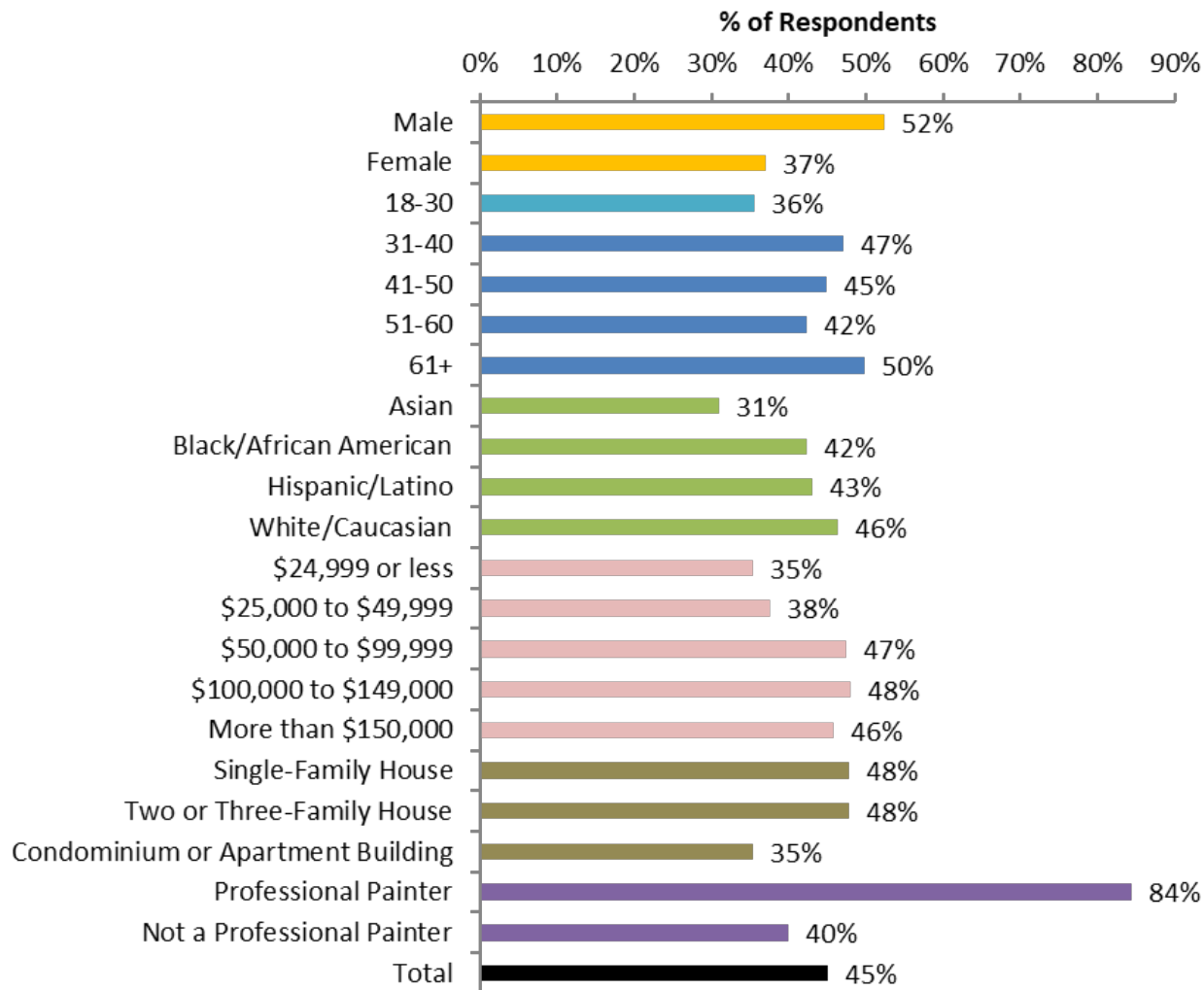
Income

Dwelling Type

Profession

Cross-Tabulations on Key Performance Indices

Knew Paint Was Recyclable

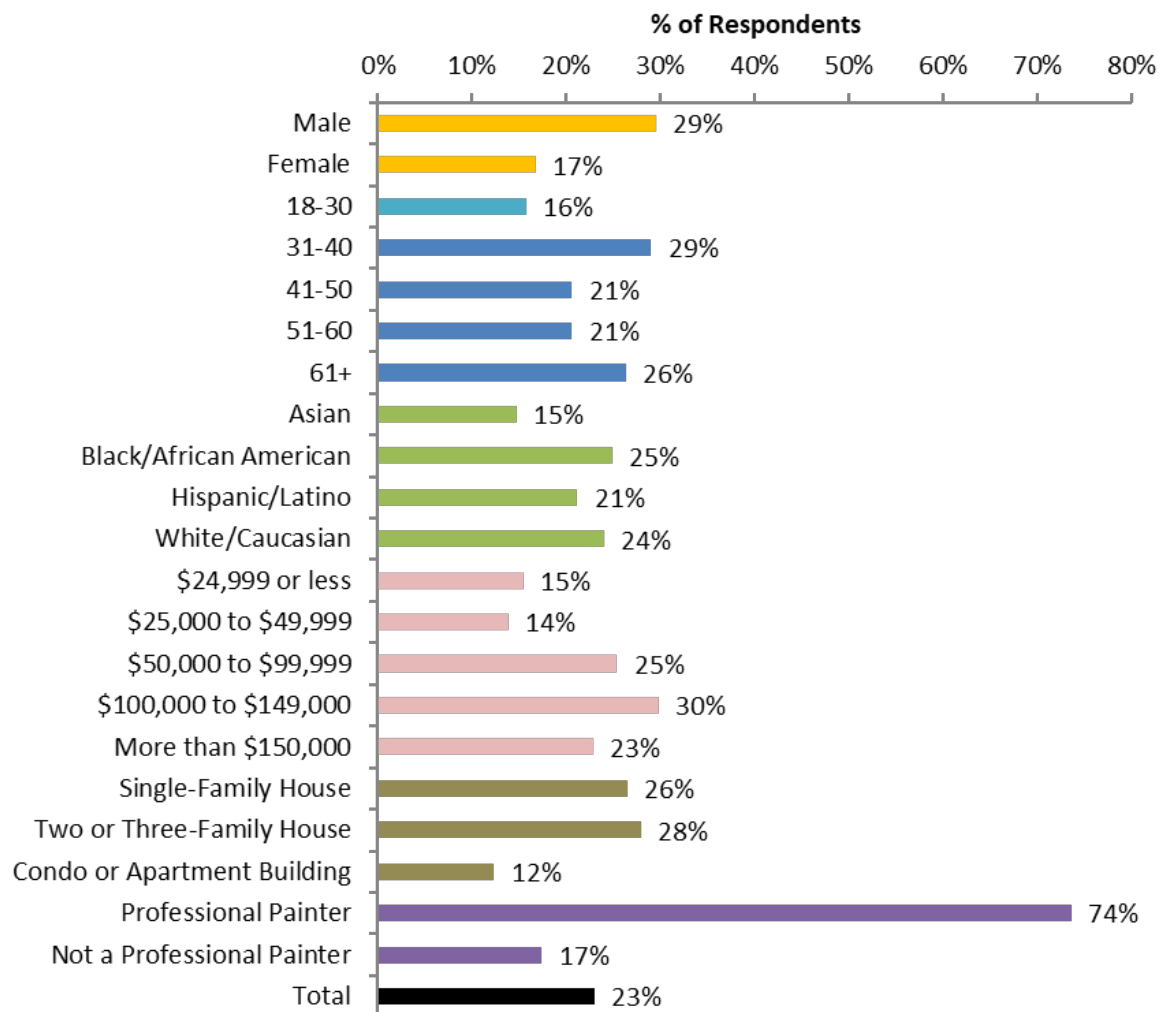


- ❖ Significantly fewer women know that paint can be recycled than men.
- ❖ The youngest respondents were least knowledgeable; differences were not significant over 30.
- ❖ Asians were least familiar with paint recycling; all other ethnicities were similar.
- ❖ Those with incomes \$50K or higher were most knowledgeable about paint recycling (likely corresponds with home ownership).
- ❖ Those living in condos were least familiar.
- ❖ The majority of professional painters are aware that paint can be recycled; more than twice the percentage of the general public.

