



# *Colorado Paint Stewardship Program*

## 2020 Annual Report



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## *Executive Summary*

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### **COLORADO PAINT STEWARDSHIP LAW**

PaintCare is the representative stewardship organization of the Colorado Paint Stewardship Program codified in the Colorado Revised Statutes, Title 25 Health-Environmental Control, Article 17 Waste Diversion and Recycling, Part 4 Architectural Paint Stewardship Programs. The Colorado program began July 1, 2015.

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

### **PROGRAM HIGHLIGHTS**

**Sites and Services.** The program added six new year-round paint drop-off sites – four paint retailers, one environmental services facility, and one household hazardous waste facility – ending the year with 180 year-round sites (referred to as permanent in the Colorado law). Of the 180 year-round sites, 158 were paint retailers, representing 42% of likely paint retail participants. The remaining sites included one transfer station, one reuse store, three paint recyclers, one landfill, one environmental services facility, and 10 household hazardous waste (HHW) facilities. At the end of the year, 95.5% of Colorado residents lived within 15 miles of a year-round drop-off site.

The program also managed paint from supplemental sites that included 14 HHW drop-off events, two retailers that accepted paint for part of the year, six PaintCare events, and 28 non-PaintCare paint-only drop-off events. In addition, the program provided 100 direct large volume pick-ups (LVP) from businesses and others that had accumulated more than 200 gallons of paint at their locations and had six sites set up as recurring large volume pick-up (RLVP) sites. Finally, PaintCare partnered with eight HHW door-to-door collection programs and offered its own pilot door-to-door paint collection service in one region of the state.

**Paint Collection Volume.** The program collected 658,356 gallons of postconsumer paint.

**Paint Processing.** Latex paint was 81% of the paint processed: 3% was reused, 83% was made into recycled-content paint, 1% was used as a component in alternative daily landfill cover, and 13% that was dry paint was landfilled. Oil-based paint was 19% of the paint processed: 1% was reused, 41% was processed for energy recovery, and 58% was incinerated.

**Revenue and Expenses.** The program was financed through a fee on new paint sales: 35 cents on pint and quart containers; 75 cents on 1-gallon containers; and \$1.60 on 5-gallon containers. Approximately 14.9 million gallons of architectural paints were sold in the state and the program collected \$7,581,223 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were \$5,791,797. The program ended the year with net assets of \$8,155,791. Total program cost per gallon of paint collected was \$8.80.

**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 4.4%.

**Communications.** Public outreach activities included the distribution of point-of-sale print materials, fact sheets, and signage, as well as messaging delivered via direct mail, television, digital ads, streaming audio, billboards, radio, 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.** Paint collection activities were significantly impacted by the COVID-19 pandemic from March to June and continued to a lesser extent through the rest of the year. A peak total of 57% of retailers and approximately half of the HHW facilities suspended paint drop-off during this period. These sites were removed from the PaintCare site locator tool during this time. The LVP service was also suspended for a few months. Additionally, there were only half of the number of HHW events compared to 2019 and fewer PaintCare events were held due to restriction on travel and gatherings of large crowds. As a result, paint collection and related expenses were down year over year. Another notable change in 2020 was that GreenSheen Paint expanded their service capabilities to accept oil-based paint at their paint collection events.

## **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

Section 25-17-405 (3)(a) requires PaintCare to submit an annual report that includes, in relevant part:

*(I) A description of the method or methods used to reduce, reuse, collect, transport, recycle, and process postconsumer architectural paint.*

*(V) The name, location, and hours of operation of each facility added or removed from the list developed in accordance with section 25-17-404 (2)(f).*

### 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 in the last three years 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 and HHW door-to-door collection program sponsors are listed in the appendix of this report.

#### YEAR-ROUND DROP-OFF SITES

| SITE TYPE                          | 2018       | 2019       | 2020       |
|------------------------------------|------------|------------|------------|
| Environmental Service Company      | 0          | 0          | 2          |
| Household Hazardous Waste Facility | 10         | 10         | 10         |
| Landfill                           | 1          | 1          | 1          |
| Paint Recycler                     | 3          | 3          | 3          |
| Paint Retailer                     | 148        | 156        | 158        |
| Recycling Center                   | 5          | 5          | 4          |
| Reuse Store                        | 1          | 1          | 1          |
| Transfer Station                   | 1          | 1          | 1          |
| <b>Total Sites</b>                 | <b>169</b> | <b>177</b> | <b>180</b> |

## SUPPLEMENTAL DROP-OFF SITES

| SITE TYPE  | 2018  | 2019  | 2020  |
|--|-------|-------|-------|
| Household Hazardous Waste Event Site / Number of Events  | 23/26 | 25/28 | 12/14 |
| PaintCare Event Site / Number of Events                  | 17/17 | 17/17 | 6/6   |
| Paint-Only Event (Non-PaintCare) Site / Number of Events | 27/29 | 23/26 | 27/28 |
| Paint Retailer (Partial Year)                            | 5     | 1     | 2     |
| Recycling Center (Partial Year)                          | 0     | 0     | 1     |
| Total Sites  | 72    | 66    | 48    |

## SERVICES

| SITE TYPE   | 2018   | 2019    | 2020   |
|---|--------|---------|--------|
| Direct Large Volume Pick-Up Site / Number of Pick-Ups | 95/113 | 110/129 | 81/100 |
| Recurring Large Volume Pick-Up Site                   | 4      | 5       | 6      |
| HHW Door-to-Door Collection Program                   | 8      | 8       | 8      |
| PaintCare Door-to-Door Collection Service             | 0      | 0       | 1      |

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.

Mesa County Household Hazardous Waste Facility joined the PaintCare program in November. Eagle County Household Hazardous Waste Facility is the only household hazardous waste facility in the state that does not participate in the PaintCare program. Half of the HHW facilities were closed for part of the year and more than a dozen HHW events were canceled due to COVID-19 restrictions.





Reuse Shelf at HHW Facility

**Paint Retailers.** At the end of the year, PaintCare identified 546 paint retailers – including paint, hardware, and home improvement stores – with 377 considered potential 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 377 potential retail drop-off sites, 158 (42%) were participating as drop-off sites at the end of the year. Four new retail drop-off sites were added, and two stopped participating in the program. Retail participation as a drop-off site is voluntary, and sites are not compensated.



Retail Drop-Off Site in Gypsum

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

PaintCare is aware of 23 material reuse stores in the state (12 of which sell paint) – 22 Habitat for Humanity (H4H) ReStores and one other. In 2018, Pikes Peak H4H ReStore in Colorado Springs joined the program to become a drop off site, the first H4H ReStore to join the program in Colorado. However, PaintCare has found in Colorado, as in other PaintCare programs, that when reuse stores sell remanufactured/recycled-content paint, they often are not interested in becoming a PaintCare reuse sites because it is more profitable and simpler to sell recycled-content paint, rather than putting used paint on their shelves as well. PaintCare is hopeful that the positive experience with the Pikes Peak H4H ReStore will spread to other H4H ReStores in the state and encourage them to join the program.

**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.

**Paint Recyclers.** GreenSheen Paint in Denver, Old Western Paint in Denver, and Southern Colorado Services & Recycling in Pueblo are paint recyclers and served as drop-off sites for the program. They were able to accept large quantities of leftover paint from anyone in the state.

**Environmental Services Companies** Veolia Environmental Services participated in the program as a drop-off site. They allowed anyone in the state to drop paint (and other HHW) off at their facility, by appointment, filling an important need for people who have more paint than a smaller site can handle, but not enough for the large volume pick-up service. In previous reports this site was identified as an HHW facility.

Waste Management Curbside has a consolidation facility in Denver which started participating in the program as a drop-off site for residents in the service areas of their HHW door-to-door collection programs who cannot wait for an appointment.

**PaintCare Events.** PaintCare held six drop-off events for paint to help clean out large volumes of stored-up paint and to increase paint drop-off opportunities. The total number of participants at these events was more than 600.

PaintCare events were limited in 2020 due to COVID-19 restrictions. Events were only held in areas where staff could travel to and from the event in the same day and where local public health orders allowed the activity.



PaintCare Event in Julesburg

**Paint-Only Events (Non-PaintCare).** GreenSheen Paint, a latex paint recycler based in Denver, held 29 paint-only events. During 2020 GreenSheen Paint expanded their service capabilities to accept oil-based paint at these events. Their events were held in partnership with various organizations including homeowner associations, schools, and community organizations.

**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 of this report.

**Recurring Large Volume Pick-Up Sites.** Some LVP sites receive pick-ups on an on-going basis. These recurring large volume pick-up (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.



Large Volume Pick-Up from Painting Contractor in Estes Park

**HHW Door-to-Door Collection Programs.** PaintCare contracted with Waste Management Curbside and Veolia Environmental Services to cover downstream transportation and processing costs for paint collected through their door-to-door (D2D) household hazardous waste collection service. Waste Management Curbside served six municipalities and Veolia served one municipality. Jefferson County's Rooney Road Recycling Center, a PaintCare drop-off site partner, also offers a D2D service to their residents; the volume is consolidated back at their HHW facility.

**PaintCare Door-to-Door Collection Service.** PaintCare started a pilot door-to-door service to collect paint in El Paso and Teller Counties in late 2020. The service was offered in an underserved region to gauge its effectiveness. Residents must have had more than 10 gallons to qualify for the 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 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 172 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 180 year-round drop-off sites provided 95.5% of the state’s residents access to a drop-off site within 15 miles. When supplemental sites were included, coverage increased to 95.9%.

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

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.

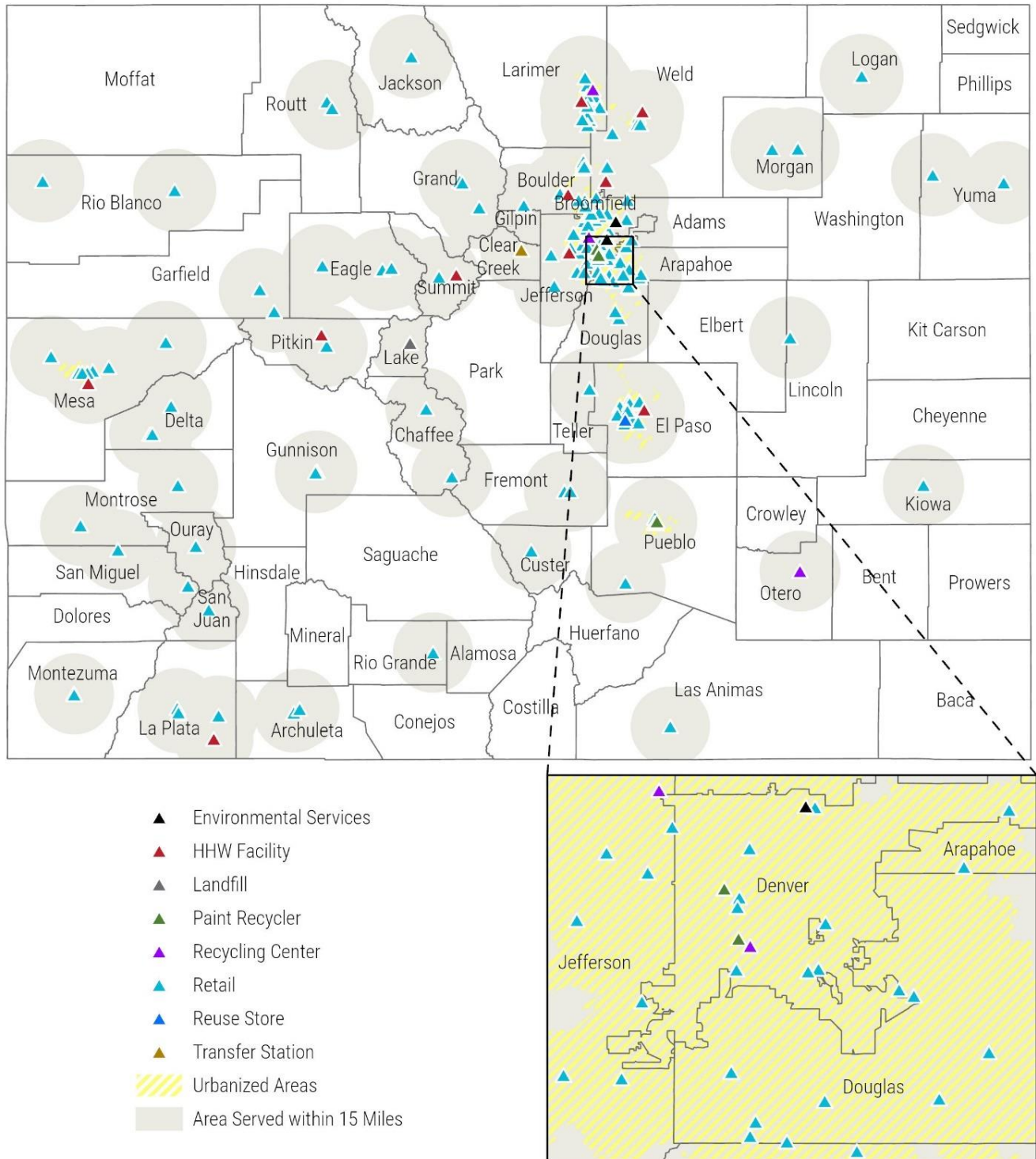
### SITES NEEDED IN URBANIZED AREAS

| CENSUS BUREAU URBANIZED AREA NAME | POPULATION IN COLORADO | SITES NEEDED | YEAR-ROUND SITES | ADD’L SITES NEEDED |
|-----------------------------------|------------------------|--------------|------------------|--------------------|
| Boulder                           | 117,861                | 3            | 5                | 0                  |
| Colorado Springs                  | 568,088                | 18           | 14               | 4                  |
| Denver-Aurora                     | 2,388,255              | 79           | 58               | 21                 |
| Fort Collins                      | 271,752                | 9            | 13               | 0                  |
| Grand Junction                    | 130,897                | 4            | 7                | 0                  |
| Greeley                           | 118,789                | 3            | 4                | 0                  |
| Lafayette-Louisville-Erie         | 80,991                 | 2            | 3                | 0                  |
| Longmont                          | 91,971                 | 3            | 4                | 0                  |
| Pueblo                            | 141,136                | 4            | 4                | 0                  |

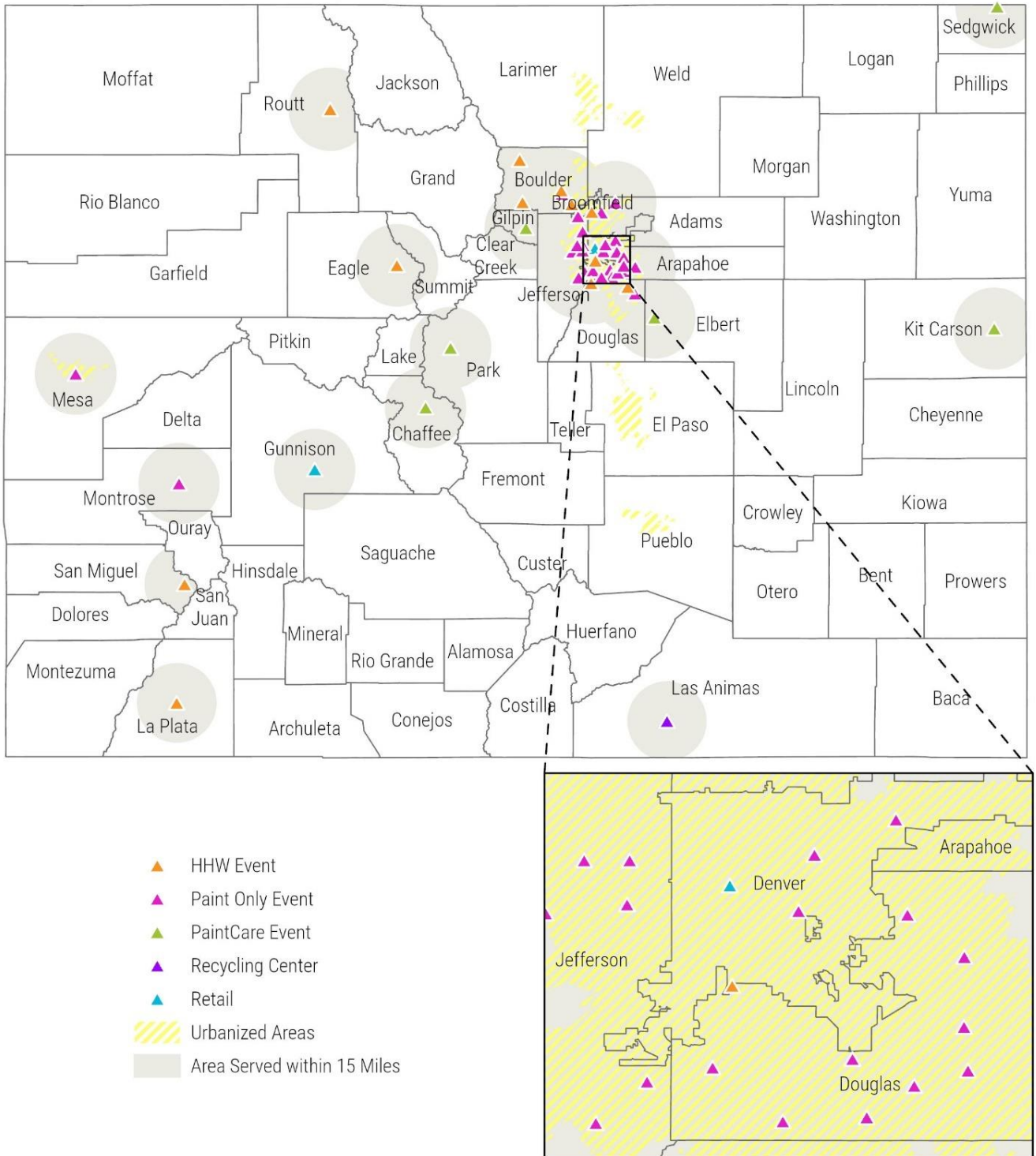
**Unserved Populations.** For the portion of Colorado residents who will not have a drop-off site within 15 miles, the program must plan to provide a paint drop-off event at least once per year.

**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.

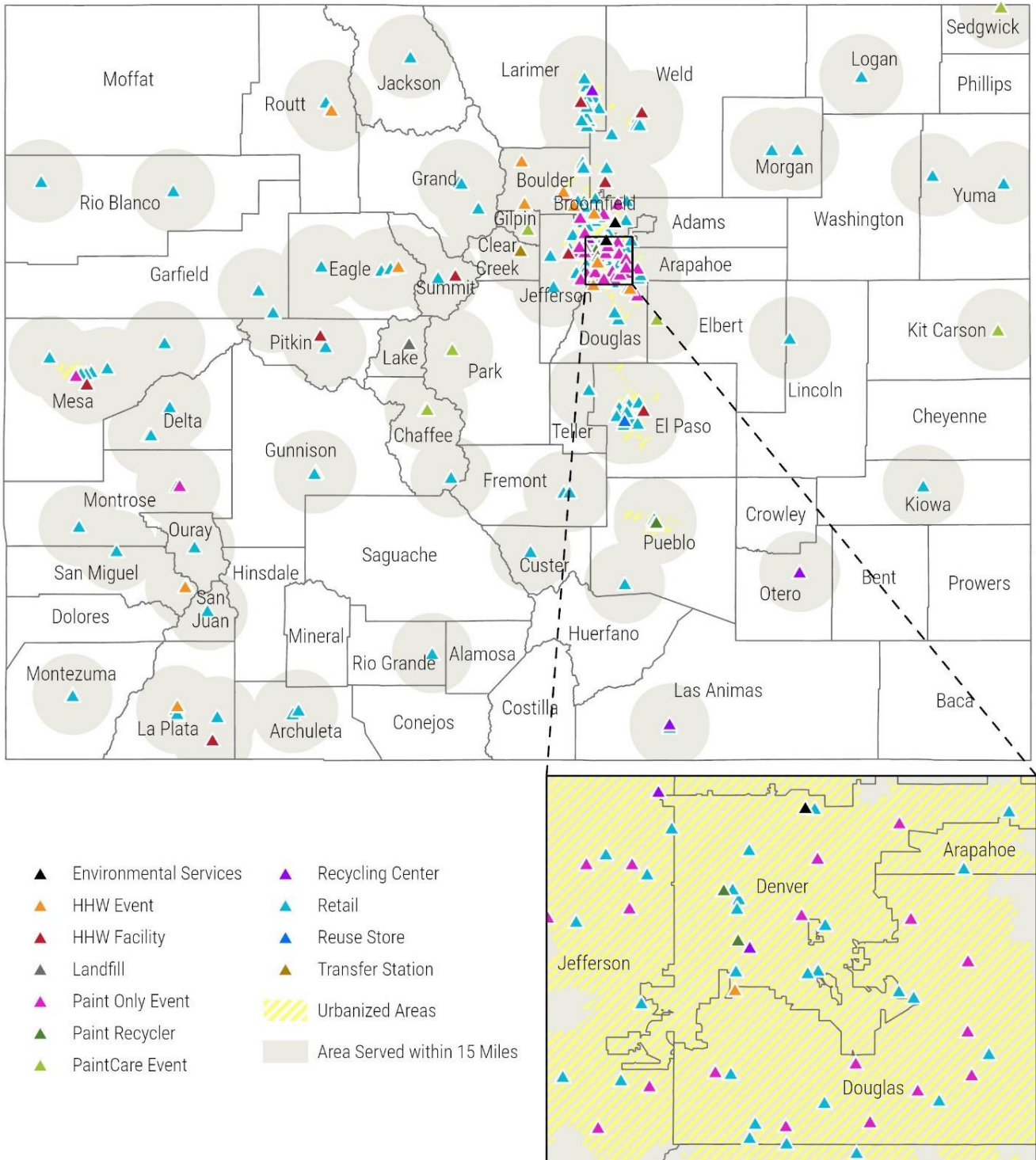
## YEAR-ROUND DROP-OFF SITES



## SUPPLEMENTAL DROP-OFF SITES

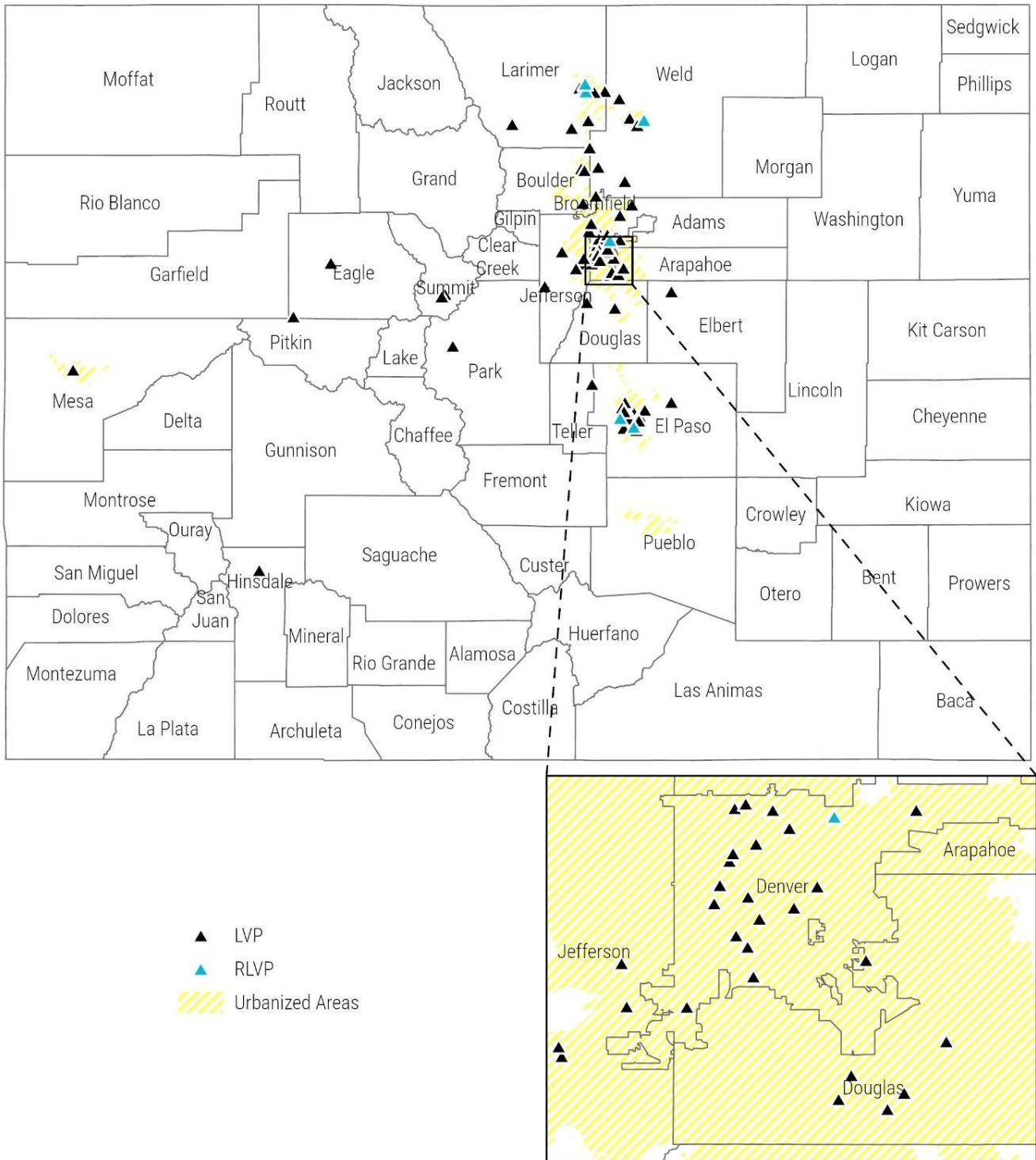


## YEAR-ROUND AND SUPPLEMENTAL DROP-OFF SITES





## LARGE VOLUME PICK-UP SITES



## C. PAINT COLLECTION PROCEDURES

The program has agreements with owners or operators of all drop-off sites and events, and other partners. PaintCare agreements require that sites meet all requirements of local, state, and federal law, regulations, and policies.

Except for three 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.

## D. PAINT TRANSPORTATION

PaintCare contracted with the following companies for transportation services. Individual sites are assigned to transporters based on costs and logistics.

### TRANSPORTERS

| NAME                                   | SITE TYPES SERVED   |
|--|---|
| ACT Enviro                             | HHW Event, LVP/RLVP, Paint Recycler, PaintCare Door-to-Door Collection Service  |
| Clean Earth                            | LVP   |
| Clean Harbors                          | Environmental Service Company, HHW Facility/Event, LVP/RLVP, PaintCare Event, Paint Recycler, Paint Retailer, Reuse Store, Solid Waste Facility |
| Gallegos Sanitation Inc.               | HHW Facility  |
| GreenSheen Paint                       | HHW Facility/Event, LVP, Paint-Only Event (Non-PaintCare), Solid Waste Facility   |
| Southern Colorado Services & Recycling | HHW Facility/Event  |
| Veolia Environmental Services          | HHW Facility/Event, HHW Door-to-Door Collection Program, PaintCare Event, Paint Retailer  |
| Waste Management Curbside              | HHW Event, HHW Door-to-Door Collection Program  |

## Section 2. Paint Collection Volume and Processing Methods

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### Annual Report Statutory Citation

Section 25-17-405 (3)(a) requires PaintCare to submit an annual report that includes, in relevant part:

*(I) A description of the method or methods used to reduce, reuse, collect, transport, recycle, and process postconsumer architectural paint.*

*(II) The total volume, in gallons, and type of postconsumer architectural paint collected, with the data broken down by: (A) Collection site; and (B) Method of waste handling used to handle the collected postconsumer architectural paint, such as reuse, recycling, energy recovery, or waste disposal.*

*(III) The total volume, in gallons, of postconsumer architectural paint sold in Colorado by the producer or producers participating in the paint stewardship program.*

### 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.

In previous reports, PaintCare calculated the recovery rate using the volume of paint that was *processed* compared to the volume of paint sold during the same year. This year PaintCare is using the volume of paint *collected* compared to volume of paint sold to calculate the recovery rate.

The reason for this change is that using collection volume better aligns costs for paint management activities with the time period in which the expenses for paint management activities occur. Costs for paint management (including both transport and downstream processing costs) are incurred when paint is reported as having been collected from sites (i.e., shipped from the sites).

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

#### GALLONS COLLECTED, SOLD, AND RECOVERY RATE

| DESCRIPTION               | 2018       | 2019       | 2020       |
|---------------------------|------------|------------|------------|
| Paint Collected (gallons) | 712,202    | 742,823    | 658,356    |
| New Paint Sold (gallons)  | 14,038,582 | 13,639,043 | 14,924,829 |
| Recovery Rate             | 5.1%       | 5.4%       | 4.4%       |

**Paint Collected.** Although some reports/invoices show paint volume in gallons or drums, they typically report the gross weight in pounds 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. To see recovery rates from previous years, based on the volume of paint processed, refer to the previous annual reports.

## B. PAINT PROCESSING METHODS AND VOLUME

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

### LATEX PAINT PROCESSING METHODS

| METHOD                           | 2018    |     | 2019    |     | 2020    |     |
|----------------------------------|---------|-----|---------|-----|---------|-----|
|                                  | (GAL)   | %   | (GAL)   | %   | (GAL)   | %   |
| Reuse                            | 26,663  | 6   | 23,725  | 4   | 16,613  | 3   |
| Recycled-Content Paint           | 357,410 | 74  | 462,280 | 82  | 436,667 | 83  |
| Alternative Daily Landfill Cover | 0       | 0   | 0       | 0   | 4,303   | 1   |
| Disposal                         | 94,823  | 20  | 80,323  | 14  | 70,622  | 13  |
| Latex Total                      | 478,896 | 100 | 566,328 | 100 | 528,205 | 100 |

### OIL-BASED PAINT PROCESSING METHODS

| METHOD          | 2018    |     | 2019    |     | 2020    |     |
|-----------------|---------|-----|---------|-----|---------|-----|
|                 | (GAL)   | %   | (GAL)   | %   | (GAL)   | %   |
| Reuse           | 6,574   | 4   | 5,328   | 3   | 1,190   | 1   |
| Energy Recovery | 63,089  | 36  | 62,992  | 39  | 51,633  | 41  |
| Incineration    | 105,917 | 60  | 94,362  | 58  | 73,661  | 58  |
| Oil-Based Total | 175,580 | 100 | 162,682 | 100 | 126,484 | 100 |

|             |         |         |         |
|-------------|---------|---------|---------|
| Grand Total | 654,476 | 729,010 | 654,689 |
|-------------|---------|---------|---------|

### 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.

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

**Disposal.** Dry latex paint and latex paint unsuitable for recycled-content paint was solidified and sent to landfill for disposal.

#### LATEX PAINT PROCESSORS

| PROCESSOR                              | LOCATION             | PROCESS                       |
|--|----------------------|-------------------------------|
| Amazon                                 | Pryor, OK            | ADC, Recycled-Content Paint   |
| Boulder County HHW                     | Boulder, CO          | Reuse                         |
| Clean Valley Recycling                 | Swink, CO            | Reuse                         |
| Conservation Services, Inc             | Bennett, CO          | Disposal                      |
| GreenSheen Paint                       | Denver, CO           | Reuse, Recycled-Content Paint |
| Habitat for Humanity Restore           | Colorado Springs, CO | Reuse                         |
| Larimer County HHW                     | Fort Collins, CO     | Reuse                         |
| Mesa County HHW                        | Grand Junction, CO   | ADC                           |
| Republic Services Tower Road Landfill  | Commerce City, CO    | Disposal                      |
| Rooney Road Recycling Center           | Golden, CO           | Reuse                         |
| Southern Colorado Services & Recycling | Pueblo, CO           | Reuse, Recycled-Content Paint |
| Weld County HHW                        | Greeley, CO          | Reuse                         |

## D. OIL-BASED PAINT PROCESSING METHODS AND PROCESSORS

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

**Reuse.** Oil-based paint was sold or given away in 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         |
|------------------------------|----------------------|-----------------|
| Boulder County HHW           | Boulder, CO          | Reuse           |
| Clean Harbors                | Kimball, NE          | Incineration    |
| Clean Valley Recycling       | Swink, CO            | Reuse           |
| GreenSheen Paint             | Denver, CO           | Reuse           |
| Habitat for Humanity Restore | Colorado Springs, CO | Reuse           |
| Larimer County HHW           | Fort Collins, CO     | Reuse           |
| Rineco                       | Haskell, AR          | Energy Recovery |
| Rooney Road Recycling Center | Golden, CO           | Reuse           |
| Weld County HHW              | Greeley, CO          | Reuse           |

## 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 |
|--------------------|---------|
| Paint Retailer     | 44.9    |
| HHW Facility/Event | 28.6    |
| Paint Recycler     | 8.3     |
| LVP/RLVP           | 4.7     |

|   |      |
|---|------|
| Recycling Center                          | 4.5  |
| Paint-Only Event (Non-PaintCare)          | 4.1  |
| Environmental Service Company             | 1.4  |
| HHW Door-to-Door Collection Program       | 1.3  |
| PaintCare Event                           | 0.9  |
| Reuse Store                               | 0.8  |
| Landfill                                  | 0.3  |
| Transfer Station                          | 0.2  |
| PaintCare Door-to-Door Collection Service | <0.1 |
| Total                                     | 100  |

## F. CONTAINER RECYCLING

The following table shows the tons of metal and plastic paint containers recycled in the last three years. GreenSheen Paint was able to recycle a higher percentage of paint containers during the year.

### CONTAINER RECYCLING

|      | 2018 | 2019 | 2020 |
|------|------|------|------|
| Tons | 326  | 301  | 358  |

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

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### Annual Report Statutory Citation

Section 25-17-405 (3)(a) requires PaintCare to submit an annual report that includes, in relevant part:

*(VII) A copy of an independent third party's report auditing the paint stewardship program. The audit must include a detailed list of the program's costs and revenues.*

### **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 of this report.

### **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 7.7%.

## B2. Financial Summary

The following table shows program revenue and expenses in the last three years.

| REVENUE AND EXPENSES                              |              |              |              |
|---|--------------|--------------|--------------|
| REVENUE   | 2018         | 2019         | 2020         |
| Larger than half pint up to smaller than 1 gallon | \$ 605,131   | \$ 610,450   | \$ 768,624   |
| 1 gallon  | 3,433,914    | 3,239,120    | 3,861,068    |
| Larger than 1 gallon up to 5 gallons              | 2,887,657    | 2,842,158    | 2,951,531    |
| Total Revenue                                     | 6,926,702    | 6,691,728    | 7,581,223    |
| EXPENSES  |              |              |              |
| Paint Processing                                  | 3,167,860    | 3,409,907    | 3,218,352    |
| Paint Transportation                              | 717,570      | 749,905      | 691,378      |
| Paint Collection Supplies and Support             | 503,530      | 540,981      | 439,593      |
| Communications                                    | 636,823      | 645,660      | 733,929      |
| Personnel, Professional Fees, Other               | 279,296      | 400,121      | 212,655      |
| State Agency Administrative Fees                  | 120,000      | 120,000      | 120,000      |
| Allocation of Corporate Activity                  | 371,644      | 392,692      | 375,890      |
| Total Expenses                                    | 5,796,723    | 6,259,266    | 5,791,797    |
| Allocation of Investment Activity                 | (67,151)     | 537,206      | 509,161      |
| Change in Net Assets                              | 1,062,828    | 969,668      | 2,298,587    |
| Net Assets, Beginning of Year                     | 3,824,866    | 4,887,694    | 5,857,362    |
| Net Assets, End of Year                           | \$ 4,887,694 | \$ 5,857,362 | \$ 8,155,949 |

Notable changes between the last two program years include:

- ◆ Revenue increased by more than 13%. As paint retailers remained open as essential businesses, and home improvement projects increased during the pandemic, paint sales had an unexpected boon.

- ◆ Expenses in the paint management categories – Paint Processing, Paint Transportation, and Paint Collection Supplies and Support – were lower due to reduced paint collection services from March-June, and a reduced number of PaintCare and HHW events during the year.
- ◆ Communications expenses were higher because outreach activities were increased in the last half of the year to help increase program awareness in Colorado, based on feedback from various stakeholders and CDPHE.
- ◆ Personnel, Professional Fees, and Other decreased substantially due to the \$100k R&D grant being given out only in 2019. The expenses in this category also decreased due to a decrease in travel costs because of COVID-19 impacts.
- ◆ Allocation of corporate activity expenses decreased from 8.6% to 7.7% in September due to the addition of the Washington State PaintCare program to the allocation calculation.
- ◆ Net assets increased to its strongest position to date, as revenues increased approximately 13%, while expenses were driven down, by approximately seven percent, due to COVID-19 impacts.

### 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: \$5,791,797
- ◆ Cost per gallon of paint collected: \$8.80
- ◆ Communications cost as percentage of total program cost: 12.7%

- ◆ Collection support/supplies, transportation, and processing costs as percentage of total program cost: 75.1%
- ◆ Program administration cost (corporate activity) as percentage of total program cost: 6.5%
- ◆ Reserve level: 141%

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

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

### PAINTCARE FEE SCHEDULE

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

Because of uncertainty about program revenue and expenses due to the ongoing COVID-19 pandemic, no adjustment to either the fee structure or the reporting system is suggested at this time. PaintCare would like to take the next year to examine opportunities for program growth and evaluate the longer-term impacts of the COVID-19 pandemic. In 2020 the reserve level has risen beyond the upper threshold PaintCare's reserve target, due to increased revenue from higher-than-expected paint sales, decreased expenses due to most paint collection events being canceled, and a pause in paint collection from approximately 57% of the sites in Colorado from March-June.

In 2021 PaintCare intends to work with CDPHE to agree upon the level of service the program will be expected to offer moving forward, including the number and location of PaintCare events each year, continuing the D2D pilot, and changes to density goals based on new 2020 Census data. An evaluation of the program's expenses and revenue can then be performed to determine if changes are needed to program operations, communications, and/or the fee structure to bring the reserve balance within the target range.

## F. THREE-YEAR PROJECTIONS

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

**Revenue.** The increased paint sales seen in 2020 are likely an anomaly. Paint sales and the resulting revenue in 2021 and the following years are projected to return to 2019 levels.

**Expenses.** Expenses are expected to increase in 2021 with the pilot D2D paint collection service gaining momentum and expanding into additional regions. PaintCare intends to utilize the pilot D2D service to increase paint recycling opportunities to help clean out existing leftover paint in homes, while also taking pressure off existing drop-off sites. A new staff member being hired will also increase costs in 2021, who will help the program focus on recruitment in the underserved and unserved areas of the state. Expenses will continue to increase in the next three years as more paint (+3% each year) is collected at current drop-off sites, as paint collection events grow in participation and number of events, and as more drop-off sites are added to the program.

### THREE-YEAR PROJECTIONS

|   | ACTUAL      | PROJECTIONS |             |             |
|---|-------------|-------------|-------------|-------------|
| REVENUE   | 2020        | 2021        | 2022        | 2023        |
| Larger than half pint up to smaller than 1 gallon | \$768,624   | \$610,000   | \$610,000   | \$610,000   |
| 1 gallon  | 3,861,068   | 3,239,000   | 3,239,000   | 3,239,000   |
| Larger than 1 gallon up to 5 gallons              | 2,951,531   | 2,842,000   | 2,842,000   | 2,842,000   |
| Total Revenue                                     | 7,581,223   | 6,691,000   | 6,691,000   | 6,691,000   |
| EXPENSES  |             |             |             |             |
| Paint Processing                                  | 3,218,352   | 3,998,000   | 3,879,000   | 4,048,000   |
| Paint Transportation                              | 691,378     | 842,000     | 809,000     | 845,000     |
| Paint Collection Supplies and Support             | 439,593     | 709,000     | 593,000     | 622,000     |
| Communications                                    | 733,929     | 750,000     | 750,000     | 750,000     |
| Personnel, Professional Fees, Other               | 212,655     | 359,000     | 414,000     | 426,000     |
| State Agency Administrative Fees                  | 120,000     | 120,000     | 120,000     | 120,000     |
| Allocation of Corporate Activity                  | 375,890     | 400,000     | 412,000     | 424,000     |
| Total Expenses                                    | 5,791,797   | 7,178,000   | 6,977,000   | 7,235,000   |
| Allocation of Investment Activity                 | 509,161     | 0           | 0           | 0           |
| Change in Net Assets                              | 2,298,587   | (487,000)   | (286,000)   | (544,000)   |
| Net Assets, Beginning of Year                     | 5,857,362   | 8,155,949   | 7,668,949   | 7,382,949   |
| Net Assets, End of Year                           | \$8,155,949 | \$7,668,949 | \$7,382,949 | \$6,838,949 |
| Reserve Level                                     | 141%        | 107%        | 106%        | 95%         |

The projections show the reserves (or net assets) decreasing over the next few years to bring the reserve balance within the target range.

## Section 4. Communications

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### Annual Report Statutory Citation

Section 25-17-405 (3)(a) requires PaintCare to submit an annual report that includes, in relevant part:

*(IV) For the education and outreach program implemented in compliance with section 25-17-404 (2)(j): (A) Samples of any materials distributed; and (B) A description of the methodology used and the results of the evaluation conducted pursuant to section 25-17-404 (2)(j)(III). The results must include the percentage of consumers, painting contractors, and retailers made aware of the ways to reduce the generation of postconsumer architectural paint, available opportunities for reuse of postconsumer architectural paint, and collection options for postconsumer architectural paint recycling.*

### 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.

Outreach was conducted by distributing brochures and other printed materials to retailers and others and by using a variety of media including digital ads, print ads, TV, online video, social media, billboards, radio, event promotions, and streaming audio. 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 translations, creative production, and awareness surveys.

## RELATIVE SPENDING ON OUTREACH ACTIVITY TYPES

| ACTIVITY                     | PERCENT |
|------------------------------|---------|
| Digital Ads                  | 25      |
| Print Ads                    | 25      |
| TV Ads                       | 16      |
| Online Video                 | 12      |
| Social Media                 | 9       |
| Outdoor Ads                  | 3       |
| Radio Ads                    | 3       |
| Event Promotion              | 3       |
| Streaming Audio              | 2       |
| Print Materials Distribution | 1       |
| Other                        | 1       |
| 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 29,806 brochures, mini cards, fact sheets, posters, and other materials during the year. Of these 28,674 were included in an annual statewide mailing in December to paint retailers along with a cover letter to remind them that paint retailers are required by the Colorado paint stewardship law to provide paint stewardship information to consumers. 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 are 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, explains what products are covered by the program, and has a Colorado page with sections for

different audiences (Everyone, Contractors, Retailers, Waste Facilities, and Official Docs). PaintCare's website is updated throughout the year. The most frequently visited part of the website is the PaintCare site locator.

There were 186,043 page views of the Colorado web page during the year.

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

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

PaintCare's website also provides a series of video tips about storing paint properly to increase recyclability. The videos are used in social media posts and on PaintCare's website at [www.paintcare.org/storereight](http://www.paintcare.org/storereight).



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





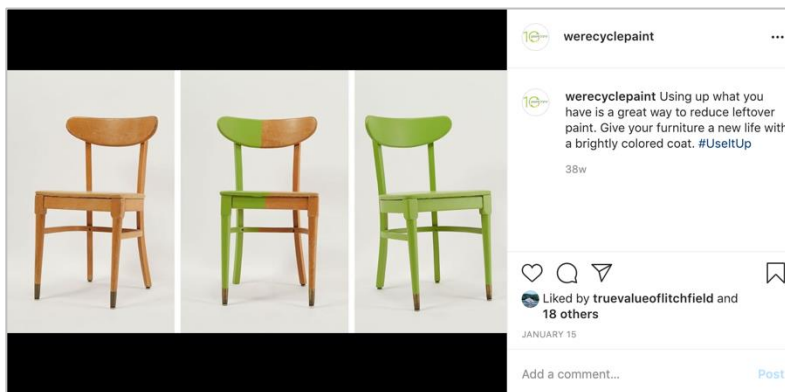
Example of PaintCare’s Digital Ads

### A9. Streaming Audio

In February, March, and November PaintCare ran ads on streaming audio services that were geotargeted to service users throughout Colorado.

### A10. 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.



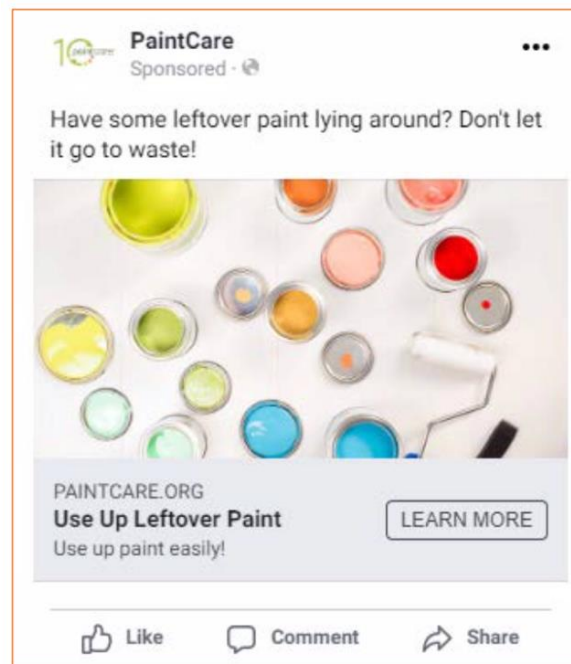
Instagram Post About Using Up Leftover Paint

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 throughout the year PaintCare ran social media ads on Facebook, Instagram, 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

In December, PaintCare planned a social media advertising campaign to promote its new door-to-door paint collection service, however ads were not set to run until after the year ended.

### A11. Video

In January, February, March, August, October, November, and December PaintCare ran video commercials online. In August and September PaintCare ran ads on web-connected television to target viewers of top performing cable television channels.

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 video commercials can be viewed at [www.paintcare.org/media](http://www.paintcare.org/media), and on its YouTube and Vimeo channels.

### A12. Television

In November and December PaintCare ran cable television spots using the same commercial as noted in the Video section above.

### A13. Radio

In March, April, November, and December PaintCare used underwriting of public radio stations throughout Colorado to promote its paint stewardship messaging to target audiences. The following message was used on public radio: “[Support comes from] PaintCare, now with 180 locations in Colorado where households and businesses can recycle their leftover paint. More information and locations can be found online at PaintCare dot O-R-G.”

## A14. Print Advertising

In January-June PaintCare ran an ad in Colorado's *Welcome Home* magazine, a publication targeting new home buyers, who often have leftover paint either left behind by previous owners or from fixing up a new home.



The advertisement features a green header with the text "Have some leftover house paint laying around?" and an icon of paint containers. Below this, the headline "Use it up!" is underlined. The main text encourages using leftover paint for household projects. A photo shows a woman holding a box of paint, and another photo shows various paint cans and a roller. A yellow box provides social media and website information. The PaintCare logo is at the bottom.

Have some leftover house paint laying around? 

**Use it up!**

Household projects big and small are great ways to use up leftover paint and keep it from becoming waste. No matter how much you have, PaintCare can help you use it up.



**FIND IDEAS** for how to use up old paint and store it properly to keep it in good condition by searching @WeRecyclePaint on Instagram, Twitter, or Facebook. For more information, visit [www.paintcare.org](http://www.paintcare.org).



Print Magazine Ad Promoting Using Up Leftover Paint

In September-December PaintCare sent direct mailers to households and businesses throughout Colorado outside of the Denver Metro area. The mailers promoted paint recycling at drop-off sites to households and included a message about the large volume pickup service for business recipients.

Paint project done.  
*Now the easy part.*



**RECYCLE YOUR LEFTOVER PAINT**

There are more than 175 PaintCare sites in Colorado where households and businesses can dispose of unwanted paint, stain, and varnish all year round.

To find a drop-off location near you, visit [DropOffMyPaint.com](https://www.dropoffmypaint.com)

All PaintCare sites accept up to 5 gallons per visit (some take more). Please call ahead to confirm business hours and ask if they can accept the type and amount of paint you would like to recycle. Sites do not accept aerosols (spray paint), leaking, unlabeled, or empty containers.

Visit [paintcare.org/COVID-19](https://www.paintcare.org/COVID-19) to review PaintCare's current COVID-19 protocols. Have a lot of paint to recycle? Households and businesses with 200 gallons or more can contact PaintCare for a free pickup. Visit [paintcare.org/pickup](https://www.paintcare.org/pickup).



LEARN MORE: VISIT [PAINTCARE.ORG](https://www.paintcare.org) OR CALL (855) PAINT09

Direct Mail Card Promoting Paint Recycling

### A15. Outdoor Advertising

In November and December PaintCare used digital billboard placements in Grand Junction and Colorado Springs to reach a large local audience with paint stewardship messaging.

**PAINT RECYCLING**  
*made easy.*

Find a drop-off site: [paintcare.org](https://www.paintcare.org)





Digital Billboard Used in Grand Junction and Colorado Springs



## A16. Face-to-Face

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

| DATE      | EVENT  | ACTIVITY   |
|-----------|--|--|
| 1/28      | Lone Tree Kiwanis Club Breakfast                     | Staff spoke to small local service club about the PaintCare program and upcoming events            |
| 2/19-2/21 | Painting Contractors Association National Conference | Staff hosted table at national Painting Contractor Association Conference in Phoenix, AZ           |
| 2/24      | Recycle Colorado Lobby Day                           | Staff spoke to state legislators about the PaintCare program                                       |
| 8/25-8/26 | Recycle Colorado Summit for Recycling (Virtual)      | Staff spoke with local community recycling leaders about the PaintCare program and upcoming events |
| 9/22-9/23 | NAHMMA National Conference (Virtual)                 | Staff attended national meeting of hazardous waste professionals                                   |

## B. AWARENESS SURVEY

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

Following are some highlights from the survey results:

- ◆ 260 surveys were completed by Colorado residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- ◆ Nearly half (46%) of Colorado respondents knew that paint can be recycled.
- ◆ 76% of respondents reported they were either likely or extremely likely to recycle leftover paint in the future.
- ◆ Over half (61%) of respondents purchased paint in the last year. Of those, half reported seeking help from paint retail staff and over half reported taking measurements themselves in order to purchase the right amount of paint and reduce the amount leftover.

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

## Painting Contractors

In October PaintCare conducted an online survey of Colorado painting contractors. The survey was taken by 63 respondents. A summary report of questions and answers is included in the appendix of this report. Some observations based on the survey results follow:

- ◆ 75% of painting contractors seek to buy the right amount of paint by taking measurements themselves or getting help from suppliers to reduce potential leftovers.
- ◆ Most contractors surveyed report that they will choose a sustainable option if they have leftover paint in the future, such as dropping it off at a paint retail store (13%), taking it to a HHW facility (19%), giving it away to someone in their community who needs it (12%), hiring a commercial waste transporter to pick it up (6%), finding another PaintCare location (8%), or taking it to a local paint recycling company (17%).
- ◆ A majority of contractors in this study (65%) were aware that paint can be recycled, and all of them reported having taken paint to be recycled in the past.
- ◆ Over half of contractors surveyed (53%) were aware of the PaintCare fee added to new paint sales to fund the program.

## Retailers

PaintCare conducted a mystery shopper research campaign to better gauge awareness among paint retail staff. Personnel at a research firm contacted paint retailers by phone acting as paint consumers with questions about paint recycling opportunities. The researchers completed 100 calls out of a list of 546 paint retailers throughout the state. A mix of retail site types were contacted, including PaintCare drop-off sites and sites that did not serve as drop-off sites, and the retailers were scattered throughout the state.

A full report of the mystery shopper research is included in the appendix of this report. Some observations based on the results follow:

- ◆ 100 completed calls out of 546 Colorado paint stores allows 90% confidence that the measured results are +/-7% from the true result.
- ◆ 90% of paint associates questioned knew that paint can be recycled.
- ◆ 82% of paint associates knew that there is a state-wide program for recycling leftover paint.
- ◆ Regardless of program knowledge, most respondents cited a specific location where leftover paint could be dropped off.
- ◆ 73% of respondents knew that there is a fee on sales of new paint that funds the program.
- ◆ Nearly two-thirds of respondents reported having printed materials from PaintCare in their store.

## ***Section 5. 2021 and Future***

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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. PERSONNEL**

A second Colorado program coordinator position is posted for the Western Slope. This additional staff member will help support the existing sites, recruit new sites, and focus on education efforts in different areas of the state in 2021. They will also help to provide overlapping coverage for the program at collection and outreach events and other program services.

