



Minnesota Paint Stewardship Program

2020 Annual Report



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Executive Summary

MINNESOTA PAINT STEWARDSHIP LAW

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

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

CHANGE TO THE ANNUAL REPORTING PERIOD

PaintCare is transitioning all its state programs operating on a July 1-June 30 fiscal year to a January 1-December 31 fiscal year. This change is taking place for administrative purposes in order to bring all PaintCare programs on the same reporting schedule, as some currently operate on the calendar year and some operated July-June. This change will have no impact on Minnesota paint stewardship program operations, other than changing the reporting year (including the independent financial audit that accompanies each annual report).

The following calendar year 2020 annual report marks the transition of the Minnesota program to a calendar year program. All future annual reports will also be presented on a calendar year. Due to this year's transition, data from previous reporting years and year-over-year comparisons will not be provided with this report since the timeframes will not correlate. The 2021 annual report will include both 2020 and 2021 data and year-over-year comparisons; beginning with the 2022 annual report, each annual report will provide data for the previous three reporting years and year-over-year comparison.

PROGRAM HIGHLIGHTS

Drop-Off Sites. The program had 256 year-round paint drop-off sites at the end of the year. Of the year-round sites, 199 were paint retailers, representing 28% of likely paint retail participants. The remaining sites included one transfer station, three reuse stores, 52 household hazardous waste (HHW) facilities, and one paint recycler.

The program also managed paint from supplemental sites that included 17 seasonal HHW facilities, 158 HHW drop-off events, and two retailers that accepted paint for part of the year.

During the year, 96.9% of Minnesota's residents lived within 15 miles of a drop-off site.

Services. The program provided 44 direct large volume pick-ups (LVP) from businesses and others that had accumulated more than 200 gallons of paint at their locations and had three sites set up as recurring large volume pick-up (RLVP) sites.

Paint Collection Volume. The program collected 1,023,304 gallons of postconsumer paint.

Paint Processing. Latex paint was 81.9% of the paint processed: 6.4% was reused, 41.1% was made into recycled-content paint, 52.5% was used as a component in alternative daily landfill cover, and less than 0.1% was processed for energy recovery. Oil-based paint was 18.1% of the paint processed: 4.4% was reused, 69.2% was processed for energy recovery, and 26.4% was incinerated.

Revenue and Expenses. The program was financed through a fee on new paint sales: 49 cents on pint and quart containers; 99 cents on 1-gallon and 2-gallon containers; and \$1.99 on 5-gallon containers. Approximately 10.13 million gallons of architectural paints were sold in the state and the program collected \$8,029,305 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were \$5,155,372. The program ended the year with net assets of \$3,468,494. Total program cost per gallon of paint collected was \$5.04.

Paint Recovery Rate. The recovery rate – the volume of postconsumer paint collected divided by the volume of new paint sales in the same period – was 10.1%.

Communications. Public outreach activities included the distribution of point-of-sale print materials, fact sheets, and signage, as well as messaging delivered via print advertising, television, digital ads, social media, and online video.

Public outreach activities were significantly impacted by the COVID-19 pandemic that began in March 2020. Some advertising campaigns scheduled for the first half of the year were scaled back due to limitations in PaintCare's paint drop-off sites and services. PaintCare's website, social media, and limited advertising were used to provide updates to the public about PaintCare's availability and to promote paint reuse messaging.

Operations. Nearly all HHW facilities and half of retailers shut down, for differing lengths of time, between March and June due to the initial COVID-19 outbreak. This significantly impacted paint collection operations and reduced the amount of paint collected. PaintCare also suspended staff travel during this period. Normal collection operations resumed in July. Reuse rooms at HHWs largely remained closed through the summer.

Between October and November, PaintCare conducted a waste-to-energy pilot project in coordination with a transporter and paint recycler. Dried latex paint in plastic containers received from retail drop-off sites was separated and sent to an energy recovery facility in Mankato, MN, to test. Preliminary results revealed significant cost increases and limitations in the amount of paint eligible for this method.

PROGRAM PLAN AND ANNUAL REPORT

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

Section 1. Paint Collection and Transportation

Annual Report Statutory Citation

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

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

A. DROP-OFF SITES AND SERVICES

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

The program's drop-off sites and services are summarized in the following tables. PaintCare considers a site (including events) as year-round if the site is open at least one day per month, every month of the year. Sites that are open less frequently are considered supplemental sites. Sites that stopped participating in the program during the year are listed as "partial year." All sites are listed in the appendix.

YEAR-ROUND DROP-OFF SITES

| SITE TYPE | 2020 |
|------------------------------------|------|
| Household Hazardous Waste Facility | 52 |
| Paint Recycler | 1 |
| Paint Retailer | 199 |
| Reuse Store | 3 |
| Transfer Station | 1 |
| Total Sites | 256 |

SUPPLEMENTAL DROP-OFF SITES

| SITE TYPE | 2020 |
|--|---------|
| Household Hazardous Waste Event Site / Number of Events | 118/158 |
| Household Hazardous Waste Facility (Seasonal) | 17 |
| Paint Retailer (Partial Year) | 2 |
| Total Sites | 137 |

SERVICES

| SITE/SERVICE TYPE | 2020 |
|--|-------|
| Direct Large Volume Pick-Up Site / Number of Pick-Ups | 42/44 |
| Recurring Large Volume Pick-Up Site | 3 |

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

Household Hazardous Waste Programs. PaintCare partners with household hazardous waste programs – either directly or indirectly – to cover the costs of their paint collection bins, transportation, processing and in some cases additional on-site paint management activities.

The program receives reports from 22 authorized county and regional HHW groups for activities across the entire state. These entities are subsequently reimbursed for eligible activities twice during the year. PaintCare reimbursed these entities \$2,950,892 last year.



Product Reuse Center, McLeod County HHW Facility

Paint Retailers. At the end of the year, PaintCare identified 951 paint retailers – including paint, hardware, and home improvement stores – with 712 considered potential paint retail drop-off sites. This number may change from year to year as stores open and close. PaintCare has been informed by the corporate headquarters of big box stores that they are not interested in serving as drop-off sites at this time, so they are not included in the count of potential retail drop-off sites.

Of the 712 potential retail drop-off sites, 199 (28%) participated as drop-off sites at the end of the year. Retail participation as a drop-off site is voluntary, and sites are not compensated.



Program window cling at paint retailer

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

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

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

One privately owned transfer station participated in the program.

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

Large Volume Pick-Up Sites. PaintCare’s large volume pick-up service (LVP) provides a convenient option for painting contractors and others who have accumulated large volumes of paint. The minimum amount to receive a direct pick-up is 200 gallons. Typically, users of the service have accumulated paint over many years due to the institutional, logistical, and financial barriers to disposal. PaintCare has removed these barriers by providing a free and convenient service. Common users of this service include contractors, builders, property managers, academic institutions, and homeowners, and are further described in the appendix.



Large Volume Pickup awaiting final sort and packing

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

Three contractors, previously enrolled as RLVP, continued to use this service.

B. CONVENIENCE CRITERIA

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

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

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

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

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

The program’s 256 year-round drop-off sites provided 93.1%% of the state’s residents access to a drop-off site within 15 miles. When supplemental sites were included, coverage increased to 96.9%.

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

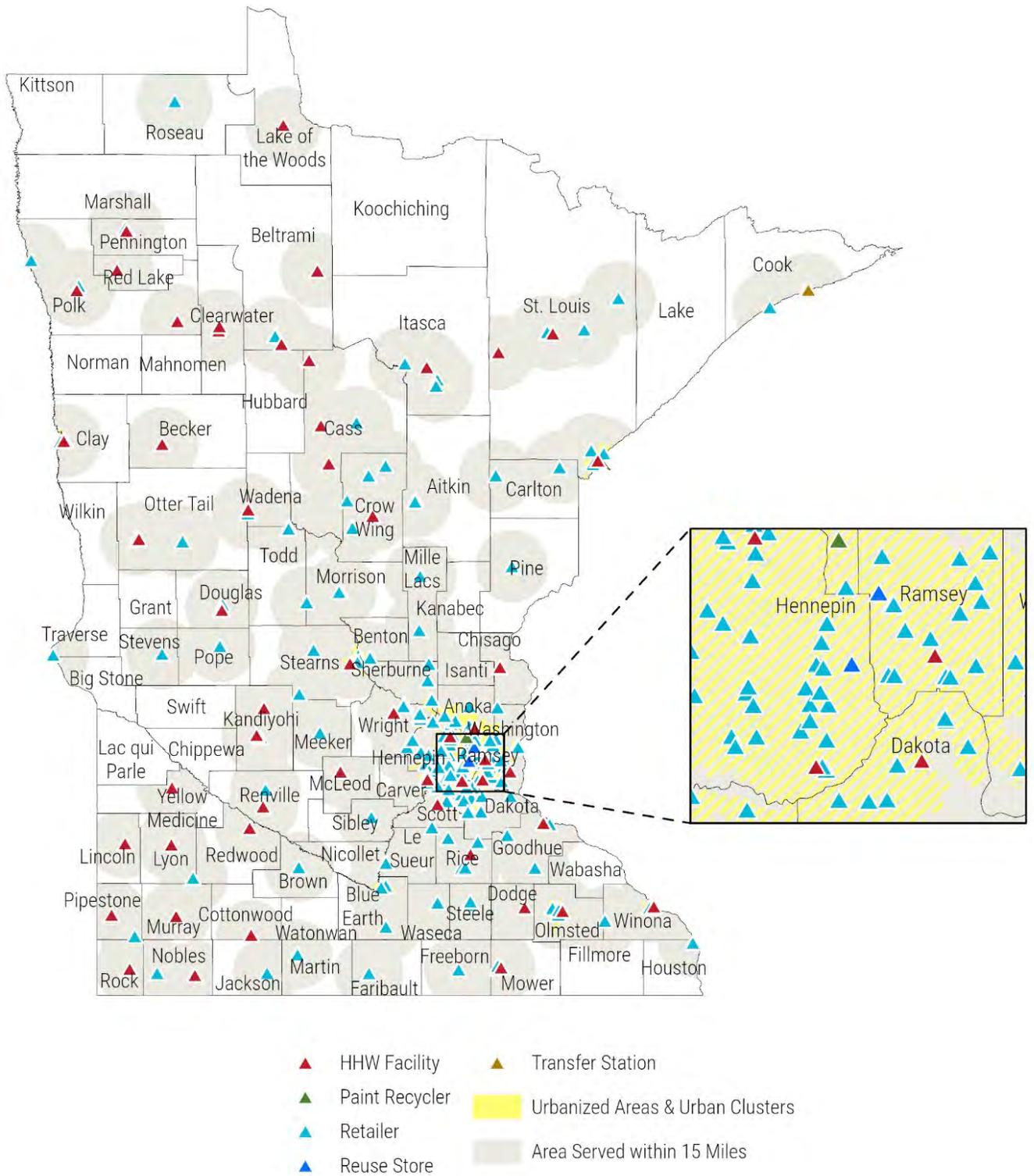
The following table shows the population centers in the state, the number of sites they require, and the level of service the program had at year-end.

SITES NEEDED IN URBANIZED AREAS AND URBAN CLUSTERS

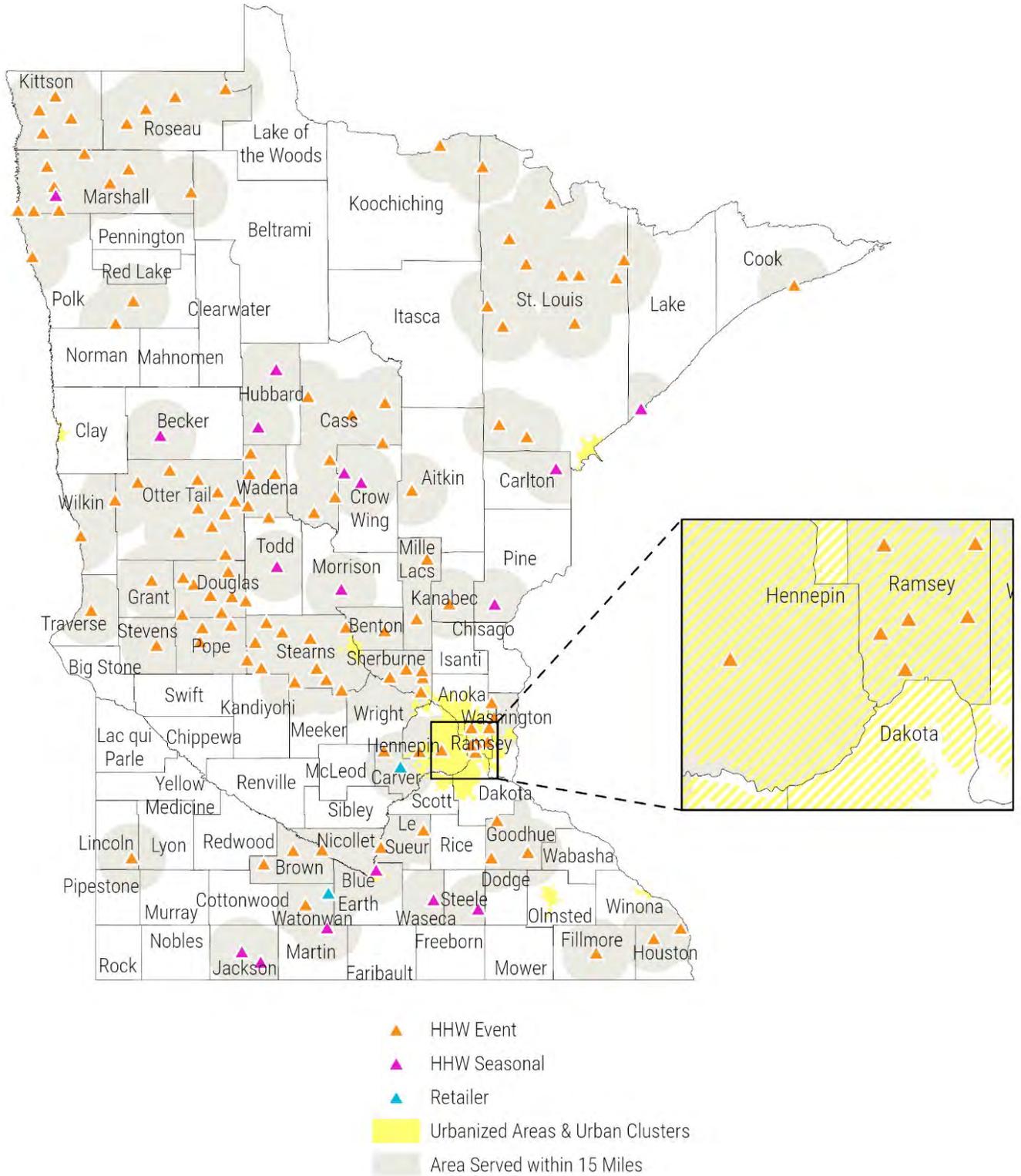
| CENSUS BUREAU URBANIZED AREA AND URBAN CLUSTER NAMES | POPULATION IN MINNESOTA | SITES NEEDED | YEAR-ROUND SITES | ALL DROP-OFF SITES |
|--|-------------------------|--------------|------------------|--------------------|
| Minneapolis - St. Paul, MN--WI | 2,691,571 | 89 | 101 | 110 |
| St. Cloud, MN | 114,486 | 3 | 6 | 6 |
| Rochester, MN | 113,344 | 3 | 7 | 7 |
| Duluth, MN--WI | 98,245 | 3 | 5 | 5 |
| Mankato, MN | 59,152 | 1 | 2 | 3 |
| Fargo, ND--MN | 43,262 | 1 | 3 | 3 |
| Winona, MN | 33,166 | 1 | 2 | 2 |

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

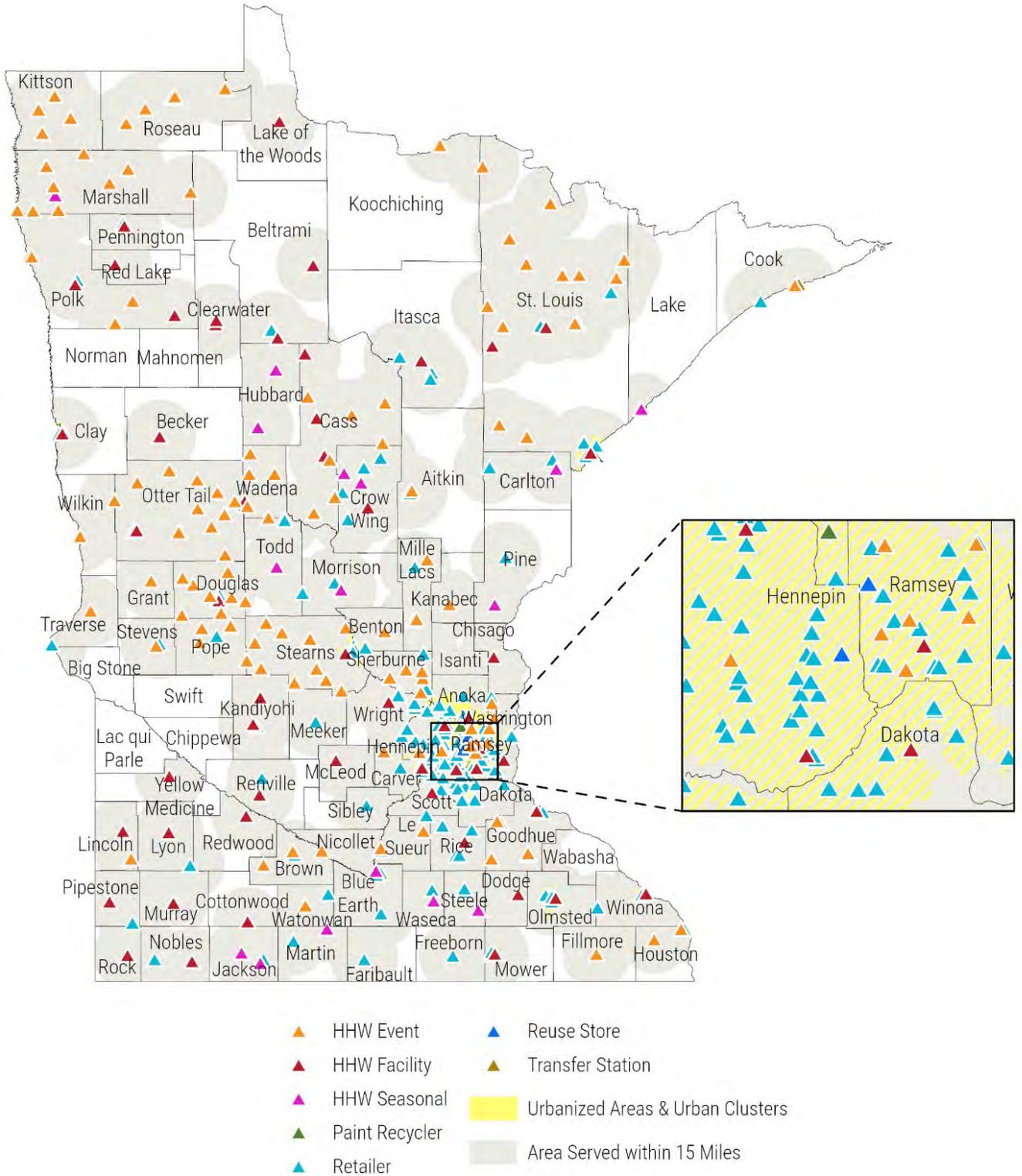
YEAR-ROUND DROP-OFF SITES



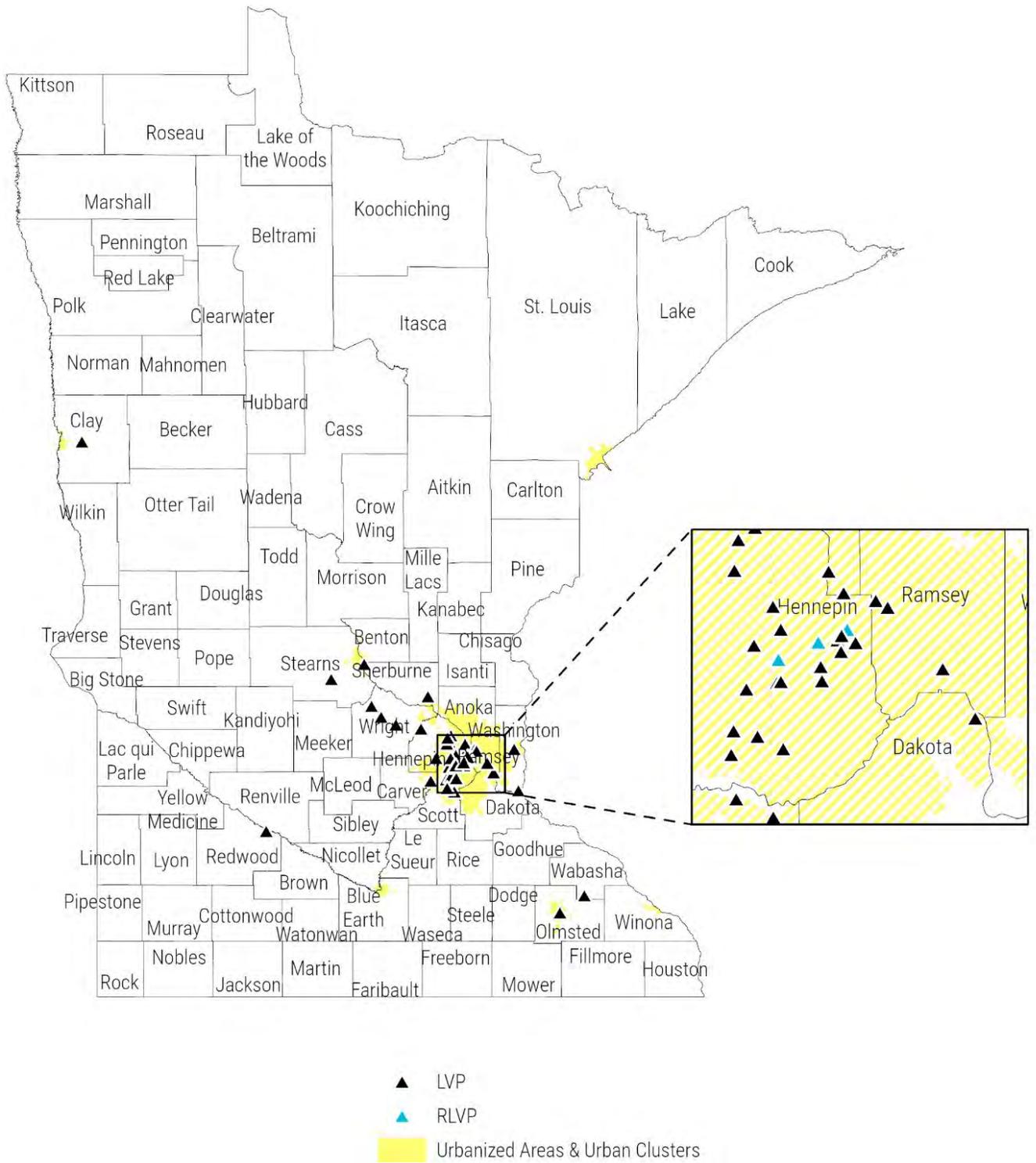
SUPPLEMENTAL DROP-OFF SITES



YEAR-ROUND AND SUPPLEMENTAL DROP-OFF SITES



LARGE VOLUME PICK-UP SITES



C. PAINT COLLECTION

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

Except for two sites that were trained remotely this year due to the COVID-19 pandemic, all new sites (other than HHWs and LVPs) received an on-site, in-person training and program procedures manual. The training and program manual covered identification and screening for program products, storage, spill response, arranging to have paint picked up, record keeping, and other topics.

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

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

Operations. As with all PaintCare states, operations were severely disrupted by retail and HHW closures between March and January due to the COVID-19 pandemic. At one point, 50% of participating retail drop-off sites and 99% of all HHW facilities were closed to the public. Paint collection plummeted during this period. However, a significant rebound effect was observed starting in June as stores and local facilities began reopening. The CY20 numbers cannot be compared, strictly speaking, to numbers from the FY20 report due to the six-month overlap and different time periods (January to December 2020 versus July 2019 to June 2020).

D. PAINT TRANSPORTATION

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

TRANSPORTERS

| NAME | SITE TYPES SERVED |
|---------------|---|
| Clean Harbors | HHW Facility/Event, Paint Retailer, Solid Waste Facility, Paint Recycler, LVP |
| Veolia | HHW Facility/Event, Paint Retailer, Reuse Store, Paint Recycler, LVP/RLVP |

Section 2. Paint Collection Volume and Processing Methods

Annual Report Statutory Citation

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

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

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

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

A. COLLECTION VOLUME AND RECOVERY RATE

The recovery rate is a ratio of the volume (number of gallons) of paint managed in the program compared to the volume of paint sold in the program during the same time period.

The following table provides the gallons of paint collected, gallons of new paint sales, and recovery rate based on gallons of paint collected.

GALLONS COLLECTED, SOLD, AND RECOVERY RATE

| DESCRIPTION | 2020 |
|---------------------------|------------|
| Paint Collected (gallons) | 1,023,304 |
| New Paint Sold (gallons) | 10,134,919 |
| Recovery Rate | 10.1% |

Paint Collected. Although some reports/invoices show paint volume in gallons or drums, they typically report the gross weight in pounds or volume in cubic feet, along with the number of bins (or other collection containers) of paint collected. PaintCare or the transporter calculates the volume of paint collected by applying a formula that removes packaging weight and converts everything to gallons.

Recovery Rate. Recovery rates are calculated by dividing the amount of paint collected by the amount of new paint sold during the year.

B. PAINT PROCESSING METHODS AND VOLUME

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

LATEX PAINT PROCESSING METHODS

| METHOD | GAL | % |
|----------------------------------|---------|------|
| Reuse | 52,912 | 6.4 |
| Recycled-Content Paint | 342,155 | 41.1 |
| Energy Recovery | 1,069 | <0.1 |
| Alternative Daily Landfill Cover | 437,003 | 52.5 |
| Latex Total | 833,139 | 100 |

OIL-BASED PAINT PROCESSING METHODS

| METHOD | GAL | % |
|-----------------|---------|------|
| Reuse | 8,114 | 4.4 |
| Energy Recovery | 127,133 | 69.2 |
| Incineration | 48,587 | 26.4 |
| Oil-Based Total | 183,834 | 100 |

| | |
|-------------|-----------|
| Grand Total | 1,016,973 |
|-------------|-----------|

C. LATEX PAINT PROCESSING METHODS AND PROCESSORS

The following methods were used to process latex paint:

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

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

Energy Recovery. A small portion of latex paint unsuitable for recycled-content paint was processed for energy recovery at a waste-to-energy facility.

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

LATEX PAINT PROCESSORS

| PROCESSOR | LOCATION | PROCESS |
|----------------|-------------|----------------------------------|
| HHW Facilities | Minnesota | Reuse |
| Amazon Paint | Fridley, MN | Recycled-Content Paint |
| Amazon Paint | Pryor, OK | Alternative Daily Landfill Cover |
| Xcel Energy | Mankato, MN | Energy Recovery |

D. OIL-BASED PAINT PROCESSING METHODS AND PROCESSORS

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

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

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

Incineration. Oil-based paint was incinerated.

OIL-BASED PAINT PROCESSORS

| PROCESSOR | LOCATION | PROCESS |
|----------------|-----------------|-----------------|
| HHW Facilities | Minnesota | Reuse |
| Green America | Hannibal, MO | Energy Recovery |
| Lone Star | Greencastle, IN | Energy Recovery |
| Systech | Fredonia, KS | Energy Recovery |
| Rineco | Haskell, AR | Energy Recovery |
| Clean Harbors | Kimball, NE | Incineration |
| Veolia | Sauget, IL | Incineration |
| Veolia | Port Arthur, TX | Incineration |

E. PAINT COLLECTION VOLUME BY SITE TYPE OR SERVICE

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

COLLECTION BY SITE TYPE OR SERVICE

| SITE TYPE/SERVICE | PERCENT |
|--------------------|---------|
| HHW Facility/Event | 76 |
| Paint Retailer | 20 |
| Reuse Store | <1 |
| Transfer Station | <1 |
| Paint Recycler | 2 |
| LVP/RLVP | 2 |
| Total | 100 |

F. CONTAINER RECYCLING

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

CONTAINER RECYCLING

| | 2020 |
|------|------|
| Tons | 477 |

Section 3. Independent Audit and Financial Summary

Annual Report Statutory Citation

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

(5) An independent financial audit.

A. INDEPENDENT FINANCIAL AUDIT

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

In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of December 31, 2020, and the changes in its net assets and its cash flows for the year ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is available in the appendix.

B. FINANCIAL SUMMARY AND DISCUSSION

B1. Expense Categories

Revenue is derived from fees on new paint sales. Expense categories are described here:

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

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

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

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

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

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

Corporate Activity. Corporate activity costs include but are not limited to corporate staff, insurance, data management systems, annual financial audit, software licenses, legal fees for corporate or organization-wide issues, occupancy, and shared communications projects. These costs are shared across all PaintCare programs and allocated relative to population. At the end of the year, the program's share of the corporate allocation was 8.1%, a reduction from previous years due to the addition of the Washington State program to the allocation calculation.

B2. Financial Summary

The following table shows program revenue and expenses.

| REVENUE AND EXPENSES | |
|---|--------------|
| REVENUE | 2020 |
| Larger than half pint up to smaller than 1 gallon | \$ 1,109,654 |
| 1 gallon up to 2 gallons | 5,206,912 |
| Larger than 2 gallons up to 5 gallons | 1,712,739 |
| Total Revenue | 8,029,305 |
| EXPENSES | |
| Paint Processing | \$ 3,640,215 |
| Paint Transportation | 424,643 |
| Paint Collection Supplies and Support | 347,899 |
| Communications | 76,892 |
| Personnel, Professional Fees, Other | 252,128 |
| State Agency Administrative Fees | 17,171 |
| Allocation of Corporate Activity | 396,424 |
| Total Expenses | 5,155,372 |
| Allocation of Investment Activity | 196,007 |
| Change in Net Assets | 3,069,940 |
| Net Assets, Beginning of Year | 398,554 |
| Net Assets, End of Year | \$ 3,468,494 |

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

C. RESERVES

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

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

If reserves fall below the minimum threshold or rise beyond the maximum threshold, an evaluation of the program's expenses and revenue will be performed to determine if changes are needed to program operations, communications, and/or the fee structure to bring the reserve balance within range.

D. FINANCIAL METRICS

The following financial metrics are provided for the year:

- ◆ Total cost of the program: \$5,155,372
- ◆ Cost per gallon of paint collected: \$5.04
- ◆ Communications cost as percentage of total program cost: 1%
- ◆ Collection support/supplies, transportation, and processing costs as percentage of total program cost: 86%
- ◆ Program administration cost (corporate activity) as percentage of total program cost: 8%
- ◆ Reserve level: 67%

E. PROGRAM FUNDING MECHANISM

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

PAINTCARE FEE SCHEDULE

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

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

F. PROJECTIONS

PaintCare previously provided three-year projections to MPCA as part of its fee proposal submitted on March 1, 2021. However, due to the unpredictable nature of the COVID-19 pandemic, and its impacts on both paint collection operations and sales, PaintCare has been advised to avoid financial projections (which are merely a planning – not a reporting – tool) and other speculation about the future until more reliable post-pandemic data become available.

Section 4. Communications

Annual Report Statutory Citation

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

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

A. OUTREACH ACTIVITIES

A1. Introduction

PaintCare’s outreach strategy includes a variety of activities targeted to retailers, painting contractors, municipal agencies, and the public through direct contact and advertising. During the first half of the year, outreach efforts focused on informing the public about changes to PaintCare’s services due to the COVID-19 pandemic and encouraging them to use up leftover paint. During the second half of the year, outreach efforts encouraged the public to recycle their unwanted paint, and also continued to include messages about reducing paint waste by planning ahead for a paint purchase and using up leftover paint.

The total amount of direct outreach spending (not including media agency fees) was \$61,792.33.

Outreach was conducted by distributing brochures and other printed materials to retailers and others and using a variety of media including video, social media, digital ads, print ads, and public relations. The main call-to-action of outreach materials directs readers to visit PaintCare’s website to find a drop-off site using PaintCare’s site locator search tool. The relative amounts of spending dedicated to each of these outreach activities are summarized in the following table. The “other” category includes costs for awareness surveys, translations, creative production, and supplies for face-to-face outreach opportunities.

RELATIVE SPENDING ON OUTREACH ACTIVITY TYPES

| ACTIVITY | PERCENT |
|------------------|---------|
| Video | 34 |
| Social Media | 23 |
| Digital Ads | 22 |
| Print Ads | 8 |
| Other | 7 |
| Public Relations | 4 |
| Fulfillment | 2 |
| Total | 100 |

A2. Point of Sale Print Materials

PaintCare continued to distribute print materials to retailers for them to make available to consumers in their stores to educate them about the PaintCare program. Staff fulfilled requests for materials by mail, distributing a total of 2,025 brochures, mini cards, fact sheets, posters, and other materials during the year. Program staff also delivered additional materials in person during site visits.

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

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



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

A3. Fact Sheets

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

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

- ◆ Information for Painting Contractors
- ◆ Information for Paint Purchasers

A4. Website

Most PaintCare advertising and outreach efforts direct the public to PaintCare’s website for more information and to find a local PaintCare site. The website is easy to navigate and features content on buying the right amount of paint, storage and reuse tips, and recycling. It contains special pages for manufacturers and retailers, products covered by the program, and the Minnesota program.

There were 24,770 page views of the state web page during the year.

PaintCare’s website is updated throughout the year. The most frequently visited part of the website is the PaintCare drop-off site locator. Other tools on the website included: a list of locations by state where the public can find recycled-content paint at www.paintcare.org/wp-content/uploads/docs/xx-recycled-paint-stores.pdf; various paint calculators for use by households and businesses to help them buy the right amount of paint at www.paintcare.org/paint-calculators; and a list of registered manufacturers and brands at www.paintcare.org/manufacturers/.

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



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

A5. Translations

PaintCare translates program brochures and fact sheets into languages other than English upon requests from paint retailers and other stakeholders. Translations of the program brochure and fact sheets including Information for Painting Contractors, PaintCare Products, Information about the Large Volume Pickup Service, and About PaintCare Fee are available in the following languages: Amharic, Arabic, Armenian, Chinese, Farsi, French, Hmong, Khmer, Korean, Lao, Polish, Portuguese, Russian, Spanish, Somali, Thai, Turkish, and Vietnamese. PaintCare maintains a Spanish language translation button on its website, making the site fully bilingual. Additionally, live interpretation in Spanish and other languages is available on PaintCare’s telephone hotline by request.

A6. Signs for Drop-Off Sites

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



A7. Digital Advertising

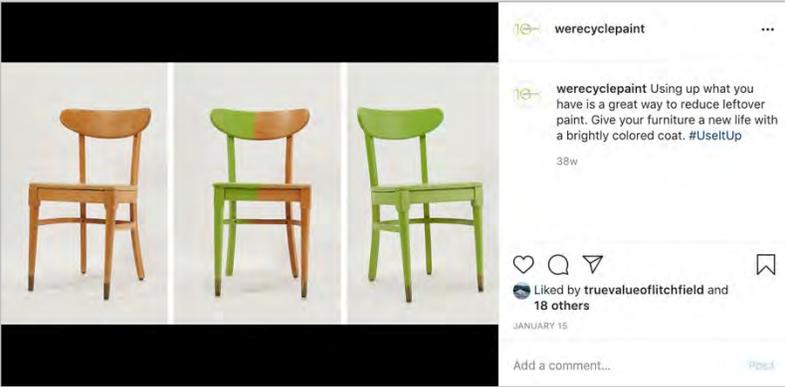
In September, October, and November, PaintCare used digital advertising to efficiently promote its messaging to target audiences and drive them to PaintCare’s website and site locator tool. Ads targeted homeowners and paint consumers on a variety of popular websites across mobile, tablet, and desktop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



Example of PaintCare’s Digital Ads

A8. Social Media

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



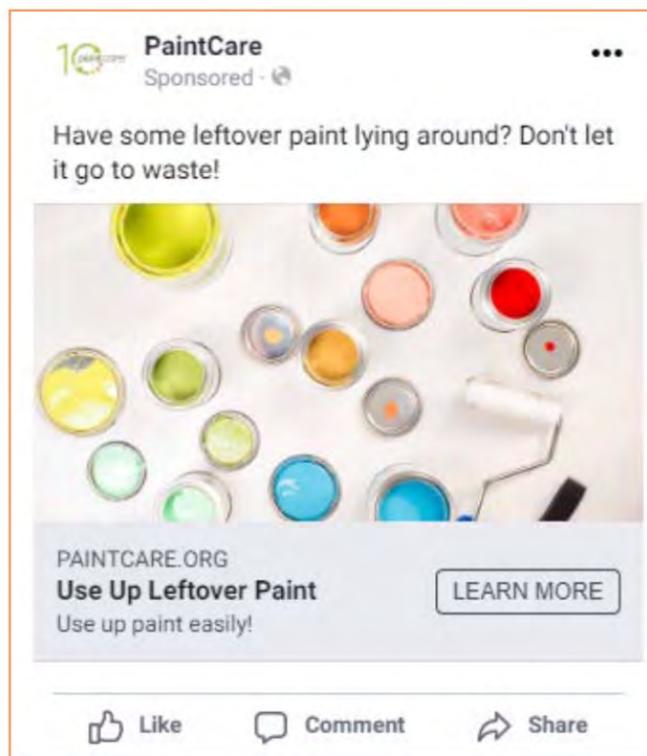
Instagram Post About Using Up Leftover Paint

Social media were also used extensively from March onward to inform the public about temporary impacts on PaintCare’s services and to advise them to consider refraining from dropping off paint until later.



Facebook Post Informing Followers About COVID-19 Impacts

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



Facebook Ad Promoting Using Up Leftover Paint

A9. Video

In September, October, and November, PaintCare ran video commercials online. PaintCare's current commercial shows a single room painted and decorated several times in changing eras by contractors and a DIYer homeowner. While the styles and fashions of décor evolve with time, the leftover paint stacks up in the closet. The audience learns that, finally, in the present era there is a new solution for an ongoing problem; now you can recycle leftover paint with PaintCare.



Still Frames from Painting Through the Eras Commercial

PaintCare's videos are available on its YouTube channel at www.youtube.com/c/PaintCare/videos.

A10. Print Advertising

In October PaintCare ran an ad in *Mpls.St.Paul Magazine* educating the publication's more than 70,000 Twin Cities area readers about opportunities to recycle leftover paint.

Paint project done.
Now the easy part.



Recycle Your Paint

Paint manufacturers created PaintCare to provide convenient places to recycle leftover paint, such as paint retail stores. With 250 drop-off locations throughout Minnesota, it's easier than ever to finish the job in an environmentally responsible way. Recycling your paint is free, and PaintCare drop-off sites are conveniently located.

LEARN MORE AND FIND A DROP-OFF LOCATION:
paintcare.org | (855) PAINT09

Visit paintcare.org/COVID-19 to review PaintCare's current COVID-19 protocols.



Magazine Ad Promoting Using Up Leftover Paint

A11. Face-to-Face

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

| DATE | EVENT | ACTIVITY |
|---------|----------------------------------|--|
| 1/28/20 | Minnesota Annual Report Webinar | Program report presentation & update to 30 attendees. |
| 3/12/20 | Sherwin-Williams Pro Show | Table/booth. Program overview and print materials for paint retail managers and their customers. |
| 3/16/20 | SWAA HHW Program Manager Meeting | Update on HHW program component to county staff and program managers. |

B. AWARENESS SURVEY

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

Following are some highlights from the survey results:

- ◆ 270 surveys were completed by Minnesota residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- ◆ 43% of Minnesota respondents knew that paint can be recycled. Of those 60% have taken paint somewhere to be managed in the past, and 82% would consider doing so again.
- ◆ Over half of Minnesota respondents purchased paint in the last year. Of those, 43% reported seeking help from paint retail staff and 59% reported taking measurements themselves in order to purchase the right amount of paint and reduce the amount leftover.
- ◆ 66% of respondents reported that they will choose a sustainable option if they have leftover paint in the future. The options included dropping it off at a paint retail store (13%) or HHW facility (44%) or giving it away to someone else who needs it (9%).