N=range from 136 to 2318 by category

Cross-Tabulations on Key Performance Indices

Has Recycled Paint Before (adjusted)

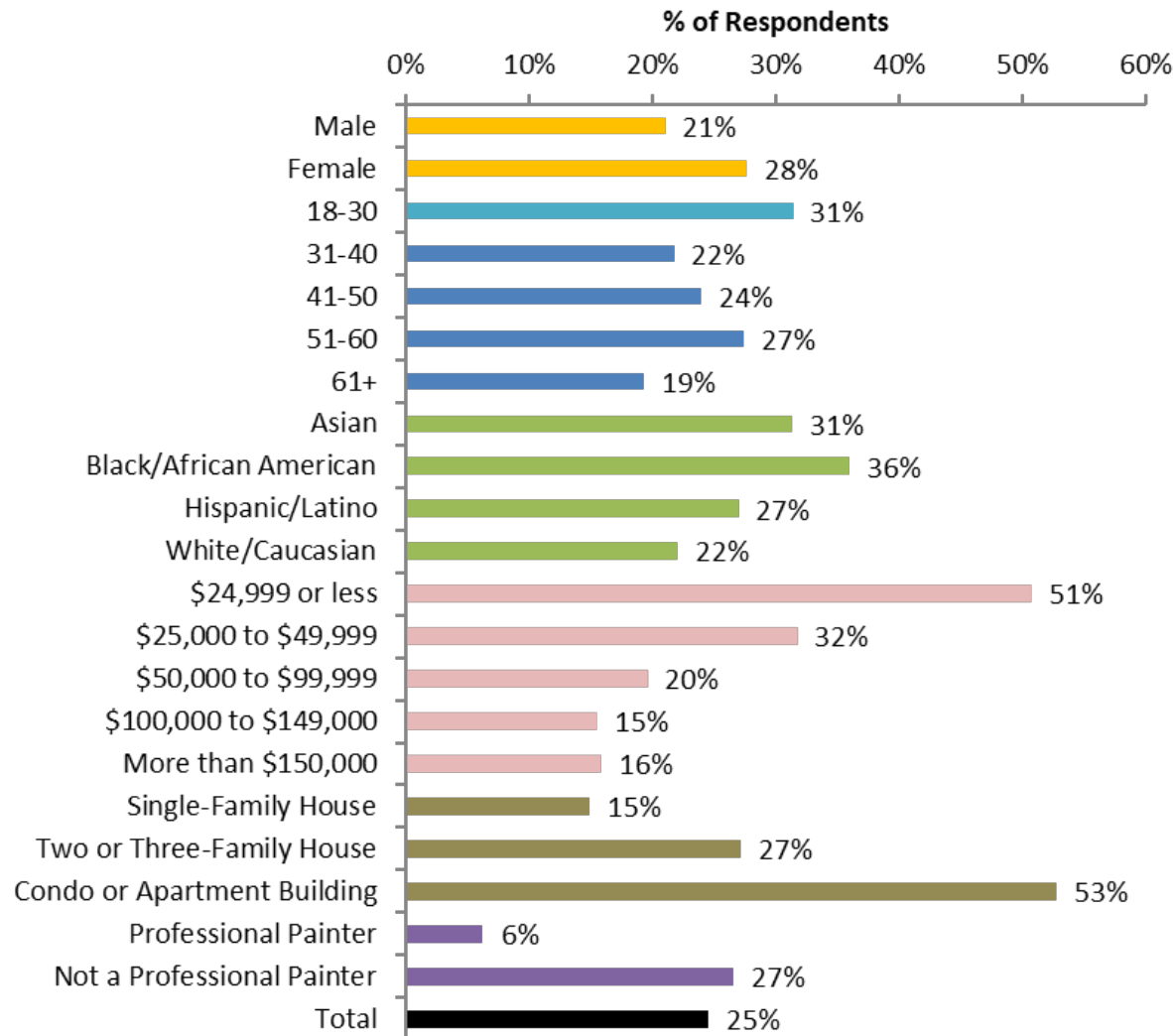


- ❖ Women recycle at a much lower rate than men.
- ❖ Senior citizens and those between 31-40 have recycled paint more often than in other age ranges.
- ❖ Asians recycle less often than in other ethnic groups.
- ❖ Generally, those with greater than \$50K annual income recycle paint more often than those in less affluent income ranges.
- ❖ As expected, those in condos recycle least often.
- ❖ Professional painters recycle more than any other group at 74%.

N=range from 136 to 2318 by category

Cross-Tabulations on Key Performance Indices

Free of Stored Paint at Home/Work



- ❖ Women are free from stored paint more often than men.
- ❖ Senior citizens store paint most often; those 30 or younger, the least often.
- ❖ Caucasian respondents store paint more often than other ethnic groups.
- ❖ The greater the income, the more often paint is stored.
- ❖ As expected, those in condos store paint least often; single family homes, most often.
- ❖ Professional painters are free from stored paint only 6% of the time; non-professionals, 27% of the time.

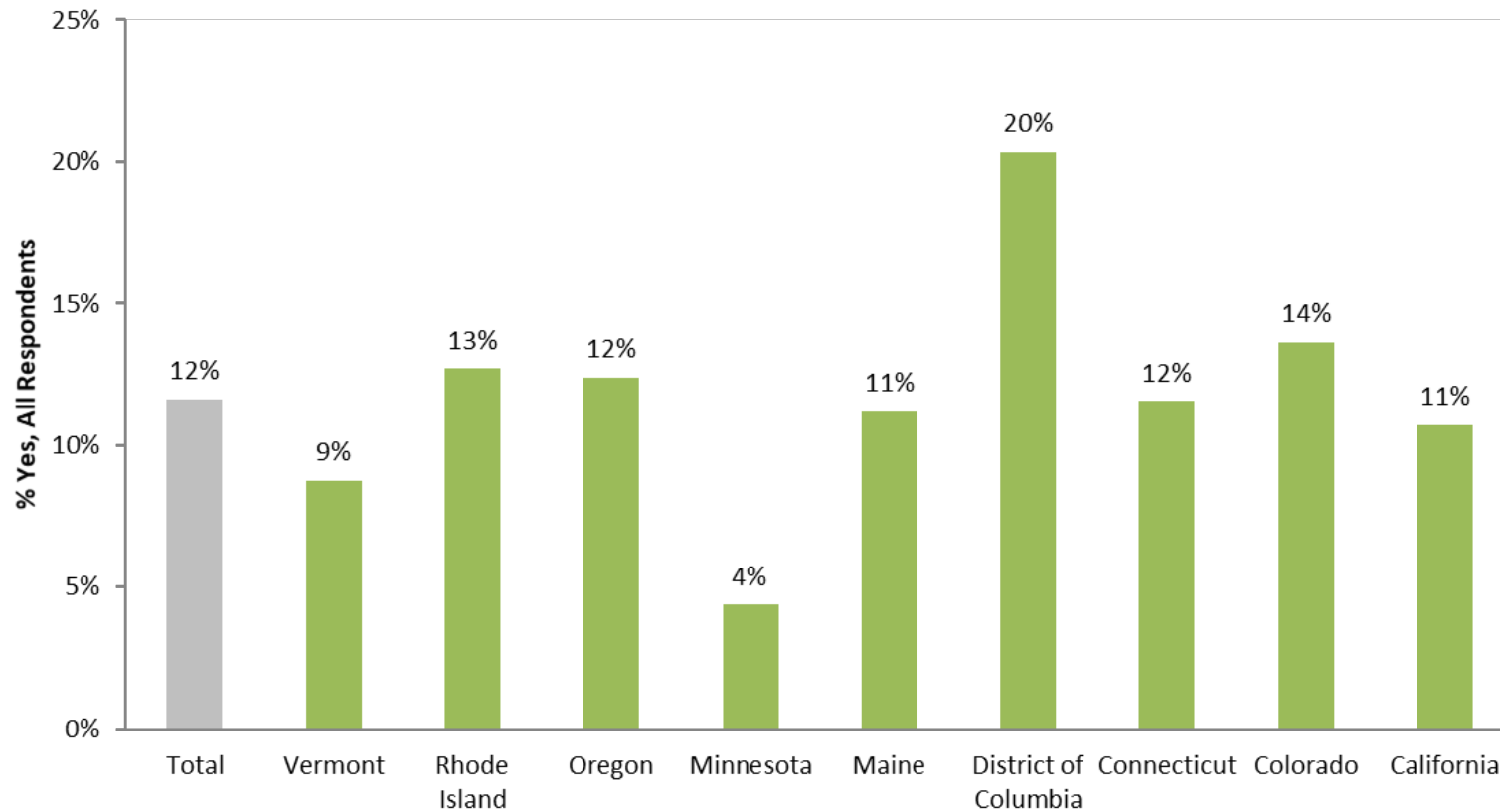
N=range from 136 to 2318 by category

PaintCare ADVERTISING/MARKETING CONSIDERATIONS

PaintCare Awareness

- ❖ 12% of respondents said they had heard of PaintCare before.
- ❖ Results differed by state/area. D.C. residents are most aware; Minnesota, least aware.