### **B. PAINTCARE EVENTS**

There are approximately 18 PaintCare events being planned in 2021, including an event in Costilla County, which is the only county in Colorado to have never had a drop-off site. PaintCare will try to recruit sites in unserved towns of Alamosa, Lamar, and Elizabeth as well as in the underserved Denver-Aurora and Colorado Springs Urbanized Areas this year with the help of the additional staff member. PaintCare plans to offer reuse at PaintCare events when COVID-19 restrictions allow.

### **C. CORPORATE ACTIVITY EXPENSE**

Allocation of corporate activity expenses decreased from 8.6% to 7.7% 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 Colorado program in 2021 from the addition of the New York PaintCare program.

### **D. PAINTCARE DOOR-TO-DOOR COLLECTION SERVICE**

PaintCare plans to continue the program's door-to-door paint collection service in its current two-county region and is projected to be expanded to additional areas, including the Denver-Aurora Urbanized Area, in mid-2021 depending on cost.

### **E. LATEX GRANT**

GreenSheen Paint has told PaintCare it will restart its work on the research and development grant issued in 2019 to commercialize a product which uses a fraction of latex paint that is not currently being recycled.

## **F. LVP MINIMUM CHANGE**

During 2021 PaintCare also plans to lower the LVP minimum from 200 gallons to 100 gallons. PaintCare has learned over time there is a subset of consumers which have volumes greater than the drop-off sites can reasonably accept at one time and lower than the current LVP minimum of 200 gallons. The decision to lower the LVP minimum to 100 gallons is meant to provide a more convenient service to this subset of consumers.

## **G. COMMUNICATIONS**

PaintCare plans to continue robust public outreach activities in 2021, using a range of digital, video, radio, print, outdoor, and social media strategies. In early 2021, PaintCare carried out a social media advertising campaign to promote its pilot door-to-door collection service. If the pilot service continues throughout the year, PaintCare plans to continue advertising it. PaintCare plans to repeat its awareness surveys of the general population, retailers, and painting contractors to continue measuring effectiveness of outreach activities. PaintCare also plans to update its official logo and branding in 2021, and will begin redesigning its website, printed materials, advertisements, and other communications to reflect the refreshed branding.

## **H. LEGISLATIVE SUPPORT**

During 2021, PaintCare will begin to account for the costs of legislative support that is provided by our local lobbyists in Colorado as well as corporate staff. Legislative support is vital to the maintenance of a robust paint stewardship program. This support is provided by our local lobbyists in Colorado by monitoring the legislative landscape for any proposals that may undermine PaintCare's services. In addition, work on expanding the program to other states also helps to protect and preserve existing programs by ensuring that new state's services are consistent with existing programs. Consequently, a portion of the work conducted by local lobbyists will be billed directly to PaintCare and a portion of the work to expand PaintCare to new states will be billed to Colorado under the Allocation of Corporate Activity.

**Appendix  
Section A**

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                   | Site Name  | Address                   | Type          | Gallons        |
|-----------------------------|--|---------------------------|---------------|----------------|
| <b>1. Year-Round Sites</b>  |  |                           |               | <b>577,069</b> |
| <b>Adams County (12)</b>    |  |                           |               | <b>30,110</b>  |
| Brighton                    | Sherwin-Williams                                       | 1555 Bridge St            | Retail        | 1,942          |
| Commerce City               | Commerce City Ace Hardware                             | 6900 Eudora Dr            | Retail        | 1,051          |
| Commerce City               | Reunion Ace Hardware                                   | 15181 E 104th Ave         | Retail        | 799            |
| Commerce City               | Sherwin-Williams                                       | 10440 Chambers Rd         | Retail        | 1,583          |
| Federal Heights             | Mile High Ace Hardware                                 | 2800 W 104th Ave          | Retail        | 2,419          |
| Henderson                   | Veolia Environmental Services                          | 9131 E 96th Ave           | Environmental | 9,000          |
| Northglenn                  | Sherwin-Williams                                       | 11455 N Washington St     | Retail        | 2,044          |
| Northglenn                  | Sherwin-Williams                                       | 11450 N Cherokee St       | Retail        | 842            |
| Thornton                    | Ace Hardware Thornton                                  | 3851 E 120th Ave          | Retail        | 3,842          |
| Westminster                 | Guirys   | 6735 W 88th Ave           | Retail        | 935            |
| Westminster                 | Northside Paint and Decorating                         | 12365 Huron St Ste 800    | Retail        | 2,327          |
| Westminster                 | Standley Shores Ace Hardware                           | 9979 Wadsworth Pkwy, #200 | Retail        | 3,327          |
| <b>Arapahoe County (13)</b> |  |                           |               | <b>51,379</b>  |
| Aurora                      | Sherwin-Williams                                       | 2832 S Havana St          | Retail        | 1,645          |
| Aurora                      | Sherwin-Williams                                       | 1701 Chambers Rd          | Retail        | 3,139          |
| Aurora                      | Sherwin-Williams                                       | 3106 S Parker Rd          | Retail        | 3,957          |
| Aurora                      | Sherwin-Williams                                       | 23850 E Smokey Hill Dr    | Retail        | 6,572          |
| Centennial                  | Guirys   | 8262 S University Blvd    | Retail        | 7,306          |
| Centennial                  | Sherwin-Williams                                       | 5150 E Arapahoe Rd        | Retail        | 3,145          |
| Centennial                  | Sherwin-Williams                                       | 17100 E Smoky Hill        | Retail        | 3,823          |
| Centennial                  | Sherwin-Williams                                       | 6707 South Potomac St     | Retail        | 2,722          |
| Littleton                   | Diamond Vogel  | 250 E Dry Creek Rd        | Retail        | 64             |
| Littleton                   | Sherwin-Williams                                       | 1500 W Littleton Blvd     | Retail        | 2,607          |
| Littleton                   | Sherwin-Williams                                       | 13134 W Ida Ave           | Retail        | 4,115          |
| Littleton                   | Sherwin-Williams                                       | 8996 W Bowles Ave         | Retail        | 5,834          |
| Littleton                   | Sherwin-Williams                                       | 8001 S Broadway           | Retail        | 6,450          |
| <b>Archuleta County (2)</b> |  |                           |               | <b>2,448</b>   |
| Pagosa Springs              | Sherwin-Williams                                       | 2163 Eagle Dr             | Retail        | 1,535          |
| Pagosa Springs              | Terrys Ace Hardware                                    | 525 Navajo Trail Dr       | Retail        | 913            |
| <b>Boulder County (14)</b>  |  |                           |               | <b>55,751</b>  |
| Boulder                     | Boulder County Hazardous Materials Management Facility | 1901 63rd St              | HHW Facility  | 34,726         |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                     | Site Name                        | Address                      | Type             | Gallons       |
|-------------------------------|----------------------------------|------------------------------|------------------|---------------|
| Boulder                       | Diamond Vogel                    | 3295 Walnut St               | Retail           | 1,451         |
| Boulder                       | Guirys                           | 2404 Pearl St                | Retail           | 2,336         |
| Boulder                       | Sherwin-Williams                 | 3550 Arapahoe Ave            | Retail           | 1,608         |
| Boulder                       | Sherwin-Williams                 | 3130 Valmont Rd              | Retail           | 1,764         |
| Erie                          | Sherwin-Williams                 | 2325 E Baseline Rd (Hwy 7)   | Retail           | 1,582         |
| Lafayette                     | Jax Outdoor Gear Ranch and Home  | 400 W South Boulder Rd       | Retail           | 694           |
| Lafayette                     | Sherwin-Williams                 | 670 N Hwy 287                | Retail           | 1,812         |
| Longmont                      | Ace Hardware Longmont            | 1727 N Main St               | Retail           | 1,818         |
| Longmont                      | Diamond Vogel                    | 300 W 2nd Ave                | Retail           | 983           |
| Longmont                      | Sherwin-Williams                 | 825 Main St                  | Retail           | 2,106         |
| Longmont                      | Sherwin-Williams                 | 1197 Ken Pratt Blvd          | Retail           | 2,968         |
| Louisville                    | Juniper Paints                   | 1335 A East South Boulder Rd | Retail           | 1,578         |
| Nederland                     | Indian Peaks Ace Hardware        | 74 S Highway 119             | Retail           | 325           |
| <b>Broomfield County (3)</b>  |                                  |                              |                  | <b>5,584</b>  |
| Broomfield                    | Jax Outdoor Gear Ranch and Home  | 5005 W 120th Ave             | Retail           | 1,764         |
| Broomfield                    | PPG Paints                       | 6850 W 116th Ave             | Retail           | 284           |
| Broomfield                    | Sherwin-Williams                 | 5055 W 120th Ave             | Retail           | 3,535         |
| <b>Chaffee County (2)</b>     |                                  |                              |                  | <b>1,379</b>  |
| Buena Vista                   | Buena Vista True Value           | 29785 US Hwy 24N             | Retail           |               |
| Salida                        | Sherwin-Williams                 | 101 US-50 A                  | Retail           | 1,379         |
| <b>Clear Creek County (1)</b> |                                  |                              |                  | <b>1,534</b>  |
| Idaho Springs                 | County Transfer Station          | 1531 Soda Creek Rd           | Transfer Station | 1,534         |
| <b>Custer County (1)</b>      |                                  |                              |                  | <b>1,423</b>  |
| Westcliffe                    | Valley Ace Hardware              | One Enterprise Drive         | Retail           | 1,423         |
| <b>Delta County (3)</b>       |                                  |                              |                  | <b>2,053</b>  |
| Cedaredge                     | Big Johns Ace Hardware           | 200 SW 2nd St                | Retail           | 634           |
| Delta                         | Delta Ace Hardware               | 121 W Gunnison River Dr      | Retail           | 1,171         |
| Delta                         | Sherwin-Williams                 | 1410 Valley View Dr          | Retail           | 247           |
| <b>Denver County (15)</b>     |                                  |                              |                  | <b>86,607</b> |
| Denver                        | Diamond Vogel                    | 4500 E 48th Ave              | Retail           | 919           |
| Denver                        | Gone for Good (Dropped Apr 2020) | 901 Navajo St                | Retail           | 275           |
| Denver                        | Gone for Good Thrift Store       | 101 Kalamath St              | Retail           | 3,263         |
| Denver                        | GreenSheen Paint                 | 1055 S Jason St              | Paint Recycler   | 45,553        |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town | Site Name  | Address              | Type             | Gallons |
|-----------|--|----------------------|------------------|---------|
| Denver    | Guirys   | 2121 S Colorado Blvd | Retail           | 7,429   |
| Denver    | Guirys   | 2245 Market St Ste A | Retail           | 3,243   |
| Denver    | Old Western Paint                                | 2001 W Barberry Pl   | Paint Recycler   | 1,052   |
| Denver    | PPG Paints                                       | 1134 W Evans Ave     | Retail           | 89      |
| Denver    | Sherwin-Williams                                 | 4697 E Evans Ave     | Retail           | 3,525   |
| Denver    | Sherwin-Williams                                 | 5315 W 38th Ave      | Retail           | 2,449   |
| Denver    | Sherwin-Williams                                 | 543 Santa Fe Dr      | Retail           | 842     |
| Denver    | Sherwin-Williams                                 | 5225 Leetsdale Dr    | Retail           | 7,302   |
| Denver    | Sherwin-Williams                                 | 4601 N Tower Rd      | Retail           | 2,004   |
| Denver    | Sustainability Denver                            | 1270 S Bannock St    | Recycling Center | 8,509   |
| Denver    | Waste Management Curbside Consolidation Facility | 3730 E 48th Ave      | Environmental    | 154     |

**Douglas County (6)**

28,236

|             |                  |                      |        |       |
|-------------|------------------|----------------------|--------|-------|
| Castle Rock | Sherwin-Williams | 175 Plum Creek Pkwy  | Retail | 4,082 |
| Castle Rock | Sherwin-Williams | 3845 Ambrosia St     | Retail | 3,812 |
| Lone Tree   | Sherwin-Williams | 7580 Park Meadows Dr | Retail | 5,868 |
| Parker      | Guirys           | 16534 Keystone Blvd  | Retail | 4,696 |
| Parker      | Sherwin-Williams | 10155 S Parker Rd    | Retail | 5,122 |
| Parker      | Sherwin-Williams | 18403 E Longs Way    | Retail | 4,657 |

**Eagle County (3)**

4,864

|        |                          |                      |        |       |
|--------|--------------------------|----------------------|--------|-------|
| Gypsum | Gypsum Ace Hardware      | 220 Cooley Mesa Rd   | Retail | 596   |
| Vail   | Sherwin-Williams         | 40800 Highway 6      | Retail | 4,069 |
| Vail   | Vail Valley Ace Hardware | 2111 N Frontage Rd W | Retail | 199   |

**El Paso County (14)**

77,064

|                  |                             |                           |              |        |
|------------------|-----------------------------|---------------------------|--------------|--------|
| Colorado Springs | Circle Ace Hardware         | 1225 N Circle Dr          | Retail       | 2,337  |
| Colorado Springs | Diamond Vogel               | 5691 N Academy Blvd       | Retail       | 110    |
| Colorado Springs | El Paso County HHW Facility | 3255 Akers Drive          | HHW Facility | 54,851 |
| Colorado Springs | Guirys                      | 3141 W Colorado Ave       | Retail       | 1,183  |
| Colorado Springs | Habitat ReStore Pikes Peak  | 411 S Wahsatch Ave        | Reuse Store  | 5,627  |
| Colorado Springs | PPG Paints                  | 275 N Chelton Rd          | Retail       | 607    |
| Colorado Springs | Sherwin Williams            | 1370 N Newport Rd         | Retail       | 1,009  |
| Colorado Springs | Sherwin-Williams            | 5862 Tutt Blvd            | Retail       | 2,163  |
| Colorado Springs | Sherwin-Williams            | 1724 Dublin Blvd          | Retail       | 1,981  |
| Colorado Springs | Sherwin-Williams            | 1815 S Nevada Ave         | Retail       | 1,964  |
| Colorado Springs | Sherwin-Williams            | 1466 W Garden Of The Gods | Retail       | 1,231  |
| Colorado Springs | Sherwin-Williams            | 6345 Source Center Point  | Retail       | 1,254  |
| Colorado Springs | Sherwin-Williams            | 2939 N Hancock Ave        | Retail       | 1,656  |



**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town        | Site Name        | Address            | Type   | Gallons |
|------------------|------------------|--------------------|--------|---------|
| Colorado Springs | Sherwin-Williams | 260 S Academy Blvd | Retail | 1,092   |

**Fremont County (2)** 2,133

|            |                        |                |        |       |
|------------|------------------------|----------------|--------|-------|
| Canon City | Sherwin-Williams       | 1015 Main St   | Retail | 1,204 |
| Canon City | Sonnys Ace Home Center | 3090 E Main St | Retail | 929   |

**Garfield County (3)** 6,494

|                  |                         |                  |        |       |
|------------------|-------------------------|------------------|--------|-------|
| Carbondale       | Ace Hardware Carbondale | 1011 Highway 133 | Retail | 1,028 |
| Glenwood Springs | Big Johns Ace Hardware  | 2602 S Glen Ave  | Retail | 1,157 |
| Glenwood Springs | Sherwin-Williams        | 3228B S Glen Ave | Retail | 4,309 |

**Grand County (3)** 3,409

|        |                            |                 |        |       |
|--------|----------------------------|-----------------|--------|-------|
| Fraser | Fraser Valley Ace Hardware | 425 Zerex St    | Retail | 933   |
| Granby | Country Ace Hardware       | 627 W Agate Ave | Retail | 1,868 |
| Granby | Sherwin-Williams           | 21 Ten Mile Dr  | Retail | 608   |

**Gunnison County (2)** 3,293

|          |                       |                   |        |       |
|----------|-----------------------|-------------------|--------|-------|
| Gunnison | Fullmers Ace Hardware | 820 W Tomichi Ave | Retail | 1,456 |
| Gunnison | Sherwin-Williams      | 821A N Main St    | Retail | 1,838 |

**Jackson County (1)** 325

|        |                            |             |        |     |
|--------|----------------------------|-------------|--------|-----|
| Walden | Timberline Builders Supply | 209 Main St | Retail | 325 |
|--------|----------------------------|-------------|--------|-----|

**Jefferson County (12)** 63,613

|           |                               |                       |                  |        |
|-----------|-------------------------------|-----------------------|------------------|--------|
| Arvada    | Ace Hardware Westwoods        | 15530 W 64th Ave      | Retail           | 1,596  |
| Arvada    | Sherwin-Williams              | 7731 Wadsworth Blvd.  | Retail           | 4,296  |
| Arvada    | Sherwin-Williams              | 15220 W 64th Ave      | Retail           | 2,917  |
| Arvada    | Sustainability Central Arvada | 6240 W 54th Ave       | Recycling Center | 7,682  |
| Conifer   | Aspen Park Hardware           | 26572 Barkley Rd      | Retail           | 2,582  |
| Evergreen | Sherwin-Williams              | 1002 Swede Gulch Rd   | Retail           | 3,151  |
| Golden    | Rooney Road Recycling Center  | 151 S Rooney Rd       | HHW Facility     | 24,664 |
| Golden    | Sherwin-Williams              | 17101 S Golden Rd     | Retail           | 1,507  |
| Lakewood  | Green Mountain Ace Hardware   | 12035 W Alameda Pkwy  | Retail           | 2,716  |
| Lakewood  | Lake Ridge Ace Hardware       | 2563 Kipling St       | Retail           | 5,045  |
| Lakewood  | Sherwin-Williams              | 3224 S Wadsworth Blvd | Retail           | 4,267  |
| Lakewood  | Sherwin-Williams              | 7105 W Colfax Ave     | Retail           | 3,190  |

**Kiowa County (1)** 81

|      |                               |               |        |    |
|------|-------------------------------|---------------|--------|----|
| Eads | Eads Auto Supply and Hardware | 404 E 15th St | Retail | 81 |
|------|-------------------------------|---------------|--------|----|

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                    | Site Name                                       | Address                    | Type             | Gallons       |
|------------------------------|---|----------------------------|------------------|---------------|
| <b>La Plata County (5)</b>   |   |                            |                  | <b>4,976</b>  |
| Bayfield                     | Lewis True Value Mercantile                     | 311 Bayfield Center Dr     | Retail           | 604           |
| Durango                      | Colors Inc                                      | 166 Bodo Dr                | Retail           | 654           |
| Durango                      | Kroegers Ace Hardware                           | 8 Town Plaza               | Retail           | 1,561         |
| Durango                      | Sherwin-Williams                                | 400 S Camino Del Rio Ste J | Retail           | 2,157         |
| Ignacio                      | Southern Ute Indian Tribe Utilities             | 16360 CO-172               | HHW Facility     |               |
| <b>Lake County (1)</b>       |   |                            |                  | <b>1,813</b>  |
| Leadville                    | Lake County Landfill                            | 1500 County Rd 6           | Landfill         | 1,813         |
| <b>Larimer County (14)</b>   |   |                            |                  | <b>69,567</b> |
| Fort Collins                 | Ace Hardware Fort Collins                       | 1001 E Harmony Rd          | Retail           | 1,075         |
| Fort Collins                 | City of Fort Collins Community Recycling Center | 1903 S Timberline Rd       | Recycling Center | 12,575        |
| Fort Collins                 | Diamond Vogel                                   | 7620 S College Ave         | Retail           | 1,132         |
| Fort Collins                 | Downtown Ace Hardware                           | 215 S College Ave          | Retail           | 451           |
| Fort Collins                 | Guirys  | 118 W Troutman Pkwy        | Retail           | 759           |
| Fort Collins                 | Jax Outdoor Gear Ranch and Home                 | 1000 N Highway 287         | Retail           | 442           |
| Fort Collins                 | Larimer County Public Works                     | 5887 S Taft Hill Rd        | HHW Facility     | 40,961        |
| Fort Collins                 | Sherwin-Williams                                | 4215 Corbett Dr            | Retail           | 3,566         |
| Fort Collins                 | Sherwin-Williams                                | 8101 SW Frontage Rd        | Retail           | 1,302         |
| Loveland                     | Diamond Vogel                                   | 3206 N Garfield Ave        | Retail           | 949           |
| Loveland                     | Jax Outdoor Gear Ranch and Home                 | 950 E Eisenhower           | Retail           | 568           |
| Loveland                     | Jax Outdoor Gear Ranch and Home                 | 2665 W Eisenhower Blvd     | Retail           |               |
| Loveland                     | Sherwin-Williams                                | 2033 W Eisenhower Blvd     | Retail           | 4,083         |
| Loveland                     | Sherwin-Williams                                | 1390 S Cleveland Ave       | Retail           | 1,706         |
| <b>Las Animas County (1)</b> |   |                            |                  | <b>410</b>    |
| Trinidad                     | Trinidad Builders Supply                        | 108 W Colorado Ave         | Retail           | 410           |
| <b>Lincoln County (1)</b>    |   |                            |                  | <b>122</b>    |
| Limon                        | Hoffman Drug True Value                         | 900 Main St                | Retail           | 122           |
| <b>Logan County (1)</b>      |   |                            |                  | <b>714</b>    |
| Sterling                     | Sherwin-Williams                                | 100 Broadway St            | Retail           | 714           |
| <b>Mesa County (8)</b>       |   |                            |                  | <b>7,321</b>  |
| Collbran                     | Collbran Supply                                 | 203 Main St                | Retail           |               |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                   | Site Name                                | Address                        | Type             | Gallons       |
|-----------------------------|--|--------------------------------|------------------|---------------|
| Fruita                      | Co Op Country                            | 1650 Highway 6 and 50          | Retail           | 470           |
| Grand Junction              | Ace Hardware Clifton                     | 569 32 Rd                      | Retail           | 296           |
| Grand Junction              | Diamond Vogel                            | 2991 North Ave                 | Retail           | 549           |
| Grand Junction              | Mesa County Landfill                     | 3071 Hwy 50                    | HHW Facility     | 1,963         |
| Grand Junction              | Sherwin-Williams                         | 845 North Ave                  | Retail           | 2,932         |
| Grand Junction              | Sherwin-Williams                         | 2801 North Avenue              | Retail           | 929           |
| Palisade                    | Palisade Co-op Country Ace Hardware      | 205 W 8th St                   | Retail           | 182           |
| <b>Montezuma County (2)</b> |  |                                |                  | <b>1,598</b>  |
| Cortez                      | Choice Building Supply                   | 525 N Broadway                 | Retail           | 360           |
| Cortez                      | Slavens True Value                       | 237 W Main St                  | Retail           | 1,238         |
| <b>Montrose County (2)</b>  |  |                                |                  | <b>2,268</b>  |
| Montrose                    | Sherwin-Williams                         | 110 E Main St                  | Retail           | 2,268         |
| Nucla                       | Nucla Co-op Country Store                | 995 Main St                    | Retail           |               |
| <b>Morgan County (2)</b>    |  |                                |                  | <b>903</b>    |
| Brush                       | Hometown Auto and Hardware               | 1305 Edison St                 | Retail           | 444           |
| Fort Morgan                 | Sherwin-Williams                         | 810 W Platte Ave               | Retail           | 459           |
| <b>Otero County (1)</b>     |  |                                |                  | <b>849</b>    |
| Swink                       | Clean Valley Recycling                   | 203 N Swink Dr                 | Recycling Center | 849           |
| <b>Ouray County (1)</b>     |  |                                |                  | <b>498</b>    |
| Ridgway                     | Ridgway True Value                       | 276 S Lena St                  | Retail           | 498           |
| <b>Pitkin County (2)</b>    |  |                                |                  | <b>5,448</b>  |
| Aspen                       | Sherwin-Williams                         | 304 Aspen Airport Business Ctr | Retail           | 2,697         |
| Snowmass Village            | Pitkin County Resource Recovery          | 32046 Highway 82               | HHW Facility     | 2,750         |
| <b>Pueblo County (5)</b>    |  |                                |                  | <b>10,829</b> |
| Colorado City               | Greenhorn Valley Ace Hardware            | 6850 Hwy 165                   | Retail           | 198           |
| Pueblo                      | D and S Paint Center                     | 715 West St                    | Retail           | 773           |
| Pueblo                      | G4 Coatings                              | 524 N Santa Fe Ave             | Retail           | 222           |
| Pueblo                      | Sherwin-Williams                         | 3205 N Elizabeth               | Retail           | 1,501         |
| Pueblo                      | Southern Colorado Services and Recycling | 1731 Erie Ave                  | Paint Recycler   | 8,134         |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                    | Site Name                              | Address                      | Type         | Gallons       |
|------------------------------|--|------------------------------|--------------|---------------|
| <b>Rio Blanco County (2)</b> |  |                              |              | <b>525</b>    |
| Meeker                       | Valley Hardware                        | 401 E Market St              | Retail       | 319           |
| Rangely                      | Rangely True Value                     | 105 W Main St                | Retail       | 206           |
| <b>Rio Grande County (1)</b> |  |                              |              | <b>812</b>    |
| Monte Vista                  | Monte Vista Co op                      | 1901 E Highway 160           | Retail       | 812           |
| <b>Routt County (2)</b>      |  |                              |              | <b>4,950</b>  |
| Steamboat Springs            | Ace Hardware Steamboat Springs         | 2155 Curve Plaza             | Retail       | 3,188         |
| Steamboat Springs            | Sherwin-Williams                       | 385A Anglers Dr              | Retail       | 1,762         |
| <b>San Juan County (1)</b>   |  |                              |              | <b>153</b>    |
| Silverton                    | Silverton Hardware                     | 740 Greene St                | Retail       | 153           |
| <b>San Miguel County (2)</b> |  |                              |              | <b>1,112</b>  |
| Norwood                      | Norwood Ace Hardware                   | 1635 Grand Ave               | Retail       | 201           |
| Telluride                    | Timberline Ace Hardware                | 200 E Colorado Ave           | Retail       | 911           |
| <b>Summit County (2)</b>     |  |                              |              | <b>10,180</b> |
| Dillon                       | Summit County Resource Allocation Park | 639 County Rd 66 Landfill Rd | HHW Facility | 6,026         |
| Frisco                       | Sherwin-Williams                       | 699 Ten Mile Dr              | Retail       | 4,154         |
| <b>Teller County (2)</b>     |  |                              |              | <b>2,119</b>  |
| Woodland Park                | Foxworth Galbraith Lumber              | 300 S Chestnut St            | Retail       | 951           |
| Woodland Park                | Sherwin-Williams                       | 717 Gold Hill Pl             | Retail       | 1,168         |
| <b>Weld County (7)</b>       |  |                              |              | <b>21,663</b> |
| Dacono                       | Weld County South HHW Facility         | 5500 Highway 52              | HHW Facility | 5,983         |
| Evans                        | Diamond Vogel                          | 3313 35th Ave                | Retail       | 652           |
| Evans                        | Sherwin-Williams                       | 3230 23rd Ave unit 500       | Retail       | 1,274         |
| Firestone                    | Sherwin-Williams                       | 6075 E Firestone Blvd        | Retail       | 2,324         |
| Greeley                      | Sherwin-Williams                       | 2904 W 10th St               | Retail       | 1,788         |
| Greeley                      | Weld County North HHW Facility         | 1311 N 17th Ave              | HHW Facility | 8,228         |
| Johnstown                    | Johnstown Ace Hardware                 | 9 S Parish Ave               | Retail       | 1,414         |
| <b>Yuma County (2)</b>       |  |                              |              | <b>461</b>    |
| Wray                         | Quality Farm and Ranch Center          | 333 Dexter St                | Retail       | 135           |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town | Site Name                     | Address       | Type   | Gallons |
|-----------|-------------------------------|---------------|--------|---------|
| Yuma      | Quality Farm and Ranch Center | 700 E 8th Ave | Retail | 327     |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                    | Site Name  | Address                      | Type             | Gallons       |
|------------------------------|--|------------------------------|------------------|---------------|
| <b>2. Supplemental Sites</b> |  |                              |                  | <b>41,729</b> |
| <b>County (7)</b>            |  |                              |                  | <b>5,848</b>  |
| Aurora                       | Trinity Baptist Church (Greensheen)              | 15555 E Quincy Ave           | Paint Only Event | 682           |
| Centennial                   | Mile High Horse Rescue (Greensheen)              | 6351 S Peoria St             | Paint Only Event | 750           |
| Centennial                   | Raceway Lube Plus (Greensheen)                   | 7600 S University Blvd       | Paint Only Event | 1,315         |
| Denver                       | NPRES at Compass Realty (Greensheen)             | 10515 E 40th Ave             | Paint Only Event | 975           |
| Montrose                     | Montrose Elks Lodge (Greensheen)                 | 801 S Hillcrest Drive        | Paint Only Event | 948           |
| Northglenn                   | Maintenance and Ops Facility (Greensheen)        | 12301 Claude Ct.             | Paint Only Event | 933           |
| Westminster                  | Ball Aerospace Westminster (Greensheen)          | 10955 Westmoor Dr            | Paint Only Event | 244           |
| <b>Adams County (1)</b>      |  |                              |                  | <b>282</b>    |
| Brighton                     | Todd Creek Farms HOA (Greensheen)                | 10501 E 152nd ave            | Paint Only Event | 282           |
| <b>Arapahoe County (11)</b>  |  |                              |                  | <b>11,268</b> |
| Aurora                       | Ace Hardware Saddle Rock                         | 7420 S Gartrell Rd           | Retail           | 673           |
| Aurora                       | Community Living Alternatives (Greensheen)       | 1770 S Helena St.            | Paint Only Event | 706           |
| Aurora                       | Faith Presbyterian Church (Greensheen)           | 11373 East Alameda Ave       | Paint Only Event | 840           |
| Aurora                       | Mountain Vista Elementary School (Greensheen)    | 22200 E Radcliff Parkway     | Paint Only Event | 255           |
| Centennial                   | Good Shepherd Episcopal Church (Greensheen)      | 8545 E Dry Creek Rd          | Paint Only Event | 2,390         |
| Centennial                   | Piney Creek HOA (Greensheen)                     | 5800 S Joplin Way            | Paint Only Event | 1,537         |
| Englewood                    | Englewood Service Center (City)                  | 2800 S Platte River Dr       | HHW Event        | 373           |
| Greenwood Village            | Perry and Company Greenwood Village (Greensheen) | 5375 Landmark Pl             | Paint Only Event | 249           |
| Littleton                    | Columbine High School (Greensheen)               | 6201 S Pierce St             | Paint Only Event | 908           |
| Littleton                    | Ken-Caryl Ranch House HOA (Greensheen)           | 7676 S Continental Divide Rd | Paint Only Event | 1,147         |
| Littleton                    | Littleton Elks Lodge (Greensheen)                | 5749 S Curtice St            | Paint Only Event | 2,190         |
| <b>Boulder County (5)</b>    |  |                              |                  | <b>998</b>    |
| Allenspark                   | Allenspark Transfer Station (County)             | 14857 State Highway 7        | HHW Event        | 207           |
| Boulder                      | Ball Aerospace Boulder (Greensheen)              | 1735 Range St                | Paint Only Event | 153           |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                    | Site Name                                       | Address                    | Type             | Gallons      |
|------------------------------|---|----------------------------|------------------|--------------|
| Boulder                      | Excelitas Research Electro-Optics (ACT)         | 5055 Airport Blvd          | HHW Event        | 132          |
| Louisville                   | Ascent Community Church (County)                | 550 McCaslin Blvd          | HHW Event        | 363          |
| Nederland                    | Nederland Transfer Station (County)             | 286 Ridge Rd               | HHW Event        | 144          |
| <b>Broomfield County (1)</b> |   |                            |                  | <b>1,003</b> |
| Broomfield                   | Norman Smith Center (County)                    | 3001 W 124th Ave           | HHW Event        | 1,003        |
| <b>Chaffee County (1)</b>    |   |                            |                  | <b>977</b>   |
| Buena Vista                  | Buena Vista True Value                          | 29785 US Hwy 24            | PaintCare Event  | 977          |
| <b>Denver County (2)</b>     |   |                            |                  | <b>1,122</b> |
| Denver                       | Perry and Company Denver (Greensheen)           | 101 S Madison St           | Paint Only Event | 212          |
| Denver                       | Saint Thomas Episcopal Church (Greensheen)      | 2201 Dexter St             | Paint Only Event | 910          |
| <b>Douglas County (3)</b>    |   |                            |                  | <b>1,739</b> |
| Highlands Ranch              | Shea Stadium (Tri-County)                       | 3270 Redstone Park Cir     | HHW Event        | 626          |
| Parker                       | Joint Services Center (Tri-County)              | 17801 East Plaza Dr        | HHW Event        | 823          |
| Parker                       | Legend High School (Greensheen)                 | 22219 Hilltop Rd           | Paint Only Event | 291          |
| <b>Eagle County (1)</b>      |   |                            |                  | <b>355</b>   |
| Vail                         | Ford Park (Town)                                | 700 South Frontage Rd East | HHW Event        | 355          |
| <b>Elbert County (1)</b>     |   |                            |                  | <b>2,046</b> |
| Elizabeth                    | Town of Elizabeth Public Works Shop (PaintCare) | 303 Washington St          | PaintCare Event  | 2,046        |
| <b>Gilpin County (1)</b>     |   |                            |                  | <b>1,340</b> |
| Black Hawk                   | Gilpin County Fair Ground (PaintCare)           | 230 Norton Dr              | PaintCare Event  | 1,340        |
| <b>Gunnison County (1)</b>   |   |                            |                  | <b>303</b>   |
| Gunnison                     | Darnell True Value (Dropped Nov 2020)           | 1000 N Main St Ste 1       | Retail           | 303          |
| <b>Jefferson County (5)</b>  |   |                            |                  | <b>8,776</b> |
| Arvada                       | United Methodist Church (Greensheen)            | 6750 Carr St               | Paint Only Event | 3,839        |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town | Site Name  | Address          | Type             | Gallons |
|-----------|--|------------------|------------------|---------|
| Golden    | Kyffin Elementary School<br>(Greensheen)                 | 205 S Flora Way  | Paint Only Event | 360     |
| Lakewood  | Lakewood United Church of Christ<br>(Greensheen)         | 100 Carr St      | Paint Only Event | 1,007   |
| Lakewood  | Morse Park (Greensheen)                                  | 8180 W 20th Ave  | Paint Only Event | 2,296   |
| Lakewood  | Shepard of the Hills Presbyterian<br>Church (Greensheen) | 11500 W 20th Ave | Paint Only Event | 1,275   |

**Kit Carson County (1)** 484

|            |                           |                 |                 |     |
|------------|---------------------------|-----------------|-----------------|-----|
| Burlington | Herman Lumber (PaintCare) | 1298 Martin Ave | PaintCare Event | 484 |
|------------|---------------------------|-----------------|-----------------|-----|

**La Plata County (1)** 3,032

|         |                                      |               |           |       |
|---------|--------------------------------------|---------------|-----------|-------|
| Durango | La Plata County Fairgrounds (County) | 2500 Main Ave | HHW Event | 3,032 |
|---------|--------------------------------------|---------------|-----------|-------|

**Las Animas County (1)**

|          |                            |                   |                  |  |
|----------|----------------------------|-------------------|------------------|--|
| Trinidad | Terra Firma Recycling Fund | 201 W Indiana Ave | Recycling Center |  |
|----------|----------------------------|-------------------|------------------|--|

**Mesa County (1)** 276

|                |   |              |                  |     |
|----------------|---|--------------|------------------|-----|
| Grand Junction | Grand Junction Elks Lodge<br>(Greensheen) | 249 S 4th St | Paint Only Event | 276 |
|----------------|---|--------------|------------------|-----|

**Park County (1)** 787

|          |  |                |                 |     |
|----------|--|----------------|-----------------|-----|
| Fairplay | South Park Ace Hardware<br>(PaintCare) | 299 US HWY 285 | PaintCare Event | 787 |
|----------|--|----------------|-----------------|-----|

**Routt County (1)**

|                   |                              |              |           |  |
|-------------------|------------------------------|--------------|-----------|--|
| Steamboat Springs | Meadows Parking Lot (County) | Mt Werner Rd | HHW Event |  |
|-------------------|------------------------------|--------------|-----------|--|

**San Miguel County (1)** 756

|           |                               |                 |           |     |
|-----------|-------------------------------|-----------------|-----------|-----|
| Telluride | Carhenge Parking Lot (County) | 3601 Mahoney Dr | HHW Event | 756 |
|-----------|-------------------------------|-----------------|-----------|-----|

**Sedgwick County (1)** 338

|           |  |                        |                 |     |
|-----------|--|------------------------|-----------------|-----|
| Julesburg | Sedgwick County Fairgrounds<br>(PaintCare) | 17000 County Road 34.5 | PaintCare Event | 338 |
|-----------|--|------------------------|-----------------|-----|



**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                           | Site Name                | Address | Type | Gallons       |
|-------------------------------------|--------------------------|---------|------|---------------|
| <b>3. Large Volume Pickup Sites</b> |                          |         |      | <b>30,668</b> |
| <b>County (4)</b>                   |                          |         |      | <b>967</b>    |
| Aurora                              | [Property Manager/Owner] |         | LVP  | 133           |
| Denver                              | [Painting Contractor]    |         | LVP  | 350           |
| Littleton                           | [Property Manager]       |         | LVP  | 180           |
| Longmont                            | [Retail Paint Store]     |         | LVP  | 304           |
| <b>Adams County (4)</b>             |                          |         |      | <b>876</b>    |
| Brighton                            | [Hospital]               |         | LVP  | 210           |
| Commerce City                       | [Painting Contractor]    |         | LVP  | 187           |
| Henderson                           | [Painting Contractor]    |         | LVP  | 133           |
| Westminster                         | [Property Manager/Owner] |         | LVP  | 346           |
| <b>Arapahoe County (3)</b>          |                          |         |      | <b>852</b>    |
| Centennial                          | [Painting Contractor]    |         | LVP  | 542           |
| Centennial                          | [Property Manager/Owner] |         | LVP  | 163           |
| Greenwood Village                   | [Health Club]            |         | LVP  | 146           |
| <b>Boulder County (3)</b>           |                          |         |      | <b>1,240</b>  |
| Boulder                             | [School District]        |         | LVP  | 548           |
| Lafayette                           | [Painting Contractor]    |         | LVP  | 328           |
| Longmont                            | [Thrift Store]           |         | LVP  | 364           |
| <b>Boulder, Weld County (1)</b>     |                          |         |      | <b>280</b>    |
| Longmont                            | [Construction]           |         | LVP  | 280           |
| <b>Denver County (20)</b>           |                          |         |      | <b>7,200</b>  |
| Denver                              | [Construction]           |         | LVP  | 415           |
| Denver                              | [Event Complex]          |         | LVP  | 327           |
| Denver                              | [Hospital]               |         | LVP  | 119           |
| Denver                              | [Hospital]               |         | LVP  | 140           |
| Denver                              | [Painting Contractor]    |         | LVP  | 1,169         |
| Denver                              | [Painting Contractor]    |         | LVP  | 591           |
| Denver                              | [Painting Contractor]    |         | LVP  | 383           |
| Denver                              | [Painting Contractor]    |         | LVP  | 469           |
| Denver                              | [Painting Contractor]    |         | LVP  | 977           |
| Denver                              | [Painting Contractor]    |         | LVP  | 141           |

### COLORADO PAINTCARE SITES IN 2020

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

| City/Town | Site Name                | Address | Type | Gallons |
|-----------|--------------------------|---------|------|---------|
| Denver    | [Painting Contractor]    |         | LVP  | 154     |
| Denver    | [Painting Contractor]    |         | LVP  | 406     |
| Denver    | [Painting Contractor]    |         | LVP  | 427     |
| Denver    | [Property Manager/Owner] |         | LVP  | 377     |
| Denver    | [Property Manager/Owner] |         | LVP  | 120     |
| Denver    | [Property Manager/Owner] |         | LVP  | 130     |
| Denver    | [Property Manager/Owner] |         | LVP  | 114     |
| Denver    | [Sporting Arena]         |         | LVP  | 153     |
| Denver    | [State Government]       |         | LVP  | 326     |
| Denver    | [Thrift Store]           |         | RLVP | 263     |

#### Douglas County (2) 1,312

|             |                          |  |     |       |
|-------------|--------------------------|--|-----|-------|
| Castle Rock | [Property Manager/Owner] |  | LVP | 256   |
| Littleton   | [Property Manager/Owner] |  | LVP | 1,056 |

#### Eagle County (2) 1,153

|        |                       |  |     |     |
|--------|-----------------------|--|-----|-----|
| Basalt | [Painting Contractor] |  | LVP | 406 |
| Eagle  | [Retail Paint Store]  |  | LVP | 747 |

#### El Paso County (16) 5,531

|                  |                       |  |      |       |
|------------------|-----------------------|--|------|-------|
| Colorado Springs | [Communications]      |  | LVP  | 182   |
| Colorado Springs | [Construction]        |  | LVP  | 128   |
| Colorado Springs | [Construction]        |  | LVP  | 157   |
| Colorado Springs | [Construction]        |  | LVP  | 151   |
| Colorado Springs | [Construction]        |  | LVP  | 132   |
| Colorado Springs | [Hospitality]         |  | LVP  | 311   |
| Colorado Springs | [Painting Contractor] |  | LVP  | 443   |
| Colorado Springs | [Painting Contractor] |  | LVP  | 351   |
| Colorado Springs | [Painting Contractor] |  | RLVP | 425   |
| Colorado Springs | [Painting Contractor] |  | LVP  | 265   |
| Colorado Springs | [Painting Contractor] |  | LVP  | 1,685 |
| Colorado Springs | [Painting Contractor] |  | LVP  | 491   |
| Colorado Springs | [Property Manager]    |  | LVP  | 134   |
| Colorado Springs | [Thrift Store]        |  | RLVP | 102   |
| Colorado Springs | [University]          |  | LVP  | 100   |
| Peyton           | [Household]           |  | LVP  | 475   |

#### Elbert County (1) 215

|           |             |  |     |     |
|-----------|-------------|--|-----|-----|
| Elizabeth | [Household] |  | LVP | 215 |
|-----------|-------------|--|-----|-----|

## COLORADO PAINTCARE SITES IN 2020

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

| City/Town                   | Site Name                | Address | Type | Gallons      |
|-----------------------------|--------------------------|---------|------|--------------|
| <b>Hinsdale County (1)</b>  |                          |         |      | <b>270</b>   |
| Lake City                   | [Retail Store]           |         | LVP  | 270          |
| <b>Jefferson County (5)</b> |                          |         |      | <b>891</b>   |
| Arvada                      | [Painting Contractor]    |         | LVP  | 384          |
| Conifer                     | [Household]              |         | LVP  | 150          |
| Lakewood                    | [Property Manager]       |         | LVP  | 102          |
| Lakewood                    | [Property Manager/Owner] |         | LVP  | 151          |
| Morrison                    | [Painting Contractor]    |         | LVP  | 105          |
| <b>Larimer County (11)</b>  |                          |         |      | <b>7,402</b> |
| Berthoud                    | [Painting Contractor]    |         | LVP  | 155          |
| Estes Park                  | [Painting Contractor]    |         | LVP  | 4,301        |
| Fort Collins                | [City Government]        |         | RLVP |              |
| Fort Collins                | [Construction]           |         | LVP  | 1,028        |
| Fort Collins                | [Construction]           |         | LVP  | 116          |
| Fort Collins                | [Construction]           |         | LVP  | 613          |
| Fort Collins                | [Painting Contractor]    |         | LVP  | 283          |
| Fort Collins                | [University]             |         | RLVP | 342          |
| Golden                      | [Painting Contractor]    |         | LVP  | 296          |
| Loveland                    | [Painting Contractor]    |         | LVP  | 143          |
| Timnath                     | [Painting Contractor]    |         | LVP  | 124          |
| <b>Larimer County (1)</b>   |                          |         |      | <b>72</b>    |
| Loveland                    | [Painting Contractor]    |         | LVP  | 72           |
| <b>Mesa County (1)</b>      |                          |         |      | <b>143</b>   |
| Grand Junction              | [Housing Authority]      |         | LVP  | 143          |
| <b>Park County (1)</b>      |                          |         |      | <b>333</b>   |
| Fairplay                    | [Paint Store]            |         | LVP  | 333          |
| <b>Summit County (2)</b>    |                          |         |      | <b>291</b>   |
| Breckenridge                | [Hospital]               |         | LVP  | 79           |
| Breckenridge                | [Paint Store]            |         | LVP  | 212          |
| <b>Teller County (1)</b>    |                          |         |      | <b>122</b>   |
| Woodland Park               | [City Government]        |         | LVP  | 122          |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town              | Site Name                | Address | Type | Gallons      |
|------------------------|--------------------------|---------|------|--------------|
| <b>Weld County (8)</b> |                          |         |      | <b>1,520</b> |
| Erie                   | [Painting Contractor]    |         | LVP  | 156          |
| Fort Lupton            | [Household]              |         | LVP  | 239          |
| Fort Lupton            | [Painting Contractor]    |         | LVP  | 158          |
| Greeley                | [Household]              |         | LVP  | 178          |
| Greeley                | [Property Manager/Owner] |         | LVP  | 149          |
| Greeley                | [University]             |         | RLVP | 0            |
| Longmont               | [Construction]           |         | LVP  | 435          |
| Severance              | [Painting Contractor]    |         | LVP  | 205          |

**COLORADO PAINTCARE SITES IN 2020**

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

| City/Town                       | Site Name   | Address           | Type          | Gallons      |
|---------------------------------|---|-------------------|---------------|--------------|
| <b>4. Door-to-Door Programs</b> |   |                   |               | <b>8,890</b> |
| <b>Adams County (1)</b>         |   |                   |               | <b>1,764</b> |
| Westminster                     | City of Westminster Door-to-Door                  | No street address | HHW D2D       | 1,764        |
| <b>Arapahoe County (4)</b>      |   |                   |               | <b>4,071</b> |
| Aurora                          | City of Aurora Door-to-Door                       | No street address | HHW D2D       | 87           |
| Centennial                      | Southeast Metro Stormwater Authority Door-to-Door | No street address | HHW D2D       | 1,633        |
| Cherry Hills Village            | Cherry Hills Village Door-to-Door                 | No street address | HHW D2D       | 834          |
| Greenwood Village               | City of Greenwood Village Door-to-Door            | No street address | HHW D2D       | 1,517        |
| <b>Denver County (2)</b>        |   |                   |               | <b>2,900</b> |
| Denver                          | ACTenviro (Door-to-Door Programs)                 | No street address | PaintCare D2D | 57           |
| Denver                          | Denver Door-to-Door                               | No street address | HHW D2D       | 2,843        |
| <b>Douglas County (1)</b>       |   |                   |               | <b>154</b>   |
| Lone Tree                       | City of Lone Tree Door-to-Door                    | No street address | HHW D2D       | 154          |
| <b>Jefferson County (1)</b>     |   |                   |               |              |
| Golden                          | Jefferson County Door-to-Door                     | No street address | HHW D2D       |              |

**Appendix  
Section B**

**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>          |
|---------------------------------------|----------------------|----------------------|
| <b>Assets</b>                         |                      |                      |
| 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                      | 61,936               | 93,086               |
|                                       | <u>91,917,774</u>    | <u>70,848,405</u>    |
| Total current assets                  |                      |                      |
| Intangible assets, net                | 229,606              | 242,861              |
|                                       | <u>92,147,380</u>    | <u>71,091,266</u>    |
| Total assets                          |                      |                      |
|                                       | <u>\$ 92,147,380</u> | <u>\$ 71,091,266</u> |
| <b>Liabilities and Net Assets</b>     |                      |                      |
| <b>Liabilities</b>                    |                      |                      |
| Current liabilities:                  |                      |                      |
| Accounts payable and accrued expenses | \$ 9,305,941         | \$ 7,932,775         |
| Due to affiliate                      | 2,139,549            | 865,118              |
| Grants payable                        | 100,101              | 178,865              |
|                                       | <u>11,545,591</u>    | <u>8,976,758</u>     |
| Total liabilities                     |                      |                      |
|                                       | <u>11,545,591</u>    | <u>8,976,758</u>     |
| <b>Net Assets</b>                     |                      |                      |
| Without donor restrictions            | 80,601,789           | 62,114,508           |
|                                       | <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>\$ 92,147,380</u> | <u>\$ 71,091,266</u> |

**PaintCare Inc.**

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

|   | 2020          | 2019          |
|---|---------------|---------------|
| <b>Operating Revenue and Support</b>        |               |               |
| Paint recovery fees                         | \$ 68,107,028 | \$ 60,008,899 |
| Total operating revenue and support         | 68,107,028    | 60,008,899    |
| <b>Expenses</b>                             |               |               |
| 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    |
| <b>Change in Net Assets from Operations</b> | 14,151,178    | 2,043,991     |
| <b>Non-Operating Activities</b>             |               |               |
| 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     |
| <b>Change in Net Assets</b>                 | 18,487,281    | 7,415,766     |
| <b>Net Assets, beginning of period</b>      | 62,114,508    | 54,698,742    |
| <b>Net Assets, end of period</b>            | \$ 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         |                            |                      |
| <b>Expenses</b>                  |                               |                      |                     |                   |                     |                   |                     |                     |                      |                   |                  |                            |                      |
| 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               |
| <b>Total Expenses</b>            | <b>\$ 4,512,687</b>           | <b>\$ 28,771,777</b> | <b>\$ 2,856,892</b> | <b>\$ 679,444</b> | <b>\$ 4,758,947</b> | <b>\$ 718,430</b> | <b>\$ 1,104,108</b> | <b>\$ 5,415,908</b> | <b>\$ 442,305</b>    | <b>\$ 102,912</b> | <b>\$ 42,451</b> | <b>\$ 4,549,989</b>        | <b>\$ 53,955,850</b> |

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       |                            |                      |
| <b>Expenses</b>                  |                               |                      |                     |                   |                     |                   |                     |                     |                      |                  |                            |                      |
| 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               |
| <b>Total Expenses</b>            | <b>\$ 4,375,335</b>           | <b>\$ 31,370,565</b> | <b>\$ 3,380,453</b> | <b>\$ 810,418</b> | <b>\$ 5,130,101</b> | <b>\$ 817,191</b> | <b>\$ 1,256,277</b> | <b>\$ 5,866,575</b> | <b>\$ 398,730</b>    | <b>\$ 41,600</b> | <b>\$ 4,517,663</b>        | <b>\$ 57,964,908</b> |

See accompanying notes.

## PaintCare Inc.

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

|   | <u>2020</u>                 | <u>2019</u>                 |
|---|-----------------------------|-----------------------------|
| <b>Cash Flows from Operating Activities</b>   |                             |                             |
| 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>            |
| <b>Cash Flows from Investing Activities</b>   |                             |                             |
| Purchases of investments  | (13,411,519)                | (16,493,716)                |
| Proceeds from sale of investments   | 12,368,225                  | 10,365,160                  |
| Purchases of intangible assets  | (50,100)                    | -                           |
| Net cash used in investing activities   | <u>(1,093,394)</u>          | <u>(6,128,556)</u>          |
| <b>Net Increase (Decrease) in Cash</b>  | 16,318,661                  | (1,339,758)                 |
| <b>Cash, beginning of period</b>  | <u>11,592,998</u>           | <u>12,932,756</u>           |
| <b>Cash, end of period</b>  | <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            |
| <b>Total investments</b> | <b>\$ 44,956,092</b> | <b>\$ 14,381,417</b> | <b>\$ -</b> | <b>\$ 59,337,509</b> |

**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            |
| <b>Total investments</b> | <b>\$ 39,991,287</b> | <b>\$ 15,010,119</b> | <b>\$ -</b> | <b>\$ 55,001,406</b> |

## 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<sup>®</sup> resources, and focuses on advancements in science and technology through its technical conferences and journals, as well as online training opportunities. ACA incorporated PaintCare for the sole purpose of implementing programs for post-consumer architectural paint. ACA maintains a controlling interest in PaintCare through the ability to appoint its Board of Directors.



