



Minnesota Paint Stewardship Program Annual Report November 1, 2014 – June 30, 2015

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Executive Summary

Minnesota Paint Stewardship Law

PaintCare is the representative stewardship organization of the Minnesota Architectural Paint Stewardship Program codified in Chapter 115A Waste Management, Section 1415, of the Minnesota Statutes. The broad goals of the program are for paint manufacturers to implement and finance a statewide paint stewardship program to reduce the generation of postconsumer paint, promote using up leftover paint, and facilitate the recycling and proper disposal of unwanted postconsumer paint. The program should increase opportunities for consumers to properly manage leftover paint and reduce costs to local governments managing postconsumer paint.

Highlights, Successes, and Lessons Learned

Sites, Events, and Services. In this first reporting period of 8 months, PaintCare established 178 new, year-round paint drop-off sites, all at paint retailers. PaintCare also covered paint management costs for all of the state's household hazardous waste (HHW) programs operated by 21 county and multi-county groups, and comprising 40 year-round HHW facilities, 22 seasonal HHW facilities, and approximately 145 HHW collection events. Finally, the program provided 47 direct large volume pick-ups to business and institutions that had accumulated more than 300 gallon of paint at their facilities.

Combined, the 178 year-round retail drop-off sites and 40 year-round HHW facilities provided a site within 15-miles of 92.3% of Minnesota residents. If considered separately, the retail drop-off sites provided a site within 15 miles of 88.0% of Minnesota residents, and year-round HHW facilities provided a site within 15 miles of 75.1%.

To recruit retail drop-off sites, PaintCare conducted multiple mailings and made nearly 400 site visits. The program started with more than 130 retail drop-off sites by the end of the first month. Additional operational activities included ongoing site recruitment, site visits and assistance to participating retailers, responding to consumer inquiries, meeting with local government officials, and working with paint manufacturers and distributors to set-up the system for remitting the PaintCare fees. PaintCare also hired a new state program manager in May 2015.

Paint Collection Volume. The program processed 501,400 gallons of postconsumer paint in this first reporting period. Latex paint made up 79% of the total: 12% was reused, 36% made into recycled-content paint, 48% blended into landfill cover, and 4% used as fuel for waste-to-energy facilities. Oil-based paint made up 21% of the total: 9% was reused, and 91% used in fuel applications. In addition, 186 tons of metal and plastic containers were recycled.

Paint Recovery Rate. Approximately 5.2 million gallons of architectural paints were sold in Minnesota during reporting period. The paint recovery rate – the volume of postconsumer paint collected divided by the volume of new paint sales in the same period – was 9.6%.

Expenses and Revenue. The program was funded through fees on new paint sales: 35¢ on pint and quart containers; 75¢ on 1-gallon containers; and \$1.60 on 5-gallon containers. The program collected \$3,124,672 in fees on the 5.2 million gallons of paint sold. Paint sales and the fee revenue from those sales were much lower than projected.

Expenses, including paint transportation and processing, outreach and education, staffing, and administrative costs were \$3,623,714. In addition, the program had accrued expenses of \$647,114 prior to program start and ended this reporting period with a deficit of \$1,149,487. The deficit is discussed in Section 3 of this report.

Excluding start-up (pre-program) expenses, the cost of the program in this first reporting period, on a per gallon basis, was \$7.23.

Outreach and Education. Building on the lessons learned from the start of PaintCare programs in other states where significant pre-launch outreach led to overwhelming participation at the new retail drop-off sites, little outreach was conducted prior to and during the first months of the Minnesota program. Outreach was generally limited to informational brochures distributed on-site by paint retailers for the first two months. Advertising started with general newspaper ads in January and public radio in February 2015. Other media were added gradually using a full mix of options that included listing sites in local newspaper ads, cable television, digital radio, online banner ads, and outdoor billboards.

Challenges. Launching the Minnesota program had some challenges. First, there was a delay in the start date of the program from July 1 to November 1 to enable the full participation of paint retailers as paint drop-off sites under existing regulations – including collection of oil-based paint from qualifying business. PaintCare worked closely with Minnesota Pollution Control Agency (MPCA) and the metro counties to resolve this matter.

Second, there was a complex process to collaborate with the state’s HHW programs. MPCA provided conditional approval of PaintCare’s Program Plan on October 18, 2014 with the understanding that contractual arrangements would soon be reached with the HHW programs. To accomplish this, PaintCare and the counties overseeing HHW programs worked within the framework of a pre-existing state-held contract for hazardous waste management. This proved to be challenging, as PaintCare typically contracts directly with individual HHW operators.

Despite initial slow progress, by July 2015, PaintCare, MPCA, and the counties reached a series of comprehensive agreements to ensure statewide participation of all HHW programs. The counties continue to utilize MPCA’s approved vendors for household hazardous waste management services and submit paint management data and invoices to MPCA. PaintCare in turn contracts with MPCA to receive HHW program paint data, and MPCA bills PaintCare twice a year for the HHW program paint-related expenses. PaintCare pays MPCA, which then reimburses the counties. In addition, PaintCare has a separate direct indemnification agreement with the counties. At the time of this report submission, the majority of agreements between MPCA and county or multi-county HHW programs (referred to as “authorized counties” by MPCA), and between PaintCare and authorized counties were in place. The remaining agreements are all in progress.

Now that foundational program activities are complete – such as retail site set-up and HHW participation – program implementation will include visits to retail drop-off sites throughout the year, strengthening partnerships with HHW programs, building awareness of the program among paint consumers, and improvements to operations based on feedback from drop-off sites, the public, and other stakeholders. PaintCare will also work to identify underserved areas and recruit additional drop-off sites as needed.

Program Plan and Annual Report

The Minnesota Paint Stewardship Law required the approval of a Program Plan prior to the program's launch. The Minnesota Pollution Control Agency (MPCA) provided final approval of PaintCare's Program Plan on July 20, 2015. The Plan is available from PaintCare's website.

The Paint Stewardship Law also requires the submission of an annual report by October 1 each year. PaintCare received a one-month extension this year to allow for HHW data still coming into MPCA after October 1 to be included with this report. At a minimum, annual reports must include:

- (1) A description of the methods used to collect, transport, and process architectural paint in all regions of the state.
- (2) The weight of all architectural paint collected in all regions of the state and a comparison to the performance goals and recycling rates established in the stewardship plan.
- (3) The amount of unwanted architectural paint collected in the state by method of disposition, including reuse, recycling, and other methods of processing.
- (4) Samples of educational materials provided to consumers and an evaluation of the effectiveness of the materials and the methods used to disseminate the materials.
- (5) An independent financial audit.

This first annual report covers the 8-month period from November 1, 2014 to June 30, 2015. Future reports will cover the 12-month period from July 1 to June 30.

Acknowledgments

While the Minnesota PaintCare program had some early challenges, the diligence and support from key stakeholders enabled the program to get off to a successful start. PaintCare would like to recognize the vital contribution of the MPCA, the HHW program community, the Solid Waste Management Coordinating Board (SWMCB), the Recycling Association of Minnesota (RAM), as well as the many individuals who offered their time and assistance – the program is stronger for their contribution. We would also like to acknowledge our vital and outstanding retail partners; our professional and responsive service providers – Clean Harbors Environmental Services and Veolia Environmental Services; and our terrific marketing firm, Exponent.

Section 1. Paint Collection, Transportation and Processing

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

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

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

A. COLLECTION SITES, EVENTS AND SERVICES

The Minnesota Paint Stewardship Law requires a program that increases opportunities for consumers to properly manage leftover paint and reduces costs to local governments. Prior to the PaintCare program, households could dispose of paint through a network of county-operated HHW programs. Minnesota has a robust, statewide HHW collection system in which all 87 counties have some form of HHW collection through permanent and seasonal facilities, temporary collection events, and partnerships with other counties. This system is coordinated by 21 authorized counties.

Prior to the program, businesses meeting the definition of Very Small Quantity Generator (VSQG) – those producing 100 kilograms or less of hazardous waste per month – could drop off paint at one of 18 state approved VSQG collection programs operated by county HHW facilities. Additionally, any business, regardless of generator size, could contract with private hazardous waste haulers for paint disposal. However, these methods lacked convenience or were considered expensive.

To increase recycling opportunities for Minnesota households, businesses, and others with leftover paint, PaintCare invited all suitable locations to participate as drop-off sites provided they met PaintCare's operational requirements, including adequate storage space for paint collection bins and willingness to accept all program products (latex and oil-based paints). PaintCare reached out to paint stores, hardware stores, lumber centers, material reuse stores, and HHW programs to invite them to participate in the PaintCare program as paint drop-off sites.

All PaintCare drop-off sites and the large volume pick-up service accept both latex and oil-based paint. All retail drop-off sites accept paint from both households and qualifying businesses, as does the LVP program. Servicing businesses is optional for HHW programs.

PaintCare sites, events, and services in place at the end of this reporting period are summarized in the following table and shown on the maps on pages 13-14.

Summary of PaintCare Sites, Events, and Services

PERMANENT YEAR-ROUND DROP-OFF SITES		SUPPLEMENTAL SITES, EVENTS, AND SERVICES	
Paint Retailers	178	Seasonal Municipal HHW Facilities	22
Municipal HHW Facilities	40	HHW Events	~ 145
Total	218	Direct Large Volume Pick-Ups	47

The following subsections discuss the various paint collection sites, events, and services provided by PaintCare in Minnesota. Section 2 of this report provides details on the volumes of paint collected by each site type and service.

A1. Paint Retailers

PaintCare established 178 new paint drop-off sites at paint retailers during this reporting period. Paint retailers provide ideal 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.

Prior to the start of the program, several rounds of mailings were sent to paint retailers that included information about retailer requirements under the new law and about becoming a PaintCare drop-off site (current copies of the fact sheets are provided in Appendix C). These mailings were sent either directly to the stores or to their corporate office. In addition, five webinars were offered between May and October 2014 for retailers to learn about the program and ask questions, and a video was produced and posted on PaintCare's website that explains the program and shows what it takes to be a PaintCare drop-off site.

Across the state, 925 retail sites were identified that sold paint, consisting of paint, hardware, and home improvement stores. Following general outreach, and prior to the program's launch, PaintCare's Minnesota program manager visited nearly 400 potential paint retail partners in person. Site visits did not include big box stores, because their corporate staff informed PaintCare that they were not planning to volunteer their stores to serve as drop-off sites. With the removal of big box stores, the number of potential retail drop-off sites was 737. Of these, nearly 25% (178 stores) joined the program as paint drop-off sites in this first reporting period. Retailers participate in the program to increase foot traffic in their stores and to provide a service for their customers. Appendix A provides the names and addresses of participating retail drop-off sites.



PaintCare provides signs to drop-off sites to promote the program as shown here in the window of Hirshfield's in Apple Valley.

A2. Household Hazardous Waste Programs

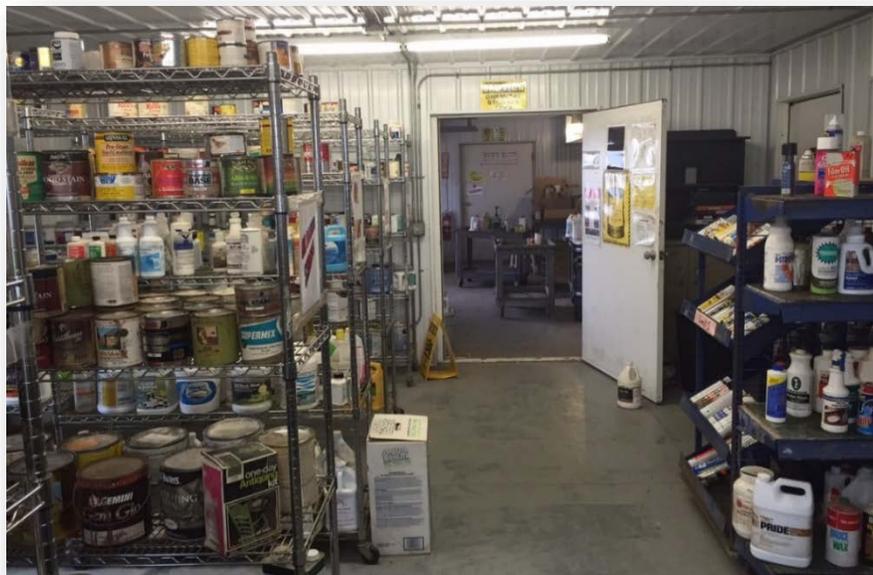
Prior to program launch, PaintCare visited and/or met with most of the HHW programs in the state. Print materials about the benefits to HHW programs of participating in the PaintCare program were made available to the HHW community (see the HHW fact sheet in Appendix C).

In early July 2015, with retroactive implementation back to the initial program launch date, a three-part agreement between PaintCare, MPCA, and HHW programs was reached that allows counties conducting paint management activities to report and submit invoices for those activities to MPCA for reimbursement. MPCA in turn consolidates the paint management data and financial information, which it provides to PaintCare with a semi-annual invoice. Following payment from PaintCare, MPCA disburses funds back to the HHW programs.

Appendix A provides the names and locations of the state's 62 HHW county facilities (40 year-round and 22 seasonal). Appendix A also contains the list of 21 authorized counties covered by the three-part agreements, as well as any constituent counties.

The HHW programs managed a large portion, 71%, of the overall paint collected in this first reporting period. Through the three-part contracting process, PaintCare reimbursed counties \$1,377,024 for their paint management activities in this reporting period – providing substantial cost savings to local governments. As public awareness of the new program increases, the percentage of paint collected through retail drop-off sites is likely to increase, further lessening the burden on HHW programs to manage paint.

Among their paint management activities, Minnesota HHW programs managed approximately 11% of the paint collected in this reporting period through their reuse programs – the highest reuse rate of any PaintCare state program.



Reuse Room - Becker County Household Hazardous Waste Facility

A3. Transfer Stations

PaintCare is not currently working with transfer stations, other than those used for HHW facilities and events, as paint drop-off sites. This may change in the future as underserved areas are identified that lack HHW or retail options.

A4. Reuse Stores

In addition to paint retailers, 12 Habitat for Humanity Restores were identified before the program started and invited to join the program. Although there are only a few of these stores in the state, along with participating as drop-off sites, reuse stores can operate paint reuse programs similar to HHW programs, 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.

However, PaintCare has learned that reuse stores that sell new paint are often not interested in becoming paint reuse sites because selling new paint it is more profitable and simpler. Since many of the reuse stores in Minnesota currently offer new paint for sale (donated by manufacturers or purchased directly), PaintCare was unable to recruit any reuse stores into the program during this reporting period, but will continue its efforts in the future.

A5. Large Volume Pick-Up Service

The Large Volume Pick-Up (LVP) service is offered to painting contractors and others with large volumes of accumulated paint – generally more than 300 gallons. This service began a month after program launch. PaintCare arranged 47 LVPs (from 40 locations) during this reporting period.

The primary users of the service were painting contractors, but also included property managers of multi-unit housing. Governmental organizations – such as the Minneapolis Parks & Recreation Board and St Paul Public Schools – utilized the service as well. 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 made collection from these entities essentially free and very convenient. Several LVP customers noted that the pick-up process was straightforward, expedient, and professional from initial contact through pick up by PaintCare’s hauler.



The LVP service cleaned out this collection of leftover paint from a painting contractor in Minneapolis.

