



# *Colorado Paint Stewardship Program*

2018 Annual Report



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## *Executive Summary*

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### Colorado Paint Stewardship Law

PaintCare is the representative stewardship organization of the Colorado Architectural Paint Stewardship Program, codified in the Colorado Revised Statutes, Title 25 Health-Environmental Control, Article 17 Waste Diversion and Recycling, Part 4 Architectural Paint Stewardship Programs. In addition to the program in Colorado, PaintCare operates eight other programs across the country in California, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont, and will launch a program in Washington state in 2020. The Colorado Paint Product Stewardship Law states:

- (1) The General Assembly hereby finds and declares that paint disposal creates environmental and public health problems, and these problems should be addressed through the implementation of environmentally sound management practices for recycling postconsumer architectural paint.
- (2) To that end, it is the General Assembly's intent to establish a system of paint stewardship programs that:
  - (a) Provide substantial cost savings to household hazardous waste collection program;
  - (b) Significantly increased the number of: (I) Postconsumer architectural paint collection sites; and (II) Recycling opportunities for household, businesses, and other generators of postconsumer architectural paint; and
  - (c) Exemplifies the principles of a product-centered approach to environmental protection, often referred to as "Product Stewardship."

### HIGHLIGHTS

**Sites and Services.** PaintCare established 169 year-round (referred to as permanent in the Colorado law) paint drop-off sites. Of these, 148 are retailers, and they represent 40% of potential retail participants. The remaining year-round sites include 10 household hazardous waste facilities, seven solid waste management facilities (one transfer station, one landfill, and five recycling centers), three latex paint recyclers, and one Habitat for Humanity (H4H) ReStore. The 169 year-round drop-off sites provided a site within 15-miles of 94.7% of Colorado's residents.

PaintCare also managed paint from supplemental sites that included 26 household hazardous waste drop-off events, five retailers with partial-year participation, and 46 paint drop-off events (29 latex-only events and 17 events hosted by PaintCare). In addition, PaintCare partnered with eight municipal door-to-door collection programs. Finally, PaintCare conducted 113 direct large volume pick-ups of more than 200 gallons of paint, and serviced two universities, a thrift store distribution center, and a city maintenance facility that generated large volumes of paint on a recurring basis. The number of large volume pick-ups increased 27% this year; the

continued increase is due in part to the lowering of the minimum amount for a pick-up from 300 to 200 gallons in March 2017.

**Paint Collection Volume.** The program collected an estimated 712,204 gallons and processed 654,476 gallons of postconsumer paint, a 2.1% increase in collected gallons and a 4.7% decrease in processed gallons compared to 2017. This is further explained in Section 2.

The program has collected and processed more than 2.37 million gallons of postconsumer paint since it began in 2015 and has collected more paint, year over year, each year of the program.

Latex paint made up 73% of the paint processed; 6% was reused (distributed in the original containers), 74% was made into recycled-content paint, 20% was unrecyclable and sent to landfill. Oil-based paint made up 27% of the paint processed; 4% was reused and 96% was used as a fuel. In addition, 326 tons of metal and plastic containers were recycled.

**Expenses and Revenue.** The program's funding mechanism remained the same, through a fee on new paint sales: 35 cents on pints and quarts; 75 cents on 1-gallon containers; and \$1.60 on 5-gallon containers. Approximately 14 million gallons of architectural paint was sold in Colorado, and the program collected \$6,926,702 in revenue.

Expenses, including paint transportation and processing, outreach and education, staffing, and administration were \$5,796,724. The program accumulated \$4,887,694 in reserves at the end of 2018, the equivalent of 84% of annual operating expenses.

Total program cost per gallon of processed paint was \$8.86, an increase from \$7.89 in 2017. This increase will be explained in further sections due to some paint being collected and not processed in the same year. The program cost per gallon of collected paint was \$8.14, an increase from \$7.77 in 2017.

**Paint Recovery Rate.** The paint recovery rate – the volume of postconsumer paint collected or processed (PaintCare uses processed) divided by the volume of gallons of new paint sold in the same period – was 4.7%, a decrease from 4.9% in 2017. This is explained further in Section 2.

**Outreach and Education.** Outreach and education activities included the distribution of a variety of in-store print materials and signage, television, radio, digital/social, newspaper, and outdoor (billboard) advertising.

## PROGRAM PLAN AND ANNUAL REPORT

The Colorado Paint Stewardship Law required the submission and approval of a program plan prior to the start of the program. The Colorado Department of Public Health and Environment (CDPHE) approved PaintCare's program plan in June 2015 and the Colorado program began on July 1, 2015.

The Colorado Paint Stewardship Law also requires the submission of an annual report to CDPHE by March 31 each year. The first annual report covered the six months from July 1 to December 31, 2015. All subsequent reports cover the 12-month calendar year.

Per the Colorado Paint Stewardship Law, the annual reports must include:

- (I) A description of the method or methods used to reduce, reuse, collect, transport, recycle, and process postconsumer architectural paint;
- (II) The total volume, in gallons, and type of postconsumer paint collected, with data broken down by: (A) Collection site; and (B) Method of waste handling used to handle the collected postconsumer architectural paint, such as reuse, recycling, energy recovery, or waste disposal;
- (III) The total volume, in gallons, of postconsumer architectural paint sold in Colorado by the producer or producers participating in the paint stewardship program;
- (IV) For the education and outreach program implemented in compliance with section 25-17-404(2)(i): (A) Samples of any materials distributed; and (B) A description of the methodology used and the results of the evaluation conducted pursuant to section 25-17-404 (2)(i)(III). The results must include the percentage of consumers, painting contractors and retailers made aware of the ways to reduce the generation of postconsumer architectural paint, available opportunities for reuse of postconsumer architectural paint and collection options for postconsumer architectural paint recycling.
- (V) The name, location, and hours of operation of each facility added or removed from the list developed in accordance with section 25-17-404(2)(f);
- (VI) Any proposed changes to the paint stewardship program plan. The executive director shall review any proposed changes set forth in the annual report in accordance with the review procedures for a revised plan, as set forth in section 25-17-404(3).
- (VII) A copy of an independent third party's report auditing the paint stewardship program. The audit must include a detailed list of the program's costs and revenues.

PaintCare's Colorado program plan and annual reports are available from PaintCare's website.

## Section 1. Paint Collection, Transportation and Processing

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### Annual Report Statutory Citation

*Colorado Revised Statute, Title 25. Article 17. Part 4. Architectural Paint Stewardship Program*

*Section 25-17-405 (3)(a) On or after March 31 of the second year of a paint stewardship program's implementation, and annually thereafter, one or more participating producers, or a stewardship organization contracted by one or more producers, shall submit a report to the executive director describing the progress of the paint stewardship program. The paint stewardship program report must include the following information from the preceding calendar year:*

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

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

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

The Colorado Paint Stewardship Law requires a program that increases opportunities for consumers to properly manage leftover paint and reduces costs to local governments. Prior to the PaintCare program, most waste paint was handled through household hazardous waste (HHW) programs, local latex paint recyclers, or by drying and disposing of it. However most of these options had eligibility restrictions, some charged participants to take their paint, and not all areas of the state had services.

Qualifying businesses (Very Small Quantity Generators or VSQGs, previously known as Conditionally Exempt Small Quantity Generators or CESQGs) could use certain HHW programs, and any business regardless of generator size, could also contract with a private hazardous waste hauler for paint recycling services – though the cost was generally very high for many painting contractors and other small businesses.

To increase recycling opportunities for Colorado households, businesses, and others with leftover paint, all suitable locations were invited to participate as PaintCare drop-off sites, provided they met PaintCare's operational requirements, including adequate space for storage of paint collection bins and willingness to accept all program products (latex and oil-based products). PaintCare reached out to paint retailers, material reuse stores, household hazardous waste programs, and solid waste management facilities to invite them to partner with the program and serve as paint drop-off sites.

At the end of 2018, PaintCare had 169 year-round drop-off sites located throughout the state. For the purpose of defining convenience, PaintCare considers a site (including events), identified by the physical address, as *year-round* if the site is open at least one day per month, every month of the year. Sites that are open less frequently are considered supplemental sites. Sites that closed for business or stopped participating in the

PaintCare program during the year are also considered supplemental and are noted as being partial-year participants.

Retail sites made up 148 of the year-round sites. Four retail locations left the program during the year and one closed for a few months. These *partial-year* sites are counted as supplemental sites. The remaining year-round sites consisted of 10 HHW facilities, seven solid waste management (SWM) facilities (one transfer station, one landfill, five recycling centers), three latex paint recyclers and one Habitat for Humanity ReStore.

The program also managed paint from 26 HHW events and 46 paint-only events held throughout the state (29 latex-only events, and 17 PaintCare-hosted events); eight municipal door-to-door (D2D) programs; conducted 113 large volume pick-ups (LVP) of more than 200 gallons of paint; and set up a recurring large volume pick-up service with four locations that generated large volumes of paint on a recurring basis.

PaintCare drop-off sites and services are summarized in the following tables and are shown on the maps further below. The names and addresses of the sites are provided in the appendix.

#### SUMMARY OF PAINTCARE DROP-OFF SITES AND SERVICES

| YEAR-ROUND DROP-OFF SITES            | 2015* | 2016 | 2017 | 2018 |
|--------------------------------------|-------|------|------|------|
| Paint Retailers                      | 127   | 137  | 139  | 148  |
| Household Hazardous Waste Facilities | 6     | 8    | 10   | 10   |
| Solid Waste Management Facilities    | 2     | 7    | 7    | 7    |
| Latex Paint Recyclers                | 3     | 3    | 3    | 3    |
| Reuse Stores                         | -     | -    | -    | 1    |
| Total                                | 138   | 155  | 159  | 169  |

#### SUPPLEMENTAL SITES AND SERVICES

|                                      |    |    |    |     |
|--------------------------------------|----|----|----|-----|
| Household Hazardous Waste Events     | 18 | 34 | 34 | 26  |
| PaintCare Events                     | -  | 3  | 24 | 17  |
| Other Paint Drop-Off Events          | 5  | 20 | 31 | 29  |
| Paint Retailers (partial-year)       | 2  | 4  | 7  | 5   |
| Door-to-Door Programs                | 8  | 8  | 8  | 8   |
| Large Volume Pick-Ups                | 44 | 68 | 89 | 113 |
| Recurring Large Volume Pick-Up Sites | 1  | 3  | 4  | 4   |

\*The 2015 reporting period was six months because the program started in July.



PaintCare accepts both latex and oil-based paint at all drop-off sites (except latex-only events), as well as from LVPs. Households and qualifying businesses are eligible to use the PaintCare program. Servicing businesses is optional for HHW programs and SWM facilities.

The following subsections discuss the various paint drop-off sites and services provided by the Colorado program. Section 2 of this report provides details on volumes of paint collected at each type of site and volumes processed by disposition method.

## A1. Paint Retailers

Paint retailers are ideal paint drop-off sites because they are located throughout the state, are often centrally located in cities and towns, are open five or more days per week, and have staff familiar with paint products and know how to safely handle them. In addition, their customers are likely to have some leftover paint and often ask store staff for advice on what to do with it.

PaintCare is aware of 537 retailers that sell paint in Colorado. This number will change over time as new stores open and some stores close. PaintCare staff have visited most of the potential retail drop-off sites in the state. PaintCare does not visit big box stores because their corporate staff informed PaintCare that they are not planning to volunteer their stores to serve as drop-off sites. Site recruitment continued throughout the year with 10 new sites being added in 2018.

Without big box and a few variety stores, the number of potential retail drop-off sites was 368. Of these 368 potential stores, 148 (40%) participated in the program as year-round sites. Retailers participate in the program to increase foot traffic through their stores and to provide an additional service for their customers. The names and addresses of participating stores are provided in the appendix.



PaintCare provides materials to drop-off sites to inform customers about the program as shown here at Circle Ace Hardware in Colorado Springs.

## A2. Household Hazardous Waste Programs

Most HHW programs participated in the program; they were comprised of 10 HHW facilities and 26 HHW drop-off events. There were eight fewer HHW drop-off events throughout the state in 2018 than in 2017.

One of the HHW facilities is on the Southern Ute Tribal Reservation. Another unique HHW location is Veolia's facility in Henderson, which operates by appointment for residents and businesses. Boulder, El Paso, Jefferson, Larimer, and Weld Counties all have reuse programs to allow good quality paint to be reused locally. El Paso and Pitkin Counties reprocess good quality latex paint into recycled-content paint for local use. The names and addresses of participating HHW facilities and events are provided in the appendix.



Reuse Room at Larimer County HHW Facility

PaintCare continues to welcome local government-run HHW programs that wish to participate in the PaintCare program. The only HHW programs not partnering with PaintCare are Eagle and Mesa counties. Both counties continue to discuss joining the PaintCare program.

Many HHW programs helped promote PaintCare's retail drop-off sites to their area residents. Sometimes the retail locations are more convenient than the HHW facilities or events. In addition to distributing brochures, several programs partnered with PaintCare to promote the program on their municipal websites, through billing inserts, and other outreach materials where PaintCare provided artwork and language for their use.

### A3. Solid Waste Management Facilities

PaintCare has interacted with solid waste transfer stations, recycling facilities, and landfills – collectively referred to as solid waste management (SWM) facilities – through the Solid Waste Association of North America (SWANA), the North American Hazardous Materials Management Association (NAHMMA), and Recycle Colorado (formerly the Colorado Association for Recycling) events and networks. A fact sheet was developed at the start of the program and made available to SWM facilities to explain the PaintCare program and potential benefits to their facilities (current copy of the fact sheet is available in the appendix). These types of facilities participate as drop-offs sites to expand the services provided to their customers and help keep paint out of the waste stream.

PaintCare continued to work with Terra Firma Recycling in Trinidad, Clean Valley Recycling Center in Swink, Lake County Landfill, SustainAbility Hard-to-Recycle Centers in Arvada and Denver, Clear Creek County Transfer Station, and Timberline Recycling Center in Fort Collins as paint drop-off sites. Clean Valley

Recycling in Swink provides service in a very remote area of the state and is the only SWM facility to offer reuse in Colorado. Lake County Landfill began to collect paint only after joining the program, serving as an example for other SWM facilities that didn't previously collect paint.

PaintCare is continuing its efforts to add SWM facilities as drop-off sites and is especially interested in sites located in rural communities and other underserved areas that don't have many retail sites.

The names and addresses of participating SWM facilities are provided in the appendix.



PaintCare sign outside of reuse room at Clean Valley Recycling in Swink.

#### A4. Reuse Stores

PaintCare is aware of 23 material reuse stores in the state – 22 Habitat for Humanity (H4H) ReStores and one other. Along with participating as drop-off sites, reuse stores can operate paint reuse programs by donating or selling good quality leftover paint back to the local community to use. PaintCare provides compensation for reuse programs. See fact sheet about reimbursement for reuse activities in the appendix.

In 2018, Pikes Peak H4H ReStore in Colorado Springs joined the program to become a drop off site, the first H4H ReStore to join the program in Colorado. They now offer paint for reuse to the local community as well as

serve as an additional drop off site in an underserved area of the state. However, PaintCare has found in Colorado, as well as in other PaintCare states, that some reuse stores that sell remanufactured/recycled-content paint are often reluctant to become PaintCare reuse sites because it is easier to only sell recycled-content paint than to add postconsumer/partially full cans of paint to their shelves.

PaintCare is hopeful that the positive experience with the Pikes Peak H4H ReStore will spread to other H4H ReStores in the state and encourage them to join the program in other underserved areas.



PaintCare sign at Pikes Peak Habitat for Humanity Restore reuse shelf.

#### A5. PaintCare Events

PaintCare held two large paint drop-off events in Thornton and Commerce City, which are underserved parts of the Denver-Aurora Urbanized Area, due to the density requirement in the legislation. PaintCare accepted all program products (latex and oil-based), and the events were open to all households and qualifying businesses in the state. These large events also provided an excellent outreach opportunity; PaintCare staff at the events provided participants information about their nearby, year-round drop-off sites, answered questions, and explained the program in further detail face-to-face. The events drew nearly 2,000 participants combined.



In addition to the large events, PaintCare hosted five sets of rural paint drop-off events in unserved areas of the state (areas that don't have access to a site or event for at least 15 miles) for the second year. These 15 "sweep" events were organized by week (lasting three days), with routes in the northern, southern, southwestern, eastern, and western areas of the state. The events were held in areas which were further than 15 miles from a nearby drop-off site. Due in part to working with PaintCare to host these events, retailers in three cities joined the program during the year (Ridgway True Value and two Ace Quality Farm and Ranch stores in Wray and Akron). Four other retailers are in talks with PaintCare to become a drop-off site after participating in the rural events and learning more about the program. Participation in the rural events ranged from 12 to 87 participants per event.

The rural events also provide an excellent outreach opportunity; PaintCare staff at the events provided participants information about how local retailers could become year-round drop-off sites and explained the program in further detail face-to-face. PaintCare continues to identify unserved areas of the state and is planning more sweep events this year.

The addresses of PaintCare-hosted events are provided in the appendix.



Sign advertising rural event in Colorado City.



## A6. Other Paint Drop-Off Events

GreenSheen Paint, a latex paint recycler based in Englewood, held 29 latex-only drop-off events. Because GreenSheen Paint is not a hazardous waste hauler, they only accept latex paint at their events and do not accept oil-based paint. Their events were held in partnership with various organizations including homeowner associations, schools, and community organizations.

The addresses of the GreenSheen Paint events are provided in the appendix.

## A7. Large Volume Pick-Up Service

PaintCare's large volume pick-up (LVP) service provides a convenient service for painting contractors and others who have accumulated large volumes of paint. This minimum threshold amount to receive a pick-up is 200 gallons.

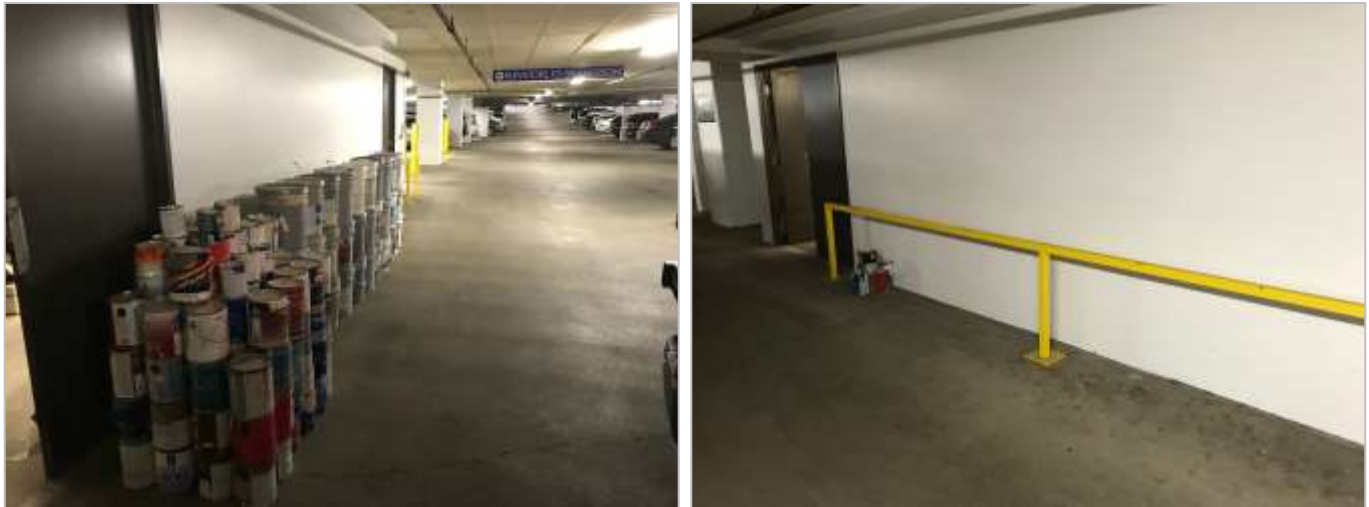
**LVP Sites.** Sites that receive a single or infrequent pick-up (usually fewer than three per year) are called large volume pick-up sites. LVP sites do not have a contract with PaintCare and do not keep PaintCare collection bins on site. Instead, PaintCare's haulers bring bins to the site on the scheduled pick-up date, the hauler and site staff fill the bins together, and the hauler takes the bins away the same day.

PaintCare arranged 113 large volume pick-ups from 96 locations (some were repeat users). The users of this service included painting contractors, construction companies, property management companies, hardware stores, public school districts, universities, a community center, a call center, a hospital, city maintenance facilities, a general contractor, a lumber yard, retail paint stores, and households.

Painting contractors, construction companies, and general contractors have paint leftover from old jobs or from changing specs. Painting contractors often store paint for future use or because it was previously expensive to dispose of. Hardware, lumber yards and retail paint stores have returned products or mis-tinted paint that is no longer able to be sold and needs to be disposed of. Property management companies, households, call centers, and colleges are left with excess or aging paint from previous tenants or from repainting their buildings. Hospitals, universities, community centers, and public schools are constantly repainting the facilities they manage, inside and out. Some municipal maintenance facilities and property management companies are left with paint that has been illegally dumped on their property and need to dispose of it.

**RLVP Sites.** Recurring large volume pick-up (RLVP) sites are those that receive pick-ups on an on-going basis. RLVP sites sign a contract with PaintCare to allow them to keep PaintCare collection bins on site. They are trained to sort and pack the paint into the bins as they accumulate it. PaintCare provided the recurring service to four organizations: a thrift store distribution center, Colorado State University Fort Collins, University of Northern Colorado, and the City of Fort Collins maintenance department.

The locations (city) and customers descriptions (business type or household) for LVP and RLVP sites are provided in the appendix.



Before and after a large volume pick-up at a property management company in Denver.

#### A8. Door-to-Door Programs

PaintCare contracted with Waste Management Curbside to cover downstream transportation and processing costs for paint collected through their door-to-door (D2D) household hazardous waste collection service for seven municipalities. Jefferson County's Rooney Road Recycling Center, a PaintCare drop-off site partner, also offers a D2D service to their residents; the volume is consolidated back at their HHW facility. These programs are not included when calculating the program's level of convenience. The names and service areas of D2D program partners are provided in the appendix.

#### A9. Latex Paint Recyclers

Three Colorado-based latex paint recyclers served as drop-off sites: GreenSheen Paint in Englewood, Old Western Paint in Denver, and Southern Colorado Services & Recycling in Pueblo. Two of these locations, GreenSheen Paint and Southern Colorado Services & Recycling offer households and businesses the opportunity to drop off up to 200 gallons of paint at a time and help to reduce PaintCare's transportation costs by collecting the paint where it is processed. Old Western Paint also operates as a drop off site but only accepts five gallons per customer and only processes some of the paint that they collect. More information on latex paint processing is included in subsection D of this section of the report. The addresses of the three latex paint recyclers are provided in the appendix.

### B. CONVENIENCE CRITERIA

Prior to the PaintCare program, Colorado had several HHW and VSQG programs in place. However, the level of service varied greatly across the state in terms of days/hours, eligibility, types of paint products accepted, availability to businesses, and costs. Some areas did not have any service.

As described in the Colorado program plan, to ensure adequate paint drop-off opportunities in Colorado, PaintCare used demographic and geographic information modeling to determine the number and distribution of drop-off sites based on the following criteria required by the Colorado Paint Stewardship Law:

**Distribution.** At least 90% of Colorado residents must have a permanent site within a 15-mile radius of their homes.

**Density.** An additional permanent site must be provided for every 30,000 residents of an Urbanized Area, as defined by the United States Census Bureau, and distributed in a manner that provides convenient and reasonably equitable access for residents within each Urbanized Area, unless the Executive Director of CDPHE approves otherwise.

**Unserved Populations.** For the portion of Colorado residents who will not have a permanent collection site within 15-miles of their homes, the program must provide a paint collection event at least once per year.

PaintCare, with the help of Dewberry, a professional services firm with expertise in geographic mapping and analysis, developed-ESRI based tools to conduct geographical information system (GIS) analysis in-house at PaintCare. These tools are used by PaintCare staff to determine the convenience level of the program, and to identify areas in need of additional coverage, throughout the year. Population is based on the US Census Bureau decennial (2010) Census Block level data. The results of the analysis are discussed here and shown in the tables that follow.

**Distribution Results.** The 169 year-round sites active at the end of the year provided 94.7% of Colorado's residents a drop-off site within 15 miles of their home – exceeding the distribution goal of 90%. Factoring in the supplemental sites, coverage increased to 97.5%.

**Density Results.** Analysis at the end of 2018 shows that two areas of the state are still in need of additional sites to meet the density goal in Urbanized Areas. One new site in Pueblo improved coverage and fulfilled the density requirement in that area. The remaining underserved areas are Denver-Aurora and Colorado Springs. Combined, they need an additional 30 sites to meet the goal. PaintCare will continue its efforts to recruit more sites in 2019; however, adding 30 sites in these two areas will be difficult as staff have already visited and tried to recruit the few remaining non-participating retail stores. In the meantime, PaintCare will continue to hold paint drop-off events to supplement services in these areas; if the target number of sites cannot be reached, it will be discussed with CDPHE and in future reports.

**Unserved and Underserved Populations Results.** To address the needs of unserved areas, PaintCare hosted 15 paint sweep events in rural parts of the state. To address the needs of underserved areas, PaintCare hosted two events in urban areas.

The following tables show the results of the distribution and density analysis for the program at the end of the year.

#### DISTRIBUTION ANALYSIS

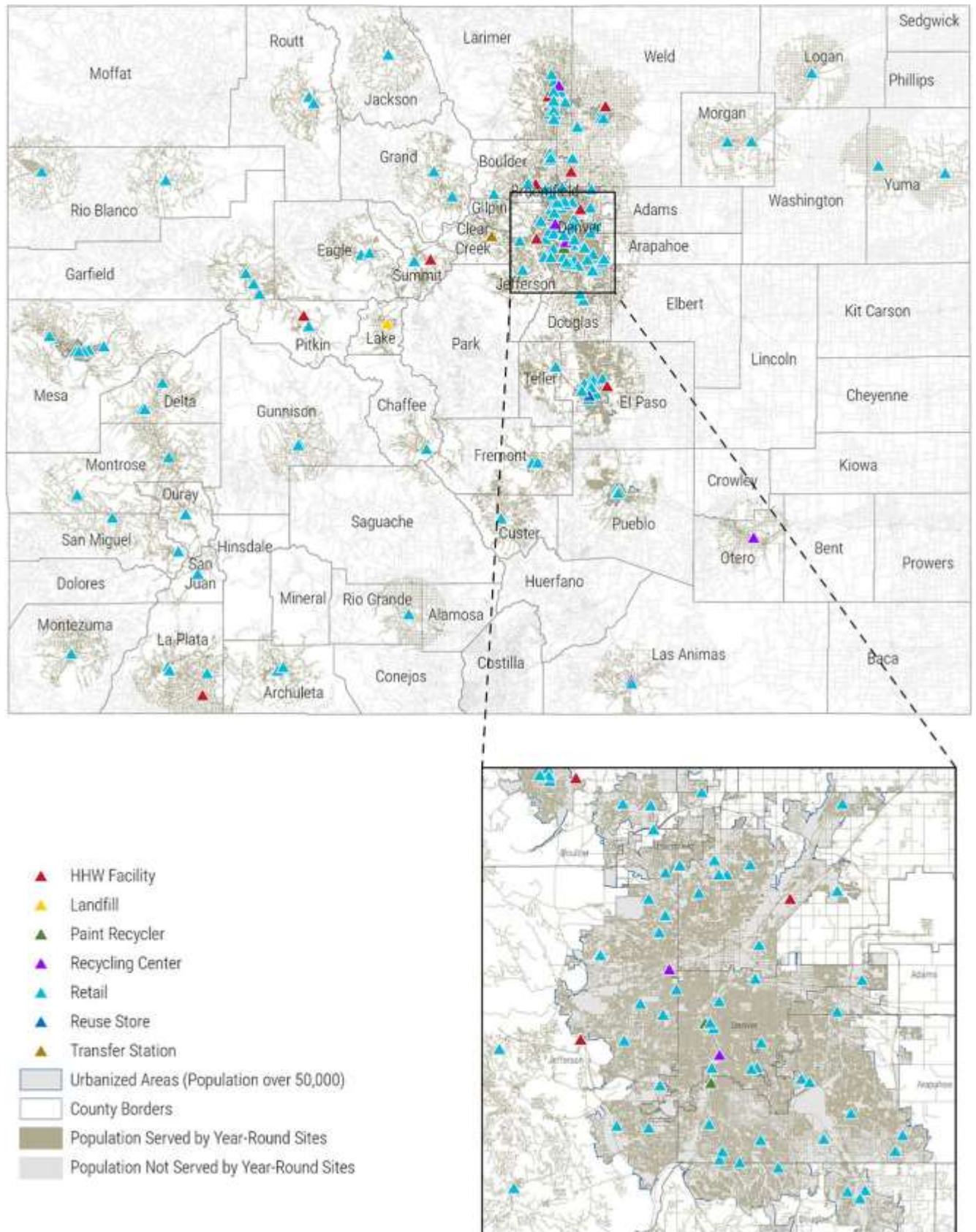
| SITE TYPE                   | NUMBER OF SITES | POPULATION SERVED | TOTAL POPULATION | PERCENT COVERED |
|-----------------------------|-----------------|-------------------|------------------|-----------------|
| Year-Round                  | 169             | 4,760,978         | 5,029,196        | 94.7%           |
| Year-Round and Supplemental | 246             | 4,902,024         | 5,029,196        | 97.5%           |

#### DENSITY ANALYSIS

| URBANIZED AREA            | POPULATION | REQUIRED YEAR-ROUND SITES (1/30K) | PARTICIPATING YEAR-ROUND SITES | ADDITIONAL SITES NEEDED |
|---------------------------|------------|-----------------------------------|--------------------------------|-------------------------|
| Boulder                   | 117,861    | 3                                 | 5                              | 0                       |
| Colorado Springs          | 568,088    | 18                                | 12                             | 6                       |
| Denver-Aurora             | 2,388,255  | 79                                | 55                             | 24                      |
| Fort Collins              | 271,752    | 9                                 | 12                             | 0                       |
| Grand Junction            | 130,897    | 4                                 | 6                              | 0                       |
| Greeley                   | 118,789    | 3                                 | 4                              | 0                       |
| Lafayette-Louisville-Erie | 80,991     | 2                                 | 3                              | 0                       |
| Longmont                  | 91,971     | 3                                 | 4                              | 0                       |
| Pueblo                    | 141,136    | 4                                 | 4                              | 0                       |

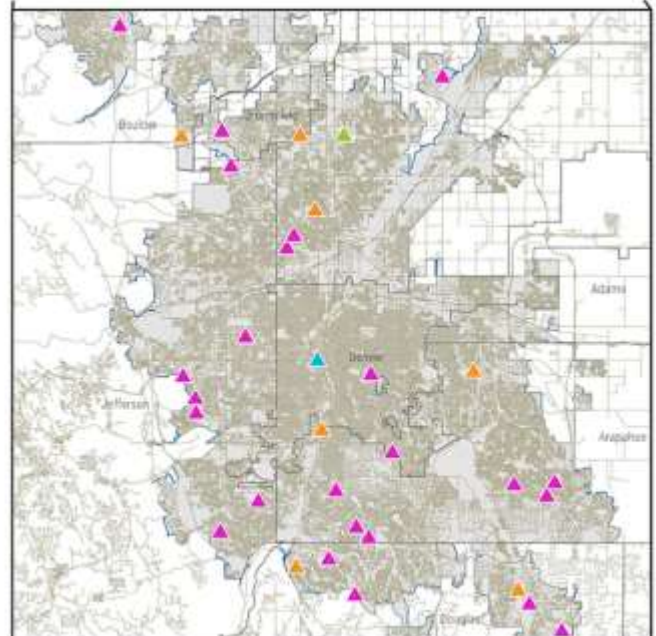
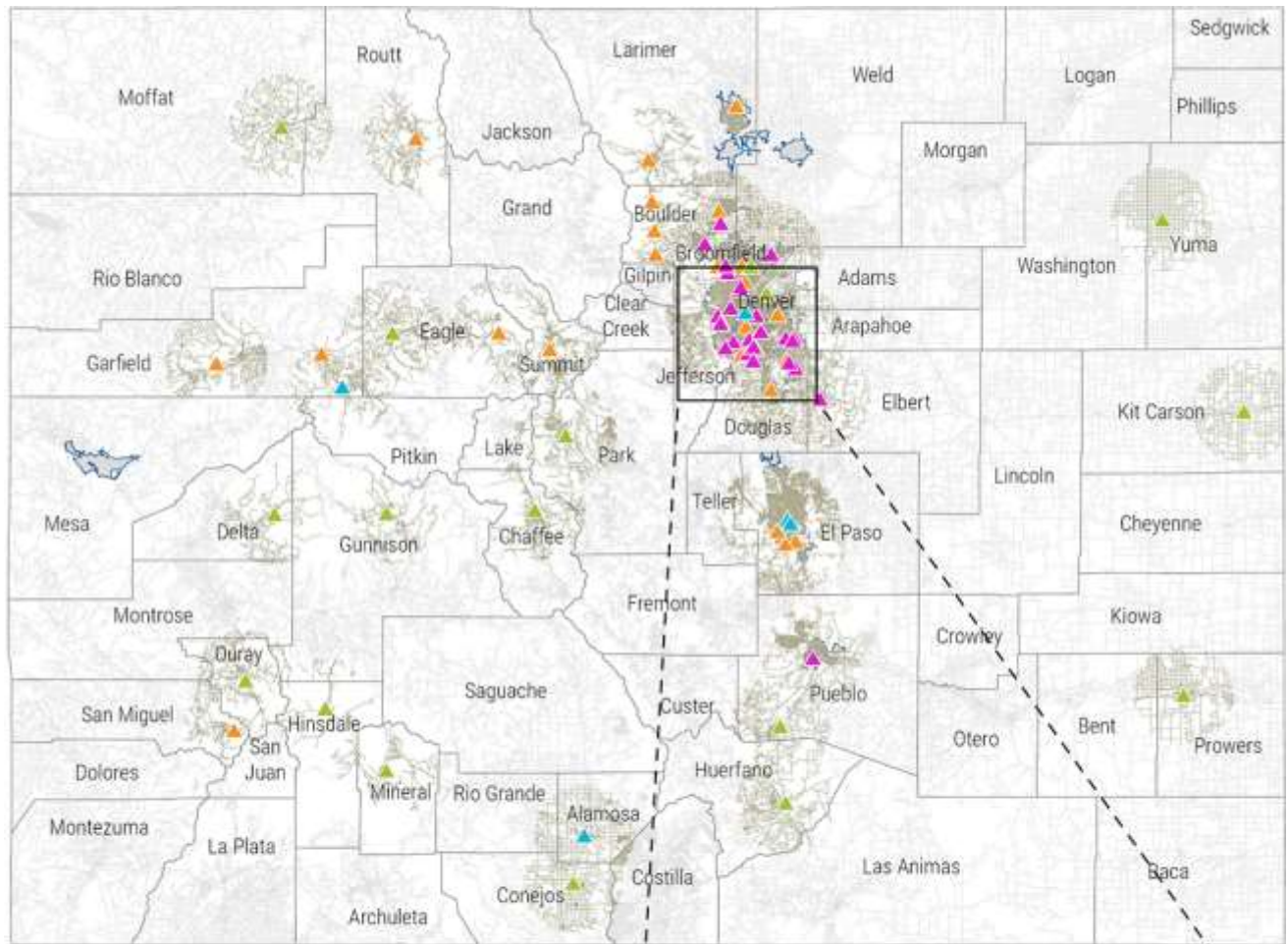
The first two of the following four maps show the locations of PaintCare's year-round and supplemental drop-off sites, respectively. The third map shows the year-round and supplemental drop-off sites combined. The fourth map shows the locations of the LVP and RLVP sites, though these sites were not included in any measure of convenience.