## **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**

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**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                |
|--|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|-------------------|---------------------|----------------------|---------------------|--------------------|----------------------------|----------------------|
| <b>Operating Revenue and Support</b>   |                     |                      |                     |                     |                     |                     |                   |                     |                      |                     |                    |                            |                      |
| 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           |
| <b>Total operating revenue and support</b>   | <b>6,391,504</b>    | <b>37,953,882</b>    | <b>3,860,401</b>    | <b>1,034,940</b>    | <b>8,029,305</b>    | <b>1,003,047</b>    | <b>1,628,474</b>  | <b>7,581,223</b>    | <b>624,252</b>       | <b>-</b>            | <b>-</b>           | <b>-</b>                   | <b>68,107,028</b>    |
| <b>Expenses</b>  |                     |                      |                     |                     |                     |                     |                   |                     |                      |                     |                    |                            |                      |
| 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            |
| <b>Total program and delivery services</b>   | <b>4,512,687</b>    | <b>28,771,777</b>    | <b>2,856,892</b>    | <b>679,444</b>      | <b>4,758,947</b>    | <b>718,430</b>      | <b>1,104,108</b>  | <b>5,415,908</b>    | <b>442,305</b>       | <b>102,912</b>      | <b>42,451</b>      | <b>-</b>                   | <b>49,405,861</b>    |
| 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            |
| <b>Total general and administrative</b>  | <b>-</b>            | <b>-</b>             | <b>-</b>            | <b>-</b>            | <b>-</b>            | <b>-</b>            | <b>-</b>          | <b>-</b>            | <b>-</b>             | <b>-</b>            | <b>-</b>           | <b>4,549,989</b>           | <b>4,549,989</b>     |
| <b>Total expenses</b>  | <b>4,512,687</b>    | <b>28,771,777</b>    | <b>2,856,892</b>    | <b>679,444</b>      | <b>4,758,947</b>    | <b>718,430</b>      | <b>1,104,108</b>  | <b>5,415,908</b>    | <b>442,305</b>       | <b>102,912</b>      | <b>42,451</b>      | <b>4,549,989</b>           | <b>53,955,850</b>    |
| <b>Change in Net Assets from Operations</b>  | <b>1,878,817</b>    | <b>9,182,105</b>     | <b>1,003,509</b>    | <b>355,496</b>      | <b>3,270,358</b>    | <b>284,617</b>      | <b>524,366</b>    | <b>2,165,315</b>    | <b>181,947</b>       | <b>(102,912)</b>    | <b>(42,451)</b>    | <b>(4,549,989)</b>         | <b>14,151,178</b>    |
| <b>Non-Operating Activity</b>  |                     |                      |                     |                     |                     |                     |                   |                     |                      |                     |                    |                            |                      |
| Investment return, net   | -                   | -                    | -                   | -                   | -                   | -                   | -                 | -                   | -                    | -                   | -                  | 4,336,103                  | 4,336,103            |
| <b>Change in Net Assets Before Allocation of General and Administrative Activities</b> | <b>1,878,817</b>    | <b>9,182,105</b>     | <b>1,003,509</b>    | <b>355,496</b>      | <b>3,270,358</b>    | <b>284,617</b>      | <b>524,366</b>    | <b>2,165,315</b>    | <b>181,947</b>       | <b>(102,912)</b>    | <b>(42,451)</b>    | <b>(213,886)</b>           | <b>18,487,281</b>    |
| 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)                | -                    |
| <b>Total Change in Net Assets</b>  | <b>1,592,476</b>    | <b>9,997,341</b>     | <b>736,375</b>      | <b>276,825</b>      | <b>3,069,941</b>    | <b>223,041</b>      | <b>425,082</b>    | <b>2,298,586</b>    | <b>183,060</b>       | <b>(272,995)</b>    | <b>(42,451)</b>    | <b>-</b>                   | <b>18,487,281</b>    |
| <b>Net Assets (Deficit), beginning of period</b>                                       | <b>205,627</b>      | <b>51,677,996</b>    | <b>3,073,695</b>    | <b>825,465</b>      | <b>398,554</b>      | <b>(553,809)</b>    | <b>116,099</b>    | <b>5,857,363</b>    | <b>599,456</b>       | <b>(85,938)</b>     | <b>-</b>           | <b>-</b>                   | <b>62,114,508</b>    |
| <b>Net Assets (Deficit), end of period</b>   | <b>\$ 1,798,103</b> | <b>\$ 61,675,337</b> | <b>\$ 3,810,070</b> | <b>\$ 1,102,290</b> | <b>\$ 3,468,495</b> | <b>\$ (330,768)</b> | <b>\$ 541,181</b> | <b>\$ 8,155,949</b> | <b>\$ 782,516</b>    | <b>\$ (358,933)</b> | <b>\$ (42,451)</b> | <b>\$ -</b>                | <b>\$ 80,601,789</b> |

**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                |
|--|-------------------|----------------------|---------------------|-------------------|-------------------|---------------------|-------------------|---------------------|----------------------|-----------------|----------------------------|----------------------|
| <b>Operating Revenue and Support</b>   |                   |                      |                     |                   |                   |                     |                   |                     |                      |                 |                            |                      |
| 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        |
| <b>Total operating revenue and support</b>   | <b>5,669,810</b>  | <b>34,287,202</b>    | <b>3,423,301</b>    | <b>934,494</b>    | <b>6,191,647</b>  | <b>856,215</b>      | <b>1,308,974</b>  | <b>6,691,728</b>    | <b>645,528</b>       | <b>-</b>        | <b>-</b>                   | <b>60,008,899</b>    |
| <b>Expenses</b>  |                   |                      |                     |                   |                   |                     |                   |                     |                      |                 |                            |                      |
| 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            |
| <b>Total program and delivery services</b>   | <b>4,375,335</b>  | <b>31,370,565</b>    | <b>3,380,453</b>    | <b>810,418</b>    | <b>5,130,101</b>  | <b>817,191</b>      | <b>1,256,277</b>  | <b>5,866,575</b>    | <b>398,730</b>       | <b>41,600</b>   | <b>-</b>                   | <b>53,447,245</b>    |
| 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            |
| <b>Total general and administrative</b>  | <b>-</b>          | <b>-</b>             | <b>-</b>            | <b>-</b>          | <b>-</b>          | <b>-</b>            | <b>-</b>          | <b>-</b>            | <b>-</b>             | <b>-</b>        | <b>4,517,663</b>           | <b>4,517,663</b>     |
| <b>Total expenses</b>  | <b>4,375,335</b>  | <b>31,370,565</b>    | <b>3,380,453</b>    | <b>810,418</b>    | <b>5,130,101</b>  | <b>817,191</b>      | <b>1,256,277</b>  | <b>5,866,575</b>    | <b>398,730</b>       | <b>41,600</b>   | <b>4,517,663</b>           | <b>57,964,908</b>    |
| <b>Change in Net Assets from Operations</b>  | <b>1,294,475</b>  | <b>2,916,637</b>     | <b>42,848</b>       | <b>124,076</b>    | <b>1,061,546</b>  | <b>39,024</b>       | <b>52,697</b>     | <b>825,153</b>      | <b>246,798</b>       | <b>(41,600)</b> | <b>(4,517,663)</b>         | <b>2,043,991</b>     |
| <b>Non-Operating Activities</b>  |                   |                      |                     |                   |                   |                     |                   |                     |                      |                 |                            |                      |
| Investment return, net   | -                 | -                    | -                   | -                 | -                 | -                   | -                 | -                   | -                    | -               | 5,474,137                  | 5,474,137            |
| Loss on disposal of intangible assets  | -                 | -                    | -                   | -                 | -                 | -                   | -                 | -                   | -                    | -               | (102,362)                  | (102,362)            |
| <b>Change in Net Assets Before Allocation of General and Administrative Activities</b> | <b>1,294,475</b>  | <b>2,916,637</b>     | <b>42,848</b>       | <b>124,076</b>    | <b>1,061,546</b>  | <b>39,024</b>       | <b>52,697</b>     | <b>825,153</b>      | <b>246,798</b>       | <b>(41,600)</b> | <b>854,112</b>             | <b>7,415,766</b>     |
| 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)                | -                    |
| <b>Total Change in Net Assets</b>  | <b>995,335</b>    | <b>4,927,518</b>     | <b>(236,227)</b>    | <b>41,889</b>     | <b>671,774</b>    | <b>(61,058)</b>     | <b>(51,377)</b>   | <b>969,667</b>      | <b>244,183</b>       | <b>(85,938)</b> | <b>-</b>                   | <b>7,415,766</b>     |
| <b>Net Assets (Deficit), beginning of period</b>                                       | <b>(789,708)</b>  | <b>46,750,478</b>    | <b>3,309,922</b>    | <b>783,576</b>    | <b>(273,220)</b>  | <b>(492,751)</b>    | <b>167,476</b>    | <b>4,887,696</b>    | <b>355,273</b>       | <b>-</b>        | <b>-</b>                   | <b>54,698,742</b>    |
| <b>Net Assets (Deficit), end of period</b>   | <b>\$ 205,627</b> | <b>\$ 51,677,996</b> | <b>\$ 3,073,695</b> | <b>\$ 825,465</b> | <b>\$ 398,554</b> | <b>\$ (553,809)</b> | <b>\$ 116,099</b> | <b>\$ 5,857,363</b> | <b>\$ 599,456</b>    | <b>(85,938)</b> | <b>\$ -</b>                | <b>\$ 62,114,508</b> |

**Appendix  
Section C**



## Colorado 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?*

Colorado'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.

CO-BREN-0820



# Recycle

with PaintCare



COLORADO

## 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](http://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](http://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](http://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
- \$ 0.35 Larger than half pint up to smaller than 1 gallon
- \$ 0.75 1 gallon
- \$ 1.60 Larger than 1 gallon up to 5 gallons

## 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](http://www.paintcare.org) or call (855) PAINT09.



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

*Recycle with PaintCare*

Find a drop-off site near you:

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

Buy right.  
Use it up.  
Recycle the rest.

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

#### LEARN MORE

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





# Paint Recycling Program

## About the PaintCare Program

### PAINTCARE

Paint manufacturers created PaintCare, a 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 varies by the size of the container as follows:

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

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



Recycle with PaintCare

XX-PIEN-1020

## Counter Mat

WE CAN HELP  
**Recycle**  
 YOUR PAINT  
[www.paintcare.org](http://www.paintcare.org)

*Paint Recycling Made Easy*

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

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



### What types of paint products can be recycled with PaintCare?

✓ **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 | \$0.35 |
| 1 gallon  | \$0.75 |
| More than 1 gallon up to 5 gallons              | \$1.60 |

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



## Information for Painting Contractors

UPDATED — 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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

# Recycle here.



## ACCEPTABLE

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

## NOT ACCEPTABLE

- ✗ *Paint thinner*
- ✗ *Two component paints*
- ✗ *Aerosols*
- ✗ *Other chemicals*
- ✗ *Leaking or empty containers*
- ✗ *Containers without original labels*

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



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



# We are a PaintCare Partner

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



*Recycle with PaintCare*

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





## PAINTCARE PRODUCTS

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

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



## NON-PAINTCARE PRODUCTS

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

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



## PRODUCTOS DEL PROGRAMA

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

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



## NO SE INCLUYEN EN EL PROGRAMA

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

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



## ✔ PaintCare Products

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

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

***Products must be in original containers with original labels.***

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



## ✘ Non-PaintCare Products

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

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

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

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

# **NO DUMPING**

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



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

**Violators Will Be Prosecuted**

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

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



XX-WABI-0816



## Joint Outreach Projects

UPDATED — JANUARY 2021

### THE BASICS

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

### Review and Approval

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

### Proposal Form

Please complete our Proposal Form for Joint Outreach Projects and email it to [brodgers@paint.org](mailto:brodgers@paint.org) or your local PaintCare staff person. Download the form in the Waste Facilities section of each state's page at [www.paintcare.org](http://www.paintcare.org).

### Images

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

### YOUR RESPONSIBILITIES

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

### Print (brochures, postcards, etc.)

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

### Newspaper

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

### Radio

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

### Digital Media & Other

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

### DESIGN ASSISTANCE

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

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

### REIMBURSEMENT

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

To be reimbursed after the project is completed, send an invoice from your government agency, samples of final pieces, and copies of invoices from your vendors to [paintcare@bill.com](mailto:paintcare@bill.com) and copy Brett Rodgers at [brodgers@paint.org](mailto:brodgers@paint.org). The "To:" space on the invoice should be addressed to PaintCare Inc., 901 New York Ave NW, Suite 300 West, Washington DC, 20001. In the space for purchase orders please write "6369 Communications: Other, Joint Projects." See sample invoice below.

{Sample Invoice}

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

June 24, 2017

Invoice: 2452187

Purchase Order: 6369 Communications: Other, Joint Projects

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

Description:

- Newspaper ad promoting one day event held in Anytown on May 1, 2017
- Three 5x5 ads ran on April 13, 2017 in the County Journal
- Total invoices from newspapers: \$1,487.00
- Invoice and copy of one ad are attached
- Per prior discussion, PaintCare agreed to reimburse county for \$750
- Contact person: Marie Chen, 202-555-1212

Invoice Amount: \$750.00

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



## *Information about Partnering for Rural Events*

UPDATED — JANUARY 2021

### **Colorado's paint stewardship law benefits everyone in Colorado.**

A law passed in June 2014 requires paint manufacturers to establish a paint stewardship program in Colorado. Local governments that participate can save money on paint management costs. Program funding comes from a PaintCare fee applied to each container of architectural paint sold in Colorado since the program started in July 2015.

#### **Paint Stewardship Program in Colorado**

PaintCare is a nonprofit organization established by the American Coatings Association to implement state-mandated paint stewardship programs on behalf of paint manufacturers in states that pass paint stewardship laws. Colorado is the eighth state to pass such a law. Although this program is required by state law, it is designed and operated by the paint manufacturing industry. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont. PaintCare is currently developing programs for New York and Washington.

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

PaintCare has established drop-off sites throughout the state for residents and businesses to take leftover architectural paint. Although most drop-off sites are at paint retailers, HHW programs, solid waste transfer stations, recycling centers, and landfills may also volunteer to be PaintCare drop-off sites and have their paint transportation and recycling costs paid by PaintCare. Participation as a drop-off site is voluntary. Facilities that would like to become a drop-off site can fill out the Interest Form available in the Waste Facilities section of [www.paintcare.org/CO](http://www.paintcare.org/CO).

#### **Designing a Program for Colorado**

In rural areas of the state far from established year-round drop-off sites, PaintCare hosts paint collection events. These events are open to both residents and qualifying businesses. In underserved areas of the state, we are looking for local government run HHW programs, retailers, and other organizations to partner with to help determine the best sites for hosting paint drop-off events. Sites that are familiar to community members work best: hardware stores, government-run public works yards, community centers, and parks have all worked well for event locations in the past.

#### **Benefits of Partnering with PaintCare**

- ◆ Conserve resources and keep paint out of the solid waste stream and prevent improper disposal
- ◆ Make recycling of leftover paint more convenient for your customers and your community
- ◆ Promote your location as environmentally friendly

#### **PaintCare Partners Receive**

- ◆ Listing of your site as an event location on our website
- ◆ Promotional outreach materials
- ◆ Free paint transportation and processing services
- ◆ Publicity of event in local ads (optional)



### PaintCare Partner Responsibilities

- ◆ Provide area for PaintCare to host the paint collection event, including a paved surface, clear of obstructions
- ◆ Help PaintCare and hauler determine if there are any insurance or permitting requirements to use the site
- ◆ Ensure staff are informed about the upcoming PaintCare event and provide flyers to community members
- ◆ Communicate with PaintCare on the day of the event

### PaintCare Responsibilities

- ◆ Hire and contract with a hazardous waste hauler to collect the program products on the day of the event
- ◆ Serve as the point of contact on the day of the event and make sure the site and hauler are in communication or address any issues as they arise
- ◆ Communicate with the participants and help explain details of PaintCare program and fee structure
- ◆ Work with site to advertise the event in the most effective local media channels
- ◆ Provide site with outreach materials including informational flyers before the event

### Paint is a Resource

An important goal of PaintCare is to conserve resources and increase the amount of paint that is recycled. Not all rural communities have access to drop-off sites for their paints and stains. Residents and businesses are often told to let water-based paint dry out and then dispose of the dry paint in the trash. Through the PaintCare program, all paint, including latex paint, will be recycled to the maximum extent possible.

### Contact

Kevin Lynch  
Colorado Program Manager  
(720) 481-8858  
klynch@paint.org

### *What Products Are Covered?*

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

#### PAINTCARE PRODUCTS

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

#### NON-PAINTCARE PRODUCTS

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





## *How Does the Colorado Paint Stewardship Program Affect Paint Retailers?*

UPDATED — JANUARY 2021

**Colorado's paint stewardship law requires paint manufacturers to set up and operate a paint stewardship program in the state. Funding for the program comes from a fee applied to the price of architectural paint sold in Colorado. The program started in July 2015.**

### **PaintCare**

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

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

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take postconsumer (leftover) architectural paint, free of charge. PaintCare has established more than 1,800 paint drop-off sites across its programs. While most sites are paint retailers, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste (HHW) facilities, may also volunteer to be paint drop-off sites.

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

Paint retailers that would like to be drop-off sites can participate if they have space for paint collection bins and can provide minimal staff time to accept paint from the public. By doing so, retailers can increase foot traffic and provide an environmental service for their community. They make it convenient for their customers to recycle leftover paint and help provide relief to local government programs that manage leftover paint. PaintCare provides everything the store will need, including paint collection bins, site training, and support. PaintCare pays for paint transportation and recycling and promotes sites to the local community.

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

### **REQUIREMENTS OF RETAILERS**

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

Retailers may not sell architectural paints in Colorado that are not registered. Paint manufacturers must register their company with PaintCare, and they must register all architectural paint brands they sell in the state. PaintCare publishes lists of registered manufacturers and brands so that retailers can check to see that the products they sell are registered. Please visit [www.paintcare.org/lists](http://www.paintcare.org/lists) for registration lists.

#### **2. Pass on the PaintCare Fee**

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

The fee is paid by manufacturers to PaintCare and then passed to their dealers. Retailers should see the PaintCare fee on invoices from suppliers. The law also requires that

retailers and distributors apply the fee to the price of architectural paint they sell. The fee paid by the customers to the retailers offsets the fee charged to the retailers. This ensures a level playing field for all parties.

### **3. Provide Information to Customers**

Paint retailers in Colorado are required by law to provide customers with information regarding the program and how paint is managed. The requirement to provide paint stewardship information at the time of purchase applies to both in store paint retail and online paint retail. PaintCare has developed educational materials that meet state requirements, and provides them free of charge to all paint retailers and others wishing to distribute them.

## **COMMON QUESTIONS**

### **How much is the fee?**

The fee is by container size, as follows:

\$ 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

### **How is the fee initially calculated?**

When a new program starts, the fee is set to cover the cost of a fully operating program. PaintCare estimates the annual sales of architectural paint in each state and divides the estimated annual expenses of the program by the estimated number of containers to be sold, adjusts for container size, and determines a fee per container size that will provide the revenue needed to fund the program. PaintCare is a nonprofit organization and operates programs on a state-by-state basis, so the fee may increase or decrease and is different from state to state.

### **Is sales tax applied to the fee itself?**

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

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

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

### **Are we required to show the fee on receipts?**

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

### **Do we refund the fee if a product is returned?**

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

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

PaintCare provides brochures and other printed materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find paint drop-off locations. Additional materials can be ordered at any time for free. In addition to retailer information, PaintCare works with contractor associations to get information to trade painters, and conducts general outreach including newspaper, radio, television, and online advertising.

### **What products are covered?**

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

### **Contact**

Kevin Lynch  
Colorado Program Manager  
(720) 481-8858  
[klynch@paint.org](mailto:klynch@paint.org)



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

UPDATED — JANUARY 2021

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

PaintCare is a nonprofit organization established by the American Coatings Association to implement manufacturer-led paint stewardship programs in states that pass paint stewardship laws. PaintCare currently operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, 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 are able to 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.

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

### **Benefits to Retailers and Their Customers**

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

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

### **Become a Drop-Off Site**

Retailers interested in becoming drop-off sites can fill out the Interest Form available at [www.paintcare.org/retailer-interest-form](http://www.paintcare.org/retailer-interest-form).



## PaintCare Drop-Off Sites Receive

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

## Drop-Off Site Responsibilities

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



## What Products Are Covered?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in 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



## About the PaintCare Fee

UPDATED — JANUARY 2021

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

#### Paint Stewardship Programs

PaintCare is a nonprofit organization established by 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 paint by setting up convenient drop-off sites in each state.

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

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

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

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

#### 3. What is the fee?

The fee is based on container size and varies by state or jurisdiction, as shown here.

##### 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](http://www.paintcare.org) for updates.

#### **4. How is the fee initially calculated?**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

#### **12. What products are covered?**

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

#### **FOR NEW PROGRAMS**

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

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



## Information for HHW Programs

UPDATED – JANUARY 2021

### Paint stewardship laws benefits household hazardous waste programs.

#### Paint Stewardship

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 the programs is to decrease paint waste and recycle more postconsumer (leftover) paint.

#### Paint Drop-Off Sites

The primary requirement of paint stewardship laws is for paint manufacturers to set up paint drop-off sites at retailers and other locations where households and businesses can take leftover architectural paint free of charge. PaintCare has established more than 1,800 paint drop-off sites across its programs. While most sites are paint retailers, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste (HHW) facilities, may also volunteer to be paint drop-off sites and have their paint transportation and recycling costs paid by PaintCare.

#### Become a Drop-Off Site

Facilities interested in becoming paint drop-off sites can fill out the Interest Form available in your state's Waste Facilities section of [www.paintcare.org](http://www.paintcare.org).

#### Benefits to HHW Programs and Their Customers of Becoming a PaintCare Drop-Off Site

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

- ◆ Save on paint management (supplies, transportation, and recycling) and public outreach
- ◆ Conserve resources and keep paint out of the solid waste stream
- ◆ Make recycling of leftover paint more convenient for your community

#### Water-Based (Latex) Paint is a Resource

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



## PaintCare Drop-Off Sites Receive

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

## Drop-Off Site Responsibilities

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

## How do billing and payments work?

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

## Will PaintCare Require Operational Changes?

- ◆ If your program does not currently accept latex paint, PaintCare will not require you to do so. If you wish to start accepting latex, PaintCare will cover the transportation and processing costs.
- ◆ If your program does not currently accept paint from businesses, PaintCare will not require you to do so. If you wish to start accepting paint from businesses, PaintCare will cover the transportation and processing costs.
- ◆ HHW programs may continue to put restrictions on who can use their programs, e.g., to residents of

certain towns or cities. (PaintCare retail drop-off sites accept paint from anyone in the state, and from both households and businesses.)

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

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





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

UPDATED — JANUARY 2021

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

### **Paint Stewardship**

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 are able to take leftover architectural paint, free of charge. PaintCare has established more than 1,800 paint drop-off sites across its programs. While most sites are paint retailers, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste (HHW) facilities, may also volunteer to be paint drop-off sites.

### **Become a Drop-Off Site**

Facilities interested in becoming paint drop-off sites can fill out the Interest Form available in your state's Waste Facilities section of [www.paintcare.org](http://www.paintcare.org).

### **Benefits of PaintCare to Solid Waste Facilities**

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

- ◆ Solid waste facilities, like other entities, can drop off leftover paint at PaintCare sites. All PaintCare drop-off sites accept up to 5 gallons of paint, but some PaintCare sites accept more. Visit [paintcare.org/drop-off-locations](http://paintcare.org/drop-off-locations) to find a site.
- ◆ PaintCare offers a pickup service for households, businesses, and organizations that have accumulated more than 200 gallons of paint measured by container size (not volume). Learn more about this in our fact sheet titled Large Volume Pickup (LVP) Service or at [paintcare.org/pickup/](http://paintcare.org/pickup/).
- ◆ For entities that generate large volumes of unwanted paint on a regular basis, a service for recurring direct pickups is available. Contact PaintCare for additional information.

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

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

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

## PaintCare Drop-Off Sites Receive

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

## Drop-Off Site Responsibilities

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

## Water-Based (Latex) Paint is a Resource

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

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

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

## 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



## Reuse Programs - Compensation & Reporting

UPDATED — JANUARY 2020

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

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

### Operating a Reuse Program

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

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



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

### Track and Report by Volume (gallons)

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

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

**Appendix  
Section D**



# Consumer Survey Results

*prepared by*

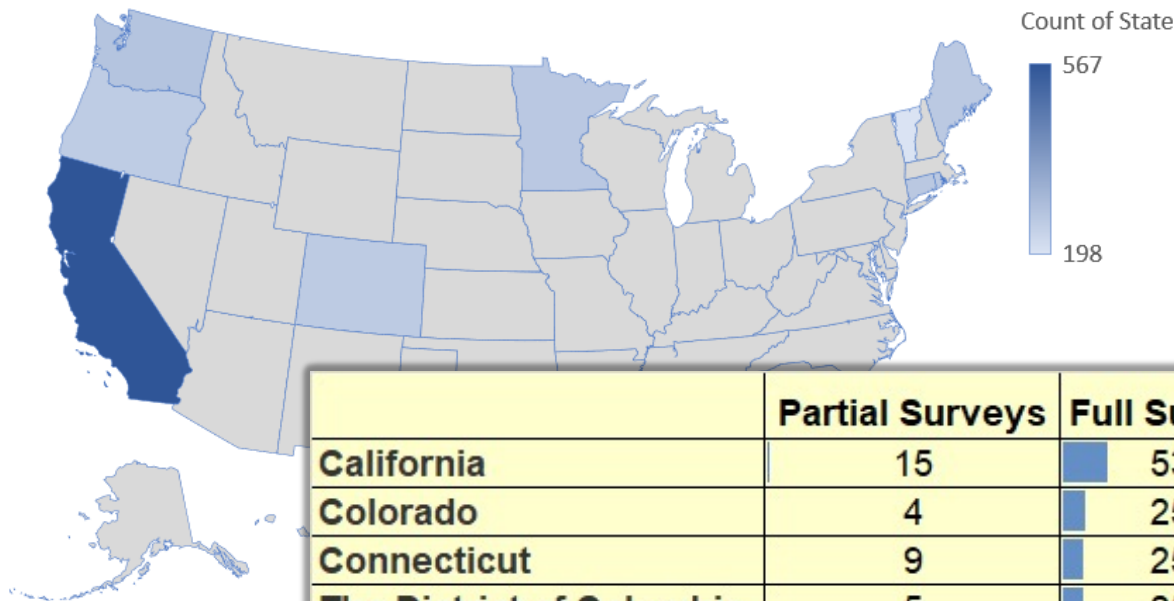


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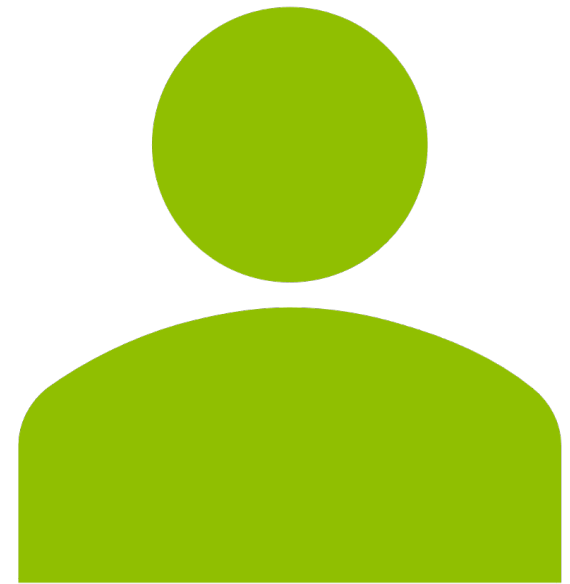
# Response Summary

- ❖ 2,819 surveys were conducted in 9 states plus the District of Columbia between November 2020 and March 2021 (timed prior to the end of their fiscal years).
- ❖ Panel research methodologies were applied to attain distribution of results by gender, age, ethnicity, income, etc. Surveyed consumers were all over the age of 18.



|                                 | Partial Surveys | Full Surveys | Total Completes | Margin of Error* |
|---------------------------------|-----------------|--------------|-----------------|------------------|
| <b>California</b>               | 15              | 539          | 554             | +/-3%            |
| <b>Colorado</b>                 | 4               | 256          | 260             | +/-5%            |
| <b>Connecticut</b>              | 9               | 250          | 259             | +/-5%            |
| <b>The District of Columbia</b> | 5               | 251          | 256             | +/-5%            |
| <b>Maine</b>                    | 14              | 250          | 264             | +/-5%            |
| <b>Minnesota</b>                | 2               | 253          | 255             | +/-5%            |
| <b>Oregon</b>                   | 6               | 250          | 256             | +/-5%            |
| <b>Rhode Island</b>             | 8               | 233          | 241             | +/-5%            |
| <b>Vermont</b>                  | 3               | 195          | 198             | +/-6%            |
| <b>Washington</b>               | 14              | 262          | 276             | +/-5%            |
| <b>Total</b>                    | 80              | 2739         | 2819            |                  |

# RESPONDENT PROFILES

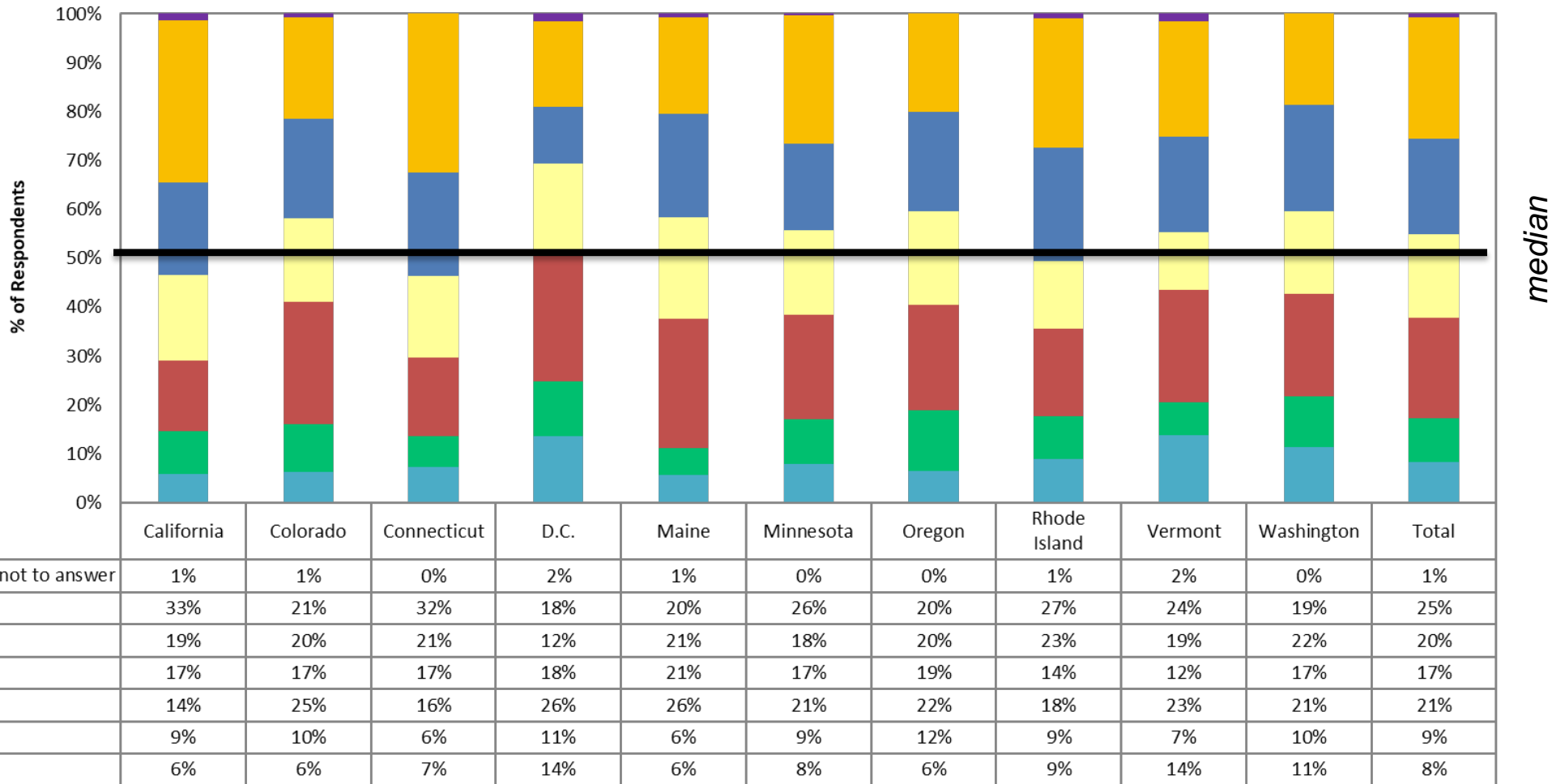




# Profile of Respondents - Age

- ❖ A good mix of age ranges was represented in each state's/district's sample.
- ❖ The median age was 41-50 overall and in most states.
- ❖ Variances can be attributed to state characteristics and sample availability.

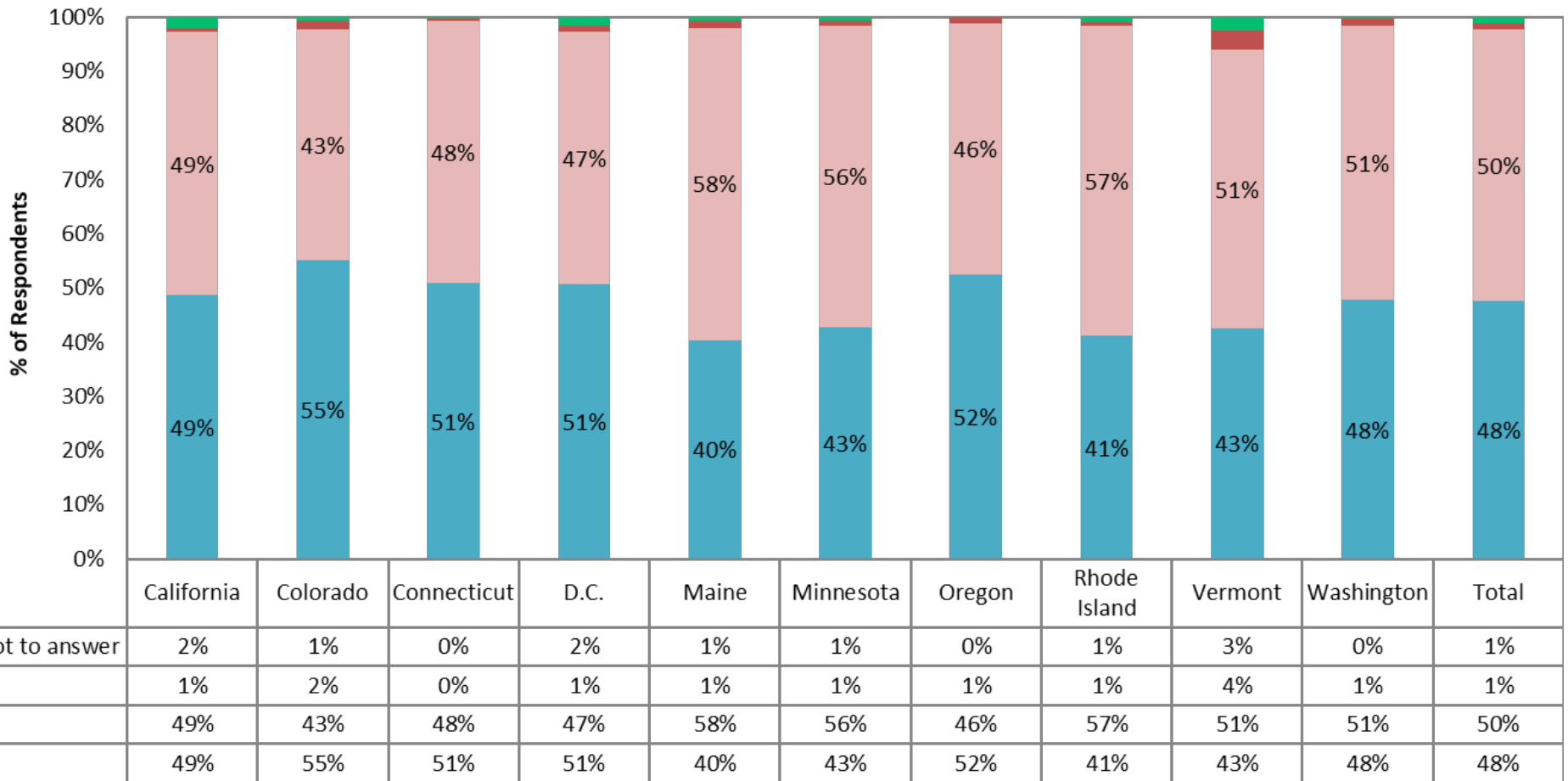
**Respondent Age**



# Profile of Respondents - Gender

- ❖ Overall, results were evenly split between men and women. Results varied by state, but the split was no greater than 40%-60% in any state.
- ❖ Very few declined to share this information or provided an “other” response.

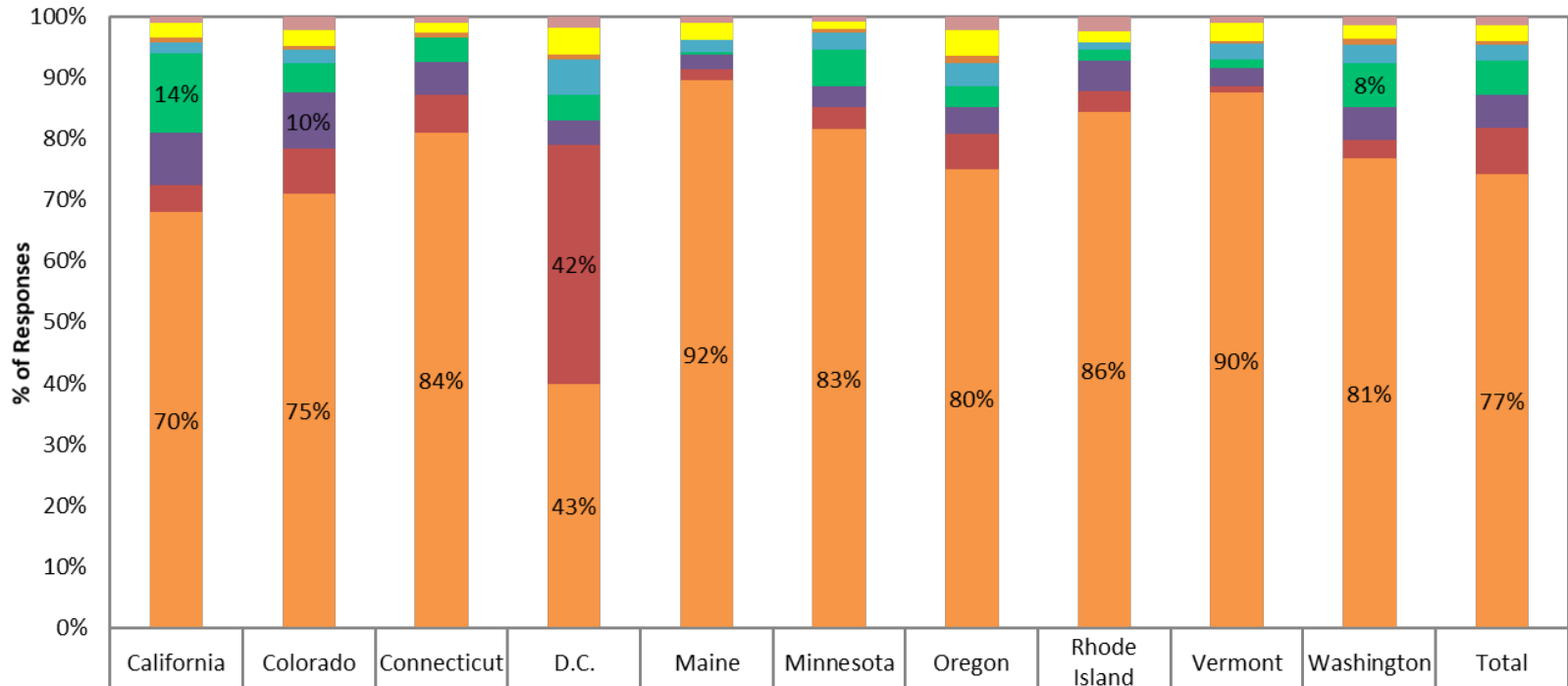
## Gender Identity



# Profile of Respondents - Ethnicity

- ❖ 77% of all respondents identified themselves as Caucasian.
- ❖ However, there were variances within states/the District. Consistent with census data, D.C. had the highest proportion of African American respondents; Colorado, Hispanic respondents; California and Washington, Asian respondents.

## Respondent Ethnicity



|                                 | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---------------------------------|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| Other*                          | 1%         | 2%       | 1%          | 2%   | 1%    | 1%        | 2%     | 3%           | 1%      | 2%         | 2%    |
| I prefer not to answer          | 2%         | 3%       | 2%          | 5%   | 3%    | 1%        | 4%     | 2%           | 3%      | 2%         | 3%    |
| Pacific Islander                | 1%         | 1%       | 1%          | 1%   | 0%    | 1%        | 1%     | 0%           | 1%      | 1%         | 1%    |
| American Indian/Native American | 2%         | 2%       | 0%          | 6%   | 2%    | 3%        | 4%     | 1%           | 3%      | 3%         | 3%    |
| Asian                           | 14%        | 5%       | 4%          | 4%   | 0%    | 6%        | 4%     | 2%           | 2%      | 8%         | 6%    |
| Hispanic/Latino                 | 9%         | 10%      | 6%          | 4%   | 2%    | 4%        | 5%     | 5%           | 3%      | 6%         | 6%    |
| Black/African American          | 5%         | 8%       | 6%          | 42%  | 2%    | 4%        | 6%     | 3%           | 1%      | 3%         | 8%    |
| White/Caucasian                 | 70%        | 75%      | 84%         | 43%  | 92%   | 83%       | 80%    | 86%          | 90%     | 81%        | 77%   |

\*Other Ethnicities: African American US Citizen, American, Arabian, Mixed, Celtic, Human, Middle Eastern, Malado, West Indian, Portuguese,

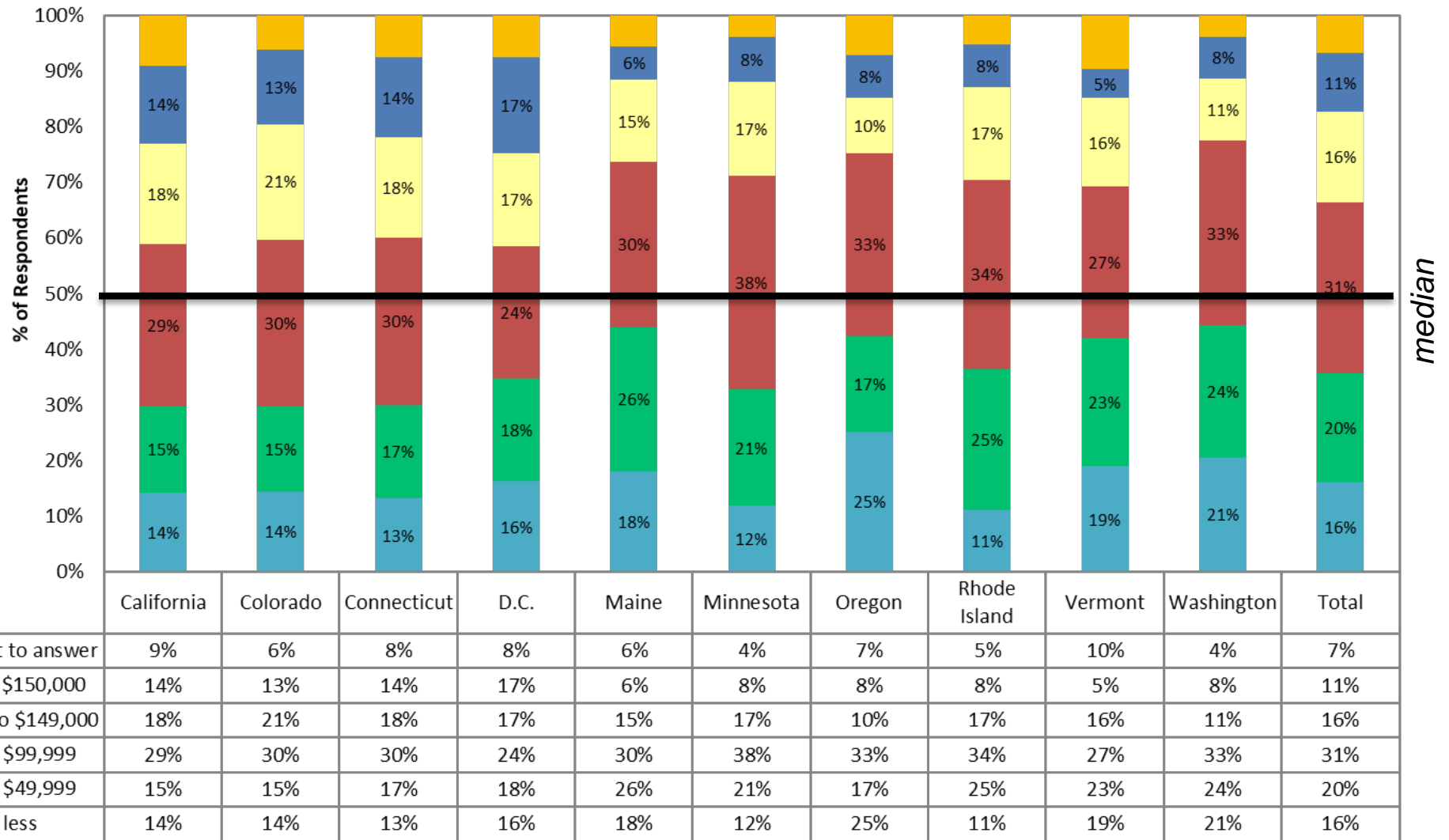
Peruvian, Cape Verdean

N=CA 533;CO 256;CT 249;DC 250;ME 250;MN 251;OR 247;RI 232;VT 195;WA 262;TOTAL 2725

# Profile of Respondents - Income

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

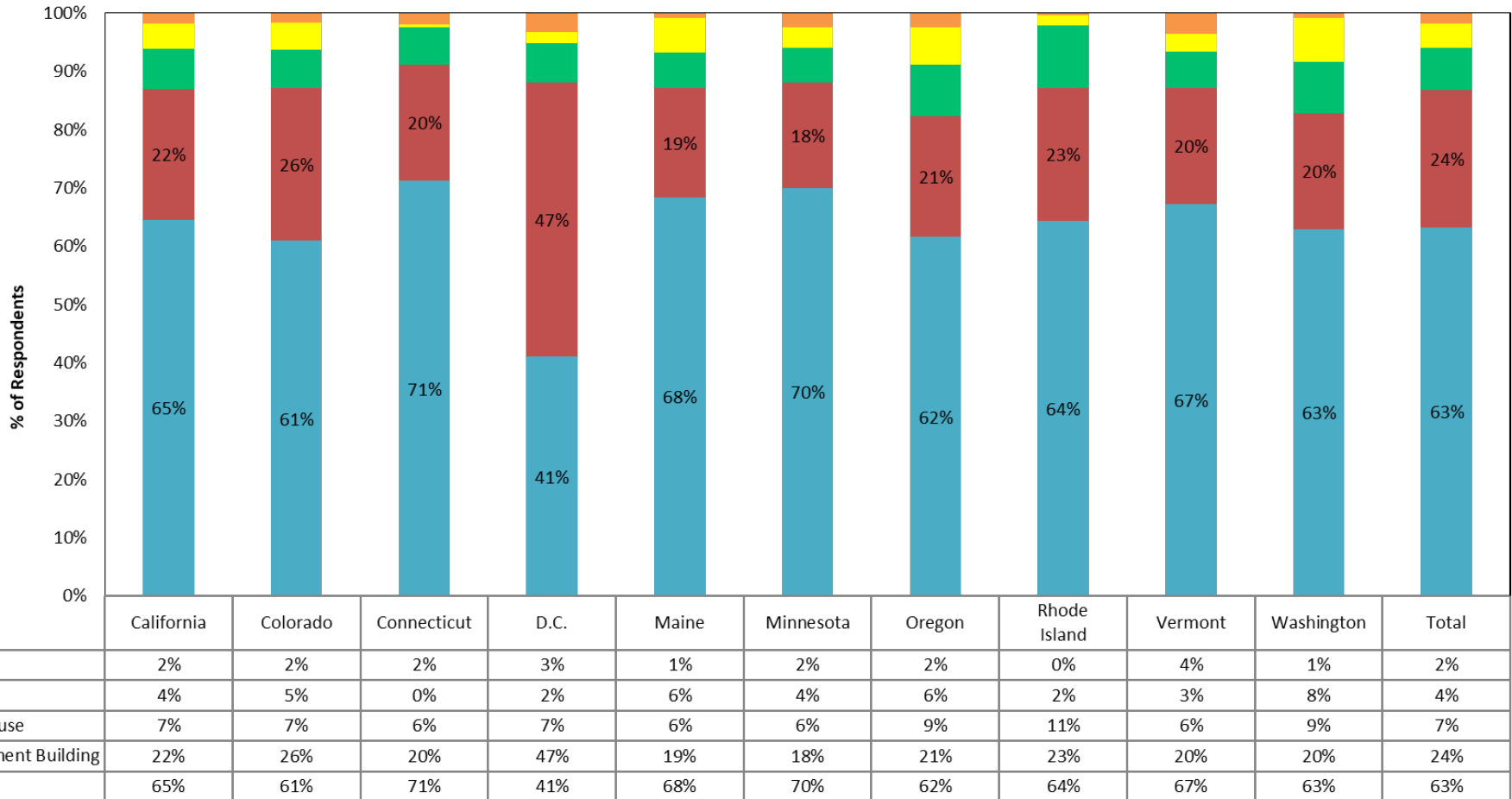
## Respondent Annual Household Income



# Profile of Respondents – Dwelling Type

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

## Respondent Dwelling Type

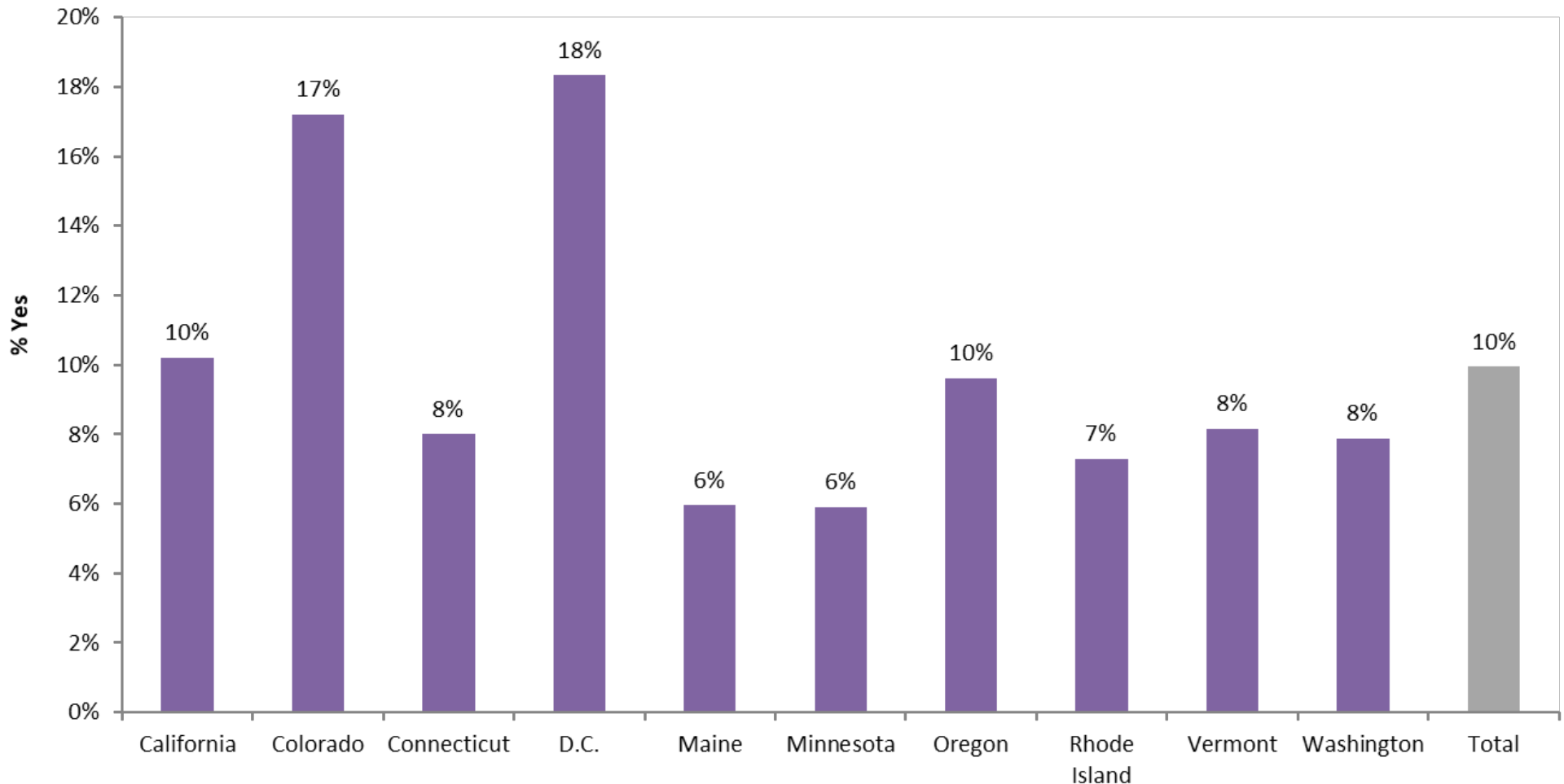


\*Other Dwelling Types: Cottage, Duplex, Healthcare facility, Homeless, Hotel/Motel, Tent, Townhome, Shelter, RV

# Profile of Respondents – Paint-Related Profession

- ❖ 10% of those surveyed said they painted professionally.
- ❖ Demographic characteristics of professional painters include: 69% men / 29% women, 31-40 median age, \$50-99K median income, 62% White / 13% Black / 13% Latino or Hispanic / 9% Asian.

