

# MAINE STATE LEGISLATURE

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# Maine Paint Stewardship Program

## 2024 Annual Report

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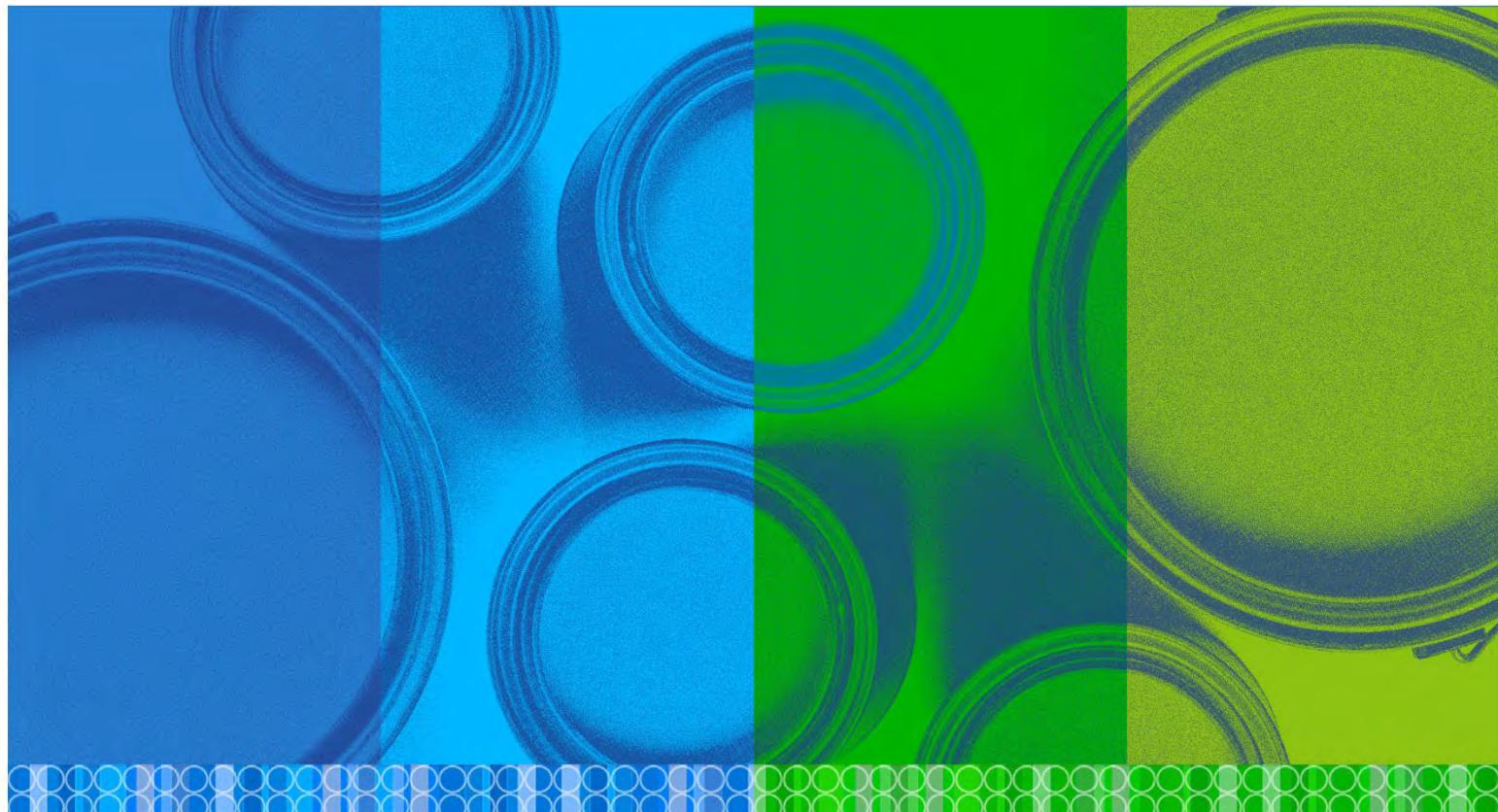
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# Executive Summary

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## MAINE PAINT STEWARDSHIP LAW

PaintCare is the representative stewardship organization for the Maine Paint Stewardship Program codified in Maine Revised Statutes, Title 38, Chapter 24, Subchapter 3, Section 2144. The Maine program began in October 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. Throughout this report, PaintCare includes metrics to help compare program operations during the reporting year to prior years, and when needed, to identify steps that may be taken to improve program performance.

## PROGRAM HIGHLIGHTS

**Drop-Off Sites.** The program had 129 year-round paint drop-off sites at the end of the year; 82 were paint retailers, representing 35% of likely paint retail participants. The remaining sites included 46 transfer stations, and one environmental services company.

The program also managed paint from supplemental drop-off sites that included two seasonal household hazardous waste (HHW) facilities, 41 HHW events, and two sites that accepted paint for part of the year.

During the year, 95.9% of Maine residents lived within 15 miles of a drop-off site.

**Services.** The program provided 20 direct large volume pickups (LVP) from businesses and others that had accumulated more than 100 gallons of paint at their locations.

**Paint Collection Volume.** The program collected 130,555 gallons of postconsumer paint.

**Paint Processing.** Latex paint was 73% of the paint processed: less than one percent was reused, 82% was made into recycled-content paint, and 18% was landfilled. Oil-based paint was 27% of the paint processed: less than one percent was reused, nearly 100% was processed for energy recovery.

**Revenue and Expenses.** The program was financed through a fee on new paint sales: 35 cents on small containers; 75 cents on medium containers; and \$1.60 on large containers. Approximately 2 million gallons of architectural paints were sold in the state and the program collected \$1,329,260 in revenue from these sales.

Expenses, including paint transportation and processing, communications, staffing, and administration were \$1,548,533. The program ended the year with net assets of \$230,137. The total program cost per gallon of paint collected was \$11.86.

**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 6.3%.

**Communications.** Public outreach activities included the distribution of point-of-sale print materials, fact sheets, and signage, as well as messaging delivered via social media.

## 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 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

*(1) A description of the methods used to collect, transport, reduce, reuse and process post-consumer paint in the State;*

#### **A. DROP-OFF SITES AND SERVICES**

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

The program's drop-off sites and services are summarized in the following tables. PaintCare considers a site (including events) as year-round if it was open at least one day per month in the reporting year or if it is a new site and the site plans to be open at least one day per month going forward.

Sites that are open less frequently are considered supplemental sites. Sites that stopped participating in the program during the year are listed as "partial year." All sites are listed in the appendix.

#### **YEAR-ROUND DROP-OFF SITES**

Site Type	2022	2023	2024
Environmental Services Company	1	1	1
Paint Retailer	82	82	82
Reuse Store	1	0	0
Transfer Station	45	46	46
Total Sites	129	129	129

### SUPPLEMENTAL DROP-OFF SITES

Site Type	2022	2023	2024
Household Hazardous Waste Event Site/Number of Events	34/36	35/39	40/41
Household Hazardous Waste Facility (Seasonal)	2	2	2
Other Site (Partial Year)	0	1	1
Recycling Center (Partial Year)	1	1	0
Reuse Store (Partial Year)	0	1	1
Total Sites	37	40	44

### SERVICES

Site/Service Type	2022	2023	2024
Direct Large Volume Pickup Site/Number of Pickups	19/19	21/21	20/20
RLVP site	0	1	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. HHW programs are typically good program partners because they have an existing customer base and provide an “all-in-one” HHW drop-off opportunity.

**Paint Retailers.** At the end of the year, PaintCare identified 321 paint retailers—including paint, hardware, and home improvement stores—with 232 considered potential paint retail drop-off sites. This number may change from year to year as stores open and close. PaintCare does not consider a store to be a potential drop-off site if it belongs to a corporate chain and the corporate headquarters has indicated that—as a group—they are not interested in serving as drop-off sites at this time. These are primarily big box stores, but they have included some non-big box stores in the past.

Of the 232 potential retail drop-off sites, 82 (35%) were participating as drop-off sites at the end of the year. Retail participation as a drop-off site is voluntary, and sites are not compensated.

**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.

Of the six potential reuse store drop-off sites, none were participating as year-round drop-off sites at the end of the year.

Maine Building Materials Exchange in Lisbon participated as a drop-off site until it closed in 2023. Paint was picked up from this location in 2024, but it did not operate as a drop-off site or provide reuse paint to customers.

**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.

In October, Pleasant River Solid Waste requested reimbursement for reuse that occurred in 2022, 2023, and 2024. The 2024 paint processing numbers reflect the cumulative volume of paint given away over the three years.

**Environmental Services Company.** There is one Environmental Services Company that is a drop-off site—Environmental Projects Inc. in Auburn. The site accepts 50 gallons of paint or more by appointment.

**Other Site.** A painting contractor with a small paint retail store was a drop-off site for part of the year, but has closed. **Large Volume Pickup Service.** PaintCare's LVP provided a convenient option for painting contractors and other eligible program participants who accumulated large volumes of paint. The minimum amount to receive a direct pickup was 100 gallons. Typically, users of the service have accumulated paint over many years due to the institutional, logistical, and financial barriers to disposal. PaintCare aimed to remove 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.

**Recurring Large Volume Pickup Service.** Some LVP sites receive pickups on an on-going basis. These 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.

One RLVP site is under contract, but the site did not utilize the service in 2024.

## B. CONVENIENCE CRITERIA

PaintCare analyzed the convenience level offered by drop-off sites using ArcGIS, a mapping and analytics software, and U.S. Census Bureau 2020 population data. The Census Bureau previously used the terms Urban Cluster and Urbanized Area to identify densely populated centers of varying populations, and PaintCare previously used these definitions and their associated data for its density analysis. With the release of the 2020 Census, along with updating population counts and boundaries for densely populated areas, the Census Bureau also changed some terminology and definitions, including replacing the terms Urban Clusters and Urbanized Area with a new comprehensive term and definition, Urban Area. Urban Areas

are densely populated areas with 5,000 or more residents. As a result, starting with the 2022 annual report, PaintCare is using Urban Areas data for density analysis.

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.

PaintCare established goals to provide paint drop-off sites according to the criteria that follow.

**Distribution Criterion.** Provide 90% of the state's residents access to a permanent (e.g., year-round) drop-off site within 15 miles.

The program's 129 year-round drop-off sites provided 95.1% 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 Criterion.** Provide one additional drop-off site for every 30,000 residents of an Urban Area.

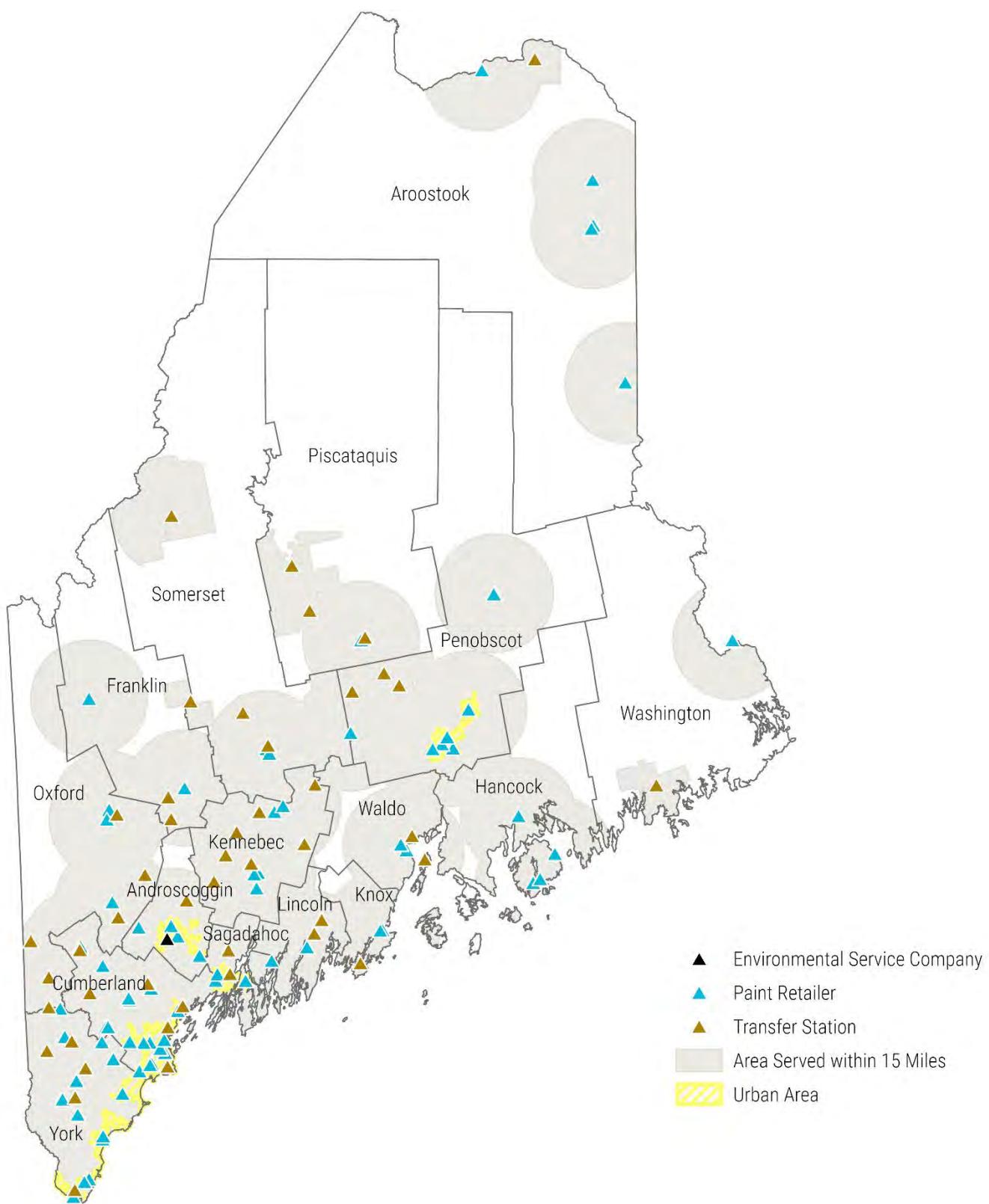
The following table shows the population centers in the state, the target number of sites the program should provide, and the level of service the program had at year-end.

TARGET NUMBER OF PAINT DROP-OFF SITES IN URBAN AREAS

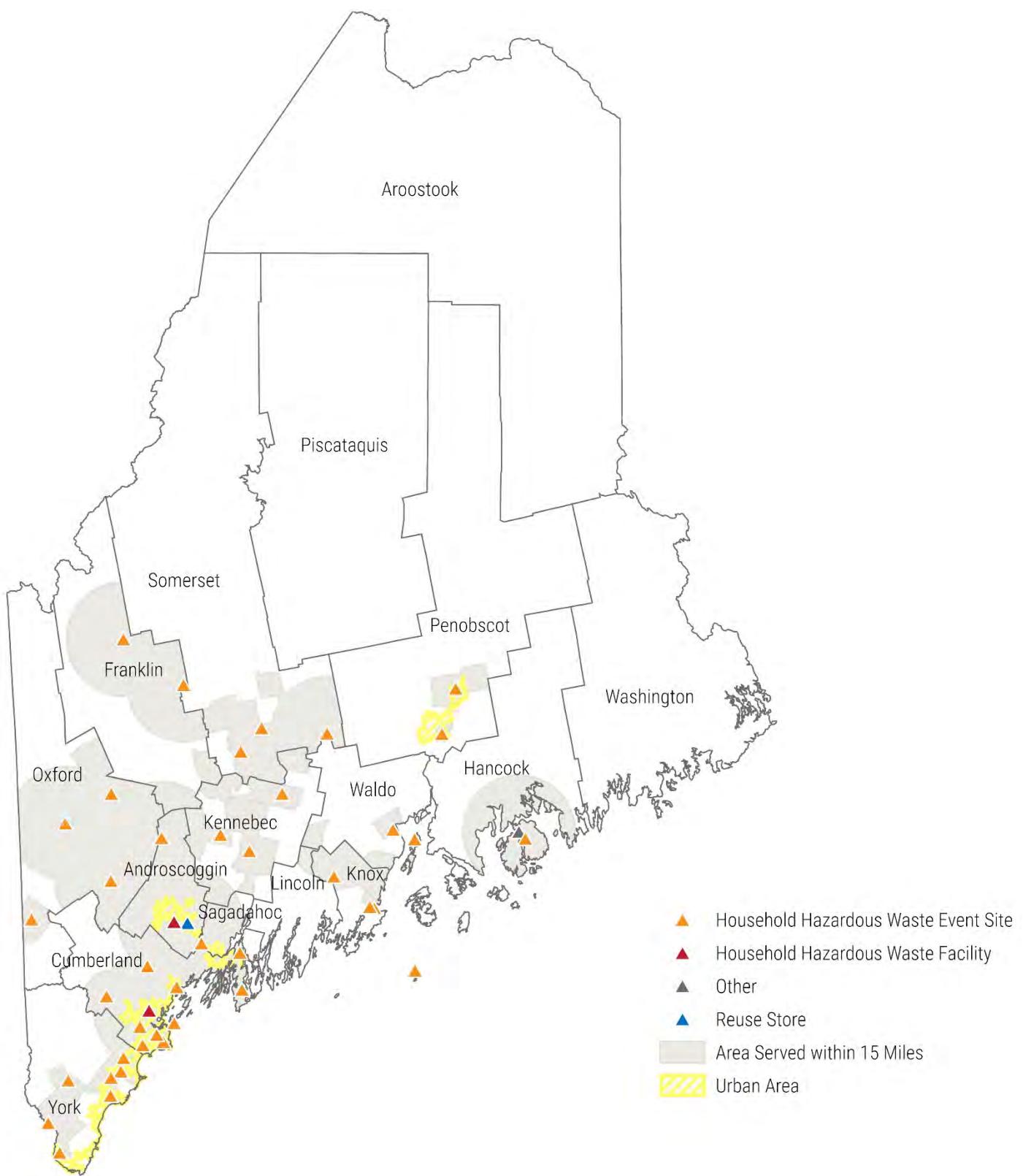
Census Bureau Urban Area	Population in Maine	Target Number of Sites	Number of Year-Round Sites	Number of Year-Round and Supplemental Sites
Portland	205,356	6	17	24
Bangor	61,539	2	5	7
Lewiston	60,743	2	4	5
Portsmouth, NH-ME	35,592	1	6	8
Brunswick	31,161	1	3	3

**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) LVP sites, which were not included when conducting convenience analysis.

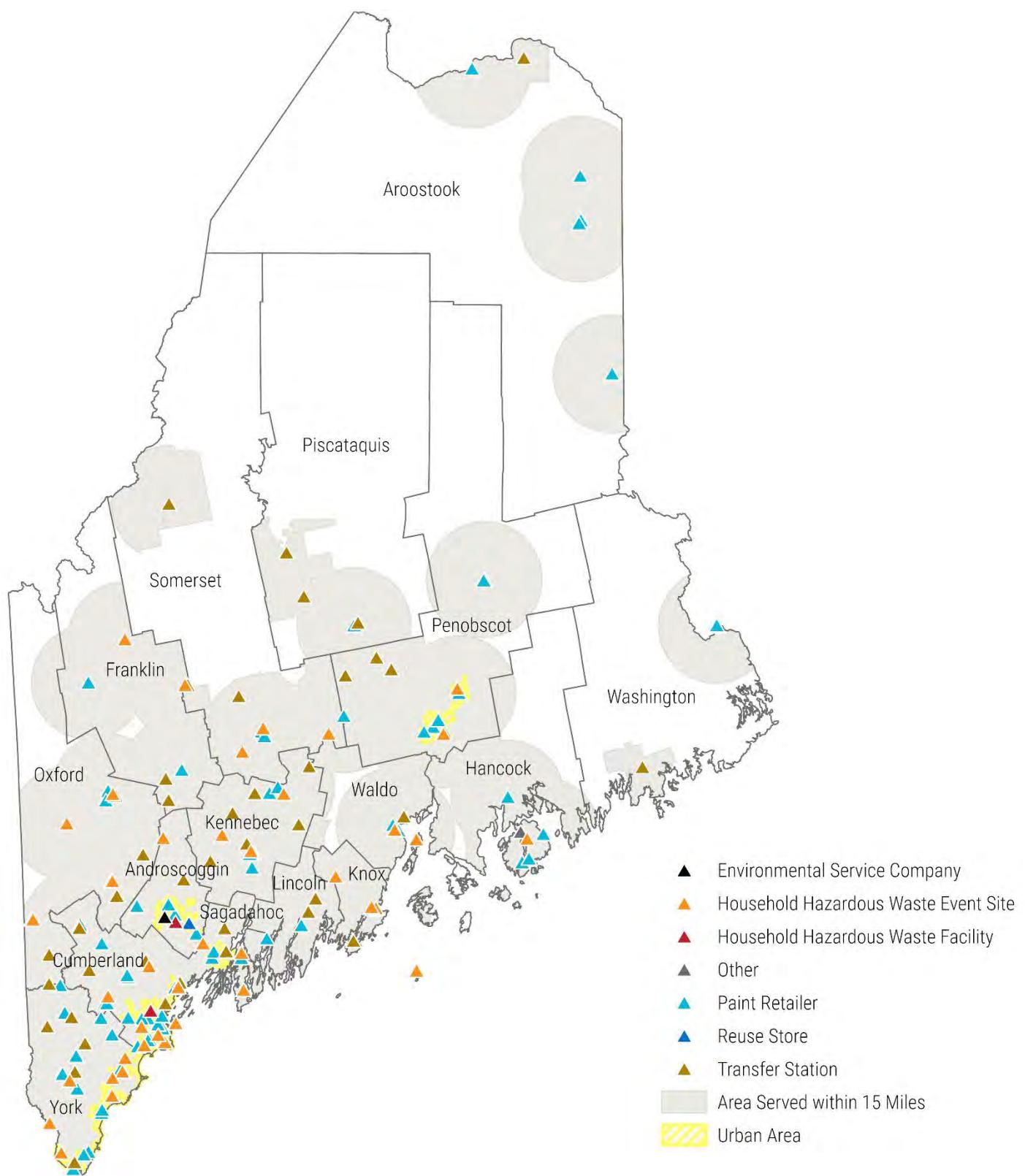
## YEAR-ROUND SITES



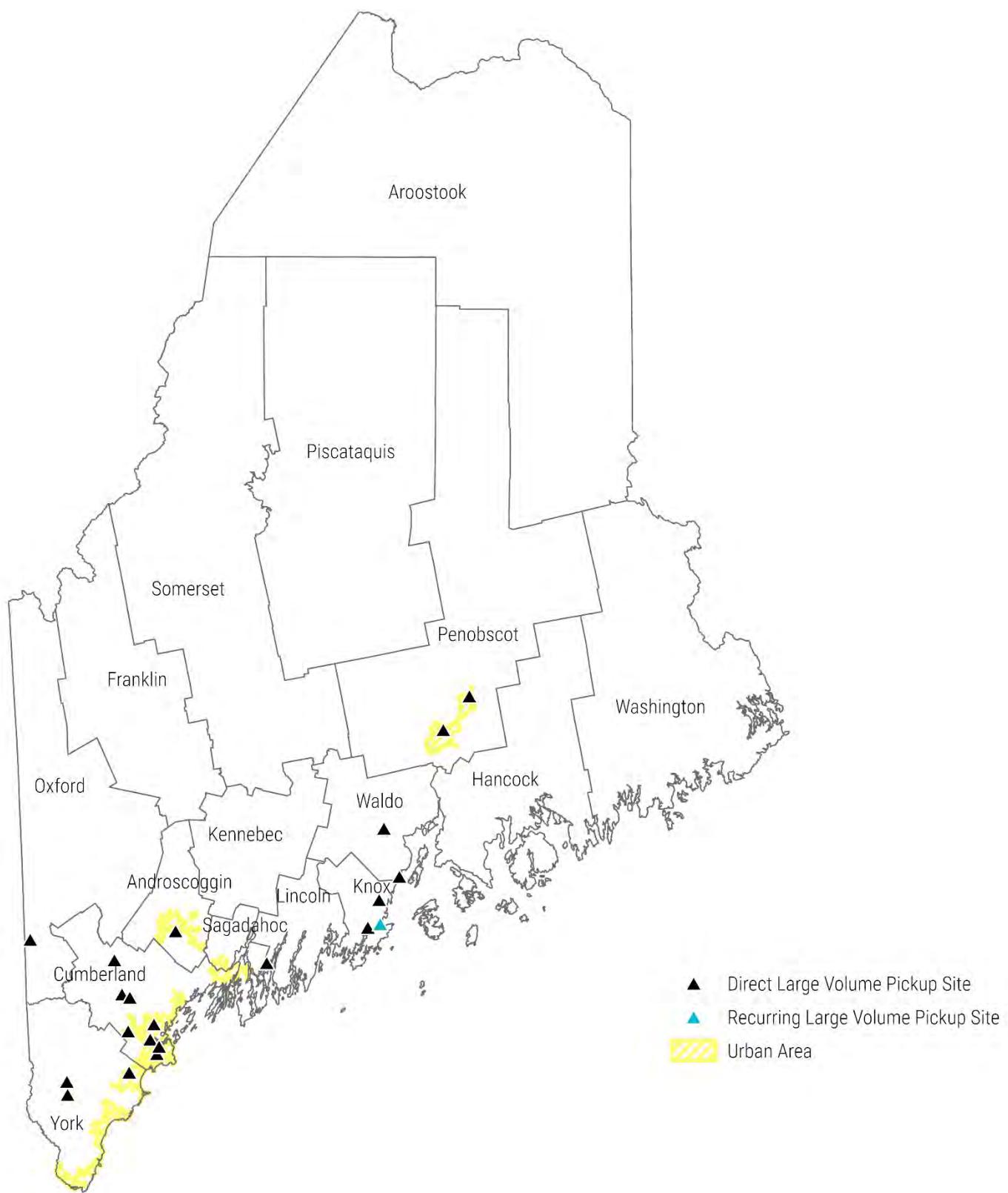
## SUPPLEMENTAL SITES



## YEAR-ROUND AND SUPPLEMENTAL SITES



## LARGE VOLUME PICKUP SITES



### C. PAINT COLLECTION PROCEDURES

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

All new sites (other than LVPs) received a program procedures manual and all sites (other than HHWs and LVPs) also received an on-site, in-person training that covered topics in the manual including identification and screening of program products, paint storage, spill response, arranging to have paint picked up, and record keeping. A copy of the current site guidelines from the procedures manual for drop-off sites is included in the appendix.

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 materials 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
Clean Harbors	Environmental Service Company, HHW Facility/Event, LVP, Paint Retailer, Reuse Store, Solid Waste Facility
Environmental Projects Inc.	HHW Facility/Event

## **Section 2. Paint Collection Volume and Processing Methods**

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### **Annual Report Statutory Citation**

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

- (1) A description of the methods used to collect, transport, reduce, reuse and process post-consumer paint in the State;*
- (2) The volume of post-consumer paint collected in the State;*
- (3) The volume and type of post-consumer paint collected in the State by method of disposition, including reuse, recycling and other methods of processing;*
- (6) The total volume of post-consumer paint collected by the paint stewardship program and a breakdown of the volume collected at each collection site;*
- (7) Based on the paint stewardship assessment collected by the paint stewardship program, the total volume of architectural paint sold in the State during the preceding year;*
- (8) A list of all processors, including recyclers and disposers, used to manage post-consumer paint collected by the paint stewardship program in the preceding year up to the paint's final disposition, the volume each processor accepted and the disposition method used by each processor;*

### **A. COLLECTION VOLUME AND RECOVERY RATE**

The table below provides the gallons of paint collected, gallons of new paint sales, and the resulting recovery rate. The recovery rate is a ratio of the volume (number of gallons) of paint collected compared to the volume of paint sold in the program during the same time period.

**GALLONS COLLECTED, SOLD, AND RECOVERY RATE**

Description	2022	2023	2024
Paint Collected (gallons)	122,131	131,281	130,555
New Paint Sold (gallons)	2,104,750	2,082,376	2,076,874
Recovery Rate	5.8%	6.3%	6.3%

PaintCare typically receives reports of gross pounds of paint collected, along with the number of bins or other collection containers from its transporters or drop-off site partners. Gallons of paint collected are calculated by removing the estimated weight of collection bins and paint cans and converting the remaining weight to volume, typically using 10 pounds per gallon for the conversion.

An estimate of gallons collected at each site during the year is included in the appendix.

## B. PAINT PROCESSING METHODS AND VOLUME

The following tables provide the volumes and paint processing methods for latex and oil-based paint during the year. Descriptions of the processing methods follow the tables. Processed volume differs from collected volume because not all paint is processed in the same year that it is collected; the volumes reported as processed in one year may include some paint that was collected at the end of the previous year. Due to rounding, percentages may not add up to 100%.

### LATEX PAINT PROCESSING METHODS

Method	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent	2024 Gallons	2024 Percent
Reuse	0	0	0	0	296	<1
Paint-to-Paint Recycling	78,660	82	82,322	82	73,315	82
Disposal	16,883	18	17,737	18	15,909	18
Total	95,543	100	100,059	100	89,520	100

### OIL-BASED PAINT PROCESSING METHODS

Method	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent	2024 Gallons	2024 Percent
Reuse	0	0	0	0	29	<1
Energy Recovery	30,241	100	39,872	100	32,715	100
Total	30,241	100	39,872	100	32,744	100

## 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 its original labeled containers without any alteration of the container contents.

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

**Disposal.** Dry or solidified latex paint was landfilled.

#### LATEX PAINT PROCESSORS

Processor	Location	Process	Gallons
GDB International	Middlesex, NJ	Paint-to-Paint Recycling	12,423
GDB International	Nashville, IL	Paint-to-Paint Recycling	60,893
Lee County Landfill	Bishopville, SC	Disposal	402
Middlesex County Utilities Authority (MCUA) Landfill	East Brunswick, NJ	Disposal	2,274
Perry Ridge Landfill	Du Quon, IL	Disposal	13,233
Pleasant River Solid Waste	Columbia Falls, ME	Reuse	296

#### 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 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.

#### OIL-BASED PAINT PROCESSORS

Processor	Location	Process	Gallons
Buzzi Unicem	Cape Girardeau, MO	Energy Recovery	2,162
Buzzi Unicem	Greencastle, IN	Energy Recovery	30,553
Pleasant River Solid Waste	Columbia Falls, ME	Reuse	29

#### E. PAINT COLLECTION VOLUME BY SITE TYPE OR SERVICE

The following table shows the volume of paint collected by site type or service. Due to rounding, percentages may not add up to 100%.

#### COLLECTION VOLUME BY SITE TYPE OR SERVICE

Site Type/Service	2022 Gallons	2022 Percent	2023 Gallons	2023 Percent	2024 Gallons	2024 Percent
Environmental Services Company	4,104	3	3,616	3	2,287	2
HHW Facility/Event	13,818	11	17,760	14	16,974	13
LVP/RLVP	3,361	2	3,493	3	3,082	2
Paint Retailer	67,760	56	71,497	54	72,913	56
Recycling Center	0	0	369	<1	0	0
Reuse Store	501	<1	0	0	225	<1
Transfer Station	32,587	27	34,545	26	35,074	27
<b>Total</b>	<b>122,131</b>	<b>100</b>	<b>131,280</b>	<b>100</b>	<b>130,555</b>	<b>100</b>

#### F. CONTAINER RECYCLING

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

The program recycled an estimated 110 tons of paint containers. GDB facilities in Middlesex, NJ, and Nashville, IL, managed all metal and plastic latex paint containers, and the Clean Harbors Smithfield, KY, facility managed all metal oil-based paint containers.

#### CONTAINER RECYCLING

	2022	2023	2024
Tons	113	126	110

## Section 3. Independent Audit and Financial Summary

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### Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

*(4) The total cost of implementing the paint stewardship program, as determined by an independent financial audit funded from the paint stewardship assessment. The report of total cost must include a breakdown of administrative, collection, transportation, disposition and communication costs;*

#### A. INDEPENDENT FINANCIAL AUDIT

An independent financial audit of the 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, 2024, and the changes in its net assets and its cash flows for the year ended in conformity with accounting principles generally accepted in the United States. The independent financial audit of the PaintCare program is available in the appendix.

#### B. FINANCIAL SUMMARY AND DISCUSSION

##### B1. Revenue and Expense Categories

**Revenue.** Revenue is derived from fees on new paint sales.

**Expense Categories.** With the exception of the General and Administrative Allocation, the following expense categories were state-specific costs related to the implementation of the Maine program:

**Paint Processing.** Processing costs were based on the weight, volume of paint, or number of paint collection bins or drums from drop-off sites and services. 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.

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

**Communications.** Communications expenses included printing and distribution of brochures and other outreach materials, conferences and memberships, the awareness survey, and translations.

**Personnel, Professional Services and Other.** Personnel, professional services and other included the direct costs 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, were paid to the state for oversight of the program.

**General and Administrative.** General and administrative costs included administrative and corporate staff, back-office support (e.g., information technology, human resources, legal, accounting, and government affairs), insurance, data management systems, annual financial audit, software licenses, professional services for corporate or organization-wide matters, occupancy, general communications, and other supplies and services that support all PaintCare programs. These costs were shared across all PaintCare programs and allocated relative to population. Maine's share of the general and administrative allocation was 1.5%.

## 2. Financial Summary

The following table shows program revenue and expenses.

REVENUE AND EXPENSES						
Revenue	2022	Percent of Total	2023	Percent of Total	2024	Percent of Total
Small Containers	\$162,291	12	\$169,072	13	\$165,121	12
Medium Containers	981,742	72	942,903	71	939,745	71
Large Containers	216,152	16	224,077	17	224,394	17
Total Revenue	1,360,185	100	1,336,052	100	1,329,260	100
<b>Expenses</b>						
Paint Processing	696,128	49	759,465	51	802,699	52
Paint Transportation	202,494	14	196,142	13	209,982	14
Paint Collection Supplies and Support	166,021	12	159,694	11	194,754	13
Communications	41,932	3	61,784	4	5,225	0
Personnel, Professional Fees, Other	133,146	9	134,490	9	143,644	9
State Agency Administrative Fees	82,000	6	82,000	5	61,234	4
General and Administrative	100,692	7	109,597	7	130,997	8
Total Expenses	1,422,413	100	1,503,171	100	1,548,533	100
Change in Net Assets	(62,229)		(167,119)		(219,273)	
Net Assets, Beginning of Year	678,758		616,529		449,410	
Net Assets, End of Year	\$616,529		\$449,410		\$230,137	
Reserve Level	43%		30%		15%	
Cost Per Gallon of Paint Collected	\$11.65		\$11.45		\$11.86	

Note: Values in this table are obtained from a financial worksheet that includes additional subcategories and cents. Due to rounding, Total Revenue and/or Total Expenses may differ by a few dollars in some years. Also due to rounding, percentages may not add up to 100%.

Notable changes between the last two program years include:

- Due to lower-than-anticipated paint sales, revenue declined for the fifth consecutive year, resulting in decreased net assets for the third year in a row.
- Despite decreased gallons of paint collected, paint management costs, comprised of Paint Collection and Supplies, Paint Transportation, and Paint Processing (CTP), increased in 2024 primarily due to a vendor price increase and the purchase of reusable bins.
- To preserve operating capital, Communications was reduced and limited to providing drop-off sites with point-of-sale consumer educational materials.
- The Personnel, Professional Fees and Other category increased in 2024 due to the fee examination required for the fee change proposal.
- The General and Administrative line increased in 2024 because of new corporate-level positions, a reclassification of how certain travel expenses are accounted for, and increased general communications.

#### 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.

#### D. 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

Size	Container Size	Fee
Very Small	Half pint or smaller	\$0.00
Small	Larger than half pint up to smaller than 1 gallon	\$0.35
Medium	1–2 gallons	\$0.75
Large	Larger than 2 gallons up to 5 gallons	\$1.60

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

Based on the program's financial performance, PaintCare proposed an adjustment to the fee structure approved by the Maine Department of Environmental Protection (DEP) in February 2025, which will take effect on October 1, 2025. The new fee structure is expected to provide revenue to cover program costs, including public outreach, and accumulate reserves to align with PaintCare's reserve target of 100% of annual expenses over several years.

## **E. 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.** With an anticipated increase in paint sales and the new fees slated to take effect in October 2025, revenue for 2025 is expected to increase approximately 11%. A significant increase of around 32% is expected in 2026 due to the continuation of projected growth in paint sales and a full year of the new fee structure, followed by a modest projected increase in paint sales and revenue in 2027.

Changes to paint sales volumes would alter actual revenue available when compared to the forecast provided.

**Expenses.** Paint management-related costs account for over 75% of the program's expenses. CTP expenses are expected to increase by an average of 3% annually over the forecast period. The volume of paint collected and vendor pricing drive CTP costs.

Communication spending is projected to ramp up as revenue increases, with a target budget of \$200,000.

With the addition of the Illinois program to the allocation formula, Maine's share of the General and Administrative costs will decrease in 2026 and gradually increase annually.

Changes to expenses, especially in paint collection volume and pricing, would alter actual expenses when compared to the forecast provided.

**Net Assets/Reserves.** Due to lower-than-anticipated paint sales in 2024, net assets declined, with expenses outpacing revenue. Although reserves are expected to further decline in 2025, with the approved fee change taking effect in October it is projected that end-of-year net assets will be positive by the end of 2026, increasing program reserves.

The projections below include the new fee structure beginning on October 1, 2025.

### THREE-YEAR PROJECTIONS

	Actual		Projections	
	2024	2025	2026	2027
<b>Revenue</b>				
Small Containers	\$165,121	\$182,499	\$241,568	\$245,925
Medium Containers	939,745	1,053,036	1,417,150	1,426,623
Large Containers	224,394	240,958	294,280	298,872
<b>Total Revenue</b>	1,329,260	1,476,493	1,952,998	1,971,420
 <b>Expenses</b>				
Paint Processing	802,699	832,570	849,221	866,206
Paint Transportation	209,982	216,959	221,298	225,724
Paint Collection Supplies and Support	194,754	222,870	227,327	231,874
Communications	5,225	35,000	50,000	50,000
Personnel, Professional Fees, Other	143,644	134,484	138,897	143,479
State Agency Administrative Fees	61,234	84,000	84,000	84,000
General and Administrative	130,997	137,690	129,353	133,881
<b>Total Expenses</b>	1,548,533	1,663,573	1,700,096	1,735,164
 <b>Change in Net Assets</b>	(219,273)	(187,080)	252,902	236,256
 <b>Net Assets, Beginning of Year</b>	449,410	230,137	43,057	295,959
 <b>Net Assets, End of Year</b>	\$230,137	\$43,057	\$295,959	\$532,215
 <b>Reserve Level</b>	15%	4%	19%	32%

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

## Section 4. Communications

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### Annual Report Statutory Citation

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

*(5) A summary of outreach and educational activities undertaken and samples of educational materials provided to consumers of architectural paint;*

#### 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. Outreach efforts focused on encouraging the public to recycle their unwanted paint and also included messages related to 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 print advertising, radio, and social media. The main call-to-action of outreach materials and messaging directs readers to PaintCare's website for more information on finding a drop-off site, reusing paint, reducing waste, and finding more information about the program.

Beginning in 2024, communications activities in Maine were scaled back due to the financial position of the program. Outreach efforts during the year were limited to distributing point-of-sale print materials and face-to-face outreach. PaintCare's additional outreach activities included maintaining website and social media activities.

The relative amounts of Communications spending dedicated to different outreach activities are summarized in the following table.

## RELATIVE SPENDING ON COMMUNICATION & OUTREACH ACTIVITIES

Activity	Percent
Conferences & Memberships	58
Print Materials Distribution	29
Surveys	7
Translations	3
PR Agency Support	2
Production	<1
Total	100

### A2. Point of Sale Print Materials

PaintCare continued to distribute print materials to retailers for them to make available to consumers to educate them about the PaintCare program. Staff fulfilled requests for materials totaling 2,890 brochures, mini cards, fact sheets, posters, and other materials during the year. Program staff also delivered additional materials in person during site visits.

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

PaintCare worked with Home Depot to develop and ship 11 custom Home Depot-branded counter mats to Home Depot sites. Program staff also delivered counter mats in person during site visits.

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



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

In December, PaintCare sent letters and fact sheets to 70 paint retailers known to sell paint online. The letter provided a summary of PaintCare program information for retailers and a reminder that online paint sales are included under the paint stewardship law.

### 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

### A4. Website

Most PaintCare advertising and outreach materials 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, retailers, contractors, waste facilities, products covered by the program, and the Maine program. PaintCare's website is updated throughout the year. The most frequently visited part of the website is the PaintCare site locator.

There were 10,693 page views of the Maine web page during the year.

PaintCare provides a web page of links to paint calculators from various sources, at [www.paintcare.org/paint-calculators](http://www.paintcare.org/paint-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/recycled-paint-stores](http://www.paintcare.org/recycled-paint-stores) .

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



Examples of Storage Tip Video Showing Use of a Paint Key or Paint Can Opener to Avoid Damaging Can

## A5. Translations

PaintCare translates program brochures and fact sheets into languages other than English upon requests from paint retailers and other stakeholders. PaintCare has translated its program brochure into Amharic, Arabic, Armenian, Bengali, Cantonese, Farsi, French, Haitian Creole, Hawaiian, Hindi, Hmong, Italian, Japanese, Khmer, Korean, Lao, Mandarin, Polish, Portuguese, Punjabi, Russian, Somali, Spanish, Tagalog, Thai, Turkish, Ukrainian, Vietnamese, and Yiddish. Three widely used fact sheets that provide information about the LVP service, guidance for painting contractors, and the programs products list are also available in the 29 languages listed above. 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. PaintCare provides a webpage with information on how to access translations and hotline interpretation, found at [www.paintcare.org/language-assistance/](http://www.paintcare.org/language-assistance/).

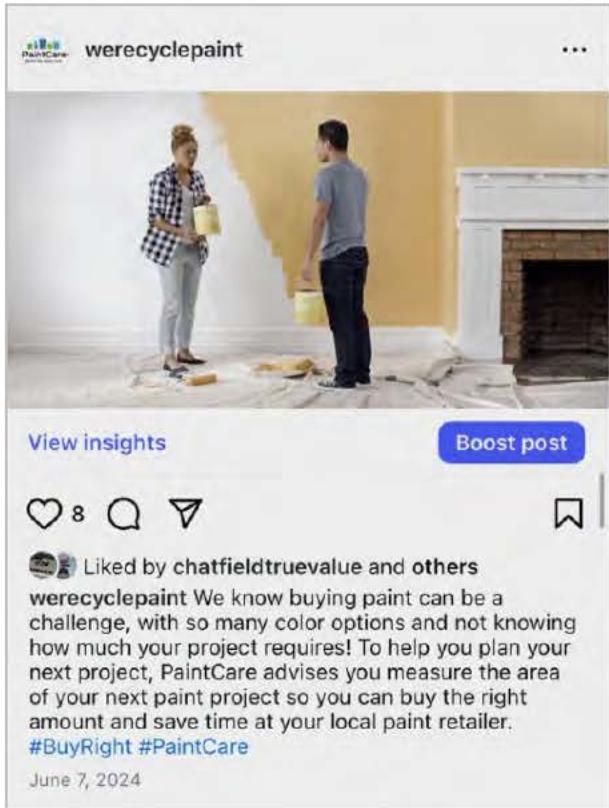
## A6. Signs for Drop-Off Sites

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.



## A7. Social Media

Throughout the year PaintCare maintained its social media presence on sites including Facebook, Instagram, and TikTok 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 Promoting Tips to Buy the Right Amount of Paint

#### A8. Joint Outreach

PaintCare offers creative and financial support for outreach campaigns conducted by HHWs and government run solid waste facilities that are PaintCare partners. There were no requests for Joint Outreach support this year.

#### A9. Face-to-Face

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

Date	Event	Activity
2/26-3/1	Painting Contractors Association (PCA)/Annual Expo	Exhibitor, table/booth
3/5-3/6	National Recycling Coalition/National Recycling Congress (Virtual)	Exhibitor, table/booth
3/5-3/7	US Green Building Council/Green Schools Conference	Exhibitor, table/booth
3/26-3/28	North American Hardware and Paint Association (NHPA)/National Hardware Show	Exhibitor, table/booth
4/29-4/30	Maine Resource Recovery Association Conference	Exhibitor, table/booth

4/30-5/1	Northeast Recycling Council	Exhibitor, table/booth
4/30-5/2	American Coatings Association/American Coatings Show	Exhibitor, table/booth
8/5-8/7	National Conference of State Legislators/Legislative Summit	Exhibitor, table/booth
9/22-9/27	NAHMMA/Annual Conference	Exhibitor, table/booth
9/24-9/25	Canadian Product Stewardship Council/Canadian Stewardship Conference	Attended sessions
10/21-10/23	SWANA/WasteCon Leadership Summit	Exhibitor, table/booth
10/21-10/24	National Association of Residential Property Managers/Annual Trade Show	Exhibitor, table/booth
10/28-10/30	Northeast Recycling Council Fall Conference	Exhibitor, table/booth
11/11-11/15	U.S. Green Building Council/Greenbuild International Conference + Expo	Exhibitor, table/booth
11/8-11/10	National Association of Realtors/Annual Conference and Expo	Exhibitor, table/booth
12/11-12/12	Northeastern Retail Lumber Association	Exhibitor, table/booth

## B. AWARENESS SURVEY

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

Following are some highlights from the survey results:

- 250 surveys were completed by Maine residents, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- Over half of state respondents (59%) purchased paint in the last year. Of those, 45% reported taking measurements in order to purchase the right amount of paint and 30% reported seeking help from paint retail staff to purchase the right amount.
- 71% of respondents said they were “extremely likely” or “likely” to drop off paint for recycling the next time they have leftover paint to dispose of.
- 47% of end-consumers who had purchased paint in the last year were aware that paint can be recycled, of available drop-off opportunities in the state, or both.

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

## **Section 5. 2025 and Future**

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### **Annual Report Statutory Citation**

Section 2144(5)(E) requires that PaintCare submit an annual report that includes, in relevant part:

*(9) An evaluation of the effectiveness of the paint stewardship program compared to prior years and anticipated steps, if any are needed, to improve performance throughout the State.*

This section of the annual report describes activities or plans for the program that have happened since December 31, 2024, or are being planned:

#### **A. OPERATIONS**

As noted in this report, based on the program's financial performance, PaintCare intends to implement a fee change on October 1, 2025, as approved by DEP.

#### **B. SPECIAL PROJECTS**

PaintCare intends to visit or call all paint retailers to inform them about the fee change and provide information about the program. Plans for the visits also include providing updated point-of-sale print materials and checking site staff familiarity with the program. During these visits and calls, staff may invite retailers to participate in the program as drop-off sites. PaintCare also plans to ship notification letters and updated point-of-sale print materials to retailers throughout the state.

#### **C. COMMUNICATIONS**

PaintCare plans to continue promoting paint drop-off sites to Maine households and businesses.