Have you ever heard of PaintCare before?

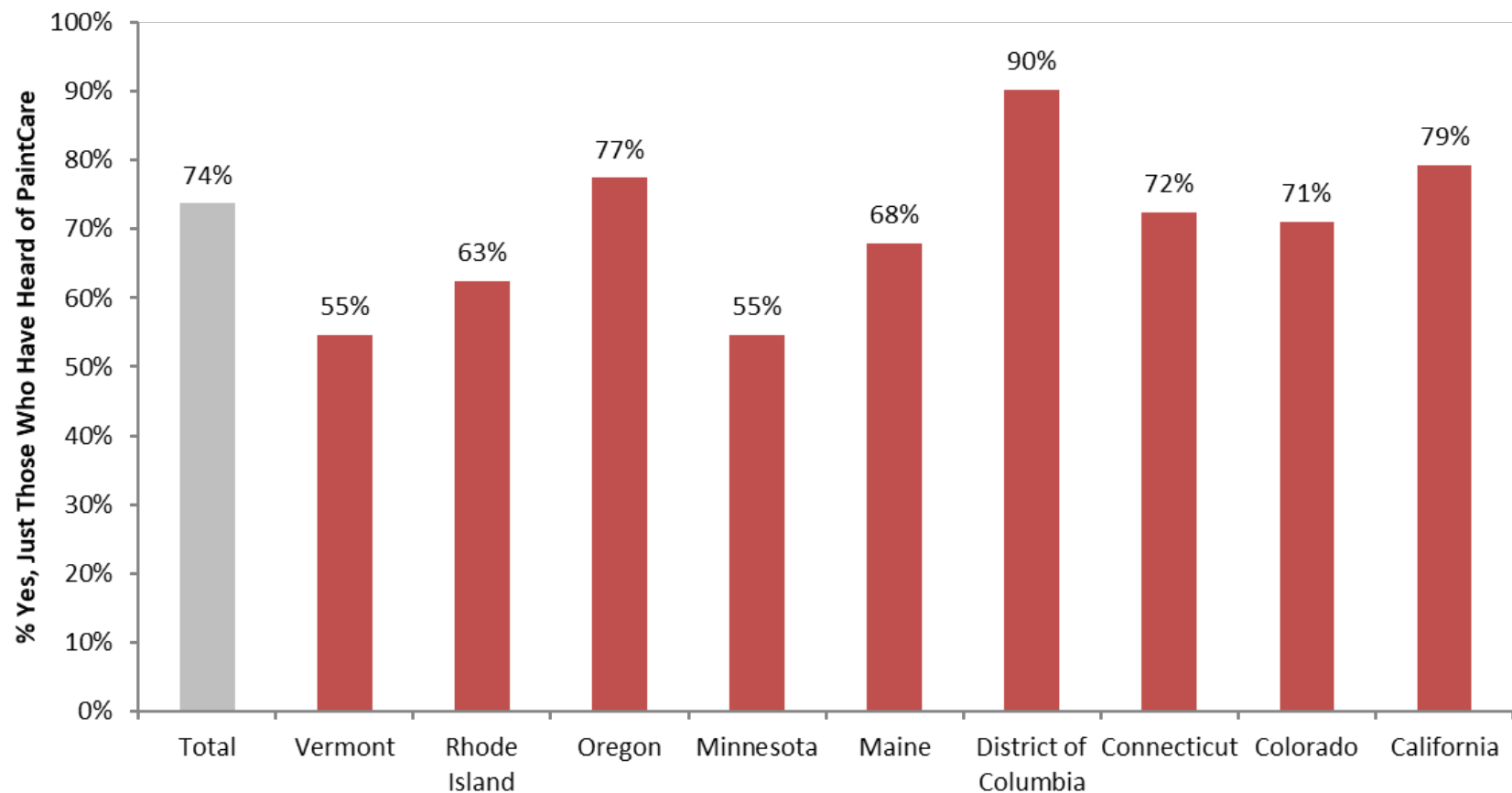


N=2578

Ad Recall Among Those Who Knew of PaintCare

- ❖ About three quarters of those who had heard of PaintCare before said they had seen an ad in the last several months.
- ❖ However, this varied greatly by state. Minnesota and Vermont had the lowest ad recall; D.C., the highest.

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

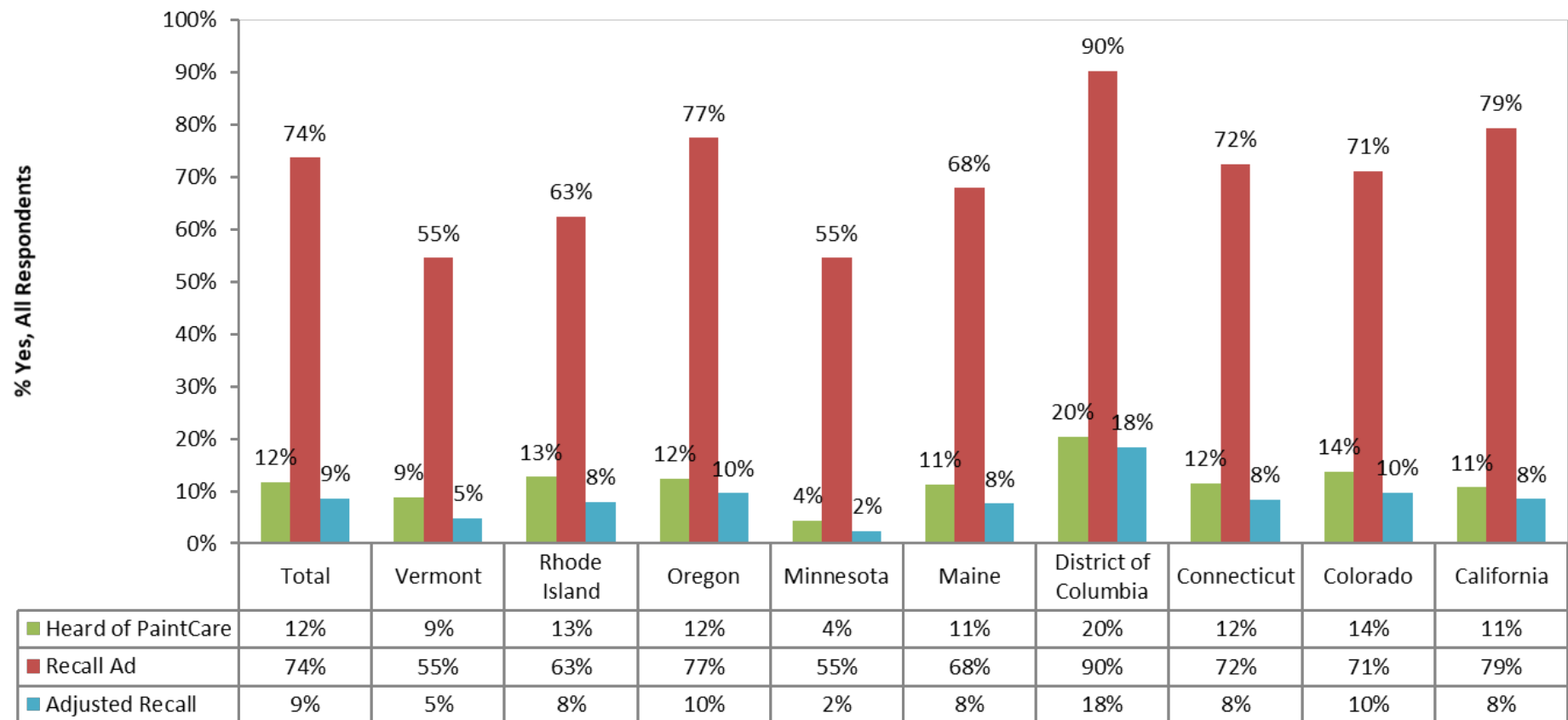


N=300

Adjusted Recall for Entire Population

- ❖ By multiplying the percentage who were familiar with PaintCare by the percentage who recalled an ad, we can evaluate what percentage of the population recalled an ad.
- ❖ The highest performing states/areas are D.C., Colorado and Oregon.

