

Minnesota Paint Stewardship Program 2021 Annual Report

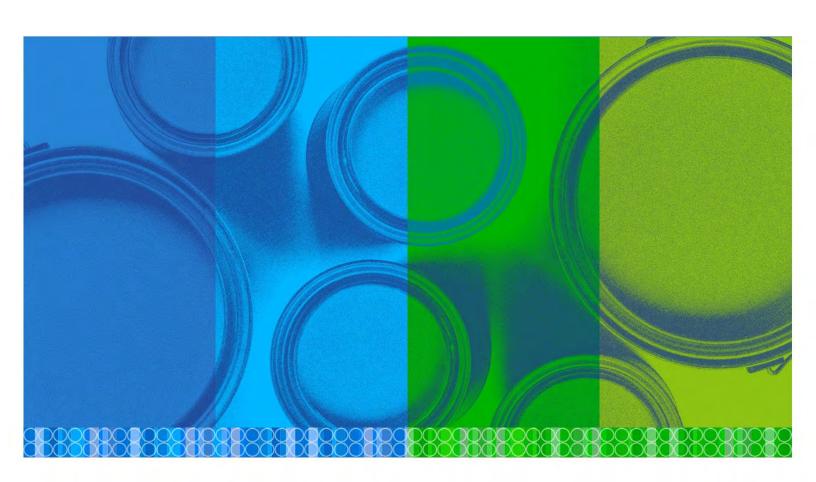
Submitted To

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Submitted By

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Contents

Executive	Sun	mary		4
	Mir	nesota Paint Stewardship Law		4
	Pro	gram Highlights		4
	Pro	gram Plan and Annual Report		5
Section 1.	Pai	nt Collection and Transportation		6
	A.	Drop-Off Sites and Services		6
	В.	Convenience Criteria		11
	C.	Paint Collection Procedures		17
	D.	Paint Transportation	•	17
Section 2.	Pai	nt Collection Volume and Processi	ng Methods 1	18
	A.	Collection Volume and Recovery Rate	•	18
	В.	Paint Processing Methods and Volume	e	19
	C.	Latex Paint Processing Methods and F	Processors	19
	D.	Oil-Based Paint Processing Methods a	and Processors	20
	E.	Paint Collection Volume by Site Type of	or Service 2	21
	F.	Container Recycling		21
Section 3.	Ind	ependent Audit and Financial Sum	mary 2	22
	Α.	Independent Financial Audit		22
	В.	Financial Summary and Discussion		22
		B1. Revenue and Expense CategorieB2. Financial Summary		22 24
	C.	Financial Metrics	2	25
	D.	Reserves	2	25
	E.	Evaluation of the Program's Funding N	Mechanism 2	26
	F.	Projections	2	26

Section 4.	Cor	mmunications	29
	A.	Outreach Activities	29
		A1. Introduction	29
		A2. Point of Sale Print Materials	30
		A3. Fact Sheets A4. Website	32 32
		A5. Translations	33
		A6. Signs for Drop-Off Sites	33
		A7. Digital Advertising A8. Social Media	34 34
		A9. Video	37
		A10. Television	37
		A11. Radio	37
		A12. Print Advertising A13. Joint Outreach	37 39
		A14. Face-to-Face	40
	В.	Awareness Survey	40
Section 5.	202	22 and Future	41
	A.	Drop-Off Sites and Services	41
	B.	Paint Transportation & Processing	41
	C.	Special Projects	41
	D.	Communications	41
Maps			
•	Yea	ar-Round Drop-Off Sites	13
	Sup	oplemental Drop-Off Sites	14
	Yea	ar-Round and Supplemental Drop-Off Sites	15
	Lar	ge Volume Pickup Sites	16
Appendice	es		
	A.	Drop-Off Sites and Services	
	В.	Independent Financial Audit	
	C.	Samples of Outreach Materials	
	D.	Awareness Survey	

Executive Summary

MINNESOTA PAINT STEWARDSHIP LAW

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

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

PROGRAM HIGHLIGHTS

Drop-Off Sites. The program had 261 year-round paint drop-off sites at the end of the year. Of the 261 year-round sites, 203 were paint retailers, representing 28.4% of likely paint retail participants. The remaining sites included one transfer station, one paint recycler, one recycling center, three reuse stores, and 52 household hazardous waste (HHW) facilities.

The program also managed paint from supplemental sites that included 17 seasonal HHW facilities, 134 HHW events, and four retailers that accepted paint for part of the year.

During the year, 97.1% of Minnesota residents lived within 15 miles of a drop-off site.

Services. The program provided 45 direct large volume pickups (LVP) from businesses and others that had accumulated more than 100 gallons of paint at their locations and serviced four locations set up as recurring large volume pickup (RLVP) sites.

Paint Collection Volume. The program collected 1,007,909 gallons of postconsumer paint.

Paint Processing. Latex paint was 82.2% of the paint processed: 8.8% was reused, 40.6% was made into recycled-content paint, and 50.6% was used as a component in alternative daily landfill cover. Oil-based paint was 17.8% of the paint processed: 9.1% was reused, 73.1% was processed for energy recovery, and 17.8% was incinerated.

Revenue and Expenses. The program was financed through a fee on new paint sales: 49 cents on pint and quart containers; 99 cents on 1-gallon and 2-gallon containers; and \$1.99 on 5-gallon containers. Approximately 9.5 million gallons of architectural paints were sold in the state and the program collected \$7,332,221 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were \$5,990,273. The program ended the year with net assets of \$5,004,771. Total program cost per gallon of paint collected was \$5.94.

Paint Recovery Rate. The recovery rate—the volume of postconsumer paint collected divided by the volume of new paint sales in the same period—was 10.6%.

Communications. Public outreach activities included the distribution of point-of-sale print materials, fact sheets, and signage, as well as messaging delivered via direct mail, television, digital ads, radio, social media, and online video. PaintCare launched a new brand identity intended to make outreach materials more effective by making them clearer, more accessible, and more memorable.

Operations. Following pandemic related closures and travel restrictions in 2020, operations largely returned to normal. In May, PaintCare sent out retailer recruitment postcards to 583 locations. Staff followed up during the summer with in-person visits to targeted geographic locations, resulting in the addition of six new retailers participating in the program. Additionally, staff completed an analysis of an earlier (2020) pilot project to examine the logistics, costs, and greenhouse gas emissions of sending nonrecyclable dried latex paint in plastic containers to a waste-to-energy facility in southern Minnesota for processing.

PROGRAM PLAN AND ANNUAL REPORT

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

Section 1. Paint Collection and Transportation

Annual Report Statutory Citation

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

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

A. DROP-OFF SITES AND SERVICES

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

The program's drop-off sites and services are summarized in the following tables. PaintCare considers a site (including events) as year-round if the site is open at least one day per month, every month of the year.

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

YEAR-ROUND DROP-OFF SITES

Site Type	2020	2021
Household Hazardous Waste Facility	52	52
Paint Recycler	1	1
Paint Retailer	199	203
Reuse Store	3	3
Transfer Station	1	1
Recycling Center	0	1
Total Sites	256	261

SUPPLEMENTAL DROP-OFF SITES

Site Type	2020	2021
Household Hazardous Waste Event Site/Number of Events	118/158	134/181
Household Hazardous Waste Facility (Seasonal)	17	17
Paint Retailer (Partial Year)	2	4
Total Sites	137	155

SERVICES

Site/Service Type	2020	2021
Direct Large Volume Pickup Site/Number of Pickups	42/44	38/45
Recurring Large Volume Pickup Site	3	4

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

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

The program receives reports from 22 authorized county and regional HHW groups for activities across the entire state. These entities are subsequently reimbursed for eligible activities twice during the year. PaintCare reimbursed these entities \$2,946,063 last year.



Carver County Environmental Center Product Reuse Room

Paint Retailers. At the end of the year, PaintCare identified 957 paint retailers—including paint, hardware, and home improvement stores—with 716 considered potential paint retail drop-off sites. This number may change from year to year as stores open and close. PaintCare has been informed by the corporate headquarters of big box stores that they are not interested in serving as drop-off sites at this time, so they are not included in the count of potential retail drop-off sites.

Of the 716 potential retail drop-off sites, 203 (28.4%) were participating as drop-off sites at the end of the year. Retail participation as a drop-off site is voluntary, and sites are not compensated.

In May, 538 recruiting postcards were mailed to potential retail drop-off sites across the state. The postcard directly resulted in one new drop-off site. Following the mailer, 28 sites in priority areas were selected for an in-person follow-up visit during the summer months. Sixteen of these sites were in southeast Minnesota, seven in northwest Minnesota, and five in north central Minnesota. The in-person recruiting visits resulted in a further five new drop-off sites (two in southeast, two in northwest, one in north central). Sites that did not agree to become drop-off sites often cited space constraints for storing a collection bin or general disinterest regarding the program.

Two additional sites were also added outside the recruiting period.



Paint Collection Box, Lid, and Liner with Storage Label at Retailer

Reuse Stores. A special group of retailers are material reuse stores. Even though only some of these stores sell paint, they are considered to be potential drop-off sites. Those who are drop-off sites may operate paint reuse programs by donating or selling good quality leftover paint back to the local community to use, rather than sending it downstream through PaintCare for processing. PaintCare provided compensation for reuse services.

Three Habitat for Humanity ReStores participated as PaintCare drop-off sites. These stores did not sell paint dropped off for recycling at their sites, instead placing all paint received from the public into PaintCare bins for recycling. All three sites sold recycled-content paint produced in Minnesota.

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

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

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



Recycled Paint Manufacturing at Amazon Paint in Fridley, Minnesota

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

In April PaintCare lowered its threshold for LVP eligibility from 200 gallons to 100 to make it more convenient for customers with large quantities of paint.



Accumulated Paint at an LVP in Hennepin County

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

B. CONVENIENCE CRITERIA

PaintCare analyzed the convenience level offered by drop-off sites and events using Geographic Information System (GIS) tools and U.S. Census Bureau population data. 2020 population data was used for distribution analysis. However, population data and updated boundaries for Urbanized Areas and Urban Clusters were not yet available from at the time of this report; therefore, 2010 data was used for density analysis. Census Bureau data shows how population is distributed geographically in each state. Census Bureau Urbanized Areas and Urban Clusters represent densely populated areas.

Some sites (e.g., HHW facilities) have geographic limitations; they are only available to residents of their own city, county, or jurisdiction (i.e., residents of other jurisdictions are not allowed to use the site to drop off HHW/paint even if they live close by). For these sites, PaintCare tracks their service area restrictions and

only counts the population for those residents who are (1) within a 15-mile radius, and (2) within the site's service area.

During the program planning phase, PaintCare identified approximately 236 optimally located, year-round drop-off sites as its baseline service level goal.

Distribution Criterion. Provide 90% of the state's residents access to a drop-off site within 15 miles.

The program's 261 year-round drop-off sites provided 94.4% of the state's residents access to a drop-off site within 15 miles. When supplemental sites were included, coverage increased to 97.1%.

Density Criterion. Provide one site for every 30,000 residents of an Urbanized Area or Urban Cluster.

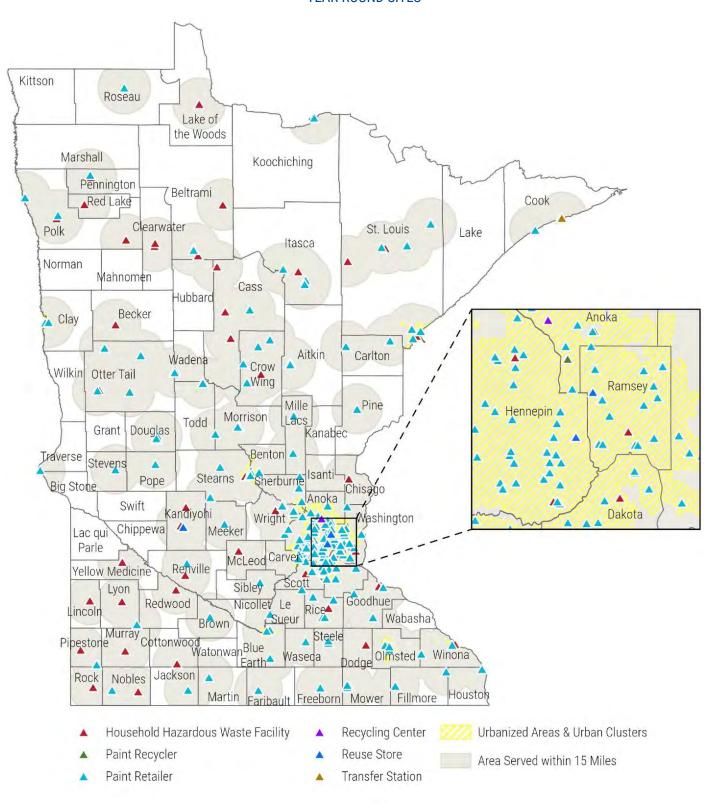
The following table shows the population centers in the state, the number of sites they require, and the level of service the program had at year-end. The 'All Drop-Off Sites' column includes year-round plus supplemental sites.

SITES NEEDED IN URBANIZED AREAS AND URBAN CLUSTERS

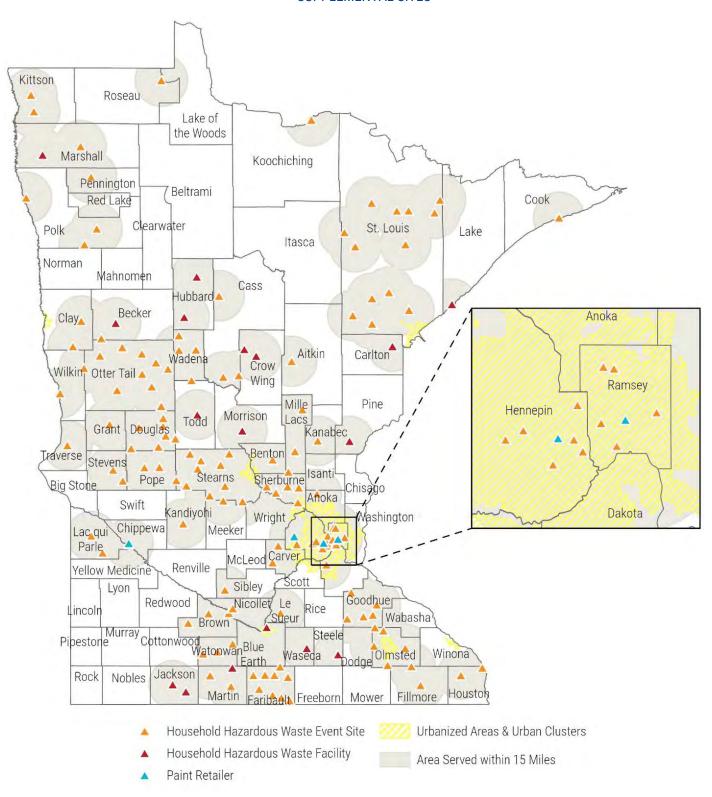
Census Bureau Urbanized Area and Urban Cluster Names	Population in Minnesota	Sites Needed	Year-Round Sites	All Drop-Off Sites
Minneapolis-St. Paul, MN-WI	2,961,571	89	100	116
St. Cloud, MN	114,486	3	6	6
Rochester, MN	113,344	3	7	7
Duluth, MN-WI	98,245	3	5	5
Mankato, MN	59,152	1	2	2
Fargo, ND-MN	43,262	1	3	3
Winona, MN	33,166	1	2	2

Maps. The following maps show the locations of the sites and services available during the year: (1) year-round sites; (2) supplemental sites; (3) year-round and supplemental sites; and (4) large volume pickup sites, which were not included when analyzing the distribution or density criteria.

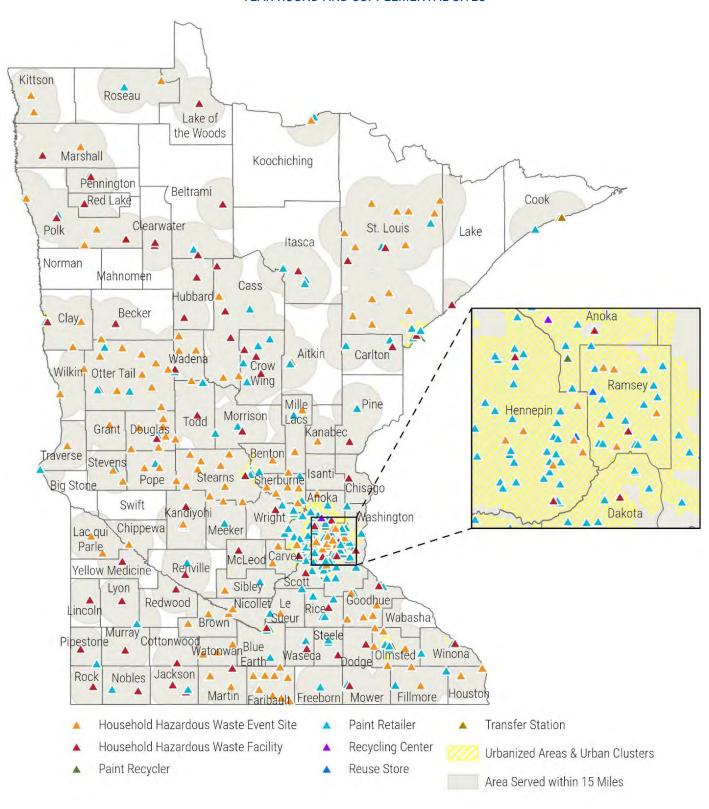
YEAR-ROUND SITES



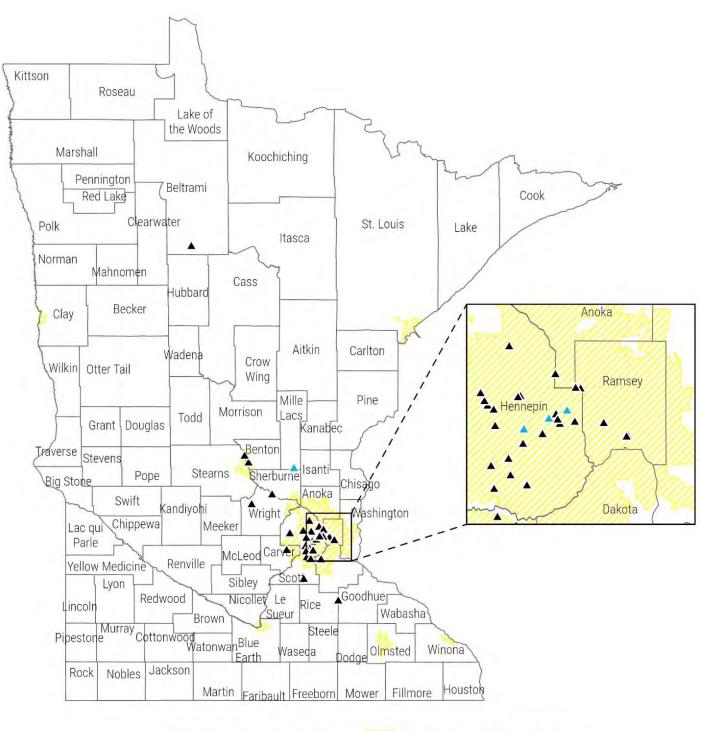
SUPPLEMENTAL SITES



YEAR-ROUND AND SUPPLEMENTAL SITES



LARGE VOLUME PICKUP SITES



- ▲ Direct Large Volume Pickup Site
- Urbanized Areas & Urban Clusters
- Recurring Large Volume Pickup Site

C. PAINT COLLECTION PROCEDURES

The program has agreements with owners or operators of all drop-off sites and events (other than HHW programs which partner through MPCA), and other partners, that set forth collection procedures. PaintCare agreements require that sites meet all requirements of local, state, and federal law, regulations, and policies.

All new sites (other than HHWs and LVPs) received an on-site, in-person training and program procedures manual. The training and procedures manual covered identification and screening for program products, storage, spill response, arranging to have paint picked up, record keeping, and other topics.

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

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

D. PAINT TRANSPORTATION

Name

PaintCare contracted with the following companies for transportation services. Both transporters are eligible to collect from any site type in Minnesota. Individual sites are assigned to transporters based on costs and logistics.

TRANSPORTERS

Site Types Served

Nume	one Types served
Clean Harbors	HHW Facility/Event, LVP/RLVP, Paint Recycler, Paint Retailer, Solid Waste Facility
Veolia	HHW Facility/Event, LVP/RLVP, Paint Retailer, Reuse Store

Section 2. Paint Collection Volume and Processing Methods

Annual Report Statutory Citation

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

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

A. COLLECTION VOLUME AND RECOVERY RATE

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

GALLONS COLLECTED, SOLD, AND RECOVERY RATE

Description	2020	2021
Paint Collected (gallons)	1,023,304	1,007,909
New Paint Sold (gallons)	10,134,919	9,529,221
Recovery Rate	10.1%	10.6%

PaintCare typically receives reports of gross pounds or volume in cubic feet of paint collected, along with the number of bins or other collection containers. PaintCare or the transporter calculates the gallons of paint collected by applying a formula that removes packaging weight and converts everything to gallons.

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

B. PAINT PROCESSING METHODS AND VOLUME

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

LATEX PAINT PROCESSING METHODS

Method	2020 (gal)	2020 (%)	2021 (gal)	2021 (%)
Reuse	52,912	6.4	73,334	8.8
Paint-to-Paint Recycling	342,155	41.1	336,646	40.6
Energy Recovery	1069	<0.1	0	0
Alternative Daily Landfill Cover	437,003	52.5	419,529	50.6
Total	833,139	100	829,509	100

OIL-BASED PAINT PROCESSING METHODS

Method	2020 (gal)	2020 (%)	2021 (gal)	2021 (%)
Reuse	8,114	4.4	16,287	9.1
Energy Recovery	127,133	69.2	131,040	73.1
Incineration	48,587	26.4	31,812	17.8
Total	183,834	100	179,139	100

C. LATEX PAINT PROCESSING METHODS AND PROCESSORS

The following methods were used to process latex paint:

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

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

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

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

LATEX PAINT PROCESSORS

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

D. OIL-BASED PAINT PROCESSING METHODS AND PROCESSORS

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

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

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

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

Incineration. Oil-based paint was incinerated.

OIL-BASED PAINT PROCESSORS

Processor	Location	Process
Ash Grove	Chanute, KS Foreman, AR	Energy Recovery
Buzzi Unicem	Cape Girardeau, MO Greencastle, IN	Energy Recovery
Clean Harbors	Kimball, NE	Incineration
Covanta	Tulsa, OK	Energy Recovery
Green America	Hannibal, MO	Energy Recovery
HHW Facilities	Minnesota	Reuse
Lone Star	Greencastle, IN	Energy Recovery
Rineco	Haskell, AR	Energy Recovery
Systech	Fredonia, KS	Energy Recovery
Veolia	Sauget, IL Port Arthur, TX	Incineration

E. PAINT COLLECTION VOLUME BY SITE TYPE OR SERVICE

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

COLLECTION VOLUME BY SITE TYPE OR SERVICE

Site Type/Service	2020 (Percent)	2021 (Percent)
HHW Facility/Event	76	77
LVP/RLVP	2	1
Paint Recycler	2	2
Paint Retailer	20	20
Recycling Center	0	<1
Reuse Store	<1	<1
Transfer Station	<1	<1

F. CONTAINER RECYCLING

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

CONTAINER RECYCLING

	2020	2021
Tons	477	461

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

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

(5) An independent financial audit.

A. INDEPENDENT FINANCIAL AUDIT

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

In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of December 31, 2021, and the changes in its net assets and its cash flows for the year ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is available in the appendix.

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Revenue and Expense Categories

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

Expense categories:

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

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

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

Communications. Communications expenses included advertising, printing and distribution of brochures and other outreach materials, media relations, and the awareness survey.

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

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

Corporate Activity. Corporate activity costs include but are not limited to corporate staff, insurance, data management systems, annual financial audit, software licenses, professional fees for corporate or organization-wide issues, occupancy, and shared communications projects. These costs are shared across all PaintCare programs and allocated relative to population. At the end of the year, the program's share of the corporate allocation was 6.3% (a slight reduction from previous years due to the addition of the New York program to the allocation calculation at the end of the year).

B2. Financial Summary

The following table shows program revenue and expenses.

REVENUE AND EXPENSES

Revenue	2020	2021
Small Containers	\$ 1,109,654	\$ 949,610
Medium Containers	5,206,912	4,650,751
Large Containers	1,712,739	1,731,860
Total Revenue	8,029,305	7,332,221
Expenses		
Paint Processing	3,640,215	4,070,096
Paint Transportation	424,643	451,953
Paint Collection Supplies and Support	347,899	376,479
Communications	76,892	320,554
Personnel, Professional Fees, Other	252,128	329,224
State Agency Administrative Fees	17,171	20,559
Allocation of Corporate Activity	396,424	421,408
Total Expenses	5,155,372	5,990,273
Allocation of Investment Activity	196,007	194,328
Change in Net Assets	3,069,940	1,536,276
Net Assets, Beginning of Year	398,554	3,468,495
Net Assets, End of Year	\$ 3,468,494	\$ 5,004,771
D 1 1	670	0.40:
Reserve Level	67%	84%

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

Notable changes between the last two program years include:

- Expenses increased as operations returned to normal following closures and temporarily scaled down services during the previous year due to the COVID-19 pandemic. In addition, price increases for collection, transportation, and processing went into effect in the summer of 2021.
- Revenues dropped significantly as the volume of sales units and fees reported to PaintCare decreased in 2021.
- Communications expenses increased as promotional and awareness activities returned to prepandemic levels.
- While still a surplus, the change in net assets (the gap between revenue and expenses) decreased substantially.

C. FINANCIAL METRICS

The following financial metrics are provided for the year:

FINANCIAL METRICS

Description	2020	2021
Total cost of the program	\$5,155,372	\$5,990,273
Cost per gallon of paint collected	\$5.04	\$5.94
Paint collection support/supplies, transportation, and processing costs as percentage of total program cost	86%	82%
Communications cost as percentage of total program cost	1%	5%
Program administration cost (corporate activity) as percentage of total program cost	8%	7%
Reserve level	67%	84%

D. RESERVES

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

PaintCare's Reserves Policy sets a target reserve level as a percentage of annual expenses. The target is 100%. It also sets a range with minimum and maximum thresholds. The minimum threshold is 75% (nine months) of annual expenses and the maximum is 125% (15 months).

If 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 to program operations, communications, and/or the fee structure to bring the reserve balance within range.

E. EVALUATION OF THE PROGRAM'S FUNDING MECHANISM

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

PAINTCARE FEE SCHEDULE

Size	Container Size	Fee
Very Small	Half pint or smaller	\$0.00
Small	Larger than half pint up to smaller than 1 gallon	\$0.49
Medium	1 gallon up to 2 gallons	\$0.99
Large	Larger than 2 gallons up to 5 gallons	\$1.99

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

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

F. PROJECTIONS

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

Revenue. Sales units, and the resulting revenue, reported to PaintCare are expected to grow at the historical average of 1.4% annually (as a percent change year-over-year for the 12-month periods from FY16 through CY21). PaintCare does not forecast investment gains or losses.

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

Expenses. Price increases presented to PaintCare by its vendors indicate a 5% increase in collection supplies and transportation costs and a 2.5% increase in processing costs annually, at a minimum. Communications expenses are rising to reach a target spend of \$0.11 per capita to increase program awareness and use. The "Personnel, professional fees, and other" category includes an additional \$100,000 each year which will be used to implement pilots for the purposes of assessing alternative processing methods. Other costs, outside of "State agency administrative fees" and CY22 "Allocation of corporate activity" that decreased due to the addition of a new state (New York) to the allocation formula, are assumed to rise at 3% annually due to inflation.

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

PROJECTIONS

	Actual	Projections	
Revenue	2021	2022	2023
Small Containers	\$ 949,610	\$ 962,973	\$ 976,524
Medium Containers	4,650,751	4,716,197	4,782,564
Large Containers	1,731,860	1,756,231	1,780,945
Total Revenue	7,332,221	7,435,401	7,540,034
Expenses			
Paint Processing	4,070,096	4,171,848	4,276,144
Paint Transportation	451,953	474,551	498,279
Paint Collection Supplies and Support	376,479	395,303	415,068
Communications	320,554	500,000	600,000
Personnel, Professional Fees, Other	329,224	441,101	451,334
State Agency Administrative Fees	20,559	21,000	21,000
Allocation of Corporate Activity	421,408	417,383	429,904
Total Expenses	5,990,273	6,421,186	6,691,729
Allocation of Investment Activity	194,328	0	0
Ohan wa in Nat Assats	1 506 076	1 01 4 01 5	0.40.205
Change in Net Assets	1,536,276	1,014,215	848,305
Net Assets, Beginning of Year	3,468,495	5,004,771	6,018,986
Net Assets, End of Year	\$ 5,004,771	\$ 6,018,986	\$ 6,867,291
Reserve Level	84%	94%	103%

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

Section 4. Communications

Annual Report Statutory Citation

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

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

A. OUTREACH ACTIVITIES

A1. Introduction

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

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

In May PaintCare announced an updated brand, including a new logo design, new website, and updated graphic designs for public education materials. The updated brand was developed by PaintCare's in-house communications team after soliciting feedback from the staff and the public about how well the previous branding represented PaintCare's work and comparing PaintCare's brand with those of peer organizations. The goal of creating the new brand was to make PaintCare's communications and outreach materials more effective by making PaintCare's purpose more apparent to readers, improving clarity and legibility of the branding elements, make the PaintCare graphic design and website more accessible through stronger color contrasts, and make PaintCare's name and new tagline ("Recycling Made Easy") more noticeable and memorable. Updated branding is displayed in the samples included in the following sections of this report.