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

Section 5. 2021 and Future

This section of the annual report describes activities or plans for the program that have happened since December 31, 2020 or are being planned:

A. PAINT PROCESSING

PaintCare engaged in a waste-to-energy pilot project in conjunction with the local paint recycler and one of its transporters. Dried latex paint in plastic containers from retail drop-off sites was separated by the recycler and sent to Xcel's energy recovery facility in Mankato, MN.

Preliminary results found that only 3.74% of the total latex paint processed by the recycler for this pilot project was eligible for this method of energy recovery. Furthermore, the price per pound for processed paint sent to the energy recovery facility increased 52% over regular processing methods. Potential environmental benefits are under review by the partners. Another energy recovery facility capable of accepting a wider variety of paints and containers is under consideration for additional pilot study.

B. LVP MINIMUM CHANGE

In April 2021 PaintCare lowered the LVP minimum amount of paint for a pickup to 100 gallons. This change will provide more convenient service for customers with more paint than is typically accepted at drop-off sites but less than the previous LVP minimum of 200 gallons.

C. CORPORATE ACTIVITY EXPENSE

Allocation of corporate activity expenses decreased from 9.1% to 8.1% in September 2020 due to the addition of the Washington State PaintCare program. There will most likely be another decrease in the percentage of corporate activity allocated to the Minnesota program in 2021 from the addition of the New York PaintCare program.

D. LEGISLATIVE SUPPORT

During 2021, PaintCare will begin to account for the costs of legislative support that is provided by our local government affairs professionals in Minnesota as well as corporate staff. Legislative support is vital to the maintenance of a robust paint stewardship program. Our local government affairs professionals in Minnesota support the program by monitoring the legislative landscape for any proposals that may undermine PaintCare's services. Consequently, a portion of the work conducted by local government affairs professionals will be billed as a direct expense to PaintCare.

In addition, work on expanding the program to other states relies on the organization's experiences, data and leadership in states with existing programs. This aims to ensure that new states' services are consistent with

existing programs, and that any proposed program modifications in new states are evaluated for their feasibility within existing states. Therefore, a portion of the work to expand PaintCare to new states will be billed indirectly to Minnesota under the Allocation of Corporate Activity.

E. COMMUNICATIONS

PaintCare plans to continue robust public outreach activities in 2021, using a range of digital, video, audio, print, and social media strategies. PaintCare plans to repeat its awareness surveys of the general population, retailers, and painting contractors to continue measuring effectiveness of outreach activities. PaintCare recently completed an update of its official logo, branding, and website, and will continue to redesign printed materials, advertisements, and other communications to reflect the refreshed branding in 2021.

**Appendix
Section A**



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 1 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|-----------|-----------|---------|------|
|-----------|-----------|---------|------|

1. Year-Round Sites

AITKIN COUNTY (2)

| | | | |
|--------|------------------------|------------------|--------|
| Aitkin | Beartooth True Value | 150 Southgate Dr | Retail |
| Aitkin | Hyytinen Hardware Hank | 312 2nd St NE | Retail |

ANOKA COUNTY (8)

| | | | |
|------------------|---------------------------|-----------------------|----------------|
| Blaine | Anoka County HHWF | 3230 101st Ave NE | HHW Facility |
| Blaine | Hirshfields | 10059 Flanders Ct NE | Retail |
| Blaine | Sherwin-Williams | 10690 Baltimore St NE | Retail |
| Columbia Heights | Sherwin-Williams | 4110 Central Ave NE | Retail |
| Coon Rapids | Sherwin-Williams | 3564 Main St NW | Retail |
| Fridley | Amazon Environmental | 350 73rd Ave NE | Paint Recycler |
| Ham Lake | Smith Brothers Decorating | 17362 Highway 65 | Retail |
| Ramsey | Hirshfields | 7129 US Highway 10 | Retail |

BECKER COUNTY (1)

| | | | |
|---------------|--------------------------|---------------------|--------------|
| Detroit Lakes | Becker County Trans Stat | 24413 County Rd 144 | HHW Facility |
|---------------|--------------------------|---------------------|--------------|

BELTRAMI COUNTY (4)

| | | | |
|-----------|-------------------------------|---------------------------|--------------|
| Bemidji | Beltrami Trans Stat | 751 Industrial Park Dr SE | HHW Facility |
| Bemidji | Hirshfields | 2140 Bardwell Dr NW | Retail |
| Bemidji | Sherwin-Williams | 2405 Middle School Dr NW | Retail |
| Blackduck | Blackduck/Kelliher Trans Stat | 33003 Highway 72 | HHW Facility |

BENTON COUNTY (1)

| | | | |
|-------------|----------------------|------------------|--------|
| Sauk Rapids | Mimbach Fleet Supply | 3355 Quail Rd NE | Retail |
|-------------|----------------------|------------------|--------|

BLUE EARTH COUNTY (3)

| | | | |
|----------|----------------------|----------------------|--------|
| Mankato | Diamond Vogel | 619 N Riverfront Dr | Retail |
| Mankato | Sherwin-Williams | 350 Saint Andrews Dr | Retail |
| Mapleton | Mapleton Farm & Home | 216 NE Main St | Retail |

BROWN COUNTY (1)

| | | | |
|------------|----------------|----------------|--------|
| Sleepy Eye | Sleepy Eye Ace | 1200 Main St E | Retail |
|------------|----------------|----------------|--------|

CARLTON COUNTY (2)

| | | | |
|---------|-------------------------|------------------|--------|
| Cloquet | Hagens Glass and Paint | 28 N 8th St | Retail |
| Wright | Groth Lumber True Value | 6747 Pacific Ave | Retail |

CARVER COUNTY (4)

| | | | |
|------------|------------------|---------------------|--------|
| Chanhassen | Merlins Ace | 7844 Market Blvd | Retail |
| Chanhassen | Sherwin-Williams | 2979 Water Tower Pl | Retail |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 2 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|------------------------------|---------------------------------|----------------------------|------------------|
| Chaska | Carver County Environmental Ctr | 116 Peavey Cir | HHW Facility |
| Chaska | Hirshfields | 2948 Chestnut St N | Retail |
| CASS COUNTY (4) | | | |
| Backus | Cass County HHWF | 1705 Paul Bunyan State Trl | HHW Facility |
| Cass Lake | Cass Lake Trans Stat | 6250 152nd St NW | HHW Facility |
| Hackensack | Walker/Hackensack Transfer Site | 4524 44th St NW | HHW Facility |
| Longville | Longville Builders Supply | 186 Reservation Ave | Retail |
| CHISAGO COUNTY (1) | | | |
| North Branch | Chisago County HHWF/ECSWC | 39649 Grand Ave | HHW Facility |
| CLAY COUNTY (3) | | | |
| Moorhead | Clay County HHWF | 2729 US Highway 10 | HHW Facility |
| Moorhead | Moorhead Ace | 20 6th St S | Retail |
| Moorhead | Sherwin-Williams | 3314 Highway 10 E | Retail |
| CLEARWATER COUNTY (2) | | | |
| Bagley | Clearwater County Landfill | 37527 Fairground Rd | HHW Facility |
| Bagley | NW Minnesota Regional HHWF | 324 Park Ave NW | HHW Facility |
| COOK COUNTY (3) | | | |
| Grand Marais | Bucks Hardware Hank | 18 1st Ave W | Retail |
| Grand Marais | North Shore Waste | 72 Eliassen Mill Rd | Transfer Station |
| Lutsen | Isak Hansen Hardware | 4921 W Highway 61 | Retail |
| COTTONWOOD COUNTY (1) | | | |
| Windom | Cottonwood County HHWF | 43979 County Rd 22 | HHW Facility |
| CROW WING COUNTY (6) | | | |
| Baxter | Hirshfields | 7447 Clearwater Rd | Retail |
| Baxter | Sherwin-Williams | 14451 Edgewood Dr N | Retail |
| Brainerd | Crow Wing County HHWF | 15728 Highway 210 | HHW Facility |
| Crosslake | Crosslake Ace | 35992 Pioneer Dr | Retail |
| Emily | Emily Ace | 39959 Highway 6 | Retail |
| Nisswa | Carlson Hardware of Nisswa | 25673 Main St | Retail |
| DAKOTA COUNTY (20) | | | |
| Apple Valley | Ace Hardware & Paint | 14760 Pennock Ave | Retail |
| Apple Valley | Hirshfields | 15265 Galaxie Ave | Retail |
| Apple Valley | Sherwin-Williams | 15415 Cedar Ave S | Retail |
| Burnsville | PPG Paints | 1192 E Cliff Rd | Retail |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 3 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|---------------------|-----------------------|---------------------------|--------------|
| Burnsville | Sherwin-Williams | 2000 County Rd 42 W | Retail |
| Eagan | Pellicci Ace | 1565 Cliff Rd | Retail |
| Eagan | Sherwin-Williams | 1295 Town Centre Dr | Retail |
| Eagan | Sherwin-Williams | 2020 Cliff Rd | Retail |
| Eagan | The Recycling Zone | 3365 Dodd Rd | HHW Facility |
| Farmington | Pellicci Ace | 3560 213th St W | Retail |
| Hastings | Sherwin-Williams | 1355 S Frontage Rd | Retail |
| Inver Grove Heights | Ace Hardware & Paint | 3098 65th St E | Retail |
| Lakeville | Ace Hardware & Paint | 20810 Holyoke Ave | Retail |
| Lakeville | Ace Hardware & Paint | 17729 Juniper Path | Retail |
| Lakeville | Hirshfields | 16975 Kenyan Ave | Retail |
| Lakeville | Sherwin-Williams | 16466 Kenrick Ave | Retail |
| Lakeville | Sherwin-Williams | 21486 Humboldt Ct Ste 500 | Retail |
| Rosemount | Pellicci Ace Hardware | 14635 S Robert Trl | Retail |
| West St Paul | Hirshfields | 2024 S Robert St | Retail |
| West St Paul | Sherwin-Williams | 1913 Robert St S | Retail |

DODGE COUNTY (1)

| | | | |
|--------|-------------------------|-----------------|--------------|
| Kasson | Dodge County Trans Stat | 62236 240th Ave | HHW Facility |
|--------|-------------------------|-----------------|--------------|

DOUGLAS COUNTY (3)

| | | | |
|------------|----------------------------|----------------------|--------------|
| Alexandria | Hirshfields | 1010 N Nokomis St NE | Retail |
| Alexandria | Pope/Douglas Recycling Ctr | 2115 S Jefferson St | HHW Facility |
| Alexandria | Sherwin-Williams | 1402 Broadway St | Retail |

FARIBAUT COUNTY (1)

| | | | |
|------------|-------------------------|---------------|--------|
| Blue Earth | Armon Decorating Supply | 101 N Main St | Retail |
|------------|-------------------------|---------------|--------|

FREEBORN COUNTY (1)

| | | | |
|------------|------------------|---------------------|--------|
| Albert Lea | Sherwin-Williams | 2328 Hendrickson Rd | Retail |
|------------|------------------|---------------------|--------|

GOODHUE COUNTY (5)

| | | | |
|--------------|------------------------------|---------------------|--------------|
| Cannon Falls | D & G Ace | 31262 64th Ave Path | Retail |
| Red Wing | Goodhue County Recycling Ctr | 3745 Highway 61 | HHW Facility |
| Red Wing | Red Wing Ace | 1264 Old W Main St | Retail |
| Red Wing | Sherwin-Williams | 912 Main St | Retail |
| Zumbrota | Pellicci Ace | 90 E 3rd St | Retail |

HENNEPIN COUNTY (41)

| | | | |
|-------------|----------------------------|--------------------|--------------|
| Bloomington | Sherwin-Williams | 9509 Lyndale Ave S | Retail |
| Bloomington | Simon Ace Hardware & Paint | 108 W 98th St | Retail |
| Bloomington | South Hennepin Recycling | 1400 W 96th St | HHW Facility |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 4 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|---------------|------------------------------------|-----------------------|--------------|
| Brooklyn Park | Hennepin County Recycling Ctr & TS | 8100 Jefferson Hwy | HHW Facility |
| Brooklyn Park | Sherwin-Williams | 8471 W Broadway Ave | Retail |
| Brooklyn Park | Sherwin-Williams | 7115 Northland Ter N | Retail |
| Champlin | Gradys Ace | 12325 Champlin Dr | Retail |
| Eden Prairie | Hirshfields | 12991 Valley View Rd | Retail |
| Eden Prairie | Sherwin-Williams | 8240 Commonwealth Dr | Retail |
| Edina | Hirshfields | 3441 Hazelton Rd | Retail |
| Edina | PPG Paints | 7557 Washington Ave S | Retail |
| Excelsior | Excelsior Paint & Design | 701 Highway 7 | Retail |
| Excelsior | Shorewood True Value | 23540 Highway 7 | Retail |
| Hopkins | Hance Hardware | 903 Hopkins Ctr | Retail |
| Hopkins | Hirshfields | 452 11th Ave S | Retail |
| Long Lake | Sherwin-Williams | 2435 W Wayzata Blvd | Retail |
| Maple Grove | Hirshfields | 7880 Vinewood Ln N | Retail |
| Maple Grove | Sherwin-Williams | 13599 Grove Dr | Retail |
| Maple Plain | UFC Farm Supply | 5135 Oak St | Retail |
| Minneapolis | Diamond Lake Ace | 5425 Nicollet Ave | Retail |
| Minneapolis | Diamond Vogel | 2100 N 2nd St | Retail |
| Minneapolis | Guse Hardware | 4602 Bryant Ave S | Retail |
| Minneapolis | Habitat ReStore Twin Cities | 2700 Minnehaha Ave S | Reuse Store |
| Minneapolis | Hirshfields | 725 2nd Ave N | Retail |
| Minneapolis | Hirshfields | 2741 Hennepin Ave S | Retail |
| Minneapolis | Settergren Ace | 5405 Penn Ave S | Retail |
| Minneapolis | Settergrens of Linden Hills | 2813 W 43rd St | Retail |
| Minneapolis | Sherwin-Williams | 505 W Lake St | Retail |
| Mnetonka | Sherwin-Williams | 5425 Opportunity Ct | Retail |
| Mnetonka | Sherwin-Williams | 4901 County Rd 101 | Retail |
| Osseo | Osseo Savitt Paint | 212 Central Ave | Retail |
| Plymouth | Hirshfields | 1975 Annapolis Ln N | Retail |
| Plymouth | PPG Paints | 5400 Nathan Ln | Retail |
| Plymouth | Sherwin-Williams | 10100 6th Ave N | Retail |
| Plymouth | Sherwin-Williams | 15800 32nd Ave N | Retail |
| Richfield | Sherwin-Williams | 84 W 78th St | Retail |
| Richfield | Sherwin-Williams | 6445 Penn Ave S | Retail |
| Rockford | Gradys Ace | 7945 Highway 55 | Retail |
| Rogers | Rogers Hardware | 21351 John Milless Dr | Retail |
| Wayzata | Hirshfields | 814 Lake St E | Retail |
| Wayzata | Navarre True Value | 3400 Shoreline Dr | Retail |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 5 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|-------------------------------------|--------------------------------|----------------------|--------------|
| HOUSTON COUNTY (1) | | | |
| La Crescent | Heths Hardware Hank | 32 S Walnut St | Retail |
| ITASCA COUNTY (4) | | | |
| Deer River | Jurvelin Hardware Hank | 108 Main Ave E | Retail |
| Grand Rapids | Burggrafs Ace | 1115 US 169 | Retail |
| Grand Rapids | Itasca County Trans Stat | 29959 E Bass Lake Rd | HHW Facility |
| Grand Rapids | Sherwin-Williams | 300 SE 29th St | Retail |
| JACKSON COUNTY (1) | | | |
| Jackson | BoeKett Building Supply | 171 Industrial Pkwy | Retail |
| KANDIYOHI COUNTY (4) | | | |
| New London | Kandiyohi Solid Waste Landfill | 15650 Highway 71 | HHW Facility |
| Willmar | Habitat Restore West Central | 2424 S 1st St | Reuse Store |
| Willmar | Kandiyohi County HHWF | 1404 SW 22nd St | HHW Facility |
| Willmar | Sherwin-Williams | 2807 S 1st St | Retail |
| LAKE OF THE WOODS COUNTY (1) | | | |
| Williams | Lake of the Woods HHWF | 1758 53 Rd St SW | HHW Facility |
| LINCOLN COUNTY (1) | | | |
| Ivanhoe | Lincoln County HHWF | 1962 270th St | HHW Facility |
| LYON COUNTY (2) | | | |
| Marshall | Lyon County HHWF | 504 Fairgrounds Rd | HHW Facility |
| Tracy | Tracy Ace Home Ctr | 221 S 4th St | Retail |
| MARTIN COUNTY (1) | | | |
| Trimont | Moore & Ace | 510 Hwy 4 S | Retail |
| MCLEOD COUNTY (1) | | | |
| Hutchinson | McLeod County HHWF | 1065 5th Ave SE | HHW Facility |
| MEEKER COUNTY (1) | | | |
| Litchfield | Litchfield Building Ctr | 124 E Commercial St | Retail |
| MILLE LACS COUNTY (2) | | | |
| Milaca | Koch Hardware Hank | 12500 Minnesota 23 | Retail |
| Onamia | Agnew Hardware Hank | 104 Wall St S | Retail |
| MORRISON COUNTY (3) | | | |
| Little Falls | Ace Hardware | 1101 2nd Ave NE | Retail |
| Little Falls | Little Falls Hardware Hank | 211 Broadway E | Retail |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 6 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|------------------------------|--|------------------------|--------------|
| Swanville | Nilsons Do It Best Hardware | 207 Degraff Ave | Retail |
| MOWER COUNTY (3) | | | |
| Austin | D & G Ace Hardware | 1417 1st Ave SW | Retail |
| Austin | Mower County Recycling & HHWF | 1111 8th Ave NE | HHW Facility |
| Austin | Sherwin-Williams | 1300 A 18th Ave NW | Retail |
| MURRAY COUNTY (1) | | | |
| Slayton | Murray County HHWF | 1820 Erlandson Ave | HHW Facility |
| NICOLLET COUNTY (2) | | | |
| St Peter | Arrow Ace | 201 S Minnesota Ave | Retail |
| St Peter | St Peter Do It Best Lumber | 200 S Front St | Retail |
| NOBLES COUNTY (2) | | | |
| Adrian | Adrian Hardware | 301 N Maine Ave | Retail |
| Worthington | Nobles County HHWF | 960 Diagonal Rd | HHW Facility |
| OLMSTED COUNTY (7) | | | |
| Rochester | Arrow Ace | 1500 N Broadway Ave | Retail |
| Rochester | Arrow Ace | 1201 S Broadway Ave | Retail |
| Rochester | Diamond Vogel | 1614 Highway 52 N | Retail |
| Rochester | Hirshfields | 815 Broadway Ave N | Retail |
| Rochester | Olmsted County HHWF | 305 Silver Creek Rd NE | HHW Facility |
| Rochester | Sherwin-Williams | 19 7th St NE | Retail |
| Rochester | Sherwin-Williams | 1970 36th Ave NW | Retail |
| OTTER TAIL COUNTY (3) | | | |
| Battle Lake | Everts Do It Best Lumber | 205 Lake Ave S | Retail |
| Fergus Falls | Otter Tail HHWF | 1115 N Tower Rd | HHW Facility |
| Fergus Falls | Sherwin-Williams | 2445 College Way | Retail |
| PENNINGTON COUNTY (2) | | | |
| Thief River Falls | Pennington County HHWF | 1345 Barzen Ave S | HHW Facility |
| Thief River Falls | TRF Hardware Hank | 17108 US Highway 59 NE | Retail |
| PINE COUNTY (1) | | | |
| Sandstone | Sandstone Ace | 218 Main St | Retail |
| PIPESTONE COUNTY (2) | | | |
| Egerton | Tinklenberg Lumber | 341 Mill St | Retail |
| Pipestone | Pipestone County Recycling / HHWF Ctr | 718 4th St NW | HHW Facility |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 7 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|----------------------------|-----------------------------|-----------------------------|--------------|
| POLK COUNTY (4) | | | |
| Crookston | Crookston Hardware Hank | 1400 University Ave | Retail |
| Crookston | Polk County Trans Stat | 320 Ingersoll Ave | HHW Facility |
| East Grand Forks | Hardware Hank | 1017 Central Ave NW | Retail |
| Fosston | Polk County Recycling Ctr | 223 N Omland Ave N | HHW Facility |
| POPE COUNTY (1) | | | |
| Glenwood | Ace of Glenwood | 24 Minnesota Ave W | Retail |
| RAMSEY COUNTY (18) | | | |
| Blaine | PPG Paints | 2863 84th Ln NE | Retail |
| Maplewood | Hirshfields | 1081 Highway 36 | Retail |
| Maplewood | Sherwin-Williams | 1898 Beam Ave | Retail |
| New Brighton | Beisswengers | 1823 Old Highway 8 NW | Retail |
| New Brighton | Habitat ReStore Twin Cities | 510 County Rd D W | Reuse Store |
| Roseville | Hirshfields | 1655 W County Rd C | Retail |
| Roseville | Sherwin-Williams | 1151 Larpenteur Ave W | Retail |
| Roseville | Sherwin-Williams | 2722 Lincoln Dr | Retail |
| St Paul | Abbott Paint & Carpet | 1808 Grand Ave | Retail |
| St Paul | Frattallones Ace | 215 Eva St | Retail |
| St Paul | Hamernick Decorating Ctr | 1381 N Rice St | Retail |
| St Paul | Ramsey County HHWF | 5 Empire Dr | HHW Facility |
| St Paul | Sherwin-Williams | 80 Snelling Ave S | Retail |
| St Paul | Sherwin-Williams | 1674 Suburban Ave | Retail |
| St Paul | Sherwin-Williams | 284 E Lafayette Frontage Rd | Retail |
| Vadnais Heights | Diamond Vogel | 3580 Hoffman Rd E | Retail |
| Vadnais Heights | Sherwin-Williams | 1028 Highway 96 E | Retail |
| White Bear Lake | Abbott Paint & Carpet | 2223 4th St | Retail |
| RED LAKE COUNTY (1) | | | |
| Red Lake Falls | Red Lake County HHWF | 510 Jefferson Ave | HHW Facility |
| REDWOOD COUNTY (1) | | | |
| Redwood Falls | Redwood County HHWF | 921 Bridge St W | HHW Facility |
| RENVILLE COUNTY (2) | | | |
| Olivia | Dans Floor Covering & Paint | 1302 W Lincoln Ave | Retail |
| Olivia | Renville County HHWF | 32877 Cty Rd 4 | HHW Facility |
| RICE COUNTY (6) | | | |
| Dundas | Rice County HHWF | 3800 E 145th St | HHW Facility |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 8 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|------------|-------------------------|--------------------|--------|
| Faribault | Donahue Ace | 421 2nd Ave NW | Retail |
| Faribault | Faribault Fleet Supply | 80 Western Ave | Retail |
| Faribault | Sherwin-Williams | 204 Western Ave NW | Retail |
| Lonsdale | Generation Building Ctr | 601 Central St | Retail |
| Northfield | Arrow Ace | 670 Water St S | Retail |

ROCK COUNTY (1)

| | | | |
|---------|------------------------|-----------------|--------------|
| Luverne | Rock County Trans Stat | 1236 N River Rd | HHW Facility |
|---------|------------------------|-----------------|--------------|

ROSEAU COUNTY (1)

| | | | |
|--------|-------------------------|----------------|--------|
| Roseau | Titan Machinery Inc Ace | 1114 3rd St NW | Retail |
|--------|-------------------------|----------------|--------|

SCOTT COUNTY (8)

| | | | |
|------------|----------------------|------------------------|--------------|
| Jordan | Scott HHWF | 588 Country Trail E | HHW Facility |
| New Prague | Ace Hardware & Paint | 1300 1st St NE | Retail |
| Prior Lake | Carlson Ace | 16281 Main Ave SE | Retail |
| Prior Lake | Prior Lake Ace | 16820 Duluth Ave SE | Retail |
| Savage | Hirshfields | 3981 W 143rd St | Retail |
| Shakopee | Arrow Ace | 485 Marschall Rd | Retail |
| Shakopee | Sherwin-Williams | 497 Marschall Rd | Retail |
| Shakopee | Sherwin-Williams | 8108 Old Carriage Ct N | Retail |

SHERBURNE COUNTY (3)

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

SIBLEY COUNTY (1)

| | | | |
|-----------|-----------------|---------------|--------|
| Arlington | Thomes Brothers | 414 W Main St | Retail |
|-----------|-----------------|---------------|--------|

ST LOUIS COUNTY (10)

| | | | |
|------------|--------------------------------|---------------------------|--------------|
| Aurora | Bradach Lumber Home & Hardware | 216 W 3rd Ave N | Retail |
| Babbitt | Lossing Building CenCtrter | 30 North Dr | Retail |
| Duluth | Andren Paint Company | 5600 Grand Ave | Retail |
| Duluth | Diamond Vogel | 1701 London Rd | Retail |
| Duluth | Sherwin-Williams | 1801 London Rd | Retail |
| Duluth | WLSSD HHWF | 2626 Courtland St | HHW Facility |
| Hermantown | Sherwin-Williams | 4767 Miller Trunk Hwy | Retail |
| Hibbing | Hibbing Trans Stat | 3994 Landfill Rd | HHW Facility |
| Virginia | Sherwin-Williams | 5486 Mountain Iron Dr | Retail |
| Virginia | St Louis County HHWF | 5345 Regional Landfill Rd | HHW Facility |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 9 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|------------------------------|--------------------------------|---------------------------|--------------|
| STEARNS COUNTY (8) | | | |
| Albany | Albany Fleet Supply | 1241 County Rd 10 | Retail |
| Paynesville | M & M Do it Best Lumber | 28584 Highway 55 | Retail |
| Sartell | Sherwin-Williams | 132 Twin Rivers Ct | Retail |
| St Cloud | Arrow Ace | 2006 Veterans Dr | Retail |
| St Cloud | Diamond Vogel | 3500 W Division St | Retail |
| Waite Park | Hirshfields | 117 3rd St NE | Retail |
| Waite Park | Sherwin-Williams | 106 Division St | Retail |
| Waite Park | Stearns County HHWF | 3601 5th St S | HHW Facility |
| STEELE COUNTY (2) | | | |
| Owatonna | Arrow Ace | 122 W Vine St | Retail |
| Owatonna | Sherwin-Williams | 125 Oakdale St | Retail |
| STEVENS COUNTY (1) | | | |
| Morris | Morris Lumber & Millwork | 49110 Highway 28 | Retail |
| TODD COUNTY (1) | | | |
| Staples | Staples Ace | 210 2nd Ave NE | Retail |
| TRAVERSE COUNTY (1) | | | |
| Browns Valley | Browns Valley Hardware Hank | 16 3rd St N | Retail |
| WADENA COUNTY (3) | | | |
| Staples | Staples True Value | 205 Warner Rd NE | Retail |
| Wadena | Merickel Ace | 630 Ash Ave NW | Retail |
| Wadena | Wadena County Trans Stat | 10542 170th St | HHW Facility |
| WASECA COUNTY (1) | | | |
| Waseca | Charlies Hardware Do It Center | 121 2nd St NW | Retail |
| WASHINGTON COUNTY (8) | | | |
| Cottage Grove | Sherwin-Williams | 7430 E Point Douglas Rd S | Retail |
| Forest Lake | Sherwin-Williams | 608 W Broadway Ave | Retail |
| Oakdale | PPG Paints | 7017 N 6th St | Retail |
| Stillwater | Abbott Paint & Carpet | 1672 S Greeley St | Retail |
| Stillwater | Sherwin-Williams | 14450 60th St N | Retail |
| Woodbury | Hirshfields | 8470 City Centre Dr | Retail |
| Woodbury | Sherwin-Williams | 2170 Eagle Creek Ln | Retail |
| Woodbury | Washington County Env Ctr | 4039 Cottage Grove Dr | HHW Facility |



PAINTCARE SITES

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DRAFT

| City/Town | Site Name | Address | Type |
|-----------------------------------|----------------------------------|--------------------------|--------------|
| WINONA COUNTY (3) | | | |
| St Charles | St Charles Ace | 1313 Whitewater Ave | Retail |
| Winona | Sherwin-Williams | 1457 W Service Dr | Retail |
| Winona | Winona County HHWF | 225 W 2nd St | HHW Facility |
| WRIGHT COUNTY (7) | | | |
| Albertville | Ace of Albertville | 6050 Labeaux Ave NE | Retail |
| Albertville | Sherwin-Williams | 5585 La Centre Ave | Retail |
| Buffalo | Wright County Recycling Facility | 505 Cty Rd 37 NE | HHW Facility |
| Delano | Delano True Value | 1005 Crossings Dr | Retail |
| Monticello | Hirshfields | 500 Pine St | Retail |
| Monticello | Sherwin-Williams | 9230 State Highway 25 NE | Retail |
| St Michael | Hardware Hank | 313 E Central Ave | Retail |
| YELLOW MEDICINE COUNTY (1) | | | |
| Clarkfield | Yellow Medicine County HHWF | 613 County Rd 24 | HHW Facility |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 11 OF 19

DRAFT

City/Town

Site Name

Address

Type

2. Supplemental Sites

AITKIN COUNTY (1)

| | | | |
|--------|-------------------------------|-----------------|-----------|
| Aitkin | County Recycling Ctr (Region) | 36091 400th Ave | HHW Event |
|--------|-------------------------------|-----------------|-----------|

BECKER COUNTY (1)

| | | | |
|---------------|------------------------------------|---------------------|--------------|
| Detroit Lakes | Becker County HHWF (Becker Region) | 24455 County Rd 144 | HHW Seasonal |
|---------------|------------------------------------|---------------------|--------------|

BENTON COUNTY (1)

| | | | |
|-------|------------------------------|----------------|-----------|
| Foley | County Public Works (Region) | 7750 Hwy 25 NE | HHW Event |
|-------|------------------------------|----------------|-----------|

BLUE EARTH COUNTY (1)

| | | | |
|---------|-----------------|----------------|--------------|
| Mankato | Blue Earth HHWF | 651 Summit Ave | HHW Seasonal |
|---------|-----------------|----------------|--------------|

BROWN COUNTY (3)

| | | | |
|---------|--------------------------------------|-----------------|-----------|
| New Ulm | County Free Fair (Blue Earth Region) | 1201 N State St | HHW Event |
|---------|--------------------------------------|-----------------|-----------|

| | | | |
|------------|---|--------------------|-----------|
| Sleepy Eye | County Rural Electric (Blue Earth Region) | 24386 MN Highway 4 | HHW Event |
|------------|---|--------------------|-----------|

| | | | |
|-------------|-------------------------------------|-----------------|-----------|
| Springfield | County Hwy Dept (Blue Earth Region) | 507 Burns Ave S | HHW Event |
|-------------|-------------------------------------|-----------------|-----------|

CARLTON COUNTY (1)

| | | | |
|---------|---------------------|------------------|--------------|
| Carlton | Carlton County HHWF | 1950 Highway 210 | HHW Seasonal |
|---------|---------------------|------------------|--------------|

CARVER COUNTY (2)

| | | | |
|---------|-----------------------------------|-----------------|--------|
| Waconia | UFC Farm Supply (Closed Jul 2020) | 801 Highway 284 | Retail |
|---------|-----------------------------------|-----------------|--------|

| | | | |
|-----------|-----------------------------|-------------------|-----------|
| Watertown | Hollywood Township (County) | 3480 County Rd 21 | HHW Event |
|-----------|-----------------------------|-------------------|-----------|

CASS COUNTY (7)

| | | | |
|-----------|------------------------------|-------------------|-----------|
| Longville | Longville City Hall (Region) | 5043 State Hwy 84 | HHW Event |
|-----------|------------------------------|-------------------|-----------|

| | | | |
|--------|------------------------------------|---------------------|-----------|
| Nisswa | Lake Shore City Hall (NWJP Region) | 8583 Interlachen Rd | HHW Event |
|--------|------------------------------------|---------------------|-----------|

| | | | |
|--------|--------------------------------|----------------------|-----------|
| Outing | Outing Town Hall (NWJP Region) | 6441 County Rd 58 NE | HHW Event |
|--------|--------------------------------|----------------------|-----------|

| | | | |
|----------|------------------------------|------------------|-----------|
| Pillager | May Trans Stat (NWJP Region) | 4972 112th St SW | HHW Event |
|----------|------------------------------|------------------|-----------|

| | | | |
|------------|-----------------------------|-------------|-----------|
| Pine River | Gardiners Hardware (Region) | 203 Barclay | HHW Event |
|------------|-----------------------------|-------------|-----------|

| | | | |
|-------|--------------------------------|------------------|-----------|
| Remer | Remer City Clerk (NWJP Region) | 106 Spruce St NW | HHW Event |
|-------|--------------------------------|------------------|-----------|

| | | | |
|--------|-------------------------------|----------------------|-----------|
| Walker | County Hwy Dept (NWJP Region) | 8045 County Rd 12 NW | HHW Event |
|--------|-------------------------------|----------------------|-----------|

COOK COUNTY (1)

| | | | |
|--------------|-------------------------------------|---------------|-----------|
| Grand Marais | County Recycling Ctr (WLSSD Region) | 630 5th Ave W | HHW Event |
|--------------|-------------------------------------|---------------|-----------|

CROW WING COUNTY (2)

| | | | |
|------------|-----------------------|-------------------|--------------|
| Merrifield | Mission Canister Site | 29474 County Rd 3 | HHW Seasonal |
|------------|-----------------------|-------------------|--------------|

| | | | |
|--------------|----------------------|------------------------|--------------|
| Pequot Lakes | Ideal Cannister Site | 33503 W Island Lake Dr | HHW Seasonal |
|--------------|----------------------|------------------------|--------------|



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 12 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|----------------------------|--|-------------------------|--------------|
| DOUGLAS COUNTY (8) | | | |
| Alexandria | Forada Fire Department (Stearns Region) | 1639 4th St SE | HHW Event |
| Alexandria | La Grand Township Hall (Stearns Region) | 501 Township Hall Rd NW | HHW Event |
| Brandon | County Shop (Stearns Region) | 203 2nd St E | HHW Event |
| Evansville | Brandon-Evansville School (HHW) | 123 2nd Ave | HHW Event |
| Kensington | Kensington City Yard Waste Site | 30 Central Ave N | HHW Event |
| Miltona | County Highway Garage (Stearns Region) | 319 Main St | HHW Event |
| Nelson | Nelson Softball Fields (Stearns Region) | 145 Hope Ave E | HHW Event |
| Osakis | City of Osakis (Region) | 803 Nokomis St E | HHW Event |
| FILLMORE COUNTY (1) | | | |
| Preston | County Resource Recovery (Winona Region) | 727 US Hwy 52 | HHW Event |
| GOODHUE COUNTY (3) | | | |
| Cannon Falls | Lake Byllesby Park (Olmsted Region) | 5000 MN Highway 19 | HHW Event |
| Kenyon | County Hwy Shop (Region) | 416 1st St | HHW Event |
| Zumbrota | County Fairgrounds (Olmsted Region) | 44279 County 6 Blvd | HHW Event |
| GRANT COUNTY (1) | | | |
| Elbow Lake | County Recycling Ctr (Otter Tail Region) | 310 3rd St SE | HHW Event |
| HENNEPIN COUNTY (2) | | | |
| Minnetonka | Public Works (County) | 11522 Minnetonka Blvd | HHW Event |
| Orono | Public Works (County) | 3880 Shoreline Dr | HHW Event |
| HOUSTON COUNTY (2) | | | |
| Houston | County Recycling Ctr (Winona Region) | 105 N Grant St | HHW Event |
| La Crescent | La Crescent Township Hall (Region) | 830 Town Hall Road | HHW Event |
| HUBBARD COUNTY (2) | | | |
| Laporte | Hubbard County HHW (Becker Region) | 41304 US Highway 71 | HHW Seasonal |
| Park Rapids | Hubbard County HHW (Becker Region) | 810 Henrietta Ave | HHW Seasonal |
| JACKSON COUNTY (2) | | | |
| Jackson | Jackson County HHWF | 53053 780th St | HHW Seasonal |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 13 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|-------------------------------|--|-----------------------|--------------|
| Lakefield | Jackson County HHWF - Lakefield | 605 MN 86 | HHW Seasonal |
| KANABEC COUNTY (1) | | | |
| Mora | East Central Solid Waste (Region) | 1756 180th Ave | HHW Event |
| KITTSOON COUNTY (5) | | | |
| Hallock | Kittson Central High (Region) | 444 N Ash Ave | HHW Event |
| Karlstad | Tri-County Public School (NWJP Region) | 303 Pembina Trail | HHW Event |
| Kennedy | Kennedy School (Region) | 118 School House Rd | HHW Event |
| Lake Bronson | Lake Bronson Comm Ctr (NWJP Region) | 112 E Main St | HHW Event |
| Lancaster | Lancaster City Shop (NWJP Region) | 110 2nd St | HHW Event |
| KOOCHICHING COUNTY (1) | | | |
| International Falls | Koochiching County Trans Stat (WLSSD Region) | 4100 Highway 11 | HHW Event |
| LAKE COUNTY (1) | | | |
| Two Harbors | Lake County Recycling Ctr | 525 Recycle Center Dr | HHW Seasonal |
| LE SUEUR COUNTY (1) | | | |
| Montgomery | County Hwy Dept (Region) | 815 4th St NW | HHW Event |
| LINCOLN COUNTY (1) | | | |
| Tyler | County Hwy Shop (Region) | 207 Oak St | HHW Event |
| MARSHALL COUNTY (9) | | | |
| Alvarado | US Post Office (NWJP Region) | 200 Marshall St | HHW Event |
| Argyle | US Post Office (NWJP Region) | 108 W 3rd St | HHW Event |
| Grygla | Cenex (Region) | 106 E State St | HHW Event |
| Middle River | Youngs General Store (Region) | 155 Hill Ave | HHW Event |
| Newfolden | Newfolden City Office (NWJP Region) | 145 E 1st St | HHW Event |
| Oslo | US Post Office (NWJP Region) | 312 Main St | HHW Event |
| Stephen | Stephen-Argyle Central High (Region) | 500 School Ave | HHW Event |
| Warren | County Fairgrounds (NWJP Region) | 520 N Minnesota St | HHW Event |
| Warren | Marshall County Demolition Landfill | 27641 US Highway 75 | HHW Seasonal |
| MARTIN COUNTY (1) | | | |
| Truman | Prairieland Solid Waste Facility | 801 E 5th St N | HHW Seasonal |



PAINTCARE SITES

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DRAFT

| City/Town | Site Name | Address | Type |
|-------------------------------|---|-----------------------|--------------|
| MEEKER COUNTY (1) | | | |
| Watkins | St Nicholas Catholic Church (Region) | 15862 Co Rd 165 | HHW Event |
| MILLE LACS COUNTY (2) | | | |
| Milaca | County Public Works (Stearns Region) | 525 2nd St SE | HHW Event |
| Wahkon | County Public Works (Stearns Region) | 6813 State Highway 27 | HHW Event |
| MORRISON COUNTY (1) | | | |
| Little Falls | Morrison County HHWF | 17508 Iris Rd | HHW Seasonal |
| NICOLLET COUNTY (1) | | | |
| St Peter | Treatment Facility (Region) | 400 W Saint Julien St | HHW Event |
| OTTER TAIL COUNTY (11) | | | |
| Battle Lake | County Hwy Garage (Otter Tail Region) | 619 Holdt St W | HHW Event |
| Bluffton | Joanie's Beauty Salon (Region) | 202 Center St | HHW Event |
| Deer Creek | Deer Creek Fire Dept (Region) | 106 Main Ave E | HHW Event |
| Henning | County Hwy Garage (Region) | 102 Douglas Ave | HHW Event |
| New York Mills | Public Works (Otter Tail Region) | 102 N Boardman Ave | HHW Event |
| Ottertail | City Fire Dept (Otter Tail Region) | 93 Lake Ave S | HHW Event |
| Parkers Prairie | Transfer Station (Otter Tail Region) | 56320 E County Hwy 46 | HHW Event |
| Pelican Rapids | City Garage (Otter Tail Region) | 1008 County Hwy 9 | HHW Event |
| Perham | Perham City Shop (Otter Tail Region) | 802 6th St NE | HHW Event |
| Rothsay | Rothsay City Hall (Region) | 108 2nd St NW | HHW Event |
| Vergas | Vergas 66 Station (Otter Tail Region) | 121 W Linden St | HHW Event |
| PINE COUNTY (1) | | | |
| Pine City | Pine County HHWF | 405 Airport Rd NE | HHW Seasonal |
| POLK COUNTY (3) | | | |
| East Grand Forks | East Grand Forks Public Works (NWJP Region) | 1001 2nd St NE | HHW Event |
| Fertile | County Fair Office (NWJP Region) | 200 Polk Ave SE | HHW Event |
| Mentor | Maple Lake Pavillion (NWJP Region) | 34591 165th Ave SE | HHW Event |
| POPE COUNTY (3) | | | |
| Lowry | Lowry City Park | MN 114 | HHW Event |
| Starbuck | Glacial Hills Elementary | 610 W 6th St | HHW Event |
| Villard | Mallard Park (Region) | 657 Washington Ave | HHW Event |