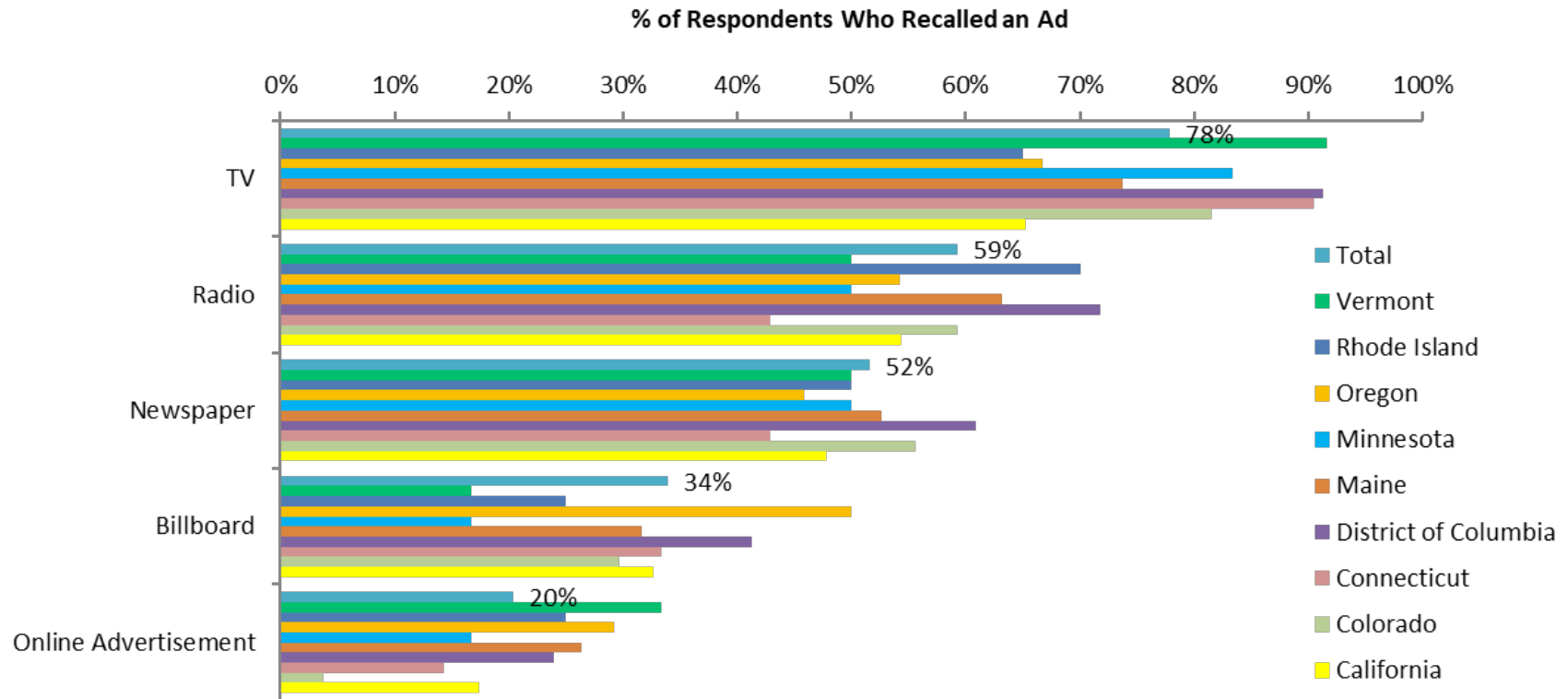
Adjusted Ad Recall Rate



Ad Recall Types

- ❖ TV is most frequently cited in all states except Rhode Island, where radio is most prevalent.
- ❖ Notes: sample sizes are small by state; as such, results should be considered directionally.

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

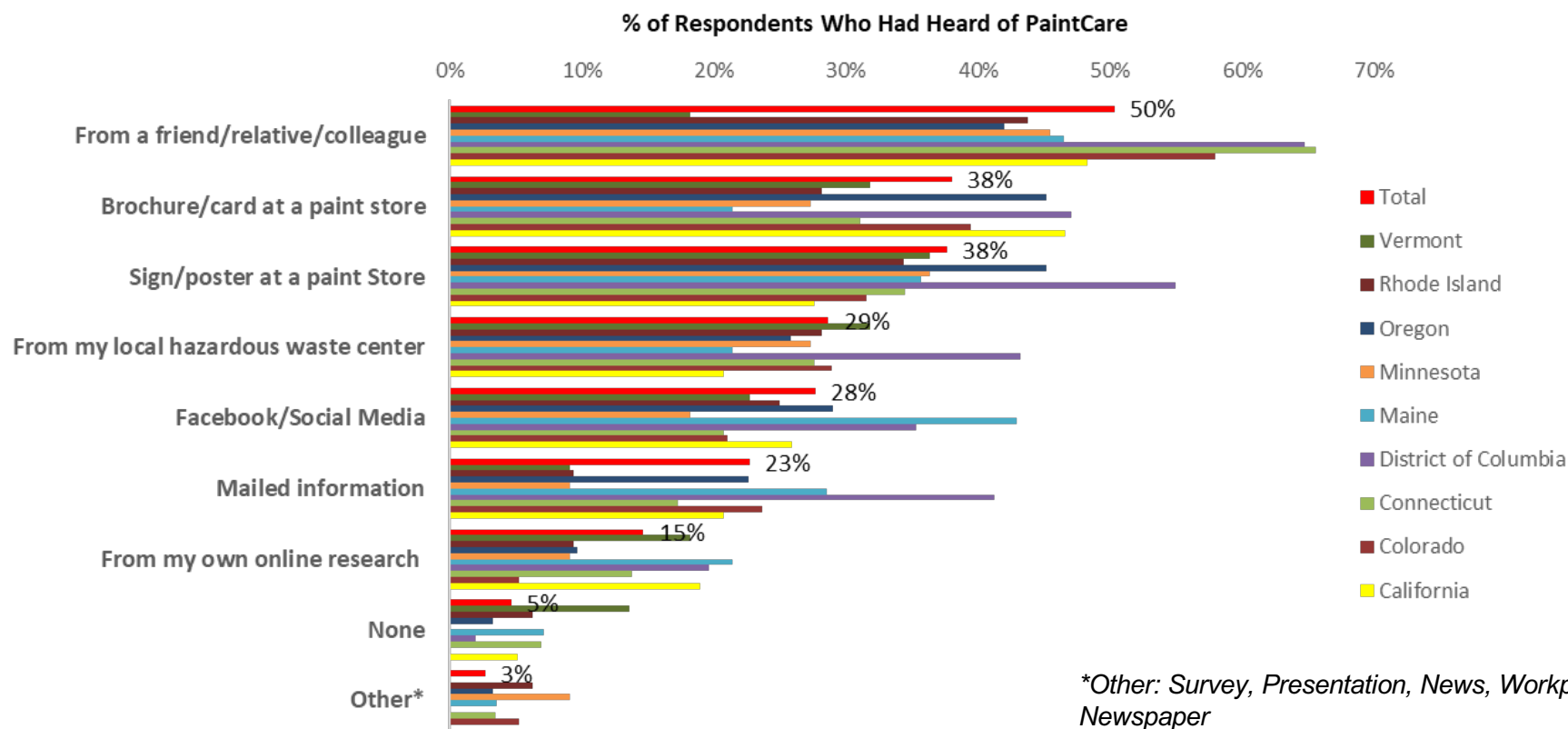


Sources	Total	Vermont	Rhode Island	Oregon	Minnesota	Maine	District of Columbia	Connecticut	Colorado	California
TV	78%	92%	65%	67%	83%	74%	91%	90%	81%	65%
Radio	59%	50%	70%	54%	50%	63%	72%	43%	59%	54%
Newspaper	52%	50%	50%	46%	50%	53%	61%	43%	56%	48%
Billboard	34%	17%	25%	50%	17%	32%	41%	33%	30%	33%
Online Advertisement	20%	33%	25%	29%	17%	26%	24%	14%	4%	17%
Sample Sizes	221	12	20	24	6	19	46	21	27	46

Recall of Other Marketing Measures

- ❖ It is clear that word-of-mouth is extremely important in spreading the word about paint recycling.
- ❖ Other successful measures include brochures/cards/posters in-store, HHW center communications.