## YEAR-ROUND SITES



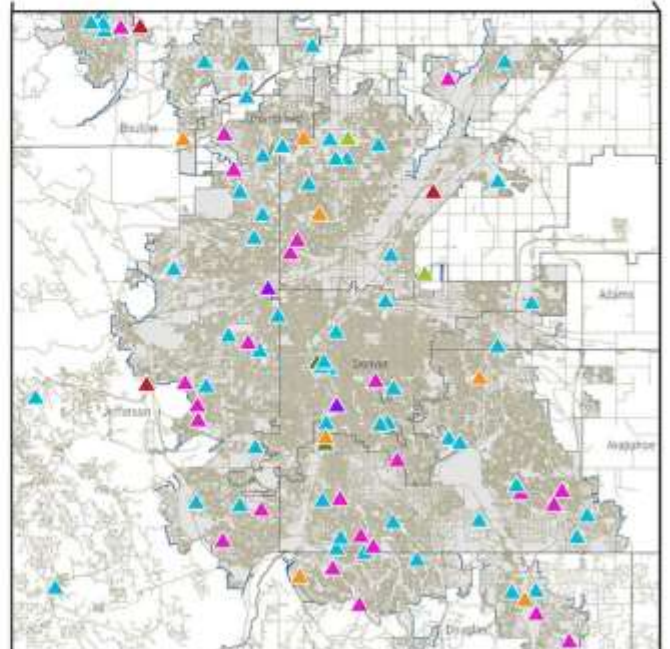
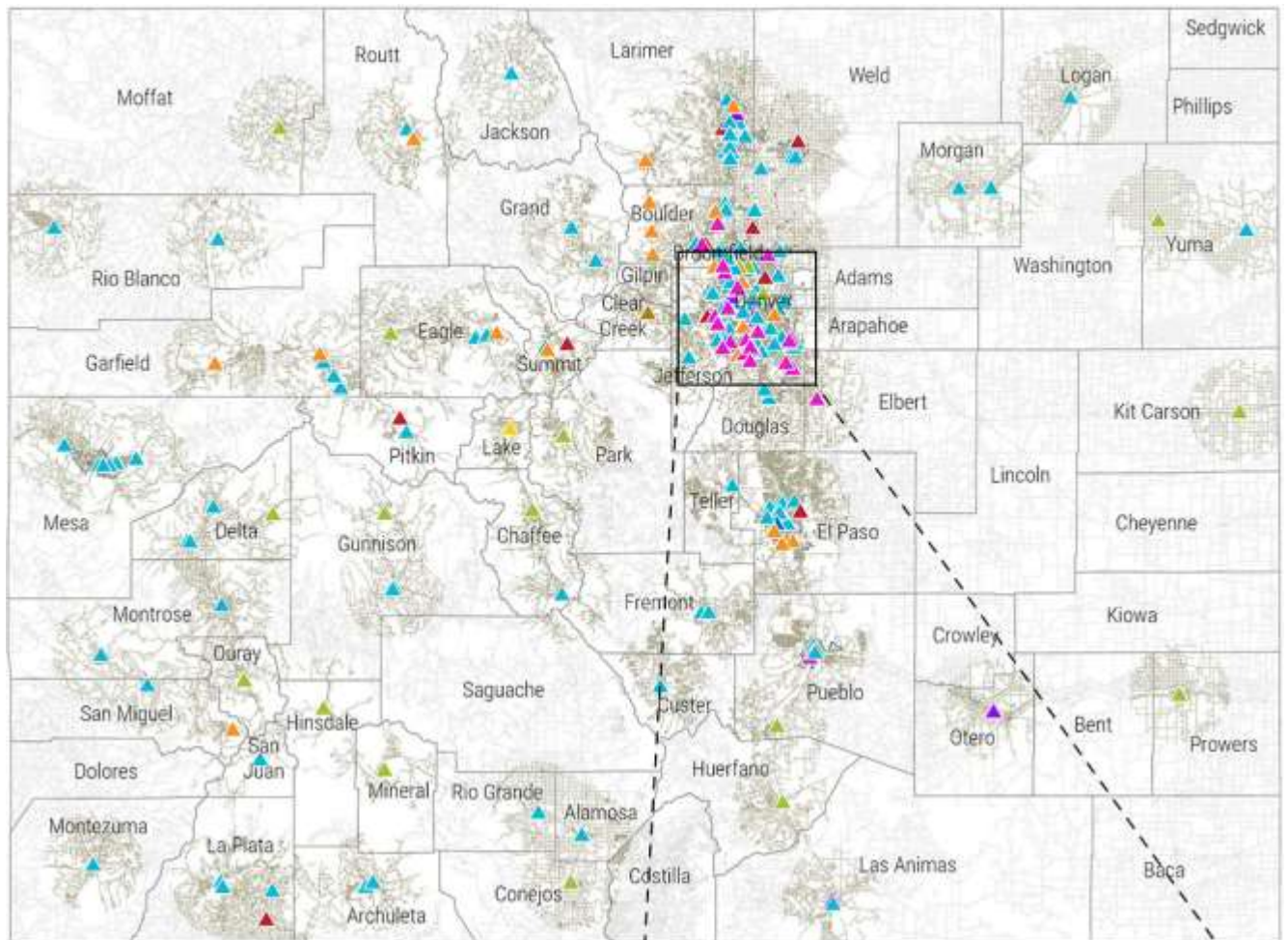


## SUPPLEMENTAL SITES

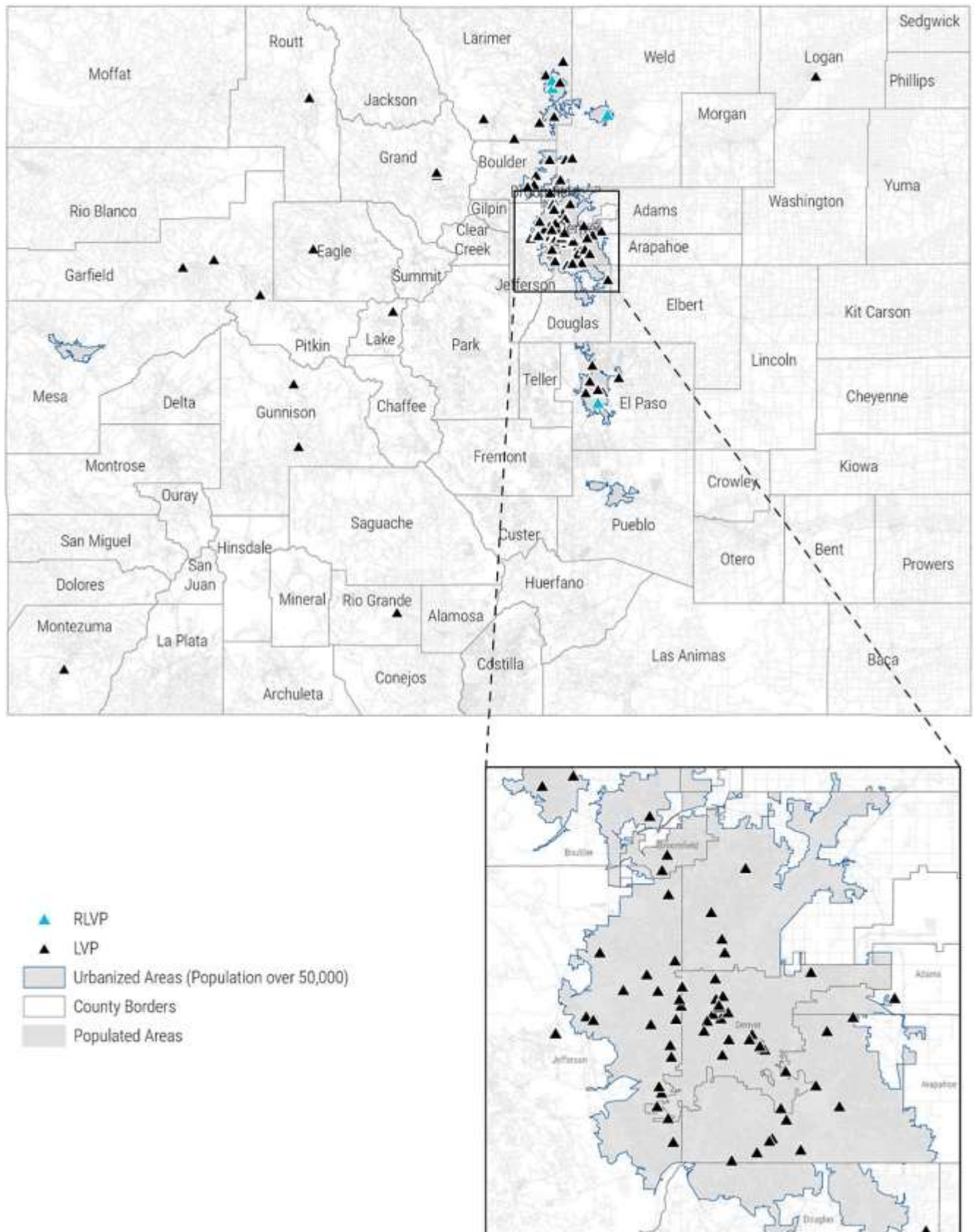




## YEAR-ROUND AND SUPPLEMENTAL SITES



## LARGE VOLUME PICK-UP SITES



## C. PAINT COLLECTION PROCEDURES

PaintCare entered into contracts with sponsors or operators of all paint drop-off sites and/or events. PaintCare contracts require all drop-off sites to meet requirements of local, state, and federal laws, regulations, and policies.

Staff at retailers, SWM facilities, latex recyclers, and RLVP sites received on-site, in-person training and a program procedures manual. HHW facilities received a visit and overview of program products, but the staff were well trained on handling paint products prior to PaintCare. The training and program manual covered the following topics:

- ◆ Identification of program and non-program products
- ◆ Acceptable containers
- ◆ Whom to accept paint from and how much
- ◆ Screening procedure for VSQGs and the required log form
- ◆ Proper storage
- ◆ Spill response procedures and reporting requirements
- ◆ Employee training
- ◆ How to schedule a pick-up
- ◆ Required paperwork and record retention schedules

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

Year-round drop-off and RLVP sites are visited by PaintCare staff on a regular basis to check on their operations and provide additional training and consumer outreach materials as needed. Staff visit supplemental sites as schedules allow and needs arise.

## D. PAINT TRANSPORTATION AND PROCESSING

### D1. Paint Transportation

PaintCare contracted with eight haulers for transportation services – Clean Harbors Environmental Services, Veolia Environmental Services, Stericycle Environmental Solutions, GreenSheen Paint, Southern Colorado Services & Recycling, Waste Management Curbside Inc., Waste Management of Colorado, and Gallegos Sanitation Inc. PaintCare requires that all haulers have the ability and knowledge to respond to incidents



involving hazardous materials, comply with all applicable U.S. Department of Transportation (DOT) and state transportation rules, and be issued the appropriate license. Four of the companies – Clean Harbors, Veolia, Stericycle and Waste Management Curbside – are registered hazardous waste haulers, and they were contracted to provide transportation services from sites that received oil-based paint. A description of each hauler and their operations follows:

**Clean Harbors** transported paint from retail sites, LVP and RLVP sites, HHW events and facilities, SWM facilities, and PaintCare events, and the oil-based paint collected at the three latex paint recyclers to their hub in Denver for further screening, separation and/or consolidation. Latex paint was then transported to GreenSheen Paint for processing. Oil-based paint was transported to Clean Harbors in Kimball, NE for processing.

**Veolia** transported paint from retail sites, LVP and RLVP sites, HHW facilities and events, and from PaintCare events to their facility in Henderson, CO for further screening, separation and/or consolidation. Latex paint was then transported to GreenSheen Paint for processing. Oil-based paint was transported to Rineco Chemical Industries in Haskell, AR for processing.

**Stericycle** transported paint from several PaintCare events to their hub in Englewood. Latex paint was then transported to GreenSheen Paint for processing. Oil-based paint was transported to their facility in Kansas City, MO where the paint was separated from the cans. The paint was then shipped to Rineco Chemical Industries in Haskell, AR for processing.

**GreenSheen Paint** transported latex paint from their latex-only events, HHW events and facilities, SWM facilities, and from LVP sites to their facility in Englewood, CO for processing.

**Southern Colorado Services & Recycling** transported latex paint from several HHW events and one HHW facility to their facility in Pueblo, CO for processing.

**Waste Management Curbside** transported paint from one HHW event and their door-to-door program customers to their facility in Denver for screening, separation and processing. Unusable latex paint was transported to Conservation Services, Inc in Bennett, CO for solidification and disposal. Oil-based paint was transported to Veolia in Henderson, CO and then to Rineco in Haskell, AR for processing.

**Waste Management of Colorado** transported latex paint determined to be unsuitable for reuse from Larimer County and latex paint determined to be unsuitable for reuse or recycling from Boulder County to their facility, Conservation Services, Inc. in Bennett, CO for solidification and disposal. Note: Waste Management of Colorado discontinued this service with Larimer County in June and Boulder County in August.

**Gallegos Sanitation Inc.** transported latex paint unsuitable for reuse and recycling from Weld County to the Tower Road Landfill in Commerce City, CO for solidification and disposal.

## D2. Latex Paint Processing

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

The program's education and outreach messages encourage the timely return of unwanted postconsumer paint in an effort to reduce the age and improve the condition of the paint for end-of-life management. However, the method of storage and the timing of the decision to bring leftover paint to a drop-off site are determined by the consumer.

PaintCare managed latex paint under the following waste management hierarchy:

**Reuse.** Reuse programs generally screen for paint containers that are 50% or more full and in good condition and give them away free or sell them to the local community. Clean Valley Recycling and the Counties of Boulder, El Paso, Larimer, Jefferson, and Weld reported reuse of latex paint.

**Recycled Paint.** Latex paint was used to make recycled-content paint by HHW programs (also referred to as "reprocessed" in this report) and private paint recyclers. El Paso County and Pitkin County reprocessed paint on-site. As described previously, GreenSheen Paint received and processed paint from PaintCare haulers. In addition, GreenSheen, Old Western Paint, and Southern Colorado Services & Recycling all processed paint received directly at their facilities from the public. Recycled-content paint was given away to the local community by HHW programs, sold in domestic markets by each of the four private recyclers and sold in international markets by one of the private recyclers.

**Disposal.** Dry and unusable latex paint sorted out by the haulers and processors, and latex paint determined to be unsuitable for reuse or recycling by Boulder, Larimer and Weld County was sent to landfill.

## D3. Oil-Based Paint Processing

PaintCare managed oil-based paint under the following waste management hierarchy:

**Reuse.** As stated above, reuse programs generally screen for paint containers that are 50% or more full and in good condition and give them away free or sell them to the local community. Clean Valley Recycling and the Counties of Boulder, El Paso, Larimer, Jefferson, and Weld reported reuse of oil-based paint.

**Energy Recovery.** Rineco Chemical Industries used the oil-based paint as part of their manufactured waste-derived fuels which is used as a secondary fuel source by cement kilns.

**Incineration.** Clean Harbors transported oil-based paint to their own facility in Kimball, NE where it served as a fuel in the incineration process.

## Section 2. Paint Collection Volume and Disposition Methods

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### Annual Report Statutory Citation

*Colorado Revised Statute, Title 25. Article 17. Part 4. Architectural Paint Stewardship Program*

*Section 25-17-405 (3)(a) On or after March 31 of the second year of a paint stewardship program's implementation, and annually thereafter, one or more participating producers, or a stewardship organization contracted by one or more producers, shall submit a report to the executive director describing the progress of the paint stewardship program. The paint stewardship program report must include the following information from the preceding calendar year:*

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

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

### A. PAINT SALES

Paint sales were 14,038,582 gallons.

### B. PAINT COLLECTION AND MANAGEMENT

#### B1. Collection Volume and Recovery Rate

The program collected an estimated 712,202 gallons and processed 654,476 gallons of paint in 2018. Gallons collected are estimated by PaintCare and are derived from the total units reported in pounds or cubic yards. Each service provider reports gallons of paint processed to PaintCare after processing takes place. For the volume managed by reuse, the gallons collected always equals the gallons reused. For the volume managed and reported by the haulers, a variance may exist between gallons collected and gallons processed since there is a lag in time between collection and processing. The lag is created because haulers build full truckloads at their facilities before transporting the paint to processors. In addition, once the paint is received by a processor, it may stay in inventory until it can be processed. The variance in gallons collected and gallons processed depends on the length of time it takes the containers of paint to move through the transportation and processing operations.

PaintCare uses processed volume to calculate recovery rates (gallons of paint processed divided by gallons of paint sold in the same time period). Using the volume of paint processed results in a 4.7% recovery rate using sales from the same time-period (14,038,582 gallons).



Processed volume decreased 4.7% over 2017 for two main reasons: (1) the main latex paint processor's yield (gallons of paint processed per total pounds processed) was 5% lower in 2018 than in 2017; this is equivalent to 21,000 gallons less than if the yield in 2018 had been the same as in 2017, and (2) one of the haulers had an inventory of about 40,000 gallons more of unprocessed paint at the end of 2018 than at the end of 2017. Had these not occurred, the recovery rate would have been higher in 2018 than in 2017.

Although processed volume decreased in 2018 compared to 2017, collection volume increased due to the addition of more drop-off sites and increased public awareness. Collection volume has increased, year over year, each year of the program. PaintCare still anticipates collection and processed volumes will increase for the next few years until the program matures to an anticipated 7% recovery rate.

#### GALLONS SOLD, COLLECTED, AND PROCESSED

|                   | 2015      | 2016       | 2017       | 2018       |
|-------------------|-----------|------------|------------|------------|
| Gallons Sold      | 6,799,639 | 13,343,179 | 13,877,576 | 14,038,582 |
| Gallons Collected | 289,156   | 676,387    | 697,269    | 712,202    |
| Gallons Processed | 225,141   | 693,771    | 686,844    | 654,476    |
| Recovery Rate     | 3.3%      | 5.2%       | 4.9%       | 4.7%       |

#### B2. Latex vs. Oil-Based Paint

Of the 654,476 gallons of paint processed, 73% (478,896 gallons) was latex paint and 27% (175,580 gallons) was oil-based paint.

### B3. Paint Management Methods

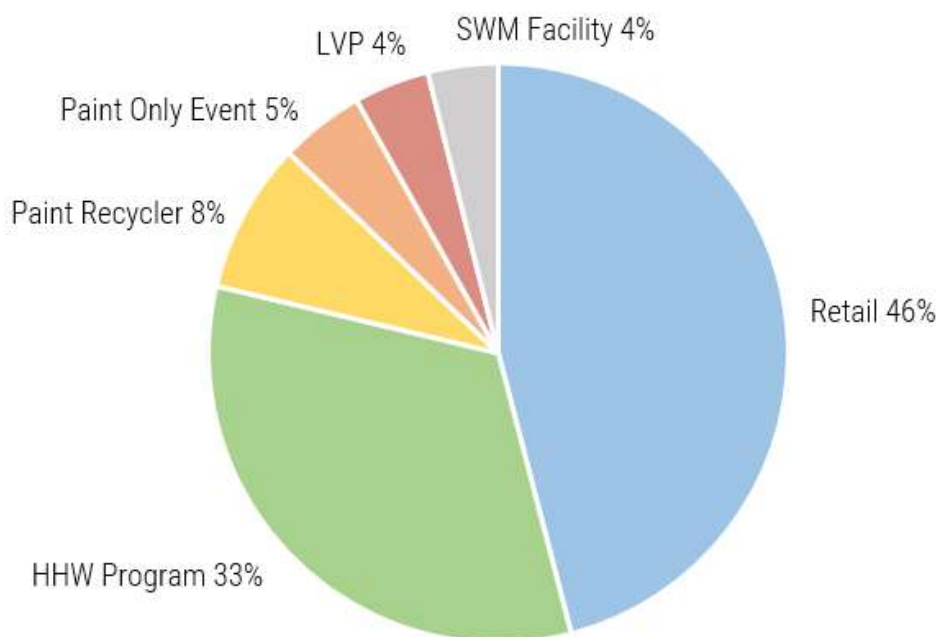
The following tables show the paint management methods and volumes processed since the start of the program.

#### SUMMARY OF PAINT MANAGEMENT

|                                  | 2015    |     | 2016    |     | 2017    |     | 2018    |     |
|----------------------------------|---------|-----|---------|-----|---------|-----|---------|-----|
| LATEX PAINT DISPOSITION          | GALLONS | %   | GALLONS | %   | GALLONS | %   | GALLONS | %   |
| Reuse                            | 14,868  | 7   | 31,565  | 6   | 26,379  | 5   | 26,663  | 6   |
| Recycled Paint                   | 133,564 | 66  | 353,768 | 67  | 386,502 | 76  | 357,410 | 74  |
| Decorative Ground Cover          | -       | -   | -       | -   | 369     | 0.1 | -       | -   |
| Alternative Daily Landfill Cover | -       | -   | 28,162  | 6   | 11,548  | 2   | -       | -   |
| Disposal                         | 54,182  | 27  | 112,009 | 21  | 84,318  | 17  | 94,823  | 20  |
| Total                            | 202,614 | 100 | 525,504 | 100 | 509,116 | 100 | 478,896 | 100 |
| OIL-BASED PAINT DISPOSITION      |         |     |         |     |         |     |         |     |
| Reuse                            | 3,503   | 16  | 7,849   | 5   | 6,557   | 4   | 6,574   | 4   |
| Energy Recovery                  | 9,840   | 44  | 36,399  | 21  | 41,399  | 23  | 63,089  | 36  |
| Incineration                     | 9,184   | 40  | 124,019 | 74  | 129,772 | 73  | 105,917 | 60  |
| Total                            | 22,527  | 100 | 168,267 | 100 | 177,728 | 100 | 175,580 | 100 |
| Grand Total                      | 225,141 |     | 693,771 |     | 686,844 |     | 654,476 |     |

#### B4. Collection by Site Type

The following pie chart shows the breakdown of collection volume by site type.



#### B5. Methodology for Determining Volumes

For haulers and processors, one of two methods were applied to determine processed volume: (1) paint was processed and the resulting volume was recorded or (2) the volume of paint processed was derived from the gross pounds by subtracting an estimated weight for the collection bin and can weight (based on past sampling) from the actual gross weight of the collection bin then converting this net weight (paint weight) to gallons by dividing by a measurement of paint density.

For HHW programs that reprocessed latex paint, data provided to PaintCare was the volume of paint reprocessed and given out to the public. If the paint was not given away during the year, even if it was reprocessed during the year, it was not counted in this report.

For reuse programs, the volume of paint is reported to PaintCare two ways: (1) If the program reports by estimating gallons, no conversion is needed. (2) if the program reports by counting containers by size, then containers are assumed to be at least 50% full -- with an average of 75% full. the volume of paint is calculated to be 75% of the total container size.

### C. CONTAINER RECYCLING

Metal and plastic paint containers are repurposed and recycled whenever possible. The program recycled an estimated 326 tons of paint containers during the year, bringing the total tons recycled since the start of the program to 850 tons.

## Section 3. Independent Audit and Financial Summary

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### Annual Report Statutory Citation

*Colorado Revised Statute, Title 25. Article 17. Part 4. Architectural Paint Stewardship Program*

*Section 25-17-405 (3)(a) On or after March 31 of the second year of a paint stewardship program's implementation, and annually thereafter, one or more participating producers, or a stewardship organization contracted by one or more producers, shall submit a report to the executive director describing the progress of the paint stewardship program. The paint stewardship program report must include the following information from the preceding calendar year:*

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

### A. INDEPENDENT FINANCIAL AUDIT

An independent financial audit of the national PaintCare program was conducted by Rogers & Company PLLC. This independent CPA firm conducted the audit in accordance with auditing standards generally accepted in the United States. Those standards require that the firm plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. The audit process includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. The audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. In Rogers & Company's opinion, the financial statements of PaintCare present fairly, in all material respects, the financial position as of December 31, 2018, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States. Please see the appendix for the independent financial audit of the PaintCare program.

### B. FINANCIAL SUMMARY AND DISCUSSION

#### B1. Expense Categories

Revenue in all PaintCare programs is derived from fees on new paint sales. Expense categories for the Colorado program are discussed below.

**Paint Processing.** Paint processing costs are the largest budget item in all PaintCare programs. In Colorado, paint processing was invoiced per gallon for reprocessing, per gallon or per container for reuse, and per gross pound for all other disposition methods, excluding the roll-off bins which were invoiced either by yard or by the 20-yard bin.

**Paint Transportation.** Paint transportation costs are another significant cost in all PaintCare programs. In Colorado, paint transportation was invoiced per cubic yard box, 55-gallon drum, roll-off or per load.

**Collection Support.** Collection support expenses included paint collection bins (single use and reusable), spill kits, training materials, infrastructure support to help sites comply with storage requirements, and miscellaneous supplies for drop-off sites operations.

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

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

**State Administrative Fees.** PaintCare pays state administrative fees in the amount to \$120,000 annually to the Colorado Department of Public Health and Environment.

**Corporate Activity.** Corporate activity costs are those that are shared across all nine PaintCare programs and allocated relative to the population of the program. In 2018, the Colorado Program's allocation was 8.6% of the total cost of corporate activity. These costs include but are not limited to corporate staffing, insurance, maintenance of data management systems, auditing fees, software licenses, legal fees, occupancy, and general communications.

## B2. Financial Summary

The following table shows program revenue and expenses for each year since the start of the program. A discussion of differences between 2017 and 2018 follows the table.



## PROGRAM ACTIVITIES

|  | 2015<br>(JUL-DEC) | 2016         | 2017         | 2018         |
|--|-------------------|--------------|--------------|--------------|
| <strong>REVENUE</strong>                       |                   |              |              |              |
| Larger than half pint to smaller than 1 gallon | \$ 324,136        | \$ 647,751   | \$ 626,642   | \$ 605,131   |
| 1 gallon                                       | 1,833,422         | 3,506,838    | 3,509,331    | 3,433,914    |
| Larger than 1 gallon up to 5 gallons           | 1,318,541         | 2,623,920    | 2,799,277    | 2,887,657    |
| Total revenue                                  | 3,476,099         | 6,778,509    | 6,935,250    | 6,926,702    |
| <strong>EXPENSES</strong>                      |                   |              |              |              |
| Paint processing                               | 1,213,416         | 2,849,217    | 2,964,721    | 3,167,860    |
| Paint transportation                           | 302,085           | 666,803      | 720,863      | 717,570      |
| Collection supplies and support                | 321,361           | 498,368      | 461,817      | 503,530      |
| Communications                                 | 171,952           | 644,074      | 592,779      | 636,823      |
| Personnel, professional fees, and other        | 73,337            | 173,154      | 210,574      | 279,296      |
| State administrative fees                      | -                 | 240,000      | 120,000      | 120,000      |
| Allocation of corporate activity               | 184,823           | 351,687      | 348,486      | 371,644      |
| Total expenses                                 | 2,266,974         | 5,423,303    | 5,419,240    | 5,796,723    |
| Allocation of investment activity              | 17,964            | 32,066       | 194,159      | (67,151)     |
| Change in net assets (revenue less expenses)   | 1,227,089         | 1,387,272    | 1,710,169    | 1,062,828    |
| Net assets, beginning of year                  | (499,664)         | 727,425      | 2,114,697    | 3,824,866    |
| Net assets, end of year                        | \$ 727,425        | \$ 2,114,697 | \$ 3,824,866 | \$ 4,887,694 |

- ◆ Paint processing costs were higher in 2018 due to a shift from roll-offs to cubic yard boxes at two HHW sites, the continued rural paint sweeps and larger PaintCare events which are more expensive per gallon compared to retail and HHW sites, and an increase in LVPs.
- ◆ Collection supplies and support costs were higher due to increased collection volumes at existing sites, an increase in supplying site infrastructure improvements to comply with storage requirements of

program, and the shift from roll-off containers to cubic yard boxes at two HHW sites (the use of roll-off containers did not include a separate collection supply costs but collection supply costs are always incurred when cubic yard boxes are used).

- ◆ Personnel, professional fees and other increased due to salary and benefits of the full-time program coordinator, who was added during the second half of 2017, and travel costs of the staff support who helped with the one-day paint collection events.

## C. INVESTMENT ACTIVITY

PaintCare invests a portion of its reserves (from most PaintCare programs) in a financial portfolio. Investments for all programs are maintained in a single portfolio. Claim of ownership in the investment portfolio is shared by all participating programs and allocated among them based on relative net asset balances. Programs that have positive net asset balances have a claim on the assets invested in the portfolio; programs with negative net asset balances carry a liability representing an amount due to the portfolio.

## D. RESERVES

Reserves represent the accumulated surplus or net assets (cash and investments) of the program. Reserves are needed to sustain the program in times of either higher than expected paint collection (higher expenses), lower than expected paint sales (lower revenue), or a combination of the two.

PaintCare's Reserves Policy establishes a target reserve as a percentage of annual expenses. It also sets a range with minimum and maximum thresholds. If the reserves fall below the minimum threshold or rise beyond the maximum threshold, an evaluation of the program's expenses and revenue will be performed to determine if changes are needed in operations, outreach, and/or the fee structure to bring the reserve balance within range.

Previously, PaintCare's Board of Directors established a target reserve of 50% of annual expenses with a minimum threshold of 16% (i.e., two months) of expenses and a maximum of 75% (i.e., nine months). In April 2018, the Board increased the target to 100% of annual expenses, the minimum threshold was changed to 75% (i.e., nine months) of expenses, and the maximum was changed to 125% (i.e., 15 months).

This decision was made after an examination of how reserve levels have fluctuated for existing programs, particularly those with sustained growth and costs. The analysis showed that if a fee reduction were to be implemented when a 50% reserve level is reached, programs would likely need to reverse course and implement a fee increase within a few years. Therefore, a higher reserve level provides better stability for the programs and for those affected by a fee change. A larger reserve also mitigates the risk of an extensive timeframe for receiving approval of fee changes. Finally, a larger reserve provides better financial security for individual state programs as they move from utilizing an organization-wide bank account to individual limited liability companies with separate bank accounts whereby borrowing of funds during times of deficit may be

costlier (in the form of a loan). PaintCare has also confirmed that a 12-month reserve target is not uncommon for non-profit organizations, including other stewardship organizations.

At the end of 2018, the Colorado program had built a surplus of \$4,887,694 or 84% of annual expenses.

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

PaintCare fees, placed on the sale of paint in Colorado are based on container sizes as follows:

### PAINTCARE FEE

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

The program's funding mechanism, including the fee structure and system to receive sales reports and payments from manufacturers, performed well in during the year. No adjustment to the fee structure or payment system is necessary at this this.

## F. FIVE-YEAR PROJECTIONS

The volume of paint collected in Colorado has increased each year since the program started. Based on this trend the annual increases experienced in PaintCare's other longer running programs, PaintCare projects that paint collection volumes in Colorado will continue to increase each year for the next five years. The five-year projection of the changes in revenue, expenses, and reserve is shown in the table on the next page and is based on the following assumptions:

- ◆ 2019 – Revenue from paint sales is projected based on previous 12 months of actual revenue. No estimate is being made for investment gains or losses. Expenses will increase due to a one-time \$100K paint recycling R&D grant, the addition of 10 new year-round paint drop-off sites in 2019, and an increase in the volume of paint collected at existing sites.
- ◆ 2020 and beyond – Revenue from paint sales is held constant and no estimate is being made for investments gains or losses. Paint collection, transportation, and processing (CTP) costs, which account for approximately 75% of program costs, will continue rising by 3% each year as paint collection volumes continue to increase. The program will add five new retail sites each year from 2020 to 2023. CTP costs for the paint collected at each retail site are \$15k per year on average. Salaries and

overhead will also increase 3% each year. Communications and state administrative fees will remain constant.

The conservative estimate of a 3% rise in costs shows program reserves slowly decreasing over time, while more aggressive projections would include adding more than the expected 20 drop off sites through 2023, adding two more HHW programs, much higher collection volumes at existing sites (>3%), and higher CTP costs, accelerating the decrease in reserve.

#### FIVE-YEAR PROJECTION

|                                | 2018<br>(ACTUAL) | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------------------------|------------------|-----------|-----------|-----------|-----------|-----------|
| Revenue                        | 6,926,702        | 6,826,557 | 6,875,000 | 6,875,000 | 6,875,000 | 6,875,000 |
| Expenses                       | 5,796,723        | 6,454,061 | 6,429,200 | 6,669,450 | 6,918,800 | 7,174,800 |
| Investment Activity Allocation | (67,151)         | -         | -         | -         | -         | -         |
| Change in net assets           | 1,062,828        | 372,496   | 445,800   | 205,550   | (43,800)  | (299,800) |
| Net assets, beginning of year  | 3,824,866        | 4,887,694 | 5,260,190 | 5,705,990 | 5,911,540 | 5,867,740 |
| Net assets, end of year        | 4,887,694        | 5,260,190 | 5,705,990 | 5,911,540 | 5,867,740 | 5,567,940 |
| Reserve percentage             | 84%              | 82%       | 89%       | 89%       | 85%       | 78%       |

## Section 4. Outreach

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### Annual Report Statutory Citation

*Colorado Revised Statute, Title 25. Article 17. Part 4. Architectural Paint Stewardship Program*

*Section 25-17-405 (3)(a) On or after March 31 of the second year of a paint stewardship program's implementation, and annually thereafter, one or more participating producers, or a stewardship organization contracted by one or more producers, shall submit a report to the executive director describing the progress of the paint stewardship program. The paint stewardship program report must include the following information from the preceding calendar year:*

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

### A. OUTREACH ACTIVITIES

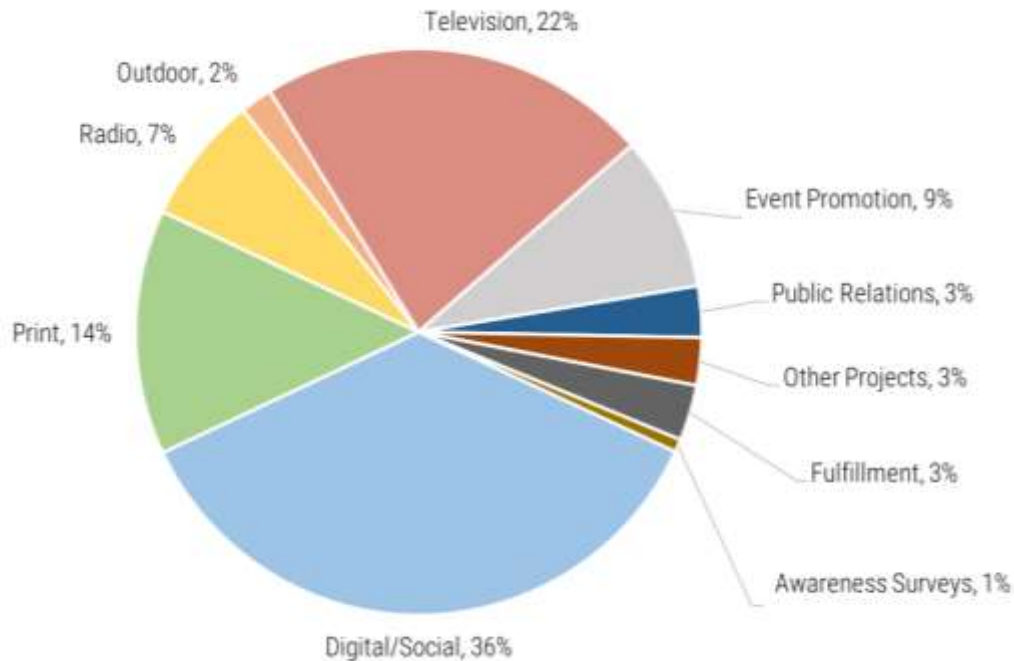
#### A1. Introduction

PaintCare's program plan for the Colorado program includes a variety of outreach activities targeted to retailers, painting contractors, municipal agencies, and the general public through direct contact and advertising. Initial outreach prior to the start of the program and in the first year focused on recruiting of drop-off sites. Subsequently and during this year, ramped up outreach efforts focused on encouraging the public to recycle their unwanted paint and included messages related to source reduction and reuse.

Outreach in Colorado this year was conducted using a variety of media categories: print (newspapers), television, outdoor (e.g., billboards), radio, fulfillment (distribution of brochures and other print-based materials), digital, social media, event promotion, and public relations. The main call-to-action of outreach materials was driving the public to PaintCare's website to find a drop-off site using PaintCare's site locator search tool.

The relative amounts of spending dedicated to outreach activities are summarized in the following pie chart:





### A2. Press & Blog Coverage

PaintCare, through its marketing firm, issued a number of press releases to local newspapers when new sites joined the program and were interested in press coverage. Press releases were also sent to websites and blogs, targeting sites featuring local news and home care tips. Press releases and other efforts to contact the media led to 17 stories mentioning PaintCare in the following outlets:

| DATE | MEDIA OUTLET                   | DATE  | MEDIA OUTLET                          |
|------|--------------------------------|-------|---------------------------------------|
| 3/29 | Colorado Community Media News  | 8/20  | Chaffee County Times                  |
| 4/12 | Northglenn-Thornton Sentinel   | 9/7   | Homespun Staging & Design Blog        |
| 4/19 | The Westminster Window         | 9/20  | Highlands Ranch Herald                |
| 4/19 | Pagosa Daily Post              | 10/15 | Commerce City Sentinel Express        |
| 4/28 | Commerce City Sentinel Express | 10/16 | Brianna Deegan Designs Blog           |
| 6/18 | Valley Courier                 | 11/13 | The Holyoke Enterprise                |
| 6/21 | Pueblo Chieftan                | 11/30 | Pagosa Daily Post                     |
| 6/24 | The Denver Housewife Blog      | 11/30 | La Voz (bilingual, English & Spanish) |
| 7/31 | Westword                       |       |                                       |

### A3. Print Materials for Consumers

PaintCare fulfilled 95 requests for materials, and even more materials were delivered to drop-off sites by the Colorado PaintCare staff, who delivered materials in person during site visits. PaintCare distributed a total of

53,073 brochures, mini cards, and fact sheets during the year. Of these 36,720 were part of an annual statewide mailing in December to retailers along with a cover letter to remind them that retailers are required by the Colorado paint stewardship law to provide point-of-sale materials to consumers.

PaintCare also provides a counter mat to retailers to use in the paint department to reference when customers had questions. The counter mat was popular with retailers and more likely than the poster to be seen by customers while they wait for their paint to be mixed. The materials shown below are included in the appendix and available on PaintCare's website.



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

#### A4. Fact Sheets for Stakeholders

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 these fact sheets are found on PaintCare's website:

- ◆ Large Volume Pickup Service
- ◆ How Does the Colorado 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 Transfer Stations, Recycling Facilities and Landfills
- ◆ Reuse Programs – Compensation and Reporting
- ◆ Information about Partnering for Rural Events

#### A5. Website

Nearly all PaintCare advertising and outreach efforts direct the public to PaintCare's website for more information and to find a local PaintCare site. The most frequently visited part of the website is the PaintCare

site locator tool on the page titled Drop-Off Locations. PaintCare's website and site locator are updated throughout the year.

The website is easy to navigate and features topics on buying the right amount of paint, storage and reuse tips, and recycling. It has special pages for manufacturers and a general section for retailers, explains what products are covered by the program, and has a Colorado page with tabs for different audiences (Everyone, Contractors, Retailers, Waste Facilities, and Official Docs).

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 in Colorado and around the country where the public can get recycled-content paint at [www.paintcare.org/wp-content/uploads/docs/xx-recycled-paint-stores.pdf](http://www.paintcare.org/wp-content/uploads/docs/xx-recycled-paint-stores.pdf).

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



Storage Tips Videos: *Poke Holes in the Rim, Create a Tape Spout, Use a Mallet to Close (not a hammer)*

A chart showing monthly website traffic follows:



2018 Monthly Web Traffic on Colorado Web Page

## A6. Translations

PaintCare translates program brochures and fact sheets into languages of known ethnic groups, especially those involved in the painting business, and upon requests from paint retailers or other stakeholders. Program brochure translations available in all PaintCare states include Spanish, as well as Amharic, Arabic, Armenian, Chinese, Farsi, French, Hmong, Khmer, Korean, Lao, Polish, Portuguese, Russian, Somali, Thai, Turkish, and Vietnamese. Other languages can be made available upon request.