PAINTCARE SITES

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DRAFT

| City/Town | Site Name | Address | Type |
|-----------------------------|--|-----------------------------|-----------|
| RAMSEY COUNTY (6) | | | |
| Arden Hills | Used Oil Shed (County) | 1352 Ben Franklin Dr | HHW Event |
| Maplewood | Ramsey County Care Ctr (County) | 1850 White Bear Ave N | HHW Event |
| Roseville | Tamarack Park (County) | 1725 Kent St | HHW Event |
| St Paul | Como Parking Lot (County) | 1660 Como Ave | HHW Event |
| St Paul | Pleasant Ice Arena (County) | 848 Pleasant Ave | HHW Event |
| White Bear Lake | White Bear Lake High School (County) | E Bald Ave & 12 St | HHW Event |
| ROSEAU COUNTY (4) | | | |
| Badger | Cenex (NWJP Region) | 209 N Main St | HHW Event |
| Greenbush | Cenex (NWJP Region) | 314 1st St N | HHW Event |
| Roseau | County Government Ctr (NWJP Region) | 605 5th St SW | HHW Event |
| Warroad | Municipal Light & Power (NWJP Region) | 108 Alma Ave SE | HHW Event |
| SHERBURNE COUNTY (5) | | | |
| Becker | Becker Public Works (Stearns Region) | 12002 Morris St | HHW Event |
| Big Lake | KJs Refuge Bar (Stearns Region) | 26211 184th St | HHW Event |
| Elk River | County Fairgrounds (Stearns Region) | 13372 Business Center Dr NW | HHW Event |
| Princeton | Baldwin Township Hall (Stearns Region) | 30239 128th St NW | HHW Event |
| Zimmerman | County Public Works (Region) | 12950 7th Ave S | HHW Event |
| ST LOUIS COUNTY (13) | | | |
| Aurora | Hudson Trans Stat (Region) | 5910 Hwy 135 N | HHW Event |
| Brookston | Brookston Trans Stat (Region) | 8609 Hwy 2 | HHW Event |
| Buyck | Portage Canister Site (Region) | 6992 Crane Lake Rd | HHW Event |
| Chisholm | Balkan Canister Site (WLSSD Region) | 11489 Vlasich Rd | HHW Event |
| Cook | CookTrans Stat (WLSSD Region) | 2134 S Beatty Rd | HHW Event |
| Ely | Ely Joint Public Works (WLSSD Region) | 2210 E Sheridan St | HHW Event |
| Ely | Northwoods Trans Stat (WLSSD Region) | 9384 Hwy 21 N | HHW Event |
| Floodwood | Floodwood Services & Training (Region) | 601 Ash St | HHW Event |
| Kabetogama | Kabetogama Lake Canister (Region) | 10150 Gamma Rd | HHW Event |
| Orr | Orr Canister Site (Region) | 4038 US 53 | HHW Event |
| Side Lake | French Canister Site (WLSSD Region) | 7150 Green Rock Rd | HHW Event |



PAINTCARE SITES

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DRAFT

| City/Town | Site Name | Address | Type |
|-----------|--|---------------------|-----------|
| Soudan | Soudan Canister Site (WLSSD Region) | 5160 MN Highway 169 | HHW Event |
| Tower | County 77 Canister Site (WLSSD Region) | 2038 County Rd 77 | HHW Event |

STEARNS COUNTY (10)

| | | | |
|-------------|--|------------------------|-----------|
| Albany | Our Savior Lutheran Church (HHW) | 840 Lake Ave | HHW Event |
| Belgrade | Parking Lot (Stearns Region) | Walker St & Martin Ave | HHW Event |
| Brooten | Elementary School (Stearns Region) | 250 2nd Ave | HHW Event |
| Kimball | A M Maus & Sons (Stearns Region) | 21 Maus Dr | HHW Event |
| Melrose | Melrose Fire Dept (Region) | 405 2nd Ave SE | HHW Event |
| Paynesville | Koronis Arena (Region) | 28780 Koronis Dr | HHW Event |
| Richmond | River Lakes Civic Arena (RegiRegiononal) | 319 Central Ave S | HHW Event |
| Sauk Centre | Padua Pub (Region) | 33945 County Rd 18 | HHW Event |
| Sauk Centre | Sauk Centre Ice Arena (Stearns Region) | 818 Centre St | HHW Event |
| St Stephen | St Stephen City Hall (Region) | 2 6th Ave SE | HHW Event |

STEELE COUNTY (1)

| | | | |
|---------------------------|--------------------|------------------|--------------|
| Blooming Prairie Township | Steele County HHWF | 9420 SE 64th Ave | HHW Seasonal |
|---------------------------|--------------------|------------------|--------------|

STEVENS COUNTY (1)

| | | | |
|--------|-------------------------------------|-----------|-----------|
| Morris | County Hwy Dept (Otter Tail Region) | 1762 MN 9 | HHW Event |
|--------|-------------------------------------|-----------|-----------|

TODD COUNTY (1)

| | | | |
|-------------|-----------|---------------------|--------------|
| Browerville | Todd HHWF | 30433 US Highway 71 | HHW Seasonal |
|-------------|-----------|---------------------|--------------|

TRAVERSE COUNTY (1)

| | | | |
|---------|--|---------------|-----------|
| Wheaton | Univ of Minnesota Extn (Otter Tail Region) | 702 2nd Ave N | HHW Event |
|---------|--|---------------|-----------|

WADENA COUNTY (5)

| | | | |
|---------|---|-------------------|-----------|
| Aldrich | Aldrich Community Ctr (Otter Tail Region) | 348 Central Ave S | HHW Event |
| Menahga | City of Menahga (Region) | 115 2nd St NE | HHW Event |
| Nimrod | County Garage (Otter Tail Region) | 23170 Acorn St | HHW Event |
| Sebeka | County Garage (Region) | 12612 Hyrkas St | HHW Event |
| Wadena | County Hwy Dept (Otter Tail Region) | 229 Harry Rich Dr | HHW Event |

WASECA COUNTY (1)

| | | | |
|--------|--------------------|------------------|--------------|
| Waseca | Waseca County HHWF | 31080 Highway 13 | HHW Seasonal |
|--------|--------------------|------------------|--------------|



PAINTCARE SITES

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DRAFT

| City/Town | Site Name | Address | Type |
|------------------------------|---|--------------------------|-----------|
| WASHINGTON COUNTY (2) | | | |
| Forest Lake | Transit Ctr (County) | 19987 Fitzgerald Trail N | HHW Event |
| Hugo | Public Works Building (County) | 6900 137th St N | HHW Event |
| WATONWAN COUNTY (2) | | | |
| Madelia | Madelia Lumber (Closed Jan 2020) | 24 Center Ave N | Retail |
| St James | County Public Works (Blue Earth Region) | 1304 7th Ave S | HHW Event |
| WILKIN COUNTY (1) | | | |
| Breckenridge | County Recycling (Otter Tail Region) | 505 8th St S | HHW Event |



PAINTCARE SITES

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DRAFT

| City/Town | Site Name | Address | Type |
|-----------|-----------|---------|------|
|-----------|-----------|---------|------|

3. Large Volume Pick-Up Sites

ANOKA COUNTY (2)

| | | | |
|------------------|--------------------------|--|-----|
| Columbia Heights | [Property Manager/Owner] | | LVP |
| Fridley | [Property Manager/Owner] | | LVP |

CARVER COUNTY (1)

| | | | |
|--------|-----------------------|--|-----|
| Chaska | [Painting Contractor] | | LVP |
|--------|-----------------------|--|-----|

CLAY COUNTY (1)

| | | | |
|---------|-----------------------|--|-----|
| Glyndon | [Painting Contractor] | | LVP |
|---------|-----------------------|--|-----|

DAKOTA COUNTY (2)

| | | | |
|------------|-----------------------|--|-----|
| Hastings | [Painting Contractor] | | LVP |
| So St Paul | [Painting Contractor] | | LVP |

HENNEPIN COUNTY (23)

| | | | |
|---------------|--------------------------|--|------|
| Bloomington | [Property Manager/Owner] | | LVP |
| Bloomington | [Shopping Center] | | LVP |
| Eden Prairie | [Painting Contractor] | | LVP |
| Eden Prairie | [Painting Contractor] | | LVP |
| Eden Prairie | [Property Manager/Owner] | | LVP |
| Golden Valley | [Property Manager/Owner] | | LVP |
| Hopkins | [School or University] | | LVP |
| Maple Grove | [Property Manager/Owner] | | LVP |
| Minneapolis | [City Government] | | LVP |
| Minneapolis | [Hospital] | | LVP |
| Minneapolis | [Painting Contractor] | | RLVP |
| Minneapolis | [Painting Contractor] | | LVP |
| Minneapolis | [Painting Contractor] | | RLVP |
| Minneapolis | [Painting Contractor] | | RLVP |
| Minneapolis | [Property Manager/Owner] | | LVP |
| Minneapolis | [Property Manager/Owner] | | LVP |
| Minneapolis | [Property Manager/Owner] | | LVP |
| Minneapolis | [Property Manager/Owner] | | LVP |
| Plymouth | [Property Manager/Owner] | | LVP |
| St Louis Park | [Hospital] | | LVP |
| St Louis Park | [Property Manager/Owner] | | LVP |
| St Louis Park | [Property Manager/Owner] | | LVP |
| Wayzata | [Property Manager/Owner] | | LVP |



PAINTCARE SITES

CY2020 PAINTCARE SITES IN MINNESOTA - PAGE 19 OF 19

DRAFT

| City/Town | Site Name | Address | Type |
|------------------------------|--------------------------|---------|------|
| OLMSTED COUNTY (1) | | | |
| Rochester | [City Government] | | LVP |
| RAMSEY COUNTY (3) | | | |
| Roseville | [Painting Contractor] | | LVP |
| Roseville | [Property Manager/Owner] | | LVP |
| St Paul | [Property Manager/Owner] | | LVP |
| RENVILLE COUNTY (1) | | | |
| Morton | [Casino Hotel] | | LVP |
| SCOTT COUNTY (2) | | | |
| Savage | [Construction] | | LVP |
| Shakopee | [Construction] | | LVP |
| SHERBURNE COUNTY (1) | | | |
| Elk River | [Household] | | LVP |
| STEARNS COUNTY (2) | | | |
| Cold Spring | [Nursing Home] | | LVP |
| St Cloud | [School or University] | | LVP |
| WABASHA COUNTY (1) | | | |
| Elgin | [Household] | | LVP |
| WASHINGTON COUNTY (1) | | | |
| Stillwater | [Painting Contractor] | | LVP |
| WRIGHT COUNTY (4) | | | |
| Annandale | [Painting Contractor] | | LVP |
| Buffalo | [Construction] | | LVP |
| Hanover | [Painting Contractor] | | LVP |
| Maple Lake | [Painting Contractor] | | LVP |

PaintCare Inc.

Financial Statements
and Independent Auditors' Report

Twelve Month Period Ended December 31, 2020 and 2019

PaintCare Inc.

Financial Statements
Twelve Month Period Ended December 31, 2020 and 2019

Contents

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
PaintCare Inc.

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of December 31, 2020 and 2019; the related statements of activities, functional expenses, and cash flows for twelve month period 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 the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for twelve month period then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

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

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

Vienna, Virginia
March 16, 2021

PaintCare Inc.

Statements of Financial Position
December 31, 2020 and 2019

| | <u>2020</u> | <u>2019</u> |
|---------------------------------------|-----------------------------|-----------------------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 27,911,659 | \$ 11,592,998 |
| Accounts receivable, net | 4,606,670 | 4,160,915 |
| Investments | 59,337,509 | 55,001,406 |
| Prepaid expenses | <u>61,936</u> | <u>93,086</u> |
| | | |
| Total current assets | 91,917,774 | 70,848,405 |
| Intangible assets, net | <u>229,606</u> | <u>242,861</u> |
| | | |
| Total assets | <u><u>\$ 92,147,380</u></u> | <u><u>\$ 71,091,266</u></u> |
| | | |
| Liabilities and Net Assets | | |
| | | |
| Liabilities | | |
| Current liabilities: | | |
| Accounts payable and accrued expenses | \$ 9,305,941 | \$ 7,932,775 |
| Due to affiliate | 2,139,549 | 865,118 |
| Grants payable | <u>100,101</u> | <u>178,865</u> |
| | | |
| Total liabilities | <u>11,545,591</u> | <u>8,976,758</u> |
| | | |
| Net Assets | | |
| Without donor restrictions | <u>80,601,789</u> | <u>62,114,508</u> |
| | | |
| Total net assets | <u>80,601,789</u> | <u>62,114,508</u> |
| | | |
| Total liabilities and net assets | <u><u>\$ 92,147,380</u></u> | <u><u>\$ 71,091,266</u></u> |

See accompanying notes.

PaintCare Inc.

Statements of Activities For the Twelve Month Period Ended December 31, 2020 and 2019

| | 2020 | 2019 |
|---|---------------|---------------|
| Operating Revenue and Support | | |
| Paint recovery fees | \$ 68,107,028 | \$ 60,008,899 |
| Total operating revenue and support | 68,107,028 | 60,008,899 |
| Expenses | | |
| Program and delivery services: | | |
| Oregon | 4,512,687 | 4,375,335 |
| California | 28,771,777 | 31,370,565 |
| Connecticut | 2,856,892 | 3,380,453 |
| Rhode Island | 679,444 | 810,418 |
| Minnesota | 4,758,947 | 5,130,101 |
| Vermont | 718,430 | 817,191 |
| Maine | 1,104,108 | 1,256,277 |
| Colorado | 5,415,908 | 5,866,575 |
| District of Columbia | 442,305 | 398,730 |
| Washington | 102,912 | 41,600 |
| New York | 42,451 | - |
| Total program and delivery services | 49,405,861 | 53,447,245 |
| General and administrative | 4,549,989 | 4,517,663 |
| Total expenses | 53,955,850 | 57,964,908 |
| Change in Net Assets from Operations | 14,151,178 | 2,043,991 |
| Non-Operating Activities | | |
| Investment return, net | 4,336,103 | 5,474,137 |
| Loss on disposal of intangible assets | - | (102,362) |
| Total non-operating activities | 4,336,103 | 5,371,775 |
| Change in Net Assets | 18,487,281 | 7,415,766 |
| Net Assets, beginning of period | 62,114,508 | 54,698,742 |
| Net Assets, end of period | \$ 80,601,789 | \$ 62,114,508 |

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Twelve Month Period Ended December 31, 2020

| | Program and Delivery Services | | | | | | | | | | | General and Administrative | Total |
|----------------------------------|-------------------------------|----------------------|---------------------|-------------------|---------------------|-------------------|---------------------|---------------------|----------------------|-------------------|------------------|----------------------------|----------------------|
| | Oregon | California | Connecticut | Rhode Island | Minnesota | Vermont | Maine | Colorado | District of Columbia | Washington | New York | | |
| Expenses | | | | | | | | | | | | | |
| Salaries and related benefits | \$ 115,544 | \$ 915,713 | \$ 98,382 | \$ 32,368 | \$ 234,884 | \$ 41,696 | \$ 88,330 | \$ 189,256 | \$ 12,189 | \$ 38,029 | \$ - | \$ 1,590,724 | \$ 3,357,115 |
| Collection support | 16,389 | 3,016,941 | 441,778 | 118,762 | 347,899 | 65,962 | 138,956 | 439,593 | 29,239 | 1,989 | - | - | 4,617,508 |
| Transportation and processing | 4,280,130 | 21,897,673 | 2,154,995 | 448,261 | 4,064,857 | 576,586 | 791,393 | 3,909,731 | 208,547 | - | - | - | 38,332,173 |
| Communications | 33,851 | 2,428,492 | 124,160 | 73,060 | 76,892 | 1,608 | 1,315 | 733,929 | 161,728 | 19,256 | 1,178 | 10,688 | 3,666,157 |
| Legal fees | - | 5,784 | - | - | - | - | - | 5,794 | 1,913 | 81 | 13,617 | 52,033 | 79,222 |
| State agency administrative fees | 40,000 | 402,584 | 22,400 | - | 17,171 | 30,000 | 78,919 | 120,000 | 26,468 | 22,700 | 10,000 | - | 770,242 |
| Professional fees | 647 | 11,800 | 3,358 | 597 | 1,593 | 400 | 781 | 611 | 541 | 14,750 | 3,486 | 110,538 | 149,102 |
| Office and supplies | 7,522 | 13,525 | 396 | 99 | 1,584 | - | 156 | 734 | - | 1,787 | 293 | 24,531 | 50,627 |
| Subscriptions and publications | 869 | 16,291 | 145 | 43 | 1,537 | 60 | 217 | 386 | - | 472 | - | 62,525 | 82,545 |
| Professional development | 2,580 | 18,009 | 5,336 | 3,692 | 3,157 | 125 | 2,281 | 5,245 | - | 650 | 4,626 | 12,181 | 57,882 |
| Travel | 5,258 | 42,983 | 5,167 | 1,597 | 9,220 | 1,956 | 499 | 7,182 | 1,606 | 2,455 | 6,533 | 24,411 | 108,867 |
| Meetings | 65 | 1,945 | 64 | 101 | 153 | - | - | 162 | 74 | 10 | 2,718 | 1,737 | 7,029 |
| Bank fees | 1,050 | - | 661 | 790 | - | - | 1,076 | - | - | 210 | - | 103,441 | 107,228 |
| Management fees | - | - | - | - | - | - | - | - | - | - | - | 2,230,558 | 2,230,558 |
| Insurance | - | - | - | - | - | - | - | - | - | - | - | 254,832 | 254,832 |
| Amortization | - | - | - | - | - | - | - | - | - | - | - | 63,355 | 63,355 |
| Other expenses | 8,782 | 37 | 50 | 74 | - | 37 | 185 | 3,285 | - | 523 | - | 8,435 | 21,408 |
| Total Expenses | \$ 4,512,687 | \$ 28,771,777 | \$ 2,856,892 | \$ 679,444 | \$ 4,758,947 | \$ 718,430 | \$ 1,104,108 | \$ 5,415,908 | \$ 442,305 | \$ 102,912 | \$ 42,451 | \$ 4,549,989 | \$ 53,955,850 |

See accompanying notes.

PaintCare Inc.

Statement of Functional Expenses
For the Twelve Month Period Ended December 31, 2019

| | Program and Delivery Services | | | | | | | | | | General and Administrative | Total |
|----------------------------------|-------------------------------|----------------------|---------------------|-------------------|---------------------|-------------------|---------------------|---------------------|----------------------|------------------|----------------------------|----------------------|
| | Oregon | California | Connecticut | Rhode Island | Minnesota | Vermont | Maine | Colorado | District of Columbia | Washington | | |
| Expenses | | | | | | | | | | | | |
| Salaries and related benefits | \$ 118,230 | \$ 894,784 | \$ 95,322 | \$ 28,440 | \$ 154,247 | \$ 39,445 | \$ 84,316 | \$ 198,284 | \$ 12,591 | \$ 22,567 | \$ 1,428,787 | \$ 3,077,013 |
| Collection support | 15,548 | 3,215,403 | 461,459 | 109,772 | 433,216 | 87,579 | 125,267 | 540,981 | 35,685 | - | - | 5,024,910 |
| Transportation and processing | 4,110,650 | 23,255,793 | 2,242,897 | 492,977 | 4,275,146 | 674,900 | 928,091 | 4,159,813 | 215,033 | - | - | 40,355,300 |
| Communications | 40,951 | 3,312,079 | 530,808 | 151,847 | 196,402 | 6,426 | 9,365 | 645,660 | 86,642 | - | 55,628 | 5,035,808 |
| Legal fees | 7,018 | 79,845 | 10,674 | 14,881 | 9,903 | - | 8,416 | 9,935 | 9,915 | 8,849 | 48,140 | 207,576 |
| State agency administrative fees | 40,000 | 307,617 | 20,000 | - | 19,891 | - | 71,003 | 120,000 | 26,000 | - | - | 604,511 |
| Professional fees | 5,687 | 29,019 | 5,596 | 769 | 2,950 | 2,829 | 3,541 | 34,443 | 346 | 193 | 133,265 | 218,638 |
| Office and supplies | 439 | 3,176 | 218 | 359 | 1,809 | 353 | 100 | 2,007 | 155 | 445 | 28,659 | 37,720 |
| Subscriptions and publications | 866 | 3,978 | 172 | 46 | 1,358 | 61 | 130 | 869 | 2 | 9 | 64,005 | 71,496 |
| Professional development | 1,150 | 23,657 | 3,822 | 564 | 6,082 | 50 | 2,633 | 7,826 | - | 73 | 32,959 | 78,816 |
| Travel | 16,946 | 137,953 | 8,602 | 9,918 | 18,175 | 5,471 | 11,825 | 43,946 | 11,959 | 9,098 | 144,209 | 418,102 |
| Meetings | 623 | 7,210 | 583 | 545 | 1,557 | 37 | 148 | 2,478 | 92 | 366 | 20,187 | 33,826 |
| Bank fees | 1,025 | - | - | - | - | - | 657 | - | - | - | 68,264 | 69,946 |
| Management fees | - | - | - | - | - | - | - | - | - | - | 2,161,926 | 2,161,926 |
| Insurance | - | - | - | - | - | - | - | - | - | - | 235,750 | 235,750 |
| Amortization | - | - | - | - | - | - | - | - | - | - | 95,343 | 95,343 |
| Research and development grant | - | 100,000 | - | - | - | - | - | 100,000 | - | - | - | 200,000 |
| Other expenses | 16,202 | 51 | 300 | 300 | 9,365 | 40 | 10,785 | 333 | 310 | - | 541 | 38,227 |
| Total Expenses | \$ 4,375,335 | \$ 31,370,565 | \$ 3,380,453 | \$ 810,418 | \$ 5,130,101 | \$ 817,191 | \$ 1,256,277 | \$ 5,866,575 | \$ 398,730 | \$ 41,600 | \$ 4,517,663 | \$ 57,964,908 |

See accompanying notes.

PaintCare Inc.

Statements of Cash Flows For the Twelve Month Period Ended December 31, 2020 and 2019

| | 2020 | 2019 |
|---|-----------------------------|-----------------------------|
| Cash Flows from Operating Activities | | |
| Change in net assets | \$ 18,487,281 | \$ 7,415,766 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Amortization | 63,355 | 95,343 |
| Loss on disposal of intangible assets | - | 102,363 |
| Net realized and unrealized gain on investments | (3,292,809) | (4,345,580) |
| Change in allowance for doubtful accounts receivable | (4,276) | 21,275 |
| Change in operating assets and liabilities: | | |
| (Increase) decrease in: | | |
| Accounts receivable | (441,479) | 1,496,591 |
| Prepaid expenses | 31,150 | 82,151 |
| Increase (decrease) in: | | |
| Accounts payable and accrued expenses | 1,373,166 | 91,334 |
| Due to affiliate | 1,274,431 | (349,310) |
| Grants payable | (78,764) | 178,865 |
| Net cash provided by operating activities | <u>17,412,055</u> | <u>4,788,798</u> |
| Cash Flows from Investing Activities | | |
| Purchases of investments | (13,411,519) | (16,493,716) |
| Proceeds from sale of investments | 12,368,225 | 10,365,160 |
| Purchases of intangible assets | <u>(50,100)</u> | <u>-</u> |
| Net cash used in investing activities | <u>(1,093,394)</u> | <u>(6,128,556)</u> |
| Net Increase (Decrease) in Cash | 16,318,661 | (1,339,758) |
| Cash, beginning of period | <u>11,592,998</u> | <u>12,932,756</u> |
| Cash, end of period | <u><u>\$ 27,911,659</u></u> | <u><u>\$ 11,592,998</u></u> |

See accompanying notes.

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

1. Nature of Operations

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

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

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

PaintCare’s financial statements are prepared on the accrual basis of accounting. Net assets without donor restrictions represent funds that are not subject to donor-imposed stipulations and are available for support of PaintCare’s operations. At December 31, 2020 and 2019, all net assets were without donor restrictions.

Cash Equivalents

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

Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management’s judgment considering historical information. Accounts are individually analyzed for collectability, and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At December 31, 2020 and 2019 an allowance of \$59,899 and \$64,175, respectively, was recognized.

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

2. Summary of Significant Accounting Policies (continued)

Investments

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

Intangible Assets

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

Grants Payable

Grants payable represent amounts awarded to organizations for the Innovation Recycling Grant Competition. These funds were committed as of June 30, 2019 and will be paid out over a maximum period of three years on a reimbursement-only basis. Grants payable are included in the accompanying statements of financial position, totaling \$100,101 and \$178,865 at December 31, 2020 and 2019, respectively.

Revenue Recognition

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

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

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

Revenue from all other sources is recognized when earned.

Functional Allocation of Expenses

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

Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$3,666,157 and \$5,035,808 for the twelve month period ended December 31, 2020 and 2019, respectively.

Use of Estimates

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

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

2. Summary of Significant Accounting Policies (continued)

Measure of Operations

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

Reclassifications

Certain amounts in the 2019 financial statements have been reclassified to conform to the 2020 presentation. These reclassifications have no effect on the change in net assets previously reported.

Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through March 16, 2021, the date the financial statements were available to be issued.

3. Liquidity and Availability

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

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

| | <u>2020</u> | <u>2019</u> |
|--|----------------------|----------------------|
| Cash and cash equivalents | \$ 27,911,659 | \$ 11,592,998 |
| Accounts receivable, net | 4,606,670 | 4,160,915 |
| Investments, short term | <u>41,826,898</u> | <u>36,413,680</u> |
| Total available for general expenditures | <u>\$ 74,345,227</u> | <u>\$ 52,167,593</u> |

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

4. Concentration of Credit Risk

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

5. Accounts Receivable

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

| | 2020 | 2019 |
|---------------------------------------|---------------------|---------------------|
| California | \$ 2,679,700 | \$ 2,763,506 |
| Colorado | 475,008 | 380,255 |
| Minnesota | 549,549 | 344,682 |
| Oregon | 451,841 | 342,296 |
| Connecticut | 246,193 | 180,242 |
| Maine | 95,524 | 64,647 |
| Rhode Island | 64,709 | 56,740 |
| District of Columbia | 45,288 | 43,739 |
| Vermont | 58,757 | 48,983 |
| Total accounts receivable | 4,666,569 | 4,225,090 |
| Less: allowance for doubtful accounts | (59,899) | (64,175) |
| Accounts receivable, net | <u>\$ 4,606,670</u> | <u>\$ 4,160,915</u> |

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

6. Investments and Fair Value Measurements

Net investment return consisted of the following for the twelve month period ended December 31:

| | <u>2020</u> | <u>2019</u> |
|----------------------------------|---------------------|---------------------|
| Interest and dividend income | \$ 1,214,814 | \$ 1,273,968 |
| Net realized and unrealized gain | 3,292,809 | 4,345,580 |
| Investment fees | <u>(171,520)</u> | <u>(145,411)</u> |
| Total investment return, net | <u>\$ 4,336,103</u> | <u>\$ 5,474,137</u> |

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

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

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

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

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

6. Investments and Fair Value Measurements (continued)

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

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

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

6. Investments and Fair Value Measurements (continued)

The following table presents PaintCare's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2019:

| | Level 1 | Level 2 | Level 3 | Total |
|--------------------------|----------------------|----------------------|-------------|----------------------|
| Equities: | | | | |
| Energy | \$ 623,221 | \$ - | \$ - | \$ 623,221 |
| Materials | 581,943 | - | - | 581,943 |
| Industrials | 1,763,731 | - | - | 1,763,731 |
| Consumer discretionary | 1,655,869 | - | - | 1,655,869 |
| Consumer staples | 1,328,062 | - | - | 1,328,062 |
| Health care | 2,053,925 | - | - | 2,053,925 |
| Financials | 2,428,028 | - | - | 2,428,028 |
| Information technology | 2,985,474 | - | - | 2,985,474 |
| Telecommunication | | | | |
| service | 1,414,594 | - | - | 1,414,594 |
| Utilities | 631,352 | - | - | 631,352 |
| Real estate | 759,835 | - | - | 759,835 |
| Bend | 90,500 | - | - | 90,500 |
| Mutual funds: | | | | |
| Exchange traded funds | 5,328,669 | - | - | 5,328,669 |
| Fixed income | 9,119,232 | - | - | 9,119,232 |
| Corporate bonds | 7,793,600 | - | - | 7,793,600 |
| Cash equivalents | 1,433,252 | - | - | 1,433,252 |
| Government securities: | | | | |
| U.S. Treasury | - | 10,741,457 | - | 10,741,457 |
| U.S. Agency | - | 4,268,662 | - | 4,268,662 |
| Total investments | \$ 39,991,287 | \$ 15,010,119 | \$ - | \$ 55,001,406 |

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

7. Intangible Assets

Intangible assets consist of the following at December 31:

| | <u>2020</u> | <u>2019</u> |
|--------------------------------|-------------------|-------------------|
| Software | \$ 404,839 | \$ 354,739 |
| Less: accumulated amortization | <u>(175,233)</u> | <u>(111,878)</u> |
| Intangible assets, net | <u>\$ 229,606</u> | <u>\$ 242,861</u> |

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

| | |
|-------------------------------|-------------------|
| 2021 | \$ 63,355 |
| 2022 | 63,355 |
| 2023 | 63,355 |
| 2024 | <u>39,541</u> |
| Future estimated amortization | <u>\$ 229,606</u> |

8. Related Party

ACA, a related party, is a separate, 501(c)(6) nonprofit organization working to advance the needs of the paint and coatings industry and the professionals who work in it. 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.

PaintCare Inc.

Notes to Financial Statements
December 31, 2020 and 2019

8. Related Party (continued)

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

For the twelve month period ended December 31, 2020 and 2019, the total administrative fees charged by ACA to PaintCare were \$2,230,558 and \$2,161,926, respectively. At December 31, 2020 and 2019, PaintCare owed ACA \$2,139,549 and \$865,118, respectively, which is recorded as due to affiliate in the accompanying statements of financial position.

9. Income Taxes

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

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

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

SUPPLEMENTARY INFORMATION

PaintCare Inc.
Schedule of Activities, Organized by Program
For the Twelve Month Period Ended December 31, 2020

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

PaintCare Inc.

Schedule of Activities, Organized by Program
For the Twelve Month Period Ended December 31, 2019

| | Oregon | California | Connecticut | Rhode Island | Minnesota | Vermont | Maine | Colorado | District of Columbia | Washington | General and Administrative | Total |
|--|-------------------|----------------------|---------------------|-------------------|-------------------|---------------------|-------------------|---------------------|----------------------|-----------------|----------------------------|----------------------|
| Operating Revenue and Support | | | | | | | | | | | | |
| Paint recovery fees | \$ 5,669,810 | \$ 34,287,202 | \$ 3,423,301 | \$ 934,494 | \$ 6,191,647 | \$ 856,215 | \$ 1,308,974 | \$ 6,691,728 | \$ 645,528 | \$ - | \$ - | \$ 60,008,899 |
| Total operating revenue and support | 5,669,810 | 34,287,202 | 3,423,301 | 934,494 | 6,191,647 | 856,215 | 1,308,974 | 6,691,728 | 645,528 | - | - | 60,008,899 |
| Expenses | | | | | | | | | | | | |
| Program and delivery services: | | | | | | | | | | | | |
| Collection support | 15,547 | 3,215,405 | 461,461 | 109,774 | 433,216 | 87,580 | 125,269 | 540,981 | 35,685 | - | - | 5,024,918 |
| Transportation and processing | 4,110,650 | 23,255,792 | 2,242,898 | 492,977 | 4,275,145 | 674,900 | 928,090 | 4,159,813 | 215,034 | - | - | 40,355,299 |
| Communications | 40,951 | 3,312,079 | 530,809 | 151,845 | 196,402 | 6,426 | 9,367 | 645,660 | 86,641 | - | - | 4,980,180 |
| Legal fees | 7,018 | 79,845 | 10,674 | 14,881 | 9,903 | - | 8,415 | 9,935 | 9,915 | 8,849 | - | 159,435 |
| State agency administrative fees | 40,000 | 307,617 | 20,000 | - | 19,890 | - | 71,003 | 120,000 | 26,000 | - | - | 604,510 |
| Other program expenses | 161,169 | 1,199,827 | 114,611 | 40,941 | 195,545 | 48,285 | 114,133 | 390,186 | 25,455 | 32,751 | - | 2,322,903 |
| Total program and delivery services | 4,375,335 | 31,370,565 | 3,380,453 | 810,418 | 5,130,101 | 817,191 | 1,256,277 | 5,866,575 | 398,730 | 41,600 | - | 53,447,245 |
| General and administrative: | | | | | | | | | | | | |
| Legal fees | - | - | - | - | - | - | - | - | - | - | 48,140 | 48,140 |
| Management fees | - | - | - | - | - | - | - | - | - | - | 2,161,926 | 2,161,926 |
| Insurance | - | - | - | - | - | - | - | - | - | - | 235,750 | 235,750 |
| Other expense | - | - | - | - | - | - | - | - | - | - | 2,071,847 | 2,071,847 |
| Total general and administrative | - | - | - | - | - | - | - | - | - | - | 4,517,663 | 4,517,663 |
| Total expenses | 4,375,335 | 31,370,565 | 3,380,453 | 810,418 | 5,130,101 | 817,191 | 1,256,277 | 5,866,575 | 398,730 | 41,600 | 4,517,663 | 57,964,908 |
| Change in Net Assets from Operations | 1,294,475 | 2,916,637 | 42,848 | 124,076 | 1,061,546 | 39,024 | 52,697 | 825,153 | 246,798 | (41,600) | (4,517,663) | 2,043,991 |
| Non-Operating Activities | | | | | | | | | | | | |
| Investment return, net | - | - | - | - | - | - | - | - | - | - | 5,474,137 | 5,474,137 |
| Loss on disposal of intangible assets | - | - | - | - | - | - | - | - | - | - | (102,362) | (102,362) |
| Change in Net Assets Before Allocation of General and Administrative Activities | 1,294,475 | 2,916,637 | 42,848 | 124,076 | 1,061,546 | 39,024 | 52,697 | 825,153 | 246,798 | (41,600) | 854,112 | 7,415,766 |
| General and administrative allocation | (299,140) | (2,908,883) | (279,075) | (82,187) | (414,144) | (48,859) | (103,722) | (392,692) | (46,984) | (44,338) | 4,620,024 | - |
| Investment allocation | - | 4,919,764 | - | - | 24,372 | (51,223) | (352) | 537,206 | 44,369 | - | (5,474,136) | - |
| Total Change in Net Assets | 995,335 | 4,927,518 | (236,227) | 41,889 | 671,774 | (61,058) | (51,377) | 969,667 | 244,183 | (85,938) | - | 7,415,766 |
| Net Assets (Deficit), beginning of period | (789,708) | 46,750,478 | 3,309,922 | 783,576 | (273,220) | (492,751) | 167,476 | 4,887,696 | 355,273 | - | - | 54,698,742 |
| Net Assets (Deficit), end of period | \$ 205,627 | \$ 51,677,996 | \$ 3,073,695 | \$ 825,465 | \$ 398,554 | \$ (553,809) | \$ 116,099 | \$ 5,857,363 | \$ 599,456 | (85,938) | \$ - | \$ 62,114,508 |

**Appendix
Section C**



Minnesota Paint Stewardship Program

Each year about 800 million gallons of architectural paint is sold in the United States. Did you know that about 10 percent goes unused and is available for recycling?

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

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

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

PaintCare Products

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

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

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

⊘ Non-PaintCare Products

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

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

MN-BREN-0820



Recycle

with PaintCare



MINNESOTA

Places to Take Leftover Paint

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

How to Recycle

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

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

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

Who Can Use the Program?

Households can bring as much latex or oil-based paint as the site is willing to accept.

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

Large Volume Pickup

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

PaintCare Fee

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

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

Not a Deposit

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

Contact Us

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

Mini Card



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

Recycle with PaintCare

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

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

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

LEARN MORE

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



Paint Recycling Program

About the Minnesota PaintCare Program

PAINTCARE

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

✔ PAINTCARE PRODUCTS

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

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

✘ NON-PAINTCARE PRODUCTS

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

PAINTCARE FEE

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

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

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



Recycle with PaintCare

MN-PIEN-0820

WE CAN HELP
Recycle
 YOUR PAINT
www.paintcare.org

Paint Recycling Made Easy

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

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



What types of paint products can be recycled in Minnesota?

✓ **PAINTCARE PRODUCTS**
 (YOU CAN RECYCLE THESE)

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

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

✗ **NON-PAINTCARE PRODUCTS**

Leaking, unlabeled, and empty containers are not accepted.

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

PROGRAM FUNDING

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

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

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



Information for Painting Contractors

UPDATED — JANUARY 2021

How do paint stewardship laws affect painting contractors?

Paint Recycling Made Easy

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

Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take leftover architectural paint, free of charge. Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, and household hazardous waste facilities. Participation as a drop-off site is voluntary. There are more than 1,800 drop-off sites across all PaintCare programs. To find a drop-off location, visit www.paintcare.org.

Fee and Funding

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

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

California, Colorado, Connecticut, Maine, Rhode Island

\$ 0.00 — Half pint or smaller

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

\$ 0.75 — 1 gallon

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

District of Columbia, Oregon, Washington

\$ 0.00 — Half pint or smaller

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

\$ 0.95 — 1 gallon up to 2 gallons

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

Minnesota

\$ 0.00 — Half pint or smaller

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

\$ 0.99 — 1 gallon up to 2 gallons

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

Vermont

\$ 0.00 — Half pint or smaller

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

\$ 0.99 — 1 gallon

\$ 1.99 — Larger than 1 gallon up to 5 gallons

New York

The fee structure for New York is not yet known. PaintCare will propose a fee structure in the program plan for New York, and it will be based on the anticipated costs to run the program. The fee must be approved by the state oversight agency. Visit www.paintcare.org for updates.

RECOMMENDATIONS FOR CONTRACTORS

Preparing Estimates

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

Pass Fee to Customers

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

Convenient Paint Drop-Off Sites

With paint drop-off sites conveniently located throughout PaintCare states, anyone can drop off their leftover paint year round. Many contractors report clearing out their storage spaces and no longer stockpiling paint.

Contractors now have an answer for customers who ask what to do with old paint they no longer want; they can recommend that they use PaintCare drop-off sites too.

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

Pickup Service for Large Volumes

Painting contractors, property managers, and others with at least 200 gallons of leftover paint to recycle may qualify to have their paint picked up by PaintCare for free. To learn more about this service or to request an appointment, visit www.paintcare.org/pickup or call (855) PAINT09.

Business Limits

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

What Products Are Covered?

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

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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



Large Volume Pickup (LVP) Service

UPDATED — JANUARY 2021

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

Who Is PaintCare?

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

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 households and businesses may take their unwanted paint for no charge. Sites set their own limits on the volume of paint they accept from customers per visit (usually from 5 to 20 gallons). To find a drop-off site near you, please use PaintCare's site locator at www.paintcare.org or call (855) PAINT09.

Large Volume Pickups

For those who have accumulated a large volume of paint, PaintCare offers a pickup service. Large volume means at least 200 gallons, measured by container size (not liquid volume). On a case-by-case basis, PaintCare may approve a pickup for less than 200 gallons. After two or three pickups, you may be switched to a repeat pickup service (see next page).