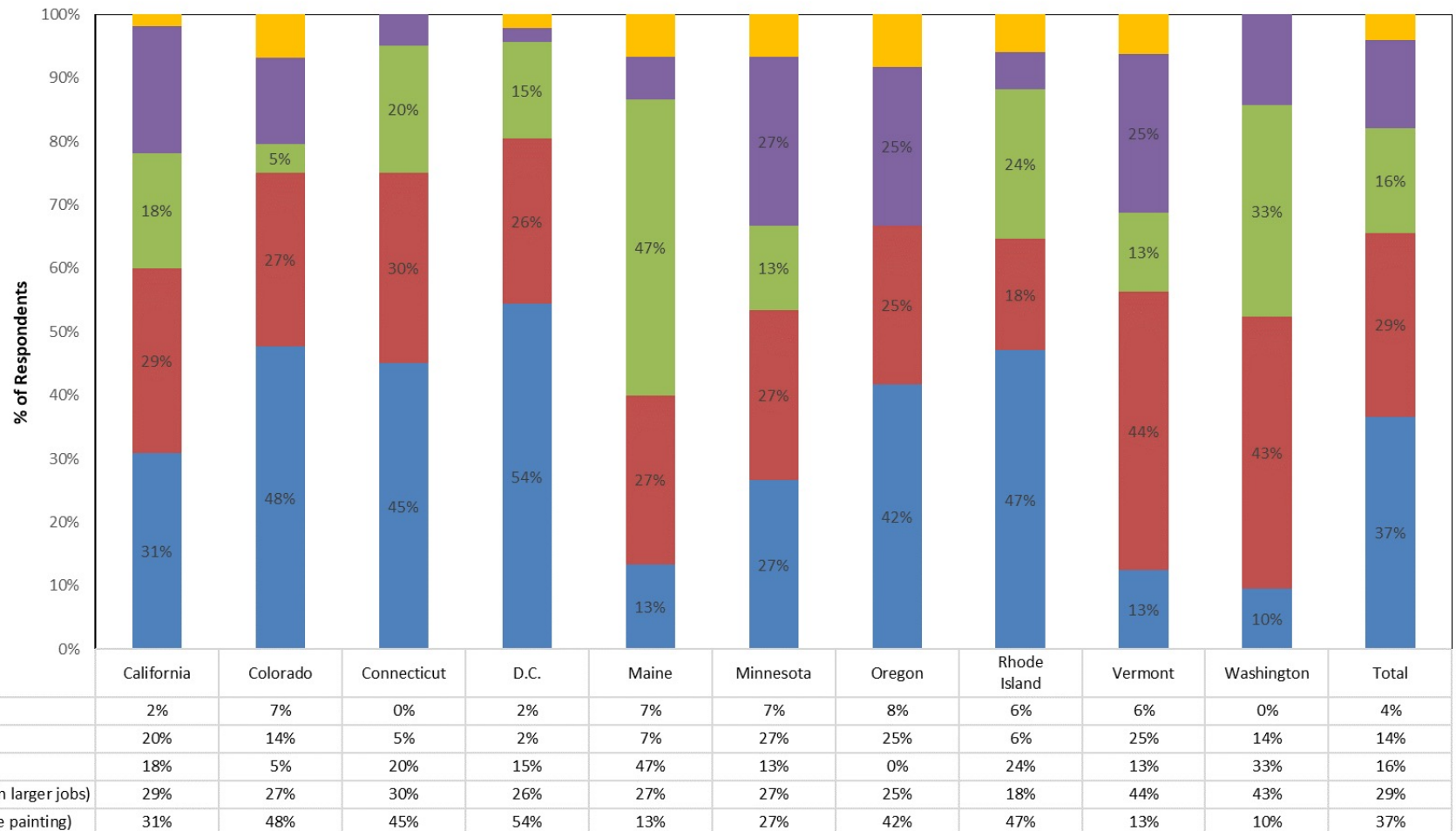
## *Do you paint professionally (NOT as an artist)?*



# Profile of Respondents – Paint-Related Profession

- ❖ Only 37% of respondents who said they painted professionally were dedicated painting contractors, and this varied widely by state/district.
- ❖ Many were general contractors, property maintenance crew-members and handymen.

## What type of professional painter are you?



\*Other Professions: Home made patio furniture, towel/boot rack maker; welder and mechanic

# CONSUMER BEHAVIOR, PAINT PURCHASING AND DISPOSAL

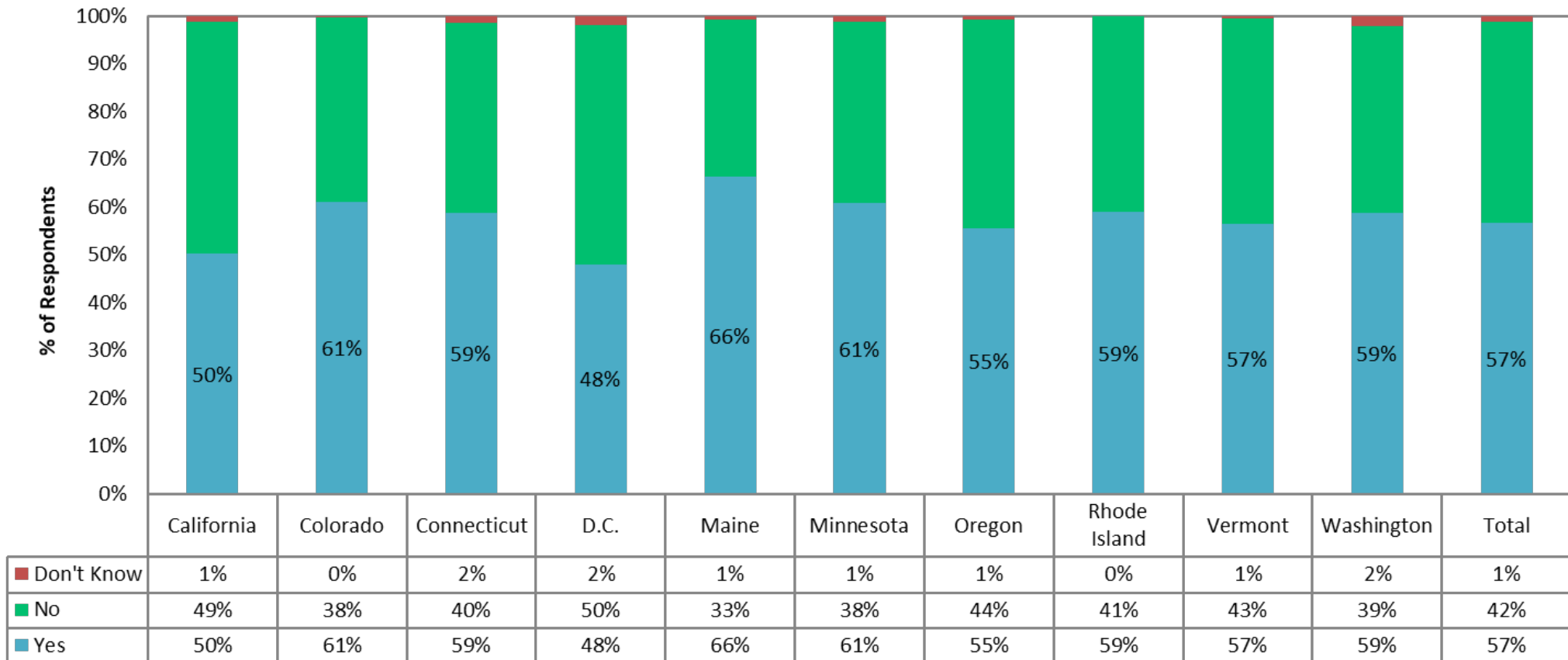


# Recency of Paint Purchases

- ❖ Overall, 57% of respondents bought paint in the last year.
- ❖ Results were similar in each state/district, +/-10%.

## Have you purchased paint in the last year\*?

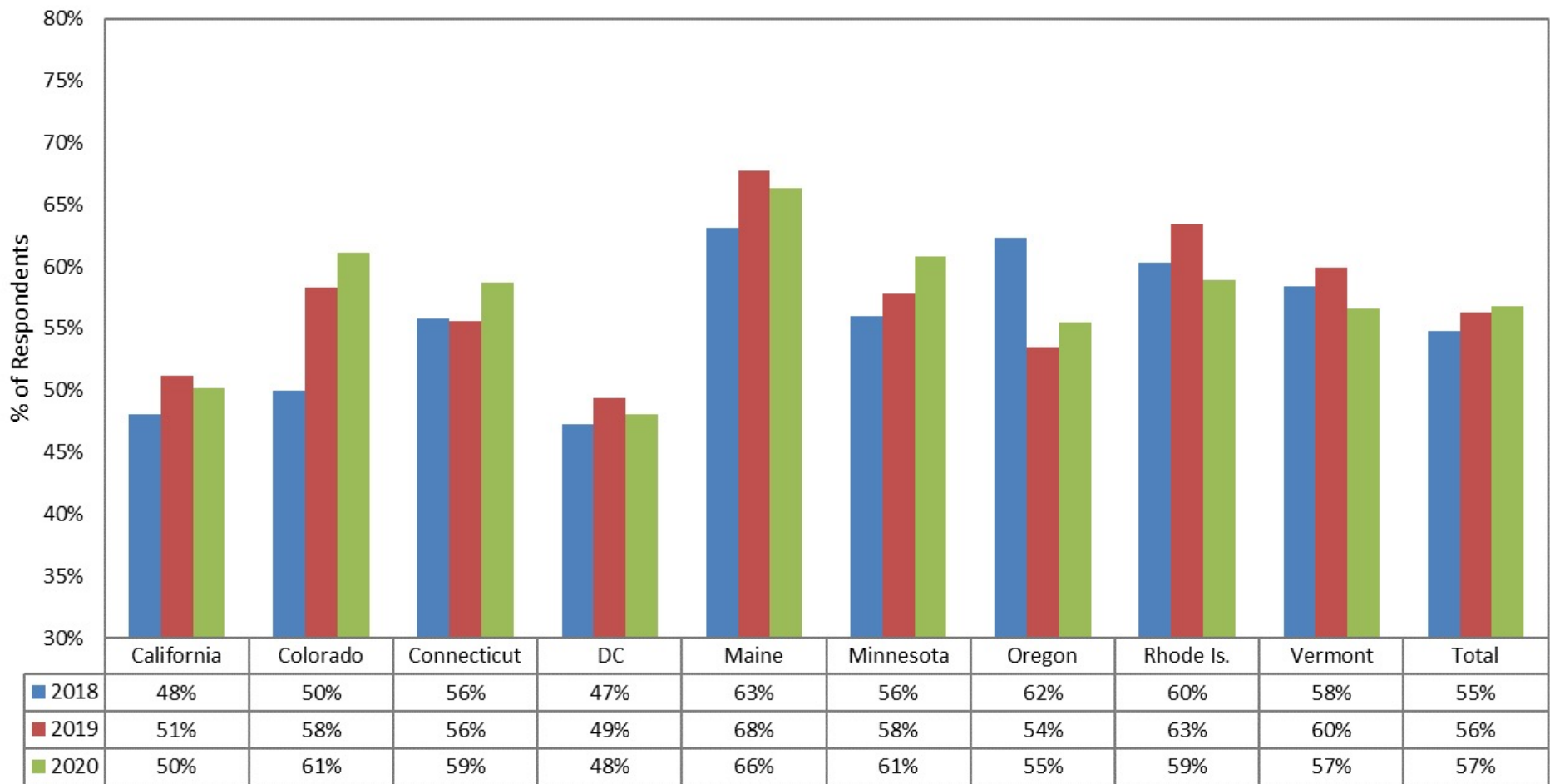
*\*For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.*



# TREND: Recency of Paint Purchases

- ❖ 2020/2021 paint purchases were up *slightly* from last year's levels in Colorado, Connecticut and Minnesota.
- ❖ Purchases were down *slightly* in Rhode Island and Vermont.
- ❖ They were fairly steady everywhere else, despite the pandemic.

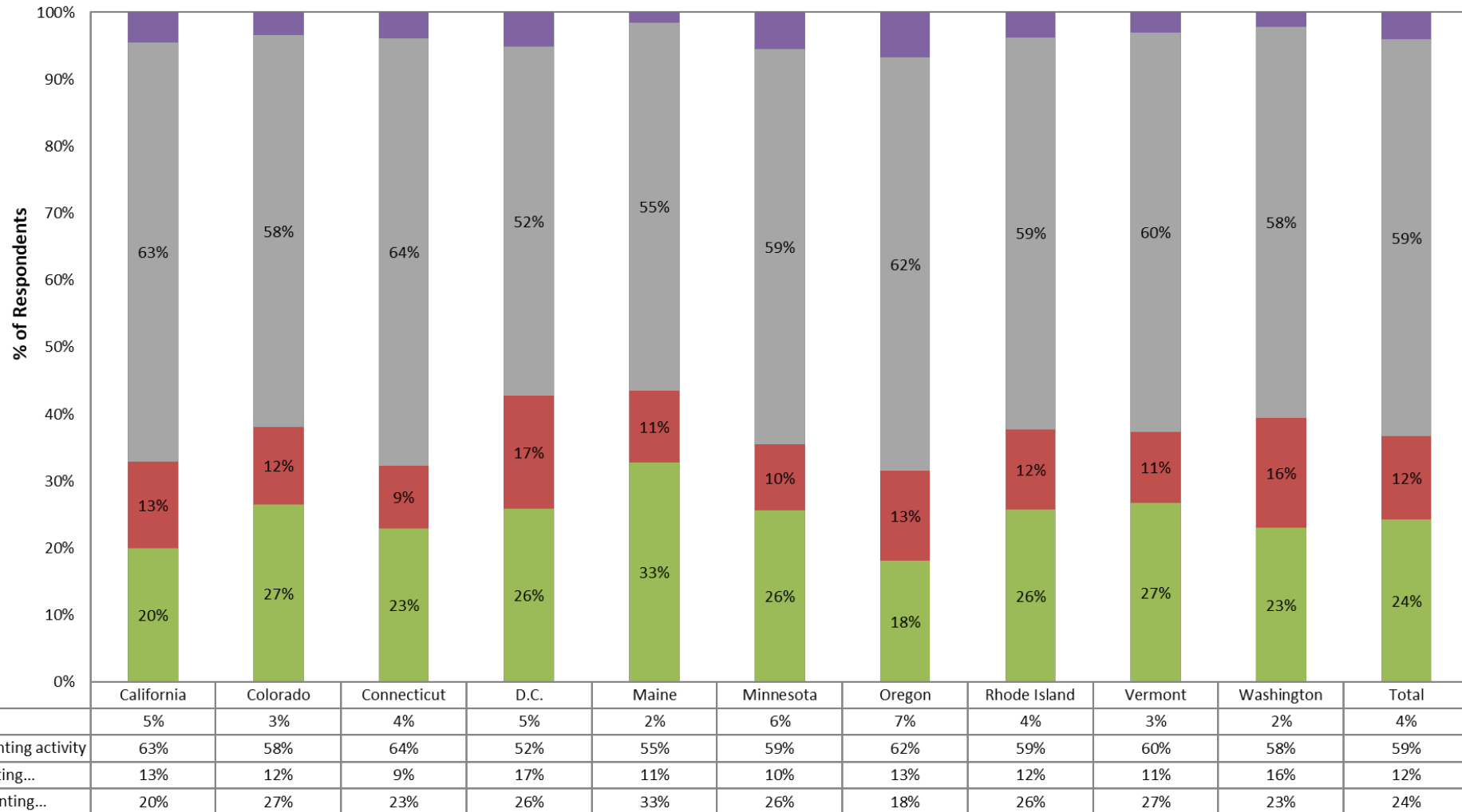
## TREND: PURCHASED PAINT IN LAST YEAR



# The Impact of COVID-19 on Paint Purchases

- ❖ More than half said that the pandemic had no effect on painting projects.
- ❖ Of those who said it did make a difference, most said they did more painting than they would have normally.

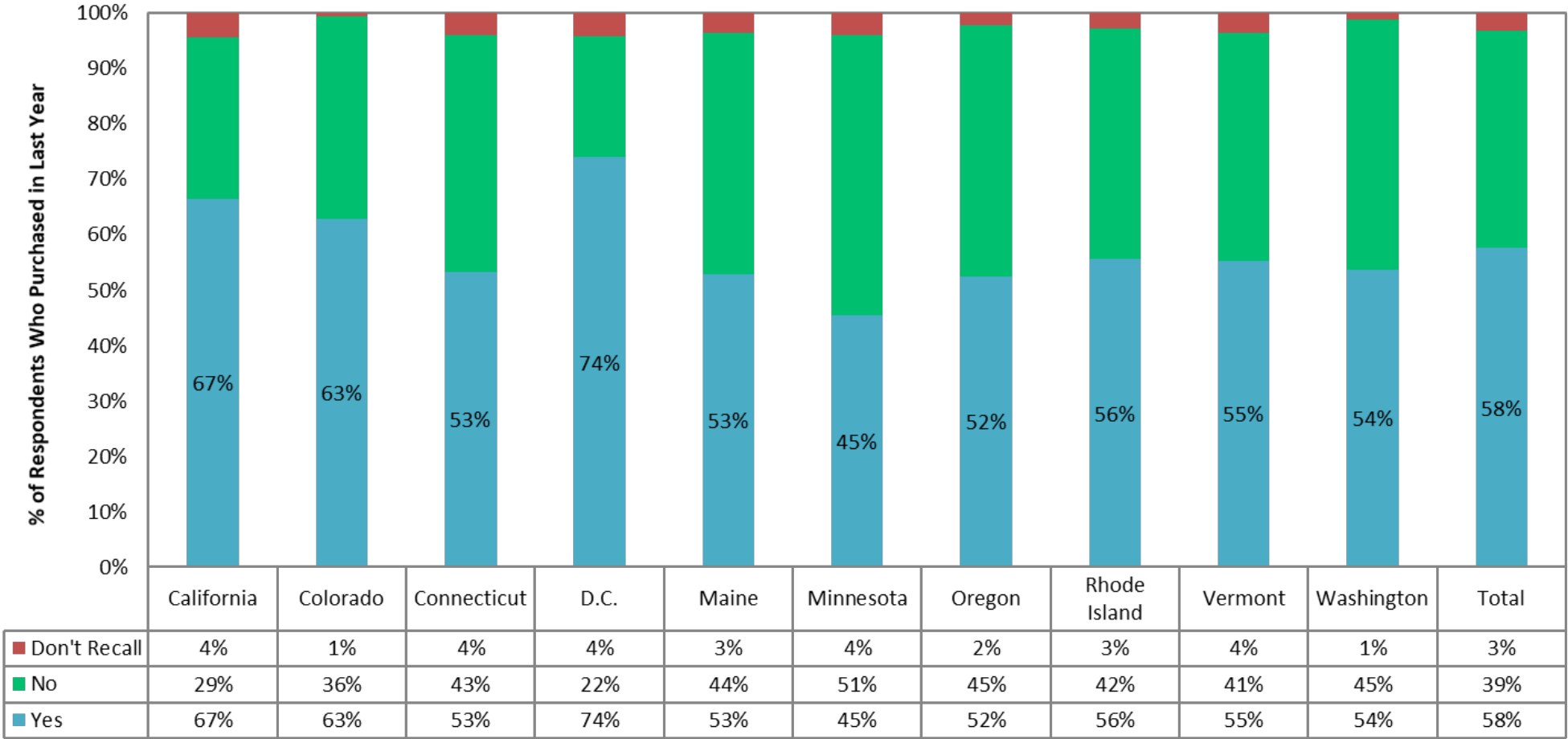
## How has the COVID-19 pandemic affected your painting projects in the last year?



# Measurements Prior to Paint Purchases

- ❖ 58% of respondents measured ahead of time to determine paint needs before purchasing.
- ❖ The highest level of preparation occurred in D.C.; the lowest, in Minnesota.

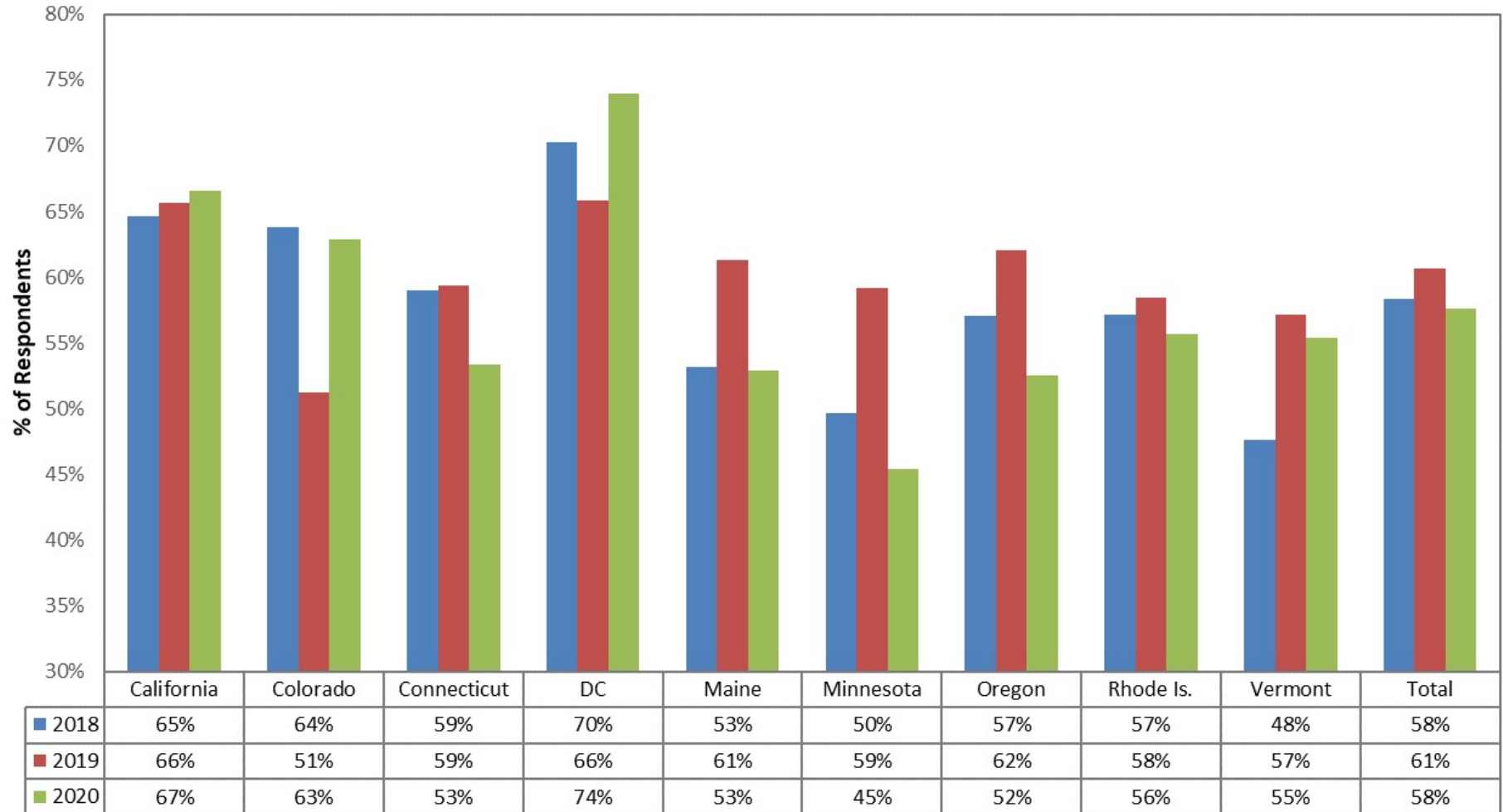
**Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed for the project?**



# TREND: Measurements Prior to Paint Purchases

❖ Pre-project measurements were up or steady in California, Colorado and D.C.; down everywhere else.

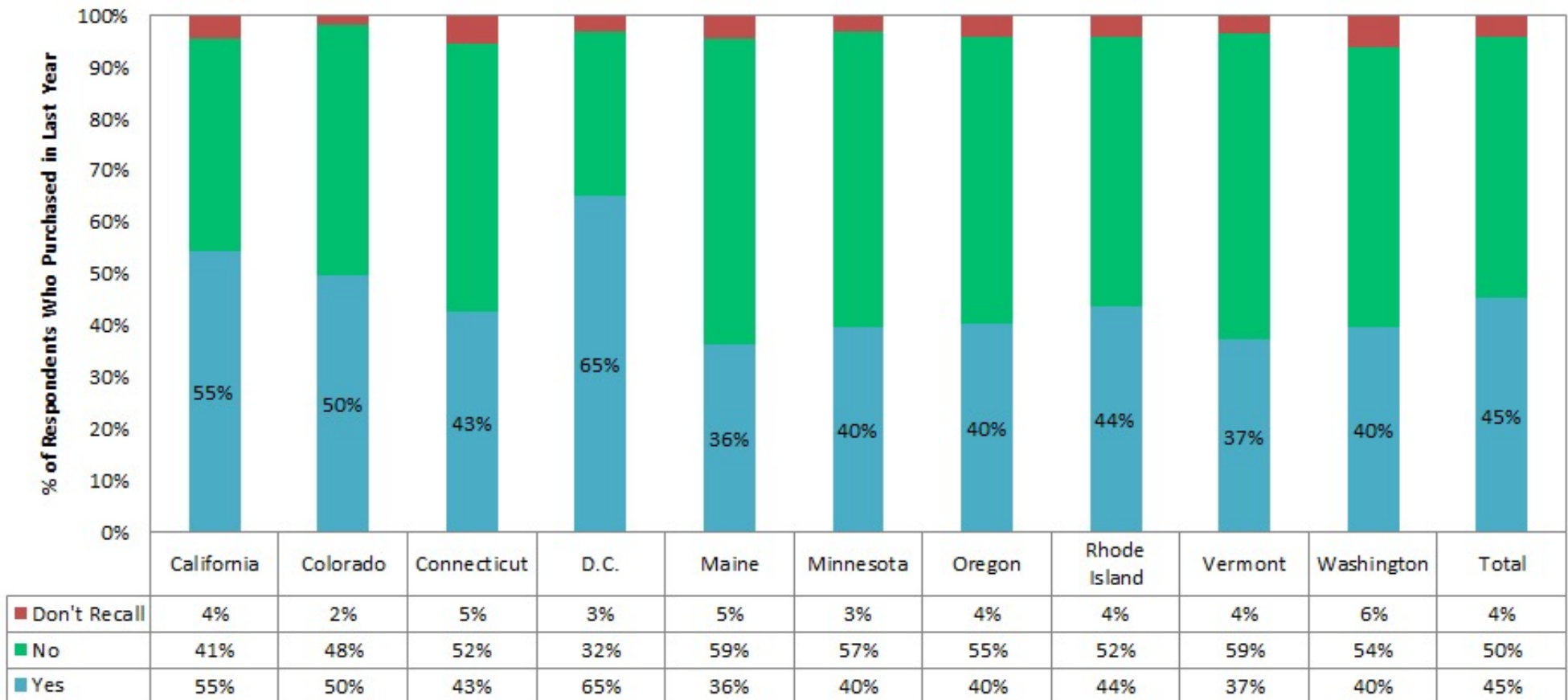
**TREND: MEASUREMENTS TAKEN BEFORE PURCHASING**



# Paint Store Assistance

- ❖ Overall, 45% of purchasers said the paint store staff assisted them with determining paint needs.
- ❖ D.C., California and Colorado retailers are most involved in this process.

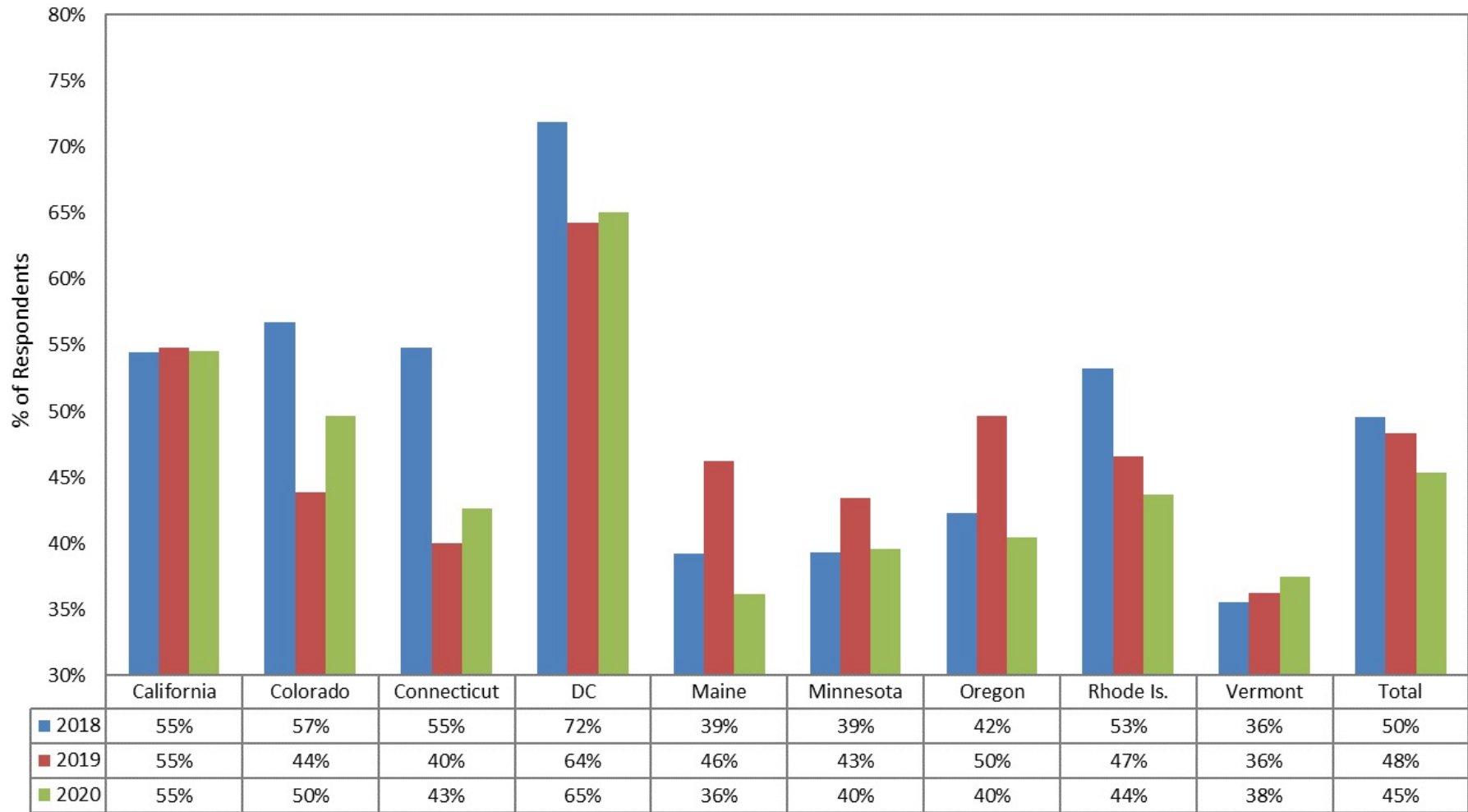
**Did the staff at a paint retailer (e.g. paint/hardware/lumber store) assist you with figuring out exactly how much paint you needed for your specific project?**



# TREND: Paint Store Assistance

- ❖ Store assistance trends are down overall in the last few years, but some states defied that trend in 2020, most notably Colorado.

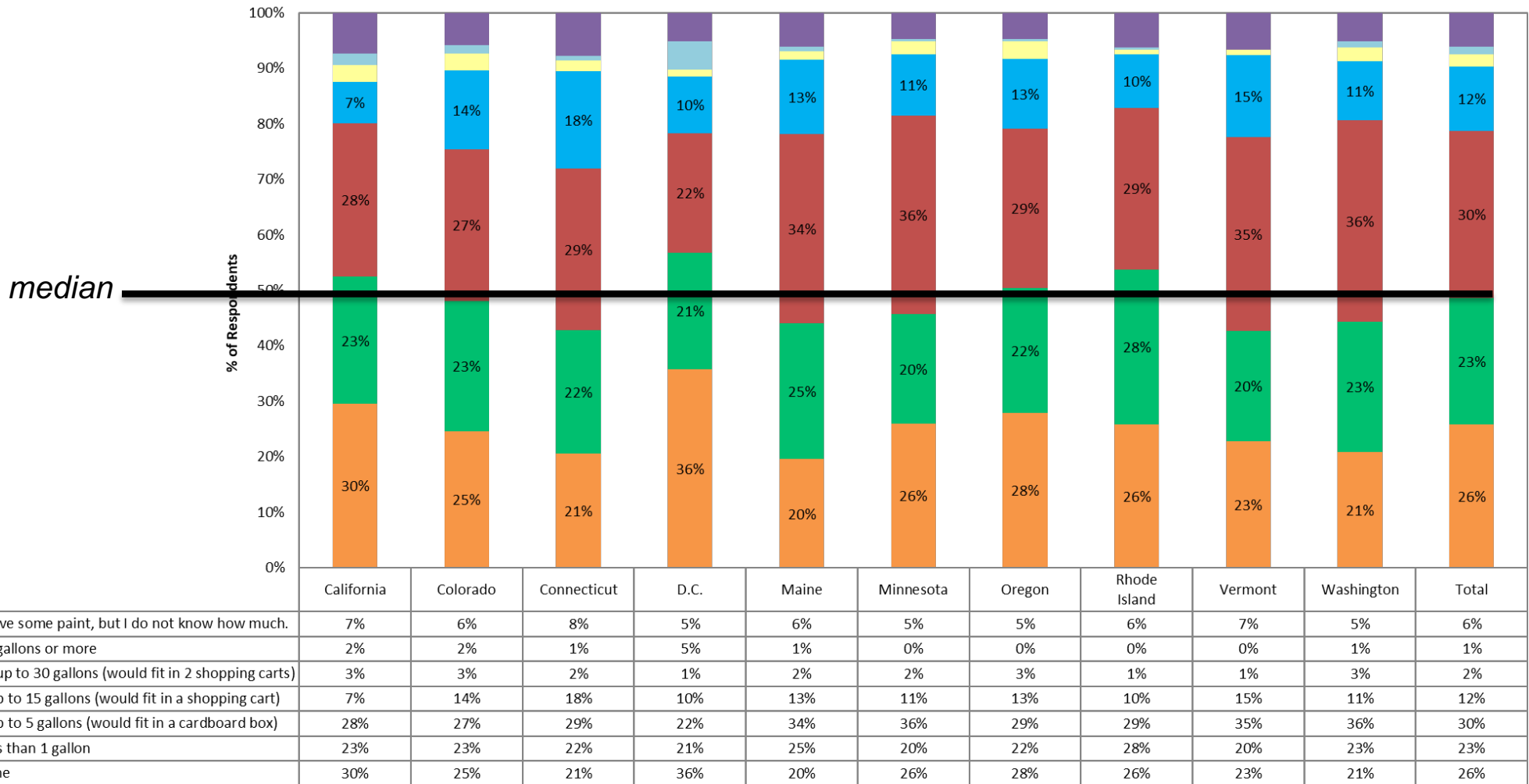
**TREND: PAINT STORE ASSISTANCE, AMOUNT OF PAINT NEEDED**



# Leftover Paint

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

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

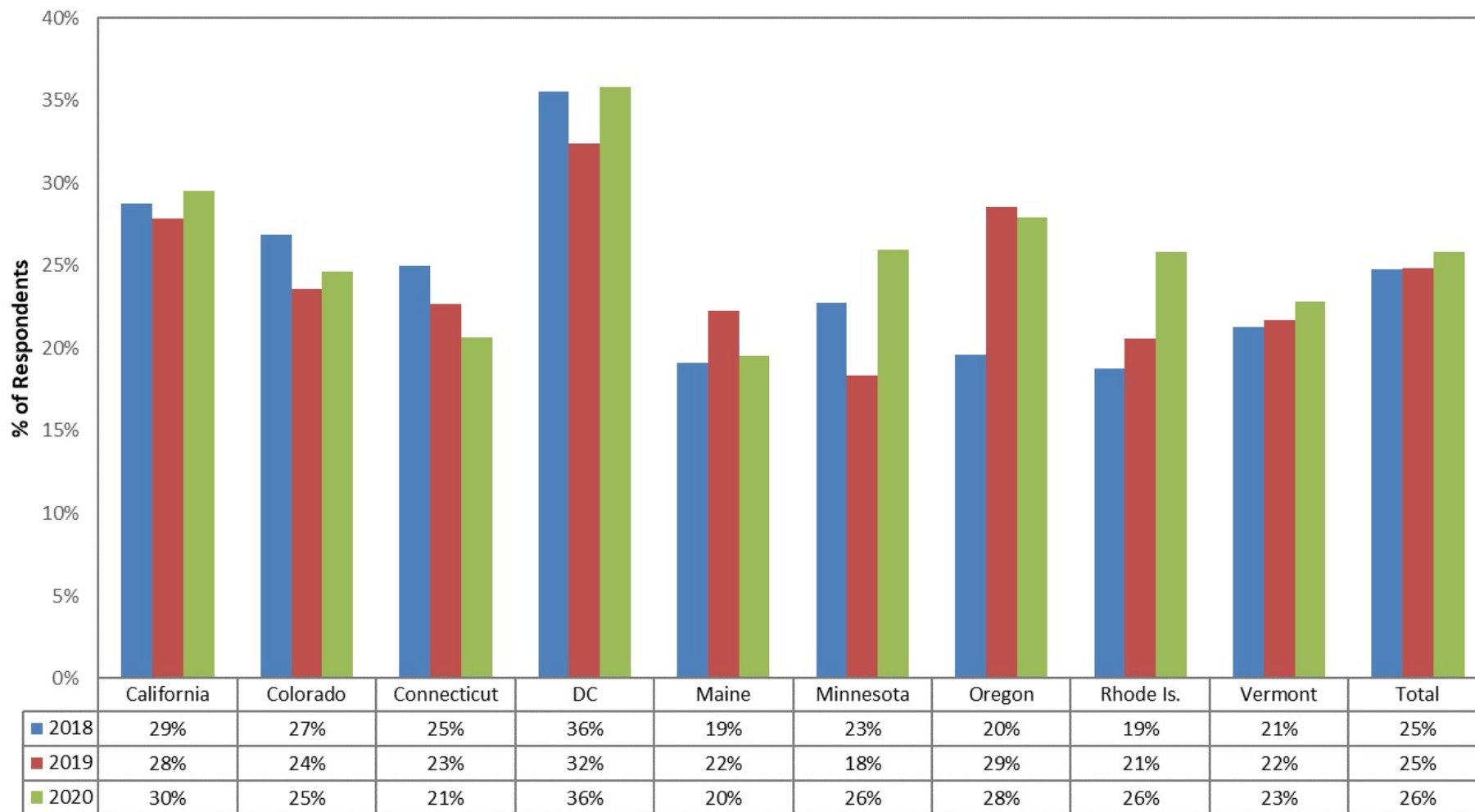




## TREND: Stored Paint

- ❖ The percentage of consumers who are not storing paint at home (desirable) increased or stayed steady everywhere except Maine and Connecticut.
- ❖ The pandemic did NOT result in an accumulation of stored paint as one might have expected.

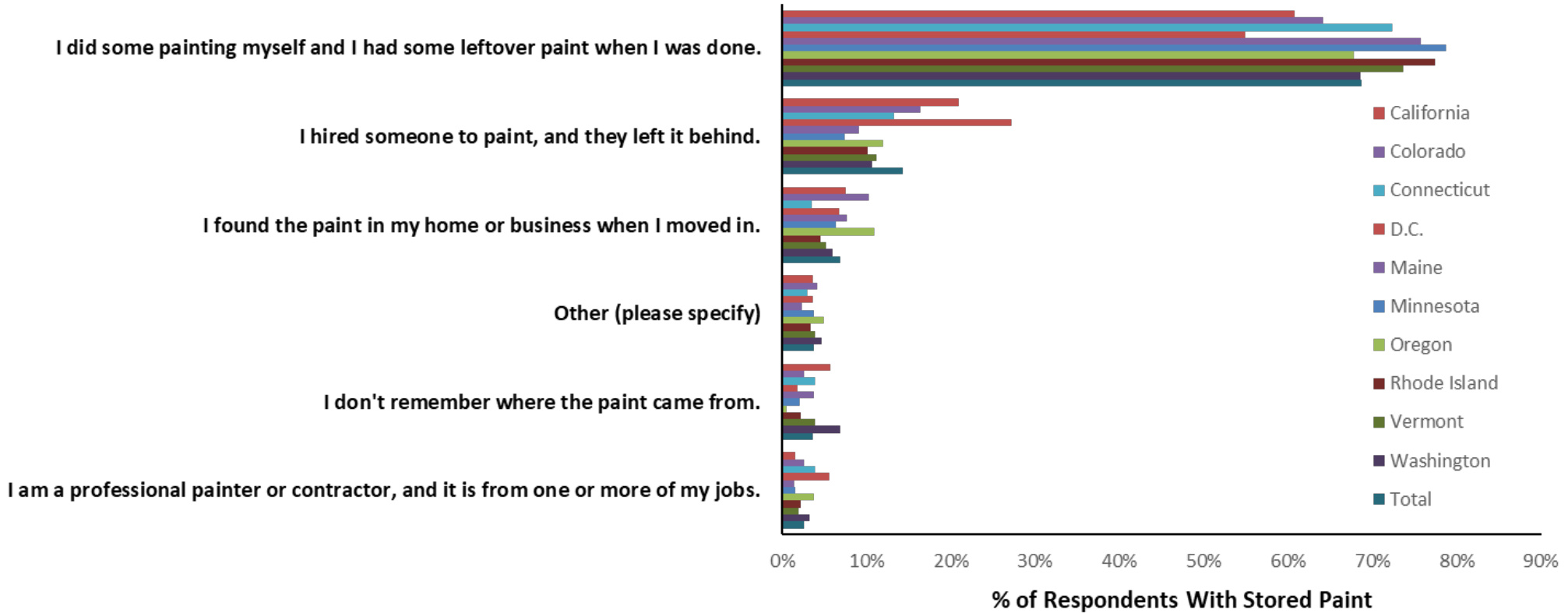
### TREND: NO PAINT STORED AT HOME



# Reasons for Paint Storage

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

**What is the main reason you have the leftover paint currently in your home/business?**



|   | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| I did some painting myself and I had some leftover paint when I was done.         | 61%        | 64%      | 72%         | 55%  | 76%   | 79%       | 68%    | 77%          | 74%     | 69%        | 69%   |
| I hired someone to paint, and they left it behind.                                | 21%        | 16%      | 13%         | 27%  | 9%    | 7%        | 12%    | 10%          | 11%     | 11%        | 14%   |
| I found the paint in my home or business when I moved in.                         | 7%         | 10%      | 3%          | 7%   | 8%    | 6%        | 11%    | 5%           | 5%      | 6%         | 7%    |
| Other*  | 4%         | 4%       | 3%          | 4%   | 2%    | 4%        | 5%     | 3%           | 4%      | 5%         | 4%    |
| I don't remember where the paint came from.                                       | 6%         | 3%       | 4%          | 2%   | 4%    | 2%        | 1%     | 2%           | 4%      | 7%         | 4%    |
| I am a professional painter or contractor, and it is from one or more of my jobs. | 2%         | 3%       | 4%          | 6%   | 1%    | 2%        | 4%     | 2%           | 2%      | 3%         | 3%    |

## “Other” Reasons for Storage

### Other Reasons to Store Paint - Sample Comments

1. I buy a large amount of paint knowing that I will use more later. 2. Different rooms in my house have different colors and I have leftovers from each.

Had leftover from a project, Neighbors have brought me their leftovers and there was leftover paint here when I purchased the house.

had leftovers and saved it to maybe use later

I am not finished painting

I asked for touch-up paint and then vacuum packed it.

I can use it later

I do not own the condo I live in by my landlord left it behind incase I needed to do any touchup painting.

I have leftover paint from every project and keep it on hand for touching up if needed.

I use paint to refinish furniture and home decor accessories as part of my job.

I wanted to re paint my whole apartment. I've gotten the living room and kitchen done.

I will need to repaint next year

I am not done with painting all my rooms

I'm not sure how to properly dispose of it.

It's my roommates

Lost jobs due to the pandemic

Misjudged how much I needed..

My Husband was supposed to help me sand down the wood in our camper and restrain, but he never took the time. Now, we are living apart.

The paint I purchased and used was a can of camo desert tan spray paint.

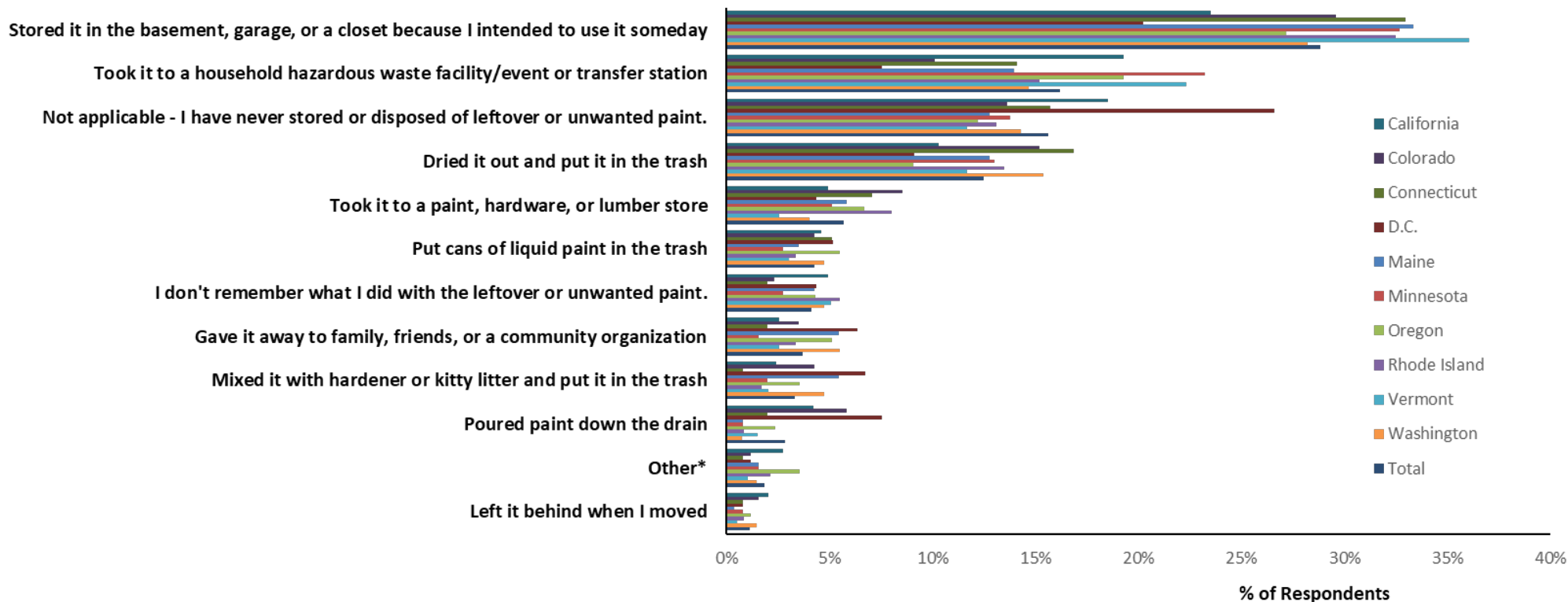
We found a great deal on paint and stocked up.

We keep old cans to get the color codes

# Past Paint Disposal Methods

- ❖ Similar to those surveyed in prior years, most people who kept paint intended to use it someday.
- ❖ Disposing at HHW facility/event or the dry-then-trash methods were next most common.

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



|   | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| Stored it in the basement, garage, or a closet because I intended to use it someday | 23%        | 30%      | 33%         | 20%  | 33%   | 33%       | 27%    | 32%          | 36%     | 28%        | 29%   |
| Took it to a household hazardous waste facility/event or transfer station           | 19%        | 10%      | 14%         | 8%   | 14%   | 23%       | 19%    | 15%          | 22%     | 15%        | 16%   |
| Not applicable - I have never stored or disposed of leftover or unwanted paint.     | 19%        | 14%      | 16%         | 27%  | 13%   | 14%       | 12%    | 13%          | 12%     | 14%        | 16%   |
| Dried it out and put it in the trash  | 10%        | 15%      | 17%         | 9%   | 13%   | 13%       | 9%     | 14%          | 12%     | 15%        | 12%   |
| Took it to a paint, hardware, or lumber store                                       | 5%         | 9%       | 7%          | 4%   | 6%    | 5%        | 7%     | 8%           | 3%      | 4%         | 6%    |
| Put cans of liquid paint in the trash   | 5%         | 4%       | 5%          | 5%   | 3%    | 3%        | 6%     | 3%           | 3%      | 5%         | 4%    |
| I don't remember what I did with the leftover or unwanted paint.                    | 5%         | 2%       | 2%          | 4%   | 4%    | 3%        | 4%     | 5%           | 5%      | 5%         | 4%    |
| Gave it away to family, friends, or a community organization                        | 3%         | 4%       | 2%          | 6%   | 5%    | 2%        | 5%     | 3%           | 3%      | 5%         | 4%    |
| Mixed it with hardener or kitty litter and put it in the trash                      | 2%         | 4%       | 1%          | 7%   | 5%    | 2%        | 4%     | 2%           | 2%      | 5%         | 3%    |
| Poured paint down the drain   | 4%         | 6%       | 2%          | 8%   | 1%    | 1%        | 2%     | 1%           | 2%      | 1%         | 3%    |
| Other*  | 3%         | 1%       | 1%          | 1%   | 2%    | 2%        | 4%     | 2%           | 1%      | 1%         | 2%    |
| Left it behind when I moved   | 2%         | 2%       | 1%          | 1%   | 0%    | 1%        | 1%     | 1%           | 1%      | 1%         | 1%    |

## “Other” Disposal Methods

### Sample Comments, Other Methods of Disposal (Past)

City has a service where they will pick it up on request  
county site

Do crafts with left over paint  
donated it to the thrift store

Eco Depot at me local town

Friend/family member did it.

Gave it to a house repair contractor

Gave it to the painters.

I dont have extras because I am avid painter so any extra paint goes to another DIY

I give it to my son, who is a professional painter.

I put it in my condominium's trash room.

I try to find the best way to dispose of it.