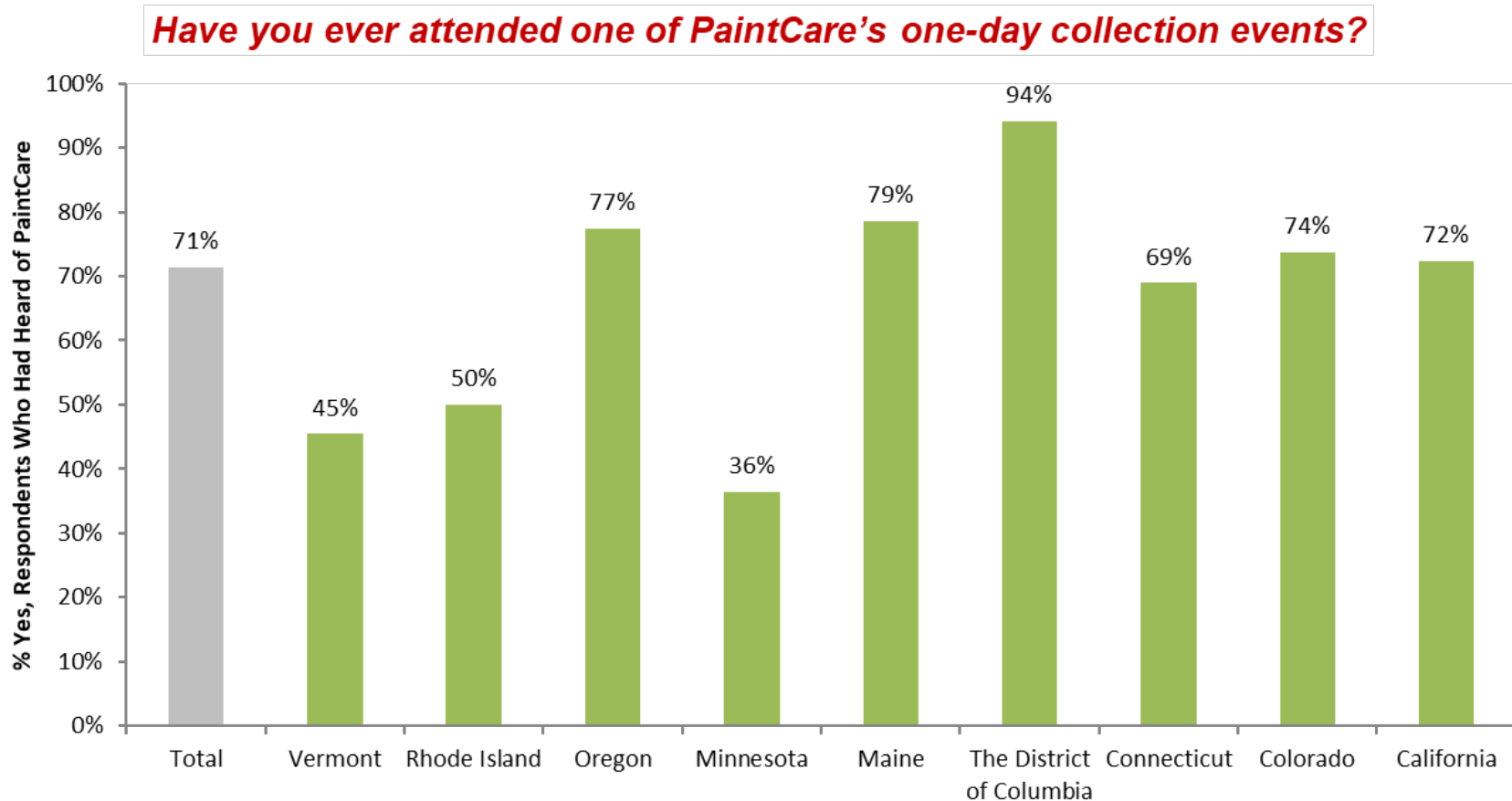
Do you recall hearing about PaintCare in any of the following other ways?



Sources	Total	Vermont	RI	Oregon	Minnesota	Maine	DC	Connecticut	Colorado	California
From a friend/relative/colleague	50%	18%	44%	42%	45%	46%	65%	66%	58%	48%
Brochure/card at a paint store	38%	32%	28%	45%	27%	21%	47%	31%	39%	47%
Sign/poster at a paint Store	38%	36%	34%	45%	36%	36%	55%	34%	32%	28%
From my local hazardous waste center	29%	32%	28%	26%	27%	21%	43%	28%	29%	21%
Facebook/Social Media	28%	23%	25%	29%	18%	43%	35%	21%	21%	26%
Mailed information	23%	9%	9%	23%	9%	29%	41%	17%	24%	21%
From my own online research	15%	18%	9%	10%	9%	21%	20%	14%	5%	19%
None	5%	14%	6%	3%	0%	7%	2%	7%	0%	5%
Other*	3%	0%	6%	3%	9%	4%	0%	3%	5%	0%
Sample Size	300	22	32	31	11	28	51	29	38	58

PaintCare Event Attendance

- ❖ 71% of those who have heard of PaintCare say that they have attended a PaintCare collection event.
- ❖ District of Columbia appears to have high success rates; Minnesota, much lower.*
- ❖ *Note: sample sizes are low by state and should be considered directionally.



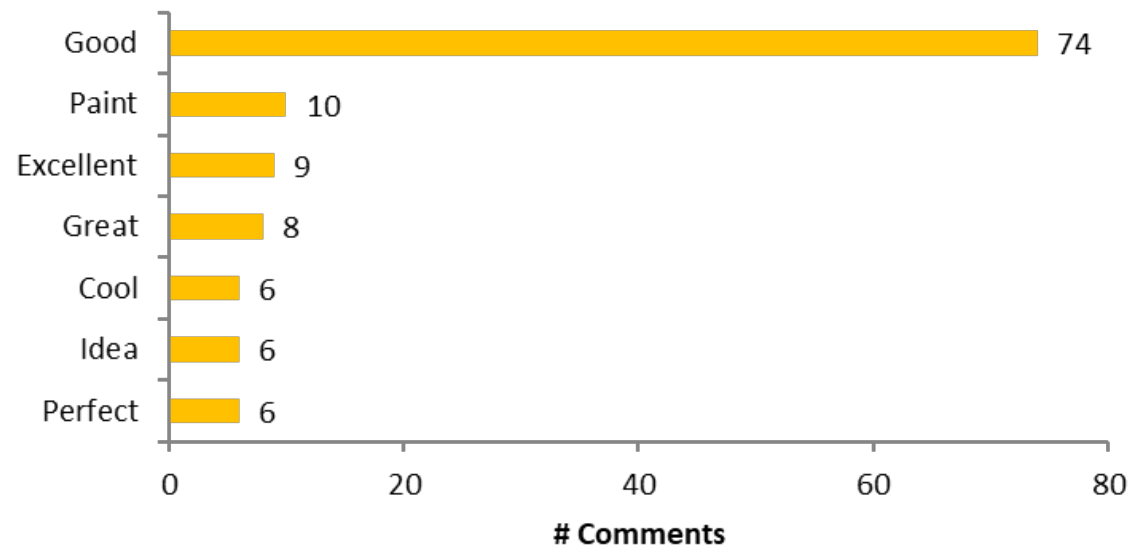
N=300

Impressions of PaintCare

In a word or phrase, what are your overall impressions of PaintCare?



Comment Coding: PaintCare Keywords



Comments: Paint Care Impressions

In a word or phrase, PaintCare	good	Great idea	is very good	paint recycling made easy
A great way to dispose of old or unused paint	Good	Great idea	is very good perfect	paint to your hearts content.
A terrific idea.	good	Great idea.	is very good perfect	Plays an important role
all very good, my planet	Good	great program	is very good perfect	Positive
amazing	Good	Great program	It facilitates the recycling of unwanted paint residues	Positive
beauty	Good	great!	good way of recycling paint, donated to good causes as well	quality
because is good	Good	Held the planet for the recycling	viable alternative to bringing paint to my local hazard waste center.	quality
Better	good	Helpful	its a good idea	quality
Busy	Good	Helpful	It's a good option for left over paint.	SAFE
care for the environment	good	good for the environment	it's a very big motivation	SAVING THE WORLD
Clean	Good	i like	It's good	Seems like a good idea
contemporary	good	i like it	it's unique	The orange sister of a man
cool	good	i like this idea	it's very good	the PaintCare is the best
cool	Good	i like this method	like	they are the best
cool	Good	i love it	like	They do a good job at recycling paint
cool	Good	I think a good company. It looks to be so	like	They have used and new paint
Cost	good	without them, you would just be making more trash you	like	They refill the paint if needed
design	good	Impressive	like	Thought of well
DIY	good	innovation and progress	like	Under advertised, not widely known.
dope	good	Is a leader in the service they provide	Love	unique
Easy	good	is excellent	Love	Unique
Environmentally friendly.	good	is good	Love it	Vague
excelente	Good	is good	more2	very good
excellent	good company	is perfect	Nanny-state	very cool
excellent	Good company	is very good	Necessary	very cool
excellent	Good efforts, thank you.	is very good	No opinion	very good
excellent	good idea but should not be compulsory	is very good	No strong feelings	very good
excellent	Good idea!	is very good	no sure	very good
Excellent	Good Option	is very good	none	very good
Excellent and needed	Good program with good results	IS VERY GOOD	none	very good
fast speed	good service	is very good	none	very good
Fine	Good	is very good	None	very good
Genius!	great	is very good	not too much.	Very impressive paint product
Go for it	great	is very good	Nothing	very nice
good	Great	is very good	Ok	works well
good	great	is very good	Ok	wow
Good	Great	is very good	ok	WOW

CROSS-TABULATIONS: ADVERTISING/MARKETING METRICS

Cross-Tabulations for Better Understanding

- ❖ In order to understand how to better approach consumers of different profiles, it is important to look at behaviors/awareness by group...