Drums and Bulked Paint Are Not Accepted

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

HOW TO REQUEST A LARGE VOLUME PICKUP

1) Sort and count your paint

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

2) Fill out the LVP Request Form

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

Scheduling

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

On the Day of Your Pickup

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



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

Repeat Service for Large Volume Pickups

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

Business Limits

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

If You Have Products We Don't Accept

PaintCare 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 households contact their local household hazardous waste (HHW) program. Businesses should contact their local HHW program to determine if they are eligible to participate. Some HHW programs allow businesses to use their program for a modest fee. Otherwise, businesses should contact a licensed hazardous waste transportation company.

What Products Are Covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in containers that are no larger than 5 gallons. They do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

PAINTCARE PRODUCTS

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

NON-PAINTCARE PRODUCTS

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

**Appendix
Section D**



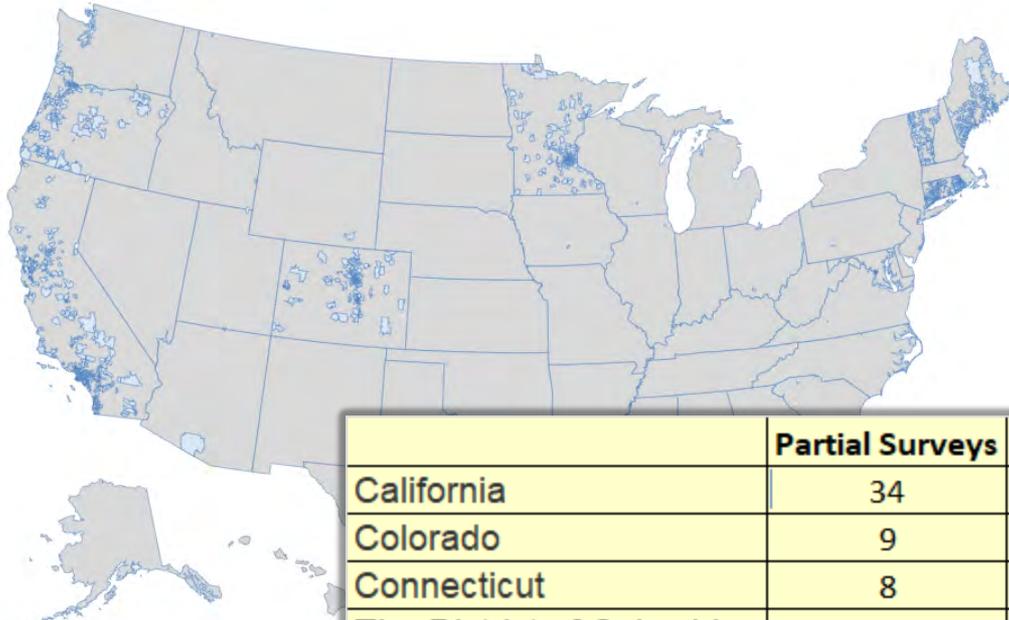
FY20 Awareness Survey Results

prepared by



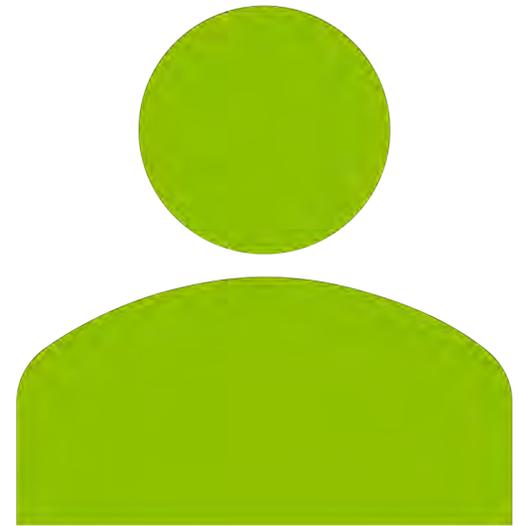
Response Summary

- ❖ Surveys were conducted in two phases in alignment with differing fiscal years:
 - Phase I November 2019: Colorado, Oregon, and the District of Columbia
 - Phase II March 2020: California, Connecticut, Maine, Minnesota, Rhode Island, and Vermont



| | Partial Surveys | Full Surveys | Total Surveys | Margin of Error* |
|--------------------------|-----------------|--------------|---------------|------------------|
| California | 34 | 655 | 689 | +/-3% |
| Colorado | 9 | 274 | 283 | +/-5% |
| Connecticut | 8 | 264 | 272 | +/-5% |
| The District of Columbia | 5 | 252 | 257 | +/-5% |
| Maine | 18 | 253 | 271 | +/-5% |
| Minnesota | 10 | 260 | 270 | +/-5% |
| Oregon | 21 | 250 | 271 | +/-5% |
| Rhode Island | 14 | 250 | 264 | +/-5% |
| Vermont | 2 | 150 | 152 | +/-7% |
| Total | 121 | 2608 | 2729 | |

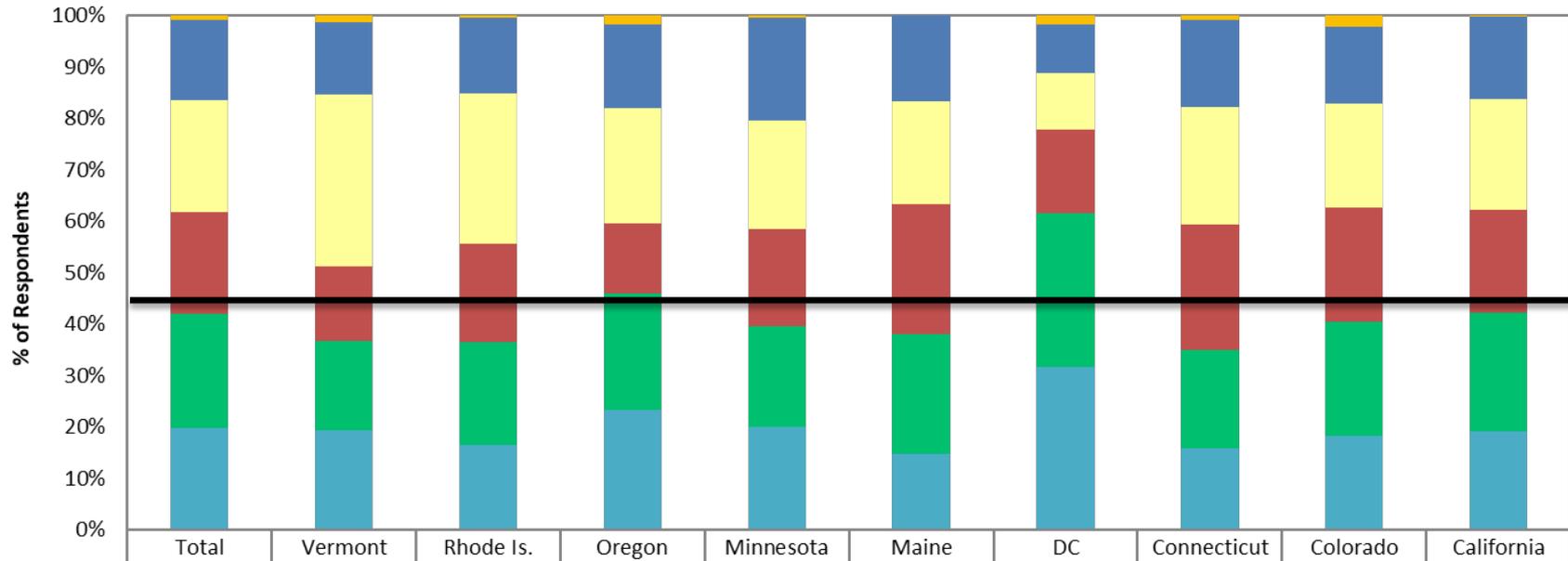
RESPONDENT PROFILES



Profile of Respondents - Age

- ❖ A good mix of age ranges were represented in each state's/district's sample.
- ❖ The median age was 41-50 in all states except D.C. where it was 31-40.

Respondent Age



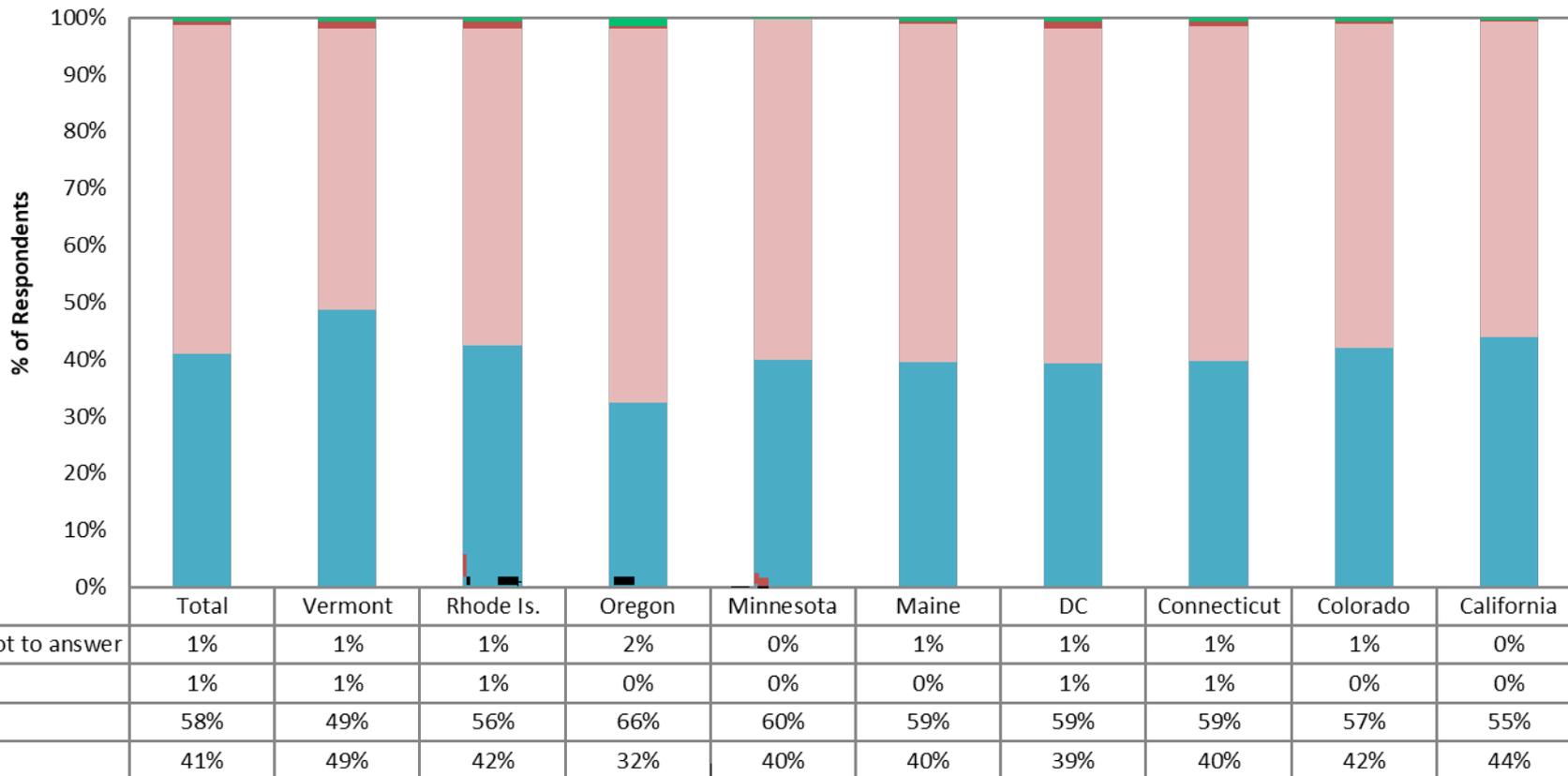
| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|------------------------|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| I prefer not to answer | 1% | 1% | 0% | 2% | 0% | 0% | 2% | 1% | 2% | 0% |
| 61+ | 16% | 14% | 15% | 16% | 20% | 17% | 10% | 17% | 15% | 16% |
| 51-60 | 22% | 33% | 29% | 22% | 21% | 20% | 11% | 23% | 20% | 22% |
| 41-50 | 20% | 15% | 19% | 14% | 19% | 25% | 16% | 25% | 22% | 20% |
| 31-40 | 22% | 17% | 20% | 23% | 20% | 23% | 30% | 19% | 22% | 23% |
| 18-30 | 20% | 19% | 16% | 23% | 20% | 15% | 32% | 16% | 18% | 19% |

Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents - Gender

- ❖ 41% of all respondents were men; 58%, women.
- ❖ Very few declined to share this information or provided an “other” response.

Gender Identity

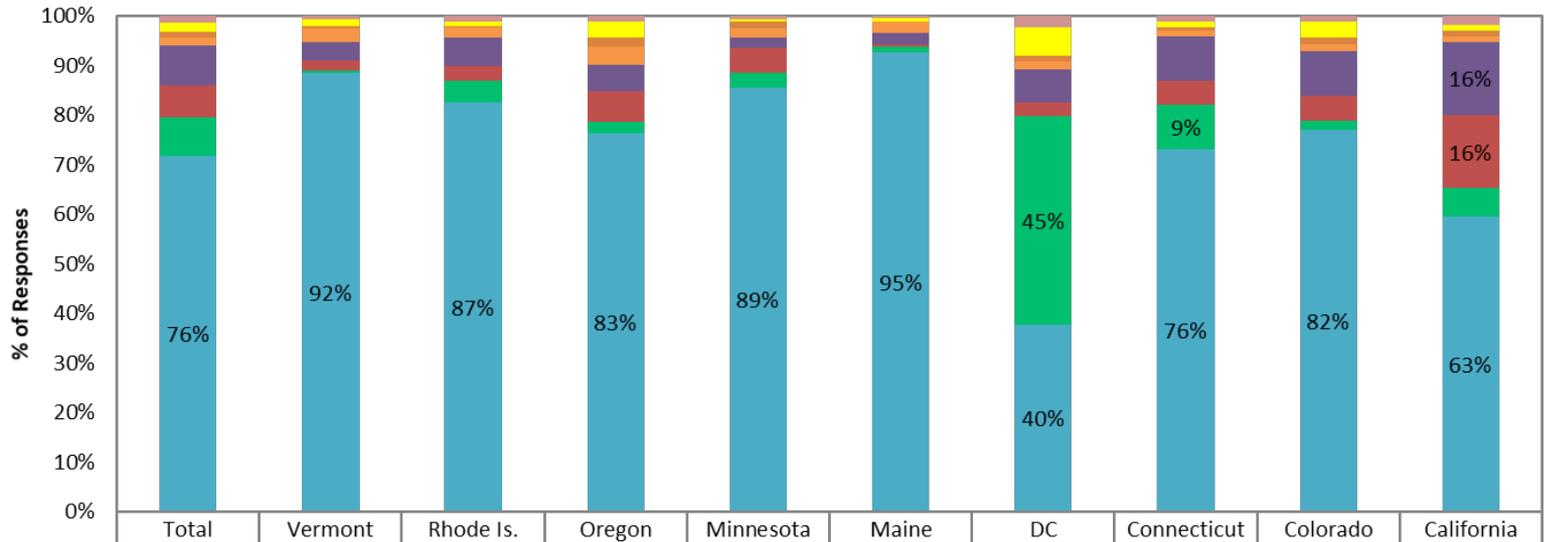


Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents - Ethnicity

- ❖ 76% of all respondents identified themselves as Caucasian.
- ❖ However, there were variances within states/the district consistent with census data. For example, Washington D.C. had the highest proportion of African American respondents; California, the highest proportion of Hispanic and Asian respondents.

Respondent Ethnicity



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---------------------------------|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| Other | 1% | 1% | 1% | 1% | 1% | 0% | 2% | 1% | 1% | 2% |
| I prefer not to answer | 2% | 1% | 1% | 4% | 0% | 1% | 6% | 1% | 4% | 1% |
| Pacific Islander | 1% | 1% | 0% | 2% | 2% | 0% | 1% | 1% | 1% | 1% |
| American Indian/Native American | 2% | 3% | 2% | 4% | 2% | 2% | 2% | 1% | 1% | 1% |
| Hispanic/Latino | 8% | 4% | 6% | 6% | 2% | 2% | 7% | 9% | 9% | 16% |
| Asian | 7% | 2% | 3% | 7% | 5% | 0% | 3% | 5% | 5% | 16% |
| Black/African American | 8% | 1% | 4% | 2% | 3% | 1% | 45% | 9% | 2% | 6% |
| White/Caucasian | 76% | 92% | 87% | 83% | 89% | 95% | 40% | 76% | 82% | 63% |

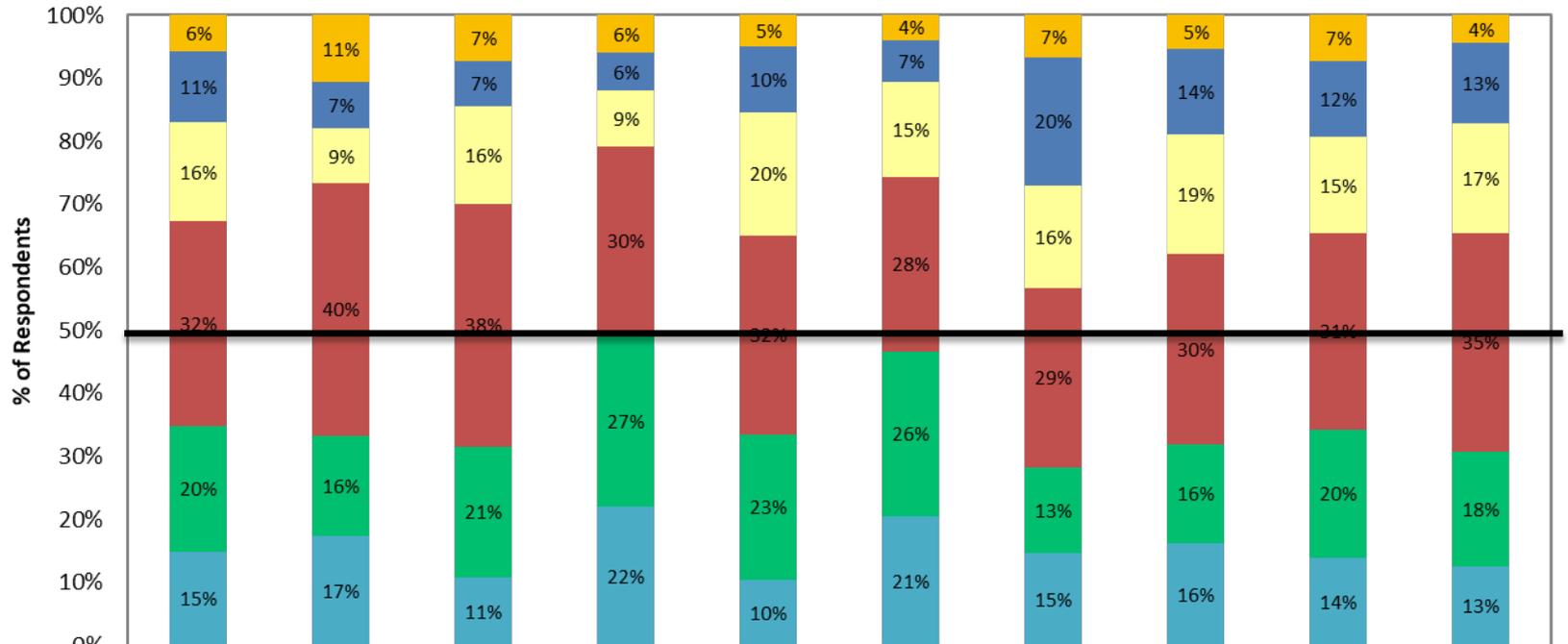
Other Ethnicities: Arab, Jew, Armenian, German, Swedish, Italian, Mixed, Human

Sample Sizes: Total 2596; Vermont 150; Rhode Island 246; Oregon 249; Minnesota 259; Maine 253; DC 252; Connecticut 264; Colorado 274; California 649

Profile of Respondents - Income

❖ The median household income level for respondents in each state/district was \$50-99K.

Respondent Annual Household Income



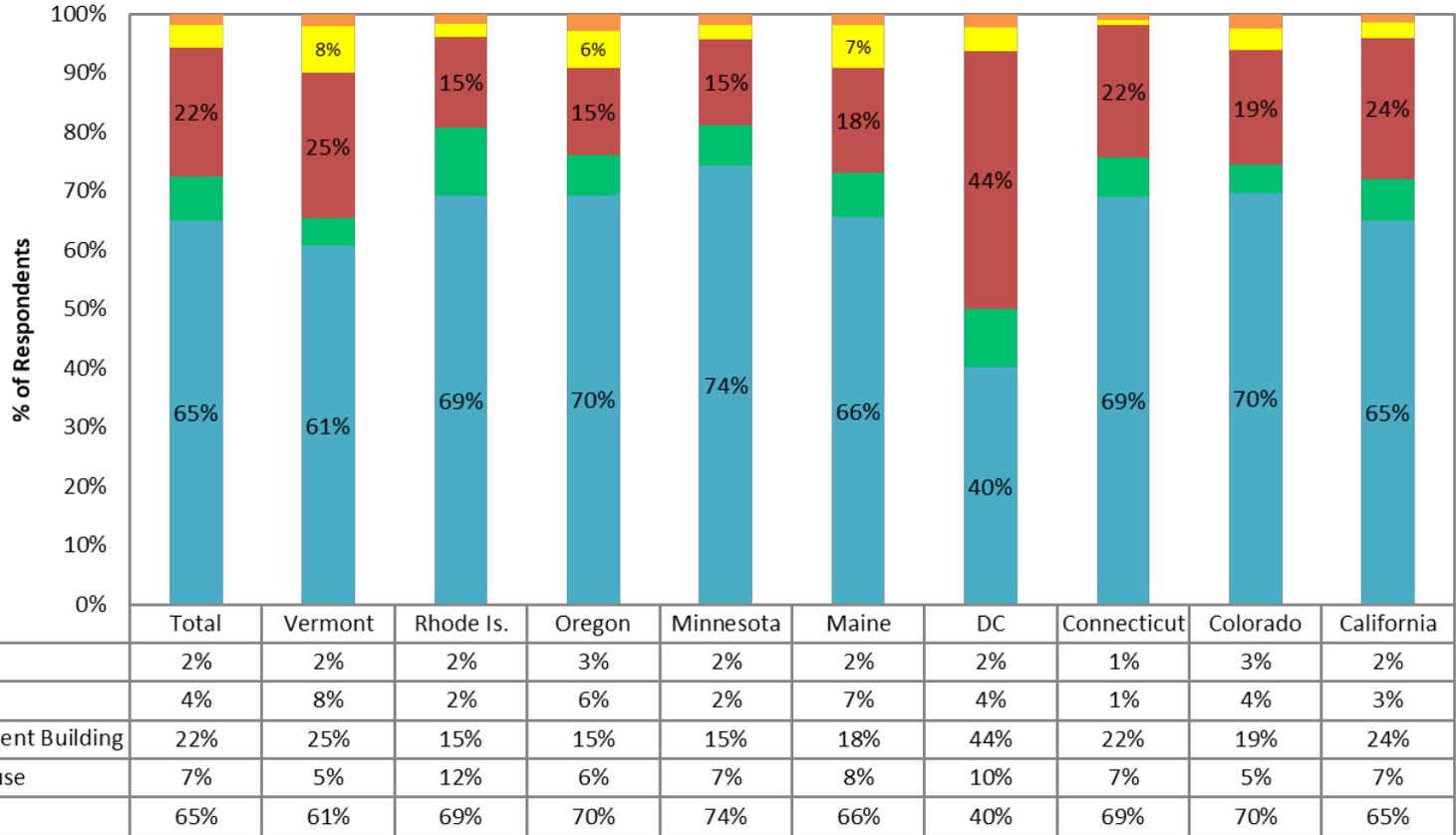
| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|------------------------|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| I prefer not to answer | 6% | 11% | 7% | 6% | 5% | 4% | 7% | 5% | 7% | 4% |
| More than \$150,000 | 11% | 7% | 7% | 6% | 10% | 7% | 20% | 14% | 12% | 13% |
| \$100,000 to \$149,000 | 16% | 9% | 16% | 9% | 20% | 15% | 16% | 19% | 15% | 17% |
| \$50,000 to \$99,999 | 32% | 40% | 38% | 30% | 32% | 28% | 29% | 30% | 31% | 35% |
| \$25,000 to \$49,999 | 20% | 16% | 21% | 27% | 23% | 26% | 13% | 16% | 20% | 18% |
| \$24,999 or less | 15% | 17% | 11% | 22% | 10% | 21% | 15% | 16% | 14% | 13% |

Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents - Income

- ❖ Most respondents live in single-family homes.
- ❖ Condominium/apartment living was more predominant in Washington D.C.

Respondent Dwelling Type

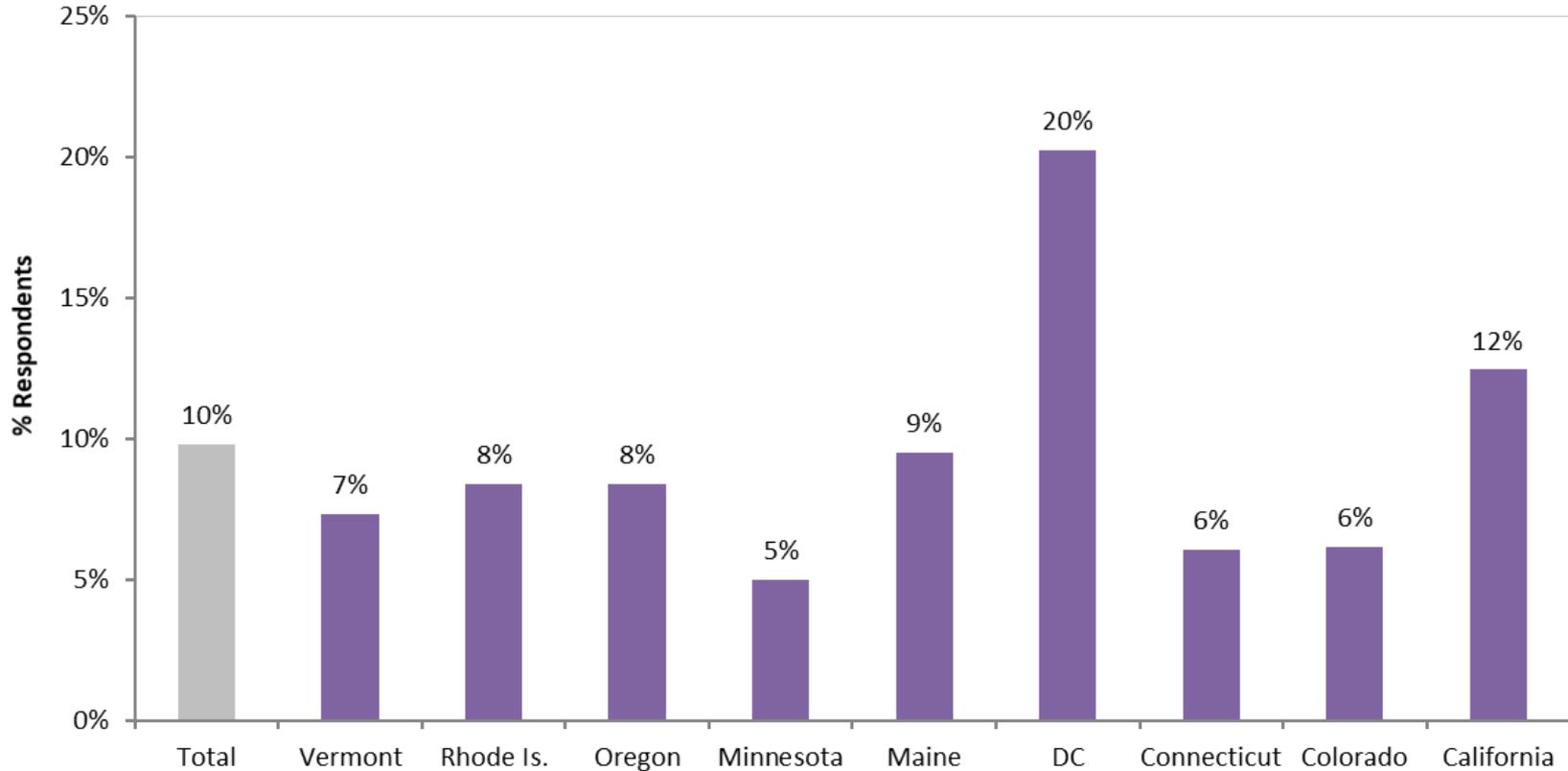


Sample Sizes: Total 2608; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 264; Colorado 274; California 655

Profile of Respondents – Paint-Related Profession

- ❖ 10% of those surveyed said they painted professionally—consistent with 2018 findings.
- ❖ There were significant variances between states. As in 2018, the percentage of those who said they painted professionally was highest in Washington D.C and lowest in Minnesota.

Do you paint professionally (NOT as an artist)?

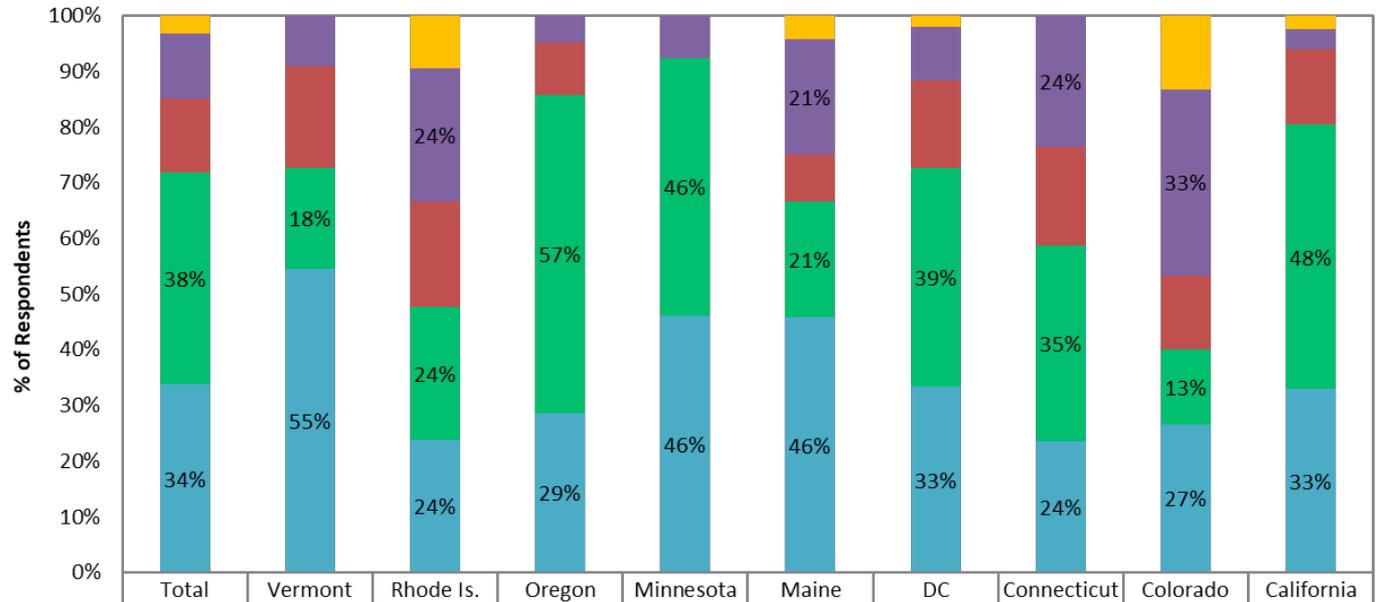


Sample Sizes: Total 2616; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 252; Connecticut 265; Colorado 277; California 659

Profile of Respondents – Paint-Related Profession

- ❖ Only about a third of those who said they painted professionally were dedicated painting contractors.
- ❖ Many were general contractors, property maintenance crew-members and handymen.

What type of professional painter are you?



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|--|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| Other | 3% | 0% | 10% | 0% | 0% | 4% | 2% | 0% | 13% | 2% |
| Handyman | 12% | 9% | 24% | 5% | 8% | 21% | 10% | 24% | 33% | 4% |
| Property maintenance crew | 13% | 18% | 19% | 10% | 0% | 8% | 16% | 18% | 13% | 13% |
| General contractor (I spend some of my time painting within larger jobs) | 38% | 18% | 24% | 57% | 46% | 21% | 39% | 35% | 13% | 48% |
| Painting contractor (I spend most of my time painting) | 34% | 55% | 24% | 29% | 46% | 46% | 33% | 24% | 27% | 33% |

| Other | |
|---|--|
| Boat painting for maintenance | |
| Hobby | |
| homeowner | |
| I do everything from plumbing, installing showers, installing carpets, hardwood floor installation, painting plowing etc. | |
| I'm not a pro painter | |
| It's not a paying job but I'm good at it | |

Sample Sizes: Total 255; Vermont 11; Rhode Island 21; Oregon 21; Minnesota 13; Maine 24; DC 51; Connecticut 17; Colorado 15; California 82

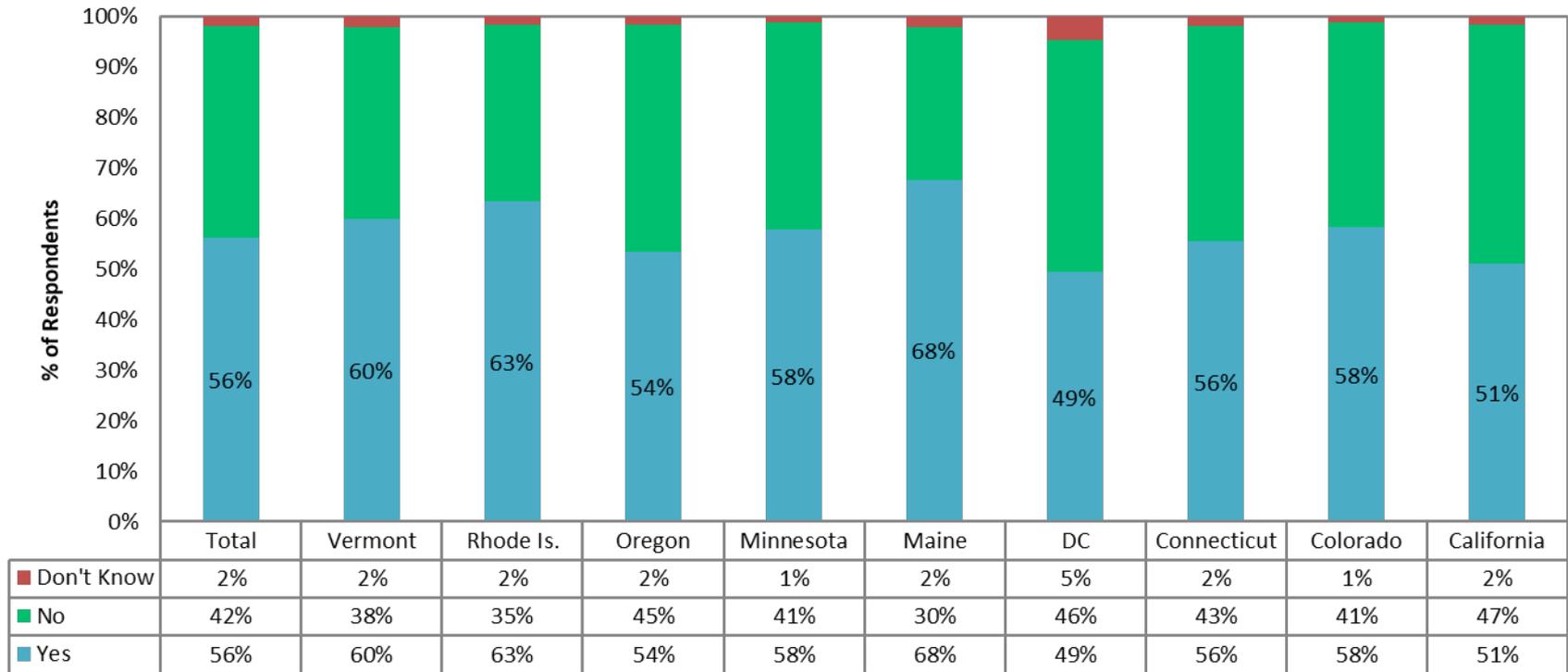
CONSUMER BEHAVIOR, PAINT PURCHASING AND DISPOSAL

Recency of Paint Purchases

- ❖ Slightly more than half of respondents bought paint in the last year.
- ❖ Results varied slightly by state. Maine showed the most paint purchases; Washington D.C., the least.

Have you purchased paint in the last year*?

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

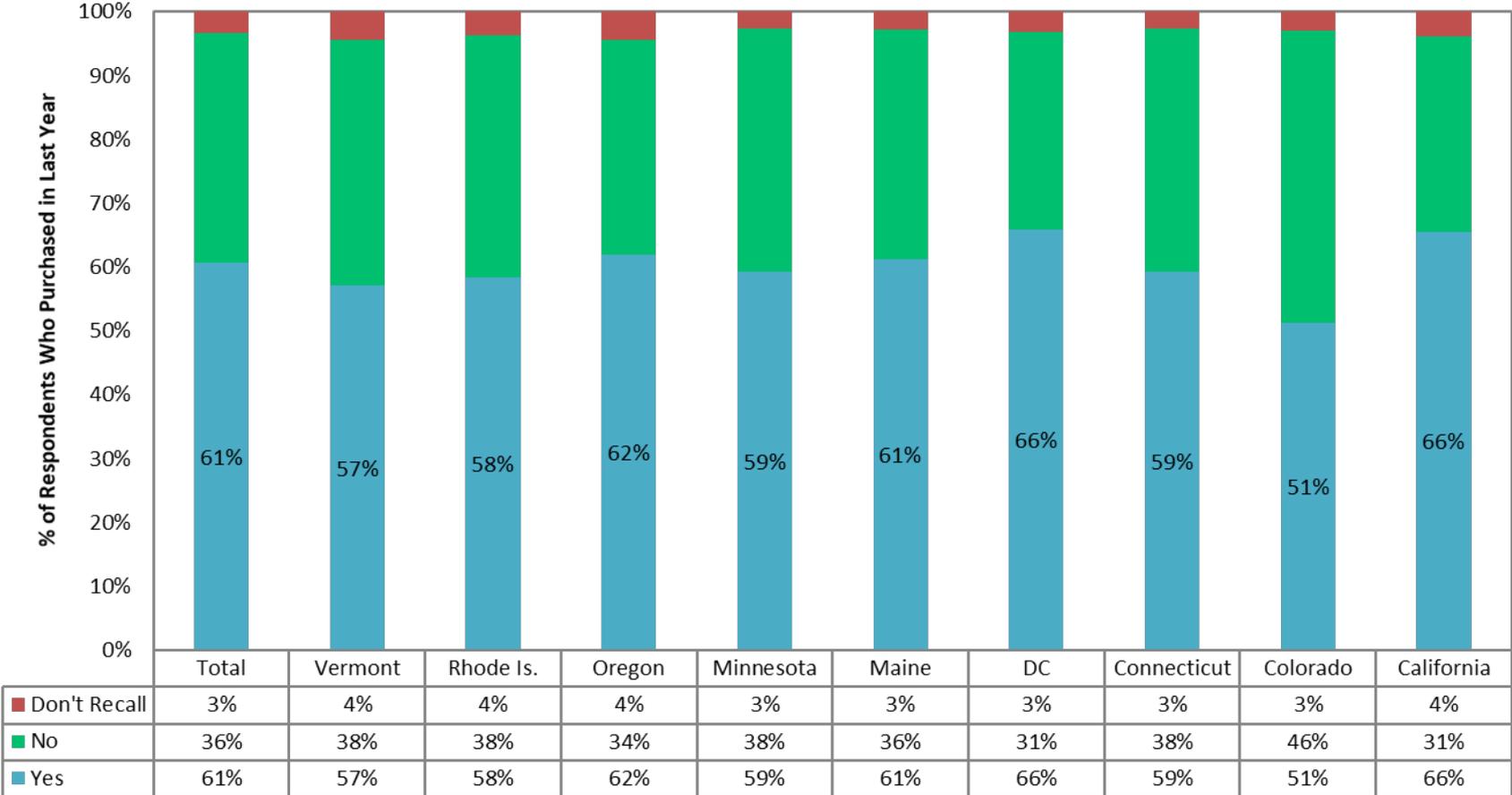


Sample Sizes: Total 2664; Vermont 152; Rhode Island 254; Oregon 256; Minnesota 263; Maine 257; DC 257; Connecticut 270; Colorado 283; California 672

Measurements Prior to Paint Purchases

- ❖ 61% of respondents measured ahead of time to determine paint needs, similar to 2018 results.
- ❖ The highest level of preparation occurred in California and D.C.; the lowest, in Colorado.