I try to recycle paint when the opportunity is available, otherwise, I hold on to it or give it to the new onwer when I sell a house.

it was spray cans empty and threw them away

Mix it all together see what color I come up with sold at a discount price the contractors or potential customers  
my painter takes it to be disposed of at a proper waste facility

Sell it

Took it to be recycled

Took it to the city trash for disposal

Took it to the local transfer station

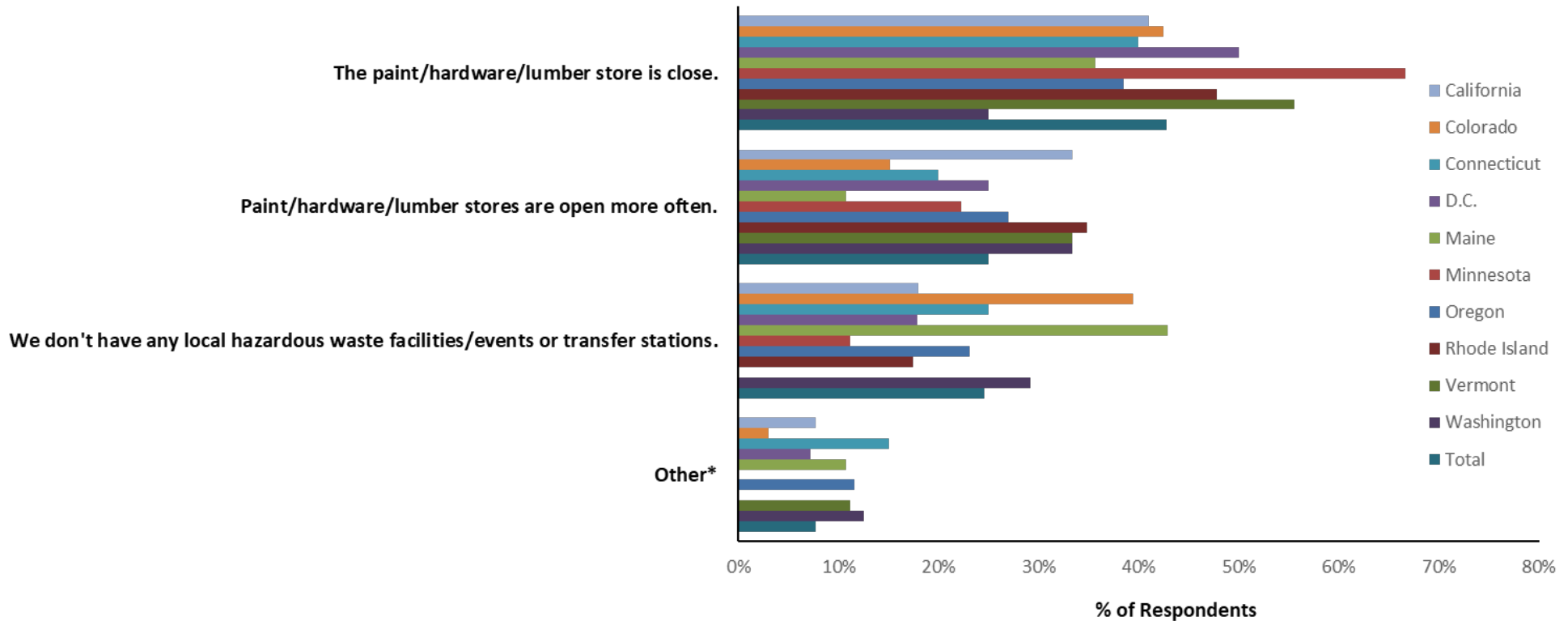
Took to the recycling center for hazardous waste

Tooke it to Habitat for Humanity Restore for resale

# Past Paint Store Disposal Preference

- ❖ Proximity is the number one reason for recycling at retail stores across most states/the District.
- ❖ Maine is an exception, where the lack of close-by HHW facilities has a notable impact.
- ❖ Washington respondents also say that paint store hours impact their decision to recycle there.
- ❖ *Note: results should be interpreted only 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 transfer station?**



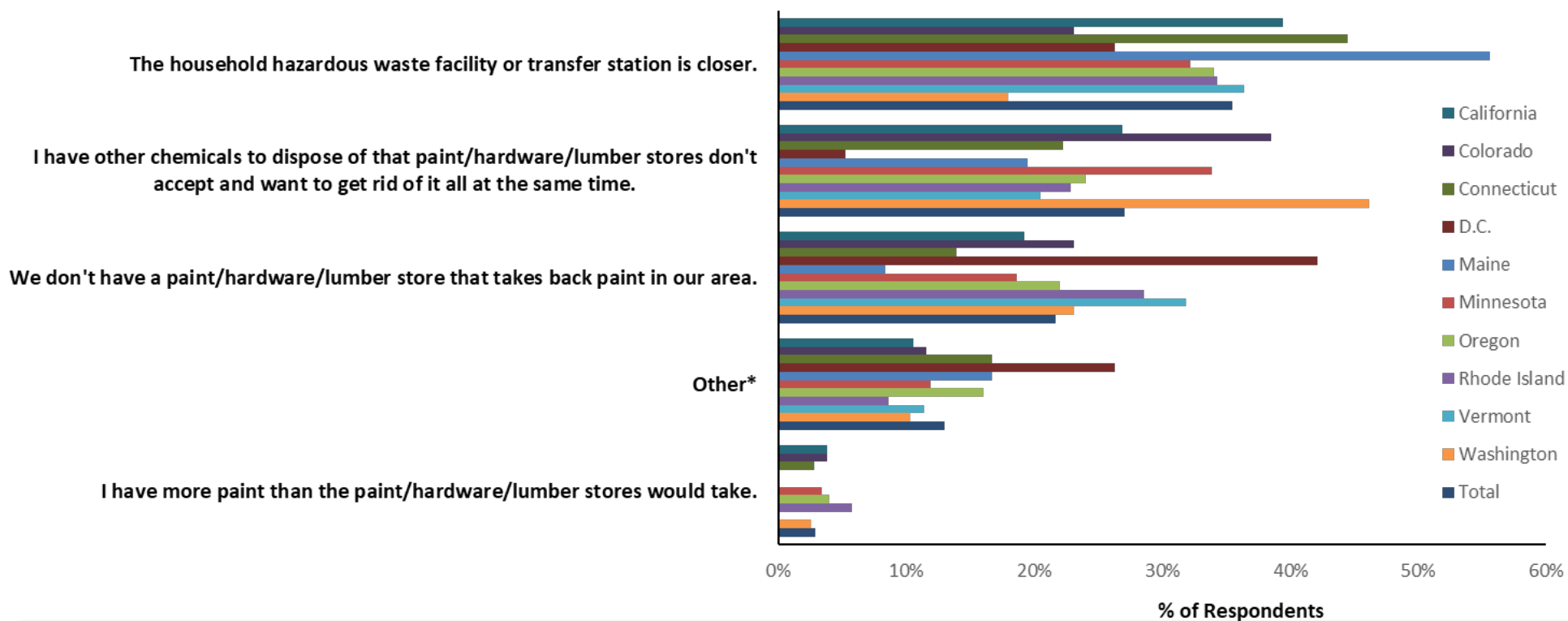
|   | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| The paint/hardware/lumber store is close.                                       | 41%        | 42%      | 40%         | 50%  | 36%   | 67%       | 38%    | 48%          | 56%     | 25%        | 43%   |
| Paint/hardware/lumber stores are open more often.                               | 33%        | 15%      | 20%         | 25%  | 11%   | 22%       | 27%    | 35%          | 33%     | 33%        | 25%   |
| We don't have any local hazardous waste facilities/events or transfer stations. | 18%        | 39%      | 25%         | 18%  | 43%   | 11%       | 23%    | 17%          | 0%      | 29%        | 25%   |
| Other*  | 8%         | 3%       | 15%         | 7%   | 11%   | 0%        | 12%    | 0%           | 11%     | 13%        | 8%    |

N=CA 39;CO 33;CT 20;DC 28;ME 28;MN 18;OR 26;RI 23;VT 9;WA 24;TOTAL 248

# Household Hazardous Waste Facility/Event Preference

- ❖ Reasons for HHW facility/event preferences vary more widely between states/the District.
- ❖ In California, Connecticut, Maine, Oregon, Rhode Island and Vermont, proximity is key.
- ❖ in Colorado, Minnesota and Washington, the need to dispose other chemicals is important.
- ❖ In D.C., lack of paint store participation is an obstacle.
- ❖ *Note: results should be interpreted only directionally as sample sizes are low.*

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



|   | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| The household hazardous waste facility or transfer station is closer.               | 39%        | 23%      | 44%         | 26%  | 56%   | 32%       | 34%    | 34%          | 36%     | 18%        | 35%   |
| I have other chemicals to dispose that paint/hardware/lumber stores don't accept... | 27%        | 38%      | 22%         | 5%   | 19%   | 34%       | 24%    | 23%          | 20%     | 46%        | 27%   |
| We don't have a paint/hardware/lumber store that takes back paint in our area.      | 19%        | 23%      | 14%         | 42%  | 8%    | 19%       | 22%    | 29%          | 32%     | 23%        | 22%   |
| Other*  | 11%        | 12%      | 17%         | 26%  | 17%   | 12%       | 16%    | 9%           | 11%     | 10%        | 13%   |
| I have more paint than the paint/hardware/lumber stores would take.                 | 4%         | 4%       | 3%          | 0%   | 0%    | 3%        | 4%     | 6%           | 0%      | 3%         | 3%    |
| We don't have a paint store that takes back paint in our area.                      | 0%         | 0%       | 0%          | 0%   | 0%    | 0%        | 0%     | 0%           | 0%      | 0%         | 0%    |

## Other Rationale for Choosing a Store or HHW for Recycling

### Sample Comments - Why Paint Store

Authorized to recycle paint!  
Didn't know one could  
I didn't know there was such a place to bring it to  
I didn't know you could  
I take it to the local transfer station that recycles paint or I use it all up.  
I wouldn't take paint back to a paint store; harden it or take to hazardous waste  
If they were doing pain recycling  
It gets recycled  
Lowes Handel's hazmat for the community  
maybe someone else could benefit from it  
Paint store provides recycling services  
Paint store will dispose of up to 5 cans of paint.  
The paint store accepts used cans of paint for recycling; more convenient location.  
They do not take this type of paint at the drop offs in my city and with Covid they have not held the drop off events.  
They have the ability to recycle or dispose of the paint  
  
they recycle the paint and cans.  
to be recycled  
Where I am from it's like recycling.

### Sample Comments - Why HHW

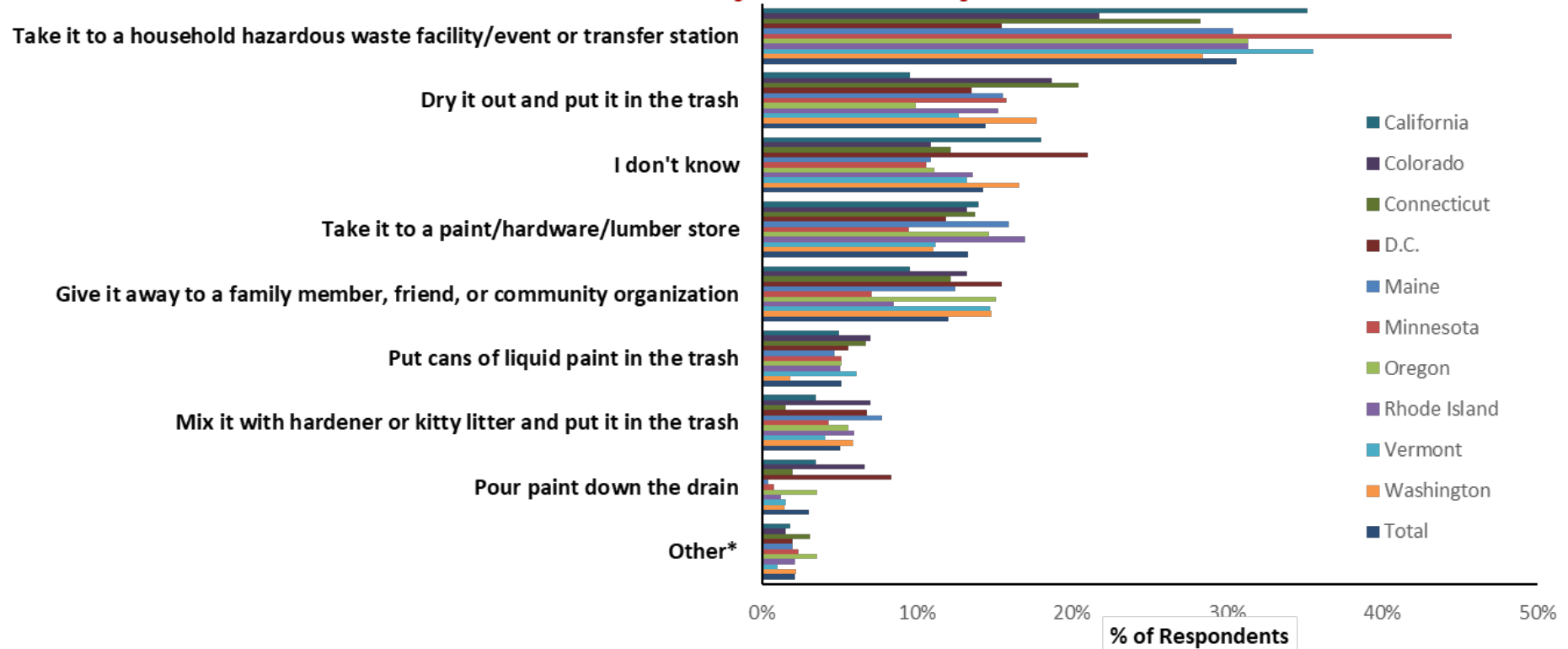
b/c best disposal practice.  
Because it is more responsible than putting it in the trash  
Did not know paint stores had to take it.  
did not think retailer would take unused paint  
  
Didn't know there was a paint store which took back unused paint  
  
easiest way  
Environment  
Hardware stores accept old paint?  
I know it'll be dealt with properly  
I thought it was the right thing to do.  
I thought that is where it was supposed to be disposed.  
I wanted to dispose of the leftover paint safely and responsibly  
it was a one day county pickup for hazardous waste at a designated site  
  
it was the only way of safe disposal i was aware of at the time  
Our city advised that was the best thing to do.  
The transfer station does charge for disposal. I took some paint to a hardware store & they charged me. So.. I will stick with the transfer station.  
To safely dispose of the unwanted paint  
Don't want any chemicals in the ground water



# Future Paint Disposal Intentions

- ❖ Disposing at a HHW event or facility is among the top two future disposal intentions in all states/District.
- ❖ The dry-it-out/throw-it-away intention is also prevalent in most states.
- ❖ Giving it away was another top intention, as was taking it to a paint/hardware store.

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



|   | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| Take it to a household hazardous waste facility/event or transfer station | 35%        | 22%      | 28%         | 15%  | 30%   | 44%       | 31%    | 31%          | 36%     | 28%        | 31%   |
| Dry it out and put it in the trash  | 10%        | 19%      | 20%         | 13%  | 16%   | 16%       | 10%    | 15%          | 13%     | 18%        | 14%   |
| I don't know  | 18%        | 11%      | 12%         | 21%  | 11%   | 11%       | 11%    | 14%          | 13%     | 17%        | 14%   |
| Take it to a paint/hardware/lumber store                                  | 14%        | 13%      | 14%         | 12%  | 16%   | 9%        | 15%    | 17%          | 11%     | 11%        | 13%   |
| Give it away to a family member, friend, or community organization        | 10%        | 13%      | 12%         | 15%  | 12%   | 7%        | 15%    | 8%           | 15%     | 15%        | 12%   |
| Put cans of liquid paint in the trash                                     | 5%         | 7%       | 7%          | 6%   | 5%    | 5%        | 5%     | 5%           | 6%      | 2%         | 5%    |
| Mix it with hardener or kitty litter and put it in the trash              | 4%         | 7%       | 2%          | 7%   | 8%    | 4%        | 6%     | 6%           | 4%      | 6%         | 5%    |
| Pour paint down the drain   | 4%         | 7%       | 2%          | 8%   | 0%    | 1%        | 4%     | 1%           | 2%      | 1%         | 3%    |
| Other*  | 2%         | 2%       | 3%          | 2%   | 2%    | 2%        | 4%     | 2%           | 1%      | 2%         | 2%    |

## “Other” Disposal Intentions

### Sample Comments - "Other" Future Disposal Intentions

Ask my husband to take care of it for me

Call the city DPW for pick up

Check with disposal center where I live to see what the recommendation is

Check with my local trash company & see the correct way to dispose of it

Contact trash company for advice

Donate it to habitat to humanity- restore

Eco Depot at my local town

Find a way to repurpose it.

Give it to my son, who is a professional painter.

Go online to find out what is the proper method for disposing of the item.

Have family member/friend help me.

I don't know as I never thought about it before.

I would do whatever is the most environmentally friendly way to do it.

I would probably keep at least some of it for touchups in the future. I would have to look at RI's recycling policy for it to know what I would do with the rest of it.

latex-let dry other-take to paint store or household hazardous waste facility

Look online and find out how to properly dispose of it

Might keep a while to try to use or give away and if i had to or it dried out I'd throw it out

Paint recycling event

pour it into a mold and make it a decoration

Pour it out in the yard

Put it in my condominium's trash room.

sell it at a yard sale. there are always people looking to buy leftover paint supplies

Try to use it in my art

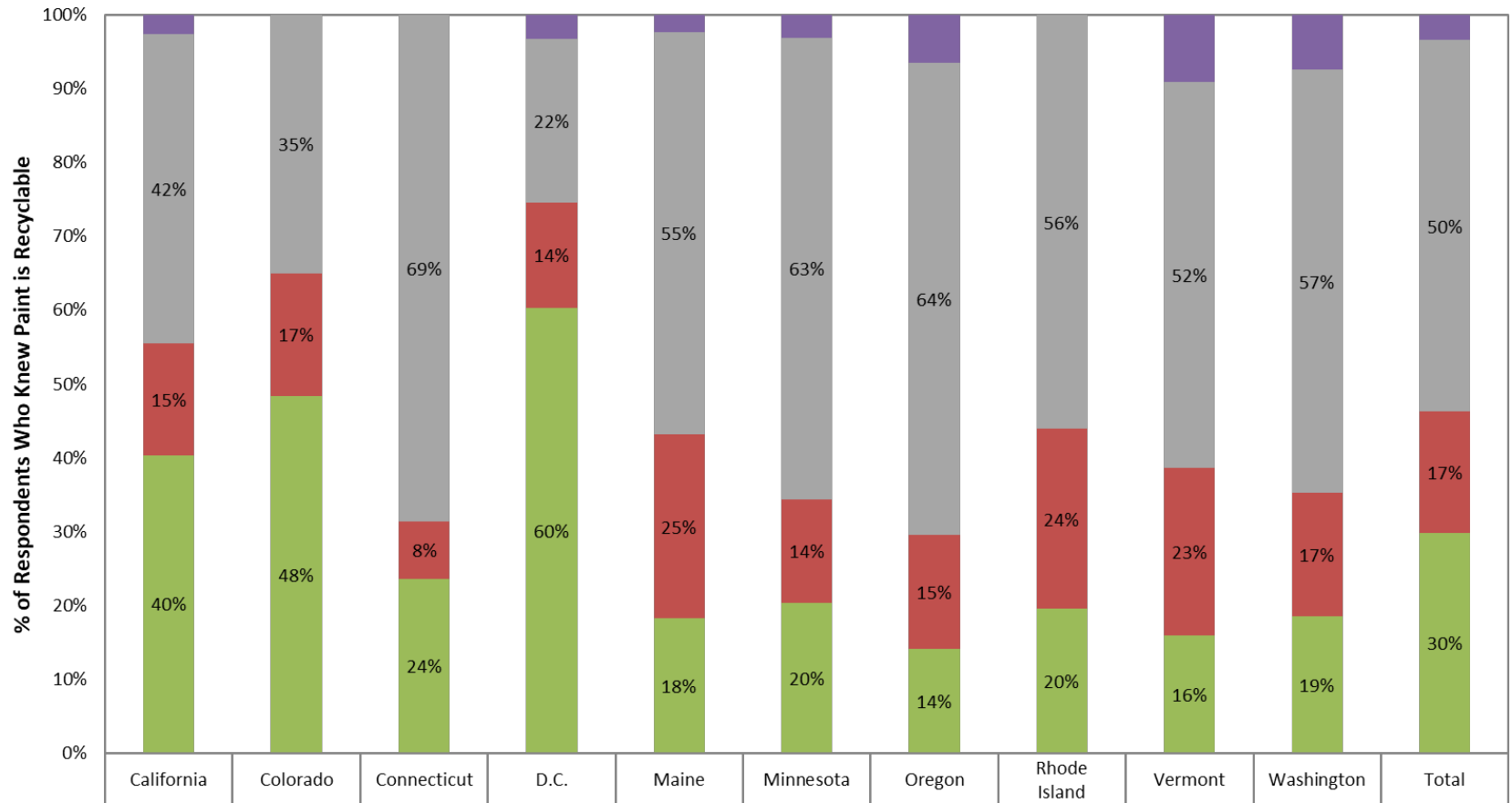
Use the paint to refurbish old items. Always use my paint

Wash out the paint outside on the ground

# The Impact of COVID-19 on Paint Recycling

- ❖ About half of all respondents said the pandemic impacted their recycling behavior in the last year; however, this varied by state. In Connecticut, Oregon and Minnesota, the pandemic had the least impact; in Colorado and D.C., the most.
- ❖ Of those who cited an impact, most said they recycled *more* than they would have.

## How has the COVID-19 pandemic affected your paint recycling activity in the last year?



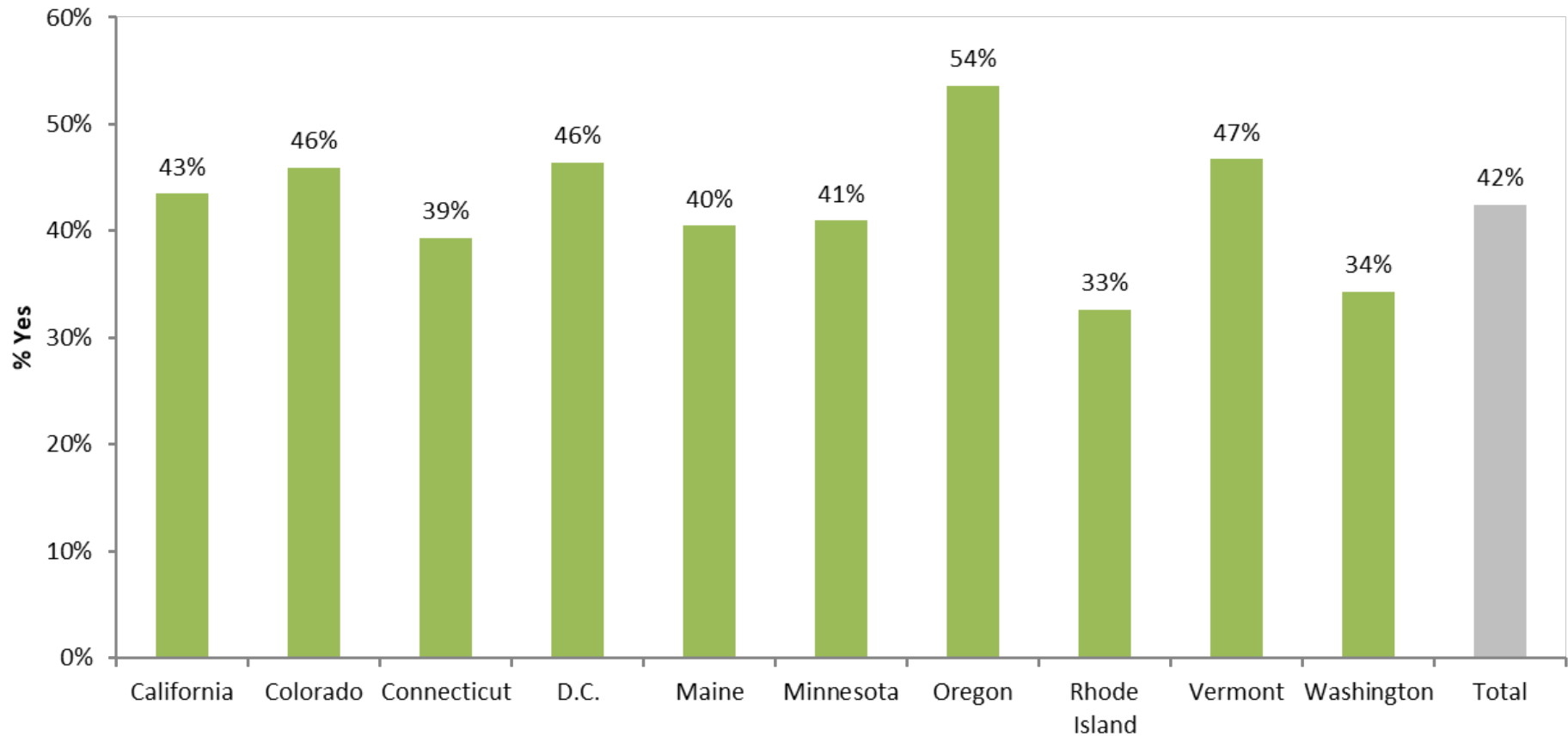
|                                      |     |     |     |     |     |     |     |     |     |     |     |
|--------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| ■ Unsure                             | 3%  | 0%  | 0%  | 3%  | 2%  | 3%  | 6%  | 0%  | 9%  | 7%  | 3%  |
| ■ No impact on my recycling activity | 42% | 35% | 69% | 22% | 55% | 63% | 64% | 56% | 52% | 57% | 50% |
| ■ I have recycled less...            | 15% | 17% | 8%  | 14% | 25% | 14% | 15% | 24% | 23% | 17% | 17% |
| ■ I have recycled more...            | 40% | 48% | 24% | 60% | 18% | 20% | 14% | 20% | 16% | 19% | 30% |

# PAINT RECYCLING AWARENESS/ENGAGEMENT

# Awareness of Paint Recycling

- ❖ Oregon had the highest percentage of respondents who knew that paint can be recycled, consistent with prior years' results.
- ❖ Rhode Island and Washington had the lowest awareness rates.

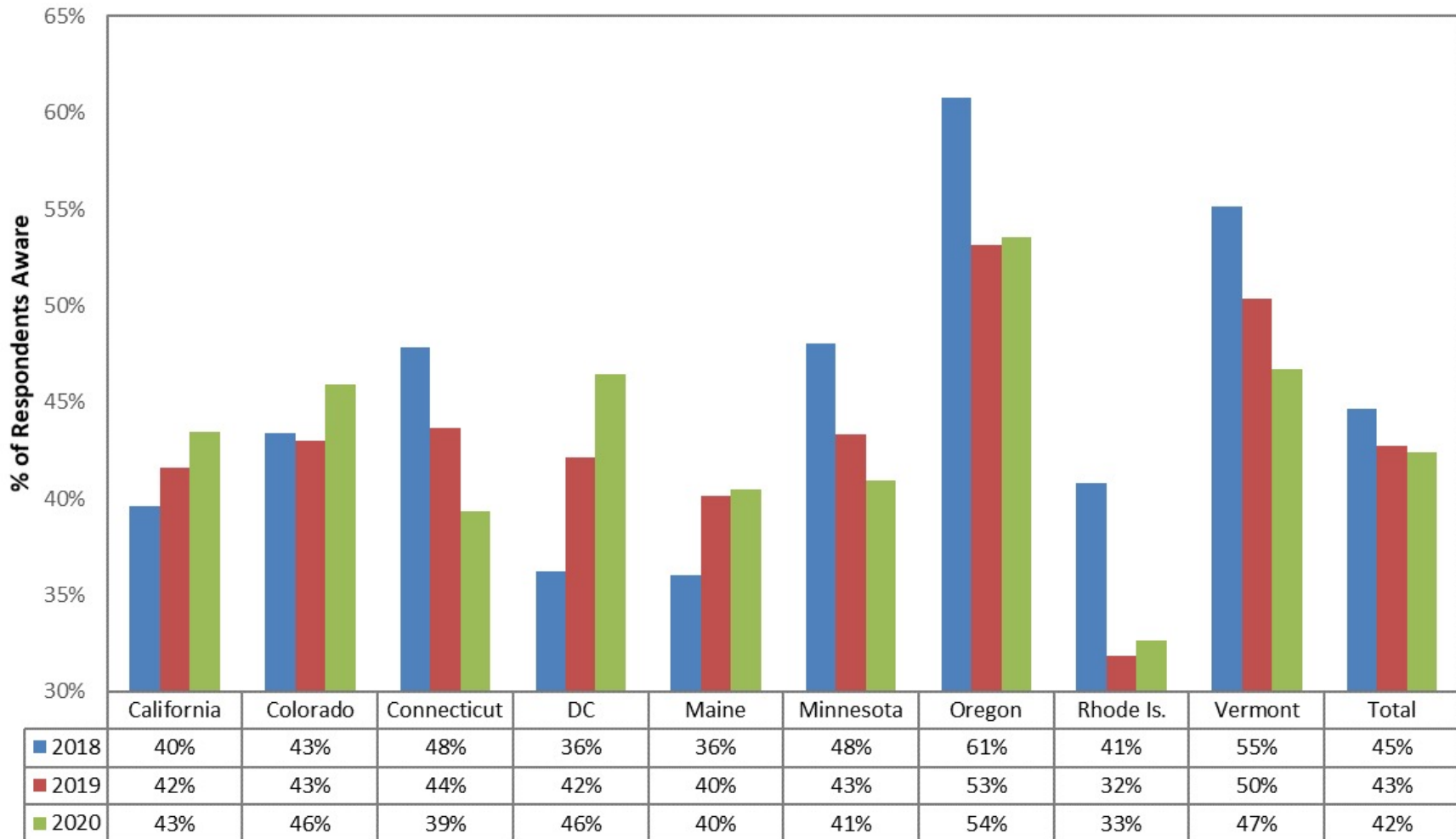
*Prior to this survey, did you know that paint can be recycled?*



# Paint Recycling Awareness Trend

- ❖ While recycling awareness remains highest in Oregon, Colorado and D.C. saw the greatest improvement in 2020.
- ❖ There were three states that lost some ground in awareness levels in the last year, Connecticut, Minnesota and Vermont.

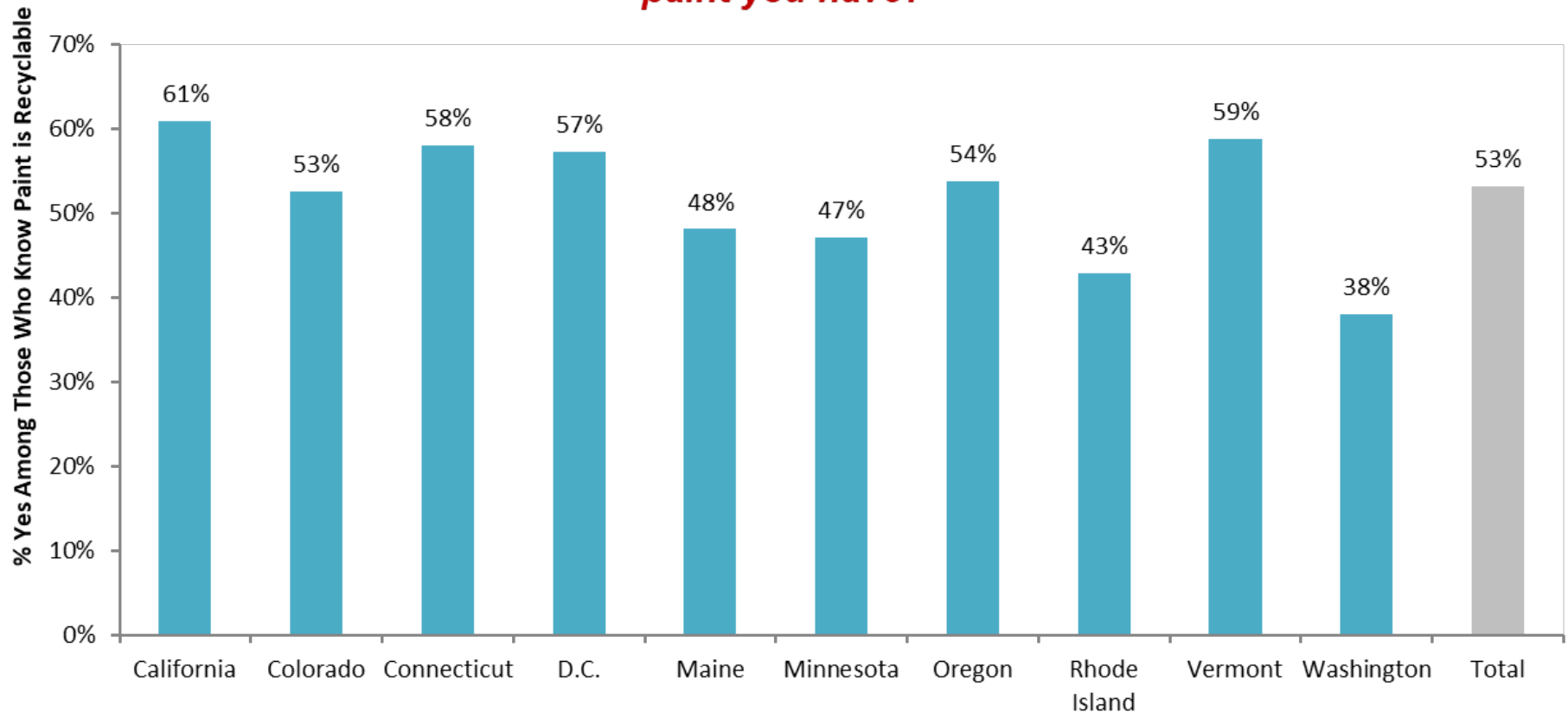
**TREND: AWARE PAINT CAN BE RECYCLED**



## Awareness of Fee Among Those Who Knew About Recycling

- ❖ Those who were aware that paint can be recycled were not necessarily aware of the nuances of how it works. Slightly more than half of them knew that there was a recycling fee added to paint purchases.
- ❖ The highest awareness levels were in California and Vermont; the lowest, in Rhode Island and Washington.

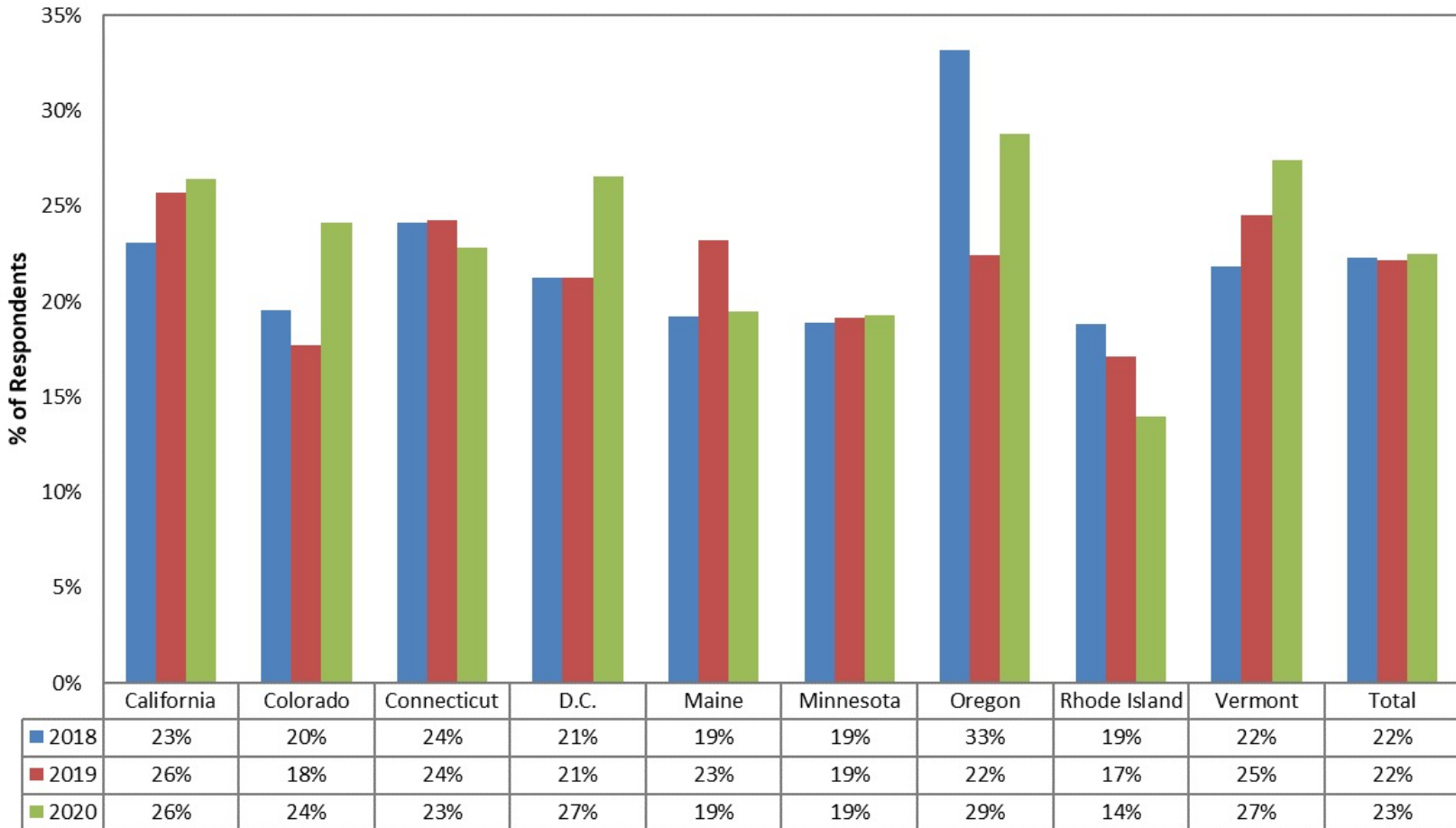
***Are you aware that when you buy paint in (STATE/DISTRICT), there is a small fee added to the price to pay for a program to recycle any leftover paint you have?***



# TREND: Fee Awareness - % of ALL Respondents

- ❖ Overall, recycling fee awareness was statistically similar to prior years; however, there were variances within the states/the District.
- ❖ The most improved locations for recycling fee awareness are Colorado, D.C., Oregon and Vermont.
- ❖ Note that trends are shown as a percentage of all survey participants, not only those who are familiar with paint recycling.

**TREND: AWARE OF FEE ADDED TO PAINT PURCHASE**

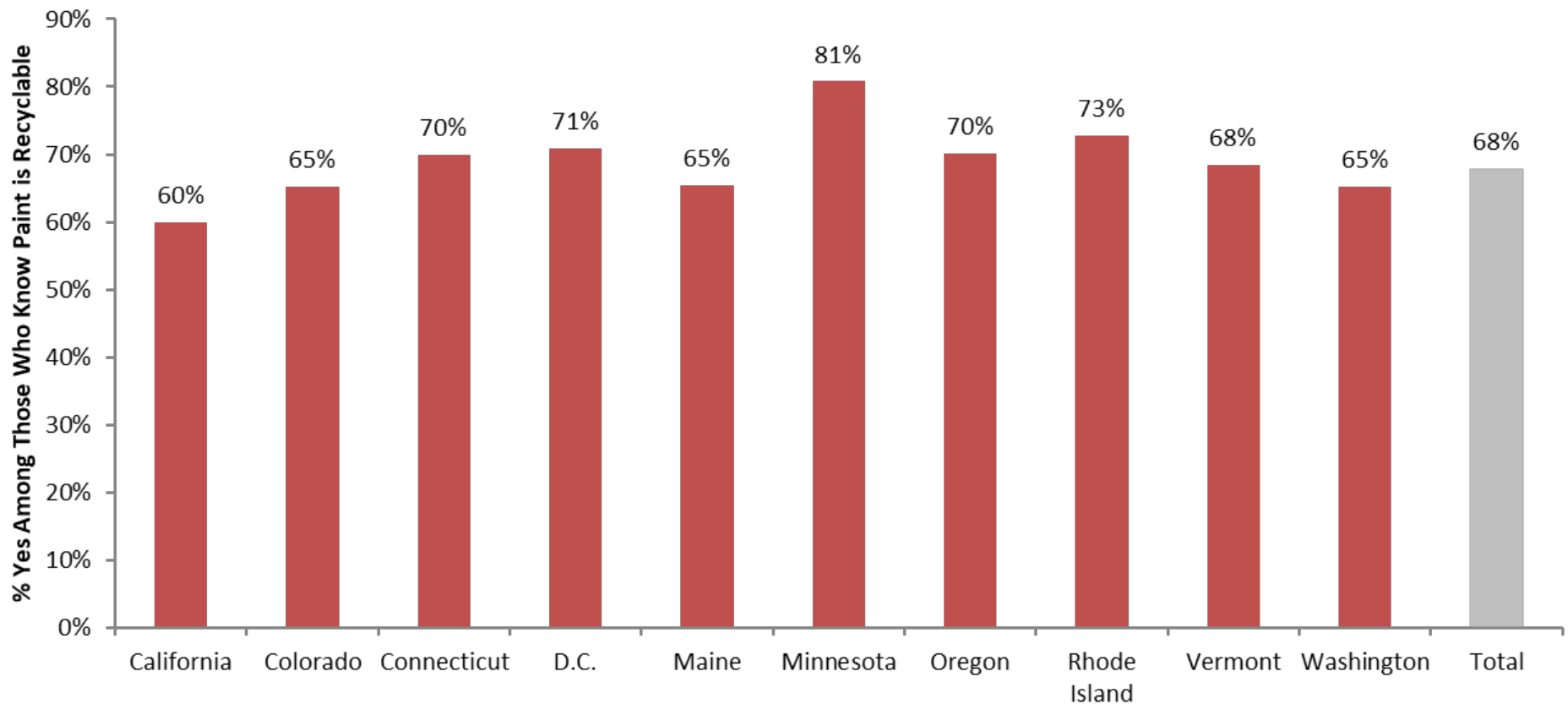




# Awareness of Places for Recycling

- ❖ 68% of the respondents who knew that paint is recyclable knew where to go.
- ❖ Location knowledge is highest in Minnesota, Rhode Island, D.C. and Connecticut; lowest, in California.

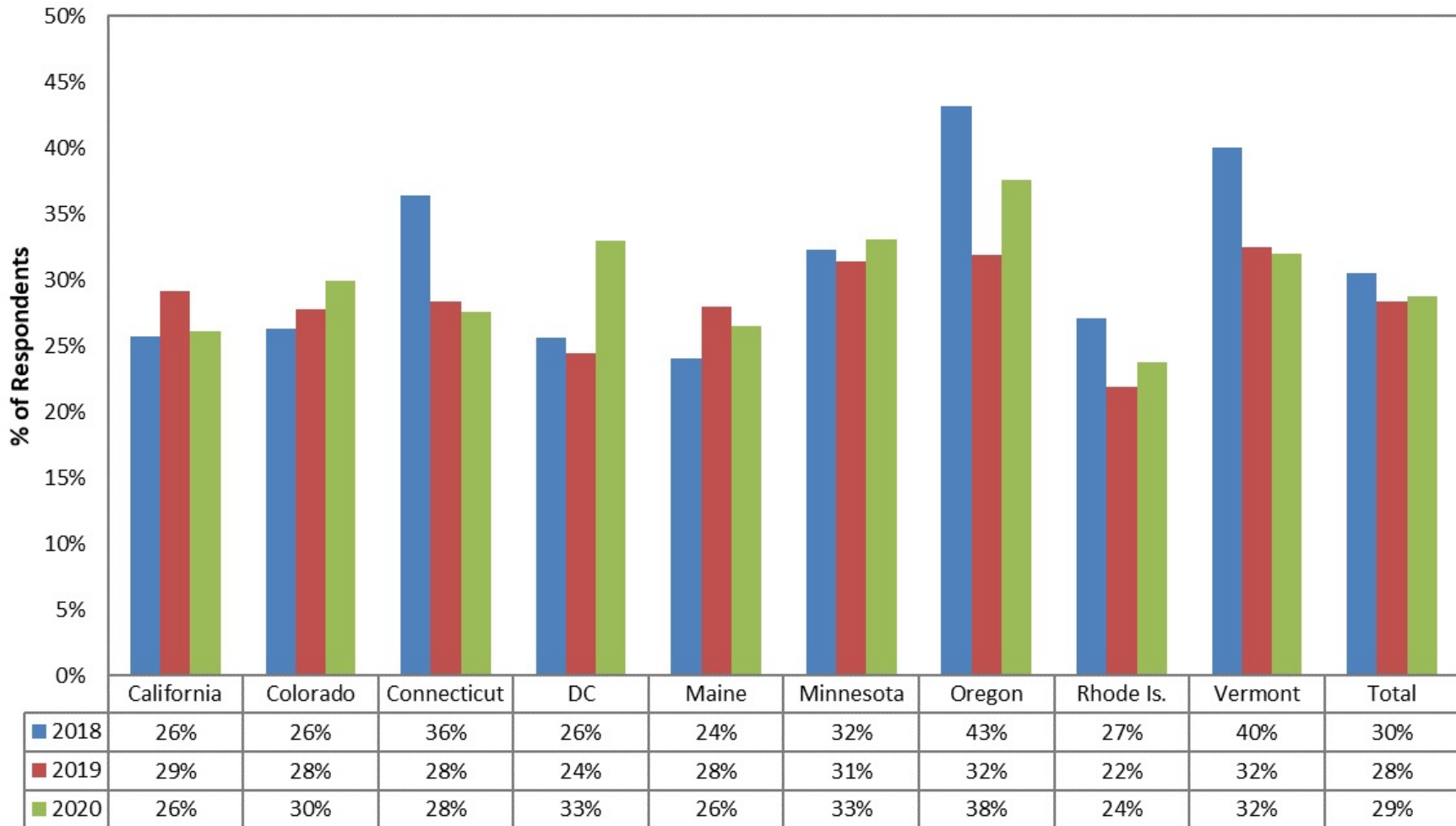
***If you wanted to take paint somewhere to be recycled, do you know where to take it?***



# TREND: Knowledge of Where to Recycle - % of ALL Respondents

- ❖ Overall, results were statistically similar to last year; however, variances exist by state/the District.
- ❖ D.C. and Oregon showed the greatest gains this year; those that diminished did so only slightly.
- ❖ Note that trends are shown as a percentage of all survey participants.

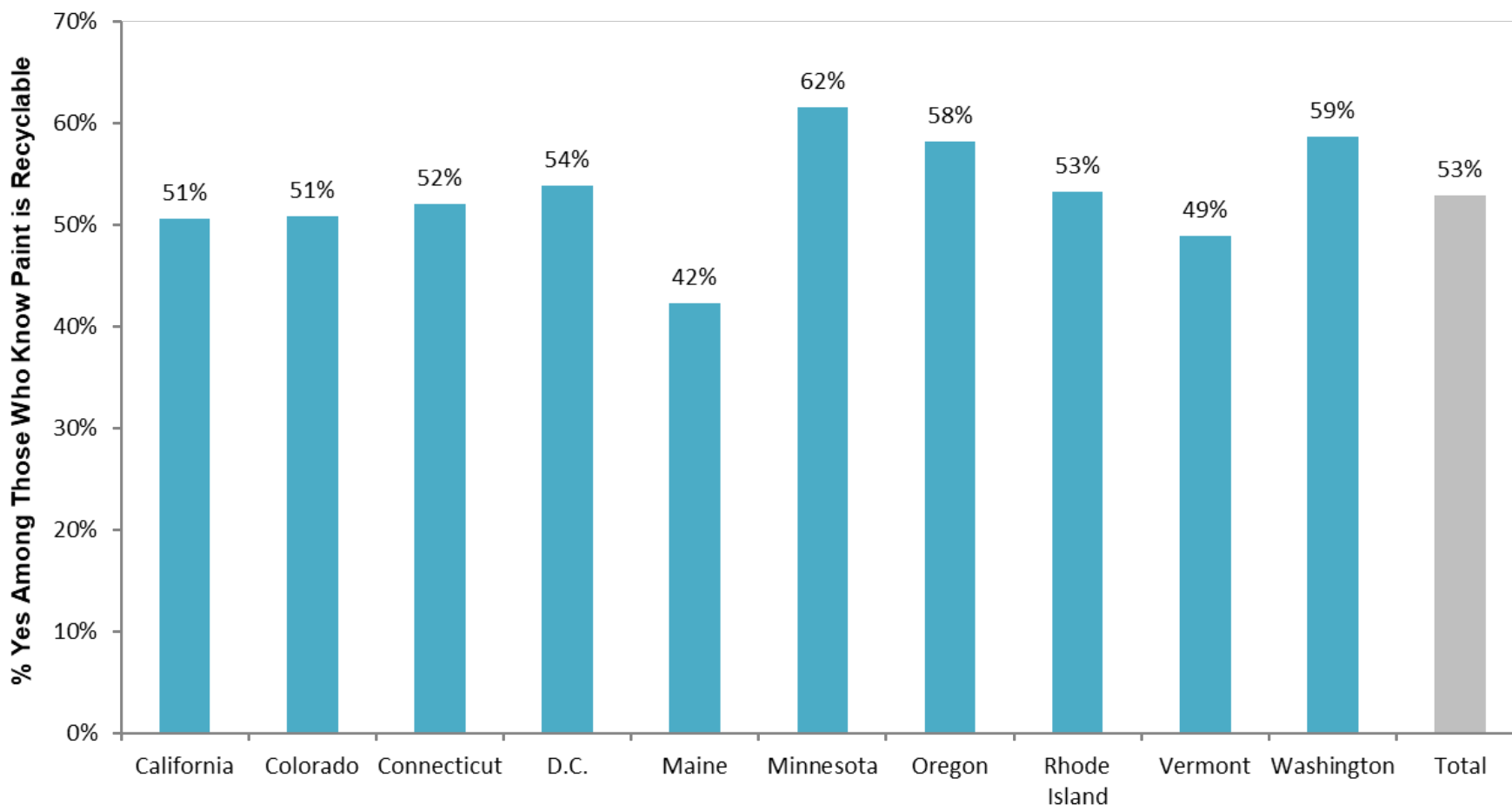
## TREND: KNOWS WHERE TO RECYCLE PAINT



## Past Recycling Behaviors

- ❖ Slightly more than half of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ Minnesota, Washington and Oregon had the greatest recycling rate; Maine, the lowest.

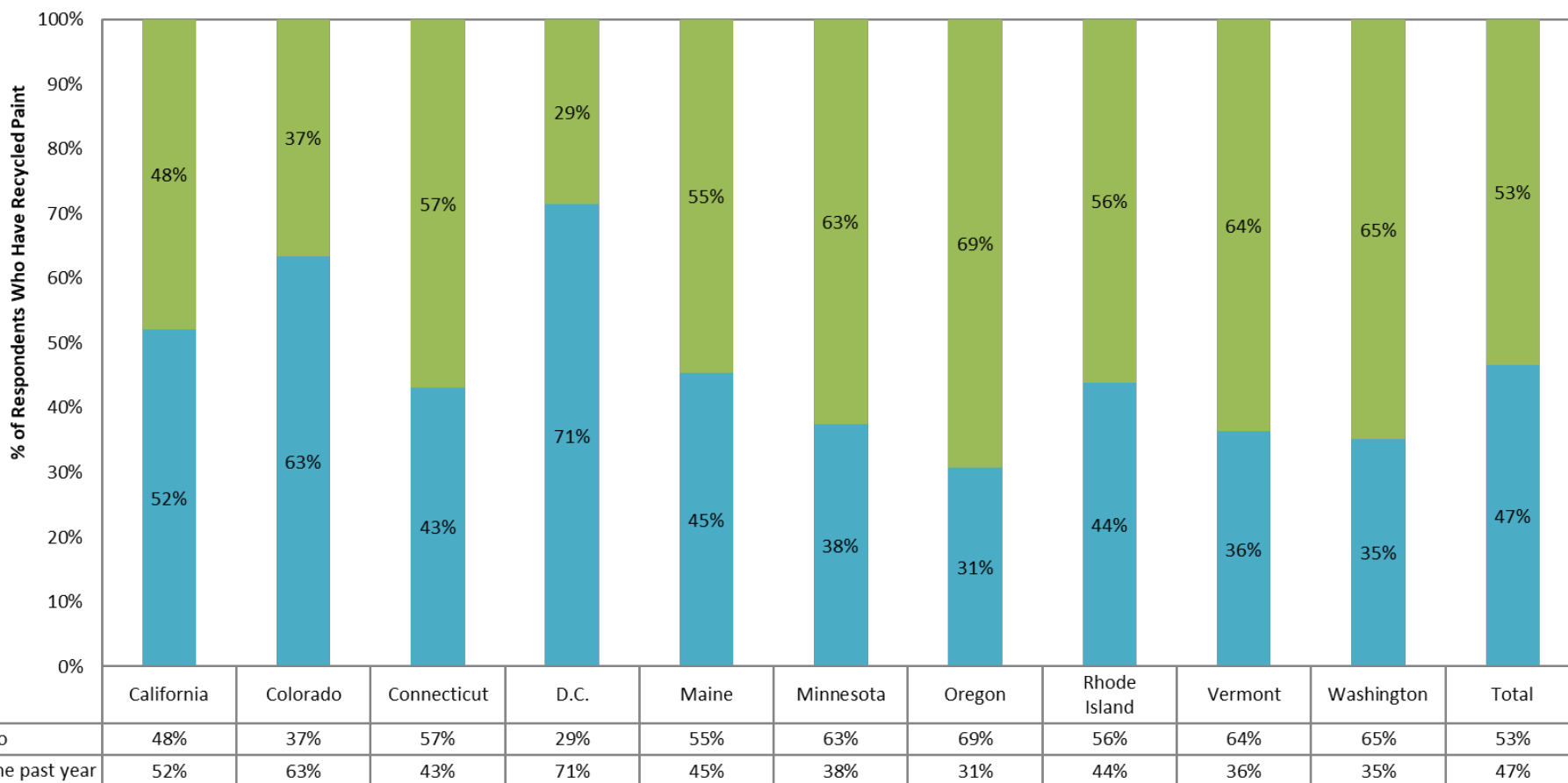
### *Have you ever taken paint somewhere to be recycled?*



# Recency of Paint Recycling

- ❖ Almost half of those who said they had recycled paint in the past said they had done so in the last year; however, results varied by state/the District.
- ❖ Respondents in Colorado and D.C were much more active recycling paint in the last year; those in Oregon and Washington, the least active.