B. CONVENIENCE CRITERIA

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

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

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

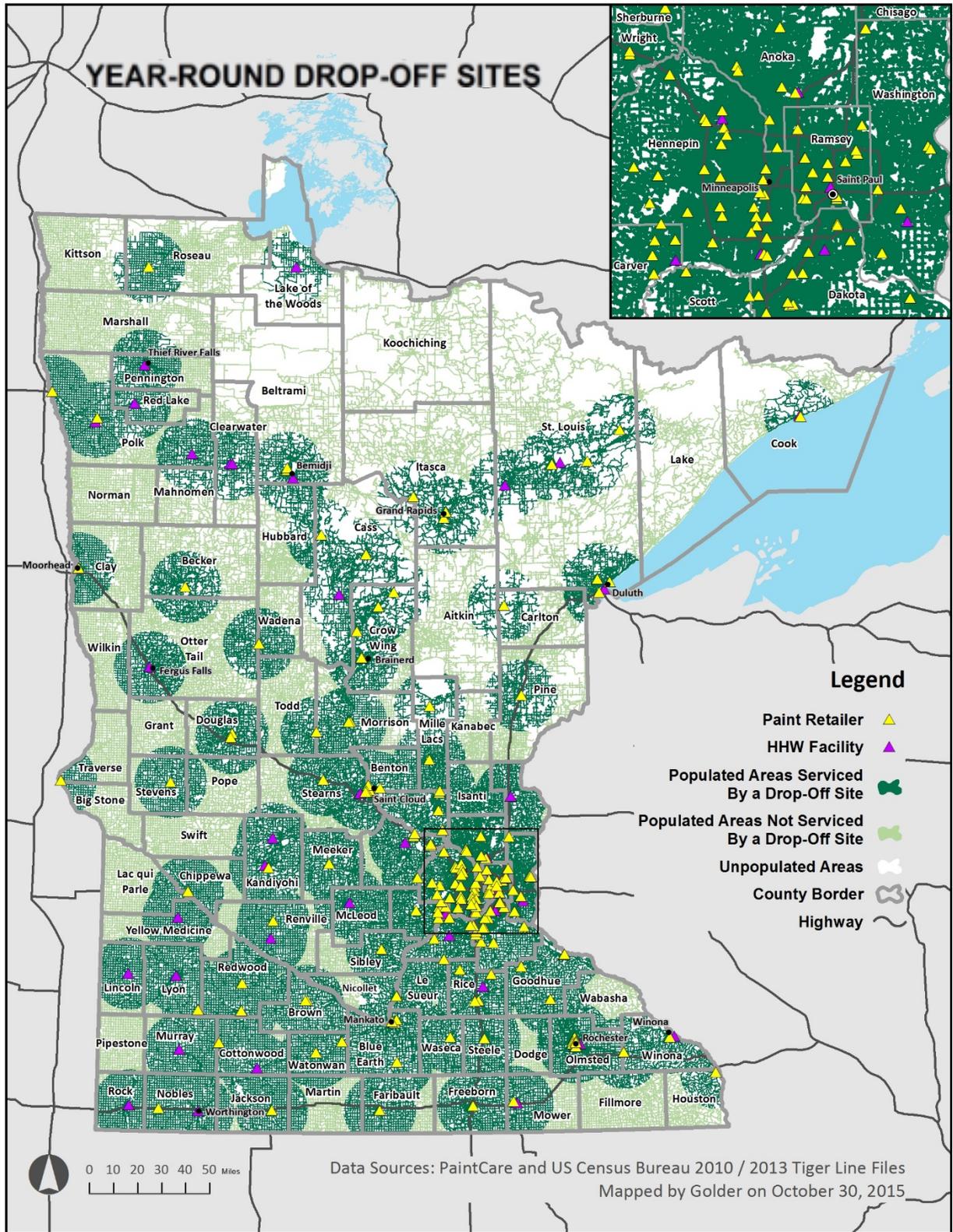
Application of these criteria resulted in the need for approximately 236 optimally located, year-round drop-off sites, which PaintCare considered its baseline service level goal. PaintCare aimed to meet the service goal within 18 months of program implementation and is well on its way.

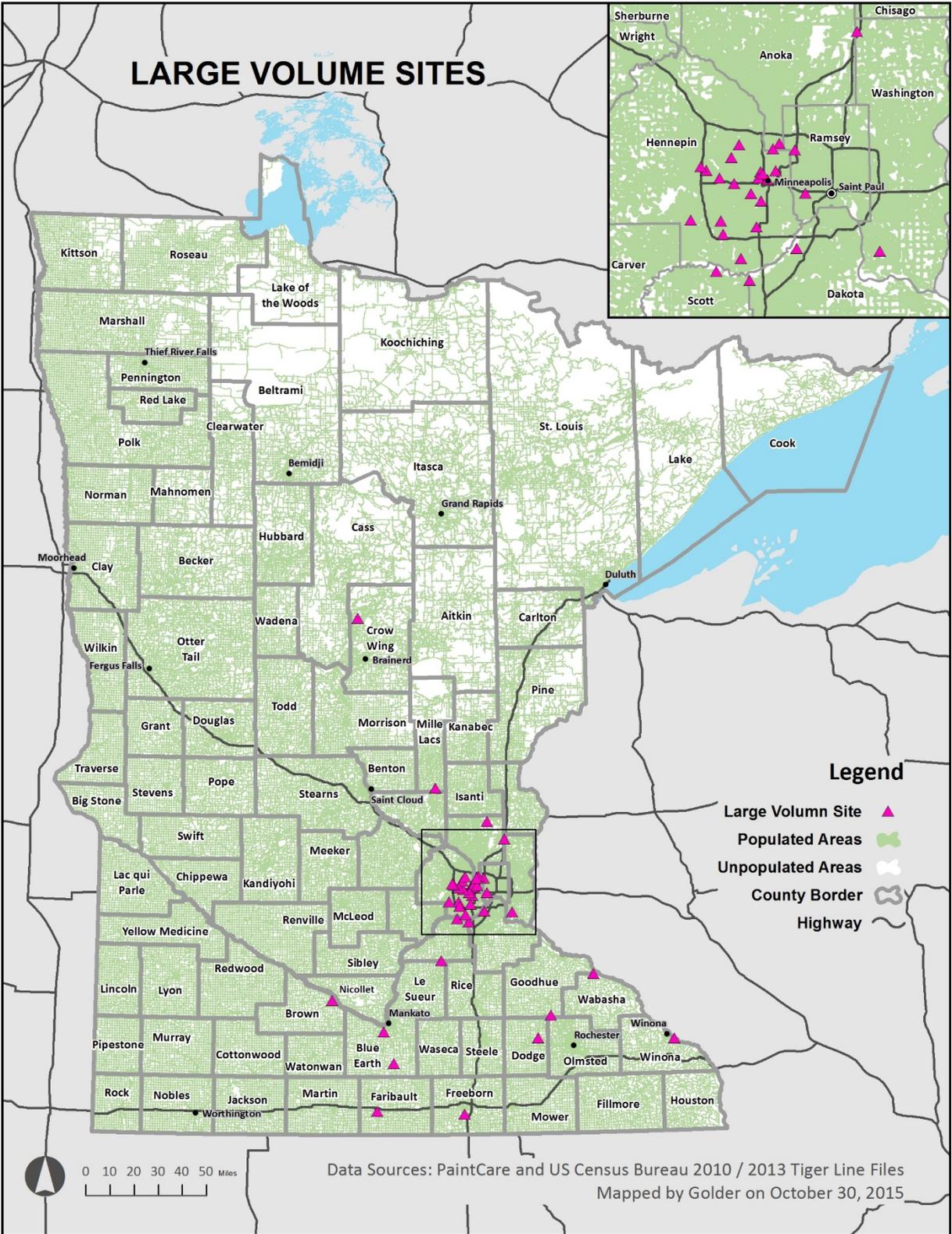
As described previously, Minnesota had robust HHW programs prior to PaintCare implementation. However, the level of service provided through year-round and seasonal HHW facilities, and temporary HHW collection events, varied across the state, and many HHW program did not service businesses. With the addition of 178 retail drop-off sites, PaintCare made it significantly more convenient to recycle paint in the state, particularly for businesses. Alone, the year-round HHW facilities provided a site within 15 miles of 75.1% of Minnesota residents. With the addition of the retail sites, access increased to 92.3 – satisfying the distribution goal of the program.¹

The following map shows the locations of the retail drop-off sites and year-round HHW facilities in place at the end of this reporting period. A map of the approximately 175 HHW collection events that took place during this reporting period is not included because specific addresses were not provided for many of the events. PaintCare will work with HHW program managers to receive complete address information for future reports.

A map of the LVP sites serviced during this reporting period is also included after the drop-off sites map, but the LVP sites were not included in the GIS-based measure of convenience.

¹ Golder Associates, an engineering firm hired by PaintCare to conduct geographic analysis and mapping, performed distribution criterion analysis of drop-off sites. However, the required density criterion analysis of drop-off sites was not performed for this report due to concerns with the accuracy of the analysis model. PaintCare notified MPCA of this problem in advance of submitting this report and will provide an updated report with density criterion analysis as soon as the validity of the current model has been determined, and corrected if needed.





C. PAINT COLLECTION PROCEDURES

PaintCare entered into contract agreements with all retail drop-off sites. PaintCare contracts require that drop-off sites meet all requirements of local, state, and federal law, regulations, and policies.

Staff at retail drop-off 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 VSQGs and the required log book
- Proper storage
- Spill response procedures and reporting requirements
- How to schedule a pick-up
- Required paperwork and record retention schedules
- Employee training

Site personnel are required to visually inspect – but not open – containers of postconsumer paint to confirm that they are acceptable program products and then place them in cubic yard spill proof collection bins provided by the program. Unlabeled and leaking cans are not accepted at retail sites, but trained staff at HHW facilities and events are allowed to accept and prepare them for management under the program.

Retail drop-off sites are visited by PaintCare staff at least twice per year to check on their operations and provide additional training and consumer outreach materials as needed.

D. PAINT TRANSPORTATION AND PROCESSING

D1. Paint Transportation

Following a competitive bid process in early 2014 that evaluated vendors on a number of factors including experience, qualifications, infrastructure and financial resources, environmental compliance history, and pricing, PaintCare selected two transporters for the Minnesota PaintCare program: Clean Harbors Environmental Services and Veolia Environmental Services.

Both companies are licensed hazardous waste transporters. PaintCare requires transporters to have the ability and knowledge to respond to incidents involving hazardous materials and comply with all applicable US Department of Transportation (DOT) and state transportation

rules. PaintCare also requires its transporters to carry appropriate insurance, including at a minimum, commercial general liability, automobile, and pollution liability coverage, and further requires that its transporters provide, as additional insured on those policies, each individual or entity that signs a drop-off site contract with PaintCare.

PaintCare contracted both transporters to service retail drop-off sites. Clean Harbors was also contracted to service LVP sites. In addition, both transporters continued to service their HHW customers (facilities and events) through the pre-existing state contract.

Both transporters delivered all bins of commingled paint (latex and oil-based) from retail sites, and pre-sorted latex paint from HHW sites and events to Amazon Environmental in Fridley, MN, for further separation, consolidation, and processing.

Clean Harbors delivered oil-based paint to their permitted facility in Kimball, NE. This included sorted oil-based paint picked up directly from HHW sites and events, and oil-based paint sorted out from commingled retail site boxes by Amazon.

Veolia delivered oil-based paint to their permitted facility in Menomonee Falls, WI. This included sorted oil-based paint picked up directly from HHW sites and events, and oil-based paint sorted out from commingled retail site boxes by Amazon.

Both companies provided excellent service during this reporting period.

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

D2. Latex Paint Processing

The condition in which postconsumer latex paint is received by the program determines the management options. If containers are not properly sealed during storage, latex paint can harden due to evaporation and may no longer be useable or recyclable. Similarly, if latex paint freezes a number of times, it may not be as suitable for use or recycling. 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 strives to manage latex paint by the following waste management hierarchy:

Reuse. Reuse programs generally screen for paint containers that are 50% or more full and in good condition and give them away for free or sell them to their local community. The HHW programs managed an impressive 12% of all latex paint collected during this reporting period through reuse.

Recycled Paint. Amazon Environmental blended postconsumer paint into a variety of colors of recycled-content paint.

Fuel. Olmstead County and Stearns County (via Pope/Douglas Solid Waste Management through a partnership with the county) reported processing a portion of the latex paint they

managed at a waste-to-energy facility. Latex paint was blended with other refuse to create a reliable fuel with consistent properties during incineration. Both waste-to-energy facilities produce electricity as well as steam that is sold or used by neighboring businesses.

Alternative Daily Landfill Cover. Latex paint received by Amazon Environmental that was not suitable for paint-to-paint recycling, was consolidated and delivered to their facility in Pryor, OK, and processed into a product that was used as alternative daily landfill cover by American Environmental, a landfill in Oklahoma. Additionally, two multi-county groups, the East Central Solid Waste Commission and the Northwest MN HHW Programs, reported processing a portion of the latex paint they managed via alternative daily landfill cover.

Disposal. Although PaintCare's transporters and processors are not prohibited from disposing of dry latex paint in landfills, it is considered the least desirable management method. No landfill disposal was reported to PaintCare during this reporting period.

D3. Oil-Based Paint Processing

As with latex paint, the condition of oil-based paint received by the program determines its management options. Although it is possible to recycle oil-based paint back into paint, no processors in the United States offered this option during this reporting period. The following waste management hierarchy is used for oil-based paint.

Reuse. As noted in the latex section, reuse programs give away for free or sell oil-based paint to their local community. The HHW programs managed an impressive 9% of all oil-based paint collected during this reporting period through reuse.

Fuel. Veolia managed oil-based paint through several fuel blending facilities – Green America in Hannibal, MO; Lone Star in Greencastle, IN; and ESSROC in Logansport, IN. Clean Harbors managed oil-based paint through their hazardous waste incinerator in Kimball, NE.

D4. Empty Paint Containers

Metal and plastic paint containers were recycled whenever possible. Amazon Environmental recycled over 60% of latex paint containers.

Section 2. Paint Collection Volume and Disposition Methods

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

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

(2) The weight of all architectural paint collected in all regions of the state and a comparison to the performance goals and recycling rates established in the stewardship plan.

(3) The amount of unwanted architectural paint collected in the state by method of disposition, including reuse, recycling, and other methods of processing.

A. PAINT SALES

As discussed in PaintCare's Minnesota Program Plan, data on the volume of paint sold on a state-by-state basis is not available or tracked by the paint industry. To obtain estimated data, PaintCare commissioned a study in the fall of 2012 by Decision Metrics, Inc., a research firm that specializes in coatings industry analysis and economic forecasting. The Decision Metrics study projected annual sales of 13.7 million gallons in Minnesota (or approximately 9 million gallons for an 8-month period). PaintCare used this sales data for two purposes: (1) to project potential program revenue, and (2) to project potential collection volumes based on previous studies indicating that approximately 10% of paint purchased is leftover.

Actual sales for this 8-month reporting period were 5,249,053 gallons, nearly 42% lower than projected for an 8-month period (without taking seasonality in consideration).

B. PAINT COLLECTION AND MANAGEMENT

B1. Collection Volume and Recovery Rate

Recovery rate represents the volume of postconsumer paint collected (or processed as PaintCare measures it) divided by the volume of new paint sales in the same period. The program processed 501,400 gallons of paint during this first reporting period, representing a 9.6% recovery rate (9.6% of 5,249,053 gallons sold or 96% as a percentage of the 10% assumed to be leftover). PaintCare had estimated a recovery rate of 5.2% (or 52% as a percentage of 10% of leftover paint) in the first program year.

The volume of paint that was processed was slightly higher than projected for an 8-month period, while sales volumes were significantly lower than projected for the same period. When combined, this resulted in a much higher recovery rate than projected.

B2. Latex vs. Oil-Based Paint

Of the 501,400 gallons of paint processed in this reporting period, 79% (395,801 gallons) was latex paint and 21% (105,599 gallons) was oil-based paint.

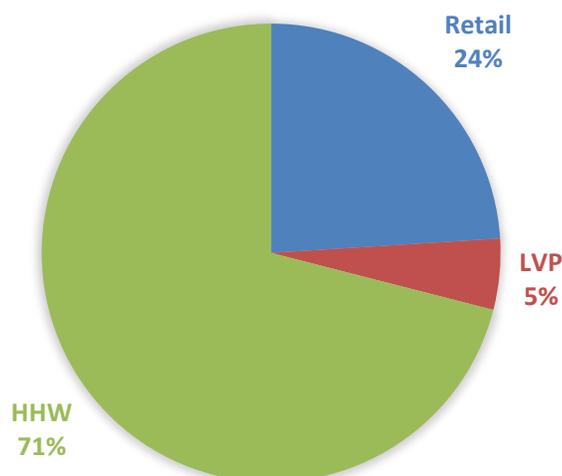
B3. Paint Management Methods

The following tables shows the paint management methods and volumes for latex and oil-based paint.

Latex Paint Management			Oil-Based Paint Management		
DISPOSITION	GALLONS	%	DISPOSITION	GALLONS	%
Reuse	46,966	12	Reuse	9,665	9
Recycled Paint	143,977	36	Fuel	95,934	91
Fuel	13,804	4	Total	105,599	100
Alternative Daily Landfill Cover	191,054	48			
Total	395,801	100			

B4. Collection by Program Type

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



C. CONTAINER RECYCLING

As described in Section 1 of this report, metal and plastic paint containers are recycled whenever possible. During this first reporting period, the program recycled an estimated 186 tons of latex paint containers.

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

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

(5) An independent financial audit.

A. INDEPENDENT FINANCIAL AUDIT

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

In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of June 30, 2015, 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. Please see Appendix B for the independent financial audit of the PaintCare program.

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Expense Categories

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

Paint Processing. Paint processing costs are the largest budget item in all PaintCare state programs. PaintCare paid processing costs in Minnesota based on gross weights of full paint collection bins from retail and LVP sites, and based on cubic feet or per drum for HHW programs (the units of measure in the state's hazardous waste management contract). Processing costs included the cost of sorting out mixed boxes of latex and oil-based paint.

Paint Transportation. Paint transportation costs are another significant budget item in all PaintCare state programs. PaintCare paid transportation costs in Minnesota based on the

number of paint collection bins (including a minimum stop charge) picked up at a site or by the miles driven to complete a pick-up.

Collection Supplies and Support. Collection supplies and support costs included paint collection bins, spill kits, training materials, and miscellaneous supplies for drop-off sites to maintain safe and clean operations.