## Appendix A

## MAINE PAINTCARE SITES IN 2024

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## SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
<b>1. Year-Round Sites</b>				<b>110,274</b>
Alfred	Town of Alfred Transfer Station	79 Sanford Rd	Transfer Station	416
Auburn	Environmental Projects Inc - EPI	664 Washington St N	Environmental Services	2,287
Auburn	Sherwin-Williams	445 Center St	Retail	1,625
Augusta	Aubuchon Hardware	10 Bangor St	Retail	491
Augusta	Sherwin-Williams	68 Western Ave	Retail	2,256
Augusta	Hatch Hill Solid Waste Disposal Facility	112 Hatch Hill Rd	Transfer Station	748
Bangor	Color Concepts	840 Hammond St	Retail	1,127
Bangor	Sherwin-Williams	625 B Broadway	Retail	2,877
Bangor	JB Paint Co	2225 Odlin Rd	Retail	189
Bar Harbor	Paradis Ace Hardware	31 Holland Ave	Retail	425
Bath	Rockys Ace Hardware	55 Congress Ave	Retail	1,049
Belfast	Aubuchon Hardware	231 Northport Ave	Retail	215
Belfast	Sherwin-Williams	15A Starrett Dr	Retail	2,308
Belgrade	Belgrade Transfer Station	92 Dunn Rd	Transfer Station	562
Biddeford	Sherwin-Williams	420 Alfred St	Retail	2,045
Bowdoinham	Bowdoinham Recycling Center	121 Pond Rd	Transfer Station	178
Brewer	Aubuchon Hardware	484 Wilson St	Retail	1,039
Bridgton	Hayes Ace Hardware	204 Portland Rd	Retail	1,582
Bridgton	Bridgton Transfer Station	118 Sandy Creek Rd	Transfer Station	739
Brownfield	Brownfield Transfer Station	1076 Pequawket Trl	Transfer Station	381
Brunswick	Sherwin-Williams	179 Pleasant St	Retail	1,084
Buckfield	Buckfield Transfer Station	114 Sumner Rd	Transfer Station	237
Buxton	Aubuchon Hardware	400 Narragansett Trl	Retail	975
Buxton	Plummers Buxton Hardware	241 Parker Farm Rd	Retail	340
Calais	Calais Ace Home Center	295 North St	Retail	399
Calais	Sherwin-Williams	305 North St	Retail	494
Calais	Johnsons True Value Hardware	188 North St	Retail	0
Cape Elizabeth	Cape Elizabeth Recycling Center	Dennison Dr	Transfer Station	1,232
Caribou	S W Collins	6 Washburn St	Retail	653
China	China Transfer Station	191 Alder Park Rd	Transfer Station	727
Clinton	Clinton Transfer Station	31 Old Leonard Woods Rd	Transfer Station	722

## SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Columbia Falls	Pleasant River SWDS	1340 Route 1	Transfer Station	559
Corinna	Mid Maine Solid Waste Assoc	63 Airport Rd	Transfer Station	588
Corinth	Central Penobscot Solid Waste Facility	117 Main St	Transfer Station	243
Cornish	Cornish Hardware	13 Maple St	Retail	120
Damariscotta	Sherwin-Williams	505 Main St	Retail	847
Dover Foxcroft	Dover True Value Hardware	69 E Main St	Retail	113
Dover Foxcroft	Dover Foxcroft Transfer Station	66 Landfill Rd	Transfer Station	765
Ellsworth	Sherwin-Williams	43 Downeast Hwy	Retail	1,985
Falmouth	Falmouth Transfer Station	101 Woods Rd	Transfer Station	2,887
Farmingdale	Goslines Hardware	563 Maine Ave	Retail	253
Farmington	Aubuchon Hardware	528 Wilton Rd	Retail	487
Fort Kent	S W Collins	35 W Main St	Retail	251
Frenchville	Valley Recycling Facility	72 Airport Ave	Transfer Station	458
Fryeburg	Fryeburg Transfer Station	2025 Main St	Transfer Station	542
Garland	Garland Transfer Station	586 Center Rd	Transfer Station	191
Gorham	Plummers Gorham Ace Hardware	57 Main St	Retail	835
Gray	Cooks Hardware	19 Portland Rd	Retail	306
Gray	Gray Transfer Station	13 Seagull Dr	Transfer Station	2,082
Greene	Greene Transfer Station	281 Quaker Ridge Rd	Transfer Station	360
Greenville	Greenville Transfer Station	7 Minden St	Transfer Station	548
Hiram	Tri Town Transfer Station	208 S Hiram Rd	Transfer Station	769
Houlton	S W Collins	57 Bangor St	Retail	324
Houlton	Sherwin-Williams	2 Smyrna St	Retail	760
Islesboro	Islesboro Transfer Station	1299 Meadow Rd	Transfer Station	0
Jackman	Jackman Transfer Station	31 Hastings Rd	Transfer Station	94
Jay	Jay Transfer Station	672 Main St	Transfer Station	295
Kingfield	Kingfield Transfer Station	304 Lexington Rd	Transfer Station	810
Kittery	Kittery Ace Hardware	6 Shapleigh Rd	Retail	737
Kittery	Kittery Transfer Station	1 Mac Kenzie Ln	Transfer Station	771
Lewiston	Sherwin-Williams	1168 Lisbon St	Retail	1,782
Limerick	Plummers Hardware	42 Central Ave	Retail	0
Limerick	Limerick Transfer Station	86 Doles Hill Rd	Transfer Station	223
Lincoln	Aubuchon Hardware	245 W Broadway	Retail	819
Lincoln	S W Collins	302 W Broadway	Retail	296

**MAINE PAINTCARE SITES IN 2024**

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**SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.**

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Lisbon Falls	Aubuchon Hardware	572 Lisbon St	Retail	492
Mechanic Falls	Depot Square Hardware	9 Depot Square	Retail	426
Mexico	Rumford Regional Transfer Station	388 River Rd	Transfer Station	983
Monson	Monson Transfer Station	80 Chapin Ave	Transfer Station	0
Naples	Aubuchon Hardware	499 Roosevelt Trl	Retail	880
Newfield	Newfield Transfer Station	320 Water St	Transfer Station	174
Newport	Aubuchon Hardware	83 Moosehead Trl	Retail	215
Nobleboro	Nobleboro Transfer Station	25 Transfer Ln	Transfer Station	1,488
Northeast Harbor	S R Tracy Inc	8 Summit Rd	Retail	481
Northeast Harbor	F T Brown	106 Main St	Retail	238
Norway	Aubuchon Hardware	138 Main St	Retail	473
Oakland	Oakland Transfer Station	343 Town Farm Rd	Transfer Station	1,342
Old Town	Aubuchon Hardware	486 Stillwater Ave	Retail	764
Oxford	Oxford Transfer Station	89 Smith St	Transfer Station	856
Portland	Maine Hardware	274 Saint John St	Retail	761
Portland	PPG Paints	973 Congress St	Retail	193
Portland	Eldredge Lumber & Hardware	145 Presumpscot St	Retail	732
Presque Isle	S W Collins	21 Rice St	Retail	627
Presque Isle	Rathbun Lumber	43 State St	Retail	50
Rangeley	Rangeley Lakes Builders Supply	2742 Main St	Retail	466
Readfield	Readfield Transfer Station	14 Recycle Rd	Transfer Station	364
Rockland	Sherwin-Williams	96 Park St	Retail	790
Rockland	E L Spear Inc Lumber and Hardware	10 Payne Ave	Retail	903
Rumford	Aubuchon Hardware	65 Falmouth St	Retail	322
Rumford	Sherwin-Williams	1023 Route 2	Retail	423
Sanford	Eldredge Lumber	1787 Main St	Retail	863
Scarborough	Dunstan Ace Hardware	636 US Hwy 1	Retail	1,102
Scarborough	Sherwin-Williams	166 US Route 1	Retail	1,670
Scarborough	Oak Hill Ace Hardware	29 Gorham Rd	Retail	1,446
Searsport	Searsport Transfer Station	Dump Rd	Transfer Station	528
Sebago	Sebago Transfer Station	141 Long Hill Rd	Transfer Station	383
Skowhegan	Sherwin-Williams	257 Madison Ave	Retail	385
Skowhegan	Quinn True Value Hardware	125 Waterville Rd	Retail	68

## MAINE PAINTCARE SITES IN 2024

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## SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Skowhegan	Skowhegan Transfer Station	29 Transfer Station Dr	Transfer Station	623
Solon	Solon Transfer Station (New Dec 2022)	1483 River Rd	Transfer Station	103
South Portland	Johnson's Paint by Rings End (Formerly Maine Paint)	153 Ocean St	Retail	3,175
South Portland	Sherwin-Williams	180 Waterman Dr	Retail	1,247
Southwest Harbor	Southwest Trustworthy Hardware	345 Main St	Retail	228
Springvale	Springvale Hardware	489 Main St	Retail	703
Springvale	Sherwin-Williams	544 Main St	Retail	2,025
Standish	Steep Falls Building Supply	190 Ossipee Trl W	Retail	256
Standish	Standish Hardware	5 Oak Hill Rd	Retail	120
Tenants Harbor	St George Transfer Station	176 Wallston Rd	Transfer Station	522
Topsham	Topsham Transfer Station	97 Townsend Way	Transfer Station	1,525
Topsham	Sherwin-Williams	86 Topsham Fair Rd	Retail	1,159
Waldoboro	Waldoboro Transfer Station	885 N Nobleboro Rd	Transfer Station	879
Waterboro	Plummers Waterboro Hardware	1009 Main St	Retail	347
Waterboro	Waterboro Transfer Station	132 Bennett Hill Rd	Transfer Station	2,370
Waterville	Aubuchon Hardware	485 Kennedy Memorial Dr	Retail	395
Waterville	Sherwin-Williams	343 Main St	Retail	878
Wells	Aubuchon Hardware	1165 Post Rd	Retail	656
Wells	Sherwin-Williams	1521 Post Rd	Retail	1,331
Westbrook	Sherwin-Williams	100 Larrabee Rd	Retail	3,405
Westbrook	Sportsman's Hardware and Rental	30 Central St	Retail	233
Wilton	Wilton Transfer Station	158 Weld Rd	Transfer Station	496
Windham	Aubuchon Hardware	777 Roosevelt Trl	Retail	697
Windham	Sherwin-Williams	859 Roosevelt Trl	Retail	2,327
Winthrop	Marshall Hills Transfer Station	1199 US-202	Transfer Station	1,095
Wiscasset	Ames Supply True Value	447 Bath Rd	Retail	1,145
Yarmouth	Sherwin-Williams (Temp Closed Jul 2023)	438 Route 1	Retail	1,357
Yarmouth	Johnson's Paint (Formerly Maine Paint)	412 US Route 1	Retail	1,660
Yarmouth	Yarmouth Transfer Station	659 E Main St	Transfer Station	3,216
York	Eldredge Lumber & Hardware	627 US Route 1	Retail	2,326
York	Sherwin-Williams	317 US Route 1	Retail	1,386

## SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
<b>2. Supplemental Sites</b>				<b>17,198</b>
Arundel	Arundel HHW Day (Town)	46 Bergeron Dr	HHW Event	135
Augusta	Augusta Municipal Garage (HHW Event) (KVCOG)	55 North St	HHW Event	305
Bar Harbor	Acadia Painting (Dropped Jan 2024)	1301 State Hwy 102	Other	0
Bar Harbor	Mount Desert Island High School (ADD )	1081 Eagle Lake Rd	HHW Event	464
Bath	Bath Public Works Dept (Town)	450 Oak Grove Ave	HHW Event	385
Belfast	Belfast HHW Day	32 Little River Dr	HHW Event	103
Bethel	Maine School District (AVCOG)	1 Parkway	HHW Event	330
Biddeford	Biddeford Public Works (City)	371 Hill St	HHW Event	1,000
Brewer	Brewer Public Works (City)	221 Greenpoint Rd	HHW Event	309
Brunswick	Brunswick Landfill (Town)	49 Graham Rd	HHW Event	902
Cape Elizabeth	Cape Elizabeth Recycling Center (Town)	21 Dennison Dr (off Spurwink)	HHW Event	397
Eliot	Eliot Transfer Station (Town)	468 Dow Hwy Route 236	HHW Event	98
Fryeburg	Fryeburg Transfer Station (HHW Event) (AVCOG)	2025 Main St	HHW Event	46
Gray	Gray Transfer Station (Town)	14 Seagull Dr	HHW Event	40
Islesboro	Islesboro Transfer Station (Town)	1299 Meadow Rd	HHW Event	51
Kennebunk	Kennebunk Public Services Dept (Town)	36 Sea Rd	HHW Event	778
Kingfield	Kingfield Transfer Station (AVCOG)	304 Lexington Rd	HHW Event	47
Lewiston	Western Maine Environmental Depot - HHW Facility (AVCOG*)	424 River Rd	HHW Seasonal	
Lisbon	Maine Building Materials Exchange (Closed Jan 2023)	102 Lisbon Rd	Reuse Store	225
Livermore	Livermore Transfer Station (AVCOG)	Gravel road north of 1801 Federal Rd	HHW Event	161
Matinicus	Matinicus Island (Manticus Island)	Municipal Wharf	HHW Event	45
Mexico	Mexico Transfer Station (AVCOG)	342 River Rd	HHW Event	142
Norridgewock	Crossroads Landfill (WM)	357 Mercer Rd	HHW Event	159
Norway	Norway Paris Transfer Station (AVCOG)	39 Brown St	HHW Event	254
Old Town	Old Town Transfer Station (Town)	246 Gilman Falls Ave	HHW Event	472

**MAINE PAINTCARE SITES IN 2024**

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**SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.**

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
Phippsburg	Phippsburg Transfer Station (Town)	58 Sam Day Hill Rd	HHW Event	385
Pittsfield	Pittsfield Recycling Center (KVCOG)	601 Peltoma Ave	HHW Event	46
Portland	Riverside Recycling Facility - HHW Facility	910 Riverside St	HHW Seasonal	4,475
Portland	Peaks Island Garage (City)	10 Florida Ave	HHW Event	372
Readfield	Readfield Transfer Station (KVCOG)	14 Recycle Rd	HHW Event	348
Rockland	Rockland Transfer Station (City)	400 Limerock St	HHW Event	190
Rockport	Mid Coast Solid Waste Corp (MidCoast )	90 Union St	HHW Event	444
Saco	Saco Public Works (City)	351 North St	HHW Event	622
Sanford	Sanford Transfer Station HHW event	81 Rushton St	HHW Event	184
Scarborough	Scarborough Public Works (Town)	20 Washington Ave	HHW Event	770
Skowhegan	Skowhegan Recycling and Transfer Station (KVCOG)	29 Transfer Station Dr	HHW Event	93
South Berwick	Berwick Transfer Station (Town)	534B Route 4	HHW Event	434
South Portland	South Portland Municipal Services Facility (City)	929 Highland Ave	HHW Event	642
Standish	Standish Public Works (Town)	150 Moody Rd	HHW Event	245
Stratton	Eustis Transfer Station (AVCOG)	Rangley Rd	HHW Event	100
Union	Tri County Recycling Center (Tri County)	3368 Heald Hwy	HHW Event	170
Westbrook	Casella Waste Systems (City)	594 County Rd	HHW Event	99
Winslow	Winslow Parks and Recreation (KVCOG)	135 Halifax St	HHW Event	633
Yarmouth	Yarmouth Fire Rescue (Town)	178 North Rd	HHW Event	99

## SITES WITH 0 GALLONS DID NOT HAVE PAINT PICKED UP DURING THE REPORTING YEAR.

<u>City/Town</u>	<u>Site Name</u>	<u>Address</u>	<u>Type</u>	<u>Gallons</u>
<b>3. Large Volume Pickup Sites</b>				<b>3,082</b>
Alfred	[Painting Contractor]		LVP	85
Bangor	[Paint Retailer]		LVP	130
Casco	[Household]		LVP	138
Fryeburg	[Property Manager/Owner]		LVP	57
Gorham	[School or University]		LVP	191
Lewiston	[Painting Contractor]		LVP	116
Lincolnville	[Paint retailer]		LVP	236
Milford	[Construction]		LVP	106
Portland	[Painting Contractor]		LVP	594
Portland	[Paint retailer]		LVP	182
Rockland	[Painting Contractor]		RLVP	0
Rockport	[Construction]		LVP	140
Saco	[Bank office]		LVP	15
Sanford	[Painting Contractor]		LVP	255
Scarborough	[Painting Contractor]		LVP	134
South Portland	[Property Manager/Owner]		LVP	116
Standish	[School or University]		LVP	112
Thomaston	[Household]		LVP	69
Waldo	[Painting Contractor]		LVP	74
Windham	[Painting Contractor]		LVP	210
Wiscasset	[School or University]		LVP	121
<b>Total for All Sites</b>				<b>130,554</b>

\*Paint volumes from AVCOG's facility in Lewiston was taken to EPI and is not counted separately. It is included in the total for the EPI facility in Auburn.

## Appendix B

**PaintCare Inc.**  
Financial Statements  
and Independent Auditor's Report  
December 31, 2024 and 2023

# **PaintCare Inc.**

## Financial Statements December 31, 2024 and 2023

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## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of  
PaintCare Inc.

### ***Opinion***

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of December 31, 2024 and 2023; the related statements of activities, functional expenses, and cash flows for the years then ended; and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of December 31, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### ***Basis for Opinion***

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of PaintCare and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

***Responsibilities of Management for the Financial Statements (continued)***

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about PaintCare's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 PaintCare's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about PaintCare's ability to continue as a going concern for a reasonable period of time.

***Auditor's Responsibilities for the Audit of the Financial Statements (continued)***

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

***Supplementary Information***

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 20-21 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 stylized with a large loop, and the "&" is a simple ampersand.

Vienna, Virginia  
March 20, 2025

**PaintCare Inc.**

Statements of Financial Position  
December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 22,927,474	\$ 32,521,385
Accounts receivable, net	5,479,898	5,300,296
Investments	64,566,208	60,408,475
Prepaid expenses	<u>544,451</u>	<u>305,984</u>
Total current assets	93,518,031	98,536,140
Intangible assets, net	<u>31,581</u>	<u>53,382</u>
Total assets	<u><u>\$ 93,549,612</u></u>	<u><u>\$ 98,589,522</u></u>
<b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 9,906,718	\$ 9,727,005
Due to affiliate	<u>4,458,037</u>	<u>6,008,351</u>
Total liabilities	<u>14,364,755</u>	<u>15,735,356</u>
<b>Net Assets</b>		
Without donor restrictions	<u>79,184,857</u>	<u>82,854,166</u>
Total net assets	<u>79,184,857</u>	<u>82,854,166</u>
Total liabilities and net assets	<u><u>\$ 93,549,612</u></u>	<u><u>\$ 98,589,522</u></u>

**PaintCare Inc.**

Statements of Activities  
For the Years Ended December 31, 2024 and 2023

	2024	2023
<b>Operating Revenue and Support</b>		
Paint recovery fees	\$ 77,935,304	\$ 77,499,700
Other income	- ____	26,912 ____
Total operating revenue and support	<u>77,935,304</u>	<u>77,526,612</u>
<b>Expenses</b>		
Program and delivery services:		
Oregon	5,399,480	4,536,856
California	33,388,128	35,255,096
Connecticut	3,147,817	3,020,816
Rhode Island	689,420	792,342
Minnesota	6,501,411	6,110,219
Vermont	753,230	809,869
Maine	1,417,536	1,393,574
Colorado	7,284,048	7,469,530
District of Columbia	487,719	526,261
Washington	7,741,911	8,063,906
New York	9,899,737	8,886,624
Illinois	283,158	82,184
Maryland	<u>60,951</u>	-
Total program and delivery services	<u>77,054,546</u>	<u>76,947,277</u>
General and administrative	<u>8,707,801</u>	<u>7,285,309</u>
Total expenses	<u>85,762,347</u>	<u>84,232,586</u>
<b>Change in Net Assets from Operations</b>	(7,827,043)	(6,705,974)
<b>Non-Operating Activity</b>		
Investment return, net	<u>4,157,734</u>	<u>4,891,335</u>
Total non-operating activity	<u>4,157,734</u>	<u>4,891,335</u>
<b>Change in Net Assets</b>	(3,669,309)	(1,814,639)
<b>Net Assets</b> , beginning of year	<u>82,854,166</u>	<u>84,668,805</u>
<b>Net Assets</b> , end of year	<u>\$ 79,184,857</u>	<u>\$ 82,854,166</u>

**PaintCare Inc.**

Statement of Functional Expenses  
For the Year Ended December 31, 2024

	Program and Delivery Services													General and Administrative		Total
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	Illinois	Maryland			
<b>Expenses</b>																
Salaries and related benefits	\$ 170,765	\$ 944,699	\$ 113,041	\$ 33,732	\$ 266,980	\$ 47,603	\$ 100,823	\$ 316,589	\$ 26,576	\$ 396,610	\$ 651,321	\$ 114,067	\$ 15,370	\$ 3,017,093	\$ 6,215,269	
Collection support	110,296	3,500,362	472,724	108,720	549,767	103,951	194,754	511,469	38,462	245,390	524,254	-	-	1,506	6,361,655	
Transportation and processing	4,606,127	23,208,520	2,499,531	475,516	5,044,971	556,739	1,012,680	6,078,292	211,236	6,884,174	5,578,286	-	-	-	56,156,072	
Communications	434,518	4,373,623	8,436	55,243	581,543	21,065	5,225	201,121	165,828	40,170	2,904,595	40,340	532	260,888	9,093,127	
State agency administrative fees	40,000	678,974	20,800	-	9,690	15,000	61,234	120,000	31,617	64,557	-	-	-	-	1,041,872	
Professional fees	9,232	370,814	25,524	13,635	1,302	133	23,088	16,621	353	31,581	28,929	104,300	39,922	192,127	857,561	
Office and supplies	1,056	7,885	329	104	2,757	222	387	3,195	49	1,919	6,511	796	-	19,101	44,311	
Subscriptions and publications	-	-	-	-	-	-	91	78	-	-	267	-	-	156,012	156,448	
Professional development	454	85	-	-	16	143	137	-	-	1,291	439	7	-	16,642	19,214	
Travel	20,672	139,267	7,432	2,469	43,572	8,374	19,117	34,230	12,786	41,053	63,636	22,014	5,127	335,656	755,405	
Meetings	256	7,044	-	-	649	-	-	2,453	598	1,238	1,197	1,532	-	76,933	91,900	
Bank fees	-	-	-	-	-	-	-	-	-	-	-	-	-	115,261	115,261	
Management fees	-	-	-	-	-	-	-	-	-	-	-	-	-	4,099,938	4,099,938	
Insurance	-	-	-	-	-	-	-	-	-	-	4,156	-	-	381,621	385,777	
Amortization	-	-	-	-	-	-	-	-	-	-	1,675	-	-	34,951	36,626	
Interest	-	-	-	-	-	-	-	-	-	23,729	134,471	-	-	-	158,200	
Other expenses	6,104	156,855	-	1	164	-	-	-	214	10,199	-	102	-	72	173,711	
<b>Total Expenses</b>	<b>\$ 5,399,480</b>	<b>\$ 33,388,128</b>	<b>\$ 3,147,817</b>	<b>\$ 689,420</b>	<b>\$ 6,501,411</b>	<b>\$ 753,230</b>	<b>\$ 1,417,536</b>	<b>\$ 7,284,048</b>	<b>\$ 487,719</b>	<b>\$ 7,741,911</b>	<b>\$ 9,899,737</b>	<b>\$ 283,158</b>	<b>\$ 60,951</b>	<b>\$ 8,707,801</b>	<b>\$ 85,762,347</b>	

**PaintCare Inc.**

Statement of Functional Expenses  
For the Year Ended December 31, 2023

	Program and Delivery Services													General and Administrative		Total
	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	Illinois				
<b>Expenses</b>																
Salaries and related benefits	\$ 151,717	\$ 944,819	\$ 108,562	\$ 32,352	\$ 201,818	\$ 45,756	\$ 97,493	\$ 327,722	\$ 27,631	\$ 382,471	\$ 609,223	\$ 42,950	\$ 2,486,154	\$ 5,458,668		
Collection support	30,940	3,637,199	448,503	109,379	479,600	104,137	159,694	539,886	50,796	239,043	563,924	-	6,332		6,369,433	
Transportation and processing	4,164,425	22,507,102	2,382,637	504,199	4,639,909	590,244	955,607	5,630,404	300,645	6,475,102	5,510,185	-	-	-	53,660,459	
Communications	108,868	4,624,855	15,001	118,594	653,626	13,140	61,784	736,430	99,665	794,136	1,940,504	5,449	207,218		9,379,270	
State agency administrative fees	40,000	547,035	20,800	-	49,511	15,000	82,000	120,000	30,637	50,180	-	-	-	-	955,163	
Professional fees	983	64,750	33,039	23,309	34,641	34,080	16,621	22,419	580	5,400	43,047	15,854	198,721		493,444	
Office and supplies	10,442	10,425	618	106	4,952	426	367	6,409	318	26,015	6,324	489	18,563		85,454	
Subscriptions and publications	118	2,869	-	39	415	-	89	276	25	480	1,167	-	137,887		143,365	
Professional development	323	1,437	-	-	601	75	-	-	-	269	2,093	24	14,332		19,154	
Travel	25,958	174,342	11,277	4,208	44,099	6,932	18,759	82,139	15,623	54,641	66,749	16,558	223,155		744,440	
Meetings	657	14,590	-	3	959	-	34	3,280	-	1,014	1,319	860	19,604		42,320	
Bank fees	-	-	-	69	-	-	135	-	101	-	-	-	115,376		115,681	
Management fees	-	-	-	-	-	-	-	-	-	-	-	-	3,431,733		3,431,733	
Insurance	-	-	-	-	-	-	-	-	-	-	6,234	-	328,976		335,210	
Amortization	-	-	-	-	-	-	-	-	-	-	1,675	-	96,960		98,635	
Interest	-	-	-	-	-	-	-	-	-	34,906	134,104	-	-	-	169,010	
Provision for credit losses	816	2,725,673	379	84	-	79	988	565	240	-	-	-	-	-	2,728,824	
Other expenses	1,609	-	-	-	88	-	3	-	-	249	76	-	298		2,323	
<b>Total Expenses</b>	<b>\$ 4,536,856</b>	<b>\$ 35,255,096</b>	<b>\$ 3,020,816</b>	<b>\$ 792,342</b>	<b>\$ 6,110,219</b>	<b>\$ 809,869</b>	<b>\$ 1,393,574</b>	<b>\$ 7,469,530</b>	<b>\$ 526,261</b>	<b>\$ 8,063,906</b>	<b>\$ 8,886,624</b>	<b>\$ 82,184</b>	<b>\$ 7,285,309</b>	<b>\$ 84,232,586</b>		

**PaintCare Inc.**

Statements of Cash Flows  
For the Years Ended December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
<b>Cash Flows from Operating Activities</b>		
Change in net assets	\$ (3,669,309)	\$ (1,814,639)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Amortization	36,626	98,635
Net realized and unrealized gain on investments	(2,175,093)	(3,442,944)
Change in allowance for credit losses on accounts receivable	(444,585)	358,677
Establishment of allowance for credit losses on note receivable	3,326,125	2,351,584
Change in operating assets and liabilities:		
Decrease (increase) in:		
Accounts receivable	264,983	574,475
Prepaid expenses	(238,467)	1,051,845
Increase (decrease) in:		
Accounts payable and accrued expenses	179,713	105,216
Due to affiliate	(1,550,314)	(652,812)
Net cash used in operating activities	<u>(4,270,321)</u>	<u>(1,369,963)</u>
<b>Cash Flows from Investing Activities</b>		
Purchases of investments	(67,610,612)	(7,103,414)
Proceeds from sale of investments	65,627,972	5,655,024
Issuance of note receivable	(3,326,125)	(2,476,720)
Proceeds from principal receipts on note receivable	-	125,136
Purchases of intangible assets	(14,825)	(5,620)
Net cash used in investing activities	<u>(5,323,590)</u>	<u>(3,805,594)</u>
<b>Net Decrease in Cash and Cash Equivalents</b>	<u>(9,593,911)</u>	<u>(5,175,557)</u>
<b>Cash and Cash Equivalents, beginning of year</b>	<u>32,521,385</u>	<u>37,696,942</u>
<b>Cash and Cash Equivalents, end of year</b>	<u>\$ 22,927,474</u>	<u>\$ 32,521,385</u>

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

#### **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, District of Columbia, Washington, New York, and Colorado 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, 2024 and 2023 there were no net assets with 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 90 days or less at the time of purchase.

##### Accounts Receivable

Accounts receivable consist of amounts due from post-consumer paint recovery fees and are presented net of an allowance for credit losses resulting from the inability of customers to make required payments. The allowance for credit losses is based upon historical loss experience in combination with current economic conditions and a forecast of future economic conditions. Any change in the assumptions used in analyzing a specific account receivable might result in an additional allowance for credit losses being recognized in the period in which the change occurs.

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

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

##### Accounts Receivable (continued)

Allowance for credit losses consists of the following at December 31:

	<u>2024</u>	<u>2023</u>
Allowance for credit losses, beginning of year	\$ 444,585	\$ 85,908
Additions (charges to expense)	-	358,677
Deductions (write-offs, net of recoveries)	<u>(444,585)</u>	<u>-</u>
Allowance for credit losses, end of year	<u>\$ -</u>	<u>\$ 444,585</u>

##### Note Receivable

Effective July 2, 2024, PaintCare entered into a settlement agreement with a manufacturer who participated in the post-consumer paint recovery program. PaintCare and the manufacturer agreed to convert \$2,976,509 of outstanding paint recovery fees due to the Program into a structured note receivable. The terms of the agreement require the manufacturer to pay PaintCare the principal amount, together with interest and reimburse for attorney's fees not to exceed \$250,000. As of December 31, 2024, the manufacturer owes PaintCare \$3,326,125. PaintCare has an allowance on this note receivable totaling \$3,326,125 in the event collection does not occur.

Allowance for credit losses consists of the following at December 31:

	<u>2024</u>	<u>2023</u>
Allowance for credit losses, beginning of year	\$ 2,351,584	\$ -
Additions (charges to expense)	3,326,125	2,351,584
Deductions (write-offs, net of recoveries)	<u>(2,351,584)</u>	<u>-</u>
Allowance for credit losses, end of year	<u>\$ 3,326,125</u>	<u>\$ 2,351,584</u>

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

## **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.

### 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.

Specifically, for the various types of contracts, PaintCare recognizes revenue as follows:

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.

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

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

##### Revenue Recognition (continued)

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 based on employee headcount, 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 \$9,093,127 and \$9,379,270 for the years ended December 31, 2024 and 2023, respectively.

##### 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.

##### 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, 2024 and 2023

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

##### Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through March 20, 2025, 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 and cash equivalents 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>2024</u>	<u>2023</u>
Cash and cash equivalents	\$ 22,927,474	\$ 32,521,385
Accounts receivable, net	5,479,898	5,300,296
Investments, short term	<u>64,566,208</u>	<u>40,777,968</u>
 Total available for general expenditures	 <u>\$ 92,973,580</u>	 <u>\$ 78,599,649</u>

#### **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.

# PaintCare Inc.

## Notes to Financial Statements December 31, 2024 and 2023

## 5. Accounts Receivable

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

	2024	2023
California	\$ 1,928,903	\$ 2,461,063
New York	1,581,703	1,220,636
Washington	510,125	555,868
Colorado	396,471	410,988
Oregon	308,324	342,395
Minnesota	281,791	325,316
Connecticut	226,246	208,008
Maine	80,228	84,872
Rhode Island	60,687	53,741
District of Columbia	27,060	30,580
Vermont	<u>78,360</u>	<u>51,414</u>
 Total accounts receivable	 5,479,898	 5,744,881
Less: allowance for credit losses	-  <u>-</u>	(444,585)  <u>(444,585)</u>
 Accounts receivable, net	 \$ 5,479,898	 \$ 5,300,296

## 6. Investments and Fair Value Measurements

Net investment return consisted of the following for the years ended December 31:

	2024	2023
Interest and dividend income	\$ 2,134,408	\$ 1,611,952
Net realized and unrealized gain	2,175,093	3,442,944
Less: investment management fees	<u>(151,767)</u>	<u>(163,561)</u>
 Total investment return, net	 \$ 4,157,734	 \$ 4,891,335

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

#### **6. Investments and Fair Value Measurements (continued)**

PaintCare invests a portion of its accumulated surplus in a portfolio with 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, 2024 and 2023

#### **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, 2024:

	Level 1	Level 2	Level 3	Total
<b>Equities:</b>				
Energy	\$ 907,580	\$ -	\$ -	\$ 907,580
Materials	786,594	-	-	786,594
Industrials	2,681,481	-	-	2,681,481
Consumer				
discretionary	2,261,309	-	-	2,261,309
Consumer staples	1,364,477	-	-	1,364,477
Health care	2,434,198	-	-	2,434,198
Financials	3,724,185	-	-	3,724,185
Information				
technology	4,718,698	-	-	4,718,698
Telecommunication				
service	1,448,784	-	-	1,448,784
Utilities	633,145	-	-	633,145
Real estate	696,332	-	-	696,332
Blend	192,984	-	-	192,984
<b>Mutual funds:</b>				
Exchange traded				
funds	39,452,884	-	-	39,452,884
Fixed income	422,339	-	-	422,339
Cash equivalents	2,841,218	-	-	2,841,218
<b>Total investments</b>	<b>\$ 64,566,208</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 64,566,208</b>

## PaintCare Inc.

### Notes to Financial Statements December 31, 2024 and 2023

#### **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, 2023:

	Level 1	Level 2	Level 3	Total
<b>Equities:</b>				
Energy	\$ 907,583	\$ -	\$ -	\$ 907,583
Materials	716,349	-	-	716,349
Industrials	2,312,346	-	-	2,312,346
Consumer				
discretionary	1,892,060	-	-	1,892,060
Consumer staples	1,583,534	-	-	1,583,534
Health care	2,745,402	-	-	2,745,402
Financials	3,025,555	-	-	3,025,555
Information				
technology	3,741,872	-	-	3,741,872
Telecommunication				
service	1,221,635	-	-	1,221,635
Utilities	798,202	-	-	798,202
Real estate	509,653	-	-	509,653
Blend	50,682	-	-	50,682
<b>Mutual funds:</b>				
Exchange traded				
funds	6,343,481	-	-	6,343,481
Fixed income	11,818,529	-	-	11,818,529
Corporate bonds	5,261,856	-	-	5,261,856
Cash equivalents	2,322,892	-	-	2,322,892
<b>Government securities:</b>				
U.S. Treasury	- 11,899,836	-	-	11,899,836
U.S. Agency	- 3,257,008	-	-	3,257,008
<b>Total investments</b>	<b>\$ 45,251,631</b>	<b>\$ 15,156,844</b>	<b>\$ -</b>	<b>\$ 60,408,475</b>

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

#### **7. Intangible Assets**

Intangible assets consist of the following at December 31:

	<u>2024</u>	<u>2023</u>
Software	\$ 517,222	\$ 502,397
Less: accumulated amortization	<u>(485,641)</u>	<u>(449,015)</u>
Intangible assets, net	<u><u>\$ 31,581</u></u>	<u><u>\$ 53,382</u></u>

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

2025	\$ 19,406
2026	8,880
2027	<u>3,295</u>
Future estimated amortization	<u><u>\$ 31,581</u></u>

#### **8. Related Party Transactions**

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

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

## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2024 and 2023

#### **8. Related Party Transactions (continued)**

For the years ended December 31, 2024 and 2023, the total administrative fees charged by ACA to PaintCare were \$4,099,938 and \$3,431,733, respectively. At December 31, 2024 and 2023, PaintCare owed ACA \$4,458,037 and \$6,008,351, 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 Section 501(c)(3) of the Internal Revenue Code, 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.

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.**

Statement of Activities, Organized by Program  
For the Year Ended December 31, 2024

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	Illinois	Maryland	General and Administrative	Total
<b>Operating Revenue and Support</b>															
Paint recovery fees	\$ 5,210,202	\$ 27,902,745	\$ 3,052,516	\$ 820,714	\$ 6,049,469	\$ 994,440	\$ 1,329,260	\$ 6,435,924	\$ 420,916	\$ 8,438,897	\$ 17,280,221	\$ -	\$ -	\$ -	\$ 77,935,304
Total operating revenue and support	5,210,202	27,902,745	3,052,516	820,714	6,049,469	994,440	1,329,260	6,435,924	420,916	8,438,897	17,280,221	-	-	-	77,935,304
<b>Expenses</b>															
Program and delivery services:															
Collection support	110,296	3,500,362	472,724	108,720	549,767	103,951	194,754	511,469	38,462	245,390	524,254	-	-	-	6,360,149
Transportation and processing	4,606,127	23,208,520	2,499,531	475,516	5,044,971	556,739	1,012,680	6,078,292	211,236	6,884,174	5,578,286	-	-	-	56,156,072
Communications	434,518	4,373,623	8,436	55,243	581,543	21,065	5,225	201,121	165,828	40,170	2,904,595	40,340	532	-	8,832,239
State agency administrative fees	40,000	678,974	20,800	-	9,690	15,000	61,234	120,000	31,617	64,557	-	-	-	-	1,041,872
Professional fees	9,232	370,814	25,524	13,635	1,302	133	23,088	16,621	353	31,581	28,929	104,300	39,922	-	665,434
Other program expenses	199,307	1,255,835	120,802	36,306	314,138	56,342	120,555	356,545	40,223	476,039	863,673	138,518	20,497	-	3,998,780
Total program and delivery services	5,399,480	33,388,128	3,147,817	689,420	6,501,411	753,230	1,417,536	7,284,048	487,719	7,741,911	9,899,737	283,158	60,951	-	77,054,546
General and administrative:															
Legal fees	-	-	-	-	-	-	-	-	-	-	-	-	-	427,939	427,939
Management fees	-	-	-	-	-	-	-	-	-	-	-	-	-	4,099,938	4,099,938
Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	381,621	381,621
Other expense	-	-	-	-	-	-	-	-	-	-	-	-	-	3,798,303	3,798,303
Total general and administrative	-	-	-	-	-	-	-	-	-	-	-	-	-	8,707,801	8,707,801
Total expenses	5,399,480	33,388,128	3,147,817	689,420	6,501,411	753,230	1,417,536	7,284,048	487,719	7,741,911	9,899,737	283,158	60,951	8,707,801	85,762,347
<b>Change in Net Assets from Operations</b>	(189,278)	(5,485,383)	(95,301)	131,294	(451,942)	241,210	(88,276)	(848,124)	(66,803)	696,986	7,380,484	(283,158)	(60,951)	(8,707,801)	(7,827,043)
<b>Non-Operating Activity</b>															
Investment return, net	-	-	-	-	-	-	-	-	-	-	-	-	-	4,157,734	4,157,734
<b>Change in Net Assets Before Allocation of General and Administrative Activities</b>	(189,278)	(5,485,383)	(95,301)	131,294	(451,942)	241,210	(88,276)	(848,124)	(66,803)	696,986	7,380,484	(283,158)	(60,951)	(4,550,067)	(3,669,309)
General and administrative allocation	(407,431)	(3,801,778)	(346,727)	(105,517)	(548,705)	(61,835)	(130,997)	(555,169)	(66,303)	(740,897)	(1,942,442)	-	-	8,707,801	-
Investment allocation	-	3,360,326	-	-	348,243	(17,397)	-	418,365	48,197	-	-	-	-	(4,157,734)	-
<b>Total Change in Net Assets</b>	(596,709)	(5,926,835)	(442,028)	25,777	(652,404)	161,978	(219,273)	(984,928)	(84,909)	(43,911)	5,438,042	(283,158)	(60,951)	-	(3,669,309)
<b>Net Assets (Deficit), beginning of year</b>	3,472,382	50,130,107	3,280,944	745,760	4,539,817	(299,889)	449,410	6,123,017	722,268	2,025,647	11,746,887	(82,184)	-	-	82,854,166
<b>Net Assets (Deficit), end of year</b>	\$ 2,875,673	\$ 44,203,272	\$ 2,838,916	\$ 771,537	\$ 3,887,413	\$ (137,911)	\$ 230,137	\$ 5,138,089	\$ 637,359	\$ 1,981,736	\$ 17,184,929	\$ (365,342)	\$ (60,951)	- \$	79,184,857

**PaintCare Inc.**

Statement of Activities, Organized by Program  
For the Year Ended December 31, 2023

	Oregon	California	Connecticut	Rhode Island	Minnesota	Vermont	Maine	Colorado	District of Columbia	Washington	New York	Illinois	General and Administrative	Total
<b>Operating Revenue and Support</b>														
Paint recovery fees	\$ 5,208,941	\$ 28,268,530	\$ 3,095,469	\$ 813,414	\$ 5,851,678	\$ 798,215	\$ 1,336,052	\$ 6,300,542	\$ 431,102	\$ 8,120,279	\$ 17,275,478	\$ -	\$ -	\$ 77,499,700
Other income	-	26,493	-	-	-	-	-	179	-	-	240	-	-	26,912
Total operating revenue and support	5,208,941	28,295,023	3,095,469	813,414	5,851,678	798,215	1,336,052	6,300,721	431,102	8,120,279	17,275,718	-	-	77,526,612
<b>Expenses</b>														
Program and delivery services:														
Collection support	30,940	3,637,199	448,503	109,379	479,600	104,137	159,694	539,886	50,796	239,043	563,924	-	-	6,363,101
Transportation and processing	4,164,425	22,507,102	2,382,637	504,199	4,639,909	590,244	955,607	5,630,404	300,645	6,475,102	5,510,185	-	-	53,660,459
Communications	108,868	4,624,855	15,001	118,594	653,626	13,140	61,784	736,430	99,665	794,136	1,940,504	5,449	-	9,172,052
State agency administrative fees	40,000	547,035	20,800	-	49,511	15,000	82,000	120,000	30,637	50,180	-	-	-	955,163
Professional fees	983	64,750	33,039	23,309	34,641	34,080	16,621	22,419	580	5,400	43,047	15,854	-	294,723
Other program expenses	191,640	3,874,155	120,836	36,861	252,932	53,268	117,868	420,391	43,938	500,045	828,964	60,881	-	6,501,779
Total program and delivery services	4,536,856	35,255,096	3,020,816	792,342	6,110,219	809,869	1,393,574	7,469,530	526,261	8,063,906	8,886,624	82,184	-	76,947,277
General and administrative:														
Management fees	-	-	-	-	-	-	-	-	-	-	-	-	3,431,733	3,431,733
Insurance	-	-	-	-	-	-	-	-	-	-	-	-	328,976	328,976
Other expense	-	-	-	-	-	-	-	-	-	-	-	-	3,524,600	3,524,600
Total general and administrative	-	-	-	-	-	-	-	-	-	-	-	-	-	7,285,309
Total expenses	4,536,856	35,255,096	3,020,816	792,342	6,110,219	809,869	1,393,574	7,469,530	526,261	8,063,906	8,886,624	82,184	7,285,309	84,232,586
<b>Change in Net Assets from Operations</b>	672,085	(6,960,073)	74,653	21,072	(258,541)	(11,654)	(57,522)	(1,168,809)	(95,159)	56,373	8,389,094	(82,184)	(7,285,309)	(6,705,974)
<b>Non-Operating Activity</b>														
Investment return, net	-	-	-	-	-	-	-	-	-	-	-	-	4,891,335	4,891,335
<b>Change in Net Assets Before Allocation of General and Administrative Activities</b>	672,085	(6,960,073)	74,653	21,072	(258,541)	(11,654)	(57,522)	(1,168,809)	(95,159)	56,373	8,389,094	(82,184)	(2,393,974)	(1,814,639)
General and administrative allocation	(340,874)	(3,180,726)	(290,087)	(88,281)	(459,069)	(51,734)	(109,597)	(464,477)	(55,472)	(619,865)	(1,625,126)	-	7,285,308	-
Investment allocation	-	3,967,977	-	-	398,562	(18,544)	-	487,261	56,078	-	-	-	(4,891,334)	-
<b>Total Change in Net Assets</b>	331,211	(6,172,822)	(215,434)	(67,209)	(319,048)	(81,932)	(167,119)	(1,146,025)	(94,553)	(563,492)	6,763,968	(82,184)	-	(1,814,639)
<b>Net Assets (Deficit), beginning of year</b>	3,141,171	56,302,929	3,496,378	812,969	4,858,865	(217,957)	616,529	7,269,042	816,821	2,589,139	4,982,919	-	-	84,668,805
<b>Net Assets (Deficit), end of year</b>	\$ 3,472,382	\$ 50,130,107	\$ 3,280,944	\$ 745,760	\$ 4,539,817	\$ (299,889)	\$ 449,410	\$ 6,123,017	\$ 722,268	\$ 2,025,647	\$ 11,746,887	\$ (82,184)	\$ -	\$ 82,854,166

## Appendix C



## A Program to Manage Leftover Paint

Each year about 850 million gallons of architectural paint are sold in the United States. Did you know that about 10 percent goes unused and can be reused and recycled?

Maine's paint stewardship law requires the paint manufacturing industry to operate a financially sustainable and environmentally responsible program to manage postconsumer (leftover) architectural paint. Paint manufacturers created PaintCare, a nonprofit organization, to run paint stewardship programs in states with applicable laws.

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

## PaintCare Products

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

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

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

## Non-PaintCare Products

- Paint thinners, mineral spirits, solvents
- Aerosol coatings
- 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.

MAINE



## Where Do I Take Leftover Paint?

Paint recycling is convenient with PaintCare. We set up paint drop-off sites throughout the state. To find your nearest drop-off site, use PaintCare's drop-off 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.

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

Make sure all paint containers have lids and original labels, and load them securely in your vehicle if driving. 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 processed 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 may drop off as much latex or oil-based paint as the PaintCare drop-off site is willing to accept.

Businesses may drop off any amount of latex-based paint the PaintCare drop-off site is willing to accept, but limits may apply to oil-based paint. Visit [www.paintcare.org/business-limits](http://www.paintcare.org/business-limits) for more information.

## Do You Accept Large Volumes of Paint?

If you have at least 100 gallons of paint to recycle at your business or home, ask about our free large volume pickup service. Please visit [www.paintcare.org](http://www.paintcare.org) for more details or to request a pickup.



## PaintCare Fee

PaintCare is funded by a fee paid by paint manufacturers for each can of paint sold in the state. Manufacturers pass the fee to retailers, who then apply it to the price of paint. Sales tax is not applied to the fee in Maine. Retailers are encouraged to show the fee on customer 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	1–2 gallons
\$1.60	Larger than 2 gallons up to 5 gallons

## Not a Deposit

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

## Contact Us

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



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

Find a drop-off site near you:  
**(855) PAINT09 | [paintcare.org](http://paintcare.org)**



Scan the code above or visit  
**[paintcare.org/drop-off-sites](http://paintcare.org/drop-off-sites)**  
to find your local drop-off site.  
Get tips on how to buy the right  
amount of paint, use up what's  
left, and recycle the rest at  
[paintcare.org/paint-smarter](http://paintcare.org/paint-smarter).

*A nonprofit organization created by paint  
companies, PaintCare is committed  
to making it easy and convenient to  
recycle leftover paint in states with paint  
stewardship laws.*

xx-micen-0924

Mini Card



## About the Paint Recycling Program

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

### PAINTCARE PRODUCTS

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

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

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

### PAINTCARE FEE

The PaintCare fee is applied to the purchase price of architectural paint as required by law. Sales tax is not applied to the PaintCare fee in Maine. The fee funds collection, transportation, and processing costs. The fee is based on container size as follows:

\$0.00	Half pint or smaller
\$0.35	Larger than half pint up to smaller than 1 gallon
\$0.75	1–2 gallons
\$1.60	Larger than 2 gallons up to 5 gallons

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

### 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



# Counter Mat

## Recycle with PaintCare!



**Buy Right:** Consult with painting professionals and retailers to buy the right amount of paint and reduce potential waste.



**Use It Up:** Use up leftover paint on the surface you are painting, on additional painting projects around the house, or give it to someone else in your community.



**Recycle the Rest:** When you can't use up leftover paint, drop it off with PaintCare to get it recycled!

Visit [www.paintcare.org](http://www.paintcare.org) to find a year-round paint drop-off site near you or schedule a large volume pickup.