The relative amounts of spending dedicated to each of these outreach activities are summarized in the following table. The "other" category includes surveys, translations, production, sponsorship, and PR.

RELATIVE SPENDING ON OUTREACH ACTIVITIES

Activity	Percent
Print Ads	24
PR Agency Support	15
Social Media	15
Digital Ads	12
Other	10
Online Video	9
Radio	7
TV Ads	4
Print Materials Distribution	4
Total	100

A2. Point of Sale Print Materials

PaintCare continued to distribute print materials to retailers for them to make available to consumers to educate them about the PaintCare program. Staff fulfilled requests for materials totaling 32,825 brochures, mini cards, fact sheets, posters, and other materials during the year. Of these 30,900 brochures and mini cards were included in an annual statewide mailing in April to paint retailers along with a cover letter prompting retailers to use the materials to provide paint stewardship information to consumers.

Additionally, in August 1,648 fact sheets were enclosed in a statewide mailing to 824 paint retail and other sites along with a cover letter informing them about PaintCare's new brand and reduced threshold for large volume pickups. Program staff also delivered additional materials in person during site visits.

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

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



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

In May, staff printed and sent 538 postcards to paint retailers throughout the state to encourage them to serve as drop-off sites. Program staff followed up the mailer with in-person visits.



Site Recruitment Direct Mailer

A3. Fact Sheets

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

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

A4. Website

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

There were 51,226 page views of the Minnesota web page during the year.

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

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

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



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

A5. Translations

PaintCare translates program brochures and fact sheets into languages other than English upon requests from paint retailers and other stakeholders. PaintCare has translated its program brochure into Amharic, Arabic, Armenian, Bengali, Chinese, Farsi, French, Haitian Creole, Hawaiian, Hmong, Italian, Japanese, Khmer, Korean, Lao, Polish, Portuguese, Russian, Somali, Spanish, Tagalog, Thai, Turkish, Ukrainian, Vietnamese, and Yiddish. Two widely used fact sheets that provide information about the LVP service and guidance for painting contractors are also available in the 27 languages listed above. PaintCare maintains a Spanish language translation button on its website, making the site fully bilingual. Additionally, live interpretation in Spanish and other languages is available on PaintCare's telephone hotline by request. This year, PaintCare added a new webpage to its site providing information on how to access translations and hotline interpretation, found at www.paintcare.org/language-assistance/.

A6. Signs for Drop-Off Sites

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



A7. Digital Advertising

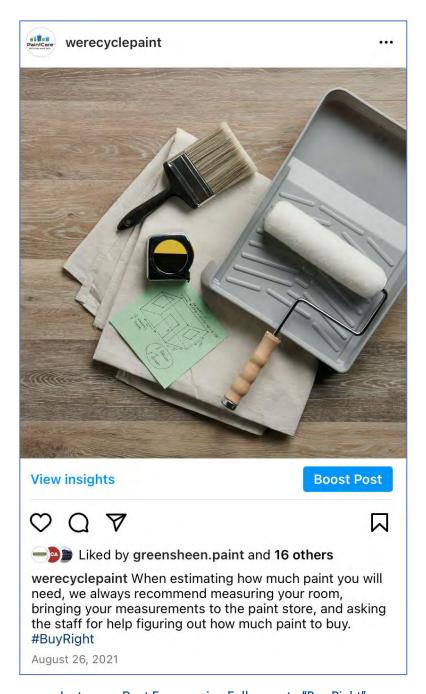
Monthly in April through September PaintCare used digital advertising to efficiently promote its messaging to target audiences and drive them to PaintCare's website and site locator tool. Ads targeted homeowners and paint consumers on a variety of popular websites across mobile, tablet, and desktop formats.



Example of PaintCare's Digital Ads

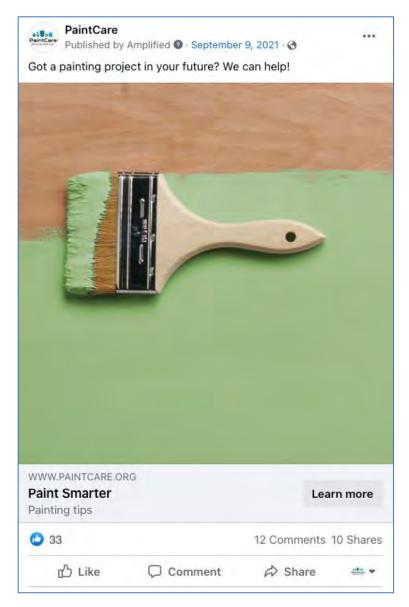
A8. Social Media

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



Instagram Post Encouraging Followers to "Buy Right"

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



Facebook Ad Promoting PaintCare's Tips On Buying Right & Using Up Leftover Paint

A9. Video

In April, May, July, and August PaintCare ran video commercials online. The commercial showed a woman whose child had drawn on the wall. When she goes to get some of the paint she had been saving for touchups, she sees that she has much more leftover paint than she would need and recycles the rest.







Still Frames from PaintCare Video Commercial

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

A10. Television

In August and September PaintCare ran cable television spots throughout most of the state using the same commercial as noted in the Video section above.

A11. Radio

In April, May, and August PaintCare used underwriting of public radio stations in the state to promote its paint stewardship messaging to target audiences. The following message was used on public radio in 10 spots per week in three-week time blocks: "Station supporters include...PaintCare. Now with more than 250 drop-off sites in Minnesota where households and businesses can recycle their leftover paint. More at PaintCare-dot-org."

A12. Print Advertising

In August PaintCare placed an ad in *Minneapolis St. Paul Magazine*. The ad directed the public to find a local drop-off site on PaintCare's website.



Minneapolis St. Paul Magazine Ad

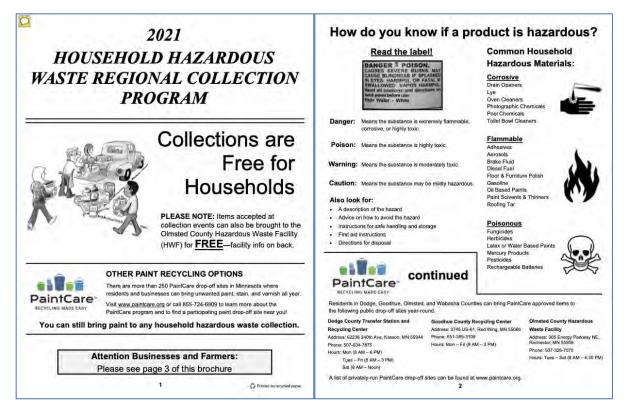
In May and June PaintCare sent direct mailers to households in several areas of the state. The mailers promoted paint recycling at drop-off sites and included a message about the large volume pickup service.



Direct Mailer

A13. Joint Outreach

PaintCare offers creative and financial support for outreach campaigns conducted by HHWs and government run solid waste facilities that are PaintCare partners. In September PaintCare provided support to Olmsted County Environmental Services by partially funding the printing of 8,675 flyers promoting paint drop-off sites and other local HHW collections.



Olmsted County HHW Collection Flyer

A14. Face-to-Face

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

Date	Event	Activity
1/29/21	Minnesota Annual Report Webinar	Program report presentation & update
3/24/21	NAHMMA Minnesota Chapter Virtual Social Hour	Attended virtual social/networking event for NAHMMA members nationwide hosted by MN Chapter
8/12/21	Association of Recycling Managers	Gave PaintCare update at a meeting of Minnesota municipal recycling managers
9/23/21	SWAA HHW Program Manager Meeting	Presented update on PaintCare activities including WTE pilot program
9/22/21-9/24/21	SWAA Conference	Attended meeting of solid waste professionals

B. AWARENESS SURVEY

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

Following are some highlights from the survey results:

- 254 surveys were completed by state residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- Nearly half (44%) of state respondents knew that paint can be recycled. Of those more than half (62%) have taken paint somewhere to be managed in the past, and of those nearly all would consider doing so again.
- Over half (63%) of state respondents purchased paint in the last year. Of those, 56% reported seeking help from paint retail staff and 58% reported taking measurements themselves in order to purchase the right amount of paint and reduce the amount leftover.
- Nearly three quarters (59%) of state respondents reported that they will choose a sustainable option if they have leftover paint in the future. The options included dropping it off at a paint retail store (12%) or HHW facility (35%) or giving it away to someone else who needs it (12%).

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

Section 5. 2022 and Future

This section of the annual report describes activities or plans for the program that have happened since December 31, 2021, or are being planned:

A. DROP-OFF SITES AND SERVICES

Staff will try additional recruitment strategies to add more retailers and other locations (recycling facilities, solid waste transfer stations) to the program.

B. PAINT TRANSPORTATION & PROCESSING

While transportation service remains stable and reliable, costs will continue to increase for the foreseeable future due to labor, fuel and inflation pressures. To help defray collection and transportation costs, PaintCare purchased an additional 50 reusable bins in March for HHW partners.

Paint processing costs will also continue to increase for the foreseeable future due to labor, fuel and inflation pressures.

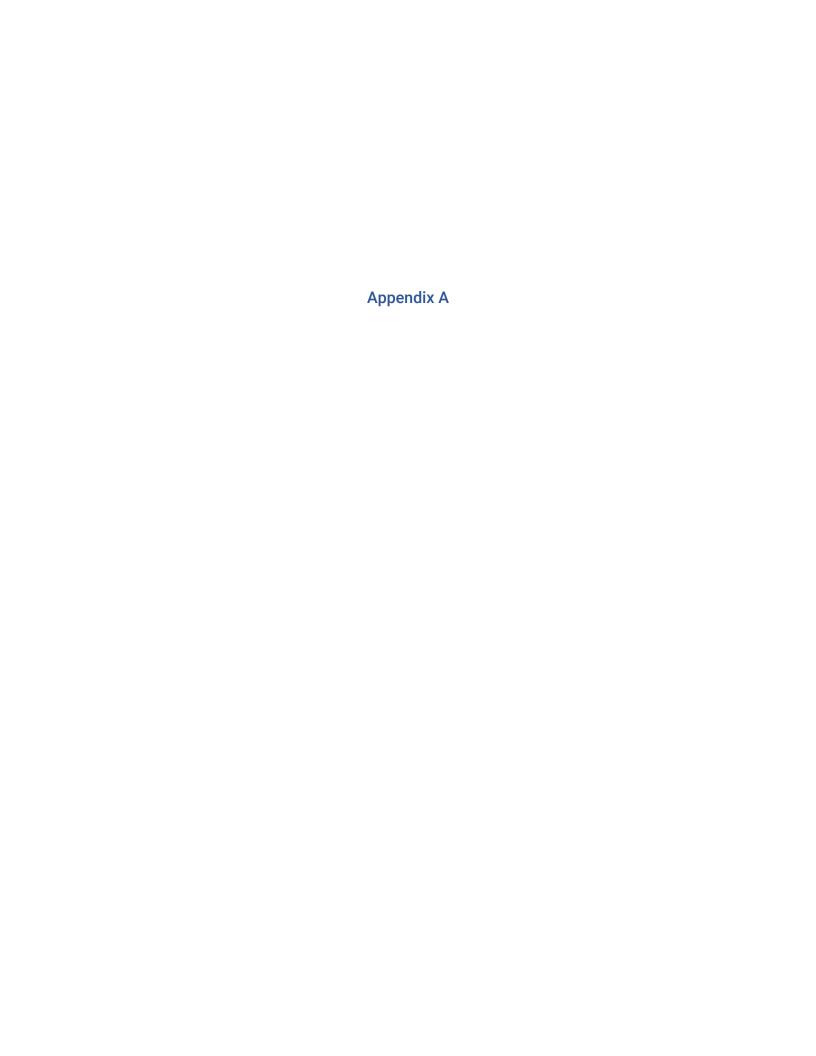
C. SPECIAL PROJECTS

PaintCare completed its cost and greenhouse gas analysis for the 2020 pilot project that sent a portion of dried latex paint in plastic paint containers to a waste-to-energy (WTE) facility in Minnesota versus sending it to Oklahoma for alternative daily landfill cover (ADC). While the results show a 44% reduction in greenhouse gas emissions using WTE, this was achieved at a 52% increase in processing costs. PaintCare shared preliminary results with counties for discussion.

Staff are examining ways to move more material up the solid waste hierarchy. Special project funding for CY22 and CY23 is intended to help research and/or establish viable alternative processing models for non-recyclable leftover architectural coatings.

D. COMMUNICATIONS

PaintCare plans to continue promoting paint drop-off sites and events to Minnesota households and businesses. Additionally, PaintCare plans to apply QR codes to some of its outreach materials to test whether readers are likely to scan the codes with their smart phones in order to more conveniently access PaintCare's website resources such as its drop-off site locator.



<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
1. Year-Round Si	tes			972,570
Aitkin County (2)				
Aitkin	Beartooth True Value	150 Southgate Dr	Retail	142
Aitkin	Hyytinen Hardware Hank	312 2nd St NE	Retail	128
Anoka County (1	0)			
Blaine	Anoka County HHWF	3230 101st Ave NE	HHW Facility	48,270
Blaine	Hirshfields	10059 Flanders Ct NE	Retail	524
Blaine	Sherwin-Williams	10690 Baltimore St NE	Retail	3,332
Columbia Heights	Sherwin-Williams	4110 Central Ave NE	Retail	1,950
Coon Rapids	Coon Rapids Recycling Center	1827 111th Ave NW	Recycling Center	
Coon Rapids	Sherwin-Williams	3564 Main St NW	Retail	2,688
Fridley	Amazon Environmental	350 73rd Ave NE	Paint Recycler	23,205
Fridley	Sherwin-Williams	8480 University Ave NE	Retail	324
Ham Lake	Smith Brothers	17362 MN Hwy 65	Retail	704
Ramsey	Hirshfields	7129 US Hwy 10	Retail	1,464
Becker County (1)			
Detroit Lakes	County Transfer Station HHWF	24413 County Rd 144	HHW Facility	13,905
Beltrami County	(4)			
Bemidji	Beltrami Transfer Station HHWF	751 Industrial Park Dr SE	HHW Facility	
Bemidji	Hirshfields	2140 Bardwell Dr NW	Retail	267
Bemidji	Sherwin-Williams	2405 Middle School Dr NW	Retail	676
Blackduck	Blackduck/Kelliher Transfer Station HHWF	33003 Highway 72	HHW Facility	
Benton County (1	1)			
Sauk Rapids	Mimbach Fleet Supply	3355 Quail Rd NE	Retail	185
Blue Earth Count	y (3)			
Mankato	Diamond Vogel	619 N Riverfront Dr	Retail	1,251
Mankato	Sherwin-Williams	350 Saint Andrews Dr	Retail	2,193

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<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Mapleton	Mapleton Farm & Home	216 NE Main St	Retail	89
Brown County	(1)			
Sleepy Eye	Sleepy Eye Ace	1200 Main St E	Retail	369
Carlton County	(2)			
Cloquet	Hagens Glass and Paint	28 N 8th St	Retail	121
Wright	Groth Lumber	6747 Pacific Ave	Retail	
Carver County	(4)			
Chanhassen	Merlins Ace	7844 Market Blvd	Retail	891
Chanhassen	Sherwin-Williams	2979 Water Tower Pl	Retail	1,705
Chaska	County Environmental Center HHWF	116 Peavey Cir	HHW Facility	31,133
Chaska	Hirshfields	2948 Chestnut St N	Retail	616
Cass County (4	l)			
Backus	Cass County HHWF	1705 Paul Bunyan State Trl	HHW Facility	
Cass Lake	Cass Lake Transfer Station HHWF	6250 152nd St NW	HHW Facility	
Hackensack	Walker/Hackensack Transfer Site HHWF	4524 44th St NW	HHW Facility	
Longville	Longville Builders Supply	186 Reservation Ave	Retail	120
Chisago Count	y (1)			
North Branch	Chisago County HHWF/ECSWC	39649 Grand Ave	HHW Facility	16,157
Clay County (3))			
Moorhead	Clay County HHWF	2729 US Hwy 10	HHW Facility	
Moorhead	Moorhead Ace	20 6th St S	Retail	147
Moorhead	Sherwin-Williams	3314 US Hwy 10 E	Retail	3,086
Clearwater Cou	unty (2)			
Bagley	Clearwater County Landfill HHWF	37527 Fairground Rd	HHW Facility	
Bagley	NW Minnesota Regional HHWF	324 Park Ave NW	HHW Facility	20,496

City/Town	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Cook County (3)				
Grand Marais	Bucks Hardware Hank	18 1st Ave W	Retail	213
Grand Marais	North Shore Waste	72 Eliasen Mill Rd	Transfer Station	670
Lutsen	Isak Hansen Hardware	4921 W Hwy 61	Retail	94
Cottonwood Coun	ity (1)			
Windom	Cottonwood County HHWF	43979 County Rd 22	HHW Facility	
Crow Wing County	y (6)			
Baxter	Hirshfields	7447 Clearwater Rd	Retail	1,447
Baxter	Sherwin-Williams	14451 Edgewood Dr N	Retail	1,050
Brainerd	Crow Wing County HHWF	15728 MN Hwy 210	HHW Facility	12,592
Crosslake	Crosslake Ace	35992 Pioneer Dr	Retail	1,201
Emily	Emily Ace	39959 MN Hwy 6	Retail	158
Nisswa	Carlson Hardware of Nisswa	25673 Main St	Retail	743
Dakota County (2	0)			
Apple Valley	Ace Hardware	14760 Pennock Ave	Retail	765
Apple Valley	Hirshfields	15265 Galaxie Ave	Retail	1,321
Apple Valley	Sherwin-Williams	15415 Cedar Ave S	Retail	2,632
Burnsville	PPG Paints	1192 E Cliff Rd	Retail	938
Burnsville	Sherwin-Williams	2000 County Rd 42 W	Retail	2,092
Eagan	Pellicci Ace	1565 Cliff Rd	Retail	160
Eagan	Recycling Zone HHWF	3365 Dodd Rd	HHW Facility	76,947
Eagan	Sherwin-Williams	1295 Town Centre Dr	Retail	1,702
Eagan	Sherwin-Williams	2020 Cliff Rd	Retail	1,193
Farmington	Pellicci Ace	3560 213th St W	Retail	603
Hastings	Sherwin-Williams	1355 S Frontage Rd	Retail	1,145
Inver Grove Heights	Ace Hardware	3098 65th St E	Retail	154
Lakeville	Ace Hardware	20810 Holyoke Ave	Retail	468
Lakeville	Ace Hardware	17729 Juniper Path	Retail	336
Lakeville	Hirshfields	16975 Kenyan Ave	Retail	1,479

Page -	4
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	Gallons for HHW Facilities & Events	are consolidated under a regio	nal program.	
<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Lakeville	Sherwin-Williams	16466 Kenrick Ave	Retail	2,270
Lakeville	Sherwin-Williams	21486 Humboldt Ct	Retail	1,730
Rosemount	Pellicci Ace	14635 S Robert Trl	Retail	231
West St Paul	Hirshfields	2024 S Robert St	Retail	463
West St Paul	Sherwin-Williams	1913 Robert St S	Retail	2,113
Dodge County	(1)			
Kasson	County Transfer Station HHWF	62236 240th Ave	HHW Facility	
Douglas Count	y (3)			
Alexandria	Hirshfields	1010 N Nokomis St NE	Retail	75
Alexandria	Pope/Douglas Recycling Center HHWF	2115 S Jefferson St	HHW Facility	
Alexandria	Sherwin-Williams	1402 Broadway St	Retail	279
Faribault Coun	ty (1)			
Blue Earth	Armon Decorating Supply	101 N Main St	Retail	233
Fillmore Count	y (2)			
Rushford	Rushford Hardware	402 S Mill St	Retail	
Spring Valley	Valley Farm and Home	1313 S Section Ave	Retail	
Freeborn Coun	ty (1)			
Albert Lea	Sherwin-Williams	2328 Hendrickson Rd	Retail	1,655
Goodhue Coun	ty (6)			
Cannon Falls	Althoff Hardware	128 N 4th St	Retail	150
Cannon Falls	D & G Ace	31262 64th Ave Path	Retail	550
Red Wing	County Recycling Center HHWF	3745 US Hwy 61	HHW Facility	
Red Wing	Red Wing Ace	1264 Old W Main St	Retail	473
Red Wing	Sherwin-Williams	912 Main St	Retail	783
Zumbrota	Pellicci Ace	90 E 3rd St	Retail	314
Hennepin Cour	nty (39)			
Bloomington	Sherwin-Williams	9509 Lyndale Ave S	Retail	2,010

<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Bloomington	Simon Ace	108 W 98th St	Retail	102
Bloomington	South Hennepin Recycling HHWF	1400 W 96th St	HHW Facility	
Brooklyn Park	County Recycling Center & Transfer Station HHWF	8100 Jefferson Hwy	HHW Facility	160,437
Brooklyn Park	Sherwin-Williams	8471 W Broadway Ave	Retail	2,129
Brooklyn Park	Sherwin-Williams	7115 Northland Ter N	Retail	1,690
Champlin	Gradys Ace	12325 Champlin Dr	Retail	343
Eden Prairie	Hirshfields	12991 Valley View Rd	Retail	1,402
Eden Prairie	Sherwin-Williams	8240 Commonwealth Dr	Retail	2,934
Edina	Hirshfields	3441 Hazelton Rd	Retail	2,724
Edina	PPG Paints	7557 Washington Ave S	Retail	328
Excelsior	Excelsior Paint & Design	701 MN Hwy 7	Retail	385
Excelsior	Shorewood True Value	23540 MN Hwy 7	Retail	270
Hopkins	Hance Hardware	903 Hopkins Ctr	Retail	797
Hopkins	Hirshfields	452 11th Ave S	Retail	1,040
Long Lake	Sherwin-Williams	2435 W Wayzata Blvd	Retail	4,438
Maple Grove	Hirshfields	7880 Vinewood Ln N	Retail	1,845
Maple Grove	Sherwin-Williams	13599 Grove Dr	Retail	3,278
Minneapolis	Diamond Lake Ace	5425 Nicollet Ave	Retail	649
Minneapolis	Diamond Vogel	2100 N 2nd St	Retail	1,831
Minneapolis	Guse Hardware	4602 Bryant Ave S	Retail	216
Minneapolis	Habitat ReStore	2700 Minnehaha Ave S	Reuse Store	1,203
Minneapolis	Hirshfields	725 2nd Ave N	Retail	1,873
Minneapolis	Hirshfields	2741 Hennepin Ave S	Retail	1,432
Minneapolis	Settergren Ace	5405 Penn Ave S	Retail	387
Minneapolis	Settergrens of Linden Hills	2813 W 43rd St	Retail	835
Minnetonka	Sherwin-Williams	5425 Opportunity Ct	Retail	3,373
Minnetonka	Sherwin-Williams	4901 County Rd 101	Retail	2,738
Osseo	Osseo Savitt Paint	212 Central Ave	Retail	145
Plymouth	Hirshfields	1975 Annapolis Ln N	Retail	1,472
Plymouth	PPG Paints	5400 Nathan Ln	Retail	893
Plymouth	Sherwin-Williams	10100 6th Ave N	Retail	2,831

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HHW Facility

MINNESOTA PAINTCARE SITES IN 2021

Sites with 0 gallons did not have paint picked up during the reporting year.

Gallons for HHW Facilities & Events are consolidated under a regional program

	Gallons for HHW Facilities & Events	are consolidated under a regio	nal program.	
<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Plymouth	Sherwin-Williams	15800 32nd Ave N	Retail	3,962
Richfield	Sherwin-Williams	84 W 78th St	Retail	3,139
Richfield	Sherwin-Williams	6445 Penn Ave S	Retail	3,888
Rockford	Gradys Ace	7945 MN Hwy 55	Retail	185
Rogers	Rogers Hardware	21351 John Milless Dr	Retail	509
Wayzata	Hirshfields	814 Lake St E	Retail	901
Wayzata	Navarre True Value	3400 Shoreline Dr	Retail	764
Houston County	(1)			
La Crescent	Heths Hardware Hank	32 S Walnut St	Retail	515
Itasca County (4)				
Deer River	Jurvelin Hardware Hank	108 Main Ave E	Retail	88
Grand Rapids	Burggrafs Ace	1115 US 169	Retail	1,243
Grand Rapids	County Transfer Station HHWF	29959 E Bass Lake Rd	HHW Facility	
Grand Rapids	Sherwin-Williams	300 SE 29th St	Retail	1,171
Jackson County ((1)			
Jackson	BoeKett Building Supply	171 Industrial Pkwy	Retail	64
Kandiyohi County	/ (4)			
New London	Kandiyohi Solid Waste Landfill HHWF	15650 US Hwy 71	HHW Facility	
Willmar	Habitat Restore West Central	2424 S 1st St	Reuse Store	144
Willmar	Kandiyohi County HHWF	1404 SW 22nd St	HHW Facility	9,781
Willmar	Sherwin-Williams	2807 South 1st St	Retail	1,033
Koochiching Cou	nty (1)			
International Falls	Northern Lumber and Hardware	300 7th St	Retail	
Lake of the Wood	Is County (1)			
Williams	Lake of the Woods HHWF	1758 53 Rd St SW	HHW Facility	
Lincoln County (1	1)			

1962 270th St

Lincoln County HHWF

Ivanhoe

<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Lyon County (2	2)			
Marshall	Lyon County HHWF	504 Fairgrounds Rd	HHW Facility	14,776
Tracy	Tracy Ace	221 S 4th St	Retail	142
Martin County	(1)			
Trimont	Moore & Ace	510 Hwy 4 S	Retail	95
McLeod Count	ty (1)			
Hutchinson	McLeod County HHWF	1065 5th Ave SE	HHW Facility	15,029
Meeker Count	y (1)			
Litchfield	Litchfield Building Center	124 E Commercial St	Retail	643
Mille Lacs Cou	unty (2)			
Milaca	Koch Hardware Hank	12500 MN 23	Retail	684
Onamia	Agnew Hardware Hank	104 Wall St S	Retail	141
Morrison Cour	nty (3)			
Little Falls	Ace Hardware	1101 2nd Ave NE	Retail	341
Little Falls	Little Falls Hardware Hank	211 Broadway E	Retail	355
Swanville	Nilsons Do It Best	207 Degraff Ave	Retail	
Mower County	v (3)			
Austin	D & G Ace	1417 1st Ave SW	Retail	376
Austin	Mower County Recycling & HHWF	1111 8th Ave NE	HHW Facility	2,492
Austin	Sherwin-Williams	1300 A 18th Ave NW	Retail	606
Murray County	/ (1)			
Slayton	Murray County HHWF	1820 Erlandson Ave	HHW Facility	
Nicollet Count	y (2)			
St Peter	Arrow Ace	201 S Minnesota Ave	Retail	506
St Peter	St Peter Do It Best	200 S Front St	Retail	154

<u>City/Town</u>	<u>Site Name</u>	Address	<u>Type</u>	Gallons
Nobles County (2)			
Adrian	Adrian Hardware	301 N Maine Ave	Retail	30
Worthington	Nobles County HHWF	960 Diagonal Rd	HHW Facility	
Olmsted County	(7)			
Rochester	Arrow Ace	1500 N Broadway Ave	Retail	61
Rochester	Arrow Ace	1201 S Broadway Ave	Retail	69
Rochester	Diamond Vogel	1614 US Hwy 52 N	Retail	434
Rochester	Hirshfields	815 Broadway Ave N	Retail	787
Rochester	Olmsted County HHWF	305 Silver Creek Rd NE	HHW Facility	27,635
Rochester	Sherwin-Williams	19 7th St NE	Retail	3,973
Rochester	Sherwin-Williams	1970 36th Ave NW	Retail	1,867
Otter Tail Count	y (5)			
Battle Lake	Everts Do It Best Lumber	205 Lake Ave S	Retail	197
Fergus Falls	Otter Tail HHWF	1115 N Tower Rd	HHW Facility	15,754
Fergus Falls	Sherwin-Williams	2445 College Way	Retail	355
Pelican Rapids	Lakeland General Store	22438 Old 59 Rd	Retail	
Perham	Bauck Paint and Home	120 2nd Ave SW	Retail	
Pennington Cou	nty (2)			
Thief River Falls	Pennington County HHWF	1345 Barzen Ave S	HHW Facility	
Thief River Falls	TRF Hardware Hank	17108 US Hwy 59 NE	Retail	103
Pine County (1)				
Sandstone	Sandstone Ace	218 Main St	Retail	834
Pipestone Coun	ty (2)			
Edgerton	Tinklenberg Lumber	341 Mill St	Retail	131
Pipestone	Pipestone County Recycling HHWF	718 4th St NW	HHW Facility	
Polk County (4)				
Crookston	County Transfer Station HHWF	320 Ingersoll Ave	HHW Facility	