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

Personnel, Professional Fees, and Other. Personnel, professional fees, and other included the cost of one full-time in-state employee, legal costs for developing and negotiating contracts, travel, office supplies, and other logistical and professional support.

State Administrative Fees. PaintCare pays MPCA administrative fees of \$78,300 annually. MPCA also bills PaintCare for additional hours beyond those covered by the administrative fee.

Corporate Activity. Corporate expenses are those that are shared by all states that have passed a paint stewardship law, such as salaries for DC-based corporate staff who work on activities for all states. Other corporate expenses include construction of data management systems, financial audits, legal fees, and general communications.

The corporate allocation for each PaintCare state is the proportion of its population relative to the population of all PaintCare states combined. Minnesota's share of the corporate activity allocation was 9% at the end of this reporting period.

Investment Activity. Beginning in December 2014, PaintCare (as a whole) invested a portion of its accumulated surplus in a financial portfolio. At this time, PaintCare maintains its investments for all programs in a single portfolio. The ownership interest in the investment portfolio is allocated among state programs based on their relative net asset balances. State programs with positive net asset balances have a claim on the assets invested in the portfolio. State programs with negative net asset balances carry a liability representing an amount due to the portfolio. For those state programs that have a positive net asset balance, the rise in value is recorded as investment income and an increase to the amount due from PaintCare. For those state programs with negative net asset balances, the rise in value of the portfolio is recorded as interest expense and an increase to the amount due to PaintCare.

B2. Financial Summary

The following table shows program revenue and expenses during the first reporting period of November 1, 2014 through June 30, 2015. A discussion of any significant differences follows the table.

Program Activities (8 Months)			
REVENUE	12-MONTH BUDGET	8-MONTH EQUIVALENT BUDGET	8-MONTH ACTUAL
Larger than half pint to smaller than 1 gallon	\$ 688,559	\$ 459,039	\$ 378,622
1 gallon	3,739,941	2,493,294	2,013,018
Larger than 1 gallon up to 5 gallons	2,618,710	1,745,807	733,032
Total revenue	7,047,210	4,698,140	3,124,672
EXPENSES			
Paint processing	3,374,281	2,249,521	1,838,138
Paint transportation	882,813	588,542	307,875
Collection supplies and support	1,168,850	779,233	228,008
Communications	750,000	500,000	756,574
Personnel, professional fees, and other	315,720	210,480	235,962
State administrative fees	100,000	66,667	87,046
Allocation of corporate activity	220,289	146,859	170,111
Total expenses	6,811,953	4,541,302	3,623,714
Allocation of investment activity	0	0	(3,331)
Change in net assets (revenue less expenses)	235,257	156,838	(502,373)
Net assets, beginning of reporting period	(443,081)	(443,081)	(647,114)
Net assets, end of reporting period	\$ (207,824)	\$ (286,243)	\$ (1,149,487)

B3. Budget Discrepancies

Revenue. Revenue generated during this reporting period was substantially less than projected. PaintCare used market research data to project annual paint sales and used actual data from its California and Oregon programs to project the proportion of paint sold in each container size. Sales data from the first 8 months of the program indicates that Minnesota sells a larger proportion of paint in 1-gallon containers versus 5-gallon containers when compared to California and Oregon. As a result, while paint sales were 42% lower than projected, revenue was only 33% lower than projected because more revenue is generated by the sale of a gallon of paint in a 1-gallon container than a gallon of paint in a 5-gallon container.

Despite this benefit, at the end of this reporting period, program expenses exceeded program revenue by about 16%. However, July-October – potentially key months for paints sales – were not included in this first reporting period; therefore, it is premature to draw conclusions about the annual revenue potential of the Minnesota program. A full year of program expenses and revenue are needed to properly evaluate the financial status of the program.

Starting New Asset Balance. The negative net asset balance at the start of the program was greater than projected. This resulted primarily from the four-month delay in starting the program, which led to additional pre-program costs.

Program Expenses. With the exception of communications, all other large expense categories – processing, transportation, and collection supplies and support – were lower than projected. Communications expenses were higher because some FY16 projects (e.g., radio advertising) were pre-paid during this reporting period.

Ending Net Asset Balance. The final and largest discrepancy to address is the ending net asset balance. The program ended the reporting period with a deficit of \$1,149,487. However, as half of this was attributable to pre-program expenses, once again, it is premature to reach any conclusions about the program’s ability to be financially sustainable in the long term.

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). This accumulated balance allows PaintCare programs to continue to operate in times of either higher than expected paint collection or lower than expected paint sales (revenue) – or a combination of the two. Reserves or net assets represent the accumulated surplus/deficit of the program.

In October 2014, the PaintCare Board of Directors amended the reserves policy to specify a target reserve amount of 50% of a state program’s annual expenses, with a maximum amount of 75%. The previous target was 25% (i.e., three months of expenses).

At the end of this reporting period, the Minnesota program had built a deficit because expenses exceeded revenue. The accumulated deficit was \$1,149,487.

D. EVALUATION OF THE PROGRAM’S FUNDING MECHANISM

As described in PaintCare’s Program Plan, the program utilizes the following assessment (“PaintCare Fee”) per 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 and system to receive sales reports and payments from manufacturers performed well during this first reporting period.

As discussed in the budget discrepancy section above, program expenses exceeded program revenue by 16% during this reporting period. However, the reporting period was only 8-months and did not include the warmest months of the year (when paint sales are typically highest); therefore, it is premature to draw any conclusion about the sustainability of the program under the current fee structure or to determine if a fee increase is needed for the long term. Instead, PaintCare will monitor expenses and revenue carefully during the second year of the program and examine opportunities for cost reduction.

Section 4. Outreach

Annual Report Statutory Citation

Minnesota Session Laws 2013, Chapter 114, Section 78

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

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

A. OUTREACH ACTIVITIES

A1. Introduction

PaintCare's Program Plan for Minnesota proposed a variety of outreach activities targeted to retailers, painting contractors, municipal agencies, and the general public through direct contact and advertising using a phased in approach. The intent of phasing in outreach was to allow drop-off sites to become comfortable with operations before implementing general advertising to the public to increase participation.

Outreach efforts in this reporting period focused primarily on encouraging the public to recycle their unwanted paint. There was also some outreach about buying the right amount of paint (source reduction), and using up leftover paint.

Initial outreach focused on recruiting retail drop-off sites. Next PaintCare issued press releases to media outlets and promoted the program through public radio, general newspaper ads and some digital advertising to drive the public to PaintCare's website and encourage them to use the embedded drop-off site locator search tool.

Later in this reporting period, PaintCare used more specific newspaper advertisements to list retail drop-off sites as they joined the program. The outreach activities utilized during this reporting period are summarized below.

A2. Press Releases

At the start of the program, PaintCare, through its Minnesota marketing firm, Exponent, a division of Colle-McVoy, issued a press release about the start of the program. The release generated coverage in 15 newspapers and 8 online articles.

Subsequently, as new drop-off sites joined the program, PaintCare issued media releases to announce the new sites targeted at one or two local papers in the area surrounding the new site. This effort led to 10 articles in local papers.

A3. Print Materials for Consumers

Prior to the start of the program, PaintCare mailed packets of program brochures and other printed materials to all paint retailers or their corporate headquarters to make available to their customers. Packets included program brochures, minicards, fact sheets for painting contractors and about the LVP service, program posters, and an order form to order additional materials and brochure holders.

During the first eight months of the program, PaintCare fulfilled 90 requests for additional materials, and even more materials were delivered to sites by the Minnesota manager, who dropped off materials in person during site recruitment and visits. PaintCare distributed an additional 41,405 brochures, minicards, and fact sheets during this reporting period.

In early 2015, PaintCare also began to distribute a new counter mat for retailers to use in the paint department to reference when customers had questions. The counter mat is more likely than the poster to be seen by customers while they wait for their paint to be mixed. The counter mat was very popular with retailers.

The materials shown below are included in Appendix C and available on PaintCare's website.



Program Poster, Brochure, Minicard, Counter Mat, Painting Contractor Fact Sheet, LVP Fact Sheet

A4. Print Materials for Stakeholders

The following materials were developed for stakeholder groups and primarily distributed in the months before the start of the program. They are included in Appendix C and still posted on PaintCare's website because they are occasionally requested.

- Fact sheet: How Does the Minnesota Paint Stewardship Program Affect Paint Retailers (mailed to all retailers in May, July and September 2014)

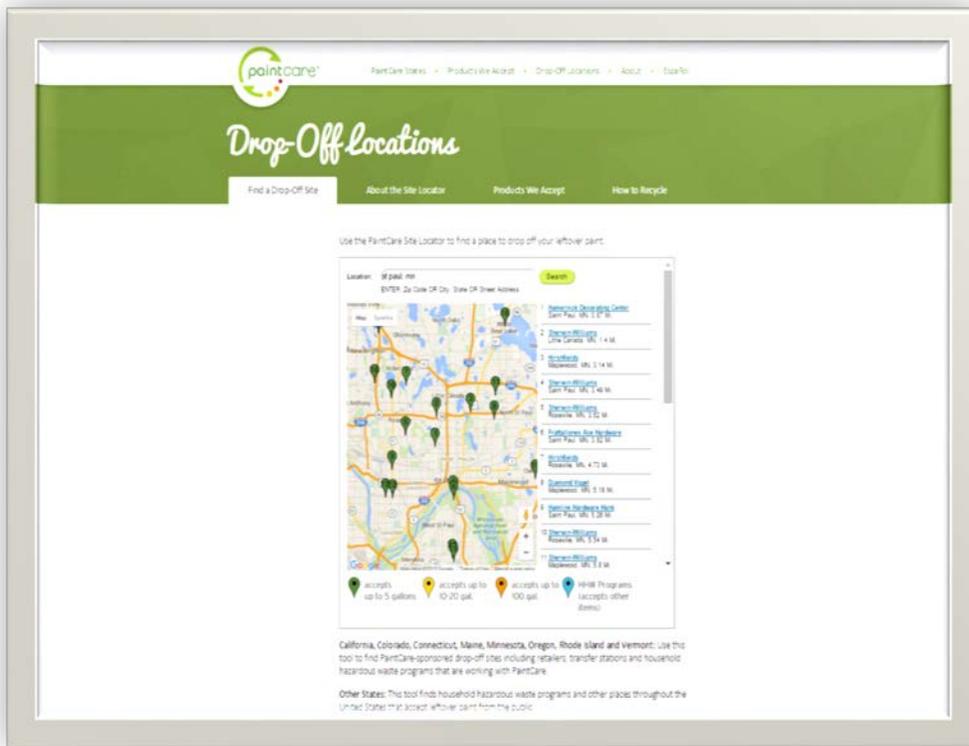
- Fact sheet: How to Become a Retail Drop-Off Site (sent to most retailers in July 2014 and provided by the program manager during visits to retailers in person)
- Fact sheet: About PaintCare Fees
- Order form for print materials (used by retailers for ordering brochures, fact sheets, etc.)
- Fact sheet for household hazardous waste programs
- Fact sheet for transfer stations

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 was redesigned and updated in June 2014, five months before the start of the Minnesota program. The website is easy to navigate and organized by state – and within each state by tabs (Everyone, Contractors, Retailers, Municipalities, and Official Docs). Below are screen shots of the Site Locator and Minnesota pages.

Web traffic from Minnesota had a noticeable increase at the launch of the program in November 2014. Following three months of the spring campaign that included print, radio, cable TV, and digital advertising, web traffic from Minnesota increased steadily and peaked in June 2015, coinciding with a Pandora radio and digital advertising campaign.

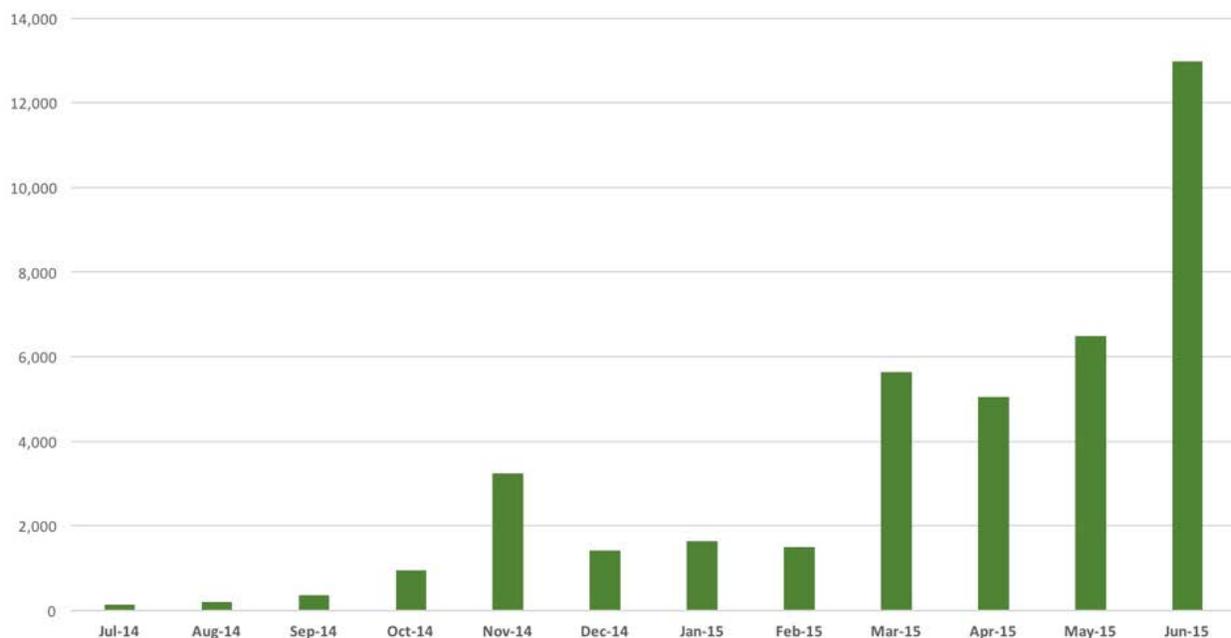


PaintCare's Site Locator Tool



The Minnesota Section of PaintCare's Webpage

Web Traffic – Monthly Visitors from Minnesota



A6. Translations

PaintCare translates consumer brochures and fact sheets into languages of known ethnic groups in the state, especially those in the painting business, and upon requests from paint retailers or other stakeholders. The brochure and fact sheets for Minnesota were translated into Hmong, Somali, and Spanish. The Painting Contractor Fact Sheet is not state-specific, but it is also available in other languages including Spanish, due to requests from other PaintCare states. The LVP service fact sheet is available in Spanish.

A7. Public Radio

PaintCare ran a series of sponsorships on Minnesota Public Radio (MPR). A four-month campaign started in early February 2015. The sponsorship used the following message: *“Programming is supported by PaintCare, with more than 150 drop-off locations throughout Minnesota where residents and businesses can recycle leftover paint. You can learn more and find a participating drop-off site at paint care dot org.”* Ads ran through the entire reporting period.

A8. Digital Radio

PaintCare ran a series of radio spots on Pandora Radio in June. The spots featured three characters of personified paint cans (Taxi Cab Yellow, Malibu Pink, and Hunter Green) who tell the listening audience that they having been sitting around the house for years and now it's time to "recycle me." The audio files are available from the media section of www.paintcare.org/about.

A8. Television

PaintCare ran television spots on cable television in the Minneapolis-Saint Paul area for eight weeks starting in early April 2015. Separate commercials showed a man taking paint from his garage to a store for recycling, a woman using up leftover paint on small projects, and a couple about to paint and discussing how much paint to buy, then asking for advice at their paint store. PaintCare video files can be viewed at www.paintcare.org/media.



A9. Newspaper Advertising

PaintCare did no newspaper advertising at the start of the program intentionally to allow drop-off sites time to adjust to program operations. The first newspaper ads were a general announcement about the program and placed throughout the state in December and January. These ads did not list individual drop-off locations.



Recycle your paint!

Recycling paint just got more convenient
 There are now more than 140 stores in Minnesota that take back old paint, stain and varnish from residents and businesses year round, during regular store hours.

Find a PaintCare store
 Visit our website or give us a call to find a store, then please call before bringing paint to ask if they can accept the type and amount of paint you would like to recycle and check store hours. All PaintCare stores accept 5 gallons of paint per visit. Leaking, unlabeled, and empty containers are not accepted.

Who is PaintCare?
 We are a non-profit organization and the operator of the Paint Stewardship Program in Minnesota (and five other states). The program is funded by a fee on the sale of new paint that began on November 1, 2014.

The fee is 35 cents for pints or quarts, 75 cents for paint in 1 gallon cans, and \$1.60 for paint in 5 gallon buckets. Even if your old paint is from before November, there is no charge when you drop off your old paint.

Recycle with PaintCare www.paintcare.org • (855) 724-6809

General Newspaper Ad

In March and April 2015 PaintCare ran a second set of ads in local newspapers throughout the state. Each PaintCare drop-off site was listed in an ad. These ads included the name, address, and phone number for drop-off locations in the newspaper’s distribution area.



