



# *Rhode Island Paint Stewardship Program*

Annual Report July 1, 2015 – June 30, 2016



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## *Executive Summary*

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### **RHODE ISLAND PAINT STEWARDSHIP LAW**

PaintCare is the representative stewardship organization of the Rhode Island Architectural Paint Stewardship Program, codified in Chapter 24.12 of Title 23 (Health and Safety) of the Rhode Island General Law. The Rhode Island Paint Stewardship Law requires manufacturers of architectural paint to:

- ◆ Establish a cost-effective, convenient, statewide system for the collection, recycling and reuse of postconsumer paint;
- ◆ Develop a comprehensive strategy, with the cooperation of state entities, producers, and retailers, for the proper management of postconsumer paint in a safe and environmentally sound manner;
- ◆ Provide fiscal and regulatory consistency for all producers of paint that participate in the collection system; and
- ◆ Establish effective collection, recycling, management and education programs resulting in collection of amounts of unused paint consistent with the goals and targets of the statute and program.

### **HIGHLIGHTS**

**Sites, Events, and, Service.** PaintCare added an additional four drop-off sites in the reporting period – two paint retailer and two transfer stations, ending the reporting period with 34 year-round sites. Of the 34 permanent drop-off sites, 29 were retailers, representing approximately 41% of likely retail participants.

Unique to Rhode Island, a single entity, the Rhode Island Resource Recovery Corporation (RIRRC) provides all of the state's household hazardous waste (HHW) collection services through their Eco Depot. PaintCare managed paint from RIRRC's Eco Depots which included one year-round facility, open on 16 dates, and 31 drop-off events during the reporting period.

With PaintCare's 34 year-round drop-offs sites there was one site within 15-miles of 99.9% of Rhode Island residents. In addition, PaintCare provided eight direct large volume pick-ups from business and institutions that had accumulated more than 300 gallons of paint at their facilities.

**Paint Collection Volume.** The program processed 80,643 gallons of postconsumer paint during the reporting period, a 25% increase over the first reporting period. Disposition of the two paint streams is available; however, the split between latex paint and oil-based cannot be provided for this reporting period due to an operational error on the part of the program's transportation service provider as described in Section B2 on page 21. Of the latex paint collected, 83% was made into recycled-content paint and 17% was unrecyclable and sent to landfill. All the oil-based used as fuel. In addition, metal and plastic paint containers were recycled whenever possible.



**Expenses and Revenue.** The program is funded through a fee on new paint sales: 35 cents on pints and quarts; 75 cents on 1-gallon containers; and \$1.60 on 5-gallon containers. Approximately 1.5 million gallons of architectural paints were sold in Rhode Island during the reporting period. The program collected \$955,299 in fees from these sales.

Expenses, including paint transportation and processing, outreach, staffing, and administrative costs were \$768,297. The program ended the reporting period with a net asset balance of \$379,279, or 49% of annual expenses.

The cost per gallon of the program in this reporting period is \$9.53, a 9% decrease from the first reporting period.

**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 5.3%.

**Outreach.** In the reporting period, PaintCare's outreach efforts included print (newspaper advertising), television, outdoor (billboards), radio, fulfillment (distribution of brochures and other print-based materials), and digital/social media.

## PROGRAM PLAN AND ANNUAL REPORT

The Rhode Island Paint Stewardship Law required the submission and approval of a Program Plan prior to the program's launch. The Rhode Island Department of Environmental Management approved PaintCare's Program Plan in the spring of 2014, and the Rhode Island program began on June 1, 2014.

The Rhode Island Paint Stewardship Law also requires the submission of an Annual Report to the Director of the Rhode Island Department of Environmental Management by October 15 each year, covering the period of July 1 – June 30.

Annual report shall include, but not be limited to:

- 1) A detailed description of the methods used to collect, transport and process postconsumer paint in this state;
- 2) The overall volume of postconsumer paint collected in this state;
- 3) The volume and type of postconsumer paint collected in this state by method of disposition, including reuse, recycling and other methods of processing or disposal;
- 4) The total cost of implementing the program, as determined by an independent financial audit, as performed by an independent auditor (and a copy of the independent audit);
- 5) An evaluation of the adequacy of the program's funding mechanism;
- 6) Samples of all educational materials provided to consumers of architectural paint and participating retailers; and

- 7) A detailed list of efforts undertaken and an evaluation of the methods used to disseminate such materials including recommendations, if any, for how the educational component of the program can be improved.

This second annual report covers the 12-month period from July 1, 2015 to June 30, 2016 (FY2016). The first reporting period ran from June 1, 2014 to June 30, 2015 (13 months) and is referred to as FY2015 in this report. The Rhode Island Program Plan and annual reports are available on PaintCare's website.

# Section 1. Paint Collection, Transportation, and Processing

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## Annual Report Statutory Citation

*Title 23, Chapter 24.12. Proper Management of Unused Paint*

*23-24.12-3(m). On or before October 15, 2015, and annually thereafter, the representative organization shall submit a report to the director of the department of environmental management that details the paint stewardship program.*

*Such annual report shall include, but not be limited to:*

*(1) A detailed description of the methods used to collect, transport and process post-consumer paint in this state.*

## A. COLLECTION SITES, EVENTS, AND SERVICES

The Rhode Island Paint Stewardship Law requires a program that increases opportunities for consumers to properly manage leftover paint and reduces costs to local governments. Prior to the PaintCare program, Rhode Island households were only able to utilize RIRRC's Eco Depots for their oil-based paint products, and the public was encouraged to dry and dispose of latex paint. Rhode Island did not offer any subsidized services for business; all businesses regardless of their size had to contract with private hazardous waste haulers for paint disposal, which was generally cost-prohibitive for painting contractors and other small businesses.

To increase recycling opportunities for Rhode Island households, businesses, and others with leftover paint, all suitable locations were invited to participate as PaintCare drop-off sites, provided they met PaintCare's operational requirements, including adequate space for storage of paint collection bins and willingness to accept all program products (latex and oil-based products). PaintCare reached out to RIRRC, paint retailers, and public and private waste transfer stations to partner as paint drop-off sites.

At the end of the reporting period, the Rhode Island program had 34, year-round drop-off sites located throughout the state. These included 29 paint retail stores, four transfer stations, and RIRRC's HHW facility. In addition, PaintCare managed paint from RIRRC's 31 HHW drop-off events, and conducted eight direct large volume pick-ups (LVP) from businesses and other sites that had accumulated more than 300 gallons of paint.

All PaintCare drop-off sites and the LVP service accept both latex and oil-based paints. All retailers accept paint from both residents and qualifying businesses, as does the LVP service. RIRRC and transfer stations do not service businesses

PaintCare drop-off sites, events, and services are summarized in the following table and shown on the maps in subsection B.

## SUMMARY OF PAINTCARE DROP-OFF SITES, EVENTS, AND SERVICES

YEAR-ROUND DROP-OFF SITES	YEAR 1 FY2015	YEAR 2 FY2016
Paint Retailers	27	29
Transfer Stations	2	4
RIRRC HHW Facility	1	1
Total	30	34

SUPPLEMENTAL SITES, EVENTS, AND SERVICES		
RIRRC HHW Events	29	31
Direct Large Volume Pick-Ups	15	8

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

### A1. Paint Retailers

PaintCare added two new retail sites during the reporting period. Paint retailers provide ideal locations for paint drop-off sites because they are located throughout the state, are often centrally located in cities and towns, are open five or more days per week, and have staff familiar with paint products and their safe handling. In addition, their customers are likely to have some leftover paint and often ask store staff for advice on what to do with it.

As discussed in PaintCare's Rhode Island Program Plan, 128 sites were identified that sold paint, consisting of paint, hardware, and home improvement stores. PaintCare updated the list of paint retailers during the reporting period. As of June 2016, there were 131 paint retailers, and 71 are considered potential drop-off sites. (PaintCare has been informed by the corporate headquarters of big box stores that they are not interested in serving as drop-off sites.)

Of the 71 paint retailers, 29 (41%) were participating as drop-off sites at the end of the reporting period. Paint retailers participate in the program to increase foot traffic through their stores and to provide a service for their customers. A list of the names and addresses of the paint retailers that participated during the reporting period is included in the appendix.



PaintCare provides signs to drop-off sites to promote the program as shown here at Depault Hardware in Cumberland.

## A2. Household Hazardous Waste Programs

Prior to program launch, PaintCare established a partnership with the Rhode Island Resource Recovery Corporation to cover its costs for paint collection bins, transportation, and processing (end of life management). Along with this, RIRRC changed their operations to accept latex paint at their HHW facility and events, instead of directing the public to dry and dispose it.

RIRRC has one year-round HHW facility in Johnston, which had 16 collections during the reporting period. It also operated 31 HHW drop-off events during the reporting period. The addresses of the facility and events are included in the appendix.



Coventry HHW Drop-Off Event (photo courtesy of RIRRC)

### **A3. Transfer Stations**

PaintCare continued to meet with interested municipalities during the reporting period to discuss the PaintCare program and benefits to transfer stations, and added two more transfer stations to the program. Transfer stations participate as drop-offs sites to expand the recycling services provided to their customers and to help keep paint out of the waste stream. A list of the names and addresses of the transfer stations that participated during the reporting period is included in the appendix.





Gloucester Transfer Station

#### A4. Reuse Stores

Reuse stores can be excellent partners in the PaintCare program. Along with participating as collection sites, reuse stores can operate paint reuse programs by donating or selling good quality leftover paint back to the local community to use, rather than sending it downstream through PaintCare for processing. PaintCare provides compensation for this service. PaintCare has identified one reuse store in Rhode Island and invited them to participate in the program.

#### A5. Large Volume Pick-Up Service

The Large Volume Pick-Up Service (LVP service) was offered to painting contractors and others that had accumulated large volumes of paint – generally more than 300 gallons. PaintCare arranged eight LVPs during the reporting period (from seven unique sites). LVPs included painting contractors, a secondary school, construction company, housing authority, small business, and property management company. Painting contractors and construction companies often keep paint for future use or because it is expensive to dispose. Institutions tend to have stored up paint from repainting classrooms, offices, and other facilities. Similarly, property management companies and housing authorities have painting projects for the buildings they manage, inside and out, and are left with excess or aging paint.

Typically, LVP customers have accumulated paint over many years due to the institutional, logistical, and financial barriers to disposal or internal reuse of leftover paint. PaintCare has removed these barriers by providing a free and convenient service. Feedback from these users indicates high satisfaction.



Large volume of paint from a construction company in Rhode Island

## B. CONVENIENCE CRITERIA

As described in the Program Plan, to ensure adequate paint drop-off opportunities in Rhode Island, PaintCare used Geographic Information System (GIS) modeling to determine the appropriate minimum number and distribution of drop-off sites based on the following baseline criteria:

**Distribution:** At least 95% of Rhode Island residents shall have a permanent site within a 15-mile radius.

**Density:** One additional permanent site will be added for every 50,000 people in a population center.

Application of these criteria resulted in the need for approximately 22 optimally located, year-round drop-off sites. PaintCare considered this its baseline service level goal.