	Sites with 0 gallons did not hav	AINTCARE SITES IN 2021 ve paint picked up during the reportinates are consolidated under a regional		Page 9
<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	Gallons
Crookston	Crookston Hardware Hank	1400 University Ave	Retail	48
East Grand Forks	Hardware Hank	1017 Central Ave NW	Retail	555
Fosston	County Recycling Center HHWF	223 N Omland Ave N	HHW Facility	
Pope County (1)				
Glenwood	Ace of Glenwood	24 Minnesota Ave W	Retail	219
Ramsey County (17)			
Blaine	PPG Paints	2863 84th Ln NE	Retail	457
Maplewood	Hirshfields	1081 MN Hwy 36	Retail	1,028
Maplewood	Sherwin-Williams	1898 Beam Ave	Retail	2,511
New Brighton	Beisswengers	1823 Old Hwy 8 NW	Retail	149
New Brighton	Habitat ReStore	510 County Rd D W	Reuse Store	1,333
Roseville	Hirshfields	1655 W County Rd C	Retail	1,678
Roseville	Sherwin-Williams	1151 Larpenteur Ave W	Retail	1,062
Roseville	Sherwin-Williams	2722 Lincoln Dr	Retail	2,734
St Paul	Abbott Paint & Carpet	1808 Grand Ave	Retail	1,111
St Paul	Frattallones Ace	215 Eva St	Retail	996
St Paul	Ramsey County HHWF	5 Empire Dr	HHW Facility	78,746
St Paul	Sherwin-Williams	80 Snelling Ave S	Retail	1,656
St Paul	Sherwin-Williams	1674 Suburban Ave	Retail	583
St Paul	Sherwin-Williams	284 E Lafayette Frontage Rd	Retail	1,754
Vadnais Heights	Diamond Vogel	3580 Hoffman Rd E	Retail	347
Vadnais Heights	Sherwin-Williams	1028 Highway 96 E	Retail	1,530
White Bear Lake	Abbott Paint & Carpet	2223 4th St	Retail	1,308
Red Lake County	(1)			

Redwood County (1)

Red Lake County HHWF

Red Lake Falls

Redwood Falls Redwood County HHWF 921 Bridge St W HHW Facility

510 Jefferson Ave

HHW Facility

City/Town	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Renville County	(2)			
Olivia	Dans Floor Covering & Paint	1302 W Lincoln Ave	Retail	68
Olivia	Renville County HHWF	32877 Cty Rd 4	HHW Facility	
Rice County (6)				
Dundas	Rice County HHWF	3800 E 145th St	HHW Facility	11,416
Faribault	Donahue Ace	421 2nd Ave NW	Retail	445
Faribault	Faribault Fleet Supply	80 Western Ave	Retail	100
Faribault	Sherwin-Williams	204 Western Ave NW	Retail	860
Lonsdale	Generation Building Center	601 Central St	Retail	163
Northfield	Arrow Ace	670 Water St S	Retail	400
Rock County (1)				
Luverne	County Transfer Station HHWF	1236 N River Rd	HHW Facility	
Roseau County (1)			
Roseau	Roseau Hardware	1114 3rd St NW	Retail	277
Scott County (8)				
Jordan	Scott HHWF	588 Country Trail E	HHW Facility	22,375
New Prague	Ace Hardware	1300 1st St NE	Retail	1,077
Prior Lake	Carlson Ace	16281 Main Ave SE	Retail	197
Prior Lake	Prior Lake Ace	16820 Duluth Ave SE	Retail	77
Savage	Hirshfields	3981 W 143rd St	Retail	1,077
Shakopee	Arrow Ace	485 Marschall Rd	Retail	131
Shakopee	Sherwin-Williams	497 Marschall Rd	Retail	1,685
Shakopee	Sherwin-Williams	8108 Old Carriage Ct N	Retail	2,047
Sherburne Coun	ty (3)			
Elk River	Sherwin-Williams	19455 Evans St NW	Retail	3,154
Princeton	Marvs True Value	31620 125th St	Retail	1,140
Zimmerman	Johnsons Hardware Hank	12860 Fremont Ave	Retail	207

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City/Town	<u>Site Name</u>	Address	<u>Type</u>	Gallons
Sibley County	(1)			
Arlington	Thomes Brothers	414 W Main St	Retail	127
St Louis Count	y (10)			
Aurora	Bradach Lumber	216 W 3rd Ave N	Retail	152
Babbitt	Lossing Building CenCtrter	30 North Dr	Retail	185
Duluth	Andren Paint	5600 Grand Ave	Retail	387
Duluth	Diamond Vogel	1701 London Rd	Retail	812
Duluth	Sherwin-Williams	1801 London Rd	Retail	1,043
Duluth	WLSSD HHWF	2626 Courtland St	HHW Facility	46,425
Hermantown	Sherwin-Williams	4767 Miller Trunk Hwy	Retail	1,096
Hibbing	Hibbing Transfer Station HHWF	3994 Landfill Rd	HHW Facility	
Virginia	Sherwin-Williams	5486 Mountain Iron Dr	Retail	704
Virginia	St Louis County HHWF	5345 Regional Landfill Rd	HHW Facility	
Stearns County	y (8)			
Albany	Albany Fleet Supply	1241 County Rd 10	Retail	487
Paynesville	M&M Do it Best	28584 MN Hwy 55	Retail	108
Sartell	Sherwin-Williams	132 Twin Rivers Ct	Retail	1,907
St Cloud	Arrow Ace	2006 Veterans Dr	Retail	118
St Cloud	Diamond Vogel	3500 W Division St	Retail	586
Waite Park	Hirshfields	117 3rd St NE	Retail	293
Waite Park	Sherwin-Williams	106 Division St	Retail	1,794
Waite Park	Stearns County HHWF	3601 5th St S	HHW Facility	62,344
Steele County	(2)			
Owatonna	Arrow Ace	122 W Vine St	Retail	286
Owatonna	Sherwin-Williams	125 Oakdale St	Retail	1,741
Stevens Count	y (1)			
Morris	Morris Lumber & Millwork	49110 MN Hwy 28	Retail	90

<u>City/Town</u>	Site Name	Address	, ,	<u>Gallons</u>
City/ TOWII	Site Name	Address	<u>Type</u>	Gallons
Todd County (1)			
Staples	Staples Ace	210 2nd Ave NE	Retail	346
Traverse Count	y (1)			
Browns Valley	Browns Valley Hardware Hank	16 3rd St N	Retail	46
Wadena County	v (3)			
Staples	Staples True Value	205 Warner Rd NE	Retail	71
Wadena	County Transfer Station HHWF	10542 170th St	HHW Facility	
Wadena	Merickel Ace	630 Ash Ave NW	Retail	332
Waseca County	(1)			
Waseca	Charlies Hardware Do It Center	121 2nd St NW	Retail	509
Washington Co	unty (8)			
Cottage Grove	Sherwin-Williams	7430 E Point Douglas Rd S	Retail	1,188
Forest Lake	Sherwin-Williams	608 W Broadway Ave	Retail	3,351
Oakdale	PPG Paints	7017 N 6th St	Retail	293
Stillwater	Abbott Paint & Carpet	1672 S Greeley St	Retail	441
Stillwater	Sherwin-Williams	14450 60th St N	Retail	2,902
Woodbury	County Environmental Center HHWF	4039 Cottage Grove Dr	HHW Facility	54,833
Woodbury	Hirshfields	8470 City Centre Dr	Retail	368
Woodbury	Sherwin-Williams	2170 Eagle Creek Ln	Retail	1,689
Winona County	(3)			
St Charles	St Charles Ace	1313 Whitewater Ave	Retail	169
Winona	Sherwin-Williams	1457 W Service Dr	Retail	478
Winona	Winona County HHWF	225 W 2nd St	HHW Facility	10,564
Wright County ((7)			
Albertville	Ace of Albertville	6050 Labeaux Ave NE	Retail	641
Albertville	Sherwin-Williams	5585 La Centre Ave NE	Retail	2,264
Buffalo	County Recycling Facility HHWF	505 Cty Rd 37 NE	HHW Facility	

		not have paint picked up during the repo & Events are consolidated under a region		
City/Town	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Delano	Delano True Value	1005 Crossings Dr	Retail	595
Monticello	Hirshfields	500 Pine St	Retail	826
Monticello	Sherwin-Williams	9230 MN Hwy 25 NE	Retail	2,861
St Michael	Hardware Hank	313 E Central Ave	Retail	865
Yellow Medici	ne County (1)			

613 County Rd 24

Yellow Medicine County HHWF

Clarkfield

MINNESOTA PAINTCARE SITES IN 2021

Page 13

HHW Facility

City/Town	Site Name	Address	<u>Type</u>	<u>Gallons</u>
2. Supplemental	Sites			23,312
Aitkin County (1)				
Aitkin	County Recycling Ctr (Region)	36091 400th Ave	HHW Event	
Anoka County (1))			
St Francis		4020 St Francis Blvd	HHW Event	
Becker County (2	2)			
Detroit Lakes	Becker County HHWF (Becker Region)	24455 County Rd 144	HHW Seasonal	
Pelican Rapids	Cormorant Community Ctr (Region)	10929 Co Hwy 5	HHW Event	
Benton County (1)			
Foley	County Public Works (Stearns Region)	7750 Hwy 25 NE	HHW Event	
Blue Earth Count	y (1)			
Mankato	Blue Earth HHWF	651 Summit Ave	HHW Seasonal	20,467
Brown County (3))			
New Ulm	County Free Fair (Blue Earth Region)	1201 N State St	HHW Event	
Sleepy Eye	County Rural Electric (Blue Earth Region)	24386 MN Highway 4	HHW Event	
Springfield	County Highway Dept (Blue Earth Region)	507 Burns Ave S	HHW Event	
Carlton County (1	1)			
Carlton	Carlton County HHWF	1950 Highway 210	HHW Seasonal	
Carver County (2)			
Norwood Young America	Norwood YA Central High (County)	531 Morse St N	HHW Event	
Watertown	Township Shed (County)	3580 County Rd 10	HHW Event	
Cass County (3)				
East Gull Lake	Gull Lake Recreation Area (Region)	10790 Squaw Point Rd	HHW Event	
Pillager	May Transfer Station (NWJP Region)	4972 112th St SW	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Walker	County Hwy Dept (NWJP Region)	8045 County Rd 12 NW	HHW Event	
Chippewa County	(2)			
Montevideo		584 S 1st St	HHW Event	
Montevideo	Ace Montevideo (Closed Feb 2021)	120 N 1st St	Retail	510
Clay County (2)				
Barnesville	County Highway Dept (Becker Region)	17849 Co Rd 52	HHW Event	
Hawley	Hawley Public Works (Becker Region)	720 Front St	HHW Event	
Cook County (1)				
Grand Marais	County Recycling Ctr (WLSSD Region)	630 5th Ave W	HHW Event	
Crow Wing Count	y (2)			
Merrifield	Mission Canister Site	29474 County Rd 3	HHW Seasonal	
Pequot Lakes	Ideal Cannister Site	33503 W Island Lake Dr	HHW Seasonal	
Dakota County (1)			
Burnsville	City Maintenance Facility (County)	13713 Frontier Ct	HHW Event	
Douglas County (7)			
Alexandria	Forada Fire Department (Stearns Region)	1639 4th St SE	HHW Event	
Brandon	Veterans Park (Sterns Region)	212 Front St E	HHW Event	87
Carlos	Events Center (Stearns Region)	210 Victoria Ave (parking lot)	HHW Event	
Kensington	Yard Waste (Stearns Region)	30 Central Ave N	HHW Event	
Miltona	County Highway Garage (Stearns Region)	319 Main St	HHW Event	
Nelson	Softball Fields (Stearns Region)	145 Hope Ave E	HHW Event	
Osakis	City of Osakis (Stearns Region)	803 Nokomis St E	HHW Event	
Faribault County	(9)			
Blue Earth	County Public Works (Blue Earth Region)	727 E 5th St	HHW Event	
Bricelyn	City Garage (Blue Earth Region)	503 N 3rd St	HHW Event	
Delavan	City Hall (Blue Earth Region)	100 S Main St	HHW Event	

	Gallons for HHW Facilities & Events	are consolidated under a regional p	rogram.	
City/Town	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Easton	City Hall (Blue Earth Region)	51 Main St	HHW Event	
Frost	City Hall (Blue Earth Region)	110 Main St	HHW Event	
Kiester	Farmers Co Op (Blue Earth Region)	110 S Main St	HHW Event	
Minnesota Lake	City Garage (Blue Earth Region)	229 Park St N	HHW Event	
Wells	County Garage (Blue Earth Region)	250 5th Ave NW	HHW Event	
Winnebago	Parking Lot (Blue Earth Region)	303 Main St S	HHW Event	
Fillmore County	(2)			
Chatfield	Chatfield City Garage (HHW)	Alley off Main St between 3rd & 4th St	HHW Event	
Preston	County Resource Recovery (Winona Region)	727 US Hwy 52	HHW Event	
Goodhue County	v (6)			
Cannon Falls	Lake Byllesby Park (Olmsted Region)	5001 MN 19	HHW Event	
Goodhue	Goodhue Community Ctr (Region)	105 N Broadway	HHW Event	
Kenyon	County Hwy Shop (Region)	416 1st St	HHW Event	
Pine Island	Pine Island School District (Olmsted Region)	223 1st Ave SE	HHW Event	
Wanamingo	Cenex Parking Lot (Region)	900 3rd Ave	HHW Event	
Zumbrota	County Fairgrounds (Olmsted Region)	44279 County 6 Blvd	HHW Event	
Grant County (1)				
Elbow Lake	County Recycling Ctr (Otter Tail Region)	310 3rd St SE	HHW Event	
Hennepin County	y (9)			
Maple Plain	UFC Farm Supply (Dropped May 2021)	5135 Oak St	Retail	71
Minneapolis	Anthony Middle School (County)	5757 Irving Ave S	HHW Event	
Minneapolis	City of Minneapolis Public Works (HHW)	3607 44th St E	HHW Event	
Minneapolis	Pillsbury Elementary (County ent)	2231 NE Garfield St	HHW Event	
Minneapolis	Sherwin-Williams (Dropped Sep 2021)	505 W Lake St	Retail	2,178
Minneapolis	South High (County)	3131 19th Ave S	HHW Event	
Minnetonka	Public Works (County)	11522 Minnetonka Blvd	HHW Event	
Orono	Public Works (County)	3880 Shoreline Dr	HHW Event	

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<u>City/Town</u>	<u>Site Name</u>	Address	<u>Type</u>	Gallons
St Louis Park	St Louis Park Middle School (County)	2025 Texas Ave S	HHW Event	
Houston County	(2)			
Houston	Houston Recycling Center (Winona Region)	105 N Grant St	HHW Event	
La Crescent	La Crescent Drop Site* (Winona Region)	160 S 3rd St	HHW Event	
Hubbard County	(2)			
Laporte	Hubbard County HHW (Becker Region)	41304 US Hwy 71	HHW Seasonal	
Park Rapids	Hubbard County HHW (Becker Region)	810 Henrietta Ave	HHW Seasonal	
Jackson County ((2)			
Jackson	Jackson County HHWF	53053 780th St	HHW Seasonal	
Lakefield	Jackson County HHWF - Lakefield	605 MN 86	HHW Seasonal	
Kanabec County	(1)			
Mora	East Central Solid Waste (Region)	1756 180th Ave	HHW Event	
Kandiyohi County	<i>(</i> (1)			
Willmar		1400 22nd St SW	HHW Event	
Kittson County (2	2)			
Hallock	Kittson Central High (Region)	444 N Ash Ave	HHW Event	
Kennedy	NWMNJP Event - Kennedy (Region)	124 Pacific Ave	HHW Event	
Koochiching Cou	nty (1)			
International Falls	Koochiching County Transfer Station (WLSSD Region)	4100 Highway 11	HHW Event	
Lac qui Parle Cou	unty (2)			
Dawson	County Hwy Dept (Kandiyohi Region)	1792 295th Ave	HHW Event	
Madison	Lac Qui Parle Co Hwy Garage (Region)	308 6th Ave S	HHW Event	
Lake County (1)				
Two Harbors	Lake County Recycling Center	525 Recycle Center Dr	HHW Seasonal	

	Gallons for HHW Facilities & Events	are consolidated under a region	nal program.	
<u>City/Town</u>	Site Name	Address	<u>Type</u>	Gallons
Le Sueur County	(1)			
Cleveland	County Highway Garage (Blue Earth Region)	1199 Dodd Rd	HHW Event	
Marshall County	(2)			
Newfolden	Newfolden City Office (NWJP Region)	145 E 1st St	HHW Event	
Warren	Marshall County Demolition Landfill	27641 US Hwy 75	HHW Seasonal	
Martin County (3	3)			
Fairmont	County Highway Dept (Blue Earth Region)	1200 Marcus St	HHW Event	
Trimont	City Ball Field (Blue Earth HHW)	500 Apple St E	HHW Event	
Truman	Prairieland Solid Waste Facility	801 E 5th St N	HHW Seasonal	
Mille Lacs Coun	ty (2)			
Milaca	County Public Works (Stearns Region)	525 2nd St SE	HHW Event	
Wahkon	County Public Works (Stearns Region)	6813 State Highway 27	HHW Event	
Morrison County	y (1)			
Little Falls	Morrison County HHWF	17508 Iris Rd	HHW Seasonal	
Nicollet County	(1)			
New Ulm	County Highway Dept (Blue Earth Region)	57575 Fort Rd	HHW Event	
Olmsted County	(4)			
Byron	Byron Fire Dept (Olmsted Region)	707 Frontage Rd NW	HHW Event	
Eyota	Dover Eyota High (Olmsted Region)	615 South Ave SE	HHW Event	
Oronoco	Oronoco Community (Region)	115 2nd St NW	HHW Event	
Stewartville	St Johns Church (Region)	111 2nd Ave NE	HHW Event	
Otter Tail Count	y (10)			
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 (Otter Tail Region)	102 N Boardman Ave	HHW Event	

		3		
<u>City/Town</u>	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Ottertail	City Fire Dept (Otter Tail Region)	93 Lake Ave S	HHW Event	
Parkers Prairie	Transfer Station (Otter Tail Region)	56320 E County Hwy 46	HHW Event	
Pelican Rapids	City Garage (Otter Tail Region)	1008 County Hwy 9	HHW Event	
Perham	Perham City Shop (Otter Tail Region)	802 6th St NE	HHW Event	
Rothsay	Rothsay City Hall (Region)	108 2nd St NW	HHW Event	
Underwood	Fire & Rescue (Region)	101 Scott St S	HHW Event	
Vergas	Vergas 66 Station (Otter Tail Region)	121 W Linden St	HHW Event	
Pennington Coun	ity (1)			
Thief River Falls	L & S Systems (Region)	1345 Hwy 32 S	HHW Event	
Pine County (1)				
Pine City	Pine County HHWF	405 Airport Rd NE	HHW Seasonal	
Polk County (3)				
East Grand Forks	East Grand Forks Public Works (NWJP Region)	1001 2nd St NE	HHW Event	
Fertile	County Fair Office (NWJP Region)	200 Polk Ave SE	HHW Event	
Mentor	Maple Lake Pavillion (NWJP Region)	34591 165th Ave SE	HHW Event	
Pope County (2)				
Glenwood	Glenwood Landfill (Stearns Region)	19776 200th St	HHW Event	
Starbuck	Starbuck City Offices (Region)	307 E 5th St	HHW Event	
Ramsey County (6)			
Arden Hills	Used Oil Shed (County)	1352 Ben Franklin Dr	HHW Event	
Maplewood	Ramsey County Care Ctr (County)	1850 White Bear Ave N	HHW Event	
St Paul		877 Co Hwy 96	HHW Event	
St Paul	Como Parking Lot (County)	1660 Como Ave	HHW Event	
St Paul	Hamernick Decorating Center (Dropped Feb 2021)	1381 N Rice St	Retail	
St Paul	Pleasant Ice Arena (County)	848 Pleasant Ave	HHW Event	

<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>			
Roseau County (1	Roseau County (1)						
Warroad	Municipal Light & Power (NWJP Region)	108 Alma Ave SE	HHW Event				
Sherburne Count	y (7)						
Becker	Becker Public Works (Stearns Region)	12002 Morris St	HHW Event				
Becker	Northern Metals (Sterns Region)	12432 Energy Dr SE	HHW Event				
Big Lake	KJs Refuge Bar (Stearns Region)	26211 184th St	HHW Event				
Clear Lake	City Hall (Stearns Region)	8670 1st Ave W	HHW Event				
Elk River	County Fairgrounds (Stearns Region)	13372 Business Center Dr NW	HHW Event				
Santiago	Township Hall (Stearns Region)	16943 20th St	HHW Event				
Zimmerman	County Public Works (Stearns Region)	12950 7th Ave S	HHW Event				
Sibley County (1)							
Gibbon	County Highway Garage (McLeod Region)	347 E Mill Rd	HHW Event				
St Louis County (13)						
Aurora	Hudson Transfer Station (WLSSD Region)	5910 Hwy 135 N	HHW Event				
Brookston	Transfer Station (WLSSD Region)	8609 Hwy 2	HHW Event				
Chisholm	Balkan Canister (WLSSD Region)	11489 Vlasich Rd	HHW Event				
Cook	Cook Transfer Station (WLSSD Region)	2134 S Beatty Rd	HHW Event				
Cotton	Cotton Canister (WLSSD Region)	8476 Hwy 53	HHW Event				
Duluth	Fredenburg Community Ctr (Region)	5104 Fish Lake Rd	HHW Event				
Ely	Ely Joint Public Works (WLSSD Region)	2210 E Sheridan St	HHW Event				
Ely	Northwoods Transfer Station (WLSSD Region)	9384 Hwy 21 N	HHW Event				
Floodwood	Floodwood Services (WLSSD Region)	601 Ash St	HHW Event				
Meadowlands	Meadowlands Canister (WLSSD Region)	7722 Pine Rd	HHW Event				
Side Lake	French Canister (WLSSD Region)	7150 Green Rock Rd	HHW Event				
Soudan	Soudan Canister (WLSSD Region)	5160 MN Highway 169	HHW Event				
Tower	Canister Site (WLSSD Region)	2038 County Rd 77	HHW Event				

<u>City/Town</u>	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Stearns County (1	11)			
Albany	Our Savior Church (Sterns Region)	840 Lake Ave	HHW Event	
Belgrade	Parking Lot (Stearns Region)	Walker St & Martin Ave	HHW Event	
Brooten	Brooten Pavilion (Stearns Region)	Hatton St	HHW Event	
Eden Valley	Eden Valley Public Works (Stearns Region)	300 Smith St	HHW Event	
Greenwald	Recreation Center (Stearns Region)	121 4th St N	HHW Event	
Holdingford	Holdingford Schools (Stearns Region)	900 5th St (SW lot)	HHW Event	
Kimball	A M Maus & Sons (Stearns Region)	21 Maus Dr	HHW Event	
Melrose	Fire Department (Stearns Region)	405 2nd Ave SE	HHW Event	
Paynesville	Koronis Arena (Stearns Region)	28780 Koronis Dr	HHW Event	
Richmond	River Lakes Civic Arena (Sterns Region)	319 Central Ave S	HHW Event	
Sauk Centre	Sauk Centre Ice Arena (Stearns Region)	818 Centre St	HHW Event	
Steele County (1)				
Blooming Prairie Township	Steele County HHWF	9420 SE 64th Ave	HHW Seasonal	
Stevens County (2	2)			
Hancock	Hancock City Garage (Region)	363 6th St	HHW Event	
Morris	County Hwy Dept (Otter Tail Region)	1762 MN 9	HHW Event	
Todd County (1)				
Browerville	Todd HHWF	30433 US Hwy 71	HHW Seasonal	
Traverse County	(1)			
Wheaton	Univ of Minnesota Extn (Otter Tail Region)	702 2nd Ave N	HHW Event	
Wadena County (4)			
Aldrich	Aldrich Community Ctr (Otter Tail Region)	348 Central Ave S	HHW Event	
Menahga	City of Menahga (Region)	115 2nd St NE	HHW Event	
Nimrod	County Garage (Otter Tail Region)	23170 Acorn St	HHW Event	

City/Town	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Sebeka		400 W Minnesota Ave	HHW Event	
Waseca County (1)			
Waseca	Waseca County HHWF	31080 MN Hwy 13	HHW Seasonal	
Waseca	waseca County HITWI	31000 MIN 11Wy 13	TITIW Seasonal	
Watonwan Count	ty (3)			
Butterfield	City Hall (Blue Earth Region)	103 2nd St	HHW Event	
Madelia	City Shop (Blue Earth Region)	519 2nd St NE	HHW Event	
St James	County Public Works (Blue Earth Region)	1304 7th Ave S	HHW Event	
Wilkin County (1))			
Breckenridge	County Recycling (Otter Tail Region)	505 8th St S	HHW Event	

City/Town	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
3. Large Volum	ne Pickup Sites			11,775
Anoka County	(1)			
Fridley	[Property Manager/Owner]		LVP	494
Beltrami Count	ty (1)			
Bemidji	[School or University]		LVP	98
Benton County	(1)			
Sauk Rapids	[Painting Contractor]		LVP	193
Carver County	(1)			
Waconia	[Painting Contractor]		LVP	144
Dakota County	(1)			
Burnsville	[Property Manager/Owner]		LVP	403
Hennepin Cour	nty (24)			
Bloomington	[Insurance]		LVP	83
Bloomington	[Shopping Center]		LVP	194
Eden Prairie	[Painting Contractor]		LVP	83
Eden Prairie	[Painting Contractor]		LVP	193
Eden Prairie	[Property Manager/Owner]		LVP	75
Maple Plain	[Painting Contractor]		LVP	179
Minneapolis	[Hotel]		LVP	368
Minneapolis	[Painting Contractor]		RLVP	1,073
Minneapolis	[Painting Contractor]		LVP	554
Minneapolis	[Painting Contractor]		RLVP	876
Minneapolis	[Painting Contractor]		RLVP	988
Minneapolis	[Painting Contractor]		LVP	363
Minneapolis	[Property Manager/Owner]		LVP	180
Minneapolis	[Property Manager/Owner]		LVP	45
Minneapolis	[Property Manager/Owner]		LVP	222

			3 1 3	
City/Town	Site Name	Address	<u>Type</u>	<u>Gallons</u>
Minneapolis	[Property Manager/Owner]		LVP	87
Minnetonka	[Nonprofit]		LVP	129
Minnetonka	[Property Manager/Owner]		LVP	102
New Hope	[Property Manager/Owner]		LVP	33
Plymouth	[E-Recycling Center]		LVP	215
Plymouth	[Painting Contractor]		LVP	179
Plymouth	[Property Manager/Owner]		LVP	159
Plymouth	[Property Manager/Owner]		LVP	239
St Louis Park	[Hospital]		LVP	51
Mille Lacs Cou	nty (1)			
Princeton	[Painting Contractor]		RLVP	916
Ramsey County	y (5)			
St Anthony	[Property Manager/Owner]		LVP	208
St Anthony	[Property Manager/Owner]		LVP	181
St Paul	[Property Manager/Owner]		LVP	417
St Paul	[Property Manager/Owner]		LVP	81
St Paul	[Property Manager/Owner]		LVP	244
Rice County (1))			
Dennison	[Painting Contractor]		LVP	301
Scott County (3	3)			
Prior Lake	[Household]		LVP	62
Savage	[Painting Contractor]		LVP	268
Shakopee	[Construction]		LVP	223
Sherburne Cou	nty (1)			
Becker	[Landfill]		LVP	126
Stearns County	v (1)			
Sartell	[Painting Contractor]		LVP	565

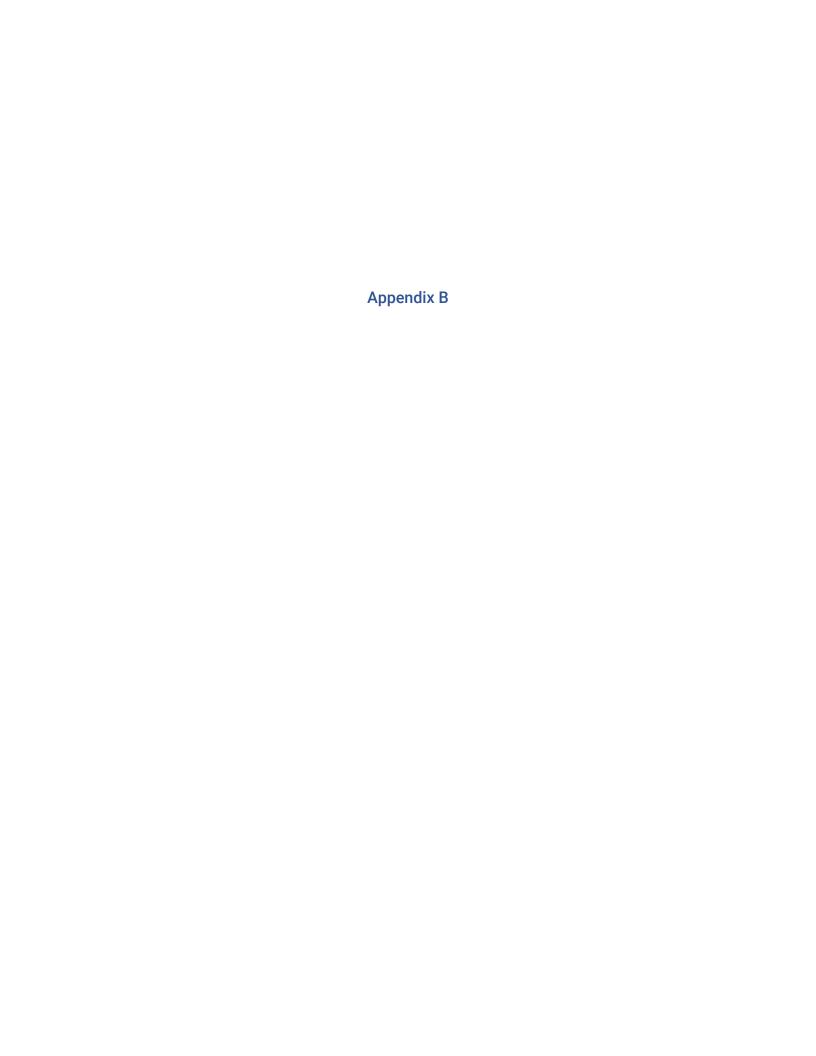
Sites with 0 gallons did not have paint picked up during the reporting year. Gallons for HHW Facilities & Events are consolidated under a regional program.					
City/Town	Site Name	<u>Address</u>	<u>Type</u>	<u>Gallons</u>	
Wright County	(1)				
Annandale	[Hardware Store]		LVP	183	

Total

MINNESOTA PAINTCARE SITES IN 2021

Page 25

1,007,657



PaintCare Inc.