PAINT RECYCLING MADE *easy*

Do you know where to recycle leftover paint?
 There are now more than 170 PaintCare sites in Minnesota where residents and businesses can recycle unwanted paint, stain and varnish all year-round.

LEARN MORE AND FIND DROP-OFF SITES:
www.paintcare.org
 (855) 724-6809

THIS SITE IS IN YOUR COMMUNITY:
WALKER HOME CENTER
 8250 Industrial Park Rd NW
 Walker, MN 56484
 (218) 547-1515

All PaintCare sites accept at least 5 gallons per visit (some take more). Please call ahead to confirm business hours and ask if they can accept the type and amount of paint you would like to recycle. Leaking, unlabeled and empty containers are not accepted.

Example of Newspaper Ad with Sites Listed

A10. Digital Advertising

PaintCare ran digital banner ads on MPR Online, TwinCities.com, and StarTribune.com for three months starting in March 2015, and ran digital banner ads using other digital ad services from March through June 2015. Two examples of digital ads are shown below:



A11. Direct Mail to Realtors

Realtors are a target audience for PaintCare outreach efforts because they are in a key position to give advice to sellers about where to take old paint while they are getting a home ready to sell or to buyers who often find leftover paint when they move into a new home. To spread the word about where to take old paint, in April 2015 PaintCare mailed packets of 10 postcards to 354 realtor offices throughout the state to hand out to clients. The packets included a cover note on how to order more cards.



A12. Outdoor

PaintCare used billboards and bus signs to promote the program in Duluth and Rochester in June 2015.



Billboard Design for Rochester

A13. Face-to-Face

PaintCare's Minnesota program manager was active with the following face-to-face activities prior to and during this reporting period:

- Visited with retailers prior to program launch to confirm they received materials, 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, helped address any difficult questions the staff received from customers, provided more brochures or other point-of-sale materials, and offered to order signs.
- General stakeholder meeting with MPCA (St. Paul) – Provided program overview and reviewed steps to implementation
- MN Solid Waste Administrators Association Conference (Deerwood) – Provided program overview and reviewed steps to implementation
- RAM Conference (Bloomington) – Provided program overview and reviewed steps to implementation; booth/table
- Solid Waste Management Coordinating Board (St. Paul) – Provided program overview and reviewed outreach strategy
- General stakeholder meeting (Egan) – Provided program overview and reviewed steps to implementation
- United Hardware Winter Trade Show January 2015 (Minneapolis) – Table/booth; retailer recruitment

- Association of Recycling Managers Workshop (Columbia Heights) – Provided program overview and answered questions
- United Hardware Spring Market June 2015 (Minneapolis) – Table/booth; retailer recruitment

A14. Signage

PaintCare has 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:



DROP-OFF SIGN
Intended for the front of a store to let the public know that they can drop off paint.



PROGRAM PARTNER
For HHW programs let the public know that they can drop off paint.



PROGRAM PRODUCTS
Most often used near paint bins as a reference for staff to use to screen program products.



COMBINATION
Used to inform the public that the site accepts paint and provide program products list.



NO DUMPING
To post outside in areas where the public may be inclined to leave paint after hours.



WAIT FOR ASSISTANCE
For sites that prefer customers notify staff before starting to bring paint from their vehicles.

B. AWARENESS SURVEY

PaintCare conducted an online baseline “Paint Usage and Disposal Survey” in Minnesota in June 2014 using Survey Monkey, an online survey instrument. The survey was repeated in June 2015. This survey is used to evaluate changes over time in the level of awareness by the public about paint recycling options. 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. See Appendix C for the full survey results.

Here are some highlights of the differences between the 2014 and 2015 surveys:

- The number of people who preferred to dry out paint and put it in the trash decreased by half.
- The number of people who preferred to store paint also decrease by more than half.
- The number of people who preferred to take paint to an HHW program decreased slightly, while the percentage who preferred to take it to a paint store increased very slightly.
- The number of people who would dry out paint to put in the trash decreased somewhat from 20% to 13%, while the number of people who would take it to a paint store increased nearly five times from 2% to 11%. The number who would use an HHW program decreased very slightly.
- The following results were unexpected because all of PaintCare’s outreach mentions paint recycling. The number of people who know that paint can be recycled decreased

and fewer people said they had recycled paint in the last year. More people said they did not know where to take unwanted paint in the second survey.

C. RECOMMENDATIONS

PaintCare will continue to conduct outreach through various media activities, including television, radio, online and newspaper advertising in order to raise the public's awareness of paint recycling opportunities and to increase participation in the program and the amount of paint collected. Recommendations for the second year of the program are to:

- Examine the full range of media options to reach all parts of the state, and continue to be sure that media does not cross borders into other states, such as Wisconsin.
- Increase digital advertising expenditures as people spend more time online each year. Digital and social media strategies can target relevant messages to specific geographic areas.
- Continue to use newspaper or other print-based advertising to promote sites. Although newspaper circulation has decreased, PaintCare drop-off sites appreciate promotion.
- Offer funding for joint outreach to HHW programs in order to leverage their messaging and outreach for recycling and solid waste programs.
- Attend more events and in-person meetings (e.g., home shows, painting contractor associations, etc.) for networking and promotion opportunities.
- Develop materials that explain how paint is recycled (latex paint is turned back into paint or other products; oil-based paint is used as fuel, etc.). This has been requested by stakeholders in a few states, including Minnesota, and will help increase awareness about paint recycling and inform people what happens to the paint.
- Promote "Buy Right" concept to encourage consumers to consult with their paint store to determine the appropriate amount of paint to purchase. A second video about buying the right amount of paint, to use for a television commercial and digital advertising, was recently produced and will be used in all PaintCare states.

Appendix A
Drop-Off Sites
Authorized Counties

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 1

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
ANOKA COUNTY (8)			
HHW Facility	Blaine	Anoka County HHW Facility	3230 101st Ave NE
Paint Retailer	Blaine	Hirshfields	10059 Flanders Ct NE
Paint Retailer	Blaine	Sherwin Williams	10690 Baltimore St NW
Paint Retailer	Columbia Heights	Sherwin Williams	4110 Central Ave NE
Paint Retailer	Coon Rapids	Hirshfields	13050 Riverdale Dr
Paint Retailer	Coon Rapids	Sherwin Williams	3564 Main St NW
Paint Retailer	Fridley	Amazon Environmental	7180 W Commerce Circle
Paint Retailer	Ham Lake	Smith Brothers Decorating Co	17362 Hwy 65
BECKER COUNTY (2)			
Paint Retailer	Detroit Lakes	Color Tek Coatings	29060 US Hwy 10 E
Seasonal HHW	Detroit Lakes	Becker County HHW Facility	24455 County Rd 144
BELTRAMI COUNTY (3)			
HHW Facility	Bemidji	Beltrami County HHW Facility	751 Industrial Park Dr SE
Paint Retailer	Bemidji	Hirshfields	2140 Bardwell Dr NW
Paint Retailer	Bemidji	Sherwin Williams	2405 Middle School Dr NW
BENTON COUNTY (1)			
Paint Retailer	Sauk Rapids	Mimbach Fleet Supply	3355 Quail Rd NE
BLUE EARTH COUNTY (5)			
Paint Retailer	Mankato	Arrow Ace Hardware	201 N Victory Dr
Paint Retailer	Mankato	Diamond Vogel	619 N Riverfront Dr
Paint Retailer	Mankato	Sherwin Williams	350 Saint Andrews Dr
Paint Retailer	Mapleton	Mapleton Farm & Home	216 NE Main St
Seasonal HHW	Mankato	Blue Earth HHW Regional Collection Facility	410 S 5th St
BROWN COUNTY (2)			
Paint Retailer	Sleepy Eye	McCabes Ace Hardware	1200 Main St E
Paint Retailer	Sleepy Eye	Overson Building Center	121 Second Ave NE
CARLTON COUNTY (2)			
Paint Retailer	Wright	Groth Lumber True Value	6747 Pacific Ave
Seasonal HHW	Carlton	Carlton County HHW Facility	1950 County Hwy 210
CARVER COUNTY (6)			
HHW Facility	Chaska	Carver County Environmental Center	600 4th St East
Paint Retailer	Chanhassen	Merlins Ace Hardware	7844 Market Blvd
Paint Retailer	Chanhassen	Sherwin Williams	2979 Water Tower Pl
Paint Retailer	Chaska	Arrow Ace Hardware	802 Yellow Brick Rd
Paint Retailer	Chaska	Hirshfields	2948 Chestnut St N

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 2

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
Paint Retailer	Waconia	UFC Farm Supply	801 S Hwy 284
CASS COUNTY (5)			
HHW Facility	Backus	Cass County HHW Facility	1705 Paul Bunyan State Trail
Paint Retailer	Longville	Longville Builders Supply	186 Reservation Ave
Paint Retailer	Walker	Walker Home Center	8250 Industrial Park Rd NW
Seasonal HHW	Cass Lake	Leech Lake Solid Waste Transfer Station	6250 152nd St NW
Seasonal HHW	Hackensack	Walker/Hackensack Transfer Site	4524 44th St NW
CHIPPEWA COUNTY (1)			
Paint Retailer	Montevideo	Ace Hardware Montevideo	120 N First St
CHISAGO COUNTY (1)			
HHW Facility	North Branch	Chisago County HHW Facility/ECSWC	39649 Grand Ave
CLAY COUNTY (2)			
Paint Retailer	Moorhead	Sherwin Williams	3314 Hwy 10 E
Seasonal HHW	Moorhead	Clay County HHW Facility	2729 Hwy 10 E
CLEARWATER COUNTY (2)			
HHW Facility	Bagley	Clearwater County Demolition Landfill	37527 Fairgrounds Rd
HHW Facility	Bagley	Northwest Minnesota Regional HHW Facility	324 Park Ave NW
COOK COUNTY (2)			
HHW Facility	Grand Marais	Cook County HHW Facility	630 5th Av W
Paint Retailer	Grand Marais	Bucks Hardware Hank	First Ave W & Hwy 61
COTTONWOOD COUNTY (2)			
HHW Facility	Windom	Cottonwood County HHW Facility	41385 US Hwy 71
Paint Retailer	Westbrook	Westbrook Home Center	1115 Fourth St
CROW WING COUNTY (6)			
Paint Retailer	Baxter	Hirshfields	7447 Clearwater Rd
Paint Retailer	Baxter	Sherwin Williams	14451 Edgewood Dr N
Paint Retailer	Crosslake	Crosslake Ace Hardware	35992 Pioneer Dr
Paint Retailer	Emily	Emily Ace Hardware	39959 State Hwy 6
Paint Retailer	Nisswa	Carlson Hardware of Nisswa	25673 Main St
Seasonal HHW	Brainerd	Crow Wing County HHW Facility	15728 State Hwy 210
DAKOTA COUNTY (16)			
HHW Facility	Egan	The Recycling Zone/Dakota County	3365 Dodd Rd
Paint Retailer	Apple Valley	Ace Hardware and Paint	14760 Pennock Ave
Paint Retailer	Apple Valley	Hirshfields	15265 Galaxie Ave
Paint Retailer	Apple Valley	Sherwin Williams	15415 Cedar Ave S
Paint Retailer	Burnsville	Sherwin Williams	2000 County Rd 42 W

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 3

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
Paint Retailer	Eagan	Pellicci Ace Hardware	1565 Cliff Rd
Paint Retailer	Eagan	Sherwin Williams	1295 Town Centre Dr
Paint Retailer	Eagan	Sherwin Williams	2020 Cliff Rd Ste 200
Paint Retailer	Farmington	Pellicci Ace Hardware	3560 213th St W
Paint Retailer	Hastings	Sherwin Williams	1355 S Frontage Rd Ste 460
Paint Retailer	Inver Grove Heights	Ace Hardware and Paint	3098 65th St E
Paint Retailer	Lakeville	Ace Hardware and Paint	20810 Holyoke Ave
Paint Retailer	Lakeville	Ace Hardware and Paint	17729 Juniper Path
Paint Retailer	Lakeville	Sherwin Williams	16466 Kenrick Ave
Paint Retailer	West St Paul	Hirshfields	2024 S Robert St
Paint Retailer	West St Paul	Sherwin Williams	1913 Robert St S

DOUGLAS COUNTY (3)

Paint Retailer	Alexandria	Hirshfields	1010 N Nokomis St NE
Paint Retailer	Alexandria	Sherwin Williams	1402 Broadway St Ste 1
Seasonal HHW	Alexandria	Pope/Douglas Recycling Center	2115 S Jefferson St

FARIBAULT COUNTY (1)

Paint Retailer	Blue Earth	Armon Decorating Supply	101 N Main St
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FILLMORE COUNTY (1)

Seasonal HHW	Preston	Fillmore County Resource Recovery Center	727 US-52
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FREEBORN COUNTY (1)

Paint Retailer	Albert Lea	Sherwin Williams	2328 Hendrickson Rd
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GOODHUE COUNTY (4)

Paint Retailer	Cannon Falls	D and G Ace Hardware	31262 64th Ave Path
Paint Retailer	Red Wing	Red Wing Ace Hardware	1264 Old W Main St
Paint Retailer	Red Wing	Sherwin Williams	912 Main St
Paint Retailer	Zumbrota	Pellicci Ace Hardware	90 E Third St

HENNEPIN COUNTY (31)

HHW Facility	Bloomington	South Hennepin Recycling and Problem Waste Drop-Off Center	1400 West 96th St
HHW Facility	Brooklyn Park	Hennepin County Recycling Center and Transfer Station	8100 Jefferson Hwy
Paint Retailer	Bloomington	Sherwin Williams	9509 Lyndale Ave S
Paint Retailer	Bloomington	Simon Ace Hardware & Paint	108 W 98th St
Paint Retailer	Brooklyn Park	Cherokee Hardware	6278 Boone Ave N
Paint Retailer	Brooklyn Park	Sherwin Williams	7115 Northland Ter Ste 200
Paint Retailer	Eden Prairie	Sherwin Williams	8240 Commonwealth Dr
Paint Retailer	Edina	Hirshfields	3441 Hazelton Rd

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 4

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
Paint Retailer	Excelsior	Shorewood True Value	23540 Hwy 7
Paint Retailer	Hopkins	Hance Hardware	903 Hopkins Ctr
Paint Retailer	Long Lake	Sherwin Williams	2435 W Wayzata Blvd
Paint Retailer	Maple Grove	Hirshfields	7880 Vinewood Ln N
Paint Retailer	Maple Grove	Sherwin Williams	13599 Grove Dr
Paint Retailer	Maple Plain	UFC Farm Supply	5135 Oak St
Paint Retailer	Minneapolis	Diamond Lake Ace Hardware	5425 Nicollet Ave
Paint Retailer	Minneapolis	Diamond Vogel	2100 N Second St
Paint Retailer	Minneapolis	Hirshfields	725 Second Ave N
Paint Retailer	Minneapolis	Hirshfields	2741 Hennepin Ave S
Paint Retailer	Minneapolis	Settergren Ace Hardware	5405 Penn Ave S
Paint Retailer	Minneapolis	Settergrens of Linden Hills	2813 W 43rd St
Paint Retailer	Minneapolis	Sherwin Williams	505 W Lake St
Paint Retailer	Minnetonka	Sherwin Williams	4901 County Rd 101
Paint Retailer	Minnetonka	Sherwin Williams	5425 Opportunity Ct
Paint Retailer	Osseo	Osseo Savitt Paint	212 Central Ave
Paint Retailer	Plymouth	Hirshfields	1975 Annapolis Ln N
Paint Retailer	Plymouth	PPG Paints	5400 Nathan Ln Ste 140
Paint Retailer	Plymouth	Sherwin Williams	10100 Sixth Ave N Ste 125
Paint Retailer	Richfield	Sherwin Williams	84 W 78th St
Paint Retailer	Richfield	Sherwin Williams	6445 Penn Ave S
Paint Retailer	Rogers	Rogers Hardware	21351 John Milless Dr
Paint Retailer	Wayzata	Navarre True Value Hardware	3400 Shoreline Dr

HOUSTON COUNTY (1)

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

Paint Retailer	Deer River	Jurvelin Hardware Hank	108 Main Ave E
Paint Retailer	Grand Rapids	Burggrafs Ace Hardware	1115 E US Hwy 169
Paint Retailer	Grand Rapids	Sherwin Williams	300 SE 29th St
Seasonal HHW	Grand Rapids	Itasca County HHW Facility	29959 E Bass Lake Rd

JACKSON COUNTY (2)

Paint Retailer	Jackson	Jackson Building Center	171 Industrial Park
Seasonal HHW	Jackson	Jackson County HHW Facility	53053 780th St

KANDIYOHI COUNTY (3)

HHW Facility	New London	Kandiyohi Solid Waste Sanitary Landfill	15650 Hwy 71 NE
HHW Facility	Willmar	Kandiyohi County HHW Facility	1404 SW 22nd St
Paint Retailer	Willmar	Sherwin Williams	2807 S First St