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

#### PAINTCARE PRODUCTS

The following are products included in the program. When purchased, the PaintCare fee is applied. These products are accepted at no additional cost when dropped off at PaintCare's participating drop-off sites.

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

The following are non-PaintCare products and are not included in the program. When purchased, the PaintCare fee is not applied. They are not accepted at PaintCare's participating drop-off sites.

- 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 Manufacturing (OEM) (shop application) paints and finishes
- Containers that are leaking or empty, and containers without the original printed manufacturer's label are not accepted at retail drop-off sites

#### PROGRAM FUNDING

The PaintCare fee is applied to the purchase price of architectural paint sold in Maine as required by law. Sales tax is not applied to the fee in Maine. The fee is based on container size:

Half pint or smaller	\$0.00
Larger than half pint up to smaller than 1 gallon	\$0.35
1 gallon up to 2 gallons	\$0.75
Larger than 2 gallons up to 5 gallons	\$1.60

ME-CMWV-0122

# Recycle Paint at This Store



## ✓ PAINTCARE PRODUCTS

*Paint must be in sealed, original container with original manufacturer label.*

- House paint and primers (latex or oil-based)
- Stains
- Deck and concrete sealers
- Clear finishes (e.g., varnishes, shellac)

## ✗ NON-PAINTCARE PRODUCTS

*No leaking, unlabeled, or empty containers*

- No aerosol coatings
- No drums or containers larger than 5 gallons
- We cannot accept other hazardous waste or chemicals such as paint thinner, solvents, motor oil, spackle, glue, adhesive, roofing tar, pesticides, cleaning chemicals

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



For a complete list of PaintCare Products, scan the code, ask for the PaintCare brochure, visit [www.paintcare.org](http://www.paintcare.org), or call (855) PAINT09.





**PaintCare®**  
RECYCLING MADE EASY

# We are a PaintCare Partner

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

*Recycle with PaintCare*



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





## ✓ PaintCare Products

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

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

Products must be in original containers with original labels.

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

## ✗ Non-PaintCare Products

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

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

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

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

**See a staff member for assistance before dropping off paint for recycling.**



# 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**

## Large Volume Pickup (LVP) Service

Updated — February 2025

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.

In states with a paint stewardship program (see [www.paintcare.org/states](http://www.paintcare.org/states)), PaintCare's primary effort is to set up conveniently located drop-off sites—places where households, businesses, and others 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, visit [www.paintcare.org/drop-off-sites](http://www.paintcare.org/drop-off-sites) or call (855) PAINT09.

### Large Volume Pickups

In states where PaintCare operates, those who have accumulated a large volume of paint may be eligible for PaintCare's large volume pickup service (LVP). Large volume means 100 or more gallons, measured by container size, not liquid volume. On a case-by-case basis, PaintCare may approve a pickup for less than 100 gallons. After two or three annual pickups, you may be switched to a recurring pickup service.

### 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 AN LVP

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 paints and stains and any other program products (sealers and clear top-coat products, such as varnish and shellac).
2. **Fill out the request form**  
Fill out the Large Volume Pickup Request Form on our website at [www.paintcare.org/pickup](http://www.paintcare.org/pickup). Call PaintCare at (855) PAINT09 if you need assistance using the web 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. Once approved, you will be put in contact with our licensed transporter 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 as noted above and store them in an area that has easy access for the transporter. If the paint is far from where the transporter parks, the path between should be at least four feet wide to accommodate movement of the paint collection bins.



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

### Reuse

Some LVP recipients have good quality leftover paint that could be used by other local households, businesses, and organizations. Paint reuse provides a direct benefit to your community and saves on resources needed to transport and recycle paint. Please note on the request form if you think your paint is a good match. Staff may reach out with local reuse options if they are available.

### 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/business-limits](http://www.paintcare.org/business-limits) 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. (Non-exempt generators may use the pickup service in New York. Contact PaintCare for details.)

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

PaintCare does not accept certain paint products (such as aerosol coatings 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. Some HHW programs also 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 by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, 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 coatings
- 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

# Information for Painting Contractors

Updated — January 2024



## How do paint stewardship laws affect painting contractors?

### 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, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois.

### 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, businesses, and other organizations can take postconsumer (leftover) architectural paint, free of charge. Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,400 drop-off sites across all PaintCare programs. To find a drop-off location, visit [www.paintcare.org/drop-off-sites](http://www.paintcare.org/drop-off-sites).

### 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 encourages retailers to show the fee to inform consumers about the program. (See reverse for complete listing of fees by state.)

### 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 the benefits of 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 with at least 100 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/business-limits](http://www.paintcare.org/business-limits) 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. (Non-exempt generators may use the pickup service in New York. Contact PaintCare for details.)

## What Are the Fee Amounts?

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

	Larger than half pint up to smaller than 1 gallon	1–2 gallons	Larger than 2 gallons up to 5 gallons
California	\$0.30	\$0.65	\$1.50
Colorado	\$0.35	\$0.75	\$1.60
Connecticut	\$0.35	\$0.75	\$1.60
District of Columbia	\$0.30	\$0.70	\$1.60
Maine	\$0.35	\$0.75	\$1.60
Minnesota	\$0.49	\$0.99	\$1.99
New York	\$0.45	\$0.95	\$1.95
Oregon	\$0.45	\$0.95	\$1.95
Rhode Island	\$0.35	\$0.75	\$1.60
Vermont (through 4/30/24)*	\$0.49	\$0.99	\$1.99
Vermont (starting 5/1/24)	\$0.65	\$1.35	\$2.45
Washington	\$0.45	\$0.95	\$1.95

\*A fee increase in Vermont will take effect on May 1, 2024.

## What Products Are Covered?

The products accepted by the PaintCare program 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 coatings, 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 coatings
- 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

## Become a Retail Drop-Off Site for Paint

Updated — May 2024



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 states with paint stewardship laws.

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, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing programs for Illinois and Maryland.

### 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.

Most drop-off sites are paint and hardware stores; others are waste transfer stations, recycling centers, landfills, and household hazardous waste (HHW) facilities. Participation as a drop-off site is voluntary. There are more than 2,400 drop-off sites across all PaintCare programs.

All retailers in active PaintCare states should 1) be aware of the program, 2) know that the PaintCare fee is applied to the price of architectural paint products, and 3) know 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
- Put leftover paint to a beneficial use and keep it out of landfills
- Promote your store's environmental responsibility
- Increase customer foot traffic and sales opportunities
- Help relieve local government of their cost of managing leftover paint
- Be advertised by PaintCare on their website and in consumer outreach efforts
- Help your state conserve resources, keep paint out of the waste stream, and prevent the improper disposal of paint in your community

### Become a Paint Drop-Off Site

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



## PaintCare Drop-Off Sites Receive Free of Charge

- Reusable paint collection bins
- Paint transportation and processing services
- 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 reusable paint collection bins
- Accept all brands of leftover PaintCare products from the public during regular business hours
- Place only PaintCare products in reusable 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 by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, 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 coatings
- 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 Maine Paint Stewardship Program Affect Paint Retailers?

Updated — May 2024



Maine's paint stewardship law requires a fee to be applied by manufacturers to all new architectural paint sales in Maine. Retail stores must pass the fee on to consumers and may volunteer to be a postconsumer paint drop-off site. The program started in October 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, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing programs for Illinois and Maryland.

### 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 2,400 paint drop-off sites across its 11 programs. Most sites are paint and hardware stores, as well as government run waste collection facilities. There are more than 125 PaintCare drop-off sites in Maine.

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

Paint retailers are encouraged to participate as paint drop-off sites. Participating can increase foot traffic and provide an environmentally responsible service for retailers' customers by making it convenient for them to recycle leftover paint.

Store staff will screen and accept paint from the public. All supplies, including reusable collection bins, as well as transportation and recycling of the paint, and site training,

will be provided by the PaintCare program. PaintCare also promotes sites to the local community.

### Become a Paint Drop-Off Site

Retailers interested in becoming drop-off sites can fill out the Interest Form available at <https://www.paintcare.org/drop-off-site-interest-form/>.



### REQUIREMENTS OF RETAILERS

#### 1. Check Registered Manufacturers and Brands

Retailers may not sell architectural paints in Maine 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/manufacturers](http://www.paintcare.org/manufacturers) for current registration lists.

#### 2. Pass on the PaintCare Fee

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

The fee is remitted by manufacturers to PaintCare. Manufacturers then pass the fee to their dealers and retailers, who add it to the wholesale price of covered products. 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 in store and online. 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.

## 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 — 1-2 gallons

\$ 1.60 — Larger than 2 gallons up to 5 gallons

### How is the fee initially calculated?

The fee is set to cover the cost of a fully operating program. PaintCare estimated the annual program expenses and sales of architectural paint in Maine and determined a fee structure 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?

No. Effective December 1, 2018, sales tax is not applied to the PaintCare fee in Maine. The fee itself is not a tax.

### 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 dropping off covered PaintCare products or empty paint cans (empty cans are not accepted by the PaintCare program at all).

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

Showing the fee on receipts is not required, but most stores show the fee in order to explain the price increase to their customers. PaintCare encourages retailers to display the fee to increase awareness of 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 printed materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find a paint drop-off site. Translated materials are available in Spanish and over two dozen other languages, provided upon request. Additional materials can be ordered as needed for no charge. In addition to retailers, PaintCare works with contractor associations to inform professional painting contractors and conducts general outreach campaigns that may include digital and online advertising, direct mail, newspaper, radio, and television.

### What products are covered?

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

### Contact

John Hurd  
Program Manager (Maine and Vermont)  
(802) 245-4821  
[jhurd@paint.org](mailto:jhurd@paint.org)

## About the PaintCare Fee

Updated — January 2024

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.

### 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, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois. 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.

### 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.

### 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.

### Recommendations for Painting Contractors

#### Preparing Estimates

When estimating jobs, painting 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.

### How much is the fee?

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

	Larger than half pint up to smaller than 1 gallon	1–2 gallons	Larger than 2 gallons up to 5 gallons
California	\$0.30	\$0.65	\$1.50
Colorado	\$0.35	\$0.75	\$1.60
Connecticut	\$0.35	\$0.75	\$1.60
District of Columbia	\$0.30	\$0.70	\$1.60
Maine	\$0.35	\$0.75	\$1.60
Minnesota	\$0.49	\$0.99	\$1.99
New York	\$0.45	\$0.95	\$1.95
Oregon	\$0.45	\$0.95	\$1.95
Rhode Island	\$0.35	\$0.75	\$1.60
Vermont (through 4/30/24)*	\$0.49	\$0.99	\$1.99
Vermont (starting 5/1/24)	\$0.65	\$1.35	\$2.45
Washington	\$0.45	\$0.95	\$1.95

\*A fee increase in Vermont will take effect on May 1, 2024.

## 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.

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

While it's not required, PaintCare encourages retailers to list the PaintCare fee on purchase receipts to aid in consumer education, and most stores do so. Most states have enacted price accuracy statutes that govern the nature of pricing information that must be disclosed to consumers. Retailers should be mindful that regulators in some states may view their state's laws as requiring retailers to incorporate the PaintCare fee in the product price displayed to consumers, regardless of whether a retailer chooses to break the PaintCare fee out separately on purchase receipts. For more information, visit [www.paintcare.org/pricinglaws](http://www.paintcare.org/pricinglaws).

## 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.

## 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.

## 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.

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

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

## 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 package of materials to retailers. As needed, retailers may order additional free materials from PaintCare at any time. In addition to retailer information, PaintCare works with contractor associations to provide information to trade painters and conducts general outreach including newspaper, radio, television, and online advertising.

## 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.

## 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 container sizes of five gallons or less. They do not include aerosol coatings, 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

### 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 2024



Paint stewardship laws benefit household hazardous waste (HHW) programs.

### 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, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois. 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, businesses, and other organizations can take leftover architectural paint free of charge. PaintCare has established more than 2,400 paint drop-off sites across its programs. While most sites are paint and hardware stores, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste collection programs are also important partners and may participate as paint drop-off sites and have their paint transportation and recycling costs paid by PaintCare.



### Become a Drop-Off Site

HHW programs that would like their facilities and/or events to become paint drop-off sites can fill out fill out the interest form available at [www.paintcare.org/drop-off-site-interest-form/](http://www.paintcare.org/drop-off-site-interest-form/).

### Benefits of Partnering with PaintCare

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
- Help your state conserve resources, keep paint out of the solid waste stream, and prevent the improper disposal of paint in your community
- 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 water-based paint—is recycled to the maximum extent possible.

### PaintCare Drop-Off Sites Receive Free of Charge

- Staff training at your site
- Reusable paint collection bins
- 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 reusable paint collection bins
- Accept all brands of leftover PaintCare products from the public during operating hours
- Place only PaintCare products in bins
- 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 program 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 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).

## What Products are Covered?

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

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

Updated — January 2024

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.

## 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, New York, Oregon, Rhode Island, Vermont, and Washington, and is developing a program for Illinois.

## 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 2,400 paint drop-off sites across its programs. While most sites are paint and hardware stores, solid waste facilities including transfer stations, recycling centers, and landfills, as well as household hazardous waste (HHW) facilities, may participate as paint drop-off sites.

## Become a Drop-off Site

Solid Waste Facilities that would like to become a drop-off site can fill out the interest form available at [www.paintcare.org/drop-off-site-interest-form/](http://www.paintcare.org/drop-off-site-interest-form/).



## 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 solid waste 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 Free of Charge

- Reusable paint collection bins
- Paint transportation and processing services
- Training materials and staff training at your site
- Program brochures, signage, and customer education materials
- Listing your drop-off site on PaintCare website and in ads and promotional materials (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 drop-off site guidelines and operating procedures

## 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.)

## 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 [www.paintcare.org/drop-off-locations](http://www.paintcare.org/drop-off-locations) to find a site.
- PaintCare offers a free pickup service for households, businesses, and organizations that have accumulated 100+ 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 [www.paintcare.org/pickup](http://www.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.

## What Products Are Covered?

The products accepted by the PaintCare program are the same products that have a fee when they are sold. PaintCare products include interior and exterior architectural coatings sold in container sizes of five gallons or less. They do not include aerosol coatings, 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 coatings
- 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

## Joint Outreach Projects

Updated — January 2024



### Introduction

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 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 on the Waste Facilities page at [www.paintcare.org/joint-outreach/](http://www.paintcare.org/joint-outreach/), or email [brodgers@paint.org](mailto:brodgers@paint.org) with questions.

### IMAGES

PaintCare can provide artwork and photos you can use for creating drafts.

### 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 assist 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 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 approved projects proportional to the amount of the project dedicated to PaintCare information. Funding amounts may also differ depending on available resources 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. 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, 2023

Invoice: 2452187

Purchase Order: 6369 Communications: Other, Joint Projects

Communications Department  
PaintCare Inc.  
901 New York Ave NW, Suite 300 West  
Washington DC, 20005

Description:

- Newspaper ad promoting one day event held in Anytown on May 1, 2023
- Three 5x5 ads ran on April 13, 2023 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

## Reuse Programs - Compensation & Reporting

Updated — January 2024



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



**PaintCare®**

RECYCLING MADE EASY

# 2024 Annual Survey Results

*prepared by*

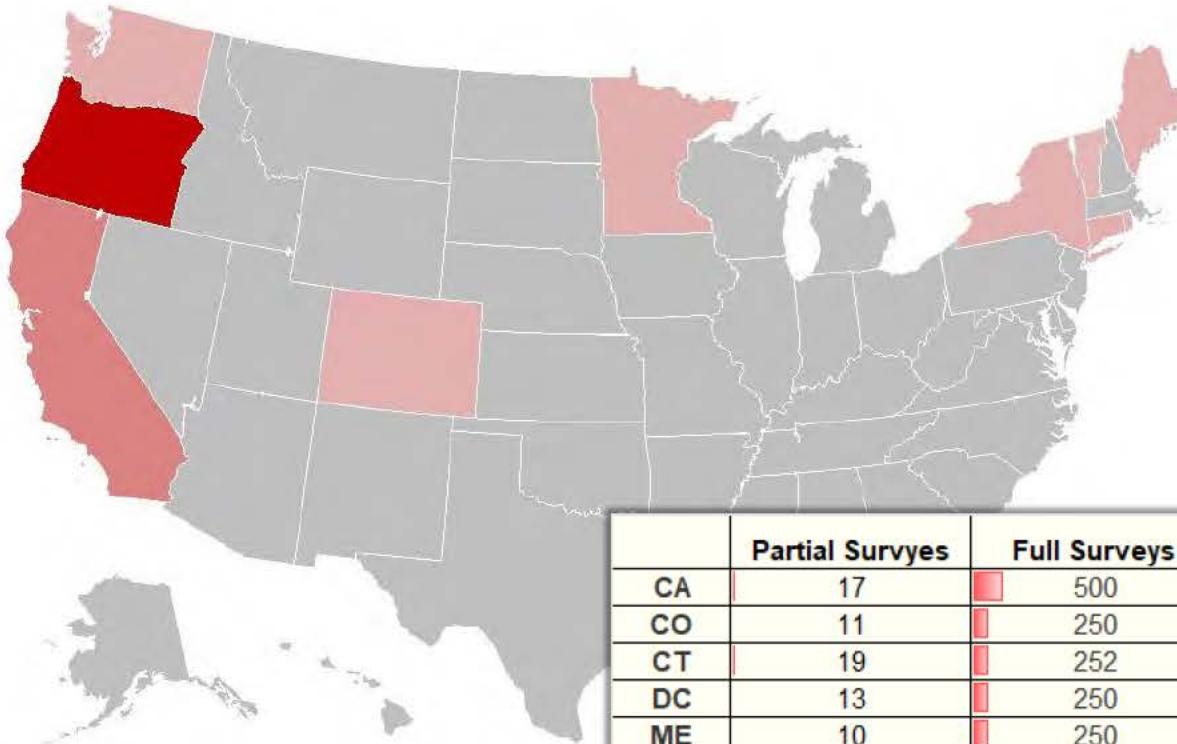
**KB insights**  
Customer voice. Management vision.

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## Response Summary

- ❖ 4,096 surveys were conducted in 10 states plus the District of Columbia in September - October 2024.
- ❖ Panel research methodologies were applied to attain a representative distribution of results by gender, age, ethnicity, and income. Surveyed consumers were all over the age of 18.



	Partial Surveys	Full Surveys	Total Surveys	Margin of Error*
CA	17	500	517	+/-3%
CO	11	250	261	+/-5%
CT	19	252	271	+/-5%
DC	13	250	263	+/-6%
ME	10	250	260	+/-5%
MN	15	250	265	+/-5%
NY	8	250	258	+/-5%
OR	59	1200	1259	+/-2%
RI	13	250	263	+/-5%
VT	11	203	214	+/-6%
WA	15	250	265	+/-5%
<b>Total</b>	<b>191</b>	<b>3905</b>	<b>4096</b>	

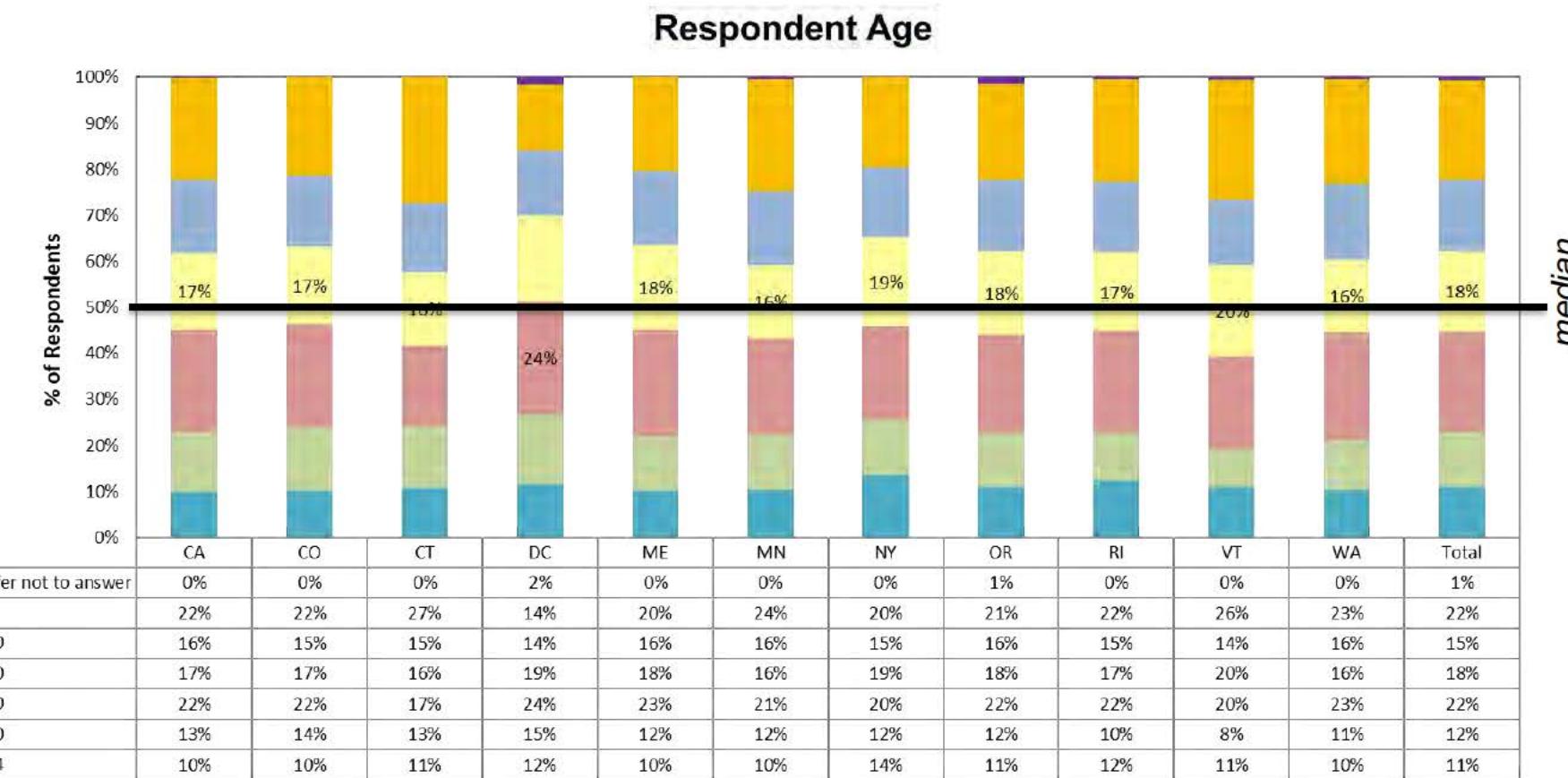
\*at a 90% level of confidence



## RESPONDENT PROFILES

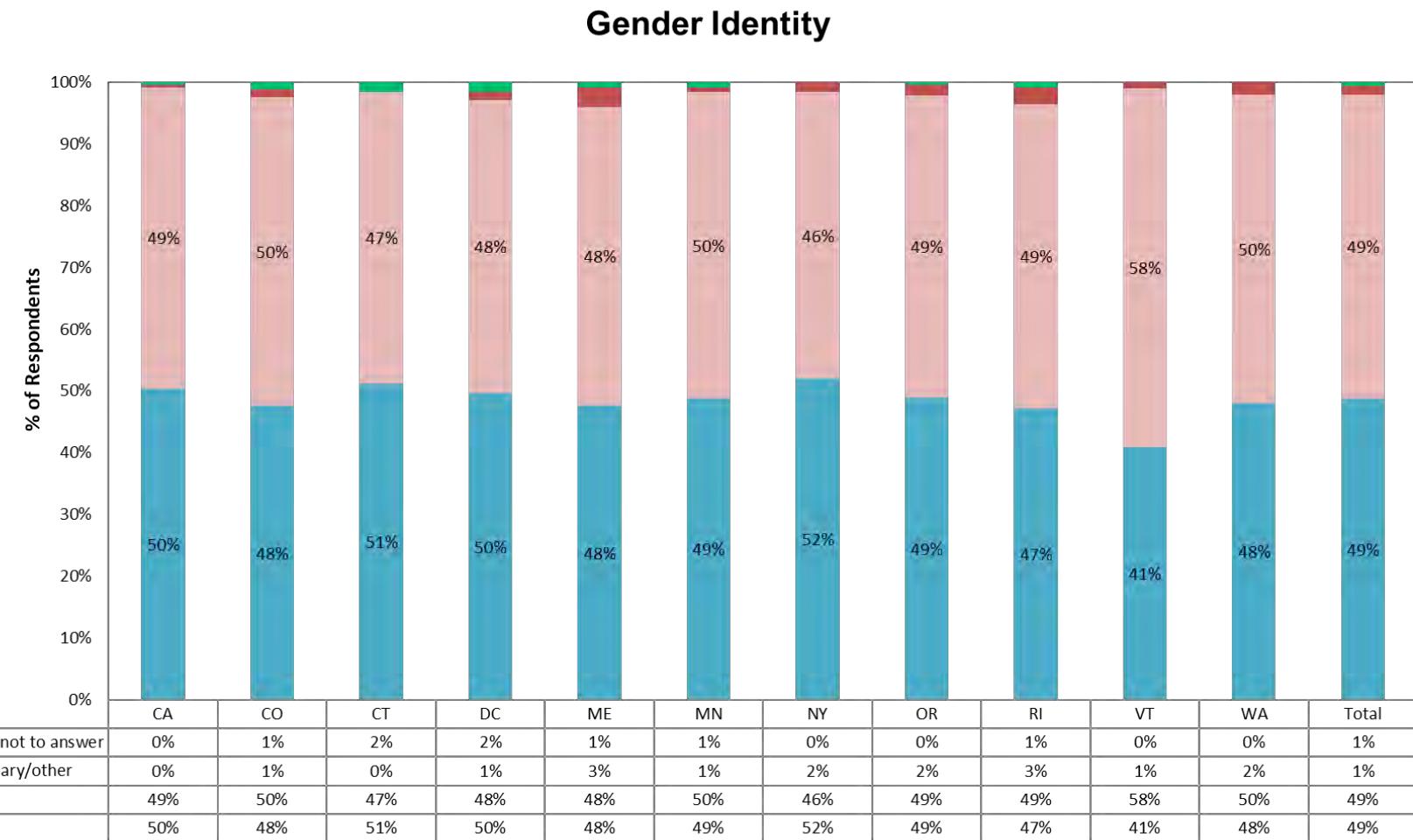
# Profile of Respondents - Age

- ❖ 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/the district (as was the case last period).
- ❖ Variances can be attributed to state/district characteristics and sample availability.



# Profile of Respondents - Gender

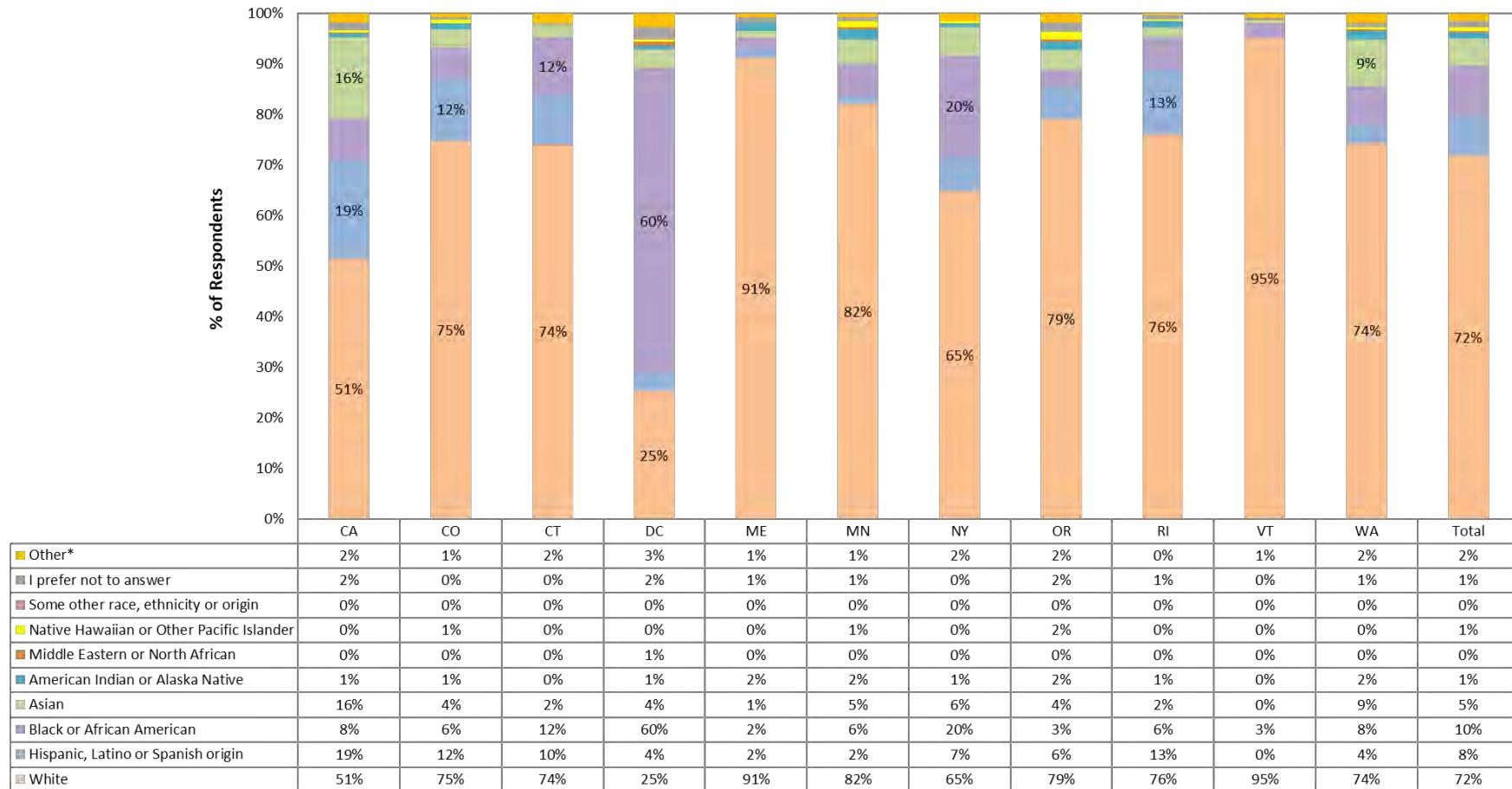
- ❖ Overall, results were fairly evenly split between men and women.
- ❖ Variances can be attributed to sample availability.



# Profile of Respondents - Ethnicity

- ❖ 72% of all respondents identified themselves as white (about the same as in last period).
- ❖ However, there were variances within states/the district. Consistent with census data, D.C. had the highest proportion of Black/African American respondents; California, Hispanic/Latino and Asian respondents; Vermont/Maine; white respondents.

Respondent Ethnicity

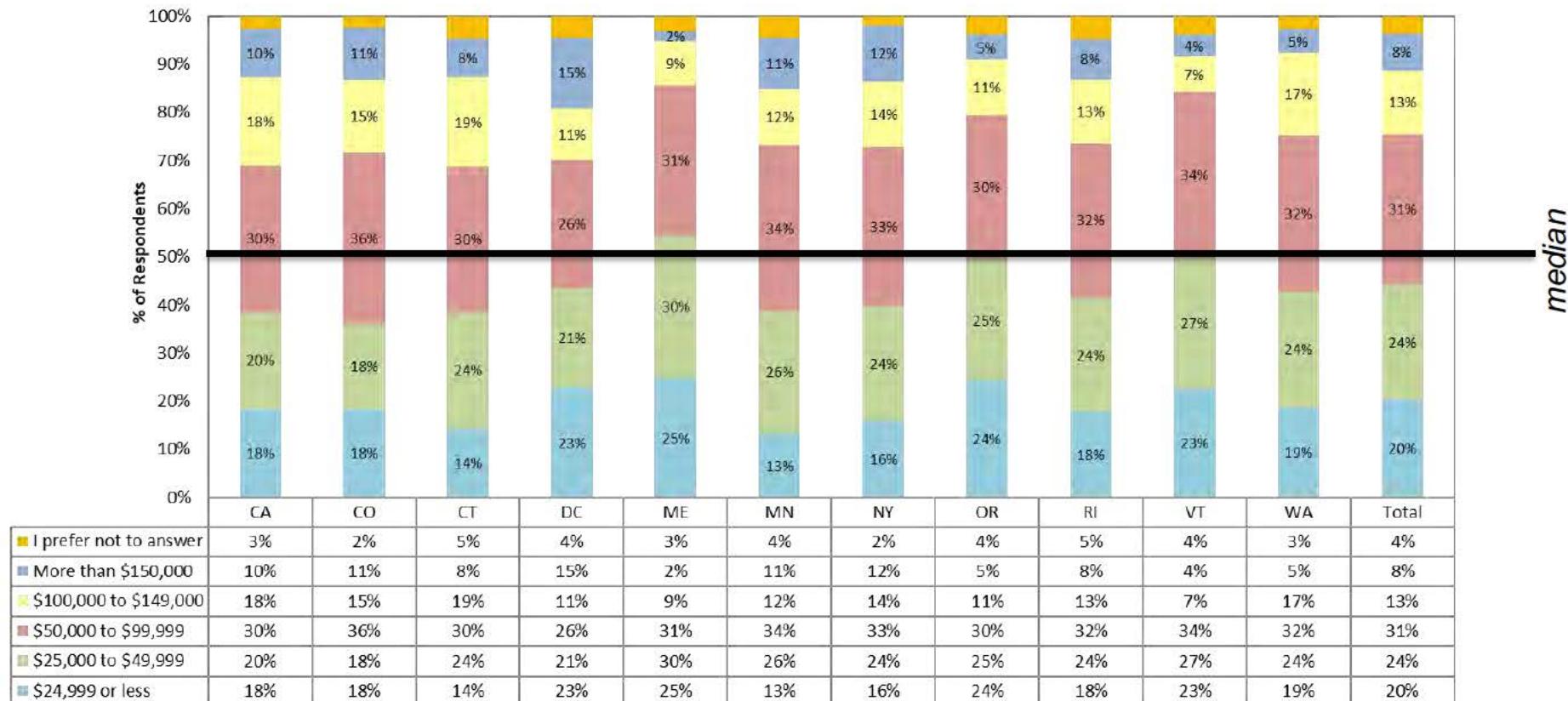


\*Other Ethnicities: American, Human, Bi-Racial/Mixed Race, Caribbean, Native American, Portuguese, German, Scandinavian, Italian

# Profile of Respondents - Income

- The median household income level for respondents in each state/district was \$50-99K per year, with the exception of Maine where the median income was \$25-49K.

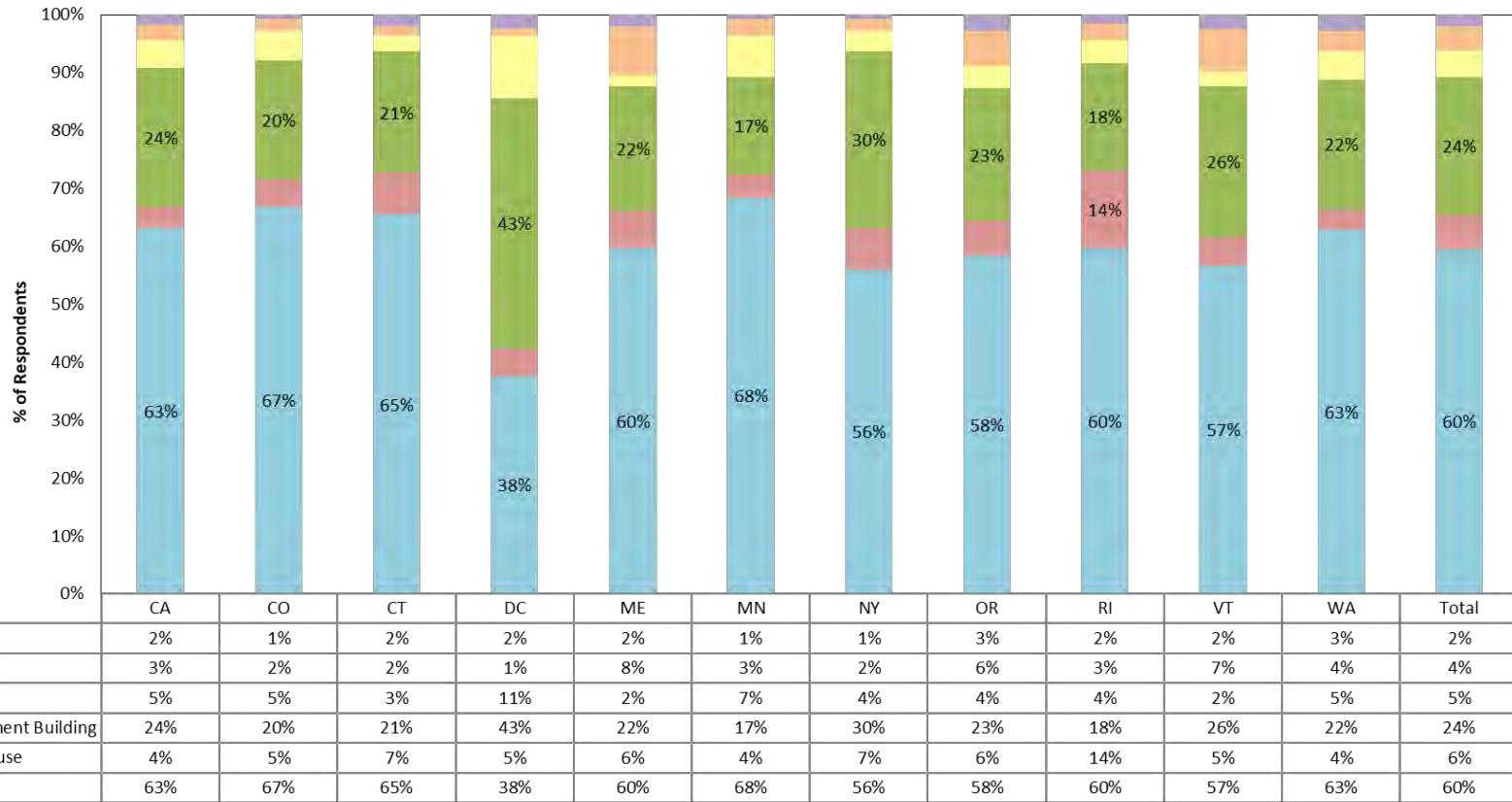
Respondent Annual Household Income



# Profile of Respondents – Dwelling Type

- ❖ 60% of respondents live in a single-family home (similar to last period).
- ❖ Condominium/apartment living was more predominant in D.C. and New York.

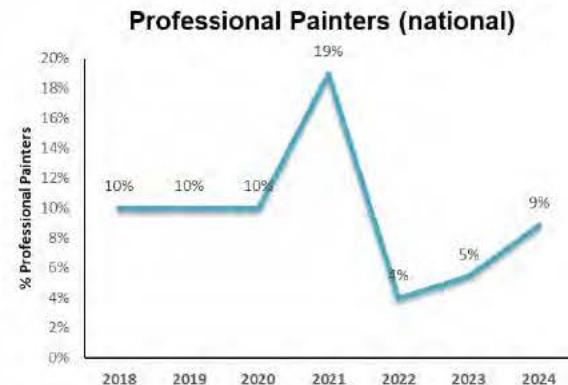
Respondent Dwelling Type



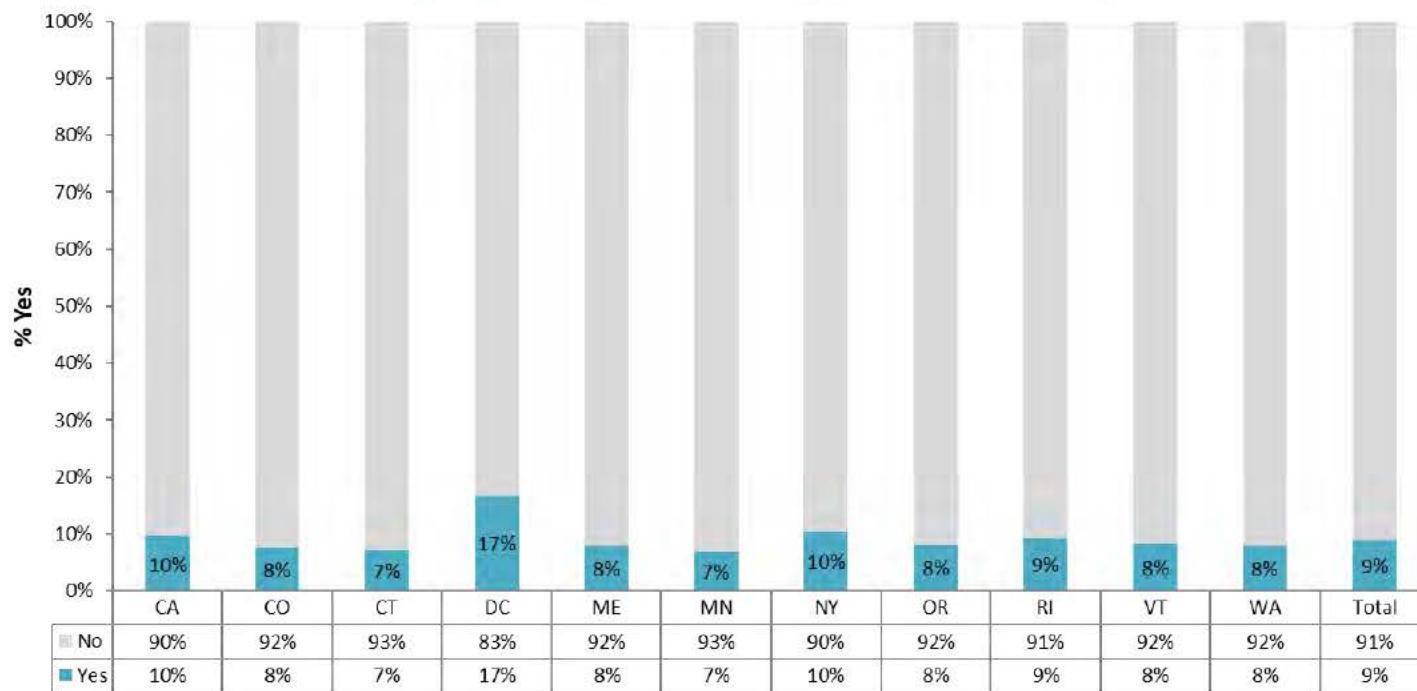
\*Other Dwelling Types: Shelter, Hotel, Trailer, Homeless, Nursing Home, Rehab Center, Co-op, University Housing, Row House, Staying with Family/Friends, Navigation Center, Vehicle, RV, Tiny House, 7 Family House

# Profile of Respondents – Paint-Related Professions

- ❖ 9% of all respondents identified as professional painters, higher than last year (5%).
- ❖ The greatest percentages of professional painters were in DC, CA and NY.

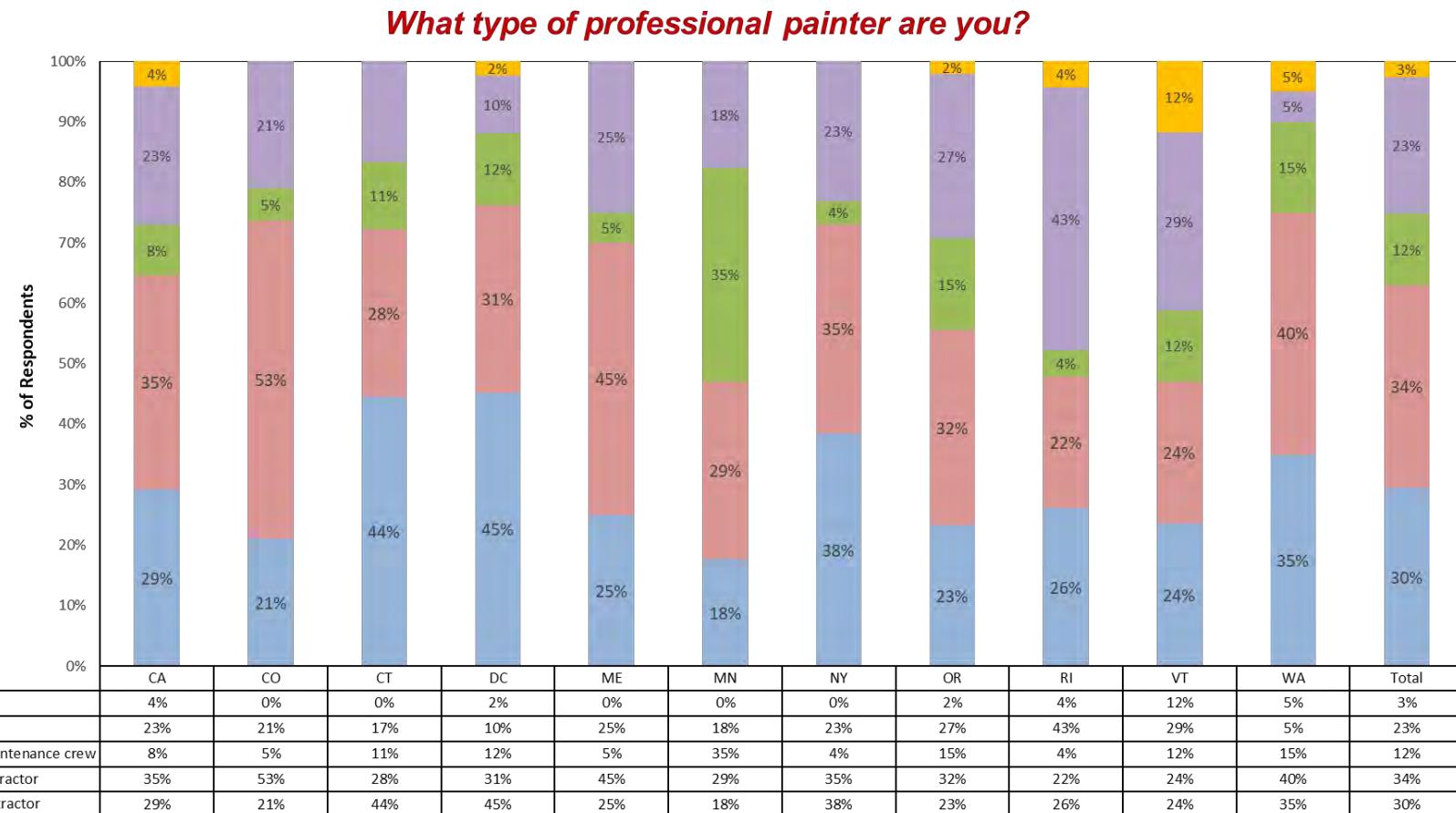


*Do you paint professionally (NOT as an artist)?*



# Profile of Respondents – Painter Types

- ❖ Professional painter respondents were mostly general contractors (34%) and painting contractors (30%).
- ❖ Results varied by state/district. For example, respondents were most commonly general contractors in Colorado; handymen, in Rhode Island; painting contractors, in the District of Columbia.