Two widely-used fact sheets are also available in translation in all PaintCare states. The fact sheet for the LVP service is available in Spanish. The fact sheet for painting contractors is available in English and Spanish.

In 2018, PaintCare added a Spanish translation button to all of its webpages, making the site fully bilingual and made live Spanish language interpretation on PaintCare's telephone hotline.

## A7. Print Advertising

**Red Plum and Newspapers.** Red Plum is the name of a direct mail circular made up of advertisements and coupons that can be targeted to addresses based on groups of zip codes. PaintCare used a combination of Red Plum circulars and newspaper ads to advertise drop-off sites in print. Examples of print ads are shown below. PaintCare began to run a full set of print advertisements throughout the state at the end of March. PaintCare identified either a Red Plum edition or a local newspaper in all areas of the state where there were PaintCare drop-off sites.

All drop-off sites were asked if they wished to be listed in the advertisements. Those that wished to be listed were included in the advertisements (with the site's name, address, and phone number). In those cases where no sites wished to be listed, a general advertisement was run in the area to promote the program, and it referred readers to PaintCare's website to find a drop-off location.

**PAINT RECYCLING MADE *easy*** 

**It's Free!**

**Do you know where to recycle or dispose of your paint?**  
There are 155 PaintCare sites in Colorado where households and businesses can recycle or dispose of unwanted paint, stain, and varnish all year round, including these sites in your area:

|  |   |
|--|---|
| <b>AURORA</b><br><b>Sherwin-Williams</b><br>1701 Chambers Road<br>(303) 367-0057 | <b>COMMERCE CITY</b><br><b>Commerce City Ace Hardware</b><br>8400 Exton Drive<br>(303) 258-6641 |
| <b>Sherwin-Williams</b><br>7106 S Parker Road<br>(303) 745-9374                  | <b>Broomfield</b><br><b>Broomfield Ace Hardware</b><br>11181 E 104th Avenue<br>(720) 450-5400   |

**TO FIND OTHER DROP-OFF LOCATIONS:**  
[www.paintcare.org](http://www.paintcare.org)  
(855) 724-6809

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

¿Quieres información sobre el reciclaje de pinturas en español? Visita: [www.paintcare.org/es](http://www.paintcare.org/es).

**PAINT RECYCLING MADE *easy*** 

**Do you know where to recycle or dispose of your paint?**  
There are more than 160 PaintCare sites in Colorado where households and businesses can recycle or dispose of unwanted paint, stain, and varnish for free all year round, including this site in Leadville:

**Lake County Landfill**  
1500 County Road 6  
(719) 486-0259  
Fri - Tues 8 am - 5 pm  
(Winter hours: 8 am - 4 pm)

**TO FIND OTHER DROP-OFF LOCATIONS:**  
[www.paintcare.org](http://www.paintcare.org) • (855) 724-6809

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

¿Quieres información sobre el reciclaje de pinturas en español? Visita: [www.paintcare.org/es](http://www.paintcare.org/es).

## Examples of Red Plum and Newspaper Advertisements

**Magazines.** In the reporting year, PaintCare ran ads in the MNI network, including *Country Living*, *Elle Décor*, *House Beautiful*, and *This Old House*; and *Welcome Home*, a publication geared to new home buyers, an ideal target audience that often has leftover paint – either paint that was left behind by the previous owners or from fixing up their homes when they move in. PaintCare’s magazine ads also guided readers to plan ahead for painting projects in order to buy the right amount of paint and reduce potential waste, and then consider using up the remainder or recycling if some paint is still left over.



## Examples of Welcome Home and MNI Magazine Ads

### A8. Radio

In April-October PaintCare ran sponsorships on public radio throughout Colorado. A new script was developed that placed more emphasis on source reduction by instructing listeners to “buy the right amount of paint.” Following is the complete script used: <Station Name> is brought to you by PaintCare. Now with more than 160 locations across Colorado where you can recycle leftover house paint, stain, and varnish. Buy the right amount of paint, use it up, and recycle the rest with PaintCare. Learn more at PaintCare dot org.

### A9. Television

In March-October PaintCare ran television commercials on 14 cable channels.

During the first half of the year, PaintCare produced a new television commercial that was utilized for TV advertising during the second half of the year. The new commercial shows a single room painted and



decorated several times in changing eras by contractors and a DIYer homeowner. While the styles and fashions of décor evolve with time, the leftover paint stacks up in the closet. The audience learns that, finally, in the present era there is a new solution for an ongoing problem; now you can recycle leftover paint with PaintCare.



Still Frames from Painting Through the Eras Commercial

PaintCare's television commercials can be viewed at [www.paintcare.org/media](http://www.paintcare.org/media), and on YouTube and Vimeo.

#### A10. Online and Digital Advertising

PaintCare dedicated 36% of its media budget to digital and online advertising in the reporting year. Online banner ads in a variety of standard dimensions were used in all markets throughout the year. A few examples are shown below. Pandora streaming audio is categorized and budgeted as digital advertising (rather than radio) because it includes a combination of audio commercials and digital display ads that show on a listener's device both during the audio commercial and at other times.



Examples of the Digital Display Ads

PaintCare also ran digital advertising on Nextdoor, a digital platform (website and app) for local residents of neighborhoods across the country to share information and resources with their immediate neighbors. In some PaintCare states, PaintCare staff have observed that when nearby paint drop-off events were posted by Nextdoor users there was a significant number of event attendees that reported finding out about the event via that platform. While Nextdoor prohibits private organizations from posting information directly to neighborhood boards, PaintCare was able to experiment with paid advertising on the platform to post messages about its upcoming events, as well as promoting general awareness of paint stewardship.



Nextdoor Digital Platform Ad

#### A11. Face-to-Face

PaintCare's Colorado program staff visited PaintCare drop-off sites regularly to make sure there were no problems or concerns, to help coach them on how to answer questions they receive from customers, provide brochures and other point-of-sale materials, and order signs. PaintCare staff also talked to customers in retail stores and other location when they were dropping off paint or buying paint and solicited feedback about their experience with the PaintCare program.

In addition to regular contact with drop-off sites, Participation in local community events allows PaintCare staff to answer questions and provide information in an informal setting. These interactions have led to increased awareness of the program by various communities, including many recycling, hazardous and solid waste organizations. Many contractors attend retailer pro shows and the Painting Decorating Contractors Association conference to interact with exhibitors.



Program Coordinator Tim Coleman gives presentation on Thornton Water Day

PaintCare's Colorado program staff were active with the following face-to-face activities:

| EVENT                                      | LOCATION         | DESCRIPTION  |
|--|------------------|--|
| Sherwin-Williams Pro Show                  | Colorado Springs | Tabled at contractor event explaining program, fee, and LVP service  |
| Three Years in Review Stakeholder Meeting  | Denver           | Presented for a group of stakeholders at CDPHE and via webinar explaining the programs successes and struggles three years into operations |
| Lunch and Learn (Colorado)                 | Denver           | Presented program information to State Representatives and Senators  |
| Rocky Mountain NAHMMMA Regional Conference | Denver           | Tabled at HHW association conference providing program information to participants   |
| Sherwin-Williams Pro Show                  | Denver           | Tabled at contractor event explaining program, fee, and LVP service  |
| Sustainable Denver Summit                  | Denver           | Tabled at event explaining program information to participants   |
| SWANA Palooza                              | Denver           | Spoke to solid waste professionals from all over the U.S. through the SWANA convention   |
| Yelp Rocks Out Event                       | Denver           | Tabled at event explaining program information to participants and had a live mural painting using all reused paint at Fox Street Compound |

|                                       |              |   |
|---------------------------------------|--------------|---|
| Jefferson County Presentation         | Edgewater    | Presented program information to local elected representatives  |
| Lunch and Learn (Larimer County)      | Fort Collins | Presented program information to Larimer County stakeholders  |
| Recycle Colorado Annual Meeting       | Lafayette    | Attended recycling association's annual meeting and helped explain program information to participants  |
| ARISE Music Festival                  | Loveland     | Tabled at Solutions Village explaining program information to participants at live mural painting using all reused paint                            |
| Sherwin-Williams Pro Show             | Loveland     | Tabled at contractor event explaining program, fee, and LVP service   |
| Recycle Colorado Recycling Summit     | Snowmass     | Tabled at recycling association event explaining program information to various stakeholders  |
| Thornton Water Day Youth Presentation | Westminster  | Presented kid friendly information to five groups of 25 first and second graders at an environmental education day at Front Range Community College |

PaintCare staff spoke with individuals interested in PaintCare's LVP service, explained how to request a pick-up, what was required to take advantage of the service, and which types of products are covered by the program and eligible for the service. If necessary, they visited the location to address logistical site issues to accommodate pick-ups either before the pick-up, at the time of the pick-up, or both.

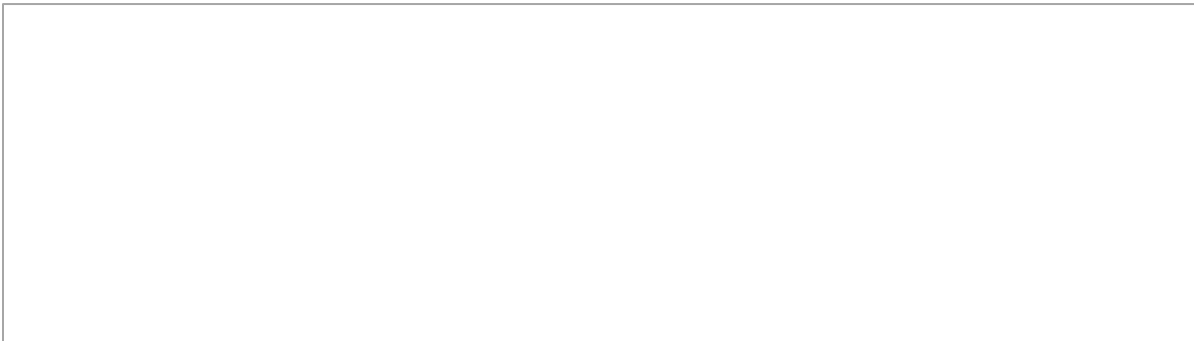
For the second year in a row, PaintCare presented educational materials to festival attendees and hosted an audience participation mural painting event at the Arise Music Festival. The mural utilized leftover paint offered for reuse from local HHW programs connecting the program's message with a call to action. New in 2018, PaintCare also hosted a one-day audience participation mural painting event using leftover paint at the June 3 Yelp Rocks Out festival held at the Fox Street Compound in Denver.



Community Mural Using Leftover Paint at Yelp Rocks Out Event in Denver

#### A12. Outdoor Advertising

In May and June, PaintCare devoted extra attention to source reduction by running a digital billboard campaign in Denver featuring the “Buy Right” message. The billboard included a tape measure and encourages readers to plan the appropriate amount of paint needed for a project and to recycle the rest.



Digital Billboard in Denver

In 2018, the City of Thornton and Adams County again offered PaintCare space on their trucks to advertise the PaintCare drop-off event held in Thornton in April.





Truck Advertisement for Thornton Drop-off Event

### A13. Realtors and Property Managers

PaintCare reaches out to realtors and property managers on an ongoing basis via advertising, face-to-face meetings and events, and through its business-to-business PR campaigns. Some years, a packet of materials may be mailed by directly to realty and management companies. This year, such a packet was not mailed; this tactic will be considered along with other means to reach realtors and property managers in 2019.

### A14. Signage

PaintCare has developed a number of signs for drop-off sites to help them let the public know about the program, screen program products, and address concerns they have about illegal dumping. Drop-off sites may order the following signs: Program Products Sign (English/Spanish), Program Partner Sign, Combination (program partner with simplified products list), No Dumping, and Please Wait for Assistance. Larger versions of these signs are included in the appendix can be found online at [www.paintcare.org/signs](http://www.paintcare.org/signs).



## A15. Joint Outreach

PaintCare offers creative and financial support to municipal partners, including HHW programs and recycling centers, that partner with PaintCare for paint collection, leveraging their messaging and outreach for recycling and solid waste programs.

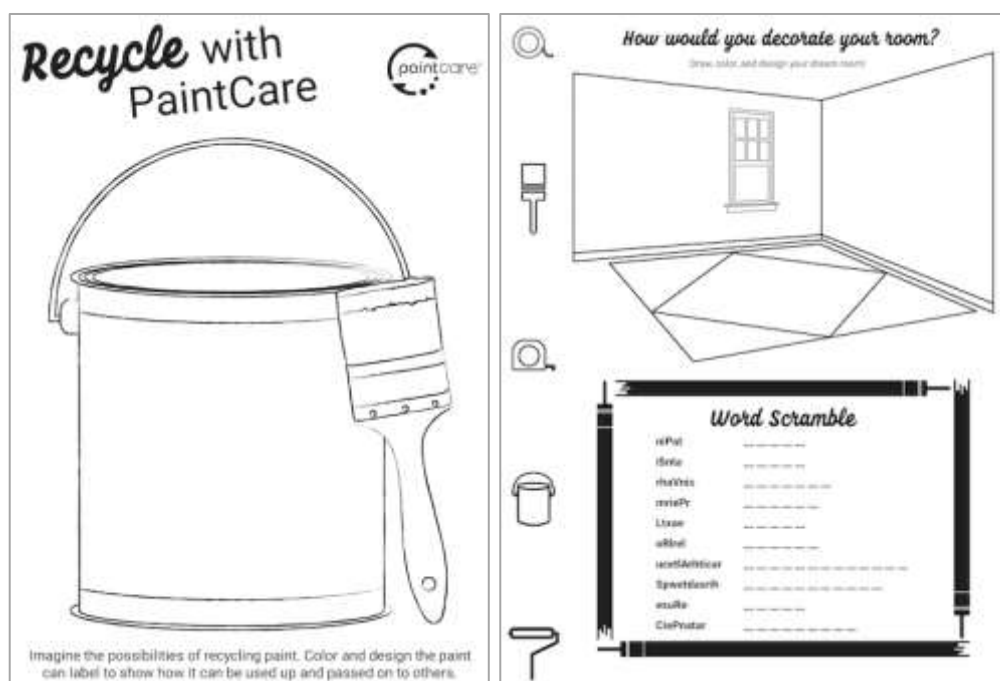
In March 2018, PaintCare worked on a joint outreach project with the City of Fort Collins Environmental Services Department. PaintCare provided content and funding for Fort Collins to publish and distribute 1,000 copies of a brochure promoting the recycling services of the Timberline Recycling Center, including distribution at community events around Earth Day.



Timberline Recycling Center Brochure Developed Through Joint Outreach

## A16. Youth Outreach

It has been shown that children are highly influential in household recycling behaviors even when they are not directly responsible for recycling themselves. In recent years, PaintCare staff have identified opportunities to educate children about paint stewardship such as presentations in school classrooms and hosting informational tables at family-friendly community events. To support these efforts, in 2018 PaintCare created a new, educational activity booklet about paint stewardship for staff to share when engaging with groups of children, and to provide directly to educators and caregivers. The booklet features activities such as coloring and drawing, as well as paint stewardship word puzzles that teach specialized terminology. PaintCare staff used this activity booklet to engage first and second graders at a Thornton Water Day presentation.



## Sample Pages from PaintCare's New Kids Activity Booklet

## B. AWARENESS SURVEYS

General Public

In 2018, PaintCare updated its general public awareness survey methodology used for all PaintCare states with the assistance of the market research firm KBinsights. The purpose of updating the survey was to improve accuracy of measurement, ensure statistically significant data samples, improve clarity and consistency in the questionnaire, and to better screen survey panels to represent the make-up of their state or district. Updates to the survey questionnaire itself included changing some terminology and adding open-ended questions to learn more about public perceptions of paint stewardship.

The results were analyzed by KBinsights to help PaintCare better understand trends in the data and help guide future targeting. Data from all PaintCare states was included in the analysis, providing the additional benefit of comparing results between programs throughout the nation.

Due to the updates in the measurement methodology, results from previous surveys are not directly comparable to the new results and are not included here. All awareness survey data from previous years remain publicly accessible in the annual reports posted on [www.paintcare.org/paintcare-states/colorado/#/official-docs](http://www.paintcare.org/paintcare-states/colorado/#/official-docs). The full report for this year's awareness survey for all PaintCare states is included in the appendix.

Following are some highlights from the 2018 survey results:

- ◆ 279 surveys were completed by residents of Colorado, allowing 90% confidence in the accuracy of the measured results for the population within +/-5%.
- ◆ About half of the respondents purchased paint in the last year. Over half of those that did sought help from paint retail staff and about two thirds took measurements themselves, in order to purchase the right amount of paint and reduce the amount leftover. Among all nine PaintCare states, Colorado ranks second highest for respondents that report seeking staff assistance in purchasing the right amount of paint and third highest for respondents that report taking measurements before purchasing.
- ◆ 43% of respondents knew that paint can be recycled. Of those 61% have taken paint somewhere to be recycled in the past, and a large majority of 93% would consider recycling paint again.
- ◆ Over half of Colorado respondents report that they will choose a sustainable option if they have leftover paint in the future, such as dropping it off at a paint retail store (16%) or HHW facility (24%) or giving it away to someone else who needs it (10%).

## Contractors

PaintCare used Survey Monkey to conduct an online survey of Colorado painting contractors in 2018, following a previous survey of this audience in 2016. The survey was taken by 58 respondents.

A summary report of questions and answers is included in the appendix. Some observations based on the results follow:

- ◆ While painting contractors polled continue to have more leftover paint than the general population, fewer report storing large quantities than in 2016. This year only about 4% report having more than 50 gallons.
- ◆ The clear majority of painting contractors take measurements before buying paint. Of those, 18% ask their paint store for help estimating how much paint is needed.
- ◆ Compared with the 2016 survey, the 2018 respondents report lower rates of having poured unwanted paint down the drain (only 2%), put cans of liquid paint in the trash (2%), or put dry paint in the trash

(5%). They report higher rates of having dropped it off at a paint store (19%), taken it to a recycling company (12%), or given it away to someone else who needs it (7%).

- ◆ When asked about their expected behavior with unwanted paint in the future, this year's respondents report higher rates than in the past for intention to take it to a paint store (27%).
- ◆ A significant majority of contractors in this study (84%) were aware that paint can be recycled.

## Retailers

PaintCare conducted an awareness survey of Colorado paint retailers by mail in 2018, following a previous survey of this audience in 2017. The survey was sent to 451 paint retail locations throughout Colorado as a self-mailer postcard to be returned by mail to PaintCare's headquarters.

PaintCare is especially interested in whether retail managers assist their customers in buying the right amount of paint to avoid left-over paint later, whether they know that paint can be recycled, and whether they pass that information on to their customers. Notably, results in 2018 show awareness measurements that are highly consistent with the previous measurements for most responses.

This year, a \$5 gift card incentive was offered for returned surveys with the objective of increasing the response rate. Unfortunately, the incentive did not succeed in increasing response rates. The rate decreased from around 10% to around 8%, however the total sample size remained comparable to last year at 36 respondents.

A summary report of questions and answers is included in the appendix. Some observations based on the results follow:

- ◆ 89% of respondents reported that they encourage customers to take measurements before they buy paint (up from 77% in 2017) and 97% assist customers directly in estimating the amount needed, helping to reduce the amount of unwanted postconsumer paint (same as in 2017).
- ◆ Almost all respondents (97%) know that paint can be recycled.
- ◆ 83% of respondents either represent a store that collects paint for recycling or know where to send their customers, up from 79% in 2017.
- ◆ The clear majority of 83% are aware that it is required by law that they display information about PaintCare in their store or make informational materials available to customers.

## C. RECOMMENDATIONS

PaintCare's outreach in 2019 will be similar to the outreach used in 2018. It will use a wide range of print, radio, digital, and social media strategies. Television is likely to be used less in favor of online video placements, which have been found to be cost-effective and well suited to geo-targeting.

PaintCare will continue its efforts to reach out to the press using the program's outreach firm to earn press coverage.

PaintCare will continue reaching out to realtors, property managers, and similar businesses with large volumes of leftover paint, making them excellent audiences for PaintCare.

PaintCare will continue to offer its joint outreach program to local governments that are now having their paint transportation and processing costs paid for by PaintCare. This will leverage their messaging and outreach for recycling and solid waste programs.

In 2019 PaintCare will repeat its surveys of the general population using its new methodology and study the results. PaintCare will also survey contractors and paint retailers to measure awareness among these key business audiences.



## *Section 5. 2019 and Beyond*

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This new section to the annual report describes activities or plans for the program that have happened since January 1, 2019 or are being planned.

### **A. PAINTCARE HOSTED EVENTS**

PaintCare is planning another year of PaintCare hosted events; larger events will be held in Denver and Thornton, and rural event sweeps will be in five unserved areas of the state including the southeast, east, south, north, and Western Slope. The sweep events will mostly be in unserved locations not yet serviced to ensure the entire state's population has an opportunity to recycle their paint. The events also provide an opportunity to develop an in-person working relationship with retail or solid waste facilities that might be considering becoming a year-round drop-off site but not yet ready to make such a long-term commitment.

### **B. RECYCLED PAINT GRANT PROGRAM**

In December 2018, PaintCare launched a research and development (R&D) grant competition in three states, including Colorado. The purpose of the R&D grant is to identify and help develop the top idea which has the most potential for scale-up and commercialization of a product which uses the fraction of latex paint not recycled today. Paint-to-paint recycling options are available for only a subset of the paint collected by PaintCare. Additional recycling options could increase recycling rates and potentially lower processing cost which comprise a significant portion of PaintCare's overall operating costs.

In July 2018, winners of the competition were announced. GreenSheen Paint was selected as the Colorado awardee for a grant of \$100,000. GreenSheen intends to use the grant support to formulate and test a new acrylic polymer admixture made of waste latex paint that will act as a partial replacement for mix water in the production of concrete.

### **C. COLORADO PAINT STEWARDSHIP PROGRAM EVALUATION**

At the request of PaintCare and the Colorado Department of Public Health and Environment, PSI is evaluating the performance of the PaintCare program in Colorado. The report will summarize PSI's findings, based upon surveys conducted with five stakeholder groups. The report was not finished in time for this report but will be posted to the Colorado page of the PaintCare website when completed. Completion of the report is expected in August 2019.

### **D. PAINT AGE STUDY**

As noted in this report and the PaintCare Colorado Program Plan, PaintCare calculates recovery rate as the volume of paint processed over the volume of gallons of paint sold in the same period. The recovery rate is one of several metrics used to monitor program changes. However, the age of postconsumer paint that is

processed by the PaintCare program ranges from a few days to many decades. Therefore, it may be better or more relevant to look at paint sales from a previous time period. For example, if the average paint that is returned for recycling is five years old, it may be better to compare the volume of paint managed in 2020 with paint sales from 2015.

To determine the year for paint sales data to use in the recovery rate calculation, PaintCare needs to determine the average age of paint managed by the program. PaintCare will develop a protocol to gather this information on a regular or periodic basis.

## **E. CHANGE IN STEWARDSHIP ORGANIZATION**

During 2019, PaintCare Inc. intends to change the stewardship organization of the Colorado Architectural Paint Stewardship Program from PaintCare Inc. to PaintCare Colorado LLC. PaintCare Inc. formed PaintCare Colorado LLC as a sole-member “disregarded” limited liability company with the intention that it be dedicated specifically to the management of the Colorado Architectural Paint Stewardship Program.

PaintCare Inc. intends to form individual LLCs for each of its programs to improve financial independence and separation between the PaintCare programs in different states and jurisdictions. By shifting program operations and responsibilities to a disregarded LLC in each state or jurisdiction, and by segregating program funds accordingly, each state or jurisdiction’s PaintCare program (and its associated funds) is better sheltered from any liability that might arise from the operation of a PaintCare program in a different state or jurisdiction.

The LLC transition will not prompt any change in staffing and is not expected to prompt any change in vendors. PaintCare Colorado LLC is considered to be a 501(c)(3) non-profit company under IRS rules and meets the statutory eligibility requirements for the Stewardship Organization set forth in Colorado General Statute Section 25-17-403(17).

## Appendix Section A

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                   | Site Name                      | Address                | Type           | Gallons | Hours                                 |
|-----------------------------|--------------------------------|------------------------|----------------|---------|---------------------------------------|
| <b>1. Year-Round Sites</b>  |                                |                        |                |         |                                       |
| <b>Adams County (11)</b>    |                                |                        |                |         |                                       |
| Brighton                    | Sherwin-Williams               | 1555 Bridge St         | Retail         | 2,923   | M-F 7-7, Sa 8-6, Su 10-6              |
| Commerce City               | Commerce City Ace Hardware     | 6900 Eudora Dr         | Retail         | 999     | M-F 7-7, Sa 8-6, Su 9-5               |
| Commerce City               | Reunion Ace Hardware           | 15181 E 104th Ave      | Retail         | 559     | M-F 8-7, Sa 8-6, Su 9-6 (5 in winter) |
| Federal Heights             | Mile High Ace Hardware         | 2800 W 104th Ave       | Retail         | 2,469   | M-F 8-8, Sa 8-7, Su 9-6               |
| Henderson                   | Veolia HHW Facility            | 9131 E 96th Ave        | HHW Facility   | 1,810   | W&Sa 9-2 by appt only                 |
| Northglenn                  | Sherwin-Williams               | 11455 N Washington St  | Retail         | 3,078   | M-F 7-7, Sa 8-6, Su 10-6              |
| Northglenn                  | Sherwin-Williams               | 11450 N Cherokee St    | Retail         | 1,175   | M-F 6:30-5, Sa 7-1                    |
| Thornton                    | Ace Hardware of Thornton       | 3851 E 120th Ave       | Retail         | 1,629   | M-F 8-8, Sa 8-7, Su 9-6               |
| Westminster                 | Guirys                         | 6735 W 88th Ave        | Retail         | 1,217   | M-F 8:30-7, Sa 8:30-5:30, Su 11-4     |
| Westminster                 | Northside Paint and Decorating | 12365 Huron St         | Retail         | 1,851   | M-F 7-5:30, Sa 8:30-3                 |
| Westminster                 | Standley Shores Ace Hardware   | 9979 Wadsworth Pkwy    | Retail         | 2,295   | M-Sa 8-8, Su 9-6                      |
| <b>Arapahoe County (15)</b> |                                |                        |                |         |                                       |
| Aurora                      | Ace Hardware Saddle Rock       | 7420 S Gartrell Rd     | Retail         | 1,094   | M-F 8-8, Sa 8-7, Su 9-6               |
| Aurora                      | Sherwin-Williams               | 2832 S Havana St       | Retail         | 2,361   | M-F 7-7, Sa 8-6, Su 10-6              |
| Aurora                      | Sherwin-Williams               | 1701 Chambers Rd       | Retail         | 4,466   | M-F 7-7, Sa 8-6, Su 10-6              |
| Aurora                      | Sherwin-Williams               | 3106 S Parker Rd       | Retail         | 3,982   | M-F 7-7, Sa 8-6, Su 10-6              |
| Aurora                      | Sherwin-Williams               | 23850 E Smokey Hill Dr | Retail         | 6,160   | M-F 7-7, Sa 8-6, Su 10-6              |
| Centennial                  | Guirys                         | 8262 S University Blvd | Retail         | 10,448  | M-F 8:30-7, Sa 8:30-5:30, Su 11-4     |
| Centennial                  | Sherwin-Williams               | 5150 E Arapahoe Rd     | Retail         | 4,226   | M-F 7-7, Sa 8-6, Su 10-6              |
| Centennial                  | Sherwin-Williams               | 17100 E Smoky Hill     | Retail         | 3,968   | M-F 7-7, Sa 8-6, Su 10-6              |
| Centennial                  | Sherwin-Williams               | 6707 South Potomac St  | Retail         | 878     | M-F 7-7 Sat 8-6 Sun 10-6              |
| Englewood                   | GreenSheen Paint               | 1281 W Dartmouth Ave   | Paint Recycler | 49,451  | M-F 8-4:30                            |
| Littleton                   | Diamond Vogel                  | 250 E Dry Creek Rd     | Retail         | 240     | M-F 7-5, Sa 8-12                      |
| Littleton                   | Sherwin-Williams               | 1500 W Littleton Blvd  | Retail         | 3,238   | M-F 7-7, Sa 8-6, Su 10-6              |
| Littleton                   | Sherwin-Williams               | 13134 W Ida Ave        | Retail         | 5,080   | M-F 7-7, Sa 8-6, Su 10-6              |

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                     | Site Name                           | Address                      | Type             | Gallons | Hours                                   |
|-------------------------------|-------------------------------------|------------------------------|------------------|---------|---|
| Littleton                     | Sherwin-Williams                    | 8996 W Bowles Ave            | Retail           | 8,313   | M-F 7-7, Sa 8-6, Su 10-6                |
| Littleton                     | Sherwin-Williams                    | 8001 S Broadway              | Retail           | 5,507   | MWRF 6:30-7, Tu 6:30-5, Sa 8-6, Su 10-6 |
| <b>Archuleta County (2)</b>   |                                     |                              |                  |         |   |
| Pagosa Springs                | Sherwin-Williams                    | 2163 Eagle Dr                | Retail           | 1,373   | M-F 7-7, Sa 8-6, Su 10-6                |
| Pagosa Springs                | Terrys Ace Hardware                 | 525 Navajo Trail Dr          | Retail           | 938     | M-F 7:30-6, Sa 8-5, Su 9-4              |
| <b>Boulder County (14)</b>    |                                     |                              |                  |         |   |
| Boulder                       | Boulder County HMMF                 | 1901 63rd St                 | HHW Facility     | 37,494  | W-Sa 8-4                                |
| Boulder                       | Diamond Vogel                       | 3295 Walnut St               | Retail           | 1,060   | M-F 7-5, Sa 8-12                        |
| Boulder                       | Guirys                              | 2404 Pearl St                | Retail           | 2,867   | M-F 8:30-7, Sa 8:30-5:30, Su 11-4       |
| Boulder                       | Sherwin-Williams                    | 3550 Arapahoe Ave            | Retail           | 2,282   | M-F 6:30-7, Sa 8-6, Su 10-6             |
| Boulder                       | Sherwin-Williams                    | 3130 Valmont Rd              | Retail           | 2,411   | M-F 6:30-7, Sa 8-6, Su 10-6             |
| Erie                          | Sherwin-Williams                    | 2325 E Baseline Rd (Hwy 7)   | Retail           | 108     | M-F 7-7, Sat, 10-6                      |
| Lafayette                     | Jax Outdoor Gear Ranch and Home     | 400 W South Boulder Rd       | Retail           | 991     | M-F 8-8, Sa 8-7, Su 9-6                 |
| Lafayette                     | Sherwin-Williams                    | 670 N Hwy 287                | Retail           | 2,485   | M-F 7-7, Sa 8-6, Su 10-6                |
| Longmont                      | Ace Hardware Longmont               | 1727 N Main St               | Retail           | 1,279   | M-F 7:30-8, Sa 8-7, Su 9-6              |
| Longmont                      | Diamond Vogel                       | 300 W Second Ave             | Retail           | 1,337   | M-F 7-5, Sa 8-12                        |
| Longmont                      | Sherwin-Williams                    | 825 Main St                  | Retail           | 2,517   | M-F 7-7, Sa 8-6, Su 10-6                |
| Longmont                      | Sherwin-Williams                    | 1197 Ken Pratt Blvd          | Retail           | 2,691   | M-F 6:30-7, Sa 8-6, Su 10-6             |
| Louisville                    | Juniper Paints                      | 1335 A East South Boulder Rd | Retail           | 595     | M-F: 7-6 Sat 8-5                        |
| Nederland                     | Indian Peaks Ace Hardware           | 74 S Highway 119             | Retail           | 481     | M-Sa 8-7, Su 9-5                        |
| <b>Broomfield County (3)</b>  |                                     |                              |                  |         |   |
| Broomfield                    | Jax Outdoor Gear Ranch and Home     | 5005 W 120th Ave             | Retail           | 1,728   | M-F 8-9, Sa 8-8, Su 9-6                 |
| Broomfield                    | PPG Paints                          | 6850 W 116th Ave             | Retail           | 697     | M-F 7-5, Sa 8-12                        |
| Broomfield                    | Sherwin-Williams                    | 5055 W 120th Ave             | Retail           | 5,103   | M-F 7-7, Sa 8-6, Su 10-6                |
| <b>Chaffee County (1)</b>     |                                     |                              |                  |         |   |
| Salida                        | Sherwin-Williams                    | 101 A W Highway 50           | Retail           | 1,772   | M-F 7-7, Sa 8-6, Su 10-6                |
| <b>Clear Creek County (1)</b> |                                     |                              |                  |         |   |
| Idaho Springs                 | Clear Creek County Transfer Station | 1531 Soda Creek Rd           | Transfer Station | 1,796   | Tu-Sa 8-5                               |

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                 | Site Name                        | Address                 | Type             | Gallons | Hours                             |
|---------------------------|----------------------------------|-------------------------|------------------|---------|-----------------------------------|
| <b>Custer County (1)</b>  |                                  |                         |                  |         |                                   |
| Westcliffe                | Valley Ace Hardware              | One Enterprise Dr       | Retail           | 1,109   | M-F 7-5, Sa 8-5, Su 10-4          |
| <b>Delta County (3)</b>   |                                  |                         |                  |         |                                   |
| Cedaredge                 | Big Johns Ace                    | 200 SW 2nd St           | Retail           | 485     | M-F 7:30-5:30, Sa 8-4 Su 9-1      |
| Delta                     | Delta Ace Hardware               | 121 W Gunnison River Dr | Retail           | 1,019   | M-F 7:30-6:30 Sa 8-6 Su 9-4       |
| Delta                     | Sherwin-Williams                 | 1410 Valley View Dr     | Retail           | 332     | M-F 7-7, Sa 8-6, Su 10-6          |
| <b>Denver County (12)</b> |                                  |                         |                  |         |                                   |
| Denver                    | Diamond Vogel                    | 4500 E 48th Ave         | Retail           | 1,493   | M-F 7-5, Sa 8-12                  |
| Denver                    | Gone for Good Drop-Off Warehouse | 901 Navajo St           | Retail           | 628     | M-Sa 9-5                          |
| Denver                    | Guirys                           | 2121 S Colorado Blvd    | Retail           | 8,620   | M-F 7-7, Sa 8:30-5:30, Su 11-4    |
| Denver                    | Guirys                           | 2245 Market St          | Retail           | 5,231   | M-F 8:30-7, Sa 8:30-5:30          |
| Denver                    | Old Western Paint                | 2001 W Barberry Pl      | Paint Recycler   | 3,132   | M-F 7-5                           |
| Denver                    | PPG Paints                       | 1134 W Evans Ave        | Retail           | 170     | M-F 7-5, Sa 8-12                  |
| Denver                    | Sherwin-Williams                 | 4697 E Evans            | Retail           | 4,898   | M-F 7-7, Sa 8-6, Su 10-6          |
| Denver                    | Sherwin-Williams                 | 5315 W 38th Ave         | Retail           | 3,428   | M-F 7-7, Sa 8-6, Su 10-6          |
| Denver                    | Sherwin-Williams                 | 543 Santa Fe Dr         | Retail           | 1,224   | M-F 6-5, Sa 7-1                   |
| Denver                    | Sherwin-Williams                 | 5225 Leetsdale Dr       | Retail           | 7,647   | M-F 7-7, Sa 8-6, Su 10-6          |
| Denver                    | Sherwin-Williams                 | 4601 N Tower Rd         | Retail           | 1,882   | M-F 7-7, Sa 8-6, Su 10-6          |
| Denver                    | Sustainability Denver HTR Center | 1270 S Bannock St       | Recycling Center | 7,346   | Tu-Th 10-6, F-Su 9-3              |
| <b>Douglas County (6)</b> |                                  |                         |                  |         |                                   |
| Castle Rock               | Sherwin-Williams                 | 175 Plum Creek Pkwy     | Retail           | 6,837   | M-F 7-7, Sa 8-6, Su 10-6          |
| Castle Rock               | Sherwin-Williams                 | 3845 Ambrosia St        | Retail           | 93      | M-F 7-, Sa 8-6 Su 10-6            |
| Lone Tree                 | Sherwin-Williams                 | 7580 Park Meadows Dr    | Retail           | 8,792   | M-F 6:30-7, Sa 8-6, Su 10-6       |
| Parker                    | Guirys                           | 16534 Keystone Blvd     | Retail           | 3,144   | M-F 8:30-7, Sa 8:30-5:30, Su 11-4 |
| Parker                    | Sherwin-Williams                 | 10155 S Parker Rd       | Retail           | 7,852   | M-F 7-7, Sa 8-6, Su 10-6          |
| Parker                    | Sherwin-Williams                 | 18403 E Longs Way       | Retail           | 6,242   | M-F 7-5, Sa 7-1                   |
| <b>Eagle County (2)</b>   |                                  |                         |                  |         |                                   |
| Vail                      | Sherwin-Williams                 | 40800 Highway 6         | Retail           | 4,108   | M-F 7-7, Sa 8-6, Su 10-6          |