Financial Statements and Independent Auditors' Report

December 31, 2021 and 2020

PaintCare Inc.

Financial Statements December 31, 2021 and 2020

Contents

Independent Auditors' Report	1-3
Financial Statements	
Statements of Financial Position	4
Statements of Activities	5
Statements of Functional Expenses	6-7
Statements of Cash Flows.	8
Notes to Financial Statements	9-18
Supplementary Information	
Schedules of Activities, Organized by Program	19-20





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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of PaintCare Inc.

Opinion

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of December 31, 2021 and 2020; the related statements of activities, functional expenses, and cash flows for the years then ended; and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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



Responsibilities of Management for the Financial Statements (continued)

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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



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

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

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 19-20 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Vienna, Virginia March 29, 2022

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Statements of Financial Position December 31, 2021 and 2020

	2021	2020		
Assets				
Current assets:				
Cash and cash equivalents	\$ 36,963,562	\$ 27,911,659		
Accounts receivable, net	4,896,293	4,606,670		
Investments	62,580,051	59,337,509		
Prepaid expenses	219,541	61,936		
Total current assets	104,659,447	91,917,774		
Intangible assets, net	224,852	229,606		
Total assets	\$ 104,884,299	\$ 92,147,380		
Liabilities and Net Assets				
Liabilities				
Current liabilities:				
Accounts payable and accrued expenses	\$ 8,342,451	\$ 9,305,941		
Due to affiliate	7,098,980	2,139,549		
Grants payable	100,101	100,101		
Total liabilities	15,541,532	11,545,591		
Net Assets				
Without donor restrictions	89,342,767	80,601,789		
Total net assets	89,342,767	80,601,789		
Total liabilities and net assets	\$ 104,884,299	\$ 92,147,380		

Statements of Activities For the Years Ended December 31, 2021 and 2020

	2021	2020
Operating Revenue and Support		
Paint recovery fees	\$ 72,051,580	\$ 68,107,028
Total operating revenue and support	72,051,580	68,107,028
Expenses		
Program and delivery services:		
Oregon	5,024,398	4,512,687
California	32,604,671	28,771,777
Connecticut	3,345,656	2,856,892
Rhode Island	1,023,818	679,444
Minnesota	5,568,865	4,758,947
Vermont	743,644	718,430
Maine	1,285,606	1,104,108
Colorado	6,403,821	5,415,908
District of Columbia	473,101	442,305
Washington	4,408,803	102,912
New York	276,923	42,451
Total program and delivery services	61,159,306	49,405,861
General and administrative	5,393,837	4,549,989
Total expenses	66,553,143	53,955,850
Change in Net Assets from Operations	5,498,437	14,151,178
Non-Operating Activity		
Investment return, net	3,242,541	4,336,103
Total non-operating activity	3,242,541	4,336,103
Change in Net Assets	8,740,978	18,487,281
Net Assets, beginning of year	80,601,789	62,114,508
Net Assets, end of year	\$ 89,342,767	\$ 80,601,789

Statement of Functional Expenses For the Year Ended December 31, 2021

Program and Delivery Services

	•									District of			General and	
	Oregon	Cal	llifornia	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	Columbia	Washington	New York	Administrative	Total
Expenses														
Salaries and related benefits	\$ 116,6	55 \$ 1	1,024,821 \$	98,195	\$ 30,746 \$	247,684 \$	41,778 \$	88,658 \$	257,799 \$	20,660 \$	218,577 \$	97,364	\$ 1,821,544	\$ 4,064,481
Collection support	73,5	23 3	3,382,046	496,113	159,445	376,479	77,773	154,340	565,391	42,510	714,369	-	-	6,041,989
Transportation and processing	4,724,9	76 23	3,257,761	2,350,669	592,179	4,522,049	580,973	912,673	4,646,488	240,433	3,205,769	-	-	45,033,970
Communications	44,4	45 4	4,491,661	338,788	214,175	320,554	13,731	32,175	754,596	137,446	142,277	67,685	113,419	6,670,952
Legal fees		-	-	-	-	13,189	-	-	-	-	-	161	26,202	39,552
State agency administrative fees	40,0	00	294,095	20,000	-	20,559	15,000	80,035	120,000	26,786	20,452	-	-	636,927
Professional fees	5	38	42,441	31,561	19,557	32,690	9,348	5,600	12,643	430	18,047	51,396	66,790	291,041
Office and supplies	6,5	89	11,085	507	107	2,047	215	325	2,616	63	8,115	791	23,721	56,181
Subscriptions and publications	6	51	3,868	145	43	719	60	217	4,880	-	1,760	110	81,974	94,427
Professional development	2,4	80	22,197	2,689	833	4,729	372	784	2,912	-	3,760	12,385	27,053	80,194
Travel	11,1	12	70,708	5,706	5,122	10,892	2,519	9,642	31,709	3,821	37,066	45,814	21,139	255,250
Meetings	1	71	3,988	66	-	-	-	-	1,228	-	311	707	1,890	8,361
Bank fees	1,1	74	-	1,003	1,174	-	-	1,157	-	97	1,124	-	119,158	124,887
Management fees		-	-	-	-	-	-	-	-	-	-	-	2,755,595	2,755,595
Insurance		-	-	-	-	-	-	-	-	-	-	-	213,433	213,433
Amortization		-	-	-	-	-	-	-	-	-	-	-	77,177	77,177
Interest		-	-	-	-	-	-	-	-	-	35,188	-	-	35,188
Other expenses	2,0	84	-	214	437	17,274	1,875	-	3,559	855	1,988	510	44,742	73,538
Total Expenses	\$ 5,024,3	98 \$ 32	2,604,671 \$	3,345,656	\$ 1,023,818 \$	5,568,865 \$	743,644 \$	1,285,606 \$	6,403,821 \$	473,101 \$	4,408,803 \$	276,923	\$ 5,393,837	66,553,143

Statement of Functional Expenses For the Year Ended December 31, 2020

Program and Delivery Services

										District of			General and	
	Oreg	on	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	Columbia	Washington	New York	Administrative	Total
Expenses														
Salaries and related benefits	\$ 11	5,544 \$	915,713	\$ 98,382	\$ 32,368 \$	234,884 \$	41,696 \$	88,330 \$	189,256 \$	12,189 \$	38,029 \$	-	\$ 1,590,724	\$ 3,357,115
Collection support	1	6,389	3,016,941	441,778	118,762	347,899	65,962	138,956	439,593	29,239	1,989	-	-	4,617,508
Transportation and processing	4,28	0,130	21,897,673	2,154,995	448,261	4,064,857	576,586	791,393	3,909,731	208,547	-	-	-	38,332,173
Communications	3	3,851	2,428,492	124,160	73,060	76,892	1,608	1,315	733,929	161,728	19,256	1,178	10,688	3,666,157
Legal fees		-	5,784	-	-	-	-	-	5,794	1,913	81	13,617	52,033	79,222
State agency administrative fees	4	0,000	402,584	22,400	-	17,171	30,000	78,919	120,000	26,468	22,700	10,000	-	770,242
Professional fees		647	11,800	3,358	597	1,593	400	781	611	541	14,750	3,486	110,538	149,102
Office and supplies		7,522	13,525	396	99	1,584	-	156	734	-	1,787	293	24,531	50,627
Subscriptions and publications		869	16,291	145	43	1,537	60	217	386	-	472	-	62,525	82,545
Professional development		2,580	18,009	5,336	3,692	3,157	125	2,281	5,245	-	650	4,626	12,181	57,882
Travel		5,258	42,983	5,167	1,597	9,220	1,956	499	7,182	1,606	2,455	6,533	24,411	108,867
Meetings		65	1,945	64	101	153	-	-	162	74	10	2,718	1,737	7,029
Bank fees		1,050	-	661	790	-	-	1,076	-	-	210	-	103,441	107,228
Management fees		-	-	-	-	-	-	-	-	-	-	-	2,230,558	2,230,558
Insurance		-	-	-	-	-	-	-	-	-	-	-	254,832	254,832
Amortization		-	-	-	-	-	-	-	-	-	-	-	63,355	63,355
Other expenses		8,782	37	50	74	-	37	185	3,285	-	523	-	8,435	21,408
Total Expenses	\$ 4,51	2,687 \$	28,771,777	\$ 2,856,892	\$ 679,444 \$	4,758,947 \$	718,430 \$	1,104,108 \$	5,415,908 \$	442,305 \$	5 102,912 \$	3 42,451	\$ 4,549,989	\$ 53,955,850

Statements of Cash Flows For the Years Ended December 31, 2021 and 2020

	2021	2020		
Cash Flows from Operating Activities				
Change in net assets	\$ 8,740,978	\$	18,487,281	
Adjustments to reconcile change in net assets to				
net cash provided by operating activities:				
Amortization	77,177		63,355	
Net realized and unrealized gain				
on investments	(2,209,604)		(3,292,809)	
Change in allowance for doubtful accounts				
receivable	(2,193)		(4,276)	
Change in operating assets and liabilities:				
(Increase) decrease in:				
Accounts receivable	(287,430)		(441,479)	
Prepaid expenses	(157,605)		31,150	
Increase (decrease) in:				
Accounts payable and accrued expenses	(963,490)		1,373,166	
Due to affiliate	4,959,431		1,274,431	
Grants payable			(78,764)	
Net cash provided by operating activities	 10,157,264		17,412,055	
Cash Flows from Investing Activities				
Purchases of investments	(17,692,279)		(13,411,519)	
Proceeds from sale of investments	16,659,341		12,368,225	
Purchases of intangible assets	(72,423)		(50,100)	
Net cash used in investing activities	 (1,105,361)		(1,093,394)	
Net Increase in Cash	9,051,903		16,318,661	
Cash and Cash Equivalents, beginning of year	27,911,659		11,592,998	
Cash and Cash Equivalents, end of year	\$ 36,963,562	\$	27,911,659	

Notes to Financial Statements December 31, 2021 and 2020

1. Nature of Operations

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

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

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

PaintCare's financial statements are prepared on the accrual basis of accounting. Net assets without donor restrictions represent funds that are not subject to donor-imposed stipulations and are available for support of PaintCare's operations. At December 31, 2021 and 2020, all net assets were without donor restrictions.

Cash Equivalents

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

Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management's judgment considering historical information. Accounts are individually analyzed for collectability, and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At December 31, 2021 and 2020, an allowance of \$57,706 and \$59,899, respectively, was recognized.

Notes to Financial Statements December 31, 2021 and 2020

2. Summary of Significant Accounting Policies (continued)

Investments

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

Intangible Assets

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

Grants Payable

Grants payable represent amounts awarded to organizations for the Innovation Recycling Grant Competition. These funds were 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 are included in the accompanying statements of financial position, totaling \$100,101 at both December 31, 2021 and 2020.

Revenue Recognition

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

Notes to Financial Statements December 31, 2021 and 2020

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

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

Revenue from all other sources is recognized when earned.

<u>Functional Allocation of Expenses</u>

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

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$6,670,952 and \$3,666,157 for the years ended December 31, 2021 and 2020, respectively.

Use of Estimates

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

Notes to Financial Statements December 31, 2021 and 2020

2. Summary of Significant Accounting Policies (continued)

Measure of Operations

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

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through March 29, 2022, the date the financial statements were available to be issued.

3. Liquidity and Availability

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

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

	2021		 2020
Cash and cash equivalents Accounts receivable, net Investments, short term	\$	36,963,562 4,896,293 43,095,840	\$ 27,911,659 4,606,670 41,826,898
Total available for general expenditures	\$	84,955,695	\$ 74,345,227

Notes to Financial Statements December 31, 2021 and 2020

4. Concentration of Credit Risk

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

5. Accounts Receivable

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

	2021		2020
California	\$	2,546,825	\$ 2,679,700
Washington		529,207	-
Colorado		435,946	475,008
Minnesota		595,720	549,549
Oregon		377,308	451,841
Connecticut		232,476	246,193
Maine		80,140	95,524
Rhode Island		56,258	64,709
District of Columbia		49,110	45,288
Vermont		51,009	58,757
Total accounts receivable		4,953,999	4,666,569
Less: allowance for doubtful accounts		(57,706)	 (59,899)
Accounts receivable, net	\$	4,896,293	\$ 4,606,670

Notes to Financial Statements December 31, 2021 and 2020

6. Investments and Fair Value Measurements

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

	2021			2020		
Interest and dividend income Net realized and unrealized gain Investment management fees	\$	1,216,669 2,209,604 (183,732)	\$	1,214,814 3,292,809 (171,520)		
Total investment return, net	\$	3,242,541	\$	4,336,103		

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

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

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

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

Notes to Financial Statements December 31, 2021 and 2020

6. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2021:

		Level 1		Level 2	Level 3		Total
Equition							
Equities:	Φ	512 202	ф	4	τh	ф	512 202
Energy	\$	513,392	>	- 5	>	- \$	513,392
Materials		761,332		-		-	761,332
Industrials		2,072,705		-		-	2,072,705
Consumer discretionary	7	2,394,567		-		-	2,394,567
Consumer staples		1,357,142		-		-	1,357,142
Health care		2,472,775		-		-	2,472,775
Financials		2,469,937		_		-	2,469,937
Information technology	,	4,212,549		_		_	4,212,549
Telecommunication							
service		1,603,182		-		-	1,603,182
Utilities		646,460		_		-	646,460
Real estate		702,934		_		_	702,934
Blend		94,454		_		-	94,454
Mutual funds:							
Exchange traded funds		6,690,359		-		-	6,690,359
Fixed income		12,631,950		_		-	12,631,950
Corporate bonds		6,903,831		_		-	6,903,831
Cash equivalents		1,578,305		_		_	1,578,305
Government securities:		, ,					, ,
U.S. Treasury		_		11,614,320		_	11,614,320
U.S. Agency		_		3,859,857		_	3,859,857
<i>U</i> ,				, ,			
Total investments	\$	47,105,874	\$	15,474,177	\$	- \$	62,580,051

Notes to Financial Statements December 31, 2021 and 2020

6. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2020:

		Level 1		Level 2	Level 3	Total
Equition						
Equities:	Ф	270 441	ф	ф	ф	270 441
Energy	\$	378,441	\$	- \$	- \$	378,441
Materials		711,615		-	-	711,615
Industrials		1,933,051		-	-	1,933,051
Consumer discretionary	7	2,097,775		-	-	2,097,775
Consumer staples		1,437,964		-	-	1,437,964
Health care		2,385,807		-	-	2,385,807
Financials		2,118,876		-	-	2,118,876
Information technology		3,928,706		-	_	3,928,706
Telecommunication						
service		1,615,083		-	-	1,615,083
Utilities		646,668		-	_	646,668
Real estate		639,260		-	-	639,260
Blend		155,993		-	_	155,993
Mutual funds:						
Exchange traded funds		6,337,235		-	-	6,337,235
Fixed income		10,335,838		-	_	10,335,838
Corporate bonds		8,240,549		-	_	8,240,549
Cash equivalents		1,993,231		-	_	1,993,231
Government securities:		, ,				, ,
U.S. Treasury		_		10,694,841	_	10,694,841
U.S. Agency		-		3,686,576	-	3,686,576
•						
Total investments	\$	44,956,092	\$	14,381,417 \$	- \$	59,337,509

Notes to Financial Statements December 31, 2021 and 2020

7. Intangible Assets

Intangible assets consist of the following at December 31:

	 2021	2020		
Software Less: accumulated amortization	\$ 477,262 (252,410)	\$ 404,839 (175,233)		
Intangible assets, net	\$ 224,852	\$ 229,606		

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

2022	\$ 77,177
2023	77,177
2024	70,498
Future estimated amortization	\$ 224,852

8. Related Party Transactions

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

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

Notes to Financial Statements December 31, 2021 and 2020

8. Related Party Transactions (continued)

For the years ended December 31, 2021 and 2020, the total administrative fees charged by ACA to PaintCare were \$2,933,470 and \$2,230,558, respectively. At December 31, 2021 and 2020, PaintCare owed ACA \$7,098,980 and \$2,139,549, respectively, which is recorded as due to affiliate in the accompanying statements of financial position.

9. 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.

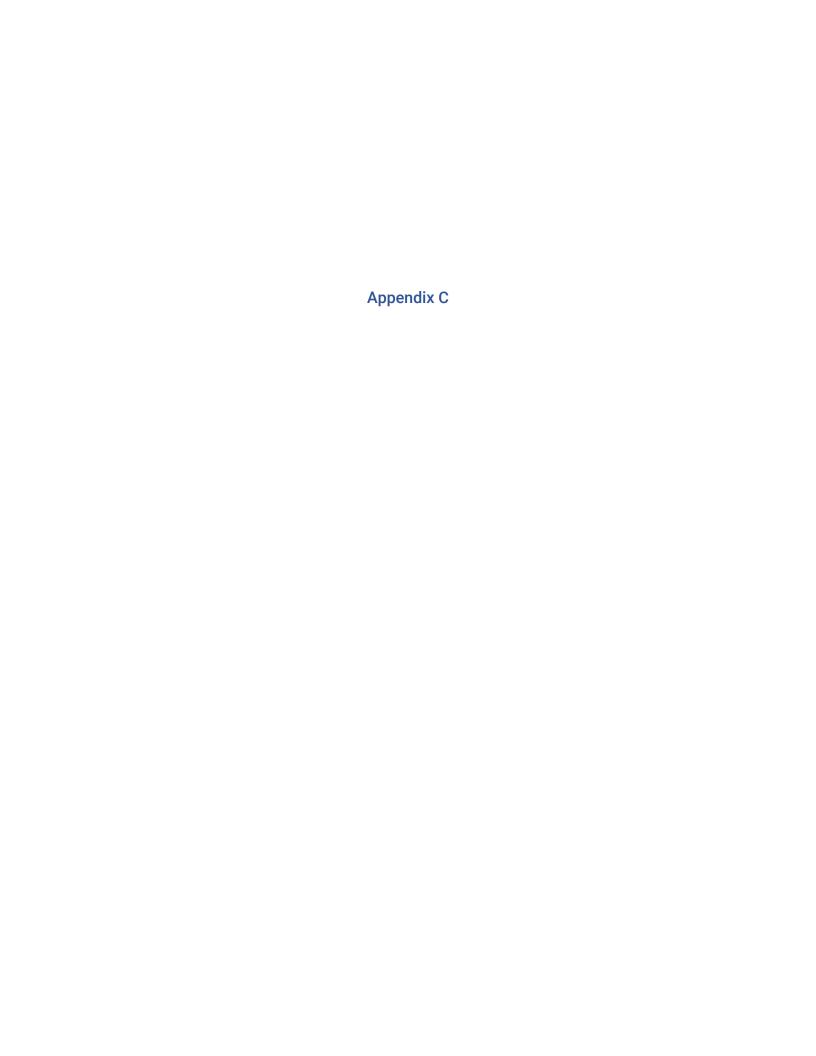
SUPPLEMENTARY INFORMATION

Schedule of Activities, Organized by Program For the Year Ended December 31, 2021

										District of			General and	
Operating Revenue and Support		Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	Columbia	Washington	New York	Administrative	Total
Paint recovery fees	\$	6,004,763 \$	36,562,083 \$	3,712,972 \$	959,460 \$	7,332,221 \$	940,824 \$	1,528,052 \$	7,188,288 \$	645,448 \$	7,177,469 \$	- \$	- \$	72,051,580
Total operating revenue and support		6,004,763	36,562,083	3,712,972	959,460	7,332,221	940,824	1,528,052	7,188,288	645,448	7,177,469	-	-	72,051,580
Expenses														
Program and delivery services:														
Collection support		73,523	3,382,046	496,113	159,445	376,479	77,773	154,340	565,391	42,510	714,369	-	-	6,041,989
Transportation and processing		4,724,976	23,257,761	2,350,669	592,179	4,522,049	580,973	912,673	4,646,488	240,433	3,205,769	-	-	45,033,970
Communications		44,445	4,491,661	338,788	214,175	320,554	13,731	32,175	754,596	137,446	142,277	67,685	=	6,557,533
Legal fees		-	-	-	-	13,189	-	-	-	-	-	161	-	13,350
State agency administrative fees		40,000	294,095	20,000	-	20,559	15,000	80,035	120,000	26,786	20,452	-	-	636,927
Other program expenses		141,454	1,179,108	140,086	58,019	316,035	56,167	106,383	317,346	25,926	325,936	209,077	-	2,875,537
Total program and delivery services		5,024,398	32,604,671	3,345,656	1,023,818	5,568,865	743,644	1,285,606	6,403,821	473,101	4,408,803	276,923	-	61,159,306
General and administrative:														
Legal fees		=	-	-	-	-	-	-	-	-	-	-	26,202	26,202
Management fees		-	-	-	-	-	-	-	-	-	-	-	2,755,595	2,755,595
Insurance		-	-	-	-	-	-	-	-	-	-	-	213,433	213,433
Other expense		-	-	-	-	-	-	-	-	-	-	-	2,398,607	2,398,607
Total general and administrative		-	-	-	-	-	-	-	-	-	-	-	5,393,837	5,393,837
Total expenses		5,024,398	32,604,671	3,345,656	1,023,818	5,568,865	743,644	1,285,606	6,403,821	473,101	4,408,803	276,923	5,393,837	66,553,143
Change in Net Assets from Operations		980,365	3,957,412	367,316	(64,358)	1,763,356	197,180	242,446	784,467	172,347	2,768,666	(276,923)	(5,393,837)	5,498,437
Non-Operating Activity	-													
Investment return, net		=	-	-	-	=	-	-	=	=	-	-	3,242,541	3,242,541
Change in Net Assets Before Allocation of General and Administrative Activities		980,365	3,957,412	367,316	(64,358)	1,763,356	197,180	242,446	784,467	172,347	2,768,666	(276,923)	(2,151,296)	8,740,978
General and administrative allocation		(305,546)	(2,954,447)	(281,565)	(83,276)	(421,408)	(49,414)	(104,870)	(403,223)	(48,231)	(539,002)	(202,855)	5,393,837	_
Investment allocation		(303,510)	2,681,305	(201,505)	(03,270)	194,328	(10,045)	-	342,456	34,497	-	-	(3,242,541)	-
Total Change in Net Assets		674,819	3,684,270	85,751	(147,634)	1,536,276	137,721	137,576	723,700	158,613	2,229,664	(479,778)	-	8,740,978
Net Assets (Deficit), beginning of year		1,798,103	61,675,337	3,810,070	1,102,290	3,468,495	(330,768)	541,181	8,155,949	782,516	(358,933)	(42,451)	-	80,601,789
Net Assets (Deficit), end of year	\$	2,472,922 \$	65,359,607 \$	3,895,821 \$	954,656 \$	5,004,771 \$	(193,047) \$	678,757 \$	8,879,649 \$	941,129 \$	1,870,731 \$	(522,229) \$	- \$	89,342,767
rice Assers (Dentity, end of year		-, · · -, · Ψ	·-,, · · · ·	-,-,-, Ψ	, ,	-,·,··· •	(,) Ψ	σ. σ,. σ. φ	~,~ ¥	- · - , - = > Ψ	-,~.·,·-• Ψ	(,/) Ψ	Ψ	,,,

Schedule of Activities, Organized by Program For the Year Ended December 31, 2020

										District of			General and	
Operating Revenue and Support		Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	Columbia	Washington	New York	Administrative	Total
Paint recovery fees	\$	6,391,504 \$	37,953,882 \$	3,860,401 \$	1,034,940 \$	8,029,305 \$	1,003,047 \$	1,628,474 \$	7,581,223 \$	624,252 \$	- \$	- \$	- \$	68,107,028
Total operating revenue and support		6,391,504	37,953,882	3,860,401	1,034,940	8,029,305	1,003,047	1,628,474	7,581,223	624,252	-	-	-	68,107,028
Expenses														
Program and delivery services:														
Collection support		16,389	3,016,941	441,778	118,762	347,899	65,962	138,956	439,593	29,239	1,989	-	-	4,617,508
Transportation and processing		4,280,130	21,897,673	2,154,995	448,261	4,064,857	576,586	791,393	3,909,731	208,547	-	-	-	38,332,173
Communications		33,851	2,428,492	124,160	73,060	76,892	1,608	1,315	733,929	161,728	19,256	1,178	-	3,655,469
Legal fees		=	5,784	=	-	-	=	-	5,794	1,913	81	13,617	=	27,189
State agency administrative fees		40,000	402,584	22,400	-	17,171	30,000	78,919	120,000	26,468	22,700	10,000	=	770,242
Other program expenses		142,317	1,020,303	113,559	39,361	252,128	44,274	93,525	206,861	14,410	58,886	17,656	-	2,003,280
Total program and delivery services		4,512,687	28,771,777	2,856,892	679,444	4,758,947	718,430	1,104,108	5,415,908	442,305	102,912	42,451	-	49,405,861
General and administrative:														
Legal fees		-	-	-	-	-	-	-	-	-	-	-	52,033	52,033
Management fees		-	-	-	-	-	-	-	-	-	-	-	2,230,558	2,230,558
Insurance		-	-	-	-	-	-	-	-	-	-	-	254,832	254,832
Other expense		-	-	-	-	-	-	-	-	-	-	-	2,012,566	2,012,566
Total general and administrative		-	-	-	-	-	-	-	-	-	-	-	4,549,989	4,549,989
Total expenses		4,512,687	28,771,777	2,856,892	679,444	4,758,947	718,430	1,104,108	5,415,908	442,305	102,912	42,451	4,549,989	53,955,850
Change in Net Assets from Operations		1,878,817	9,182,105	1,003,509	355,496	3,270,358	284,617	524,366	2,165,315	181,947	(102,912)	(42,451)	(4,549,989)	14,151,178
Non-Operating Activity	-													
Investment return, net		-	-	-	-	-	-	-	-	-	-	-	4,336,103	4,336,103
Change in Net Assets Before Allocation of General and Administrative Activities		1,878,817	9,182,105	1,003,509	355,496	3,270,358	284,617	524,366	2,165,315	181,947	(102,912)	(42,451)	(213,886)	18,487,281
General and administrative allocation		(286,341)	(2,784,419)	(267,134)	(78,671)	(396,424)	(46,769)	(99,284)	(375,890)	(44,974)	(170,083)	_	4,549,989	_
Investment allocation		-	3,599,655	-	-	196,007	(14,807)	-	509,161	46,087	-	-	(4,336,103)	=
Total Change in Net Assets		1,592,476	9,997,341	736,375	276,825	3,069,941	223,041	425,082	2,298,586	183,060	(272,995)	(42,451)	-	18,487,281
Net Assets (Deficit), beginning of year		205,627	51,677,996	3,073,695	825,465	398,554	(553,809)	116,099	5,857,363	599,456	(85,938)	-	=	62,114,508
Net Assets (Deficit), end of year	\$	1,798,103 \$	61,675,337 \$	3,810,070 \$	1,102,290 \$	3,468,495 \$	(330,768) \$	541,181 \$	8,155,949 \$	782,516 \$	(358,933) \$	(42,451) \$	- \$	80,601,789
(201010), 0111 01 5011														





A Program to Manage **Leftover Paint**

Each year about 800 million gallons of architectural paint are 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 (leftover) architectural paint. Paint manufacturers established PaintCare, a nonprofit organization, to run paint stewardship programs in states with applicable laws.