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 5

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
LAKE COUNTY (1)			
Seasonal HHW	Two Harbors	Lake County Recycling Center	525 Recycling Ctr Dr
LAKE OF THE WOODS COUNTY (1)			
HHW Facility	Williams	Lake O'Woods County HHW Facility	1758 53 Rd St SW
LINCOLN COUNTY (1)			
HHW Facility	Ivanhoe	Lincoln County HHW Facility	1962 270th Street
LYON COUNTY (2)			
HHW Facility	Marshall	Lyon County HHW Facility	504 Fairgrounds Rd Ste 1
Paint Retailer	Tracy	Tracy Builders Supply	221 S Fourth St
MARSHALL COUNTY (1)			
Seasonal HHW	Warren	Marshall County Demolition Landfill	27641 US Hwy 75 NW
MARTIN COUNTY (1)			
Seasonal HHW	Truman	Prairieland Solid Waste Facility	801 East 5th St North
MCLEOD COUNTY (1)			
HHW Facility	Hutchinson	McLeod County HHW Facility	1065 5th Av SE
MEEKER COUNTY (1)			
Paint Retailer	Litchfield	Litchfield Building Center	124 E Commercial St
MILLE LACS COUNTY (3)			
Paint Retailer	Milaca	Koch Hardware Hank	12500 State Hwy 23
Paint Retailer	Onamia	Agnew Hardware Hank	104 Wall St S
Paint Retailer	Princeton	Princeton Ace Hardware	706 Rum River Dr S
MORRISON COUNTY (4)			
Paint Retailer	Little Falls	Ace Hardware	1101 Second Ave NE
Paint Retailer	Little Falls	Little Falls Hardware Hank and Rental	211 Broadway E
Paint Retailer	Swanville	Nilsons Dib Hardware and Rent It Center	207 Degraff Ave
Seasonal HHW	Little Falls	Morrison County HHW Facility	17508 Iris Rd
MOWER COUNTY (2)			
HHW Facility	Austin	Mower County Recycling & HHW Facility	1111 8th Ave NE
Paint Retailer	Austin	Sherwin Williams	1300 A 18th Ave NW
MURRAY COUNTY (1)			
HHW Facility	Slayton	Murray County HHW Facility	1820 Erlandson Ave
NICOLLET COUNTY (2)			
Paint Retailer	St Peter	Arrow Ace Hardware	201 S Minnesota Ave
Paint Retailer	St Peter	St Peter Do It Best Lumber Co	200 S Front St

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 6

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
NOBLES COUNTY (2)			
HHW Facility	Worthington	Nobles County HHW Facility	960 Diagonal Rd
Paint Retailer	Adrian	Adrian Hardware	301 N Maine Ave
OLMSTED COUNTY (8)			
HHW Facility	Rochester	Olmsted County HHW Facility	305 Silver Creek Rd NE
Paint Retailer	Rochester	Arrow Ace Hardware	10 17th Ave SW
Paint Retailer	Rochester	Arrow Ace Hardware	1500 N Broadway Ave
Paint Retailer	Rochester	Arrow Ace Hardware	905 37th St NW
Paint Retailer	Rochester	Diamond Vogel	1614 US Hwy 52
Paint Retailer	Rochester	Hirshfields	420 Crossroads Dr SW
Paint Retailer	Rochester	Sherwin Williams	19 Seventh St NE
Paint Retailer	Rochester	Arrow Ace Hardware	1201 S Broadway Ste 44
OTTER TAIL COUNTY (1)			
HHW Facility	Fergus Falls	Otter Tail County HHW Facility	1115 N Tower Rd
PENNINGTON COUNTY (1)			
HHW Facility	Thief River Falls	Pennington County HHW Facility	1345 Barzen Ave S
PINE COUNTY (1)			
Paint Retailer	Sandstone	Sandstone Ace Hardware	218 Main St
PIPESTONE COUNTY (1)			
Seasonal HHW	Pipestone	Pipestone County Recycling/HHW Center	718 4th St NW
POLK COUNTY (4)			
HHW Facility	Crookston	Polk County Transfer Station	320 Ingersoll Ave
HHW Facility	Fosston	Polk County Recycling Center	231 Omland Ave N
Paint Retailer	Crookston	Crookston Hardware Hank	1400 University Ave
Paint Retailer	East Grand Forks	Hardware Hank	1017 Central Ave NW
RAMSEY COUNTY (16)			
HHW Facility	St Paul	Ramsey County HHW Facility	5 Empire Dr
Paint Retailer	Little Canada	Sherwin Williams	78 Minnesota Ave
Paint Retailer	Maplewood	Diamond Vogel	1845 E County Rd D Ste 170
Paint Retailer	Maplewood	Hirshfields	1081 Hwy 36 E
Paint Retailer	Maplewood	Sherwin Williams	1898 Beam Ave
Paint Retailer	New Brighton	Beisswengers	1823 Old Hwy 8 NW
Paint Retailer	Roseville	Hirshfields	1655 W County Rd C
Paint Retailer	Roseville	Sherwin Williams	1151 Larpenteur Ave W
Paint Retailer	Roseville	Sherwin Williams	2722 Lincoln Dr
Paint Retailer	St Paul	Abbott Paint and Carpet	1808 Grand Ave

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 7

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
Paint Retailer	St Paul	Frattallones Ace Hardware	215 Eva St
Paint Retailer	St Paul	Hamernick Decorating Center	1381 N Rice St
Paint Retailer	St Paul	Hamline Hardware Hank	755 Snelling Ave N
Paint Retailer	St Paul	Sherwin Williams	240 E Fillmore Ave
Paint Retailer	St Paul	Sherwin Williams	80 Snelling Ave S
Paint Retailer	White Bear Lake	Abbott Paint and Carpet	2223 Fourth St

RED LAKE COUNTY (1)

HHW Facility	Red Lake Falls	Red Lake County HHW Facility	400 6th St NW
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REDWOOD COUNTY (3)

Paint Retailer	Lamberton	Lamberton Lumber Company	26041 Hwy 14
Paint Retailer	Wabasso	Wabasso Bldg Center Do it Best	173 Hwy 68
Seasonal HHW	Redwood Falls	Redwood County HHW Facility	921 Bridge St W

RENVILLE COUNTY (2)

HHW Facility	Olivia	Renville County HHW Facility	32877 Cty Rd 4
Paint Retailer	Olivia	Dans Floor Covering and Paint	1302 W Lincoln Ave

RICE COUNTY (5)

HHW Facility	Dundas	Rice County HHW Facility	3800 E 145th St
Paint Retailer	Faribault	Donahue Ace Hardware	421 Second Ave NW
Paint Retailer	Faribault	Sherwin Williams	204 Western Ave NW
Paint Retailer	Lonsdale	Generation Home and Building Center	601 Central St
Paint Retailer	Northfield	Arrow Ace Hardware	670 Water St S

ROCK COUNTY (1)

HHW Facility	Luverne	Rock County HHW Facility	1236 N River Rd
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ROSEAU COUNTY (1)

Paint Retailer	Greenbush	Greenbush Lumber	239 Fourth St N
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SCOTT COUNTY (6)

HHW Facility	Jordan	Scott (HHW Facility)	588 Country Trail E, Hwy 282
Paint Retailer	Jordan	Jordan Ace Hardware	540 Second St W
Paint Retailer	New Prague	Ace Hardware and Paint	1300 First St NE
Paint Retailer	Savage	Hirshfields	3981 W 143rd St
Paint Retailer	Shakopee	Arrow Ace Hardware	485 Marschall Rd
Paint Retailer	Shakopee	Sherwin Williams	497 Marschall Rd

SHERBURNE COUNTY (3)

Paint Retailer	Elk River	Sherwin Williams	19455 Evans St NW
Paint Retailer	Princeton	Marvs True Value	31620 125th St NW
Paint Retailer	Zimmerman	Johnsons Hardware Hank	12860 Fremont Ave

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 8

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
SIBLEY COUNTY (1)			
Paint Retailer	Arlington	Thomes Brothers	414 W Main St
ST LOUIS COUNTY (9)			
HHW Facility	Duluth	WLSSD HHW Facility	2626 Courtland St
HHW Facility	Hibbing	Hibbing Transfer Station	3994 Landfill Rd
HHW Facility	Virginia	St Louis County HHW Facility	5345 Landfill Rd
Paint Retailer	Aurora	Bradach Lumber Home & Hardware	216 W Third Ave N
Paint Retailer	Babbitt	Lossing Building Center	30 North Dr
Paint Retailer	Duluth	Andren Paint Company	5600 Grand Ave
Paint Retailer	Duluth	Diamond Vogel	1701 London Rd
Paint Retailer	Hermantown	Sherwin Williams	4767 Miller Trunk Hwy
Paint Retailer	Virginia	Sherwin Williams	5486 Mountain Iron Dr
STEARNS COUNTY (7)			
HHW Facility	Waite Park	Stearns County HHW Facility	3601 5th St S
Paint Retailer	Albany	Albany Fleet Supply	1241 County Rd 10
Paint Retailer	Sartell	Sherwin Williams	132 Twin Rivers Ct
Paint Retailer	St Cloud	Arrow Ace Hardware	2006 Veterans Dr
Paint Retailer	St Cloud	Diamond Vogel St Cloud Service Center	3500 W Division St
Paint Retailer	Waite Park	Hirshfields	117 Third St NE
Paint Retailer	Waite Park	Sherwin Williams	106 Division St
STEELE COUNTY (2)			
Paint Retailer	Owatonna	Sherwin Williams	125 Oakdale St
Seasonal HHW	Blooming Prairie Township	Steele County HHW Facility	9420 SE 64th Ave
STEVENS COUNTY (1)			
Paint Retailer	Morris	Morris Lumber and Millwork	49110 State Hwy 28
TODD COUNTY (1)			
Seasonal HHW	Browerville	Todd HHW Facility	30433 Hwy 71 S
TRAVERSE COUNTY (1)			
Paint Retailer	Browns Valley	Browns Valley Hardware Hank	16 Third St N
WADENA COUNTY (2)			
Paint Retailer	Wadena	Merickel Ace Hardware	630 Ash Ave NW
Seasonal HHW	Wadena	Wadena County Transfer Station	10542 170th Street
WASECA COUNTY (2)			
Paint Retailer	Waseca	Charlies Hardware Do It Center	121 Second St NW
Seasonal HHW	Waseca	Waseca County HHW Facility	31080 State Hwy 13

PAINTCARE DROP-OFF SITES

RETAIL AND HHW FACILITIES - PAGE 9

<i>Type</i>	<i>City</i>	<i>Site Name</i>	<i>Address</i>
WASHINGTON COUNTY (7)			
HHW Facility	Woodbury	Washington County Environmental Center	4039 Cottage Grove Dr
Paint Retailer	Cottage Grove	Sherwin Williams	7430 E Point Douglas Rd S
Paint Retailer	Forest Lake	Sherwin Williams	608 W Broadway Ave
Paint Retailer	Oakdale	PPG Paints	7017 N Sixth St
Paint Retailer	Stillwater	Abbott Paint and Carpet	1672 S Greeley St
Paint Retailer	Stillwater	Sherwin Williams	14450 60th St N
Paint Retailer	Woodbury	Sherwin Williams	2170 Eagle Creek Ln
WATONWAN COUNTY (3)			
Paint Retailer	Madelia	Madelia Lumber Company	24 Center Ave N
Paint Retailer	St James	Overson Lumber Company	500 Armstrong Blvd N
Seasonal HHW	St James	Watowwan HHW Facility	1304 7th Ave S
WINONA COUNTY (3)			
HHW Facility	Winona	Winona County HHW Facility	225 W 2nd St
Paint Retailer	St Charles	St Charles Ave Hardware	1313 Whitewater Ave
Paint Retailer	Winona	Sherwin Williams	1457 W Service Dr
WRIGHT COUNTY (6)			
HHW Facility	Buffalo	Wright County Compost & Recycling Facility	505 Cty Rd 37 NE
Paint Retailer	Albertville	DJs Total Home Care Center	6060 Labeaux Ave NE
Paint Retailer	Albertville	Sherwin Williams	5585 La Centre Ave NE
Paint Retailer	Delano	Delano True Value	1005 Crossings Dr
Paint Retailer	Monticello	Hirshfields	500 Pine St
Paint Retailer	Monticello	Sherwin Williams	9230 State Hwy 25 NE
YELLOW MEDICINE COUNTY (1)			
HHW Facility	Clarkfield	Yellow Medicine County HHW Facility	613 County Rd 24

Authorized Counties - Page 1

PROGRAM OFFICE	REPRESENTATIVE	MANAGER	COUNTIES IN REGION & METRO FACILITIES
Anoka County Recycling and Resource Solutions 1530 Bunker Lake Blvd NW Andover, MN 55304	Brad Fields Director (763) 323-5690	Amy Altman (763) 323-5733	Facility: 3230 101st Ave NE, Blaine (763) 323-5730
Becker County Solid Waste Dept 24413 County Highway 144 Detroit Lakes, MN 56501	Steve Skoog Environmental Services Director (218) 846-7310	Sandy Gunderson (218) 846-7310	Becker, Clay, Hubbard, Mahnomen, Norman
Blue Earth County Environmental Services P.O. Box 3566 410 South Fifth St Mankato, MN 56002	Scott Fichtner, Environmental Services Director (507) 304-4381	Ken Frederick (507) 304-4381	Blue Earth, Brown, Faribault, Le Sueur, Martin, Nicollet, Sibley, Watonwan
Carver County Environmental Services 600 East Fourth St, Box 3 Chaska, MN 55318	Mike Lein Environmental Services Manager (952) 361-1802	Bill Fouks (952) 361-1842 Leslie Wilson (612) 388-6425	Facility: Environmental Center 116 Peavey Cir, Chaska (952) 361-1835
Crow Wing County Solid Waste 15728 State Highway 210 Brainerd, MN 56401	Doug Morris Solid Waste Administrator (218) 824-1290	Same as representative	Crow Wing, Morrison, Todd
Dakota County Environmental Resources Dept 14955 Galaxie Ave Apple Valley, MN 55124	Georg Fischer Environmental Resources Director (651) 905-4520	Laura Villa (952) 891-7548	Facility: 3365 Dodd Road, Eagan General: (651) 905-4520
East Central Solid Waste Commission PO Box 29 Mora, MN 55051	Janelle Troupe Director (320) 679-4930 x10	Paul Dennison (651) 213-8923	Chisago, Isanti, Kanabec, Mille Lacs, Pine
Hennepin County Environment & Energy Dept 701 Fourth Ave S, #700 Minneapolis, MN 55415	Ryan Gastecki Senior Environmentalist (612) 348-8994	Darwin Schulz Louisa Tallman (612) 348-9939	Facilities: 8100 Jefferson Hwy, Brooklyn Park 1400 West 96th St, Bloomington (612) 348-3777
Kandiyohi County Recycling Center 1400 SW 22nd St Willmar, MN 56201	Jay Baker Program Manager (320) 231-3587	Same as representative	Big Stone, Chippewa, Kandiyohi, Lac qui Parle, Meeker, Renville, Swift
Lyon County Public Works 504 Fairgrounds Rd Marshall, MN 56258	Darron Grahn Program Manager (507) 532-8210	Same as representative	Cottonwood, Jackson, Lincoln, Lyon, Murray, Nobles, Pipestone, Redwood, Rock, Yellow Medicine
Mower County Environmental Services 1105 ½ Eighth Ave NE Austin, MN 55912	Jeffrey Weaver Program Manager (507) 437-9551	Same as representative	Freeborn, Mower

Authorized Counties - Page 2

PROGRAM OFFICE	REPRESENTATIVE	MANAGER	COUNTIES IN REGION & METRO FACILITIES
NW MN Joint Powers Group P.O. Box 186 324 Park Aven NW Bagley, MN 56621	Randall Bodensteiner Program Manager (218) 694-2090	Same as representative	Beltrami, Cass, Clearwater, Kittson, Lake of the Woods, Marshall, Pennington, Polk, Red Lake, Roseau
Olmsted County Environmental Resources 2122 Campus Dr SE #204 Rochester, MN 55904	John Helmers Environmental Resources Director (507) 328-7070	Scott Martin (507) 328-7078	Dodge, Goodhue, Olmsted, Wabasha
Otter Tail County 1115 North Tower Rd Fergus Falls, MN 56537	Mike Hanan Solid waste Director (218) 998 4899	Dave Stadum (218) 736-2161	Grant, Otter Tail, Stevens, Traverse, Wadena, Wilkin
Ramsey County 2785 White Bear Ave N #350 Maplewood, MN 55109	Zack Hansen Environmental Health Division Director (651) 266-1160	John Springman Pete Miller (651) 266-1199	Facility: 5 Empire Dr, Saint Paul (651) 266-1199
Rice County Solid Waste Dept 3800 E 145th St Dundas, MN 55019	Paul Pieper Program Manager	Paul Pieper (507) 332-6833	Rice, Steele, Waseca
Scott County Environmental Health 200 Fourth Ave W Shakopee, MN 55379	Greg Boe Program Manager (952) 496-8652	Same as representative	Facility: 588 Country Trl E, Jordan, (952)496-8475
Stearns County 3601 5th St S Waite Park, MN 56387	Troy Freihammer Program Manager (320) 656-6293	Ross Detert (320) 255-6140	Benton, McLeod, Pope/Douglas, Sherburne, Stearns, Wright
Washington County Environmental Center 4039 Cottage Grove Dr Woodbury, MN 55129	Adam Frederick Program Manager (651) 430-6702	Same as representative	Facility: 4039 Cottage Grove Dr, Woodbury (651) 430-6655
Western Lake Superior Sanitary District 2626 Courtland St Duluth, MN 55806	Heidi Ringhofer (218) 722-3336	Same as representative	Aitkin, Carlton, Cook, Itasca, Koochiching, Lake, St. Louis
Winona County Planning and Environmental Services 225 W Second St Winona, MN 55987	Jason Gilman Planning and Environmental Services Director (507) 457-6520	Kim Nelson (507) 457-6405	Fillmore, Houston, Winona

Appendix B

Financial Audit

PaintCare Inc.