# COLORADO PAINTCARE SITES IN 2018

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| City/Town                  | Site Name                        | Address                      | Type         | Gallons | Hours                                  |
|----------------------------|----------------------------------|------------------------------|--------------|---------|--|
| Vail                       | Vail Valley Ace Hardware         | 2111 N Frontage Rd W         | Retail       | 719     | M-F 7:30-7, Sa 8:30-5, Su 8:30-5       |
| <b>El Paso County (13)</b> |                                  |                              |              |         |  |
| Colorado Springs           | Circle Ace Hardware              | 1225 N Circle Dr             | Retail       | 1,607   | M-F 8-7, Sa 8-7, Su 9-6                |
| Colorado Springs           | Diamond Vogel                    | 5691 N Academy Blvd          | Retail       | 687     | M-F 7-5, Sa 8-12                       |
| Colorado Springs           | El Paso County HHW Facility      | 3255 Akers Dr                | HHW Facility | 63,924  | M-F 7 -5, 2nd Sa of mo 9-1, Biz Th 7-5 |
| Colorado Springs           | Guirys                           | 3141 W Colorado Ave          | Retail       | 1,622   | M-F 7-5, Sa9-3                         |
| Colorado Springs           | Habitat for Humanity ReStore     | 411 S Wahsatch Ave           | Reuse Store  | 4,007   | M-Sa 9-5                               |
| Colorado Springs           | Paint Gallery                    | 3029 N El Paso St            | Retail       | 259     | M-F 8-5, Sa 9-1                        |
| Colorado Springs           | PPG Paints                       | 275 N Chelton Rd             | Retail       | 966     | M-F 7-5, Sa 8-12                       |
| Colorado Springs           | Sherwin-Williams                 | 5862 Tutt Blvd               | Retail       | 1,832   | M-F 7-7, Sa 8-6, Su 10-6               |
| Colorado Springs           | Sherwin-Williams                 | 1724 Dublin Blvd             | Retail       | 3,326   | M-F 7-7, Sa 8-6, Su 10-6               |
| Colorado Springs           | Sherwin-Williams                 | 1815 S Nevada Ave            | Retail       | 2,338   | M-F 7-7, Sa 8-6, Su 10-6               |
| Colorado Springs           | Sherwin-Williams                 | 1466 W Garden Of The Gods Rd | Retail       | 1,648   | M-F 7-7, Sa 8-6, Su 10-6               |
| Colorado Springs           | Sherwin-Williams                 | 6345 Source Center Point     | Retail       | 1,955   | M-F 7-7, Sa 8-6, Su 10-6               |
| Colorado Springs           | Sherwin-Williams                 | 2939 N Hancock Ave           | Retail       | 3,333   | M-F 7-7, Sa 8-6, Su 10-6               |
| <b>Fremont County (2)</b>  |                                  |                              |              |         |  |
| Canon City                 | Sherwin-Williams                 | 1015 Main St                 | Retail       | 1,033   | M-F 7-7, Sa 8-6, Su 10-6               |
| Canon City                 | Sonnys Ace Home Center           | 3090 E Main St               | Retail       | 1,036   | M-F 7-7, Sa 8-6, Su 8-5                |
| <b>Garfield County (3)</b> |                                  |                              |              |         |  |
| Carbondale                 | Ace Hardware of Carbondale       | 1011 Highway 133             | Retail       | 921     | M-F 7-7, Sa 8-6, Su 8-5                |
| Glenwood Springs           | Colorful Colors Paint and Supply | 7800 Hwy 82                  | Retail       |         | M-F 6:30-4, Sa 6-12                    |
| Glenwood Springs           | Sherwin-Williams                 | 3228B S Glen Ave             | Retail       | 5,294   | M-F 7-7, Sa 8-6, Su 10-6               |
| <b>Grand County (2)</b>    |                                  |                              |              |         |  |
| Fraser                     | Fraser Valley Ace Hardware       | 425 Zerex St                 | Retail       | 1,063   | M-F 7:30-6, Sa 8-5 Su 9-1              |
| Granby                     | Country Ace Hardware             | 627 W Agate Ave              | Retail       | 2,260   | M-F 8-5:30, Sa 8-5, Su 9-4             |
| <b>Gunnison County (3)</b> |                                  |                              |              |         |  |
| Gunnison                   | Darnell True Value Hardware      | 1000 N Main St               | Retail       | 313     | M-F 7:30-6, Sa 8-5, Su 9-5             |
| Gunnison                   | Fullmers Ace Hardware            | 820 W Tomichi Ave            | Retail       | 1,193   | M-F 7:30-6, Sa 8-5, Su 9-5             |

# COLORADO PAINTCARE SITES IN 2018

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| City/Town                    | Site Name                                | Address                | Type             | Gallons | Hours                        |
|------------------------------|--|------------------------|------------------|---------|------------------------------|
| Gunnison                     | Sherwin-Williams                         | 821A N Main St         | Retail           | 2,633   | M-F 7-7, Sa 8-6, Su 10-6     |
| <b>Jackson County (1)</b>    |  |                        |                  |         |                              |
| Walden                       | Timberline Builders Supply               | 209 Main St            | Retail           | 520     | M-F 7-5:30, Sa 7-4           |
| <b>Jefferson County (11)</b> |  |                        |                  |         |                              |
| Arvada                       | Ace Hardware at Westwoods                | 15530 W 64th Ave       | Retail           | 1,521   | M-F 8-8, Sa 8-6, Su 9-6      |
| Arvada                       | Sherwin-Williams                         | 7731 Wadsworth Blvd    | Retail           | 6,097   | M-F 7-7, Sa 8-6, Su 10-6     |
| Arvada                       | Sherwin-Williams                         | 15220 W 64th Ave       | Retail           | 3,103   | M-F 7-7, Sa 8-6, Su 10-6     |
| Arvada                       | Sustainability Central Arvada HTR Center | 6240 W 54th Ave        | Recycling Center | 8,452   | Tu-Su 10-6                   |
| Conifer                      | Aspen Park Hardware                      | 26572 Barkley Rd       | Retail           | 2,463   | M-F 8-6 Sa 8-5 Su 9-4        |
| Evergreen                    | Sherwin-Williams                         | 1002 Swede Gulch Rd    | Retail           | 4,144   | M-F 7-7, Sa 8-6, Su 10-6     |
| Golden                       | Rooney Road Recycling Center             | 151 S Rooney Rd        | HHW Facility     | 22,788  | W-Sa 8-2                     |
| Lakewood                     | Green Mountain Ace Hardware              | 12035 W Alameda Pkwy   | Retail           | 3,022   | M-F 7-8, Sa 7-6, Su 8-6      |
| Lakewood                     | Lake Ridge Ace Hardware                  | 2563 Kipling St        | Retail           | 3,201   | M-F 8-8, Sa 8-8, Su 9-6      |
| Lakewood                     | Sherwin-Williams                         | 3224 S Wadsworth Blvd  | Retail           | 3,241   | M-F 7-7, Sa 8-6, Su 10-6     |
| Lakewood                     | Sherwin-Williams                         | 7105 W Colfax Ave      | Retail           | 3,228   | M-F 7-7, Sa 8-6, Su 10-6     |
| <b>La Plata County (5)</b>   |  |                        |                  |         |                              |
| Bayfield                     | Lewis True Value Mercantile              | 311 Bayfield Center Dr | Retail           | 546     | M-S 7:30-6:30, Su 10-4       |
| Durango                      | Colors Inc                               | 166 Bodo Dr            | Retail           | 549     | M-F 7:30-5, Sa 10-3          |
| Durango                      | Kroegers Ace Hardware                    | 8 Town Plaza           | Retail           | 2,215   | M-F 7:30-6:30 Sa 8-6 Su 9-5  |
| Durango                      | Sherwin-Williams                         | 400 S Camino Del Rio   | Retail           | 2,797   | M-F 7-7, Sa 8-6, Su 10-6     |
| Ignacio                      | Southern Ute Indian Tribe Utilities Div  | 16360 CO-172           | HHW Facility     | 114     | M-Sa 8-5                     |
| <b>Lake County (1)</b>       |  |                        |                  |         |                              |
| Leadville                    | Lake County Landfill                     | 1500 County Rd 6       | Landfill         | 997     | F-Tu 8-5 (8-4 in winter)     |
| <b>Larimer County (13)</b>   |  |                        |                  |         |                              |
| Fort Collins                 | Ace Hardware of Fort Collins             | 1001 E Harmony Rd      | Retail           | 719     | M-F 8-8, Sa 8-6, Su 10-5     |
| Fort Collins                 | City of Fort Collins Community Recycling | 1903 S Timberline Rd   | Recycling Center | 8,539   | Tu-Sa 8-6 (8-4:30 in winter) |
| Fort Collins                 | Diamond Vogel                            | 7620 S College Ave     | Retail           | 365     | M-F 7a to 5p, Sat 8a to 12p  |
| Fort Collins                 | Downtown Ace Hardware                    | 215 S College Ave      | Retail           | 516     | M-Sa 8-8, Su 9-6             |

# COLORADO PAINTCARE SITES IN 2018

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| City/Town             | Site Name                       | Address                | Type             | Gallons | Hours                               |
|-----------------------|---------------------------------|------------------------|------------------|---------|-------------------------------------|
| Fort Collins          | Guirys                          | 118 W Troutman Pkwy    | Retail           | 149     | M-F 7-7, Sa 8:30-5:30, Su 9:30-5:30 |
| Fort Collins          | Jax Outdoor Gear Ranch and Home | 1000 N Highway 287     | Retail           | 1,263   | M-F 7:30-7:30, Sa 7:30-6, Su 8:30-6 |
| Fort Collins          | Larimer County Public Works     | 5887 S Taft Hill Rd    | HHW Facility     | 38,643  | Tu, Th, F, Sa, 8-4:30               |
| Fort Collins          | Sherwin-Williams                | 4215 Corbett Dr        | Retail           | 4,342   | M-F 6:30-7, Sa 8-6, Su 10-6         |
| Fort Collins          | Sherwin-Williams                | 8101 SW Frontage Rd    | Retail           | 4,374   | M-F 6-5, Sa 8-12                    |
| Loveland              | Diamond Vogel                   | 3206 N Garfield Ave    | Retail           | 1,513   | M-F 7-5, Sa 8-12                    |
| Loveland              | Jax Outdoor Gear Ranch and Home | 950 E Eisenhower Blvd  | Retail           | 401     | M-F 8-9, Sa 8-8, Su 9-6             |
| Loveland              | Sherwin-Williams                | 2033 W Eisenhower Blvd | Retail           | 4,403   | M-F 7-7, Sa 8-6, Su 10-6            |
| Loveland              | Sherwin-Williams                | 1390 S Cleveland Ave   | Retail           | 1,899   | M-F 7-7, Sa 8-6, Su 10-6            |
| Las Animas County (2) |                                 |                        |                  |         |                                     |
| Trinidad              | Terra Firma Recycling Fund      | 201 W Indiana Ave      | Recycling Center | 281     | M-F 9-4, Sa 8-12                    |
| Trinidad              | Trinidad Builders Supply        | 108 W Colorado Ave     | Retail           | 290     | M-F 8-5, Sa 8-2                     |
| Logan County (1)      |                                 |                        |                  |         |                                     |
| Sterling              | Sherwin-Williams                | 100 Broadway St        | Retail           | 549     | M-F 7-7, Sa 8-6, Su 10-6            |
| Mesa County (6)       |                                 |                        |                  |         |                                     |
| Fruita                | Co Op Country                   | 1650 Highway 6 and 50  | Retail           | 420     | M-Sa 6-7, Su 8-7                    |
| Grand Junction        | Ace Hardware of Clifton         | 569 32 Rd              | Retail           | 212     | M-F 8-7, Sa 8-6, Su 8-5             |
| Grand Junction        | Diamond Vogel                   | 2991 North Ave         | Retail           | 685     | M-F 7-5, Sa 8-12                    |
| Grand Junction        | Sherwin-Williams                | 845 North Ave          | Retail           | 2,615   | M-F 6:30-7, Sa 8-6, Su 10-6         |
| Grand Junction        | Sherwin-Williams                | 2801 North Ave         | Retail           | 1,095   | M-F 6:30-7, Sa 8-6, Su 10-6         |
| Palisade              | Co op Country                   | 205 W Eighth St        | Retail           | 306     | M-Sa 8-6, Su 9-5                    |
| Montezuma County (2)  |                                 |                        |                  |         |                                     |
| Cortez                | Choice Building Supply          | 525 N Broadway         | Retail           | 274     | M-F 7:30-6 Sa 8-5 Su 9-3            |
| Cortez                | Slavens True Value Hardware     | 237 W Main St          | Retail           | 792     | M-Sa 7:30-6:30, Su 9-5              |
| Montrose County (2)   |                                 |                        |                  |         |                                     |
| Montrose              | Sherwin-Williams                | 110 E Main St          | Retail           | 2,677   | M-F 7-7, Sa 8-6, Su 10-6            |
| Nucla                 | Nucla Co-op Country Store       | 995 Main St            | Retail           |         | M-Sa 7:30-5:30                      |

# COLORADO PAINTCARE SITES IN 2018

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| City/Town                    | Site Name                              | Address                        | Type             | Gallons | Hours                                    |
|------------------------------|--|--------------------------------|------------------|---------|--|
| <b>Morgan County (2)</b>     |  |                                |                  |         |  |
| Brush                        | Hometown Auto and Hardware             | 1315 Edison St                 | Retail           | 304     | M-F 7-6, Sa 7-5                          |
| Fort Morgan                  | Sherwin-Williams                       | 810 W Platte Ave               | Retail           | 632     | M-F 7-7, Sa 8-5                          |
| <b>Otero County (1)</b>      |  |                                |                  |         |  |
| Swink                        | Clean Valley Recycling                 | 203 N Swink Dr                 | Recycling Center | 540     | W 9-4, Sa 9-12                           |
| <b>Ouray County (1)</b>      |  |                                |                  |         |  |
| Ridgway                      | Ridgway True Value Hardware            | 276 S Lena St                  | Retail           | 107     | M-F 7-5, Sa 8-4                          |
| <b>Pitkin County (2)</b>     |  |                                |                  |         |  |
| Aspen                        | Sherwin-Williams                       | 304 Aspen Airport Business Ctr | Retail           | 3,069   | M-F 7-6, Sa 7:30-4                       |
| Snowmass Village             | Pitkin County Resource Recovery        | 32046 Highway 82               | HHW Facility     | 2,578   | M-F 7:30-4:15, Sa 9-11:45 (1:45 May-Sep) |
| <b>Pueblo County (4)</b>     |  |                                |                  |         |  |
| Pueblo                       | D and S Paint Center                   | 715 West St                    | Retail           | 1,112   | M-F 7-5, Sa 8-3                          |
| Pueblo                       | G4 Coatings                            | 524 N Santa Fe Ave             | Retail           | 305     | M-F 8 to 5, Sa 9-12                      |
| Pueblo                       | Sherwin-Williams                       | 3205 N Elizabeth               | Retail           | 3,033   | M-F 7-7, Sa 8-6, Su 10-6                 |
| Pueblo                       | Southern Colorado Services & Recycling | 1731 Erie Ave                  | Paint Recycler   | 7,369   | M-F 8-5, Sa 10-2                         |
| <b>Rio Blanco County (2)</b> |  |                                |                  |         |  |
| Meeker                       | Valley Hardware                        | 401 E Market St                | Retail           | 227     | M-F 7:30-6, Sa 8-6                       |
| Rangely                      | Rangely True Value                     | 105 W Main St                  | Retail           | 137     | M-F 7-8, Sa&Su 8-6                       |
| <b>Rio Grande County (1)</b> |  |                                |                  |         |  |
| Monte Vista                  | Monte Vista Co op                      | 1901 E Highway 160             | Retail           | 629     | M-F 7:30-5:30, Sa 7:30-12                |
| <b>Routt County (2)</b>      |  |                                |                  |         |  |
| Steamboat Springs            | Ace Hardware Steamboat Springs         | 2155 Curve Plaza               | Retail           | 2,187   | M-F 8-8, Sa 8-5, Su 9-5                  |
| Steamboat Springs            | Sherwin-Williams                       | 385A Anglers Dr                | Retail           | 2,371   | M-F 7-7, Sa 8-6, Su 10-6                 |
| <b>San Juan County (1)</b>   |  |                                |                  |         |  |
| Silverton                    | Silverton Hardware                     | 740 Greene St                  | Retail           |         | 9-5 Daily                                |
| <b>San Miguel County (2)</b> |  |                                |                  |         |  |
| Norwood                      | Norwood Ace Hardware                   | 1635 Grand Ave                 | Retail           | 164     | M-F 8-6, Sa 9-5, Su 10-5                 |
| Telluride                    | Timberline Ace Hardware                | 200 E Colorado Ave             | Retail           | 549     | M-F 8-6, Sa 9-5, Su 10-5                 |

# COLORADO PAINTCARE SITES IN 2018

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| City/Town                | Site Name                      | Address                      | Type         | Gallons | Hours                    |
|--------------------------|--------------------------------|------------------------------|--------------|---------|--------------------------|
| <b>Summit County (2)</b> |                                |                              |              |         |                          |
| Dillon                   | Summit County HHW Facility     | 639 County Rd 66 Landfill Rd | HHW Facility | 4,486   | M-Sat 7-4                |
| Frisco                   | Sherwin-Williams               | 745 Ten Mile Rd              | Retail       | 5,035   | M-F 7-7, Sa 8-6, Su 10-6 |
| <b>Teller County (2)</b> |                                |                              |              |         |                          |
| Woodland Park            | Foxworth Galbraith Lumber      | 300 S Chestnut St            | Retail       | 1,079   | M-F 7-6, Sa 8-4, Su 9-6  |
| Woodland Park            | Sherwin-Williams               | 717 Gold Hill Pl             | Retail       | 1,430   | M-F 7-7, Sa 8-6, Su 10-6 |
| <b>Weld County (7)</b>   |                                |                              |              |         |                          |
| Dacono                   | Weld County South HHW Facility | 5500 Highway 52              | HHW Facility | 4,003   | F and 1st & 3rd Sa 9-4   |
| Evans                    | Diamond Vogel                  | 3313 35th Ave                | Retail       | 669     | M-F 7-5, Sa 8-12         |
| Evans                    | Sherwin-Williams               | 3230 23rd Ave                | Retail       | 982     | M-F 7-7, Sa 8-6, Su 10-6 |
| Firestone                | Sherwin-Williams               | 6075 E Firestone Blvd        | Retail       | 2,672   | M-F 7-7, Sa 8-6, Su 10-6 |
| Greeley                  | Sherwin-Williams               | 2904 W Tenth St              | Retail       | 2,268   | M-F 7-7, Sa 8-6, Su 10-6 |
| Greeley                  | Weld County North HHW Facility | 1311 N 17th Ave              | HHW Facility | 11,952  | Tu & Sa 8-5              |
| Johnstown                | Johnstown Ace Hardware         | 9 S Parish Ave               | Retail       | 853     | M-F 8-7, Sa 8-5, Su 10-5 |
| <b>Yuma County (2)</b>   |                                |                              |              |         |                          |
| Wray                     | Quality Farm and Ranch Center  | 333 Dexter St                | Retail       | 67      | M-Sa 7-7, Su 9-5:30      |
| Yuma                     | Quality Farm and Ranch Center  | 700 E Eighth Ave             | Retail       | 112     | M-Sa -, Sa 9-5:30        |

## 2. Supplemental Sites, Events and Services

|                         |  |                     |                 |        |               |
|-------------------------|--|---------------------|-----------------|--------|---------------|
| <b>Adams County (7)</b> |  |                     |                 |        |               |
| Brighton                | Todd Creek Farms HOA (Latex Event)     | 10501 E 152nd ave   | Latex Event     | 68     | 9-2 (Jun 9)   |
| Commerce City           | Dicks Sporting Goods Park (PC Event)   | 6000 Victory Way    | PaintCare Event | 7,629  | 8-3 (Jun 23)  |
| Federal Heights         | Water World (Tri-County)               | 8801 N Pecos St     | HHW Event       | 1,147  | 9-3 (May 5)   |
| Thornton                | Infrastructure Maint Center (PC Event) | 12450 Washington St | PaintCare Event | 10,025 | 9-1 (Apr 28)  |
| Westminster             | Ball Aerospace (Latex Event)           | 9300 W 108th Circle | Latex Event     | 38     | 11-1 (Apr 25) |
| Westminster             | United Methodist Church (Latex Event)  | 3585 W 76th Ave     | Latex Event     | 223    | 10-2 (Aug 4)  |
| Westminster             | Westminster High (Latex Event)         | 6933 Raleigh St     | Latex Event     | 70     | 10-2 (Jun 9)  |

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                    | Site Name                              | Address                      | Type            | Gallons | Hours                    |
|------------------------------|--|------------------------------|-----------------|---------|--------------------------|
| <b>Alamosa County (1)</b>    |  |                              |                 |         |                          |
| Alamosa                      | Sherwin-Williams (Dropped Aug 2018)    | 200 Craft Dr                 | Retail          | 431     | M-F 7-7, Sa 8-6, Su 10-6 |
| <b>Arapahoe County (10)</b>  |  |                              |                 |         |                          |
| Aurora                       | Eaglecrest High School (Latex Event)   | 5100 S Picadilly St          | Latex Event     | 502     | 10-1 (Apr 28)            |
| Aurora                       | Greenfield HOA (Latex Event)           | 5960 S Kirk Ct               | Latex Event     | 228     | 7:30-11 (Jun 16)         |
| Aurora                       | Parks Operations (City of Aurora)      | 13645 E Ellsworth Ave        | HHW Event       | 3,402   | 9-4 (Sep 8)              |
| Centennial                   | Arapahoe High (Latex Event)            | 2201 East Dry Creek Rd       | Latex Event     | 1,679   | 10-2 (Mar 10, Oct 13)    |
| Centennial                   | Arapahoe Park (Latex Event)            | 7800 S Adams St              | Latex Event     | 339     | 11-2 (Jul 21)            |
| Centennial                   | Smokey Hill HOA (Latex Event)          | 5405 South Telluride St      | Latex Event     | 290     | 8-2 (Sep 8)              |
| Englewood                    | Service Center (City of Englewood)     | 2800 S Platte River Dr       | HHW Event       | 285     | 8-2 (Sep 15 & 22)        |
| Littleton                    | Columbine High (Latex Event)           | 6201 S Pierce St             | Latex Event     | 121     | 10-2 (May 5)             |
| Littleton                    | Ken-Caryl Ranch HOA (Latex Event)      | 7676 S Continental Divide Rd | Latex Event     | 880     | 9-3 (May 5)              |
| Littleton                    | Littleton High School (Latex Event)    | 199 E Littleton Blvd         | Latex Event     | 304     | 10-2 (Apr 7)             |
| <b>Boulder County (7)</b>    |  |                              |                 |         |                          |
| Allenspark                   | Allenspark TS (Boulder County)         | 14857 State Highway 7        | HHW Event       | 345     | 9-1 (Aug 11)             |
| Boulder                      | Ball Aerospace (Latex Event)           | 1735 Range St                | Latex Event     | 36      | 9-1 (Apr 26)             |
| Longmont                     | Public Works Center (Boulder County)   | 375 Airport Rd               | HHW Event       | 1,614   | 9-1 (Sep 15)             |
| Nederland                    | Nederland TS (Boulder County)          | 286 Ridge Rd                 | HHW Event       | 152     | 8-12 (Jun 2)             |
| Niwot                        | Niwot High School (Latex Event)        | 8989 Niwot Rd                | Latex Event     | 204     | 8-2 (May 12)             |
| Superior                     | Eldorado K8 School (Boulder County)    | 3351 S Indiana St            | HHW Event       | 225     | 9-2 (Apr 14)             |
| Ward                         | Congregational Church (Boulder County) | 20 Modoc St                  | HHW Event       | 24      | 8-12 (Jun 9)             |
| <b>Broomfield County (2)</b> |  |                              |                 |         |                          |
| Broomfield                   | Norman Smith Center (Boulder County)   | 3001 W 124th Ave             | HHW Event       | 1,049   | 9-1 (May 12, Oct 6)      |
| Broomfield                   | Vail Resorts (Latex Event)             | 390 Interlocken Crescent     | Latex Event     | 176     | 10-1 (Apr 25)            |
| <b>Chaffee County (1)</b>    |  |                              |                 |         |                          |
| Buena Vista                  | Buena Vista True Value (Sweep)         | 29785 US Hwy 24              | PaintCare Event | 407     | 2-6 (Aug 8)              |
| <b>Conejos County (1)</b>    |  |                              |                 |         |                          |
| La Jara                      | La Jara Trading Post (Sweep)           | 16555 CO-136                 | PaintCare Event | 151     | 1-5 (Jun 19)             |



# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                  | Site Name                               | Address                      | Type            | Gallons | Hours                    |
|----------------------------|---|------------------------------|-----------------|---------|--------------------------|
| <b>Delta County (1)</b>    |   |                              |                 |         |                          |
| Paonia                     | Paonia Town Hall (Sweep)                | 214 Grand Ave                | PaintCare Event | 567     | 2-6 (Aug 23)             |
| <b>Denver County (3)</b>   |   |                              |                 |         |                          |
| Denver                     | Perry and Co Denver (Latex Event)       | 101 S Madison St             | Latex Event     | 547     | 9-1 (Apr 21)             |
| Denver                     | PPG Paints (Closed Jun 2018)            | 657 Osage St                 | Retail          | 445     | M-F 7-5, Sa 8-12         |
| Denver                     | Thomas Jefferson High (Latex Event)     | 3950 S Holly St              | Latex Event     | 198     | 8-1 (May 5, Sep 15)      |
| <b>Douglas County (7)</b>  |   |                              |                 |         |                          |
| Castle Rock                | Castle Rock Water (Tri-County)          | 175 Kellogg Court            | HHW Event       | 5,105   | 9-3 (Sep 29)             |
| Highlands Ranch            | Mountain Vista High (Latex Event)       | 10585 Mountain Vista Ridge   | Latex Event     | 632     | 10-2 (May 5)             |
| Highlands Ranch            | Shea Stadium (Tri-County)               | 3270 Redstone Park Cir       | HHW Event       | 6,518   | 9-3 (Aug 11)             |
| Highlands Ranch            | Visa - Data Center (Latex Event)        | 8910 S Ridgeline Blvd        | Latex Event     | 126     | 8-2 (Apr 20)             |
| Parker                     | Joint Services Center ( Tri-County)     | 17801 East Plaza Dr          | HHW Event       | 3,195   | 9-3 (May 19)             |
| Parker                     | Legend High School (Latex Event)        | 22219 Hilltop Rd             | Latex Event     | 99      | 10-1 (Jul 14)            |
| Parker                     | Parker Pavilions (Latex Event)          | 11101 S Parker Rd            | Latex Event     | 1,148   | 10-4 (Apr 22)            |
| <b>Eagle County (2)</b>    |   |                              |                 |         |                          |
| Gypsum                     | Gypsum Town Hall (Sweep)                | 52 Lundgren Blvd             | PaintCare Event | 807     | 4-8 (Aug 22)             |
| Vail                       | Ford Park (Town of Vail)                | 700 South Frontage Road East | HHW Event       | 345     | 10-3 (May 12)            |
| <b>El Paso County (5)</b>  |   |                              |                 |         |                          |
| Colorado Springs           | Broadmoor Clean Sweep (El Paso)         | 315 Lake Ave                 | HHW Event       | 260     | 9-12 (Jun 15)            |
| Colorado Springs           | Sherwin-Williams (Closed Jun 2018)      | 811 N Circle Dr              | Retail          | 1,735   | M-F 6:30-6, Sa 8-6       |
| Colorado Springs           | Sherwin-Williams (On hold for 6 months) | 260 S Academy Blvd           | Retail          | 841     | M-F 7-7, Sa 8-6, Su 10-6 |
| Colorado Springs           | Widfield Community Ctr (El Paso)        | 705 Aspen Dr                 | HHW Event       | 642     | 8-1 (Mar 31)             |
| Fort Carson                | Fort Carson (El Paso County)            | 6415 Specker Ave             | HHW Event       | 358     | 8-2 (Apr 25)             |
| <b>Elbert County (1)</b>   |   |                              |                 |         |                          |
| Elizabeth                  | Crossroads Business Park (Latex Event)  | 771 Crossroads Circle        | Latex Event     | 71      | 8-12 (May 19)            |
| <b>Garfield County (3)</b> |   |                              |                 |         |                          |
| Carbondale                 | Paint Store Inc (Dropped Sep 2018)      | 2401 Delores Way             | Retail          | 1,177   | M-F 6:30-5               |
| Glenwood Springs           | Parks and Rec (Glenwood Springs)        | 100 Wulfsohn Rd              | HHW Event       | 1,091   | 9-1 (Apr 21)             |

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                    | Site Name                              | Address                      | Type            | Gallons | Hours               |
|------------------------------|--|------------------------------|-----------------|---------|---------------------|
| Rifle                        | County Landfill (Garfield County)      | 0075 County Rd 246           | HHW Event       | 1,175   | 9-3 (Oct 6)         |
| <b>Gunnison County (1)</b>   |  |                              |                 |         |                     |
| Crested Butte                | Crested Butte True Value (Sweep)       | 607 Sixth St                 | PaintCare Event | 419     | 2-6 (Aug 7)         |
| <b>Hinsdale County (1)</b>   |  |                              |                 |         |                     |
| Lake City                    | Blue Spruce Building Materials (Sweep) | 310 Bluff St                 | PaintCare Event | 254     | 12-4 (Aug 15)       |
| <b>Huerfano County (1)</b>   |  |                              |                 |         |                     |
| Walsenburg                   | Walsenburg Lumber (Sweep)              | 403 West 7th St              | PaintCare Event | 230     | 1-5 (Jun 20)        |
| <b>Jefferson County (4)</b>  |  |                              |                 |         |                     |
| Golden                       | Kyffin Elementary (Latex Event)        | 205 S Flora Way              | Latex Event     | 125     | 8-2 (Jun 9)         |
| Lakewood                     | Green Mountain High (Latex Event)      | 13175 W Green Mountain Dr    | Latex Event     | 422     | 10-2 (Jun 2)        |
| Lakewood                     | Hutchinson Elementary (Latex Event)    | 12900 W Utah                 | Latex Event     | 382     | 10-2 (Apr 21)       |
| Lakewood                     | Morse Park (Latex Event)               | 8180 W 20th Ave              | Latex Event     | 486     | 10-2 (Oct 7)        |
| <b>Kit Carson County (1)</b> |  |                              |                 |         |                     |
| Burlington                   | Herman Lumber (Sweep)                  | 1298 Martin Ave              | PaintCare Event | 291     | 12-4 (May 23)       |
| <b>Larimer County (2)</b>    |  |                              |                 |         |                     |
| Estes Park                   | Town Water Shop (Larimer County)       | 577 Elm Road                 | HHW Event       | 800     | 10-2 (Jun 9)        |
| Fort Collins                 | Streets Dept (City of Fort Collins)    | 625 Ninth St                 | HHW Event       | 6,242   | 9-3 (May 19, Sep 8) |
| <b>Mineral County (1)</b>    |  |                              |                 |         |                     |
| Creede                       | Mineral County Landfill (Sweep)        | Dump Ground Rd (2.5 mi SE of | PaintCare Event | 118     | 11-3 (Aug 16)       |
| <b>Moffat County (1)</b>     |  |                              |                 |         |                     |
| Craig                        | MJK Sales and Feed (Sweep)             | 2315 W First St              | PaintCare Event | 306     | 1-5 (Aug 21)        |
| <b>Ouray County (1)</b>      |  |                              |                 |         |                     |
| Ridgway                      | Ridgway True Value (Sweep)             | 276 S Lena St                | PaintCare Event | 800     | 1-5 (Aug 14)        |
| <b>Park County (1)</b>       |  |                              |                 |         |                     |
| Fairplay                     | South Park True Value (Sweep)          | 299 US HWY 285               | PaintCare Event | 297     | 2-6 (Aug 9)         |
| <b>Prowers County (1)</b>    |  |                              |                 |         |                     |
| Lamar                        | Big R of Lamar (Sweep)                 | 8625 US Hwy 50               | PaintCare Event | 122     | 12-4 (May 22)       |

# COLORADO PAINTCARE SITES IN 2018

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| City/Town                            | Site Name                                | Address              | Type            | Gallons | Hours         |
|--------------------------------------|--|----------------------|-----------------|---------|---------------|
| <b>Pueblo County (2)</b>             |  |                      |                 |         |               |
| Colorado City                        | Greenhorn True Value (Sweep)             | 6850 CO-165          | PaintCare Event | 444     | 1-5 (Jun 21)  |
| Pueblo                               | Colorado State Fairgrounds (Latex Event) | 1001 Beulah Ave      | Latex Event     | 1,373   | 8-1 (Apr 21)  |
| <b>Routt County (1)</b>              |  |                      |                 |         |               |
| Steamboat Springs                    | Meadows Parking Lot (Routt County)       | Mt Werner Rd         | HHW Event       | 672     | 9-12 (Oct 27) |
| <b>San Miguel County (1)</b>         |  |                      |                 |         |               |
| Telluride                            | Parking Lot (San Miguel County)          | 3601 Mahoney Dr      | HHW Event       | 408     | 9-2 (May 18)  |
| <b>Summit County (1)</b>             |  |                      |                 |         |               |
| Frisco                               | Summit Stage (Summit County)             | 0222 County Shops Rd | HHW Event       | 1,070   | 8-2 (May 19)  |
| <b>Yuma County (1)</b>               |  |                      |                 |         |               |
| Yuma                                 | Ace Quality Farm and Ranch (Sweep)       | 700 E 8th Ave        | PaintCare Event | 107     | 12-4 (May 24) |
| <b>3. Large Volume Pick-Up Sites</b> |  |                      |                 |         |               |
| <b>Adams County (3)</b>              |  |                      |                 |         |               |
| Aurora                               | [School or University]                   |                      | LVP             | 374     |               |
| Thornton                             | [Property Manager/Owner]                 |                      | LVP             | 139     |               |
| Westminster                          | [Property Manager/Owner]                 |                      | LVP             | 265     |               |
| <b>Arapahoe County (10)</b>          |  |                      |                 |         |               |
| Aurora                               | [Painting Contractor]                    |                      | LVP             | 111     |               |
| Aurora                               | [Painting Contractor]                    |                      | LVP             | 254     |               |
| Centennial                           | [Construction]                           |                      | LVP             | 197     |               |
| Centennial                           | [Property Manager/Owner]                 |                      | LVP             | 110     |               |
| Denver                               | [Property Manager/Owner]                 |                      | LVP             | 139     |               |
| Englewood                            | [Property Manager/Owner]                 |                      | LVP             | 246     |               |
| Greenwood Village                    | [Household]                              |                      | LVP             | 145     |               |
| Greenwood Village                    | [Property Manager/Owner]                 |                      | LVP             | 159     |               |
| Littleton                            | [Property Manager/Owner]                 |                      | LVP             | 220     |               |
| Littleton                            | [Property Manager/Owner]                 |                      | LVP             | 202     |               |

# COLORADO PAINTCARE SITES IN 2018

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| City/Town                    | Site Name                | Address | Type | Gallons | Hours |
|------------------------------|--------------------------|---------|------|---------|-------|
| <b>Boulder County (7)</b>    |                          |         |      |         |       |
| Boulder                      | [Construction]           |         | LVP  | 152     |       |
| Boulder                      | [Painting Contractor]    |         | LVP  | 280     |       |
| Boulder                      | [School or University]   |         | LVP  | 428     |       |
| Boulder                      | [School or University]   |         | LVP  | 535     |       |
| Lafayette                    | [Painting Contractor]    |         | LVP  | 304     |       |
| Longmont                     | [Hardware Store]         |         | LVP  | 199     |       |
| Longmont                     | [Painting Contractor]    |         | LVP  | 232     |       |
| <b>Broomfield County (2)</b> |                          |         |      |         |       |
| Broomfield                   | [Property Manager/Owner] |         | LVP  | 497     |       |
| Broomfield                   | [Property Manager/Owner] |         | LVP  | 171     |       |
| <b>Denver County (23)</b>    |                          |         |      |         |       |
| Denver                       | [Call Center]            |         | LVP  | 162     |       |
| Denver                       | [Construction]           |         | LVP  | 298     |       |
| Denver                       | [Construction]           |         | LVP  | 120     |       |
| Denver                       | [General Contractor]     |         | LVP  | 192     |       |
| Denver                       | [Household]              |         | LVP  | 313     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 861     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 418     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 327     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 234     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 125     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 243     |       |
| Denver                       | [Painting Contractor]    |         | LVP  | 272     |       |
| Denver                       | [Property Manager/Owner] |         | LVP  | 95      |       |
| Denver                       | [Property Manager/Owner] |         | LVP  | 146     |       |
| Denver                       | [Property Manager/Owner] |         | LVP  | 99      |       |

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                  | Site Name                | Address | Type | Gallons | Hours |
|----------------------------|--------------------------|---------|------|---------|-------|
| Denver                     | [Property Manager/Owner] |         | LVP  | 282     |       |
| Denver                     | [Property Manager/Owner] |         | LVP  | 157     |       |
| Denver                     | [Property Manager/Owner] |         | LVP  | 156     |       |
| Denver                     | [Property Manager/Owner] |         | LVP  | 176     |       |
| Denver                     | [Property Manager/Owner] |         | LVP  | 176     |       |
| Denver                     | [Property Manager/Owner] |         | LVP  | 209     |       |
| Glendale                   | [Property Manager/Owner] |         | LVP  | 175     |       |
| Lakewood                   | [Property Manager/Owner] |         | LVP  | 129     |       |
| <b>Douglas County (1)</b>  |                          |         |      |         |       |
| Parker                     | [Painting Contractor]    |         | LVP  | 97      |       |
| <b>Eagle County (1)</b>    |                          |         |      |         |       |
| Eagle                      | [Retail Paint Store]     |         | LVP  | 555     |       |
| <b>El Paso County (8)</b>  |                          |         |      |         |       |
| Colorado Springs           | [Nonprofit]              |         | RLVP |         |       |
| Colorado Springs           | [Painting Contractor]    |         | LVP  | 807     |       |
| Colorado Springs           | [Property Manager/Owner] |         | LVP  | 237     |       |
| Colorado Springs           | [Property Manager/Owner] |         | LVP  | 105     |       |
| Colorado Springs           | [Property Manager/Owner] |         | LVP  | 126     |       |
| Colorado Springs           | [Property Manager/Owner] |         | LVP  | 263     |       |
| Colorado Springs           | [Retailer]               |         | LVP  | 503     |       |
| Peyton                     | [Painting Contractor]    |         | LVP  | 693     |       |
| <b>Garfield County (3)</b> |                          |         |      |         |       |
| Glenwood Springs           | [School or University]   |         | LVP  | 203     |       |
| New Castle                 | [Government City]        |         | LVP  | 532     |       |
| Rifle                      | [School or University]   |         | LVP  | 343     |       |
| <b>Grand County (2)</b>    |                          |         |      |         |       |
| Granby                     | [Painting Contractor]    |         | LVP  | 184     |       |
| Granby                     | [Retail Paint Store]     |         | LVP  | 542     |       |

