



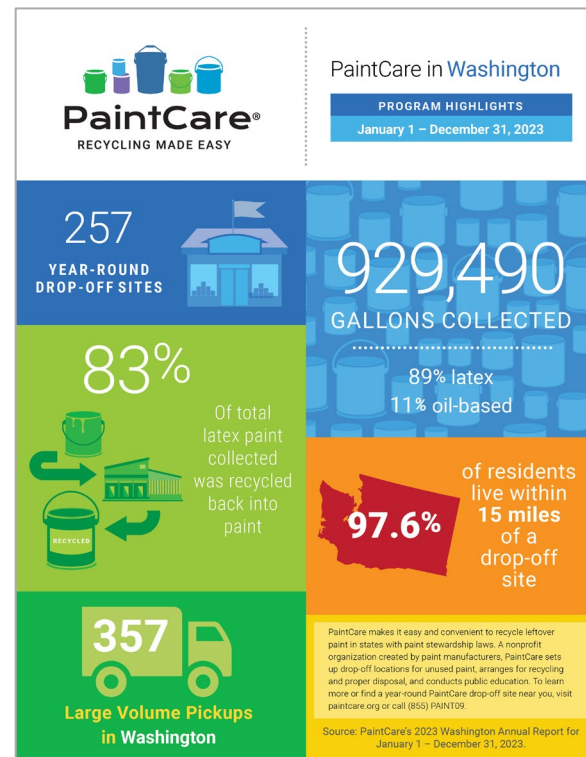
# Annual Report 2023

June 27, 2024



# Meeting Overview

1. Our Team
2. About PaintCare
3. Drop-off Sites & Services
4. Grandview Collection Event
5. Collection and Processing
6. Finances
7. Communications
8. Looking Ahead



# 1 | Our Team





## Our Team

- **Lauren Scher** - OR and WA Program Manager
- **Nick DiBartolo** - WA Program Coordinator
- **Kim Harless** - OR and WA Program Coordinator
- **Abigail Kruse** - WA Program Coordinator