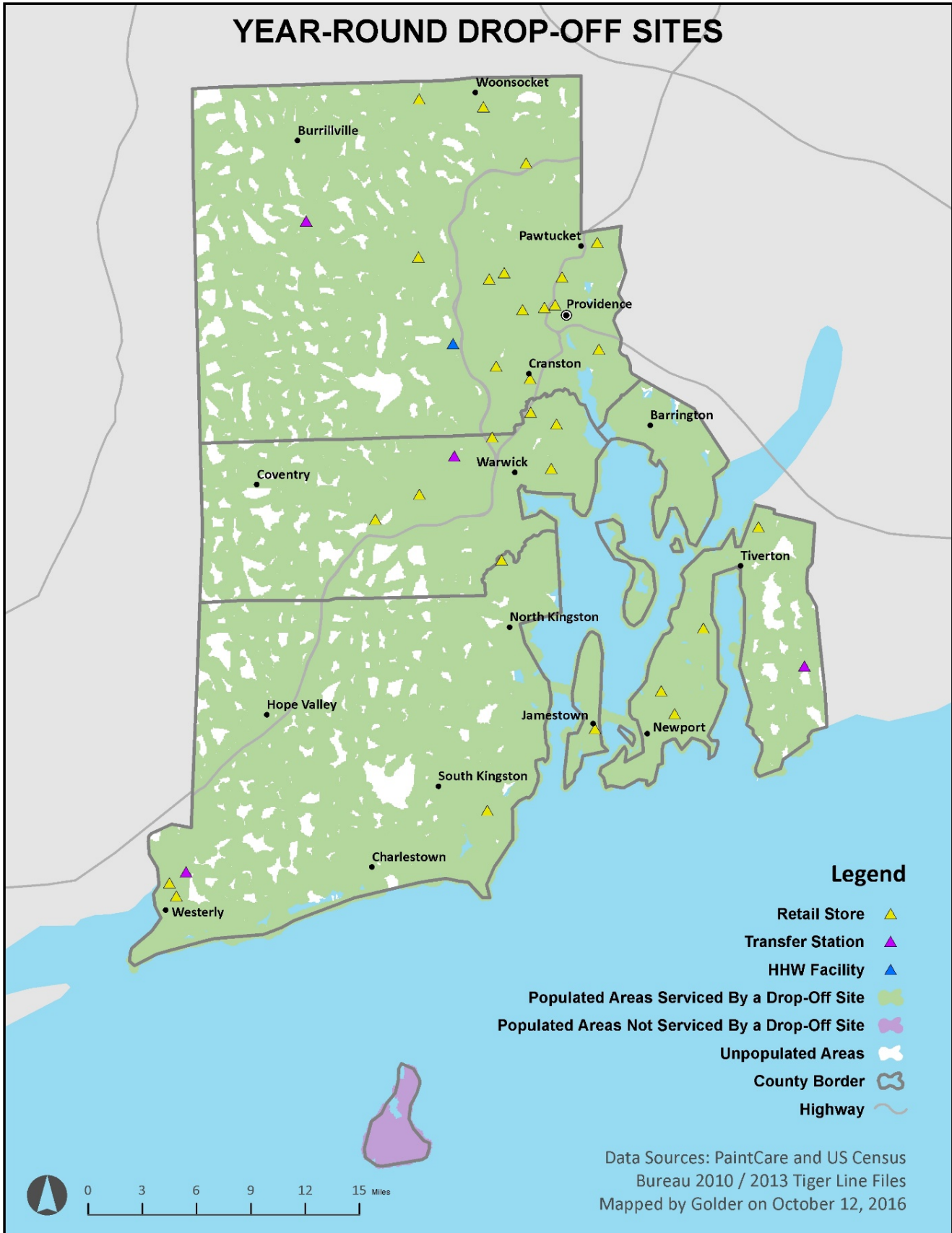
The 34 year-round drop-off sites in place at the end of the reporting period provided 99.9% of Rhode Island residents a drop-off site within 15 miles of their home, and all areas of the state with 50,000 residents or more had the additional sites needed to provide sufficient service. (GIS analysis was conducted by Golder Associates, an engineering firm with expertise in geographic analysis and mapping.)



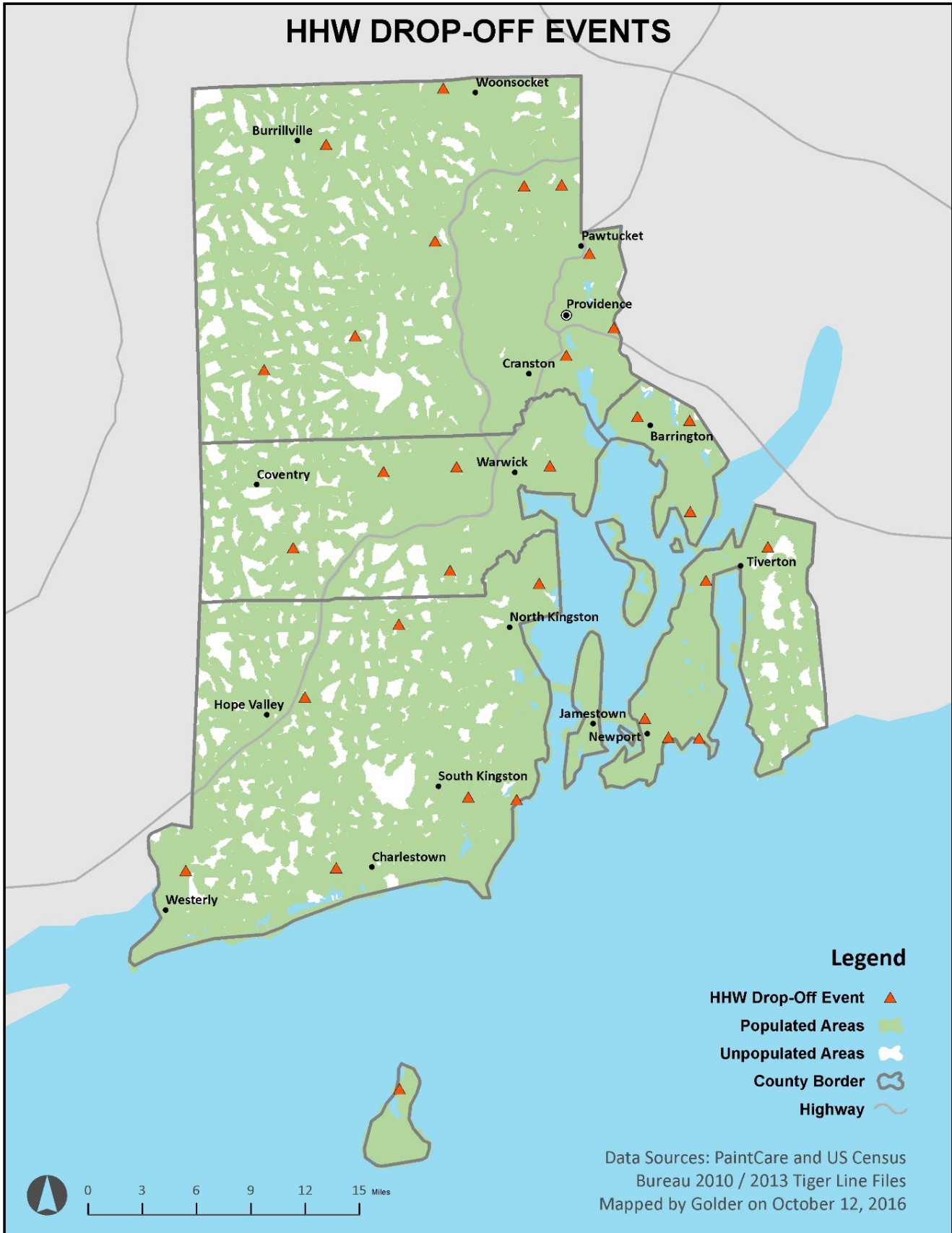
As discussed previously, prior to the PaintCare program, with the exception of the Eco Depot in Johnston, year-round paint drop-off site were not available for household or businesses in Rhode Island. Through its drop-off sites and LVP service, the PaintCare program has dramatically increased paint recycling opportunities for Rhode Island residents and businesses.

The following three maps show the locations of the year-round sites, supplemental sites, and LVP sites that participated in the program during the reporting period. (LVP sites were not included in any measure of convenience.)

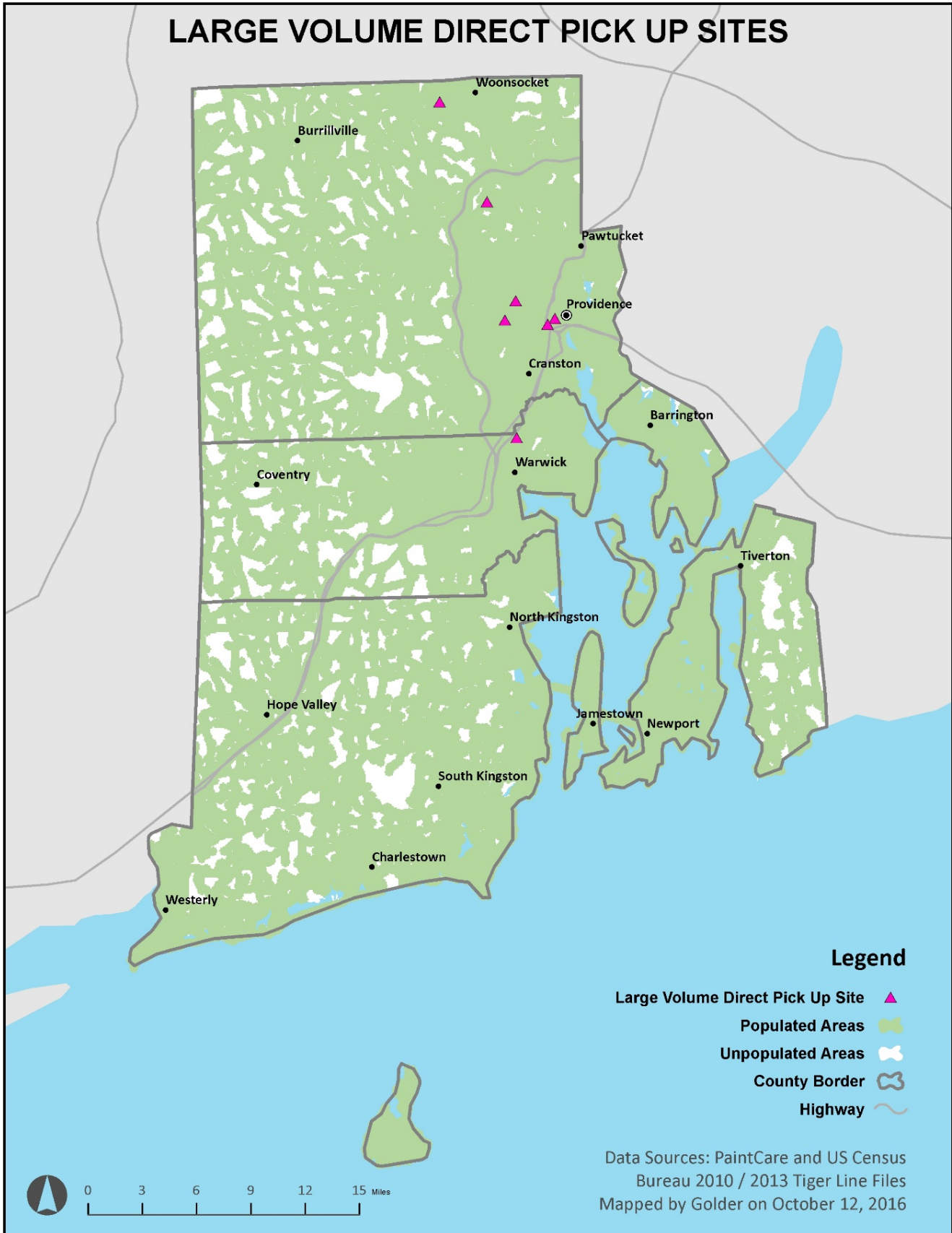
# YEAR-ROUND DROP-OFF SITES



# HHW DROP-OFF EVENTS



# LARGE VOLUME DIRECT PICK UP SITES



## C. PAINT COLLECTION PROCEDURES

PaintCare entered into contract agreements with sponsors or operators of all sites (and events). PaintCare contracts require that drop-off sites meet requirements of local, state, and federal law, regulations and policies.

With the exception of the RIRRC whose HHW staff and contractors were already familiar with managing waste paint, all other sites received on-site, in-person training and a program procedures manual. The training and program manual covered:

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

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

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

In addition to PaintCare's training and documentation requirements, the Rhode Island Department of Environmental Management requires a permit for retail and transfer drop-off sites in the program. Sites are required to sign the completed permit registration form and be approved by the Department prior to accepting paint from the public. PaintCare files the registration form on behalf of sites.



## D. PAINT TRANSPORTATION AND PROCESSING

### D1. Paint Transportation

PaintCare employed Clean Harbors Environmental Services, a registered hazardous waste transporter, in the reporting period. PaintCare requires that transportation service providers have the ability and knowledge to respond to incidents involving hazardous materials and comply with all applicable U.S. Department of Transportation (DOT) and state transportation rules.

Clean Harbors transported all paint from all retail drop-off sites, transfer stations, and the RIRRC Eco Depots to one of their permitted facilities (in either Braintree, MA, or Cranston, RI) for screening, separation, and consolidation.

As in the first reporting period, Clean Harbors continued to provide excellent service during the reporting period.

### D2. Latex Paint Processing

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

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

PaintCare managed latex paint under the following waste management hierarchy:

**Recycled Paint.** Clean Harbors utilized paint-to-paint recycling as its primary method for managing latex paint. Clean Harbors transported latex paint to GDB International's facilities in Nashville, IL and New Brunswick, NJ. GDB processed postconsumer latex paint by manufacturing a variety of colors of recycled-content paint, which were either distributed and sold domestically in 1 and 5-gallon containers or sold in bulk through international markets.

**Disposal.** Dry and unusable latex paint sorted out by GDB was sent to authorized landfills.

### D3. Oil-Based Paint Processing

While oil-based paint has the potential for reuse, none was managed by this method. Likewise, while it is possible to recycle oil-based paint back into paint, no processors in the United States offered this option. Thus, all the oil-based paint managed through the program in the reporting period was used as fuel in one of the following two ways.