\*Other Professions: Property owner, Banker, House Flipper, Parking Area Painter

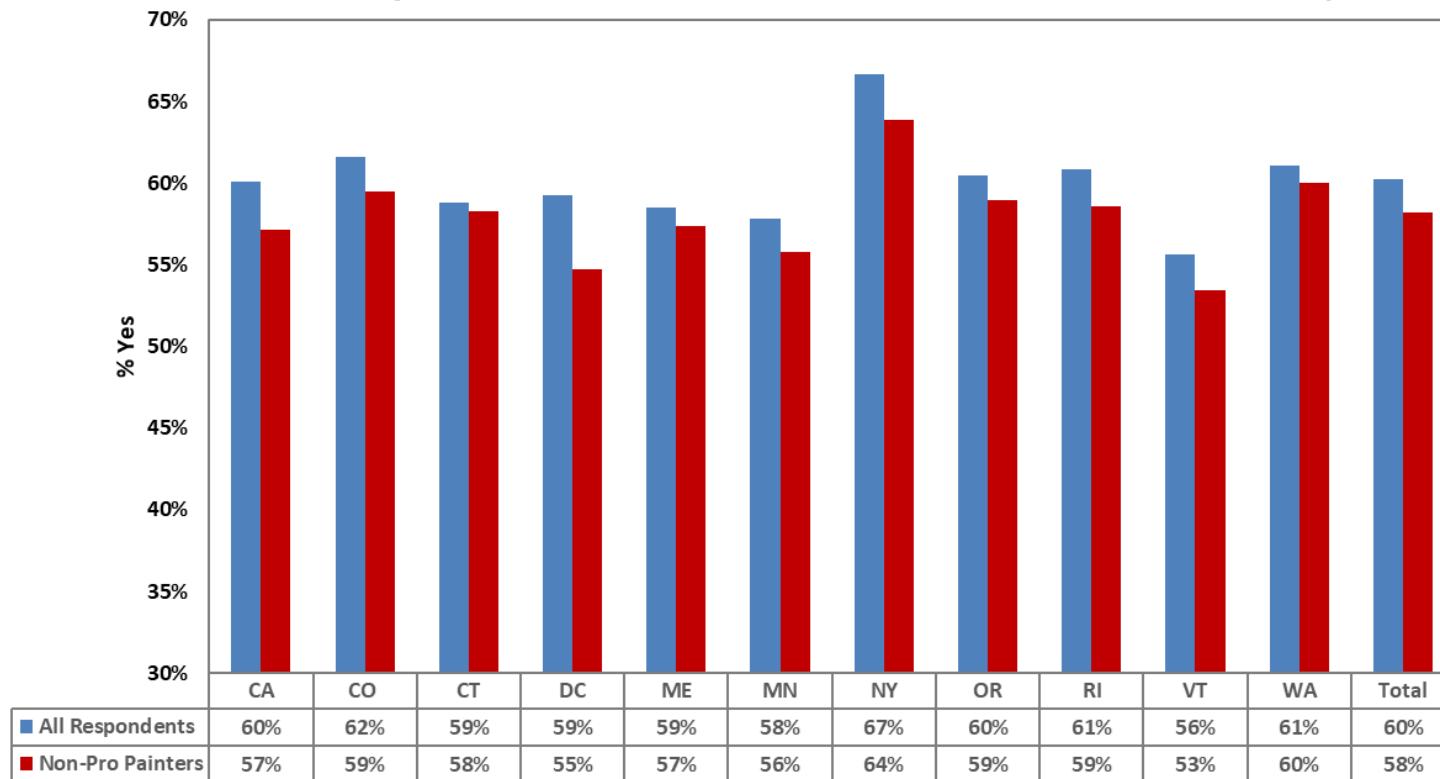


## **SOURCE REDUCTION BEHAVIORS**

# Recency of Paint Purchases

- ❖ More than half of respondents bought paint in the last year, both overall and among the subset of non-professionals (end consumers).
- ❖ The gap between all respondents (blue) and non-professional painters (red) can be explained by the fact that 84% of professional painters nationally bought paint in the past, driving the overall average up.
- ❖ Note: data is not shown for professional painters in individual states/the district due to low sample sizes.

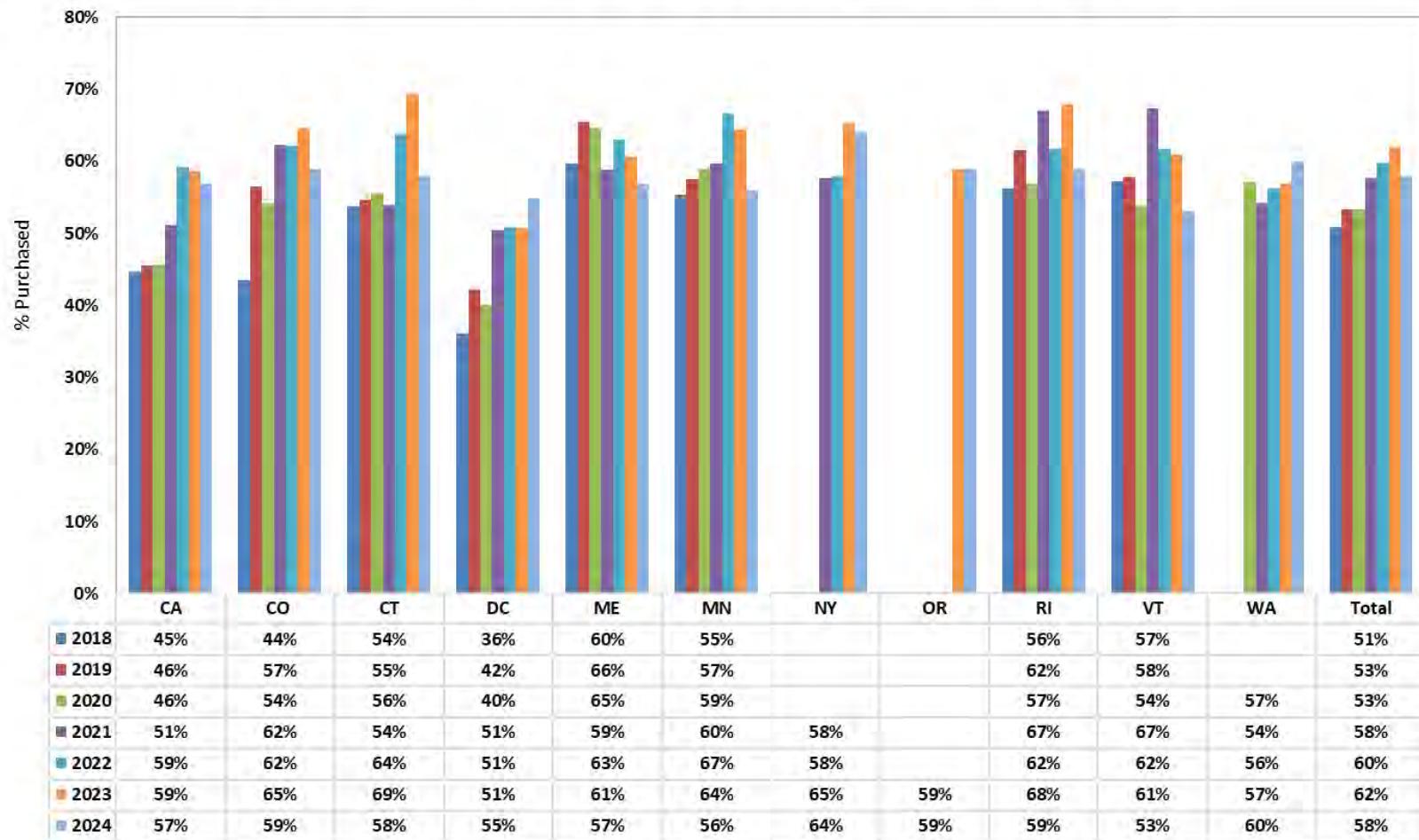
***Have you purchased paint in the last year? (primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish)***



# TREND: Recency of Paint Purchases Among End Consumers

- ❖ Purchase recency data are shown as a percentage of end-consumers who purchased in the last year.
- ❖ Overall, paint purchases dipped in 2024 among non-professionals (end consumers).
- ❖ Results varied by state/district.

TREND: Purchased Paint in the Last Year Among Non-Professional Painters



# Determination of Paint Quantity Needs

- ❖ Across all states/the district, the most common methods respondents used to determine the amount of paint to buy was taking measurements of the project area themselves and asking a salesperson for assistance.
- ❖ The “other” category responses are shown on the following page.

***How did you determine right amount of paint to buy? (Select all that apply)***

Method	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
Took measurements of project area and estimated myself	38%	38%	42%	37%	45%	43%	38%	47%	41%	51%	45%	43%
Asked a salesperson for assistance with calculating	43%	36%	35%	44%	30%	36%	46%	33%	40%	34%	35%	37%
Followed instructions on the label	32%	20%	25%	36%	15%	22%	25%	19%	18%	17%	26%	23%
Looked up recommendations online	23%	24%	28%	25%	15%	25%	26%	18%	25%	17%	25%	22%
Used a web-based “paint calculator” tool that helps you figure out the right amount	21%	22%	22%	29%	12%	15%	24%	14%	16%	8%	23%	18%
Other*	5%	7%	5%	5%	8%	6%	4%	7%	5%	6%	6%	6%
None of the above	3%	3%	3%	5%	4%	2%	2%	3%	4%	3%	1%	3%

Shown as a percentage of all respondents

# COMMENTS: Other Ways of Determining Quantities

- ❖ Top three “other” sources were painter advice, guesswork, and friends/family advice.

handyman	Boyfriend told me how much to get	Guess
2 spray cans is all I needed	Buy a gallon at a time, or else two-three spray cans	Guess
A favorite I have used before	Buy it and hope for the best	Guess
Advised by a professional	Buy some and then more if I need it	guessed
all of the above	By looking en knowing	Guessed
Already knew	by the price and location the paint was being used	Guessed
Already measured	Can tell by the size of the room	Guessed
An app	Common sense	Guessed
Ask contractor	consulted with contractor	Guessed
Ask the painter	Contracter purchased the paint	Guessed
Asked a friend	contracter told us what to buy	Guessed
Asked a professional	Contractor	Guessed
Asked my contractor	Contractor bought the paint	Guessed
Asked my Dad for advice	Dad owned a painting company	Guessed
Asked my family	Estimate	Had professionals paint our house and they brought what they thought wa necessary
Asked my wife	Estimated Myself	I bought a gallon at a time. Always able to use the whole gallon
Asked painter	estimated myself and overbought	I bought spray paint
Asked the contractor	Experience as a painter.	I bought the amount the contractor told me to buy
Asked the painter	Experience with painting room previously	I estimate blueprints using a CAD device
Asked the painters in the family	Eye measurements	I got a brand that worked well before
Based it on my contractor's estimate.	Figured it out by myself-guess the amount	I guessed
Based on size of room and color I'm using determine if it's gonna take multiple coats	Friend	I guessed using past experience
Bought 1 and when I ran out bought another	from previous projects I knew it would be under a gallon	I guesstimate. And if I need more I go buy it and it never hurts to have a little extra on hand for touch-ups through our the years
Bought extra	Gallon was best price	I have painted a lot
Bought more than actually needed	Got a sample court to make sure it was the right color	I just bought like 2 big paint cans and it had enough.
Bought too much to paint my house	Grandfather to help me	I just eyeballed it

## Success in Determination of Paint Quantity Needs

- ❖ More than half of respondents said they purchased more paint than they needed for the project.
- ❖ About a third purchased the right amount; 8%, less than they needed.

<i>When you initially purchased paint did you buy...?</i>												
Amount	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
More than I needed for the project	54%	56%	58%	48%	54%	51%	51%	59%	63%	50%	60%	56%
The right amount for the job such that there was little to none leftover	36%	36%	38%	44%	35%	44%	40%	31%	30%	32%	31%	35%
Less than I needed for the project	8%	8%	4%	7%	8%	5%	8%	9%	6%	15%	8%	8%
Unsure	1%	0%	1%	2%	3%	0%	1%	2%	1%	3%	1%	1%

Shown as a percentage of all respondents

# Reasons for Excess Paint Purchases

- ❖ Across all states/the district, the top two reasons for excess paint purchases were to have extra for later touch-ups and to avoid having to go back out to buy more.
- ❖ 15% said they were unsure how to calculate the right amount. Results varied by state/district.
- ❖ “Other” category responses are detailed on the following page.

<i>Why did you buy more paint than you needed? (Select all that apply)</i>												
Reason	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
I wanted to save some for touch-ups.	59%	59%	66%	47%	64%	64%	66%	66%	56%	60%	56%	62%
I did not want to run out and then need to get more.	52%	47%	53%	41%	44%	60%	64%	53%	60%	45%	50%	52%
I wanted to save some for future projects.	28%	31%	39%	30%	35%	30%	38%	36%	25%	29%	34%	33%
I wanted to account for multiple coats of paint.	33%	23%	34%	33%	22%	21%	28%	32%	33%	22%	26%	29%
I was unsure how to calculate the right amount.	17%	18%	23%	25%	15%	8%	17%	12%	15%	12%	16%	15%
It's more cost-effective to buy more.	16%	13%	13%	10%	10%	12%	15%	14%	10%	9%	15%	13%
Other*	1%	2%	0%	0%	1%	3%	0%	2%	2%	5%	1%	2%

Shown as a percentage of all respondents

## Comments: Other Reasons for Excess Paint Purchases

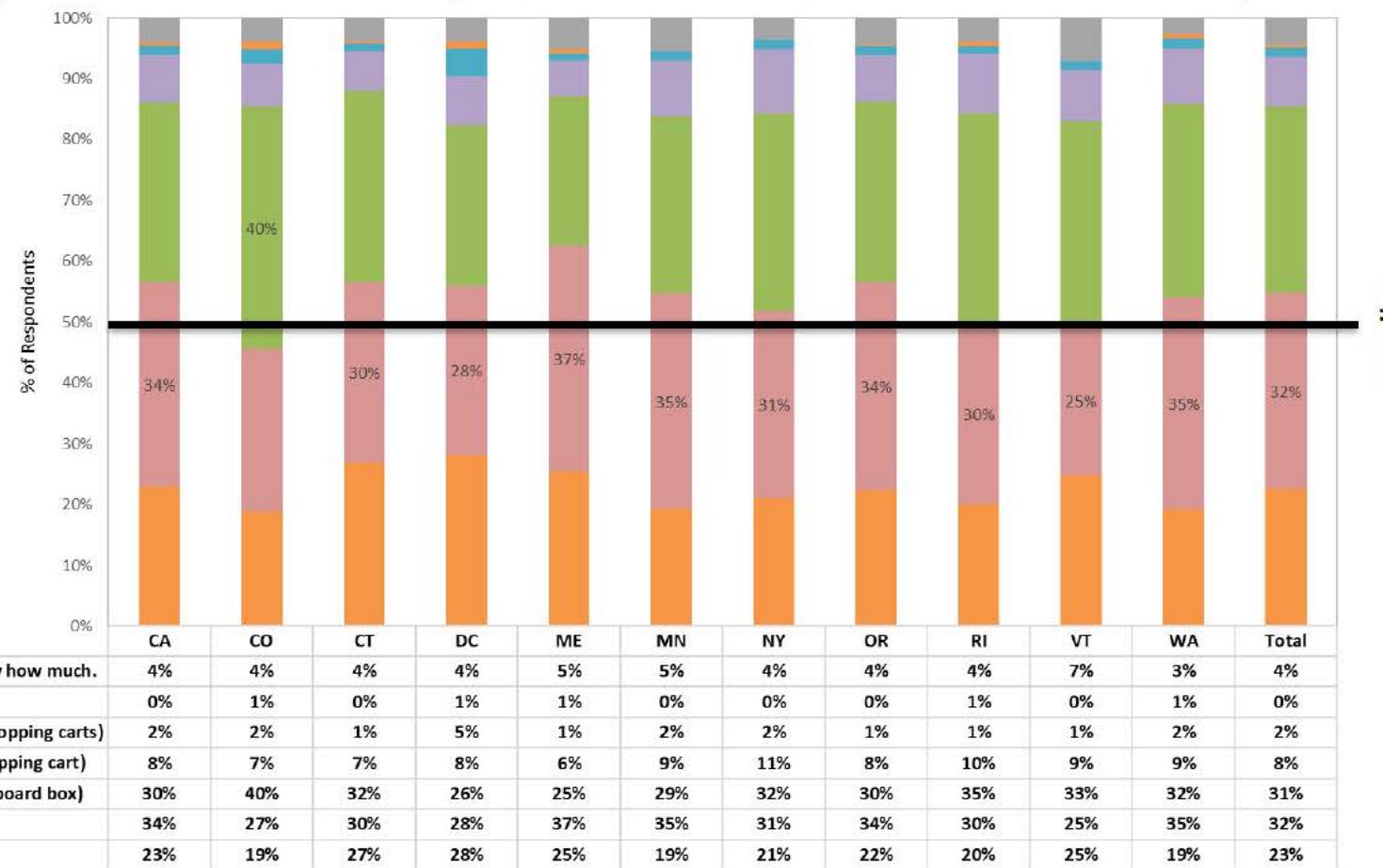
- ❖ The most common “other” reason for excess paint purchases was that a smaller size wasn’t available.\*

Because I knew I only needed a small amount  
bought a gallon  
Didn’t come in a smaller can size  
I assumed how much I needed and used no accurate measurements  
i couldn't buy a smaller container  
In case of accidental spillage  
It wasn't my fault.  
It's a small project  
less amount cost more or can't get  
Only came in one size  
Only size available  
Only size they had  
Painting front door. The least I could buy was 1 quart.  
price of quart vs price of gallon  
Rental property that I have  
The only way this can was sold  
The pros brought way too much to paint the house  
The salesman sucked  
To get the amount I needed I had to buy the larger quantity as that was what was in the container  
To have it for the next projects  
you cant be exact

# Leftover Paint Storage

- ❖ The median amount of paint stored at home/business was “less than a gallon,” overall and in most states/the district.
- ❖ “1 up to 5 gallons” was also a common response.

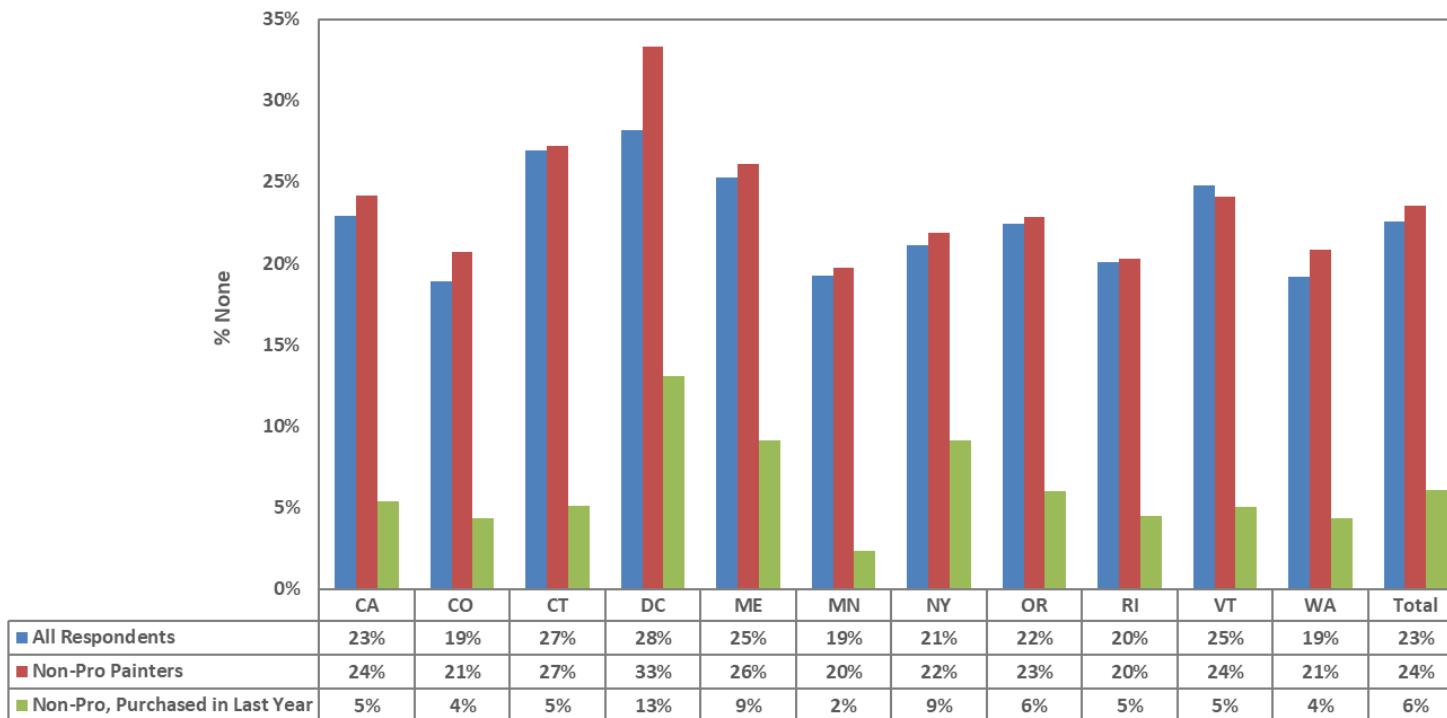
*How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior/exterior house paint, stain, deck sealer, or clear finishes like varnish)?*



# Leftover Paint Storage

- ❖ To consider the impact of professional painter status and purchase recency, results are shown three ways hereafter: 1) all respondents, 2) non-professionals, and 3) non-professionals who purchased paint in the last year.
- ❖ Recency makes a big difference in paint storage. Those who purchased paint in the last year were significantly more likely to be storing paint now. This suggests some delay in disposal after purchase.

***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)?***

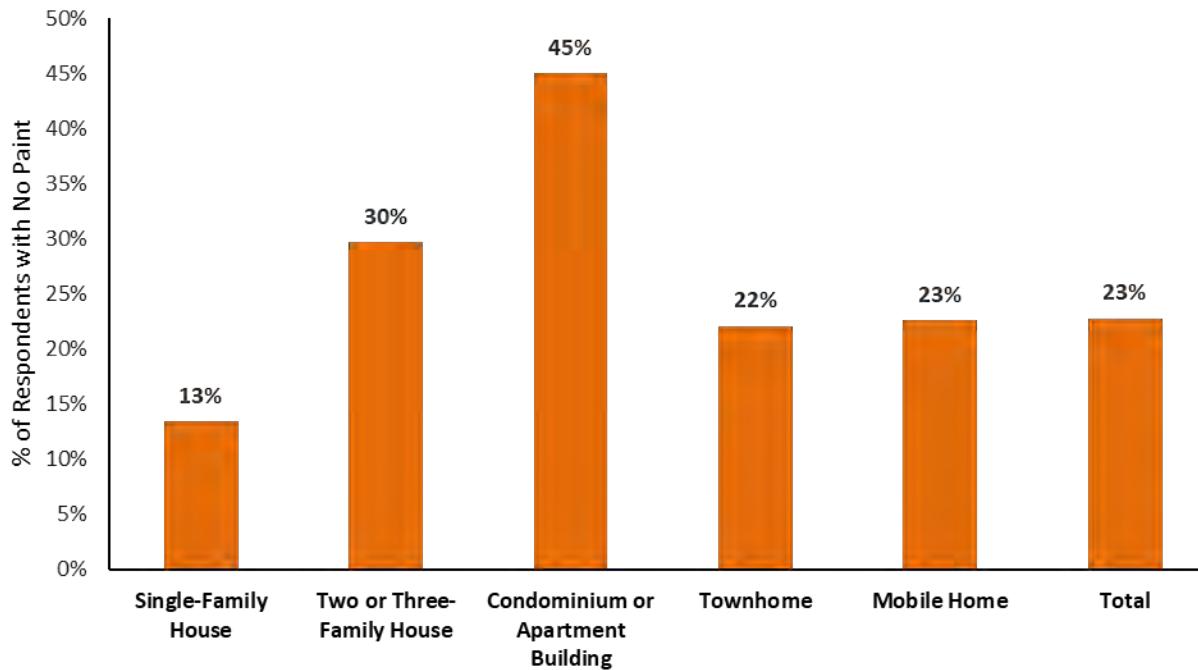


*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

## CROSS TAB: No Paint Storage Based on Dwelling Type

- ❖ Another factor that seems to impact paint storage is dwelling space.
- ❖ Those living in apartments/condominiums were much less likely to store paint. Accordingly, Washington D.C., which has the highest percentage of apartment/condominium dwellers, also has the lowest paint storage.

**Cross Tab: Paint Storage based on Dwelling Type**

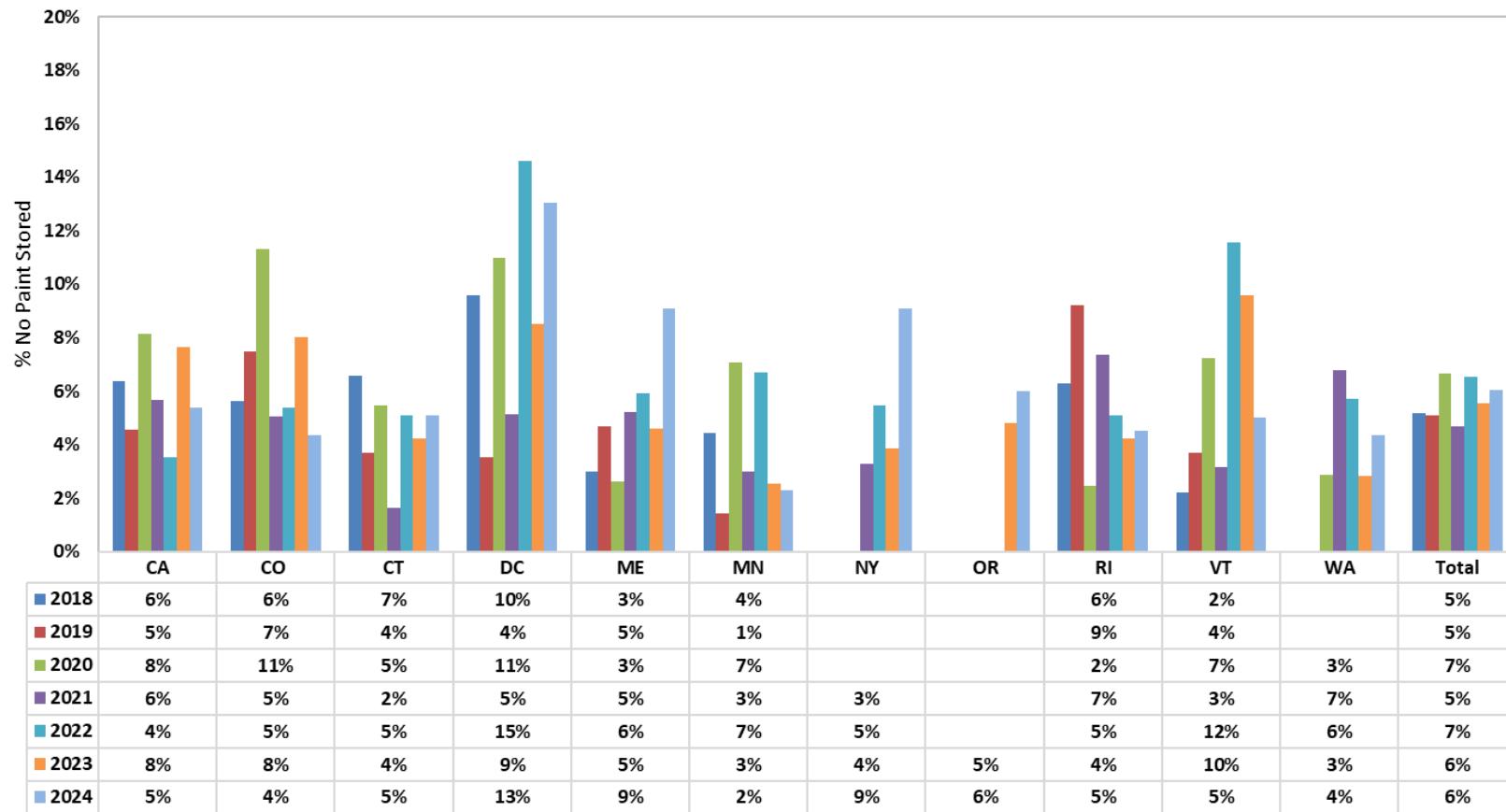


N=145 to 2150 by dwelling type

# TREND: No Paint Storage, Recent End-Consumer Purchasers

- ❖ All trends hereafter are shown as a percentage of end-consumers who purchased in the last year.
- ❖ Overall, the same percentage of end consumers are not storing paint in 2024 as they were in 2023 (6%).
- ❖ Results varied by state/district. For example, in the District of Columbia, where apartment/condominium living is prevalent, paint storage was the lowest.

TREND: No Paint Stored at Home/Business, Non-Pros Who Purchased Paint in the Last Year



# Reasons for Paint Storage

- ❖ The top 2 reasons (highlighted in yellow) that respondents stored paint are the same in all states/the district: leftovers from their own paint job or planned excess for touch-ups.
- ❖ Results were fairly consistent for all states/the district.
- ❖ “Other” category responses are shown on the following page.

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

Reason	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
I did some painting myself and I had some leftover paint when I was done.	52%	45%	54%	51%	57%	63%	57%	53%	62%	57%	51%	54%
I intentionally bought paint for future touch-ups.	27%	29%	30%	22%	26%	19%	27%	26%	18%	19%	24%	25%
I hired someone to paint, and they left it behind.	12%	8%	9%	10%	4%	5%	6%	6%	9%	6%	8%	7%
I found the paint in my home or business when I moved in.	5%	11%	4%	5%	3%	6%	4%	7%	5%	9%	8%	6%
I don't remember where the paint came from.	3%	3%	1%	6%	5%	2%	4%	3%	3%	4%	3%	3%
Other*	1%	3%	2%	2%	3%	3%	0%	2%	2%	3%	5%	2%
I am a professional painter or contractor, and it is from one or more of my jobs.	1%	1%	1%	4%	2%	1%	1%	2%	1%	2%	0%	2%

Shown as a percentage of all respondents

# Comments: “Other” Reasons for Storage

- ❖ The most common “other” reason for paint storage was that a future project was envisioned.

Apartments let me use it for touch ups. Did one project, will complete another with same paint, the extra was intentional For any additional building I might do on the deck For future projects Had plans for projects, bought the paint, and haven't done the project yet Have paint for projects I have not finished yet I always keep some for future touch up and to Match later I always like to buy a little extra for touch ups I bought to much spray paint and I'll use it later  I have paint for unfinished projects  I haven't finished painting I hired someone to paint and I bought the paint. They left what was left over so that I could use it for touching up if necessary. I like to keep extra paint on hand for touchups I plan to paint more surfaces in the future and touch ups I'm a crafter and do many paint projects Im an artist with multiple projects It was leftover and I keep for touch up or repairs. May need it for touch up My x-husband and daughter bought paint for projects that are not yet finished. There are some leftover paint for touch ups. We painted railings on our front-step deck and will be painting railings on our larger back deck soon. Bought paint on top of what was there when we moved in Dad had it when he passed and left me his home. Grandma left the leftover paints behind. It belonged to the previous owner of the my house. It is for home mini projects and my kids art projects. It was here when we bought the house. It's 50/50 between paint that was left behind and paint that was leftover from painting over the ugly colors they had painted  Left from previous owners  Left over from projects and previous management left over paint from relatives before I owned house Leftover paint from painting when we moved into this house, and paint from the previous owners Some of it was here when I bought my house. The rest of it is left from various painting jobs over the past 25 years.	After painting the house, there is little paint left. Can dispose of it. It is classed toxic waste Dad owns construction company. Left over paint from jobs/house projects Didn't buy enough and then bought too much I did not paint the item that needed painting I had extra and didn't know how to dispose of it I have no idea what to do with left over paint. I have paint from several different projects I have paint leftover from our painters but I also bought more of one I was short on to paint shelves to the exact match of white trim I have the left over paint bcuz, I discovered I only needed a certain amount to cover the area worked on. I'm bad at math lol  It was in a spray can  just had too much to begin with. Left over from a job site , customer said I could keep any leftovers Left over from rebuild after totally destroyed by wildfire Leftovers from family member My brother is a professional painter and all the leftover paint is from his jobs. My father gets to keep the leftover paint from work, and we save it for other projects. My friend gave me paint for my dresser  My mom hired somebody to paint our house.  My roommate bought paid to fix-touch up the stairs her dog chewed on. Not sure who bought Paint store tinted the wrong base paint Repairs Repeat rooms that the tenants are living in. Someone else bought paint  Someone in my house bought the paint to renovate my bathroom. The guy I work for was trying to only buy what we needed so when we ran out it was easier to guestimate I The salesman oversold me To paint another room in the Spring Was going to paint  We get gallons for \$10 and then mix our own colors.
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# Paint Storage Best Practices Knowledge

- ❖ About half of respondents knew about most best practices (i.e., rubber mallet, clean rim, temperature/humidity control, paint key).
- ❖ 15% of respondents didn't know any of the best practices listed. Results varied slightly by state/district.

*Below is a list of best practices when it comes to paint storage. Which best practices were you aware of before taking this survey? Select all that apply.*

Best Practice	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
When putting the lid back on the can, tap it with a rubber mallet instead of pounding it with a hammer to prevent the lid from bending.	49%	57%	55%	46%	64%	60%	48%	62%	58%	62%	55%	57%
Clean any paint out of the container's rim before putting the lid back on.	51%	54%	55%	39%	64%	64%	49%	57%	61%	55%	57%	55%
Keep paint away from freezing temperatures.	40%	57%	55%	47%	64%	71%	51%	55%	51%	66%	50%	54%
Keep paint away from rain or damp locations.	45%	50%	46%	41%	55%	50%	50%	51%	48%	51%	52%	49%
Use a paint key or paint can opener instead of a screwdriver to prevent the lid from bending.	40%	48%	46%	32%	51%	45%	43%	51%	48%	50%	46%	46%
None of the above - I didn't know any of these best practices before taking this survey.	20%	14%	18%	21%	13%	9%	16%	14%	13%	12%	14%	15%

Shown as a percentage of all respondents

# Past Paint Disposal Methods

- ❖ The most common “disposal” method across most states/the district is actually not to dispose it at all.
- ❖ Disposing at a HHW facility/event was next most common for most; however, results varied by state/district.
- ❖ “Other” category responses are shown on the following page.

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

Method	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
Stored it in the basement, garage, or a closet because I intended to use it someday	26%	23%	25%	22%	26%	23%	28%	23%	30%	25%	25%	25%
Took it to a household hazardous waste facility/event or transfer station	23%	15%	23%	9%	20%	33%	11%	24%	13%	23%	19%	21%
Not applicable - I have never stored or disposed of leftover or unwanted paint	13%	9%	12%	15%	10%	9%	15%	10%	9%	16%	13%	11%
Dried it out and put it in the trash	6%	10%	8%	10%	15%	8%	12%	8%	15%	7%	12%	9%
Gave it away to family, friends, or a community organization	8%	9%	9%	10%	9%	6%	7%	11%	9%	10%	6%	9%
Took it to a paint, hardware, or lumber store	8%	12%	7%	9%	5%	7%	3%	8%	8%	6%	6%	7%
I don't remember what I did with the leftover or unwanted paint.	7%	9%	5%	6%	4%	4%	8%	7%	6%	5%	7%	6%
Put cans of liquid paint in the trash	3%	2%	4%	6%	3%	2%	7%	3%	2%	2%	2%	3%
Left it behind when I moved	3%	3%	3%	4%	4%	3%	3%	4%	3%	0%	4%	3%
Mixed it with hardener or kitty litter and put it in the trash	2%	2%	2%	5%	2%	4%	3%	2%	4%	3%	4%	3%
Other*	1%	2%	1%	1%	0%	0%	1%	1%	1%	1%	1%	1%
Poured paint down the drain	1%	3%	0%	2%	1%	1%	1%	0%	0%	0%	2%	1%

Shown as a percentage of all respondents

## Comments: “Other” Past Disposal Methods

- ❖ The most common “other” method for paint disposal was to give it to some sort of recycler.
- ❖ Several others said they didn’t know what to do with it.

All of it remains in my storage areas because I don't know what to do with it and I don't want to do the wrong thing for the environment.	Art
I didn't throw it away instill have it	Burned it
I mostly store it because I don't know what to do with it but I also might need it for touch up's someday	Donated it
It's sitting in my garage because I'm not sure how best to dispose	Donation
Store in garage	Flushed down toilet
Stored in closet	Found a use for it (upcycle)
We'd figure something else we'd use it for	Gave it to the boy scouts as they use it to help others
Called for hazardous waste pick up	I always used it all....never bought too much paint.....nt.
disposed of it at resickle center	If there's a significant amount of paint, then the local Habitat For Humanity will accept the paint for free. We just need to drive it over boxed up. If there's a negligible amount, we could open the can, leave it to dry out, and put it in the trash, but I've never done this.
Dried paint pu in commercial hazardous dumpster we pay for	It would depend on how much was left
Drop off at disposal location	Left by trash for city to pick up
I actually took the cans to ACE Hardware after I was done with them.	My wife saves the paint until she or my daughter needs it for future art projects.
Portland has a paint recycling program - can drop off there (I think they even pick up). we've used that	Painted my garage floor
Recycle	Put saw dust into it till all wet paint is gone. Let it dry and then dispose of container
Recycled	The guy I worked with took it
Recycled it through curbside pickup.	threw in garbage
Take it to the transfer station	Use it for another project
To get to our recycling place that gets rid of it for you	used it
took it for recycling	Used the paint I had - placed the empty cans in the normal trash after allowing them to dry out.
Took it to a transfer station	We have a red recycle bin and the recycle company picks it up on trash day.
Took it to paint recycler	When I was sure I was completely finished with the paint I sold it at my yard sale
Took it to recycling on free recycle day	
Took it to the paint exchange	

# Past Paint Store Disposal Preference

- ❖ Paint take-back service is the top reason people would go to a store vs. a HHW facility/event.
- ❖ Proximity was also important in most areas; however, the lack of HHW facilities and store hours also play a role for few others.
- ❖ *Note: results should be interpreted only anecdotally 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?												
Reason	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
The paint/hardware/lumber store has a paint take-back program in place.	32%	55%	56%	38%	58%	33%	25%	46%	50%	54%	56%	45%
We don't have any local hazardous waste facilities/events or transfer stations.	21%	19%	28%	17%	17%	6%	25%	25%	15%	31%	25%	21%
The paint/hardware/lumber store is close.	24%	16%	17%	21%	8%	39%	13%	22%	20%	0%	19%	20%
Paint/hardware/lumber stores are open more often.	24%	6%	0%	25%	8%	22%	38%	8%	15%	15%	0%	13%
Other*	0%	3%	0%	0%	8%	0%	0%	0%	0%	0%	0%	1%

\*Other

Because I don't know where there is a hazardous waste facilities/events or transfer stations are in my state  
Hardware store knows disposal protocol

# Household Hazardous Waste Facility/Event Preference

- ❖ Lack of knowledge of retail store take-back services was the top reason people chose HHW facilities/events in the past across all states/the district.
- ❖ Chemical disposal and proximity were also important in some areas.
- ❖ The “other” category responses are detailed on the following page.
- ❖ *Note: results should be interpreted only anecdotally as sample sizes are low.*

	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
I wasn't aware paint/hardware/lumbers stores took back paint	37%	67%	36%	43%	52%	54%	38%	51%	47%	52%	43%	48%
The household hazardous waste facility or transfer station is closer.	22%	23%	33%	17%	26%	11%	31%	18%	26%	21%	22%	21%
I have other chemicals to dispose of that paint/hardware/lumber stores don't accept and want to get rid of it all at the same time.	29%	3%	12%	30%	14%	20%	12%	17%	12%	19%	22%	18%
We don't have a paint/hardware/lumber store that takes back paint in our area.	7%	8%	12%	4%	4%	9%	15%	8%	15%	4%	6%	8%
Other*	3%	0%	7%	0%	4%	1%	4%	2%	0%	4%	4%	3%
I have more paint than the paint/hardware/lumber stores would take.	3%	0%	0%	4%	0%	5%	0%	3%	0%	0%	2%	2%

Shown as a percentage of all respondents

## Comments: “Other” Reasons for HHW Disposal Preference

- ❖ The most common “other” reason for preferring a HHW facility over a paint store seems to be the perception that HHW facilities are the proper/legal option.

### \*Other

I thought this was the best way to handle old paint cans.

That's the only way I know of legally disposing paint .

Because where I live it's illegal to put it in with regular trash

It's the right way to dispose of old unused paint

The city suppliers the proper facility to get rid of paints and chemicals so I use it

Environment

i am waiting to have more paint to dispose of

As far as I am aware none of the hardware stores near me will take the paint back, but I will admit that I don't actually know for sure as I've never thought to ask.

Safely dispose

they have an exchange program for people

The transfer station is where it goes

The local facility recycles it and sells it.

At the time it was the most convenient and ethical option for disposal.

Common Sense

im enviromentally responsible

Also buying recycled paint

So it can be recycled

I bring all my trash to the transfer station

My mom used to own a business that ran these.

To be used by someone in need

Best option for the environment.

# Future Paint Disposal Intentions

- ❖ Disposing at a HHW facility/event was the top future disposal intention in all states/the district.
- ❖ In most states, taking unwanted paint to a paint/hardware/lumber store was second. For some, giveaways and the dry-then-trash methods were prevalent.
- ❖ Very few said they would pour liquid paint down the drain.
- ❖ “Other” category responses are provided on the following page.

If you wanted to get rid of unwanted paint in the near future, what would you most likely do with it?												
Method	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
Take it to a household hazardous waste facility/event or transfer station	30%	27%	31%	23%	28%	43%	22%	30%	28%	33%	33%	30%
Take it to a paint/hardware/lumber store	18%	24%	14%	21%	17%	16%	14%	19%	19%	16%	17%	18%
Give it away to a family member, friend, or community organization	19%	12%	15%	13%	14%	13%	18%	18%	14%	17%	15%	16%
Dry it out and put it in the trash	10%	16%	13%	11%	18%	13%	14%	11%	18%	14%	11%	12%
I don't know	11%	10%	15%	17%	12%	10%	16%	12%	10%	14%	13%	12%
Mix it with hardener or kitty litter and put it in the trash	5%	4%	5%	5%	5%	2%	5%	3%	6%	3%	6%	4%
Put cans of liquid paint in the trash	5%	2%	4%	6%	4%	1%	6%	4%	2%	2%	2%	4%
Pour paint down the drain	2%	2%	1%	2%	1%	1%	4%	1%	3%	0%	2%	2%
Other*	1%	2%	2%	1%	0%	1%	1%	2%	0%	0%	0%	1%

Shown as a percentage of all respondents

# “Other” Future Disposal Intentions

- ❖ Once again, the most common “other” method for paint disposal was to not dispose it at all.

I put it in a storage that I have in my garage for some days usage. Use the rest of it on a different project	recycle took it to the recycling centre where they know what to do with it If a hardware store or lumber store accepted it, I would take it to them. Otherwise, I would check to see where I could safely dispose of it.
I would find a DIY project or ask around to see if someone wanted it. Maybe post it on a social media site like FB Marketplace or Letgo Just store in the basement I would just store it in my garage Upcycle by finding a use for it. Store in garage	try to recycle it Bring to a recycling center Take it to an recycling center have it recycled I'll call and see if my local store will take it and if not I'll take it to the household hazardous waste facility
Use it for a DIY project put it in basement or garage if you dont have either of them id throw it out triple bagged still in can Find some way to use it up Make art	dry it out, bring it to a paint store or hazardous waste facility Recycling center Take it to the paint exchange Take it to a paint/hardware store first to see if they take unwanted paint if not then take it to hazardous waste center recycle thru the city I would call first to see if donating or delivery to transfer station would be better I'd probably take it to a pint/ lumber store if I didn't need to dispose of other trash or bio toxic liquid.
Target practice I would never get rid of paint. I would use it eventually. See if the paint can be useful for home blemishes Use it to paint abstractly on a canvas	Take it to recycling Take it to Metro Re-cycling for reuse. Drop it off at a PaintCare location
Google what to do with old paint Ask around to find best alternative in my area. hire a bulk trash crew and let them handle it Flush down toilet Small amounts would be dried and discarded, large amounts saved or recycled Box up the cans with lids intact and drive it over to Habitat For Humanity, which accepts old paint for free. Google the best paint disposal methods. Never just pour it out somewhere randomly. Donate to a nonprofit organization This is much closer to me and I am there often Take to dump Don't buy to much. I currently live in an apartment and have no need for paint. Take it to paint recycler Hazardous commercial dumpster we own	

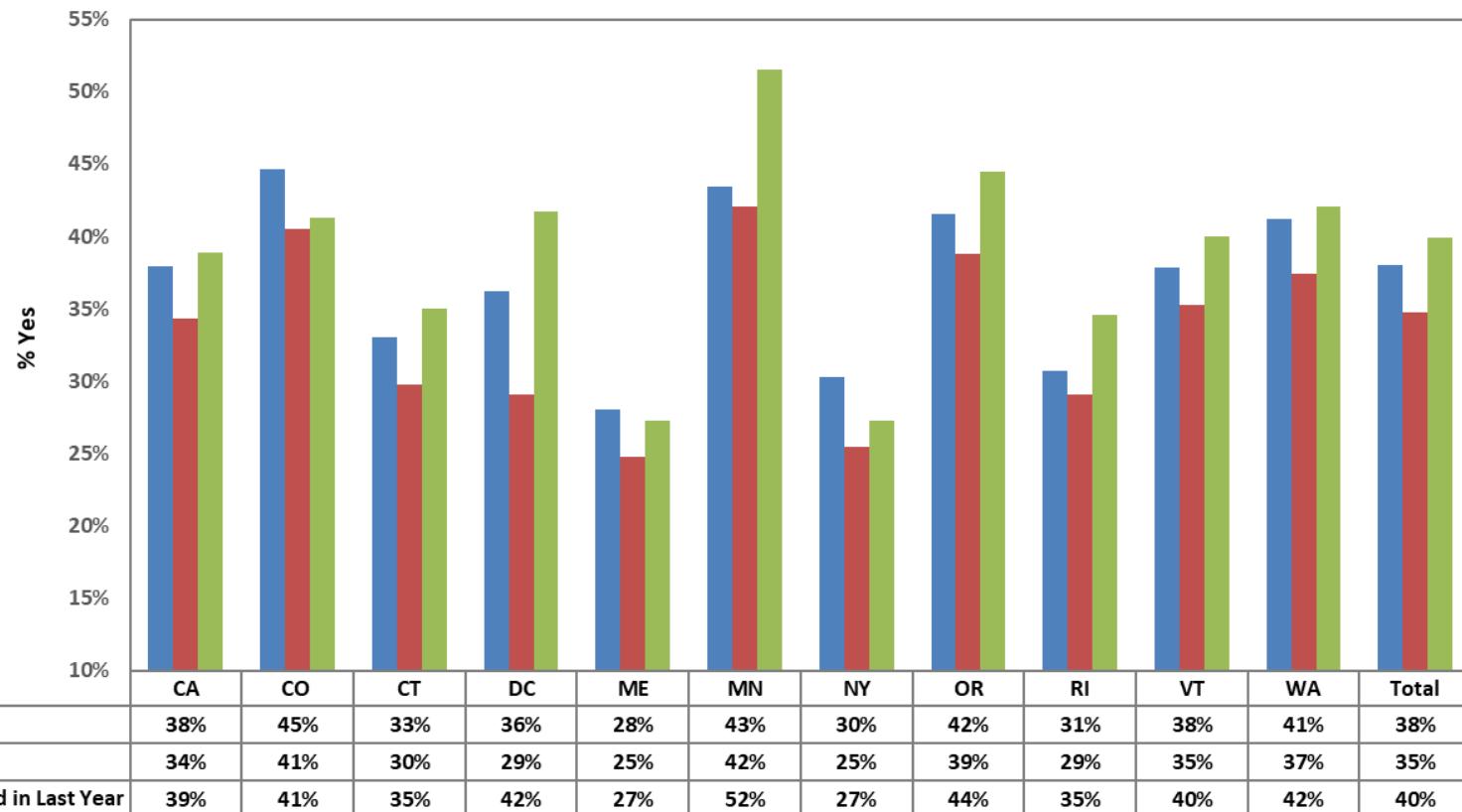


## **PAINT RECYCLING AND DISPOSAL AWARENESS**

# Awareness of Paint Recycling

- ❖ 38% of all respondents said they knew that paint can be recycled (comprised of consumers and pros).
- ❖ Whereas 35% of end consumers knew that paint could be recycled, 72% of professionals were aware\*.
- ❖ End consumers who purchased paint more recently were more likely to know that it can be recycled. This supports the idea that recent store interactions are having an impact on awareness.