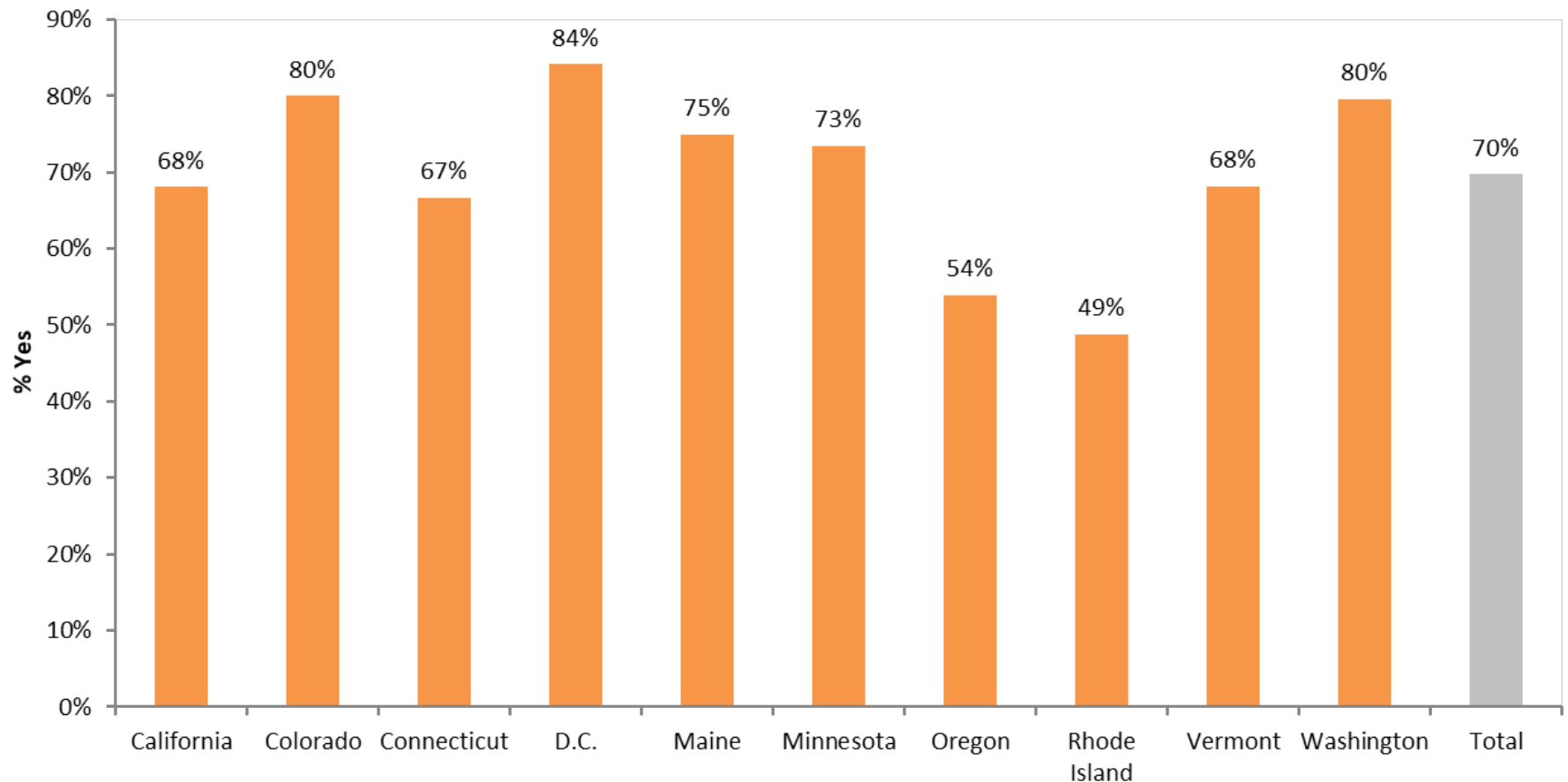
**When was the most recent time you have taken paint somewhere to be recycled?**



# Consistency of Paint Purchasing and Recycling

- ❖ The person who brought the paint to be recycled was typically the same person who had purchased the paint.
- ❖ In Oregon and Rhode Island, however, this is only true about half of the time.

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

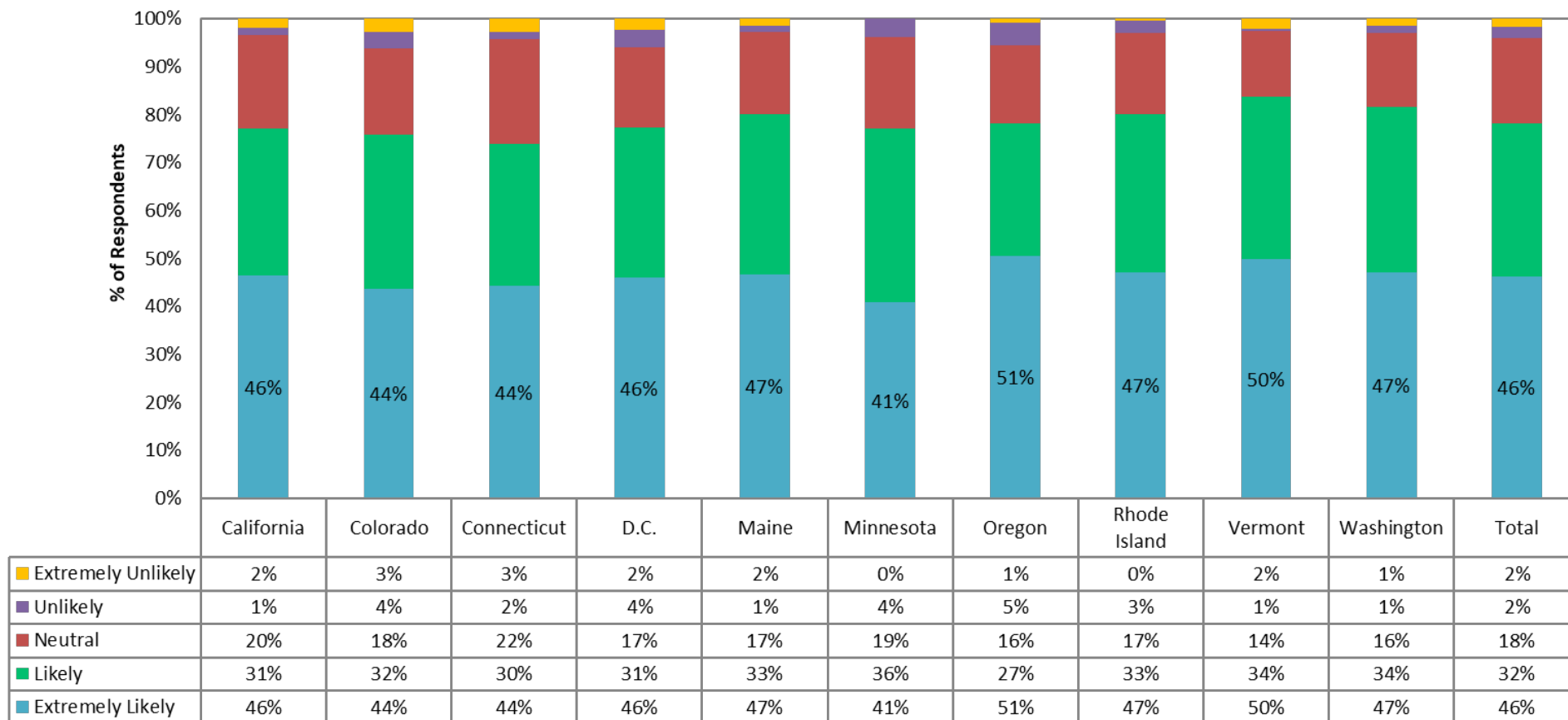


N=CA 119;CO 60;CT 51;DC 63;ME 44;MN 64;OR 78;RI 41;VT 44;WA 54;TOTAL 618

# Opportunity for Future Paint Recycling

- ❖ 78% of all respondents said they were “extremely likely” or “likely” to recycle the next time they had paint to dispose, consistent with last year’s results.
- ❖ Results were fairly similar across all the states and the District.

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



# Open-Ended Commentary: Recycling Motivations

- ❖ The most common motivations to recycle paint are to help the environment, save the planet, reduce landfill waste, re-use resources, eliminate waste, and get rid of clutter.

Q22 What would be your personal motivation for recycling your leftover paint in the future?

go money keep motivation future nothing yes really will waste use things  
earth go waste recycle t good safe paint way  
environment GREAT Save important help clean planet None  
much right thing Make sure take  
s better prefer enviroment Nothing disposed properly safely easy left  
reduce waste environmentally friendly Safety water harm environment green  
house anything make sure pollute environment don t way rid need t know  
clean store rid take earth care environment go believe recycling  
Environmental go waste recycle paint possible landfill  
someone use keep throwing away protect environment  
something help future help environment  
recycle everything use recycle much paint world  
better environment less waste recycle  
put environment product good try recycle waste  
None right thing now know know better planet want rather  
things recycle anything reused better way planet hazardous waste  
will properly save environment option dispose hurt environment  
safe way dispose S much possible less environmentally save planet motivation  
make animals think t want always environmental impact reduce sure save free  
trash long take care place know recycle leftover paint

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

Any materials that can be recycled should including paint to help the environment

Declutter

For the health of the earth

I am always interested in recycling anything if it can be reused in some way, to reduce waste of all types

I feel better that my leftover paint is recycled and left out of the landfill or waterways.

I had a friend who had left over paint in garage and it started a fire.

I would like to recycle it if I knew how to do that

I would prefer that it be handled safely and never cause harm to a person or animal.

I would recycle my leftover paint with Habitat for Humanity in the hopes that they can either use it or can get some money in return for handling it if i didn't know anyone that could use it, it would be the environmentally friendly thing to do

If it can be of use to the world and to have it removed from my garage.

Now that I know it can be recycled I think that is best.

Paint is a toxic waste material and should not be disposed of by putting it down the drain or sending it to the landfill. Most people do not realize what happens when paint and other toxins are disposed of in this manner. They need to be recycled or treated as hazardous waste. Our goal should be sending nothing to the landfill because just about everything can be recycled.

Avoid filling up landfills with potentially unsafe products; products that do not or do not easily decompose

I don't need anymore motivation than knowing that something can be used again. It is a good thing all around.

I like to take care of my home and if recycling is made easy I will always choose to reuse or recycle

If I can recycle something I will, better than it going in a landfill and polluting our planet

If the paint is not used at home, it will have a bad smell, which is not good for the body and is not environmentally friendly

it is a right thing to do. Good for all concerned and it does not harm the environment.

It's the law, I think.

It's toxic and I want to dispose it properly.

Just to not have it laying around

So that it can be reused

TO help keep America Beautiful and Toxic free as possible.

Yes i use the product which can be recycling in future as well as i also suggested in my friends family and friends circle.

Because it is illegal to throw paint cans in the trash

Honestly I have no idea. Paint just usually stay in our basement, so I guess moving would motivate me to recycle it.

I always feel like I am not doing enough for the betterment of the environment. If paint can truly be recycled, then the moment I know how, I would recycle it.



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

I always prefer to reduce waste whenever it is practical. As long as recycling the paint would require comparable effort to disposing of it there is no good reason not to recycle it

I don't want it to be in the streets and have homeless animals eat it thinking it's food

Why waste paint if you don't have to?

a monetary incentive

A small credit at the store of purchase.

donate to someone who needs it

Hate throwing things away if there is away to reuse

I prefer to do the right thing but there are limited places to go and they require traveling where I usually do not travel. Letting it dry out and then recycling the can is the easiest option.

I support ALL recycling efforts, always.

I would not want it to go to waste, and I would like to see it disposed of or repurposed safely.

It's the most responsible way to dispose of this type of product in terms of the environment and public health.

Not harming the environment by it seeping in the ground.

Putting it in a relatively safe place to be taken care of

Wanting to be responsible in my getting rid of the paint. I would not want to harm the environment.

because it's reusable

I hate wasting things that someone else could use.

Showing my son something new that he would be happy to help with.

This survey

Well it's the right thing to do they take care of it properly and it gets it out of my hair

Because you are not allowed to put paint in the trash

I don't want hear that people got sick or diseases from not recycling paints correctly

I live by a landfill, I know things put in the landfill effect the waters and soil and air so I'm cautious

I love to recycle because it helps the earth and keeping the planet safe is important for the future

I think it's a very resourceful thing to do and I great idea because I have never heard of that before.

To get rid of the paint from my house the proper way and not hurt the environment.

To keep it from entering the landfills/ environment to cause future damage to both.

To save the earth of course

Get it out of my basement

I hate throwing anything in a landfill! If it can be used or disposed of responsibly, I will always choose that.

## ***Sample Comments: Why are you unlikely to recycle leftover paint in the future?***

Because I don't buy paint

because I don't get rid of leftover paint

Because I don't think it could be recycled with leftover paint in it

Because I will find a use for it

Because no place nearby to do so, and if there is a fee you can forget it!

Can't be bothered

dont know where to take it that is close

I can more.easily.dry it out and throw it away

I end up using the left over paint or there is so little left I just put kitty liter in the can

I keep it and use it somewhere around the house or keep it until it dries completely out and discard in trash.

I will unlikely to recycle leftover paint in the future because I rarely paint.

It's a pain, if it were easier and free I would.

it's a long drive. Easier to let the paint dry out and throw it in the trash.

No idea w here to take it and if it's like bottle recycling, it will be a nightmare

No place to do that in my small town

Not allowed to recycle paint here

Really, another thing to separate or recycle?

too much effort and time as opposed to tossing it

too much of a bother, would rather store it & then once a year take it to hazardous waste roundup in community

Will give it away

will store until later use

Because i wouldn't know how to go about recycling paint

Costs money to buy paint, don't want to just give up extra.

Green wellies can #\$\$%^

Cuz I don't paint

dont care

Don't understand this at all

Have 2 small of amount

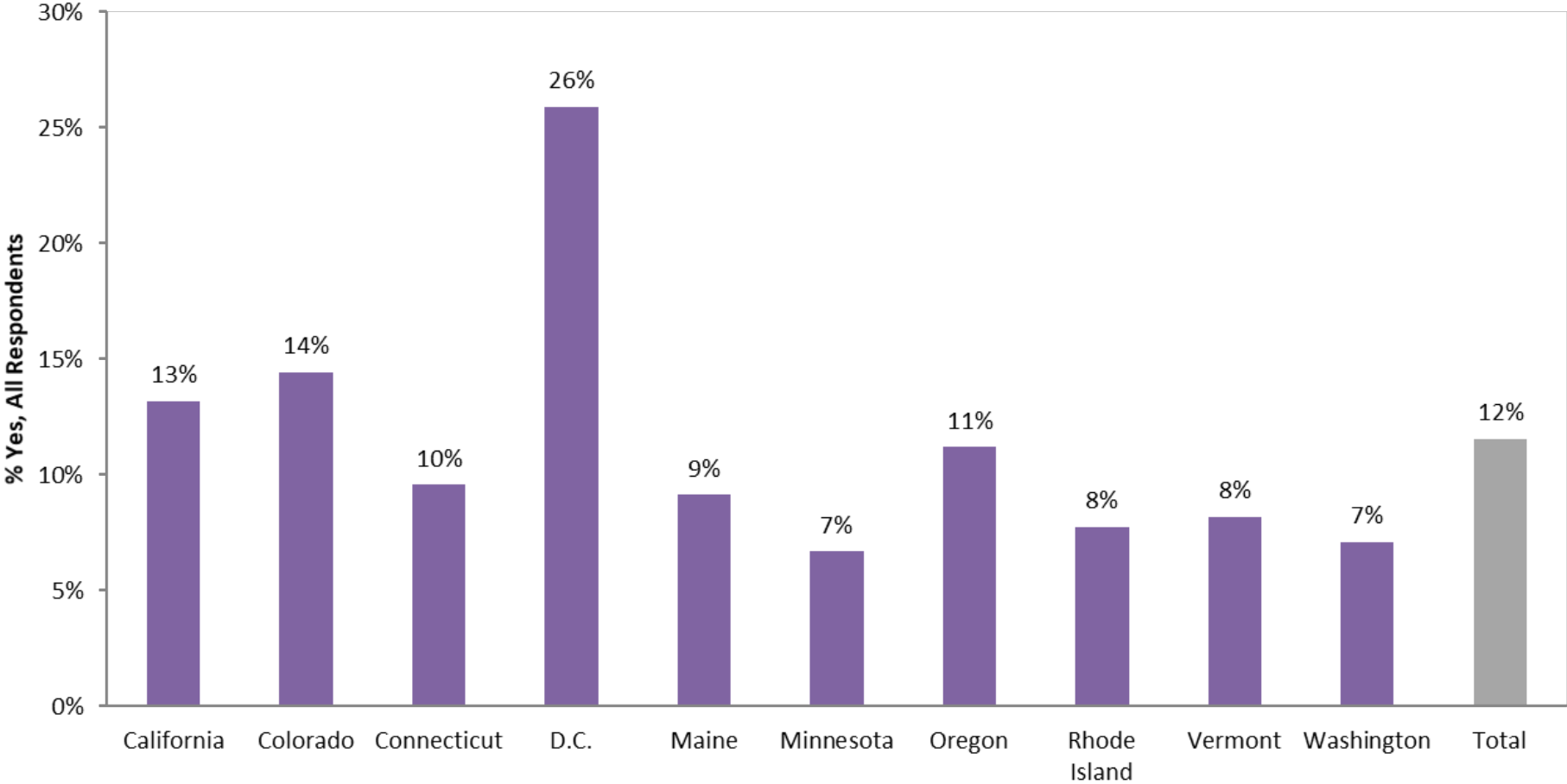
I don't use paint enough

# ADVERTISING/MARKETING CONSIDERATIONS

# PaintCare Awareness

- ❖ Overall, 12% of respondents said they had heard of PaintCare before. Again, results differed by state/the District.
- ❖ D.C. residents were most aware (by far), followed by Colorado and California.
- ❖ Minnesota and Washington residents were least aware.

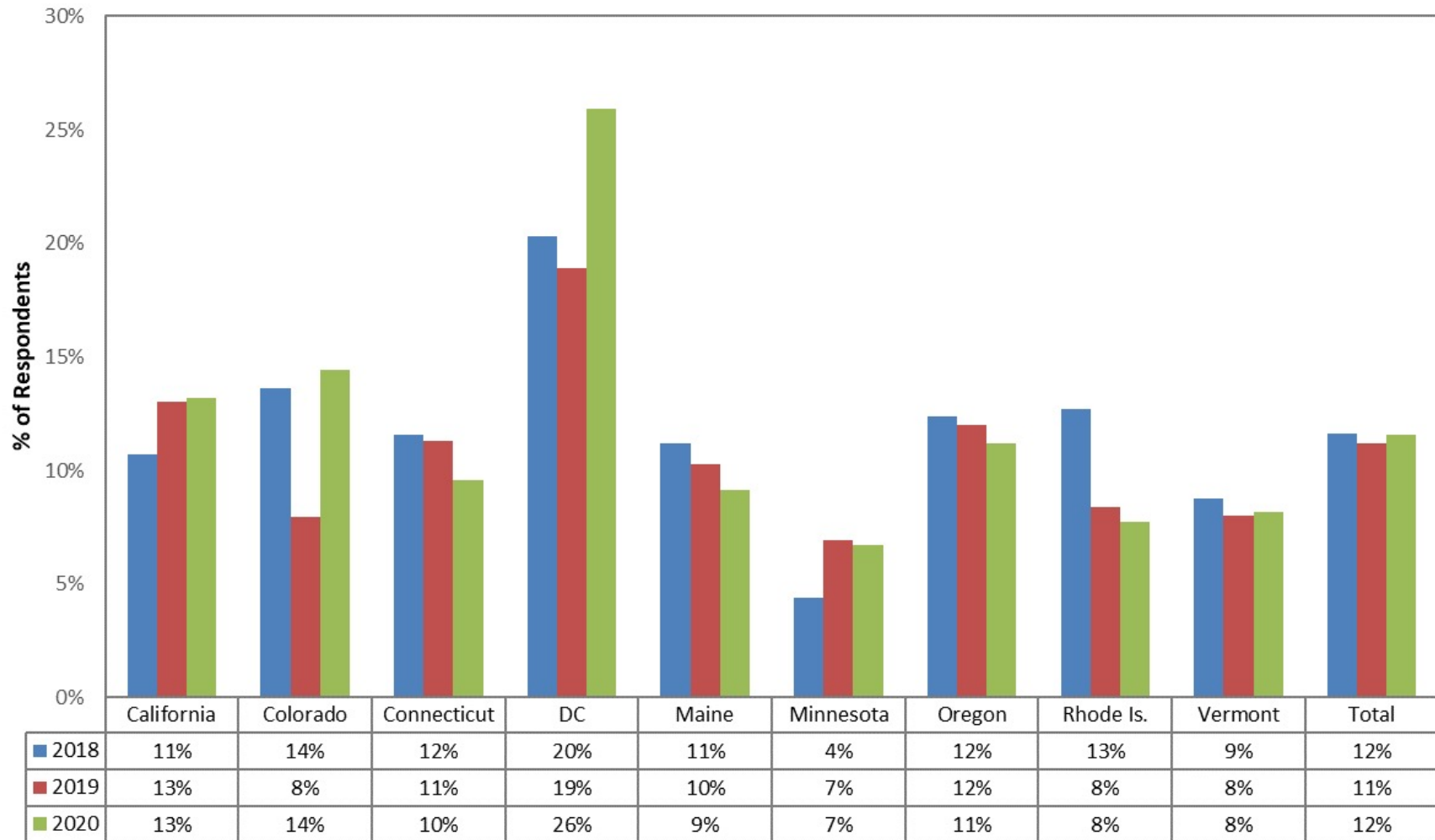
*Have you ever heard of PaintCare before?*



# TREND: PaintCare Awareness

- ❖ Overall, awareness levels were statistically similar to those attained in 2019.
- ❖ However, brand awareness in D.C., Colorado showed marked improvements in 2020.
- ❖ All other states showed modest positive or negative change from last year.

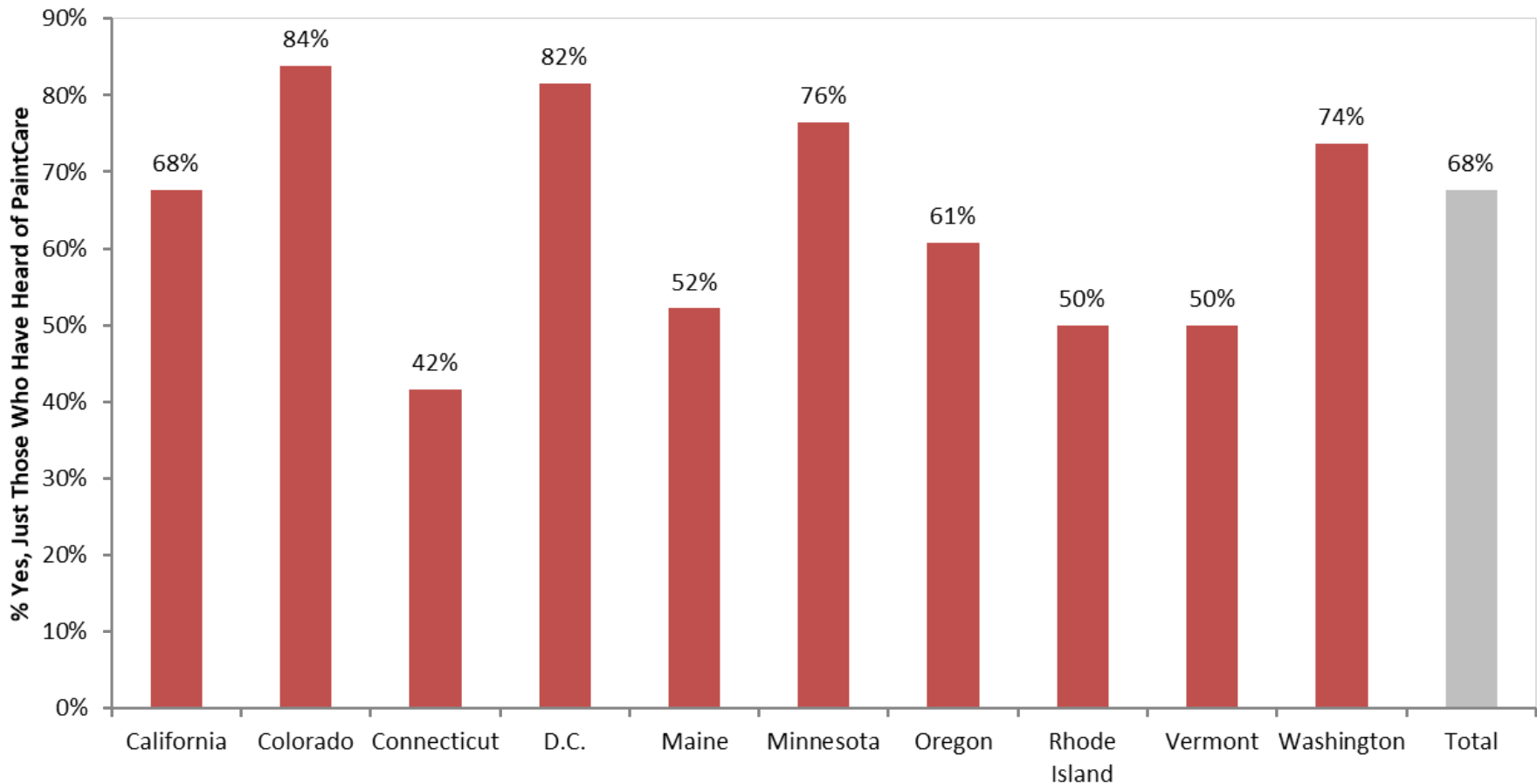
## TREND: HEARD OF PAINTCARE



## Ad Recall Among Those Who Knew of PaintCare

- ❖ 68% of those who had heard of PaintCare before said they had seen an ad in the last several months.
- ❖ However, this varied by state. Colorado and D.C. had the highest recall rates; Connecticut, the lowest.

***Do you recall seeing or hearing an advertisement about paint recycling and/or PaintCare in the last several months?  
(as a percentage of those who knew of PaintCare)***

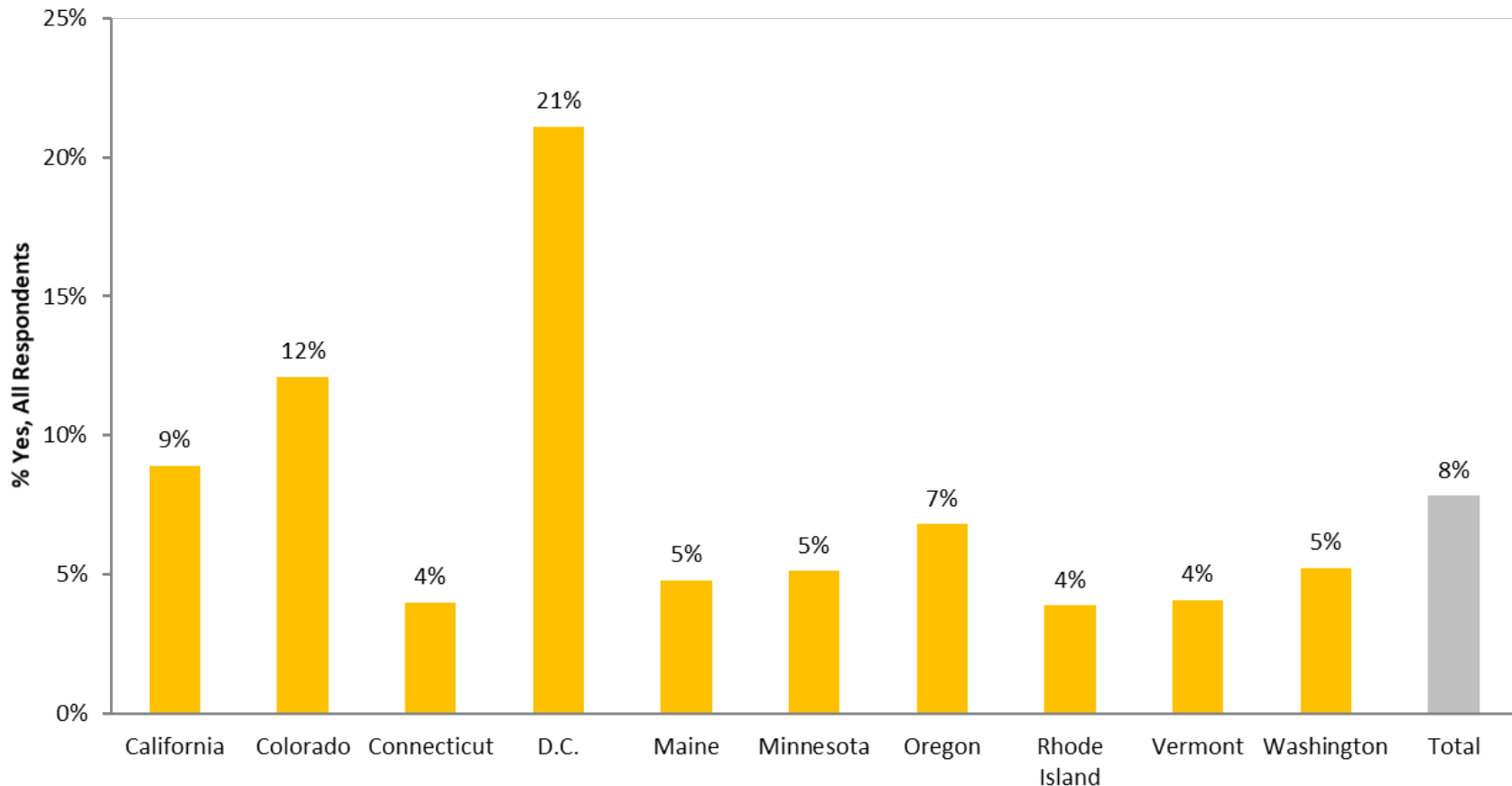


*N=CA 71;CO 37;CT 24;DC 65;ME 23;MN 17;OR 28;RI 18;VT 16;WA 19;TOTAL 318*

# Adjusted Ad Recall for Entire Population

- ❖ The same results are provided below, over the base of all respondents (not just those who had heard of PaintCare).
- ❖ D.C. had the highest overall ad recall rate, consistent with 2019 results.
- ❖ New England states had the lowest ad recall rates.

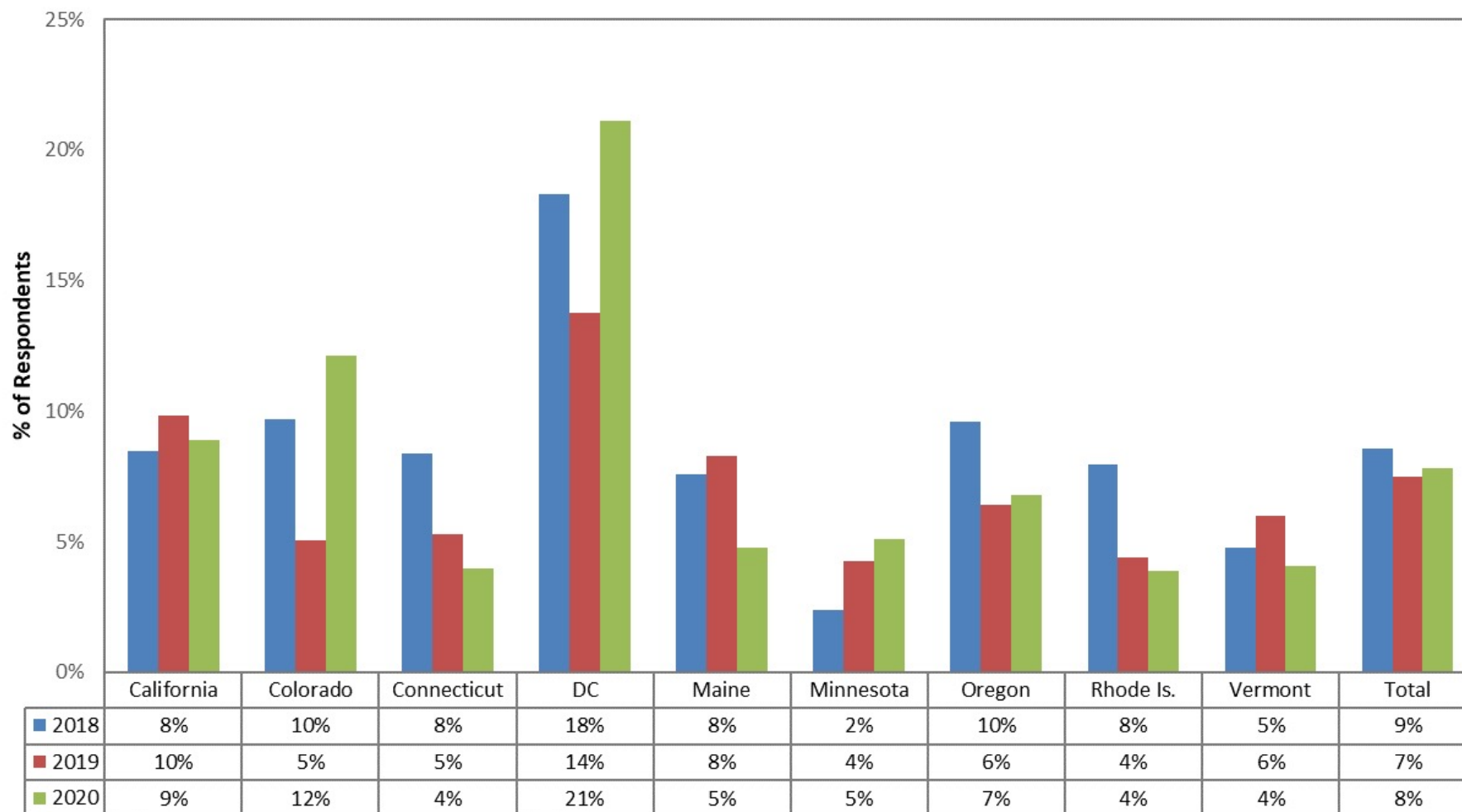
***Do you recall seeing or hearing an advertisement about paint recycling and/or PaintCare in the last several months?  
(as a percentage of all surveyed)***



## TREND: Adjusted Ad Recall for Entire Population

- ❖ There were a couple locations where ad recall increased significantly in the last year—D.C. and Colorado.
- ❖ Most others saw modest positive or negative change.

### TREND: AD RECALL

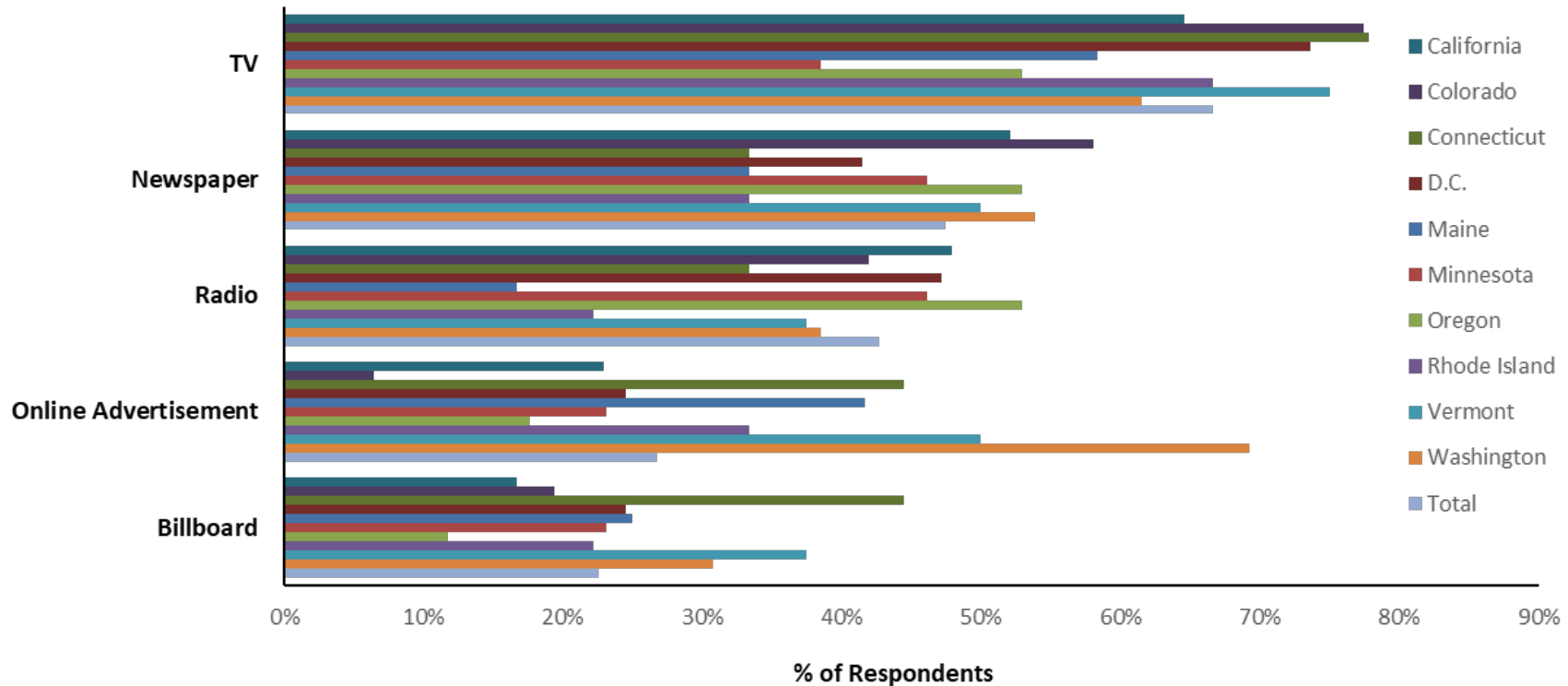




# Ad Recall Types

- ❖ TV was most frequently cited by all respondents (typical response even when TV ads not running).
- ❖ Other common ad types varied by state, between newspaper, radio, online and even billboard.
- ❖ 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?*

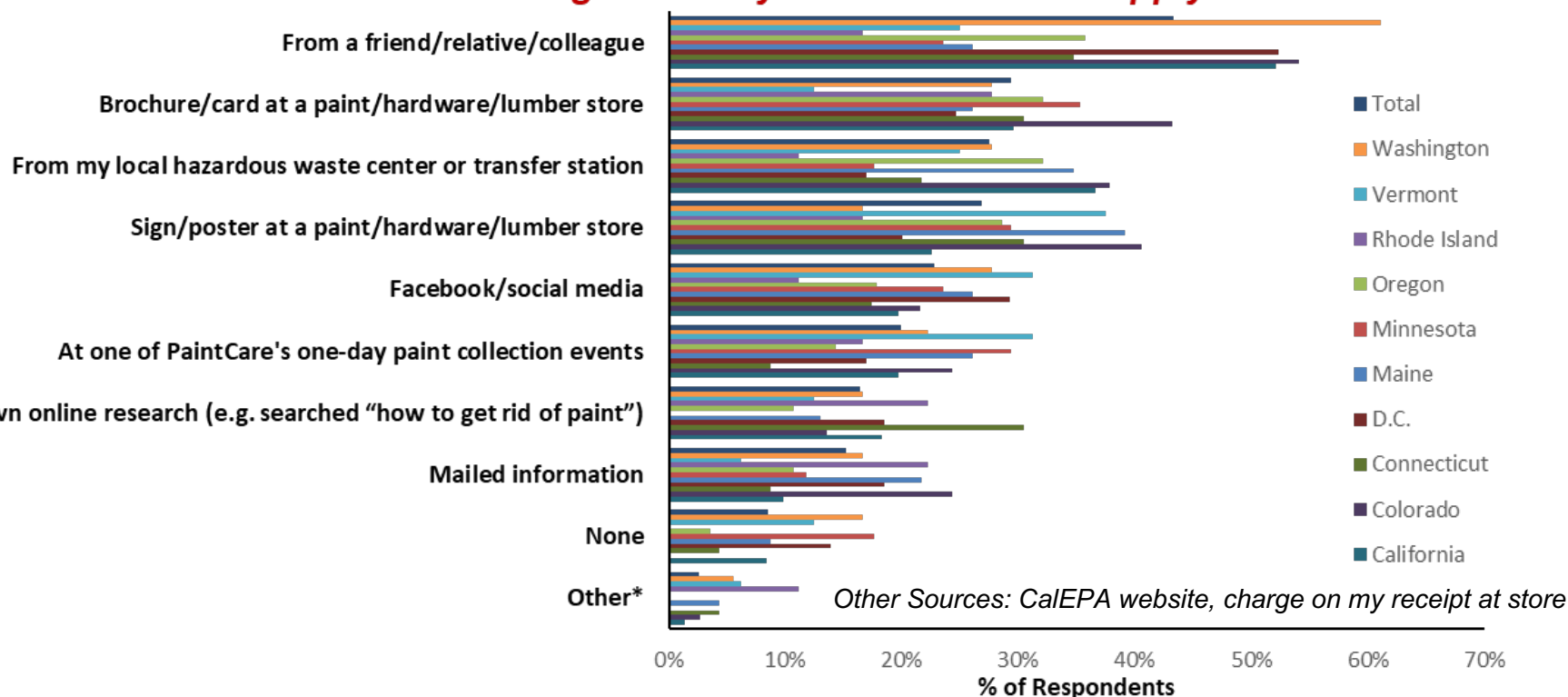


|                      | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|----------------------|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| TV                   | 65%        | 77%      | 78%         | 74%  | 58%   | 38%       | 53%    | 67%          | 75%     | 62%        | 67%   |
| Newspaper            | 52%        | 58%      | 33%         | 42%  | 33%   | 46%       | 53%    | 33%          | 50%     | 54%        | 47%   |
| Radio                | 48%        | 42%      | 33%         | 47%  | 17%   | 46%       | 53%    | 22%          | 38%     | 38%        | 43%   |
| Online Advertisement | 23%        | 6%       | 44%         | 25%  | 42%   | 23%       | 18%    | 33%          | 50%     | 69%        | 27%   |
| Billboard            | 17%        | 19%      | 44%         | 25%  | 25%   | 23%       | 12%    | 22%          | 38%     | 31%        | 23%   |

# Recall of Other Marketing Measures

- ❖ Word-of-mouth communications were common in most states, as were brochures/cards at stores.
- ❖ Other (non-ad) communication types varied by state.

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



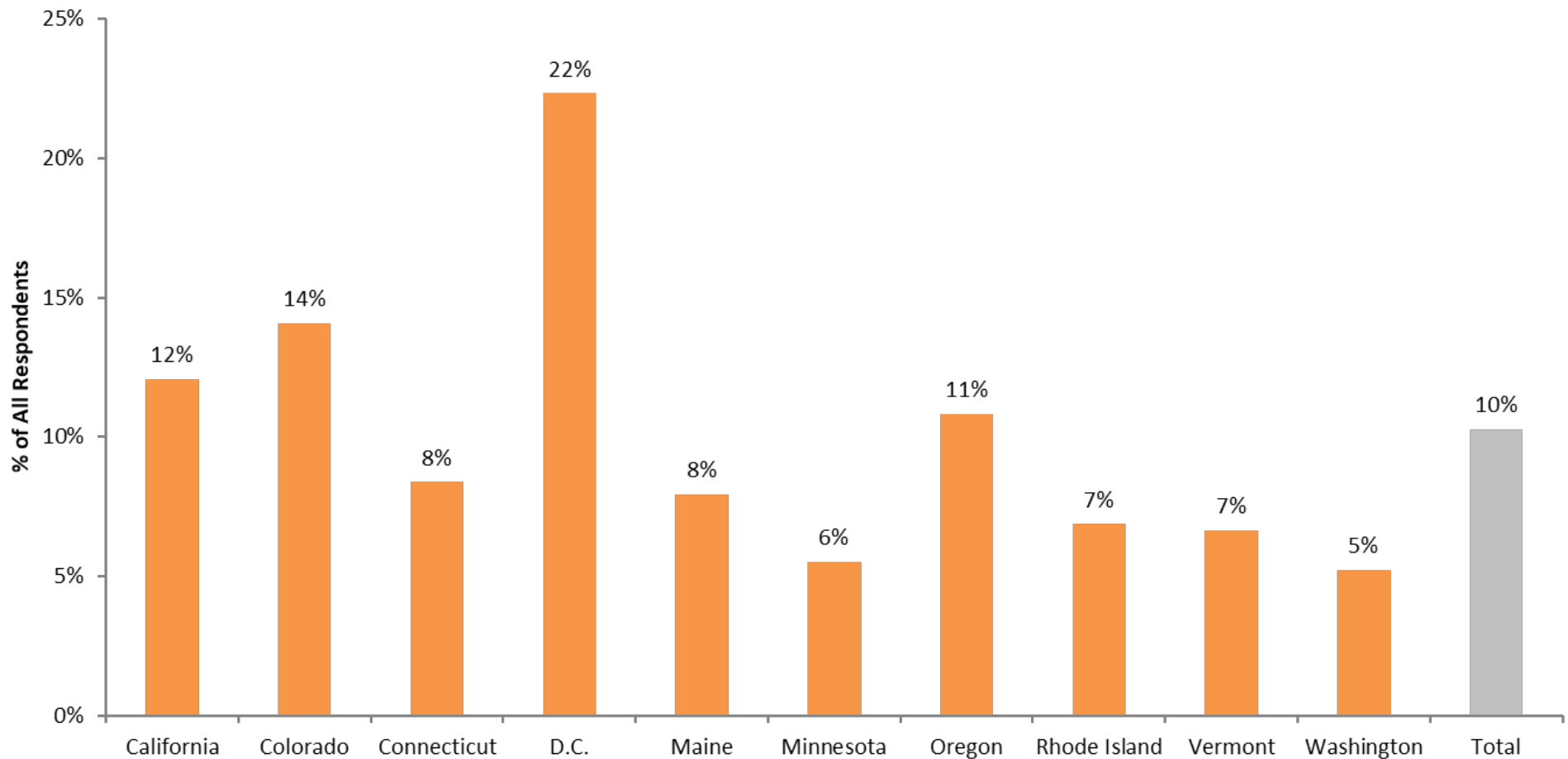
|   | California | Colorado | Connecticut | D.C. | Maine | Minnesota | Oregon | Rhode Island | Vermont | Washington | Total |
|---|------------|----------|-------------|------|-------|-----------|--------|--------------|---------|------------|-------|
| From a friend/relative/colleague                                      | 52%        | 54%      | 35%         | 52%  | 26%   | 24%       | 36%    | 17%          | 25%     | 61%        | 43%   |
| Brochure/card at a paint/hardware/lumber store                        | 30%        | 43%      | 30%         | 25%  | 26%   | 35%       | 32%    | 28%          | 13%     | 28%        | 29%   |
| From my local hazardous waste center or transfer station              | 37%        | 38%      | 22%         | 17%  | 35%   | 18%       | 32%    | 11%          | 25%     | 28%        | 28%   |
| Sign/poster at a paint/hardware/lumber store                          | 23%        | 41%      | 30%         | 20%  | 39%   | 29%       | 29%    | 17%          | 38%     | 17%        | 27%   |
| Facebook/social media   | 20%        | 22%      | 17%         | 29%  | 26%   | 24%       | 18%    | 11%          | 31%     | 28%        | 23%   |
| At one of PaintCare's one-day paint collection events                 | 20%        | 24%      | 9%          | 17%  | 26%   | 29%       | 14%    | 17%          | 31%     | 22%        | 20%   |
| From my own online research (e.g. searched "how to get rid of paint") | 18%        | 14%      | 30%         | 18%  | 13%   | 0%        | 11%    | 22%          | 13%     | 17%        | 16%   |
| Mailed information  | 10%        | 24%      | 9%          | 18%  | 22%   | 12%       | 11%    | 22%          | 6%      | 17%        | 15%   |
| None  | 8%         | 0%       | 4%          | 14%  | 9%    | 18%       | 4%     | 0%           | 13%     | 17%        | 9%    |
| Other*  | 1%         | 3%       | 4%          | 0%   | 4%    | 0%        | 0%     | 11%          | 6%      | 6%         | 3%    |

N=CA 71;CO 37;CT 23;DC 65;ME 23;MN 17;OR 28;RI 18;VT 16;WA 18;TOTAL 316

# Adjusted Marketing Recall for Entire Population

❖ Marketing initiative recall was highest in D.C.; lowest, in Minnesota and Washington.

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

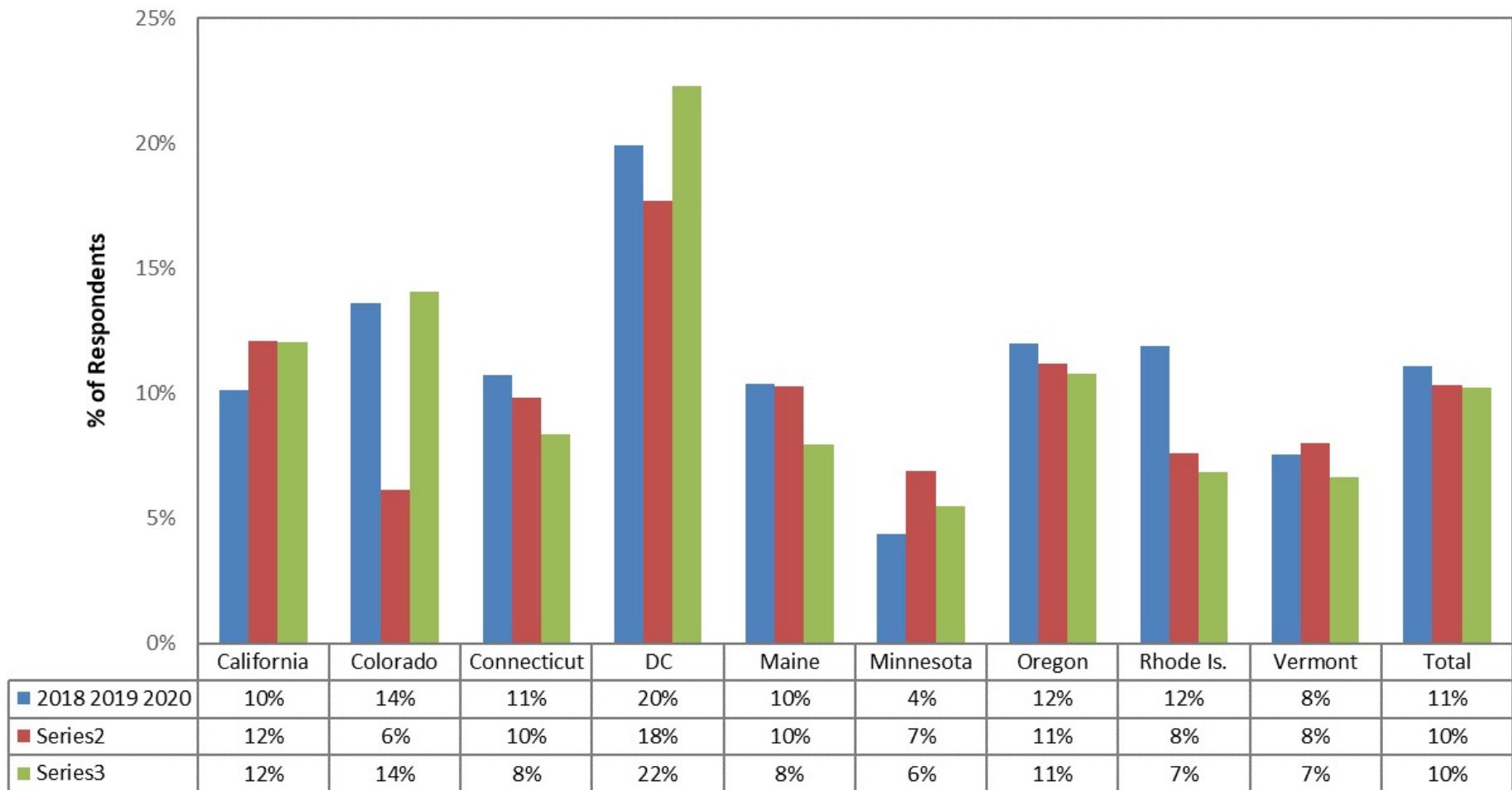


*\*my own online research, mailed information, Facebook/social media, my local hazardous waste center, sign/poster/brochure/card from a store, friend/relative/colleague*

## TREND: Adjusted Marketing Recall for Entire Population

- ❖ Marketing initiative recall has improved the most in Colorado and D.C.
- ❖ All other states saw modest gains or losses from last year.