Objective	Related KPI/Measurement
Increase knowledge of paint recycling	<i>Do you know that paint can be recycled?</i>
Impact paint recycling behaviors	<i>Have you ever taken paint somewhere to be recycled?</i>
Decrease storage of paint in home	<i>Do you currently have any leftover or unwanted paint in your home or business (e.g., primer, interior house paint, stain, deck sealer, or clear finishes like varnish)? If so, how much paint do you have?</i>
Increase knowledge of PaintCare	<i>Have you ever ever heard of PaintCare, the program that sets up sites that take paint for recycling?</i>
Execute memorable ads	<i>Do you recall seeing an advertisement for PaintCare in the last several months?</i>
Stimulate word of mouth and other communications	<i>Do you recall hearing about PaintCare in any of the following other ways?</i>

Gender

Age

Ethnicity

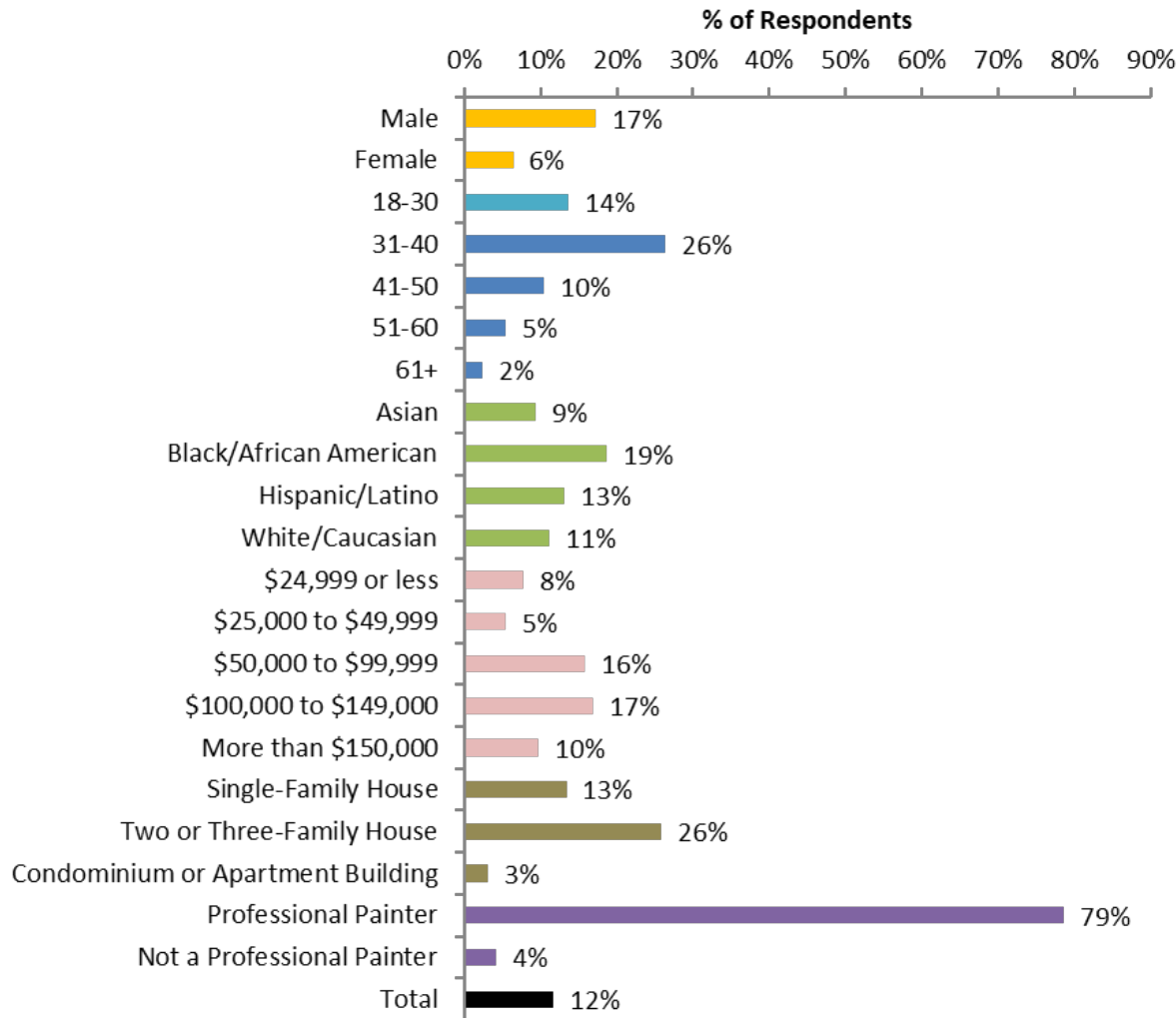
Income

Dwelling Type

Profession

Cross-Tabulations on Key Performance Indices

Heard of PaintCare Before

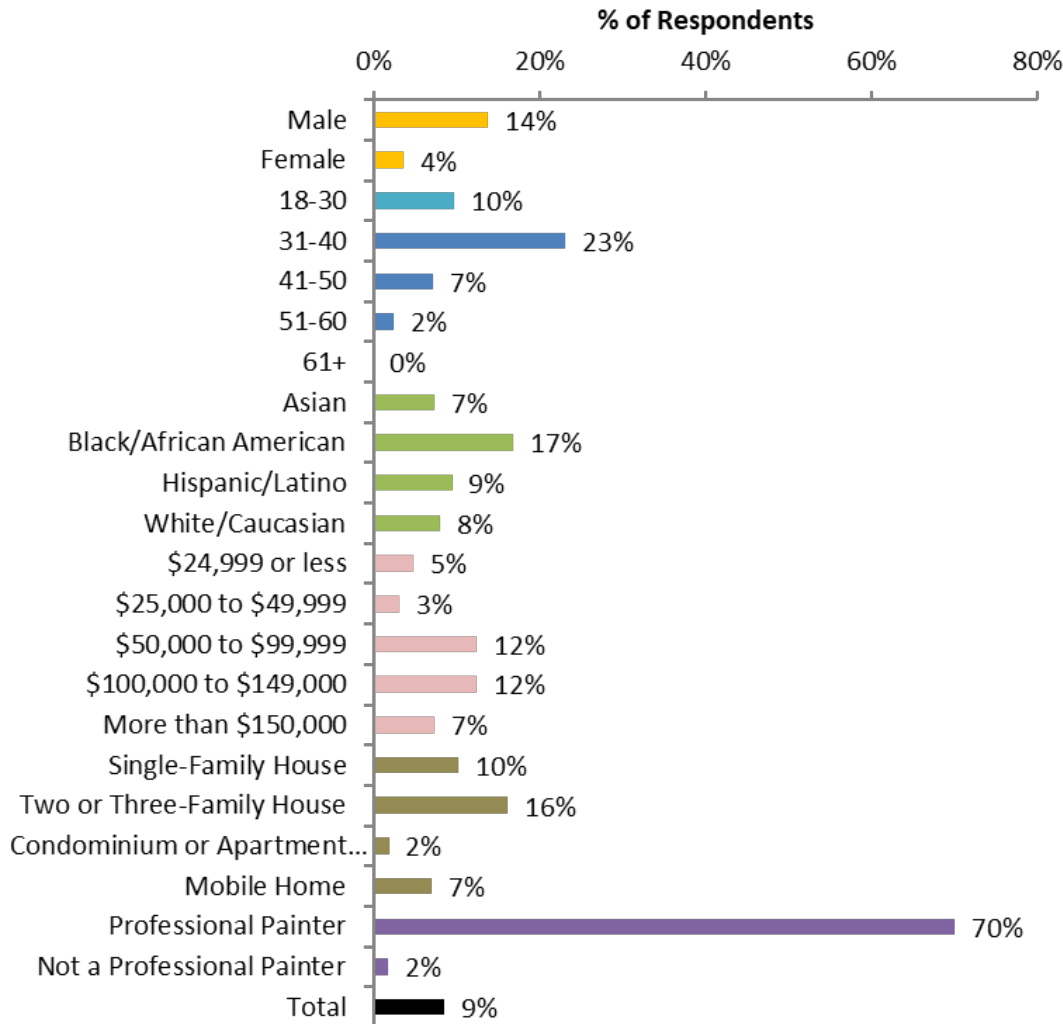


- ❖ Only 6% of women had heard of PaintCare before the survey, less than half the rate of men.
- ❖ Senior citizens had heard of PaintCare least often; those 31 - 40, the most often.
- ❖ African American respondents had heard of PaintCare more often than those in other ethnic groups.
- ❖ PaintCare awareness was highest among those with incomes \$50-\$150K.
- ❖ Those in multi-family homes are aware of PaintCare most often.
- ❖ Professional painters are far more aware of PaintCare than those that do not paint professionally.