**Energy Recovery.** Clean Harbors transported some oil-based paint to their Safety-Kleen facility in Smithfield, KY where the paint was bulked and subsequently transported to three facilities – Green America in Hannibal, MO, Lone Star Industries in Greencastle, IN, and Giant Cement in Harleyville, SC.

**Incineration.** Clean Harbors transported some oil-based paint to their own incinerators in, Deer Park, TX, El Dorado, AR, and Kimball, NE.

#### **D4. Empty Paint Containers**

Empty metal and plastic paint containers were recycled whenever possible.

## Section 2. Paint Collection Volume and Disposition Methods

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### Annual Report Statutory Citation

*Title 23, Chapter 24.12. Proper Management of Unused Paint*

*23-24.12-3(m). On or before October 15, 2015, and annually thereafter, the representative organization shall submit a report to the director of the department of environmental management that details the paint stewardship program.*

*Such annual report shall include, but not be limited to:*

*(2) The overall volume of post-consumer paint collected in this state.*

*(3) The volume and type of post-consumer paint collected in this state by method of disposition, including reuse, recycling and other methods of processing or disposal.*

### A. PAINT SALES

Paint sales were 1,527,962 gallons in the reporting period.

### B. PAINT COLLECTION AND MANAGEMENT

#### B1. Collection Volume and Recovery Rate

The program processed 80,643 gallons of paint during the reporting period. This equates to a 5.3% recovery rate (80,643 gallons processed divided by 1,527,962 gallons sold). As described in PaintCare Rhode Island Program Plan, for budgeting and planning purposes, PaintCare estimated an annual recovery rate of 6%, or approximately 96,000 gallons of leftover paint (6% of the originally projected 1.6 million gallons in sales).

Though the program has yet to reach a 6% recovery rate, collection volume increased significantly in the this reporting period as shown in the following table.

GALLONS SOLD AND PROCESSED

	YEAR 1 FY2015	YEAR 2 FY2016
Gallons Sold	1,558,820	1,527,962
Gallons Processed	64,525	80,643
Recovery Rate	4.1%	5.3%
Increase in Gallons Processed	N/A	25%



Further, as discussed in Program Plan, several factors make recovery rate goals and calculations problematic. Paint is designed to be fully consumed through application to walls, buildings, and other surfaces. Although the amount of postconsumer paint received through the program is measurable, it is very difficult to determine the precise quantity of postconsumer paint that is leftover and available for collection at any given time. The lag time between the purchase of paint and the decision that the leftover paint is unwanted, and the additional time before it is taken to a drop-off site can vary greatly. In addition, architectural paint products have a long shelf life, so consumers purchasing paint in one year may not decide that the unused paint is unwanted for several years. For these reasons, PaintCare did not establish volume-based collection goals in its Program Plan, but did commit to providing and examining recovery rate data for planning and budgeting purpose, and for comparison to baseline collection volumes as presented above.

## **B2. Latex vs. Oil-Based Paint**

In the first version of this report, this subsection contained a breakdown of latex versus oil-based paint as provided by the program's transportation service provider. This section, section B3 below, and section C on the next page have been modified due to an operational error that was discovered at the end of 2016. This error occurred at the Clean Harbors facility in Cranston, RI, where paint from the Rhode Island, Maine, and Vermont PaintCare programs is received, sorted by type, and repacked for shipment to downstream processors. From the start of the Vermont program in June 2014 through October 2016, Clean Harbors combined paint from the Rhode Island and Vermont. When the Maine program started in October 2015, paint from all three states was combined. Although PaintCare is able to report the total weight (and estimated volume) of paint received from each state (because the bins were weighed before sorting), the breakdown by type (latex vs. oil-based) for each of the three states is not available for the period between May 2014 and October 2016.

## **B3. Paint Management Methods**

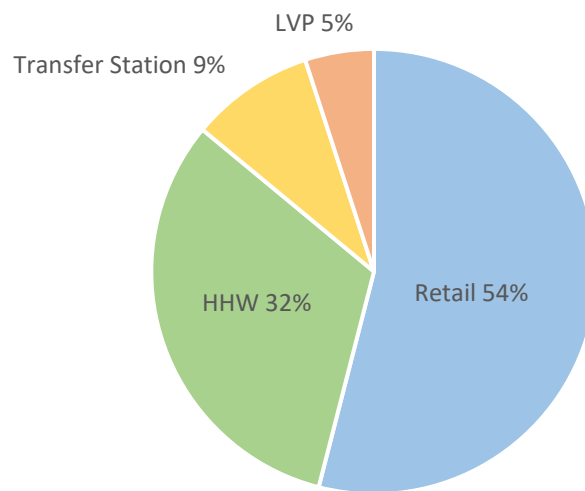
The following table shows the management methods for latex paint the first two reporting periods. Though we do not know the gallons of latex paint from the Rhode Island program, we know the latex processor's overall recycling rate each reporting period. We also know that all the oil-based paint was used as fuel.

## SUMMARY OF PAINT MANAGEMENT

	YEAR 1 FY2015	YEAR 2 FY2016
LATEX PAINT DISPOSITION	%	%
Recycled Paint	87	83
Disposal	13	17
Total	100	100

### B4. Collection by Program Type

The following pie chart shows the breakdown of collection volume by program type.



## C. CONTAINER RECYCLING

As described in Section 1 of this report, metal and plastic paint containers are recycled whenever possible. However, the exact tonnage of cans recycled during this reporting period cannot be determined due to the error described in Section B2 on the previous page. All latex paint containers were recycled by the downstream processor, GDB, and the metal cans in the portion of oil-based paint managed at the Smithfield, KY facility were recycled as well. However, as the breakdown of latex paint vs. oil-based paint and the breakdown of the oil-based managed at each of the downstream facilities is unavailable for Rhode Island, the exact tonnage of containers recycled cannot be determined.

## ***Section 3. Independent Audit and Financial Summary***

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### **Annual Report Statutory Citation**

*Title 23, Chapter 24.12. Proper Management of Unused Paint*

*23-24.12-3(m). On or before October 15, 2015, and annually thereafter, the representative organization shall submit a report to the director of the department of environmental management that details the paint stewardship program.*

*Said report shall include a copy of the independent audit detailed in subdivision (4) below.*

*Such annual report shall include, but not be limited to:*

*(4) The total cost of implementing the program, as determined by an independent financial audit, as performed by an independent auditor.*

*(5) An evaluation of the adequacy of the program's funding mechanism.*

### **A. INDEPENDENT FINANCIAL AUDIT**

An independent financial audit of the national PaintCare program was conducted by Rogers & Company PLLC. This independent CPA firm conducted the audit in accordance with auditing standards generally accepted in the United States. Those standards require that the firm plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. The audit process includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. The audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of June 30, 2016, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is available in the appendix.

### **B. FINANCIAL SUMMARY AND DISCUSSION**

#### **B1. Expense Categories**

Revenue is derived from fees on new paint sales. Expense categories for the Rhode Island program are discussed below.

**Paint Processing.** Paint processing is the largest expense in all PaintCare programs (states and jurisdictions). Paint processing costs were billed based on the weight of the box, and included the cost of sorting mixed boxes of latex and oil-based paint.

**Paint Transportation.** Paint transportation is another significant expense in PaintCare programs. Transportation costs were billed per cubic yard collection bin picked up and included a minimum stop charge.

**Collection Supplies and Support.** Collection support expenses included paint collection bins (single use and reusable), spill kits, training materials, and miscellaneous supplies for drop-off site operations.

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

**Personnel, Professional Fees, and Other.** Personnel, professional fees and other included the proportional cost of one full-time employee managing both the Connecticut and Rhode Island programs, GIS analysis, work by the Product Stewardship Institute (paint source reduction project, national consumer awareness survey, and national study of PaintCare impacts on HHW programs), legal costs, travel, office supplies, and other logistical and professional support.

**Corporate Activity.** Corporate activity costs are those that are shared across all PaintCare programs and allocated relative to the population of the state or jurisdiction. As of June 30, 2016, Rhode Island's allocation for corporate activity was 1.8%. These costs include but are not limited to corporate staffing, construction of data management systems, auditing fees, legal fees and general communications.

**Investment Activity and Formation of Limited Liability Companies.** Beginning in December 2014, PaintCare invested a portion of its accumulated surplus in a financial portfolio. PaintCare maintained its investments for all programs in a single portfolio. Claim of ownership in the investment portfolio was shared by all programs and allocated among the programs based on relative net asset balances. Programs that had positive net asset balances had a claim on the assets invested in the portfolio; programs with negative net asset balances carried a liability representing an amount due to the portfolio.

In 2015, to better separate each state program in terms of liability and financial independence, PaintCare began implementing a plan to transition operations for each program from PaintCare Inc. to a wholly-owned subsidiary company dedicated to managing that particular program. By January 2016, PaintCare had formed sole-member limited liability companies in Connecticut, Oregon, and Rhode Island and established individual bank accounts for each of those new companies. At this time, these programs moved their net asset balances, including gains earned from the investment portfolio, into those individual bank accounts and ended their programs' participation in an investment portfolio. The remaining programs for which PaintCare has not yet established dedicated companies continue as before.

## **B2. Financial Summary**

The following table shows program revenue and expenses during the first two reporting periods of the program. A discussion of any significant differences between the period follows the table.

## PROGRAM ACTIVITIES

REVENUE	YEAR 1 FY2015	YEAR 2 FY2016
Larger than half pint to smaller than 1 gallon	\$ 126,821	\$ 119,736
1 gallon	689,748	652,835
Larger than 1 gallon up to 5 gallons	175,272	182,728
Total revenue	991,841	955,299
EXPENSES		
Paint processing	289,833	346,989
Paint transportation	95,815	112,220
Collection supplies and support	109,655	101,448
Communications	85,286	94,980
Personnel, professional fees, and other	38,329	38,193
Allocation of corporate activity	59,645	74,467
Total expenses	678,563	768,297
Allocation of investment activity	100	2,164
Change in net assets (revenue minus expenses)	313,378	189,167
Net assets, beginning of reporting period	(123,266)	190,112
Net assets, end of reporting period	\$ 190,112	\$ 379,279

- ◆ Paint transportation and processing costs were higher in the second reporting period due to higher collection volumes.
- ◆ Communications costs increased during the reporting period as well as outreach was limited at the start of the program to avoid inundating drop-off sites at the start of the program.
- ◆ Corporate activity increased during the reporting period due to growth in staffing in the areas of information services, legal, accounting and communications along with their respective overhead costs, increased insurance costs, and expenses for the development of a new manufacturer fee reporting system.

## C. RESERVES POLICY

PaintCare has a Reserves Policy to define and quantify the reserves in each state program. The policy defines the reserves as “net assets” and establishes a minimum threshold of 16% of annual expenses (i.e., at least two months of operating expenses); a target reserve amount of 50% of the annual expenses, and a maximum amount of 75% of annual expenses. This accumulated balance allows PaintCare programs to continue to operate in times of either higher than expected paint collection or lower than expected retail paint sales/revenue – or a combination of the two. Reserves (or net assets) represent the accumulated surplus/deficit of the program.

At the end of the reporting period, the Rhode Island program had built a surplus of \$379,279 – 49% of annual expenses. However, because the Rhode Island program is still young, PaintCare expects collection volumes and costs to increase for several years as awareness about the program grows. PaintCare anticipates reaching program maturity with consistent collection volumes in the fourth or fifth year of the program.

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

As described in the Rhode Island Program Plan, the program utilizes the following fee schedule, based on paint container size.

### PAINTCARE FEE SCHEDULE

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

The funding mechanism, fee structure, and system to receive sales reports and payments from manufacturers continued to perform well during this reporting period. The revenue generated was sufficient to cover expenses. No adjustment to the fee structure or payment system is proposed at this time.

If the program reserves fall below the minimum threshold of 16% or beyond the maximum threshold of 75%, an evaluation of the program's expenses and/or revenue will be performed to determine if changes are needed in operations, outreach, or the assessment structure.

## Section 4. Outreach

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### Annual Report Statutory Citation

*Title 23, Chapter 24.12. Proper Management of Unused Paint*

*23-24.12-3(m). On or before October 15, 2015, and annually thereafter, the representative organization shall submit a report to the director of the department of environmental management that details the paint stewardship program.*

*Such annual report shall include, but not be limited to:*

*(6) Samples of all educational materials provided to consumers of architectural paint and participating retailers.*

*(7) A detailed list of efforts undertaken and an evaluation of the methods used to disseminate such materials including recommendations, if any, for how the educational component of the program can be improved.*

### A. OUTREACH ACTIVITIES

#### A1. Introduction

PaintCare's Program Plan for the Rhode Island program includes a variety of outreach activities targeted to retailers, painting contractors, municipal agencies, and the general public through direct contact and advertising. Initial outreach prior to the start of the program and in the first year focused on recruiting drop off sites – RIRRC, retail, and transfer stations.