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town                    | Site Name                | Address | Type | Gallons | Hours |
|------------------------------|--------------------------|---------|------|---------|-------|
| <b>Gunnison County (2)</b>   |                          |         |      |         |       |
| Crested Butte                | [Property Manager/Owner] |         | LVP  | 108     |       |
| Gunnison                     | [Construction]           |         | LVP  | 234     |       |
| <b>Jefferson County (16)</b> |                          |         |      |         |       |
| Arvada                       | [Construction]           |         | LVP  | 318     |       |
| Arvada                       | [Painting Contractor]    |         | LVP  | 380     |       |
| Edgewater                    | [Painting Contractor]    |         | LVP  | 193     |       |
| Golden                       | [Painting Contractor]    |         | LVP  | 260     |       |
| Golden                       | [Property Manager/Owner] |         | LVP  | 582     |       |
| Lakewood                     | [Household]              |         | LVP  | 169     |       |
| Lakewood                     | [Painting Contractor]    |         | LVP  | 280     |       |
| Lakewood                     | [Painting Contractor]    |         | LVP  | 239     |       |
| Lakewood                     | [Painting Contractor]    |         | LVP  | 160     |       |
| Lakewood                     | [Property Manager/Owner] |         | LVP  | 231     |       |
| Littleton                    | [Community Center]       |         | LVP  | 576     |       |
| Westminster                  | [Painting Contractor]    |         | LVP  | 111     |       |
| Wheat Ridge                  | [Hospital]               |         | LVP  | 105     |       |
| Wheat Ridge                  | [Painting Contractor]    |         | LVP  | 272     |       |
| Wheat Ridge                  | [Painting Contractor]    |         | LVP  | 228     |       |
| Wheat Ridge                  | [Painting Contractor]    |         | LVP  | 145     |       |
| <b>La Plata County (1)</b>   |                          |         |      |         |       |
| Durango                      | [Property Manager/Owner] |         | LVP  | 130     |       |
| <b>Lake County (1)</b>       |                          |         |      |         |       |
| Leadville                    | [Woodworker]             |         | LVP  | 398     |       |
| <b>Larimer County (10)</b>   |                          |         |      |         |       |
| Estes Park                   | [Painting Contractor]    |         | LVP  | 2,833   |       |
| Fort Collins                 | [Government - City]      |         | RLVP | 179     |       |
| Fort Collins                 | [Painting Contractor]    |         | LVP  | 1,176   |       |



# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town    | Site Name                | Address | Type | Gallons | Hours |
|--------------|--------------------------|---------|------|---------|-------|
| Fort Collins | {University}             |         | RLVP | 332     |       |
| Golden       | [Painting Contractor]    |         | LVP  | 776     |       |
| LaPorte      | [Painting Contractor]    |         | LVP  | 158     |       |
| Loveland     | [Painting Contractor]    |         | LVP  | 347     |       |
| Loveland     | [Property Manager/Owner] |         | LVP  | 235     |       |
| Lyons        | [Painting Contractor]    |         | LVP  | 170     |       |
| Wellington   | [Painting Contractor]    |         | LVP  | 145     |       |

## Logan County (1)

|          |                          |  |     |     |  |
|----------|--------------------------|--|-----|-----|--|
| Sterling | [Property Manager/Owner] |  | LVP | 406 |  |
|----------|--------------------------|--|-----|-----|--|

## Mesa County (1)

|                |             |  |     |     |  |
|----------------|-------------|--|-----|-----|--|
| Grand Junction | [Household] |  | LVP | 499 |  |
|----------------|-------------|--|-----|-----|--|

## Montezuma County (1)

|        |               |  |     |     |  |
|--------|---------------|--|-----|-----|--|
| Cortez | [Reuse Store] |  | LVP | 216 |  |
|--------|---------------|--|-----|-----|--|

## Rio Grande County (1)

|             |             |  |     |     |  |
|-------------|-------------|--|-----|-----|--|
| Monte Vista | [Household] |  | LVP | 194 |  |
|-------------|-------------|--|-----|-----|--|

## Routt County (1)

|                   |                       |  |     |     |  |
|-------------------|-----------------------|--|-----|-----|--|
| Steamboat Springs | [Painting Contractor] |  | LVP | 394 |  |
|-------------------|-----------------------|--|-----|-----|--|

## Weld County (4)

|           |                          |  |      |     |  |
|-----------|--------------------------|--|------|-----|--|
| Erie      | [Painting Contractor]    |  | LVP  | 128 |  |
| Firestone | [Painting Contractor]    |  | LVP  | 229 |  |
| Greeley   | [Property Manager/Owner] |  | LVP  | 183 |  |
| Greeley   | [University]             |  | RLVP | 108 |  |

## 4. Door-to-Door Programs

### Adams County (1)

|             |                                  |                   |     |       |  |
|-------------|----------------------------------|-------------------|-----|-------|--|
| Westminster | City of Westminster Door-to-Door | No street address | D2D | 1,801 |  |
|-------------|----------------------------------|-------------------|-----|-------|--|

### Arapahoe County (4)

|        |                             |                   |     |     |  |
|--------|-----------------------------|-------------------|-----|-----|--|
| Aurora | City of Aurora Door-to-Door | No street address | D2D | 543 |  |
|--------|-----------------------------|-------------------|-----|-----|--|

# COLORADO PAINTCARE SITES IN 2018

Sites with no gallons did not have paint picked up during the reporting period.

| City/Town            | Site Name                              | Address           | Type | Gallons | Hours   |
|----------------------|--|-------------------|------|---------|---|
| Centennial           | Southeast Metro Stormwater Authority   | No street address | D2D  | 2,251   |   |
| Cherry Hills Village | Cherry Hills Village Door-to-Door      | No street address | D2D  | 124     |   |
| Greenwood Village    | City of Greenwood Village Door-to-Door | No street address | D2D  | 1,668   |   |
| Denver County (1)    |  |                   |      |         |   |
| Denver               | Denver Door-to-Door                    | No street address | D2D  | 2,992   |   |
| Douglas County (1)   |  |                   |      |         |   |
| Lone Tree            | City of Lone Tree Door-to-Door         | No street address | D2D  | 238     |   |
| Jefferson County (1) |  |                   |      |         |   |
| Golden               | Jefferson County Door-to-Door*         | No street address | D2D  |         | * Paint from the Jefferson County door-to-door program is taken to the Rooney Rd facility and not reported separately |

## Appendix Section B

**PaintCare Inc.**

Financial Statements  
and Independent Auditors' Report

Twelve Month Periods Ended December 31, 2018 and 2017

**PaintCare Inc.**

Financial Statements  
Twelve Month Periods Ended December 31, 2018 and 2017

**Contents**

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## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
PaintCare Inc.

We have audited the accompanying financial statements of PaintCare Inc. ("PaintCare"), which comprise the statements of financial position as of December 31, 2018 and 2017; the related statements of activities, functional expenses, and cash flows for twelve month periods then ended; and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform an audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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



***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of PaintCare as of December 31, 2018 and 2017, and the changes in its net assets and its cash flows for twelve month periods then ended in accordance with accounting principles generally accepted in the United States of America.

***Other Matter***

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

Handwritten signature of Rogers & Company LLC in black ink.

Vienna, Virginia  
March 27, 2019

**PaintCare Inc.**

Statements of Financial Position  
December 31, 2018 and 2017 and 2017

|                                       | 2018                 | 2017                 |
|---------------------------------------|----------------------|----------------------|
| <b>Assets</b>                         |                      |                      |
| Current assets:                       |                      |                      |
| Cash                                  | \$ 12,932,756        | \$ 13,306,740        |
| Accounts receivable, net              | 5,678,781            | 5,241,516            |
| Investments                           | 44,527,270           | 40,277,238           |
| Prepaid expenses                      | 175,237              | 16,964               |
|                                       |                      |                      |
| Total current assets                  | 63,314,044           | 58,842,458           |
| Property and equipment, net           | 440,567              | 211,122              |
|                                       |                      |                      |
| Total assets                          | <u>\$ 63,754,611</u> | <u>\$ 59,053,580</u> |
| <b>Liabilities and Net Assets</b>     |                      |                      |
| <b>Liabilities</b>                    |                      |                      |
| Current liabilities:                  |                      |                      |
| Accounts payable and accrued expenses | \$ 7,841,441         | \$ 6,392,384         |
| Due to affiliate                      | 1,214,428            | 1,218,597            |
|                                       |                      |                      |
| Total liabilities                     | <u>9,055,869</u>     | <u>7,610,981</u>     |
|                                       |                      |                      |
| <b>Net Assets</b>                     |                      |                      |
| Without donor restrictions            | <u>54,698,742</u>    | <u>51,442,599</u>    |
|                                       |                      |                      |
| Total net assets                      | <u>54,698,742</u>    | <u>51,442,599</u>    |
|                                       |                      |                      |
| Total liabilities and net assets      | <u>\$ 63,754,611</u> | <u>\$ 59,053,580</u> |

**PaintCare Inc.**

Statements of Activities  
For the Twelve Month Periods Ended December 31, 2018 and 2017

|  | 2018                        | 2017                        |
|--|-----------------------------|-----------------------------|
| <b>Operating Revenue and Support</b>                   |                             |                             |
| Paint recovery fees                                    | \$ 61,077,464               | \$ 60,554,527               |
| Other income   | 140,962                     | 86,429                      |
| Total operating revenue and support                    | <u>61,218,426</u>           | <u>60,640,956</u>           |
| <b>Expenses</b>  |                             |                             |
| Program and delivery services:                         |                             |                             |
| Oregon   | 4,840,564                   | 4,947,135                   |
| California   | 31,602,989                  | 29,828,977                  |
| Connecticut  | 2,956,487                   | 3,056,680                   |
| Rhode Island   | 685,783                     | 684,887                     |
| Minnesota  | 5,024,733                   | 4,942,506                   |
| Vermont  | 733,989                     | 743,783                     |
| Maine  | 1,262,781                   | 1,108,353                   |
| Colorado   | 5,425,078                   | 5,070,756                   |
| District of Columbia                                   | 349,479                     | 307,304                     |
| Total program and delivery services                    | <u>52,881,883</u>           | <u>50,690,381</u>           |
| General and administrative                             | <u>4,330,431</u>            | <u>4,060,582</u>            |
| Total expenses   | <u>57,212,314</u>           | <u>54,750,963</u>           |
| <b>Change in Net Assets from Operations</b>            | 4,006,112                   | 5,889,993                   |
| <b>Non-Operating Activities</b>                        |                             |                             |
| Interest and dividend income                           | 1,169,172                   | 1,027,363                   |
| Net realized and unrealized (loss) gain on investments | <u>(1,919,141)</u>          | <u>1,875,729</u>            |
| Total non-operating activities                         | <u>(749,969)</u>            | <u>2,903,092</u>            |
| <b>Change in Net Assets</b>                            | 3,256,143                   | 8,793,085                   |
| <b>Net Assets, beginning of period</b>                 | <u>51,442,599</u>           | <u>42,649,514</u>           |
| <b>Net Assets, end of period</b>                       | <u><u>\$ 54,698,742</u></u> | <u><u>\$ 51,442,599</u></u> |

See accompanying notes.

**PaintCare Inc.**

Statement of Functional Expenses  
For the Twelve Month Period Ended December 31, 2018

|                                  | Program and Delivery Services |               |              |              |              |            |              |              |            | District of Columbia | General and Administrative | Total |
|----------------------------------|-------------------------------|---------------|--------------|--------------|--------------|------------|--------------|--------------|------------|----------------------|----------------------------|-------|
|                                  | Oregon                        | California    | Connecticut  | Rhode Island | Minnesota    | Vermont    | Maine        | Colorado     |            |                      |                            |       |
| Expenses                         |                               |               |              |              |              |            |              |              |            |                      |                            |       |
| Salaries and related benefits    | \$ 105,463                    | \$ 708,453    | \$ 91,667    | \$ 27,432    | \$ 132,352   | \$ 38,383  | \$ 80,588    | \$ 182,275   | \$ 24,792  | \$ 1,381,024         | \$ 2,772,429               |       |
| Collection support               | 10,516                        | 3,155,233     | 406,935      | 97,718       | 417,322      | 71,457     | 148,109      | 503,531      | 33,993     | -                    | 4,844,814                  |       |
| Transportation and processing    | 4,553,481                     | 23,027,236    | 2,021,676    | 471,896      | 4,199,744    | 590,526    | 913,300      | 3,885,429    | 196,060    | -                    | 39,859,348                 |       |
| Communications                   | 67,674                        | 3,298,304     | 394,501      | 80,589       | 193,004      | 10,996     | 37,128       | 636,821      | 85,285     | 45,205               | 4,849,507                  |       |
| Legal fees                       | 1,221                         | 977,367       | 2,609        | 263          | 175          | 263        | 5,630        | 4,724        | 1,186      | 29,940               | 1,023,378                  |       |
| State agency administrative fees | 50,000                        | 178,824       | 20,000       | -            | 28,331       | 15,000     | 53,146       | 120,000      | -          | -                    | 465,301                    |       |
| Professional fees                | 9,625                         | 6,830         | 371          | 321          | 150          | 162        | 176          | 7,334        | 150        | 81,664               | 106,783                    |       |
| Office and supplies              | 1,083                         | 3,592         | 247          | 160          | 1,198        | 319        | 425          | 3,761        | 12         | 7,898                | 18,695                     |       |
| Subscriptions and publications   | 868                           | 3,947         | 223          | 66           | 1,278        | 101        | 213          | 1,536        | 2          | 73,559               | 81,793                     |       |
| Professional development         | 1,428                         | 17,291        | 2,337        | 582          | 5,247        | 667        | 2,513        | 8,291        | 74         | 26,008               | 64,438                     |       |
| Travel                           | 22,826                        | 165,552       | 9,275        | 3,650        | 18,246       | 6,035      | 21,400       | 64,492       | 7,437      | 169,491              | 488,404                    |       |
| Meetings                         | 1,157                         | 10,859        | 475          | 48           | 1,306        | 71         | 41           | 5,725        | 488        | 17,190               | 37,360                     |       |
| Bank fees                        | 1,216                         | -             | 3,922        | 2,433        | -            | -          | -            | -            | -          | 61,709               | 69,280                     |       |
| Management fees                  | -                             | -             | -            | -            | -            | -          | -            | -            | -          | 2,126,910            | 2,126,910                  |       |
| Insurance                        | -                             | -             | -            | -            | -            | -          | -            | -            | -          | 220,261              | 220,261                    |       |
| Depreciation                     | -                             | -             | -            | -            | -            | -          | -            | -            | -          | 87,330               | 87,330                     |       |
| Other expenses                   | 14,006                        | 49,501        | 2,249        | 625          | 26,380       | 9          | 112          | 1,159        | -          | 2,242                | 96,283                     |       |
| Total Expenses                   | \$ 4,840,564                  | \$ 31,602,989 | \$ 2,956,487 | \$ 685,783   | \$ 5,024,733 | \$ 733,989 | \$ 1,262,781 | \$ 5,425,078 | \$ 349,479 | \$ 4,330,431         | \$ 57,212,314              |       |

See accompanying notes.

**PaintCare Inc.**

Statement of Functional Expenses  
For the Twelve Month Period Ended December 31, 2017

|                                  | Program and Delivery Services |                      |                     |                   |                     |                   |                     |                     |                      | General and Administrative | Total                |
|----------------------------------|-------------------------------|----------------------|---------------------|-------------------|---------------------|-------------------|---------------------|---------------------|----------------------|----------------------------|----------------------|
|                                  | Oregon                        | California           | Connecticut         | Rhode Island      | Minnesota           | Vermont           | Maine               | Colorado            | District of Columbia |                            |                      |
| <b>Expenses</b>                  |                               |                      |                     |                   |                     |                   |                     |                     |                      |                            |                      |
| Salaries and related benefits    | \$ 81,849                     | \$ 686,717           | \$ 88,332           | \$ 26,264         | \$ 120,110          | \$ 34,642         | \$ 73,126           | \$ 144,389          | \$ 22,699            | \$ 1,278,834               | \$ 2,556,962         |
| Collection support               | 18,378                        | 3,039,037            | 423,739             | 102,643           | 195,850             | 82,884            | 134,751             | 461,818             | 35,121               | -                          | 4,494,221            |
| Transportation and processing    | 4,629,903                     | 22,266,855           | 1,990,203           | 461,697           | 4,407,470           | 591,327           | 788,633             | 3,685,583           | 174,205              | -                          | 38,995,876           |
| Communications                   | 77,132                        | 2,827,358            | 474,582             | 82,938            | 156,235             | 8,680             | 11,109              | 592,780             | 43,750               | 13,745                     | 4,288,309            |
| Legal fees                       | 6,477                         | 505,320              | 2,894               | 2,726             | -                   | 283               | 15                  | 6,538               | -                    | 12,358                     | 536,611              |
| State agency administrative fees | 40,000                        | 221,456              | 20,000              | -                 | 33,330              | 15,000            | 82,000              | 120,000             | 26,000               | -                          | 557,786              |
| Professional fees                | 55,123                        | 40,313               | 23,614              | 2,026             | 4,957               | 1,117             | 1,493               | 5,882               | 881                  | 148,267                    | 283,673              |
| Office and supplies              | 2,501                         | 15,942               | 141                 | 34                | 5,714               | 159               | 436                 | 1,699               | 102                  | 8,875                      | 35,603               |
| Subscriptions and publications   | 743                           | 6,139                | 392                 | 107               | 1,280               | 115               | 240                 | 1,686               | 165                  | 23,629                     | 34,496               |
| Professional development         | 689                           | 7,579                | 1,064               | 5                 | 3,252               | 50                | 1,714               | 5,569               | 570                  | 22,926                     | 43,418               |
| Travel                           | 17,191                        | 170,717              | 13,085              | 3,379             | 12,206              | 5,507             | 14,782              | 42,520              | 3,516                | 105,416                    | 388,319              |
| Meetings                         | 715                           | 15,310               | 563                 | 19                | 566                 | 2                 | 4                   | 2,272               | 32                   | 13,802                     | 33,285               |
| Bank fees                        | 1,527                         | -                    | 4,512               | 2,737             | -                   | -                 | -                   | -                   | -                    | 61,671                     | 70,447               |
| Management fees                  | -                             | -                    | -                   | -                 | -                   | -                 | -                   | -                   | -                    | 2,117,301                  | 2,117,301            |
| Insurance                        | -                             | -                    | -                   | -                 | -                   | -                 | -                   | -                   | -                    | 163,709                    | 163,709              |
| Depreciation                     | -                             | -                    | -                   | -                 | -                   | -                 | -                   | -                   | -                    | 85,335                     | 85,335               |
| Other expenses                   | 14,907                        | 26,234               | 13,559              | 312               | 1,536               | 4,017             | 50                  | 20                  | 263                  | 4,714                      | 65,612               |
| <b>Total Expenses</b>            | <u>\$ 4,947,135</u>           | <u>\$ 29,828,977</u> | <u>\$ 3,056,680</u> | <u>\$ 684,887</u> | <u>\$ 4,942,506</u> | <u>\$ 743,783</u> | <u>\$ 1,108,353</u> | <u>\$ 5,070,756</u> | <u>\$ 307,304</u>    | <u>\$ 4,060,582</u>        | <u>\$ 54,750,963</u> |

See accompanying notes.

**PaintCare Inc.**

Statements of Cash Flows  
For the Twelve Month Periods Ended December 31, 2018 and 2017

|  | <u>2018</u>                 | <u>2017</u>                 |
|--|-----------------------------|-----------------------------|
| <b>Cash Flows from Operating Activities</b>  |                             |                             |
| Change in net assets   | \$ 3,256,143                | \$ 8,793,085                |
| Adjustments to reconcile change in net assets to<br>net cash provided by operating activities: |                             |                             |
| Depreciation and amortization  | 87,330                      | 85,335                      |
| Net realized and unrealized loss (gain)<br>on investments                                      | 1,773,718                   | (2,001,559)                 |
| Change in allowance for doubtful accounts<br>receivable  | 17,052                      | 12,726                      |
| Change in operating assets and liabilities:  |                             |                             |
| (Increase) decrease in:  |                             |                             |
| Accounts receivable  | (454,317)                   | (624,991)                   |
| Prepaid expenses   | (158,273)                   | 67,883                      |
| Increase (decrease) in:  |                             |                             |
| Accounts payable and accrued expenses  | 1,449,057                   | 1,011,890                   |
| Due to affiliate   | (4,169)                     | 511,227                     |
|  | <u>5,966,541</u>            | <u>7,855,596</u>            |
| <b>Cash Flows from Investing Activities</b>  |                             |                             |
| Purchases of investments   | (25,371,978)                | (12,668,109)                |
| Proceeds from sale of investments  | 19,348,228                  | 6,766,577                   |
| Purchases of property and equipment  | <u>(316,775)</u>            | <u>-</u>                    |
| Net cash used in investing activities  | <u>(6,340,525)</u>          | <u>(5,901,532)</u>          |
| <b>Net (Decrease) Increase in Cash</b>   | (373,984)                   | 1,954,064                   |
| <b>Cash, beginning of period</b>   | <u>13,306,740</u>           | <u>11,352,676</u>           |
| <b>Cash, end of period</b>   | <u><u>\$ 12,932,756</u></u> | <u><u>\$ 13,306,740</u></u> |

*See accompanying notes.*



## **PaintCare Inc.**

### Notes to Financial Statements December 31, 2018 and 2017

#### **1. Nature of Operations**

PaintCare Inc. (“PaintCare”), a not-for-profit 501(c)(3) organization, was created in October 2009 by the American Coatings Association (ACA), who, working with state and local government stakeholders, passed the first ever paint product stewardship law in the United States in the state of Oregon in 2009 with implementation of the Oregon Program beginning July 1, 2010. Similar legislation has subsequently been passed in other jurisdictions. The legislation pilots an industry-led, end-of-life management program for post-consumer paint, which PaintCare operates. The PaintCare Board is made up of architectural paint manufacturers and participation in PaintCare is not limited to ACA members, but open to all architectural paint manufacturers. There are no dues or registration fees associated with PaintCare. During 2015, PaintCare organized single-member limited liability companies (LLC) for the Oregon, Connecticut, and Rhode Island 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, 2018 and 2017, all net assets were without donor restrictions.

##### Use of Estimates

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

##### Accounts Receivable

Accounts receivable are recorded at net realizable value and represent amounts due from post-consumer paint recovery fees. PaintCare provides an allowance for bad debts using the allowance method, which is based on management’s judgment considering historical information. Accounts are individually analyzed for collectability, and will be reserved based on individual evaluation and specific circumstances. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At December 31, 2018 and 2017, an allowance of \$42,900 and \$25,848, respectively, was recognized.

## **PaintCare Inc.**

Notes to Financial Statements  
December 31, 2018 and 2017

### **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 are included in the accompanying statements of activities.

#### Property and Equipment

Property and equipment with a projected useful life ranging from three to ten years and in excess of \$1,000 are capitalized and recorded at cost. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the individual assets, ranging from three to ten years.

#### Revenue Recognition

PaintCare recognizes revenue from post-consumer paint recovery fees at the time architectural paint product is sold by a manufacturer participant of the paint product stewardship program. Manufacturer participants in the program pay the PaintCare recovery fee to PaintCare based on the amount of program products they sell on a monthly basis.

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

Revenue from all other sources is recognized when earned.

## **PaintCare Inc.**

Notes to Financial Statements  
December 31, 2018 and 2017

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

#### 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.

#### Communications Costs

PaintCare holds communication-related contracts for advertising, marketing, and consumer awareness. Communications costs are charged to operations when incurred. Communications expenses were \$4,849,507 and \$4,288,309 for the twelve month periods ended December 31, 2018 and 2017, 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 realized and unrealized gains and losses on investments, and interest and dividends.

#### Reclassifications

Certain amounts in the 2017 financial statements have been reclassified to conform to the 2018 presentation. These reclassifications have no effect on the change in net assets previously reported.

#### Adopted Accounting Pronouncement

On August 18, 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. PaintCare has implemented ASU 2016-14 and has adjusted the presentation in these financial statements accordingly. The ASU has been applied retrospectively to all periods presented. The implementation had no impact on previously reported net assets.

## PaintCare Inc.

Notes to Financial Statements  
December 31, 2018 and 2017

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

#### Recently Issued Accounting Pronouncement

In May 2014, the FASB issued ASU 2014-09 – *Revenue from Contracts with Customers* (Topic 606). The update requires that revenue be recognized to depict the transfer of promised goods and services to customers in an amount that reflects consideration to which the entity expects to be entitled in exchange for these goods and services, utilizing a five-step analysis of transactions to determine when the revenue is recognized. The guidance is effective for PaintCare beginning in 2019. Although management continues to evaluate the potential impact of this update on PaintCare's financial statements, management does not believe that the impact of this update will be significant.

#### Subsequent Events

In preparing these financial statements, PaintCare has evaluated events and transactions for potential recognition or disclosure through March 27, 2019, the date the financial statements were available to be issued.

### 3. Liquidity and Availability

PaintCare has \$43,654,714 of financial assets available within one year of the statement of financial position date. PaintCare strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. As part of this liquidity management, PaintCare invests cash in excess of daily requirements in money market funds and other short-term investments.

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

|  |                      |
|--|----------------------|
| Cash and cash equivalents                | \$ 13,824,143        |
| Accounts receivable                      | 5,678,781            |
| Investments appropriated for current use | <u>24,151,790</u>    |
| Total available for general expenditures | <u>\$ 43,654,714</u> |

## PaintCare Inc.

### Notes to Financial Statements December 31, 2018 and 2017

#### 4. Concentration of Credit Risk

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

#### 5. Accounts Receivable

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

|                                       | 2018                | 2017                |
|---------------------------------------|---------------------|---------------------|
| California                            | \$ 3,605,417        | \$ 3,368,499        |
| Colorado                              | 600,899             | 464,559             |
| Minnesota                             | 614,717             | 578,769             |
| Oregon                                | 352,980             | 356,528             |
| Connecticut                           | 225,526             | 231,909             |
| Maine                                 | 95,129              | 85,413              |
| Rhode Island                          | 70,738              | 66,448              |
| District of Columbia                  | 52,758              | 52,436              |
| Vermont                               | 103,517             | 62,803              |
| Total accounts receivable             | 5,721,681           | 5,267,364           |
| Less: allowance for doubtful accounts | (42,900)            | (25,848)            |
| Accounts receivable, net              | <u>\$ 5,678,781</u> | <u>\$ 5,241,516</u> |

## PaintCare Inc.

Notes to Financial Statements  
December 31, 2018 and 2017

### 6. Investments and Fair Value Measurements

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

PaintCare follows FASB Accounting Standards Codification 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 as well as some mutual funds consisting mainly of fixed income instruments, which are valued based on quoted prices in less active markets.



**PaintCare Inc.**

Notes to Financial Statements  
December 31, 2018 and 2017

**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, 2018:

|                        | Level 1       | Level 2       | Level 3 | Total         |
|------------------------|---------------|---------------|---------|---------------|
| <hr/>                  |               |               |         |               |
| Equities:              |               |               |         |               |
| Energy                 | \$ 596,941    | \$ -          | \$ -    | \$ 596,941    |
| Materials              | 453,819       | -             | -       | 453,819       |
| Industrials            | 1,339,480     | -             | -       | 1,339,480     |
| Consumer discretionary | 1,285,508     | -             | -       | 1,285,508     |
| Consumer staples       | 1,035,110     | -             | -       | 1,035,110     |
| Health care            | 1,728,636     | -             | -       | 1,728,636     |
| Financials             | 1,874,340     | -             | -       | 1,874,340     |
| Information technology | 2,041,301     | -             | -       | 2,041,301     |
| Telecommunication      |               |               |         |               |
| service                | 1,040,963     | -             | -       | 1,040,963     |
| Utilities              | 464,489       | -             | -       | 464,489       |
| Real estate            | 550,772       | -             | -       | 550,772       |
| Bond                   | 60,382        | -             | -       | 60,382        |
| Mutual funds:          |               |               |         |               |
| Exchange traded funds  | 4,305,076     | -             | -       | 4,305,076     |
| Mid/small U.S. equity  |               |               |         |               |
| Fixed income           | 7,374,973     | -             | -       | 7,374,973     |
| Corporate bonds        | 7,348,981     | -             | -       | 7,348,981     |
| Cash equivalents       | 891,387       | -             | -       | 891,387       |
| Government securities: |               |               |         |               |
| U.S. Treasury          | -             | 8,136,916     | -       | 8,136,916     |
| U.S. Agency            | -             | 3,998,196     | -       | 3,998,196     |
| <hr/>                  |               |               |         |               |
| Total investments      | \$ 32,392,158 | \$ 12,135,112 | \$ -    | \$ 44,527,270 |
| <hr/>                  |               |               |         |               |

**PaintCare Inc.**

Notes to Financial Statements  
December 31, 2018 and 2017

**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, 2017:

|                           | Level 1       | Level 2       | Level 3 | Total         |
|---------------------------|---------------|---------------|---------|---------------|
| Equities:                 |               |               |         |               |
| Energy                    | \$ 710,082    | \$ -          | \$ -    | \$ 710,082    |
| Materials                 | 568,175       | -             | -       | 568,175       |
| Industrials               | 1,540,587     | -             | -       | 1,540,587     |
| Consumer discretionary    | 1,584,332     | -             | -       | 1,584,332     |
| Consumer staples          | 1,012,162     | -             | -       | 1,012,162     |
| Health care               | 1,618,897     | -             | -       | 1,618,897     |
| Financials                | 2,107,810     | -             | -       | 2,107,810     |
| Information technology    | 2,501,892     | -             | -       | 2,501,892     |
| Telecommunication service | 277,299       | -             | -       | 277,299       |
| Utilities                 | 433,312       | -             | -       | 433,312       |
| Real estate               | 520,960       | -             | -       | 520,960       |
| Bond                      | 84,513        | -             | -       | 84,513        |
| Mutual funds:             |               |               |         |               |
| Fixed income              | 6,136,920     | -             | -       | 6,136,920     |
| Corporate bonds           | 8,389,774     | -             | -       | 8,389,774     |
| Cash equivalents          | 1,471,148     | -             | -       | 1,471,148     |
| Government securities:    |               |               |         |               |
| U.S. Treasury             | -             | 6,750,894     | -       | 6,750,894     |
| U.S. Agency               | -             | 4,568,481     | -       | 4,568,481     |
| Total investments         | \$ 28,957,863 | \$ 11,319,375 | \$ -    | \$ 40,277,238 |

Investment income consisted of the following for the twelve month periods ended December 31:

|   | 2018         | 2017         |
|---|--------------|--------------|
| Interest and dividend income            | \$ 1,169,172 | \$ 1,027,363 |
| Net realized and unrealized (loss) gain | (1,773,718)  | 2,001,559    |
| Investment fees                         | (145,423)    | (125,830)    |
| Total investment (loss) income          | \$ (749,969) | \$ 2,903,092 |

## **PaintCare Inc.**

Notes to Financial Statements  
December 31, 2018 and 2017

### **9. Functionalized Expenses**

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy, depreciation, and amortization, which are allocated on a square footage basis, as well as salaries and wages, benefits, payroll taxes, professional services, office expenses, information technology, interest, insurance, and other, which are allocated on the basis of estimates of time and effort.

### **10. Income Taxes**

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

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

## **SUPPLEMENTARY INFORMATION**

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**PaintCare Inc.**  
Schedule of Activities, Organized by Program  
For the Twelve Month Period Ended December 31, 2018

|  | Oregon       | California    | Connecticut  | Rhode Island | Minnesota    | Vermont      | Maine        | Colorado     | District of<br>Columbia | General and<br>Administrative | Total         |
|--|--------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------------|-------------------------------|---------------|
| <b>Operating Revenue and Support</b>   |              |               |              |              |              |              |              |              |                         |                               |               |
| Paint recovery fees  | \$ 4,901,932 | \$ 35,394,666 | \$ 3,488,244 | \$ 920,104   | \$ 6,535,321 | \$ 884,652   | \$ 1,410,396 | \$ 6,926,703 | \$ 615,446              | \$ -                          | \$ 61,077,464 |
| Other income   | 140,962      | -             | -            | -            | -            | -            | -            | -            | -                       | -                             | 140,962       |
| Total operating revenue and support  | 5,042,894    | 35,394,666    | 3,488,244    | 920,104      | 6,535,321    | 884,652      | 1,410,396    | 6,926,703    | 615,446                 | -                             | 61,218,426    |
| <b>Expenses</b>  |              |               |              |              |              |              |              |              |                         |                               |               |
| Program and delivery services:   |              |               |              |              |              |              |              |              |                         |                               |               |
| Collection support   | 10,516       | 3,155,233     | 406,935      | 97,718       | 417,322      | 71,457       | 148,109      | 503,531      | 33,993                  | -                             | 4,844,814     |
| Transportation and processing  | 4,553,481    | 23,027,236    | 2,021,676    | 471,896      | 4,199,744    | 590,526      | 913,300      | 3,885,429    | 196,060                 | -                             | 39,859,348    |
| Communications   | 67,674       | 3,298,304     | 394,501      | 80,589       | 193,004      | 10,996       | 37,128       | 636,821      | 85,285                  | -                             | 4,804,302     |
| Legal fees   | 1,221        | 977,367       | 2,609        | 263          | 175          | 263          | 5,630        | 4,724        | 1,186                   | -                             | 993,438       |
| State agency administrative fees   | 50,000       | 178,824       | 20,000       | -            | 28,331       | 15,000       | 53,146       | 120,000      | -                       | -                             | 465,301       |
| Other program expenses   | 157,672      | 966,025       | 110,766      | 35,317       | 186,157      | 45,747       | 105,468      | 274,573      | 32,955                  | -                             | 1,914,680     |
| Total program and delivery services  | 4,840,564    | 31,602,989    | 2,956,487    | 685,783      | 5,024,733    | 733,989      | 1,262,781    | 5,425,078    | 349,479                 | -                             | 52,881,883    |
| General and administrative:  |              |               |              |              |              |              |              |              |                         |                               |               |
| Communication  | -            | -             | -            | -            | -            | -            | -            | -            | -                       | 45,205                        | 45,205        |
| Legal fees   | -            | -             | -            | -            | -            | -            | -            | -            | -                       | 29,940                        | 29,940        |
| Management fees  | -            | -             | -            | -            | -            | -            | -            | -            | -                       | 2,126,910                     | 2,126,910     |
| Insurance  | -            | -             | -            | -            | -            | -            | -            | -            | -                       | 220,261                       | 220,261       |
| Other expense  | -            | -             | -            | -            | -            | -            | -            | -            | -                       | 1,908,115                     | 1,908,115     |
| Total general and administrative   | -            | -             | -            | -            | -            | -            | -            | -            | -                       | 4,330,431                     | 4,330,431     |
| Total expenses   | 4,840,564    | 31,602,989    | 2,956,487    | 685,783      | 5,024,733    | 733,989      | 1,262,781    | 5,425,078    | 349,479                 | 4,330,431                     | 57,212,314    |
| <b>Change in Net Assets from Operations</b>  | 202,330      | 3,791,677     | 531,757      | 234,321      | 1,510,588    | 150,663      | 147,615      | 1,501,625    | 265,967                 | (4,330,431)                   | 4,006,112     |
| <b>Non-Operating Activities</b>  |              |               |              |              |              |              |              |              |                         |                               |               |
| Investment income  | -            | -             | -            | -            | -            | -            | -            | -            | -                       | (749,969)                     | (749,969)     |
| <b>Change in Net Assets Before Allocation of<br/>General and Administrative Activities</b> | 202,330      | 3,791,677     | 531,757      | 234,321      | 1,510,588    | 150,663      | 147,615      | 1,501,625    | 265,967                 | (5,080,400)                   | 3,256,143     |
| General and administrative allocation  | (283,107)    | (2,752,971)   | (264,117)    | (77,782)     | (391,947)    | (46,240)     | (98,162)     | (371,644)    | (44,461)                | 4,330,431                     | -             |
| Investment allocation  | -            | (690,010)     | -            | -            | 4,504        | 8,705        | (1,701)      | (67,151)     | (4,316)                 | 749,969                       | -             |
| <b>Total Change in Net Assets</b>  | (80,777)     | 348,696       | 267,640      | 156,539      | 1,123,145    | 113,128      | 47,752       | 1,062,830    | 217,190                 | -                             | 3,256,143     |
| <b>Net Assets (Deficit), beginning of period</b>   | (708,931)    | 46,401,782    | 3,042,282    | 627,037      | (1,396,365)  | (605,879)    | 119,724      | 3,824,866    | 138,083                 | -                             | 51,442,599    |
| <b>Net Assets (Deficit), end of period</b>   | \$ (789,708) | \$ 46,750,478 | \$ 3,309,922 | \$ 783,576   | \$ (273,220) | \$ (492,751) | \$ 167,476   | \$ 4,887,696 | \$ 355,273              | \$ -                          | \$ 54,698,742 |

**PaintCare Inc.**  
Schedule of Activities, Organized by Program  
For the Twelve Month Period Ended December 31, 2017

|  | Oregon       | California    | Connecticut  | Rhode Island | Minnesota      | Vermont      | Maine        | Colorado     | District of<br>Columbia | General and<br>Administrative | Total         |
|--|--------------|---------------|--------------|--------------|----------------|--------------|--------------|--------------|-------------------------|-------------------------------|---------------|
| <b>Operating Revenue and Support</b>   |              |               |              |              |                |              |              |              |                         |                               |               |
| Paint recovery fees  | \$ 4,744,994 | \$ 35,391,489 | \$ 3,638,576 | \$ 937,054   | \$ 5,879,684   | \$ 903,209   | \$ 1,473,982 | \$ 6,935,251 | \$ 650,288              | \$ -                          | \$ 60,554,527 |
| Other income   | 86,429       | -             | -            | -            | -              | -            | -            | -            | -                       | -                             | 86,429        |
| Total operating revenue and support  | 4,831,423    | 35,391,489    | 3,638,576    | 937,054      | 5,879,684      | 903,209      | 1,473,982    | 6,935,251    | 650,288                 | -                             | 60,640,956    |
| <b>Expenses</b>  |              |               |              |              |                |              |              |              |                         |                               |               |
| Program and delivery services:   |              |               |              |              |                |              |              |              |                         |                               |               |
| Collection support   | 18,378       | 3,039,037     | 423,739      | 102,643      | 195,850        | 82,884       | 134,751      | 461,818      | 35,121                  | -                             | 4,494,221     |
| Transportation and processing  | 4,629,903    | 22,266,855    | 1,990,203    | 461,697      | 4,407,470      | 591,327      | 788,633      | 3,685,583    | 174,205                 | -                             | 38,995,876    |
| Communications   | 77,132       | 2,827,358     | 474,582      | 82,938       | 156,235        | 8,680        | 11,109       | 592,780      | 43,750                  | -                             | 4,274,564     |
| Legal fees   | 6,477        | 505,320       | 2,894        | 2,726        | -              | 283          | 15           | 6,538        | -                       | -                             | 524,253       |
| State agency administrative fees   | 40,000       | 221,456       | 20,000       | -            | 33,330         | 15,000       | 82,000       | 120,000      | 26,000                  | -                             | 557,786       |
| Other program expenses   | 175,245      | 968,951       | 145,262      | 34,883       | 149,621        | 45,609       | 91,845       | 204,037      | 28,228                  | -                             | 1,843,681     |
| Total program and delivery services  | 4,947,135    | 29,828,977    | 3,056,680    | 684,887      | 4,942,506      | 743,783      | 1,108,353    | 5,070,756    | 307,304                 | -                             | 50,690,381    |
| General and administrative:  |              |               |              |              |                |              |              |              |                         |                               |               |
| Communication  | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 13,745                        | 13,745        |
| Legal fees   | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 12,358                        | 12,358        |
| Management fees  | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 2,117,301                     | 2,117,301     |
| Insurance  | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 163,709                       | 163,709       |
| Other expense  | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 1,753,469                     | 1,753,469     |
| Total general and administrative   | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 4,060,582                     | 4,060,582     |
| Total expenses   | 4,947,135    | 29,828,977    | 3,056,680    | 684,887      | 4,942,506      | 743,783      | 1,108,353    | 5,070,756    | 307,304                 | 4,060,582                     | 54,750,963    |
| <b>Change in Net Assets from Operations</b>  | (115,712)    | 5,562,512     | 581,896      | 252,167      | 937,178        | 159,426      | 365,629      | 1,864,495    | 342,984                 | (4,060,582)                   | 5,889,993     |
| <b>Non-Operating Activities</b>  | -            | -             | -            | -            | -              | -            | -            | -            | -                       | -                             | -             |
| Investment income  | -            | -             | -            | -            | -              | -            | -            | -            | -                       | 2,903,092                     | 2,903,092     |
| <b>Change in Net Assets Before Allocation of<br/>General and Administrative Activities</b> | (115,712)    | 5,562,512     | 581,896      | 252,167      | 937,178        | 159,426      | 365,629      | 1,864,495    | 342,984                 | (1,157,490)                   | 8,793,085     |
| General and administrative allocation  | (265,465)    | (2,581,418)   | (247,658)    | (72,935)     | (367,521)      | (43,359)     | (92,046)     | (348,486)    | (41,694)                | 4,060,582                     | -             |
| Investment allocation  | -            | 2,845,386     | -            | -            | (98,493)       | (38,810)     | 1,311        | 194,160      | (462)                   | (2,903,092)                   | -             |
| <b>Total Change in Net Assets</b>  | (381,177)    | 5,826,480     | 334,238      | 179,232      | 471,164        | 77,257       | 274,894      | 1,710,169    | 300,828                 | -                             | 8,793,085     |
| <b>Net Assets (Deficit), beginning of period</b>   | (327,754)    | 40,575,302    | 2,708,044    | 447,805      | (1,867,529)    | (683,136)    | (155,170)    | 2,114,697    | (162,745)               | -                             | 42,649,514    |
| <b>Net Assets (Deficit), end of period</b>   | \$ (708,931) | \$ 46,401,782 | \$ 3,042,282 | \$ 627,037   | \$ (1,396,365) | \$ (605,879) | \$ 119,724   | \$ 3,824,866 | \$ 138,083              | \$ -                          | \$ 51,442,599 |



## Appendix Section C



## Colorado Paint Stewardship Program

*Each year about 802 million gallons of architectural paint is sold in the United States. Did you know that about 10 percent goes unused and is available for recycling?*

Colorado's Paint Stewardship Law requires the paint manufacturing industry to develop a financially sustainable and environmentally responsible program to manage postconsumer architectural paint.