***Prior to this survey, did you know that paint can be recycled  
(disposed in such a way that it may be re-used)?***

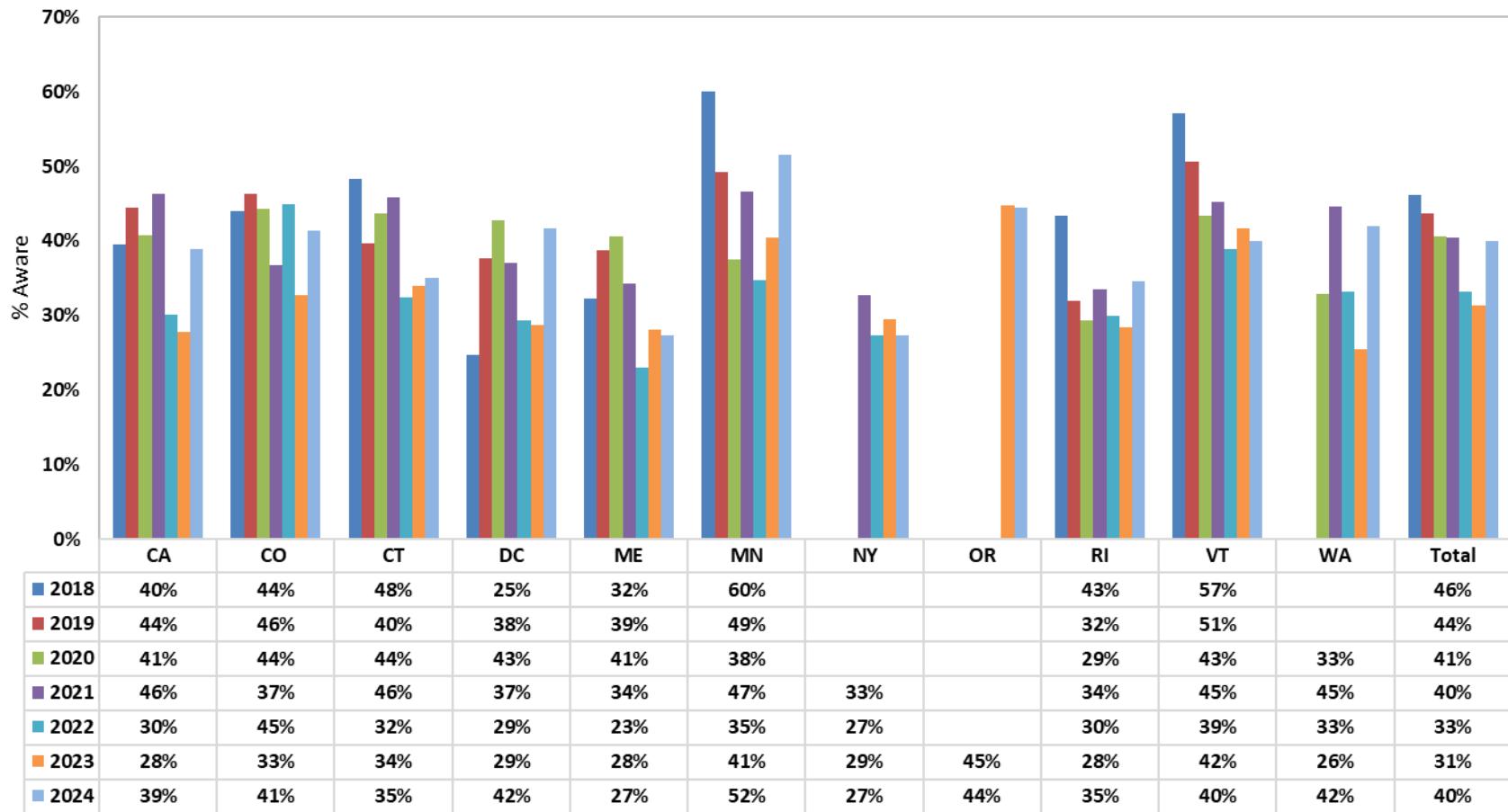


*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# TREND: Paint Recycling Awareness, Recent Consumer Purchasers

- Overall, a higher percentage of recent end-consumer purchasers were aware that paint can be recycled in 2024 (40%) than in 2023 (31%). Results varied by state/district.

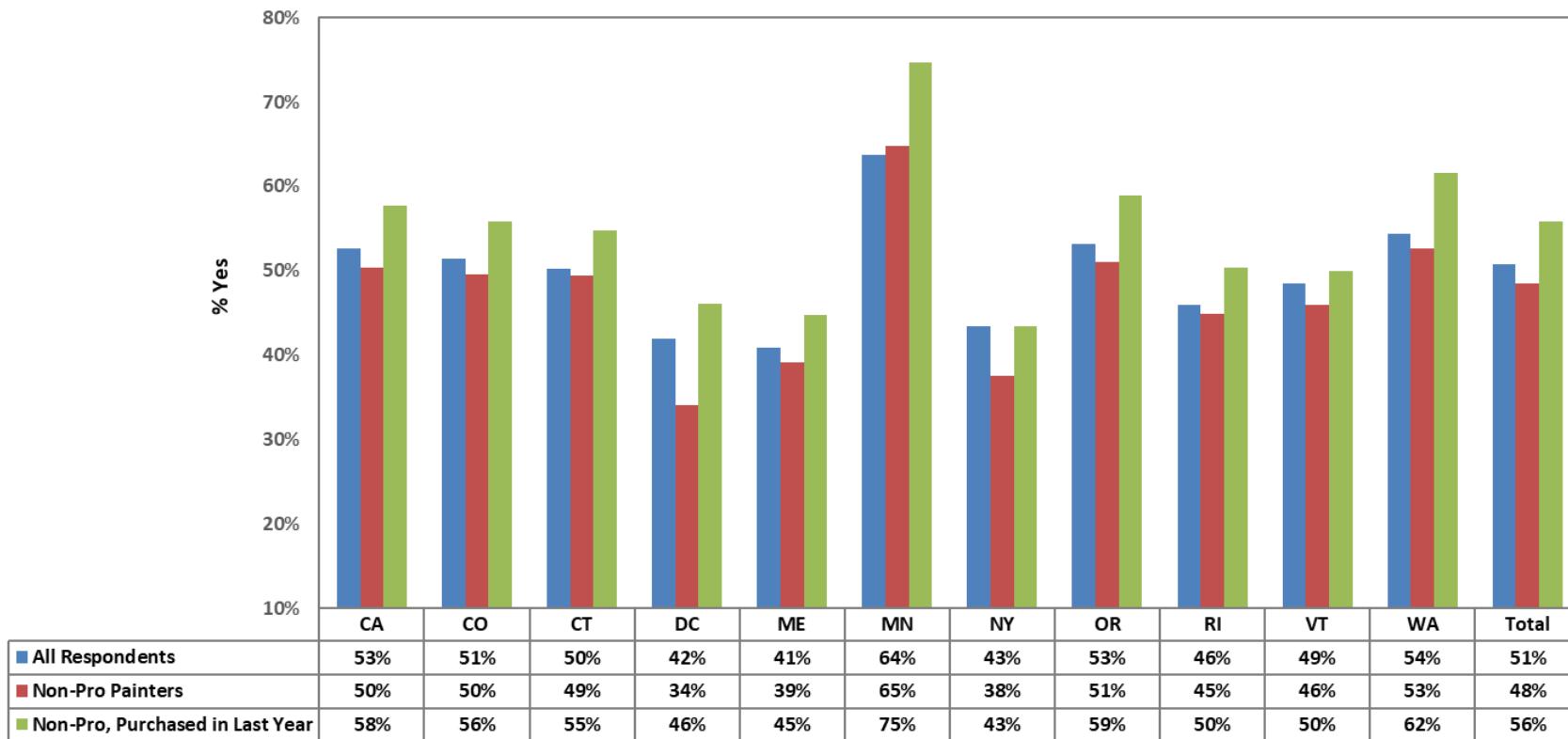
TREND: Knowledge of Paint Recycling, Non-Pros Who Purchased Paint in the Last Year



# Awareness of Paint Disposal Opportunities in State/District

- ❖ 51% of all respondents were aware of paint disposal opportunities in their state/district, comprised of both professionals (74% aware) and end consumers (48% aware).
- ❖ Awareness among end consumers who purchased in the last year was higher (56%) than that of all consumers (48%), demonstrating that purchase recency makes a difference in understanding.

*Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?*

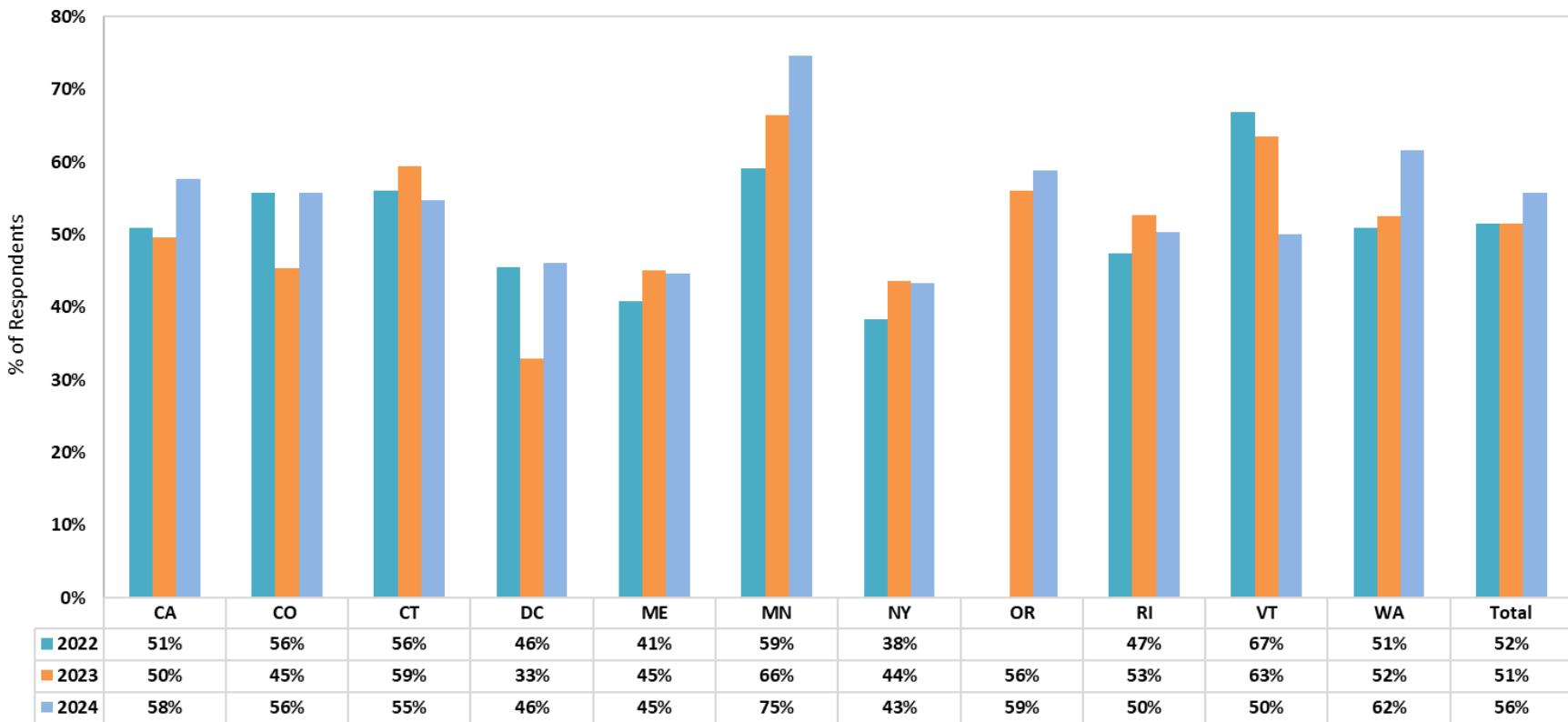


*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# TREND: Disposal Opportunity Awareness, Recent Purchasers

- ❖ Overall, awareness of disposal opportunities among recent end-consumer purchasers increased from last year. Results varied by state/district.
- ❖ *Note that only three years of trend data is available as this question was added in 2022.*

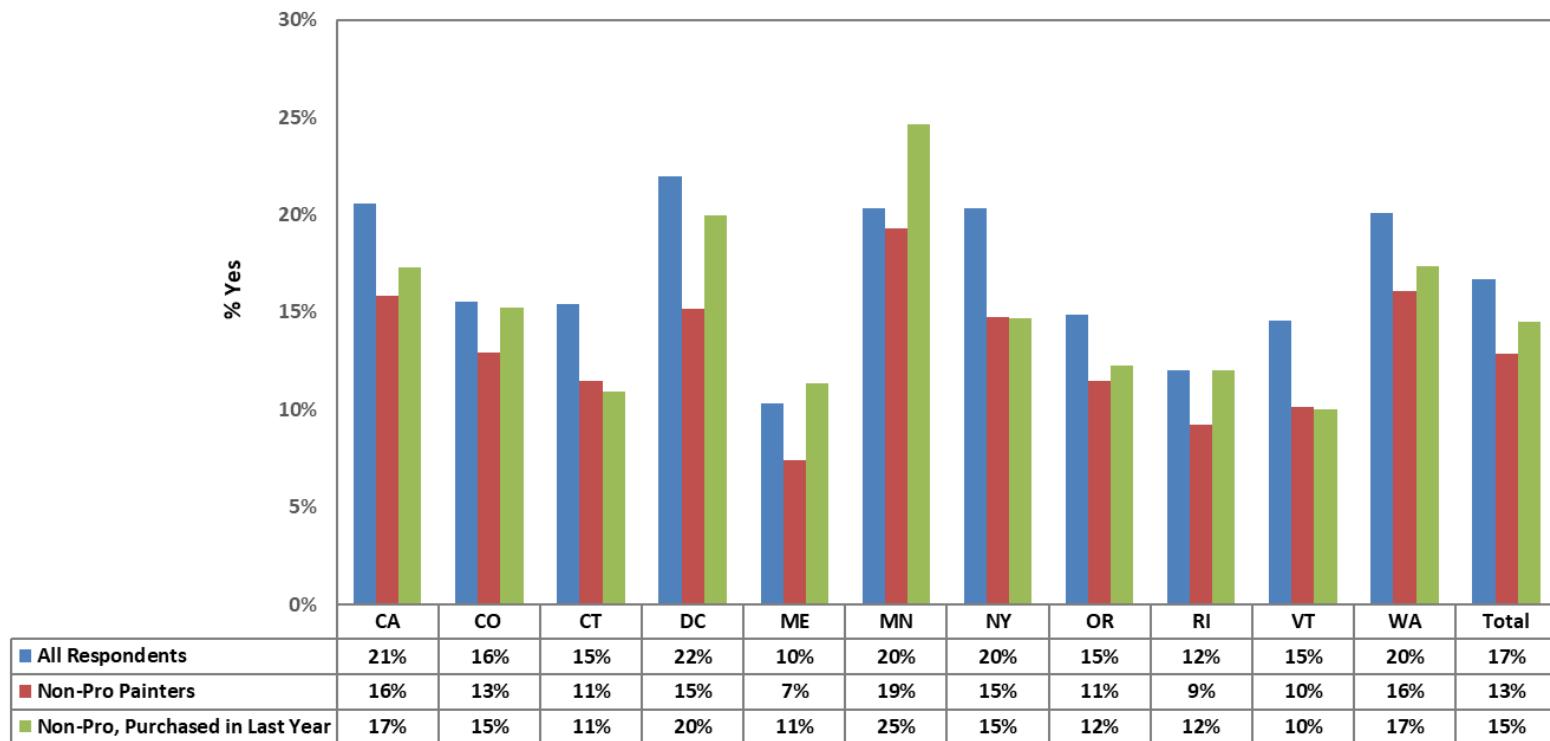
TREND: Aware of Paint Disposal Opportunities in State, Non-Pros Who Purchased Paint in Last Year



# Awareness of Free Onsite Pickup Services

- ❖ 17% of all respondents knew that 100+ gallons could be picked up for free.
- ❖ 55% of professional painters were aware\*; 13% of non-professionals.
- ❖ Recency may have made a small difference among non-professionals. 15% of those who purchased in the last year were aware of pick-up services.

*Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?*

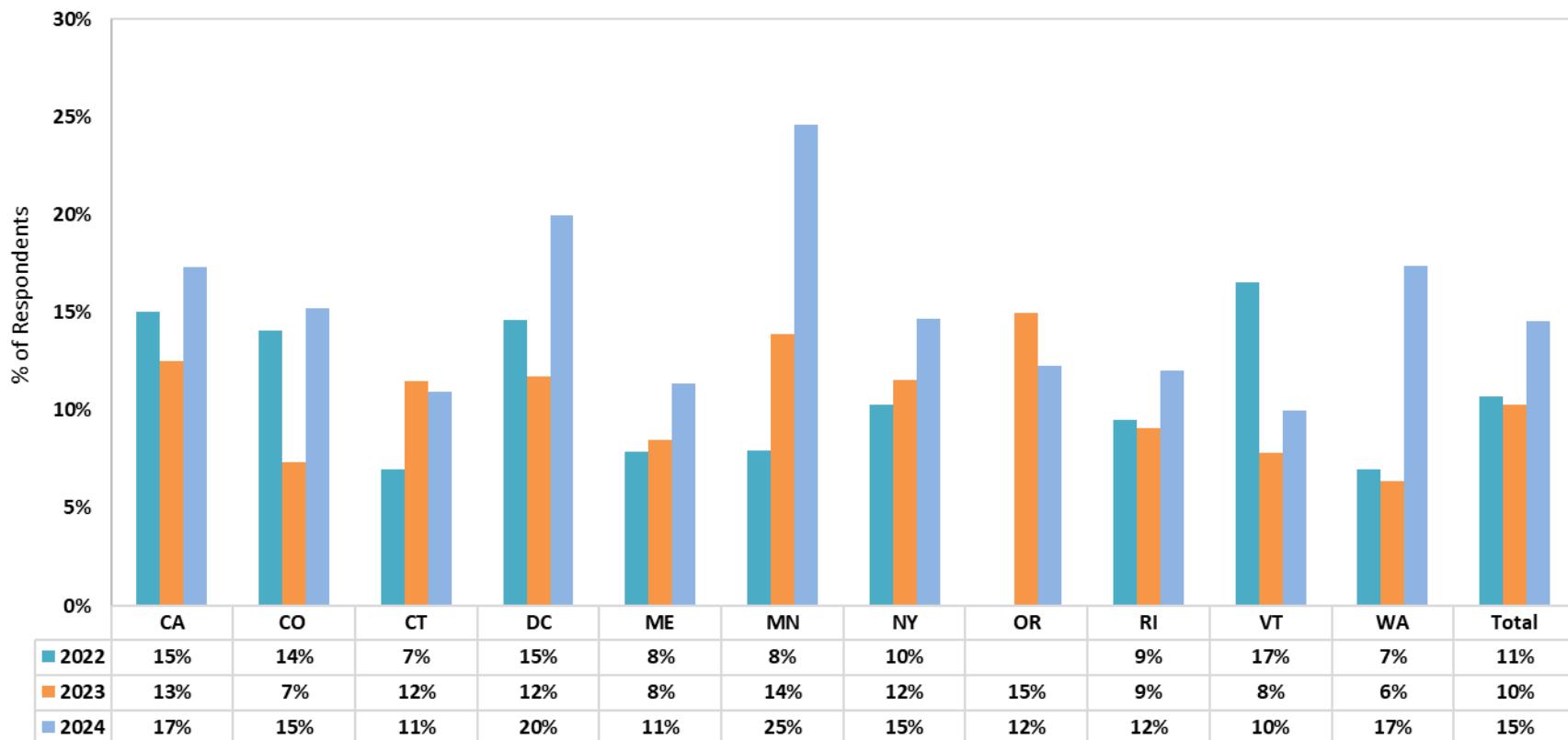


*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# TREND: Awareness of Free Onsite Pickup, Recent Purchasers

- ❖ Overall, awareness of pick-up services among recent end-consumer purchasers increased from last year, from 10% to 15%. Results varied by state/district.
- ❖ Note that only three years of trend data is available as this question was added in 2022.

TREND: Aware 100+ Gallon Pickup, Non-Pros Who Purchased Paint in the Last Year



## AWARENESS MATRICES

## Recycling/Disposal Awareness Matrix

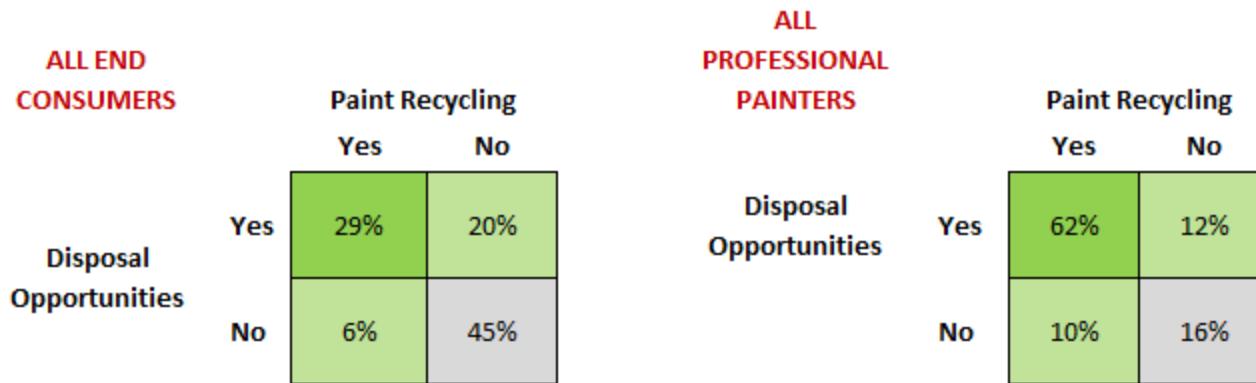
- ❖ Familiarity with paint recycling does not necessarily go hand in hand with the knowledge of drop-off opportunities.
- ❖ In fact, there are many who know about paint recycling who do not know about disposal opportunities in the state/district, and vice versa.
- ❖ The following “matrix” breaks down the entire respondent base given both subjects.
- ❖ 31% knew about both topics; 43%, neither; the rest, one or the other.\*

		Knows About Paint Recycling	
		Yes	No
Knows About Disposal Opportunities	Yes	31%	19%
	No	7%	43%

*\*Implication: need for balanced marketing and communications if we are to get both points across.*

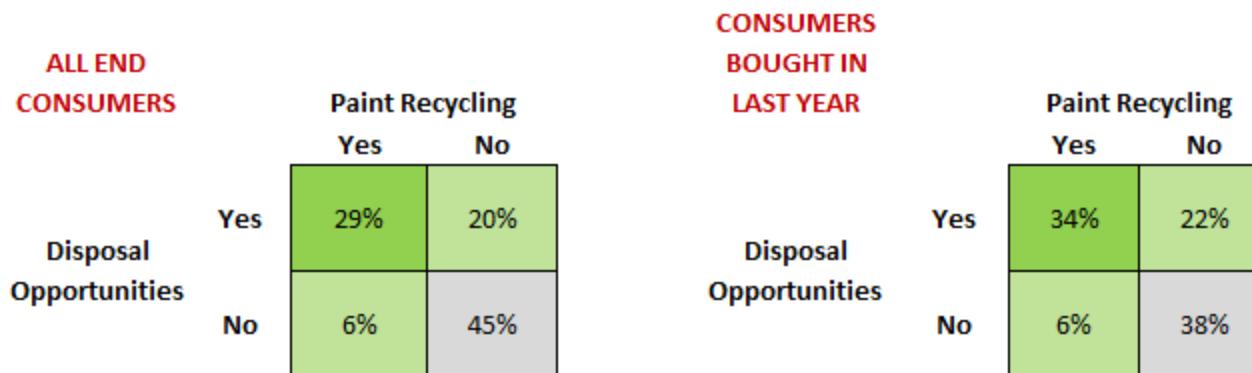
## Awareness Matrices – By Professional Painter Status

- ❖ As expected, professional painters were much more likely to know about both topics, paint recycling and disposal opportunities.
- ❖ In fact, more than twice as many professionals (62%) knew about both than non-professionals (29%).



## Awareness Matrices – By Recency of Consumer Paint Purchase

- ❖ End consumers were slightly more aware of both aspects, disposal opportunities and paint recycling, if they had purchased paint in the last year (34% vs. 29%).
- ❖ This supports the idea that consumer education is working among those who have recently interacted with stores and/or seen marketing communications.



# Awareness Matrices – By State/District, Recent Consumer Purchasers



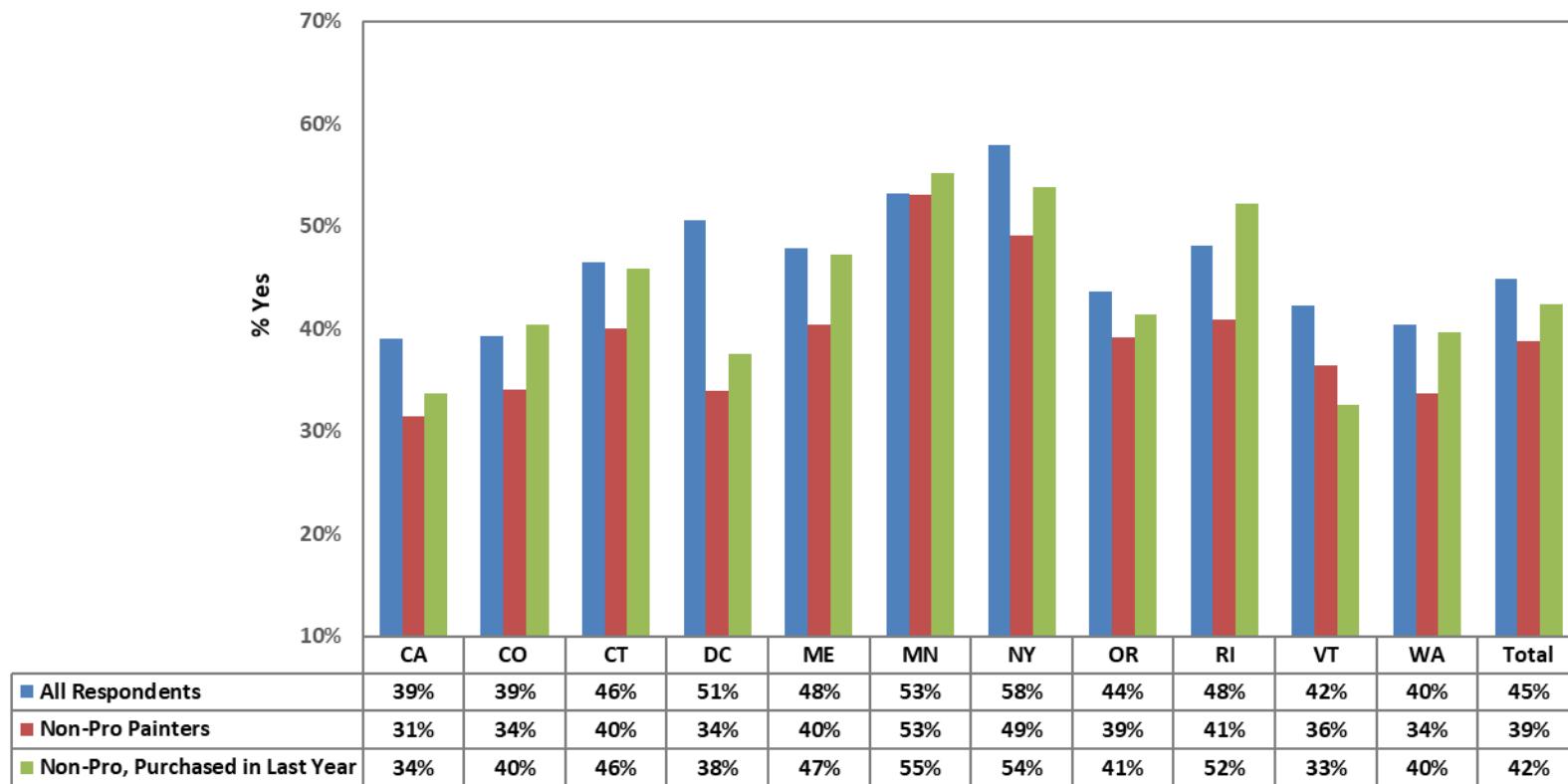


## **RECYCLING PROCESS AWARENESS AND BEHAVIORS**

# Awareness of Fee Among Those Who Knew About Recycling

- ❖ 45% of those who knew about paint recycling also knew about the recycling fee added to new purchases.
- ❖ There was a marked difference between professionals (75%)\* and non-professionals (39%).
- ❖ Recency of paint purchases made a small difference. Results varied by state/district.

*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?*

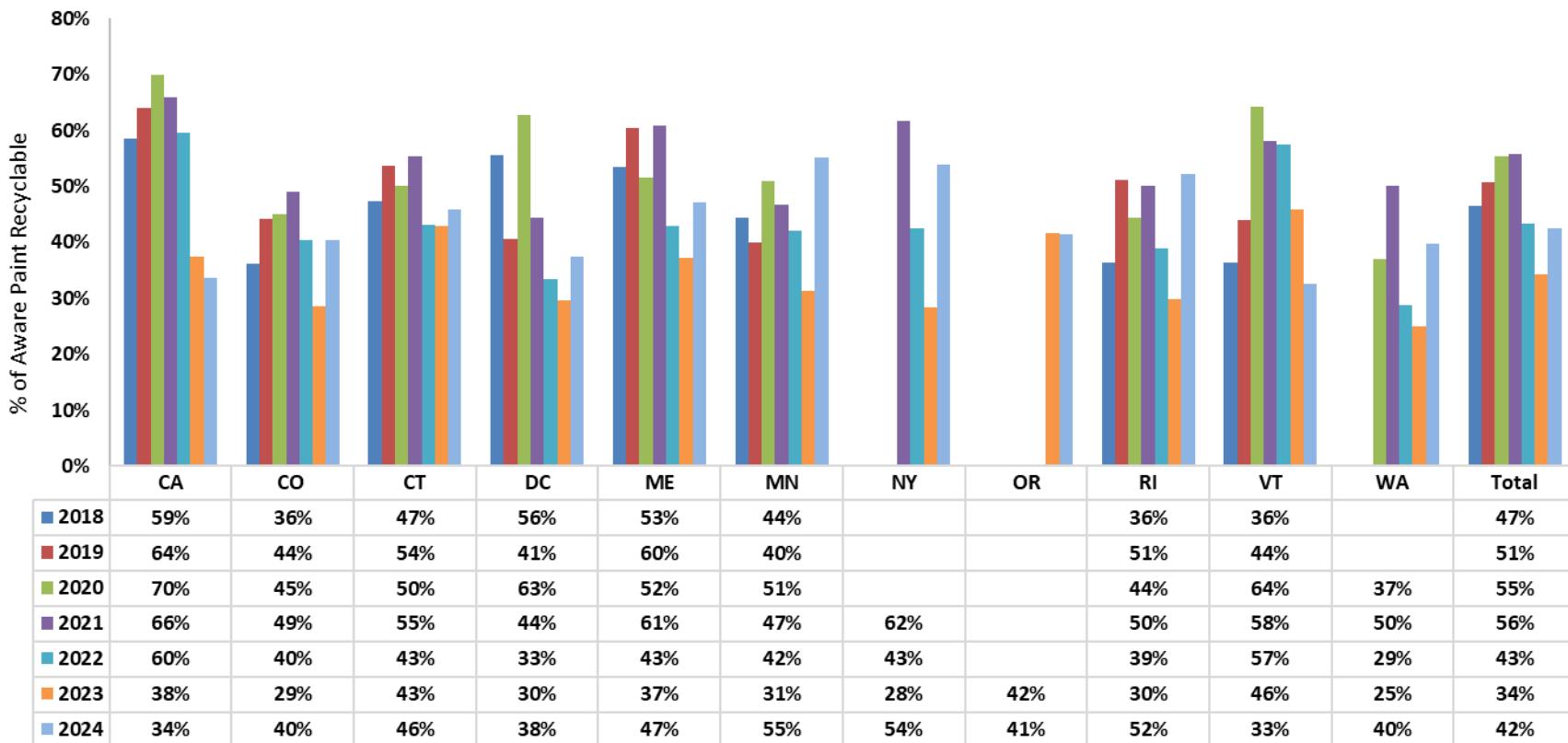


*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# TREND: Fee Awareness, Recent End-Consumer Purchasers

- Fee awareness improved in 2024 overall, but varied within states/the district.

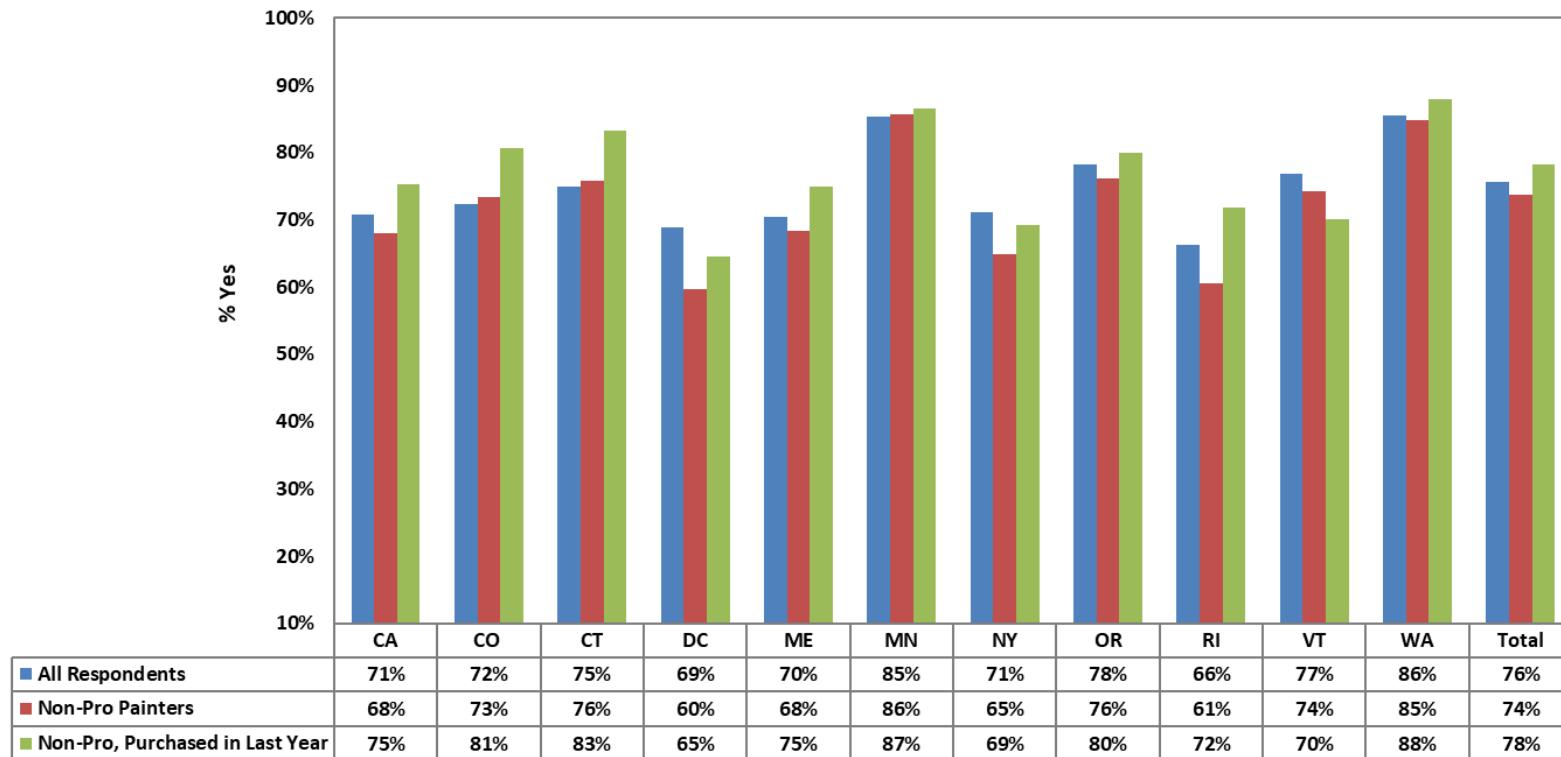
TREND: Aware of Fee, Non-Pros Who Purchased Paint in the Last Year



# Knowledge of Places for Recycling

- ❖ 76% of respondents who knew that paint can be recycled also knew where to go to do so.
- ❖ As with other results, end consumers' awareness was lower (74%) than professionals' (86%)\*.
- ❖ Awareness was higher among end consumers who purchased in the last year (78%).

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

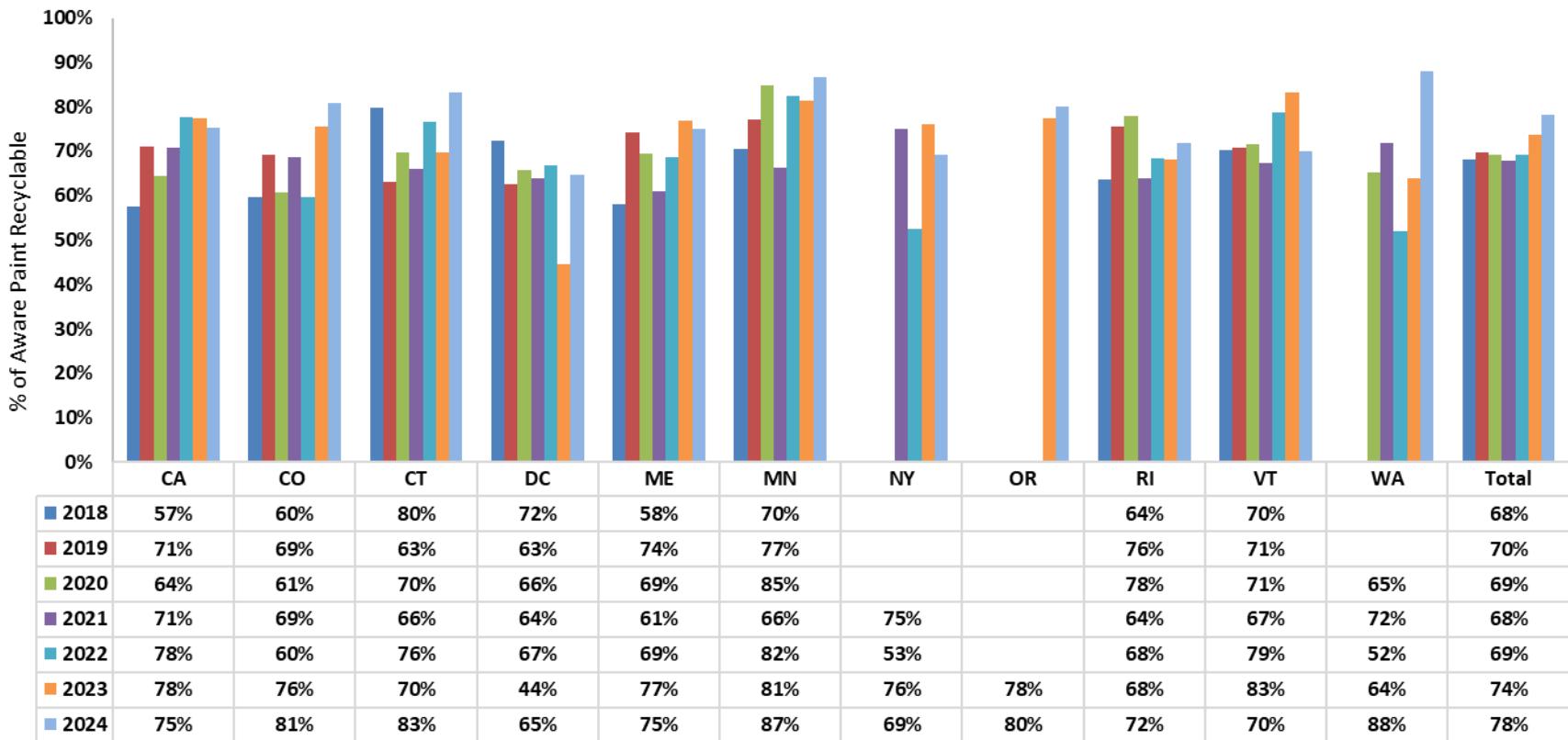


*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# TREND: Knowledge of Where to Recycle, Recent Purchasers

- ❖ Recycling location knowledge improved in 2024 among recent consumer purchasers who were familiar with recycling.
- ❖ Results varied by state/district.

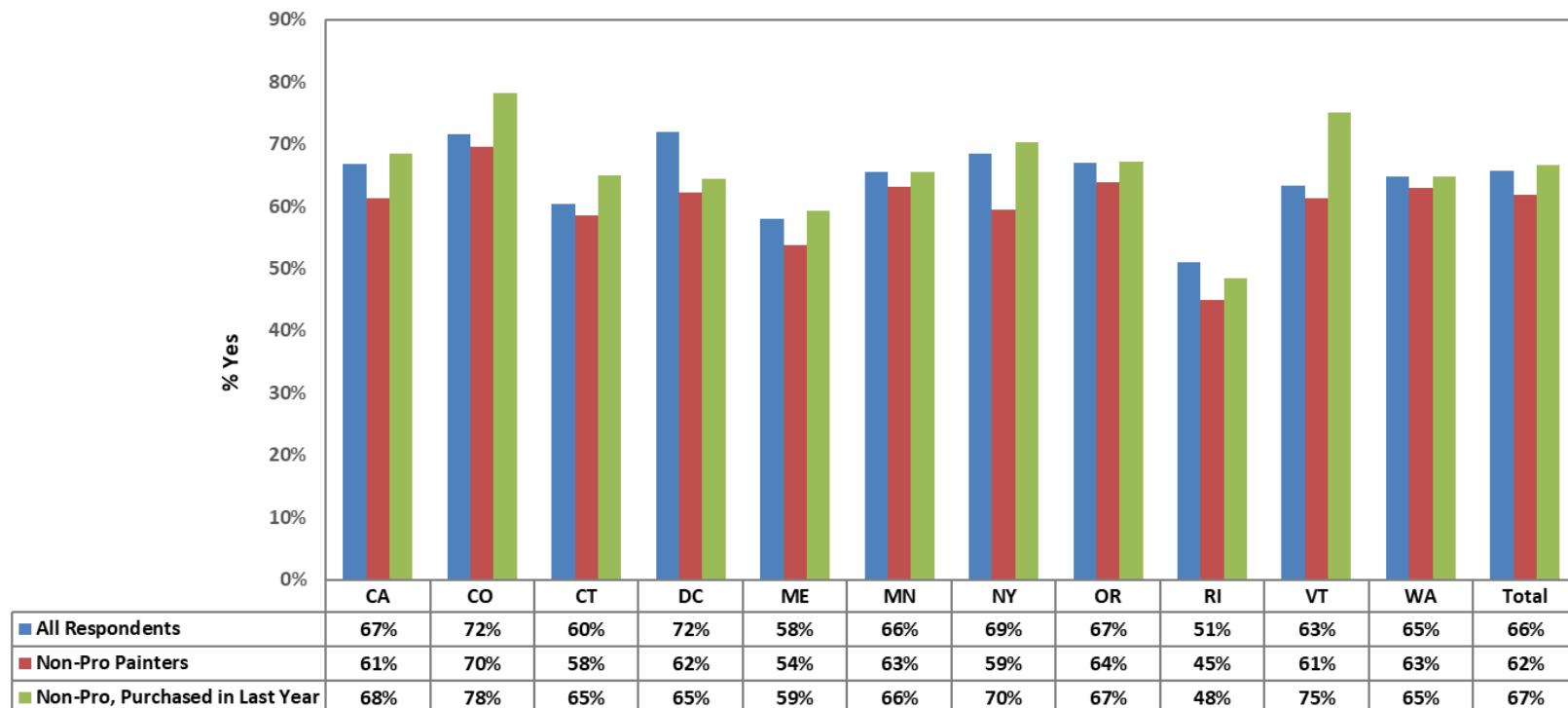
TREND: Aware of Recycling Locations, Non-Pros Who Purchased Paint in the Last Year



# Past Recycling Behaviors Among Those That Knew About Recycling

- ❖ 66% of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ Non-professionals (62%) are less likely to have recycled in the past than professionals (81%)\*.
- ❖ End consumers who purchased in the last year are similarly likely to have recycled in the past as those who had purchased before.

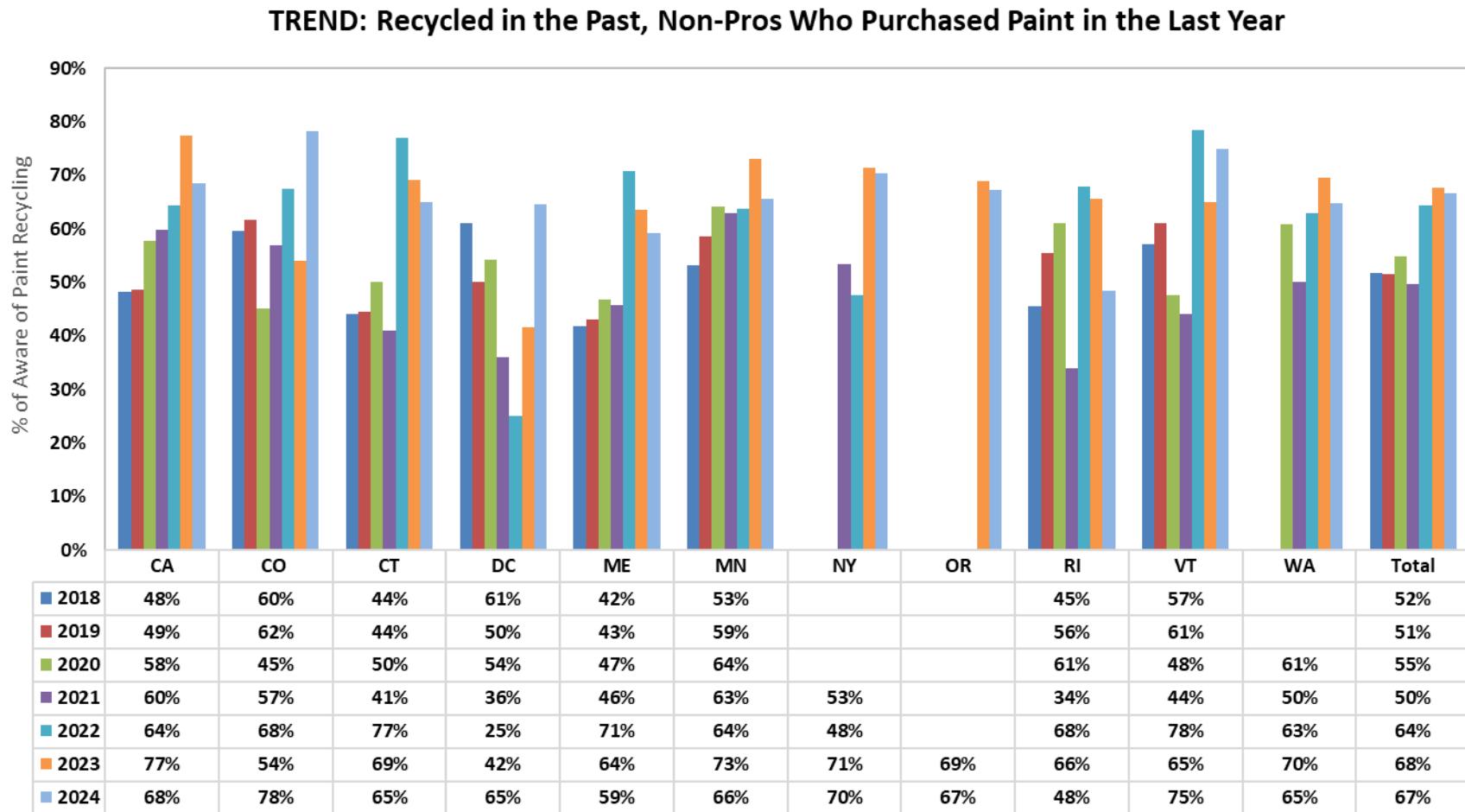
*Have you ever taken paint somewhere to be recycled?*



\*Data is not shown for professional painters in individual states/the district due to low sample sizes.