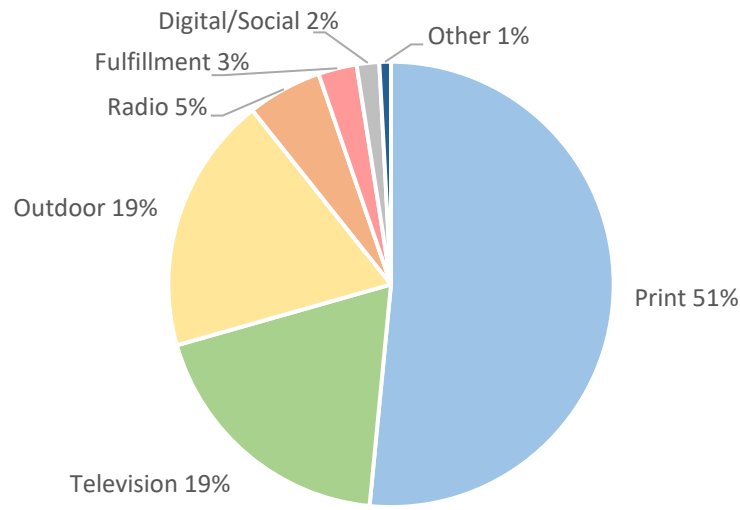
Outreach later in the first reporting period then used a phased-in approach to allow drop-off sites to become comfortable with operations before implementing general advertising to the public to increase participation and awareness.

Outreach efforts in this reporting period focused on encouraging the public to recycle their unwanted paint and included messages related to source reduction and reuse.

Outreach was conducted using a variety of media, including print (newspapers), television, outdoor (billboards), radio, fulfillment (distribution of brochures and other print-based materials), digital, and social media.

The main objective of outreach was to drive the public to PaintCare's website to find a drop-off site using PaintCare's site locator search tool. The relative amounts of spending dedicated to outreach activities about the Rhode Island program are summarized in the following pie chart:

## MEDIA MIX FOR PROMOTION OF PAINTCARE IN RHODE ISLAND



### A2. Press Releases

PaintCare did not issue any press releases about the program during the reporting period.

### A3. Print Materials for Consumers

Prior to the start of the program, PaintCare mailed packets of program brochures and other printed materials to retailers to make available to consumers in their stores. All paint retailers or their corporate headquarters received packets of materials; packets included the program brochure, mini cards, fact sheets for painting contractors, program posters, and an order form to order additional materials and brochure holders.

During the reporting period, PaintCare fulfilled 41 requests for reordered materials, which is relatively few compared to the number of deliveries made by the Rhode Island program manager, who dropped off materials in person during site visits. PaintCare distributed a total of 950 additional brochures, mini cards, and fact sheets during the reporting period.

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

The materials shown below are included in the appendix and available on PaintCare's website.





Brochure, Mini Card, Program Poster, Counter Mat, Fact Sheets for Painting Contractor and LVP Service

#### A4. Fact Sheets for Stakeholders

The following fact sheets were distributed in the months before the start of the program are still used. Minor updates are made throughout the year. Current versions are included in the appendix and on PaintCare's website.

- ◆ How Does the Rhode Island Paint Stewardship Program Affect Paint Retailers?
- ◆ How to Become a Retail Drop-Off Site
- ◆ About PaintCare Fees
- ◆ Information for Solid Waste Transfer Stations, Recycling Facilities, and Landfills

A new fact sheet was created during the reporting period to explain PaintCare's effort to encourage reuse programs including an increase in reuse compensation:

- ◆ Reuse Program – Compensation and Reporting

#### A5. Website

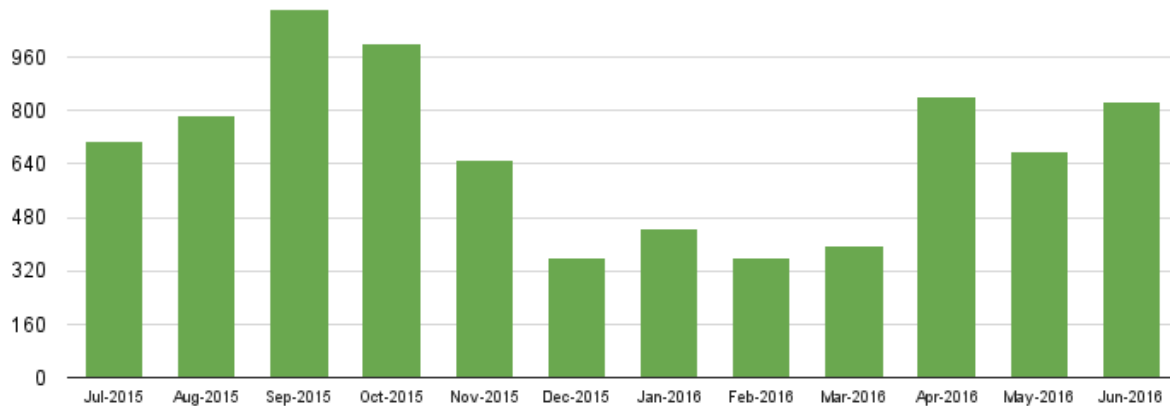
Nearly all PaintCare advertising and outreach efforts direct the public to PaintCare's website for more information and to find a local PaintCare site. The most frequently visited part of the website is the PaintCare site locator tool on the page titled Drop-Off Locations. PaintCare's website is updated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

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

Web traffic from Rhode Island peaked in September and October 2015, following billboard advertising during the summer months and coinciding with newspaper advertising campaign that ran in September and October,

and television that ran in September and October. Newspaper and online advertising in the spring led to increased traffic April through June 2016.

#### WEB TRAFFIC – MONTHLY VISITORS FROM RHODE ISLAND



#### A6. Translations

PaintCare translates consumer brochures and fact sheets into language of known ethnic groups in the state, especially those in the painting business, and upon requests from paint retailers or other stakeholders. PaintCare translated Rhode Island's program brochure to Spanish.

Two widely-used fact sheets are not program-specific, and the same version is used in all programs: The fact sheet for the LVP service is available in Spanish. The fact sheet for painting contractor is available in a total of 11 languages other than English due to requests from other PaintCare programs.

#### A7. Television

In September and October 2015, PaintCare ran an average of 80 television commercials per week on cable stations. The commercials ran in three-week flights with two-week breaks in-between (nine weeks of commercials all together). A six-week campaign with an average of 65 commercials per week ran in May and June 2016. The "Goldilocks" commercial showed a couple that first had too little paint, then they had too much, and then they took measurements and asked for help at their paint store, finally getting it "just right." This commercial can be viewed from [www.paintcare.org/media](http://www.paintcare.org/media).



Still Frames from "Goldilocks" Television Commercial

## A8. Public Radio

PaintCare ran a series of sponsorships on Rhode Island Public Radio in June 2016. The sponsorship used the following message: "PaintCare, with more than 25 drop-off locations in Rhode Island where residents and businesses can recycle leftover paint. Online at PaintCare dot org." PaintCare does not use commercial radio advertising in Rhode Island because radio signals reach into Massachusetts.

## A9. Newspaper Advertising

In September and October 2015 and in April and June 2016, ads were placed in a variety of local newspapers throughout the state. These ads included the name, address and phone number for drop-off locations in the newspaper's distribution area.



Examples Newspaper Ads with Sites Listed

## A10. Digital Advertising

PaintCare ran digital pre-roll video ads on WPRI.com and WJAR.com in May and June 2016 using the Buy Right video mentioned above in Television.

## A11. Outdoor

PaintCare ran a billboard in Providence on Interstate 95 in July 2015 and Route 146 in August 2015.



Example of Highway Billboard

## A12. Face-to-Face

PaintCare's Rhode Island program manager was active with the following face-to-face activities during the reporting period:

- ◆ Visited with retailers and answered any questions about the program. Those who were interested in becoming drop-off sites then received personal on-site training. The manager made subsequent visits to make sure the sites were running well, help address any difficult questions the staff received from customers, provided more brochures or other point-of-sale materials, and offered to order signs.
- ◆ Met with municipalities, primarily transfer stations, to answer questions about operational issues and how to participate in the program at their locations. Those who wanted to become drop-off locations received in-person training at their site and subsequent visits to make sure there were no issues.
- ◆ Spoke with individuals interested in PaintCare's LVP service, explained how to request a pick-up, what was required to take advantage of the service, and which types of products are covered by the program and eligible for the service. If necessary, the manager visited the location to address logistical site issues to accommodate pick-ups either before the pick-up, at the same time as the pick-up, or both.

The Rhode Island manager also attended the following face-to-face events during the reporting period:

- ◆ Attended a RI PDCA meeting to discuss the large volume pick up program
- ◆ Northeast PDCA Conference (Trumbull) tabling to answer questions about the program, hand out informational brochures, and provide information regarding the LVP service
- ◆ Northeast Resource Recovery Association Conference and Expo (New Hampshire) presentation and tabling to answer questions about the program and hand out informational brochures

## A13. Signage

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



## B. AWARENESS SURVEY

PaintCare conducted a baseline "Paint Usage and Disposal Survey" in Rhode Island in June 2014 using Survey Monkey, an online survey instrument. The survey is repeated each June. This survey is used to evaluate awareness of paint recycling options over time. PaintCare is especially interested in the questions related to how much paint people store in their homes and whether they know where to recycle unwanted paint. A summary of questions and answers for the three rounds of surveys is included in the appendix.

Here are some highlights of the differences between the surveys:

- On average, respondents indicated that they have less leftover paint at their home or business. The percentage of people with less than one gallon in storage increased each year while at the same time the percentage with 15-30 gallons continued to decrease each year.
- For those who had disposed of paint, slightly more respondents said they took leftover paint to a paint store, and half as many said they took it to an HHW program.
- The number of people who would use retail drop-off sites increased by half, indicating awareness that that paint stores now take back paint and of the PaintCare program in general.
- Half as many people with paint said that someone they hired left paint behind or they found it in their house when they moved in. This may indicate the painting contractors are not leaving paint behind as much as before the PaintCare program or that people are cleaning out before they move, but knowing that most people do not move or paint every year, this would have to be observed over several years to be meaningful.
- The percentage of people who said they would dry out paint and put it in the trash continued to decrease each year.
- There was an increase in awareness that paint is recyclable each year.

## C. RECOMMENDATIONS

PaintCare will continue to conduct outreach through various media activities, including television, radio, online and newspaper advertising to increase awareness across the state. PaintCare endeavors to reach the general public – all households and businesses that generate or accumulate leftover paint. Because the various segments of the general population are reached by different media, a media mix that includes a variety of strategies is necessary to reach the general population.

PaintCare's outreach should continue to look at a full range of media options to reach all parts of the state, and also continue to be sure that media does not cross borders into Massachusetts.

The use and effectiveness of digital and social media strategies has been expanded in the past year, and should be expanded further. Digital advertising is increasing as people spend more time online. Digital and social media strategies can target relevant messages to specific geographic areas. In the past year, PaintCare managed its Facebook account in-house, however starting in October 2016 PaintCare has assigned management and expansion of its Facebook account to Mascola Group, its marketing firm for New England, and will work them to increase its fan base and promote the Rhode Island and other programs.

The number of visitors using mobile devices to access PaintCare's website has shifted is now 80%, compared to 20% two years ago. In response, PaintCare intends to make the website more responsive (mobile friendly) in FY2016.

Although newspaper circulation has decreased, PaintCare drop-off sites appreciate promotion. PaintCare will continue to use newspaper or other print-based advertising to promote sites.

As the program matures, the program manager will continue to attend local events and in-person meetings (e.g., home shows, painting contractor associations, etc.)