Financial Statements
and Independent Auditors' Report

June 30, 2015 and 2014

PaintCare Inc.

Financial Statements
June 30, 2015 and 2014

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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, 2015 and 2014, 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, 2015 and 2014, 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.

A handwritten signature in black ink that reads "Rogers + Company PLLC". The "R" is large and stylized, with a loop at the top. The rest of the text is written in a cursive, handwritten style.

Vienna, Virginia
September 30, 2015

PaintCare Inc.

Statements of Financial Position
June 30, 2015 and 2014

	<u>2015</u>	<u>2014</u>
Assets		
Current assets:		
Cash	\$ 9,236,954	\$ 26,234,634
Investments	27,056,886	-
Accounts receivable, net	7,353,455	6,642,433
Due from affiliate	-	34,800
Prepaid expenses	94,323	93,889
	<u>43,741,618</u>	<u>33,005,756</u>
Property and equipment, net	<u>479,980</u>	<u>75,034</u>
Total assets	<u>\$ 44,221,598</u>	<u>\$ 33,080,790</u>
Liabilities and Net Assets		
Liabilities		
Current liabilities:		
Accounts payable and accrued expenses	\$ 8,651,794	\$ 3,943,487
Due to affiliate	343,683	449,847
	<u>8,995,477</u>	<u>4,393,334</u>
Total current liabilities	<u>8,995,477</u>	<u>4,393,334</u>
Total liabilities	<u>8,995,477</u>	<u>4,393,334</u>
Net Assets		
Unrestricted	<u>35,226,121</u>	<u>28,687,456</u>
Total net assets	<u>35,226,121</u>	<u>28,687,456</u>
Total liabilities and net assets	<u>\$ 44,221,598</u>	<u>\$ 33,080,790</u>

See accompanying notes.

PaintCare Inc.

Statements of Activities
For the Years Ended June 30, 2015 and 2014

	2015	2014
Operating Revenue and Support		
Paint recovery fees	\$ 46,570,607	\$ 43,101,604
Other income	83,824	224,888
	<hr/>	<hr/>
Total operating revenue and support	46,654,431	43,326,492
	<hr/>	<hr/>
Expenses		
Program and delivery services:		
Oregon	4,929,385	3,911,042
California	24,280,786	16,182,408
Connecticut	2,507,234	2,082,429
Rhode Island	569,243	85,996
Minnesota	3,550,929	222,624
Vermont	960,256	313,719
Maine	66,557	7,408
Colorado	225,030	8,108
District of Columbia	15,585	-
	<hr/>	<hr/>
Total program and delivery services	37,105,005	22,813,734
	<hr/>	<hr/>
General and administrative	3,164,681	2,148,857
	<hr/>	<hr/>
Total expenses	40,269,686	24,962,591
	<hr/>	<hr/>
Change in Net Assets from Operations	6,384,745	18,363,901
	<hr/>	<hr/>
Non-Operating Activities		
Interest income	343,103	37,217
Net realized and unrealized loss	(189,183)	-
	<hr/>	<hr/>
Change in Net Assets	6,538,665	18,401,118
	<hr/>	<hr/>
Net Assets, beginning of year	28,687,456	10,286,338
	<hr/>	<hr/>
Net Assets, end of year	\$ 35,226,121	\$ 28,687,456
	<hr/> <hr/>	<hr/> <hr/>

See accompanying notes.

PaintCare Inc.

Statements of Cash Flows
For the Years Ended June 30, 2015 and 2014

	2015	2014
Cash Flows from Operating Activities		
Change in net assets	\$ 6,538,665	\$ 18,401,118
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	22,954	5,400
Net realized and unrealized loss on investments	189,183	-
Change in allowance for doubtful accounts receivable	15,527	34,398
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	(726,549)	(2,295,322)
Due from affiliate	34,800	(34,800)
Prepaid expenses	(434)	19,015
Increase (decrease) in:		
Accounts payable and accrued expenses	4,708,307	1,266,342
Due to affiliate	(106,164)	167,877
Accrued interest	-	(122,340)
	10,676,289	17,441,688
Cash Flows from Investing Activities		
Purchases of investments	(28,935,060)	-
Proceeds from sale of investments	1,688,991	-
Purchases of property and equipment	(427,900)	(37,683)
	(27,673,969)	(37,683)
Net cash used in investing activities		
Cash Flows from Financing Activity		
Principal payments on notes payable	-	(3,220,000)
	-	(3,220,000)
Net cash used in financing activity		
Net (Decrease) Increase in Cash	(16,997,680)	14,184,005
Cash, beginning of year	26,234,634	12,050,629
Cash, end of year	\$ 9,236,954	\$ 26,234,634

See accompanying notes.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

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.

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, 2015 and 2014, 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.

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.

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, 2015 and 2014, an allowance of \$72,180 and \$56,653, respectively was recognized.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

2. Summary of Significant Accounting Policies (continued)

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.

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$5,656,341 and \$2,451,411 for the years ended June 30, 2015 and 2014, 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.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

2. Summary of Significant Accounting Policies (continued)

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through September 30, 2015, 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.

4. Investments and Fair Value Measurements

In December 2014, PaintCare invested 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, 2015 and 2014

4. 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, 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, 2015:

	Level 1	Level 2	Level 3	Total
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
Total investments	\$ 23,144,271	\$ 3,912,615	\$ -	\$ 27,056,886

PaintCare Inc.

Notes to Financial Statements June 30, 2015 and 2014

4. Investments and Fair Value Measurements (continued)

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

	<u>2015</u>	<u>2014</u>
Interest income	\$ 343,103	\$ 37,217
Net realized and unrealized loss	<u>(189,183)</u>	<u>-</u>
Total investment income	<u>\$ 153,920</u>	<u>\$ 37,217</u>

PaintCare held no investments at June 30, 2014. The above interest income earned for the year ending June 30, 2014 relates to interest earned on PaintCare's operating accounts.

5. Accounts Receivable

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

	<u>2015</u>	<u>2014</u>
California	\$ 5,016,812	\$ 5,332,769
Minnesota	952,976	-
Oregon	593,157	545,469
Connecticut	572,369	611,331
Rhode Island	148,674	104,077
Vermont	<u>141,647</u>	<u>105,440</u>
Accounts receivable	7,425,635	6,699,086
Less: allowance for doubtful accounts	<u>(72,180)</u>	<u>(56,653)</u>
Total accounts receivable, net	<u>\$ 7,353,455</u>	<u>\$ 6,642,433</u>

PaintCare Inc.

Notes to Financial Statements June 30, 2015 and 2014

6. Property and Equipment

PaintCare held the following property and equipment at June 30:

	<u>2015</u>	<u>2014</u>
Software	\$ 447,270	\$ 54,464
Computer equipment	43,160	28,944
Furniture	<u>20,878</u>	<u>-</u>
Total property and equipment	511,308	83,408
Less: accumulated depreciation and amortization	<u>(31,328)</u>	<u>(8,374)</u>
Property and equipment, net	<u><u>\$ 479,980</u></u>	<u><u>\$ 75,034</u></u>

7. Notes Payable

PaintCare has entered into promissory notes payable with member companies in order to fund start-up costs incurred in connection with expanding their paint recovery fee program into new states. Initially, each note was negotiated at different times during 2012 and 2013 with an interest rate of 3.6% per annum. The total balance of the notes was due in 2015; however, PaintCare repaid the total outstanding balance in 2014.

8. Related Party

ACA, a related party, is a separate, 501(c)(6) nonprofit organization working to advance the needs of the paint and coatings industry and the professionals who work in it. 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[®] 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 provides staffing, an office, office equipment and furniture, supplies, and other administrative support services. The term of the agreement is for one year and automatically renews for one-year terms unless canceled by either party.

PaintCare Inc.

Notes to Financial Statements June 30, 2015 and 2014

8. Related Party (continued)

For the years ended June 30, 2015 and 2014, the total administrative fees charged by ACA to PaintCare were \$987,782 and \$535,208, respectively. At June 30, 2015 and 2014, PaintCare owed ACA \$343,683 and \$449,847, respectively, which is recorded as due to affiliate in the accompanying statements of financial position. At June 30, 2015 and 2014, ACA owed PaintCare \$-0- and \$34,800, respectively, which is recorded as due from affiliate in the accompanying statements of financial position.

9. PCA Paint Stewardship, Inc.

Product Care Association (PCA) is a Canadian nonprofit industry association that manages product stewardship programs for household hazardous and special waste on behalf of its members across Canada. PCA incorporated PCA Paint Stewardship, Inc. (PCA-USA) as a nonprofit organization in order to expand its work in managing product stewardship programs into the United States. PCA is the sole member of PCA-USA.

On April 1, 2010, PaintCare entered into an agreement with PCA-USA for the purpose of providing administrative and operational support for the Oregon Architectural Paint Stewardship Pilot Program. The agreement commenced on April 1, 2010 and was scheduled to terminate on June 30, 2014, calling for a monthly management fee of \$16,667. Effective April 1, 2013, the terms of the agreement were amended as PCA-USA transitioned the majority of the administrative and operational activities to PaintCare. The amendment moved up the termination date to December 31, 2013 and decreased the monthly management fee to \$5,556. A subsequent amendment extended the termination of this agreement back to the original termination date of June 30, 2014.

For the years ended June 30, 2015 and 2014, management service fees under this agreement totaled \$-0- and \$70,207, respectively.

In addition to the contract described in the preceding paragraph, PCA-USA contracts with independent subcontractors to perform the collection, transportation, processing, and recycling services of post-consumer paint at pre-determined rate schedules. Contracts with the two largest subcontractors extended through December 31, 2013 with one-year renewal options. These contracts were extended and terminated on June 30, 2014. PCA-USA invoices PaintCare on a monthly basis to recover the payments made by PCA-USA to the subcontractors. Expenses related to the subcontractor activity are recorded in program and delivery expenses. For the years ended June 30, 2015 and 2014, expenses related to the subcontractor activity were \$-0- and \$3,322,305, respectively. Effective July 1, 2014 the subcontractor contracts were with PaintCare. There was no longer any reimbursements paid to PCA-USA during fiscal year 2015.

PaintCare Inc.

Notes to Financial Statements
June 30, 2015 and 2014

10. Income Taxes

PaintCare is recognized as a tax-exempt organization under Internal Revenue Code (IRC) Section 501(c)(3), and is exempt from income taxes except for taxes on unrelated business activities. No tax expense is recorded in the accompanying financial statements for PaintCare, as there was no unrelated business taxable income. Contributions to PaintCare are deductible as provided in IRC Section 170(b)(1)(A)(vi).

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

SUPPLEMENTARY INFORMATION

PaintCare Inc.

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

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	General and Administrative	Total
Operating Revenue and Support											
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
Expenses											
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
Change in Net Assets from Operations	(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
Non-Operating Activities											
Investment income	-	-	-	-	-	-	-	-	-	153,920	153,920
Change in Net Assets Before Allocation of General and Administrative Activities	(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)	-
Total Change in Net Assets	(658,464)	7,651,424	984,123	263,034	(709,229)	(339,407)	(136,868)	(491,715)	(24,233)	-	6,538,665
Net Assets (Deficit), beginning of year	1,189,949	27,462,632	812,687	(72,922)	(440,258)	(196,161)	(60,363)	(8,108)	-	-	28,687,456
Net Assets (Deficit), end of year	\$ 531,485	\$ 35,114,056	\$ 1,796,810	\$ 190,112	\$ (1,149,487)	\$ (535,568)	\$ (197,231)	\$ (499,823)	\$ (24,233)	\$ -	\$ 35,226,121

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Year Ended June 30, 2014

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	General and Administrative	Total
Operating Revenue and Support										
Paint recovery fees	\$ 4,083,877	\$ 35,237,602	\$ 3,533,470	\$ 104,152	\$ -	\$ 142,503	\$ -	\$ -	\$ -	\$ 43,101,604
Other income	224,888	-	-	-	-	-	-	-	-	224,888
Total operating revenue and support	4,308,765	35,237,602	3,533,470	104,152	-	142,503	-	-	-	43,326,492
Expenses										
Program and delivery services:										
Transportation and processing	3,273,591	11,751,474	1,325,917	23,264	-	138,926	-	-	-	16,513,172
Communications	286,868	1,854,534	256,452	12,119	4,745	36,236	-	457	-	2,451,411
Legal fees	-	220,777	2,580	-	-	-	-	-	-	223,357
State agency administrative fees	50,000	265,882	40,000	2,500	124,275	-	-	-	-	482,657
Collection support	49,714	1,527,401	315,780	16,274	23	60,369	-	-	-	1,969,561
Other program expenses	250,869	562,340	141,700	31,839	93,581	78,188	7,408	7,651	-	1,173,576
Total program and delivery services	3,911,042	16,182,408	2,082,429	85,996	222,624	313,719	7,408	8,108	-	22,813,734
General and administrative:										
Management fees	-	-	-	-	-	-	-	-	535,208	535,208
Legal fees	-	-	-	-	-	-	-	-	118,236	118,236
Insurance	-	-	-	-	-	-	-	-	102,666	102,666
Interest expense	-	-	-	-	-	-	-	-	73,560	73,560
Other expense	-	-	-	-	-	-	-	-	1,319,187	1,319,187
Total general and administrative	-	-	-	-	-	-	-	-	2,148,857	2,148,857
Total expenses	3,911,042	16,182,408	2,082,429	85,996	222,624	313,719	7,408	8,108	2,148,857	24,962,591
Change in Net Assets from Operations	397,723	19,055,194	1,451,041	18,156	(222,624)	(171,216)	(7,408)	(8,108)	(2,148,857)	18,363,901
Non-Operating Activities										
Interest income	-	-	-	-	-	-	-	-	37,217	37,217
Change in Net Assets Before Allocation of General and Administrative Activities	397,723	19,055,194	1,451,041	18,156	(222,624)	(171,216)	(7,408)	(8,108)	(2,111,640)	18,401,118
General and administrative allocation	(152,726)	(1,485,130)	(142,482)	(41,961)	(211,441)	(24,945)	(52,955)	-	2,111,640	-
Total Change in Net Assets	244,997	17,570,064	1,308,559	(23,805)	(434,065)	(196,161)	(60,363)	(8,108)	-	18,401,118
Net Assets (Deficit), beginning of year	944,952	9,892,568	(495,872)	(49,117)	(6,193)	-	-	-	-	10,286,338
Net Assets (Deficit), end of year	\$ 1,189,949	\$ 27,462,632	\$ 812,687	\$ (72,922)	\$ (440,258)	\$ (196,161)	\$ (60,363)	\$ (8,108)	\$ -	\$ 28,687,456

Appendix C

Outreach Materials

Brochure
Minicard
Realtor Card
Fact Sheets
Print Materials Order Form
Joint Outreach Form



Minnesota 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?

Minnesota's Paint Stewardship Law requires the paint manufacturing industry to develop a financially and environmentally sustainable 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.

PaintCare is a non-profit organization established by paint manufacturers to run the program in Minnesota and any state with a paint stewardship law.

Program 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-Program 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-program products, please contact your garbage hauler, local environmental health agency, household hazardous waste program or public works department.



Recycle

with PaintCare



MINNESOTA

Places to Take Old Paint

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

How to Recycle

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

All PaintCare drop-off sites accept at least 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?

Residents bringing paint from their home 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 Recovery 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 less
- \$ 0.35 More than a half pint to less than 1 gallon
- \$ 0.75 1 Gallon
- \$ 1.60 More 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

Please visit www.paintcare.org or give us a call at (855) 724-6809 to find a drop-off site or learn more.