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

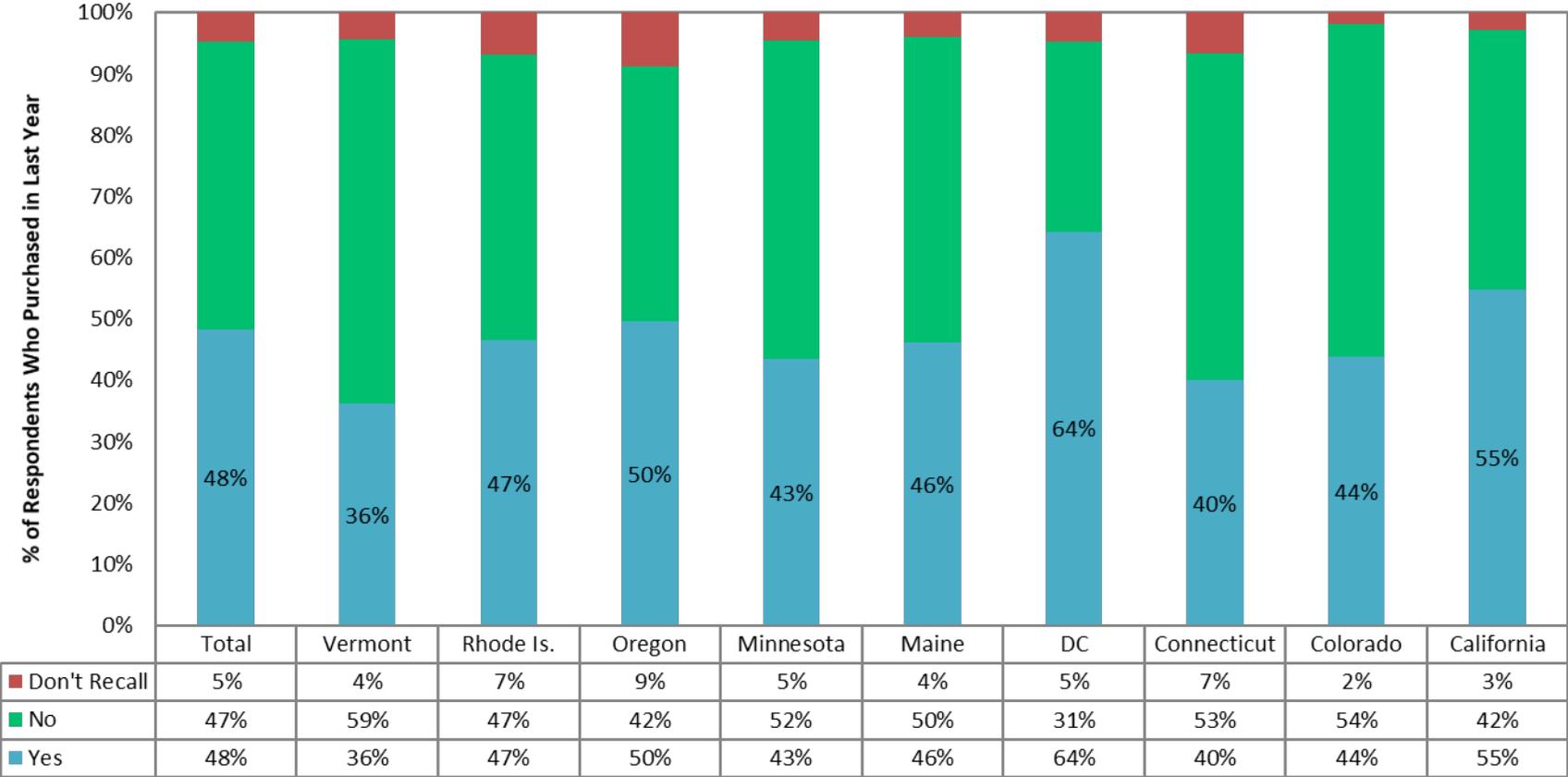


Sample Sizes: Total 1497; Vermont 91; Rhode Island 161; Oregon 137; Minnesota 152; Maine 173; DC 126; Connecticut 150; Colorado 164; California 343

Paint Store Assistance

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

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

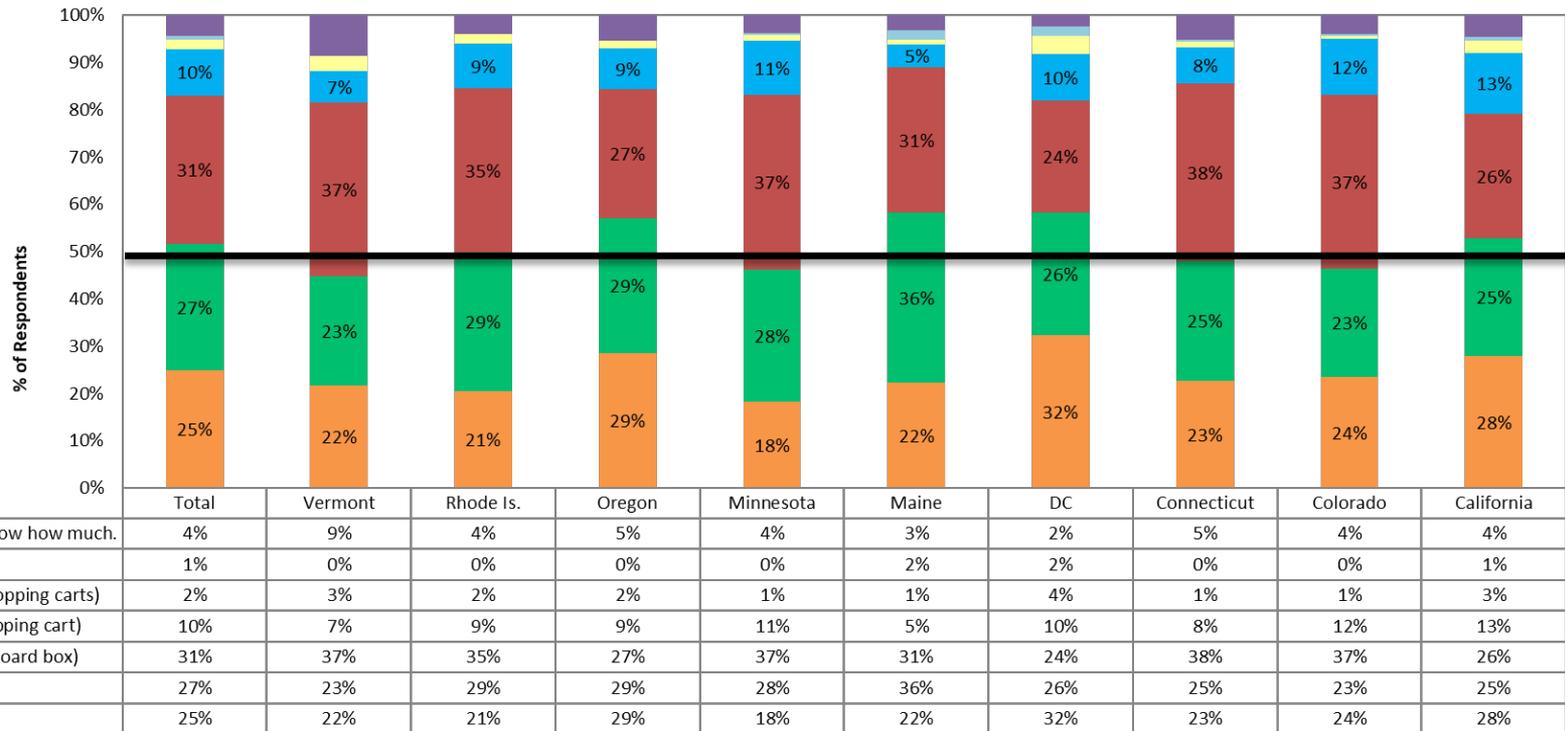


Sample Sizes: Total 1497; Vermont 91; Rhode Island 161; Oregon 137; Minnesota 152; Maine 173; DC 126; Connecticut 150; Colorado 164; California 343

Leftover Paint

- ❖ The median amount of paint stored at home or business was “less than a gallon” in Rhode Island, Oregon, Maine, D.C., and California.
- ❖ Respondents stored slightly more paint in Vermont, Minnesota, Connecticut and Colorado where the median was 1-5 gallons.

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

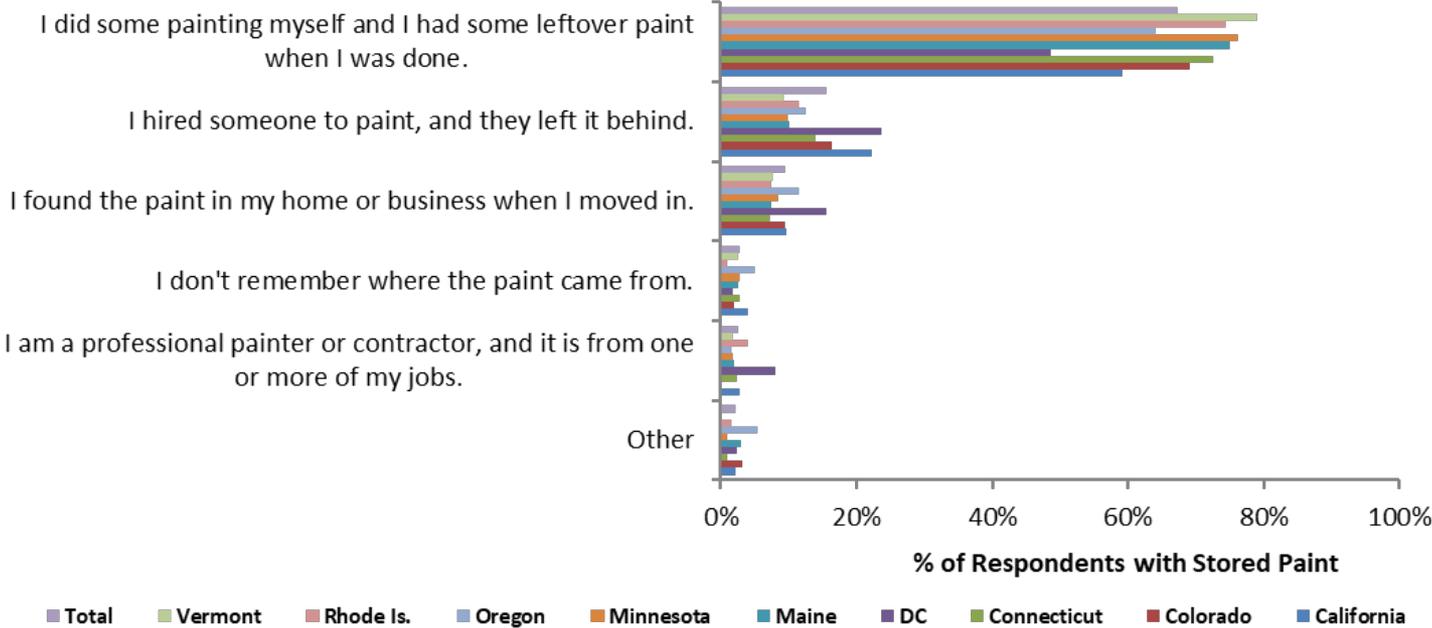


Sample Sizes: Total 2652; Vermont 152; Rhode Island 253; Oregon 256; Minnesota 262; Maine 256; DC 256; Connecticut 269; Colorado 280; California 668

Reasons for Paint Storage

❖ As was the case in 2018, the top 2 reasons that consumers store paint was the same in all states/districts: leftovers from their own paint job or from a contractor’s paint job.

Where did most of the leftover paint come from that you currently have in your home/business?



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| I did some painting myself and I had some leftover paint when I was done. | 67% | 79% | 74% | 64% | 76% | 75% | 49% | 73% | 69% | 59% |
| I hired someone to paint, and they left it behind. | 16% | 9% | 12% | 13% | 10% | 10% | 24% | 14% | 16% | 22% |
| I found the paint in my home or business when I moved in. | 9% | 8% | 8% | 11% | 8% | 8% | 16% | 7% | 9% | 10% |
| I don't remember where the paint came from. | 3% | 3% | 1% | 5% | 3% | 3% | 2% | 3% | 2% | 4% |
| I am a professional painter or contractor, and it is from one or more of my jobs. | 3% | 2% | 4% | 2% | 2% | 2% | 8% | 2% | 0% | 3% |
| Other | 2% | 0% | 2% | 5% | 1% | 3% | 2% | 1% | 3% | 2% |
| <i>Sample Size</i> | 1989 | 119 | 199 | 183 | 214 | 199 | 173 | 208 | 213 | 481 |

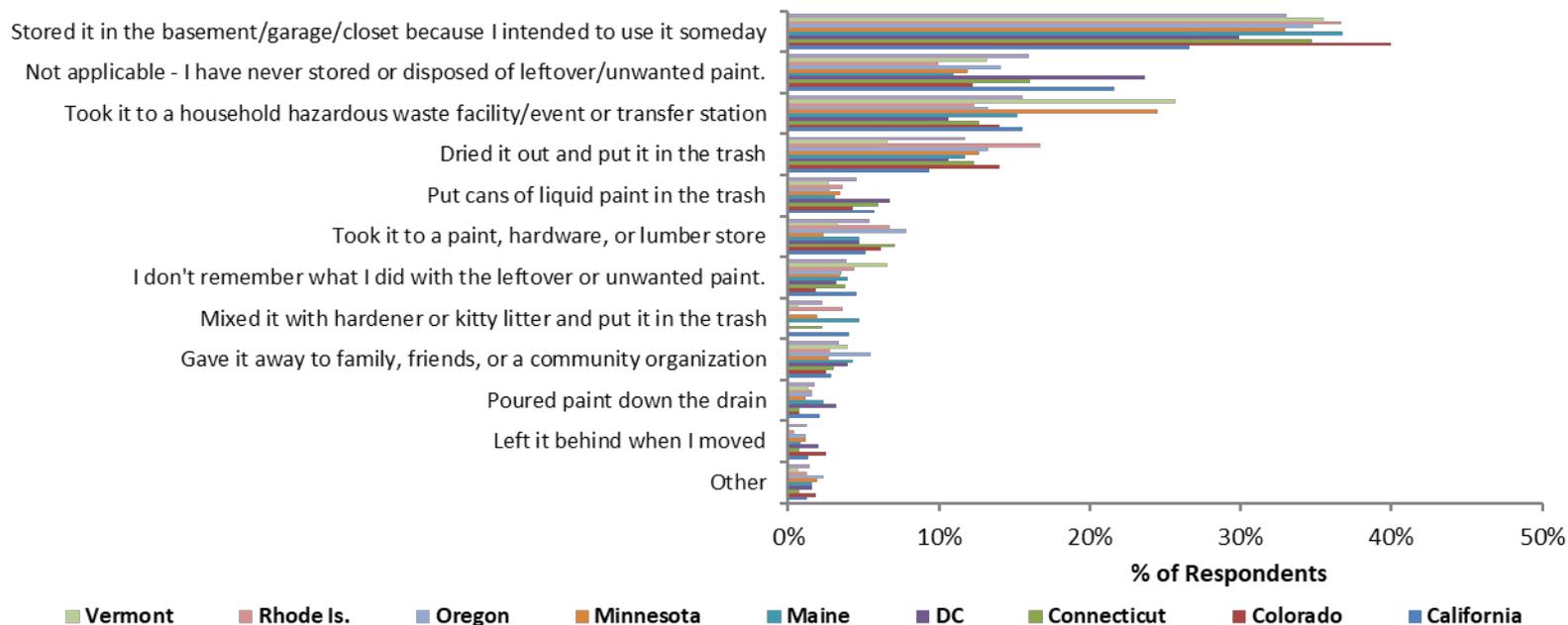
“Other” Paint Sources - Comments

| Other Paint Sources | |
|---|--|
| artist, that's normal stock | Left on property when we moved in |
| Bought it | Left over from my father |
| bought it | Leftover from having my home rebuilt in 2013 after it burned down in 2011 |
| came with the house | Lowe's |
| Dropped off the excess paint at local recycling center | My dad also helped repaint the outside of the house we live in. |
| From my job | My father and from various projects |
| Home depo | My husband bought it. |
| I asked to have it marked in jars for touch ups for future reference as needed. The Home Depot took the cans and we put the paint in glass jars for color matching. | My husband did the painting and some as left over |
| I bought it at a store | My mom bought it |
| I bought it from lows | My parents use it |
| I bought the paint from a store | My wife has some leftover paint from internal jobs. |
| I brought paint myself | Paint's leftover from past projects would be my guess. |
| I collect it from people living around my location | purchased but haven't used the paint |
| I hired someone and did painting myself | Some was from having my house professionally painted and some indoor rooms and some from paint I bought |
| I inherited it. | Someone else in my household painted various things and we have some paint left over. |
| I painted and have some leftover | spouse |
| i puff painted crafts and fabric | Store |
| I work for a company that buys and sells properties and owns two motels. I often have to paint out rooms at the motels and at the properties that they purchase. | Store-bought |
| just what I had left from painting my washroom | Was going to paint and decided not to |
| Landlords/property owners bought and gave to me | years ago, like 2014, mainly when moved in over here from mother-in-laws, same land, had the place re-done, so yes paint from that, can't recall if in last 12 months i have, bought spray cans like.. |

Past Paint Disposal Methods

- ❖ Most commonly, people store paint in their basement, garage or closet because they might need it later.
- ❖ Disposing at HHW facility & dry/trash method were prevalent in many states as well.

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



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| Stored it in the basement, garage, or a closet because I intended to use it someday | 33% | 36% | 37% | 35% | 33% | 37% | 30% | 35% | 40% | 27% |
| Not applicable - I have never stored or disposed of leftover or unwanted paint. | 16% | 13% | 10% | 14% | 12% | 11% | 24% | 16% | 12% | 22% |
| Took it to a household hazardous waste facility/event or transfer station | 16% | 26% | 12% | 13% | 25% | 15% | 11% | 13% | 14% | 15% |
| Dried it out and put it in the trash | 12% | 7% | 17% | 13% | 13% | 12% | 11% | 12% | 14% | 9% |
| Took it to a paint, hardware, or lumber store | 5% | 3% | 7% | 8% | 2% | 5% | 5% | 7% | 6% | 5% |
| Put cans of liquid paint in the trash | 5% | 3% | 4% | 3% | 3% | 3% | 7% | 6% | 4% | 6% |
| I don't remember what I did with the leftover or unwanted paint. | 4% | 7% | 4% | 4% | 3% | 4% | 3% | 4% | 2% | 5% |
| Gave it away to family, friends, or a community organization | 3% | 4% | 3% | 5% | 3% | 4% | 4% | 3% | 3% | 3% |
| Mixed it with hardener or kitty litter and put it in the trash | 2% | 1% | 4% | 0% | 2% | 5% | 0% | 2% | 0% | 4% |
| Poured paint down the drain | 2% | 1% | 2% | 2% | 1% | 2% | 3% | 1% | 1% | 2% |
| Other (please specify) | 1% | 1% | 1% | 2% | 2% | 2% | 2% | 1% | 2% | 1% |
| Left it behind when I moved | 1% | 0% | 0% | 1% | 1% | 1% | 2% | 1% | 3% | 1% |
| Sample Size | 2641 | 152 | 251 | 256 | 261 | 256 | 254 | 268 | 278 | 665 |

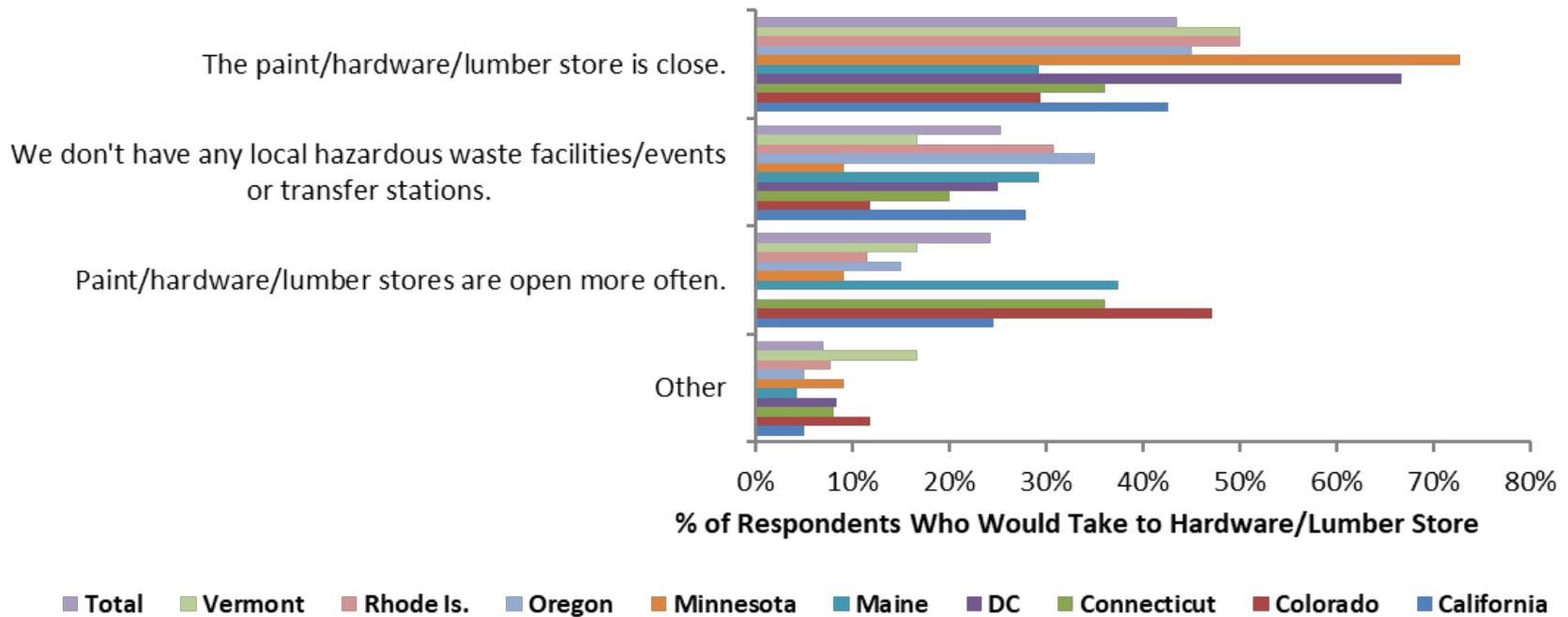
“Other” Disposal Methods - Comments

| Other Disposal Methods | |
|---|--|
| Brought it to the dump when the town had a 3 day time you could bring paint ect & they take care of it. | Kept for later use. |
| Disposal drop off site for Hennepin County | kept it for the next job |
| Don't know; someone else is responsible for it | left it in can and disposed of it |
| Donate it | local landfill that recycles it |
| Gave to county recycling agency | Mix it all together and paint the sidewalk and driveway concrete sealing it and protecting it |
| Have it stored in garage for future use | Mixed them together and paint the garage |
| hazmat pick up | more than one answer: save for touch-ups, took back to store (where they didn't want it), left behind, dried for trash, hazardous waste disposal |
| I haven't bought paint in years | My spouse took it to be disposed of |
| I live in a apartment | normally use it all up, then of course it's more the disposal of the empty tin or whatever... |
| I mix leftovers to use | Painted stuff |
| i rent and a landlord takes care of it? | saved the paint and reused it as needed. |
| I still have paint because I don't know what to do with it | Throw it in a big dumpster that we rented |
| I use every drop of leftover paint/stains for touch-ups. Empty containers go in recycling can | Use when need |
| I use it on small projects, shelves inside cabinets and crafting projects | Used all of it |
| It's in my basement | Used the leftovers on another project |
| We often just store the left over paint for future use. Even a quarter of a gallon will do one entire wall if not 2-3 walls | various |

Past Paint Store Disposal Preference

- ❖ Proximity is the number one reason for recycling at retail stores across most states/the district, with the exception of Maine and Colorado where hours of operation make the biggest difference.
- ❖ Note: results should be interpreted directionally as sample sizes are low.

What is the main reason you would take paint to a paint/hardware/lumber store instead of a household hazardous waste facility/event or eventor transfer station?



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| The paint/hardware/lumber store is close. | 44% | 50% | 50% | 45% | 73% | 29% | 67% | 36% | 29% | 43% |
| We don't have any local hazardous waste facilities/events or transfer stations. | 25% | 17% | 31% | 35% | 9% | 29% | 25% | 20% | 12% | 28% |
| Paint/hardware/lumber stores are open more often. | 24% | 17% | 12% | 15% | 9% | 38% | 0% | 36% | 47% | 25% |
| Other (please specify) | 7% | 17% | 8% | 5% | 9% | 4% | 8% | 8% | 12% | 5% |
| Sample Size | 202 | 6 | 26 | 20 | 11 | 24 | 12 | 25 | 17 | 61 |

Other Reasons for Paint Store Disposal - Comments

Other Reasons to Take to a Paint Store

I knew someone who was mixing an off color and needed the paint in my can

Legal

Not sure what I'm suppose to do with it

paint store accepts and disposes properly

Paint store advertised to being left over paint

sherwin Williams is designated as a paint recycler

some are required to take it for disposal

The store recycles paint

They are closer to where I live

They are the ones to bring it to for recycling

THEY CAN DISPOSE OF IT PROPERLY

They dispose of it properly or donate to habitat for humanity

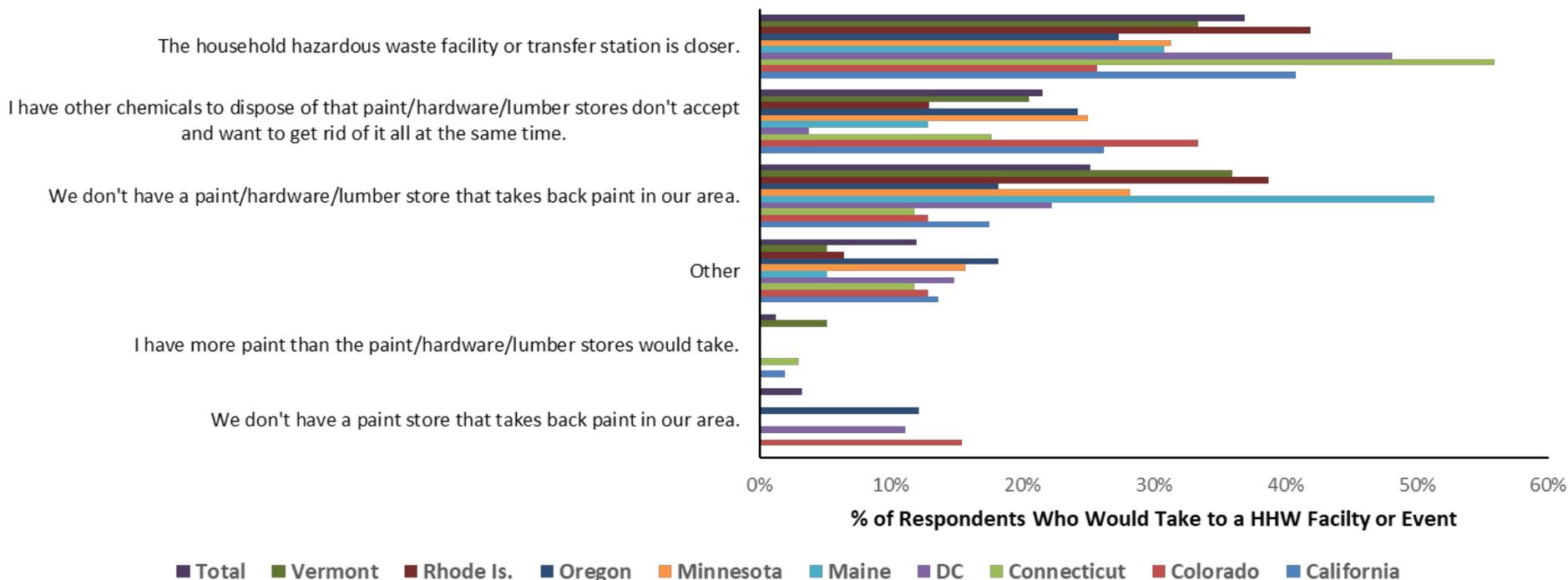
they dispose paint for us

We didn't know what to do with it

Household Hazardous Waste Facility/Event Preference

- ❖ Proximity is the top reason for HHW facility/event preferences in all states except Colorado where the need to dispose other chemicals is most important.
- ❖ Note: results should be interpreted directionally as sample sizes are low.

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



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---|-------|---------|-----------|--------|-----------|-------|-----|-------------|----------|------------|
| The household hazardous waste facility or transfer station is closer. | 37% | 33% | 42% | 27% | 31% | 31% | 48% | 56% | 26% | 41% |
| We don't have a paint/hardware/lumber store that takes back paint in our area. | 25% | 36% | 39% | 18% | 28% | 51% | 22% | 12% | 13% | 17% |
| I have other chemicals to dispose...stores don't accept...want to get rid of it all at the same time. | 22% | 21% | 13% | 24% | 25% | 13% | 4% | 18% | 33% | 26% |
| Other | 12% | 5% | 6% | 18% | 16% | 5% | 15% | 12% | 13% | 14% |
| We don't have a paint store that takes back paint in our area. | 3% | 0% | 0% | 12% | 0% | 0% | 11% | 0% | 15% | 0% |
| I have more paint than the paint/hardware/lumber stores would take. | 1% | 5% | 0% | 0% | 0% | 0% | 0% | 3% | 0% | 2% |
| Sample Size | 409 | 39 | 31 | 33 | 64 | 39 | 27 | 34 | 39 | 103 |

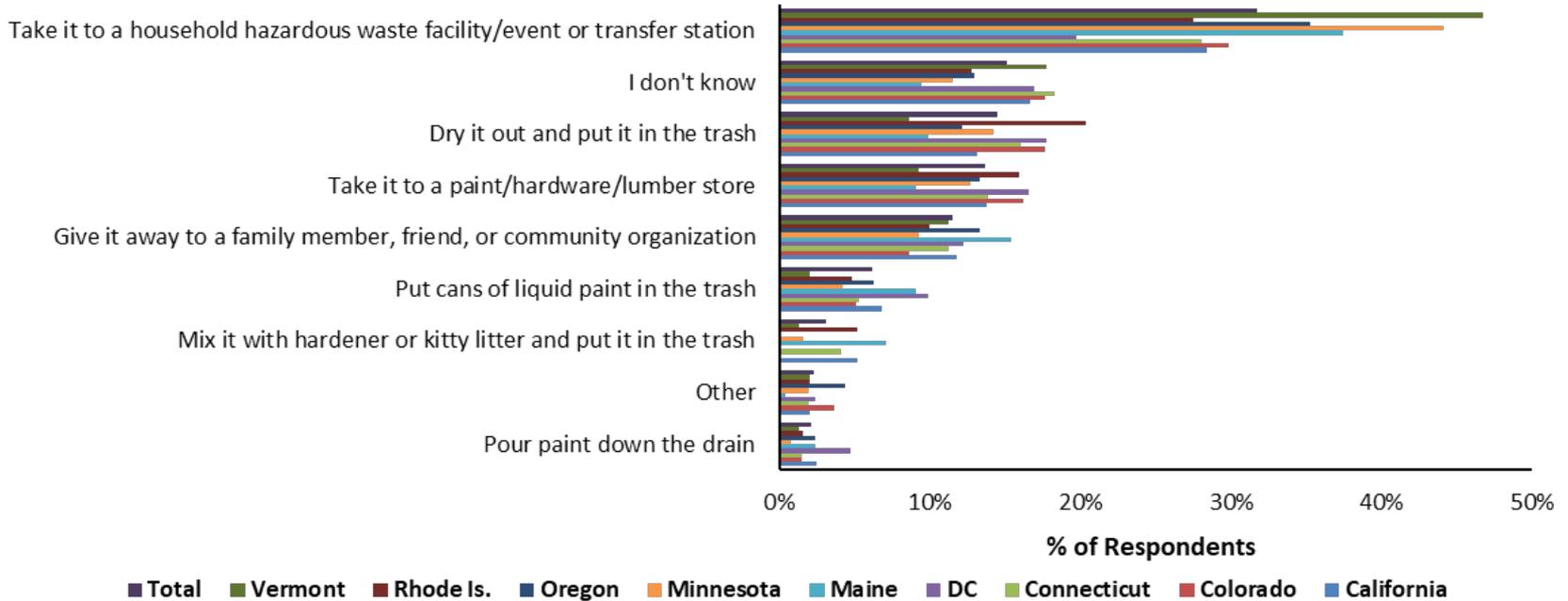
Other Reasons for HHW Disposal - Comments

| Other Reasons to Take Paint to HHW Facility/Event or Transfer Station | |
|---|---|
| Appropriate & best means of environmentally sound disposal | I don't know if hardware stores in our area take and dispose off them? |
| because I can also get free paint there | I never gave any other option a thought |
| better way to dispose of it | I never thought of taking it back to the paint store! |
| Convenient | I thought that was where I should take it |
| Convenient | I want it disposed of properly. |
| Did not know that stores take the paint back | I was getting rid of old electronics and I took the old paint to the hazardous waste site at the same time. |
| did not know that you could take old paint to paint store | I wasn't aware that hardware stores would take old paint |
| Did not know they took it | I wasn't aware the paint store would take it back. |
| didn't know hardware stores took it back | I'm not aware of stores that take back paint, whereas these events are specifically advertised for this purpose |
| Didn't know I could take it to a paint store | it is the best place to dispose of paint materials |
| Didn't know that was an option | its easy |
| Didn't know they took it | It's the responsible thing to do. |
| Didn't know they took paint | It's where I've always taken it. I didnt realize I could take it back to the hardware store. |
| dont know if store would take | Never heard of paint stores disposing of paint for you. |
| events | No knowledge of this |
| Family works there | not sure if we have a hardware store that will take it |
| For safety purposes | Recycle |
| haz waste center is free & easy to use in Boulder | recycling was not available that long ago. 1978 |
| I believe they will do the best job of disposing of it properly. | Smarter choice |
| I didn't know a paint/hardware/lumber store took old paint. | Special paint recycle day! |
| i didn't know i could. | that is where you take it |
| I didn't know that paint stores would take it back...illl have to check on this | That's where I'm supposed to take it |
| I didn't know that the store would take them | The transfer station takes unlimited amounts thru PaintCare system. |
| I didn't know they took it. | Worry about the environment! |

Future Paint Disposal Intentions

- ❖ The top method for future paint disposal in all states/the district is taking it to a HHW event or facility.
- ❖ There is still a high percentage of respondents who don't know what they would do.

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



| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---|--------------|------------|------------|------------|------------|------------|------------|-------------|------------|------------|
| Take it to a household hazardous waste facility/event or transfer station | 32% | 47% | 27% | 35% | 44% | 37% | 20% | 28% | 30% | 28% |
| I don't know | 15% | 18% | 13% | 13% | 11% | 9% | 17% | 18% | 18% | 17% |
| Dry it out and put it in the trash | 14% | 9% | 20% | 12% | 14% | 10% | 18% | 16% | 18% | 13% |
| Take it to a paint/hardware/lumber store | 14% | 9% | 16% | 13% | 13% | 9% | 17% | 14% | 16% | 14% |
| Give it away to a family member, friend, or community organization | 11% | 11% | 10% | 13% | 9% | 15% | 12% | 11% | 9% | 12% |
| Put cans of liquid paint in the trash | 6% | 2% | 5% | 6% | 4% | 9% | 10% | 5% | 5% | 7% |
| Mix it with hardener or kitty litter and put it in the trash | 3% | 1% | 5% | 0% | 2% | 7% | 0% | 4% | 0% | 5% |
| Other (please specify) | 2% | 2% | 2% | 4% | 2% | 0% | 2% | 2% | 4% | 2% |
| Pour paint down the drain | 2% | 1% | 2% | 2% | 1% | 2% | 5% | 1% | 1% | 2% |
| Sample Size | 2,635 | 152 | 251 | 255 | 261 | 254 | 254 | 268 | 278 | 662 |

“Other” Disposal Intentions

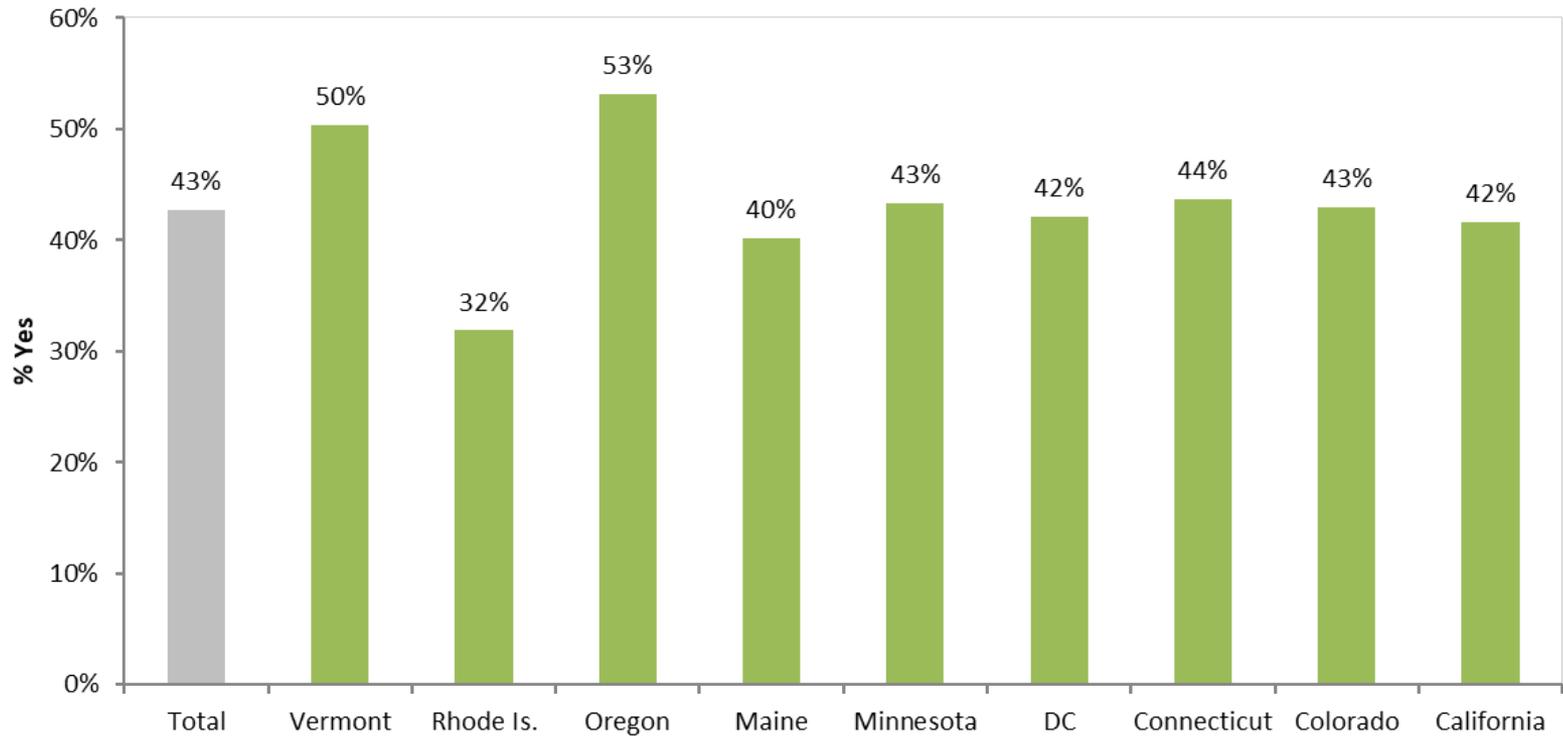
| Other Future Disposal Methods | |
|---|--|
| Add kitty litter | Mix with cat litter to dry out and dispose. |
| Ask Lowe's or home Depot | None |
| Check with city to see where old/leftover paint should be taken. | not sure, cause not sure refuse place takes it, used to take cardboard, then only certain types now, my wife says ... I'm from UK originally, think might been something to do with China, or whoever takes recycling... get guilt trips in surveys, making me out to look bad, when not that I don't care or want to recycle, but my hands are tied if they won't take things like... |
| Clean it and wash it | only buy what i need |
| Disposal drop off site for Hennepin County | Place it in the barn with rest of the leftover paint, to be used later. |
| dispose of it properly via trash company | Probably keep it for touch ups and/or other small projects. I don't like to waste. |
| donate if possible, otherwise neighborhood hazmat, I'm not only using polymers | recycle it |
| Find something else to paint | Restore |
| Give away | Save it |
| give it to someone in complex, all houses painted same colors | STILL KEEPING |
| Give to someone that needs it | Take it back to the place that I bought it because I paid a surtax to get rid of it they should have a sent you there to collect it that was Home Depot |
| Google how to properly dispose of it and do that | Take it to a state sponsored paint disposal site |
| Google the proper way to dispose it | Take it to habitat for humanity |
| google what to do with it | Take it to Sherwin Williams which is a designated paint recycler |
| Hold it until next year's County wide disposal event | take it to the recycling center |
| I didn't know hardware stores would take it back | TAKE TOO RECYCLYING CERTER |
| I have never had any unwanted paint. | There is a local painting contractor that will recycle leftover paint. |
| I live in a apartment | try to find a paint recycling center nearby |
| I think our recycle center also takes it....does that qualify as a hazardous center? | Use it |
| I would inquire with my town as to what current proper disposal is in my area. | Use it |
| I would research the best option then likely put it in the garage out of laziness | use it again |
| I'd put it in the garage for storage. | Use it to kill plants |
| If there was too much paint in the can to dry it our I would bring it to a hazardous waste facility | We never have unwanted paint so this doesn't apply to me |
| In my current town, I would have to check into the possibilities | we pay a recycle fee upon purchase so I would return it |
| Let Co-op dispose of it properly | Whatever method/disposal option is available in my area that is safe and clean. |
| local landfill | Wouldn't happen as I don't paint. |
| Mix it together and paint sidewalks, driveway and garage concrete to seal it and protect it. | |

PAINT RECYCLING AWARENESS/ENGAGEMENT

Awareness of Paint Recycling

- ❖ Oregon and Vermont had the highest percentages of respondents who knew that paint can be recycled; Rhode Island, the lowest.
- ❖ All other states are similar--in the low 40% range.