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

PaintCare Products

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

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









Places to Take Leftover Paint

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

How to Recycle

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

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

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



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

Who Can Use the Program?

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

Businesses may drop off any amount of latexbased paint the site is willing to accept. To use the PaintCare program for oil-based paint, a business must qualify as an exempt generator under federal and any analogous state hazardous waste generator rules. Please visit www.paintcare.org/VSQG for more information on exempt generator rules. If your business does not qualify as an exempt generator, it will not be able to use the program for oil-based paint, but it can still use the program for latex products.

Do You Accept Large Volumes of Paint?

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





PaintCare Fee

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

\$0.00	Half pint or smaller
\$0.49	Larger than half pint up to smaller than 1 gallon
\$0.99	1 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 fee is used to fund the costs of running the program, including recycling, public education, staffing, and other expenses.

Contact Us

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





Buy right. Use it up. Recycle the rest.

Paint manufacturers created PaintCare, a nonprofit organization, to set up convenient places for you to recycle leftover paint. PaintCare provides environmentally sound and cost-effective recycling programs in states with paint stewardship laws.

LEARN MORE

Visit **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 pickup service for businesses or households with at least 100 gallons of paint to recycle.

xx-mcen-0521

Mini Card



About the Paint Recycling Program

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

PAINTCARE PRODUCTS

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

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

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

PAINTCARE FEE

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

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

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

ONITION NON-PAINTCARE PRODUCTS

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



Counter Mat

Recycle with PaintCare!



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



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



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

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



What types of paint products can be recycled with PaintCare?

PAINTCARE PRODUCTS

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

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

- Shellacs, lacquers, varnishes, urethanes (single component)
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives Field and lawn paints

NON-PAINTCARE PRODUCTS

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

- Paint thinners, mineral spirits, solvents
 Aerosol paints (spray cans)
- Auto and marine paints
- Art and craft paints Caulk, epoxies, glues, adhesives
- Paint additives colorants tints resins
- Wood preservatives (containing pesticides) Roof patch and repair
- Asphalt, tar, and bitumen-based products:
- 2-component coatings Deck cleaners

- Traffic and road marking paints Industrial Maintenance (IM) coatings Original Equipment Manufacturing (OEM) (shop application) paints and finishes
- Containers that are leaking or empty, and containers without the original printed manufacturer's label are not accepted at retail drop-off sites

PROGRAM FUNDING

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

Half pint or smaller	\$0.00
Larger than half pint up to smaller than 1 gallon	\$0.49
1 gallon up to 2 gallons	\$0.99
Larger than 2 gallone up to 5 gallone	\$1.00

MN-CMWI-0521

Recycle Paint at This Store



PAINTCARE PRODUCTS

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

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

MON-PAINTCARE PRODUCTS

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

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

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





We are a PaintCare Partner

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

Recycle with PaintCare

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





PaintCare Products

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

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

Products must be in original containers with original labels.

Latex paint that is dried out and "rock hard" is also acceptable.

Non-PaintCare Products

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

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

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

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

NO DUMPING

STOP!
IT'S ILLEGAL
to dump or abandon
Paint, Oil, or other
Hazardous Waste



THIS AREA MAY BE UNDER VIDEO SURVEILLANCE

Violators Will Be Prosecuted

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

Large Volume Pickup (LVP) Service

Updated — February 2022



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

Who Is PaintCare?

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

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

Large Volume Pickups

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

Drums and Bulked Paint Are Not Accepted

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

HOW TO REQUEST AN LVP

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

products, such as varnish and shellac).

2. Fill out the request form

Fill out the Large Volume Pickup Request Form on our website (www.paintcare.org/pickup). Upon request, the form is also available as a PDF and can be returned to PaintCare by email or regular mail. Call PaintCare to request the printable form.

Scheduling

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

On the Day of Your Pickup

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



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

Repeat Service for LVPs

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

Business Limits

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

If You Have Products We Don't Accept

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

What Products Are Covered?

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

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PAINT STEWARDSHIP LAWS IN THE U.S.

Information for Painting Contractors

Updated — January 2022



How do paint stewardship laws affect painting contractors?

PaintCare

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

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,000 drop-off sites across all PaintCare programs. To find a drop-off location, visit www.paintcare.org.

Fee and Funding

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

Recommendations for Contractors

Preparing Estimates

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

Pass Fee to Customers

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

Convenient Paint Drop-Off Sites

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

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

Pickup Service for Large Volumes

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

Business Limits

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

What Are the Fee Amounts?

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

California and Colorado

\$ 0.00 — Half pint or smaller

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

\$ 0.75 — 1 gallon

\$ 1.60 — Larger than 1 gallons up to 5 gallons

Connecticut, Maine, Rhode Island

\$ 0.00 — Half pint or smaller

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

\$0.75 - 1 gallon up to 2 gallons

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

District of Columbia

\$ 0.00 — Half pint or smaller

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

\$0.70 - 1 gallon up to 2 gallons

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

Minnesota and Vermont

\$ 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 gallon up to 5 gallons

New York, Oregon, Washington

\$ 0.00 — Half pint or smaller

\$ 0.45 — Larger than half pint up to smaller than 1 gallon

\$0.95 - 1 gallon up to 2 gallons

\$ 1.95 — Larger than 2 gallon up to 5 gallons

What Products Are Covered?

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

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

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

Become a Retail Drop-Off Site for Paint

Updated — January 2022



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

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

Paint Drop-Off Sites

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

Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,000 drop-off sites across all PaintCare programs.

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

Benefits to Retailers and Their Customers

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

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

Become a Paint Drop-Off Site

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



PaintCare Drop-Off Sites Receive

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

Drop-Off Site Responsibilities

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



What Products Are Covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol 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
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- Shellacs, lacquers, varnishes, urethanes
- Waterproofing concrete/masonry/wood sealers and repellents (not tar or bitumen-based)
- Metal coatings, rust preventatives
- Field and lawn paints

NON-PAINTCARE PRODUCTS

- Paint thinners, mineral spirits, solvents
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- Auto and marine paints
- Art and craft paints
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- 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

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MINNESOTA PAINT STEWARDSHIP PROGRAM

How Does the Minnesota Paint Stewardship Program Affect Paint Retailers?

Updated — November 2021



Minnesota's paint stewardship law requires a fee to be applied to the price of architectural paint sold in Minnesota. Retail stores must pass the fee on to consumers and may volunteer to be a drop-off site. The program started in November 2014.

PaintCare

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

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. PaintCare has established more than 2,000 paint drop-off sites across its programs. Most sites are paint and hardware stores, as well as government run waste collection facilities.

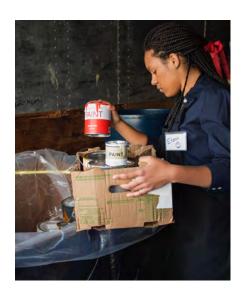
Participation as a Drop-Off Site Is Voluntary

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

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

Become a Drop-Off Site

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



REQUIREMENTS OF RETAILERS

1. Check Registered Manufacturers and Brands

Retailers may not sell architectural paints in Minnesota that are not registered. Paint manufacturers must register their company with PaintCare, and they must register all architectural paint brands they sell in the state. PaintCare and the Minnesota Pollution Control Agency (MPCA) publish lists of registered manufacturers and brands on their websites so that retailers can confirm that the products they sell are registered. Please visit www.paintcare.org/manufacturers for current registration lists.

2. Pass on the PaintCare Fee

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

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

COMMON QUESTIONS

How much is the fee?

The fee is by container size, as follows:

\$ 0.00 — Half pint or smaller

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

\$0.99 - 1 gallon up to 2 gallons

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

How is the fee calculated?

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

Is sales tax applied to the fee itself?

Yes. The fee is part of the purchase price; therefore, sales tax is collected on the fee.

Is the fee a deposit to be returned to customers?

The fee is not a deposit. The fee is used entirely to cover the expenses of running the program. The fee is not given back as a deposit for the return of paint or empty paint cans.

Are we required to show the fee on receipts?

No, but most stores show the fee in order to explain the price increase. PaintCare encourages retailers to show the fee to aid in customer education and provide consistency across the program.

Do we refund the fee if a product is returned?

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

How does the public know about the fee?

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

What products are covered?

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

Contact

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

901 NEW YORK AVE NW WASHINGTON, DC 20001 (855) PAINT09 www.paintcare.org info@paint.org

PAINT STEWARDSHIP PROGRAMS IN THE U.S.

About the PaintCare Fee

Updated — January 2022



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

PaintCare

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

1. What is the recovery fee and how does it work?

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

2. Do retailers have to pass on the fee?

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

3. How much is the fee?

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

California and Colorado

\$ 0.00 — Half pint or smaller

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

\$ 0.75 — 1 gallon

\$ 1.60 — Larger than 1 gallon up to 5 gallons

Connecticut, Maine, Rhode Island

\$ 0.00 — Half pint or smaller

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

\$0.75 - 1 gallon up to 2 gallons

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

District of Columbia

\$ 0.00 — Half pint or smaller

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

\$0.70 - 1 gallon up to 2 gallons

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

Minnesota and Vermont

\$ 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

New York, Oregon, Washington

\$ 0.00 — Half pint or smaller

\$ 0.45 — Larger than half pint up to smaller than 1 gallon

\$0.95 - 1 gallon up to 2 gallons

\$1.95 — Larger than 2 gallons up to 5 gallons

Recommendations for Contractors

Preparing Estimates

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

Pass Fee to Customers

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

4. How is the fee initially calculated?

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

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

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

While it's not required, PaintCare encourages retailers to list the PaintCare fee on purchase receipts to aid in consumer education, and most stores do so.

6. Is the fee taxable?

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

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

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

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

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

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

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

10. How does the public know about the fee?

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

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

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

12. What products are covered?

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

FOR NEW PROGRAMS

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

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

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PAINT STEWARDSHIP PROGRAM IN THE U.S.

Information for HHW Programs

Updated — January 2022



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

PaintCare

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

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take leftover architectural paint free of charge. PaintCare has established more than 2,000 paint drop-off sites across its programs. While most sites are paint and hardware stores, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste collection programs are also important partners and may participate as paint drop-off sites and have their paint transportation and recycling costs paid by PaintCare.



Become a Drop-Off Site

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

Benefits of Partnering with PaintCare

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

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

Water-Based (Latex) Paint is a Resource

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

PaintCare Drop-Off Sites Receive

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

Drop-Off Site Responsibilities

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

How do billing and payments work?

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

Will PaintCare Require Operational Changes?

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

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

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

XX-FSHW-0122

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PAINT STEWARDSHIP PROGRAMS IN THE U.S.

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



Updated — January 2022

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

PaintCare

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

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. PaintCare has established more than 2,000 paint drop-off sites across its programs. While most sites are paint and hardware stores, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste (HHW) facilities, may participate as paint drop-off sites.

Become a Drop-off Site

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

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

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

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

PaintCare Drop-Off Sites Receive

- Bins for storing collected PaintCare products
- Transportation and recycling of the collected PaintCare products
- Training materials and staff training at your site
- Program brochures, signage, and customer education materials
- Optional: listing your drop-off site on PaintCare website and in ads and promotional materials

Drop-Off Site Responsibilities

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

Water-Based (Latex) Paint is a Resource

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

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

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

Benefits of PaintCare to Solid Waste Facilities

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

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

What Products Are Covered?

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

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FOR GOVERNMENT AGENCIES PARTNERING WITH PAINTCARE

Joint Outreach Projects

Updated — January 2022



Introduction

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

REVIEW AND APPROVAL

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

PROPOSAL FORM

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

IMAGES

We have artwork and photos you can borrow for creating drafts at www.flickr.com/photos/paintcare/, but please be sure to request permission to use them in your final design.

Your Responsibilities

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

PRINT (BROCHURES, POSTCARDS, ETC.)

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

NEWSPAPER

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

RADIO

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

DIGITAL MEDIA & OTHER

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

Design Assistance

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

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

Reimbursement

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

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

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

{SAMPLE INVOICE}

Environmental Services Program

Washington County 123 Government Way Anytown, State 55776

June 24, 2021

Invoice: 2452187

Purchase Order: 6369 Communications: Other, Joint Projects

Outreach Department PaintCare Inc. 901 New York Ave NW #300W Washington DC, 20005

Description:

- Newspaper ad promoting one day event held in Anytown on May 1, 2021
- Three 5x5 ads ran on April 13, 2021 in the County Journal
- Total invoices from newspapers: \$1,487.00
- Invoice and copy of one ad are attached
- Per prior discussion, PaintCare agreed to reimburse county for \$750
- Contact person: Marie Chen, 202-555-1212

Invoice Amount: \$750.00

Remit to:

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

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FACT SHEET FOR OFFERING A REUSE PROGRAM

Reuse Programs - Compensation & Reporting

Updated — May 2021



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

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

Operating a Reuse Program

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

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



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

Track and Report by Volume (gallons)

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

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

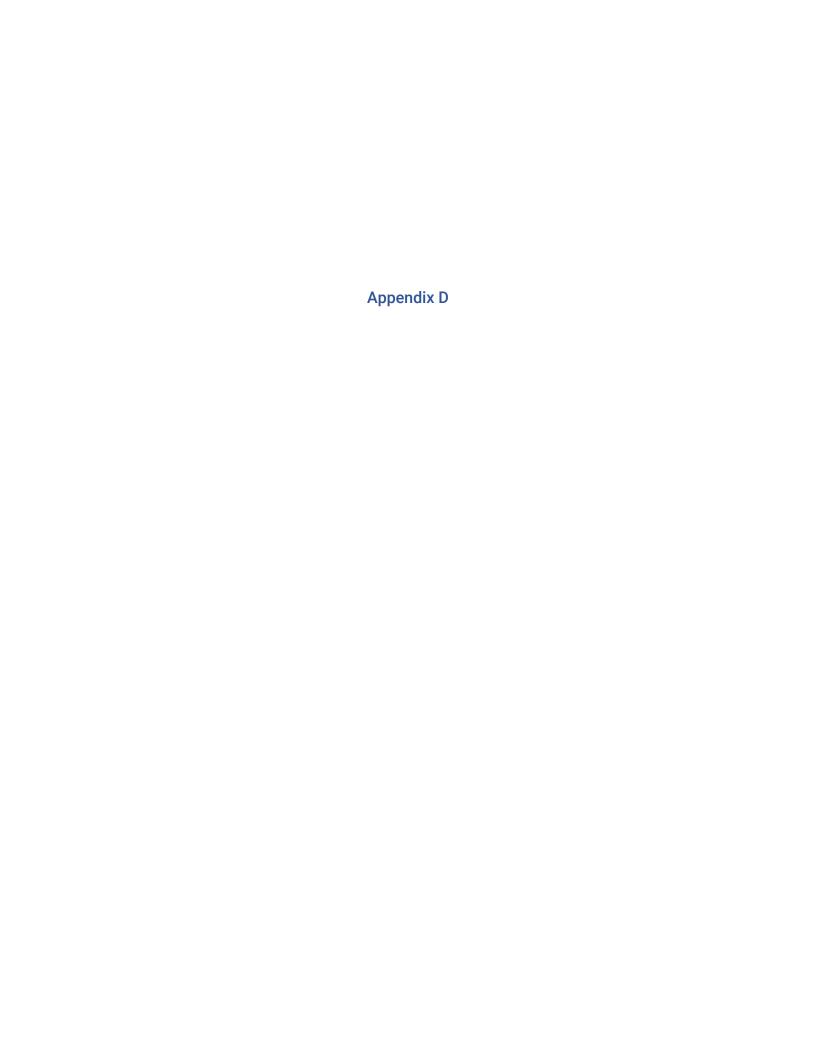
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(855) PAINT09

www.paintcare.org

info@paint.org





Annual Consumer Survey Results

prepared by



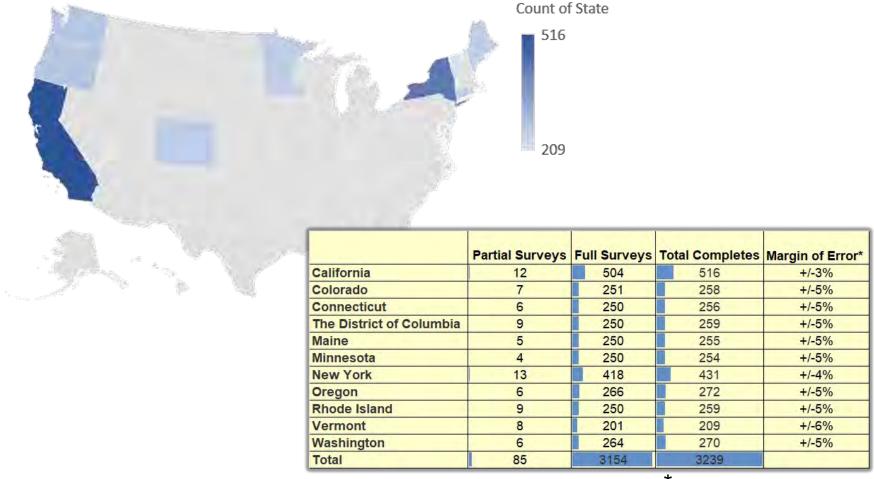
Table of Contents

Response Summary	page 3
Respondent Profiles	page 4
Consumer Behavior Paint Purchasing Paint Disposal	page 12
Paint Recycling Awareness and Engagement	page 32
Advertising/Marketing Considerations PaintCare Awareness Ad Recall Marketing Recall	page 52
Cross-Tabulations for Targeting Paint Purchases Recycling Awareness PaintCare Familiarity	page 61
APPENDIX: State/District Highlights	page 68

2

Response Summary

- 3,239 surveys were conducted in 10 states plus the District of Columbia in October 2021.
- Panel research methodologies were applied to attain distribution of results by gender, age, ethnicity, and income. Surveyed consumers were all over the age of 18.

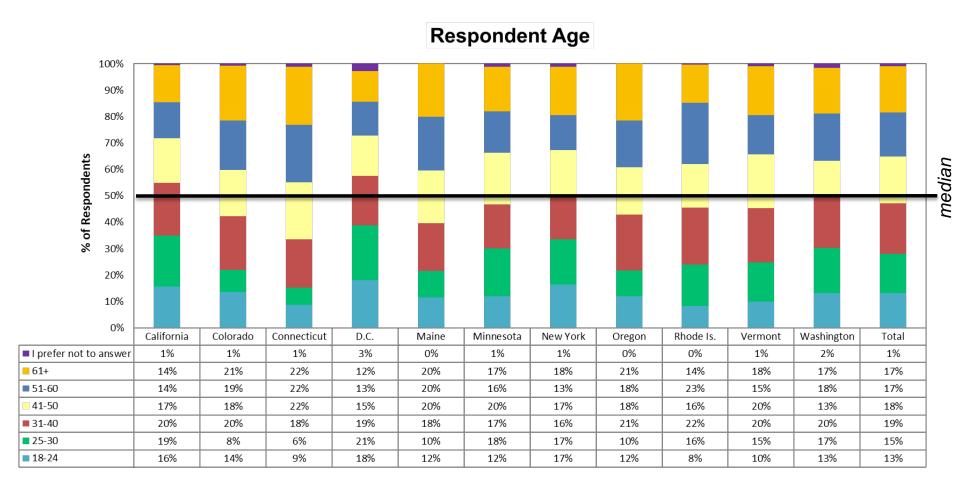


^{*}at a 90% level of confidence



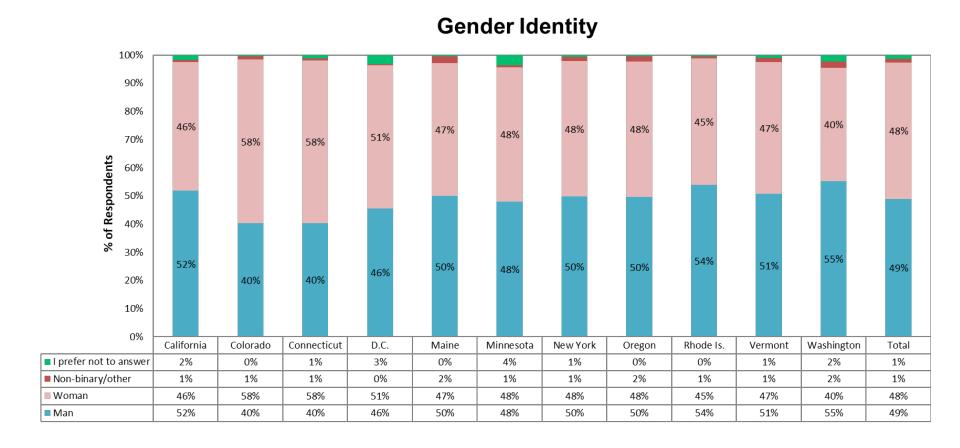
Profile of Respondents - Age

- A good mix of age ranges was represented in each state's/district's sample.
- The median age was 41-50 overall and in most states/the district (as was the case last period). However, we surveyed proportionately fewer 61+ and proportionately more in the 18-30 range than in 2020.
- Variances can be attributed to state characteristics and sample availability.



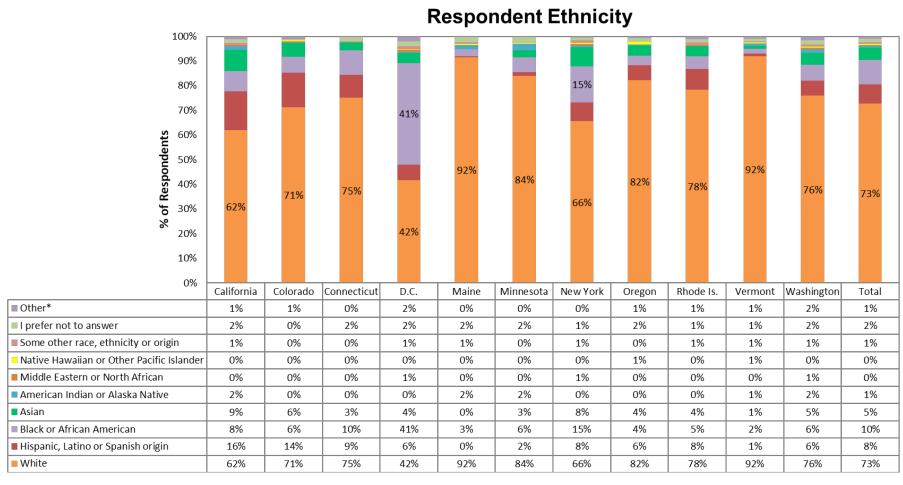
Profile of Respondents - Gender

Overall, results were evenly split between men and women. Results varied by state, but the split was no greater than 40%-60% in any state/district.



Profile of Respondents - Ethnicity

- 73% of all respondents identified themselves as Caucasian (slightly lower than last period).
- However, there were variances within states/the district. Consistent with census data, D.C. had the highest proportion of Black/African American respondents; California and Colorado, Hispanic/Latino respondents; California and New York, Asian respondents.

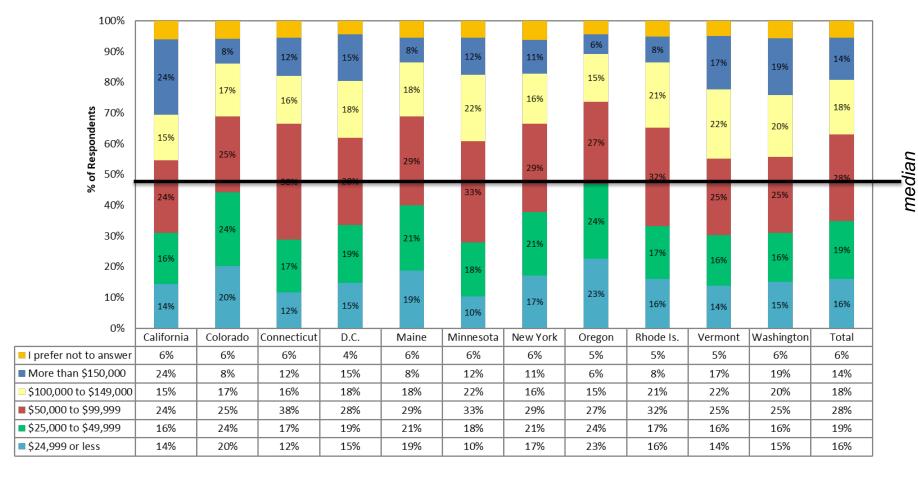


^{*}Other Ethnicities: Afro Latino, American, Biracial, Cuban, German, Human, Indo-European, Native American, African Canadian, Italian, Middle Eastern, Swedish, Mexican.

Profile of Respondents - Income

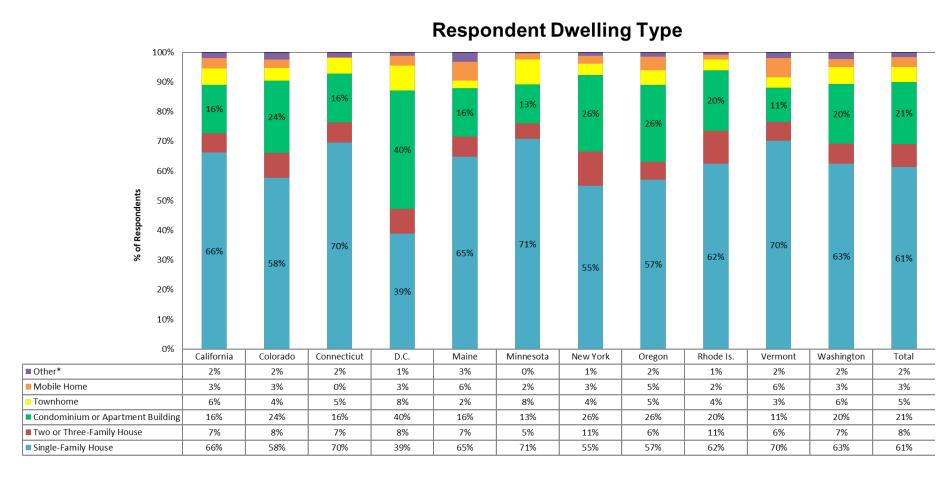
The median household income level for respondents in each state/the district was \$50-99K (same as last period).

Respondent Annual Household Income



Profile of Respondents – Dwelling Type

- Almost two thirds of respondents live in a single-family home.
- Condominium/apartment living was more predominant in D.C. than in the states.

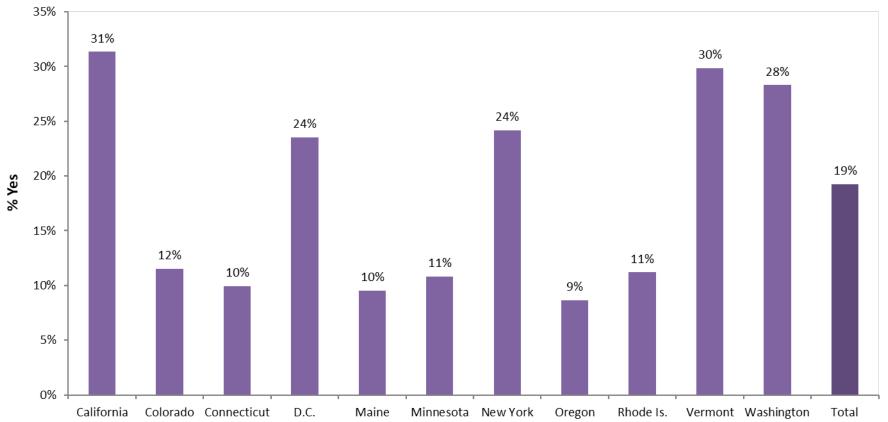


^{*}Other Dwelling Types: A little of everything, assisted living, homeless, truck, boarding house, camper, car, duplex, group home, with family, motor home, tent, vehicle, prefer not to answer

Profile of Respondents – Paint-Related Profession

- 19% of those surveyed said they painted professionally, higher than in 2020 (10%) possibly because we surveyed proportionately fewer 61+ respondents, possibly because more entered the profession, or both.
- Demographic characteristics of professional painters were: 69% men / 28% women, median age 31-40, median income \$100-149K, 66% White / 17% Black or African American / 9% Latino or Hispanic / 4% Asian.