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

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

## PaintCare Products

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

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

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

## ⊘ Non-PaintCare Products

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

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



# Recycle

with PaintCare



COLORADO

## Places to Take Old Paint

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

## How to Recycle

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

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

Make sure all containers of paint have lids and original labels, and load them securely in your vehicle. Take them to a drop-off site during their regular business hours. We'll take it from there.



## What Happens to the Paint?

PaintCare will make sure that your leftover paint is remixed into recycled paint, used as a fuel, made into other products or properly disposed.

## Who Can Use the Program?

**People** bringing paint from their homes can bring as much latex or oil-based paint as the site is willing to accept.

**Businesses** (painting contractors and others) can use this program with one restriction: If your business produces more than 220 pounds (about 20-30 gallons) of hazardous waste per month, you may use the drop-off sites for your latex paint only but not for your oil-based paint. Contact PaintCare to learn more about this restriction.

## Large Volume Pick-Up

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

## PaintCare Fee

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

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

## Not a Deposit

The fee is not a deposit — it is part of the purchase price. The fees are used to pay the costs of running the program: 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) 724-6809.



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

*Recycle with PaintCare*

Find a drop-off site near you:

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

Buy right.  
Use it up.  
Recycle the rest.

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

#### LEARN MORE

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



**COLORADO START DATE**  
**JULY 1, 2015**

# Paint Recycling Program

## *About the PaintCare Program*

### PAINTCARE

Paint manufacturers created PaintCare, a non-profit organization to set up convenient places for you to recycle leftover paint. We are setting up drop-off sites throughout Colorado and other states that adopt paint stewardship laws.

### PAINTCARE PRODUCTS

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

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

### ⊘ NON-PAINTCARE PRODUCTS

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

### FEES

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

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



*For more information or to find a place to take your unwanted paint for recycling, please ask for the PaintCare brochure, visit [www.paintcare.org](http://www.paintcare.org) or call (855) 724-6809.*

*Recycle with PaintCare*



## Counter Mat

# WE CAN HELP Recycle YOUR PAINT

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

### Paint Recycling Made Easy

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

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



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



### PAINTCARE PRODUCTS

#### (YOU CAN RECYCLE THESE)

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

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



### NON-PAINTCARE PRODUCTS

Leaking, unlabeled, and empty containers are not accepted.

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

### PROGRAM FUNDING

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

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

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



## Information for Painting Contractors

UPDATED — MARCH 2019

### Colorado's paint stewardship law affects painting contractors.

A Colorado law passed in 2014 requires manufacturers of paint to set up and operate a paint stewardship program in Colorado. The program is funded by a fee on architectural paint sold in the state. The program sets up drop-off sites at retailers and other locations where households and businesses are able to take most leftover paint, free of charge. The program started July 1, 2015.

#### Paint Stewardship

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

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



#### Fees and Funding

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

Fee may vary from state to state. The Colorado fees per container are as follows:

\$ 0.00 — Half pint or smaller

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

\$ 0.75 — 1 gallon

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

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

#### Notice for Painting Contractors

It is expected that contractors will pass the fees on to their customers in order to recoup the fees they pay on the products.

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



## New Paint Drop-Off Sites

PaintCare has established more than 165 paint drop-off sites across Colorado. Most drop-off sites are at paint stores. Others may include solid waste transfer stations, recycling centers, and government-sponsored household hazardous waste programs. Participation as a drop-off site is voluntary.

## Use of Retail Drop-Off Sites by Businesses

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

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

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

## Pick-Up Service for Large Volumes

Businesses with at least 200 gallons of postconsumer paint to recycle may qualify to have their paint picked up by PaintCare at no additional cost. To learn more about this service or to request an appointment, please visit [www.paintcare.org/pickup](http://www.paintcare.org/pickup) or call (855) 724-6809.

## Contact

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

## WHAT PRODUCTS ARE COVERED?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold.

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

## PaintCare Products

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

## Non-Paintcare Products

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



## *Large Volume Pick-Up (LVP) Service*

UPDATED — OCTOBER 2018

**PaintCare offers a free pick-up service to painting contractors, property managers, households, and others with large amounts of leftover architectural paint.**

### **Who is PaintCare?**

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

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

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

### **Large Volume Pick-Ups**

For those who have accumulated a large volume of paint, PaintCare also offers a pick-up service. Large volume means at least 200 gallons, measured by container size (not content). On a case-by-case basis, PaintCare may approve a pick-up for less than 200 gallons if there are no drop-off sites in your area. After two or three pick-ups, you may be switched to a regular service (see next page).

### **Drums and Bulked Paint Are Not Accepted**

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

### **HOW TO REQUEST A LARGE VOLUME PICK-UP**

#### **1) Sort and count your paint**

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

#### **2) Fill out the LVP Request Form and send it in**

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

### **Scheduling**

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

### **On the Day of Your Pick-Up**

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



Businesses, please plan to have staff available to pack the paint cans into the boxes. The hauler may be able to provide some assistance, but we require your staff to be present and provide labor to pack boxes. Once your paint is properly packed and loaded onto the hauler's truck, you will sign a shipping document and receive a copy for your records. Your paint will then be taken to an authorized processing facility for recycling.

*Note: Paint must be in original containers and not leaking.*

### Repeat Service for Large Volume Users

For businesses that generate large volumes of unwanted paint on a regular basis, a service for recurring direct pick-ups is available. With this service, you will be provided with empty bins, then request a pick-up when at least three bins are filled. PaintCare will provide onsite training on how to properly pack the paint, and you will be required to sign a contract with PaintCare.

### Limits on Businesses

To use the program for oil-based products, your waste must qualify as exempt under federal (40 CFR § 262.14) and state/local hazardous waste generator rules. Most notably, these rules require that your business (a) generates no more than 220 pounds (about 20-30 gallons, depending on type) of hazardous waste per month, and (b) accumulates no more than 2,200 pounds (approximately 220 gallons) of hazardous waste at any given time. If your business fails to qualify as an exempt generator, it will not be able to use the program for oil-based products. For more information on the federal hazardous generator rules, please go to [www.paintcare.org/limits](http://www.paintcare.org/limits).

*Note: When calculating how much hazardous waste you generate in a month, do not count latex paint.*

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

The program does not accept all paints (such as aerosols and automotive finishes) or other hazardous waste. If you have solvents, thinners, pesticides, or any non-PaintCare products (see list to right for examples), we recommend that residents contact their local household hazardous waste (HHW) program. Some HHW programs allow businesses to use their program for a modest fee. Otherwise, businesses should contact a licensed hazardous waste transportation company.

### What Products Are Covered?

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

### PAINTCARE PRODUCTS

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

### NON-PAINTCARE PRODUCTS

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

# Order Form for PaintCare Print Materials

COLORADO

For free PaintCare brochures, fact sheets, posters and other items

Store Name

Street Address

City/State/Zip

Contact Person

Phone

Email



A



B



C



D



E

How Many?

| Item                              | Description   | English | Spanish |
|-----------------------------------|---|---------|---------|
| A Program Brochure                | General information about the PaintCare Program                   |         |         |
| B Mini Card                       | Quick reference to help customers find drop-off sites             |         |         |
| C Painting Contractor Fact Sheet  | Information about the program especially for painting contractors |         |         |
| D Large Volume Pick-Up Fact Sheet | How to request a direct pick-up for 300 gallons or more           |         |         |
| E Program Poster                  | General PaintCare information on 1 page (8.5 x 11)                |         |         |

Brochure Holder

Would you like a holder to keep the brochures neat and in one place?

\_\_\_\_ yes

\_\_\_\_ no

## Three Ways to Order

❶ Online: [www.paintcare.org/forms](http://www.paintcare.org/forms)

❷ By Phone: (855) 724-6809

❸ Fill out this form and send it to us:

Email: [retail@paintcare.org](mailto:retail@paintcare.org)

Fax: (855) 385-2020

Mail: PaintCare, 901 New York Ave NW, Washington DC 20001



# Recycle here.



## ACCEPTABLE

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

## NOT ACCEPTABLE

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

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



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



# We are a PaintCare Partner

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



*Recycle with PaintCare*

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



## PAINTCARE PRODUCTS

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

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



## NON-PAINTCARE PRODUCTS

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

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



## PRODUCTOS DEL PROGRAMA

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

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



## NO SE INCLUYEN EN EL PROGRAMA

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

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





## ✓ PaintCare Products

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

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

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

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



## ✗ Non-PaintCare Products

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

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

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

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

# **NO DUMPING**

## **STOP!**

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



**THIS AREA MAY BE UNDER  
VIDEO SURVEILLANCE**

**Violators Will Be Prosecuted**

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

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



XX-WABI-0816



# Sign Order Form

FOR RETAIL DROP-OFF SITES

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

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

Store  
Address  
City/Zip  
Contact Person  
Phone/Email

|  |
|--|
|  |
|  |
|  |
|  |
|  |

## 1. No Dumping Sign



- |                          |                       |
|--------------------------|-----------------------|
| <input type="checkbox"/> | English 24x36 (Metal) |
| <input type="checkbox"/> | English 12x18 (Metal) |
| <input type="checkbox"/> | Spanish 24x36 (Metal) |
| <input type="checkbox"/> | Spanish 12x18 (Metal) |
| <input type="checkbox"/> | Chinese 24x36 (Metal) |
| <input type="checkbox"/> | Chinese 12x18 (Metal) |

## 2. Program Products Sign

Detailed list of products covered by PaintCare.



- |                          |                                    |
|--------------------------|------------------------------------|
| <input type="checkbox"/> | English 24x36 (Metal)              |
| <input type="checkbox"/> | English 12x18 (Metal)              |
| <input type="checkbox"/> | Spanish 24x36 (Metal)              |
| <input type="checkbox"/> | Spanish 12x18 (Metal)              |
| <input type="checkbox"/> | Bilingual (Eng/Span) 24x36 (Metal) |
| <input type="checkbox"/> | Bilingual (Eng/Span) 12x18 (Metal) |

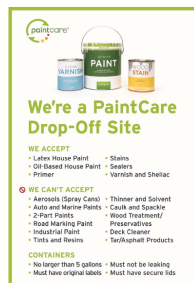
## 3. Program Partner Sign



- |                          |                              |
|--------------------------|------------------------------|
| <input type="checkbox"/> | English 24x36 (Metal)        |
| <input type="checkbox"/> | English 12x18 (Metal)        |
| <input type="checkbox"/> | with A-Frame 24x36 (Plastic) |

## 4. Acceptable / Non-Acceptable Sign

Simplified list of products covered by PaintCare.



- |                          |                                    |
|--------------------------|------------------------------------|
| <input type="checkbox"/> | English 24x36 (Metal)              |
| <input type="checkbox"/> | English 12x18 (Metal)              |
| <input type="checkbox"/> | Bilingual (Eng/Span) 24x36 (Metal) |
| <input type="checkbox"/> | Korean 24x36 (Metal)               |
| <input type="checkbox"/> | Korean 12x18 (Metal)               |
- \* Only available in 24x36

## 5. Wait for Assistance Sign



- |                          |   |
|--------------------------|---|
| <input type="checkbox"/> | Bilingual (Eng/Span) with A-Frame 24x18 (Plastic) |
|--------------------------|---|

## 6. Counter Mat

For paint counters and checkout stands.



- |                          |               |
|--------------------------|---------------|
| <input type="checkbox"/> | English 14x19 |
|--------------------------|---------------|



## Joint Outreach Projects

UPDATED — JUNE 2018

### THE BASICS

#### Introduction

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

#### Review and Approval

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

#### Proposal Form

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

#### Images

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

### WHAT WE ASK OF YOU

#### Print

For print materials (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 or used, and an electronic copy of the final piece.

#### Newspaper

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

#### Radio

For radio advertising, you are responsible for providing the pre-approved scripts to the stations and handling scheduling. After the project is completed, along with your invoice, we ask you to provide text of the final script with a list of run dates and times.

#### Other

We are open to other types of projects. Please coordinate details in advance and send PaintCare supporting documentation along with your invoice so we have a record of the projects and examples to show others.

### DESIGN ASSISTANCE

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

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

### REIMBURSEMENT

PaintCare provides reimbursements for pre-approved projects only. We do not provide money up front, pay vendors directly, or accept requests for reimbursements on projects that have already been completed. Generally, PaintCare will reimburse for half of the total direct costs for pre-approved projects; however, we might offer a different amount based on how much of the message is dedicated to PaintCare, our budgets, 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 Brett Rodgers at [brodgers@paint.org](mailto:brodgers@paint.org) and copy [paintcare@bill.com](mailto:paintcare@bill.com). 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 "5839-OTJ." See sample invoice below.



{Sample Invoice}

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

June 24, 2017

Invoice: 2452187

Purchase Order: 5839-OTJ

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

Description:

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

Invoice Amount: \$750.00

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



## *Information about Partnering for Rural Events*

UPDATED — OCTOBER 2018

### Colorado's Paint Stewardship

#### Law benefits everyone in Colorado.

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

#### Paint Stewardship Program in Colorado

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

#### Making Paint Recycling Convenient

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

### Designing a Program for Colorado

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

#### Benefits of Partnering with PaintCare

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

#### PaintCare Partners Receive

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



### PaintCare Partner Responsibilities

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

### PaintCare Responsibilities

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

### Paint is a Resource

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

### Contact

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

### WHAT PRODUCTS ARE COVERED?

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

### PaintCare Products

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

### Non-PaintCare Products

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





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

UPDATED — MARCH 2019

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

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

PaintCare Inc. is a nonprofit organization established by the American Coatings Association to implement state-mandated paint stewardship programs on behalf of paint manufacturers in states that adopt paint stewardship laws. The Colorado program is required by state law, but it is designed and operated by the paint manufacturing industry through PaintCare.

### **Convenient Paint Recycling**

PaintCare's primary effort is to set up paint drop-off sites in PaintCare states to make it more convenient for households and businesses to recycle paint. In addition to retailers, PaintCare sites may include municipal household hazardous waste facilities and drop-off events, solid waste transfer stations, and landfills. There are currently more than 1,750 paint drop-off sites across eight states (California, Colorado, Connecticut, Oregon, Maine, Minnesota, Rhode Island, and Vermont) and the District of Columbia.

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

Paint retailers that would like to be drop-off sites can participate if they have space for paint storage bins and can provide minimal staff time to accept paint from the public. By doing so, retailers can increase foot traffic and sales, and provide a new service for their community. They make it convenient for their customers to recycle leftover paint and help provide relief to local government programs that currently manage leftover paint. PaintCare provides storage bins, supplies, and site training. PaintCare also pays for paint transportation and recycling and promotes the sites to the local community.

## **REQUIREMENTS OF RETAILERS**

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

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



## 2. Pass on the Stewardship Fee

The law requires that a stewardship fee (PaintCare Fee) be applied by manufacturers to the wholesale price of all architectural paint sold in Colorado. This fee pays for all aspects of running the program. The fee is paid by manufacturers to PaintCare and then passed to their dealers. Retailers will see the PaintCare Fee on invoices from suppliers. The law also requires that retailers and distributors apply the fee to the price of architectural paint they sell. The fees paid by the customers to the retailers offsets the fees charged to the retailers. All manufacturers, distributors, and retailers that sell architectural paint in Colorado must pay the fee and pass it down to their dealers, ensuring a level playing field for all parties.

## 3. Provide Information to Customers

Paint retailers in Colorado must provide customers with information regarding the program and how paint is managed. PaintCare has developed the materials, ensured they meet state requirements, and provides them free of charge to all paint retailers and others wishing to distribute them.

## COMMON QUESTIONS ABOUT FEES

### How much are the fees?

The fees are 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 gallon

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

### How are the fees calculated?

Fees are set to cover the cost of a fully operating program. PaintCare estimates the annual sales of architectural paint in each state, and divides the estimated annual expenses of the program by the estimated number of containers to be sold, adjusted for container size, and determined a fee per size that will provide the budget needed to fund the program. PaintCare is a nonprofit organization and operates programs on a state-by-state basis, so the fees

may increase or decrease and be different from state to state.

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

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

### Must we show the fee on receipts?

No, but most stores show the fee in order to explain the price increase. PaintCare encourages retailers to show the fee to increase awareness of the program.

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

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

### 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 materials for retailers to distribute to the public to help explain the purpose of the fee, how the program works, and how to find a paint drop-off location. Before the program started, PaintCare provided public information materials to all paint retailers. Additional materials can be ordered as needed for no charge. In addition to retailer information, PaintCare works with contractor associations to get information to professional painting contractors, and conducts general outreach including newspaper, radio, television, and on-line advertising.

### What products are covered?

Architectural paints include most house paints, stains, and clear coatings (e.g., varnish and shellac). For a definition of architectural paint for the purposes of this program or for examples of PaintCare and non-PaintCare products, please contact PaintCare or visit our website.



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

UPDATED — OCTOBER 2018

**The PaintCare Program makes it easy for paint retailers to provide a convenient and valuable service for their community.**

A state law passed in 2014 requires paint manufacturers to set up and operate a paint stewardship program in Colorado. The new law requires paint retailers to add a stewardship assessment (fee) to architectural paint products and to make sure they are not selling unregistered brands of architectural paint. Retailers may also volunteer to be paint drop-off sites. Retailers that would like to learn more about what it takes to join the program to be drop-off sites are encouraged to contact PaintCare for details.

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

PaintCare Inc. is a nonprofit organization established by the American Coatings Association to implement this program on behalf of paint manufacturers in PaintCare States (those that adopt paint stewardship laws). PaintCare operates programs in California, Colorado, Connecticut, District of Columbia, Maine, Minnesota, Oregon, Rhode Island, and Vermont.

### **Convenient Paint Recycling**

PaintCare's primary effort is to establish paint drop-off sites throughout each PaintCare state to provide convenient recycling options for the public. The program allows households and businesses to return unused architectural paint to drop-off locations throughout each PaintCare state.

PaintCare has established more than 1,750 paint drop-off sites in eight states and the District of Columbia. Most drop-off sites are at paint stores. Other sites include solid waste transfer stations and government-sponsored household hazardous waste programs. Participation as a drop-off site is voluntary.

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

### **Benefits to Retailers**

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

As a participating retailer, you will:

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

## PaintCare Provides

- ◆ Listing of your store as a drop-off site on our website, and in advertisements and promotional materials
- ◆ Paint storage bins
- ◆ Transportation and recycling services for the collected paint
- ◆ Training materials and staff training at your site
- ◆ Program brochures, signage and customer education materials
- ◆ Spill kits

## Drop-Off Site Responsibilities

- ◆ Provide secure storage area for paint storage bins
- ◆ Accept all brands of leftover PaintCare products from the public during operating hours
- ◆ Place unopened PaintCare products in storage bins
- ◆ Keep storage bins neat and properly packed
- ◆ Complete minimal paperwork related to tracking outgoing paint shipments
- ◆ Ensure staff are trained in PaintCare program guidelines and operating procedures
- ◆ Display “drop-off site” signs in store window and display consumer education materials

## Contact

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

## WHAT PRODUCTS ARE COVERED?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold.

PaintCare products include interior and exterior architectural coatings sold in containers of five gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

## PaintCare Products

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

## Non-PaintCare Products

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



## About PaintCare Fees

UPDATED — MARCH 2019

**Laws in eight PaintCare States and the District of Columbia require retailers to add a stewardship assessment to architectural paint products and make sure they are not selling unregistered brands of architectural paint.**

### Paint Stewardship Programs

PaintCare, Inc. is a nonprofit organization established by American Coatings Association to implement paint stewardship programs on behalf of paint manufacturers in states that pass paint stewardship laws. The main goals of the program are to decrease paint waste and recycle more postconsumer paint by setting up convenient drop-off sites in each state.

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

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

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

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

#### 3. What are the fees?

Fees are based on container size and vary by state or jurisdiction, as shown here.

##### California, Colorado, Connecticut, Maine, and Rhode Island

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

##### District of Columbia and Oregon

\$ 0.00 - Half pint or smaller  
\$ 0.45 - Larger than half pint up to smaller than 1 gallon  
\$ 0.95 - 1 gallon up to 2 gallons  
\$ 1.95 - Larger than 2 gallons up to 5 gallons

##### Minnesota

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

##### Vermont

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

#### **4. How are fees calculated?**

Fees are 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 fees are adjusted based on container size by taking into consideration the typical percentage of unused paint for each size (e.g., the percentage of unused paint from one five-gallon container is typically less than from five one-gallon containers).

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

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

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

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

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

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

Yes, the fee is part of the purchase price of paint. Sales tax is collected on the fee, except in a state that does not have a sales tax, such as Oregon. Also, effective December 1, 2018, sales tax is not applied to the fee in Maine.

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

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

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

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

#### **10. Do retailers add the fee on sales starting on the first day of the program (i.e., on inventory purchased before the first day) even though they did not pay fees on inventory to the distributor or manufacturer?**

[For new programs] Yes, in order to provide for a hard start date, retailers must add the fee on all inventory sold on or after the start date of the program. Fees collected on existing inventory stay with the retailer; they are not paid back to the distributor or manufacturer.

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

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

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

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

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

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold. PaintCare Products include interior and exterior architectural coatings sold in containers of five gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings. For a detailed list of PaintCare and non-PaintCare products, please see PaintCare's "Products We Accept" Web page.





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

UPDATED — OCTOBER 2018

### **Colorado's paint stewardship law supports paint collection activities at solid waste transfer stations, recycling facilities and landfills.**

A law passed in June 2014 requires paint manufacturers to establish a paint stewardship program in Colorado. Sites that participate can save money on paint management costs and expand services to their customers.

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

PaintCare Inc. is a nonprofit organization established by the American Coatings Association to implement state-mandated paint stewardship programs on behalf of paint manufacturers in states that adopt paint stewardship laws (California, Colorado, Connecticut, Maine, Minnesota, Oregon, Rhode Island, and Vermont) and the District of Columbia. Although this program is required by state law, it is designed and operated by the paint manufacturing industry.



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

PaintCare has established drop-off sites statewide for households and businesses to take leftover architectural paint. Although most drop-off sites are paint retailers, household hazardous waste (HHW) facilities, solid waste transfer stations, recycling facilities, and landfills may also volunteer to be PaintCare drop-off sites and have their paint transportation and recycling costs covered by PaintCare. Facilities that would like to become a drop-off site can fill out the Interest Form available in the Waste Facilities section of [www.paintcare.org/CO](http://www.paintcare.org/CO).

#### **Benefits to Drop-Off Sites**

- ◆ Make recycling of leftover paint more convenient for your community
- ◆ Save money on paint generated at your site or managed through load check programs
- ◆ Help your state conserve resources and keep paint out of the solid waste stream

#### **PaintCare Partners Receive**

- ◆ Storage bins for paint
- ◆ Free paint transportation and processing services
- ◆ Staff training at your site
- ◆ Program brochures and site signage
- ◆ Publicity of your site (optional)
- ◆ Optional: Offer paint in good condition to the public for reuse, and receive a reimbursement based on either volume (\$1.60 per gallon) or by container (30 cents per quart container, \$1.20 per one-gallon container, and \$6.00 per five-gallon container). See our fact sheet Reuse Programs Compensation and Reporting for details.



## Drop-Off Site Responsibilities

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

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

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

## Will PaintCare 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.)

## Contact

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

## WHAT PRODUCTS ARE COVERED?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold.

PaintCare products include interior and exterior architectural coatings sold in containers of five gallons or less. However, they do not include aerosol products (spray cans), industrial maintenance (IM), original equipment manufacturer (OEM), or specialty coatings.

## PaintCare Products

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

## Non-PaintCare Products

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



## *Information for HHW Programs*

UPDATED — OCTOBER 2016

### Colorado's Paint Stewardship

#### Law benefits household hazardous waste programs.

A law passed in June 2014 requires paint manufacturers to establish a paint stewardship program in Colorado. Household hazardous waste (HHW) programs that participate can save money on paint management costs. Program funding comes from a *PaintCare Fee* applied to each container of architectural paint sold in Colorado when the program started in July 2015.

#### Paint Stewardship Program in Colorado

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

#### Designing a Program for Colorado

The law required PaintCare, on behalf of paint manufacturers, to submit a comprehensive Program Plan to the Colorado Department of Public Health and Environment by January 1, 2015. PaintCare organized a series of stakeholder meetings to present the goals and design of the program and to receive input from HHW programs and other stakeholders.

#### Making Paint Recycling Convenient

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

#### Benefits of Partnering with PaintCare

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

#### PaintCare Partners Receive

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



## Drop-Off Site Responsibilities

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

## Will PaintCare Require Operational Changes?

- ◆ If your program does not currently accept latex paint, PaintCare will not require you to do so. If you wish to start accepting latex, PaintCare will cover the transportation and processing costs.
- ◆ If your program does not currently accept paint from businesses, PaintCare will not require you to do so. If you wish to start accepting paint from businesses, PaintCare will cover the transportation and 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 retailers accept paint from anyone in the state.)

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

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

## Contact

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

## WHAT PRODUCTS ARE COVERED?

The products accepted at PaintCare drop-off sites are the same products that have a fee when they are sold.

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

## PaintCare Products

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

## Non-Paintcare Products

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



## Reuse Programs – Compensation & Reporting

UPDATED — MARCH 2018

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. PaintCare allows two different reporting methods by container or by volume as described here.

### Operating a Reuse Program

Any PaintCare products (qualifying paint, stain, and varnish as defined by PaintCare – please see [www.paintcare.org/products-we-accept](http://www.paintcare.org/products-we-accept)) that are distributed through reuse programs must be in their original container, have an original label, and be in good physical and aesthetic condition. Contents must be liquid and relatively new. Containers should be closed securely before being placed in the reuse storage area. Customers must sign a waiver form explaining that the paint is taken “as is” with no guarantee of quality or contents. The customer is required to read, complete, and sign the form, and site staff members are required to verify and record what has been taken by the customer.



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

### Method 1. Track and Report by Container Size

To track and report by container size, the following applies:

- ◆ Containers must be at least 50% full
- ◆ The number of containers distributed for reuse must be reported in three size categories for both latex and oil-based (total of 6 categories)
- ◆ Compensation is not provided for paint containers smaller than 1 quart
- ◆ The following compensation rates apply:

\$6.00 per 5-gallon container

\$1.20 per 1-gallon container

\$0.30 per quart container

A drop-off site does not need to track or report the actual volume of paint in the containers. Under this model, even though containers may be between 50% and 100% full, PaintCare will assume an average of 75% full when reporting reuse volumes in annual reports to state agencies.

### Method 2. Track and Report by Volume

To track and report by volume (gallons), the following applies:

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

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

## Appendix Section D



# 2018 Awareness Survey Results

*prepared by*



# Table of Contents

**Study Overview:** Objectives, Key Measurements, Responses

**Respondent Profiles:** Demographic Characteristics

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**Paint Recycling:** Awareness and Engagement

**Cross-tabulations:** Behavior, Awareness and Engagement

**Paint Care Advertising/Marketing Considerations:** Awareness, Recall, Impressions

**Cross-tabulations:** Advertising and Marketing Metrics

**KPI Summary and Next Steps**

**APPENDIX: State/District Highlights**



# Study Objectives and Key Measurements

| Objective   | Related KPI/Measurement   |
|---|---|
| <b>Increase knowledge of paint recycling</b>            | <i>Do you know that paint can be recycled?</i>  |
| <b>Impact paint recycling behaviors</b>                 | <i>Have you ever taken paint somewhere to be recycled?</i>  |
| <b>Decrease storage of paint in home</b>                | <i>Do you currently have any leftover or unwanted paint in your home or business (e.g., primer, interior house paint, stain, deck sealer, or clear finishes like varnish)? If so, how much paint do you have?</i> |
| <b>Increase knowledge of PaintCare</b>                  | <i>Have you ever ever heard of PaintCare, the program that sets up sites that take paint for recycling?</i>   |
| <b>Execute memorable ads</b>                            | <i>Do you recall seeing an advertisement for PaintCare in the last several months?</i>  |
| <b>Stimulate word of mouth and other communications</b> | <i>Do you recall hearing about PaintCare in any of the following other ways?</i>  |

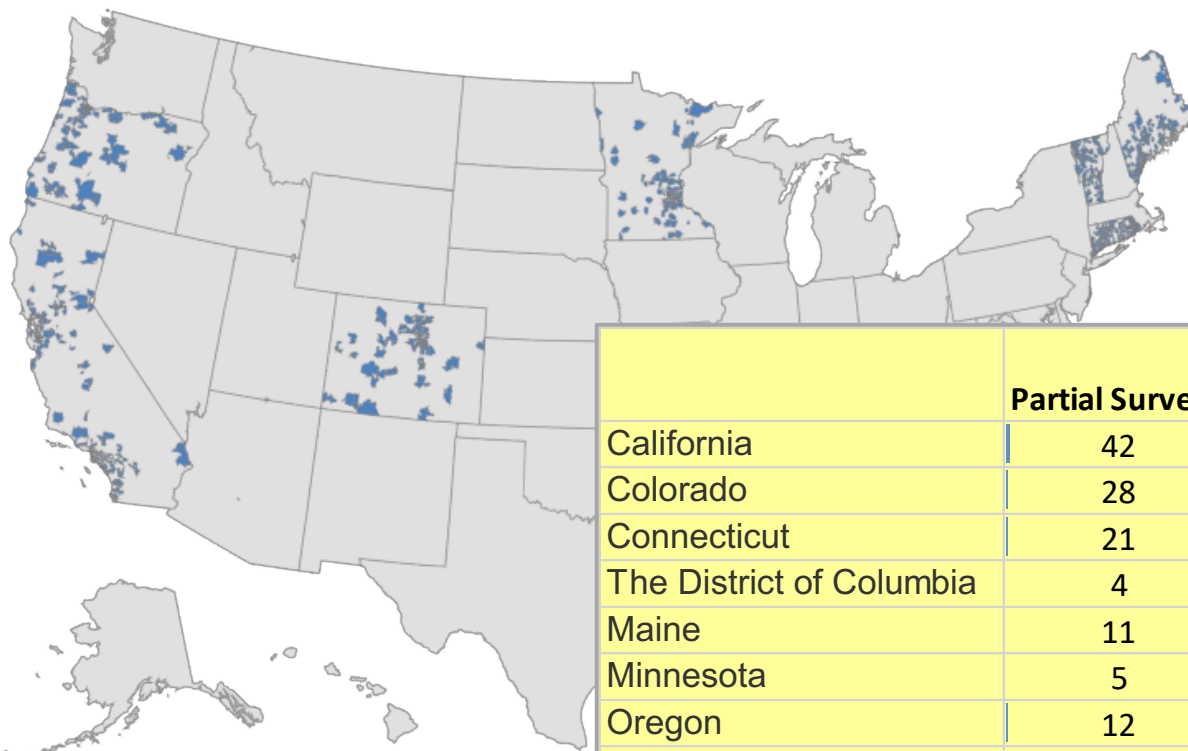
# Study Enhancements Made to Survey Approach

- **Improved sampling approach:**
  - Increased sample sizes to more precise measurement.
  - Managed state/district “quotas” to be more reflective of the population based on census data (e.g. age, income categories, ethnicity, etc.).
  - Implemented survey “screeners” to exclude those under 18 and those who had moved to non-participating states.
- **Enhanced survey tool:**
  - Refreshed survey by adding/deleting/updating consumer behavior questions based on prior findings.
  - Collected open-ended feedback regarding personal motivations to recycle (or not), providing insightful information with which to better communicate in the future.
  - Revised wording to better define terms for consistent understanding (e.g. “paint”)
- **Performed deeper analysis:**
  - Conducted comment categorization to understand the top reasons for recycling paint to guide future messaging
  - Compared past recycling behaviors to future intentions to better understand/predict macro-trends in consumer behavior.
  - Examined cross-tabulated data to understand pockets of consumers who recycle the most and least, to guide future targeting.

## Response Summary

- ❖ 2,626 surveys were conducted in 8 states plus the District of Columbia in November 2018.
- ❖ All states/district except California received at least 250 surveys; California, 553.
- ❖ 250 observations allows us to be 90% confident that the true result for this population is +/- 5% from the measured result; 95% confident that the true result is +/-6% from the measured result.
- ❖ Similarly, 550 observations allows us to be 90% confident that the true result is +/-3.5% from the measured result; 95% confident that the true result is +/-4% from the measured result.