# TREND: Past Recycling, Recent End-Consumer Purchasers

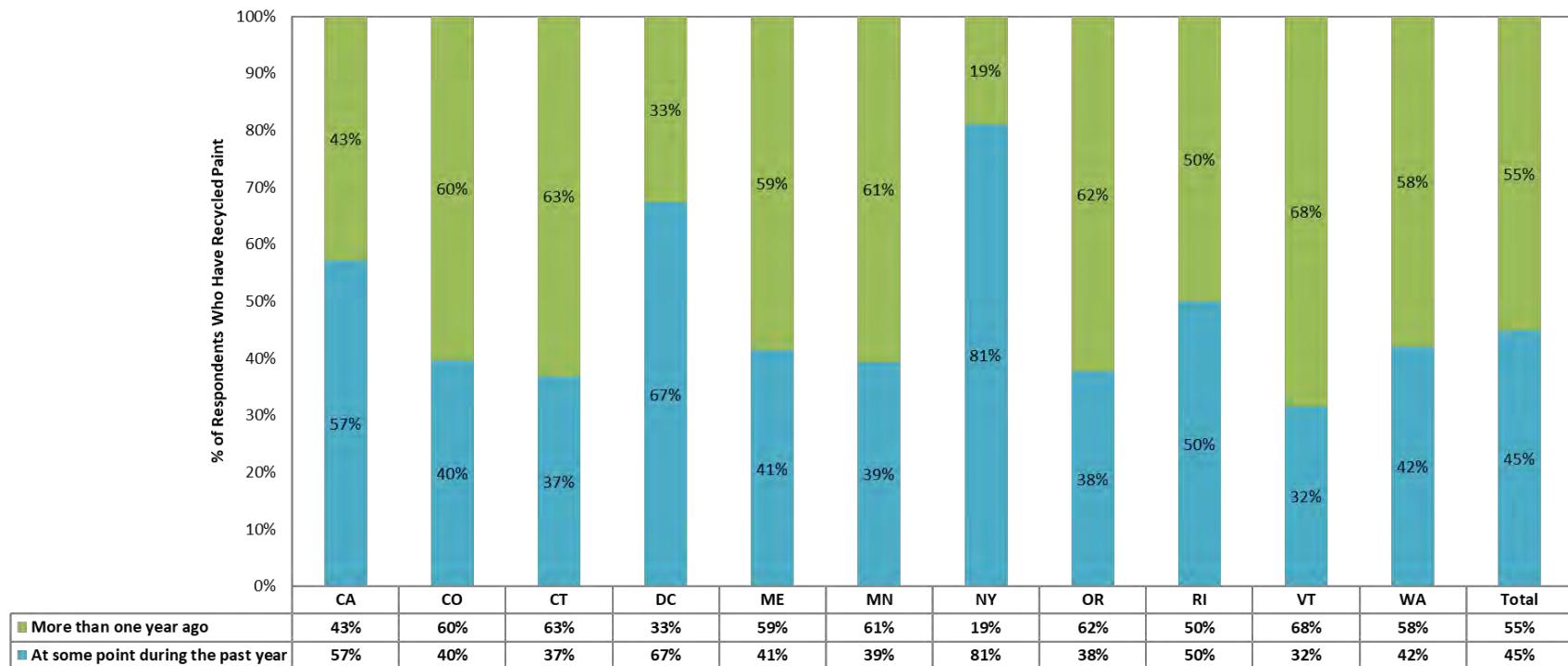
- ❖ In 2024, about the same percentage of end-consumer respondents who purchased in the last year indicated they had recycled in the past as in 2023.
- ❖ Results varied by state/district.



# Recency of Paint Recycling

- ❖ 45% of those who said they had recycled paint in the past said they had done so in the last year.

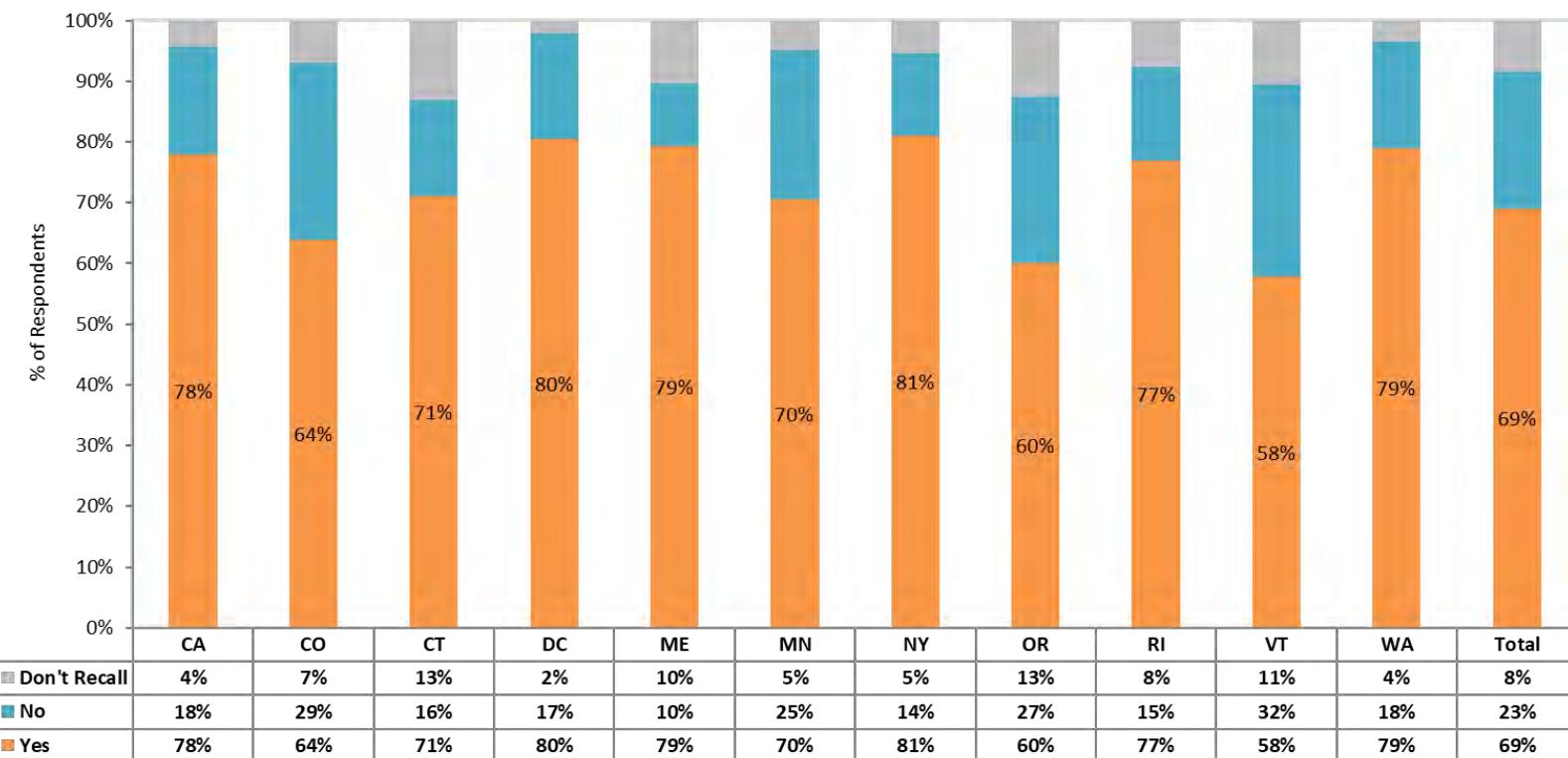
***When was the most recent time you have taken paint somewhere to be recycled?***



# Consistency of Paint Purchasing and Recycling

- ❖ The person who brought the paint to be recycled was usually the same person who had purchased the paint.

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

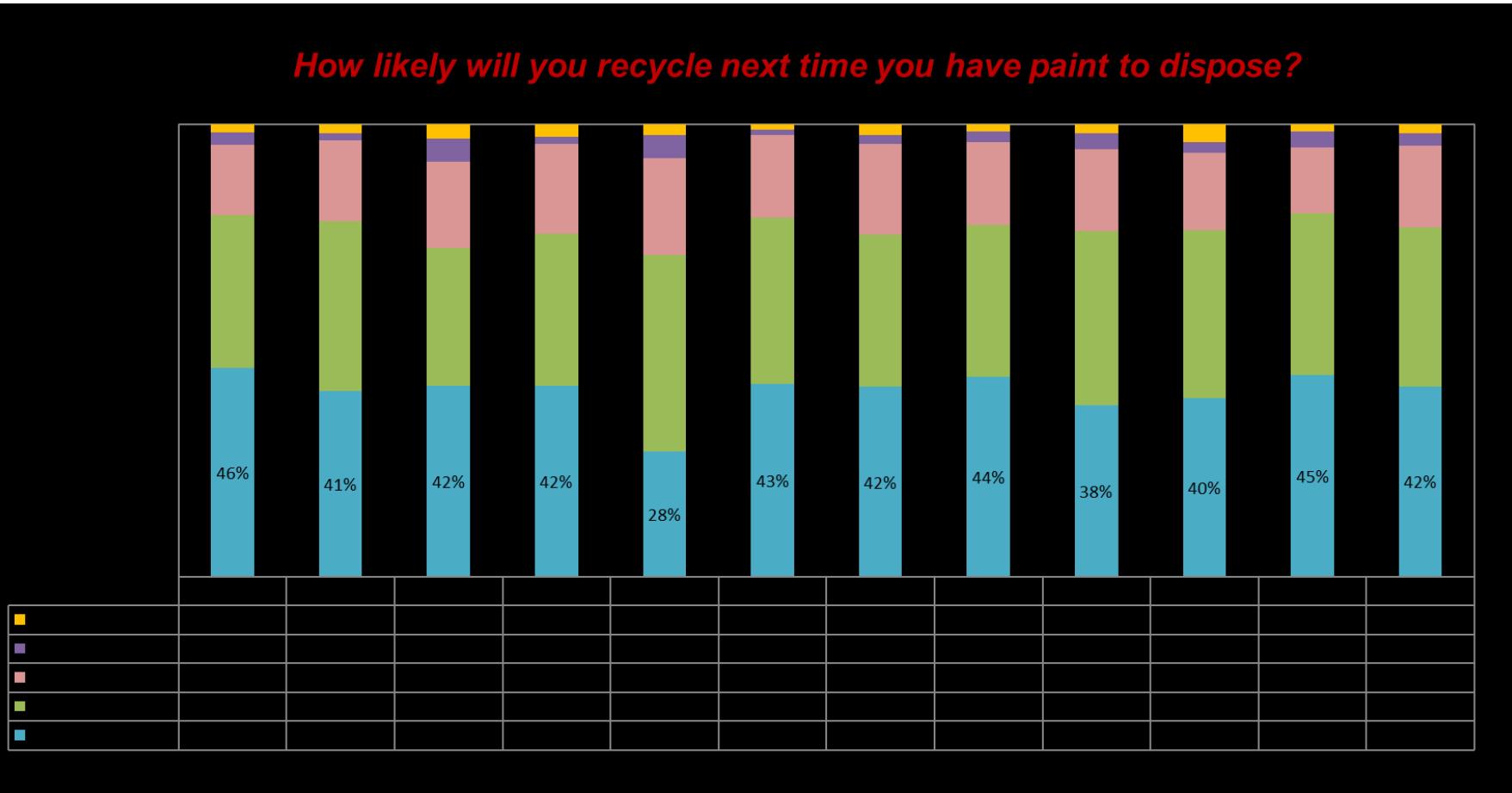




## **PAINT RECYCLING FUTURE INTENTIONS**

# Likelihood for Future Paint Recycling

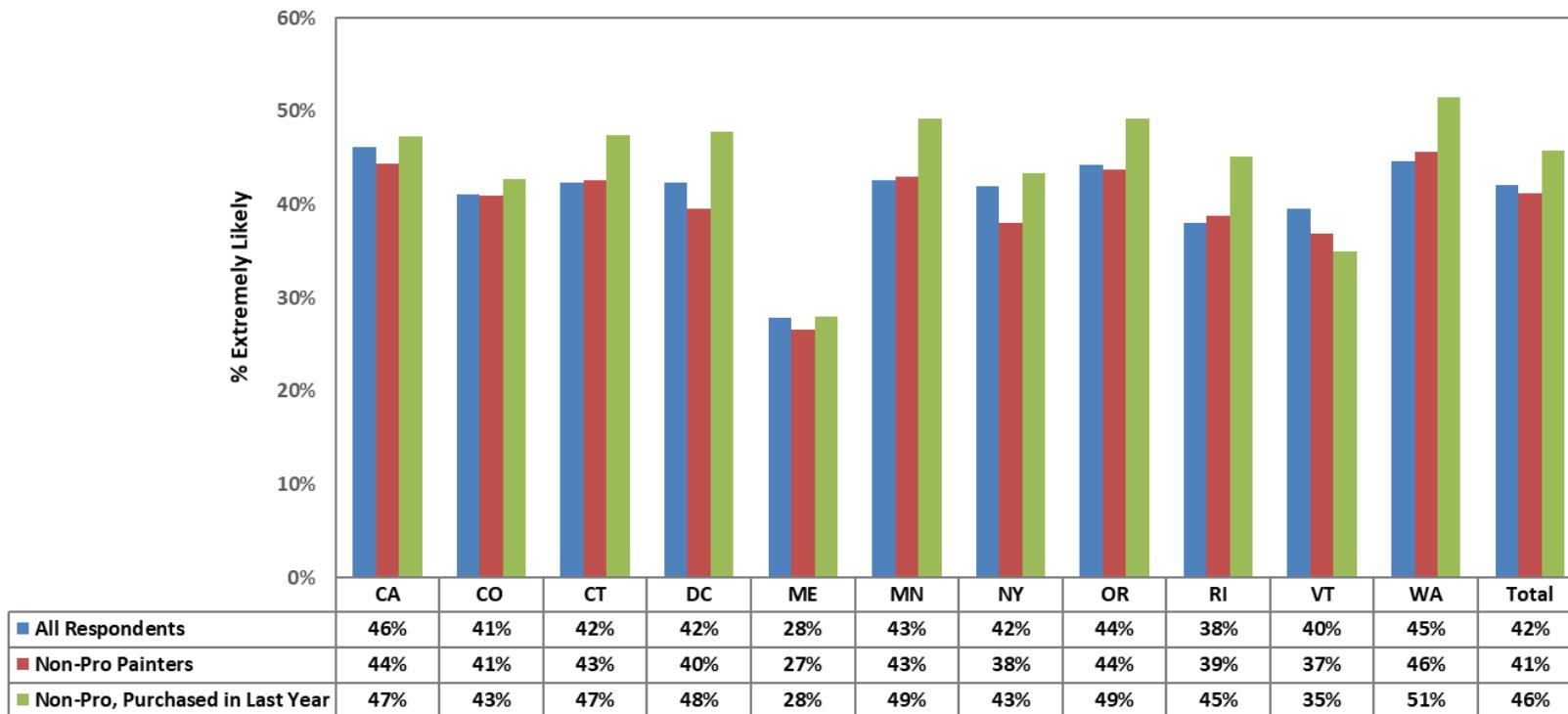
- ❖ 77% of all respondents said they were “extremely likely” or “likely” to recycle the next time they had paint to dispose.
- ❖ Very few said they were unlikely to do so.
- ❖ Results varied only slightly by state/district.



# Future Paint Recycling Intentions – Extremely Likely

- ❖ 42% of respondents were “extremely likely” to recycle in the future.
- ❖ The percentage of respondents who said they were “extremely likely” to recycle was lower among non-professionals (41%) than professional painters (51%)\*.
- ❖ Recency plays a strong role in driving recycling intentions—those who had purchased paint in the last year were most likely to recycle in the future (46%).

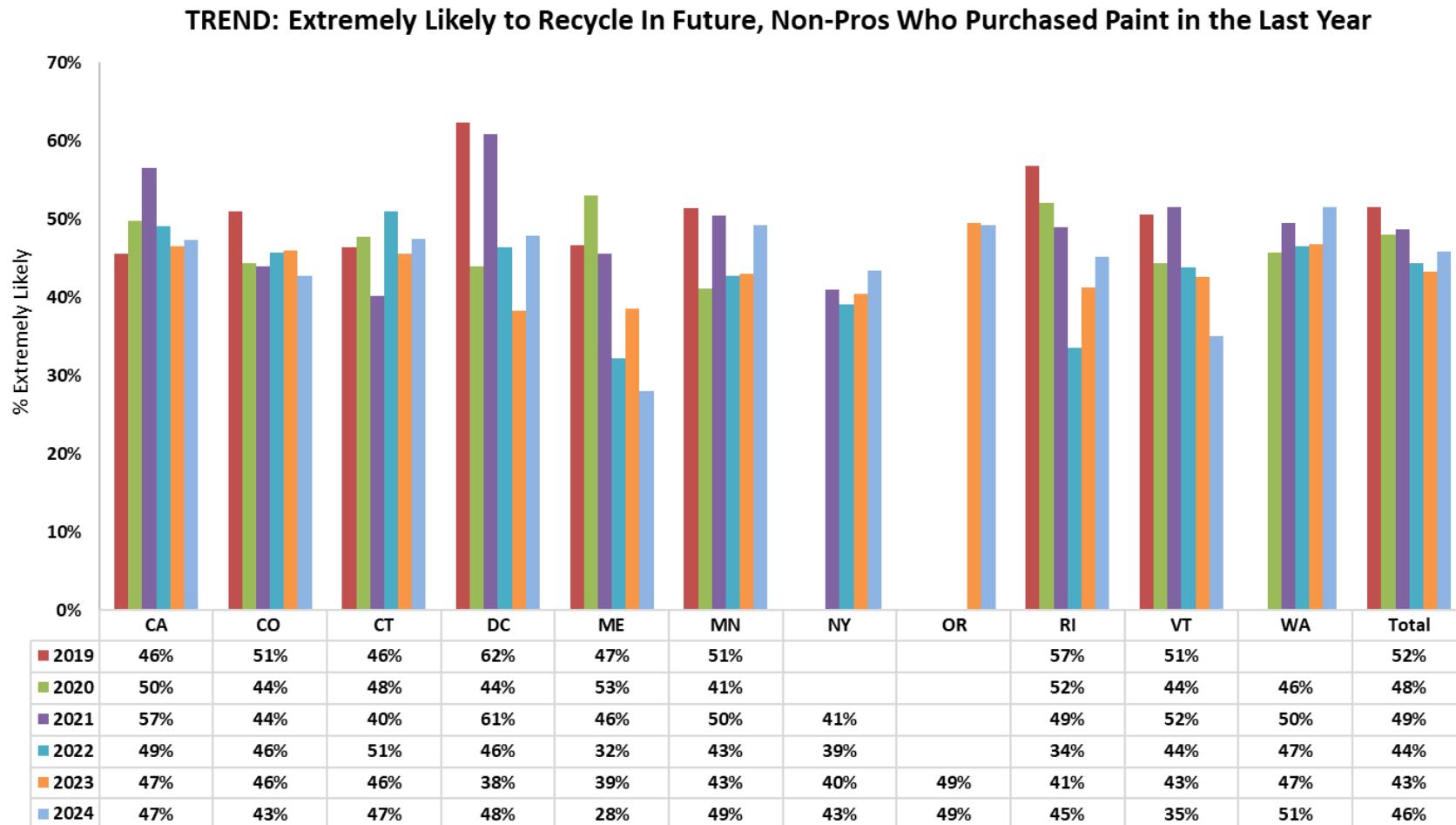
*How likely will you drop it off for recycling next time you have paint to dispose?*



*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# TREND: Extremely Likely to Recycle Paint, Recent Purchasers

- ❖ The percentage of end-consumer respondents who are “extremely likely” to recycle in the future was slightly higher in 2024 (46%) than in 2023 (43%).
- ❖ Results varied by state/district.

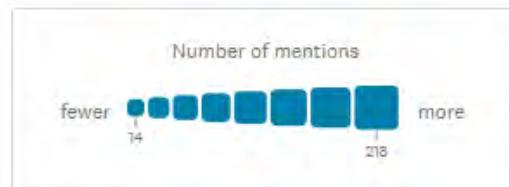


# Open-Ended Commentary: Recycling Motivators

- ❖ The most common motivations to recycle paint are to help/save the environment, reduce waste/clutter, and “do the right thing.”
- ❖ To a lesser degree, philanthropic, financial and safety motivators played a role. Sample comments are provided in the following pages.

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

motivation recycling care environment responsible environment clean  
personal motivation way dispose feel Save planet recycling leftover  
protect recycle paint keep environment reduce waste someone use go nature  
community left landfill Better environment know keep clean sure one give  
less waste help environment use safe house disposal t want  
home great way right thing good recycle's waste things placetaken care  
others try also take want go waste earth able  
paint future part put will reused don t s better prevent  
hazard best way Safety save environment trash something easy doesn t less free  
ensure money people disposed properly buykeep landfill harm environment  
right rather pollution Idk throwing away Nothing hazardous waste



# Sample Comments\* – Environmental Motivations

An law who passed a few years ago had a friend here in California who worked at a Sherwin Williams, and he told this in law what to do with leftover paint, how to dispose of it. That you take water based paint to different locations as opposed to oil based paint. To never pour paint down a drsksn anywhere becuse its horrible for the environment. I saw a video on youtube where old paint can be recycled and used to make more paint. I don't store paint here, as a nephew dropped it off at a paint center 2 years ago.

Better for the environment. Recycled paint is a great resource for keeping building costs lower.

Desire to do something good for the environment and make sure I don't contribute to unnecessary pollution.

Environmental concerns. Don't want to pollute.

Environmental responsibility and knowledge that the paint is disposed of in the best possible manner

Environmental, community contribution, convenience, cost saving, personal values, awareness.

Had I known of better methods of recycling I would have used them for the best result in preserving the planet.

I believe in recycling as it is better for the environment.

I believe in recycling just about most things to allow for a green environment.

I believe that restoring the environment is the foremost responsibility as a species.

I care about the environment and I do not want my leftover paint contaminating the soil

I care about the environment and will do what it takes to conserve nature whatever possible.

I want to be able to protect my environment. And I don't like that the paint cans will fill up a landfill.

If I have any leftover paint which is very unlikely because my husband uses paint like crazy, but for me recycling paint would be much better for the planet, environment, and wildlife

Just to do my part in helping the environment and disposing of the paint the right way

My motivation would be to help the environment and do my part in keeping the planet clean.

My personal motivation for recycling leftover paint in the future would be primarily driven by environmental concerns

My personal motivation for recycling leftover paint in the future would be to make sure it didn't end up causing any environmental issues and possibly benefit someone with a new use.

My personal motivation for recycling leftover paint would be to reduce environmental impact and promote sustainability.

My personal motivation for recycling my leftover paint in the future is to help contribute environmental sustainability

My personal motivation for recycling my leftover paint in the future would give me peace of mind also about doing something great for the environment.

Of course, I will be more than happy to give the leftover paint Do the companies they can recycle it? I feel like I did something good for the environment.

Planet Earth !!!

Environmental Motivations 1. Reduce waste: Keep paint out of landfills and conserve natural resources. 2. Protect waterways: Prevent paint pollutants from contaminating water sources. 3. Conserve energy: Recycling paint reduces energy needed for new paint production Personal Motivations 1. Save money: Recycling paint can reduce waste disposal costs. 2. Clear storage space: Get rid of leftover paint taking up space. 3. Feel good: Contribute to a sustainable future.

There are many reasons why recycling is essential. Not only can it help reduce your carbon footprint, but it also helps reduce the need for harvesting raw materials, saves energy, reduces greenhouse gases, prevents pollution, and more

## Sample Comments\* – Decluttering Motivations

Knowing that it would be used in a better way instead of languishing in a basement for years.

Because I don't want to put it in the trash and I don't want it sitting around my house

Because I have no use for it anymore and don't need it to be laying around in my household. Best thing to do is to get rid of it.

Cleaning the basement

Definitely to get rid of and de clutter the house

Don't want to store it in garage.

Environment and not having leftovers taking up room in my garage

Get it out of the house

Get rid of the leftover paint I don't need that takes up space.

I think it is better to recycle it than just pile it in the garage or throw it away.

Just doing the right thing and not leaving it laying around the house, plus if the service is free then why not just drop it off at the recycling center.

Not having cans of paints left out in shed or garage that I never use and take them in to a disposal place instead

To get rid of paint that I have no intention of using and that is just taking up shelf space

To help reduce unwanted paint laying around potentially getting spilled & throw in the garbage

To make room on the shelves in the garage for other household items

To not have leftover paint stored at my home when I probably will never use in time for it to still be good

Too Much clutter at home and I know that I won't use it in future OR moving houses

Would prefer to have it recycled than drying in my basement.

Get it out of the house

Get rid of unwanted paint so my yard looks better.

get rid of what is not needed without throwing ut out

help the environment and clean out my garage

I can get rid of it right away. Don't have to wait for it to dry out.

I love to do so. it will clean my garage.

I would like to not have it stored in my garage

I would use for the paint that I will never use and need to get rid of

Instead of it just sitting in our garage or basement taking up space!

It's simple and reduces clutter in my home.

Just to get it out from under foot.

Keeping un-used paint from my kids. Also, less storage.

Takes up space. Paint could be flammable. Pets or wildlife could get into it and poison themselves.

# Sample Comments\* – Right Thing To Do

It is a responsible action to take. Warm.fuzzy.

a good citizen concerned about the environment

Because it is environmentally responsible.

Because it's the right thing to do

Being a responsible citizen and protecting the environment

better to know it will be taken care of properly

Do the right thing for the environment maybe help somebody else in need

Easy to do and right thing to do

Environmentally the right thing to do

Get off my lazy butt and do the right thing.

I am environmentally concerned and want to do right thing

I do the right thing for the environment

i dont want it and want to do the right thing for the environment

I just feel it's morally the right thing to do and I would have no issue doing it , especially when it could be beneficial

I strive to be the most environmentally conscious and responsible

I want to be a better global citizen.

I want to be responsible and take care of the planet.

I would want to do the right thing. I would want to do what's right for the environment.

it is good for the environment- its the right thing to do!

It is the most environmentally responsible way of disposing of my leftover paint.

It is the responsible thing to do.

It sounds like the right thing to do for the environment

It's less guilt and I'm sure I can combine it with another errand

It's the proper way

just feels good to do the right thing i never knew you could recycle paint usually just sits around in my garage if i have extra

Just knowing I did the right thing

My family and I have recycled for three decades and always try to recycle responsibly.

None I'm already doing the right thing

So it can be disposed of properly or repurposed appropriately

Those collection centers are the experts in the field, and I trust they will handle the material properly.

To be a more responsible person

To do the right thing for the planet

To ensure that it was properly taken care of.

To make my contribution to saving the environment. I try in every way to recycle or properly dispose of things.

To save the environment, what am i supposed to do? Pour it down the storm drain, that's irresponsible and horrible for those around and the environment.

we ALL have to do what is right, even with such small things like recycling left over paint

# Sample Comments\* – Waste Reduction Motivations

Cut down on waste, it's better for the world in general

Decrease waste and negative environmental effects

decrease waste in landfill

Doing whatever minuscule things i can to help do my part to alleviate improper waste and curb demand for paint by recycling it. I hate capitalism.

Giving the paint to anyone who could put it to good use, to reduce waste, and improve the environment.

Hate to waste and recycling is a great option. we throw out way too many things in this country.

Help keep waste out of landfills.

I am someone that does try to recycle! I do terracycle and as much as possible I hate waste, I have never thought of recycling leftover paint because by the time I remember I have it it's all dried out and gross so I just buy a new one and assume dried out paint is non recyclable so now I know that there's a way to recycle them I'd like to just because the more people do it the more popular it will get and the more sustainable our world will be.

i care about recycling and limiting waste

I don't like to waste and paint isn't to dispose of in the landfill.

I hate waste and want to protect our environment as much as possible. It's easy enough to recycle, so if I can't use the paint or give it to someone who could use it, I would recycle.

I would be motivated since the paint would not go to waste and seems would be a sustainable way to dispose of unused paint.

If it helps with the environment and less waste in landfills be nice to do.

I'm committed to minimal waste and toxins in out landfills

I'm very environmentally friendly when it comes to man made waste

It should be recycled because if it recycle then the paint would not be the waste and pollute our environment.

It's never a good idea to throw hazardous waste like paint away in the garbage of all places.

Keep it from hardening being wasted or in a landfill. Also if someone can reuse that is awesome

Less waste and pollution if it can be recycled, and it doesn't really inconvenience me.

less waste for the dumps, its safer for the environment.

Less waste is always better for the earth

My personal motivation for recycling leftover paint in the future stems from a desire to reduce environmental impact, promote sustainability, and support community resources. Recycling ensures that materials are reused, preventing waste and contributing to a healthier planet for future generations.

My personal motivation for recycling leftover paint would be to reduce environmental waste and free up storage space.

My personal motivation for recycling leftover paint would be to reduce waste and minimize environmental impact. It feels good to contribute to sustainability and ensure that materials are reused rather than ending up in a landfill.

My personal motivation for recycling leftover paint would be to reduce waste. By recycling, I can contribute to conserving resources and supporting sustainable practices. Additionally, I can help provide recycled paint to those in need or to community projects, enhancing social responsibility and benefiting the community.

My personal motivation would be to reduce waste, protect the environment, and support sustainability efforts.

# Sample Comments\* – Reuse Motivations

Knowing that it can be reused which someone else might need

Knowing that it's being repurposed would probably be my motivation for recycling my leftover paint in the future  
be good for the earth and to help someone else out.

Have someone else use it or give it to an organization that makes homes

I always believe in reuse or recycling overthrowing away if it all possible. I'd love to be able to give away the paint and have somebody recycle or reuse it!  
Much better than trashing it.

I care about the environment, and also overall being good to other people. if i have to move ill find a way to recycle so its not someone else's problem.

I donated paint to art projects through a local charity. I don't have to worry that my excess is polluting and I get to give supplies to future artists

I like knowing that unused paint could be used for someone else or be repurposed in some way.

It's a great way to help someone else While getting rid of my paint

I try to be intentional about reusing/recycling anything I don't need anymore in order to make best use of the planet's resources. Whether it is taking clothes I no longer wear to a consignment or thrift store, or taking unneeded paint to a paint store/recycling facility, I feel I'm using resources intelligently by making sure they're used to the fullest extent.

My personal motivation for recycling leftover paint is that paint is expensive and if it could help someone lower their price that'd be awesome.

My personal motivation for recycling. The paint in the future would be because I always gave it to friends or the community or family and I don't know if they would use it or how they would dispose of it. So just to make sure it was disposed of correctly, I would just recycle it myself.

Reduce, Reuse, Recycle is my motto when at all possible.

Leftover paint can be a challenge to dispose of. I generally try and give it to a friend, however if that isn't a option, I let the paint dry and harden, then toss it, but the challenge there is I am knowingly storing what is at the [point garbage].

So it can be reused and given to people who can't afford it

My motivation comes from the "pay it forward" aspect. I would give it to a friend in need, or an organization for recycling.

My motivation for recycling leftover paint would be the possibility that it could be used to make new paint.

So that it could be reused or recycled makes me feel better about what im doing to reduce my carbon footprint.

Taking advantage of the remainig paints to restore social places.

The paint would be of help to someone else who might need it

To be able to give back and still make use of something that I probably would not have been able to and also to give to somebody who might not be financially able to get paint, but need it

to dispose of it and let the recycle people use it for Habitat for Humanity

To give back

to give to others that can't afford to paint

To help conserve resources by allowing the C material to be reused, reducing the need for a new raw material.

Why not reuse it if you can

## Sample Comments\* - Financial Motivations

It's usually free to recycle and won't have such. High dump bill

Pay me

Reimbursements

Repayment. Like with when recycling cans and bottles.

saftey, recyclable to save time and money

Some kind of discount on new paint or something

The cost is free to recycle and it's an eco-friendly options that is good to nature.

To get an incentive of some kind.

to get points

To use it again and save money

We recycle a.lot of items at the nearby recycling center. Good for the earth and the non profit center uses the money it makes on scholarships for kids going into environmental careers.

Well , honestly liabilities. Can't just dump it or toss it in the dumpster ide be fined . If it's better for environment and I've already paid a fee for disposal when bought it might as well do it right.

you can get money

\$1 rebate per can

0\$ Cost

Probably to get the return funds that are. It's taken from me when I purchase and check out and also you know whatever I can do to contribute to saving the environment. That's apparently too late to save. But, you know, I guess it's important to try intention is important

Money back

Money back sometimes

Money even if its like thr .bottle retun setup

Building on previous literature in incentives of recycling behaviors, our research aims to compare the effect of financial and nonfinancial incentives among different consumer groups

I would rather recycle than pay extra for disposal.

To help save our world and if we got money back like returning bottles but enough to make it worth it or maybe free paint

To recycle - Plus I have gotten recycled paint from the same paint recycle place that I have dropped of unneeded paint for FREE.

I would recycle to save someone else some money.

money

Preserve wealth.

# Sample Comments\* – Safety/Health Concerns

Being Health And Safety First. Plus Less Mess In The Regular Garbage Landfill.

Do not want to waste it. If someone else can use it, that is the best way to deal with leftover paint. Don't want it to end up in landfill because it will contaminate the ground and possibly water supply.

Doing something good for the environment by disposing it in a safer manner

Don't want it in waterways, drains or in the environment

Don't want to put chemicals into the plumbing or soil. Want to keep our environment clean.

Don't want toxic chemicals to end up in our water

Don't want toxic fumes to reach my family or me

For ease of getting it out of my house and prevent hazards

Help keep chemicals away from the ground and be better for the environment.

I am motivated to recycle paint in the future to keep my house safe and the environment safe for everyone.

I fully understand the hazards of improperly storing and or disposing a potentially harmful substance to our environment and our homes or businesses

I know it is a very toxic material to dispose of and I just wanna be safe about it for the sake of the environment, animals, and people.

I love to recycle if it helps animals and the earth were reall bad off and people dont care and just make it worse

I'd rather recycle something with the hopes of it being reused it also reduces the amount of potentially hazardous trash

If it helps the environment or is less harmful to people, I would like to choose a better way of disposal, including recycle it.

It is safer for the environment and I am a responsible homeowner who values the safety of my community members and Mother Earth!

It would be a disservice if I didn't and let those chemicals roam around my family and neighbors that would be hazardous

It's free and prevents drinking water contamination and sludge buildup in sewer lines

Just to keep my house clean from clutters and also help the environment from toxic chemicals.

Keep it from being a poison to the water system

Keep the trash clean free from chemicals and messes

Keep toxic substances away from our wildlife and make something that was once unusable functional again

Paint can be a hazard to the environment and animals so recycling it will make sure that it doesn't accidentally get introduced into the environment.

Seems like safe thing to do

So it can be up cycled and reused as well as kept away from animals, children, ADULTS, and anything it may cause damage to.

So that the leftover paint does not add any toxins into the soil or water shed in the community

The personal motivation I would have for recycling in the future when it comes to leftover paint would be that it minimizes the environmental impact while promoting sustainability: paint recycling stops harmful chemicals from entering landfills and waterways, protecting ecosystems. It would motivate me to do responsible waste recycling, knowing that my effort could be conserved for resource conservation and be provided to community projects or to those in need. It's such an easy act but makes one feel good, with the satisfaction of making a difference while encouraging ecological awareness in the community.

The safety of others, myself and the planet.

To make sure it doesn't contaminate anything in our environment. Paint has chemicals that can be dangerous, and I would like to avoid that.

To prevent potentially causing harm to the environment by disposing of paint in a way that is hazardous

We only have one earth and I like to do my part to dispose of hazardous materials responsibly to keep our planet healthy and happy.

# Sample Comments\* - Knowledge that I Can

I have never known this was an option. I have cans of paint being unused in my basement and would like to get rid of them in a safe and helpful way.

I didn't know there were places you could take your left over paint. From now on I will recycle it. My motivation is Sustainability

The survey and global warming

Just knowing I'm supposed to is good enough for me

just knowing the laws or rules for recycling paint

Just knowing there is a place to recycle I would do that

Just knowing your supposed to works for me

Just that there is a way to dispose of it

knowing now that paint can be recycled; I did not know this before

Knowing of the new information that I just received that paint can be recycled

Knowing that it can be re used

Knowing that it can be recycled

Knowing where I can drop it off

Knowing where to go

Knowing where to recycle the paint.

Knowledge

knowledgeable

Now I know you can

Now I learned that you can recycle paint

Now that I know that I can. I just never did anything with it because I wasn't sure what to do so it just sat around

Now that I know that there are these specific locations designed for Paint I definitely will take them there instead.

so i can make sure i am getting rid of it correctly, and i enjoy recycling for the extra cash

That I am able to

the info here suggests that this is smart

This survey

Well now that I know it can be recycled and I've got the time to go to the location they do this at and recycle it

What I just learn s

I would have done it in the first place if I knew I could have. But I would say I'm motivated mainly because I just recycle as much as I can

One I don't know a better way or at all of disposing it. Also recycling is a better option and am a avid recycler in general, did not know u could

## Sample Comments\* - Avid Recycler

Because I recycle everything possibly can

I've always preferred to recycle just about everything, and try to do so when I know how.

Loveve to recycling

Recycle is always better.

Recycle whenever possible

recycling anything is better than not recycling

Recycling anything is the best practice.

Recycling in general is the better alternative when compared to all other ways of disposal

Recycling is always better than throwing away

Recycling is always good

Recycling is better for everone

Recycling is generally a good thing

Recycling is normally best

Recycling is something everyone should do if they can.

Recycling Is the best

Recycling is the best option for disposing of pretty much anything

Recycling is the way to go

Recycling items is my standard practices

try to recycle anything I can

We recycle as much as possible.

We recycle everything in our house and now that I know paint can be recycled as well, I will from now on.

We recycle much as we can! Pkis live in Oregon

I'm a huge fan of recycling. If it's recyclable, I'll recycle it.

Have recycled most of my 81-year life

I like to recycle

I like to recycle

I like to recycle

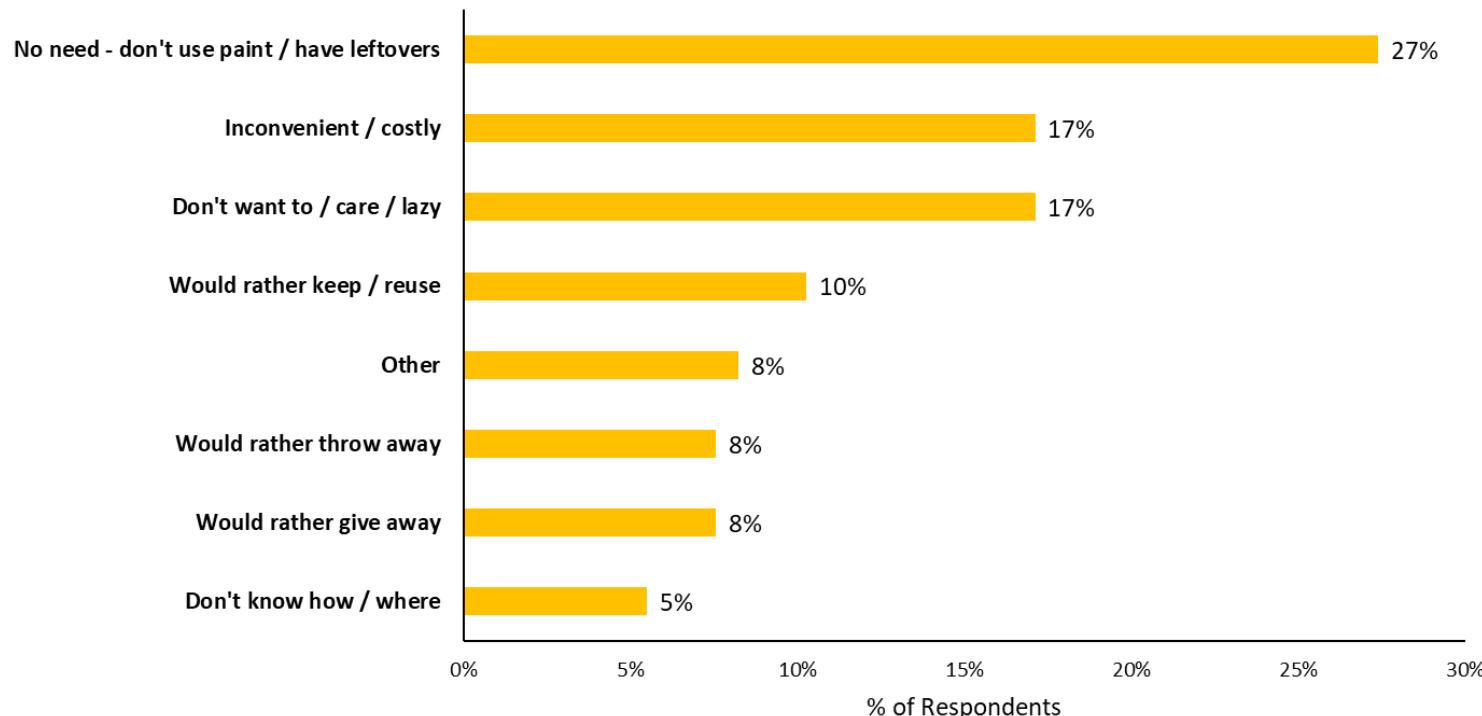
I like to recycle anything I can.

I like to recycle items when I can.

# Open-Ended Commentary: Recycling Obstacles

- ❖ Cited by about a third of those unlikely to recycle paint in the future, the most prevalent obstacle was that recycling would be inconvenient.
- ❖ A fifth said they would rather keep and/or re-use leftover paint.
- ❖ 16% said they wouldn't recycle paint because they didn't paint and/or wouldn't have any to dispose in the future.
- ❖ Others preferred other disposal methods, just didn't want to, or they didn't know how to recycle.

## COMMENT CATEGORIZATION: *Why are you unlikely to recycle leftover paint in the future?*



N=146

## Sample Comments\* – No Need

always use it up	I DON'T EVEN BUY PAINT--I LIVE IN A RENTED APARTMENT IN THE CITY AND THERE IS NOTHING TO PAINT.
Because I don't paint	I don't own any paint
Because I don't usually have that much paint leftover	I don't paint
Because I never use paint anymore and don't have any paint in my small apartment.	I don't use paint. I have no need to buy paint in the future therefore I'm not gonna have a reason to recycle paint.
Because I'm not painting anything	I never have any left overs
Because there usually is practically nothing left. So I will wait for a hazardous waste day in my area to dispose of any remainder paint.	I rent an apartment and never paint anything
Cause I never have leftover paint	I use it all
Don't have any to recycle ya get it I said no to everything	I usually don't have leftover anyway
Dont have that much left	I usually finish it
Don't paint	I'm in assisted living
dont use paint	N/A
I barely ever use paint and I don't waste it so I don't have leftovers.	Na
I do not paint	Never I don't paint
I do not use paint	no need
I don't have enough to warrant it	Not applicable
I don't purchase paint.	Not enough leftover paint to feel worth the effort
I don't use paint.	Use all paint
I Dont anticipate doing my own painting anymore now that I am sixty years old. I will hire painters and they will take the paint with them.	We don't use paint.
i dont buy it	When I paint my house I use all the paint.
I don't buy paint	

\*full comments list provided in separate file

## Sample Comments\* – Inconvenient or Don't Care/Too Lazy

Don't know where such facilities are and lack transportation. However, I can upcycle the paint instead.	it's too far away for me to bother with for a single can
have to go somewhere I don't usually go	Never adequate to make it worth the trip
Cost more to transfer to recycling center then the dump	no car
Nothing in our immediate location.	no place near by
Because i will not have time to taking to another location	not convenient
Convenience	Nothing near me
Costs gas to drive to places to recycle	takes to much time to drive
Don't have the gas money to cover it.	The county collection spot is over an hour away
Don't have time	The recycling center is too far away
I don't know where these facilities are and it seems inconvenient	There are no recycle places near where I live.
I have no vehicle and the facility shut down	There are no recycling facilities near me
I live in an area where that isn't a practice, and those places don't exist.	there's no place convenient for me but I know of.
it's so far away that I cannot afford the gas.	

Because I am too lazy and I find it much easier to just throw it in the trash.	I dont want to
Because I would forget	I might forget
because im lazy	I would forget about it
Because it's too much work.	I'm lazy
Because of laziness	i'll probably forget or just be too lazy
Cause I don't care	It don't get around to it
Don't care	Just wouldnt
don't want to	lack of motivation
have not bothered doing anything more with them yet	Lazy I guess
I can't be bothered to take the time out of my day.	Seems like a lot of work
I can't keep up with what's in front of me	too much effort
I don't care	too time consuming

## Sample Comments\* – Rather Keep/Re-use or Give Away

Because I save it  
Because I usually save the leftover paint for touchups  
Because I would use it to paint on a canvas  
I can always find a use for it in my home.  
I keep it for any touching up that is needed.  
I like to keep it on hand  
I might want to use it  
I normally hold it until I need it and only get rid of old paint if it is no  
i save it for any other projects i might do  
I will keep it until I use it all (eventually)  
I will need it in the future  
It would be wasting it. I would use it eventually for something.  
Prefer to keep future use  
would use old paint as a primer

I would more than likely give it to someone else who could use it.  
Because I give my leftover paint to a family member or a friend  
Because there is always someone that can use paint and I'd rather help  
someone or an organization save money  
Give to someone  
I always give my extra paint to a friend or family member who can use it  
I have friends who I can give it to to be used  
I know people who will use it  
I normally use it all or someone else needs it  
I prefer to give it to someone who needs it.  
I'll give it to family or friends or donate it  
My friend is a maintenance man and always finds use for it.

*\*full comments list provided in separate file*

## Sample Comments\* – All Other Obstacles

Because I am too lazy and I find it much easier to just throw it in the trash.

Because paint will dry up  
because i'll pour it down the drain

Do it myself put it in the trash

easier to just throw it away

Gonna throw it away

I bring it with my garbage in 1 trip to dump.

I just dispose of it the easy way

I just pour it down the storm drain

It's easier to just throw it away.