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

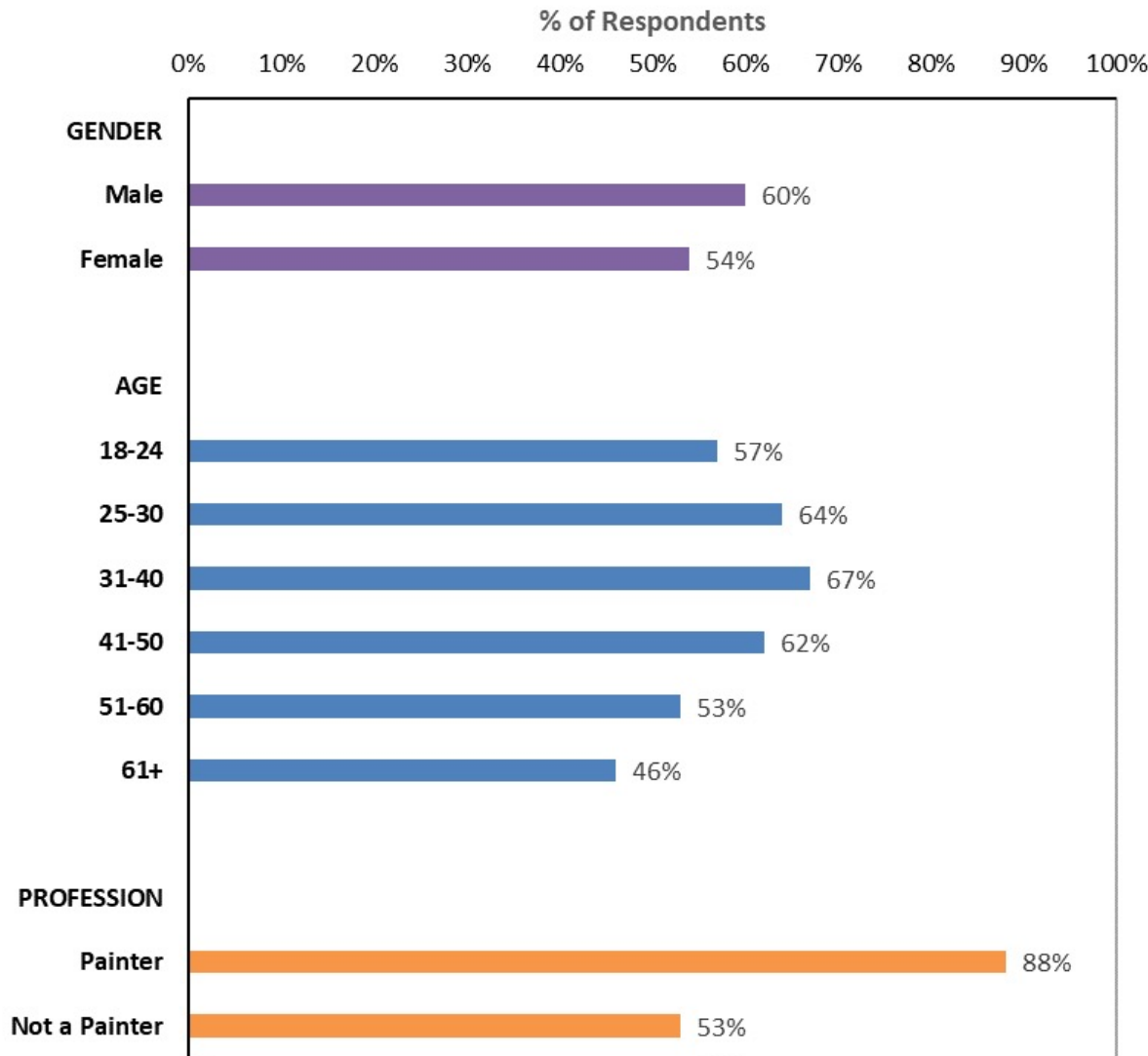




**CROSS-  
TABULATIONS  
FOR  
TARGET  
MARKETING**

# Consumer Behavior Cross Tabulations

## CROSS-TAB: Purchased Paint in Last Year

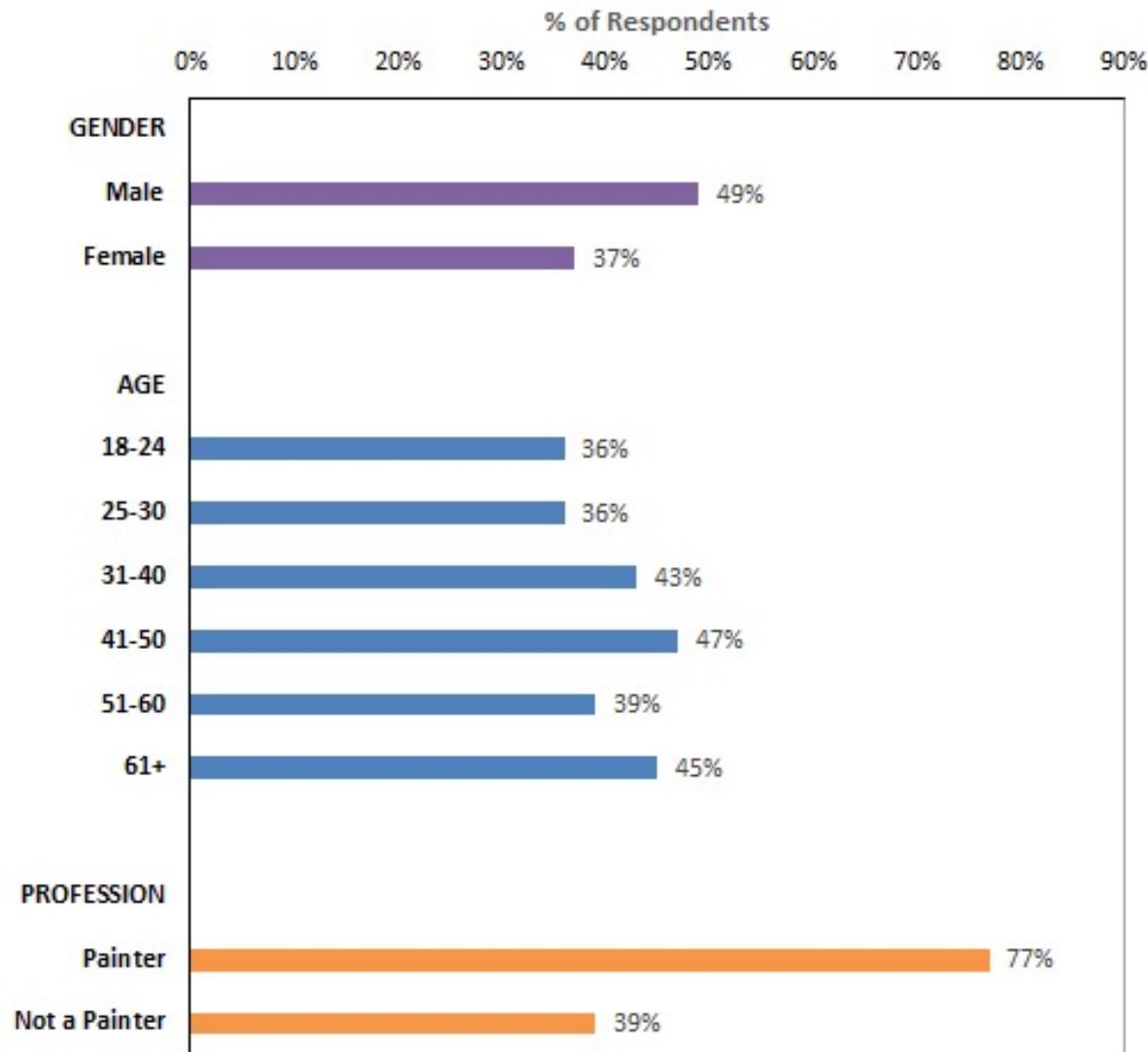


- ❖ Men purchased slightly more often than females in the last year. However, both genders are active and important to target to increase recycling knowledge.
- ❖ Those in the 31-40 age range bought paint most often in the last year.
- ❖ As expected, professional painters purchased more often in the last year than non-professionals.

*Demographic characteristics of professional painters include: 69% men / 29% women, median age 31-40, median income \$50-99K, 62% White / 13% Black / 13% Latino or Hispanic / 9% Asian.*

# Awareness/Engagement Cross Tabulations

## CROSS-TAB: Aware of Paint Recycling

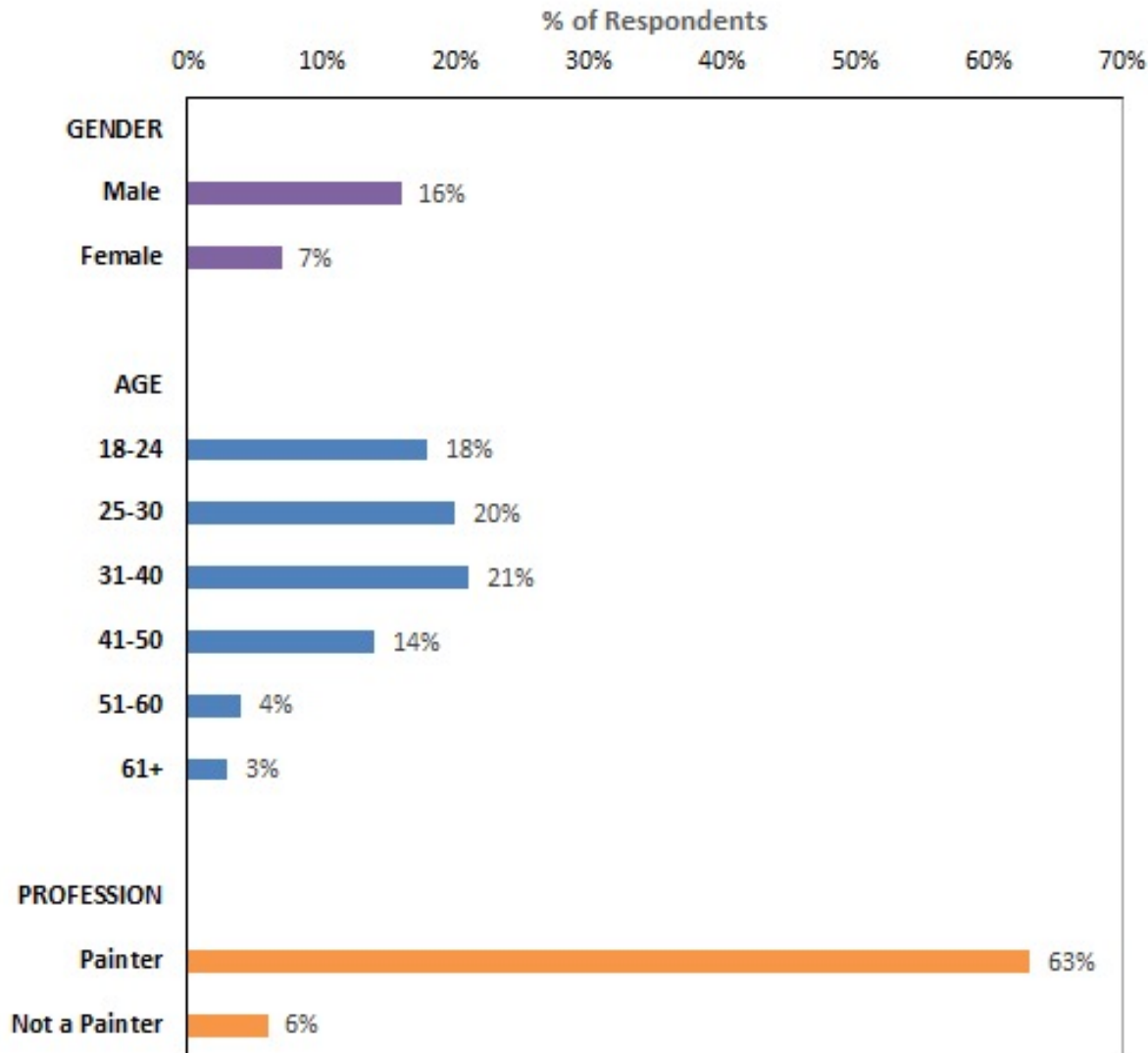


- ❖ Men are significantly more likely to know that paint can be recycled than women.
- ❖ In general, recycling knowledge increases with age.
- ❖ Professional painters are about twice as likely to know that paint can be recycled.

*Demographic characteristics of professional painters include: 69% men / 29% women, median age 31-40, median income \$50-99K, 62% White / 13% Black / 13% Latino or Hispanic / 9% Asian.*

# Advertising/Marketing Cross Tabulations

## CROSS-TAB: Heard of PaintCare



- ❖ More than twice as many men have heard of PaintCare than women.
- ❖ Awareness of PaintCare generally decreases with age.
- ❖ Professional painters are MUCH more aware of PaintCare than non-professionals.

*Demographic characteristics of professional painters include: 69% men / 29% women, median age 31-40, median income \$50-99K, 62% White / 13% Black / 13% Latino or Hispanic / 9% Asian.*



# APPENDIX: STATE HIGHLIGHTS

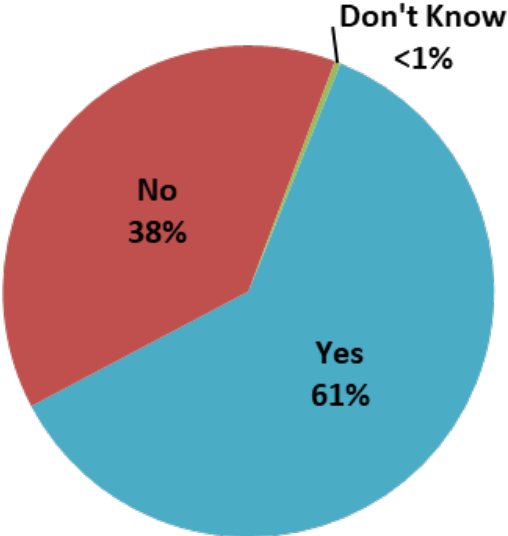


# Colorado

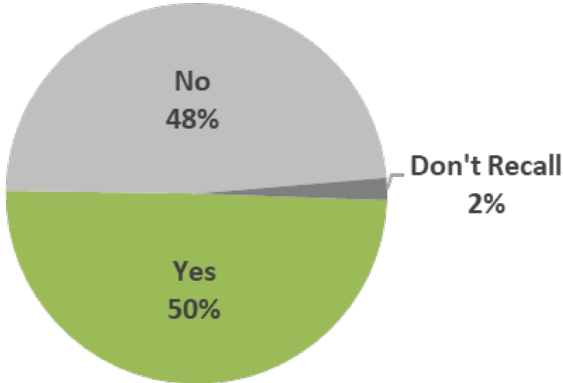
# Colorado Highlights

- ❖ 61% of those surveyed have purchased in the last year. Half of them were helped by the store in determining needs. Almost two-thirds took measurements themselves.

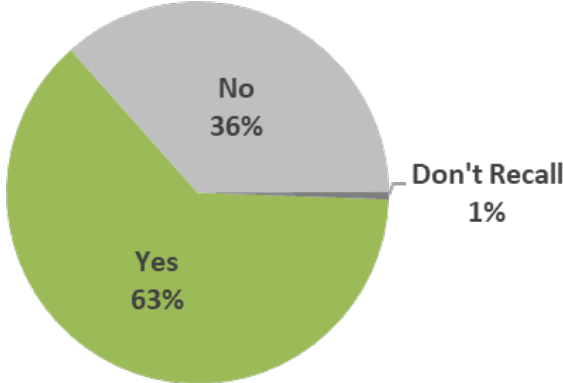
*Have you purchased paint in the last year?*



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

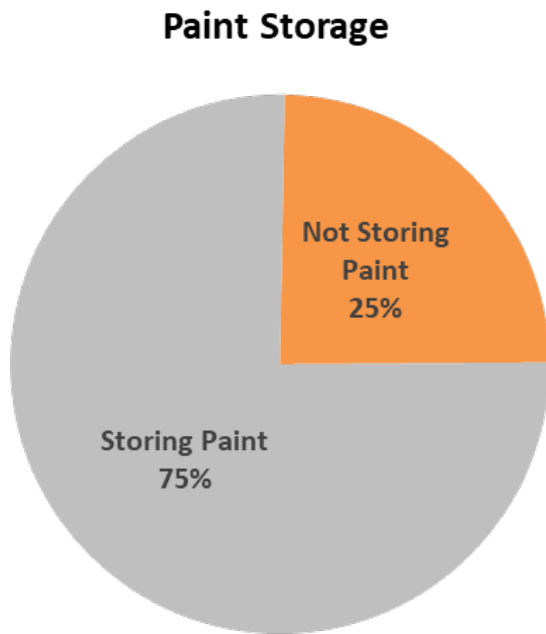


*Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed for the project?*

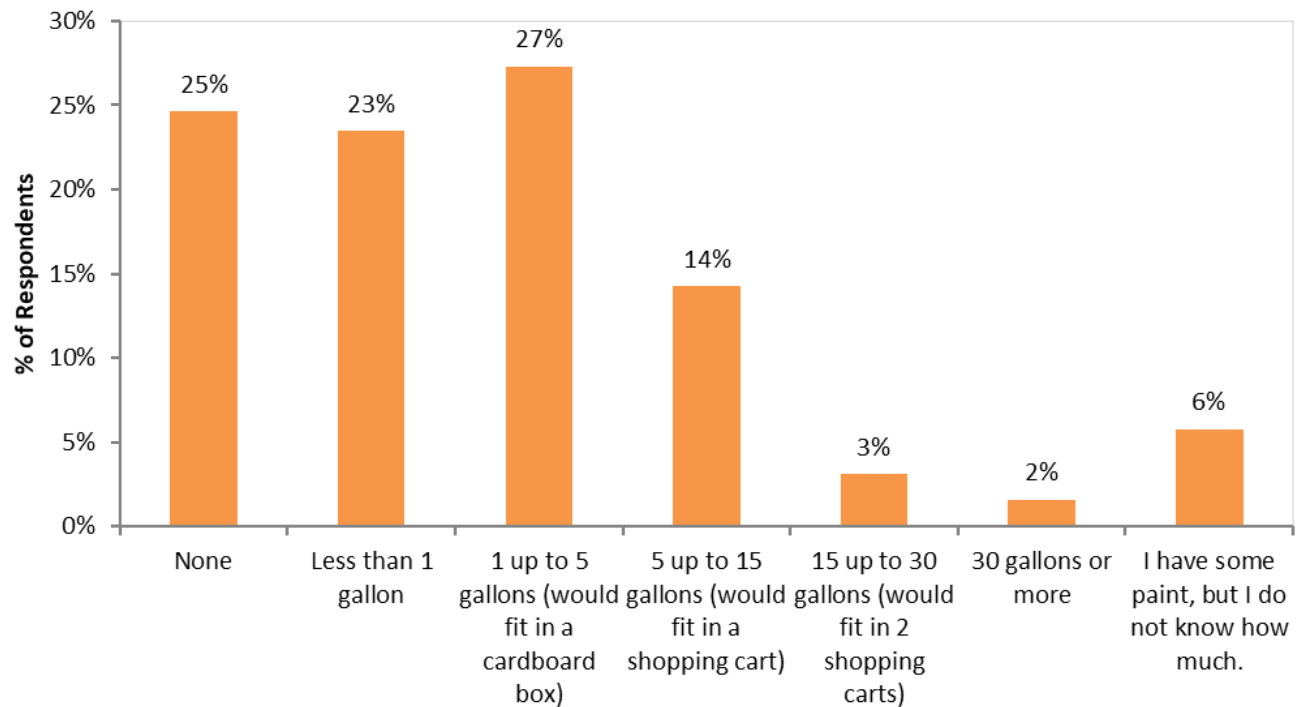


# Colorado Highlights

- ❖ A quarter of respondents were NOT storing paint at home or at their business (i.e., three quarters were).
- ❖ The median amount of paint stored is “1 to 5 gallons.”

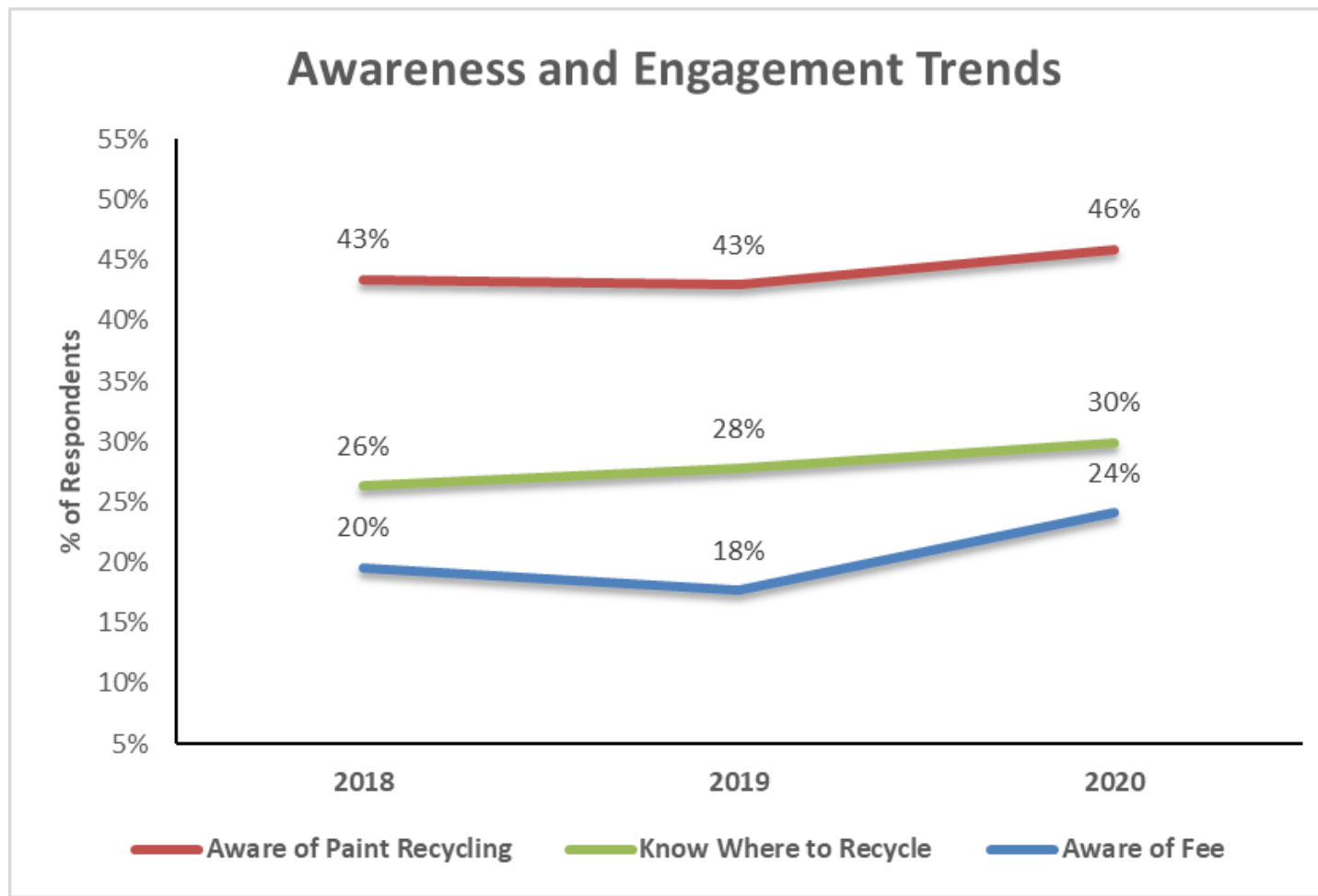


**How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?**



## Colorado Highlights

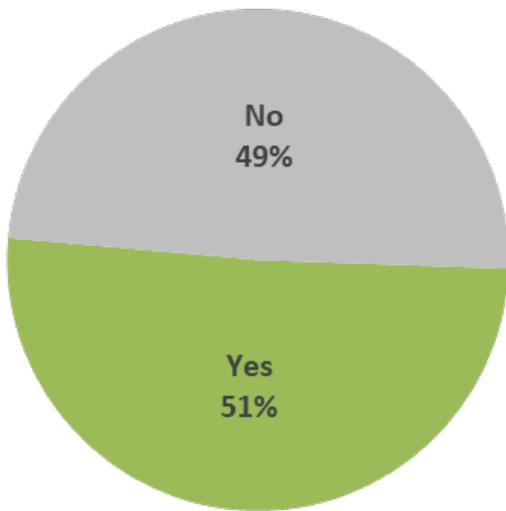
- ❖ In 2020, 46% of consumers were aware of paint recycling.
- ❖ Fewer were aware of the finer details of paint recycling -- 30% knew where to recycle; 24% were aware of the fee added to paint purchases for future recycling.
- ❖ In general, Colorado is seeing upward trends in all metrics.



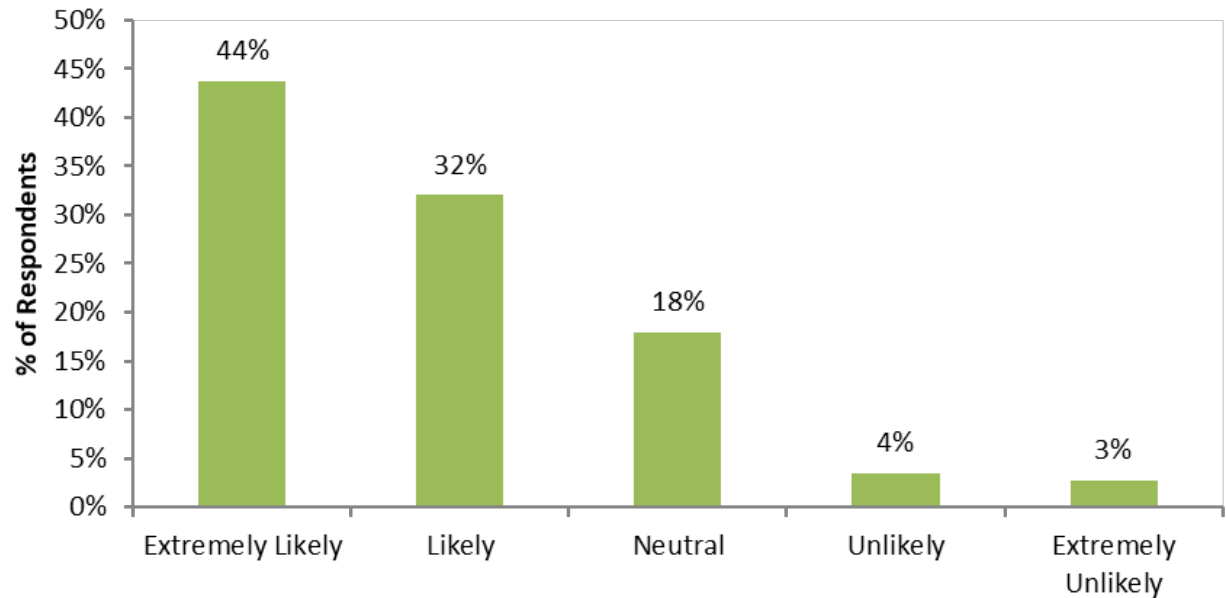
# Colorado Highlights

- ❖ 44% of respondents said they would be extremely likely to recycle paint in the future.
- ❖ Another 32% said they are likely to recycle in the future.
- ❖ Since future intentions exceed past behavior, there is reason for optimism.

*Have you ever taken paint somewhere to be recycled?*



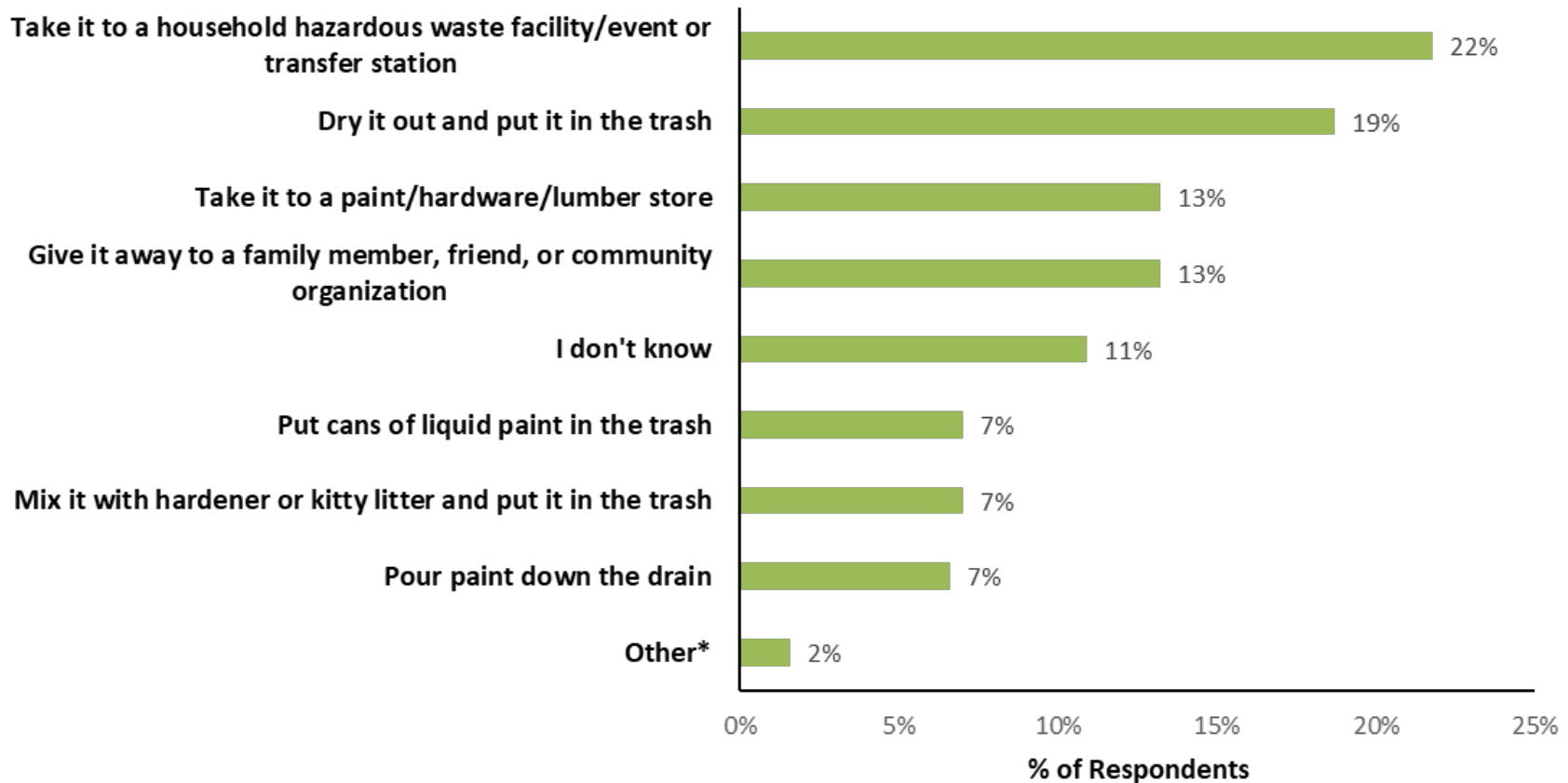
*How likely will you recycle next time you have paint to dispose?*



## Colorado Highlights

- ❖ 35% of respondents said they would take unwanted paint to a HHW facility/event or a retail store in the future.
- ❖ 14% 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?***



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

Allows VOC to stay out of air

Am trying to be careful about climate change

Avoid filling up landfills with potentially unsafe products; products that do not or do not easily decompose

Because it's the environmentally responsible thing to do

better than pouring it down the drain.

Clear space at home

Color discontinued

Dispose of it responsibly

Do not like to waste anything

Easy to do

Good idea

I don't need anymore motivation than knowing that something can be used again. It is a good thing all around.

I like to take care of my home and if recycling is made easy I will always choose to reuse or recycle

If I can recycle something I will, better than it going in a landfill and polluting our planet

If the paint is not used at home, it will have a bad smell, which is not good for the body and is not environmentally friendly

it is a right thing to do. Good for all concerned and it does not harm the environment.

It's the law, I think.

It's toxic and I want to dispose it properly.

Just to not have it laying around

My children living here after i pass

Not put toxins in air

Not to add to landfills or hazardous waste to the environment.

Proper disposal for the benefit of the planet

So that it can be reused

TO help keep America Beautiful and Toxic free as possible.

To help the environment. Plus I'm curious how u go about recycling paint

Yes i use the product which can be recycling in future as well as i also suggested in my friends family and friends circle.



Notes:

Online surveys conducted using SurveyMonkey. Blue numbers indicate the number of responses received. Questions 3, 5, and 11 allowed more than one answer; percentages are calculated using the number of people. 0 indicates the question was asked, but there were no responses for that answer.

| 2016    |       | 2018    |       | 2019    |       | 2020    |       |
|---------|-------|---------|-------|---------|-------|---------|-------|
| Percent | Count | Percent | Count | Percent | Count | Percent | Count |

**1. How do you estimate how much paint is needed for a job?**

|  | 51 |    | 50 |    | 36 |    | 63 |    |
|--|----|----|----|----|----|----|----|----|
| Take measurements and calculate coverage myself                            | 78 | 40 | 68 | 34 | 47 | 17 | 38 | 24 |
| Take measurements and ask for help from my supplier/paint store            | 14 | 7  | 18 | 9  | 31 | 11 | 37 | 23 |
| I don't take measurements or do calculations, because I do it all the time | 8  | 4  | 10 | 5  | 17 | 6  | 21 | 13 |
| Other (please specify)   | 0  | 0  | 4  | 2  | 6  | 2  | 5  | 3  |

**2. How much leftover or unwanted paint do you have (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?**

|                       | 53 |    | 58 |    | 36 |    | 63 |    |
|-----------------------|----|----|----|----|----|----|----|----|
| None                  | 11 | 6  | 38 | 22 | 28 | 10 | 13 | 8  |
| 1-25 gallons          | 58 | 31 | 50 | 29 | 44 | 16 | 65 | 41 |
| 26-50 gallons         | 21 | 11 | 9  | 5  | 17 | 6  | 16 | 10 |
| 50-100 gallons        | 9  | 5  | 2  | 1  | 8  | 3  | 6  | 4  |
| More than 100 gallons | 0  | 0  | 2  | 1  | 3  | 1  | 0  | 0  |

**3. Where did the paint come from? (choose all that apply)**

|  | 47 |    | 50 |    | 44 |    | 80 |    |
|--|----|----|----|----|----|----|----|----|
| It was left over from one or more jobs             | 66 | 31 | 50 | 25 | 27 | 12 | 43 | 34 |
| It was at the company when I started               | 17 | 8  | 16 | 8  | 20 | 10 | 21 | 17 |
| Customers asked me to take away their old paint    | 43 | 20 | 22 | 11 | 18 | 9  | 23 | 18 |
| My company bought the wrong type or color of paint | 21 | 10 | 8  | 4  | 8  | 4  | 10 | 8  |
| I don't remember                                   | 2  | 1  | 4  | 2  | 14 | 7  | 4  | 3  |
| Other (please specify)                             | 0  | 0  | 0  | 0  | 4  | 2  | 0  | 0  |

**4. In the past, how have you disposed of leftover or unwanted paint?**

|   | 53 |    | 58 |    | 36 |    | 44 |    |
|---|----|----|----|----|----|----|----|----|
| Poured paint down the drain                                     | 8  | 4  | 2  | 1  | 0  | 0  | 0  | 0  |
| Put cans of liquid paint in the trash                           | 6  | 3  | 2  | 1  | 3  | 1  | 7  | 3  |
| Dried it out and put it in the trash                            | 9  | 5  | 5  | 3  | 17 | 6  | 20 | 9  |
| Stored the paint for future projects or jobs                    | 32 | 17 | 33 | 19 | 36 | 13 | 27 | 12 |
| Took it to a paint, hardware, or lumber store                   | 13 | 7  | 19 | 11 | 6  | 2  | 5  | 2  |
| Took it to a household hazardous waste event or facility        | 13 | 7  | 9  | 5  | 14 | 5  | 11 | 5  |
| A commercial hazardous waste services company picked it up      | 0  | 0  | 3  | 2  | 6  | 2  | 5  | 2  |
| Took it to a local paint recycling company                      | 4  | 2  | 12 | 7  | 3  | 1  | 11 | 5  |
| Gave it away to family, friends, or a community organization    | 9  | 5  | 7  | 4  | 3  | 1  | 7  | 3  |
| Left it behind when I moved                                     | 4  | 2  | 3  | 2  | 6  | 2  | 0  | 0  |
| I don't remember what I did with the leftover or unwanted paint | 0  | 0  | 2  | 1  | 0  | 0  | 7  | 3  |
| I have never stored or disposed of leftover or unwanted paint   | 2  | 1  | 0  | 0  | 8  | 3  | 0  | 0  |
| Other (please specify)  | 0  | 0  | 3  | 2  | 0  | 0  | 0  | 0  |

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

|  | 53 |    | 81 |    | 51 |    | 112 |    |
|--|----|----|----|----|----|----|-----|----|
| Pour paint down the drain  | 8  | 4  | 1  | 1  | 4  | 2  | 2   | 2  |
| Put cans of liquid paint in the trash                              | 11 | 6  | 1  | 1  | 10 | 5  | 4   | 5  |
| Dry it out and put it in the trash                                 | 15 | 8  | 12 | 10 | 8  | 4  | 15  | 17 |
| Take it to a paint store   | 23 | 12 | 27 | 22 | 20 | 10 | 13  | 15 |
| Take it to a household hazardous waste event or facility           | 26 | 14 | 17 | 14 | 16 | 8  | 19  | 21 |
| Hire a commercial hazardous waste services company to pick it up   | 8  | 4  | 6  | 5  | 10 | 5  | 6   | 7  |
| Find a PaintCare location  | NA | NA | NA | NA | 6  | 3  | 8   | 9  |
| Take it to a local paint recycling company                         | 40 | 21 | 19 | 15 | 4  | 2  | 17  | 19 |
| Give it away to a family member, friend, or community organization | 21 | 11 | 16 | 13 | 12 | 6  | 12  | 13 |
| I don't know   | 2  | 1  | 0  | 0  | 12 | 6  | 4   | 4  |
| Other (please specify)   | 0  | 0  | 0  | 0  | 0  | 0  | 0   | 0  |

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

|     | 53 |    | 58 |    | 36 |    | 62 |    |
|-----|----|----|----|----|----|----|----|----|
| Yes | 79 | 42 | 84 | 49 | 53 | 19 | 65 | 40 |
| No  | 21 | 11 | 16 | 9  | 47 | 17 | 35 | 22 |

**7. Have you ever taken paint to be recycled/disposed? If yes, when?**

|   | 53 |    | 58 |    | 36 |    | 44 |    |
|---|----|----|----|----|----|----|----|----|
| No                                      | 25 | 13 | 34 | 20 | 47 | 17 | 0  | 0  |
| Yes, at some point during the past year | 47 | 25 | 41 | 24 | 31 | 11 | 50 | 22 |
| Yes, more than one year ago             | 28 | 15 | 24 | 14 | 22 | 8  | 50 | 22 |

**8. Are you aware that when you buy paint in Colorado, there is a small fee added to the price to fund a paint recycling program?**

|     | NA |  | NA |  | 36 |    | 62 |    |
|-----|----|--|----|--|----|----|----|----|
| Yes |    |  |    |  | 47 | 17 | 56 | 35 |

|    |  |  |  |  |    |    |    |    |
|----|--|--|--|--|----|----|----|----|
| No |  |  |  |  | 53 | 19 | 44 | 27 |
|----|--|--|--|--|----|----|----|----|

**9. Did you know that PaintCare offers a large volume pickup service for businesses with 200 gallons or more of paint (measured by container size) at no additional cost?**

|     |  |  |  |  |    |    |    |    |
|-----|--|--|--|--|----|----|----|----|
|     |  |  |  |  | NA | NA | 36 | 62 |
| Yes |  |  |  |  | 25 | 9  | 44 | 27 |
| No  |  |  |  |  | 75 | 27 | 56 | 35 |

**10. What type of professional painter are you?**

|   |    |    |    |    |    |    |    |    |
|---|----|----|----|----|----|----|----|----|
|   |    |    |    |    | 53 | 58 | 37 | 64 |
| Residential house painter   | 40 | 21 | 33 | 19 | 51 | 19 | 28 | 18 |
| I am a commercial painting contractor                               | 8  | 4  | 7  | 4  | 8  | 3  | 11 | 7  |
| Residential and commercial painting contractor                      | 32 | 17 | 29 | 17 | 11 | 4  | 19 | 12 |
| Industrial painting contractor                                      | 8  | 4  | 2  | 1  | 0  | 0  | 5  | 3  |
| Part of a property maintenance crew and paint on an as needed basis | 11 | 6  | 16 | 9  | 19 | 7  | 20 | 13 |
| Other   | 2  | 1  | 14 | 8  | 11 | 4  | 17 | 11 |

**11. Which county or counties in Colorado do you primarily work in? (choose all that apply)**

|             |    |    |    |    |     |     |     |     |
|-------------|----|----|----|----|-----|-----|-----|-----|
|             |    |    |    |    | 175 | 165 | 108 | 163 |
| Adams       | 6  | 10 | 7  | 11 | 6   | 7   | 6   | 9   |
| Alamosa     | 1  | 1  | 1  | 1  | 4   | 4   | 2   | 4   |
| Arapahoe    | 5  | 8  | 7  | 12 | 9   | 10  | 9   | 15  |
| Archuleta   | 1  | 2  | 1  | 1  | 3   | 3   | 1   | 2   |
| Baca        | 1  | 1  | 1  | 1  | 1   | 1   | 2   | 3   |
| Bent        | 1  | 1  | 0  | 0  | 1   | 1   | 1   | 2   |
| Boulder     | 6  | 11 | 8  | 13 | 6   | 7   | 6   | 10  |
| Broomfield  | 5  | 8  | 5  | 8  | 4   | 4   | 4   | 6   |
| Chaffee     | 1  | 1  | 0  | 0  | 0   | 0   | 2   | 3   |
| Cheyenne    | 1  | 1  | 0  | 0  | 2   | 2   | 1   | 2   |
| Clear Creek | 1  | 2  | 1  | 2  | 1   | 1   | 3   | 5   |
| Conejos     | 1  | 1  | 1  | 1  | 0   | 0   | 1   | 1   |
| Costilla    | 1  | 1  | 0  | 0  | 0   | 0   | 1   | 1   |
| Crowley     | 1  | 1  | 0  | 0  | 0   | 0   | 2   | 4   |
| Custer      | 1  | 2  | 0  | 0  | 0   | 0   | 1   | 2   |
| Delta       | 1  | 1  | 1  | 1  | 3   | 3   | 1   | 2   |
| Denver      | 14 | 24 | 12 | 20 | 12  | 13  | 10  | 16  |
| Dolores     | 1  | 1  | 1  | 1  | 0   | 0   | 0   | 0   |
| Douglas     | 3  | 5  | 5  | 8  | 1   | 1   | 9   | 14  |
| Eagle       | 1  | 1  | 0  | 0  | 2   | 2   | 1   | 1   |
| Elbert      | 1  | 1  | 2  | 3  | 1   | 1   | 1   | 1   |
| El Paso     | 6  | 10 | 8  | 14 | 4   | 4   | 4   | 7   |
| Fremont     | 1  | 2  | 1  | 1  | 2   | 2   | 2   | 3   |
| Garfield    | 1  | 1  | 0  | 0  | 3   | 3   | 1   | 2   |
| Gilpin      | 1  | 2  | 1  | 2  | 0   | 0   | 1   | 1   |
| Grand       | 1  | 2  | 1  | 1  | 1   | 1   | 2   | 3   |
| Gunnison    | 1  | 1  | 0  | 0  | 0   | 0   | 2   | 4   |
| Hinsdale    | 1  | 2  | 0  | 0  | 0   | 0   | 1   | 1   |
| Huerfano    | 1  | 1  | 0  | 0  | 0   | 0   | 1   | 1   |
| Jackson     | 1  | 1  | 3  | 5  | 1   | 1   | 0   | 0   |
| Jefferson   | 5  | 9  | 5  | 9  | 5   | 5   | 4   | 7   |
| Kiowa       | 1  | 1  | 0  | 0  | 3   | 3   | 0   | 0   |
| Kit Carson  | 1  | 2  | 1  | 1  | 1   | 1   | 1   | 1   |
| Lake        | 1  | 2  | 1  | 1  | 1   | 1   | 1   | 2   |
| La Plata    | 1  | 1  | 1  | 1  | 1   | 1   | 1   | 2   |
| Larimer     | 3  | 6  | 5  | 9  | 4   | 4   | 1   | 2   |
| Las Animas  | 1  | 1  | 1  | 1  | 2   | 2   | 1   | 1   |
| Lincoln     | 1  | 1  | 2  | 3  | 0   | 0   | 1   | 1   |
| Logan       | 1  | 1  | 1  | 2  | 2   | 2   | 1   | 1   |
| Mesa        | 2  | 4  | 1  | 1  | 4   | 4   | 1   | 2   |
| Mineral     | 1  | 1  | 0  | 0  | 0   | 0   | 1   | 2   |
| Moffat      | 1  | 1  | 0  | 0  | 0   | 0   | 0   | 0   |
| Montezuma   | 1  | 2  | 1  | 1  | 0   | 0   | 0   | 0   |
| Montrose    | 1  | 1  | 1  | 1  | 2   | 2   | 0   | 0   |
| Morgan      | 1  | 1  | 0  | 0  | 1   | 1   | 0   | 0   |
| Otero       | 1  | 1  | 1  | 1  | 0   | 0   | 2   | 3   |
| Ouray       | 1  | 1  | 0  | 0  | 1   | 1   | 0   | 0   |
| Park        | 1  | 1  | 0  | 0  | 0   | 0   | 1   | 1   |
| Phillips    | 1  | 1  | 1  | 2  | 1   | 1   | 1   | 1   |
| Pitkin      | 1  | 1  | 1  | 1  | 0   | 0   | 1   | 1   |
| Prowers     | 1  | 1  | 2  | 3  | 1   | 1   | 0   | 0   |
| Pueblo      | 3  | 5  | 4  | 6  | 0   | 0   | 2   | 3   |
| Rio Blanco  | 1  | 1  | 1  | 1  | 2   | 2   | 1   | 2   |
| Rio Grande  | 1  | 1  | 1  | 2  | 1   | 1   | 0   | 0   |

|            |   |   |   |   |   |   |   |   |   |
|------------|---|---|---|---|---|---|---|---|---|
| Routt      | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Saguache   | 1 | 2 | 0 | 0 | 0 | 0 | 1 | 1 |   |
| San Juan   | 1 | 1 | 1 | 2 | 1 | 1 | 0 | 0 |   |
| San Miguel | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |   |
| Sedgwick   | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |   |
| Summit     | 1 | 2 | 2 | 3 | 1 | 1 | 2 | 3 |   |
| Teller     | 1 | 2 | 1 | 1 | 1 | 1 | 0 | 0 |   |
| Washington | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |   |
| Weld       | 3 | 6 | 3 | 5 | 2 | 2 | 1 | 1 |   |
| Yuma       | 2 | 3 | 1 | 1 | 0 | 0 | 1 | 1 |   |

**12. What is your age?**

|                   | NA | 58 | 36 | 62 |    |    |    |
|-------------------|----|----|----|----|----|----|----|
| 18-30             |    | 33 | 19 | 44 | 16 | 24 | 15 |
| 31-40             |    | 36 | 21 | 33 | 12 | 35 | 22 |
| 41-50             |    | 14 | 8  | 14 | 5  | 13 | 8  |
| 51-60             |    | 10 | 6  | 6  | 2  | 11 | 7  |
| 61+               |    | 7  | 4  | 0  | 0  | 11 | 7  |
| Prefer not to say |    | 0  | 0  | 3  | 1  | 5  | 3  |



# 2020 Colorado Paint Store Mystery Shopper Calls

*prepared by*



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By location

By store type

## **Store Knowledge**

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PaintCare Program

Program Materials

Consumer Recycling Costs

## **Call Detail Report**


# Methodology

- ❖ Telephone calls were conducted with representatives from Colorado paint retailers in November 2020.
- ❖ A professional interviewer was used to pose as a consumer and ask questions about paint recycling.
- ❖ From these discussions, the interviewer established 8 key metrics:
  1. Did the store associate know leftover paint can be recycled? ...and if so,
  2. Was the associate aware that there is program for paint recycling?
  3. When asked the program's name, did the associate reference PaintCare?
  4. Does the store have any printed materials about the program?
  5. Was he/she able to specify where one would go to drop-off paint for recycling?
  6. Did the associate know that paint recycling was free at the time of drop off?
  7. Did the store associate know that there is a fee that's added onto paint purchases for recycling?
- ❖ The interviewer also recorded whether the person who handled the call had to ask another associate for information to answer the “shopper’s” question.
- ❖ In addition, open-ended comments were collected about how the program works, and what the respondent thought of PaintCare.
- ❖ 100 completed calls out of 546 Colorado paint stores allows us to be 90% confident that the measured results are +/- 7% from the true result.

Margin of error: **7.31%**

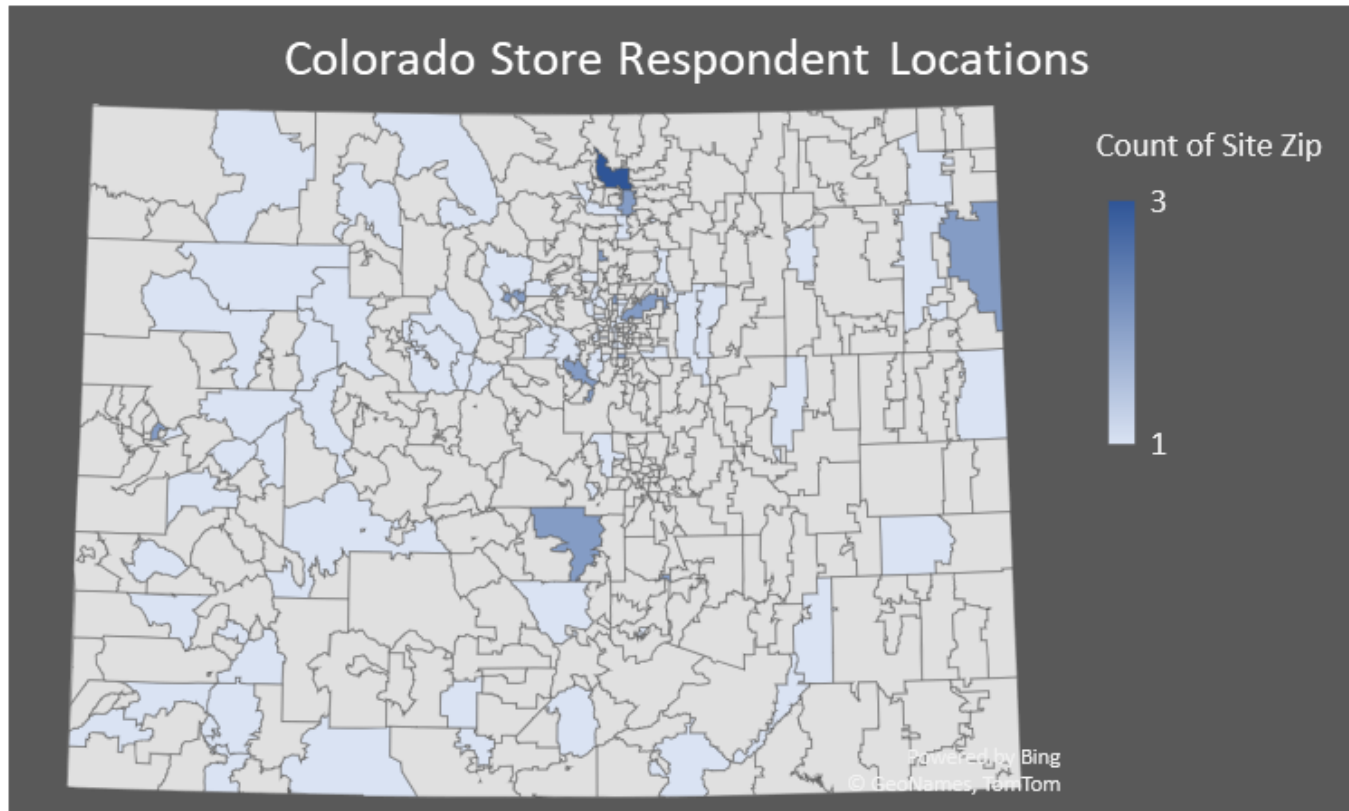
This means, in this case, there is a 90% chance that the real value is within  $\pm 7.31\%$  of the measured/surveyed value.

|                          |     |   |
|--------------------------|-----|---|
| Confidence Level: ?      | 90% | ▼   |
| Sample Size: ?           | 100 |   |
| Population Proportion: ? | 60% |   |
| Population Size: ?       | 546 | Leave blank if unlimited population size. |

**Calculate**  **Clear**

## Respondent Profiles - Locations

- ❖ Respondents were spread throughout the state of Colorado.
- ❖ Light blue zip code areas include 1 survey each; mid-blue, 2; dark blue, 3.