### Respondent Locations



|                          | Partial Surveys | Full Surveys | Total Surveys |
|--------------------------|-----------------|--------------|---------------|
| California               | 42              | 542          | 553           |
| Colorado                 | 28              | 279          | 284           |
| Connecticut              | 21              | 251          | 258           |
| The District of Columbia | 4               | 250          | 256           |
| Maine                    | 11              | 252          | 252           |
| Minnesota                | 5               | 250          | 259           |
| Oregon                   | 12              | 250          | 252           |
| Rhode Island             | 7               | 250          | 257           |
| Vermont                  | 6               | 251          | 255           |
| Total                    | 136             | 2575         | 2626          |

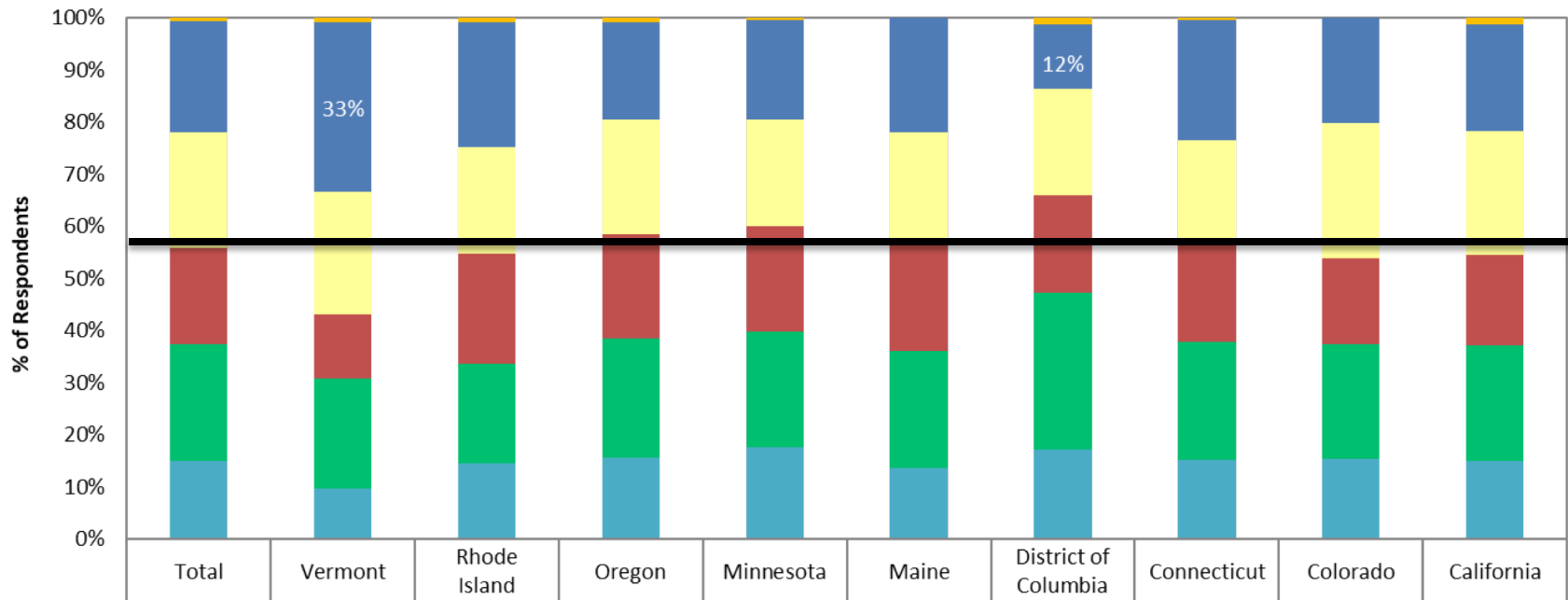
## RESPONDENT PROFILES



# Profile of Respondents - Age

- ❖ A good mix of age ranges were represented in each state's sample.
- ❖ Variances can be attributed to state characteristics. Based on census data, Vermont has the greatest proportion of 55+ residents; DC, the lowest—consistent with the survey respondent base.
- ❖ Note that all respondents were at least 18 years old.

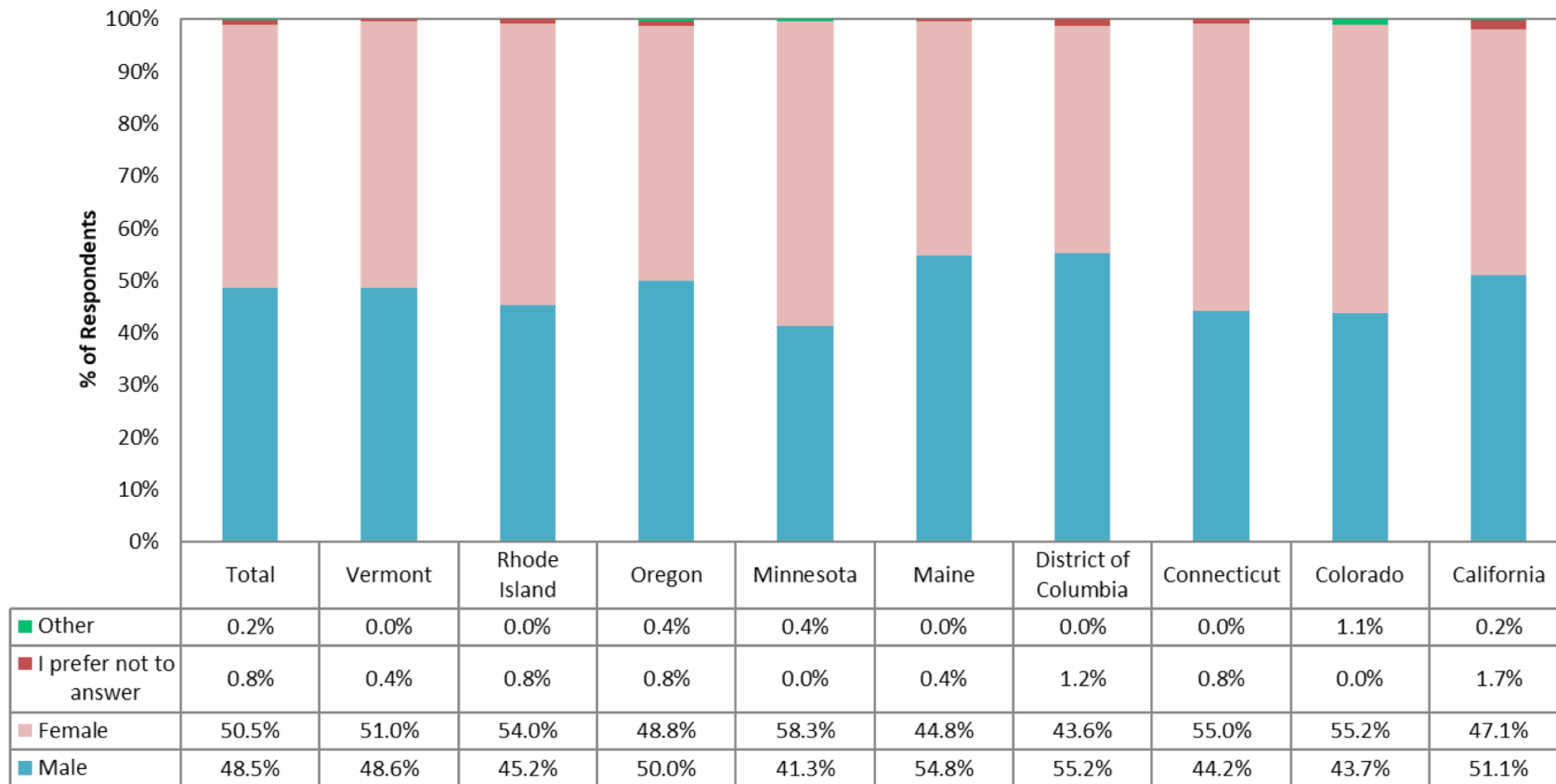
**Respondent Age**



# Profile of Respondents - Gender

- ❖ Roughly half of those surveyed were men; half, women.
- ❖ Very few declined to share this information or provided an “other” response.

## Gender Identity

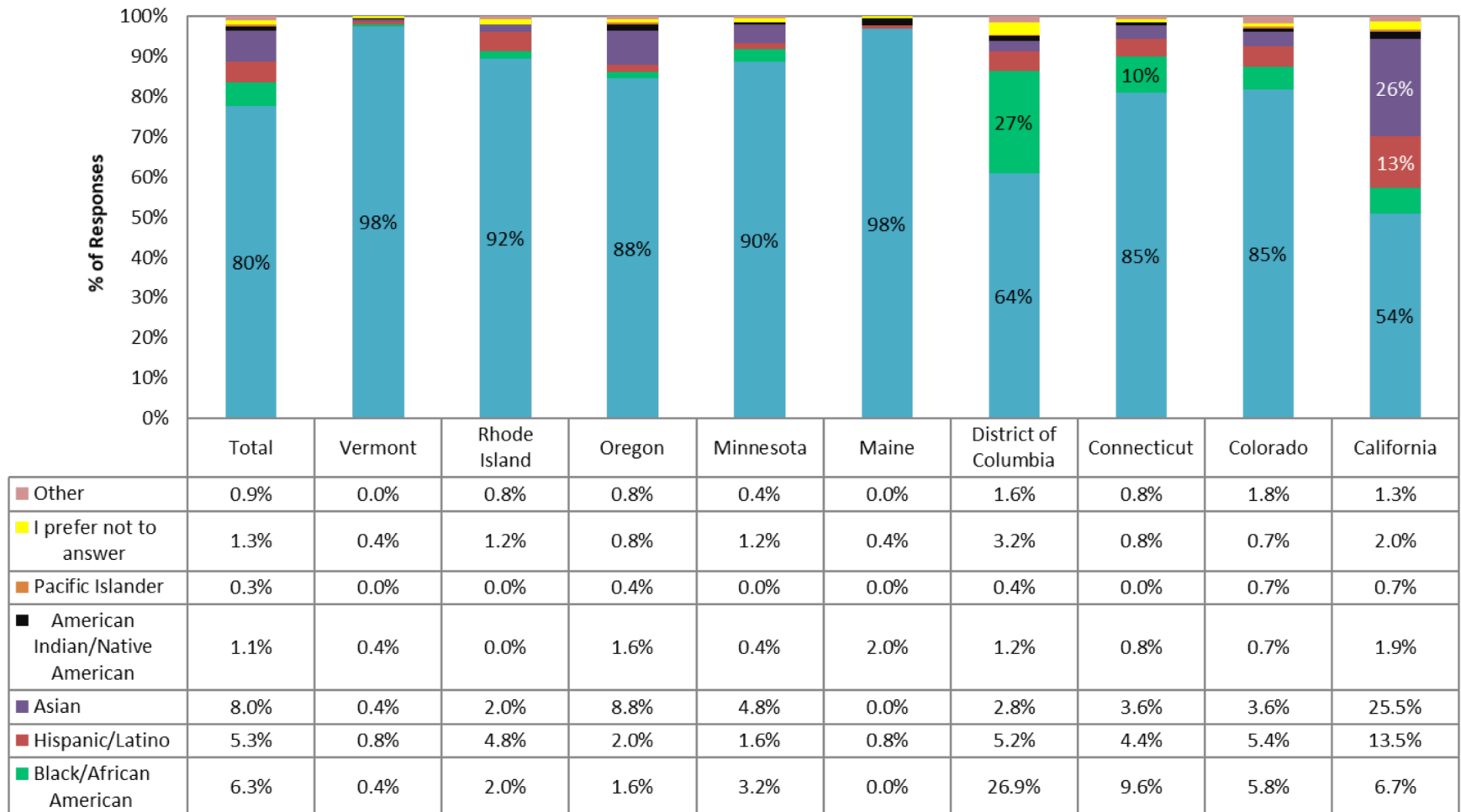


\*Other: Gender Neutral

# Profile of Respondents - Ethnicity

- ❖ About 80% of all respondents were Caucasian.
- ❖ However, there were variances within states/district, consistent with census data. California has a higher proportion of Hispanic and Asian residents. The District of Columbia and Connecticut have the highest African American populations.

**Respondent Ethnicity**

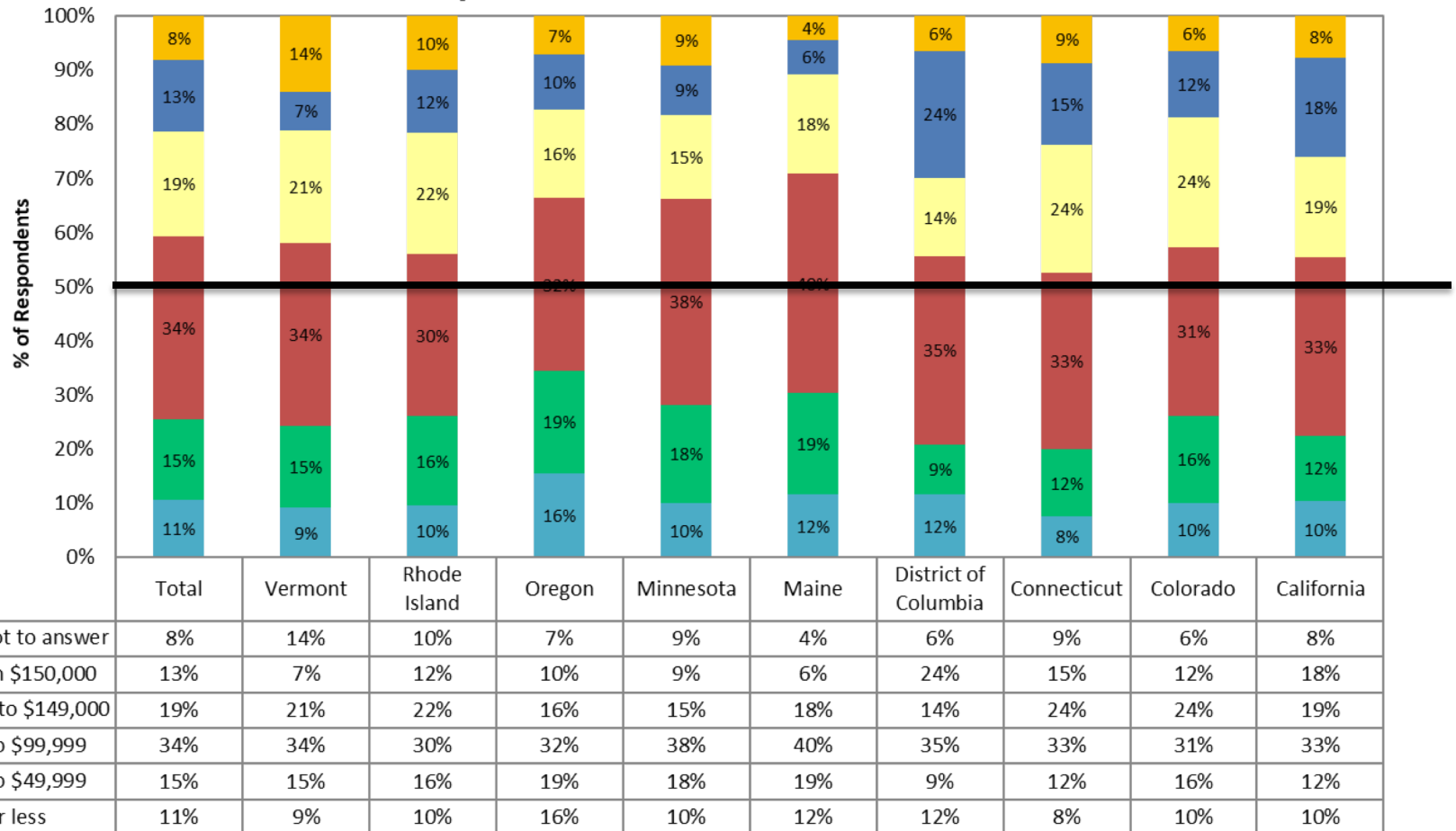




# Profile of Respondents - Income

- ❖ The median household income level for respondents is \$50-99K in each state, consistent with census data.
- ❖ Median household income in the United States was \$62,450 in July 2018 (Sentier Research).

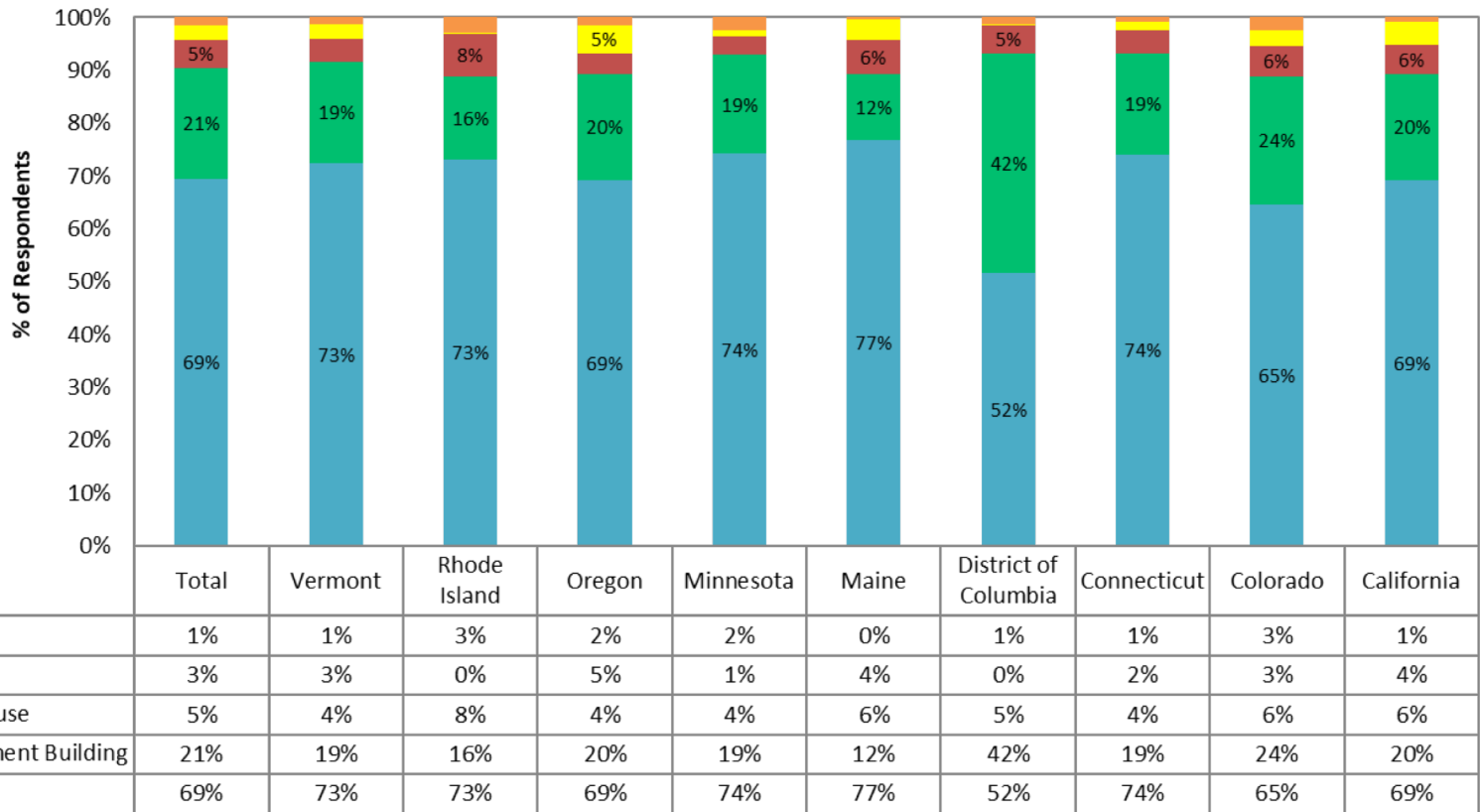
**Respondent Annual Household Income**



# Profile of Respondents – Dwelling Type

- ❖ Most respondents live in a single family home.
- ❖ Condominium/apartment living was more predominant in Washington D.C. than in other parts of the country.

**Respondent Dwelling Type**

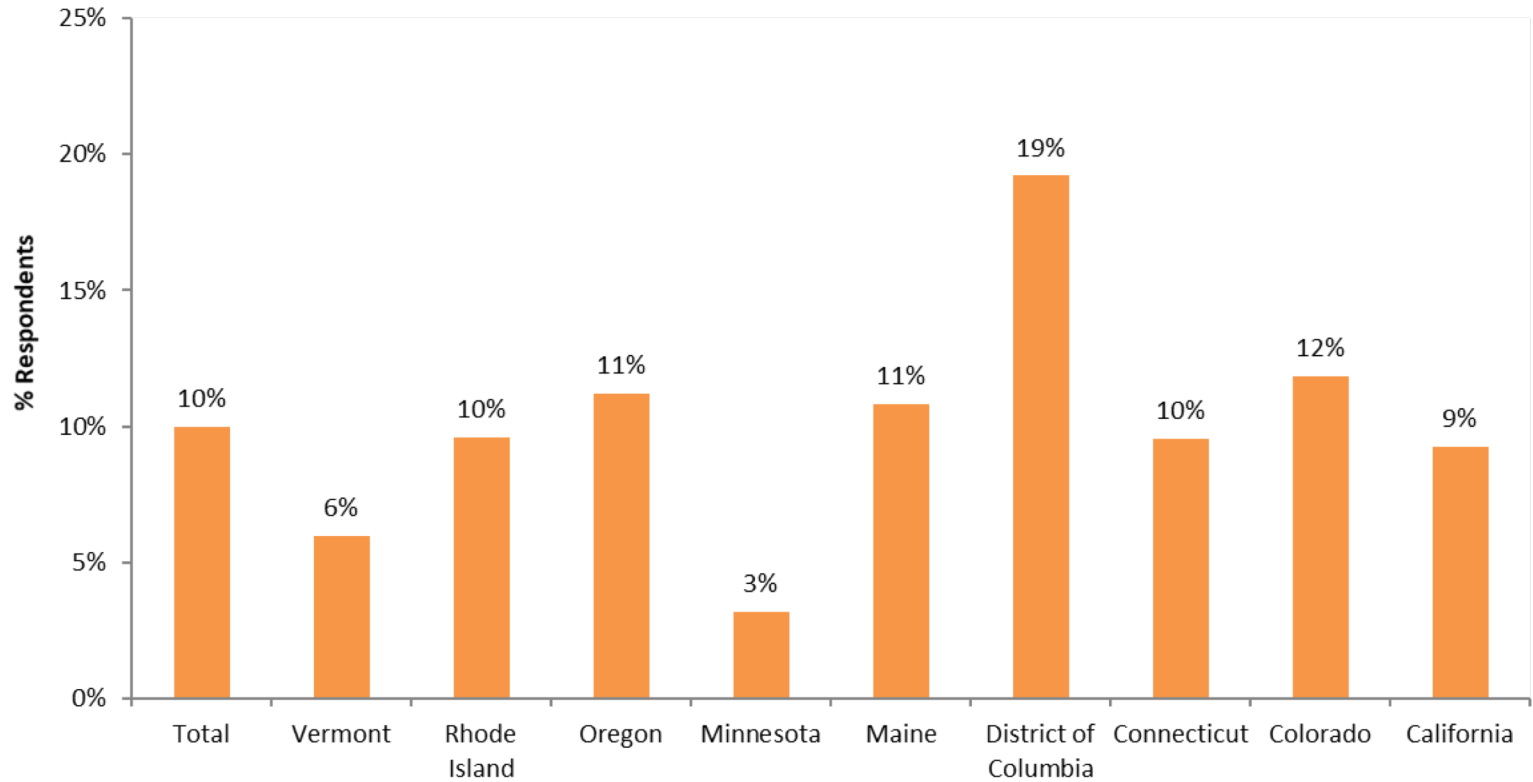


*\*Other: Townhome, Rent a Single Room, Dorm, Modular Home, Senior Home*

## Profile of Respondents – Paint-Related Profession

- ❖ About 10% of those surveyed said they painted professionally.
- ❖ There were significant variances between states, consistent with results from prior surveys.

***Do you paint professionally (as a painting contractor, property maintenance crew, etc. but NOT as an artist)?***



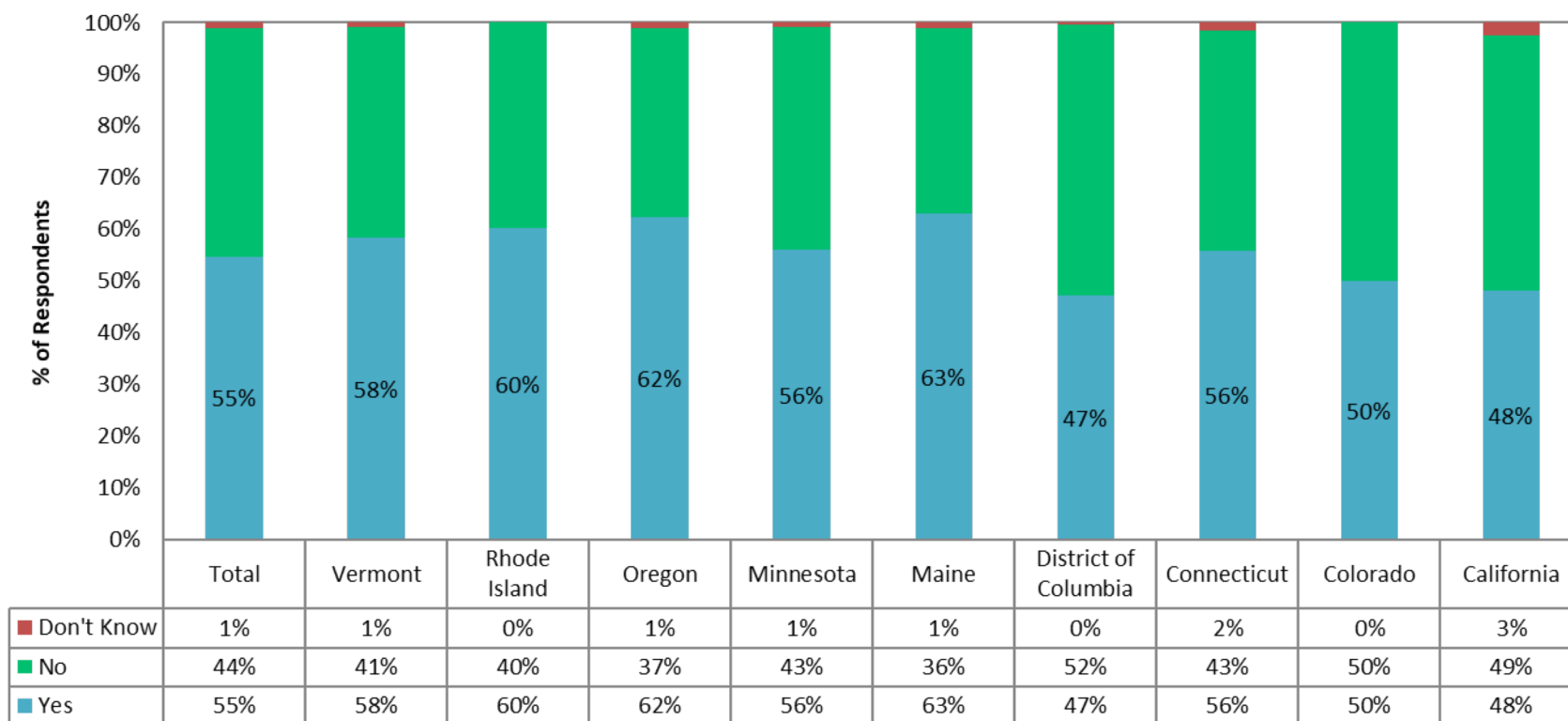
# CONSUMER BEHAVIOR PAINT PURCHASING AND DISPOSAL

# Recency of Paint Purchases

- ❖ Slightly over half of respondents bought paint in the last year.
- ❖ Results varied slightly by state. The fewest purchased paint in the last year in D.C.; the most, in Maine and Oregon.

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

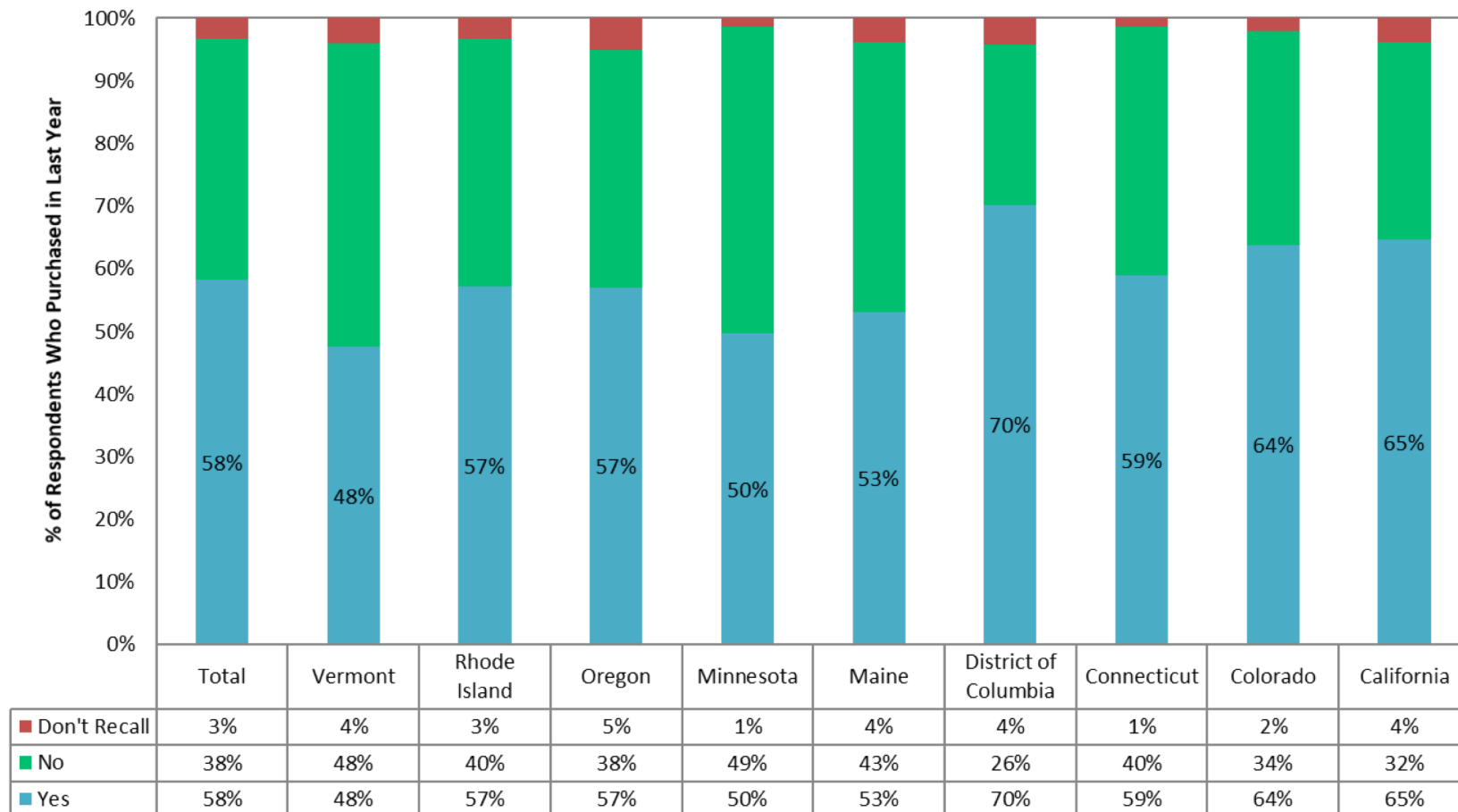
*\*For the purposes of this question, "paint" includes primer, interior or exterior house paint, stain, deck sealer, and clear finishes like varnish.*



# Measurements Prior to Paint Purchases

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

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



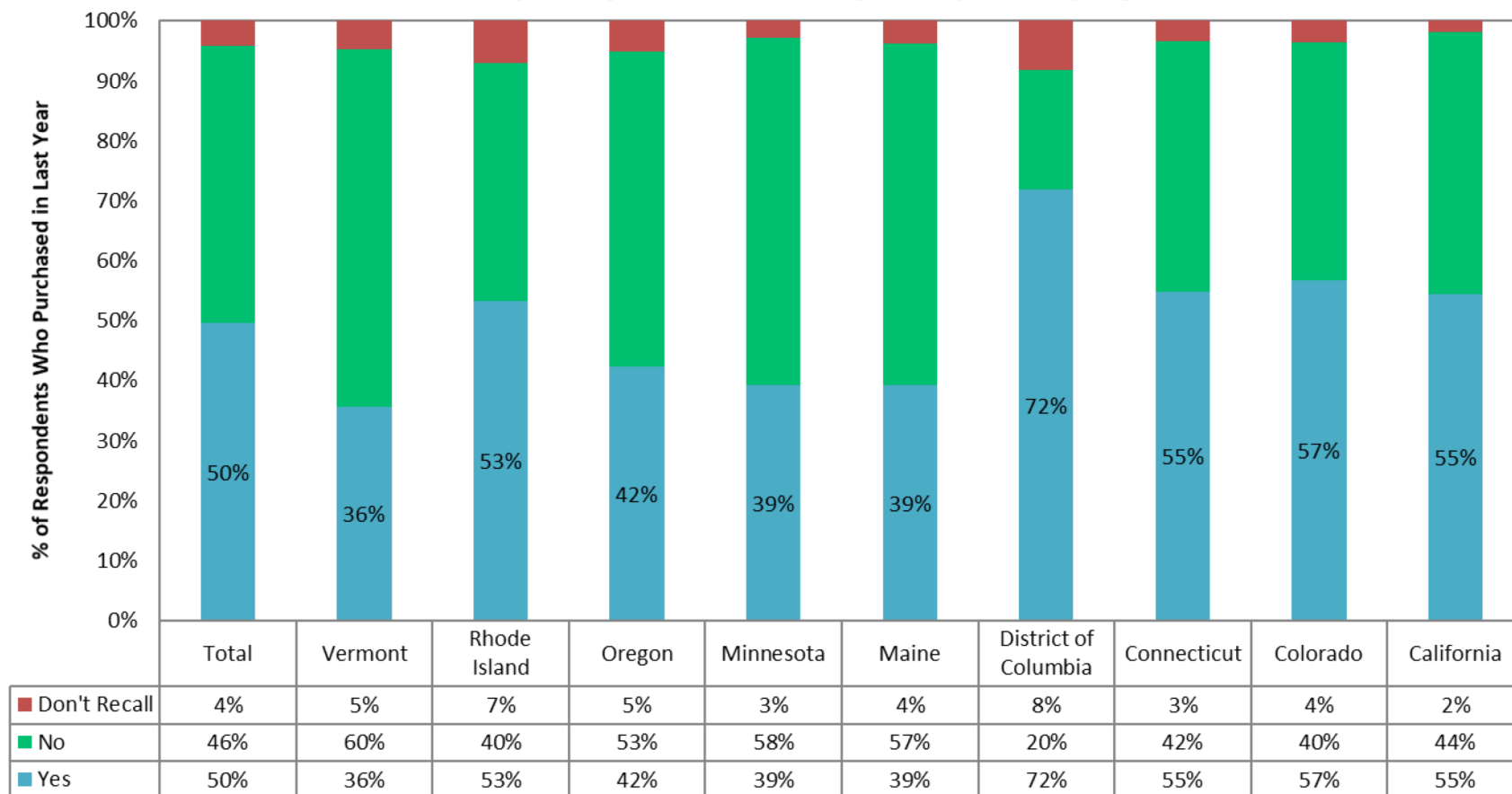
N=1434

KB Insights

# Paint Store Assistance

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

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



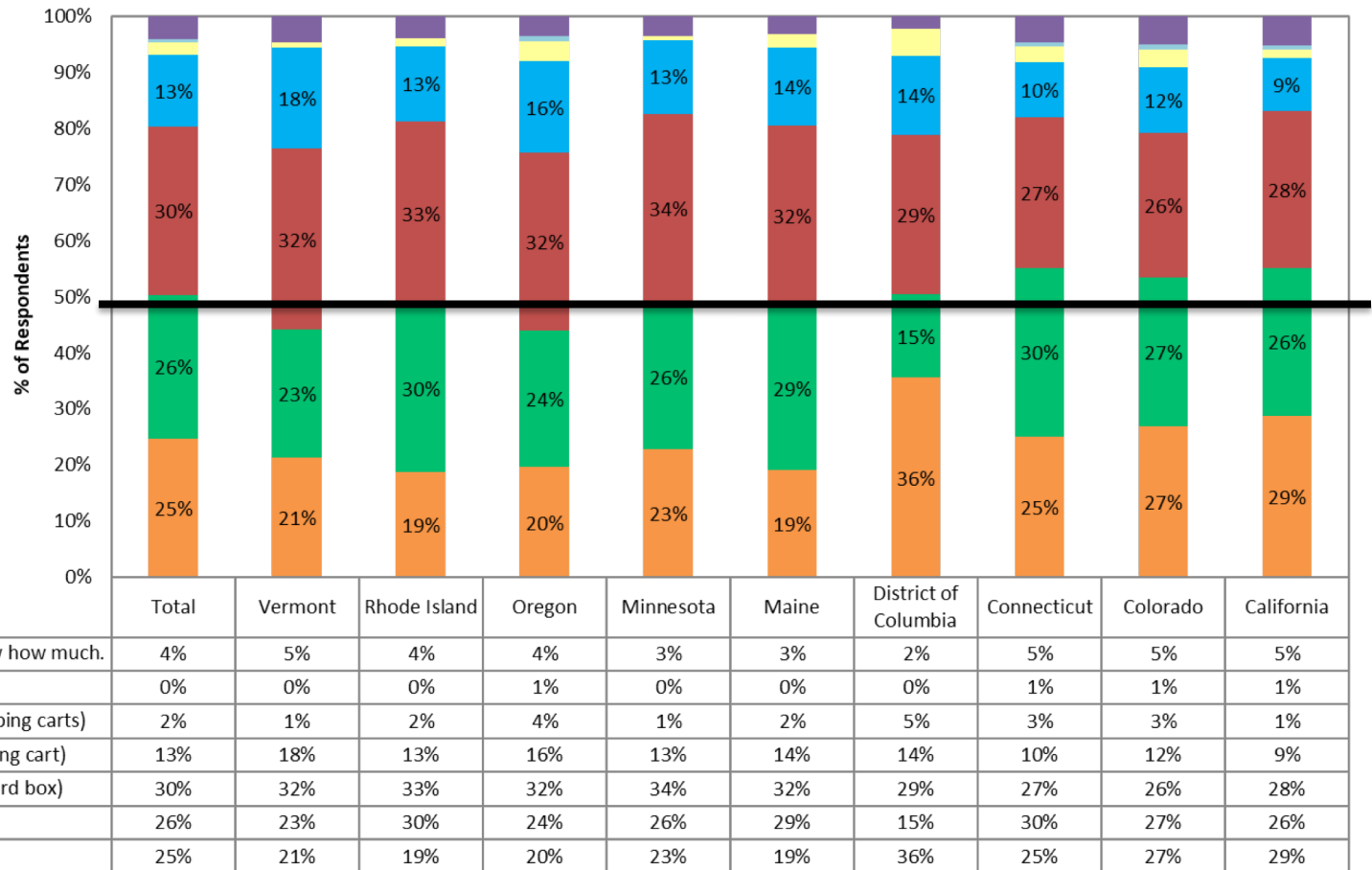
N=2626



# Leftover Paint

- ❖ The amount of paint stored at home varied considerably, from less than a gallon to a shopping cart full.
- ❖ The median response by state was either “less than 1 gallon” or “1 to 5 gallons.”
- ❖ Very few said they stored more than 15 gallons (two shopping carts full).