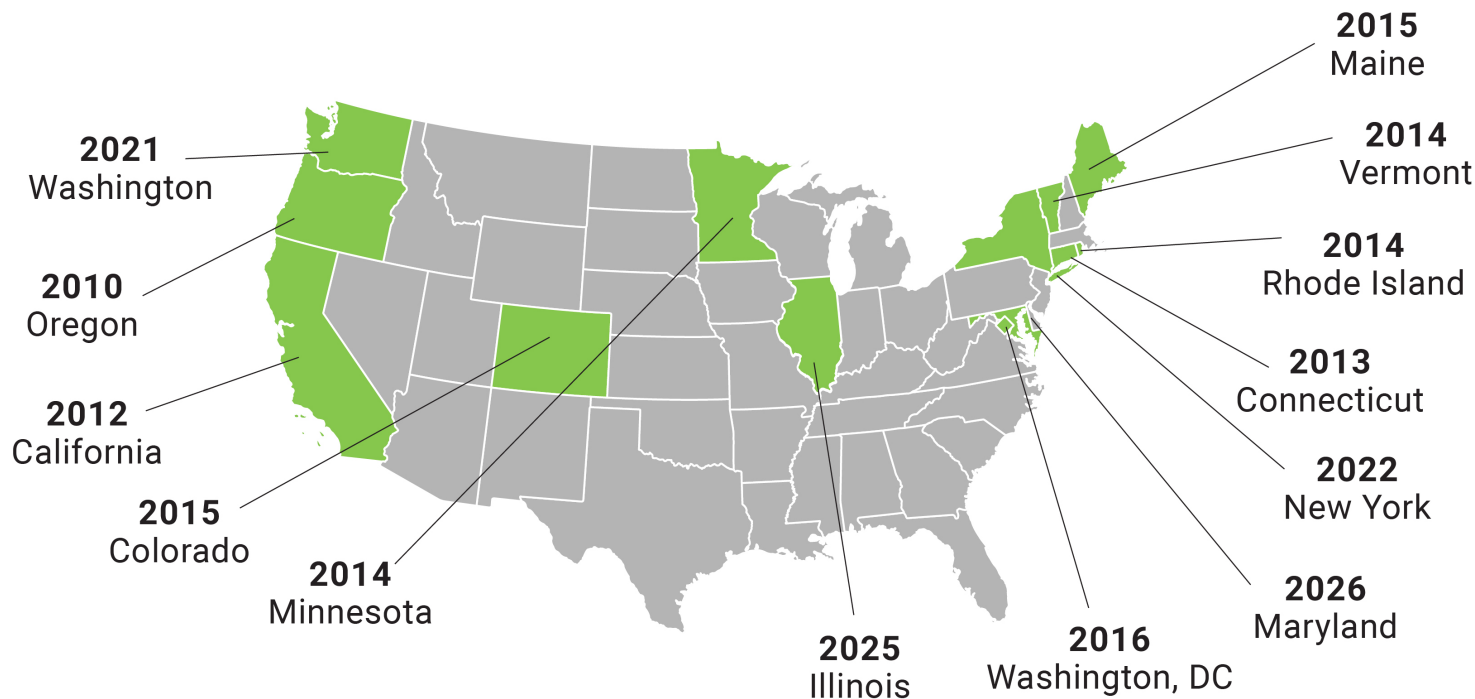
## 2 | About PaintCare



# PaintCare

- Non-profit 501(c)(3) organization
- Represents paint manufacturers to plan and operate paint stewardship programs in the U.S. states and jurisdictions that pass paint stewardship laws
- The Washington law was signed in 2019 and the program began on April 1, 2021

# PaintCare Programs



# 3



## Drop-Off Sites and Services





## Convenience Criteria

- **Distribution** – Provide 90% of the states residents access to a permanent drop-off site within 15 miles
- **Density** – Provide one additional permanent drop-off site for every 30,000 residents of an Urban Area.

## Year-Round Drop-Off Sites

- Open at least one day per month in the reporting year

Or

- A new site which plans to be open at least one day per month going forward

## Retail and Reuse Sites

- 770 paint retailers, including paint, hardware, and home improvement stores
  - 543 were considered potential sites
    - Of the potential sites 192 (**35%**) of retailers participated
- 41 reuse stores
  - 41 were considered potential
    - Of the potential sites 18 (**44%**) participated

# Year-Round Drop-Off Sites

## YEAR-ROUND DROP-OFF SITES

Site Type	2021	2022	2023
Household Hazardous Waste Facility	29	35	34
Environmental Services Company	0	1	1
Paint Recycler	1	1	1
Paint Retailer	162	187	192
Reuse Store	16	17	18
Transfer Station	2	5	6
Recycling Center	0	4	4
HHW Event Site	0	1	1
Total Sites	210	251	257

## Supplemental Drop-off Sites

- Includes retail sites that may have gone out of business/sold/dropped from the program
- Includes HHW locations that may not be open year-round

# Supplemental Drop-off Sites

## SUPPLEMENTAL DROP-OFF SITES

Site Type	2021	2022	2023
Household Hazardous Waste Event Site/Number of Events	22/35	35/56	39/52
Household Hazardous Waste Facility (Seasonal)	0	0	1
PaintCare Event Site/Number of Events	0	0	1/1
Paint-Only Event (Non-PaintCare) Site/Number of Events	0	6/6	10/10
Paint Retailer (Partial Year)	1	2	8
Reuse Store (Partial Year)	0	0	1
Total Sites	23	43	60

# Urban Areas

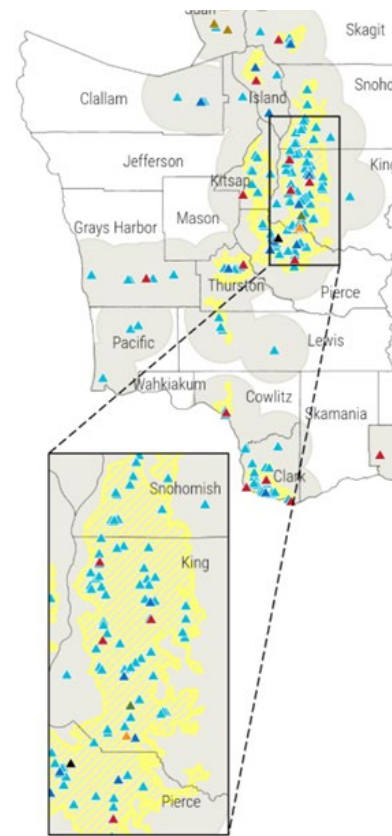
- Kennewick-Pasco (1)
- Marysville (1)
- Seattle-Tacoma (23)
- Spokane (1)