## Appendix A





# YEAR-ROUND SITES

34 PAINTCARE RHODE ISLAND DROP-OFF SITES 2016 - PAGE 1

Site Name	Address	City	Type
Glocester Transfer Station	121 Chestnut Hill Rd	Chepachet	Transfer Station
Coventry Paint & Wallcovering	600 Tiogue Ave	Coventry	Retail
S & T Hardware Inc	2300 Nooseneck Hill Rd	Coventry	Retail
Cranston Paint & Wallcovering	386 Atwood Ave	Cranston	Retail
Durfee Hardware True Value	65 Rolfe Sq	Cranston	Retail
Depault Hardware	2000 Mendon Rd	Cumberland	Retail
The Paint Shoppes	2745 Pawtucket Ave	East Providence	Retail
Rockys Ace Hardware	633 Putnam Pike	Greenville	Retail
Jamestown True Value Hardware Ltd	5 Narragansett Ave	Jamestown	Retail
RIRRC- Johnston Eco Depot	65 Shun Pike	Johnston	HHW Facility
Little Compton Transfer Station	122 Amy Hart Path	Little Compton	Transfer Station
Beach Paint By Humphreys	750 Aquidneck Ave	Middletown	Retail
Sherwin-Williams	884 W Main Rd	Middletown	Retail
Sherwin-Williams	14 Woodruff Ave	Narragansett	Retail
Salks Ace Hardware & Marine	5939 Post Rd	North Kingstown	Retail
Eastern Paint Center	1926 Smith St	North Providence	Retail
Sherwin-Williams	1873 Mineral Spring Ave	North Providence	Retail
Leeway True Value Inc	790 Great Rd	North Smithfield	Retail
Hannas Color Center Inc	470 Central Ave	Pawtucket	Retail
PPG Paints	50 Ann Mary St	Pawtucket	Retail
The Healthy Home Shop	1844 E Main Rd	Portsmouth	Retail
Mt Pleasant True Value	249 Academy Ave	Providence	Retail
Sherwin-Williams	509 N Main St	Providence	Retail
The Paint Shoppes	275 Smith St	Providence	Retail
Humphreys Building Supply Center	590 Main Rd	Tiverton	Retail
Salks Hardware and Marine	2524 W Shore Rd	Warwick	Retail
Sherwin-Williams	77 Walnut St	Warwick	Retail
Sherwin-Williams	80 Lambert Lind Hwy	Warwick	Retail
The Paint Shoppes	1329 Warwick Ave	Warwick	Retail
West Warwick	10 Junior St	West Warwick	Transfer Station
Sherwin-Williams	116 Granite St	Westerly	Retail
Westerly Paints Inc	85 Franklin St	Westerly	Retail
Westerly Transfer Station	39 Larry Hirsch Ln	Westerly	Transfer Station
Vose True Value Hardware	849 Cumberland Hill Rd	Woonsocket	Retail





# HHW EVENTS

31 PAINTCARE RHODE ISLAND DROP-OFF EVENTS 2016 - PAGE 1

Site Name	Address	City	Type
RIRRC - Barrington (Barrington H )	220 Lincoln Ave	Barrington	HHW Event
RIRRC - Block Island	14 W Beach Rd	Block Island	HHW Event
RIRRC - Bristol (DPW)	111 Mt Hope Ave	Bristol	HHW Event
RIRRC - Burrillville (Recycling Center)	350 Whipple Ave	Burrillville	HHW Event
RIRRC - Charlestown	RIDOT 4782 Post Rd	Charlestown	HHW Event
RIRRC - Coventry (Town Hall)	1668 Flat River Rd	Coventry	HHW Event
RIRRC - Cumberland (Monastery)	1464 Diamond Hill Rd	Cumberland	HHW Event
RIRRC - East Greenwich	2 Bear Swamp Rd	East Greenwich	HHW Event
RIRRC - East Providence (DPW)	60 Commercial Way	East Providence	HHW Event
RIRRC - Exeter	675 Ten Rod Rd	Exeter	HHW Event
RIRRC - Foster (DPW)	181 Howard Hill Rd	Foster	HHW Event
RIRRC - Jamestown (DPW)	70 Halsey St	Jamestown	HHW Event
RIRRC - Lincoln (Town Hall)	100 Old River Rd	Lincoln	HHW Event
RIRRC - Middletown (Second Beach )	Sachuest Point Rd (no street number)	Middletown	HHW Event
RIRRC - Narragansett Beach (South Pavilion )	39 Boston Neck Rd	Narragansett	HHW Event
RIRRC - Newport (Eastons Beach )	175 Memorial Blvd	Newport	HHW Event
RIRRC - North Kingstown (DPW)	2050 Davisville Rd	North Kingstown	HHW Event
RIRRC - Pawtucket	60 South Bend St	Pawtucket	HHW Event
RIRRC - Portsmouth (High School)	120 Education Way	Portsmouth	HHW Event
RIRRC - Providence (DPW)	700 Allens Ave	Providence	HHW Event
RIRRC - Richmond (Transfer Station)	51 Buttonwoods Rd	Richmond	HHW Event
RIRRC - Scituate (DPW)	Trimtown Rd	Scituate	HHW Event
RIRRC - Smithfield (DPW)	3 Spragueville Rd	Smithfield	HHW Event
RIRRC - South Kingstown	Town Hall 180 High St	South Kingstown	HHW Event
RIRRC - Tiverton	DPW 50 Industrial Way	Tiverton	HHW Event
RIRRC - Warren	DPW 21 Birch Swamp Rd	Warren	HHW Event
RIRRC - Warwick	DPW 925 Sandy Ln	Warwick	HHW Event
RIRRC - West Greenwich	Town Hall 280 Victory Hwy	West Greenwich	HHW Event



# HHW EVENTS

31 PAINTCARE RHODE ISLAND DROP-OFF EVENTS 2016 - PAGE 2

Site Name	Address	City	Type
RIRRC - West Warwick	Civic Center 100 Factory St	West Warwick	HHW Event
RIRRC - Westerly	DPW 35 Larry Hirsch Ln	Westerly	HHW Event
RIRRC - Woonsocket	1117 River St	Woonsocket	HHW Event

## Appendix B

**PaintCare Inc.**

Financial Statements  
and Independent Auditors' Report

June 30, 2016 and 2015

**PaintCare Inc.**

Financial Statements  
June 30, 2016 and 2015

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## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors  
PaintCare Inc.

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of June 30, 2016 and 2015, the related statements of activities and cash flows for years then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

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

### ***Auditor's Responsibility***

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

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

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

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for years then ended in accordance with accounting principles generally accepted in the United States of America.

***Other Matter***

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 14-15 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Handwritten signature of Rogers & Company LLC in black ink.

Vienna, Virginia  
September 30, 2016



**PaintCare Inc.**

**Statements of Financial Position**  
**June 30, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
<b>Assets</b>		
Current assets:		
Cash	\$ 8,929,274	\$ 9,236,954
Accounts receivable, net	7,544,382	7,353,455
Investments	32,059,997	27,056,886
Prepaid expenses	<u>264,420</u>	<u>94,323</u>
 Total current assets	 48,798,073	 43,741,618
Property and equipment, net	<u>392,509</u>	<u>479,980</u>
 Total assets	 <u><u>\$ 49,190,582</u></u>	 <u><u>\$ 44,221,598</u></u>
 <b>Liabilities and Net Assets</b>		
 <b>Liabilities</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 7,487,539	\$ 8,651,794
Due to affiliate	<u>693,054</u>	<u>343,683</u>
 Total liabilities	 <u>8,180,593</u>	 <u>8,995,477</u>
 <b>Net Assets</b>		
Unrestricted	<u>41,009,989</u>	<u>35,226,121</u>
 Total net assets	 <u>41,009,989</u>	 <u>35,226,121</u>
 Total liabilities and net assets	 <u><u>\$ 49,190,582</u></u>	 <u><u>\$ 44,221,598</u></u>

**PaintCare Inc.**

Statements of Activities  
For the Years Ended June 30, 2016 and 2015

	2016	2015
<b>Operating Revenue and Support</b>		
Paint recovery fees	\$ 58,879,273	\$ 46,570,607
Other income	90,777	83,824
Total operating revenue and support	<u>58,970,050</u>	<u>46,654,431</u>
<b>Expenses</b>		
Program and delivery services:		
Oregon	5,251,004	4,929,385
California	29,542,078	24,280,786
Connecticut	2,845,756	2,507,234
Rhode Island	693,830	569,243
Minnesota	5,378,962	3,550,929
Vermont	780,420	960,256
Maine	1,106,344	66,557
Colorado	4,391,847	225,030
District of Columbia	53,202	15,585
Total program and delivery services	<u>50,043,443</u>	<u>37,105,005</u>
General and administrative	<u>4,261,096</u>	<u>3,164,681</u>
Total expenses	<u>54,304,539</u>	<u>40,269,686</u>
<b>Change in Net Assets from Operations</b>	4,665,511	6,384,745
<b>Non-Operating Activities</b>		
Interest and dividend income	695,054	343,103
Net realized and unrealized gain (loss) on investments	423,303	(189,183)
Total non-operating activities	<u>1,118,357</u>	<u>153,920</u>
<b>Change in Net Assets</b>	5,783,868	6,538,665
<b>Net Assets, beginning of year</b>	<u>35,226,121</u>	<u>28,687,456</u>
<b>Net Assets, end of year</b>	<u><u>\$ 41,009,989</u></u>	<u><u>\$ 35,226,121</u></u>

*See accompanying notes.*

**PaintCare Inc.**

Statements of Cash Flows  
For the Years Ended June 30, 2016 and 2015

	2016	2015
<b>Cash Flows from Operating Activities</b>		
Change in net assets	\$ 5,783,868	\$ 6,538,665
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	89,652	22,954
Loss on disposal of property and equipment	25,448	-
Net realized and unrealized (gain) loss on investments	(423,303)	189,183
Change in allowance for doubtful accounts receivable	(59,058)	15,527
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	(131,869)	(726,549)
Due from affiliate	-	34,800
Prepaid expenses	(170,097)	(434)
Increase (decrease) in:		
Accounts payable and accrued expenses	(1,164,255)	4,708,307
Due to affiliate	349,371	(106,164)
Net cash provided by operating activities	<u>4,299,757</u>	<u>10,676,289</u>
<b>Cash Flows from Investing Activities</b>		
Purchases of investments	(33,535,291)	(28,935,060)
Proceeds from sale of investments	28,955,483	1,688,991
Purchases of property and equipment	<u>(27,629)</u>	<u>(427,900)</u>
Net cash used in investing activities	<u>(4,607,437)</u>	<u>(27,673,969)</u>
<b>Net Decrease in Cash</b>	(307,680)	(16,997,680)
<b>Cash, beginning of year</b>	<u>9,236,954</u>	<u>26,234,634</u>
<b>Cash, end of year</b>	<u><u>\$ 8,929,274</u></u>	<u><u>\$ 9,236,954</u></u>

*See accompanying notes.*

## **PaintCare Inc.**

### **Notes to Financial Statements June 30, 2016 and 2015**

#### **1. Nature of Operations**

PaintCare Inc. (“PaintCare”), a not-for-profit 501(c)(3) organization, was created in October 2009 by the American Coatings Association (ACA), who, working with state and local government stakeholders, passed the first ever paint product stewardship law in the United States in the state of Oregon in 2009 with implementation of the Oregon Program beginning July 1, 2010. Similar legislation has subsequently been passed in other jurisdictions. The legislation pilots an industry-led, end-of-life management program for post-consumer paint, which PaintCare operates. The PaintCare Board is made up of architectural paint manufacturers and participation in PaintCare is not limited to ACA members, but open to all architectural paint manufacturers. There are no dues or registration fees associated with PaintCare. During 2015, PaintCare organized single-member limited liability companies (LLC) for the Oregon, Connecticut, and Rhode Island 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. Unrestricted net assets represent funds that are not subject to donor-imposed stipulations and are available for support of PaintCare’s operations. At June 30, 2016 and 2015, all net assets were unrestricted.

##### Use of Estimates

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

##### Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management’s judgment considering historical information. Accounts are individually analyzed for collectability, and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At June 30, 2016 and 2015, an allowance of \$13,122 and \$72,180, respectively, was recognized.

## **PaintCare Inc.**

### Notes to Financial Statements June 30, 2016 and 2015

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

### Investments

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

### Property and Equipment

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

### Revenue Recognition

PaintCare recognizes revenue from post-consumer paint recovery fees at the time architectural paint product is sold by a manufacturer participant of the paint product stewardship program. Manufacturer participants in the program pay the PaintCare recovery fee to PaintCare based on the amount of program products they sell on a monthly basis.

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

Revenue from all other sources is recognized when earned.

## **PaintCare Inc.**

### Notes to Financial Statements June 30, 2016 and 2015

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

##### Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$7,147,325 and \$5,656,341 for the years ended June 30, 2016 and 2015, respectively.

##### Functional Allocation of Expenses

The costs of providing the various program and supporting activities have been summarized on a functional basis in the accompanying financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Programs are categorized by the states where services are conducted.

##### Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through September 30, 2016, the date the financial statements were available to be issued.

#### **3. Concentration of Credit Risk**

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

## PaintCare Inc.

### Notes to Financial Statements June 30, 2016 and 2015

#### 4. Accounts Receivable

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

	2016	2015
California	\$ 4,343,687	\$ 5,016,812
Colorado	905,527	-
Minnesota	843,006	952,976
Oregon	585,772	593,157
Connecticut	448,337	572,369
Maine	225,927	-
Rhode Island	94,883	148,674
Vermont	110,365	141,647
Total accounts receivable	7,557,504	7,425,635
Less: allowance for doubtful accounts	(13,122)	(72,180)
Accounts receivable, net	<u>\$ 7,544,382</u>	<u>\$ 7,353,455</u>

#### 5. Investments and Fair Value Measurements

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

PaintCare follows Financial Accounting Standards Board (FASB) Accounting Standards Codification (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.