N=range from 136 to 2318 by category

Cross-Tabulations on Key Performance Indices

Ad Recall (adjusted)

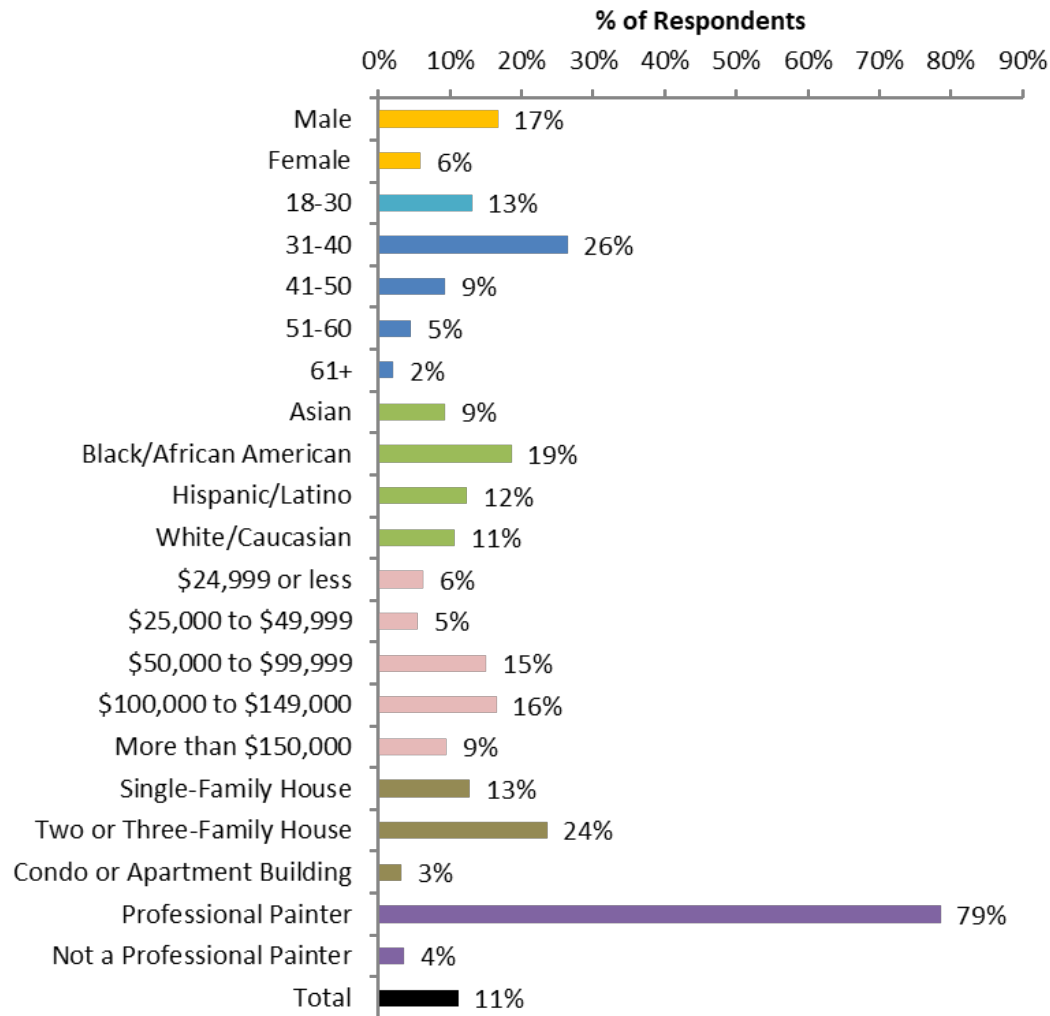


- ❖ Significantly fewer women recalled a PaintCare ad than men did.
- ❖ The highest recall was among 31-40 year olds.
- ❖ African Americans reported the highest ad recall (possibly not due to ethnicity, but concentration in high-performing areas).
- ❖ Those with incomes \$50K or higher had the highest ad recall.
- ❖ Those living in two to three family houses reported the highest recall.
- ❖ The majority of professional painters recalled an ad; only 2% of the general public remembered an ad.

N=range from 136 to 2318 by category

Cross-Tabulations on Key Performance Indices

Heard of PaintCare in Other Ways



N=range from 136 to 2318 by category

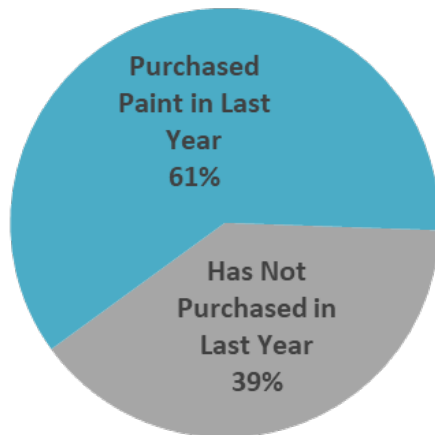
- ❖ More consumers hear of PaintCare in ways other than advertising, such as: referrals from a friend/relative/colleague, a brochure/card/sign/poster at a paint store, from my local hazardous waste center, mailed information, Facebook/social media, and their own online research.
- ❖ Women are still much lower than men in these channels as well.
- ❖ 31-40 are impacted through these channels the most.
- ❖ Generally, those with greater than \$50K annual income are impacted the most by non-ad channels.
- ❖ As expected, those in condos receive these messages least often.
- ❖ Professional painters are exposed more than any other group at 79%.

Defining the Target Audience

- ❖ Since women are much less impacted than men by current PaintCare advertising/marketing efforts, it is prudent to examine whether we are missing an opportunity, or appropriately prioritizing men.
- ❖ Based on buying behavior, men *and* women are both substantially involved in decisions related to paint. Therefore, the former may be true.
- ❖ For future analysis: are those who purchase also the same as those who dispose?

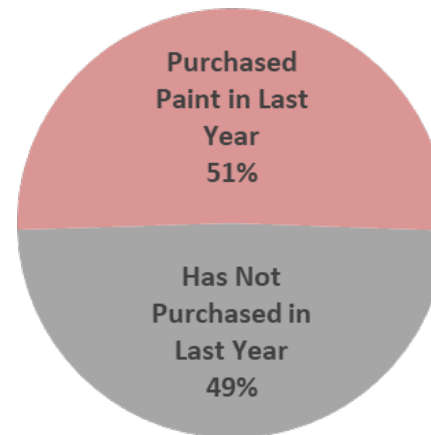
Male Respondents:

Have you purchased paint in the last year?



Female Respondents:

Have you purchased paint in the last year?



N=1249 men and 1300 women

Defining the Target Audience (continued)

	Purchased in Last Year
GENDER	
Male	61%
Female	51%
AGE	
18-30	52%
31-40	64%
41-50	55%
51-60	52%
61+	51%
ETHNICITY	
Asian	45%
Black/African American	52%
Hispanic/Latino	58%
White/Caucasian	57%
INCOME	
\$24,999 or less	38%
\$25,000 to \$49,999	48%
\$50,000 to \$99,999	62%
\$100,000 to \$149,000	64%
More than \$150,000	56%
DWELLING	
Single-Family House	63%
Two or Three-Family House	61%
Condominium or Apartment Building	31%
Mobile Home	44%
PROFESSION	
Paint Professionally	92%
Do Not Paint Professionally	51%

- ❖ PaintCare might consider all audiences with at least 50% involvement in recent paint purchases as the general advertising target (highlighted in yellow).
- ❖ However, there are a few pockets where additional, specialized targeting might be appropriate (bolded).