Census Bureau Urban Area	Population in Washington	Target Number of Sites	Number of Year-Round Sites	Number of Additional Sites Needed
Bellingham	128,979	4	7	0
Bremerton	224,449	7	7	0
Centralia	42,338	1	3	0
Kennewick-Pasco	255,401	8	7	1
Longview	67,464	2	4	0
Marysville	160,440	5	4	1
Moses Lake	38,751	1	2	0
Mount Vernon	66,825	2	5	0
Oak Harbor	37,449	1	1	0
Olympia-Lacey	208,157	6	7	0
Portland OR-WA	424,637	14	25	0
Pullman	32,691	1	1	0
Seattle-Tacoma	3,544,011	118	95	23
Spokane	447,279	14	13	1
Walla Walla	49,909	1	3	0
Wenatchee	78,142	2	4	0
Yakima	133,145	4	4	0



# Seattle-Tacoma

- Seattle-Tacoma
  - Pierce County up to Snohomish County





# Large Volume Pickups

- Households and businesses with 100+ gallons
- Requests are submitted via an online form
  - The request is reviewed by PaintCare staff
  - Once approved, the request will be assigned to a transporter to complete the pickup, typically within 5-10 business days
- Frequent users may be converted to RLVP(recurring large volume pickup) contract

# Large Volume Pickups

## SERVICES

Site/Service Type	2021	2022	2023
Direct Large Volume Pickup Site/Number of Pickups	236/275	314/372	295/357
Recurring Large Volume Pickup Site	0	3	6

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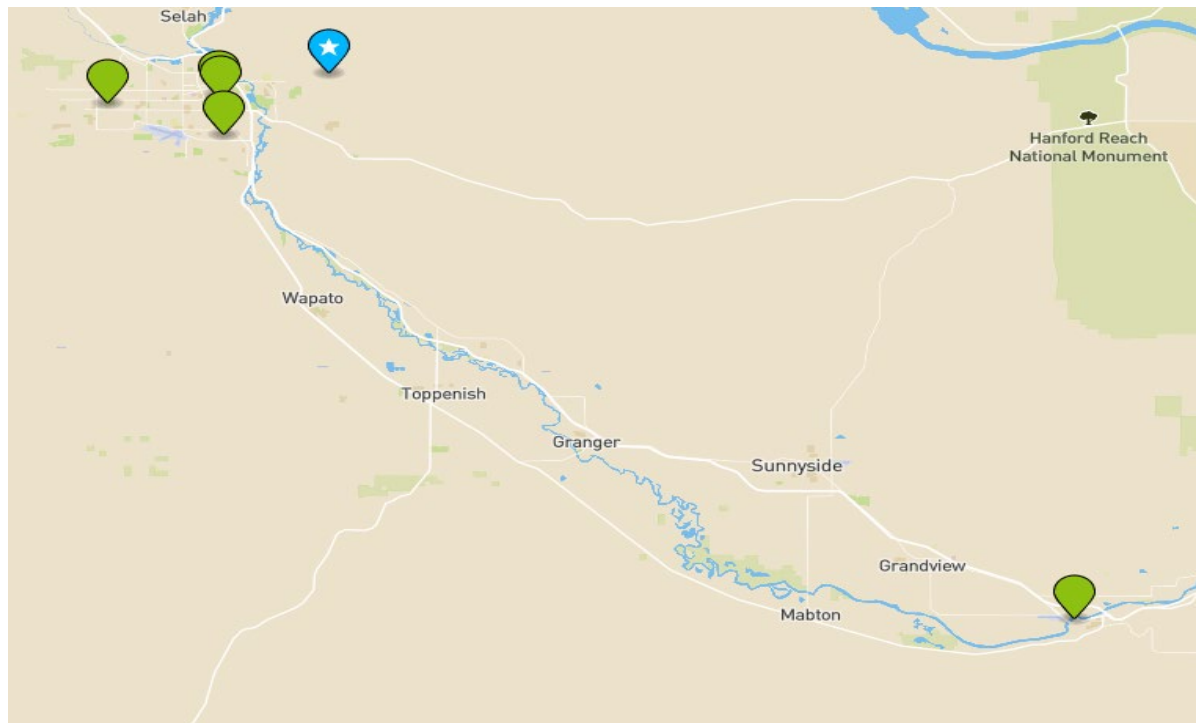