# PaintCare Inc.

## Notes to Financial Statements June 30, 2016 and 2015

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

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

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

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of June 30, 2016:

	Level 1	Level 2	Level 3	Total
Equities:				
Energy	\$ 593,060	\$ -	\$ -	\$ 593,060
Materials	382,906	-	-	382,906
Industrials	1,080,718	-	-	1,080,718
Consumer discretionary	1,191,847	-	-	1,191,847
Consumer staples	892,418	-	-	892,418
Health care	1,245,045	-	-	1,245,045
Financials	1,691,497	-	-	1,691,497
Information technology	1,540,323	-	-	1,540,323
Telecommunication service	267,707	-	-	267,707
Utilities	326,170	-	-	326,170
Blend	39,683	-	-	39,683
Mutual funds:				
Fixed income	1,355,644	2,187,213	-	3,542,857
Corporate bonds	9,795,643	-	-	9,795,643
Cash equivalents	1,223,806	-	-	1,223,806
Government securities:				
U.S. Treasury	-	8,246,317	-	8,246,317
Total investments	\$ 21,626,467	\$ 10,433,530	\$ -	\$ 32,059,997

**PaintCare Inc.**

Notes to Financial Statements  
June 30, 2016 and 2015

**5. Investments and Fair Value Measurements (continued)**

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of June 30, 2015:

	Level 1	Level 2	Level 3	Total
<hr/>				
Equities:				
Energy	\$ 459,357	\$ -	\$ -	\$ 459,357
Materials	219,712	-	-	219,712
Industrials	716,773	-	-	716,773
Consumer discretionary	1,018,215	-	-	1,018,215
Consumer staples	1,783,429	-	-	1,783,429
Health care	1,526,520	-	-	1,526,520
Financials	996,728	-	-	996,728
Information technology	840,667	-	-	840,667
Telecommunication service	290,700	-	-	290,700
Utilities	36,255	-	-	36,255
Blend	44,672	-	-	44,672
Mutual funds:				
Exchange traded funds	2,443,529	-	-	2,443,529
Fixed income	4,703,477	-	-	4,703,477
Corporate bonds	6,314,355	-	-	6,314,355
Cash equivalents	1,749,882	-	-	1,749,882
Government securities:				
U.S. Treasury	-	3,912,615	-	3,912,615
<hr/>				
Total investments	\$ 23,144,271	\$ 3,912,615	\$ -	\$ 27,056,886
<hr/>				

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

	2016	2015
	<hr/>	<hr/>
Interest and dividend income	\$ 695,054	\$ 343,103
Net realized and unrealized gain (loss)	423,303	(189,183)
	<hr/>	<hr/>
Total investment income	\$ 1,118,357	\$ 153,920
	<hr/>	<hr/>

## PaintCare Inc.

### Notes to Financial Statements June 30, 2016 and 2015

#### 6. Property and Equipment

PaintCare held the following property and equipment at June 30:

	2016	2015
Software	\$ 421,822	\$ 447,270
Computer equipment	63,932	43,160
Furniture	22,008	20,878
Total property and equipment	507,762	511,308
Less: accumulated depreciation and amortization	(115,253)	(31,328)
Property and equipment, net	<u>\$ 392,509</u>	<u>\$ 479,980</u>

#### 7. Related Party

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

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

For the years ended June 30, 2016 and 2015, the total administrative fees charged by ACA to PaintCare were \$1,720,000 and \$987,782, respectively. At June 30, 2016 and 2015, PaintCare owed ACA \$693,054 and \$343,683, respectively, which is recorded as due to affiliate in the accompanying statements of financial position.

## **PaintCare Inc.**

### Notes to Financial Statements June 30, 2016 and 2015

#### **8. 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**

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**PaintCare Inc.**

Schedule of Activities, Organized by Program  
For the Year Ended June 30, 2016

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	General and Administrative	Total
<b>Operating Revenue and Support</b>											
Paint recovery fees	\$ 4,660,647	\$ 35,503,835	\$ 3,855,522	\$ 955,299	\$ 5,432,831	\$ 710,155	\$ 1,040,675	\$ 6,720,309	\$ -	\$ -	\$ 58,879,273
Other income	90,777	-	-	-	-	-	-	-	-	-	90,777
Total operating revenue and support	4,751,424	35,503,835	3,855,522	955,299	5,432,831	710,155	1,040,675	6,720,309	-	-	58,970,050
<b>Expenses</b>											
Program and delivery services:											
Collection support	19,082	2,816,791	347,619	101,448	419,737	87,478	161,638	492,380	3	-	4,446,176
Transportation and processing	4,622,753	20,038,960	1,884,285	459,209	4,317,555	609,818	644,459	3,100,484	-	-	35,677,523
Communications	382,075	5,175,408	460,292	94,980	375,324	23,884	115,337	518,305	1,720	-	7,147,325
Legal fees	3,892	141,823	5,077	3,892	-	-	12,408	1,500	2,757	-	171,349
State agency administrative fees	40,000	403,490	20,000	-	118,013	15,000	63,570	120,000	-	-	780,073
Other program expenses	183,202	965,606	128,483	34,301	148,333	44,240	108,932	159,178	48,722	-	1,820,997
Total program and delivery services	5,251,004	29,542,078	2,845,756	693,830	5,378,962	780,420	1,106,344	4,391,847	53,202	-	50,043,443
General and administrative:											
Legal fees	-	-	-	-	-	-	-	-	-	43,542	43,542
Management fees	-	-	-	-	-	-	-	-	-	1,720,000	1,720,000
Insurance	-	-	-	-	-	-	-	-	-	160,066	160,066
Other expense	-	-	-	-	-	-	-	-	-	2,337,488	2,337,488
Total general and administrative	-	-	-	-	-	-	-	-	-	4,261,096	4,261,096
Total expenses	5,251,004	29,542,078	2,845,756	693,830	5,378,962	780,420	1,106,344	4,391,847	53,202	4,261,096	54,304,539
<b>Change in Net Assets from Operations</b>	(499,580)	5,961,757	1,009,766	261,469	53,869	(70,265)	(65,669)	2,328,462	(53,202)	(4,261,096)	4,665,511
<b>Non-Operating Activities</b>											
Investment income	-	-	-	-	-	-	-	-	-	1,118,357	1,118,357
<b>Change in Net Assets Before Allocation of General and Administrative Activities</b>	(499,580)	5,961,757	1,009,766	261,469	53,869	(70,265)	(65,669)	2,328,462	(53,202)	(3,142,739)	5,783,868
General and administrative allocation	(271,039)	(2,635,625)	(252,858)	(74,467)	(375,240)	(44,270)	(93,978)	(355,803)	(42,570)	4,145,850	-
Investment allocation	4,881	1,002,624	10,956	2,164	(25,217)	(15,556)	(11,610)	37,278	(2,409)	(1,003,111)	-
<b>Total Change in Net Assets</b>	(765,738)	4,328,756	767,864	189,166	(346,588)	(130,091)	(171,257)	2,009,937	(98,181)	-	5,783,868
<b>Net Assets (Deficit), beginning of year</b>	531,485	35,114,056	1,796,810	190,112	(1,149,487)	(535,568)	(197,231)	(499,823)	(24,233)	-	35,226,121
<b>Net Assets (Deficit), end of year</b>	\$ (234,253)	\$ 39,442,812	\$ 2,564,674	\$ 379,278	\$ (1,496,075)	\$ (665,659)	\$ (368,488)	\$ 1,510,114	\$ (122,414)	\$ -	\$ 41,009,989

**PaintCare Inc.**

Schedule of Activities, Organized by Program  
For the Year Ended June 30, 2015

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	General and Administrative	Total
<b>Operating Revenue and Support</b>											
Paint recovery fees	\$ 4,390,549	\$ 33,834,028	\$ 3,678,156	\$ 887,689	\$ 3,124,672	\$ 655,513	\$ -	\$ -	\$ -	\$ -	\$ 46,570,607
Other income	83,824	-	-	-	-	-	-	-	-	-	83,824
Total operating revenue and support	4,474,373	33,834,028	3,678,156	887,689	3,124,672	655,513	-	-	-	-	46,654,431
<b>Expenses</b>											
Program and delivery services:											
Collection support	55,024	2,304,347	393,719	93,768	256,190	118,659	872	17,187	41	-	3,239,807
Transportation and processing	4,106,722	16,705,053	1,612,173	362,384	2,119,735	598,304	-	-	-	-	25,504,371
Communications	428,415	3,859,330	346,529	78,908	785,525	106,714	8,886	41,906	128	-	5,656,341
Legal fees	27,315	151,639	12,118	3,140	101,132	5,250	4,713	15,629	6,205	-	327,141
State agency administrative fees	40,000	355,509	20,000	-	106,621	30,000	-	-	-	-	552,130
Other program expenses	271,909	904,908	122,695	31,043	181,726	101,329	52,086	150,308	9,211	-	1,825,215
Total program and delivery services	4,929,385	24,280,786	2,507,234	569,243	3,550,929	960,256	66,557	225,030	15,585	-	37,105,005
General and administrative:											
Legal fees	-	-	-	-	-	-	-	-	-	383,271	383,271
Management fees	-	-	-	-	-	-	-	-	-	987,782	987,782
Insurance	-	-	-	-	-	-	-	-	-	126,284	126,284
Other expense	-	-	-	-	-	-	-	-	-	1,667,344	1,667,344
Total general and administrative	-	-	-	-	-	-	-	-	-	3,164,681	3,164,681
Total expenses	4,929,385	24,280,786	2,507,234	569,243	3,550,929	960,256	66,557	225,030	15,585	3,164,681	40,269,686
<b>Change in Net Assets from Operations</b>	(455,012)	9,553,242	1,170,922	318,446	(426,257)	(304,743)	(66,557)	(225,030)	(15,585)	(3,164,681)	6,384,745
<b>Non-Operating Activities</b>											
Investment income	-	-	-	-	-	-	-	-	-	153,920	153,920
<b>Change in Net Assets Before Allocation of General and Administrative Activities</b>	(455,012)	9,553,242	1,170,922	318,446	(426,257)	(304,743)	(66,557)	(225,030)	(15,585)	(3,010,761)	6,538,665
General and administrative allocation	(201,982)	(1,964,196)	(188,442)	(55,512)	(279,641)	(32,993)	(70,035)	(266,199)	(8,648)	3,067,648	-
Investment allocation	(1,470)	62,378	1,643	100	(3,331)	(1,671)	(276)	(486)	-	(56,887)	-
<b>Total Change in Net Assets</b>	(658,464)	7,651,424	984,123	263,034	(709,229)	(339,407)	(136,868)	(491,715)	(24,233)	-	6,538,665
<b>Net Assets (Deficit), beginning of year</b>	1,189,949	27,462,632	812,687	(72,922)	(440,258)	(196,161)	(60,363)	(8,108)	-	-	28,687,456
<b>Net Assets (Deficit), end of year</b>	\$ 531,485	\$ 35,114,056	\$ 1,796,810	\$ 190,112	\$ (1,149,487)	\$ (535,568)	\$ (197,231)	\$ (499,823)	\$ (24,233)	\$ -	\$ 35,226,121



## Appendix C



## Rhode Island Paint Stewardship Program

*Each year about 650 million gallons of architectural paint is sold in the United States. Did you know that about 10 percent goes unused and is available for recycling?*

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

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

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

## PaintCare Products

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

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

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

## ⊘ Non-PaintCare Products

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

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



# Recycle with PaintCare



RHODE ISLAND

## Places to Take Old Paint

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

## How to Recycle

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

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

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



## What Happens to the Paint?

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

## Who Can Use the Program?

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

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

## Large Volume Pick-Up

If you have at least 300 gallons of paint to recycle at your business or home, ask about our free pick-up service. Please call for more details or to request an appointment.

## PaintCare Fee

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

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

## Not a Deposit

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

## Contact Us

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



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

*Recycle with PaintCare*

Find a drop-off site near you:

**(855) 724-6809 • [www.paintcare.org](http://www.paintcare.org)**

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

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

#### **LEARN MORE**

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



# Paint Recycling Program

## About the PaintCare Program

### PAINTCARE

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

### PAINTCARE PRODUCTS

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

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

### ⊘ NON-PAINTCARE PRODUCTS

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

### FEES

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

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

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



Recycle with PaintCare





# WE CAN HELP Recycle YOUR PAINT

[www.paintcare.org](http://www.paintcare.org)

## PAINT RECYCLING MADE EASY

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

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

## PAINTCARE PRODUCTS

### (YOU CAN RECYCLE THESE)

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

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

## NON-PAINTCARE PRODUCTS

*Leaking, unlabeled, and empty containers are not accepted.*

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

## PROGRAM FUNDING

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

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

## LEARN MORE

Please ask for a PaintCare program brochure, visit [www.paintcare.org](http://www.paintcare.org), or call (855) 724-6809.