Just easier to throw the can away, if I had a lot I'd recycle it though

Cost more to transfer to recycling center then the dump

Don't know where

Don't know where to take it

Don't know where to bring it.

I don't know where to do this

I don't know where to recycle it

I know nothing about paint

I will if I knew where to take the paint.

Just have never done it before.

0 percent

Because I want it picked up

because of animals

Flameable

I will use different disposal methods.

It's easier to take it to a hardware store where they can take it to be leftover paint to save money

Our local garbage/recycling place is a nightmare. It's only open 1 day a prefer to go to the hardware store so they recycle it

The store is closer and more convenient

We use mostly chlorinated rubber traffic paint

*\*full comments list provided in separate file*

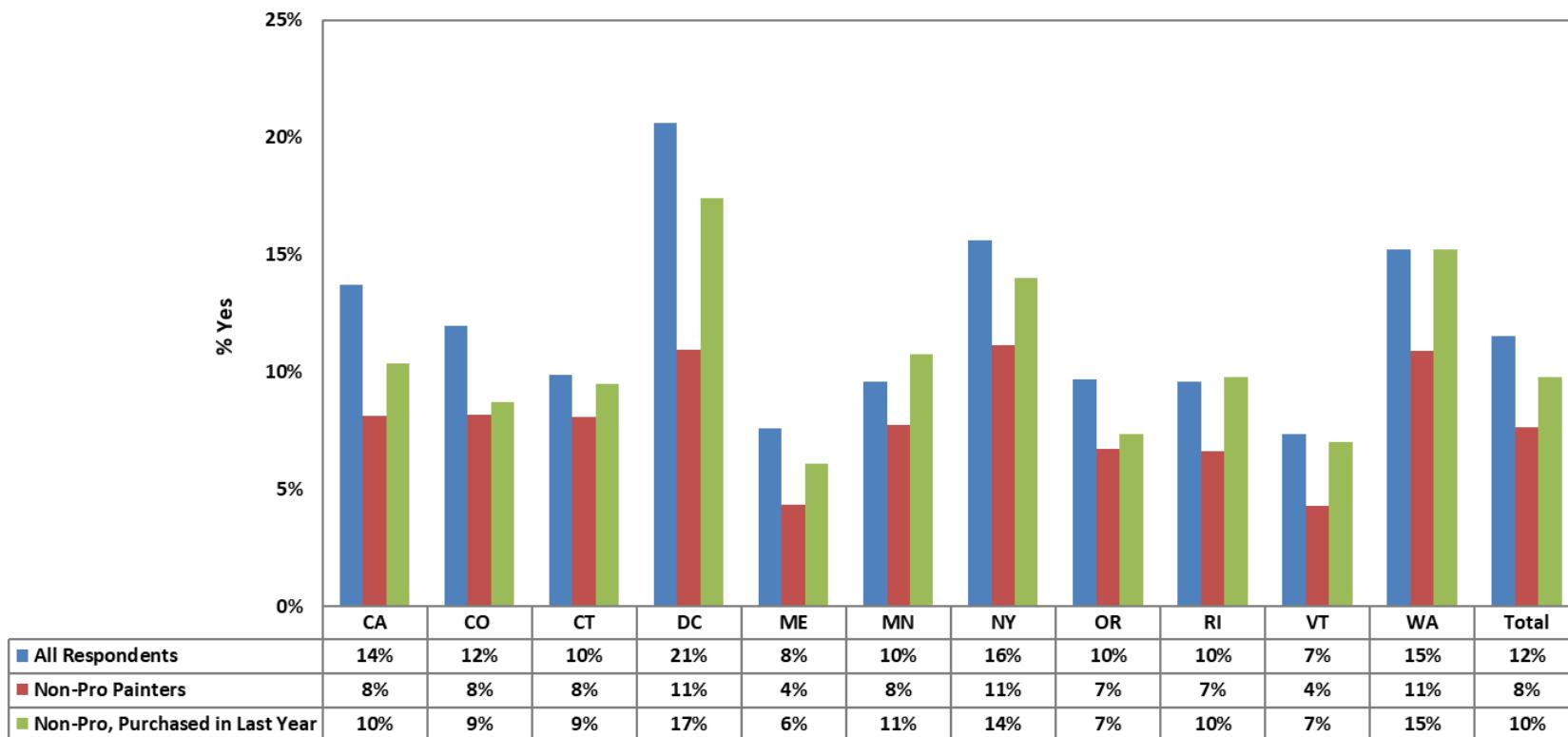


## **ADVERTISING AND MARKETING CONSIDERATIONS**

# PaintCare Awareness

- ❖ Overall, 12% of respondents said they had heard of PaintCare before.
- ❖ Awareness was much lower among end-consumers (8%) than professional painters (51%).\*
- ❖ It was slightly higher among end consumers who bought paint in the last year (10%) than among all end consumers (8%)

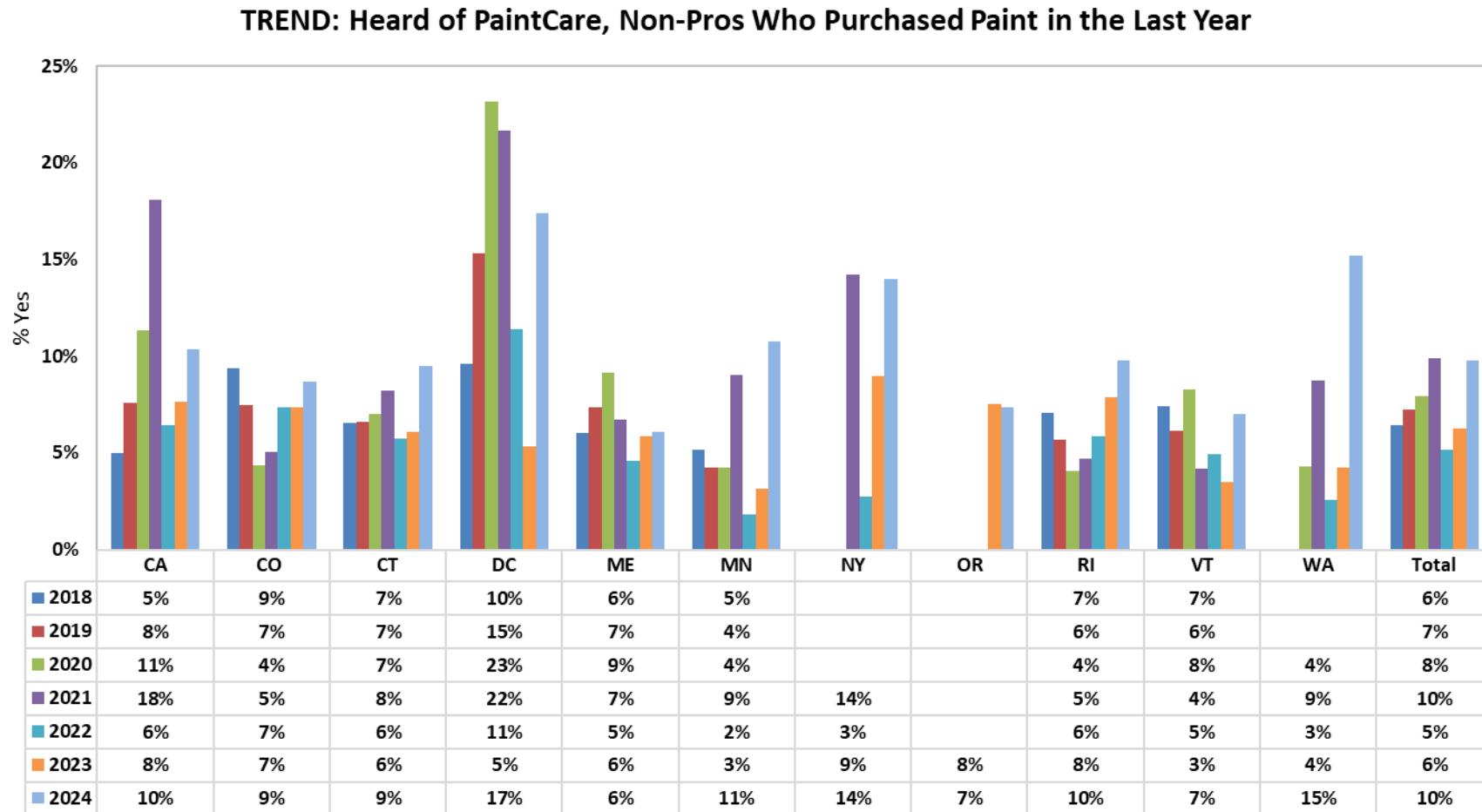
*Have you ever heard of PaintCare, the program that sets up sites that take paint for recycling?*



\*Data is not shown for professional painters in individual states/the district due to low sample sizes.

# TREND: PaintCare Awareness, Recent End-Consumer Purchasers

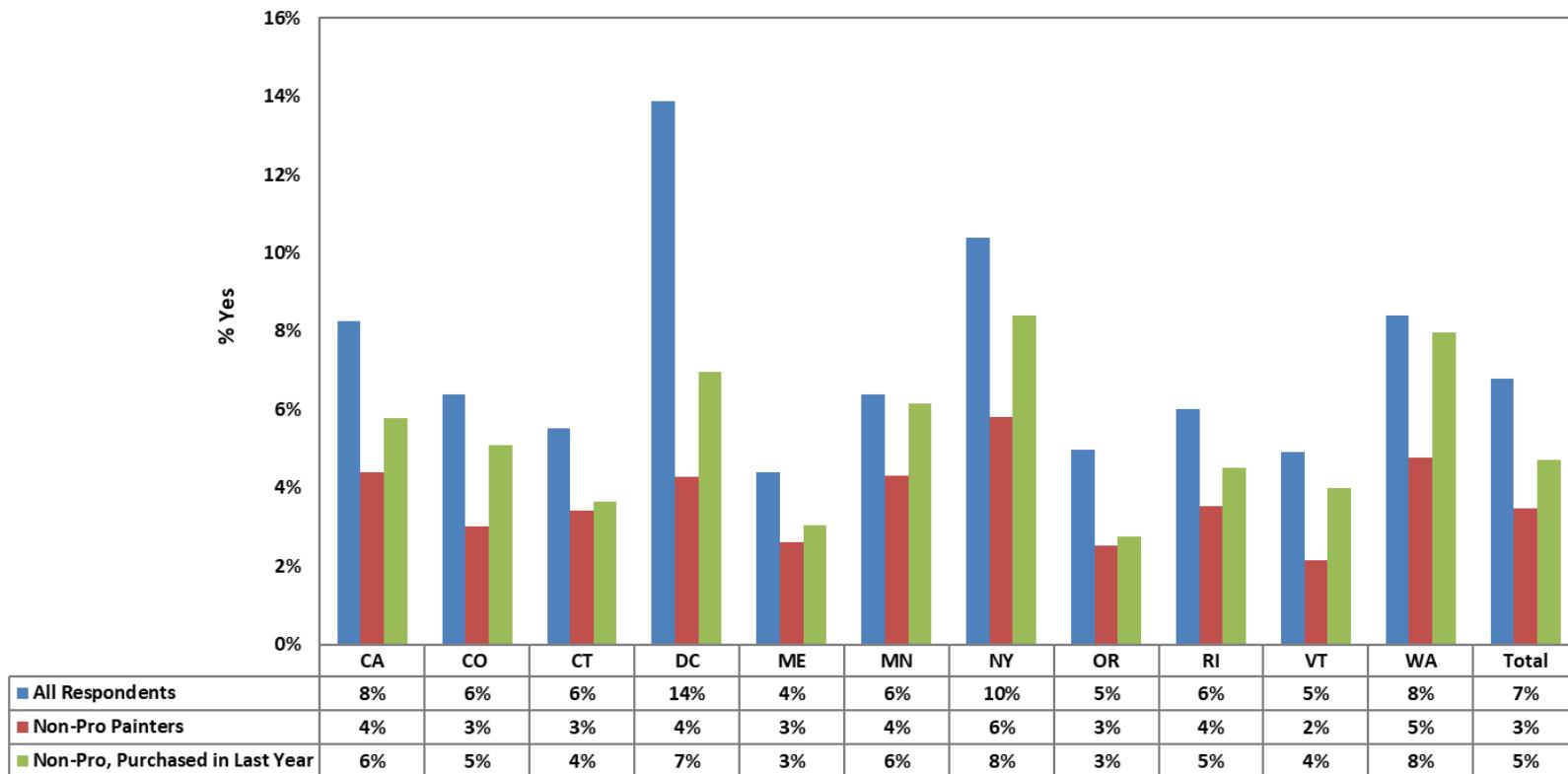
- ❖ The percentage of end-consumer respondents who had heard of PaintCare was higher in 2024 (10%) than in 2023 (6%).
- ❖ Results varied by state/district.



# Ad Recall

- ❖ 7% of respondents recalled a PaintCare ad, higher than last year (3%).
- ❖ Non-professionals were much less likely to have encountered a PaintCare ad (3%) than professional painters (40%).
- ❖ Recent purchasers are much more likely to have encountered a PaintCare ad (5%) than all end consumers (3%).

*Do you recall seeing or hearing an advertisement about paint recycling and/or PaintCare in the last several months?*



*\*Data is not shown for professional painters in individual states/the district due to low sample sizes.*

# Ad Recall Types

- ❖ TV was most frequently cited by respondents who remembered ads (typical response even when TV ads not running).
- ❖ Other common ad types varied by state/district, between online, radio, newspaper, billboard and mail.
- ❖ *Note: sample sizes are small by state/district; as such, results should be considered anecdotally.*

What type(s) of ad(s) do you recall? Choose all that apply.												
Ad Type	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
TV	56%	88%	71%	66%	82%	25%	65%	52%	47%	50%	71%	60%
Online Advertisement	41%	44%	43%	71%	55%	38%	46%	43%	60%	40%	71%	50%
Newspaper	24%	19%	36%	57%	36%	44%	46%	35%	20%	30%	52%	37%
Radio	24%	19%	50%	34%	45%	44%	46%	30%	27%	40%	24%	33%
Billboard	22%	6%	29%	31%	18%	31%	46%	22%	27%	20%	14%	25%
Mailer sent to my home/business	10%	13%	29%	9%	0%	0%	19%	7%	0%	20%	5%	9%
Unsure	2%	6%	0%	0%	0%	6%	0%	8%	7%	0%	0%	3%

Shown as a percentage of those who recalled an ad

## Recall of Other Marketing Measures

- Among those who had heard of PaintCare, word-of-mouth communication was the most common source of information in most states. HHW centers also play a key role in most states/the district.
- Brochures, social media, signs, displays and online research were all important methods as well.
- Note: sample sizes are small by state/district; as such, results should be considered anecdotally.*

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

Method	CA	CO	CT	DC	ME	MN	NY	OR	RI	VT	WA	Total
From a friend/relative/colleague	43%	30%	36%	35%	42%	42%	46%	49%	21%	40%	26%	40%
From my local hazardous waste center or transfer station	25%	20%	32%	38%	37%	25%	26%	32%	42%	27%	39%	31%
Brochure/card at a paint/hardware/lumber store	21%	23%	24%	44%	37%	29%	36%	20%	17%	20%	34%	27%
Sign/poster/display at a paint/hardware/lumber store	29%	13%	40%	40%	37%	25%	38%	19%	13%	7%	24%	26%
Facebook/social media	19%	17%	28%	37%	26%	13%	23%	22%	17%	27%	26%	23%
At one of PaintCare's one-day paint collection events	25%	17%	24%	31%	21%	13%	26%	17%	17%	7%	13%	20%
From my own online research (e.g. searched "how to get rid of paint")	18%	17%	24%	31%	21%	13%	13%	17%	13%	20%	24%	19%
Mailed information	16%	23%	24%	19%	26%	21%	26%	8%	21%	40%	11%	17%
None	7%	17%	12%	2%	0%	13%	0%	11%	8%	0%	11%	8%
Other*	0%	3%	0%	0%	0%	4%	0%	1%	8%	0%	0%	1%

This survey	*Other
Ad in newspaper	Here just now
	From my city Public Works Department

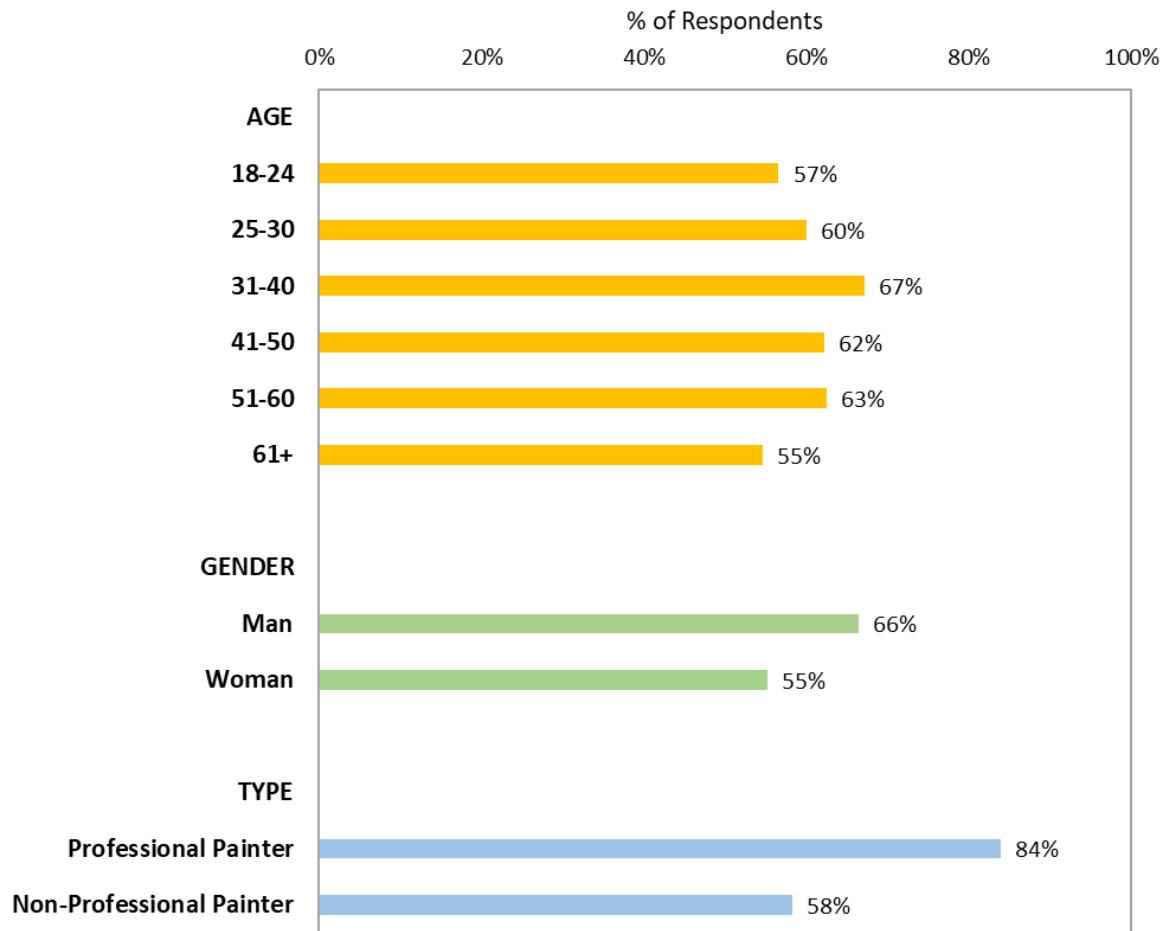
Shown as a percentage of those who had heard of PaintCare



## **APPENDIX 1: IMPACT OF PROFILES ON RESULTS (Cross-Tabs, All Respondents)**

# Consumer Behavior Cross Tabulations – Paint Purchases

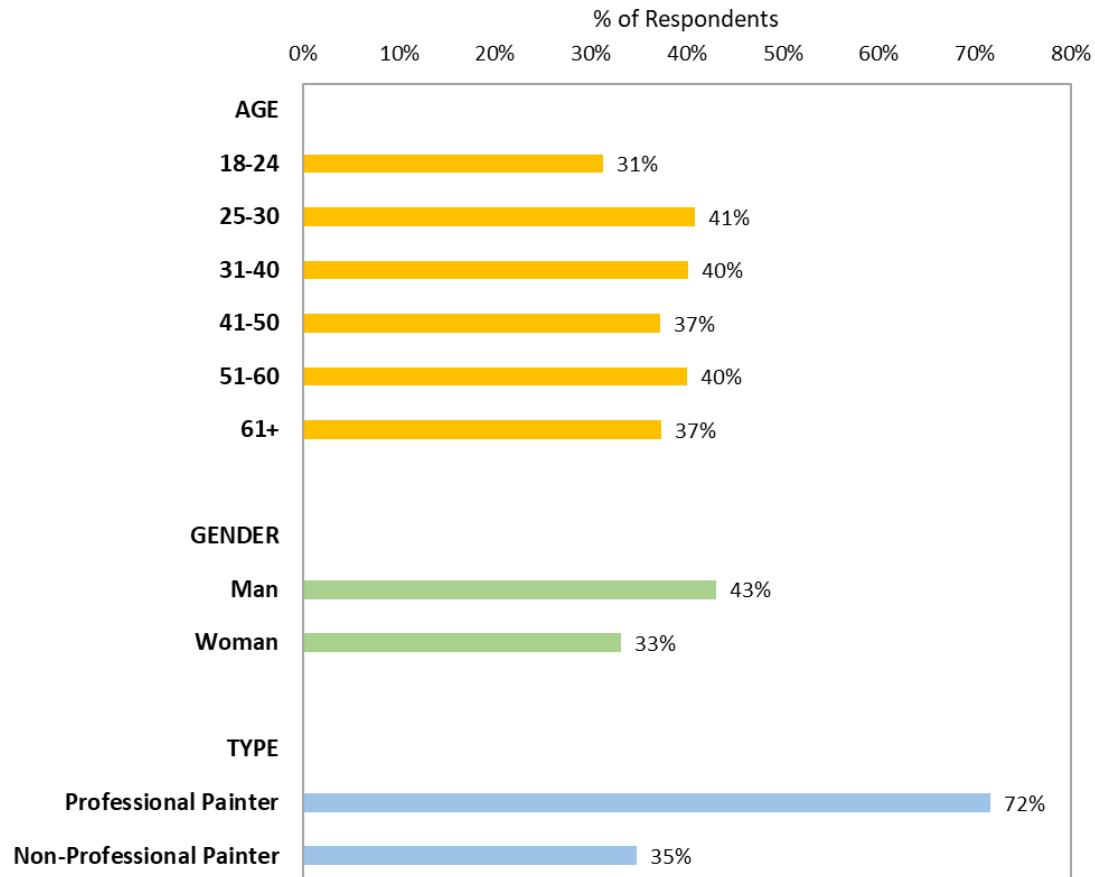
## Cross-Tabulation: Purchased Paint in the Last Year



- ❖ Those in the 31-40 age range bought paint most often in the last year.
- ❖ Men purchased at a slightly higher rate than women in the last year.
- ❖ As expected, professional painters purchased more often in the last year than non-professionals.

# Cross Tabulation – Recycling Knowledge

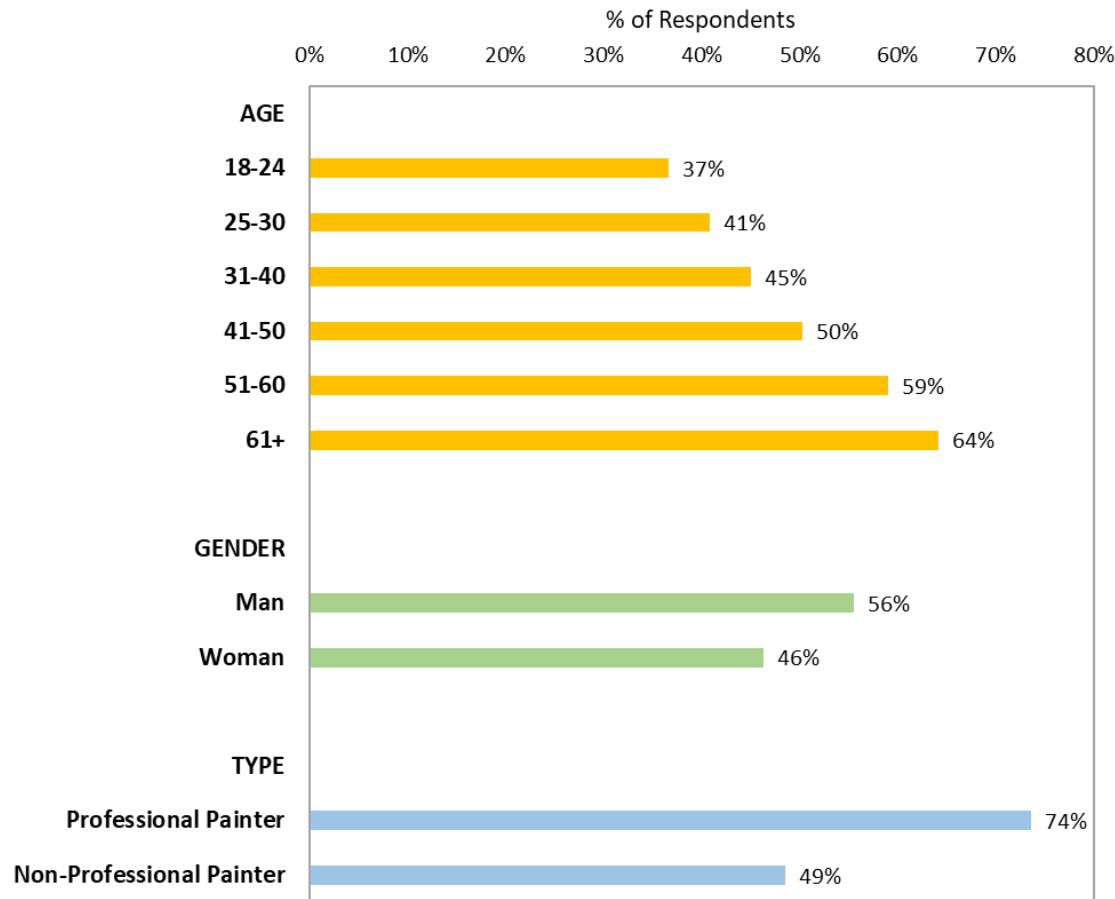
## Cross-Tabulation: Paint Recycling Knowledge



- ❖ Recycling knowledge increases after 24.
- ❖ Men are significantly more likely to know that paint can be recycled than women, as was the case in prior years.
- ❖ Professional painters are more than twice as likely to know that paint can be recycled.

# Cross Tabulation – Disposal Opportunities

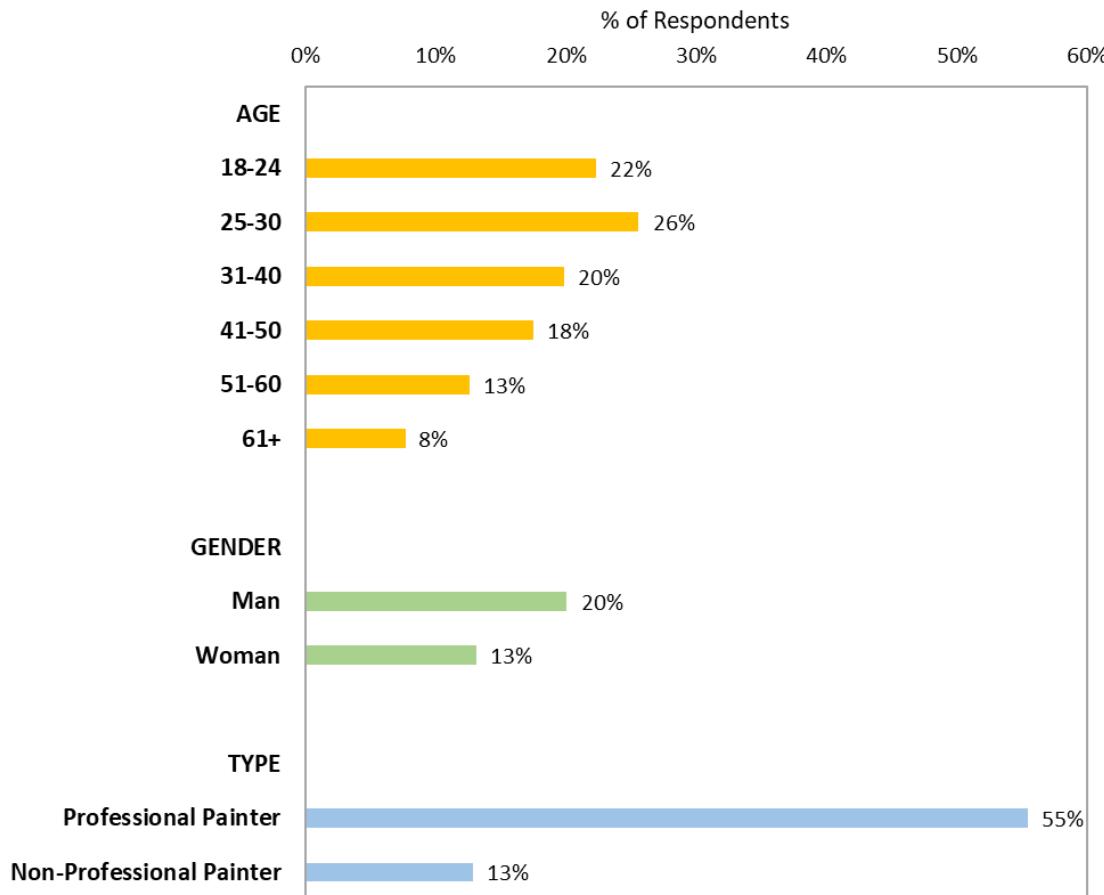
## Cross-Tabulation: Disposal Opportunity Knowledge



- ❖ Knowledge of paint drop-off opportunities increases with age.
- ❖ Men are more knowledgeable about disposal opportunities.
- ❖ Professional painters are more aware of drop-off opportunities than non-professionals.

# Cross Tabulation – Pick-up Service

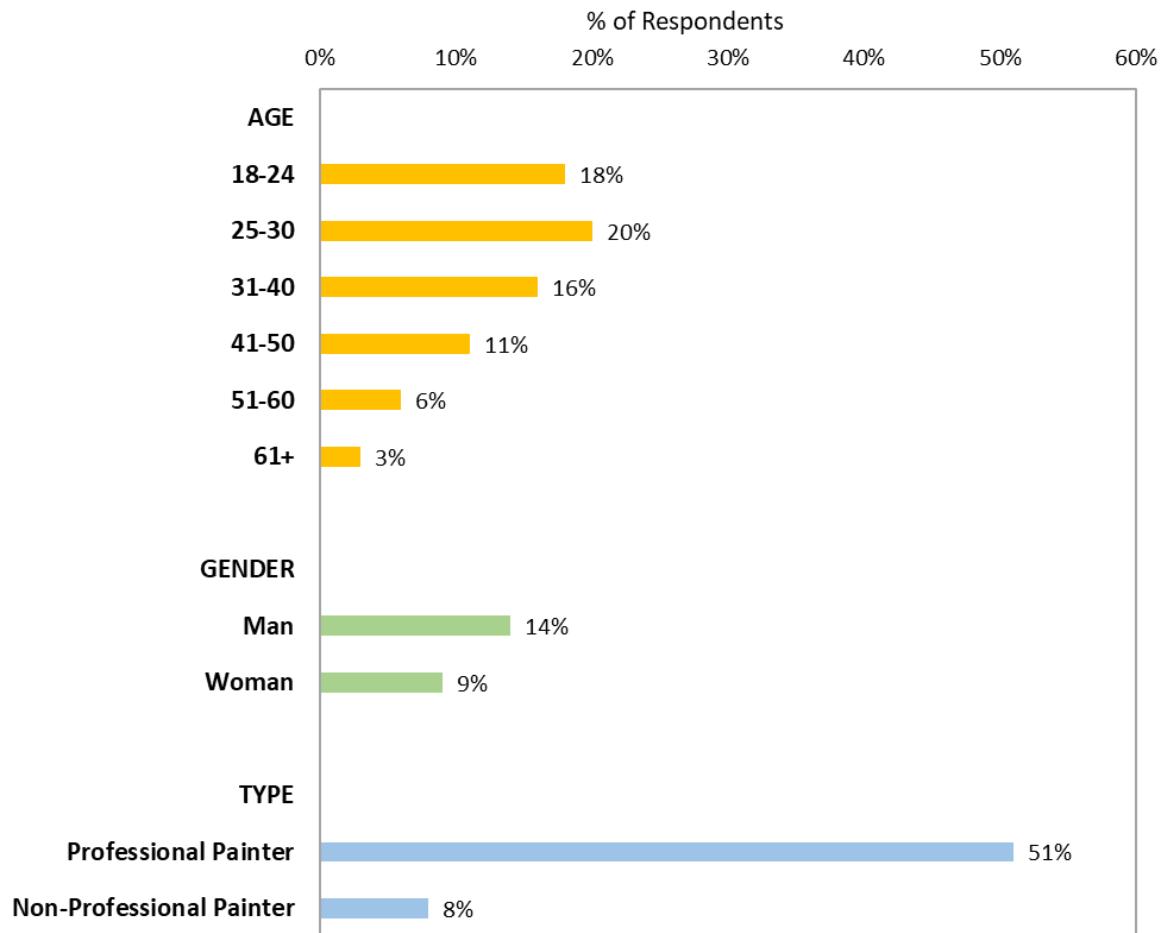
## Cross-Tabulation: 100 Gallon Pick-up Knowledge



- ❖ Knowledge about free on-site pickup services generally decreases with age.
- ❖ More men are aware than women.
- ❖ As expected, professional painters are much more familiar with pick-up services than non-professionals (i.e., they are more likely to have 100+ gallons of paint on hand).

# Cross Tabulation – PaintCare Familiarity

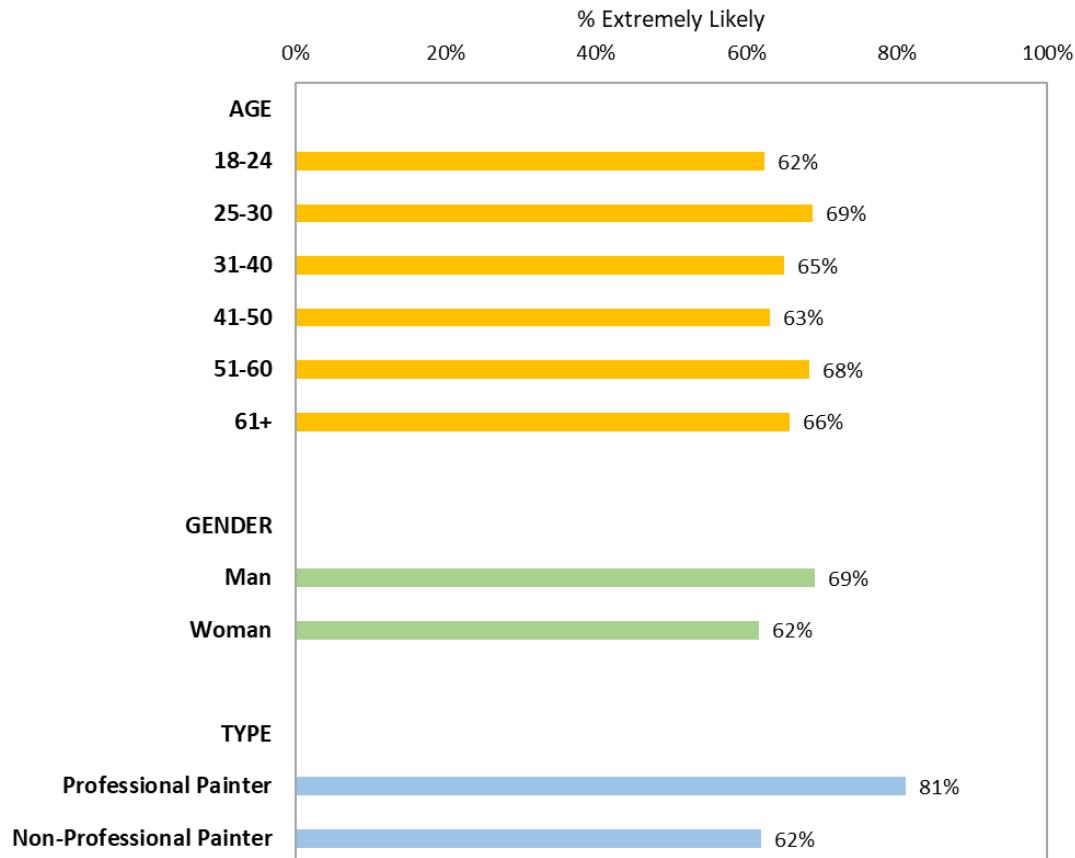
## Cross-Tabulation: Heard of PaintCare



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

# Cross Tabulation – Past Paint Recycling Behaviors

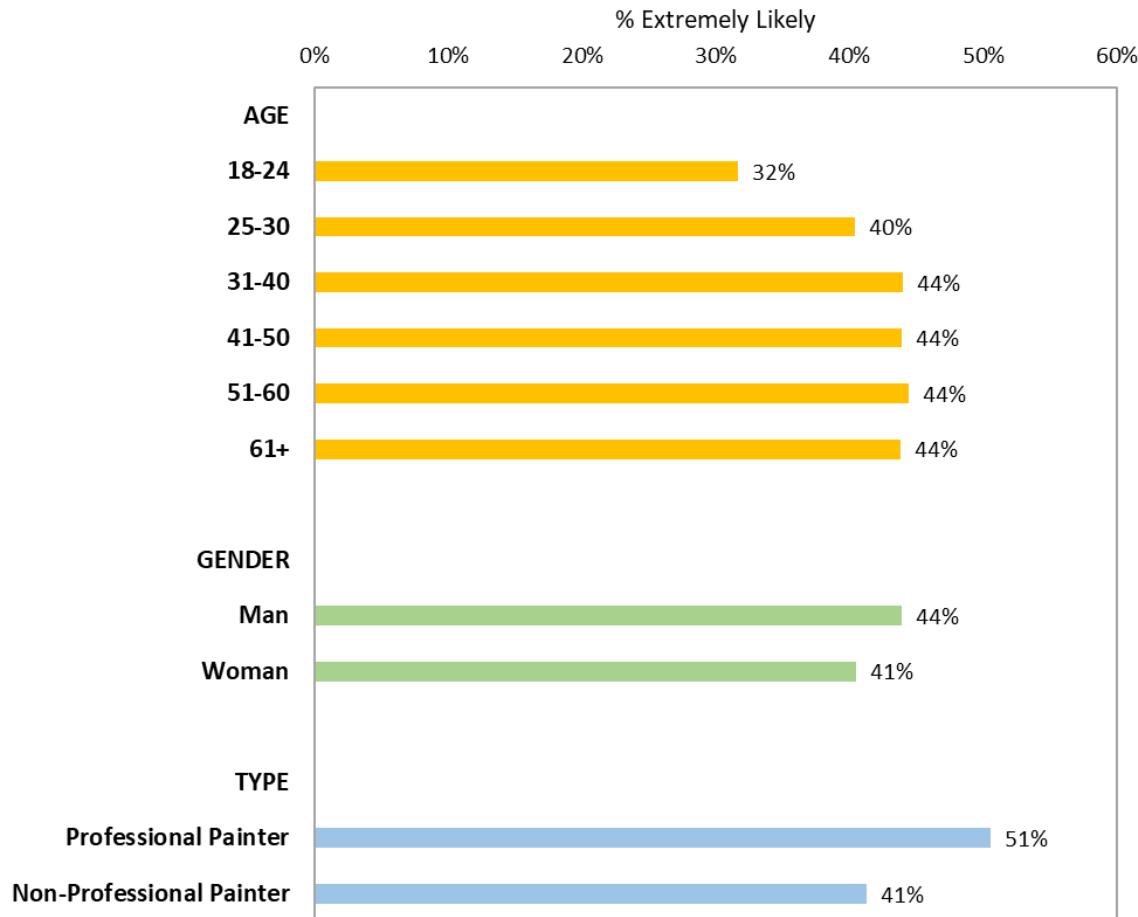
## Cross-Tabulation: Has Recycled in the Past



- ❖ Recycling experience is not predictable based on age.
- ❖ Only slightly more men have recycled paint than women.
- ❖ Professional painters are much more likely to have recycled in the past than non-professionals.

# Cross Tabulation – Future Paint Recycling Intentions

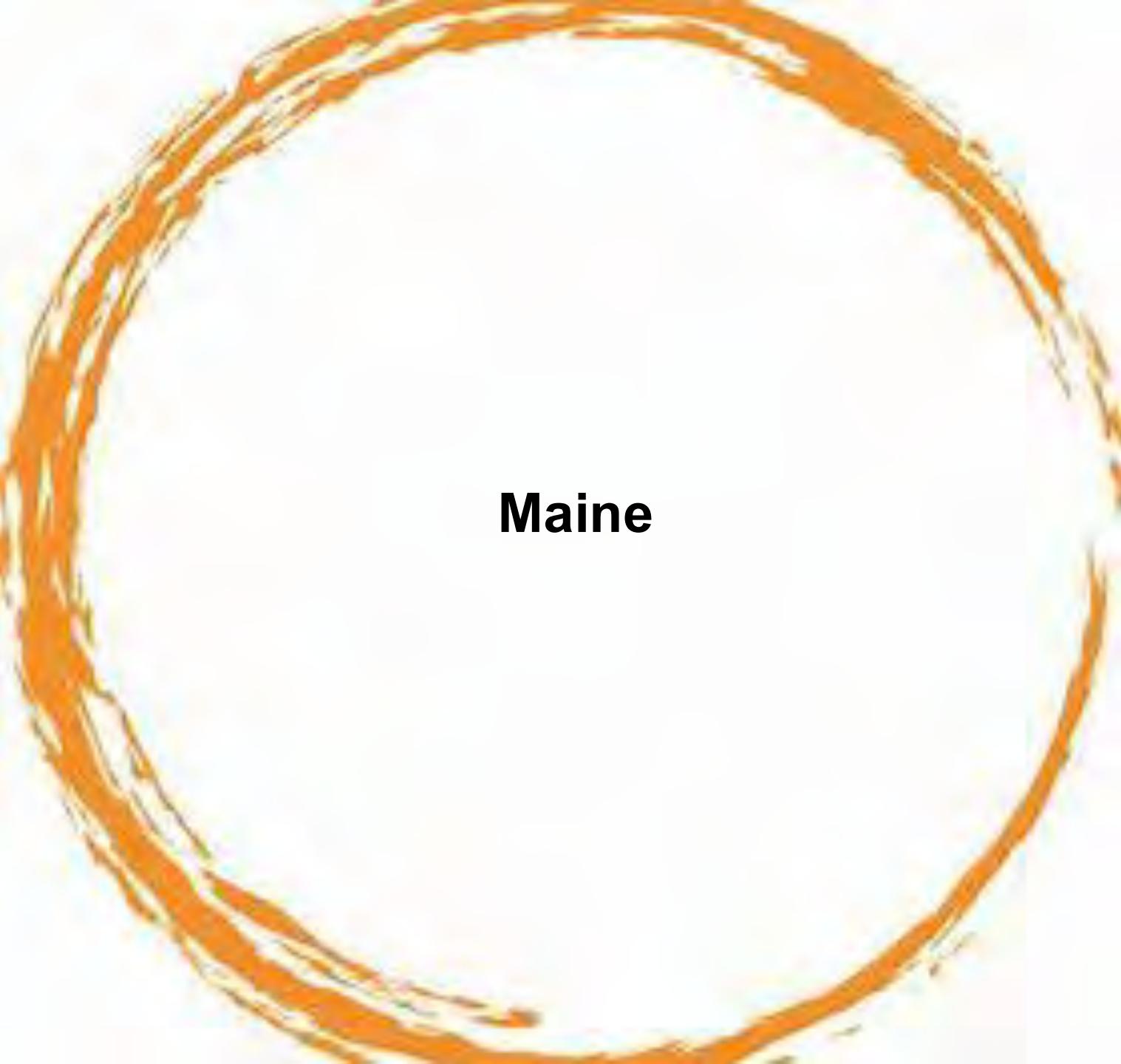
## Cross-Tabulation: Likelihood to Recycle in the Future



- ❖ Intentions to recycle paint are higher after 24.
- ❖ Intentions are similar among men and women.
- ❖ Professional painters are more likely to recycle in the future than non-professionals.



## **APPENDIX 2: STATE/DISTRICT RESULTS (UNDER SEPARATE FILE)**

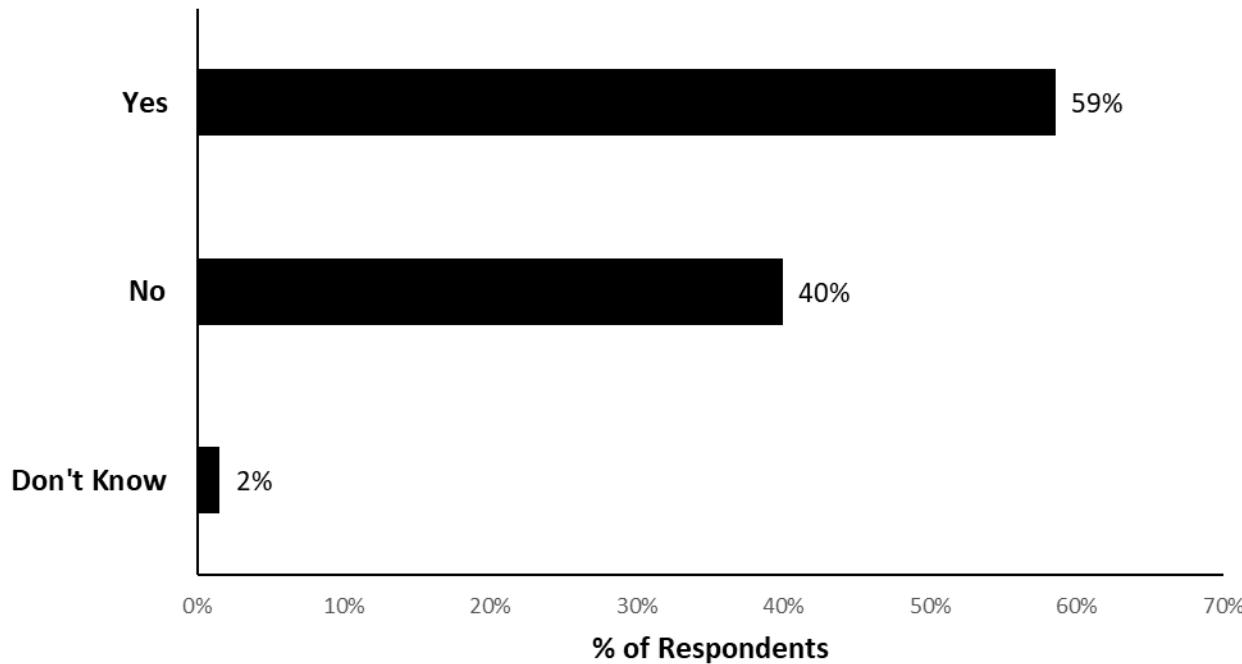


**Maine**

## Recency of Paint Purchases

- ❖ 59% of respondents bought paint in the last year, statistically similar to last year's results (63%).