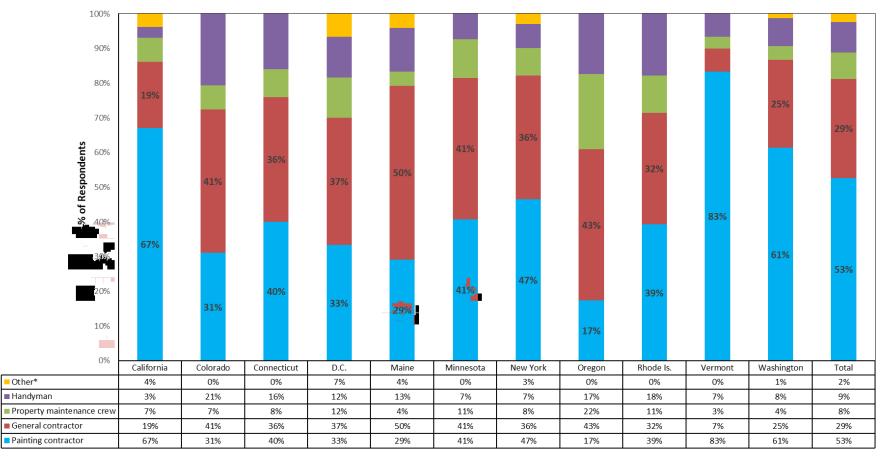
Do you paint professionally (NOT as an artist)?



Profile of Respondents – Paint-Related Profession (continued)

- Over half of respondents who said they painted professionally were dedicated painting contractors. However, this varied widely by state/district.
- Many were general contractors, property maintenance crew-members and handymen.

What type of professional painter are you?



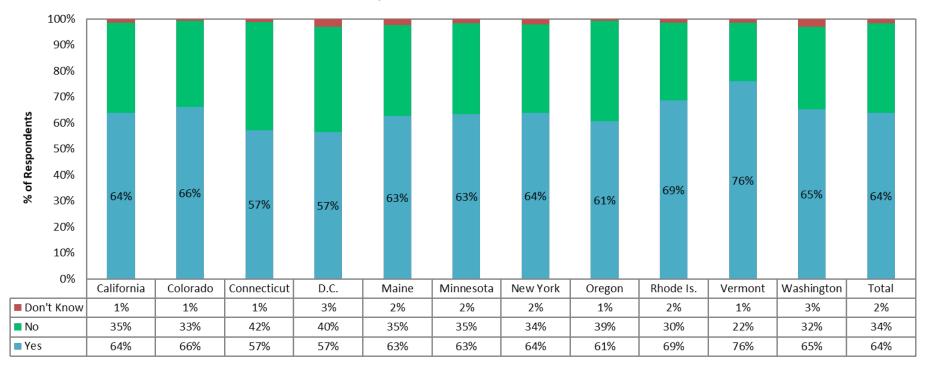
CONSUMER BEHAVIOR, PAINT PURCHASING AND DISPOSAL

Recency of Paint Purchases

- Overall, 64% of respondents bought paint in the last year.
- Results were similar in each state/district other than in Vermont where a proportionately higher percentage of respondents had purchased paint in the last year.

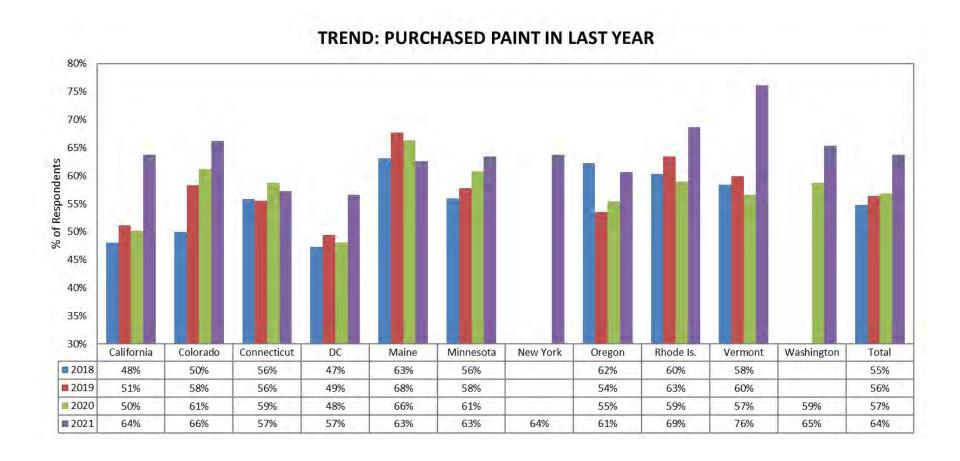
Have you purchased paint in the last year*?

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



TREND: Recency of Paint Purchases

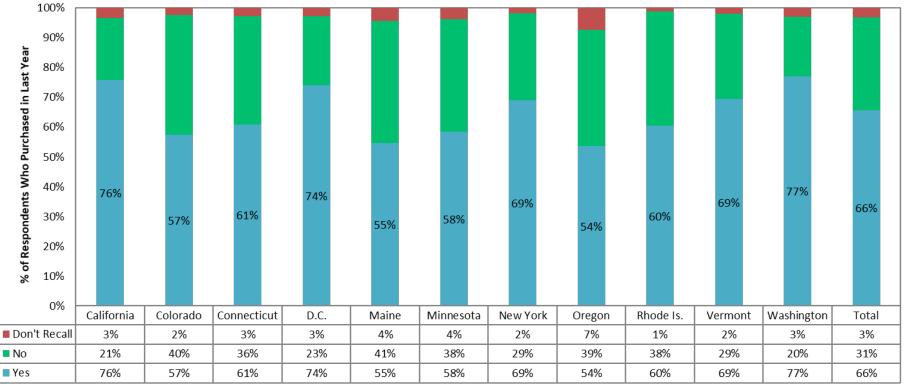
- With a couple of exceptions (Connecticut and Maine), paint purchasing increased in the last year.
- The most significant increases were in California, D.C., Rhode Island, Vermont and Washington.
- Again, multiple factors may play into this result (e.g., respondent mix, profession changes, decrease of COVID cases and lock downs, etc.).



Measurements Prior to Paint Purchases

- Two thirds of respondents measured ahead of time to determine paint needs before purchasing.
- The highest level of preparation occurred in California, D.C. and Washington; the lowest, in Maine and Oregon.

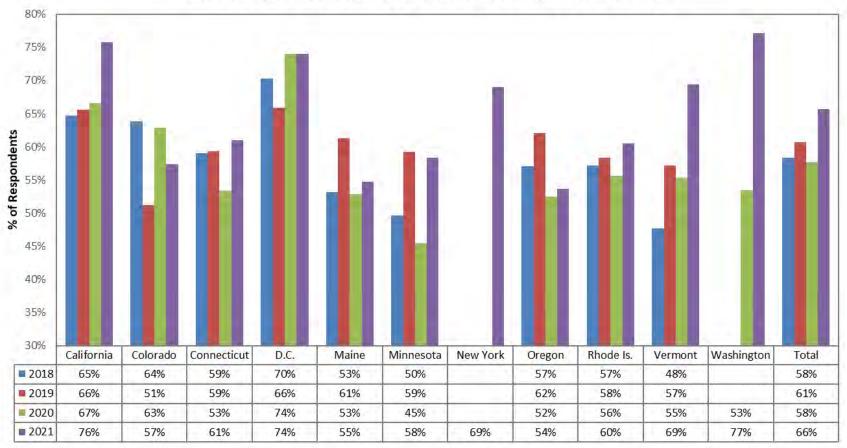




TREND: Measurements Prior to Paint Purchases

In general, pre-project measurements increased, with two exceptions (Colorado and D.C.).

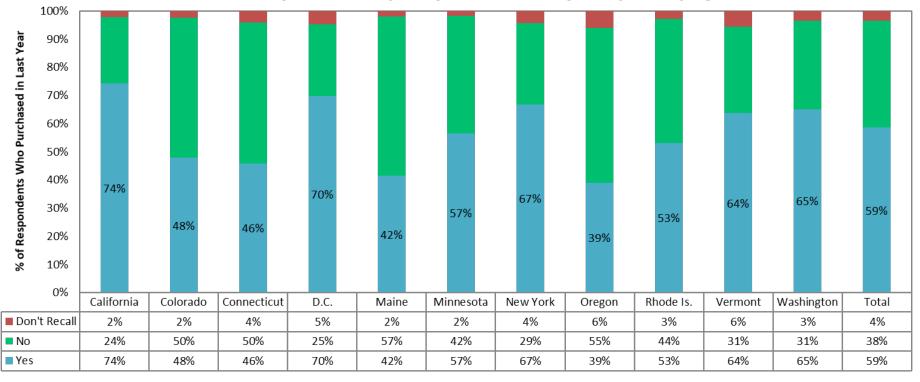
TREND: MEASUREMENTS TAKEN BEFORE PURCHASING



Paint Store Assistance

- Overall, 59% of purchasers said the paint store staff assisted them with determining paint needs.
- California and D.C. retailers are most involved in this process; Maine and Oregon retailers, the least.

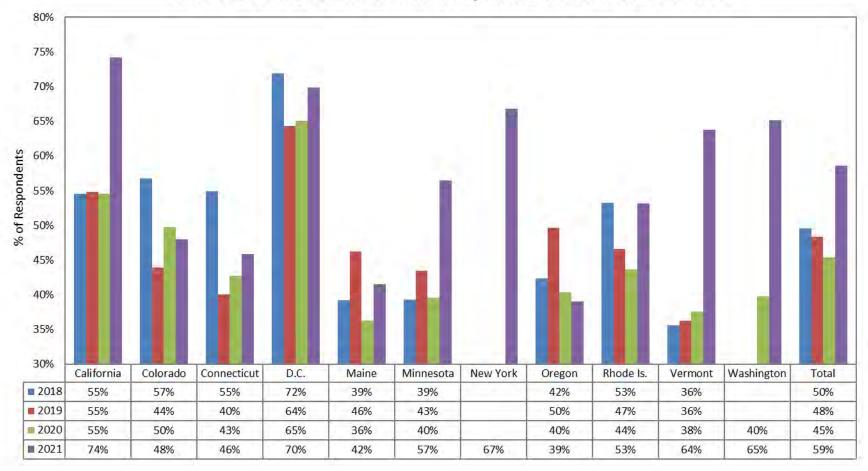
Did the staff at a paint retailer (e.g. paint/hardware/lumber store) assist you with figuring out exactly how much paint you needed for your specific project?



TREND: Paint Store Assistance

- Store assistance improved in all states with the exception of Colorado and Oregon, where modest decreases existed (both within the 5% error range).
- The most significant gains were made in California, Vermont and Washington.

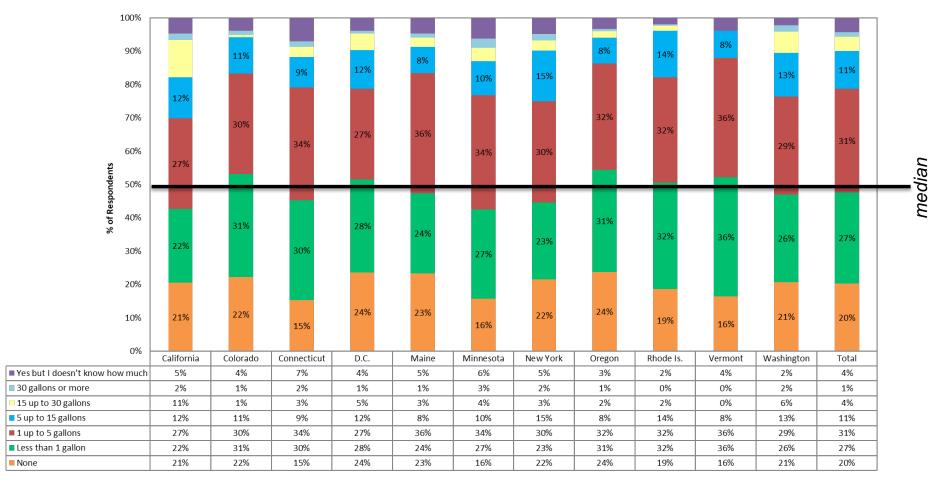
TREND: PAINT STORE ASSISTANCE, AMOUNT OF PAINT NEEDED



Leftover Paint Storage

The median amount of paint stored at home or business was less than a gallon in Colorado, D.C., Oregon, Rhode Island and Vermont; 1-5 gallons, everywhere else.

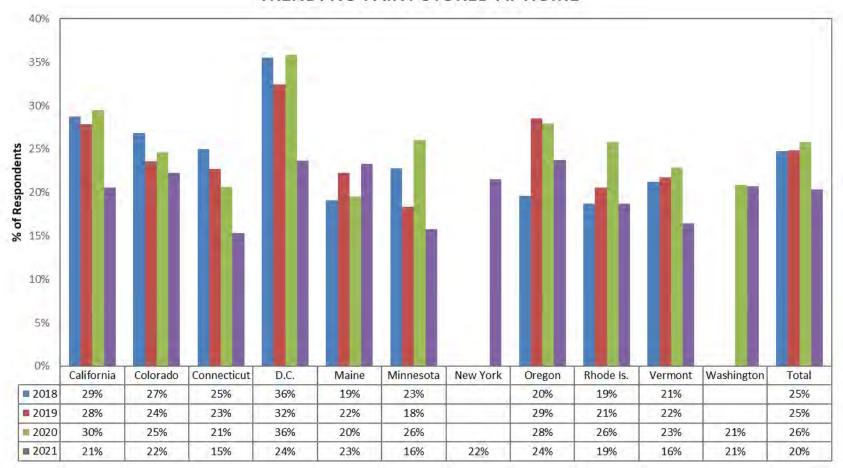
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



TREND: Leftover Paint Storage

- In general, the percentage of consumers who are <u>not</u> storing paint at home (desirable) decreased or stayed steady everywhere except Maine.
- The increase in stored paint might be explained by the recent uptick in paint purchases or other factors.

TREND: NO PAINT STORED AT HOME



Reasons for Paint Storage

As was the case in prior years, the top 2 reasons that consumers store paint is the same in all states/the district: leftovers from their own paint job or from a contractor's paint job.

Ī		home/business?										
	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Tota
did some painting myself and I had some leftover paint when I was done.	66%	72%	69%	57%	73%	74%	62%	66%	75%	76%	64%	68%
I hired someone to paint, and they left it behind.	14%	11%	18%	21%	12%	11%	22%	17%	12%	12%	15%	15%
I found the paint in my home or business when I moved in.	8%	4%	6%	15%	5%	7%	8%	9%	7%	5%	9%	7%
I am a professional painter or contractor, and it is from one or more of my jobs.	5%	4%	2%	4%	2%	1%	4%	2%	0%	2%	7%	3%
I don't remember where the paint came from.	5%	4%	4%	3%	6%	4%	4%	3%	4%	2%	2%	4%
Other*	3%	6%	2%	1%	2%	3%	1%	3%	1%	2%	3%	2%
Sample Size	406	199	215	197	194	214	336	206	209	173	211	2560

"Other" Reasons for Storage

*Other Reas	sons to Store Paint
Bought but haven't used it	kept for touch up (after new construction)
Builder left paint for me	Leftover from remodeling home.
Builder left paint from the building of our new townhouse 3 years ago.	moved in and the people before me left it
Decided not to paint couple walls because we choose another color	Multiple unfinished projects needing the paint, also to have some on have fo touch up.
For later use	My wife inherited her brother's house. It was in there when sold it.
For touch up	Never opened
For touch ups	Not finished painting
also want leftover for more repair projects in the future	Over bought
always want a little left over for touch ups.	Over measured
I buy paint from Homedepot when I can find a color I likeI use it for various projects I have in mind. Maybe for a birdhouse or a piece of furniture i picked up 2nd hand. I mostly like to get them from people who have left overs from painting.	Paint was just used for touch ups around the house
I did some painting myself and I had some leftover paint when I was done. I hired someone to paint, and they left it behind.	Purchased a bunch of paint at an auction 25 years ago.
I had leftover paint. I don't throw the extra of anything away. I'll use it on something.	Purchased for a DIY & had some leftover.
keep extra for touch up keep it around to use on various projects	Save for touchup or for another project, can mix colors if I have to. Saved it for touchupd
keep the leftover paint to do touch upsi do my own painting	Some From old projects, Some given to me and some found when moved in
kept finding & taking all the paint others had discarded	the painter left it for me
I painted the whole interior of my home and the paint that I have leftover I use for touch ups as needed. There are minimal amounts left in each color.	To do touch ups if needed
recently bought the paint and I did not use it yet.	To use for touch ups
still have another room to do	touch up paint
wanted extra	Various colors have some left. Can be used for touch up as needed
wanted extra	Was left in my townhouse from the last time they painted
wanted leftover to do touchups later and it would match	We are painting in our business
n case I need to re paint a scratch part or what have you.	We Bought some paint to that we still have leftover from a project
It's paint I bought to touch up my previous residence	we used as much as suitable for aesthetics and it came out well
Just small paint projects in home	

Past Paint Disposal Methods

- Similar to those surveyed in prior years, most people who kept paint intended to use it someday.
- Disposing at HHW facility/event or the dry-then-trash methods were next most common.
- There were some variances by state. For example, those in California and Vermont both had higher percentages of respondents who poured paint down the drain.

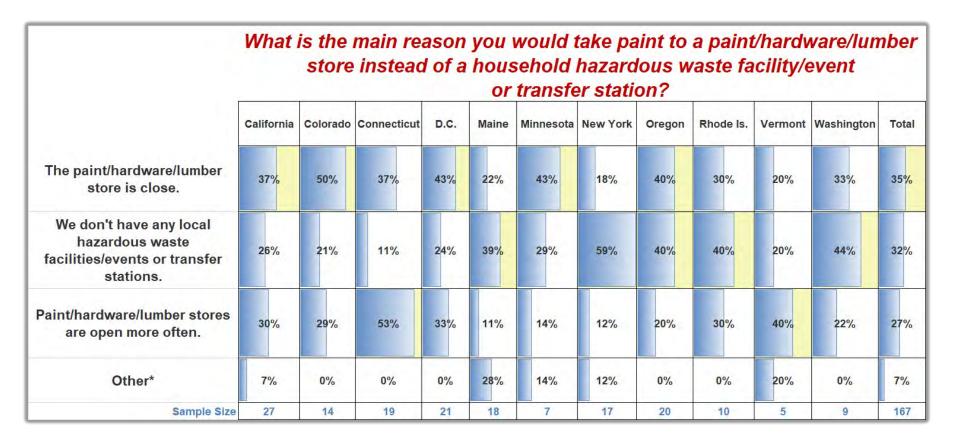
	In	the pa	ast, whic			en you r or un				to disp	oose of	
	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Total
Stored it in the basement, garage, or a closet because I intended to use it someday	23%	33%	37%	33%	30%	35%	27%	26%	35%	33%	27%	30%
Took it to a household hazardous waste facility/event or transfer station	13%	11%	14%	7%	11%	23%	8%	19%	13%	13%	9%	12%
Dried it out and put it in the trash	9%	10%	14%	9%	11%	12%	14%	11%	18%	12%	12%	12%
Not applicable - I have never stored or disposed of leftover or unwanted paint.	13%	13%	9%	14%	14%	9%	13%	13%	9%	8%	12%	12%
Poured paint down the drain	18%	3%	2%	6%	2%	2%	6%	1%	4%	20%	12%	8%
Took it to a paint, hardware, or lumber store	5%	6%	8%	8%	7%	3%	4%	7%	4%	2%	3%	5%
Put cans of liquid paint in the trash	5%	5%	5%	6%	6%	4%	7%	5%	5%	2%	5%	5%
Mixed it with hardener or kitty litter and put it in the trash	5%	5%	5%	5%	6%	4%	8%	2%	4%	3%	8%	5%
Gave it away to family, friends, or a community organization	5%	5%	3%	7%	5%	4%	6%	9%	2%	2%	4%	5%
I don't remember what I did with the leftover or unwanted paint.	2%	4%	3%	3%	5%	3%	5%	4%	4%	2%	3%	4%
Left it behind when I moved	2%	3%	1%	1%	1%	2%	1%	3%	2%	0%	2%	2%
Other*	2%	3%	0%	1%	2%	0%	2%	1%	0%	2%	2%	1%
Sample Size	508	254	252	256	252	252	426	270	257	207	265	3199

"Other" Disposal Methods

*Other Pain	t Disposal Methods						
Took it to RKMiles in town	paint contracter disposed of the paint						
Found a place to use it (on a shed or barn, since I live on a farm)	Brought to Habitat for Humanity						
had a community organization pick it up from my home	I use for small projects I have never have left over						
Used it as a creative project.	Garbage can						
Store it and use it when I have projects that need painted	Took to town dump						
Never needed to purchase paint-much dispose of unwanted paint.	apartment building recycles						
I've never disposed	I put it down the drain						
Paint retailer has a return for disposal program	Keep it stored						
Store it in smaller containers for touch up	Used leftover for other projects or other properties						
I just kept it for future use and touchups	3,5,7,9 Depended on the situation. # 5 usually happens until call is empty						
It's in garage	Unless you can't do basic math, there is no good reason to ever have unused paint.						
Used for crafts	I'm 90 years old, I have had left-over paint from projects many times in my life. I have probably disposed of left overs in many differentd ways.						
My painter took it with him after finished	My husband deals with it						
None	I will use it when needed						
I have never bought paint!	No Reason						
Disposed of it properly in the dump	I have just kept it						
Still have it. Dont know how to dispose of it	Dump						
Never really bought paint	Saved the leftovers and used it to reapply on the walls when need to be						
Took it to the dump	Recycling location						

Past Paint Store Disposal Preference

- Proximity was the number one reason for recycling at retail stores across most states/the district.
- Maine, New York, Rhode Island and Washington were exceptions, where the lack of close-by HHW facilities had more of an impact.
- Many Connecticut and Vermont respondents also said that paint store hours impacted their decision to recycle.
- ❖ Note: results should be interpreted only directionally as sample sizes are low.



Other Rationale for Choosing a Store for Recycling

*Other - Why Store?

hazardous waste dump only once per year

They recycle

There's no public transportation to the hazardous waste transfer Station

The hardware store disposes of it at ahazardous waste facility

The paint store does not charge for old paint disposal.

we pay a recycling fee when we buy the paint so they take it back and dispose of it properly

Paint/hardware/lumber store recycles for us

Paint recycling is in the price of paint purchase. Left over paint is recycled for free because of this prepaid fee

It was recommended by a friend

It can be recycled that way.

the paint store that i take it to collects and sends paint to the waste facility /very convenient

Household Hazardous Waste Facility/Event Preference

- Proximity was the top reason for HHW facility selection across most states/the district.
- ❖ In Minnesota, Rhode Island and Vermont, the need to dispose other chemicals was most important.
- In Maine, Rhode Island and Vermont, the lack of paint store participation was a big obstacle.
- Note: results should be interpreted only directionally as sample sizes are low.

	What is the main reason you would take paint to a household hazardous we facility/event or transfer station instead of a paint/hardware/lumber store											
	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Total
The household hazardous waste facility or transfer station is closer.	43%	48%	34%	29%	30%	33%	49%	38%	26%	26%	40%	37%
I have other chemicals to dispose of that paint/hardware/lumber stores don't accept and want to get rid of it all at the same time.	21%	26%	31%	24%	15%	33%	29%	22%	32%	33%	24%	26%
We don't have a paint/hardware/lumber store that takes back paint in our area.	19%	19%	26%	18%	41%	21%	11%	16%	32%	30%	24%	22%
Other*	14%	7%	9%	18%	15%	11%	6%	18%	3%	11%	12%	11%
I have more paint than the paint/hardware/lumber stores would take.	3%	0%	0%	12%	0%	2%	6%	6%	6%	0%	0%	3%
Sample Size	63	27	35	17	27	57	35	50	34	27	25	397

Other Rationale for Choosing a HHW Facility/Event for Recycling

Othe	er - Why HHWF?
wasn't aware they took it back	more environmentally friendly
I thought that was the way to dispose of it properly	Hazard control
No hardware stores advertised this service	I'm not sure. Thought it was the correct procedure
I had no idea paint/hardware/lumber stores take used paint	I didn't know you could take paint back to a store
My hazardous waste facility makes paint available to people who want to use it, if effect, recycles it	So I dont have to pollute the waters by dumping it down the drain.
No other place to take it at that time	because i could
They were having a special "don't know what to do with" day when they collected everyone's junk	it didn't occur to me
I didn't know I could take it to a hardware or lumber store.	I didn't know the paint store would use it
have always disposed of paint in this manner	It was the procedure in the prior state in which I lived. I mean I would take it to a paint store
had recycling and garbage to take too	For recycle
I like the way it smells	Don't know
I didn't know that lowes would take the paint back.	I didn't know you could take it back to the store
It wasn't allowed in the trash and I was unaware it could be taken to a hardware store.	I am unaware of any place else to dispose of it safely
To recycle	I don't know if a local store accepts paint for disposal.
I didn't know I could take it to a pain store	I didn't know they take back unused paint
Not aware they take it	No reason
don't know	For environmental safety reasons and adherence to hazardous waste laws.
It's convenient	They mix and donate to the needy.
Healthy environment	Its the proper way to dispose of paint.
I know that waste facility recycles paint	It was a very long time ago
That's how my work is set up	Didn't know that was an option.
It's more convenient	I think it is the best way to recycle
I don't know what to do with it.	

Future Paint Disposal Intentions

- Disposing at a HHW facility/event was the top future disposal intentions in all states/the district.
- The dry-it-out/throw-it-away intention was also a top intention in most states.
- Giving it away was also prevalent, as was taking it to a paint/hardware store.
- Only in California and Vermont was pouring paint down the drain a common intention.

	most likely do with it?												
	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Total	
Take it to a household hazardous waste facility/event or transfer station	23%	26%	31%	17%	23%	35%	17%	32%	22%	37%	27%	25%	
Dry it out and put it in the trash	9%	15%	14%	15%	19%	17%	18%	11%	22%	10%	14%	14%	
I don't know	11%	13%	13%	15%	16%	10%	16%	15%	13%	7%	11%	13%	
Give it away to a family member, friend, or community organization	12%	14%	11%	15%	9%	12%	12%	18%	15%	9%	9%	12%	
Take it to a paint/hardware/lumber store	13%	14%	14%	13%	13%	12%	9%	12%	11%	11%	9%	12%	
Pour paint down the drain	17%	4%	4%	7%	2%	4%	8%	2%	2%	18%	11%	8%	
Put cans of liquid paint in the trash	7%	6%	7%	7%	6%	5%	11%	4%	7%	4%	8%	7%	
Mix it with hardener or kitty litter and put it in the trash	8%	9%	4%	9%	9%	3%	9%	3%	5%	4%	11%	7%	
Other*	1%	1%	2%	2%	2%	2%	2%	3%	2%	1%	2%	2%	
Sample Size	507	254	251	255	252	252	425	270	254	205	265	3190	

"Other" Future Disposal Intentions

*Other Future	Disposal Methods
I would still give it away but if I have no one to give to, I will research on what is	
the safe way to dispose it. I am not sure whether I have a household hazardous waste facility near my residence, I would have to find out.	Check with local authorities.
Take it to a hadzerous waste facility. Or give it a way to a community program.	Google how to properly dispose of it and follow that method
call the previous community organization	Lol
Paint a mural.	Just put it in a safe Place where it can be Reused.
I would use it on something	Recycle it
Look up online how to dispose of it properly	Hazardous materials drop off
use it all eventually	Donate it to Restore
Keep for future use	Whatever I buy would be used on what I bought it for.
Throw it away, in a nearby dumpster.	check recycling recommendations whether to dry out or take to hazardous waste collection
I never get rid of paint. I'm an artist and there is always another use.	Ask my husband
Find out if it can be recycled.	Town Transfer station
would google how to properly dispose of unused paint	Use the leftover to paint another layer of paint
recycle	Bring it to the transfer station
Our local dump has paint disposal	County recycling center
Combined it with other paint for other projects	Wait for my county's household hazardous waste collection date
Google it to figure out how to gift it. or ask my local buy nothing group if they want it.	Take it to a re-use store for building materials
Call sanation to ask how to dispose of	I wouldnt
I believe in Oregon we can recycle our used paint cans up to 5-gallon containers with the respectful metals or plastics. We are allowed 1 inch of dried paint in recycled containers.	I would research the most environmentally proficient way to dispose of old paint. How about you?
Keep it	I am an artist and will use the left over acrylic paint for my commissioned art work.
Use it	There is a certain day when the trash pick up collects paint and other left over chemicals
Take it to the Habitat for Humanity ReStore so they can sell or recycle it.	Offer it for free to someone needing paint for a small project
Find out how to properly get rid of it and do so	Try to find a recycle place, or dispose of properly for better environment.
Post it on the FB buy nothing website and see if someone else could use it before trying to get rid of it	We have at a place at our dump were we can bring unwanted paint. They deposed it green friendly.
I currently have dozens of one- or two-ounce bottles of "craft paint", but living in a 6th floor apartment, have no need for gallon-sized quantities of paint, and it has been 30 or 40 years since we had need for "house paints"	

TREND: Future Paint Disposal Intentions

- There are several disposal intentions that have shifted between 2020 and 2021 (statistically significant changes in red below).
- Most notably, fewer respondents said they intended to take paint to a HHW facility/event and more said they'd pour liquid paint down the drain. California was responsible for most of this shift, followed by Vermont.