## *Information for Painting Contractors*

UPDATED — JULY 2016

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

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

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

#### **Paint Stewardship**

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

PaintCare has programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia.

#### **Fees and Funding**

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

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

Fees in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island:

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

Fees in Vermont (effective August 1, 2016)

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

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

### **RECOMMENDATIONS FOR CONTRACTORS**

#### **Preparing Your Estimates**

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

#### **Pass Fees to Your Customers**

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





## Paint Drop-Off Sites

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

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

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

## Use of Paint Drop-Off Sites by Businesses

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

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

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

## Pick-Up Service for Large Volumes

Businesses with at least 300 gallons of postconsumer paint to recycle may ask to have their paint picked up by PaintCare for free. For details about this service or to request an appointment, please visit our website, or contact us by phone or e-mail.

## What Products Are Covered?

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

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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



DO YOU HAVE AT LEAST 300 GALLONS OF PAINT?

## *Large Volume Pick-Up (LVP) Service*

UPDATED — JULY 2016

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

### **Who is PaintCare?**

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

### **Paint Drop-Off Sites**

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

### **Large Volumes Pick-Ups**

For those who have accumulated a large volume or stockpile of paint, PaintCare also offers a pick-up service. Large volume means at least 300 gallons, measured by container size (not content). On a case-by-case basis, PaintCare may approve a pick-up for less than 300 gallons if there are no drop-off sites in your area. After two or three pick-ups, you may be switched to a regular service (see next page).

### **Drums and Bulked Paint Are Not Accepted**

PaintCare only accepts paint in containers that are five 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 five gallons, please contact a licensed paint recycling company or a hazardous waste transportation company to assist you.

### **HOW TO REQUEST A LARGE VOLUME PICK-UP**

#### **1. Sort and count your paint**

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

#### **2. Fill out the LVP Request Form and send it in**

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

### **Scheduling**

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

### **On the Day of Your Pick-Up**

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



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

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

### Repeat Service for Large Volume Users

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

### Limits on Businesses

If your business generates more than 220 pounds (20-30 gallons depending on the type) of hazardous waste per month, you may use PaintCare's programs (drop-off sites and the pick-up service) for water-based program products only. You will not be able to use the program for oil-based products.

If your business generates less than 220 pounds of hazardous waste per month, you may use PaintCare programs for both water-based program products and oil-based program products. As a business, you will need to certify that you meet this requirement.

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

### If You Have Products We Don't Accept

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

## What Products Are Covered?

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

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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



## *How Does the Rhode Island Paint Stewardship Program Affect Paint Retailers?*

UPDATED — JULY 2016

### **Paint Stewardship Programs in the United States**

For several years the American Coatings Association (ACA) has worked with stakeholders interested in the management of leftover paint. This work has led to development of an industry-led paint stewardship program for the United States.

PaintCare Inc., a nonprofit organization, was established by ACA to implement this program on behalf of paint manufacturers in each PaintCare State (those that adopt paint stewardship laws). PaintCare currently operates in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia.

Beginning June 1, 2014, Rhode Island paint retailers were required to add a fee to the architectural paint products they sell and make sure they are not selling unregistered brands. Providing information about the program or serving as a paint drop-off site is optional.

### **Convenient Paint Recycling**

PaintCare's primary effort is to establish paint drop-off sites throughout each PaintCare State — at paint retailers and other locations — in order to provide convenient recycling opportunities for the public. Other locations include waste transfer stations and municipal household hazardous waste facilities and events. There are more than 1,600 PaintCare sites in eight states; 34 of these sites are in Rhode Island.

### **Participation as a Drop-Off Site is Voluntary**

Most retailers who wish to serve as drop-off sites are able to do so if they have space and can provide minimal staff time to accept paint from the public. By doing so, retailers increase foot traffic and sales, and they provide an environmentally-beneficial service to their community. They make recycling of leftover paint convenient for their customers and help reduce costs for local governments that manage leftover paint. PaintCare provides storage bins, site training, and support; promotes the sites to the local community; and pays for paint transportation and recycling.

### **THERE ARE TWO REQUIREMENTS OF RETAILERS**

#### **1. Check Registered Manufacturers & Brands**

Retailers may not sell architectural paints that are not registered. Under the program, paint manufacturers must register their company with PaintCare and list the brands they sell in Rhode Island. PaintCare and the Rhode Island Department of Environmental Management publish lists of registered brands and manufacturers on their websites so that retailers can confirm that the products they sell are registered.



## 2. Pass on the Assessment Fee

As required by law, a fee must be applied to the wholesale price of architectural paint sold in Rhode Island. This fee pays for all aspects of running the program. The fee is paid by manufacturers to PaintCare and then passed to their dealers. Retailers will see the PaintCare Fee on invoices. The law also requires that retailers and distributors add the fee to the purchase price of architectural paint. The fee paid by the customer to the retailer offsets the fee charged by the manufacturer or distributor to the retailer. All retailers, distributors, and manufacturers selling architectural paint in the state must pay and pass through the fee, ensuring a level playing field for all parties.

### Customer Information

Paint retailers are encouraged to provide customers with information regarding the program. PaintCare develops these materials and provides them free of charge to paint retailers. Before the program started, PaintCare mailed a starter pack of public information materials to all paint retailers. The pack included program brochures, fact sheets, and posters. Additional materials can be ordered at any time, free of charge.

## COMMON QUESTIONS ABOUT FEES

### How much are the fees?

Fees are by container size, In Rhode Island fees are::

\$ 0.00 -- Half pint or less

\$ 0.35 -- More than half pint to less than 1 gallon

\$ 0.75 -- 1 gallon

\$ 1.60 -- More than 1 gallon up to 5 gallons

### How are the fees calculated?

Fees are set to cover the cost of a fully operating program. PaintCare estimates the annual sales of architectural paint in each state, and divides the estimated annual expenses of the program by the estimated number of containers to be sold, adjusts for container size, and determines a fee per size that will provide the budget needed to fund the program.

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

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

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

No, but in other states, most stores do show the fee in order to explain the price increase. PaintCare encourages retailers to show the fee and list it as "PaintCare Fee" to increase awareness of the program.

### Do retailers return the fee if a product is returned?

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

### 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.

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

PaintCare provides printed materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find a paint drop-off site. PaintCare also promotes the program using a variety of methods (e.g., newspaper, radio, and online advertising) and through press releases about the program.

### How do I know which products have fees?

Invoices from your suppliers will show fees for program products, so you simply pass on the fees for those items. PaintCare and the Department of Environmental Management will also post lists of registered paint manufacturers and brands on their websites – fees should be included on these products. Please visit [www.paintcare.org/lists](http://www.paintcare.org/lists) for lists of registered manufacturers and brands for each state. If your store sells an architectural coating that is not registered with the Program, please let PaintCare know so that we can contact the manufacturer and get them registered with the program.





## *Become a Retail Drop-Off Site for Paint*

UPDATED — JULY 2016

### **A Rhode Island law affecting paint retailers took effect in June 2014.**

The law requires paint retailers to add a stewardship assessment fee to architectural paint products and to make sure they are not selling unregistered brands of architectural paint.

Retailers may also volunteer to be paint drop-off sites. This fact sheet explains how to partner with PaintCare as a retail drop-off site.

#### **Paint Stewardship Program in Rhode Island**

PaintCare Inc. is a nonprofit organization established by the American Coatings Association to implement this program on behalf of paint manufacturers in PaintCare States (those that adopt paint stewardship laws). PaintCare currently operates in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia.



#### **Convenient Paint Recycling**

PaintCare's major effort is to establish paint drop-off sites throughout each PaintCare State — at paint retailers and other locations — in order to provide convenient recycling opportunities for the public. Other locations include waste transfer stations and municipal household hazardous waste facilities and events. There are more than 1600 paint drop-off sites in eight PaintCare states; 34 of these sites are in Rhode Island.

The program allows households and businesses to return unused architectural paint to participating retailers that volunteer to be drop-off locations throughout the state. (Note: The Rhode Island Resource Recovery Corporation's eco-depot household hazardous waste facility will continue to accept paint from households only.)

Stores that would like to become a drop-off site can fill out the Interest Form available in the Retailers section of [www.paintcare.org/ri](http://www.paintcare.org/ri).

#### **Benefits to Retailers**

There are many benefits to becoming a drop-off site. Participating retailers 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 own products
- ◆ Promote your store as environmentally responsible or "green"
- ◆ Increase customer foot traffic and sales
- ◆ Help relieve local government of their cost of managing leftover paint
- ◆ Do your part to help prevent the improper disposal of paint products

### PaintCare Provides

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

### Drop-Off Site Responsibilities

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

### Contact

Laura Honis  
Program Manager (Connecticut and Rhode island)  
lhonis@paint.org  
(203) 747-4494

### What Products Are Covered?

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

### PaintCare Products

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

### Non-PaintCare Products

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



## About PaintCare Fees

UPDATED — AUGUST 2016

**Laws in eight PaintCare States require retailers to add a stewardship assessment to architectural paint products and make sure they are not selling unregistered brands of architectural paint.**

### Paint Stewardship Programs

PaintCare Inc. is a nonprofit organization established by American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states and the District of Columbia that pass paint stewardship laws. The main goals of the program are to decrease paint waste and recycle more postconsumer paint by setting up convenient drop-off sites in each state.

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

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

### 2. Do retailers have to pass on the fee?

Yes, each state's or jurisdiction's law requires retailers to pass on the fee to consumers, ensuring a level playing field for all parties.

### 3. What are the fees?

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

California, Colorado, Connecticut, Maine, Minnesota, Oregon and Rhode Island

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

District of Columbia (effective November 1, 2016)

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

Vermont (as of August 1, 2016)

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



#### **4. How are fees calculated?**

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

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

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

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

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

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

#### **7. Is the fee taxable?**

Yes, the fee is part of the purchase price of paint. Sales tax is collected on the fee, except in a state that does not have a sales tax, such as Oregon.

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

Yes, government agencies and other organizations that are exempt from sales taxes in PaintCare States (except for Oregon which has no sales tax) must still pay the fee, because it is part of the price of paint.

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

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

#### **10. Do retailers add the fee on sales starting on the first day of the program (i.e., on inventory purchased before the first day) even though they did not pay fees on inventory to the distributor or manufacturer?**

[For new programs] Yes, in order to provide for a hard start date, retailers must add the fee on all inventory sold on or after the start date of the program. Fees collected on existing inventory stay with the retailer; they are not paid back to the distributor or manufacturer.

#### **11. How does the public know about the fee?**

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

#### **12. How do we as a retailer know what products to put the fee on?**

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

#### **13. What Products Are Covered?**

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare Products include interior and exterior architectural coatings sold in containers of five gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings. For a detailed list of PaintCare and non-PaintCare products, please see PaintCare's "Products We Accept" Web page.



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

UPDATED — JULY 2016

### **Rhode Island's paint stewardship law supports paint collection activities at solid waste transfer stations, recycling facilities and landfills.**

#### **Paint Stewardship Program in Rhode Island**

Rhode Island's paint stewardship law was passed in June 2012. The new law required paint manufacturers to implement a comprehensive postconsumer paint management program in Rhode Island that includes making paint recycling easier for the public. The Rhode Island program began in June 2014.

Transfer stations, household hazardous waste (HHW) or recycling facilities and landfills can participate in the program by serving as paint drop-off sites for their customers. The cost of transportation and recycling of PaintCare products (e.g., paint, stains, varnish) will be paid by PaintCare. Funding for the Program comes from a "PaintCare Fee" applied to the sale of architectural paint sold in Rhode Island as of June 2014.



#### **PaintCare**

PaintCare Inc. is a nonprofit 501(c)(3) organization established by the American Coatings Association to implement state-mandated paint stewardship programs on behalf of paint manufacturers in each state that adopts a paint stewardship law.

Rhode Island was the fourth state to pass a paint stewardship law. PaintCare currently operates programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island and Vermont. PaintCare is also planning a program for the District of Columbia.