# Grandview Collection Event





# Grandview Collection Event





# Grandview Collection Event







# Grandview Collection Event

- Just shy of **70** vehicles and over **10,000** lbs
- Overwhelming gratitude from participants
- The combination of social media, mailers, partnership with a local grocery store and Grandview Public Works

# 5 | Collection and Processing



# Collection and Processing

## GALLONS COLLECTED, SOLD, AND RECOVERY RATE

Description	2021	2022	2023
Paint Collected (gallons)	581,363	864,906	929,490
New Paint Sold (gallons)	11,822,257	14,365,271	13,827,789
Recovery Rate	4.9%	6.0%	6.7%



# Volumes by Site Type/Service

## COLLECTION VOLUME BY SITE TYPE OR SERVICE

Site Type/Service	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
Environmental Services Company	0	0	28	0	3,896	<1
HHW Facility/Event	80,197	14	237,696	28	275,022	30
LVP	111,177	19	103,665	12	95,708	10
Paint Recycler	65,443	11	53,322	6	43,865	5
Paint Retailer	296,790	51	425,808	49	448,866	48
PaintCare Event	0	0	0	0	739	<1
Paint-Only Event (Non-PaintCare)	0	0	7,935	<1	28,395	3
Reuse Store	26,111	5	33,642	4	28,225	3
Transfer Station	1,645	<1	2,810	<1	4,774	<1
Total	581,363	100	864,906	100	929,490	100

# Paint Processing Methods

- Latex
  - Reuse
  - Paint-to-Paint
  - Disposal
- Oil
  - Reuse
  - Energy Recovery
  - Incineration

# Processing Methods & Volumes

## LATEX PAINT PROCESSING METHODS

Method	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
Reuse	6,872	1	9,669	1	9,451	1
Paint-to-Paint Recycling	427,305	88	618,982	85	682,199	83
Disposal	51,173	11	102,181	14	126,506	16
Total	485,350	100	730,832	100	818,156	100

## OIL-BASED PAINT PROCESSING METHODS

Method	2021 Gallons	2021 Percent	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent
Reuse	1,034	2	2,224	2	2,394	2
Energy Recovery	38,776	64	85,980	82	87,343	86
Incineration	21,271	35	17,151	16	11,816	12
Total	61,081	100	105,355	100	101,553	100

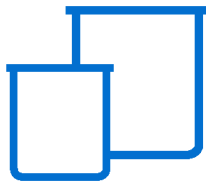


# 6 | Finances



# PaintCare Fee

**\$.45**



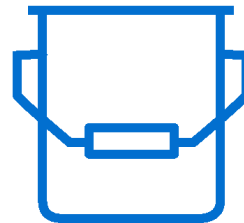
Small containers  
e.g., pints & quarts

**\$0.95**



Mid-sized containers  
e.g., 1–2 gallons

**\$1.95**



Larger sizes up to  
5 gallons



# Revenue

Revenue	2021	Percent of Total	2022	Percent of Total	2023	Percent of Total
Small Containers	\$658,900	9	\$656,573	8	\$711,095	9
Medium Containers	3,481,226	49	3,958,684	47	3,696,311	46
Large Containers	3,037,343	42	3,827,530	45	3,712,872	46
Total Revenue	7,177,469	100	8,442,788	100	8,120,278	100

# Expenses

Expenses	2021	Percent of Total	2022	Percent of Total	2023	Percent of Total
Paint Processing	2,607,254	53	4,258,839	55	5,081,431	59
Paint Transportation	598,515	12	1,118,819	14	1,393,671	16
Paint Collection Supplies and Support	714,369	14	484,942	6	239,043	3
Communications	142,277	3	813,698	11	794,136	9
Personnel, Professional Fees, Other	290,749	6	418,602	5	470,539	5
State Agency Administrative Fees	20,452	<1	24,934	1	50,180	<1
Loan Interest	35,188	1	35,046	1	34,906	<1
General and Administrative	539,002	11	569,500	7	619,865	7
<b>Total Expenses</b>	<b>4,947,806</b>	<b>100</b>	<b>7,724,380</b>	<b>100</b>	<b>8,683,771</b>	<b>100</b>