If you wanted to get rid of unwanted paint in the near future, what would you most likely do with it? % Change from 2020 to 2021

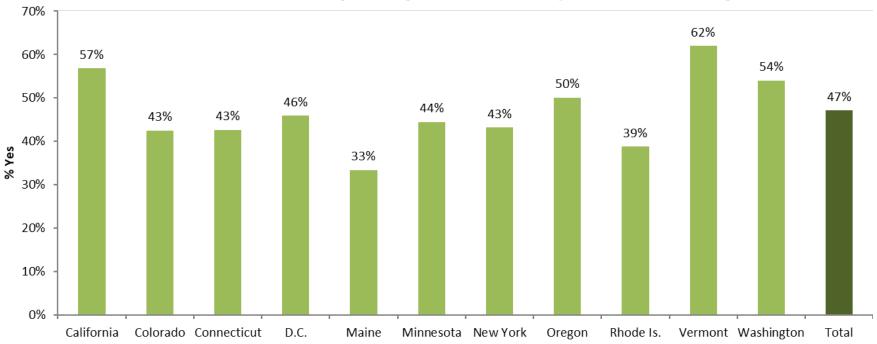
Change from 2020 to 2021	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Total
Dry it out and put it in the trash	-1%	-4%	-6%	2%	3%	1%	n/a	1%	7%	-3%	-4%	0%
Give it away to a family member, friend, or community organization	3%	1%	-1%	0%	-4%	4%	n/a	3%	7%	-6%	-6%	0%
I don't know	-7%	2%	1%	-7%	5%	0%	n/a	4%	-1%	-6%	-6%	-1%
Mix it with hardener or kitty litter and put it in the trash	4%	2%	2%	3%	1%	-1%	n/a	-3%	-1%	0%	5%	2%
Other*	-1%	0%	-1%	0%	0%	0%	n/a	-1%	0%	0%	-1%	-1%
Pour paint down the drain	13%	-3%	2%	-2%	2%	3%	n/a	-1%	1%	16%	9%	5%
Put cans of liquid paint in the trash	2%	-1%	0%	2%	2%	0%	n/a	-1%	2%	-2%	6%	2%
Take it to a household hazardous waste facility/event or transfer station	-12%	4%	3%	2%	-7%	-10%	n/a	1%	-9%	1%	-2%	-5%
Take it to a paint/hardware/lumber store	-1%	1%	1%	1%	-2%	2%	n/a	-3%	-6%	0%	-2%	-1%

PAINT RECYCLING AWARENESS/ENGAGEMENT

Awareness of Paint Recycling

- At least half of respondents in California, Oregon, Vermont and Washington knew that paint can be recycled.
- Maine and Rhode Island had the lowest awareness rates.

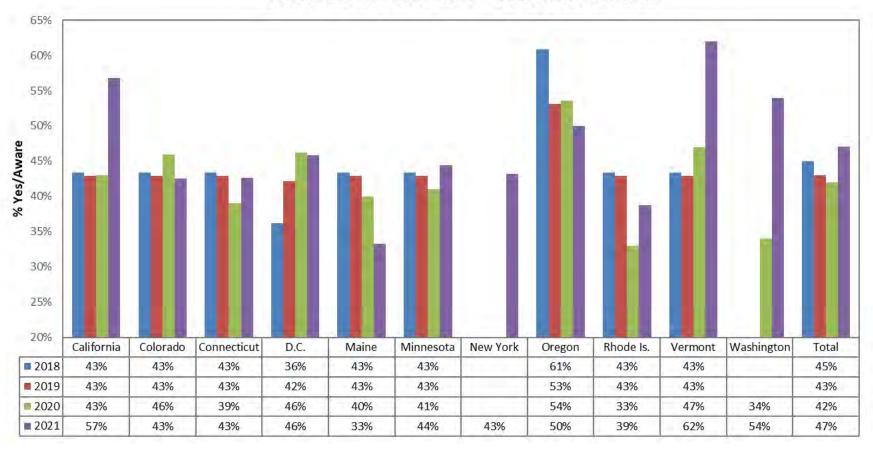
Prior to this survey, did you know that paint can be recycled?



TREND: Paint Recycling Awareness

California, Vermont and Washington saw the greatest improvements in 2021.

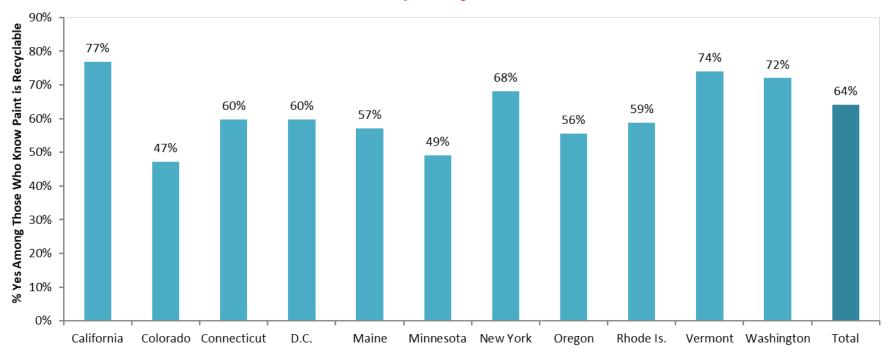
TREND: KNOWLEDGE OF PAINT RECYCLING



Awareness of Fee Among Those Who Knew About Recycling

- Those who were aware that paint can be recycled were not necessarily aware of the nuances of how it works. More than a third of them didn't know that there was a recycling fee added to paint purchases.
- The highest fee awareness levels were in California, Vermont and Washington; the lowest, in Colorado and Minnesota.

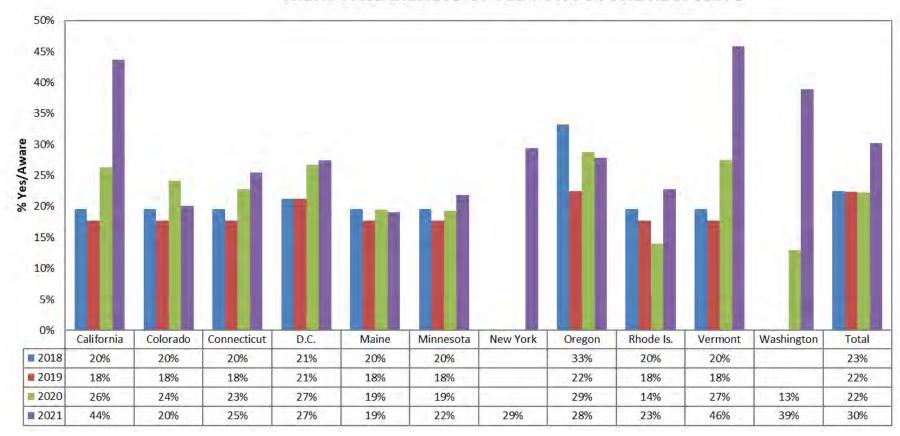
Are you aware that when you buy paint in (STATE/DISTRICT), there is a small fee added to the price to pay for a program to recycle any leftover paint you have?



TREND: Fee Awareness Among All Respondents

- The most improved locations for recycling fee awareness are California, Vermont and Washington.
- This may be interrelated to big upticks in purchasing activity in those states and/or higher percentages of professional painters in the sample.
- Note that trends are shown as a percentage of all survey participants, not only those who are familiar with paint recycling.

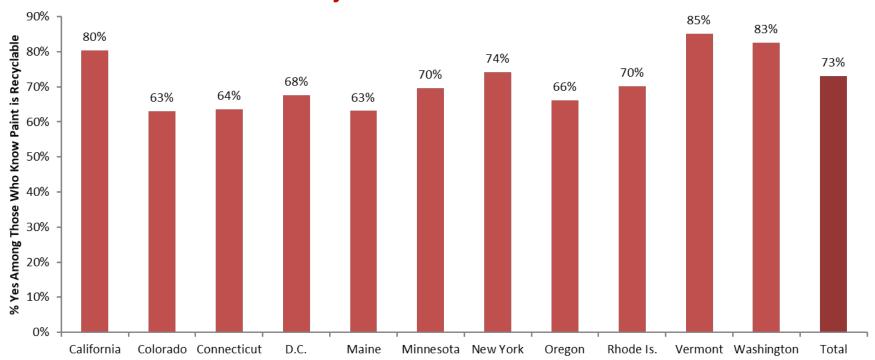
TREND: AWARENESS OF FEE FOR FUTURE RECYCLING



Awareness of Places for Recycling

- 73% of the respondents who knew that paint is recyclable knew where to go.
- Location knowledge is highest in California, Vermont and Washington.
- Most others were statistically similar.

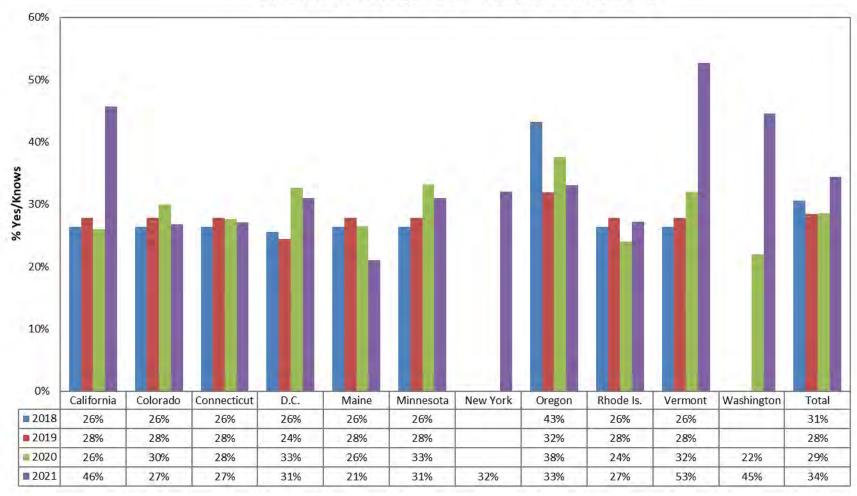
If you wanted to take paint somewhere to be recycled, do you know where to take it?



TREND: Knowledge of Where to Recycle Among All Respondents

- The most improved locations for recycling fee awareness are California, Vermont and Washington.
- Note that trends are shown as a percentage of all survey participants.

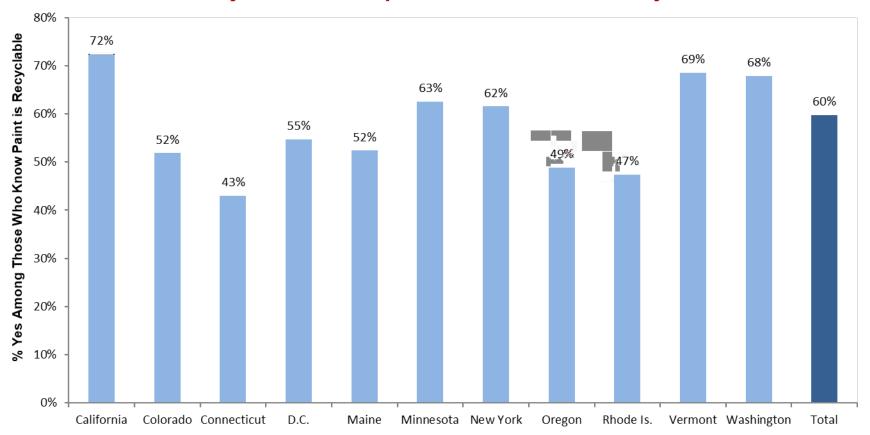
TREND: KNOWLEDGE OF WHERE TO RECYCLE



Past Recycling Behaviors Among Those That Knew About Recycling

- 60% of those who said they were aware that paint can be recycled said they had done so in the past.
- California, Vermont and Washington had the greatest recycling rates; Connecticut, the lowest.

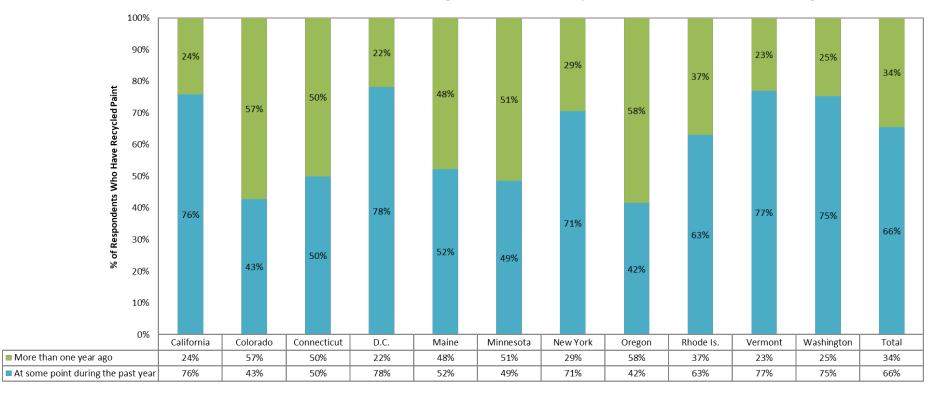
Have you ever taken paint somewhere to be recycled?



Recency of Paint Recycling

- Two thirds of those who said they had recycled paint in the past said they had done so in the last year; however, results varied by state/the district.
- California, D.C, New York, Vermont and Washington respondents were proportionately more active recycling paint in the last year; those in Oregon and Colorado, the least active.

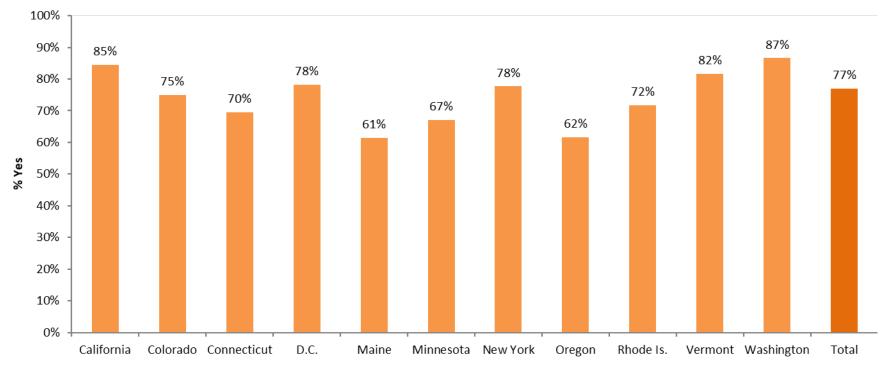
When was the most recent time you have taken paint somewhere to be recycled?



Consistency of Paint Purchasing and Recycling

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

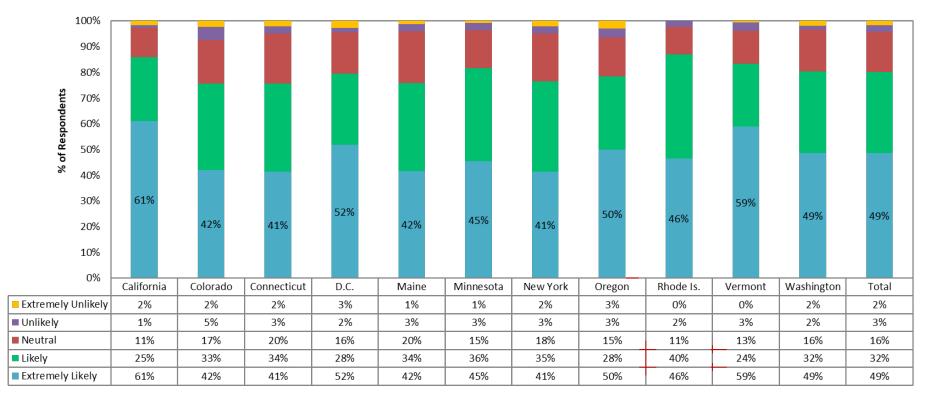
Was the person who physically took the paint to be recycled the same person who bought the paint?



Opportunity for Future Paint Recycling

- 81% of all respondents said they were "extremely likely" or "likely" to recycle the next time they had paint to dispose, similar to last year's results.
- The states with the highest percentage of "extremely likely" respondents were California and Vermont.

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



Open-Ended Commentary: Recycling Motivators

Consistent with prior year findings, the most common motivations to recycle paint are to help/save the environment, reduce waste/clutter, and "do the right thing."

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

make anything great Idk reduce waste demon game take paint future Yes bad personal motivation part Way believe recycling S make sure someone use people dispose well go waste help planet World doesn t recycle paint Better planet Environmental landfill Save harm environment things save money save environment also earth recycling leftover need environmentally friendly know Nothing want possible waste house paint go good throw away better environment take care environment Less waste recycle safety use t know help environment animals right thing always keep motivation recycling help now protect environment dispose paint don trecycle anything rid cause Will prevent Safe try recycle leftover paint care environment clean's better planet love ok put save planet hurt environment None store reuse feel left idea keep environment t want environment wasteful easy one know recycle toxic try best way

Sample Comments: Environmental Reasons

Any chance of recycling materials I will take, the world has very limited recourses and we need to be mindful of how we use them.

environmental conservation and the natural resources not being so fully polluted and there not being any left for future generations leading to extinction of mankind

I am a strong believer of recycling, to help our planet. So by all means if possible I will switch any method I was using prior if recycling becomes an option.

I had no idea that it could be recycled but I do see it as a huge waste of materials now as well as may be bad for the earth.

I try to recycle anything to the extent that I can. If paint can be recycled I'd be happy to do so to not just dump it back into the environment.

It would be a way to dispose of the paint without causing any harm to the environment. I'd rather know it was being recycled and being put to better use than it just being dumped and causing damage to the environment.

it's bad for the environment to just throw it randomly in the garbage, and number 2. It will take up too much of my garbage space.

My motivation would be to ensure that the paint is being properly disposed, so it does not cause an environmental hazard.

My personal motivation would be so that it won't harm the environment or animals, or contaminated drinking water for people and animals.

preserve the future of our ecosystem and lessen my footprint on the environment

Environmental reasons are my main motivation in recycling properly

Environmental...I would like to dispose of paint in the safest way possible.

for someone else to benefit using it or taken care of as to not hurt the environment

I have more knowledge about not recycling and how important it is to the environment and the planet.

I think about recycling to help the planet is totally fundamentals before climate

It can be really really toxic for the environment no matter how you throw it out there are less hazardous methods but none of them are good like messing with soil or water supply

I've always been concerned about the way I dispose of paint. I didn't know if my way of doing it was harming the environment. I don't want to leave this earth having made it a worse place to live for my grandchildren.

Protect the environment and save money.

The world is already disgusting and doesn't need my help making it worse

To help protect the environment, because I imagine that if you just "dumped the paint down the drain", it would not only clog the drain, but would be hazardous to the environment.

To help the Earth so climate change does not take over the world and melt all of the icebergs

To help this world heal instead of adding to the problem. I might still be alive for another 20-30 years, I can't afford for this planet to get any more worse than it currently is.

To prevent any hazardous chemicals from getting into the environment

Sample Comments - Reduce Clutter / Get Rid of It

clean out the garage

Get rid of something I don't need in a conscious way

it is the best and safest way to get rid of leftover paint

To dispose of unwanted paint and to clear up space in my garage.

To get rid of old paint and make more room. No clutter

Get it out of my house

It's a better way to get rid of extra paint all around. I'm glad that there is such thing. I honestly didn't know it existed. But it seems eco friendly.

Getting rid of in a good way

so there is more room in my basement

don't want it hanging around in my garage

To decrease clutter and not have it sitting in my house forever

Because in the past I would put the lid on it and stored it in the basement but I never use the paint again my reason is simple so it does not get dump in our waters or in the ground

Getting it out of the house in a responsible manner

I think it would be toxic to dump anywhere and it would be nice to see it recycled or out to better use than sitting in a garage or in the house It would be the best and most responsible way to dispose of it.

To keep my storage closets clean

get it out of the house

Don't want to store the leftover paint.

To get all the paint cans out of my basement

To get it out of my house as I will pobably not ever use again and someone might be able to use

Get rid of it

Get it out of the garage to make room for other "stuff"

So it don't add up and cause clutter

To ensure it doesn't go to waste and hurt the environment plus not keep it in my garage

To get it out of the house and made useful

Get rid of paint right away

I'M TIED OF SEEING IT IN MY BASEMENT.

just getting rid of it all the chemicals

My personal motivation would be not to have the extra paint cans cluttering the basement.

Sample Comments - Reduce Waste

Better than putting in a landfill.

Knowing that it is not wasteful and better for the environment to recycle.

Not having anything go to waste, rather recycle and find different use for it

Prevention of waste

So it doesn't end up in the landfill

I don't want paint to be disposed of in a landfill.

I feel like it would be a waste to just throw the paint away or dispose of it.

I would recycle paint simply because I do not want to waste anything that I use if someone else could use it.

keep it out of landfills

Cause I don't need it to go to waste

Don't want to keep overloading the landfills. Recycling is a much better process than just throwing stuff away.

to reduce costs and not waste

I hate to see how us humans are ruining the environment and do everything possible to reduce unnecessary waste

So it doesn't end up in our landfills

There are profession was a forester so I've alway seen my life as having a strong environmental ethic. I hate the thought of waste and if the material

in unused paint can be repurposed, it's a positive. I also had to deal with illegal dumping while I was working and it angered me greatly.

anything to stop it from going to a landfill

Hate to be wasteful. Would always try to recycle if possible

I care deeply about environmental issues. Anything I can do to keep toxics out of landfills I will do.

I hate putting anything in a landfill that doesn't need to be there

To reduce waste

To help eliminate waste

to help the environment and also not let good paint go to waste

I don't like to have waste! If I am unable to use the leftover paint in any other way for my own purposes, it makes the most sense to me to recycle it.

it's wasteful not to and destroys the environment

There is too much waste on this planet and we need to reduce reuse and recycle as much as possible.

To reduce waste. If it can be recycled, I will definitely do this.

To reduce waste and help fight climate change.

don't want anything to go to waste

I don't want it to go in a landfill

Sample Comments - Right Thing to Do

Civic duty

It is the right thing to do. I try to recycle as much as I can.

It would make me feel like I'm doing the right thing.

because it's the right thing to do.

It's just the right thing to do.

its the right thing to do for the environment

I try to recycle whenever possible. It's the right thing to do, even if it's slightly inconvenient.

It is the right thing to do - maybe someone else can use it.

It seems lie the right thing to do

right thing to do

There is a facility located 10-15 miles away so it is easy and convenient. Most importantly, it is the right thing to do and best for the environment.

Because it's the right thing to do for the environment

I had no idea you couldn't sounds like the right thing to do

It is the right thing to do

The right thing to do for the environment and climate control.

To do my part for the enviornment! Plus it is the right thing to do.

Disposal correctly is the right thing to do.

Knowing that I was doing the right thing with this.

I try to recycle as much as possible and just learned in the last two weeks that our local transferstation takes the paint for free. Even though the staff there doesn't care at all about recycling and they let you know......very narrow minded people that make me angry every time I drop stuff off and try to do the right thing

Because it's the right thing to do

I want to do the right thing

It is the right thing to do.

It's the right thing to do if you have leftover paint that needs to be thrown out.

I would feel guilty if I didn't.

it is the appropriate and responsible thing to do and can be done with minimal inconvenience.

responsible thing to do

To be more responsible.

It seems like the responsible thing to do.

Sample Comments: Other Reasons

Because I have no idea what to do with unused paint and now that I've learned I can recycle, well, that's what I'd do. I have no other idea of what to do with paint, so than you for the tip.

Because.someone else might want to use it!

For money

I like to see things reused versus thrown away

My personal motivation for recycling my leftover paint in the future would be the knowledge. The knowledge that I know that you can recycle paint now

No more poison laying around.

Convience

hopefully to keep the cost down

I would rather recycle anything we use that dispose of it somewhere. I will be checking where to recycle it next time we purchase paint.

If someone can use it that would be great!

discounts offered by paint stores

I get scared of putting toxic things down the drain or in the garbage so I try to be safe!

Maybe someone else can use it.

Safety

To save money

Hopefully someone will will find it useful

cost efficiency and save money

Esay access to recycling services.

Save money

2 bucks back for recycling

Help create a supply of recycled paint to be sold (to me) at a price much lower that normal retail

I want to recycle anything I can

Just knowing that I can recycle paint motivates me. I try to do my best to recycle things

So kids and animals can't get into it

I liked this survey. Thanks!

Cost savings

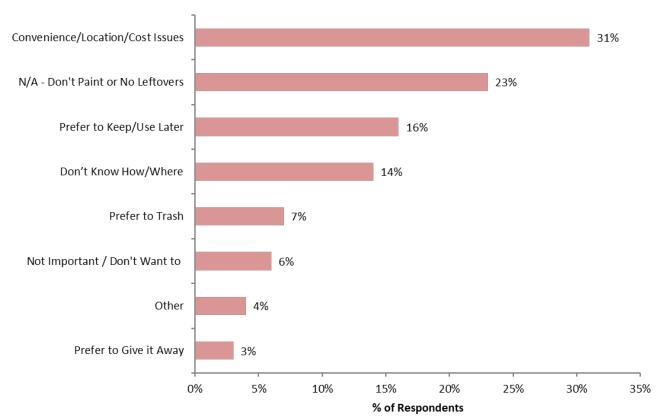
BecauE it leaves less of a carbon footprint than anything else I do with it.

Because it can be recycled and reused properly.

Open-Ended Commentary: Recycling Obstacles

- The most prevalent obstacle cited by those not likely to recycle in the future was perceived cost, either in terms of money, time or inconvenience.
- Almost a quarter said they wouldn't recycle paint because they didn't paint and/or wouldn't have any to dispose in the future.
- 16% said they were intent on keeping it to use later.
- 14% said they didn't know how (opportunity for PaintCare).

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



N=100

Recycling Obstacles (continued)

Sample Comments - Won't Paint or Have Leftovers In Future Because I don't buy paint, and when I'm done with it I give it away. Because I never have leftover paint Because I will not paint in the future because i wouldn't really need paint because i'm not it i'm going to buy paint do not have a reason to get paint Don't do painting Don't paint so noeftovers I am never going to paint I am not. I live in an apartment where maintenance comes to paint. I don't buy paint I don't own a house I don't paint I don't plan on ever painting again due to my age i dont use paint recycle I probably won't be painting I will depend on my apartment maintenance people to use paint in future. I'm not pain more that has to be disposed of. no historic over purchase for project use it all We do not paint... so no paint

Sample Comments - Convenience Issues

Because I have to drive far from home to get there

Because when I have called the companies that claim to recycle the paint I get told it will cost me \$10 per gallon! I'll dump it on the ground before I will pay to recycle it

Easier to dispose of at a transfer station

easier to dispose of my way

Easier to throw out

remaining

I do not live in an area where it is easy to get to a place that would do this type of thing.

I don't drive no way to get there

I don't even know how. It would probably be inconvenient.

I live in the country and have to travel to a recycling place.

It is easy to put it in the garbage

it's easier to just throw it in a dumpster.

No place in my area

No place to take it.

not available in my area

Not available in this area

not convenient

not convenient, would have to drive a half hour to drop it off at the recycle center

Sounds like too much of a burden compared to just throwing it away the closest place to take unused paint charges a disposal fee on top of the \$3.00 fee added to each gal of paint

The cost to drive to a recycling center outweighs the benefits.

there is no recycle here

To much of a hassle

Too costly after the price paid to paint.