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

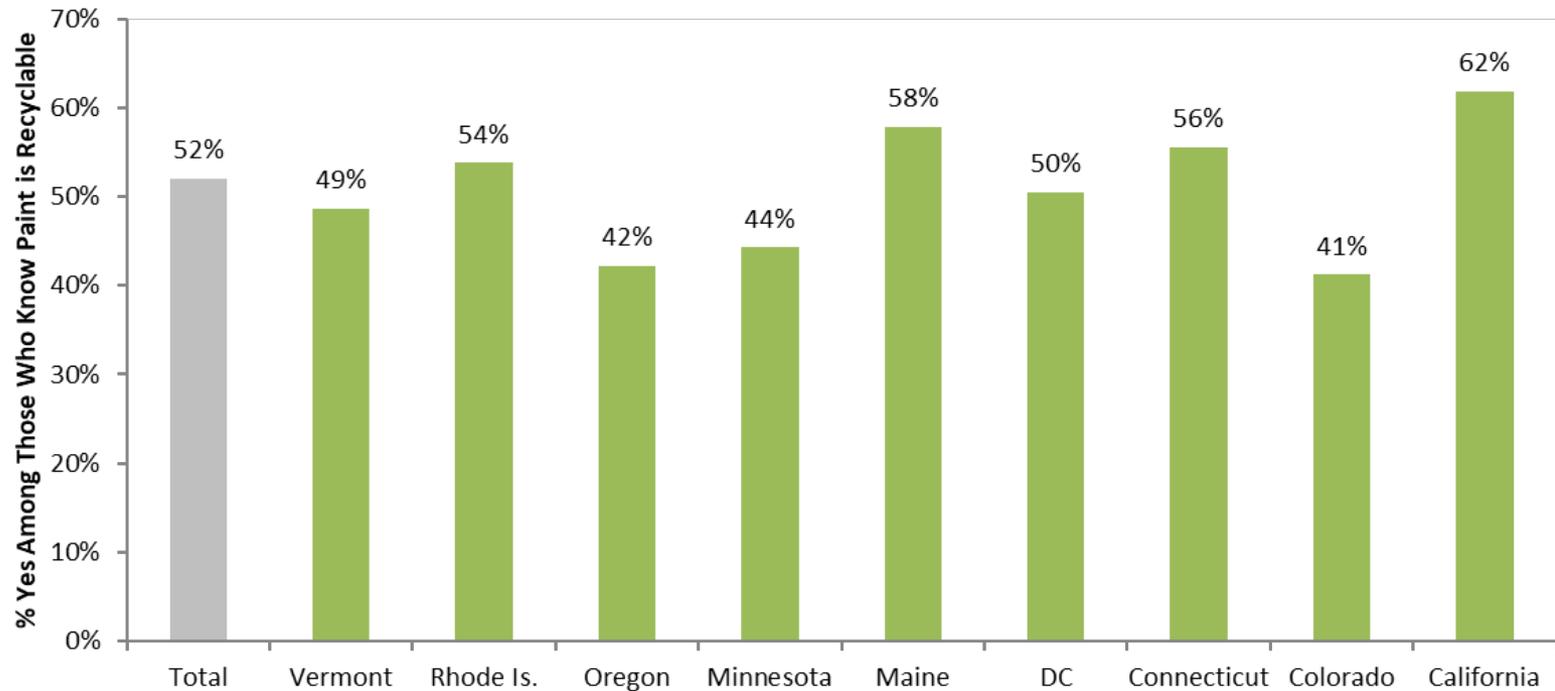


Sample Sizes: Total 2631; Vermont 151; Rhode Island 251; Oregon 254; Minnesota 261; Maine 254; DC 254; Connecticut 268; Colorado 277; California 661

Awareness of Fee Among Those Who Knew About Recycling

- ❖ Those who are aware that paint can be recycled are not necessarily aware of the nuances of how it works. About half of these respondents knew that there was a recycling fee added to paint purchases.
- ❖ California, Maine and Connecticut showed the highest levels of awareness; Oregon and Colorado, the lowest.

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

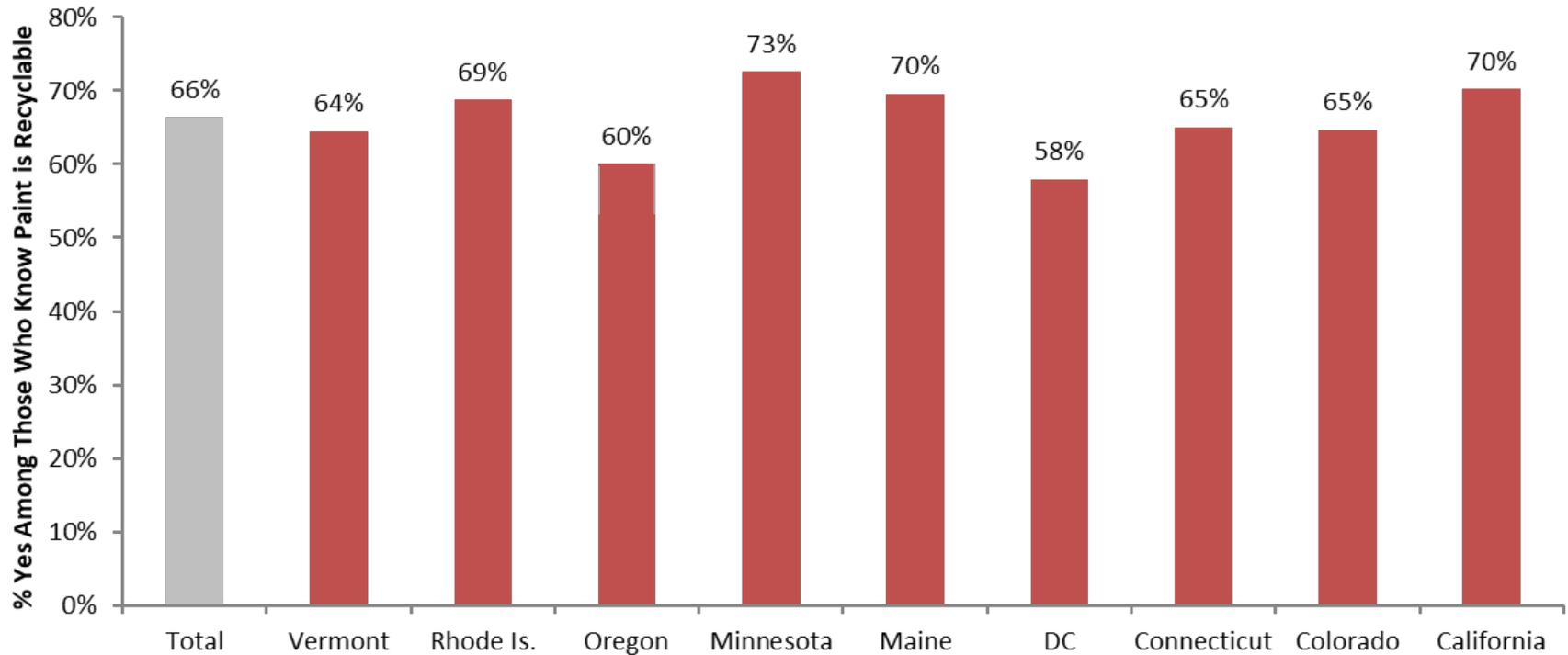


Sample Sizes: Total 1124; Vermont 76; Rhode Island 80; Oregon 135; Minnesota 113; Maine 102; DC 107; Connecticut 117; Colorado 119; California 275

Awareness of Places for Recycling

- ❖ Two thirds of all respondents who knew that paint could be recycled also knew where to take it.
- ❖ Minnesota, Maine, and California respondents were the most aware of recycling locations; D.C. and Oregon respondents, the least aware.

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

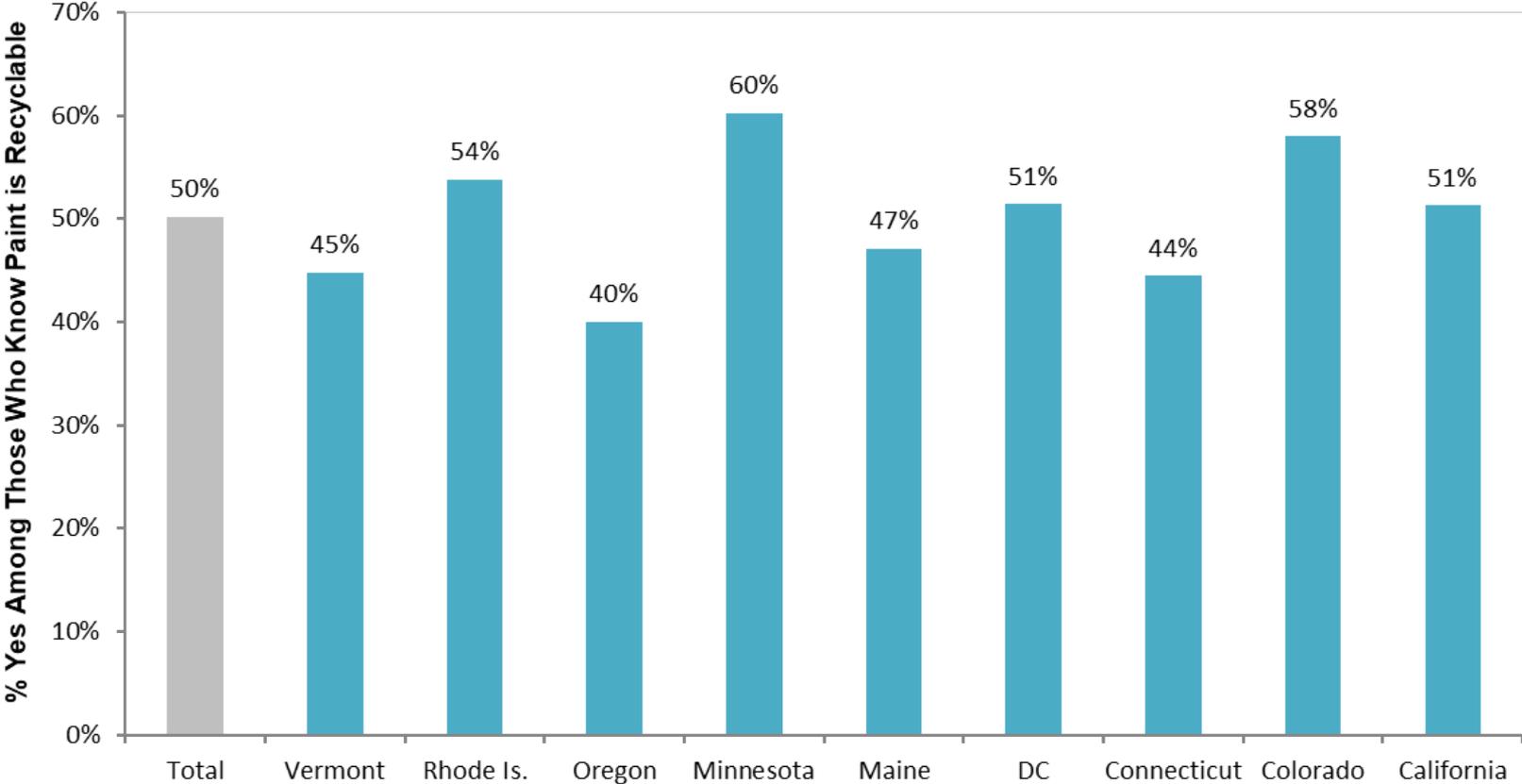


Sample Sizes: Total 1124; Vermont 76; Rhode Island 80; Oregon 135; Minnesota 113; Maine 102; DC 107; Connecticut 117; Colorado 119; California 275

Past Recycling Behaviors

- ❖ Half of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ Minnesota and Colorado respondents have recycled at the highest rates; Oregon, the lowest.

Have you ever taken paint somewhere to be recycled?

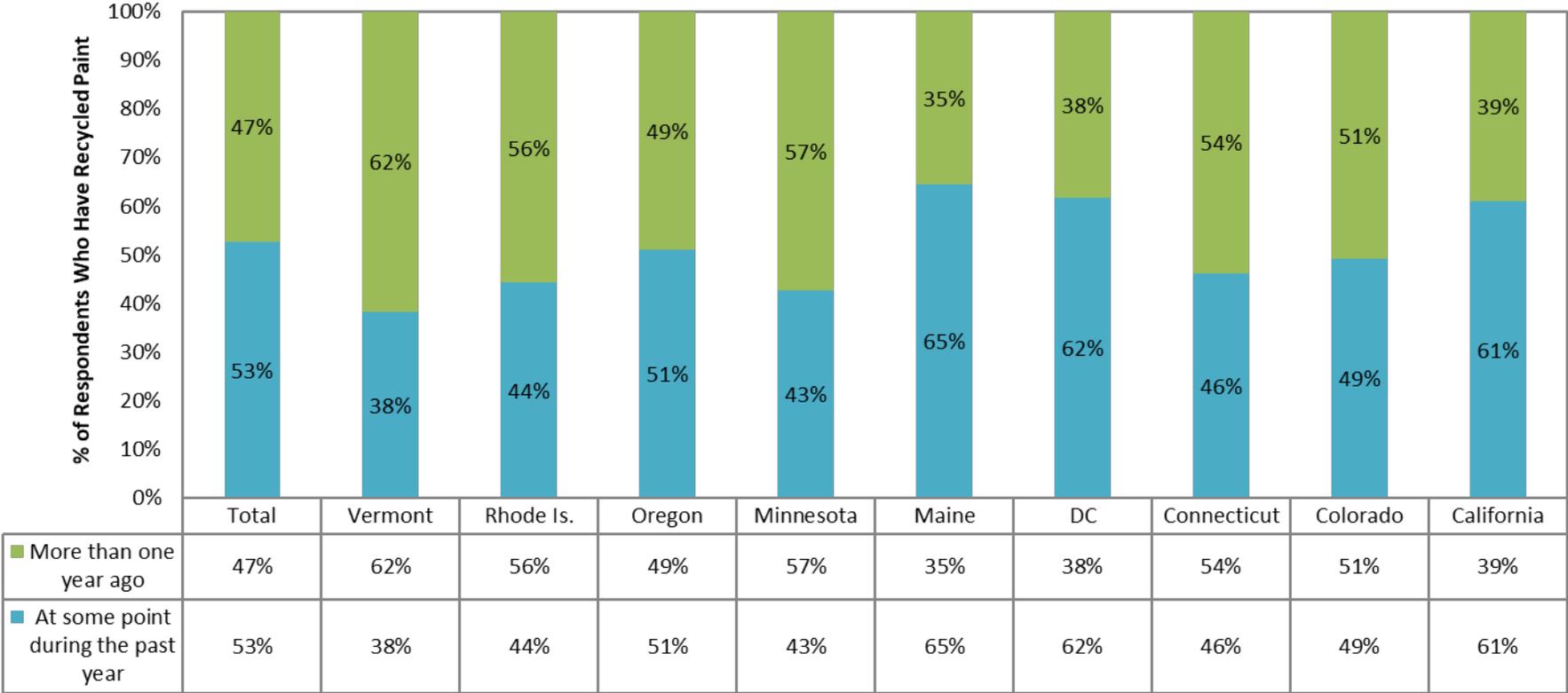


Sample Sizes: Total 1124; Vermont 76; Rhode Island 80; Oregon 135; Minnesota 113; Maine 102; DC 107; Connecticut 117; Colorado 119; California 275

Recency of Paint Recycling

- ❖ Slightly more than half of those who said they had recycled paint in the past said they had done so in the last year.
- ❖ Recyclers in Maine, D.C., and California were most active in the last year; Vermont and Minnesota recyclers, the least.

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

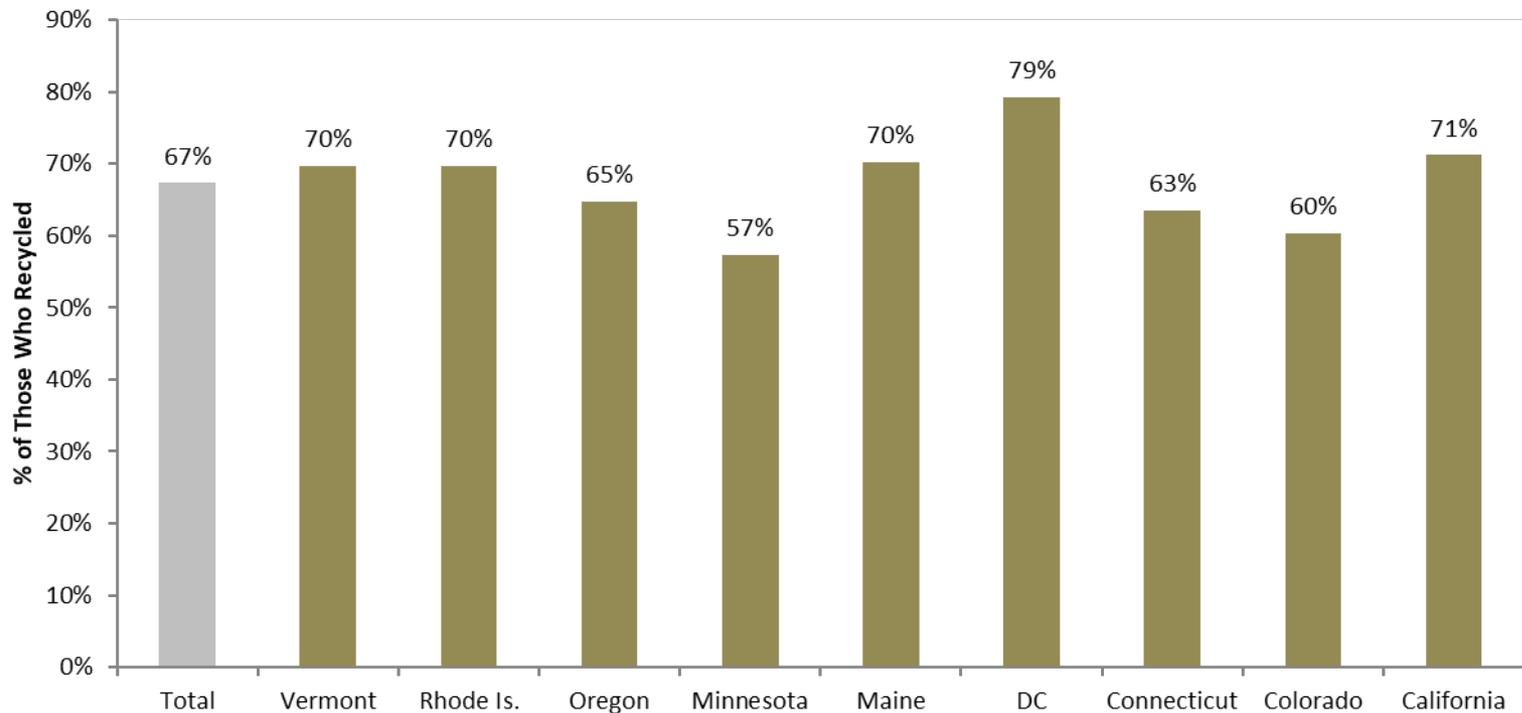


Sample Sizes: Total 563; Vermont 34; Rhode Island 43; Oregon 53; Minnesota 68; Maine 48; DC 55; Connecticut 52; Colorado 69; California 141

Person Who Took Paint for Recycling

- ❖ Two thirds of the time, the person who took the paint to be recycled was the same person who bought the paint.
- ❖ Results varied by state—D.C. was the highest in this regard; Minnesota, the lowest.

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

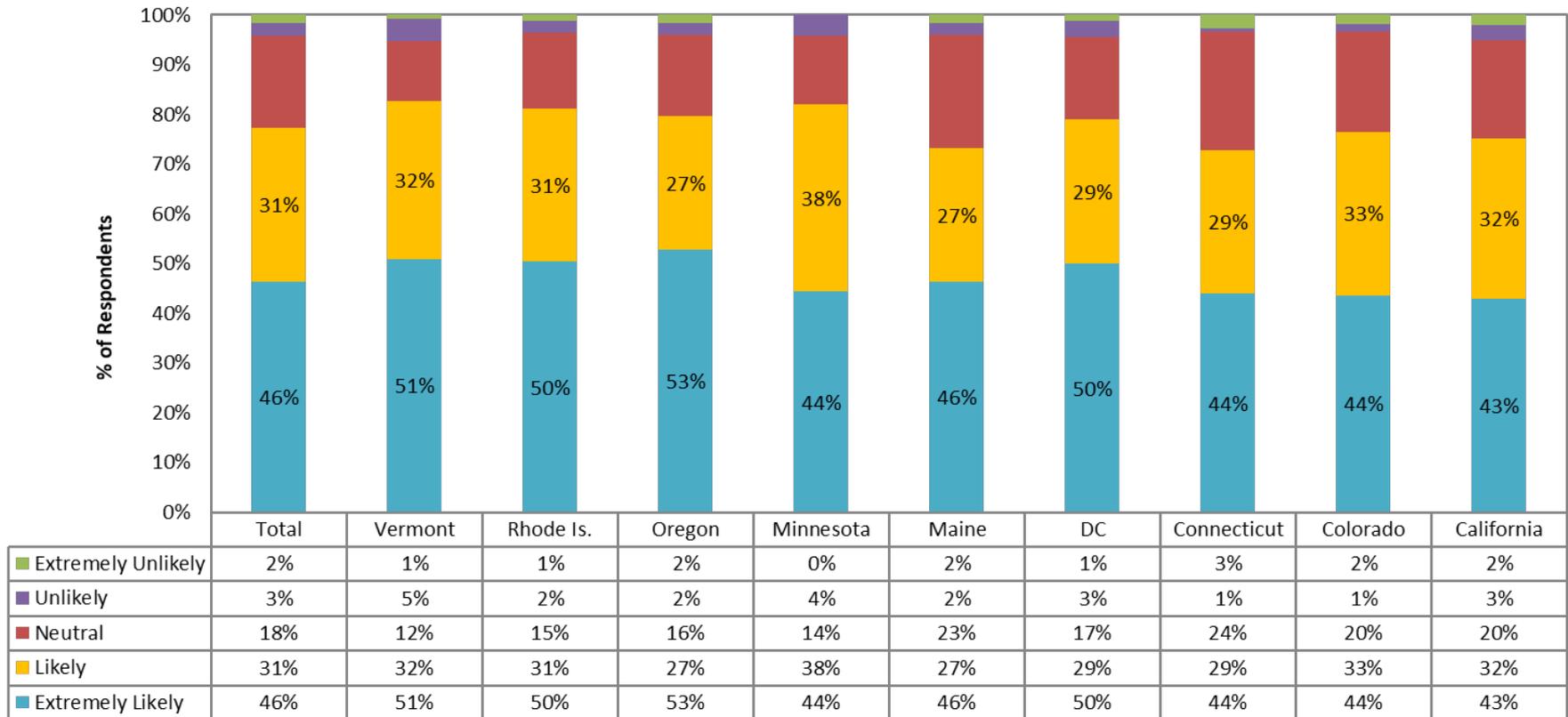


Sample Sizes: Total 563; Vermont 34; Rhode Island 43; Oregon 53; Minnesota 68; Maine 48; DC 55; Connecticut 52; Colorado 69; California 141

Opportunity for Future Paint Recycling

- ❖ 77% of all respondents said they were “extremely likely” or “likely” to recycle the next time they had paint to dispose. Results were fairly consistent across states/the district.

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



Sample Sizes: Total 2628; Vermont 151; Rhode Island 250; Oregon 252; Minnesota 261; Maine 254; DC 254; Connecticut 268; Colorado 277; California 661

Open-Ended Commentary: Recycling Motivations

- ❖ The most common motivations to recycle paint are to help the environment, save the planet, reduce landfill waste, reuse resources, and get rid of clutter. Many said “it was the right thing to do.”

Q19 What would be your personal motivation for recycling your leftover paint in the future?

A word cloud of responses to the question 'What would be your personal motivation for recycling your leftover paint in the future?'. The words are in various sizes and orientations, representing their frequency. The most prominent words are 'Better environment', 'recycle', 'environment', 'help environment', 'reuse', 'planet', 'right thing', 'use', 'good', 'safer', 'Environmental', 'know', 'waste', 'help', 'protect environment', 'need', 'dispose', 'Save environment', 'landfill', 'much', 'throwing away', 'leave', 'someone', 'use', 'pollution', 'put', 'think', 'make', 'sure', 'world', 'great', 'pollute', 'trash', 'house', 't', 'want', 'less', 'waste', 'save', 'earth', 'money', 'bring', 'easier', 'good', 'idea', 'recycle', 'paint', 'save', 'money', 'less', 'better', 'way', 'sure', 'possible', 'future', 'hazardous', 'way', 'avoid', 'None', 'take', 'Save', 'planet', 'harm', 'environment', 'will', 'try', 'recycle', 'don', 't', 'care', 'environment', 'safer', 'go', 'waste', 'earth', 'green', 'things', 'water', 'clean', 'Yes', 'rid', 'Safety', 'Environmental', 'Environmental', 'concerns', 'know', 'store', 'right', 'thing', 'Keep', 'landfill', 'use', 'place', 'good', 'disposed', 'properly', 'way', 'dispose', 'environment', 'recycle', 'everything', 'paint', 'something', 'help', 'environment', 'try', 'waste', 's', 'better', 'help', 'reduce', 'waste', 'reuse', 'anything', 'want', 'someone', 'keep', 'free', 'protect', 'environment', 'environmentally', 'friendly', 'planet', 'environment', 'go', 'Environmental', 'reasons', 'need', 's', 'dispose', 'motivation', 'make', 'harm', 'Save', 'environment', 'hazardous', 'waste', 'landfill', 'dispose', 'paint', 'much', 'able', 'throwing', 'away', 'end', 'leave', 'dont', 'save', 'dont', 'want', 'someone', 'use', 'pollution', 'put', 'think', 'make', 'sure', 'world', 'great', 'pollute'.

N=1,955

Sample Comments – Likely to Recycle

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

| | |
|--|--|
| Because i never liked taking it to a hazardous waste center but recycling it means it could be used again and that I think is a great idea | I am all for a greener future and anything that can be recycled should be. |
| 1. keep environment safe 2. glad that paint can be recycled and re-used | I do not like throwing things away if there is a way to recycle, reuse or compost it that is what I try to do. We humans waste so much and the planet is so crowded now. We do not need or have room for more landfills. I am trying to lessen my negative impact on the planet. I am trying to do my best to help the planet heal. If paint can be recycled that is one less contaminate that will end up hurting the water we all need to survive, animal and human. |
| a refund or rebate | I do not want to let things go to waste so I try to use it all. If I could no longer find a use for the leftover paint I have, I would recycle it because I do not want to cause pollution by disposing of it carelessly. |
| an easy way to do it local drop off or certain times throughout the year curb side pick up | I don't want to contribute to damage the environment |
| Anything that can be recycled should be | I don't like paint to be poured down sinks or drains. |
| As long as it doesn't cost would be better way than slot of options mentioned | I don't like the idea of being thrown away if it can be reused in the future |
| Avoid creating more waste. | I have been actively recycling for well over 20 years and will continue to do so |
| avoid having hazardous materials in my home | I prefer disposing of things in the best manner |
| Avoid pollution and waste. | I support recycling in general, I try to do my part. But I don't know if there is anywhere to recycle paint in my area. I will check though. |
| bc its illegal to pour it down the drain | I wouldn't want to keep paint in my house. I certainly don't want to dump it in the sewer. It's just a lot easier to take it to the transfer station recycle center. |
| Because i dont want to put toxic stuff into the landfills | If I can't get a use out of it then why not let someone else get use out of it. |
| Because know it has hazardous chemicals in it and needs to be taken to professionals to be disposed properly. | If it is free to do |
| Better environment and no mess in my house | It can be used and not wasted. There's too much waste in the world already |
| Better for the environment | It would save resources. it would prevent harmful substances from entering the environment. Someone might be able to reuse my paint |
| Better for the planet, if it is easy to dispose of | It's the right thing to do |
| Cash back | Lower my carbon footprint. |
| Clean planet | Money |
| Cleaning up the house | Protecting my drains! |
| Clutter | Save our planet |
| Contaminating the environment | Save the Earth one small act at a time. |
| Didn't know about the process, I usually store it inside, must make sure it doesn't freeze and then I use it on other products | So the kids don't get into it |
| Do not want to waste the product since it came from resources. Do not know where trashed paint ends up so better for environ. if can be used again | To avoid any toxic pollution |
| doing the right thing | To get it out of house and reduce clutter. |
| Doing what is best for the environment and not wasting things | To help better the climate! |
| Dont wanna contribute to pollution. | To keep chemicals away from nature |
| Dont want it in water | it's a hazardous material..here in Maine in my city we have certain weekends where we can bring old hazardous materials to dump to be properly disposed in the safest manner |
| Environmentally better option for disposal | It can be used again |
| Future of humanity | It's the right thing to do. I usually use a water base paint but if I used something else I feel it needs to be disposed of properly. Pouring down the drain or out on the ground is inappropriate and could cause damages to where ever you put it |
| Get it out of my garage | I always recycle paint. I go to our transfer station weekly for trash and recycling and bring paint when I need to get rid of it. |
| Getting rid of it safely. | It sure beats leaving it in the garage for ten years. Better that it go somewhere it can be used. |
| Green | It's bad to pour it down the drain. My trash can has a sticker on it that says don't throw in the trash. I read how to get rid of it from a hazardous disposal website. |

Sample Comments – Likely to Recycle, continued

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

| | |
|--|---|
| Hazardous materials | It's Hazwaste |
| Health concern | I consider myself somewhat a "green" person and like to do things like recycling to help the environment. I recycle cans, glass, paper and cardboard. I have also brought paint to be recycled to Sherwin Williams, a paint recycling collection point here. I brought paint from my friends and neighbors too, in order to avoid it getting in the waste stream. |
| help the environment. The paint store took our old paint and they said it was to be recycled | Now that I know it can be recycled I will recycle |
| no motivation needed | It's better for the planet and for the animals |
| You just can't dump it anywhere. It's bad for the environment | It's less wasteful and it can be put to good use for someone else. |
| Receiving money | Save our planet! |
| its the right thing to do. recycle | Keeping it out of the landfill/groundwater |
| The cans and the paint gets recycled efficiently and we don't have to have them in our landfills. | THAT IT CAN BE PUT TO GOOD USE |
| Sustainability | I don't want chemicals in the environment via the dump/garbage |
| To help not contaminate my earth so others can live here longer with a clean environment | so it can be reused instead of wasted |
| We recycle everything we can. Before I just stored it with us and used it for touch up or other projects. My kids enjoy recycling as well so I would take them along to recycle the left over paint | To help the environment, and I always recycle everything. |
| If I can use the remaining paint next year, of course I would love to. In the future, when I go to paint, I will be less expensive. | this survey |
| Better for the environment | I want to do what I can to help the earth. |
| To recycle and save less processing of chemicals and other additives in paint. | I don't like to pollute |
| TO GET RID OF THE PAINT | Ensure that it does not go down drains. |
| i would rather recycle the paint, then for it to go somewhere where it should not go and contaminate the earth. | so I don't pollute the environment and they can reuse the paint |
| not letting the paint getting to the wrong place and adding to pollution or destruction | Get it out of the house safely |
| give to habitat for humanity | that someone else may benefit from my left over paint |
| I don't have any place to put it and it's free to recycle. | Out of basement |
| I care about our environment | Maybe cheaper costs |
| Keeping my child happy as I try and save the planet | Better than putting in the trash, more sustainable |
| probably better for the environment. Also - if it could be used by someone else - even better. | Environmental reasons. |
| It is a small step I can take to leave my small corner of the world a healthier place. | So someone else who needs paint can use it too. |
| To be greener | help the earth |
| Possibly helping someone else out, doing the right thing. | So I don't pollute |
| to make sure it gets handled correctly | Doing the right thing |
| Keep chemicals out of the water | so it gets put to a good use and/or disposed of properly. |
| to better protect the environment, which is in DESPARATE need of our help! | it is something that people should try to do |
| I am a wastewater engineer, and I know firsthand the problems that arise from people dispose of paint improperly down the drain. Similarly paint should not be incinerated without the proper controls | Preserve the environment, ecological reasons |
| I now know knowledge that recycling is an option. | I would rather recycle anything rather than throw it away. |
| Right thing to do | My children's future |

Sample Comments – Unlikely to Recycle*

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

| | |
|---|--|
| Because I don't have a recycling bin | I tend to use it in other projects. |
| Because I don't get paid for it. I paid for the paint, recycle companies get paid, | I think it's a stupid idea. |
| Because I don't know where to take it and when you asked the place where you bought it from they have no idea either | I think the recycling places are too far from me. |
| Because i don't really be worried about it | i try to use up my paint. |
| Because I'd give it to someone I know who could use it | I typically do not see the benefits of recycling this type of item. I feel that although it provides unskilled jobs for people, recycling likely uses just as many or more resources and money than its saving |
| Because when I contacted the groups in my area I was told there was a \$25 per container fee for recycling it! I will pour it down the drain first before paying to have it recycled! | I would rather just dry it our and dump it |
| Cause I use it all | I wouldn't even know where to take it |
| do not do it | I'd leave it in the house when I move. |
| Don't know where to take it | If it cost too much money to recycle. |
| don't care about recycling | ill give it to family instead |
| don't have paint | It is easier to dry it out |
| Dont have time | It is not in a condition to recycle. |
| Don't know where | It's a hassle |
| don't know where to recycle it | It's a pain. I would rather save it and use it as I need to touch up |
| Don't know where to take it | just am not sure if i would do it or not |
| Dump in storm drain | Just because I want to reuse it |
| Environmentalism is a f-ing cult that I WILL NOT PARTAKE IN. | Keep for the next time I need to touch up. |
| For I don't paint very often | Keep in base ment |
| Give it away | keep paint to use for touch ups |
| I will not buy a lot of paint. | Lines are too long, without a special local event it is too far to drive and wait in line |
| I always get what I need, it isn't that difficult. | No need I won't be buying any |
| I am unlikely to recycle leftover paint in the future because I use all of it in a short period of time. | No place in the area |

Sample Comments – Unlikely to Recycle, continued

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

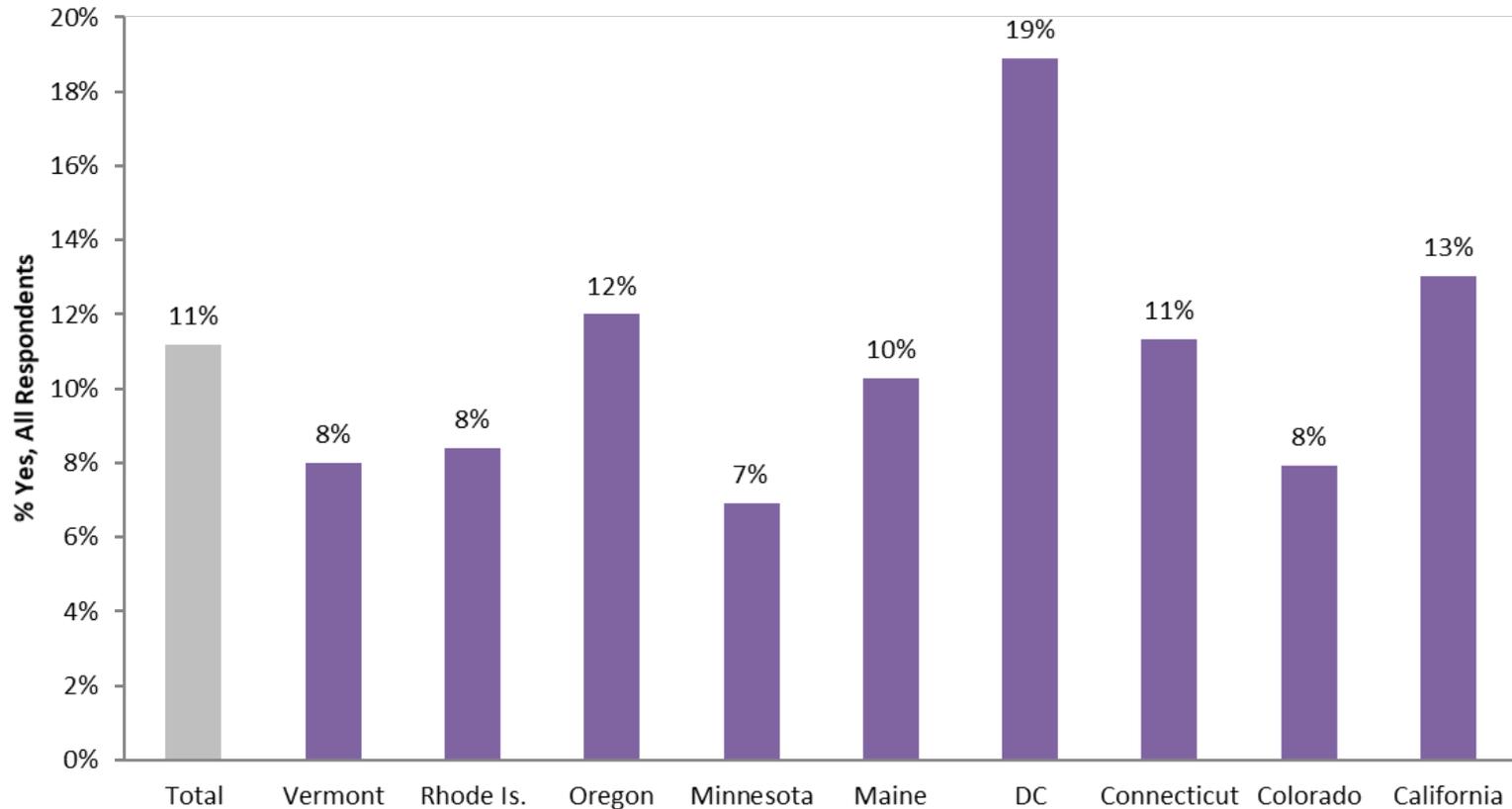
| | |
|--|---|
| I can always use it in the future or give it to someone that can use it | no time |
| I do not have the time nor the inclination to drive to a recycling plant miles from my home for zero perks. | No use |
| I don't buy painf | Not going to paint. Will hire out. |
| I don't have leftover paint | Not interested |
| I don't know I don't recycle | Not sure what I need to do. |
| I don't know how | put in thepaint |
| I don't know where to recycle it; I just learned that it can be done. Are you going to let me know where to recycle? | Save it & use it when needed |
| i don't know where to take it other than the hazardous waste facility | sounds like a hassle |
| I don't see myself using paint in the future. I live in an apartment and we're not allowed to paint it | To better the environment |
| I don't use pait as I live in an Apt. & landlord takes care of any painting that needs to be done. | To lazy |
| I have a store recycle non recycle wast unwanted paint no to waste or recycle if able to recycle by the year 1999 painter tile auto fuel or revenue service waste at al unless I intend to pay 300 000 per ounce to the nearest recycling plant with unwanted body parts or remains in it forauto recycled paint and ornistar or auto richalnd star value lane or inland value city inn paint jobs inrich auto body maaco art paint of constable ray edomons race car drier niece or nephew took once and fell thru the wall and had brain damage and gear shift auot scare disease and needs recycling agreement to pay for treatment and aonly had the right thing by richalnd auto mars disco art for any thing to be repaired as on g for girl or youn g child up to 2 milio thank god did not recycle paint | To paint something else |
| I have never heard of this and don't know where to do this | too difficult |
| I just don't know | Too much of a hassle to take to a recycling place. And heavy to carry |
| I keep a little left over pain everything I paint in the house in case I need to touch it up for many reasons | Too much trouble & time. |
| I keep leftover paint until I use it or it's no good. | Too much trouble. |
| I keep leftovers for touch-ups | Took it to a paint store to dispose of. They refused it |
| I like to save it to use it for touchups or other paint jobs in the future. | unsure how to do it |
| I live in a apartment | Use it |
| I never paint things myself. I always pay for it. | Usually it isn't good |
| I plan to use what i buy. | Where can I recycle it! Too heavy to transport paint cans |

ADVERTISING/MARKETING CONSIDERATIONS

PaintCare Awareness

- ❖ 11% of respondents said they had heard of PaintCare before.
- ❖ Results differed by state/the district. D.C., California and Oregon residents appear to be most aware; Minnesota residents, least aware.
- ❖ Note, margins of error deem most differences statistically insignificant.