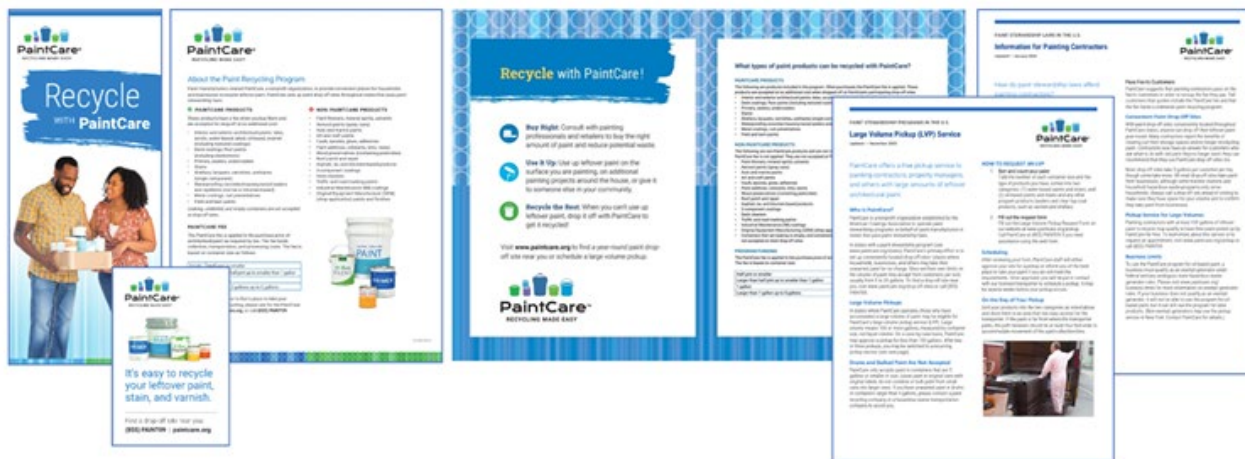
# 7 | Communications



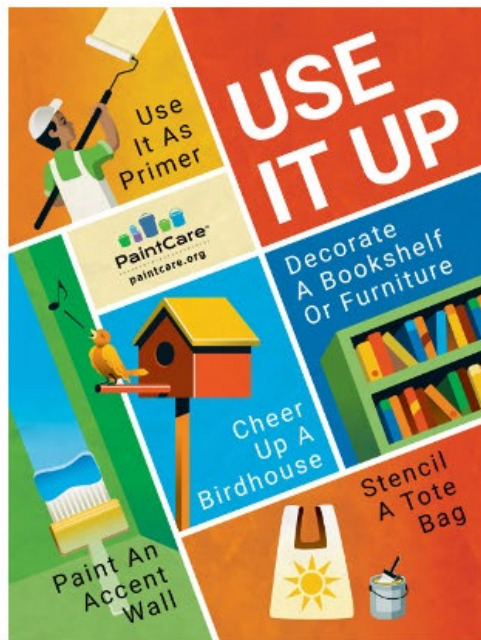


# Point-of-Sale Materials

- **8,120** materials distributed on request
- **91,760** materials mailed to **552** retailers



# New Poster Set





# Translations

- 29 languages other than English
- **Spanish** web page translation
- Language interpretation available on hotline







## We are a PaintCare Partner

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

*Recycle with PaintCare*

To learn more, visit [paintcare.org](http://paintcare.org)  
or call (855) PAINT09.



### ✓ PaintCare Products

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

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

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

### ✗ Non-PaintCare Products

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

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

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

To learn more, please call (855) PAINT09 or visit [www.paintcare.org](http://www.paintcare.org)

02-PP1004-0001

## 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**



## In the Community

- Print Ads
- Mailers
- Outdoor advertisements on billboards and bus shelters in high traffic areas.



## Face to Face

- 20+ activities
- National trade shows
- Local community fairs
- Conferences & association meetings
- Staff presented information on PaintCare program to WA legislators in DC



PaintCare Staff Exhibiting at Trends NW (Seattle, WA)

# 8 | Looking Ahead



## Looking Ahead

- Continue to recruit in underserved urban areas
- Continue focus on visiting non-drop-off sites
- Youth outreach



# Looking Ahead

- Expanded face-to-face outreach
  - Festivals
  - Youth Groups
  - Sustainability Fairs
  - Expos



Thank  
you!



## Contact Us

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