Too hard to find out where to take it.

Too inconvenient

Too lazy to bring it

too much hassle

Too much of a hassle

Too much work researching how to do it then doing it

Why, It cost too damn much as it is!

Recycling Obstacles (continued)

Sample Comments - Don't Know Where/How

Don't know where to go.

don't know anything about it

dont know how to do it

don't know where I can recycle it

don't know where to take it.

I don't know

I don't know of any stores that do this.

I dont know where to recycle it at

I don't know.

I would rather take it to someone that knows what to do withbit

Not sure where to recycle it.

There's nowhere that I know of to recycle it

Where

Sample Comments - Prefer to Keep/Use Later

store it for when I need it

because I'd keep it for myself

Don't usually have much. Keep what I have

Don't want to waist it

I always use it

i always use it all eventually

I can probably use it later for touch up

it for touchups.

I tend to keep extra paint in case of needed touch ups.

I use my leftover paint.

I would always find a use for old paint as a primer

I would just use it for something else and not waste it

If I only have a little left I save it to have to touch up of the wall

my commissioned projects and have always finished the paint.

on the walls that needs a bit of "Fixing."

Save for future painting

Sample Comments - All Other Obstacles

Trash

Because I would give it to a friend who is always painting something.

Because it's going in the regular trash bin

Because it's not important to me

Cuz it's not fresh

don't want to

I can't be bothered

if i have any left

I will just donate it or give it away.

Just not the option I will most likely choose TBH

no intrest

taught to "dry and dispose".

Very good to hear from you and thanks

will never have

You want it? Come and get it

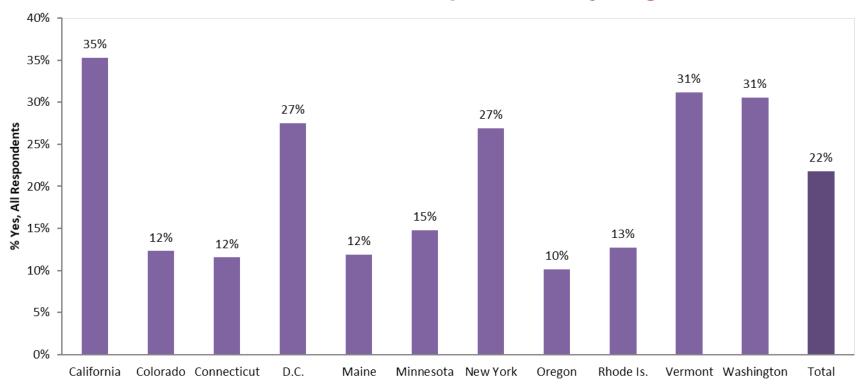
quantity to little

ADVERTISING/MARKETING CONSIDERATIONS

PaintCare Awareness

- Overall, 22% of respondents said they had heard of PaintCare before. Again, results differed by state/the district.
- California, D.C., New York, Vermont and Washington residents were most aware of PaintCare.
- All other states had 10%-15% awareness, similar to the average last period.

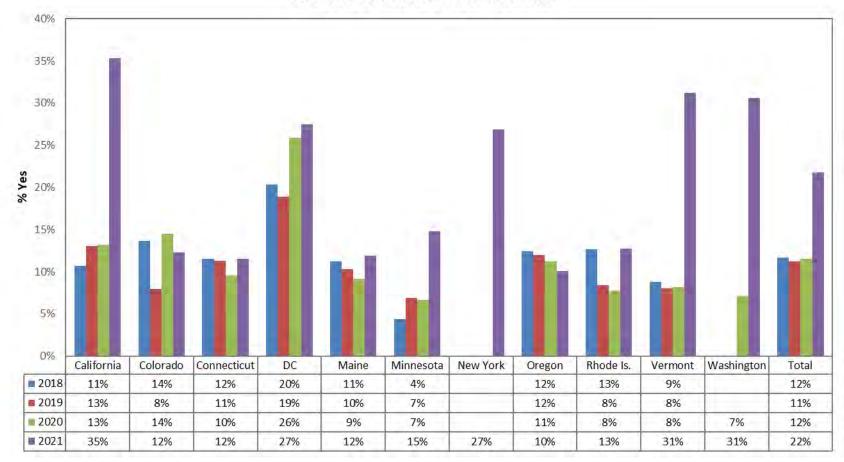
Have you ever heard of PaintCare, the program that sets up sites that take paint for recycling?



TREND: PaintCare Awareness

- Overall, awareness levels jumped dramatically 2021, largely attributable to California, Vermont, and Washington, as well as the addition of New York.
- Minnesota and Rhode Island both showed notable improvements as well.
- All other states experienced insignificant gains/losses from last period.

TREND: HEARD OF PAINTCARE

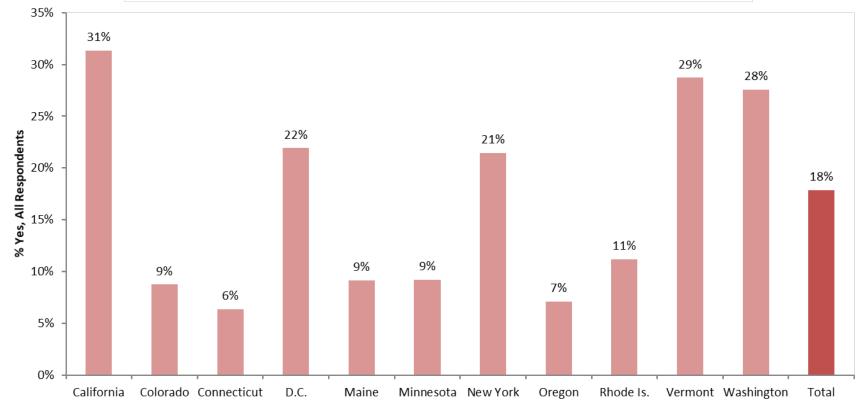


Ad Recall

- 18% of all respondents recalled seeing/hearing a PaintCare ad, or one about paint recycling, in the last several months. However, results by state/the district varied widely.
- As with overall awareness, California, D.C., New York, Vermont and Washington showed the highest recall rates.

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

(as a percentage of all surveys)



Ad Recall Types

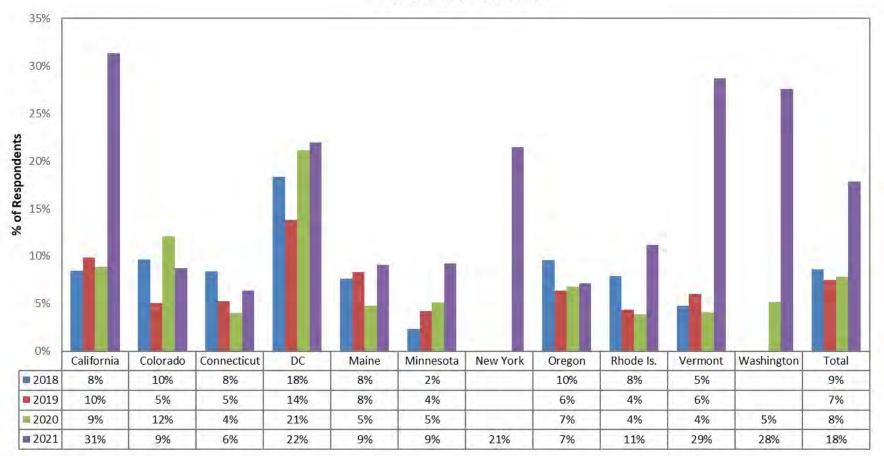
- TV was most frequently cited by respondents who remembered ads (typical response even when TV ads not running).
- Other common ad types varied by state, between newspaper, radio, online, billboard and mail.
- Note: sample sizes are small by state/the district; as such, results should be considered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

	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Tota
TV	82%	50%	56%	73%	70%	35%	66%	47%	64%	91%	79%	73%
Newspaper	49%	45%	31%	38%	26%	65%	48%	26%	54%	11%	64%	45%
Radio	46%	50%	50%	49%	39%	35%	37%	32%	36%	30%	60%	43%
Online Advertisement	41%	27%	38%	44%	43%	52%	47%	53%	39%	30%	53%	43%
Billboard	39%	41%	38%	44%	17%	39%	24%	21%	25%	7%	47%	33%
Mailer sent to my home/business	20%	14%	19%	5%	9%	9%	8%	26%	11%	4%	37%	16%
Unsure	1%	0%	25%	2%	0%	4%	0%	5%	0%	0%	10%	3%
Sample Size	158	22	16	55	23	23	90	19	28	57	73	564

TREND: Adjusted Ad Recall for Entire Population

❖ Ad recall jumped the most in California, Rhode Island, Vermont and Washington.



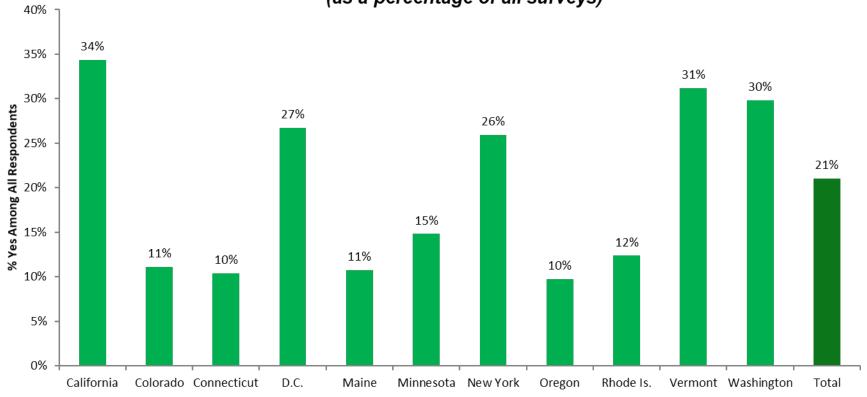


Adjusted Marketing Recall for Entire Population

- About a fifth of respondents remembered some other type of marketing communication (non-ad).
- Marketing initiative recall was highest in the same states/districts: California, D.C., New York, Vermont and Washington.

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

(as a percentage of all surveys)



Recall of Other Marketing Measures

- Among those who had heard of PaintCare, word-of-mouth communications was the most common source of information in most states, as were brochures/cards/signs at stores.
- Other (non-ad) communication types varied by state.
- Note that Washington enjoyed strong results in almost every category.
- Note: sample sizes are small by state/the district; as such, results should be considered directionally.

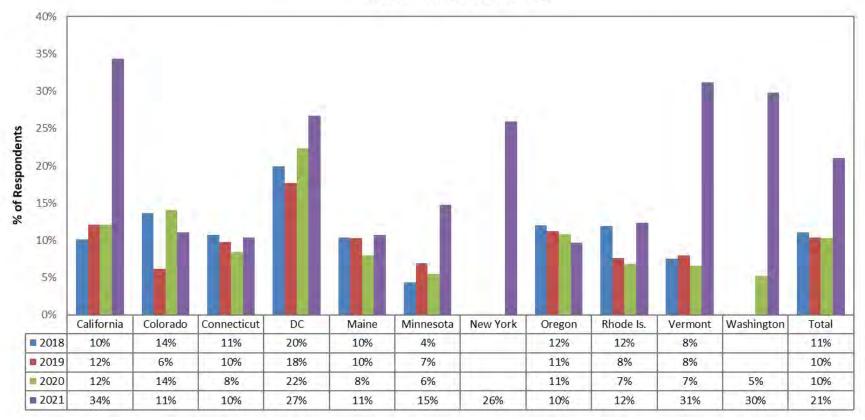
Do you recall hearing about paint recycling and/or PaintCare in any of the following other ways? Choose all that apply.

1	California	Colorado	Connecticut	D.C.	Maine	Minnesota	New York	Oregon	Rhode Is.	Vermont	Washington	Total
From a friend/relative/colleague	72%	42%	38%	58%	57%	46%	41%	26%	50%	61%	65%	56%
Brochure/card at a paint/hardware/lumber store	33%	42%	31%	29%	17%	41%	37%	37%	31%	18%	58%	35%
Sign/poster/display at a paint/hardware/lumber store	35%	29%	10%	26%	33%	51%	43%	26%	34%	6%	58%	35%
From my local hazardous waste center or transfer station	22%	26%	31%	41%	23%	27%	30%	33%	31%	27%	41%	30%
Facebook/social media	21%	13%	24%	30%	23%	30%	25%	22%	16%	3%	42%	24%
At one of PaintCare's one-day paint collection events	19%	29%	17%	25%	27%	16%	28%	19%	13%	8%	40%	23%
Mailed information	15%	6%	21%	26%	13%	19%	13%	7%	16%	2%	36%	17%
From my own online research (e.g. searched "how to get rid of paint")	11%	16%	21%	19%	10%	5%	10%	22%	6%	23%	31%	16%
None	3%	10%	10%	3%	10%	0%	4%	4%	3%	0%	2%	3%
Other*	1%	0%	0%	0%	0%	3%	1%	0%	0%	0%	0%	0%
Sample Size	178	31	29	69	30	37	113	27	32	62	81	689

TREND: Marketing Recall

- Marketing initiative recall has improved the most in California, Minnesota, Rhode Island and Washington.
- All other states saw modest gains or losses from last year.

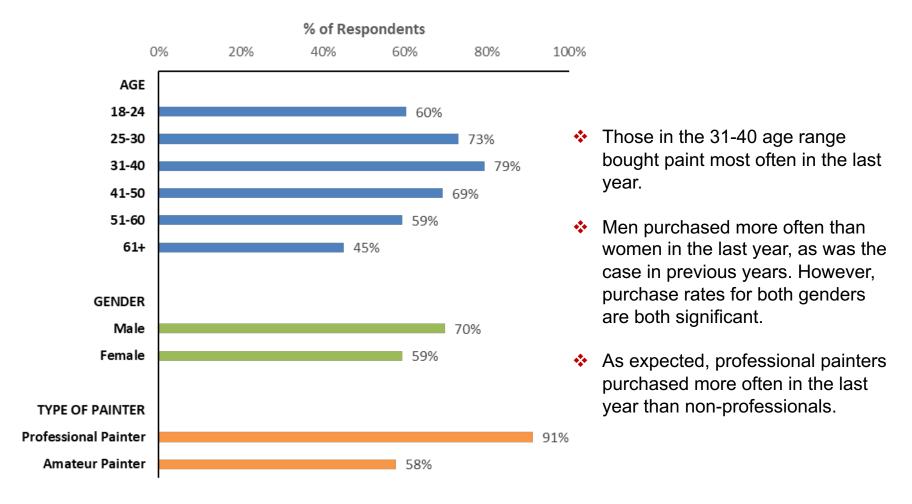
TREND: HEARD OF PAINTCARE FROM OTHER SOURCES (NOT ADVERTISING)*





Consumer Behavior Cross Tabulations – Paint Purchases

CROSS-TAB: Purchased Paint in Last Year

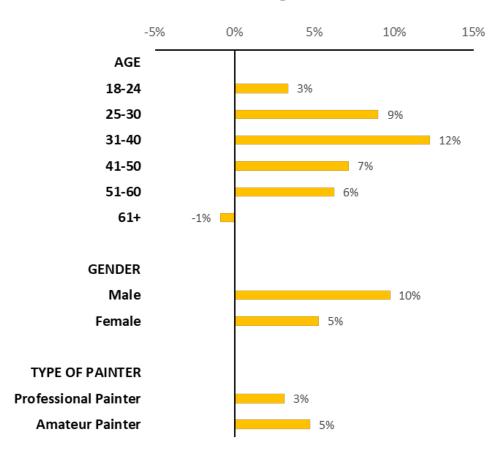


Demographic characteristics of professional painters include: 69% men / 28% women, median age 31-40, median income \$100-149K, 66% White / 17% Black / 9% Latino or Hispanic / 4% Asian.

Consumer Behavior Cross Tabulations – Paint Purchase Trend

TREND: Purchased Paint in the Last Year

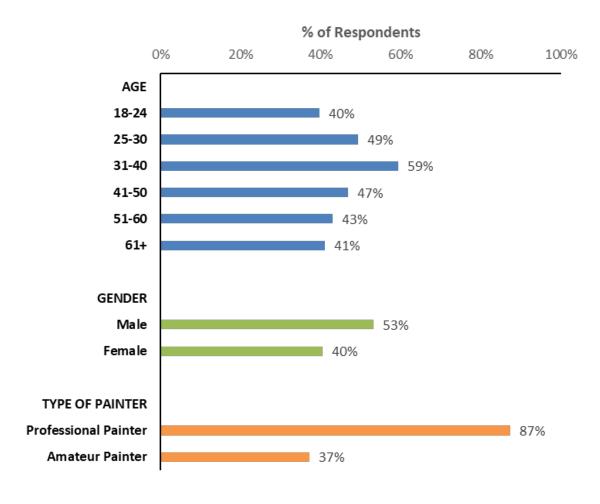




- By examining the results for respondents within different categories, we can isolate the impact of respondent mix.
- Paint purchase increases existed in almost every age category (with the exception of 61+).
- The greatest uptick in purchases in 2021 existed in the 31-40 age range.
- The greatest increase in purchases existed among men.
- Activity increased among both types of painters, but the greatest uptick was among amateur painters.

Awareness/Engagement Cross Tabulations – Recycling Knowledge

CROSS-TAB: Knew Paint Can Be Recycled



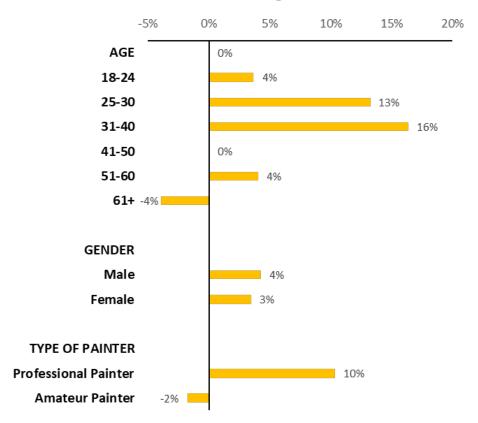
- Recycling knowledge seems to peak with those in the 31-40 range.
- Men are significantly more likely to know that paint can be recycled than women, as was the case in prior years.
- Professional painters are more than twice as likely to know that paint can be recycled.

Demographic characteristics of professional painters include: 69% men / 28% women, median age 31-40, median income \$100-149K, 66% White / 17% Black / 9% Latino or Hispanic / 4% Asian.

Awareness Cross Tabulations – Recycling Knowledge Trend

TREND: Knowledge of Paint Recycling

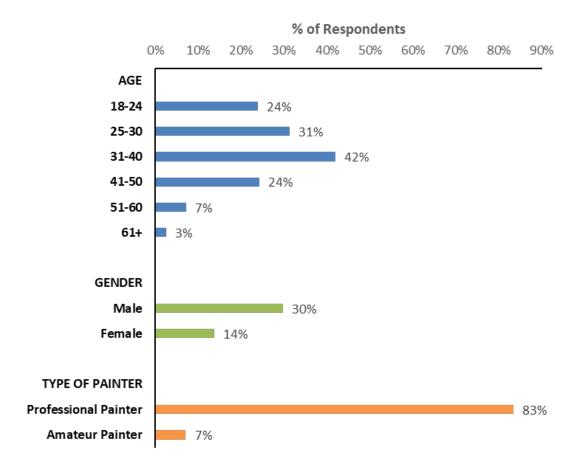
% Yes - Change from 2020 to 2021



- By examining the results for respondents within different categories, we can isolate the impact of respondent mix.
- In the last year, great strides in recycling knowledge have been made in the 25-40 age ranges.
- Awareness of paint recycling increased among both men and women in the last year.
- Awareness increased more for professional painters than for amateurs (for which we actually so a negative change).

Advertising/Marketing Cross Tabulations

CROSS-TAB: Heard of PaintCare



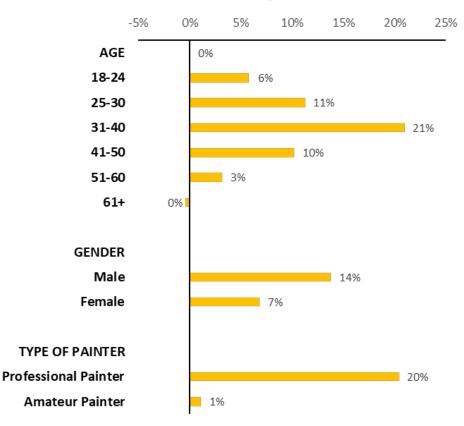
- Awareness of PaintCare peaks in the 31-40 range and drops off dramatically after 50.
- More than twice as many men have heard of PaintCare than women.
- Professional painters are MUCH more aware of PaintCare than non-professionals.

Demographic characteristics of professional painters include: 69% men / 28% women, median age 31-40, median income \$100-149K, 66% White / 17% Black / 9% Latino or Hispanic / 4% Asian.

Engagement Cross Tabulations – PaintCare Awareness Trend

TREND: Heard of PaintCare





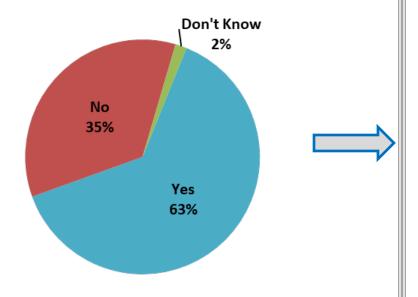
- By examining the results for respondents within different categories, we can isolate the impact of respondent mix.
- In the last year, great strides in PaintCare knowledge have been made in all age ranges (except 61+), particularly the 25-50 age ranges.
- Awareness of PaintCare increased among both men and women in the last year, especially men.
- Awareness increased more for professional painters than for amateurs.

APPENDIX: STATE/DISTRICT HIGHLIGHTS

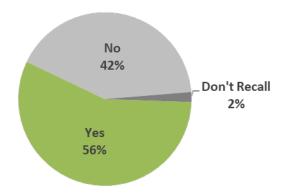


❖ 63% of those surveyed have purchased in the last year, similar to last period. 56% of them were helped by the store in determining needs. About the same percentage, 58%, took measurements themselves.

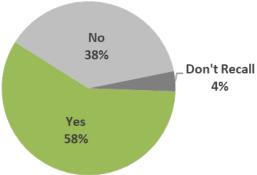
Have you purchased paint in the last year?



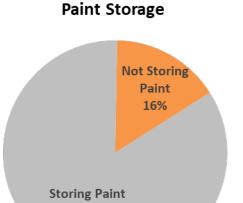
Did the staff of the paint retail store assist you with figuring out exactly how much paint you needed for your specific project?



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

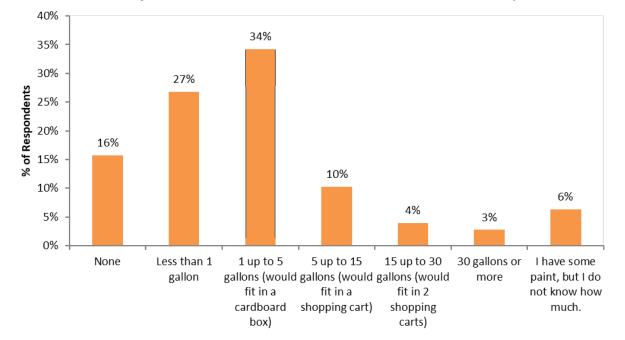


- Only 16% of respondents were NOT storing paint at home or at their business, down from last period (26%).
- The median amount of paint stored is "1 to 5 gallons."

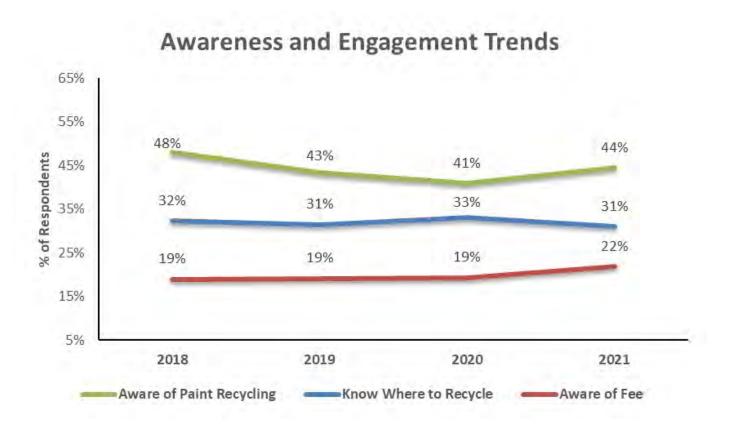


84%

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)?

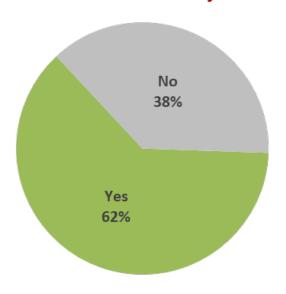


All KPIs held fairly steady from last period (slight changes fall within our 5% error range). 44% of consumers were aware of paint recycling; 31% were knowledgeable of where to recycle; 22% were aware of the fee added to paint purchases for future recycling.

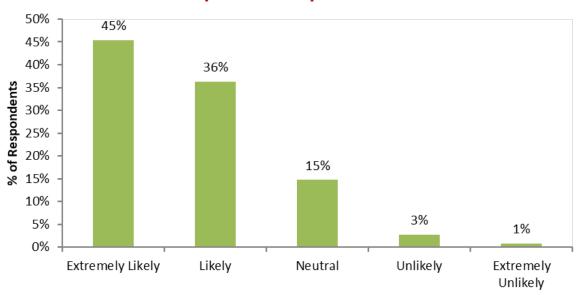


- 62% of respondents said they had taken paint to be recycled in the past.
- ❖ 45% of respondents said they would be "extremely likely" to recycle paint in the future. Another 36% said they'd be "likely" to do so.

Have you ever taken paint somewhere to be recycled?

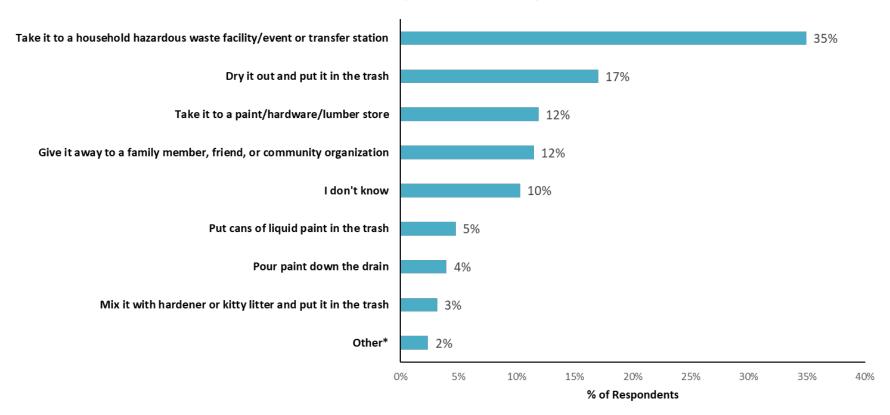


How likely will you recycle next time you have paint to dispose?



- 47% of respondents said they would take unwanted paint to a HHW facility/event or a retail store in the future, down slightly from last period (53%).
- 9% said they would put liquid paint in the trash or pour it down the drain, up slightly from last period but still within our error range.

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



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

by recycling paint i can save my money in future and it is the great idea to protect our environment

convenient and good for the environment

easy way to get rid of

Feel bad putting the cans in the garbage

I get scared of putting toxic things down the drain or in the garbage so I try to be safe!

I try to recycle whenever possible. It's the right thing to do, even if it's slightly inconvenient.

I'm most concerened about the environmental safety, so I always recycle things

It is the right thing to do - maybe someone else can use it.

It seems lie the right thing to do

It would help the planet a little bit and make me feel less guilty about it ending up in a landfill.

keep hazardous waste out of traah and water wsys.

Maybe someone else can use it.

preserve the future of our ecosystem and lessen my footprint on the environment

right thing to do

Safety

So another can use it and it saves and helps the environment.

Someone else problem to get rid of the paint.

The world is already disgusting and doesn't need my help making it worse

There are profession was a forester so I've alway seen my life as having a strong environmental ethic. I hate the thought of waste and if the material in unused paint can be repurposed, it's a positive. I also had to deal with illegal dumping while I was working and it angered me greatly.

There is a facility located 10-15 miles away so it is easy and convenient. Most importantly, it is the right thing to do and best for the environment.

To help preserve our planet

To help protect the environment, because I imagine that if you just "dumped the paint down the drain", it would not only clog the drain, but would be hazardous to the environment.

To save money

I care deeply about recycling and protecting the environment from potentially harmful chemicals.

I have more knowledge about not recycling and how important it is to the environment and the planet.

It would help other people.

To get rid of it