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

Recycle with PaintCare

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

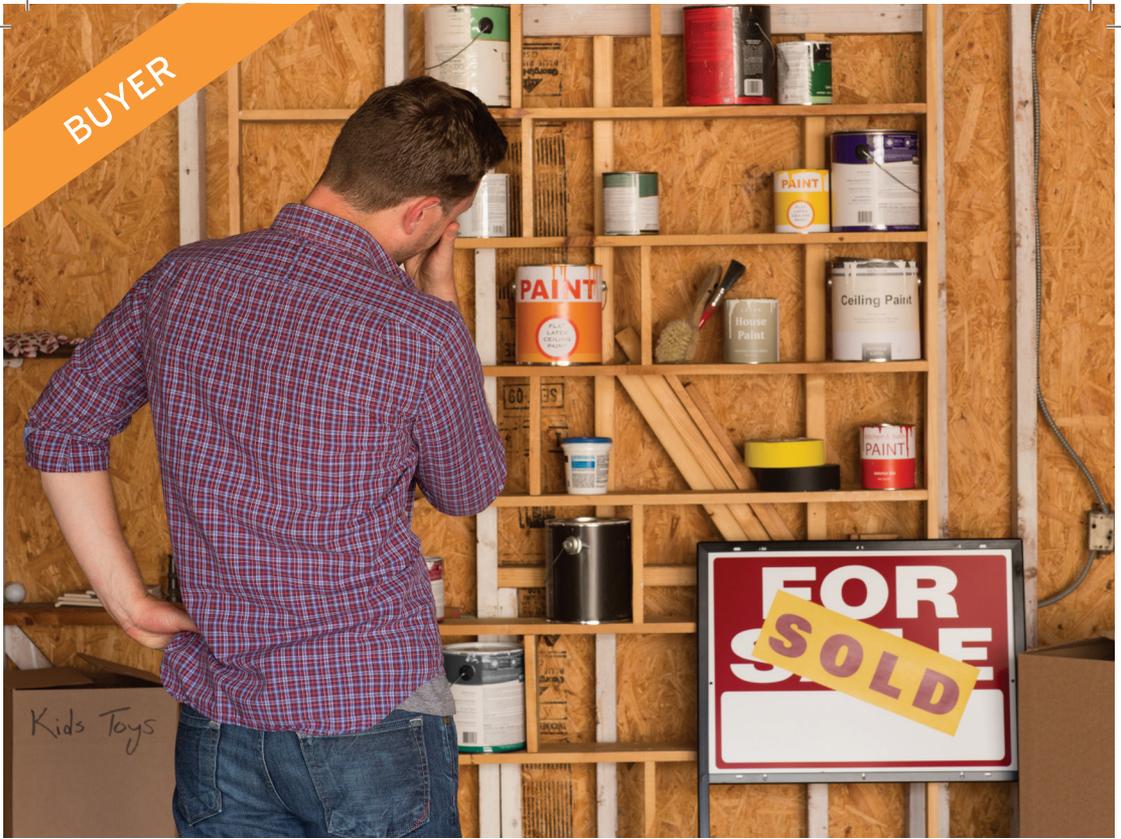
**Buy right.
Use it up.
Recycle the rest.**

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

LEARN MORE

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

BUYER



Do you want the old paint the sellers left behind? Probably not. *But we do!*

The sellers thought you would use it for touchups. Maybe you will use it up. If not, now's the time to recycle that old paint. Whether it's from last week or 20 years ago, you can recycle most paint, stain and varnish at one of the many PaintCare sites throughout the state.

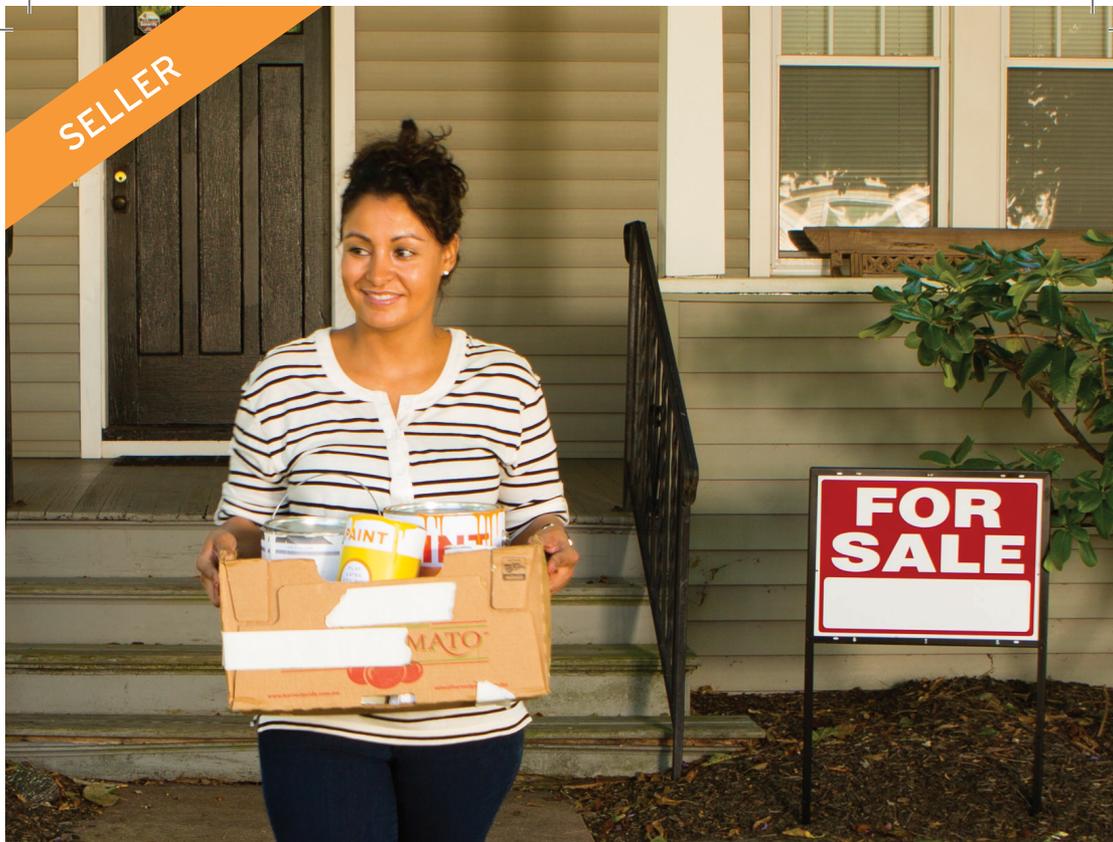
PaintCare is a nonprofit organization formed by paint companies to make it more convenient to recycle old paint in states with paint stewardship laws.

Find a drop-off location near you, and see what we accept:

www.paintcare.org
(855) 724-6809



SELLER



Do the people buying your house want your old paint?

Probably not. *But we do!*

While getting your property ready to sell, you probably found some old paint. Unless you know somebody will use it up, now's the time to recycle it. Whether it's from last week or 20 years ago, you can recycle most paint, stain and varnish at one of the many PaintCare sites throughout the state.

PaintCare is a nonprofit organization formed by paint companies to make it more convenient to recycle old paint in states with paint stewardship laws.

Find a drop-off location near you, and see what we accept:

www.paintcare.org
(855) 724-6809





Minnesota Paint Stewardship Program

How Does the Minnesota Paint Stewardship Program Affect Paint Retailers?

Minnesota’s paint stewardship law requires paint manufacturers to establish a Paint Stewardship Program in Minnesota. Program funding comes from a fee applied to the price of architectural paint sold in Minnesota.

PROGRAM START DATE: NOVEMBER 1, 2014

Paint Stewardship

PaintCare Inc. is a non-profit organization established by the American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states that adopt paint stewardship laws. In addition to operating the Minnesota Program, PaintCare also operates programs in California, Colorado, Connecticut, Maine, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia.

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 may include municipal household hazardous waste facilities and events, solid waste transfer stations, and landfills. PaintCare has established more than 170 drop-off sites at retailers across Minnesota. PaintCare will continue to increase the number of sites in Minnesota and other states with paint stewardship programs.

Participation as a Drop-Off Site is Voluntary

Retailers who wish to serve as drop-off sites are able to do so if they have adequate space for paint storage bins and can provide minimal staff time to accept paint from the public. By doing so, retailers can increase foot traffic and sales and provide an environmental service for their community. They make it convenient for their customers to recycle leftover paint and help provide relief to local government programs that currently manage leftover paint. PaintCare provides storage bins, supplies, and site training. PaintCare also pays for paint transportation and recycling and promotes the sites to the local community.

REQUIREMENTS OF RETAILERS

1. Check Registered Manufacturers and Brands

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



2. Pass on the Stewardship Fee

When the program begins, the law requires that a stewardship fee (“PaintCare Fee”) must be applied by manufacturers to the wholesale price of architectural paint sold in Minnesota. This fee pays for all aspects of running the program. It is paid by manufacturers to PaintCare and then passed to their dealers. Retailers should see the PaintCare Fee on invoices from suppliers after the program starts. The law also requires that retailers and distributors apply the fee to the purchase price of architectural paint they sell. The fee paid by the customer to the retailer offsets the fee charged by the manufacturer or distributor to the retailer. All manufacturers, distributors, and retailers selling architectural paint in the state must pay and pass down the fee, ensuring a level playing field for all parties.

COMMON QUESTIONS ABOUT FEES

How much are the fees?

Although fees may change and vary by state, fees in Minnesota and other states are currently the same. Fees are by container size:

\$ 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 to 5 gallons

How were the fees calculated?

Fees were set to cover the cost of a fully operating state program. PaintCare estimated the annual sales of architectural paint in Minnesota and divided the estimated annual expenses of the program by the number of containers to be sold in the state – taking into account the typical amount of leftover paint for each container size. Fees may be decreased in the future if they were set higher than what is needed to cover program expenses, or fees may be increased if they were set too low.

Is the fee a deposit to be returned to customers?

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

Must retailers show the fee on receipts?

No, but 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 aid in customer education and provide consistency across 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.

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

Yes, if retailers have inventory from before the program started, they must add the fee on all covered products at the time of sale. Fees collected on pre-program inventory stay with the retailer; they are not paid back to the distributor or manufacturer.

How does the public know about the fee?

PaintCare provides printed materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find a paint drop-off location. Before the program started, PaintCare provided a “starter pack” of brochures and other information materials to all paint retailers. Additional materials can be ordered as needed. The cost of the materials is covered by the program. 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.

Program Contact

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

MORE INFORMATION

(855) 724-6809 or (855) PAINT09

www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Minnesota Paint Stewardship Program

How to Become a Retail Drop-Off Site

A new Minnesota law affecting paint retailers took effect November 1, 2014.

The new 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 a retailer can partner with PaintCare to be a drop-off site for unwanted paint.

Paint Stewardship Program in Minnesota

PaintCare Inc. is a non-profit 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 solid waste transfer stations and municipal household hazardous waste facilities and events.

As of January 2015, PaintCare has established more than 1,500 paint drop-off sites in in eight states. 170 of these sites are in Minnesota, and we will continue to add more sites in the future.

The program allows households and businesses to return unused architectural paint to drop-off locations throughout each PaintCare state. Although household hazardous waste (HHW) programs in Minnesota may continue to accept paint from households and some businesses, many of these programs are not open year-round and may not be as conveniently located as retail stores.

Benefits to Retailers

There are many benefits to becoming a drop-off site.

As a participating retailer, you will:

- Make recycling of leftover paint more convenient for your customers
- Support the paint industry's effort to lead the way in being responsible for end-of-life management of its 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 paint products from the public during operating hours
- Place unopened paint 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

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

What Products Are Covered?

Architectural paints (“PaintCare Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM) or specialty coatings. Here are examples:

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

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WASHINGTON, DC 20005



Paint Stewardship Programs in the U.S.

About PaintCare Fees

Laws in 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 non-profit organization established by American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states 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 law requires retailers to pass on the fee to consumers, ensuring a level playing field for all parties.

What are the fees?

Fees are currently the same in all PaintCare States. Fees are based on container size 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

3. How are fees calculated?

Fees are set to cover the cost of a fully implemented program. Working with paint manufacturers, PaintCare estimates annual sales of architectural paint in each state and then divides the cost of the total 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 5-gallon container is typically less than from five 1-gallon containers).

PaintCare is a non-profit 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.

4. Are retailers required to show the fee on the receipt?

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

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

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

* As of October 2015, 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 (September 2016).

6. 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.

7. 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.

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

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

9. 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.

10. How does the public know about the fee?

PaintCare provides public education materials to retailers. These materials explain the purpose of the fee, where to take paint for recycling, and other information about the program. When a new state program begins, PaintCare mails a “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.

11. 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.

12. What Products Are Covered?

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

PAINTCARE PRODUCTS

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

MORE INFORMATION

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1500 RHODE ISLAND AVENUE NW
WASHINGTON, DC 20005



Minnesota Paint Stewardship Program

Information for Painting Contractors

Minnesota's paint stewardship law began November 1, 2014.

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

Paint Stewardship

The American Coatings Association (ACA) worked with various stakeholders interested in the management of postconsumer paint to develop a Paint Stewardship Program in the United States. PaintCare Inc. is a non-profit organization established by ACA to implement the program on behalf of paint manufacturers in states that adopt paint stewardship laws. "PaintCare States" include California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is also planning a program for the District of Columbia.

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



Fees and Funding

As required by state law, a paint stewardship assessment ("PaintCare Fee") must be added by manufacturers to the wholesale price of all architectural paint sold in the state. This fee is paid by manufacturers to PaintCare to fund setting up drop-off sites for leftover, postconsumer paint, and for the transportation, recycling, and proper disposal of that paint. The fees also pay for consumer education and program administrative costs.

The fees are based on container size 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 to 5 gallons

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

Notice for Painting Contractors

Painting Contractors may pass the fees on to their customers in order to recoup the fees they pay on the products.

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

New Paint Drop-Off Sites

PaintCare has established more than 170 paint drop-off sites at retailers across Minnesota. Future sites may include transfer stations, recycling centers, and government-run household hazardous waste programs. Participation as a drop-off site is voluntary.

Use of Retail Drop-Off Sites by Businesses

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

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

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

Pick-Up Service for Large Volumes

Businesses with at least 300 gallons of postconsumer paint to recycle may qualify to have their paint picked up by PaintCare at no additional cost. To learn more about this service or to request an appointment, please call (855) 724-6809.

Program Contact

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

What Products Are Covered?

Architectural paints (“PaintCare Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM) or specialty coatings. Here are examples:

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

MORE INFORMATION

(855) 724-6809 or (855) PAINT09
www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE N.W.
WASHINGTON, DC 20005



Large Volume Pick-Up (LVP) Service

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

Paint Drop-Off Sites

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

Large Volumes Pick-Ups

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

HOW TO REQUEST A LARGE VOLUME PICK-UP

1. Sort and count your paint

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

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

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

Scheduling

After reviewing your form, PaintCare staff will either approve your site for a pick-up or inform you of the best place to take your paint if you do not meet the volume requirement. If you qualify for a pick-up, 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 bill of lading and receive a copy for your records. Your paint will then be taken to an authorized processing facility for sorting and 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?

Architectural paints ("PaintCare Products") are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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

MORE INFORMATION

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PRINT MATERIALS ORDER FORM

For free PaintCare brochures and factsheets

MINNESOTA

Please complete this form and send to PaintCare. Indicate the quantities you would like below.

Store Name

Street Address

City/State/Zip

Contact Person

Phone

Email

PROGRAM BROCHURE

General information about the PaintCare Program



Quantity

<input type="text"/>	English
<input type="text"/>	Hmong
<input type="text"/>	Somali
<input type="text"/>	Spanish

LARGE VOLUME PICK-UP FACT SHEET

How to request a pickup for 300 gallons or more



Quantity

<input type="text"/>	English
<input type="text"/>	Spanish

MINI CARD

Quick reference to help find a drop-off site



Quantity

<input type="text"/>	English
<input type="text"/>	Spanish

PROGRAM POSTER

General PaintCare information on 1 page (8.5 x 11)



Quantity

<input type="text"/>	English
----------------------	---------

TRADE PAINTER FACT SHEET

General information for painting contractors



Quantity

<input type="text"/>	English
<input type="text"/>	Hmong
<input type="text"/>	Somali
<input type="text"/>	Spanish

BROCHURE HOLDER

Keep the program brochures neat and in one place. Would you like a brochure holder for the counter?



Yes

No

SEND COMPLETE FORM TO:

Email: retail@paintcare.org
Fax: (855) 385-2020

Mail: PaintCare, 1500 Rhode Island Ave. NW, Washington DC 20005
Phone: (855) 724-6809



Joint Outreach Projects

THE BASICS

Introduction

If you are a local government that has partnered with PaintCare, we offer limited funding support for outreach activities that involve PaintCare. We are most interested in partnering with you when we are setting up new PaintCare drop-off sites, where participation is low, and when we are promoting one day HHW events to boost the amount of paint we can collect at one time. We have supported radio, newspaper and direct mail advertising and will consider other media.

Review and Approval

Project budgets and all creative work must be reviewed and pre-approved by PaintCare. Creative work includes text, images, and scripts. When possible, all projects must include PaintCare's website address and logo and mention that people can find PaintCare drop-off sites in other areas (via our website).