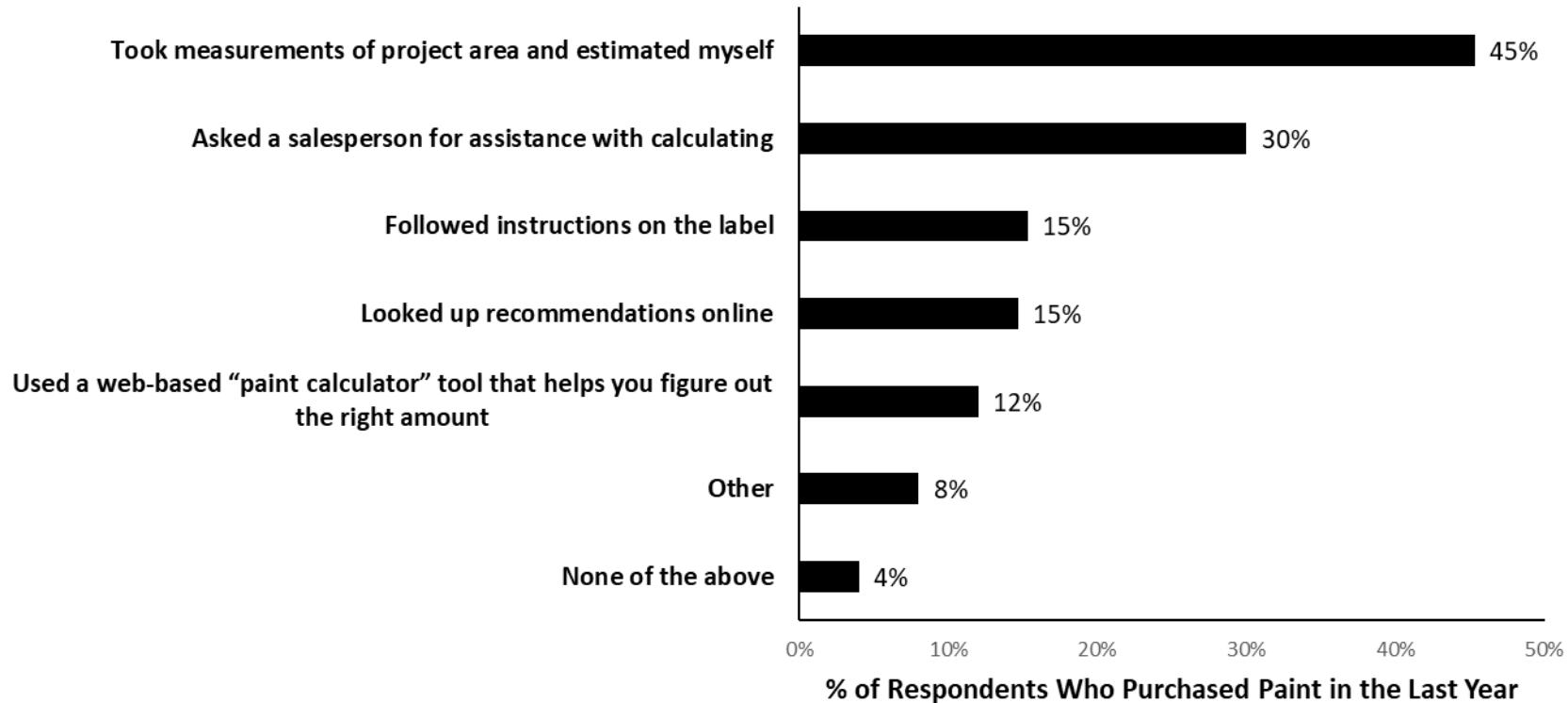
*Have you purchased paint in the last year? For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.*



# Paint Needs Assessment Behaviors

- ❖ As was the case last year, the top two methods that consumers used to assess their paint needs were to take measurements themselves (45%) and to ask a salesperson for assistance (30%).
- ❖ Next most common were to follow the instructions on the paint can label (15%), look up recommendations online (15%) or use a web-based paint calculator to determine the amount of paint to buy (12%).

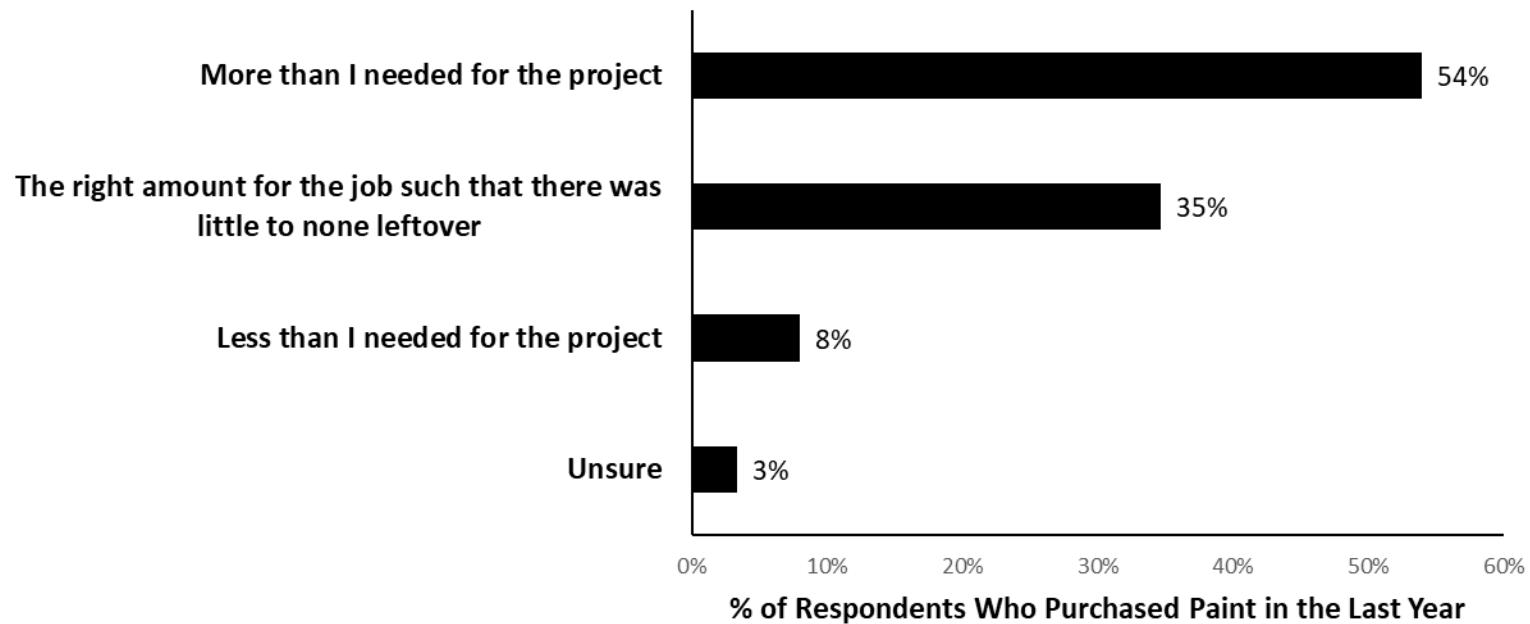
***How did you determine right amount of paint to buy? (Select all that apply)***



## Paint Quantity Purchased

- ❖ Among those who purchased paint in the last year, 35% bought the right amount for the job such that there was none left over.
- ❖ Over half bought more than they needed for the project.
- ❖ 8% said they bought less than they needed.

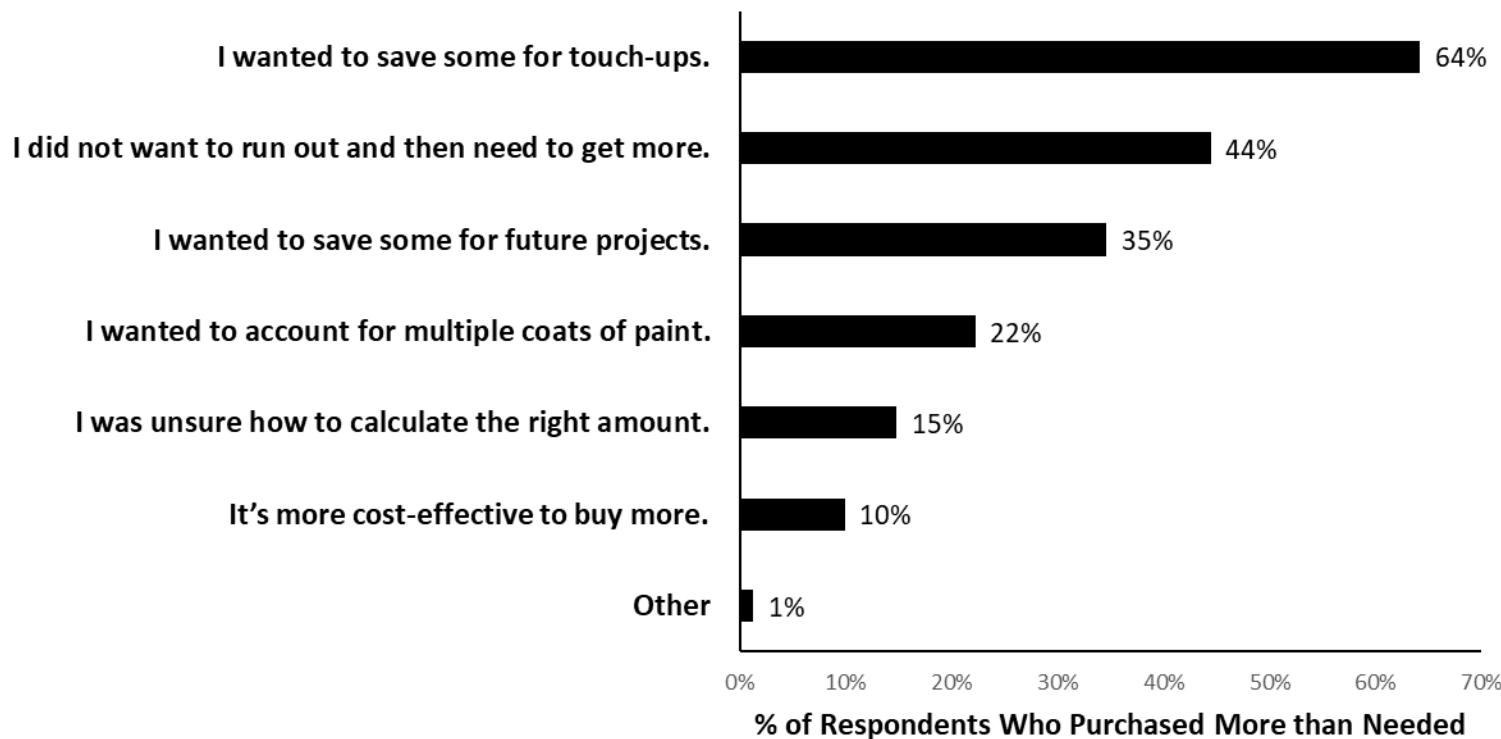
*When you initially purchased paint did you buy...?*



## Reasons for Excess Paint Purchases

- ❖ Of those who said they bought more than they needed, almost two thirds said they wanted to save some for touch-ups.
- ❖ 44% said they didn't want to run out during the project and have to go out and get more.
- ❖ 35% said they wanted enough paint for future projects; 22%, for multiple coats.
- ❖ 15% said they were unsure how to calculate the right amount.

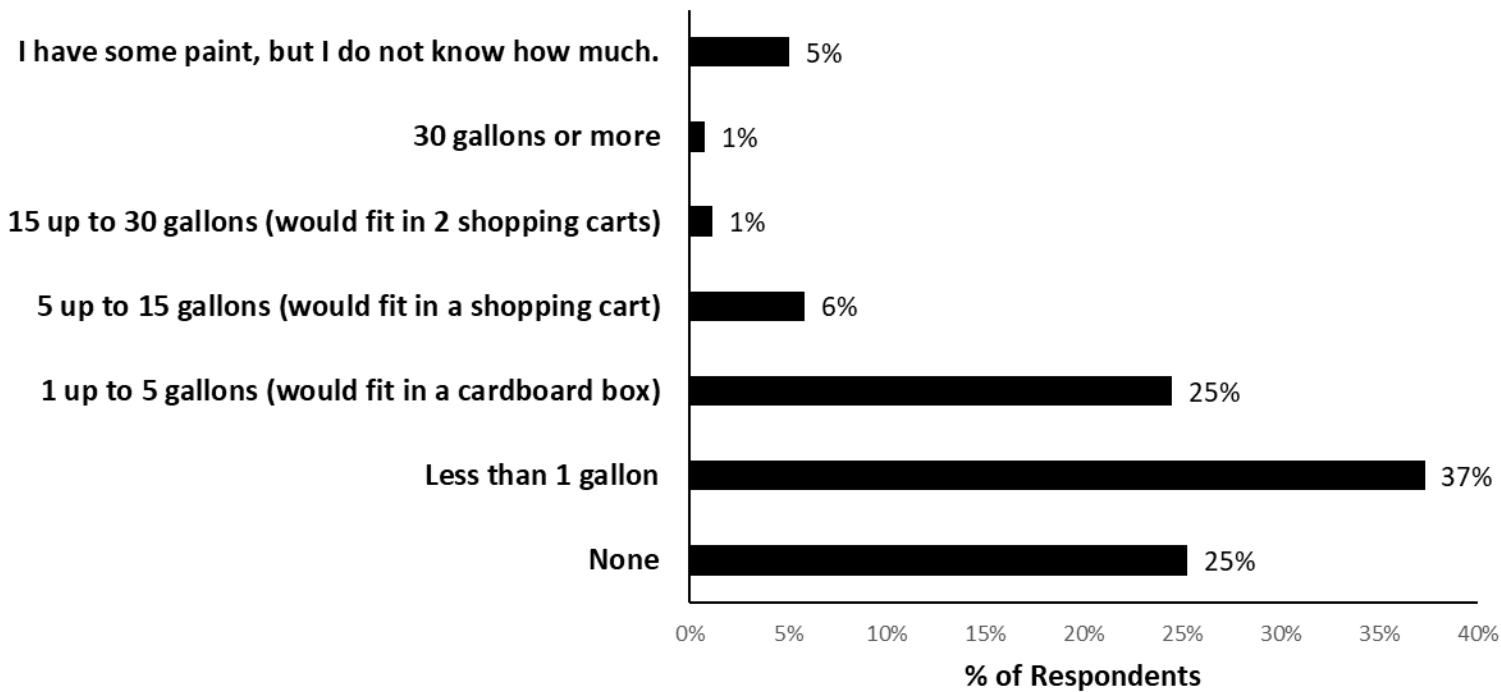
***Why did you buy more paint than you needed? (Select all that apply)***



## Leftover Paint Storage

- ❖ A quarter of respondents said they didn't have any paint in storage at the time.
- ❖ The most common amount of paint stored at home/business was "less than 1 gallon," although a significant percentage said they had "1 up to 5 gallons."

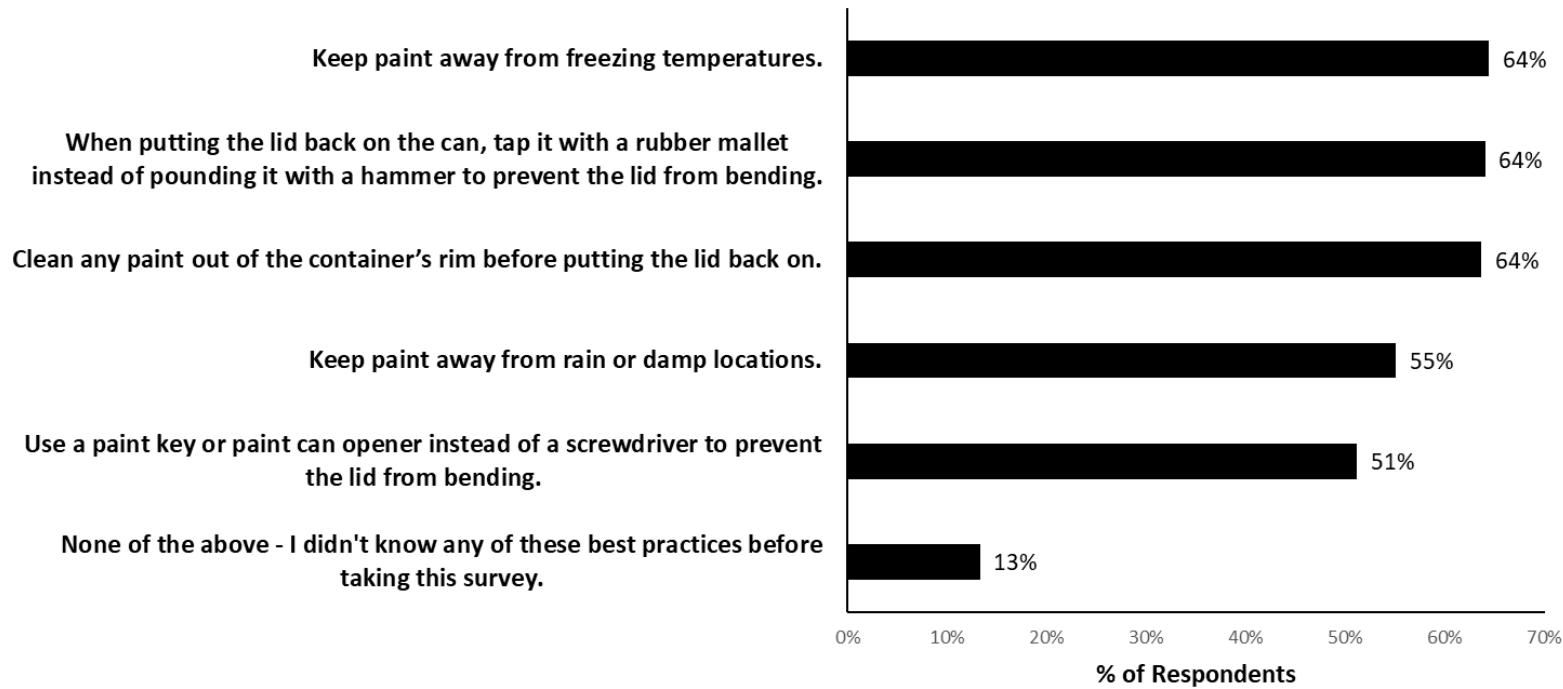
***How much leftover or unwanted paint do you have in your home or business at this time (e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)?***



# Best Practices Knowledge

- ❖ Almost two thirds (64%) were aware that they should keep paint away from freezing temperatures, use a rubber mallet to tap the lid back on, and clean the rim before closing.
- ❖ About a half of respondents were aware that they needed to keep paint away from wet/damp conditions (55%) and use a paint key opener (51%).
- ❖ 13% weren't aware of any of the best practices listed.

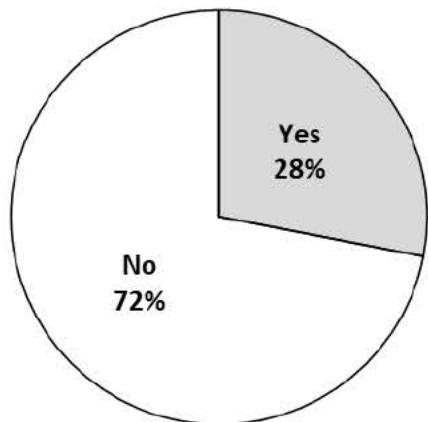
***Below is a list of best practices when it comes to paint storage. Which best practices were you aware of before taking this survey? Select all that apply.***



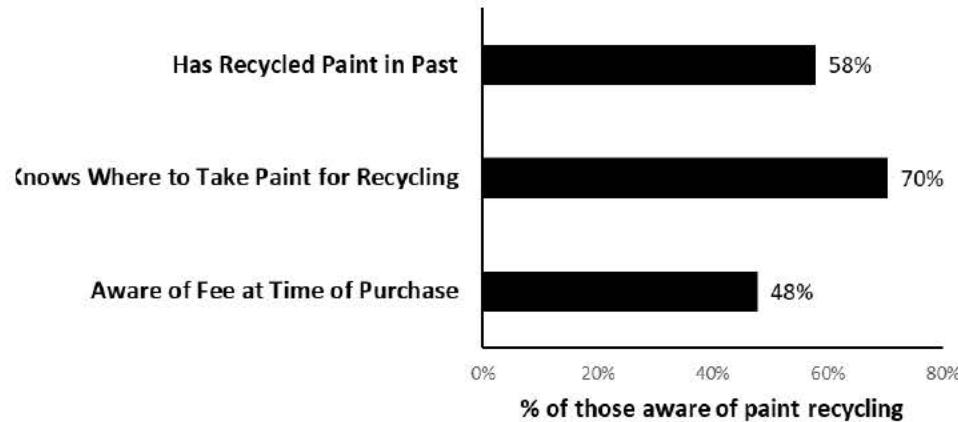
# Awareness of Paint Recycling

- ❖ 28% of all respondents said they knew that paint can be recycled.
- ❖ Among those who were familiar with paint recycling, 58% said they had recycled in the past.
- ❖ 70% knew where to take paint for recycling.
- ❖ Almost half were aware of the fee for future recycling that is paid at the time of purchase.

*Prior to this survey, did you know that  
paint can be recycled (disposed in  
such a way that it may be re-used)?*



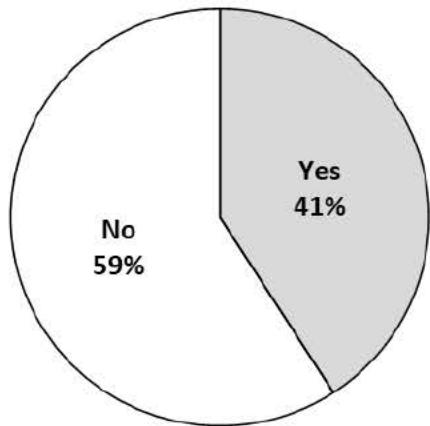
**Knowledge/Experience of Those Aware of Paint Recycling**



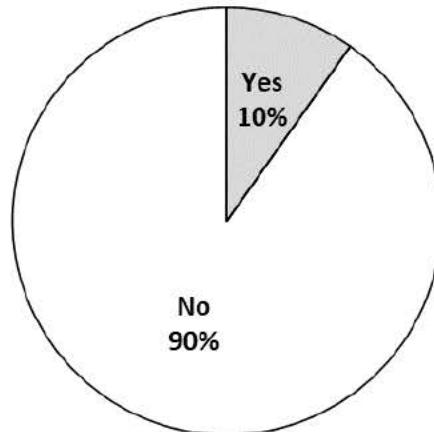
## Awareness of Paint Disposal Opportunities and Pick-up Service

- ❖ 41% of respondents were aware of paint disposal opportunities in their state.
- ❖ 10% of respondents knew that 100+ gallons could be picked up for free.

*Prior to this survey, were you aware of paint disposal opportunities in your state, such as drop off locations at paint stores and household hazardous waste facilities?*



*Prior to this survey, were you aware there is a free on-site pickup service available to households, professional painters, businesses and organizations with 100 gallons or more of leftover paint?*



## Recycling vs. Disposal Awareness, Recent Consumer Purchasers

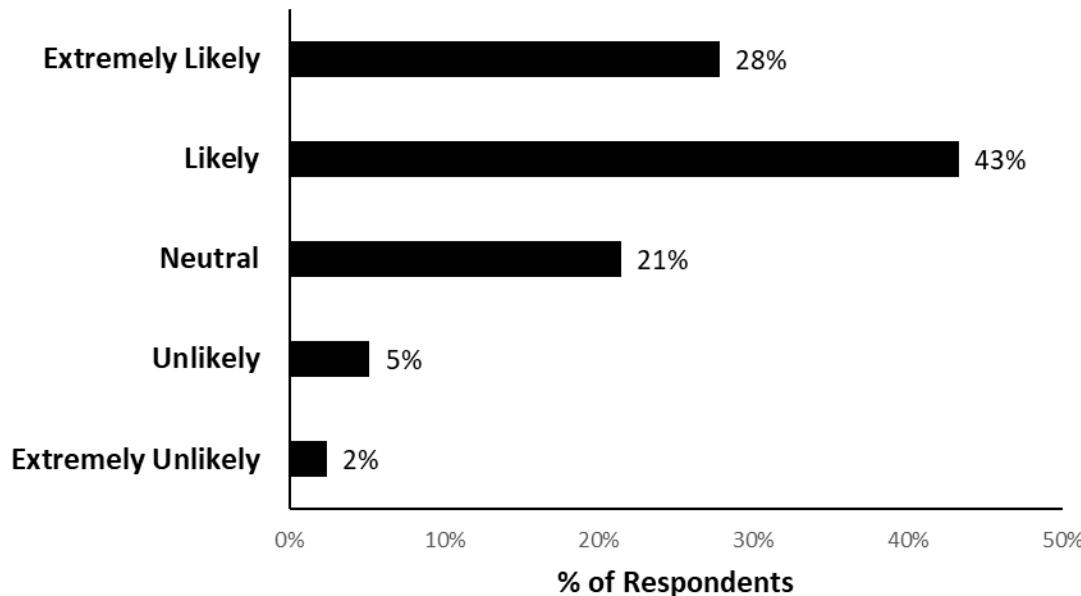
- ❖ Knowledge of paint recycling and knowledge of disposal opportunities do not necessarily go hand in hand. There are many who know about paint recycling who do not know about disposal opportunities in the state, and vice versa.
- ❖ The following “matrix” breaks down recent consumer purchasers given both subjects.
- ❖ 25% knew about both topics; 53%, neither topic; the rest, one or the other.

		Knows About Paint Recycling	
		Yes	No
Knows About Disposal Opportunities	Yes	25%	20%
	No	2%	53%

# Likelihood for Future Paint Recycling

- ❖ 28% of all respondents said they were “extremely likely” to recycle the next time they have paint to dispose.
- ❖ Another 43% said they were “likely” to recycle.
- ❖ Very few said they were “unlikely” or “extremely unlikely” to recycle.

*How likely will you drop it off for recycling next time you have paint to dispose?*



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

Less waste and pollution if it can be recycled, and it doesn't really inconvenience me.

So it doesn't go to waste. And it can be reused or recycled.

I always believe in reuse or recycling overthrowing away if it all possible. I'd love to be able to give away the paint and have somebody recycle or reuse it! Much better than trashing it.

i care about the environment, and also overall being good to other people. if i have to move ill find a way to recycle so its not someone else's problem.

There is no reason to keep it around

to get rid of it safely

Paint is dangerous in the eco system and will do a lot of harm. Taking to the hazardous waste facility is the best and safest way to dispose of it.

Being a responsible citizen and protecting the environment

Doing the right thing

it is better for our planet to recycle stuff such as paint. I just did not know that paint stores were one of those places.  
saving the environment

To help save our world and if we got money back like returning bottles but enough to make it worth it or maybe free paint

My motivation for recycling would be because I don't want to waste it rather someone else use it

So it won't go into the trash there for taking a chance it would get into the ground water

We recycle everything in our house and now that I know paint can be recycled as well, I will from now on.

To conserve the environment and not cause dangerous pollution with paint or stain.

I don't need it. I'm a professional and if I need paint, I'll just buy it. I don't want it hanging around my house.

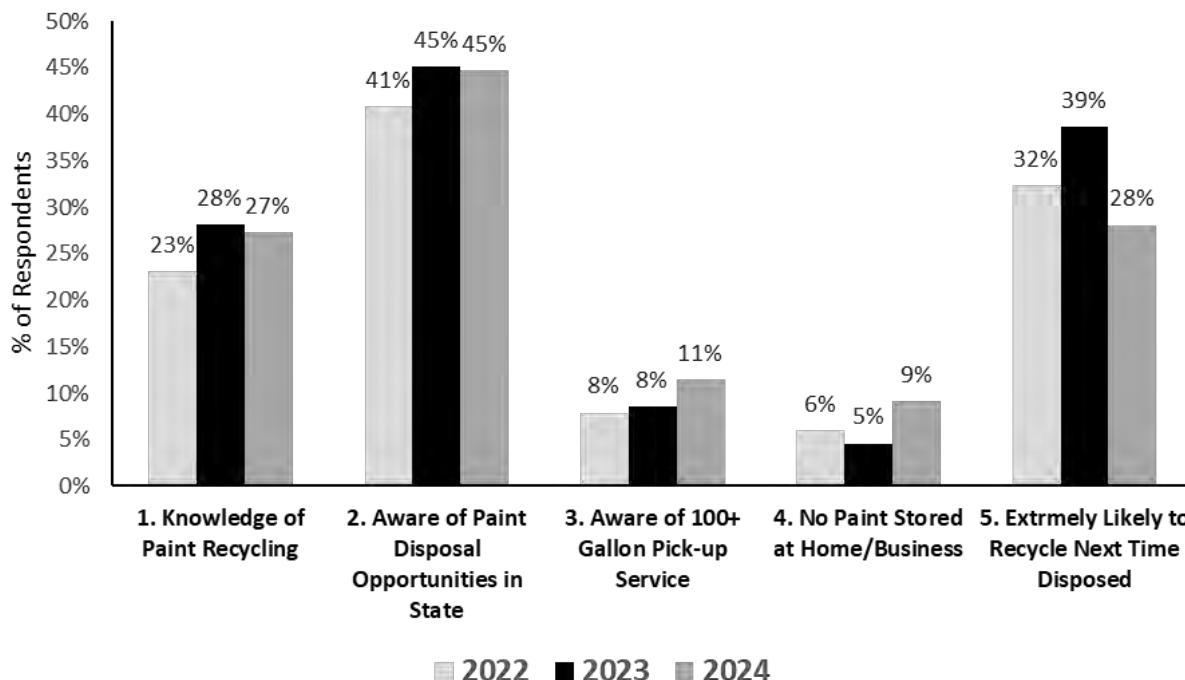
I love reusing and recycling things.

My motivation comes from the "pay it forward" aspect. I would give it to a friend in need, or an organization for recycling.

# KPI Trends

- ❖ The best way to determine year-over-year change is to look at the awareness, behavior and intentions of end consumers who purchased in the last year. Accordingly, five key performance indices ("KPIs") were calculated for this audience.
- ❖ Awareness KPIs did not change significantly in 2024.
- ❖ Slightly more people weren't storing paint in 2024.
- ❖ The likelihood to recycle in the future dipped in 2024.

**Trends in KPI Measurements**  
*(Non-professionals who purchased in the last year)*



## Appendix E



# Drop Off Site Guidelines

This document contains detailed information on PaintCare's program guidelines and operations procedures. In combination with the state-specific guidelines, it is designed to be used by new staff for self-training and for site refresher training without PaintCare staff.

Note: The supplemental training slides included in the training binder summarize only the most important information from these Drop-Off Site Guidelines. The slides are used during training by PaintCare staff and can also be used to supplement refresher training.

Adherence to these guidelines is critical for drop-off sites participating in the program. Exceptions to these guidelines can be made only with PaintCare's express written permission. If your site is unable to comply with any of these guidelines, please contact your PaintCare representative so that we may try to find a solution that works for your site but still achieves compliance with applicable legal and operational requirements for the program.

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# Section 1. Training and Safety

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## Training

For the safety of the program and your staff, all employees handling PaintCare products must receive training in product identification, acceptance, handling, packaging, inspection, and emergency response procedures before collecting PaintCare products or engaging in any PaintCare program activities.

Training helps ensure that employees:

- Conduct PaintCare products collection activities in a safe manner that protects workers and the environment
- Are equipped for and understand hazards associated with PaintCare products

Training plans and records should be maintained for each employee. Record staff training using the log included in the training binder.

## Safety

Store personal protective equipment (PPE) and spill response equipment in an accessible location adjacent to the collection bins. Ensure those materials are protected from impacts of weather.

The drop-off site must be equipped with appropriate emergency response equipment including a fire extinguisher, spill kit, and PPE. Monthly inspections of equipment are recommended.

PaintCare products collection activities need to follow general safety practices including proper lifting techniques.

Post emergency procedures and emergency contact numbers including police, fire department, and emergency services by a phone and in close proximity to the collection bins, if possible.

If applicable, develop and maintain an emergency action plan as required by OSHA.

If required by federal, state, or local law, familiarize police, fire departments, and emergency response teams with the layout of your facility, properties of PaintCare products handled at your facility, and evacuation routes.

## Section 2. General Guidelines

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### **PaintCare Provides Your Site:**

- Training binder with recordkeeping logs/forms
- Signage identifying your site as a PaintCare drop-off site
- Printed educational materials for the public

### **PaintCare's Transporter Provides Your Site:**

- Paint collection bins and liners for cardboard/single-use collection bins
- Labels and/or markings for paint collection bins
- Spill kits (excluding HHW programs)

### **General Guidelines for Drop-Off Sites**

Each PaintCare drop-off site has unique logistical and operational considerations. Each drop-off site must make its own decisions and use its best judgment to operate in the safest manner possible in accordance with applicable law. To ensure the highest standards of safety for you and your staff, drop-off sites must:

- Have appropriate signage that informs the public of the hours of operation
- Accept PaintCare products from participants during your regular advertised or posted operating hours
- Display PaintCare signage to identify you as a drop-off site; signage should be posted in a highly visible area, at the entrance of your site
- Assist and supervise participants when they visit to drop off PaintCare products. Site staff should greet participants and must verify eligibility of the participant and their leftover paint products as PaintCare products
- **IMPORTANT:** Never allow a participant to open a PaintCare product container
- Have adequate space, staffing, and training to collect and store PaintCare products
- Provide a secure space for empty and full collection bins
- Place all PaintCare products immediately in collection bins approved for use by PaintCare and its transporters
- Pack only PaintCare products into collection bins
- Schedule shipments of PaintCare products from your drop-off site
- Maintain all records relating to the program
- Train staff to be familiar with the requirements and practices of this guide

## Section 3. Collection Bins and Storage Area

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### Storage Area and Collection Bin Placement

Establish a dedicated storage area for collection bins and PaintCare products.

Place collection bins on an impermeable surface (i.e., paved asphalt, concrete, or other surface) at all times.

Place collection bins away from ignition sources, storm drains, and floor drains.

Ensure there is adequate ventilation if bins are stored indoors.

If stored outdoors, protect collection bins from the elements (e.g., precipitation, temperature extremes, rain, and snow). Keep collection bins under cover to prevent exposure to precipitation to protect against temperature extremes. If you store collection bins outdoors, you may need approval from your local fire or hazardous materials oversight agency.

Comply with any local fire codes or other regulations that might pertain to your storage of collection bins at your site.

Maintain enough space around collection bins to inspect for leakage and emergency access.

Use good housekeeping standards; keep paint storage areas clean and orderly.

### Setting Up, Packing and Maintaining Collection Bins

Collection bins must be set up, used, and closed according to the manufacturer's instructions. PaintCare's transporters should set up the collection bins that they provide, unless otherwise requested by the drop-off site staff.

Ensure liners are inserted in cardboard collection bins. The liners provide secondary containment to contain liquids in the event a can leaks while in storage or transit. Reusable plastic bins that are leak-proof by design do not need liners.

Collection bins must be structurally sound. If you see any evidence of damage to bins (or liners) that may cause a leak or spill, notify PaintCare immediately.

Mark the collection bin with the date the first PaintCare product is placed in it.

Place PaintCare products in bins immediately upon receipt. Keep collection bins closed except when adding PaintCare products.

Pack 5-gallon buckets on the bottom layer of the collection bins for stability.

Pack all PaintCare products (cans, buckets) upright and as tight as possible in the collection bins to protect contents from shifting and leaking in transit.

Do not open containers to verify product.

Do not overfill collection bins; allow enough space for a lid to fit securely.

Do not take PaintCare product out of the bin.

### **Security**

Never allow "self-serve," public access to the collection bins.

The collection bin storage area must be secured and locked when not attended.

Only drop-off site staff should have access to the collection bins and storage area until the collection bins are ready for pick-up by PaintCare's transporter.

# Section 4. Identifying and Accepting PaintCare Products

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## What are PaintCare Products

PaintCare drop-off sites should accept only PaintCare products (architectural paint products) for management under the PaintCare program. Only those PaintCare products accepted from individuals residing in the state and businesses/organizations located in the state can be managed under the PaintCare program.

Listed below are the primary examples of architectural paint products accepted by the PaintCare program and paint or paint-related products not accepted by the PaintCare program.

Generally, PaintCare products include latex and oil-based house paint, stains, and clear coatings (varnish, shellac, etc.). The program excludes anything that is:

- In an aerosol spray can
- Intended and labeled “for industrial use only”
- Mostly used in the manufacture of equipment
- On the list of specifically excluded products for some other reason

PaintCare products are classified as either latex (water-based) or oil-based (alkyd) and the classification is important in order to decide how the product should be handled and processed. Knowing how to tell the difference between latex- and oil-based products is also important in determining which types of businesses/organizations can use the PaintCare program (if your site accepts paint from this audience).

## PaintCare Products and Non-PaintCare Products

### Acceptable products (PaintCare products)

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

## Unacceptable products (Non-PaintCare products)

- Paint thinner, mineral spirits, solvents
- Aerosol coatings
- 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

For more information, please see [www.paintcare.org/products](http://www.paintcare.org/products)

If non-PaintCare products end up in a drop-off site's bin, such products will not be returned to the drop-off site and will be managed by PaintCare's transporter. Transporters identify non-PaintCare products and report all instances to PaintCare. PaintCare staff will notify the site of any contamination in the bins. If the problem persists, additional training may be provided.

## Acceptable Containers vs. Unacceptable Containers

Before accepting products from participants for management under the PaintCare program, drop-off site staff must (1) check the condition of the container for acceptance in the program, and (2) check the product label to verify that it contains a PaintCare product.

## **Acceptable**

- The PaintCare product must be in its original container
- The container is labeled as containing one of the designated PaintCare products listed above
- The container must be in good condition and not leaking
- The container must be 5 gallons in size or smaller
- The container contains dry latex paint

## **Not Acceptable**

- The container is not original (e.g., paint was transferred into a jar)
- The container does not have an original label
- The container is leaking or has no lid
- The container is larger than 5 gallons
- The container is empty

However, drop-off sites permitted to accept household hazardous waste may accept unlabeled and leaking containers by following the procedures described below.

### **Unlabeled and Leaking Containers**

A drop-off site permitted to accept household hazardous waste may, at its discretion, choose to accept unlabeled and/or leaking containers if it follows the protocols below and otherwise complies with all applicable laws:

#### **Unlabeled Containers**

A drop-off site may accept containers that do not have an original label if a staff person appropriately trained in identifying unknown wastes (1) identifies the material in the container as a PaintCare product, and (2) applies a label identifying the contents to the container before placing it in a collection bin.

#### **Leaking Containers**

A drop-off site may accept a leaking container or a container with no lid if an appropriately trained drop-off site staff person (1) verifies that the container contains a PaintCare product, (2) places the contents of the leaking/open container into an appropriate substitute container (which can include bulking such PaintCare products into 55-gallon drums), and (3) applies an appropriate label to the substitute container.

## Refusing an Unacceptable Product or Container

Do not accept non-PaintCare products from any participant unless they are received as part of normal site operations and are not placed in PaintCare collection bins.

When refusing a material at a drop-off site, drop-off site staff must explain why the material cannot be accepted (e.g., material is not a PaintCare product, cannot accept material from non-exempt generator, etc.). If a participant tries to drop off products that your location cannot manage, refer the participant to an appropriate alternative resource, such as their local household hazardous waste disposal program, garbage transporter, environmental health agency, or public works department. Local contact information is provided at the front of the training binder.

## Paint Volume Acceptance Rules

The program accepts PaintCare products from households and businesses/organizations.

**Households.** Households may drop off any volume of PaintCare product, subject to the volume limit set by the site.

**Businesses/Organizations.** Non-households may also drop off any volume of latex PaintCare product, subject to the volume limit set by the site. Non-households may only drop off oil-based PaintCare products if they comply with federal and state hazardous waste generator rules that, among other criteria, require that the business/organization (1) generates no more than 100 kilograms (about 25 gallons or 220 pounds) of hazardous waste per calendar month, and (2) does not accumulate more than 1,000 kg (about 250 gallons or 2,200 pounds) of hazardous waste at any time. Painting contractors and commercial property owners typically meet these criteria. For more information about these criteria, please visit [www.paintcare.org/vsqg](http://www.paintcare.org/vsqg)

Each business or organization is responsible for determining its own generator status under applicable law.

When a business/organization has oil-based PaintCare products to drop off at your site, it must sign the Paint Drop-Off Log or form included in the training binder to verify that it qualifies to use the program for oil-based paint. The log/form includes an explanation of the requirements. If a business/organization has only latex paint, it does not need to sign the log/form.

Once a business/organization signs the Paint Drop-Off Log or form, you may accept oil-based paint from that business/organization. (HHW sites and other waste collection programs may need a permit and/or to meet additional legal requirements in order to collect oil-based paint from businesses.) To help ensure legal compliance, unless you're specifically permitted to accept more, you should not accept more than 25 gallons of oil-based paint per calendar month from a qualifying business. Paint Drop-Off Log or forms may be reviewed by PaintCare or government agencies and compared with a list of registered hazardous waste generators to verify that only qualified businesses/organizations are using the program for their oil-based paint.

## **Transporter/Recycler Drop-Off Sites**

### **Maintaining Paint Drop-Off Logs for All Participants**

Drop-off sites operated by a PaintCare-contracted transporter and/or recycler must keep and maintain separate drop-off logs to record both latex and oil-based paint volumes from both businesses/organizations and households. While PaintCare offers template logs, an alternative may be used if approved by PaintCare.

# Section 5. Participant Paint Volume

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## How Much Paint to Accept from Participants

While the PaintCare program intends to collect as many PaintCare products as possible, we recognize that your drop-off site may have storage limitations. PaintCare drop-off sites, in agreement with PaintCare, may limit the amount of PaintCare products they accept per participant, however, drop-off sites must accept up to 5 gallons at a minimum per participant.

## What if Bins are Full?

If your collection bins are completely full, inform the participant that you are temporarily unable to accept PaintCare products and redirect them to the nearest alternative PaintCare drop-off site. Refer them to the site locator at [www.paintcare.org](http://www.paintcare.org) or the **PaintCare hotline at 855-724-6809**, or ask them to come back at a later date. Contact the PaintCare transporter immediately to have collection bins picked up and replaced.

If a participant has a significant amount of PaintCare products that your location cannot manage, ask the participant to contact PaintCare directly for additional assistance. PaintCare may direct the participant to another drop-off site or offer our Large Volume Pickup service.

## Large Volume Pickup (LVP) Service

PaintCare offers a free pick-up service to painting contractors, property managers, households, and others with a large quantity of leftover PaintCare products. Typically, a minimum of 100 gallons (by container size) is required to qualify for the LVP service.

To refer a participant to the LVP service:

- Provide the participant a LVP fact sheet
- Ask the participant to request a pick-up using the online LVP form
- The LVP fact sheet and online form are available at [www.paintcare.org](http://www.paintcare.org) (select the "Request a Pickup" button on the homepage)
- For additional questions, refer the participant to PaintCare for assistance

# Section 6. Working with Transporters

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PaintCare contracts with transporters for the delivery of supplies, delivery of empty collection bins, and pick-up of full collection bins.

## **Scheduling the Transporter to Pick Up Collection Bins**

When you anticipate your collection bins will be full within your site's pick-up timeframe (generally 5 business days in urban areas, 10 business days in rural areas), call your transporter to schedule a pickup, or use their online order system if they have one. The name and contact information of your transporter is provided at the front of the training binder.

When establishing an appointment for pick-up, please indicate:

- Your site is a PaintCare drop-off site
- Name of drop-off site and address
- Your name
- Your phone number
- Number of full collection bins to be picked up
- Number of empty collection bins needed for replacement

## **Preparing Collection Bins for Pickup**

On the scheduled pickup day, collection bins and the loading area must be readily accessible to the transporter for quick and efficient loading. Complete the following steps:

- Identify which bins are full and ready for pickup
- Make sure the path between your bins and the transporter's vehicle is clear and at least 4 feet wide to accommodate movement of bins
- Sign and keep copies of any shipping documents for your records

The transporter is responsible for labeling, loading/off-loading collection bins, and preparing shipping documents.

# Section 7. Spill Response

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## Spills

The information in this section will assist with spills from damaged or leaking program containers. It is important that all drop-off site staff understand corrective actions to minimize exposure to people and the environment.

## Reporting

Report spills as required by law, summarized in the state-specific guidelines. Contact PaintCare within 24 hours of making such a report.

## Spill Response Procedures

Always follow all applicable spill response procedures set forth in your operating permit or as otherwise required by applicable law.

If a spill is small enough to be managed by drop-off site staff, follow these steps:

- Isolate the area and restrict access to the spill
- Ensure personal safety, put on protective gear (glasses and gloves) provided in the spill kit
- Stop the movement of paint by placing the leaking container upright or in a position where the least amount will spill, and place leaking container in plastic bags provided in spill kit, or into the spill kit container
- Contain the spill by placing absorbent pads or granular absorbent around and on the spill – if outdoors, place barriers around storm drains to prevent a release to the environment
- Collect the contaminated absorbent and place it in plastic bag(s) or spill kit container, along with the leaking container and contaminated PPE, seal the bag(s), label it and place in the collection bin
- Remove any clothing that may be contaminated, wash thoroughly to remove spilled material from your hands or body
- Document the date, location, and amount and type of material spilled
- Replace any used spill control supplies as soon as possible

# Section 8. Inspections and Records

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## Inspections and Record Keeping

Drop-off site staff are responsible for regularly inspecting collection bins and spill kits to ensure that such materials are in proper working order and include any necessary labeling. Please report any damaged bins or other problems to PaintCare immediately so PaintCare may arrange for prompt replacement or repair.

Maintain the following records for a minimum of 3 years:

- Internal and external inspection records (if applicable)
- Paint Drop-Off Log or forms (copy provided in the training binder)
- Paint Waivers (copy provided in the training binder; only for sites that do reuse)
- Employee training logs (copy provided in the training binder)
- Shipping documents and/or other documentation required by applicable law for outgoing shipments of PaintCare products

## Section 9. Direct Reuse

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Direct reuse is an additional service permitted for certain site types, e.g., HHW programs, material reuse stores, and solid waste management facilities. PaintCare may compensate sites for this service. Please see the terms of your PaintCare agreement or contact PaintCare if you need assistance determining if direct reuse is an authorized additional service at your site.

### Requirements for Direct Reuse

PaintCare encourages reuse of leftover paint through direct reuse. Reuse sites return good quality unused paint to the local community at low or no cost.

Products offered for reuse to the public 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. The container must be closed securely before placing it in the reuse storage area. Containers must never be opened by customers at the drop-off site. Reuse products must be displayed by drop-off site in an area separate from the PaintCare collection bins.

An individual customer may not take more than twenty-five (25) gallons of reuse product per day. If you have a customer that would like to take more paint, let your PaintCare contact know in advance.

### Paint Waiver

Customers taking reuse paint from a drop-off site must sign the Paint Waiver included in the training binder (or an approved equivalent thereof). The waiver explains that the material is taken "as-is" with no guarantee of quality or contents and the customer accepts the risks and liability for the materials.

The customer must read the waiver, fill in the date and name fields, and sign their name. Site staff must verify what has been taken by the customer, record on the log the gallons of latex and gallons of oil-based products taken, and add their initials.

When a paint waiver is full or when a site wants to invoice PaintCare, the latex and oil-based columns should be totaled at the bottom of the form. PaintCare does not require the submission of the waiver to PaintCare, but they must be kept by the site for at least three years and made available for review by PaintCare staff upon request.

Drop-off sites may use their own version of the waiver, but it must be approved by PaintCare in advance.

### Invoicing Procedures

Drop-off sites should invoice for reuse on a monthly basis by filling out and submitting the Invoice for Direct Reuse at [paintcare.org/invoices](http://paintcare.org/invoices). This is an online form and is submitted directly on PaintCare's website. If you're unable to submit an online form, contact your PaintCare contact.