APPENDIX: STATE HIGHLIGHTS

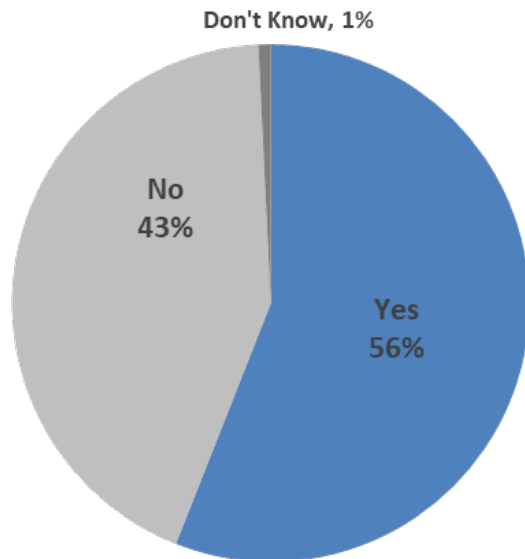


Minnesota

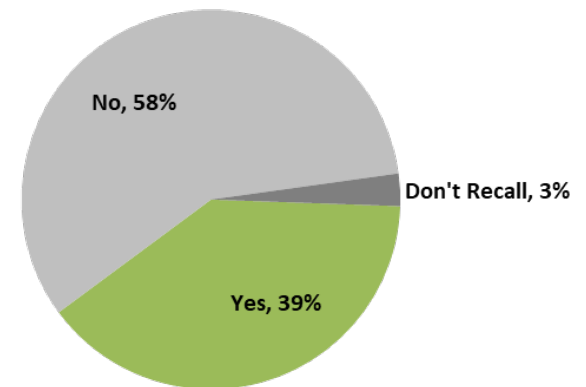
Minnesota Highlights

- ❖ 56% of those surveyed have purchased paint in the last year. 39% of them were helped by the store in determining needs. Half took measurements themselves.

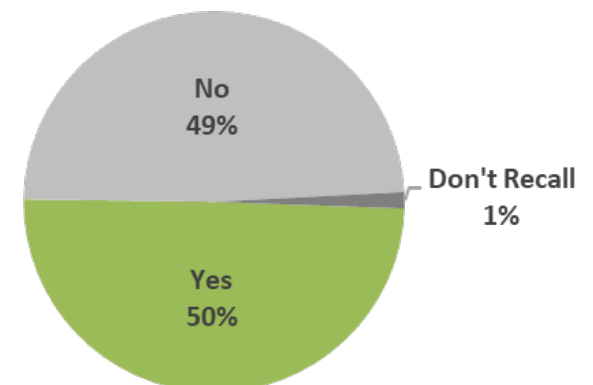
Have you purchased paint in the last year?



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



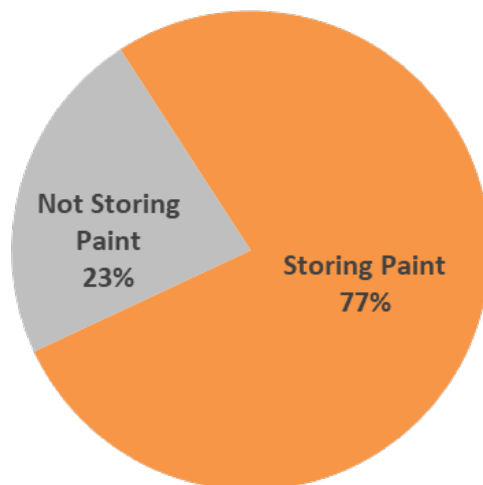
Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed?



Minnesota Highlights

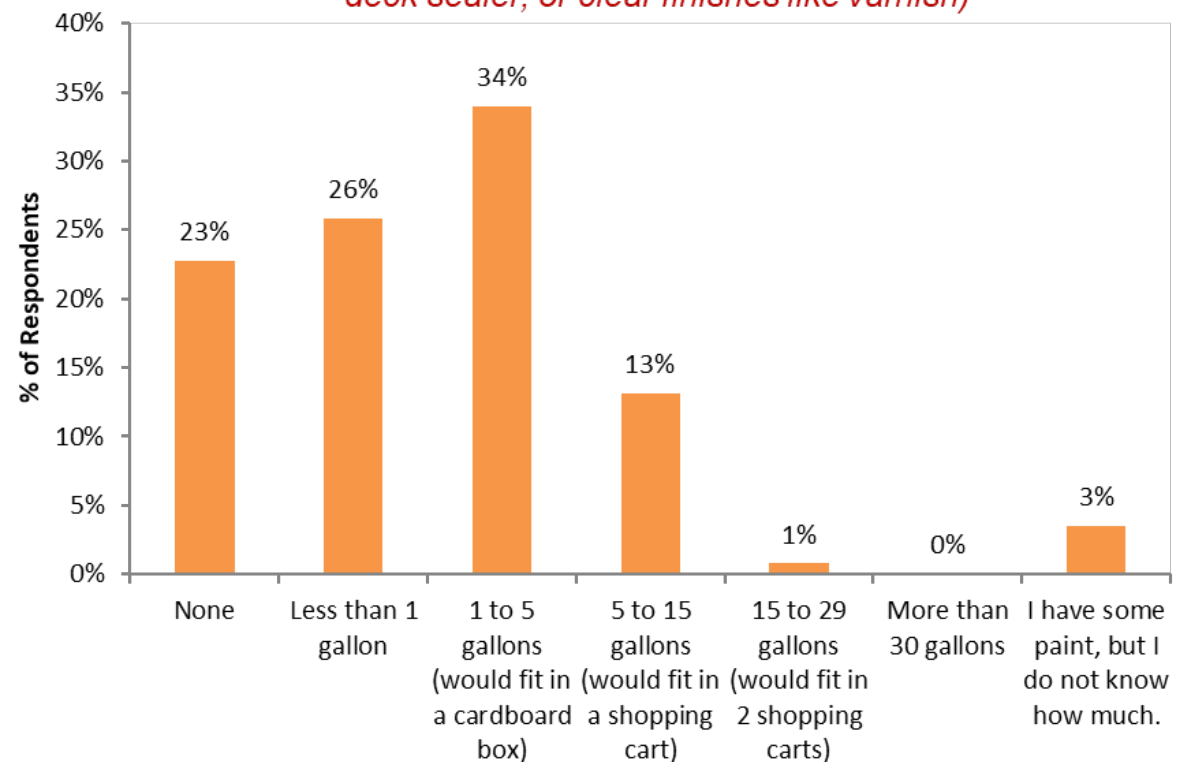
- ❖ 23% of respondents are NOT storing paint at home or at their business. The median amount stored is “1 to 5 gallons.”

Paint Storage



How much leftover or unwanted paint do you have in your home or business at this time?

(e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)



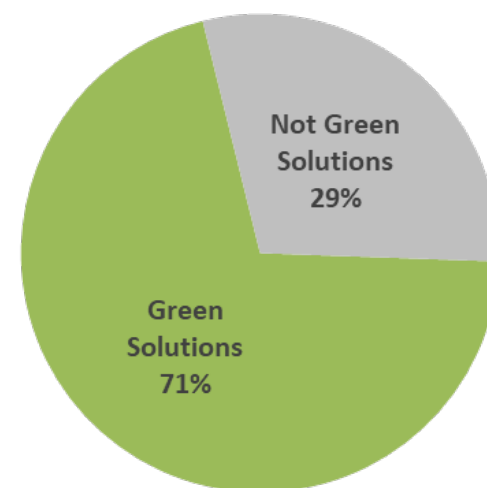
Minnesota Highlights

- ❖ 71% of respondents say they will use a “green” solution for getting rid of unwanted paint in the future.

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



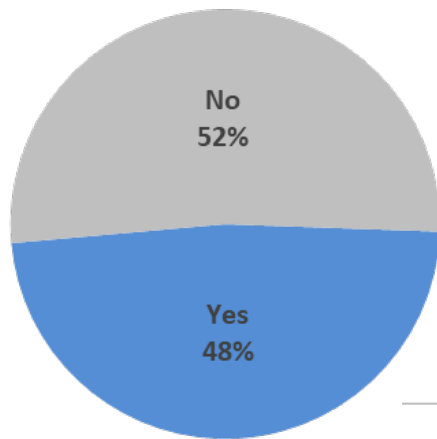
Green Solutions (Recycle, Reuse)



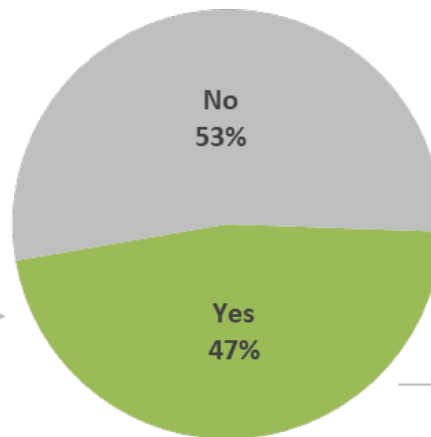
Minnesota Highlights

- ❖ 48% of respondents knew that paint can be recycled.
- ❖ Of those, almost half have taken paint somewhere to be recycled in the past.
- ❖ Of those, the grand majority, 95%, would consider recycling paint again.

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



Have you ever taken paint somewhere to be recycled?



Would you consider recycling leftover paint in the future?