Proposal Form

Please complete our Proposal Form for Joint Outreach Projects and email it to your PaintCare Regional Coordinator, State Program Manager, or info@paintcare.org

The Word version of the form can be downloaded from the "municipalities" section of each state's page at www.paintcare.org.

The pdf version is here: www.paintcare.org/wp-content/xx-form-joint-outreach.pdf

WHAT WE ASK OF YOU

Print-Based

For print materials (brochures, postcards, etc.) you will be responsible for sending artwork files to your printer, coordinating mailings, and distribution. After the project is completed, along with your invoice, we ask for a description of how, when, and where the piece was distributed or used, and an electronic copy of the final piece.

Newspaper

For newspaper ads, you will be responsible for sending artwork files to the newspaper and scheduling. At the start of the project, we ask you to provide PaintCare with draft text, dimensions and due dates for the ads. After the project is completed, we ask for a list of run dates for each newspaper and a scan or clipping of each ad.

Radio

For radio advertising, you will be responsible for providing the pre-approved scripts to the stations and handling scheduling. After the project is completed, along with your invoice, we ask you to provide text of the final script with a list of run dates and times. If available, we would also like an audio file of the actual recording aired on the radio.

Other

For other types of projects, we will ask you for similar things – you will coordinate everything and send PaintCare supporting documentation along with your invoice so we have a record of the projects and examples to show others.

DESIGN ASSISTANCE

PaintCare can provide assistance with basic layout and graphic design using our in-house staff. When we provide this type of assistance we will provide electronic files for you to send for printing or ad placement. Other than editing and commenting on scripts, we do not provide in-house assistance with audio or video production. Please allow plenty of time for project planning, approvals, and some back-and-forth editing. Depending on the time of year, this may take 4-8 weeks.

REIMBURSEMENT

PaintCare provides reimbursements for pre-approved projects only. We do not provide money up front, pay vendors directly, or accept requests for reimbursements on projects that have already been completed. Generally PaintCare will reimburse for half of the total direct costs for pre-approved projects; however, we may make exceptions and offer a lower or higher amount based on how much of the message is dedicated to PaintCare, our budgets, and other PaintCare outreach taking place in your area.

To be reimbursed, send PaintCare an invoice from your government agency, samples of the final pieces as noted previously, and copies of invoices from your vendors. We ask you to combine them into one PDF and send via email to Paul Fresina at pfresina@paint.org. The "To:" space on the invoice should be addressed to PaintCare Inc., 1500 Rhode Island Ave NW, Washington DC, 20005. In the space for purchase orders please write "5839." See sample invoice on next page.



Minnesota Paint Stewardship Program Information for HHW Programs

Minnesota's paint stewardship law benefits Household Hazardous Waste programs.

A law passed in May 2013 required paint manufacturers to establish a Paint Stewardship Program in Minnesota. Household hazardous waste programs that participate can save money on paint management costs. Program funding comes from a "PaintCare Fee" applied to each container of architectural paint sold in Minnesota starting when the program began in November 2014.

Paint Stewardship Program in Minnesota

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

Minnesota is the fifth state to pass such a law. Although this program is required by state law, it is designed and operated by the paint manufacturing industry. PaintCare currently has programs in California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island and Vermont. PaintCare is also planning a program for the District of Columbia.

Designing a Program for Minnesota

The new law requires PaintCare, on behalf of paint manufacturers, to submit a comprehensive Program Plan to the Minnesota Pollution Control Agency (MPCA). A detailed program plan was submitted by PaintCare to the MPCA in March 2014. Comments were received from MPCA in May 2014 and PaintCare is in the process of revising the Plan accordingly.



Making Paint Recycling More Convenient

PaintCare has established drop-off sites statewide for households and businesses to take leftover architectural paint. Although most drop-off sites are paint retailers, household hazardous waste (HHW) programs, solid waste transfer stations and landfills may also volunteer to be PaintCare drop-off sites and have their paint transportation and recycling costs paid by PaintCare.

Benefits to HHW Programs of Partnering with PaintCare

- Save on transportation and recycling costs
- Conserve resources and keep paint out of the solid waste stream
- Make recycling of leftover paint more convenient for your community

PaintCare Partners Receive

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

Drop-Off Site Responsibilities

- Provide secure storage area for cubic yard boxes or drums
- Accept program products from the public during normal operating hours
- Properly pack program products in collection bins
- Assist with loading and unloading of full and empty storage bins
- Complete minimal paperwork to track outgoing paint shipments
- Ensure staff are trained in PaintCare guidelines and safe operating procedures



Will PaintCare Require Operational Changes?

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

Water-Based (Latex) Paint is a Resource

An important goal of PaintCare is to conserve resources and increase the amount of paint that is recycled. Not all HHW programs accept water-based paint because it is expensive to manage and is not classified as hazardous. Households and businesses are often instructed to let water-based paint dry out and then dispose of the dry paint in the trash. Through the PaintCare program, all paint including latex will be recycled to the maximum extent possible.

Contact

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

What Products Are Covered?

Architectural paints (“Program Products”) are defined as interior and exterior architectural coatings sold in containers of 5 gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings. Here are examples:

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-Program 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

MORE INFORMATION

(855) 724-6809 or (855) PAINT09
www.paintcare.org or info@paintcare.org

PAINTCARE INC.
1500 RHODE ISLAND AVENUE NW
WASHINGTON, DC 20005

Program Poster
Window Cling
Store Signs
Counter Mat
Sign Order Form



START DATE:
NOVEMBER 1, 2014

Minnesota Paint Recycling Program

About the PaintCare Program

PAINTCARE

PaintCare® is a non-profit 501(c)(3) organization, established by the American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states that adopt a paint stewardship law.

PROGRAM PRODUCTS

These products have fees and will be accepted at PaintCare-partnering 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-PROGRAM PRODUCTS

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

FEES

The "PaintCare Recovery Fee" is applied to the purchase price of architectural paint sold in Minnesota as required by the Minnesota Paint Stewardship Law. Fees are based on container size as follows:

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

For more information, please ask for the PaintCare brochure, visit www.paintcare.org or call (855) 724-6809.



Recycle with PaintCare



Recycle your paint here.

[DURING BUSINESS HOURS ONLY]

ACCEPTABLE

- *Latex house paint*
- *Oil-based house paint*
- *Primer*
- *Stains and sealers*
- *Varnish and shellac*
- *All brands*

NOT ACCEPTABLE

- *Paint thinner*
- *Two-component paints*
- *Aerosols*
- *Other chemicals*

PLEASE DON'T BRING CONTAINERS THAT ARE

- *Leaking*
- *Unlabeled*
- *Empty*



Recycle with PaintCare

For a complete list of acceptable products, please ask for the PaintCare brochure, call (855) 724-6809 or visit www.paintcare.org.



We are a PaintCare Partner

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



Recycle with PaintCare

To learn more, please call (855) 724-6809
or visit 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 not be leaking
- Must have original labels
- Must have secure lids



Program Products

These products have fees and are accepted 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

Products must be in original containers with original labels.

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



Non-Program Products

These products do not have fees 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
- 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

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

To learn more, please call (855) 724-6809 or visit www.paintcare.org



**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.*



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

Recycle with PaintCare



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



WE CAN HELP
Recycle
YOUR PAINT
www.paintcare.org

PAINT RECYCLING MADE EASY

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

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

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, or call (855) 724-6809.



SIGN ORDER FORM

FOR RETAIL DROP-OFF SITES

Please complete this form and send it to PaintCare. Indicate the quantities you would like below.

Email: retail@paintcare.org • Fax: (855) 385-2020

Store	
Address	
City/Zip	
Contact Person	
Phone/Email	

1. No Dumping Sign



- English 24x36 (Metal)
- English 12x18 (Metal)
- Spanish 24x36 (Metal)
- Spanish 12x18 (Metal)

2. Program Products Sign

Detailed list of products covered by PaintCare.



- English 24x36 (Metal)
- English 12x18 (Metal)
- Spanish 24x36 (Metal)
- Spanish 12x18 (Metal)

3. Program Partner Sign



- English 24x36 (Metal)
- English 12x18 (Metal)
- with A-Frame 24x36 (Plastic)

4. Acceptable / Non Acceptable Sign

Simplified list of products covered by PaintCare.



- English 24x36 (Metal)
- English 12x18 (Metal)
- Bilingual* 24x36 (Metal)
- Bilingual* 12x18 (Metal)
- Korean 24x36 (Metal)
- Korean 12x18 (Metal)

*Bilingual: English/Spanish

5. Wait for Assistance Sign



- English 24x18 (Metal)
- English with A-Frame 24x18 (Plastic)
- Bilingual English/Spanish 24x18 (Metal)
- Bilingual with A-Frame 24x18 (Plastic)

6. Counter Mat

For paint counters and checkout stands.



- English 12x18
- English 14x19

Program Awareness Survey Results

Minnesota Paint Usage & Disposal Surveys

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

June 2014		June 2015	
Percent	Count	Percent	Count

1. Do you currently have any leftover or unwanted paint in your home or business?

	264		273	
None	27.3	72	36.3	99
Less than 1 gallon	10.6	28	8.8	24
1-5 gallons (would fit in a cardboard box)	37.9	100	33.3	91
5-15 gallons (would fit in a shopping cart)	17.0	45	16.8	46
15-30 gallons (would fit in two shopping carts)	1.9	5	1.1	3
More than 30 gallons	0.0	0	0.7	2
Yes, but I don't know how much	5.3	14	2.9	8

2. Where did the paint come from? (check all that apply)

	191		273	
I did some painting myself and had some leftover	80.1	153	59.0	161
I hired someone to paint and they left it behind.	23.6	45	15.8	43
I found it in my home/business when I moved in	26.7	51	11.4	31
I am a painting contractor and it is from one of my jobs	1.0	2	0.4	1
I don't remember where the paint came from	0.5	1	11.7	32
Other	2.0	4	2.6	7

Other from 2015 survey:

- *My neighbor is a professional painter, garage sales*
- *I purchased the paint and someone else did the painting*
- *I am a realtor and end up cleaning out client's garages/basements*
- *Spouse is a contractor and has leftover from jobs (2)*
- *Property management company left paint in our apartment*
- *Husband did some painting*

3. In the past, which has been your preferred method to dispose of leftover or unwanted paint? (check all that apply)

	262		273	
Poured it down the drain	0.8	2	0.0	0
Put can(s) of liquid paint in the trash	3.4	9	2.6	7
Dried out the paint and put it in the trash	37.8	99	14.3	39
Stored it in the basement or garage intend to use	58.0	152	24.5	67
Took it to a paint store	0.8	2	2.2	6
Took it to a household hazardous waste event or facility	39.7	104	31.5	86
Gave it away to a family, friend or community organization	8.8	23	3.3	9
Left it behind when I moved	9.2	24	3.3	9
I don't remember what I did with the leftover or unwanted paint	2.3	6	3.7	10
I have never stored or disposed of leftover or unwanted paint	9.9	26	12.8	35
Other (please specify)	1.5	4	1.1	3

Other from 2015 survey:

- *Gave it to my employer's environmental services contractor (2)*
- *Took it to county program but they refused it because it was too much*

4. If you had unwanted paint, what would you do with it?

	258		273	
Pour it down the drain	0.8	2	0.0	0
Put can(s) of liquid paint in the trash	1.9	5	2.6	7

Dry out the paint and put it in the trash	19.8	51	12.5	34
Take it to a paint store	1.9	5	11.4	31
Take it to a household hazardous waste event or facility	49.2	127	46.9	128
Give it away to a family, friend or community organization	14.7	38	12.1	33
I don't know	11.6	30	12.5	34
Other (please specify)	1.9	5	1.8	5

Other from 2015 survey:

- *Reuse, recycle or give it away (2)*
- *Have a company pick it up and dispose of it properly*
- *Google safe methods for paint disposal*
- *Check to see if a paint store would take it back*

5. Did you know that paint can be recycled?

264 273

Yes	40.5	107	35.5	97
No	59.5	157	64.5	176

6. Have you ever taken paint to be recycled or disposed? If yes, when?

264 273

No	59.1	156	65.6	179
Yes, at some point during the past year	13.3	35	8.4	23
Yes, more than one year ago	27.7	73	26.0	71

7. Do you know where to take unwanted paint?

264 273

No	61.7	163	66.3	181
Yes	38.3	101	33.7	92
If yes, where? (please specify)	20.8	55	16.5	45

Responses to "yes, where" from 2015:

- *HHW facility (16)*
- *Recycling center (14)*
- *Paint store / hardware store (7)*
- *County HHW event*
- *Paint care locations*
- *Ironwood Springs Christian Ranch*
- *Walmart*
- *Home Depot*
- *Waste treatment facility*
- *Reuse store*
- *Look online for county waste disposal*

8. How far is the closest paint store?

264 273

Less than 1 mile	21.2	56	22.0	60
1-5 miles	56.1	148	53.1	145
5-10 miles	12.1	32	11.7	32
10-20 miles	2.3	6	7.0	19
20-30 miles	0.8	2	3.7	10
Not sure	7.6	20	2.6	7

9. How far would you drive to get rid of unwanted paint?

264 273

20-30 miles	7.6	20	9.5	26
10-20 miles	24.2	64	25.3	69
5-10 miles	36.0	95	34.8	95
1-5 miles	22.0	58	20.1	55
Less than 1 mile	1.5	4	2.6	7
Not sure	8.7	23	7.7	21

10. What county do you live in?

	June 2014	June 2015		June 2014	June 2015
	213	273		213	273
Aitkin	0	1	McLeod	1	3
Anoka	11	10	Mille Lacs	1	1
Becker	0	2	Morrison	1	1
Beltrami	1	1	Mower	1	4
Benton	2	1	Murray	0	1
Big Stone	0	1	Nicollet	1	3
Blue Earth	0	1	Nobles	1	0
Brown	3	0	Olmstead	5	5
Carver	4	7	Otter Tail	0	2
Chisago	2	2	Pennington	1	0
Clay	1	3	Pipestone	0	2
Cook	0	1	Pope	0	2
Cottonwood	0	1	Ramsey	36	27
Crow Wing	1	7	Redwood	0	1
Dakota	18	17	Renville	0	1
Douglas	1	1	Rice	6	7
Fillmore	1	0	Rock	0	0
Goodhue	1	3	Roseau	0	2
Hennepin	66	88	St. Louis	7	7
Houston	2	1	Scott	5	8
Hubbard	0	1	Sherburne	1	3
Isanti	0	1	Sibley	1	0
Itasca	1	2	Stearns	3	8
Jackson	0	1	Steele	1	1
Kanabec	1	1	Swift	0	1
Kandiyohi	3	0	Wadena	1	0
Kittson	0	2	Waseca	0	1
Lake	2	0	Washington	12	14
Le Seur	0	1	Watonwan	0	2
Lyon	0	2	Winona	5	3
Mahnomen	0	1	Wright	1	1
Martin	0	1	Yellow Medicine	1	1

11. How would you describe the place where you live?

	260	273		260	273
Urban / Major City	30.4	79	26.4	72	
Suburban	42.7	111	40.3	110	
Small City or Town	19.6	51	20.9	57	
Rural / Countryside	7.3	19	11.4	31	
Other (please specify)	0.4	1	1.1	3	

Other from 2015 survey:

- Lake front
- Exurban (town outside suburban belt)
- Rural suburban

12. Where do you live?		256		273
Single-family house	73.4	188	70.7	193
Two or Three-family house	8.2	21	5.1	14
Condominium or apartment building with many units	17.6	45	19.0	52
Manufactured or Mobile Home	0.8	2	1.5	4
Other (please specify)	0.2	6	3.7	10
<i>Other from 2015 survey:</i>				
<ul style="list-style-type: none"> • Two-story loft • Townhouse (5 respondents) 				
13. Do you paint professionally?		264		273
Yes	1.5	4	1.5	4
No	98.5	260	98.5	269
14. What is your age?		264		273
Under 21	5.3	14	4.8	13
21-40	31.8	84	38.1	104
41-60	37.5	99	35.2	96
Over 60	25.4	67	20.1	55
Prefer not to say	-	-	1.8	5
15. Gender		264		273
Male	48.1	127	46.2	126
Female	51.9	137	52.0	142
Prefer not to say	-	-	1.8	5
16. Educational Level		264		273
Some High School	0.4	1	2.2	6
High School Graduate	7.6	20	6.6	18
Some College, Vocational, Trade, or Technical	32.2	85	29.7	81
4 year degree or higher	58.3	154	59.3	162
Prefer not to say	1.5	4	2.2	6
17. What is your household income?		264		273
Less than \$50K	29.9	79	29.7	81
\$50 – 100K	31.4	83	31.5	86
\$100 – 150K	15.5	41	16.8	46
Over \$150K	10.6	28	8.1	22
Prefer not to say	12.5	33	13.9	38

Notes:

Questions 2 and 3 allowed more than one answer; percentages are calculated using the number of people, not the number of answers.

Question 10 does not listed county names if there were no respondents from that county in either survey.

A dash (-) indicates that the survey conducted that year did not ask the question.