#### **Making Paint Recycling More Convenient**

PaintCare will establish drop-off sites statewide for households and businesses to take leftover architectural paint. Although most drop-off sites will be at paint retailers, solid waste transfer stations (both municipal and private), household hazardous waste (HHW) facilities, recycling centers and landfills may also volunteer to be PaintCare drop-off sites. Facilities that would like to become a drop-off site can fill out the Interest Form available in the Waste Facilities section of [www.paintcare.org/ri](http://www.paintcare.org/ri).

#### **Benefits to Solid Waste and Recycling Facilities**

- ◆ Make recycling of leftover paint more convenient for your community
- ◆ Help your state conserve resources and keep paint out of the solid waste stream
- ◆ Save money on municipally-generated leftover paint
- ◆ Optional: Offer paint in good condition to the public for reuse, and receive a reimbursement based on either volume (\$1.60 per gallon) or by container (30 cents per quart container, \$1.20 per 1-gallon container, and \$6.00 per 5-gallon container). See our factsheet Reuse Programs Compensation and Reporting for details.

### PaintCare Drop-off Sites Receive

- ◆ Storage bins
- ◆ Transportation and recycling services for the collected paint
- ◆ On-site staff training and training materials
- ◆ Program brochures and signage
- ◆ Optional: Free publicity if your site allows the public to drop off program products

### Drop-off Site Responsibilities

- ◆ Provide secure storage area for collection bins (cubic yard boxes shown below) or drums
- ◆ Accept PaintCare products from your customers during normal operating hours
- ◆ Properly pack PaintCare products in storage bins
- ◆ Assist transporter with loading and unloading of full and empty storage bins
- ◆ Complete minimal paperwork related to tracking outgoing paint shipments
- ◆ Ensure staff are trained in PaintCare program guidelines and operating procedures

### Contact

Laura Honis

Program Manager (Connecticut and Rhode Island)

(203) 747-4494

lhonis@paintcare.org

### What Products Are Covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold.

PaintCare products include interior and exterior architectural coatings sold in containers of five gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

### PaintCare Products

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

### Non-PaintCare Products

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



## Reuse Programs – Compensation & Reporting

UPDATED — AUGUST 2015

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. PaintCare allows two different reporting methods by container or by volume as described here.

### Operating a Reuse Program

Any PaintCare products (qualifying paint, stain and varnish as defined by PaintCare – see [www.paintcare.org/products-we-accept](http://www.paintcare.org/products-we-accept)) that are distributed through these 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.



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

### Method 1. Track and Report by Container

To track and report by container size, the following applies:

- ◆ Containers must be at least 50% full
- ◆ The number of containers distributed for reuse must be reported in three size categories for both latex and oil-based (total of 6 categories)
- ◆ Compensation is not provided for paint containers smaller than 1 quart
- ◆ The following compensation rates apply:

\$6.00 per 5-gallon container

\$1.20 per 1-gallon container

\$0.30 per quart container

The site does not need to track or report the actual volume of paint in the containers. Under this model, even though containers may be between 50% and 100% full, PaintCare will assume an average of 75% full when reporting reuse volumes in annual reports to state agencies.

### Method 2. Track and Report by Volume

To track and report by volume (gallons), the following applies:

- ◆ 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.



## PAINTCARE PRODUCTS

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

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



## NON-PAINTCARE PRODUCTS

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

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



## PRODUCTOS DEL PROGRAMA

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

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



## NO SE INCLUYEN EN EL PROGRAMA

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

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





# We are a PaintCare Partner

Fees on the  
sale of paint  
in Rhode Island  
help pay for  
our program.



*Recycle with PaintCare*

To learn more, please call **(855) 724-6809** or  
visit **[www.paintcare.org](http://www.paintcare.org)**.



# We're a PaintCare Drop-Off Site

## WE ACCEPT

- Latex House Paint
- Oil-Based House Paint
- Primer
- Stains
- Sealers
- Varnish and Shellac

## ❌ WE CAN'T ACCEPT

- Aerosols (Spray Cans)
- Auto and Marine Paints
- 2-Part Paints
- Road Marking Paint
- Industrial Paint
- Tints and Resins
- Thinner and Solvent
- Caulk and Spackle
- Wood Treatment/Preservatives
- Deck Cleaner
- Tar/Asphalt Products

## CONTAINERS

- No larger than 5 gallons
- Must have original labels
- Must not be leaking
- Must have secure lids

# **NO DUMPING**

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



**THIS AREA MAY BE UNDER**  
**VIDEO SURVEILLANCE**

**Violators Will Be Prosecuted**



# Please wait for staff assistance when dropping off leftover paint.

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





# Recycle your paint here.

[DURING BUSINESS HOURS ONLY]



## PAINTCARE PRODUCTS

### WE ACCEPT

- Latex house paint
- Oil-based house paint
- Primer and Sealer
- Stains
- Clear finishes (e.g., varnish, shellac)

### WE CANNOT ACCEPT

- Leaking, unlabeled or empty containers
- Aerosol spray paints
- Large containers (over 5 gallons)
- Paint thinner
- Other chemicals

## Rhode Island Paint Usage & Disposal Surveys

### Notes:

Online surveys conducted using SurveyMonkey. Blue numbers indicate the number of people who responded.

Questions 2 and 3 allowed more than one answer; percentages are calculated using the number of people.

For question 2, some respondents did not answer the question in 2014 or 2016.

0 indicates the question was asked, but there were no responses with that answer.

Surveys were conducted in June each year.

	2014		2015		2016	
	Percent	Count	Percent	Count	Percent	Count
<b>1. How much leftover paint is in your home?</b>		<b>78</b>		<b>111</b>		<b>130</b>
None	24.4	19	39.6	44	29.2	38
Less than 1 gallon	6.4	5	15.3	17	20.8	27
1-5 gallons (would fit in a cardboard box)	38.5	30	25.2	28	37.7	49
5-15 gallons (would fit in a shopping cart)	23.1	18	13.5	15	4.6	6
15-30 gallons (would fit in two shopping carts)	0.0	0	0.0	0	1.5	2
More than 30 gallons	0.0	0	0.0	0	0.8	1
Yes, but I don't know how much	7.7	6	6.3	7	5.4	7
<b>2. Where did the paint come from? (check all that apply)</b>		<b>56</b>		<b>111</b>		<b>92</b>
I did some painting myself and had some leftover	75.0	42	50.5	56	77.2	71
I hired someone to paint and they left it behind	30.4	17	19.8	22	14.1	13
I found it in my home/business when I moved in	23.2	13	16.2	18	12.0	11
I am a painting contractor and it is from one of my jobs	0.0	0	0.9	1	6.5	6
I don't remember where the paint came from	3.6	2	9.9	11	5.4	5
Other	8.9	5	27.0	30	4.3	4
<b>3. What did you do with leftover paint? (check all that apply)</b>		<b>78</b>		<b>111</b>		<b>130</b>
Poured it down the drain	0.0	0	0	0	1.5	2
Put can(s) of liquid paint in the trash	7.7	6	1	1	2.3	3
Dried out the paint and put it in the trash	42.3	33	18	20	15.4	20
Stored it in the basement or garage intend to use	53.8	42	23	25	37.7	49
Took it to a paint store	1.3	1	5	5	6.2	8
Took it to a household hazardous waste event or facility	20.5	16	18	20	8.5	11
Gave it away to a family, friend or community organization	9.0	7	9	10	3.8	5
Left it behind when I moved	11.5	9	3	3	0.0	0
I don't know	2.6	2	9	10	5.4	7
I have never stored or disposed of leftover/unwanted paint	16.7	13	15	17	15.4	20
Other	5.1	4	0	0	3.8	5
<b>4. If you had unwanted paint, what would you do with it?</b>		<b>75</b>		<b>111</b>		<b>130</b>
Pour it down the drain	1.3	1	0.0	0	0.8	1
Put can(s) of liquid paint in the trash	6.7	5	2.7	3	4.6	6
Dry out the paint and put it in the trash	26.7	20	18.0	20	16.2	21
Take it to a paint store	0.0	0	10.8	12	14.6	19
Take it to a household hazardous waste event or facility	40.0	30	37.8	42	23.8	31
Give it away to a family, friend or organization	12.0	9	10.8	12	16.9	22
I don't know	13.3	10	18.0	20	20.0	26
Other	4.0	3	1.8	2	3.1	4

Note: In 2014, respondents were allowed more than one answer; percentages are calculated using the number of people.

Three respondents did not answer the question.

<b>5. Did you know that paint can be recycled?</b>		78		111		92
Yes	25.6	20	28.8	32	38.0	35
No	74.4	58	71.2	79	62.0	57

Note: In 2016, 38 respondents did not answer the question.

<b>6. Have you ever taken paint to be recycled/disposed? When?</b>		78		111		130
No	83.3	65	75.7	84	83.1	108
Yes, at some point during the past year	1.3	1	9.9	11	8.5	11
Yes, more than one year ago	15.4	12	14.4	16	8.5	11

<b>7. Do you know where to take unwanted paint?</b>		78		111		130
No	79.5	62	68.5	76	76.2	99
Yes	20.5	16	31.5	35	23.8	31
If yes, where? (please specify)	-	9	-	14	-	11

**Responses to "If yes, where?" for June 2016:**

Household hazardous waste event (2)  
Household hazardous waste facility (2)  
Paint store (4)  
Dump/landfill (3)

<b>8. How far is the closest paint store?</b>		78		111		130
Less than 1 mile	19.2	15	23.4	26	20.0	26
1-5 miles	66.7	52	58.6	65	50.0	65
5-10 miles	9.0	7	10.8	12	13.8	18
10-20 miles	0.0	0	3.6	4	6.9	9
20-30 miles	0.0	0	0.0	0	0.8	1
Not sure	5.1	4	3.6	4	8.5	11

<b>9. How far would you drive to recycle or dispose of paint?</b>		78		111		130
20-30 miles	2.6	2	5.4	6	7.7	10
10-20 miles	17.9	14	22.5	25	20.0	26
5-10 miles	37.2	29	40.5	45	34.6	45
1-5 miles	29.5	23	18.9	21	23.1	30
Less than 1 mile	3.8	3	2.7	3	2.3	3
Not sure	9.0	7	9.9	11	12.3	16

<b>10. What county do you live in?</b>		45		111		130
Bristol	8.9	4	2.7	3	3.8	5
Kent	15.6	7	21.6	24	23.1	30
Newport	15.6	7	9.9	11	10.8	14
Providence	37.8	17	52.3	58	55.4	72
Washington	22.2	10	13.5	15	6.9	9

Note: In 2014 we asked respondents to type in their county, rather than choose from a list; 33 people did not enter their county. Their responses are not used in the total for percentage calculations in order to have relative numbers for those who responded. If there was no respondent in a county in any survey year, the county is not listed.

<b>11. How would you describe the place where you live?</b>		78		111		130
Urban / Major City	17.9	14	16.2	18	14.6	19
Suburban	51.3	40	42.3	47	40.0	52
Small City or Town	21.8	17	29.7	33	37.7	49
Rural / Countryside	7.7	6	10.8	12	6.2	8
Other (please specify)	1.3	1	0.9	1	1.5	2

**12. Where do you live?**

78

111

130

Single-family house	76.9	60	69.4	77	57.7	75
Two or Three-family house	12.8	10	14.4	16	20.0	26
Condominium or apartment building with many units	7.7	6	11.7	13	21.5	28
Manufactured or Mobile Home	0.0	0	0.0	0	0.0	0
Other (please specify)	2.6	2	4.5	5	0.8	1

**13. Do you paint professionally?**

78

111

130

Yes	0.0	0	1.8	2	10.8	14
No	100.0	78	98.2	109	89.2	116

**14. What is your age?**

78

111

130

Under 21	0.0	0	6.3	7	9.2	12
21-40	25.6	20	25.2	28	40.8	53
41-60	42.3	33	33.3	37	37.7	49
Over 60	32.1	25	30.6	34	12.3	16
Prefer not to say	0.0	0	4.5	5	0.0	0

**15. Gender**

78

111

130

Male	46.2	36	37.8	42	42.3	55
Female	53.8	42	59.5	66	57.7	75
Prefer not to say	0.0	0	2.7	3	0.0	0

**16. Educational Level**

78

111

130

Some High School	1.3	1	2.7	3	6.2	8
High School Graduate	6.4	5	16.2	18	28.5	37
Some College, Vocational, Trade, or Technical	16.7	13	18.0	20	37.7	49
4 year degree or higher	73.1	57	61.3	68	27.7	36
Prefer not to say	2.6	2	1.8	2	0.0	0

**17. What is your household income?**

78

111

130

Less than \$50K	17.9	14	27.9	31	20.0	26
\$50 – 100K	33.3	26	29.7	33	60.0	78
\$100 – 150K	14.1	11	9.9	11	10.0	13
Over \$150K	12.8	10	6.3	7	2.3	3
Prefer not to say	21.8	17	26.1	29	7.7	10