Have you ever heard of PaintCare before?

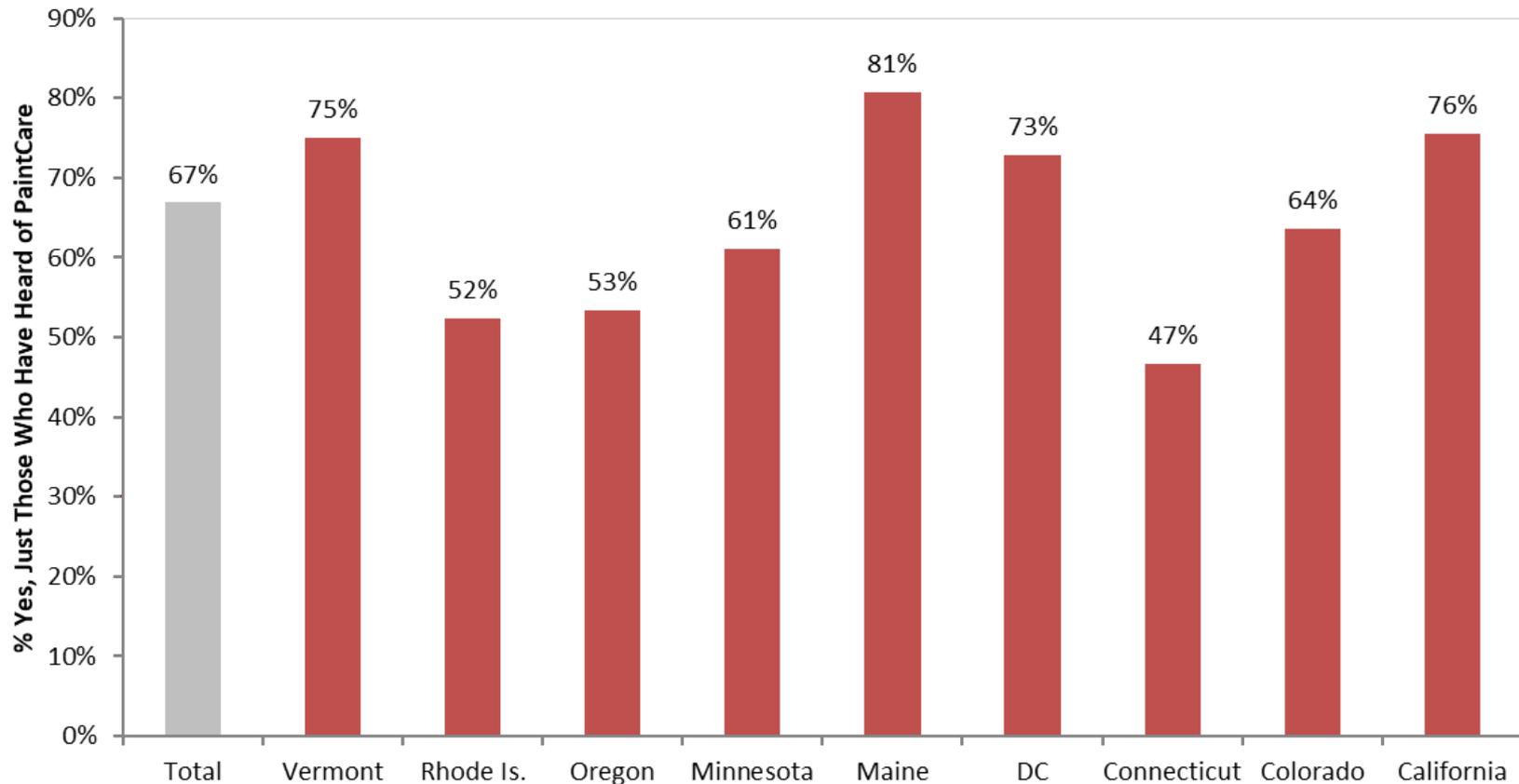


Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660

Ad Recall Among Those Who Knew of PaintCare

- ❖ 67% of those who had heard of PaintCare before said they had seen an ad in the last several months.
- ❖ However, this varied greatly by state...

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

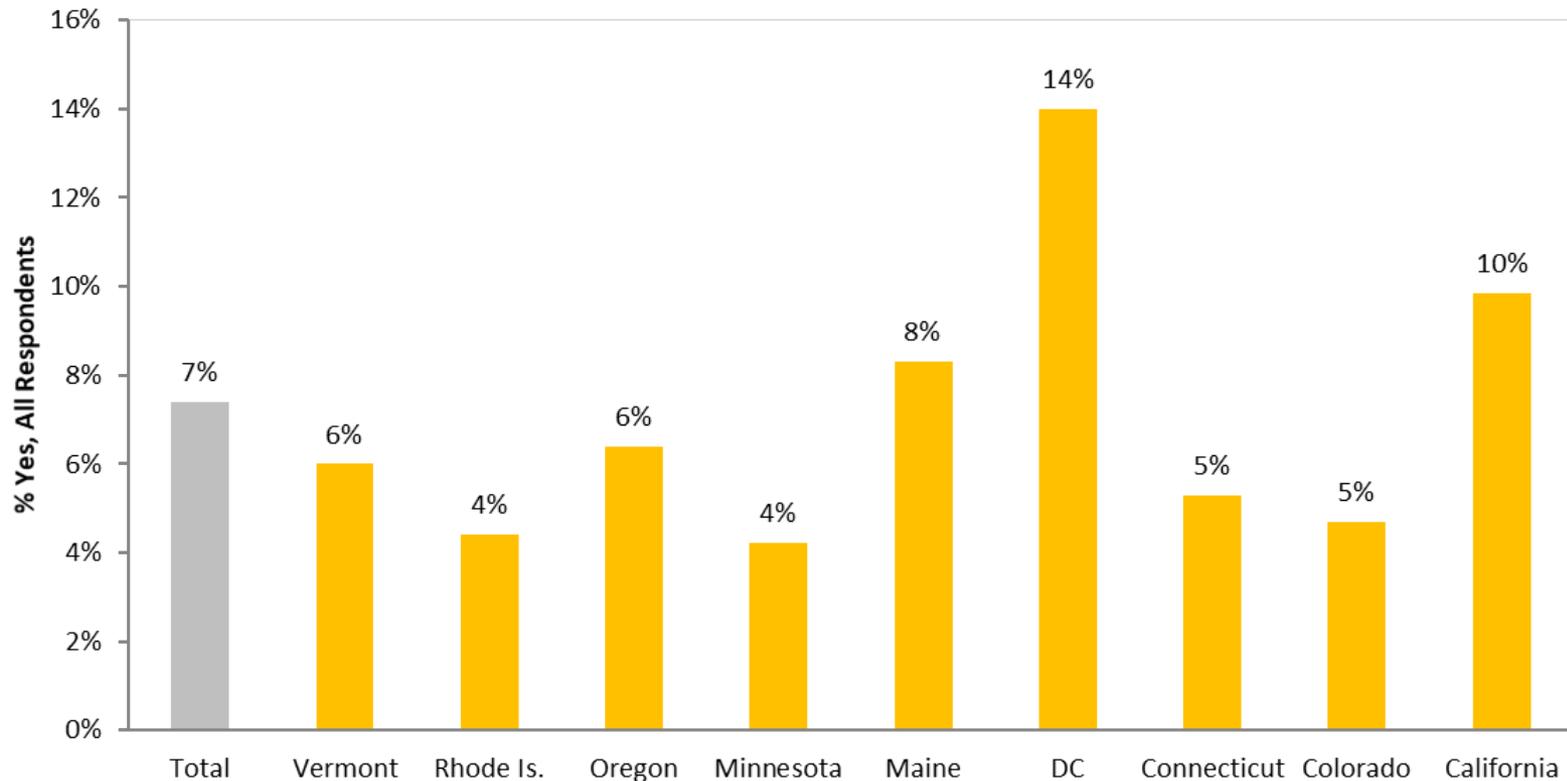


Sample Sizes: Total 293; Vermont 12; Rhode Island 21; Oregon 30; Minnesota 18; Maine 26; DC 48; Connecticut 30; Colorado 22; California 86

Adjusted Ad Recall for Entire Population

- ❖ By multiplying the percentage who were familiar with PaintCare by the percentage who recalled an ad, we can evaluate what percentage of the population recalled an ad.
- ❖ Washington D.C. and California had the highest overall ad recall rates; Rhode Island and Minnesota the lowest.

Adjusted Ad Recall (as a percentage of all surveyed)

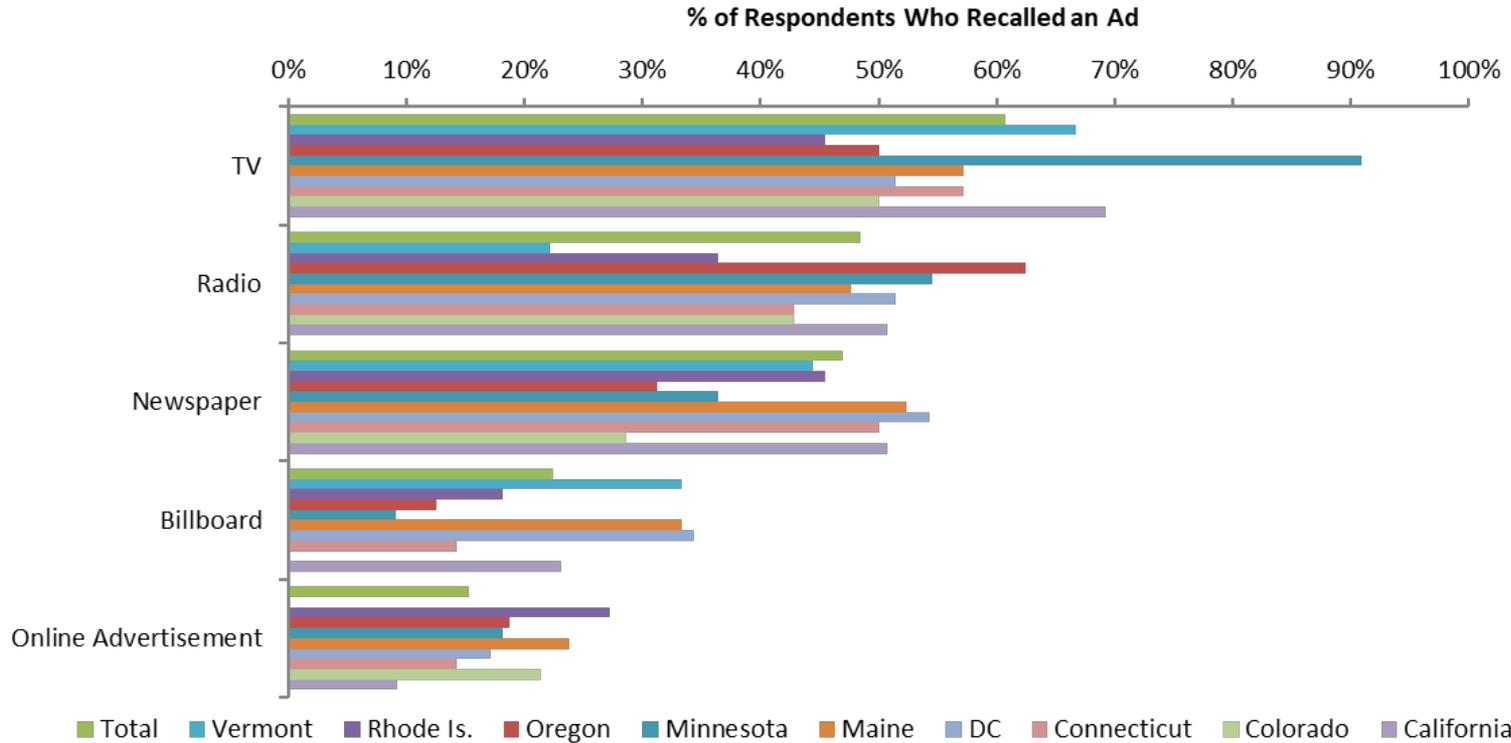


Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660

Ad Recall Types

- ❖ TV was most frequently cited in most states. Newspaper was most common in D.C.; radio, in Oregon.
- ❖ Note: sample sizes are small by state/the district; as such, results should be considered directionally.

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

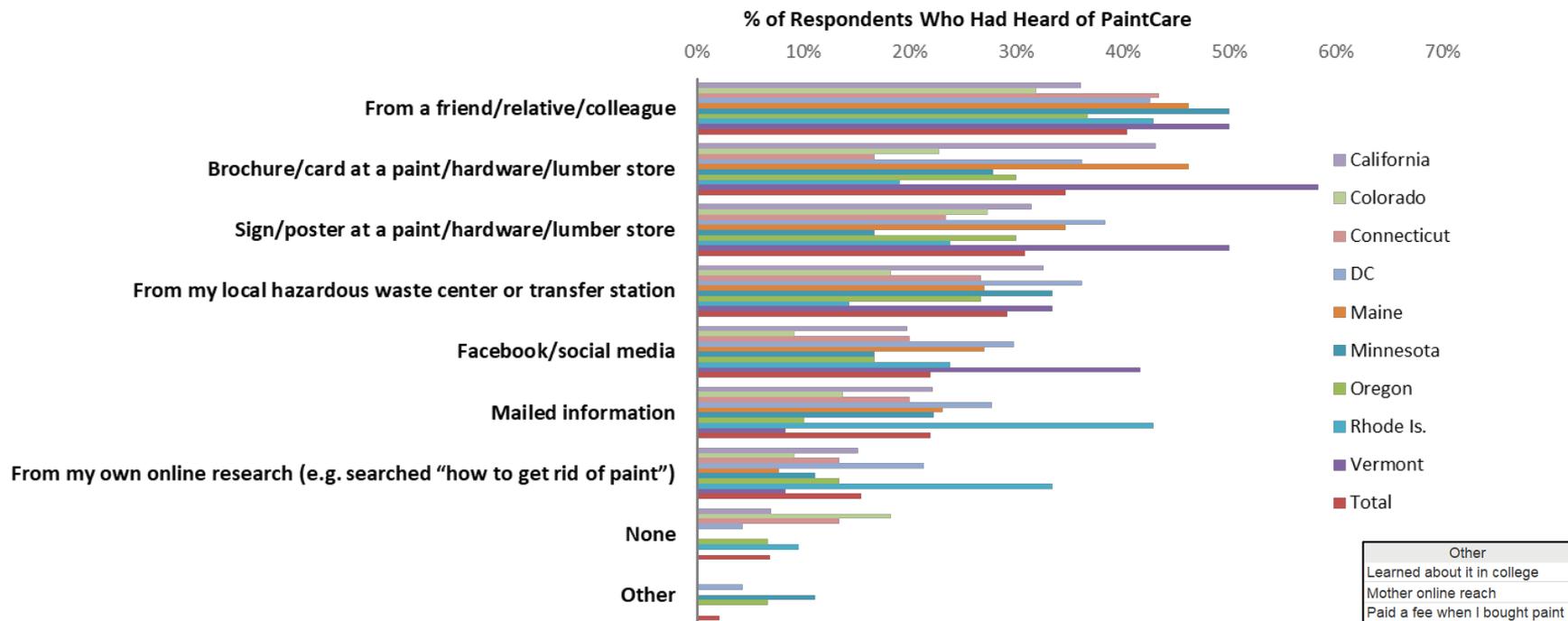


| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|----------------------|------------|----------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|------------|
| TV | 61% | 67% | 45% | 50% | 91% | 57% | 51% | 57% | 50% | 69% |
| Radio | 48% | 22% | 36% | 63% | 55% | 48% | 51% | 43% | 43% | 51% |
| Newspaper | 47% | 44% | 45% | 31% | 36% | 52% | 54% | 50% | 29% | 51% |
| Billboard | 22% | 33% | 18% | 13% | 9% | 33% | 34% | 14% | 0% | 23% |
| Online Advertisement | 15% | 0% | 27% | 19% | 18% | 24% | 17% | 14% | 21% | 9% |
| Sample Size | 196 | 9 | 11 | 16 | 11 | 21 | 35 | 14 | 14 | 65 |

Recall of Other Marketing Measures

- ❖ It is clear that word-of-mouth is extremely important in spreading the word about paint recycling.
- ❖ The next most successful measures are store-provided brochures/cards/posters and direct mail.
- ❖ Note: sample sizes are small by state/the district; as such, results should be considered directionally.

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

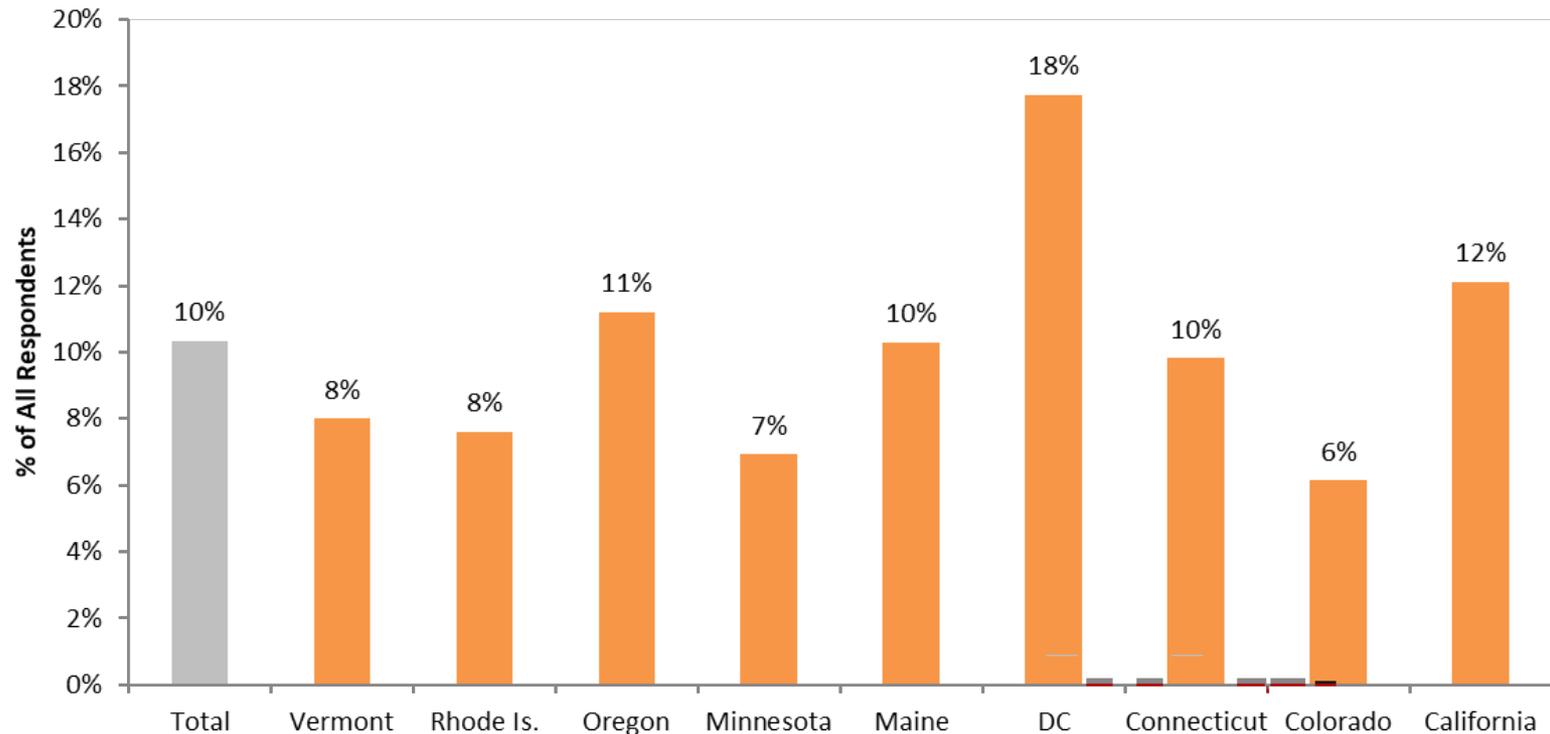


| | Total | Vermont | Rhode Is. | Oregon | Minnesota | Maine | DC | Connecticut | Colorado | California |
|---|------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|------------|
| From a friend/relative/colleague | 40% | 50% | 43% | 37% | 50% | 46% | 43% | 43% | 32% | 36% |
| Brochure/card at a paint/hardware/lumber store | 35% | 58% | 19% | 30% | 28% | 46% | 36% | 17% | 23% | 43% |
| Sign/poster at a paint/hardware/lumber store | 31% | 50% | 24% | 30% | 17% | 35% | 38% | 23% | 27% | 31% |
| From my local hazardous waste center or transfer station | 29% | 33% | 14% | 27% | 33% | 27% | 36% | 27% | 18% | 33% |
| Mailed information | 22% | 8% | 43% | 10% | 22% | 23% | 28% | 20% | 14% | 22% |
| Facebook/social media | 22% | 42% | 24% | 17% | 17% | 27% | 30% | 20% | 9% | 20% |
| From my own online research (e.g. searched "how to get rid of paint") | 15% | 8% | 33% | 13% | 11% | 8% | 21% | 13% | 9% | 15% |
| None | 7% | 0% | 10% | 7% | 0% | 0% | 4% | 13% | 18% | 7% |
| Other | 2% | 0% | 0% | 7% | 11% | 0% | 4% | 0% | 0% | 0% |
| Sample Size | 292 | 12 | 21 | 30 | 18 | 26 | 47 | 30 | 22 | 86 |

Adjusted Marketing Recall for Entire Population

❖ Marketing initiative recall rates were highest in D.C. and California; lowest in Colorado and Minnesota.

Adjusted Recall of "Other Ways" (as a percentage of all surveyed)

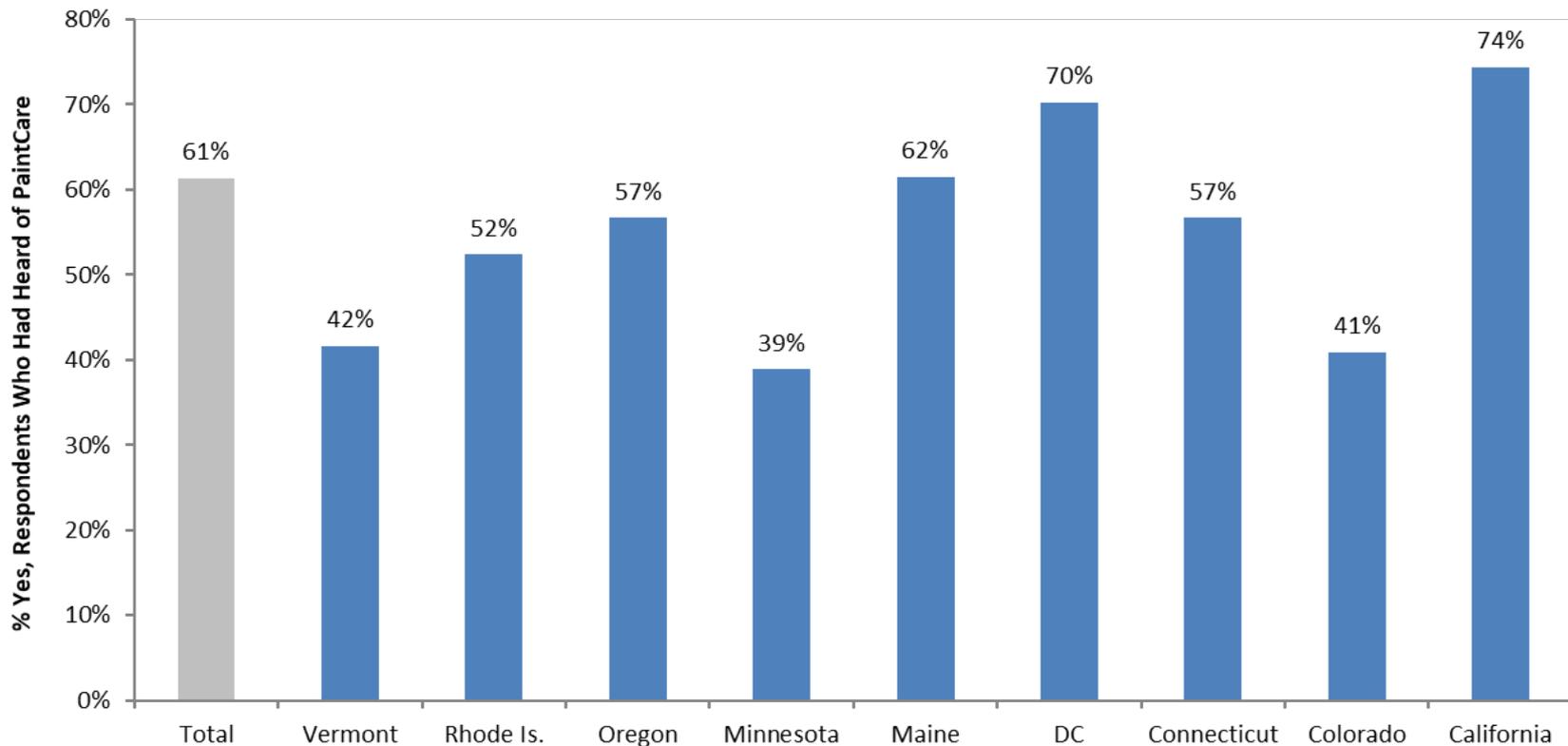


Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660

PaintCare Event Attendance

- ❖ While California, Maine, Oregon, Colorado, and Rhode Island were the only states with recent events, a significant portion of respondents familiar with PaintCare in all states said they had been to an event in the past.
- ❖ The highest attendance rates were in California and D.C.; the lowest, in Minnesota.
- ❖ *Note: sample sizes are low by state/the district and should be considered directionally.

Have you ever attended one of PaintCare's one-day collection events?

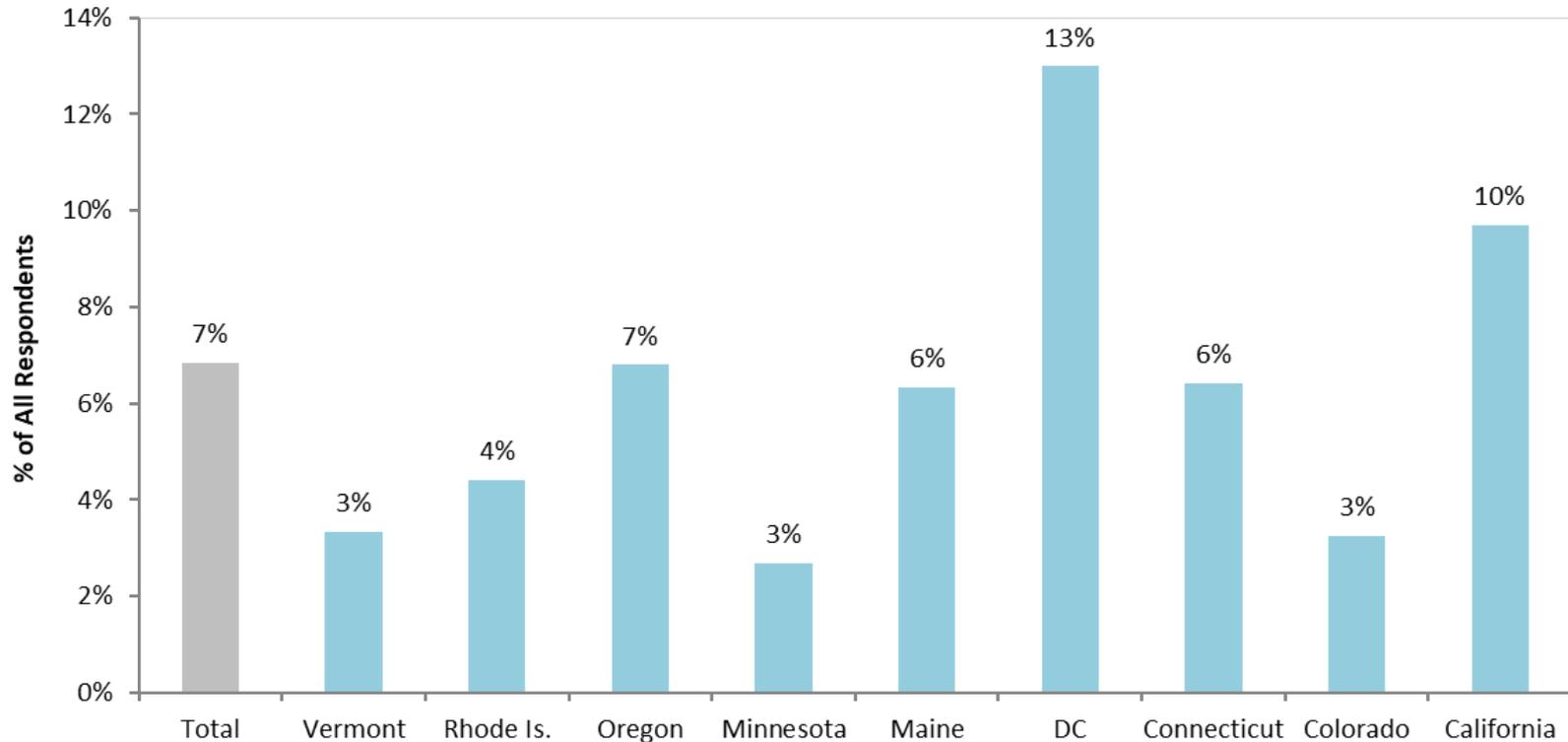


Sample Sizes: Total 292; Vermont 12; Rhode Island 21; Oregon 30; Minnesota 18; Maine 26; DC 47; Connecticut 30; Colorado 22; California 86

Adjusted Event Attendance for Entire Population

- ❖ 7% of all respondents said they had been to a collection event.
- ❖ Event attendance was highest in D.C. at 13%; lowest in Colorado, Minnesota and Vermont at 3%.

Adjusted Event Attendance
(as a percentage of all respondents)



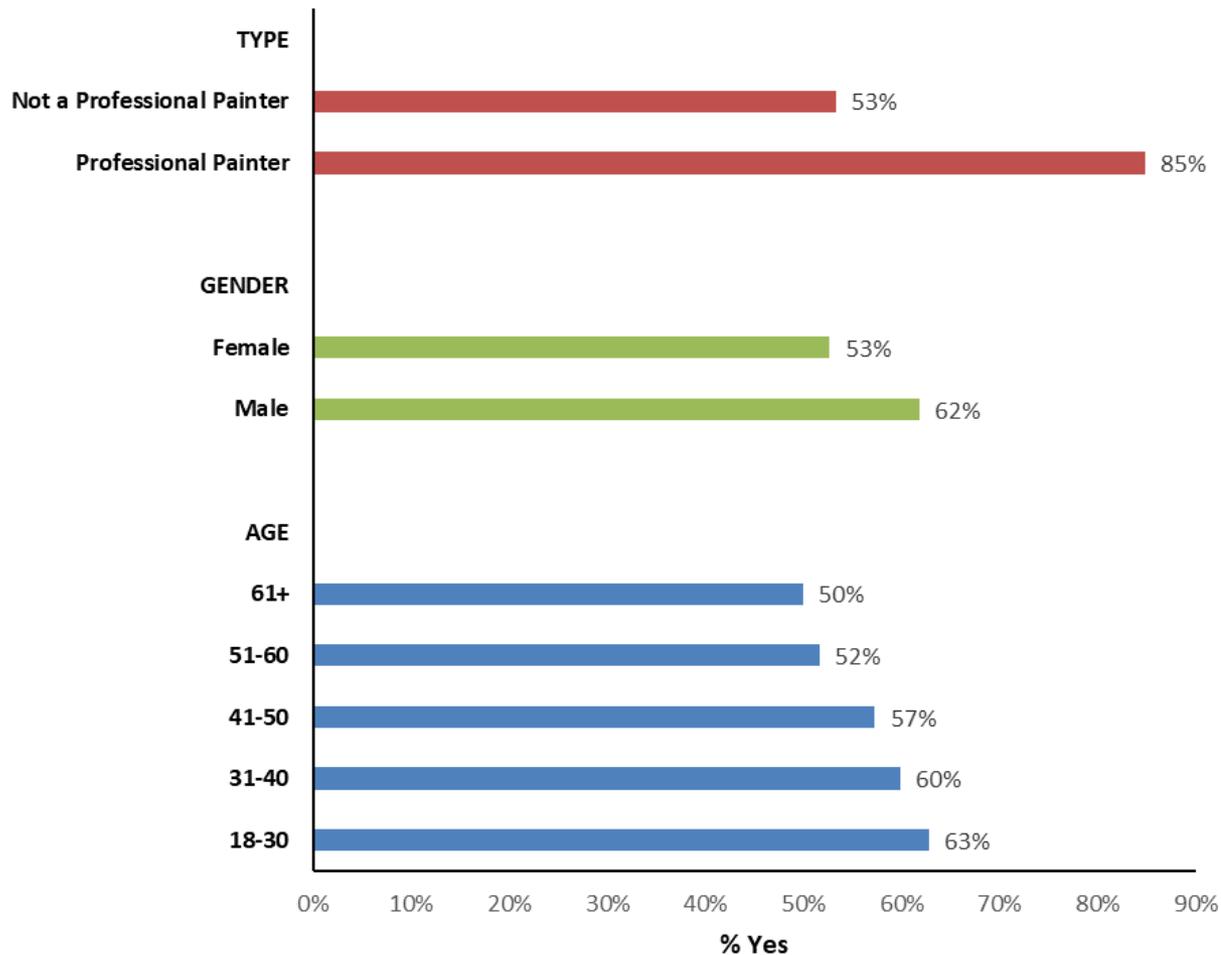
Sample Sizes: Total 2619; Vermont 150; Rhode Island 250; Oregon 250; Minnesota 260; Maine 253; DC 254; Connecticut 265; Colorado 277; California 660



**CROSS-
TABULATIONS**

Consumer Behavior Cross Tabulations

Have you purchased paint in the last year?