# Respondent Profiles – Retailer Types

- ❖ Sample was managed to complete surveys with a mix of chains/independents and drop-off/non-drop off locations.

| Store Type           | Number of Stores | Surveys Completed | Chains    | Independents | Dropoff Sites | Non-Dropoff Sites |
|----------------------|------------------|-------------------|-----------|--------------|---------------|-------------------|
| Chain Drop Off       | 147              | 43                | 43        |              | 43            |                   |
| Chain Non-Drop       | 405              | 15                | 15        |              |               | 15                |
| Independent Drop Off | 11               | 11                |           | 11           | 11            |                   |
| Independent Non-Drop | 81               | 31                |           | 31           |               | 31                |
| <b>Totals</b>        | <b>644</b>       | <b>100</b>        | <b>58</b> | <b>42</b>    | <b>54</b>     | <b>46</b>         |

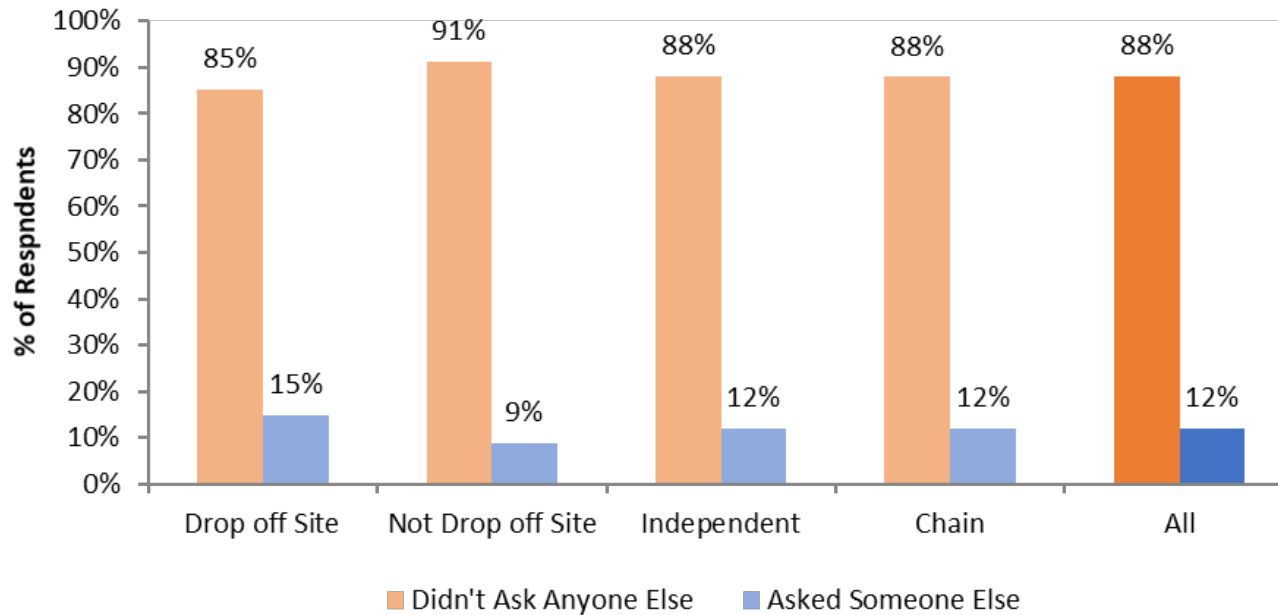
|                                   |                                  |   |                               |
|-----------------------------------|----------------------------------|---|-------------------------------|
| Clear Creek Supply                | Belcaro Paint and Decorating     | Choice Building Supply and Ace Hardware | Big Johns Ace Hardware        |
| M and M Decorating Center         | Ponderosa Paint Center           | Delta Ace Hardware                      | Norwood Ace Hardware          |
| Procoat Systems                   | Anchor Paint Co                  | Kroegers Ace Hardware                   | Fullmers Ace Hardware         |
| Mcilvain Family Corp              | Lucas Paint                      | Mile High Ace Hardware                  | Reunion Ace Hardware          |
| Dolores General Store             | Alpine Paint Co                  | Downtown Ace Hardware                   | Gypsum Ace Hardware           |
| Post Commissary                   | Paonia Farm and Home Supply      | Fraser Valley Ace Hardware              | Timberline Builders Supply    |
| Wray Lumber Co                    | Hofmeister Building Center       | Country Ace Hardware                    | Diamond Vogel                 |
| Western Hardware                  | Manweiler Hardware               | Ace Hardware of Clifton                 | Diamond Vogel                 |
| Cripple Creek Hardware and Supply | Arvada West Decorating Center    | Johnstown Ace Hardware                  | Diamond Vogel                 |
| Pronghorn Country                 | Mountain High Paint              | Green Mountain Ace Hardware             | Diamond Vogel                 |
| Foxworth Galbraith Lumber         | Wylies Paint Store               | Lake Ridge Ace Hardware                 | Diamond Vogel                 |
| Northside Paint and Decorating    | Bergen Park Paint and Decorating | Ace Hardware Longmont                   | Diamond Vogel                 |
| Colors Inc                        | Bergen Park At Conifer           | Valley Hardware                         | Ninth Avenue Hardware Co      |
| D and S Paint Center              | The Paint Bucket                 | Indian Peaks Ace Hardware               | Greatwood Lumber and Hardware |
| Trinidad Builders Supply          | Summit Paint and Stain           | Nucla Co-op Country Store               | Herman Lumber                 |
| Hometown Auto and Hardware        | Casa Verde Paint                 | Palisade Co op Country Ace              | Collbran Supply               |
| Monte Vista Co op                 | Gone for Good Drop-Off Warehouse | Timberline Ace Hardware                 | MJK Sales and Feed            |
| G4 Coatings                       | Alpine Paint Co                  | Ace Hardware of Thornton                | A and A Tradin Post Hardware  |
| Juniper Paints                    | Noco Paint 7 Design              | Vail Valley Ace Hardware                | Poudre Valley Coop            |
| Silverton Hardware                | Ace Hardware at Westwoods        | Valley Ace Hardware                     | La Jara Trading Post          |
| Eads Auto Supply and Hardware     | Sonnys Ace Home Center           | Quality Farm and Ranch Center           | La Junta Trading Co           |
| Big Tool Box                      | Ace Hardware of Carbondale       | Quality Farm and Ranch Center           | Ace Hardware of Jewell Sq     |
| Farm and Home Lumber              | Big Johns Ace                    | Greenhorn Valley Ace                    | Columbine Ace Hardware        |
| Alpine Lumber                     | Commerce City Ace Hardware       | Terrys Ace Hardware                     | Kipling Ace Hardware          |
| Ponderosa Paint Center            | Aspen Park Hardware              | Standley Shores Ace Hardware            | Littleton Ace Hardware        |



## Respondent Profiles – Store Call Handler Preparedness

- ❖ At times, those who answered the call in the paint department were not knowledgeable about paint recycling and had to ask a colleague for help with questions.
- ❖ 12% of associates asked someone else, about the same as in 2019 (11%).
- ❖ Results were similar in all segments.

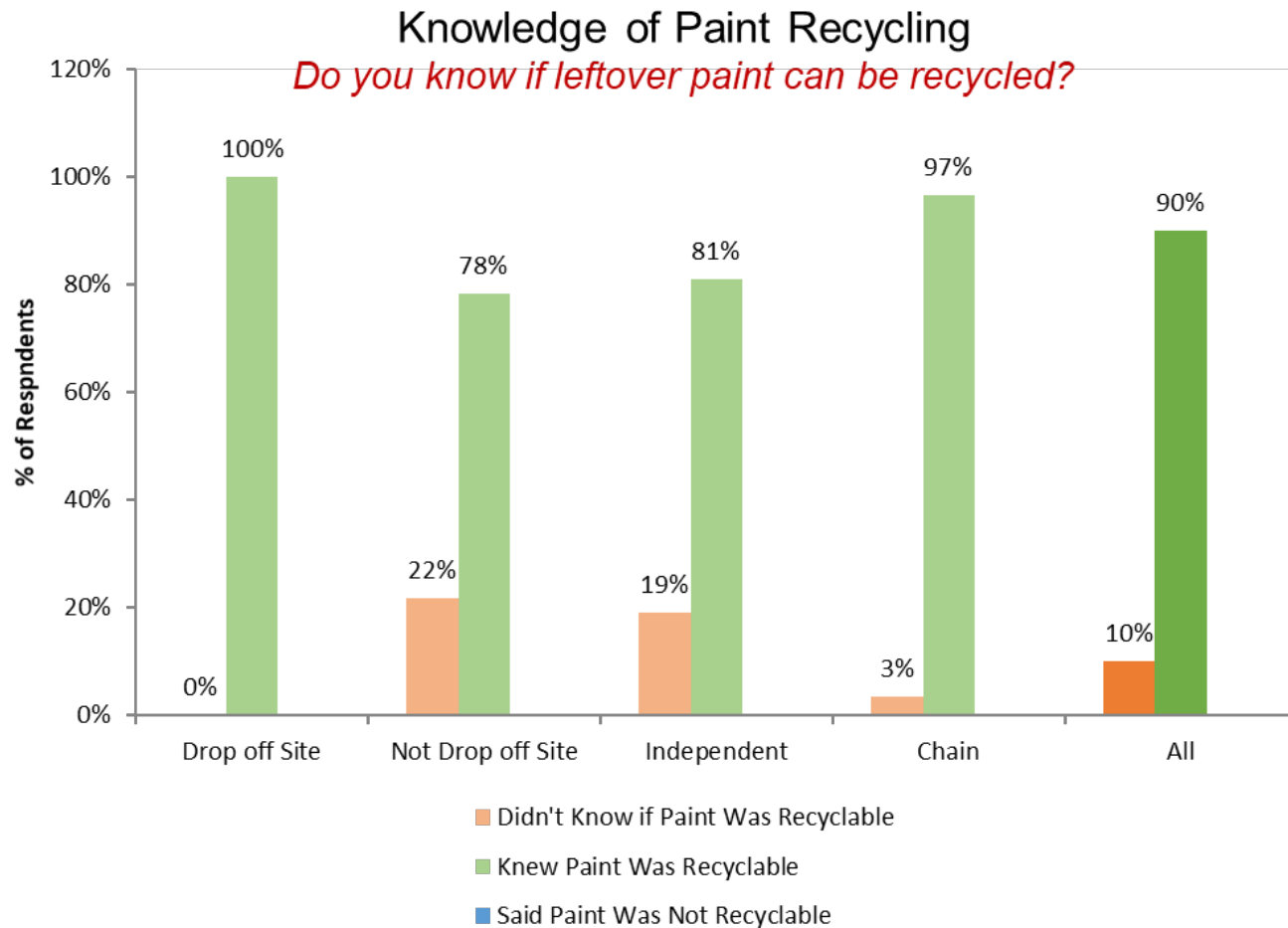
*Did associate have to transfer the call, or ask anyone else to help answer questions?*



# STORE KNOWLEDGE

# Did the store associate know leftover paint can be recycled?

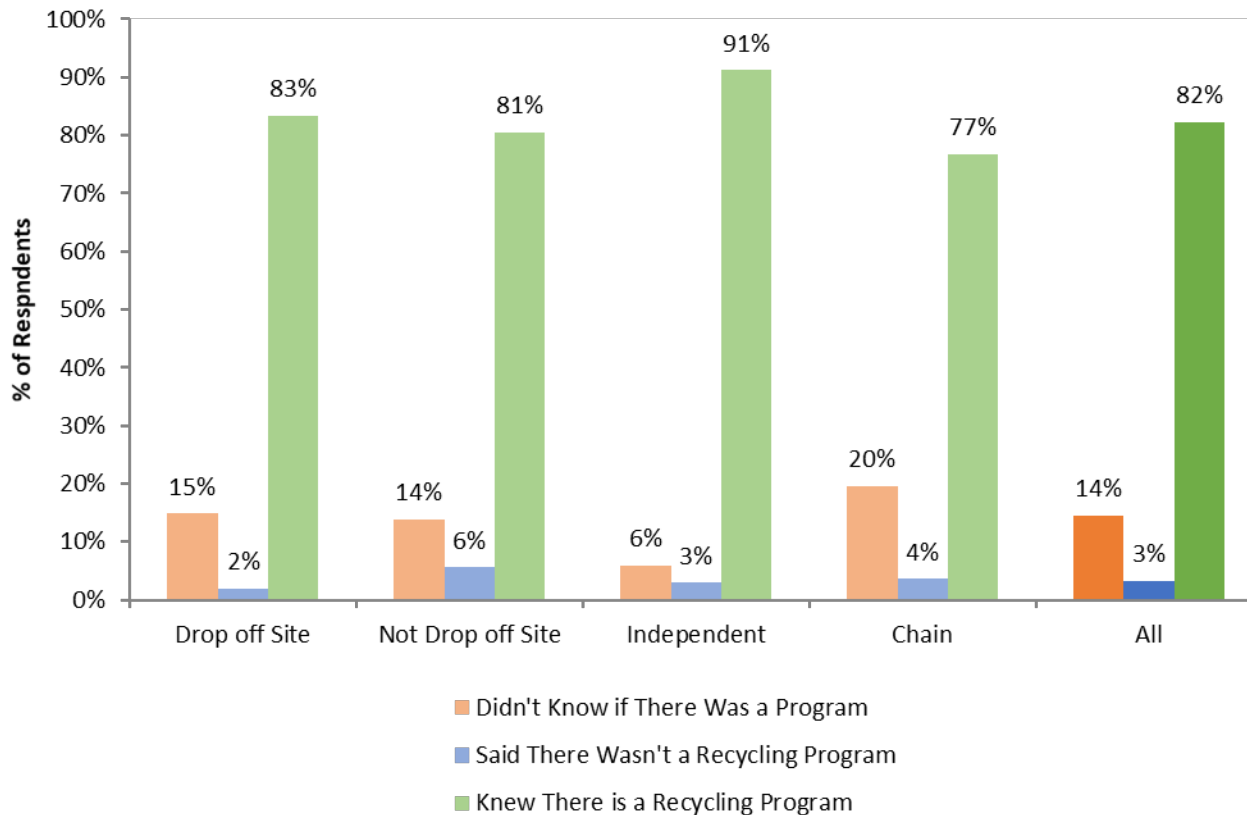
- ❖ 90% of paint store associates said that leftover paint COULD be recycled (versus 87% last year).
- ❖ Knowledge was higher at drop off locations than non-drop off locations (to be expected).
- ❖ Chains were more knowledgeable than independents.
- ❖ Importantly, NO respondents said that paint could not be recycled in 2020 (versus 5% in 2019).



# Was the associate aware that there is program for paint recycling?

- ❖ Among those aware of paint recycling, 82% were aware that there was a program in place to recycle paint (versus 78% in 2019).
- ❖ Drop off sites and non-drop off locations were statistically similar.
- ❖ Awareness was highest among independents; lowest, chain stores.

Awareness of Paint Recycling Program  
*Is there some sort of program for paint recycling?*



## How did the associate describe the way the program works?

| Comments | How it Works   |
|----------|--|
|          | go to front door, plastic flaps for receiving is where you will find recycling   |
|          | bring it into store, if you need help we can carry some for you.   |
|          | bring it in to store; restrictions, epoxy and aerosol  |
|          | dro box in garage; no cost to recycle them   |
|          | go to the yard and rop off the cans in the recycle bins  |
|          | just bring it in and we will handle  |
|          | warehouse back in building dock, just leave it there and it will be picked up  |
|          | original bottle w/label; bin; recycle truck picks it up  |
|          | to recycle, need original container, no aerosol, no solvents   |
|          | 4x4 bins; once its full, call for a pickup   |
|          | drop off in front/bin. We are a dropoff location. State run program.   |
|          | Home Depot has drop off area; no old base accepted; don't know much about it   |
|          | call Benjamin Moore or Sherwin Williams and they can give you information; really don't know much because we don't do it here. |
|          | bring it to store that collects it for recycling   |
|          | call ahead to Sherwin Williams or Benjamin Moore and make sure they are accepting cans for recycling.                          |
|          | Colorado Blvd. accepts up to 5 gallons a day; helps people but it's a hassle   |
|          | usually you can take it to a designated drop off spot and they will take it from there   |
|          | We don't do it here; around town you can find dropoff locations; google for locations  |
|          | Other location collects the paint; also try paintcare.org  |
|          | Sherwin Williams handles the process; very easy  |
|          | go down to the front desk; they will guide you to drop off area  |
|          | just drop off your paint to be recycled at Sherwin Williams; they are a drop off center  |
|          | go to website <a href="http://www.paintcare.org">www.paintcare.org</a> for drop off sites or call 855-724-6809                 |
|          | Sherwin Williams and ACE have more information; we don't recycle here.   |

## How did the associate describe the way the program works? (cont.)

Sherwin Williams handles it. Cost covered by tax.

Granby location - Ace; left side back shed

Taking paint again at Sherwin Williams

Sherwin Williams and ACE will take it for you; I don't have a lot of information on it.

up to 5 gallons; Ace Stern

Keystone transfer center prepay

go to website to find more info on where to drop off

drop off

we take ours to landfill or call Sherwin Williams

Jack's Sherwin Williams, they take it for you; call ahead to make sure they have room

bring cans in and we will take care of it

water based and oil; no solvents; no spray cans; 3 big bins

container fills up and an outside company collects the paint; just bring it in.

bring it in if you can carry it; otherwise the guys can help; it's a statewide program and we participate

we are full right now but normally you bring it here and we collect it in a big bin, then we get it picked up.

clean harbours comes and picks it up from our store

regular latex sealed with label

need only label, no spray paint; we are a drop off location

we are full now; usually bring it in and it is collected

shopping cart behind paint desk for pick-up; recycle and reuse

bring it in; take it to back; it's collected when the bin is full

bring it in front; other building holds to paint for recycling; must have label

recycling bins out back; donate to Habitat to Humanity; Paintcare.org

bring it in; big totes in back is where we collect

label must be on; no aerosols or thinners; recycle bin gets picked up

take up to 5 cans of liquid; service recycles it after picking it up

## How did the associate describe the way the program works? (cont.)

per person, up to 5 gallons can be taken to your store

bring it in, up to 5 gallons; put it in cart in paint department; 1x/week pickup.

no oil base; labels intact; we'll take care of it here; pick up when bin full

original container; poly recycles

put it in the bin and they pick up when it's full; not sure what happens after that other than it's recycled.

No aerosols or stain, Bring it in, we'll recycle it.

Bring can with label on it.

Keep container; drive to back; see containers; Harbor something comes to pick it up.

Bring original can and label and we will get it recycled for you.

Lumber yard takes it to be recycled

Drop off here; old paint goes in the container; Denver company picks it up

Guy picks it up when 2 bins get filled

Label on, bring it down

Whenever you buy paint, you are paying for recycling. Bring it back to our store, we collect the cans for recycling.

original labels; up to 5 gallons we accept; gets mixed in with tar base for roads or grey families to donate to in need families

no aerosols or thinners, no foreign contaminants, just paint; fill out a paper and goes around back; company hauls it away

not more than 5 gallons; with a label

as long as it has a label, gets collected; mix and reuse. Diane the supervisor may know more.

bring into paint counter sign; gets picked up; not sure what happens after that

no spray cans; leave in front of containers

part of a program when bin is full; we contact Vaspar and they go through the paint; disposed of properly

no leaks, label in tact, bring it in; we collect for recycling

bring it in; PaintCare picks up; no industrial paint

We are full at the moment but we have a pickup, just bring it on in.

bring it down; we'll take care of it for you

needs label and lid; just bring it to us

## How did the associate describe the way the program works? (cont.)

normal house paint; bring it in; you don't pay

if it is latex paint you can just take the lid off and let it dry out then throw out

855-724-6809 to get info; city will have a brochure that will tell you dropoff centers

We can take it; it gets picked up once in awhile

shipping containers to us; just starting the program; give us a month

taken to Steamboat ACE; govt. sends pickup

Green Sheen recycles it for us

landfill, a state-level thing

Monte Vista; I have no idea how it works

not 100% sure, I just know you can bring your paint there; Clean Valley

put it in container; once a month collect it; go to Ace Kipling

up to 5 gallons

we don't do it anymore; waste mangement takes care of it

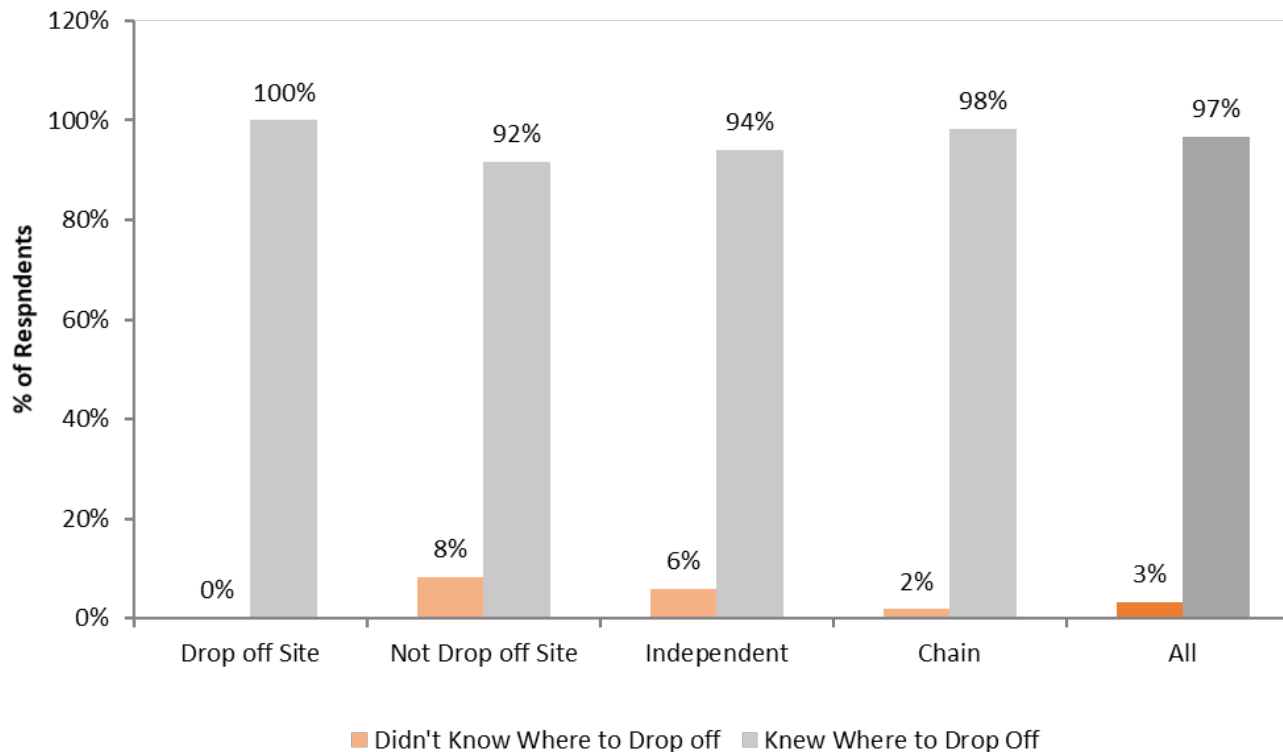
go to Gyries Sherwin Williams



# Was the associate able to specify where one would go to drop-off paint for recycling?

- ❖ 97% of those aware of paint recycling knew where the consumer should go to recycle, up significantly from 84% last year.
- ❖ Drop-off sites were more aware than non drop off sites (to be expected).
- ❖ Independents and chains were statistically similar.

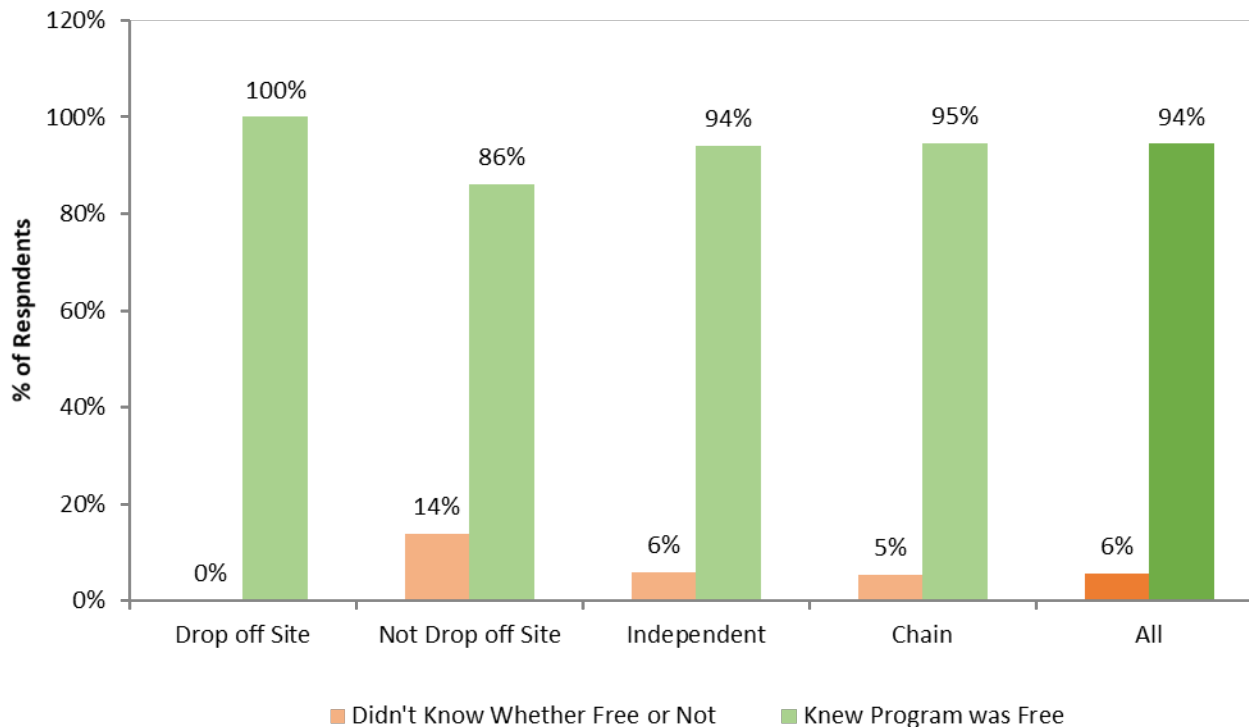
Awareness of Paint Drop off Location  
*Where would I go to drop off paint for recycling?*



# Was the associate aware that recycling paint is free at the time of disposal?

- ❖ 94% of those aware that paint can be recycled said that it was free to do so, up from 72% last year.
- ❖ Once again, drop-off locations had the highest knowledge; non-drop off sites, the lowest.
- ❖ Independents and chains were statistically similar.

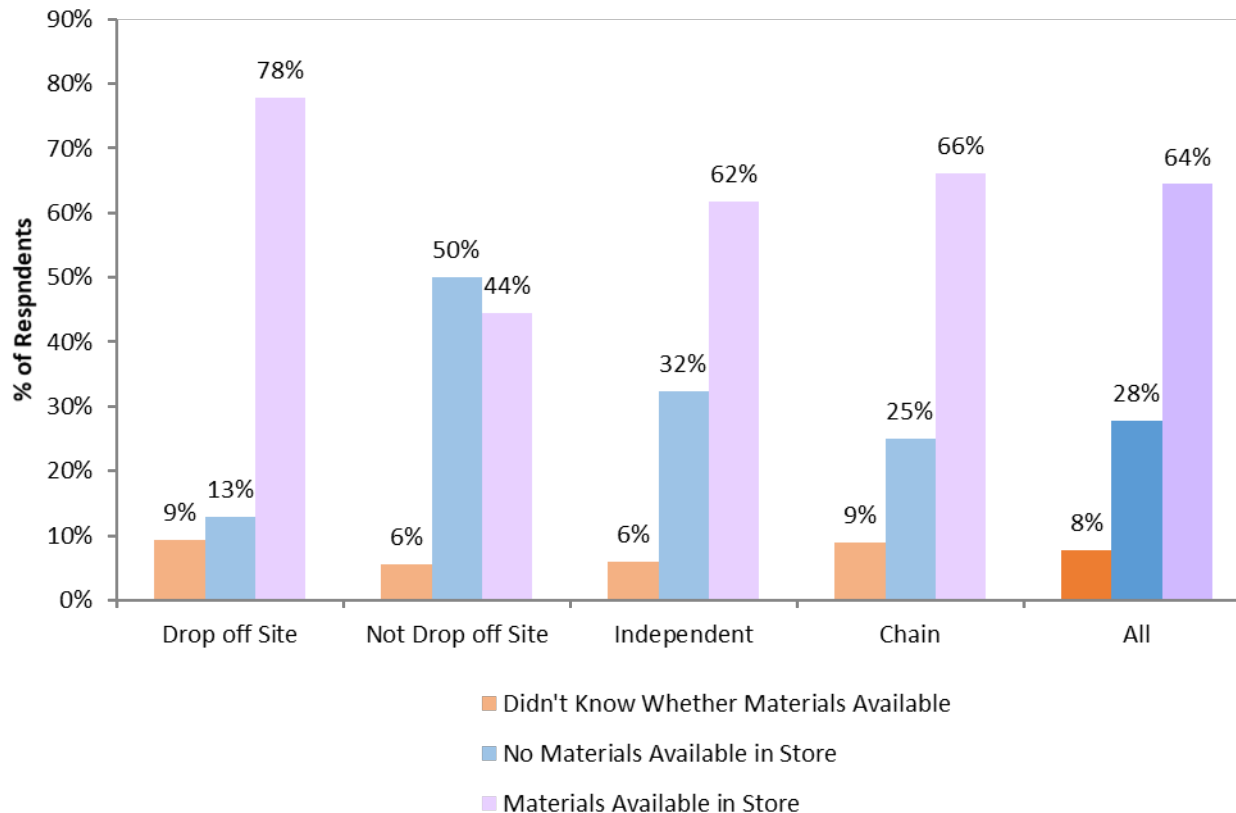
Knowledge that Recycling is Free at Disposal  
*How much does it cost?*



# Did the associate say that the store had printed materials regarding the program?

- ❖ Almost two thirds of those who knew paint was recyclable said that their store had printed materials about the PaintCare Program. This is considerably higher than in 2019 when only 32% had materials.
- ❖ Room for improvement still exists as over a quarter said no materials were available in store.
- ❖ Drop-off sites offered materials the most; non-drop off sites, the least.

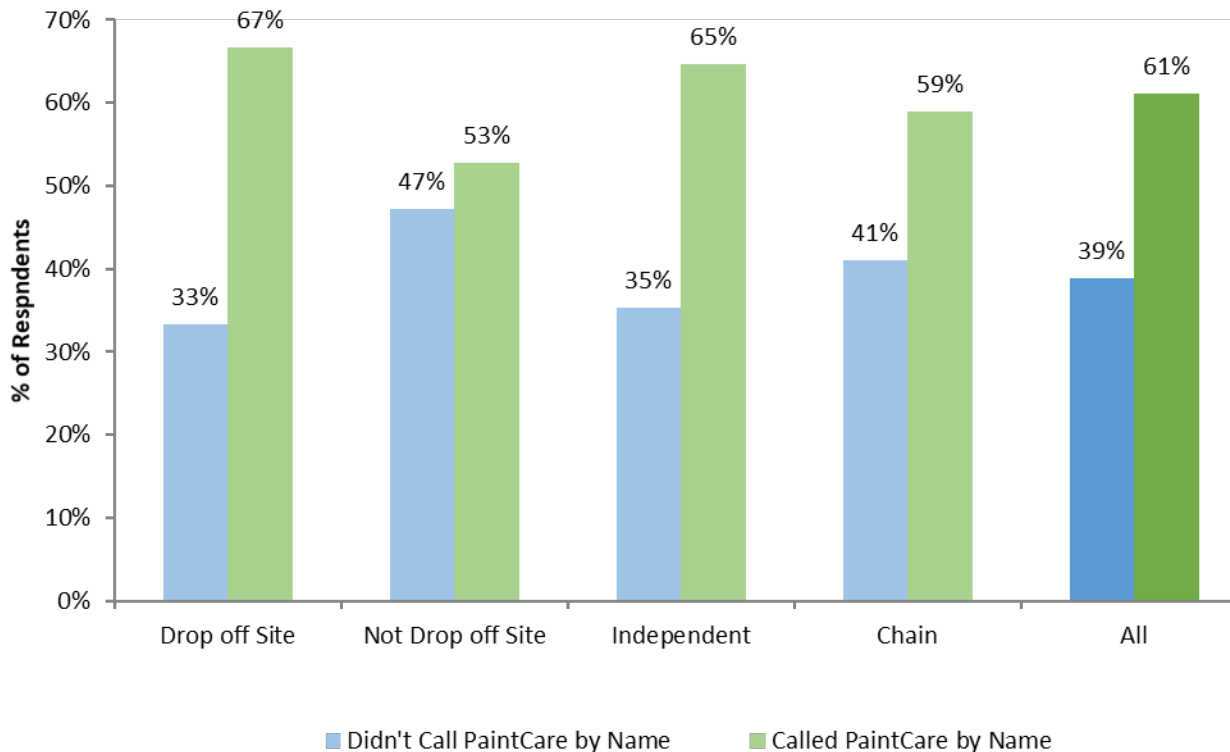
Presence of Program Materials In-Store  
*Do you have any materials about the program in the store?*



# Did the associate know that PaintCare was the name of the recycling program?

- ❖ 61% of those aware that paint can be recycled knew that PaintCare was the name of the program, up from 40% last year.
- ❖ Drop-off sites were more aware than non-drop off sites (to be expected). Independents were slightly more aware than chains.

PaintCare Reference  
*What's it called?*



# What were the associate's impressions of PaintCare?

## Feedback re: PaintCare

Better than landfill

Doesn't bother me either way; just some people get upset when we can accept what they bring in; may help us through that we accept it here.  
done it for quite some time; working well

Easy to use

efficient; better than landfill; like it!

good for customer; pain in the butt for retailer

good idea but some people get upset about the added cost

good program

Good program although not many people bring it paint to recycle

Good program but doesn't like that the paintstores are responsible and aren't making any money from it

Good program for us

good program, like what they do with it, construction material

Good program; it gives people a place to safely dispose of the paint

Government is not involved; paint manufacturers are, which keeps prices low

Great program

great program

Great way to keep the paint out of the landfill and side of the roads

Great! Need more programs like this

Great, organized program

Great. Sad we are not a dropoff location.

Guess I like it.

Hands off; PaintCare takes care of everything; easy

has worked wonderfully for us

I am hands off with it; the warehouse handles it.

I didn't have room to be a dropoff site.

I don't know much about it

I don't know much about it

I just tell people where to drop the cans off

## What were the associate's impressions of PaintCare?

### Feedback re: PaintCare

I think it's great

Independent; requires more space than we would like but we make it work

It works well; good with it.

it's been going on for about 5 years, going well; called Clean Harbours.

It's been good

It's fine; we are drop off only

It's working well

It's working well, helps prevent people just dumping it anywhere

kinda neutral; I have to add a fee onto paint price because I pay a fee

Like it; handy; been doing it for years

Love it; lots of paints are recycled.

Not a fan; adds cost to the paint

Out of rivers now!

overstepping; do not like it

Paintcare.org, no opinion; don't know much about it.

people bring old paint; good thing, recycling

people really appreciate it

positive about program

Pretty darn good

program has been around for awhile - it's good.

program works well for us, not a lot of paint built up; cool idea for a program

Really like it; appreciate that it's safer.

Should be good

They give us boxes and pick up; good program!

Very cool, we get sooo much paint to recycle

We like it. Really helped when we first bought the store; a lot of old paint that they couldn't sell.

We like it. It's a non-profit organization.

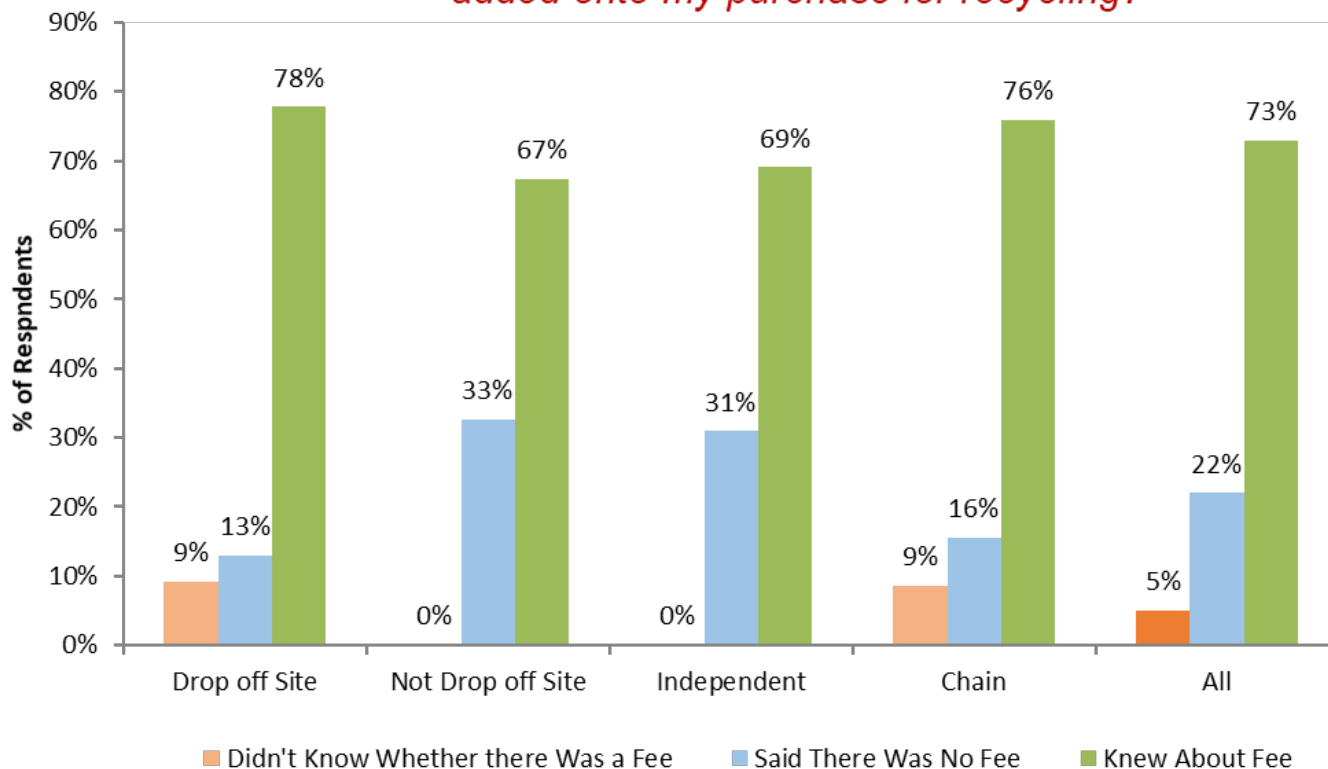
Works well; things are done properly

www.paintcare.org; we get a lot of customers who like to recycle paint

# Did the associate know that there was a small fee at the point of purchase for future recycling?

- ❖ 73% knew that a fee was added to new paint purchases to cover future recycling, similar to 2019 (69%).
- ❖ Knowledge was higher at drop-off sites than non drop off sites.
- ❖ Knowledge was higher at chains than independents.

Knowledge of Recycling Fee at Purchase  
*When I purchase new paint, is there any kind of fee that's added onto my purchase for recycling?*



# CALL DETAIL REPORT



# Call Detail Report, page 1 of 3

| Type of Store  | Site ID 6 | Site Name                         | Site City         | Knew Paint Could be Recycled | Knew There Was a Paint Recycling Program | Knew Where to Go to Drop Off Paint | Knew it was Free | Store Offers Printed Materials | Called PaintCare by Name | Knew About Fee Added to Purchase for Recycling |
|----------------|-----------|-----------------------------------|-------------------|------------------------------|--|------------------------------------|------------------|--------------------------------|--------------------------|--|
| Indep Non-Drop | CO1015    | Clear Creek Supply                | Idaho Springs     | dk                           |  |                                    |                  |                                |                          | y  |
| Indep Non-Drop | CO1317    | M and M Decorating Center         | Canon City        | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Non-Drop | CO1326    | Procoat Systems                   | Fort Collins      | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Non-Drop | CO1401    | Mcilvain Family Corp              | Sheridan          | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Non-Drop | CO1468    | Dolores General Store             | Dolores           | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Non-Drop | CO1478    | Post Commissary                   | Fort Garland      | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Non-Drop | CO1483    | Wray Lumber Co                    | Wray              | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Non-Drop | CO1690    | Western Hardware                  | Strasburg         | dk                           |  |                                    |                  |                                |                          | n  |
| Chain Non-Drop | CO1124    | Cripple Creek Hardware and Supply | Cripple Creek     | dk                           |  |                                    |                  |                                |                          | y  |
| Chain Non-Drop | CO1173    | Pronghorn Country                 | Limon             | dk                           |  |                                    |                  |                                |                          | n  |
| Indep Drop Off | CO1113    | Foxworth Galbraith Lumber         | Woodland Park     | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Drop Off | CO1375    | Northside Paint and Decorating    | Westminster       | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Drop Off | CO1516    | Colors Inc                        | Durango           | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Drop Off | CO1564    | D and S Paint Center              | Pueblo            | y                            | y  | y                                  | y                | y                              | n                        | y  |
| Indep Drop Off | CO1610    | Trinidad Builders Supply          | Trinidad          | y                            | y  | y                                  | y                | y                              | n                        | n  |
| Indep Drop Off | CO1697    | Hometown Auto and Hardware        | Brush             | y                            | y  | y                                  | y                | y                              | n                        | y  |
| Indep Drop Off | CO1972    | Monte Vista Co op                 | Monte Vista       | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Drop Off | CO2451    | G4 Coatings                       | Pueblo            | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Drop Off | CO2466    | Juniper Paints                    | Louisville        | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Drop Off | CO2538    | Silverton Hardware                | Silverton         | y                            | y  | y                                  | y                | dk                             | y                        | y  |
| Indep Drop Off | CO2652    | Eads Auto Supply and Hardware     | Eads              | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1013    | Big Tool Box                      | Centennial        | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Indep Non-Drop | CO1018    | Farm and Home Lumber              | Hudson            | y                            | y  | y                                  | y                | n                              | n                        | n  |
| Indep Non-Drop | CO1327    | Alpine Lumber                     | Steamboat Springs | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1359    | Ponderosa Paint Center            | Denver            | y                            | y  | y                                  | y                | n                              | y                        | y  |
| Indep Non-Drop | CO1361    | Belcaro Paint and Decorating      | Denver            | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Indep Non-Drop | CO1364    | Ponderosa Paint Center            | Centennial        | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1365    | Anchor Paint Co                   | Denver            | y                            | y  | n                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1367    | Lucas Paint                       | Denver            | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1400    | Alpine Paint Co                   | Breckenridge      | y                            | dk                                       | y                                  | y                | n                              | n                        | y  |
| Indep Non-Drop | CO1459    | Paonia Farm and Home Supply       | Paonia            | y                            | y  | y                                  | y                | y                              | y                        | n  |
| Indep Non-Drop | CO1485    | Hofmeister Building Center        | Haxtun            | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1506    | Manweiler Hardware                | Windsor           | y                            | y  | n                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1514    | Arvada West Decorating Center     | Arvada            | y                            | n  | y                                  | n                | n                              | n                        | n  |
| Indep Non-Drop | CO1515    | Mountain High Paint               | Rifle             | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1518    | Wylies Paint Store                | Fraser            | y                            | y  | y                                  | y                | n                              | n                        | y  |

# Call Detail Report, page 2 of 3

| Type of Store  | Site ID 6 | Site Name                               | Site City       | Knew Paint Could be Recycled | Knew There Was a Paint Recycling Program | Knew Where to Go to Drop Off Paint | Knew it was Free | Store Offers Printed Materials | Called PaintCare by Name | Knew About Fee Added to Purchase for Recycling |
|----------------|-----------|---|-----------------|------------------------------|--|------------------------------------|------------------|--------------------------------|--------------------------|--|
| Indep Non-Drop | CO1519    | Bergen Park Paint and Decorating        | Evergreen       | y                            | y  | y                                  | y                | n                              | y                        | y  |
| Indep Non-Drop | CO1520    | Bergen Park At Conifer                  | Conifer         | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Indep Non-Drop | CO1521    | The Paint Bucket                        | Avon            | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO1986    | Summit Paint and Stain                  | Frisco          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO2035    | Casa Verde Paint                        | Denver          | y                            | y  | y                                  | y                | dk                             | y                        | y  |
| Indep Non-Drop | CO2365    | Gone for Good Drop-Off Warehouse        | Denver          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Indep Non-Drop | CO2542    | Alpine Paint Co                         | Silverthorne    | y                            | dk                                       | y                                  | n                | n                              | n                        | n  |
| Indep Non-Drop | CO2543    | Noco Paint 7 Design                     | Windsor         | y                            | y  | y                                  | y                | n                              | n                        | n  |
| Chain Drop Off | CO1006    | Ace Hardware at Westwoods               | Arvada          | y                            | y  | y                                  | y                | y                              | n                        | y  |
| Chain Drop Off | CO1090    | Sonnys Ace Home Center                  | Canon City      | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1108    | Ace Hardware of Carbondale              | Carbondale      | y                            | dk                                       | y                                  | y                | dk                             | n                        | n  |
| Chain Drop Off | CO1109    | Big Johns Ace                           | Cedaredge       | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1119    | Commerce City Ace Hardware              | Commerce City   | y                            | n  | y                                  | y                | n                              | n                        | n  |
| Chain Drop Off | CO1120    | Aspen Park Hardware                     | Conifer         | y                            | y  | y                                  | y                | y                              | n                        | y  |
| Chain Drop Off | CO1121    | Choice Building Supply and Ace Hardware | Cortez          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1125    | Delta Ace Hardware                      | Delta           | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1133    | Kroegers Ace Hardware                   | Durango         | y                            | dk                                       | y                                  | y                | n                              | n                        | dk   |
| Chain Drop Off | CO1140    | Mile High Ace Hardware                  | Federal Heights | y                            | dk                                       | y                                  | y                | n                              | n                        | y  |
| Chain Drop Off | CO1146    | Downtown Ace Hardware                   | Fort Collins    | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1151    | Fraser Valley Ace Hardware              | Fraser          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1154    | Country Ace Hardware                    | Granby          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1156    | Ace Hardware of Clifton                 | Grand Junction  | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1165    | Johnstown Ace Hardware                  | Johnstown       | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Chain Drop Off | CO1171    | Green Mountain Ace Hardware             | Lakewood        | y                            | dk                                       | y                                  | y                | n                              | n                        | n  |
| Chain Drop Off | CO1172    | Lake Ridge Ace Hardware                 | Lakewood        | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Chain Drop Off | CO1178    | Ace Hardware Longmont                   | Longmont        | y                            | y  | y                                  | y                | dk                             | dk                       | dk   |
| Chain Drop Off | CO1180    | Valley Hardware                         | Meeker          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1183    | Indian Peaks Ace Hardware               | Nederland       | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1184    | Nucla Co-op Country Store               | Nucla           | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1187    | Palisade Co op Country Ace              | Palisade        | y                            | dk                                       | y                                  | y                | y                              | y                        | dk   |
| Chain Drop Off | CO1195    | Timberline Ace Hardware                 | Telluride       | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1196    | Ace Hardware of Thornton                | Thornton        | y                            | dk                                       | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1197    | Vail Valley Ace Hardware                | Vail            | y                            | y  | y                                  | y                | dk                             | n                        | dk   |
| Chain Drop Off | CO1199    | Valley Ace Hardware                     | Westcliffe      | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1201    | Quality Farm and Ranch Center           | Wray            | y                            | y  | y                                  | y                | y                              | n                        | y  |

# Call Detail Report, page 3 of 3

| Type of Store  | Site ID 6 | Site Name                     | Site City        | Knew Paint Could be Recycled | Knew There Was a Paint Recycling Program | Knew Where to Go to Drop Off Paint | Knew it was Free | Store Offers Printed Materials | Called PaintCare by Name | Knew About Fee Added to Purchase for Recycling |
|----------------|-----------|-------------------------------|------------------|------------------------------|--|------------------------------------|------------------|--------------------------------|--------------------------|--|
| Chain Drop Off | CO1203    | Quality Farm and Ranch Center | Yuma             | y                            | dk                                       | y                                  | y                | dk                             | n                        | n  |
| Chain Drop Off | CO1271    | Greenhorn Valley Ace          | Colorado City    | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1571    | Terrys Ace Hardware           | Pagosa Springs   | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1997    | Standley Shores Ace Hardware  | Westminster      | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO2002    | Big Johns Ace Hardware        | Glenwood Springs | y                            | y  | y                                  | y                | y                              | y                        | dk   |
| Chain Drop Off | CO2027    | Norwood Ace Hardware          | Norwood          | y                            | dk                                       | y                                  | y                | y                              | dk                       | y  |
| Chain Drop Off | CO2071    | Fullmers Ace Hardware         | Gunnison         | y                            | y  | y                                  | y                | n                              | n                        | n  |
| Chain Drop Off | CO2177    | Reunion Ace Hardware          | Commerce City    | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO2616    | Gypsum Ace Hardware           | Gypsum           | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1616    | Timberline Builders Supply    | Walden           | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1532    | Diamond Vogel                 | Grand Junction   | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1535    | Diamond Vogel                 | Loveland         | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1536    | Diamond Vogel                 | Evans            | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1537    | Diamond Vogel                 | Longmont         | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1538    | Diamond Vogel                 | Boulder          | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Drop Off | CO1539    | Diamond Vogel                 | Denver           | y                            | y  | y                                  | y                | y                              | y                        | n  |
| Chain Non-Drop | CO1059    | Ninth Avenue Hardware Co      | Denver           | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Non-Drop | CO1020    | Greatwood Lumber and Hardware | Bennett          | y                            | y  | y                                  | n                | y                              | y                        | y  |
| Chain Non-Drop | CO1021    | Herman Lumber                 | Burlington       | y                            | y  | y                                  | y                | n                              | n                        | n  |
| Chain Non-Drop | CO1111    | Collbran Supply               | Collbran         | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Non-Drop | CO1122    | MJK Sales and Feed            | Craig            | y                            | y  | y                                  | y                | y                              | n                        | y  |
| Chain Non-Drop | CO1138    | A and A Tradin Post Hardware  | Englewood        | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Chain Non-Drop | CO1147    | Poudre Valley Coop            | Fort Collins     | y                            | y  | y                                  | y                | n                              | n                        | y  |
| Chain Non-Drop | CO1168    | La Jara Trading Post          | La Jara          | y                            | n  | y                                  | y                | n                              | n                        | y  |
| Chain Non-Drop | CO1169    | La Junta Trading Co           | La Junta         | y                            | dk                                       | y                                  | dk               | n                              | n                        | y  |
| Chain Non-Drop | CO1170    | Ace Hardware of Jewell Sq     | Lakewood         | y                            | dk                                       | y                                  | y                | n                              | n                        | y  |
| Chain Non-Drop | CO1174    | Columbine Ace Hardware        | Littleton        | y                            | y  | y                                  | y                | y                              | y                        | y  |
| Chain Non-Drop | CO1175    | Kipling Ace Hardware          | Littleton        | y                            | dk                                       | n                                  | y                | n                              | n                        | n  |
| Chain Non-Drop | CO1176    | Littleton Ace Hardware        | Littleton        | y                            | y  | y                                  | n                | dk                             | y                        | y  |