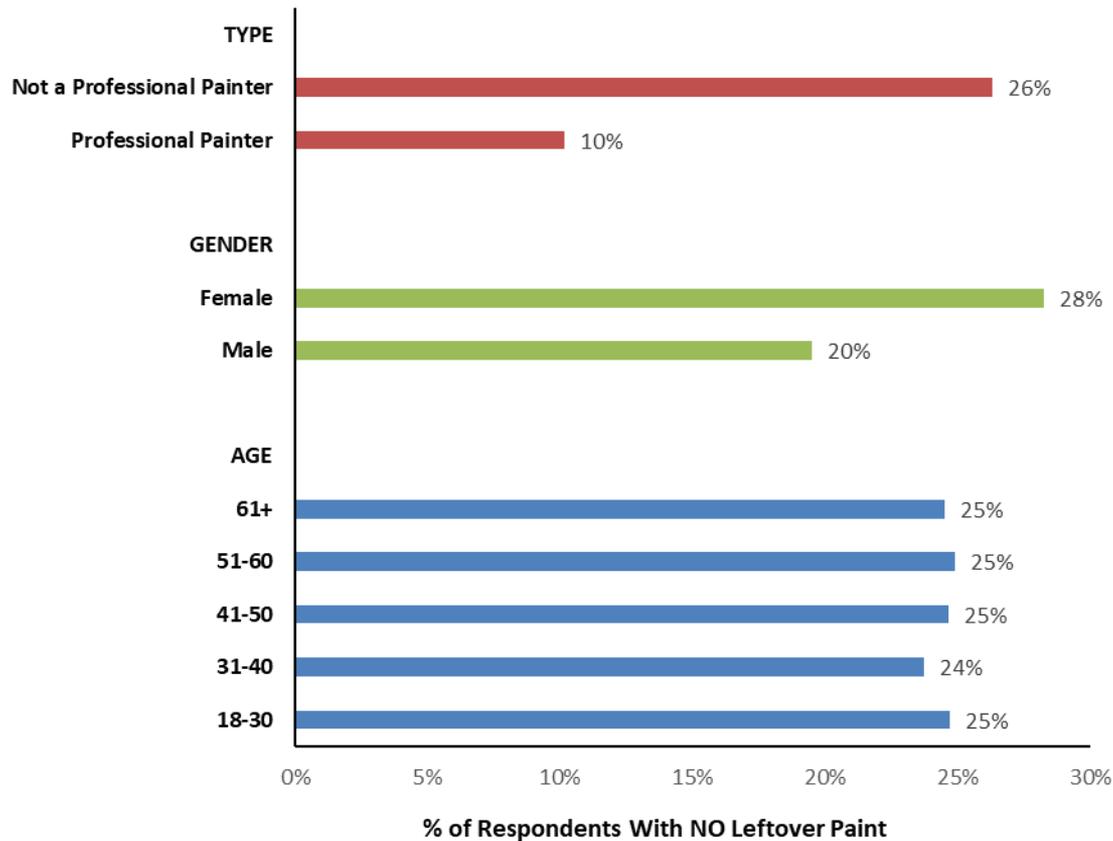


- ❖ As expected, professional painters have more recently purchased paint than non-professionals.
- ❖ Men have purchased slightly more than females in the last year.
- ❖ Incidence of recent paint purchases decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Consumer Behavior Cross Tabulations

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

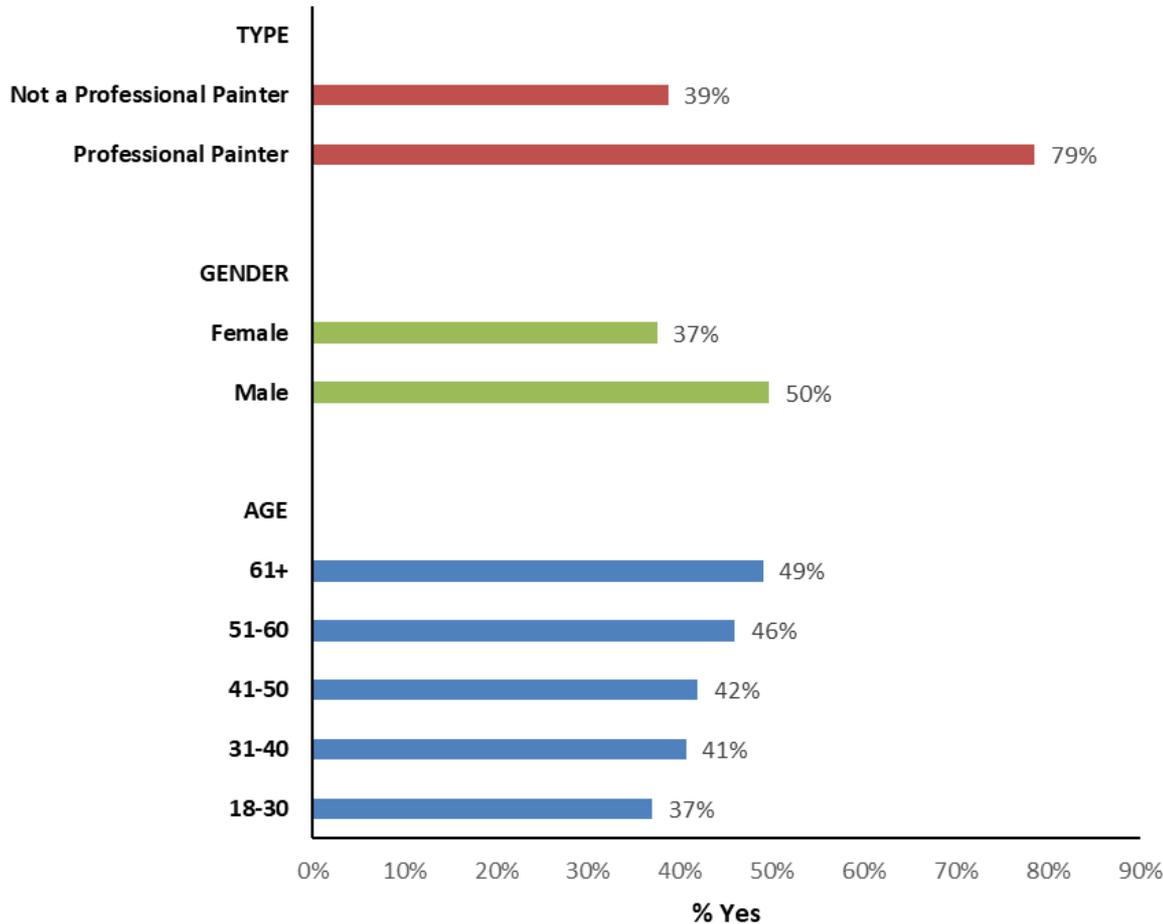


- ❖ As expected, professional painters store more paint than non-professionals.
- ❖ Males store paint more often than women.
- ❖ Age does not play a role in the storage of paint.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Awareness/Engagement Cross Tabulations

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

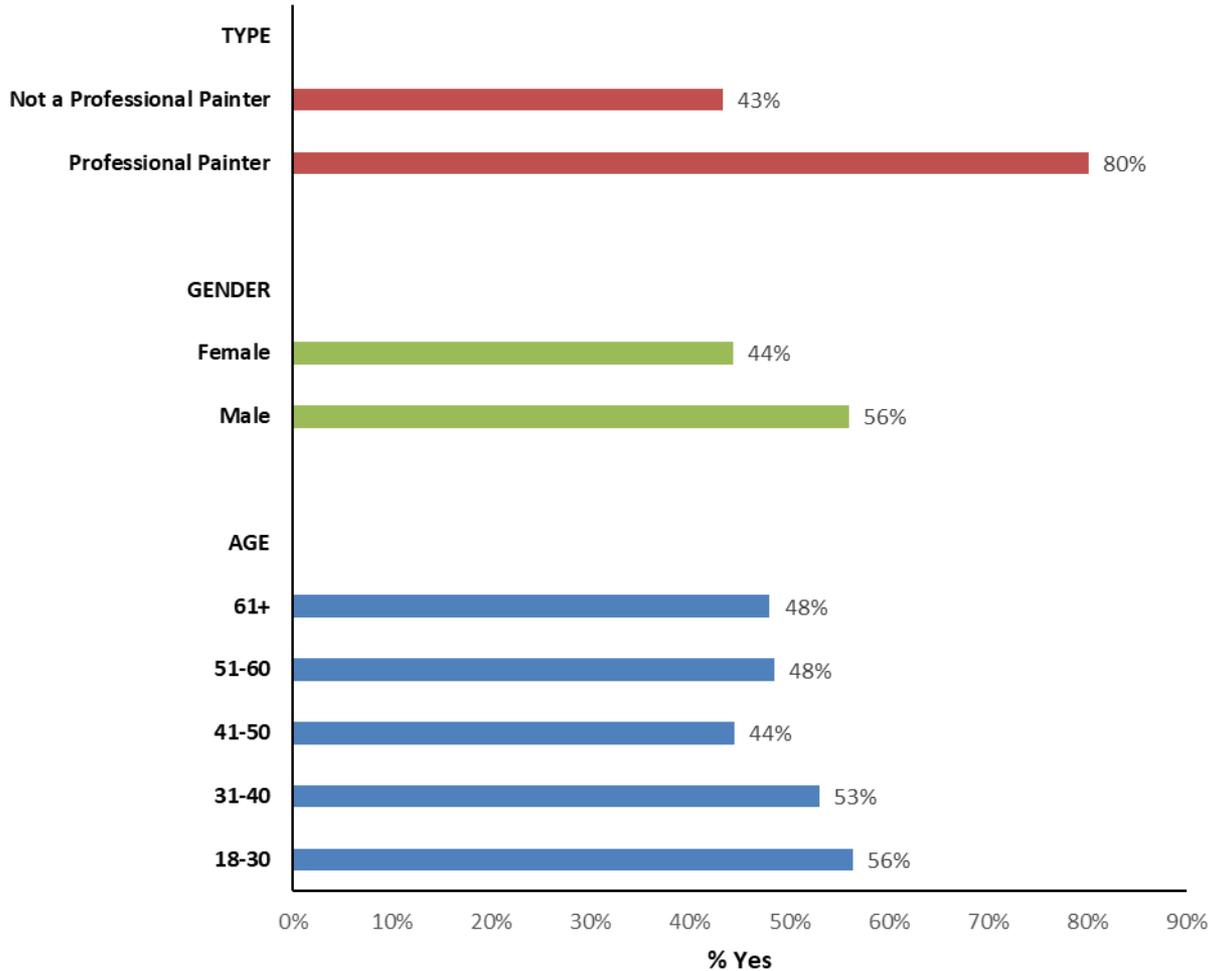


- ❖ Professional painters are about twice as likely to know that paint can be recycled.
- ❖ Men are more likely to know that paint can be recycled than women.
- ❖ Knowledge increases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Awareness/Engagement Cross Tabulations

Have you ever taken paint somewhere to be recycled?

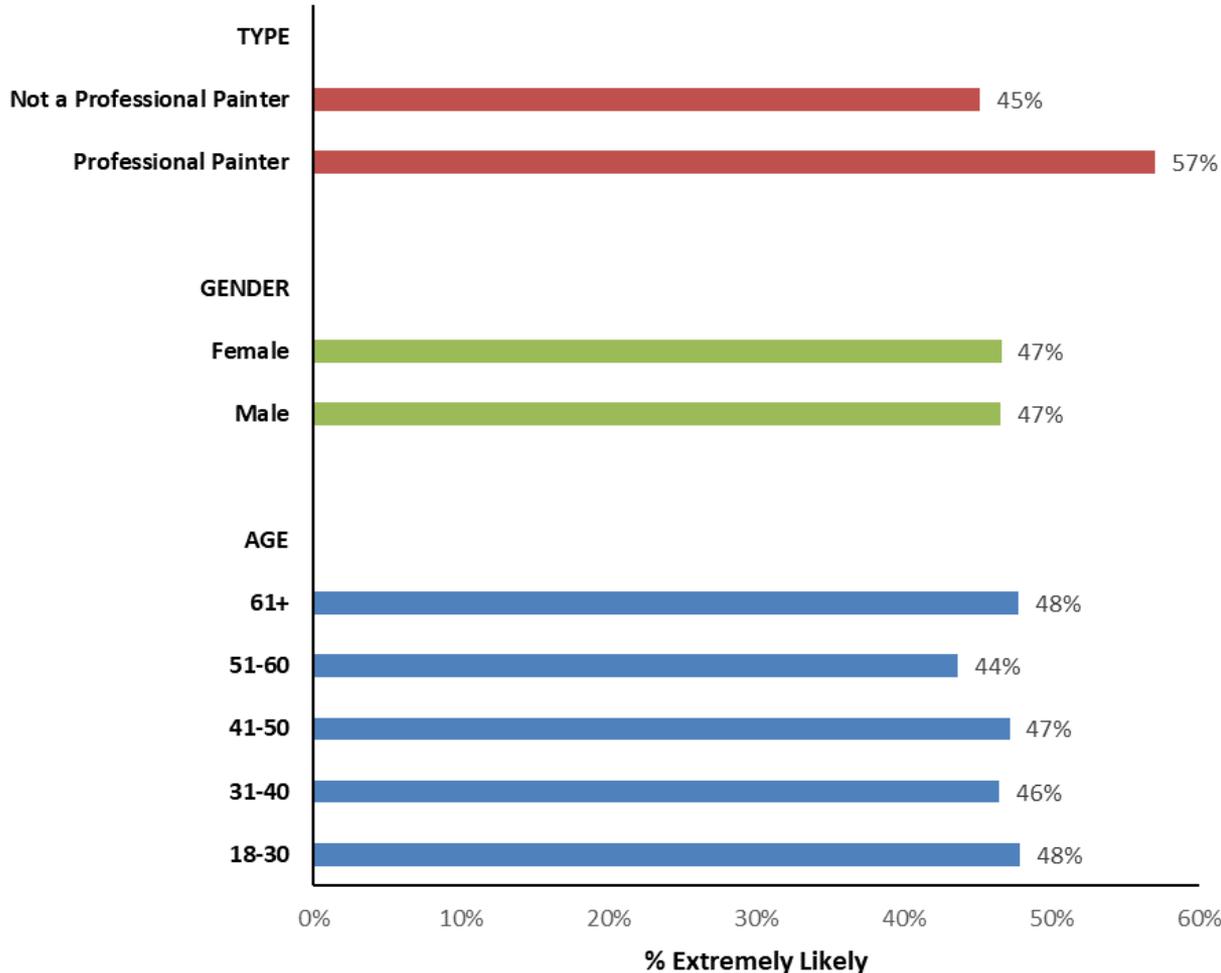


- ❖ Professional painters have recycled paint almost twice as often as non-professionals.
- ❖ Men have recycled paint more than females.
- ❖ Younger respondents said they had recycled paint slightly more often than older respondents.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Awareness/Engagement Cross Tabulations

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



❖ Professional painters said they were more likely to recycle paint in the future than non-professionals.

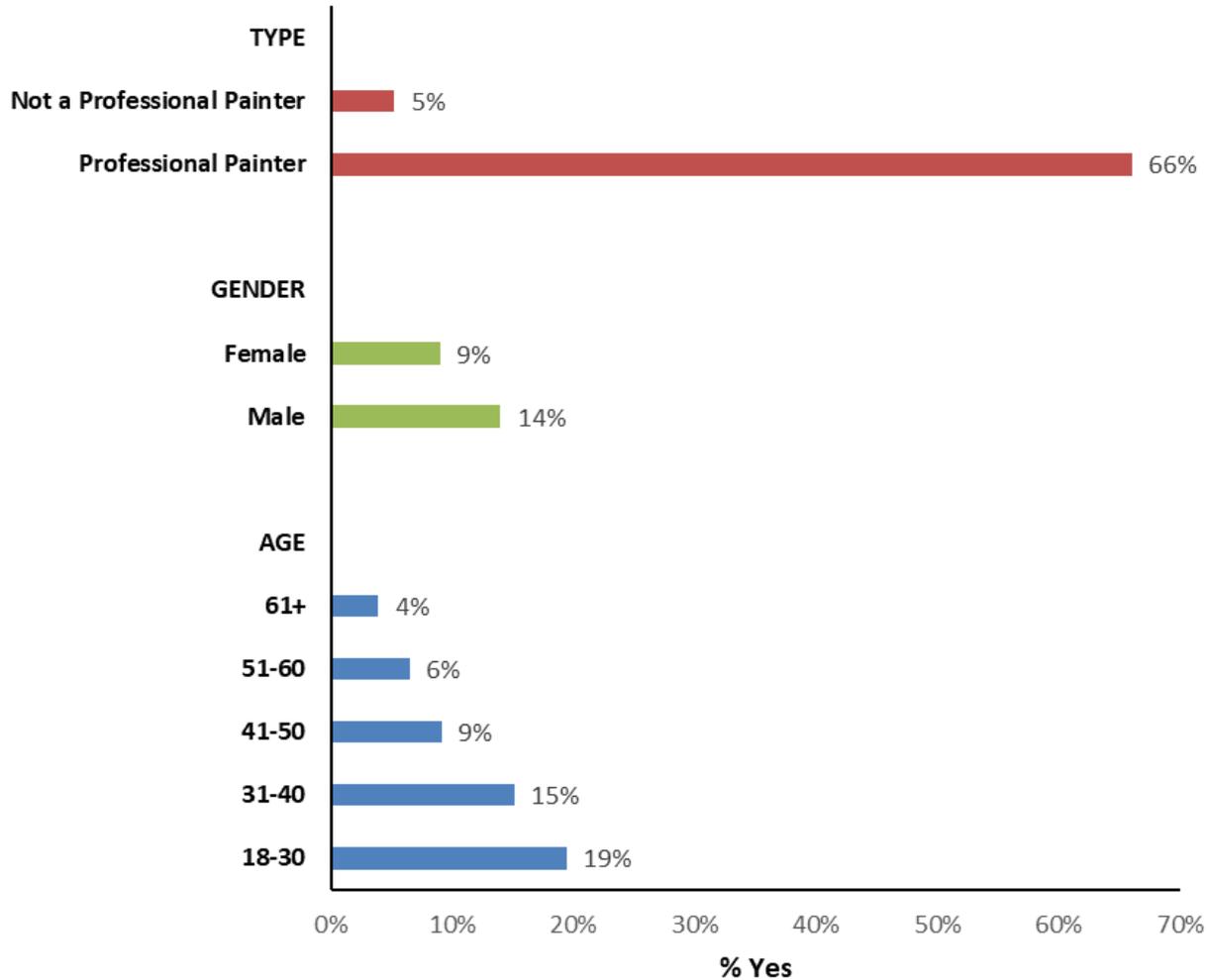
❖ Gender plays no role in likelihood to recycle paint in the future.

❖ Age doesn't play a role in the likelihood to recycle in the future.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Advertising/Marketing Cross Tabulations

Have you ever heard of PaintCare before?

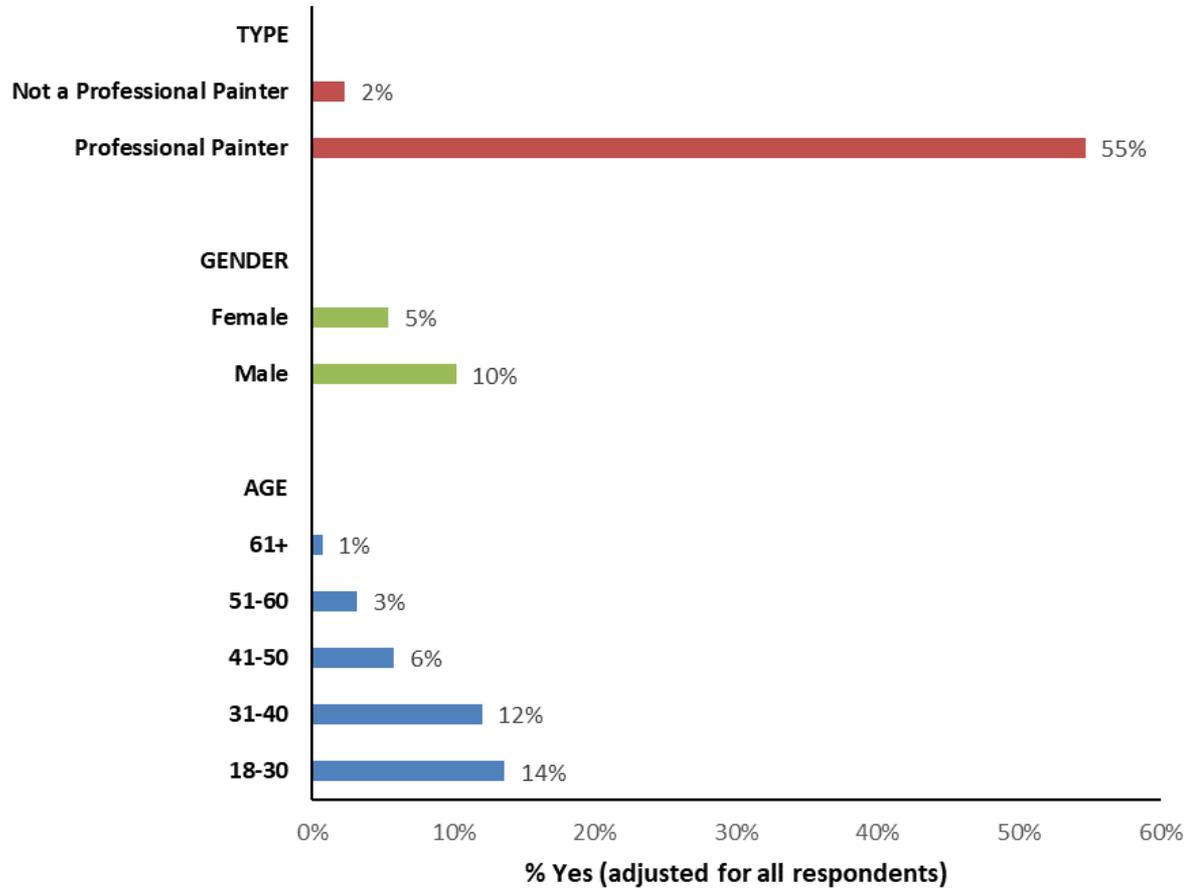


- ❖ As expected, professional painters are more aware of PaintCare than non-professionals.
- ❖ Men are slightly more aware than women.
- ❖ Awareness of PaintCare decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Advertising/Marketing Cross Tabulations

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

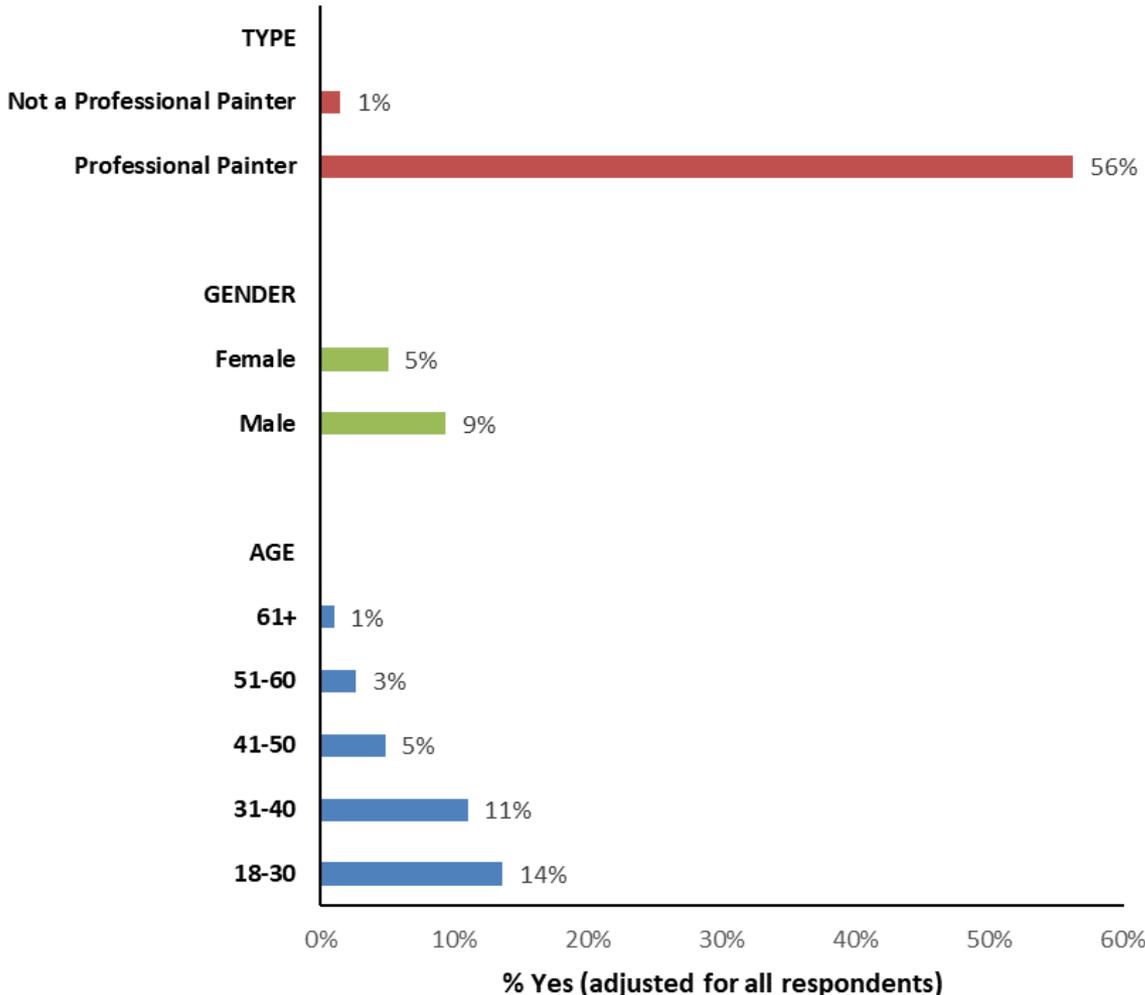


- ❖ Professional painters recall a PaintCare ad 25X more often than non-professionals.
- ❖ Ad recall among men is 2X as high as with women.
- ❖ Ad recall decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

Advertising/Marketing Cross Tabulations

Have you ever attended one of PaintCare's one-day collection events?



- ❖ More than half of professional painters have attended a collection event.
- ❖ Men have attended collection events more often than women.
- ❖ Incidence of event attendance decreases with age.

Sample Sizes: Age 18-30, 514; Age 31-40, 581; Age 41-50, 515; Age 51-60, 570; Age 61+, 408; Men, 1071; Women, 1505; Pro, 256; Non-Pro, 2361

APPENDIX: STATE HIGHLIGHTS

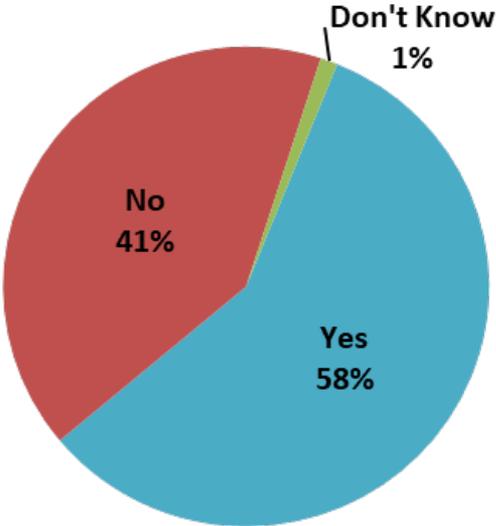


Minnesota

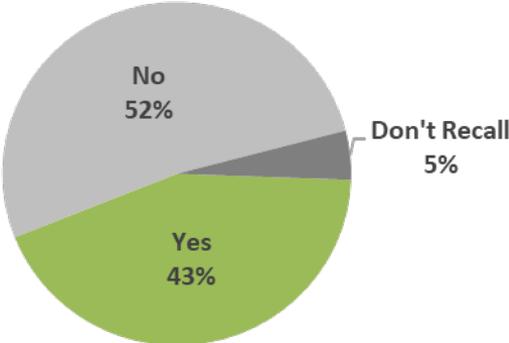
Minnesota Highlights

- ❖ 58% of those surveyed have purchased paint in the last year. 43% of them were helped by the store in determining needs. 59% took measurements themselves.

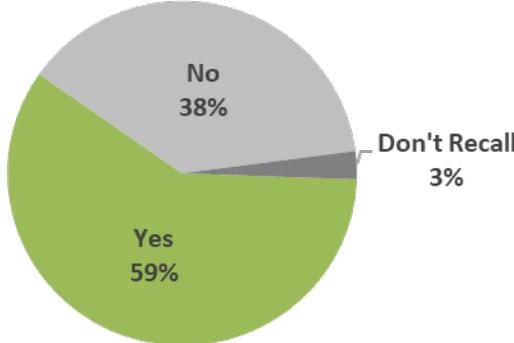
Have you purchased paint in the last year?



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

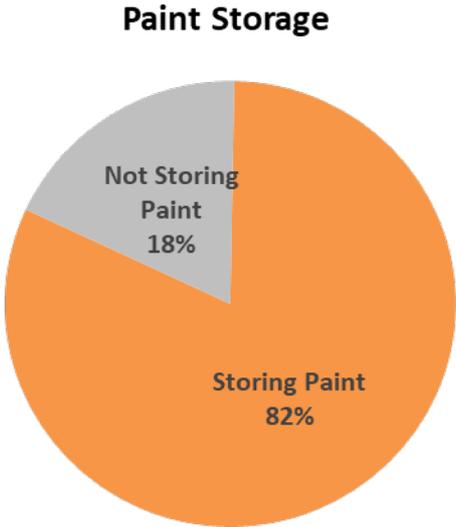


Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed for the project?

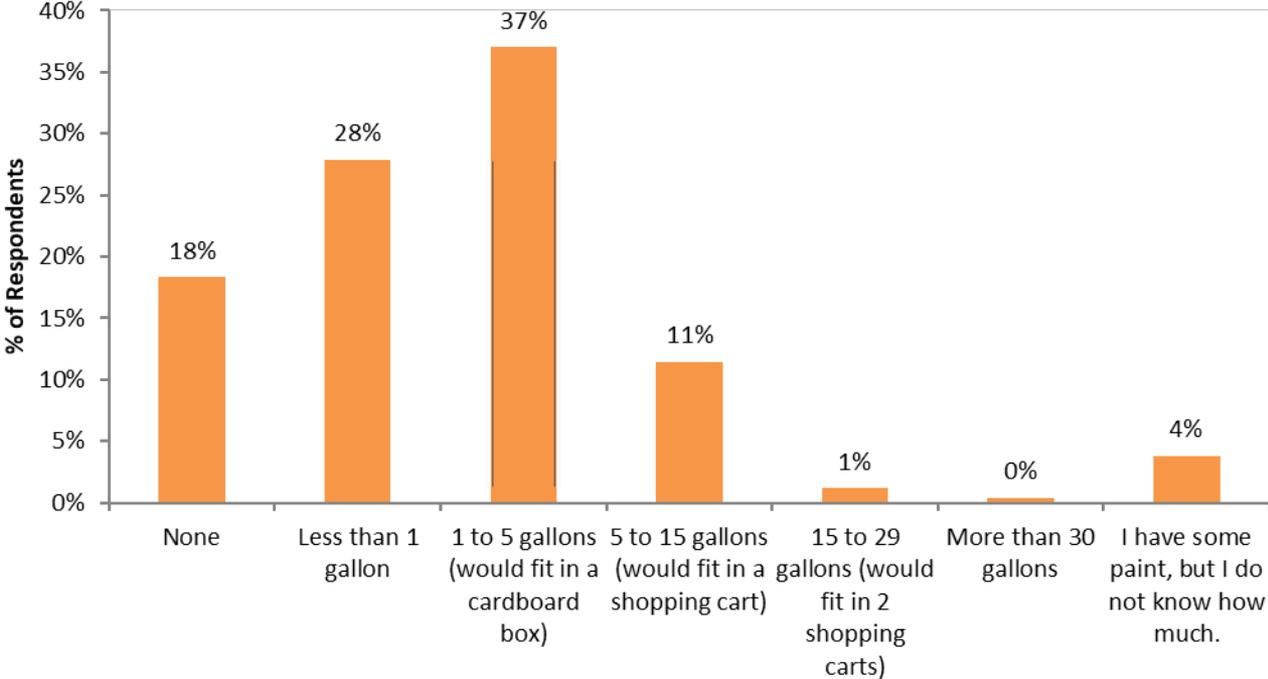


Minnesota Highlights

❖ Only 18% of respondents are NOT storing paint at home or at their business. The median amount stored was “1 to 5 gallons.”



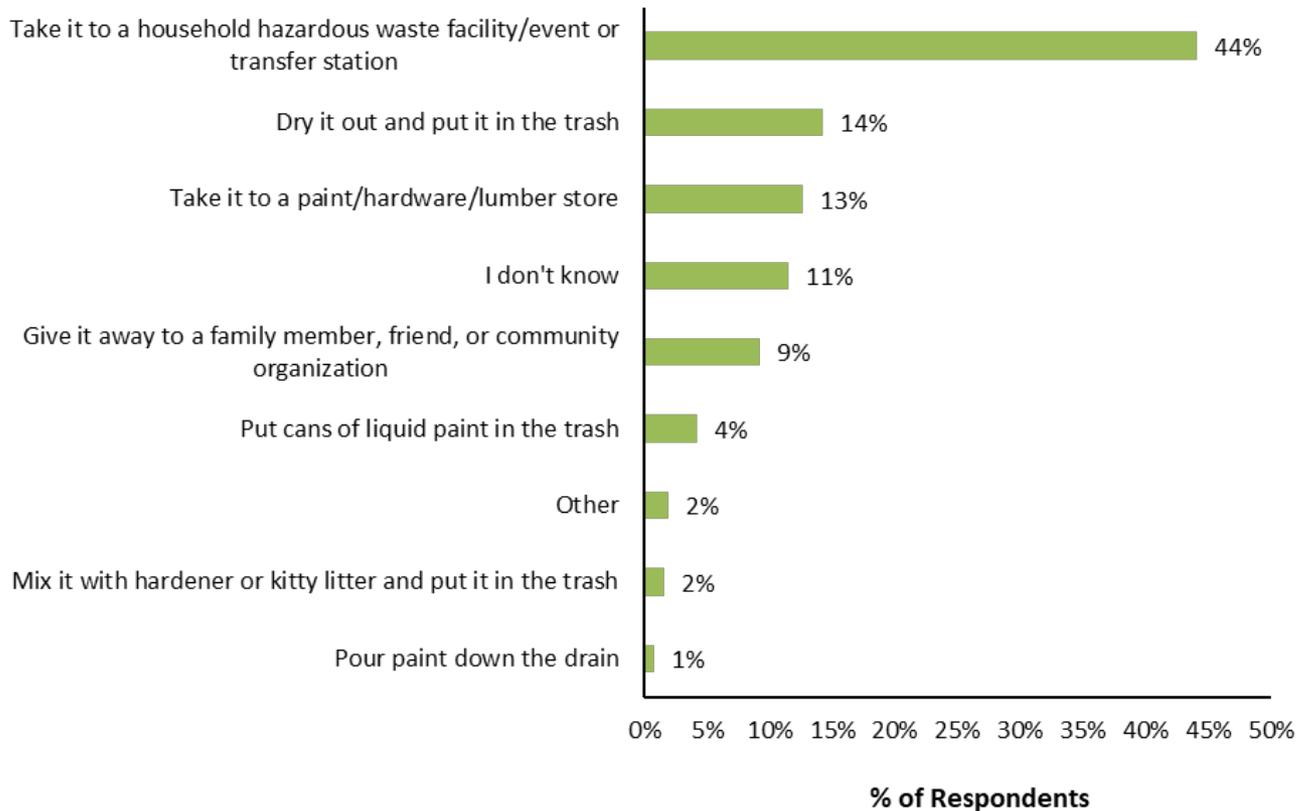
How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?



Minnesota Highlights

- ❖ 57% of respondents said they would take unwanted paint to a HHWF or a retail store in the future.
- ❖ Only 5% said they would put liquid paint in the trash or pour it down the drain.

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

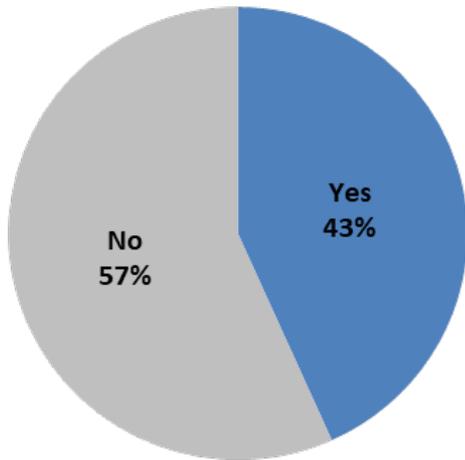


| Other Disposal Methods |
|---|
| If there was too much paint in the can to dry it out I would bring it to a hazardous waste facility |
| Clean it and wash it |
| Google the proper way to dispose it |
| County |

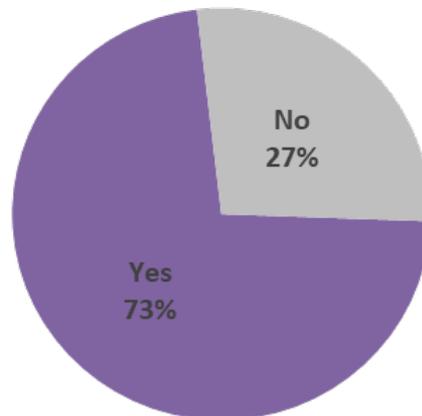
Minnesota Highlights

- ❖ 43% of respondents knew that paint can be recycled.
- ❖ Of those, 73% knew where to take it; 44%, about the fee added to paint purchases.

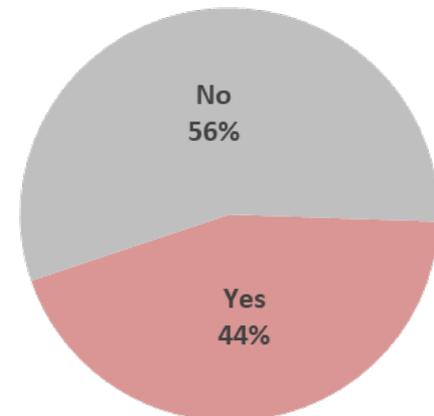
Prior to this survey, did you know that paint can be recycled?



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



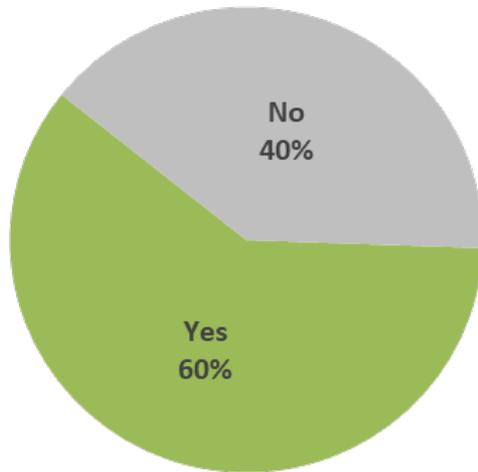
Are you aware that when you buy paint in your state, there is a small fee added to the price to pay for a program to recycle any leftover paint you have?



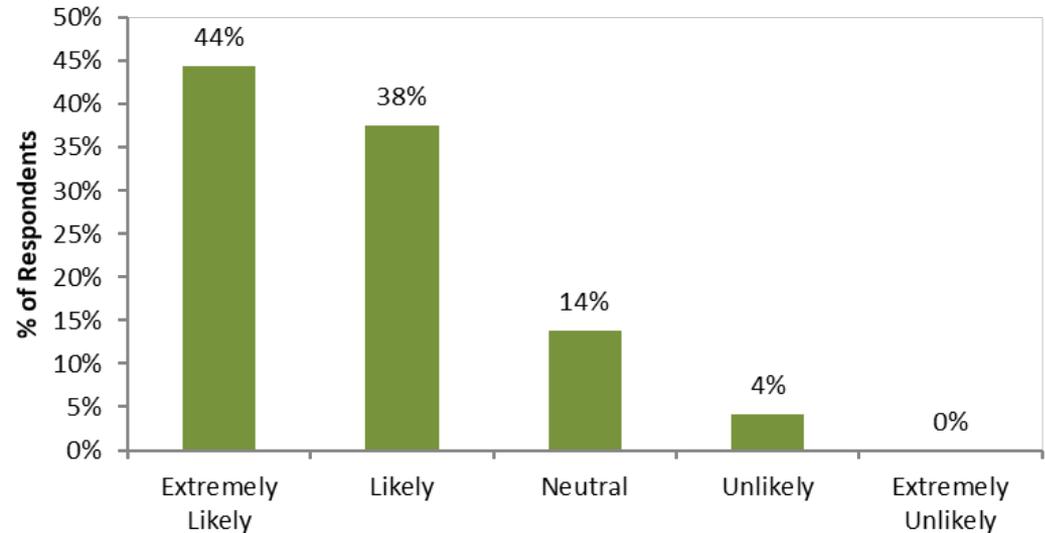
Minnesota Highlights

- ❖ Of those who knew that paint could be recycled, 60% have taken paint somewhere to be recycled in the past.
- ❖ 82% said they would be likely to recycle paint in the future.

Have you ever taken paint somewhere to be recycled?



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



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

| | |
|--|---|
| To get rid of it. | Doing the right thing |
| Better for the environment | To reduce waste. Reduce/Reuse/Recycle!! |
| safer | I want to do what I can to help the earth. |
| Proper way to do it | I don't want chemicals in the environment via the dump/garbage |
| I recycle as much as I can. So if I know I can recycle it somewhere near me I will. | I recycle whenever I can |
| It's the right thing to do | So it could be reused by someone else. |
| I prefer to recycle whenever possible | I'd rather it be used as paint again than just thrown away. |
| Clean planet | You just can't dump it anywhere. It's bad for the environment |
| Want to get rid of it. | I now know knowledge that recycling is an option. |
| To prevent it from polluting the environment | My children's future |
| To help better the climate! | it is something that people should try to do |
| Environmentally better option for disposal | Save the turtles |
| To help save the turtles | Easier to do. Cleaner. |
| Lower my carbon footprint. | It's less wasteful and it can be put to good use for someone else. |
| so someone else can get some use out of it and so it doesn't end up in the landfill | to make sure it gets handled correctly |
| Save the planet | that someone else may benefit from my left over paint |
| I am passionate about helping the environment. I did not know there was a certain way to dispose paint. | Love recycling |
| Google it so I know what to do next time | Give it to a company that will recycle it for me |
| Hoping to let someone else use it. | Reduce landfill clutter. |
| i hate to waste | it is the proper thing to do |
| It's the best way to get rid of paint that's not going to be used by you, but recycled | Refund |
| To help the environment. Not having toxic paint in garbage. | it the right thing to do |
| Cleaning up the house | It better for the Earth |
| I think it's better for the environment than throwing it away would be. | It's something you don't want to just put in trash when it's still liquid |
| recycling anything tends to be more environmentally-friendly than disposal. | To help the environment, and I always recycle everything. |
| Do not like to waste product. | Better than throwing in the trash. |
| If it is as simple as heading to a hardware store to do so, it would be faster | Save the planet. |
| Save the Earth one small act at a time. | so I don't pollute the environment and they can reuse the paint |
| To get it out of house and reduce clutter. | So I don't pollute |
| Money | Save our planet! |
| It would get it out of my house and have storage room for something else. | Paint is terrible for ground water |
| Keep it out of landfill | to help environment and clean out garage |
| If it is free to do | Best to do for the environment |
| To help be one less person to pollute this planet | so it gets put to a good use and/or disposed of properly. |
| because I do not want to cause trouble | would love to have it used by someone who needed it |
| bc its illegal to pour it down the drain | To find out how to recycle paint, and when I have paint left over to recycle, I will recycle the paint. |
| It is clutter in my house | can mix different colors together to get enough paint to be useful and not waste them |
| Leaving a little footprint | This would be a more convenient way and perhaps environmentally safer method for disposal |
| It's the right thing to do | I don't have any place to put it and it's free to recycle. |
| Let others use it instead of it going to waste | Money |
| I try to recycle as many items as possible, would certainly recycle paint if I knew what the process was | To not waste in to be able to reuse unused materials |