*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)?*

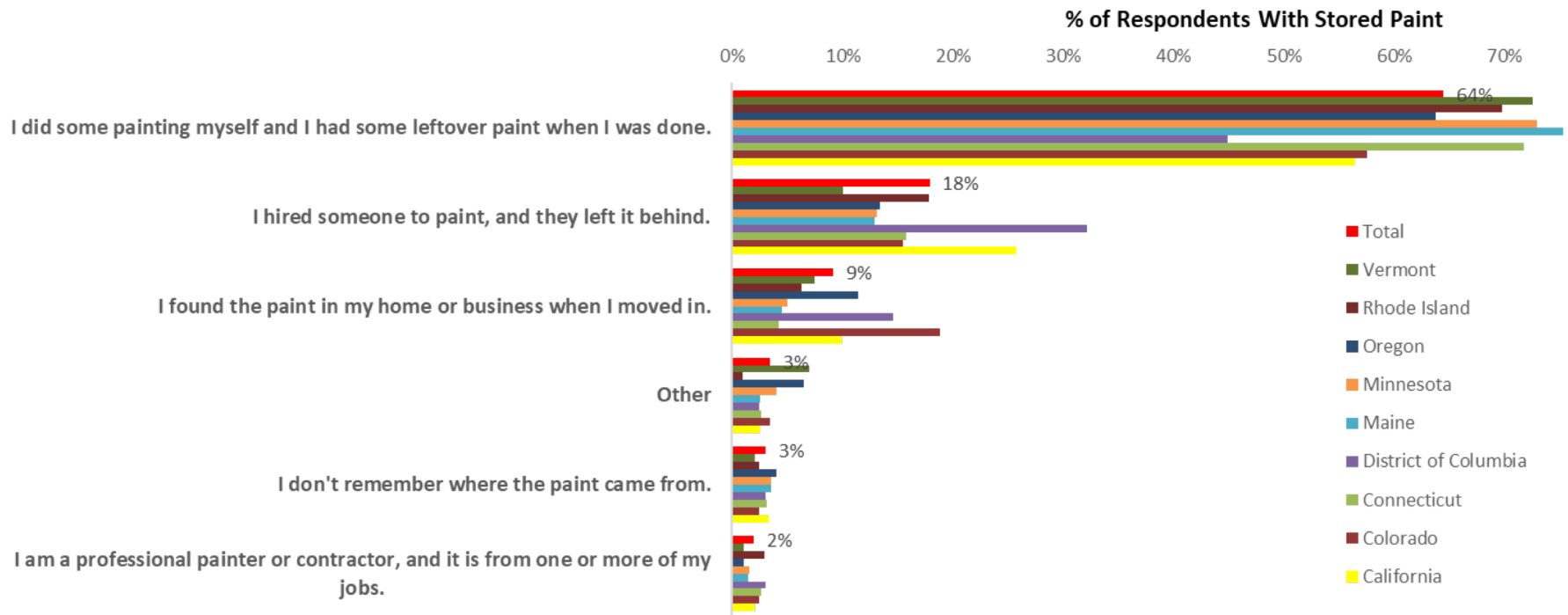


N=2615

# Reasons for Paint Storage

- ❖ The top 3 reasons that consumers store paint is the same in all states: leftovers from their own paint job, from a contractor's paint job, or left at move-in.

## Where did most of the paint come from?



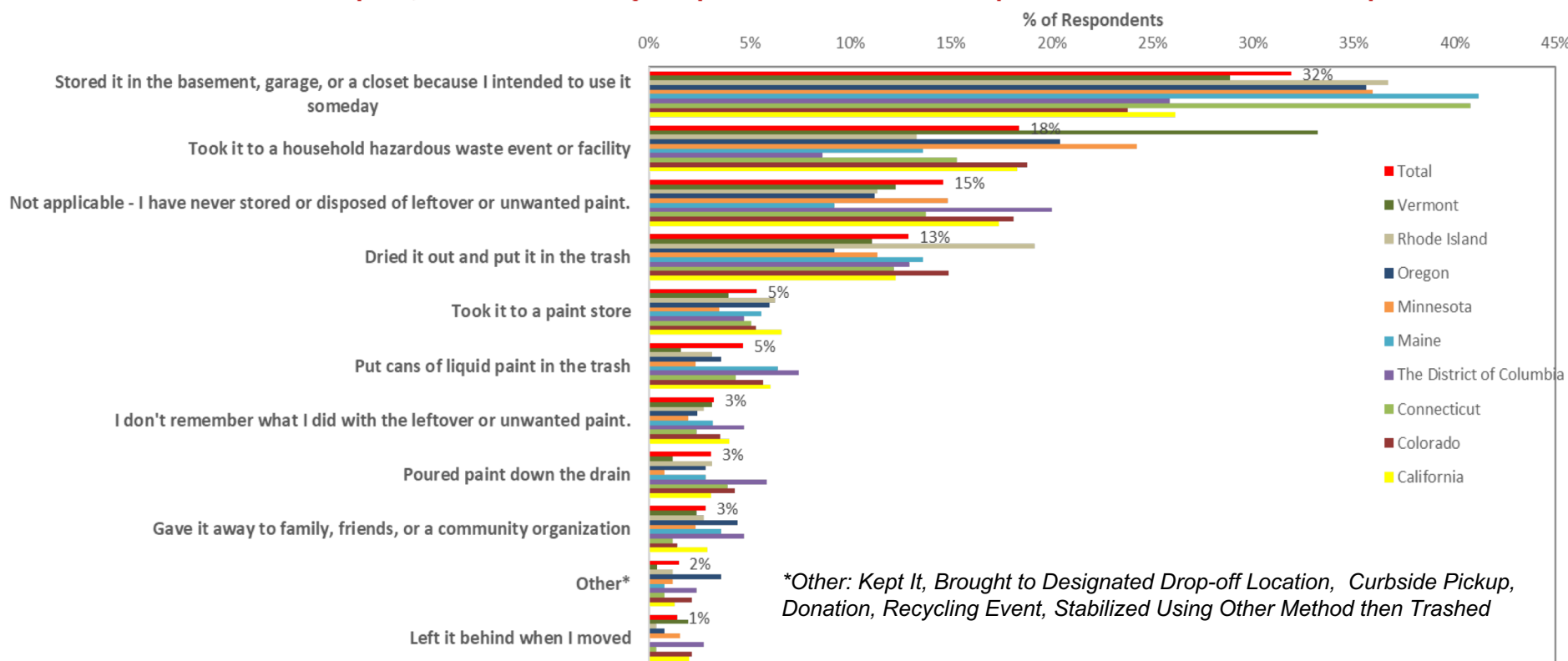
|   | Total | Vermont | Rhode Island | Oregon | Minnesota | Maine | District of Columbia | Connecticut | Colorado | California |
|---|-------|---------|--------------|--------|-----------|-------|----------------------|-------------|----------|------------|
| I did some painting myself and I had some leftover paint when I was done.         | 64%   | 73%     | 70%          | 64%    | 73%       | 75%   | 45%                  | 72%         | 57%      | 56%        |
| I hired someone to paint, and they left it behind.                                | 18%   | 10%     | 18%          | 13%    | 13%       | 13%   | 32%                  | 16%         | 15%      | 26%        |
| I found the paint in my home or business when I moved in.                         | 9%    | 8%      | 6%           | 11%    | 5%        | 4%    | 15%                  | 4%          | 19%      | 10%        |
| Other   | 3%    | 7%      | 1%           | 6%     | 4%        | 2%    | 2%                   | 3%          | 3%       | 3%         |
| I don't remember where the paint came from.                                       | 3%    | 2%      | 2%           | 4%     | 4%        | 3%    | 3%                   | 3%          | 2%       | 3%         |
| I am a professional painter or contractor, and it is from one or more of my jobs. | 2%    | 1%      | 3%           | 1%     | 2%        | 1%    | 3%                   | 3%          | 2%       | 2%         |
| Sample Size   | 1965  | 200     | 208          | 201    | 199       | 202   | 165                  | 191         | 207      | 392        |

\*Other responses: Bought paint at retailer, brought from another dwelling, gifted by friend/relative

# Past Paint Disposal Methods

❖ Most people who keep paint intend to use it someday. Disposing at HHW facility & dry/trash method common.

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

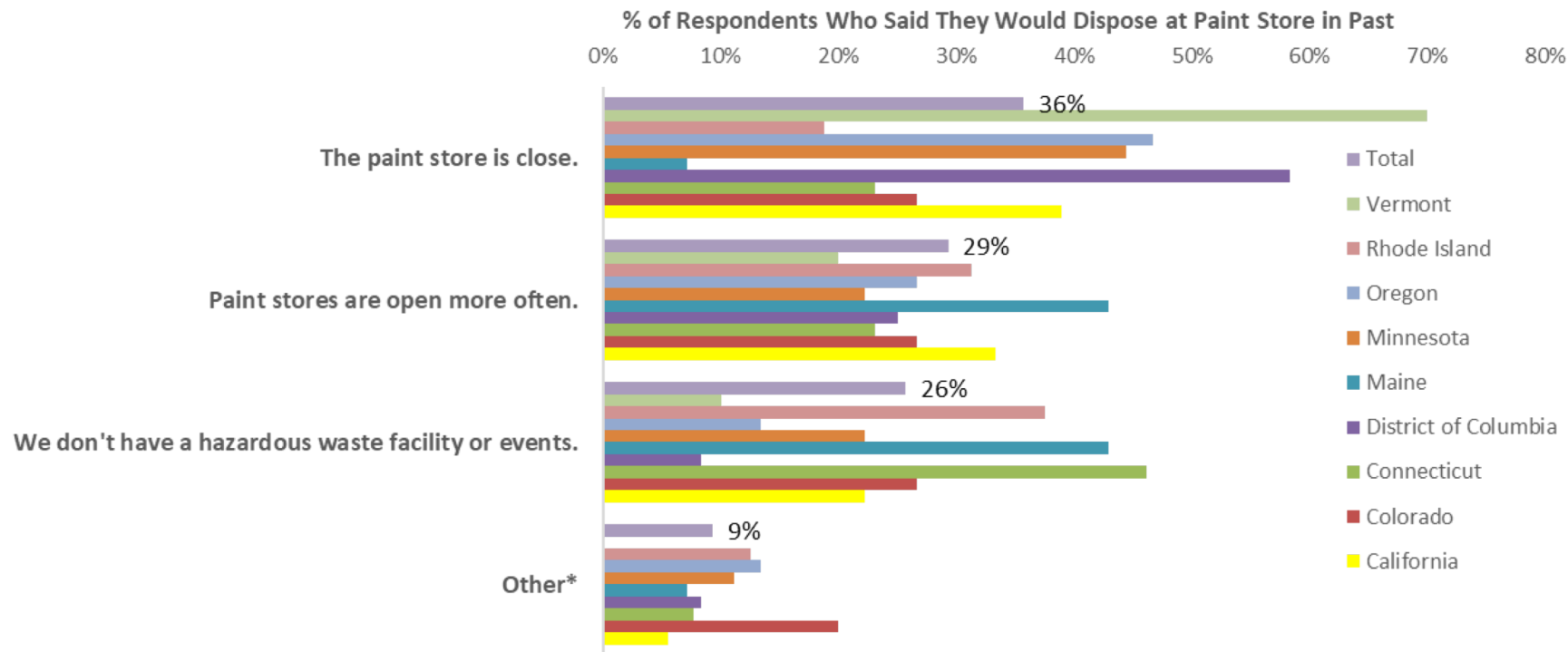


|   | Total | Vermont | RI  | Oregon | Minnesota | Maine | DC  | Connecticut | Colorado | California |
|---|-------|---------|-----|--------|-----------|-------|-----|-------------|----------|------------|
| Stored it in the basement, garage, or a closet because I intended to use it someday | 32%   | 29%     | 37% | 36%    | 36%       | 41%   | 26% | 41%         | 24%      | 26%        |
| Took it to a household hazardous waste event or facility                            | 18%   | 33%     | 13% | 20%    | 24%       | 14%   | 9%  | 15%         | 19%      | 18%        |
| Not applicable - I have never stored or disposed of leftover or unwanted paint.     | 15%   | 12%     | 11% | 11%    | 15%       | 9%    | 20% | 14%         | 18%      | 17%        |
| Dried it out and put it in the trash  | 13%   | 11%     | 19% | 9%     | 11%       | 14%   | 13% | 12%         | 15%      | 12%        |
| Took it to a paint store  | 5%    | 4%      | 6%  | 6%     | 4%        | 6%    | 5%  | 5%          | 5%       | 7%         |
| Put cans of liquid paint in the trash   | 5%    | 2%      | 3%  | 4%     | 2%        | 6%    | 7%  | 4%          | 6%       | 6%         |
| I don't remember what I did with the leftover or unwanted paint.                    | 3%    | 3%      | 3%  | 2%     | 2%        | 3%    | 5%  | 2%          | 4%       | 4%         |
| Poured paint down the drain   | 3%    | 1%      | 3%  | 3%     | 1%        | 3%    | 6%  | 4%          | 4%       | 3%         |
| Gave it away to family, friends, or a community organization                        | 3%    | 2%      | 3%  | 4%     | 2%        | 4%    | 5%  | 1%          | 1%       | 3%         |
| Other   | 2%    | 0%      | 1%  | 4%     | 1%        | 1%    | 2%  | 1%          | 2%       | 1%         |
| Left it behind when I moved   | 1%    | 2%      | 0%  | 1%     | 2%        | 0%    | 3%  | 0%          | 2%       | 2%         |
| Sample Size   | 2604  | 253     | 256 | 250    | 256       | 250   | 255 | 255         | 282      | 547        |

# Past Paint Store Disposal Preference

- ❖ Three reasons for disposing at a paint store are prevalent: location, hours and lack of HHW facility.

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



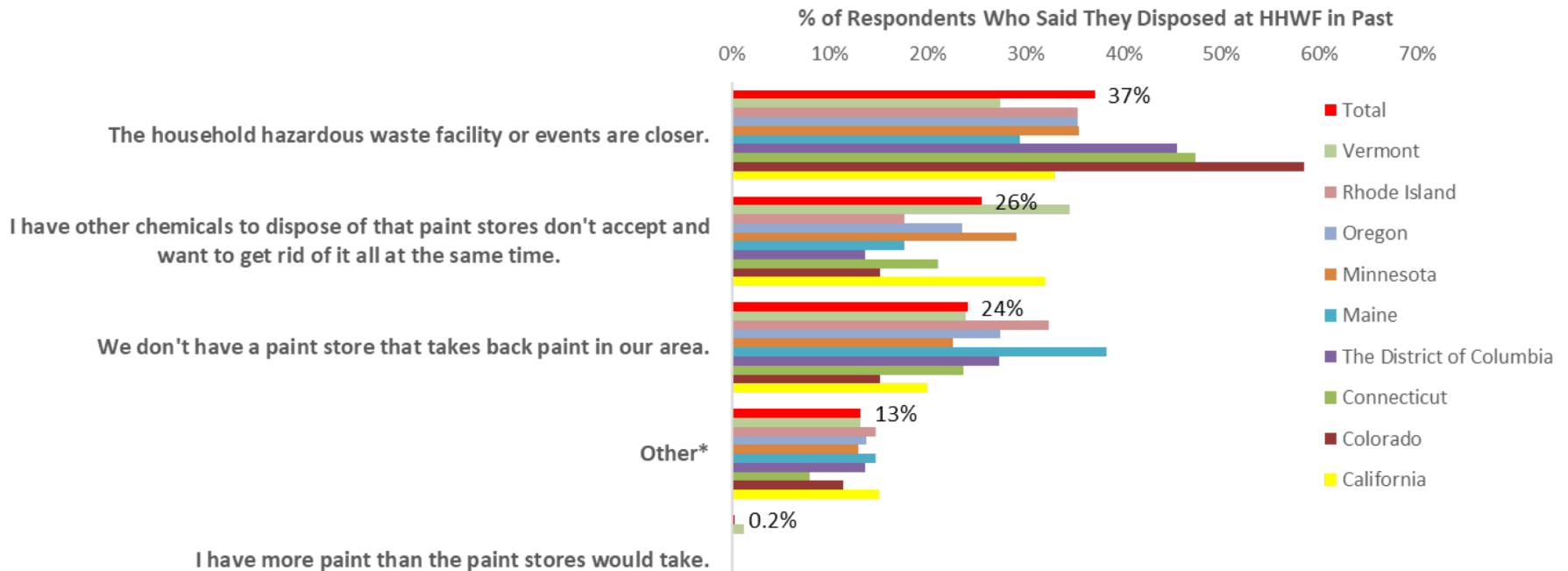
|   | Total | Vermont | Rhode Island | Oregon | Minnesota | Maine | District of Columbia | Connecticut | Colorado | California |
|---|-------|---------|--------------|--------|-----------|-------|----------------------|-------------|----------|------------|
| The paint store is close.                           | 36%   | 70%     | 19%          | 47%    | 44%       | 7%    | 58%                  | 23%         | 27%      | 39%        |
| Paint stores are open more often.                   | 29%   | 20%     | 31%          | 27%    | 22%       | 43%   | 25%                  | 23%         | 27%      | 33%        |
| We don't have a hazardous waste facility or events. | 26%   | 10%     | 38%          | 13%    | 22%       | 43%   | 8%                   | 46%         | 27%      | 22%        |
| Other*  | 9%    | 0%      | 13%          | 13%    | 11%       | 7%    | 8%                   | 8%          | 20%      | 6%         |
| Sample Size   | 140   | 10      | 16           | 15     | 9         | 14    | 12                   | 13          | 15       | 36         |

\*Other: Store Decides How to Dispose, Regular Hours, Charitable Giving, They Recycle, Refund

# Household Hazardous Waste Facility Disposal Preference

- ❖ In most states, the fact that the HHW facility/event is closer drives consumer preference.
- ❖ However, in Maine, many said there wasn't a paint store that takes back paint; in Vermont, the ability to handle "other" chemical disposal needs made a difference.
- ❖ Note: results should be interpreted directionally only as sample sizes are low.

## *What is the main reason you would take paint to a household hazardous waste facility instead of a paint store?*

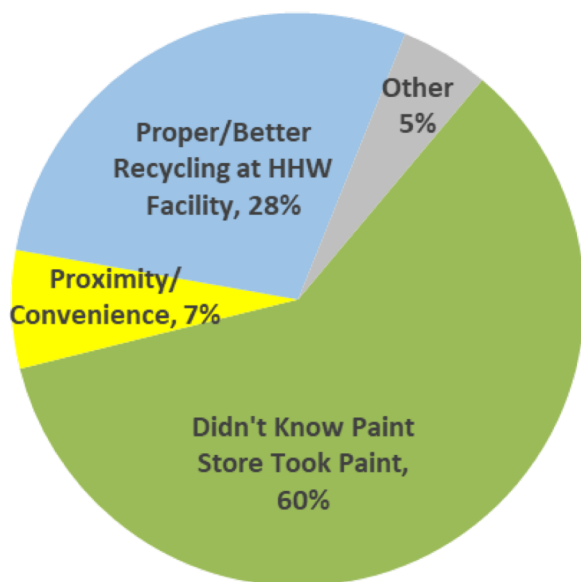


|   | Total | Vermont | Rhode Island | Oregon | Minnesota | Maine | District of Columbia | Connecticut | Colorado | California |
|---|-------|---------|--------------|--------|-----------|-------|----------------------|-------------|----------|------------|
| The household hazardous waste facility or events are closer.  | 37%   | 27%     | 35%          | 35%    | 35%       | 29%   | 45%                  | 47%         | 58%      | 33%        |
| I have other chemicals to dispose of that paint stores don't accept and want to get rid of it all at the same time. | 26%   | 35%     | 18%          | 24%    | 29%       | 18%   | 14%                  | 21%         | 15%      | 32%        |
| We don't have a paint store that takes back paint in our area.  | 24%   | 24%     | 32%          | 27%    | 23%       | 38%   | 27%                  | 24%         | 15%      | 20%        |
| Other*  | 13%   | 13%     | 15%          | 14%    | 13%       | 15%   | 14%                  | 8%          | 11%      | 15%        |
| I have more paint than the paint stores would take.   | 0%    | 1%      | 0%           | 0%     | 0%        | 0%    | 0%                   | 0%          | 0%       | 0%         |
| Sample Size   | 478   | 84      | 34           | 51     | 62        | 34    | 22                   | 38          | 53       | 100        |

# Household Hazardous Waste Facility Event Preference (continued)

- ❖ Comment categorization shows that many respondents simply were unaware that paint stores took paint for recycling.
- ❖ Others felt the HHW facility would use better recycling procedures.
- ❖ Note that these reasons should be added to the survey in 2019.

## Comment Categorization: Other Reasons Household Hazardous Waste Facilities are Preferred over Paint Stores



### Sample Comments, Didn't Know

|   |
|---|
| Did not know paint store would take paint                     |
| didn't know paint stores took old paint                       |
| Didn't know they took old paint                               |
| I did not know paint stores would take it.                    |
| I didn't know that a paint store would take it                |
| I didn't know a paint store would take back old paint         |
| I didn't know paint stores accepted left over paint.          |
| I didn't know that paint stores would take unused paint back. |

### Sample Comments, Proper Recycling

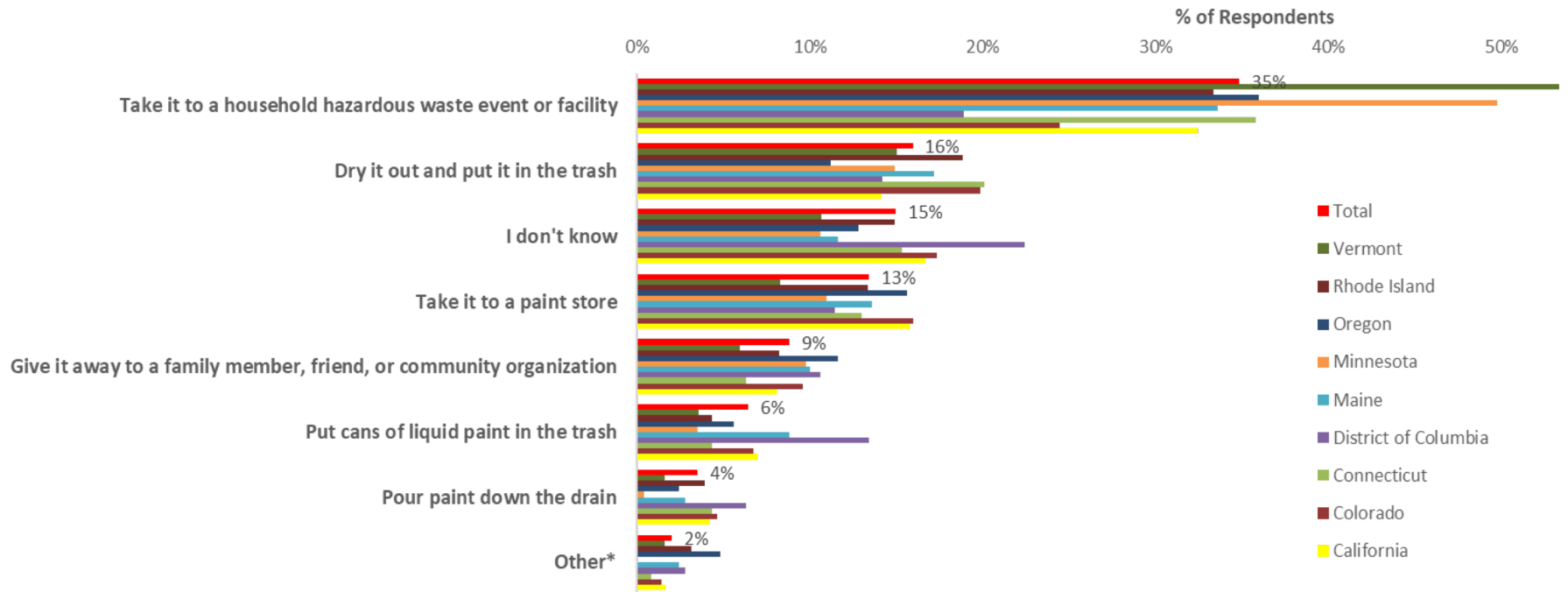
|  |
|--|
| Proper disposal of hazardous material              |
| I believe that is the best place to take the paint |
| this seems like the most responsible thing to do   |
| its the best way to safely dispose of it           |
| So that it will be disposed of properly.           |
| I wanted it disposed of properly                   |
| It's the right thing to do!                        |

N=60

# Future Paint Disposal Intentions

- ❖ The top method for future disposal in all states is taking it to a HHW event or facility.
- ❖ In most states, the dry it out/throw it away method is also prevalent.
- ❖ The three states where taking it to a paint store is cited most often: OR, CO and CA.

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



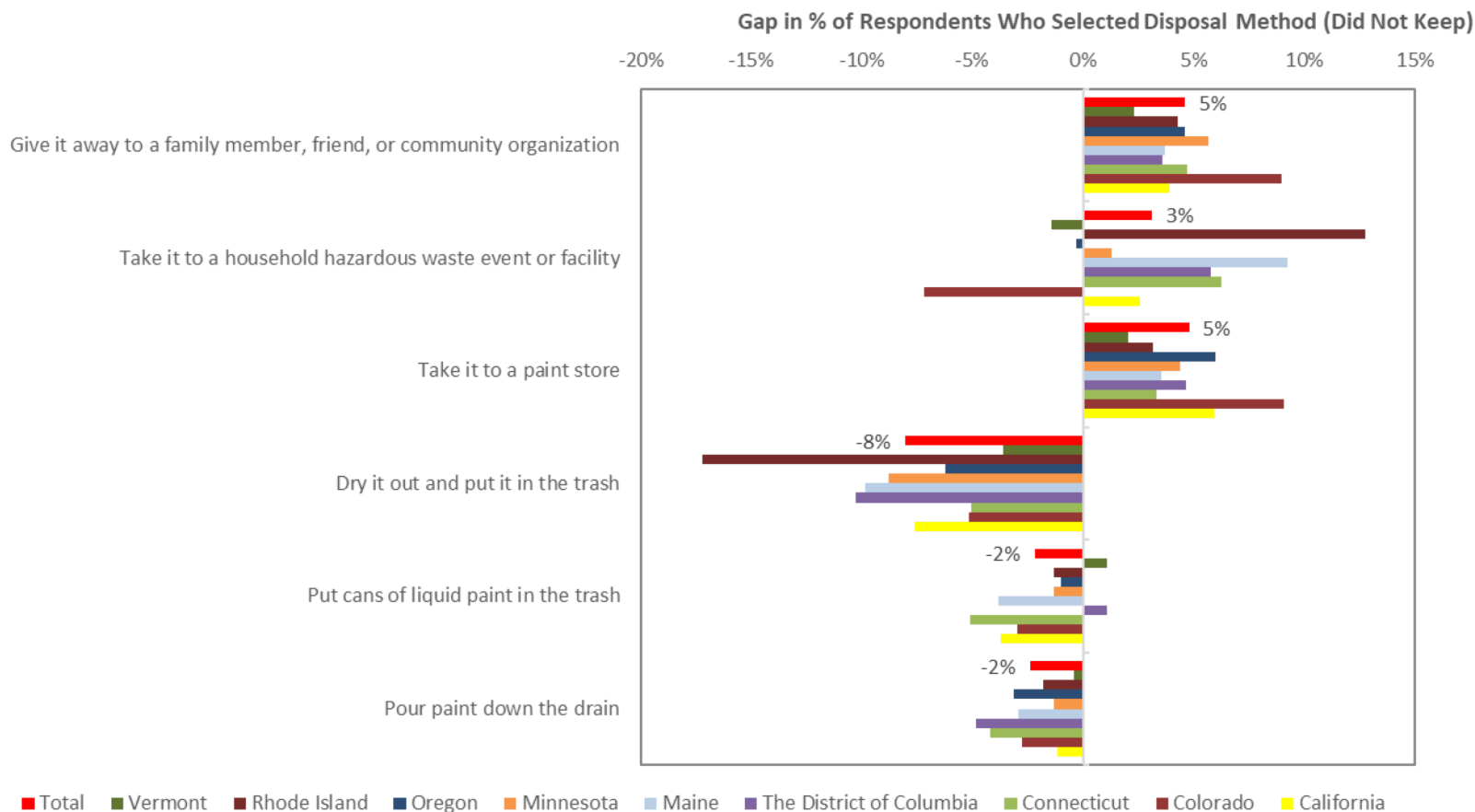
|  | Total | Vermont | RI  | Oregon | Minnesota | Maine | DC  | Connecticut | Colorado | California |
|--|-------|---------|-----|--------|-----------|-------|-----|-------------|----------|------------|
| Take it to a household hazardous waste event or facility           | 35%   | 53%     | 33% | 36%    | 50%       | 34%   | 19% | 36%         | 24%      | 32%        |
| Dry it out and put it in the trash                                 | 16%   | 15%     | 19% | 11%    | 15%       | 17%   | 14% | 20%         | 20%      | 14%        |
| I don't know   | 15%   | 11%     | 15% | 13%    | 11%       | 12%   | 22% | 15%         | 17%      | 17%        |
| Take it to a paint store   | 13%   | 8%      | 13% | 16%    | 11%       | 14%   | 11% | 13%         | 16%      | 16%        |
| Give it away to a family member, friend, or community organization | 9%    | 6%      | 8%  | 12%    | 10%       | 10%   | 11% | 6%          | 10%      | 8%         |
| Put cans of liquid paint in the trash                              | 6%    | 4%      | 4%  | 6%     | 4%        | 9%    | 13% | 4%          | 7%       | 7%         |
| Pour paint down the drain  | 4%    | 2%      | 4%  | 2%     | 0%        | 3%    | 6%  | 4%          | 5%       | 4%         |
| Other*   | 2%    | 2%      | 3%  | 5%     | 0%        | 2%    | 3%  | 1%          | 1%       | 2%         |
| Sample Size  | 2598  | 253     | 255 | 250    | 255       | 250   | 254 | 254         | 282      | 545        |



# Trend: Past Disposal Behaviors to Future Disposal Intentions

- ❖ All indicators show that there is a shift occurring to greener disposal methods.
- ❖ Fewer consumers will throw away or pour paint down the drain in the future.
- ❖ More consumers will repurpose or recycle old paint in the future.

## Gap Analysis: Past vs. Future Paint Disposal Methods

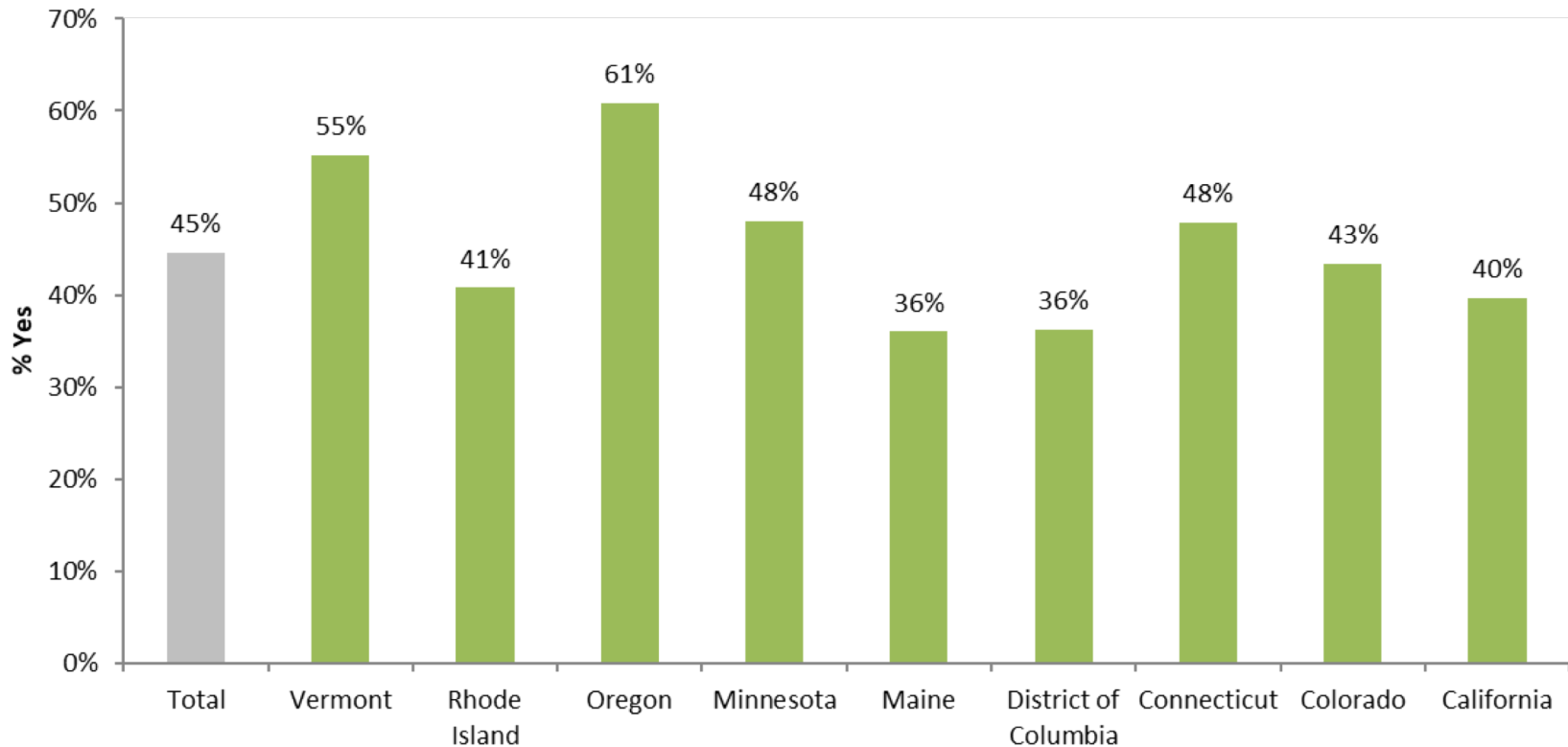


# PAINT RECYCLING AWARENESS/ENGAGEMENT

## Awareness of Paint Recycling

- ❖ Surprisingly, less than half of respondents knew that paint could be recycled.
- ❖ There are some states where knowledge is greater, such as Oregon and Vermont.
- ❖ The areas where knowledge is lowest are Maine and the District of Columbia.

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

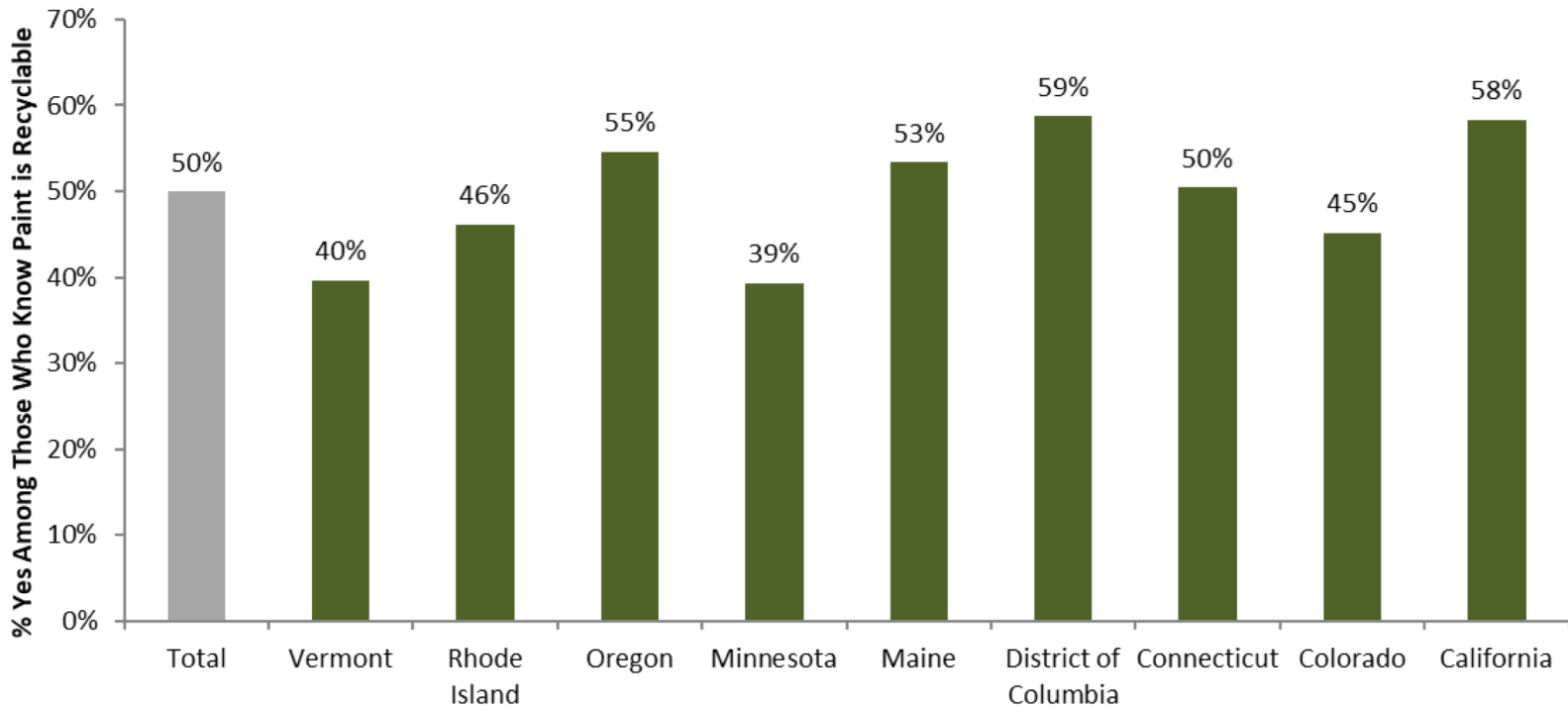


N=2594

## Awareness of Fee Among Those Who Knew About Recycling

- ❖ Those who are aware that paint can be recycled are not necessarily aware of the nuances of how it works. Only half of these respondents knew that there was a recycling fee added to paint purchases.
- ❖ Some states showed greater than average awareness, such as California and D.C.

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

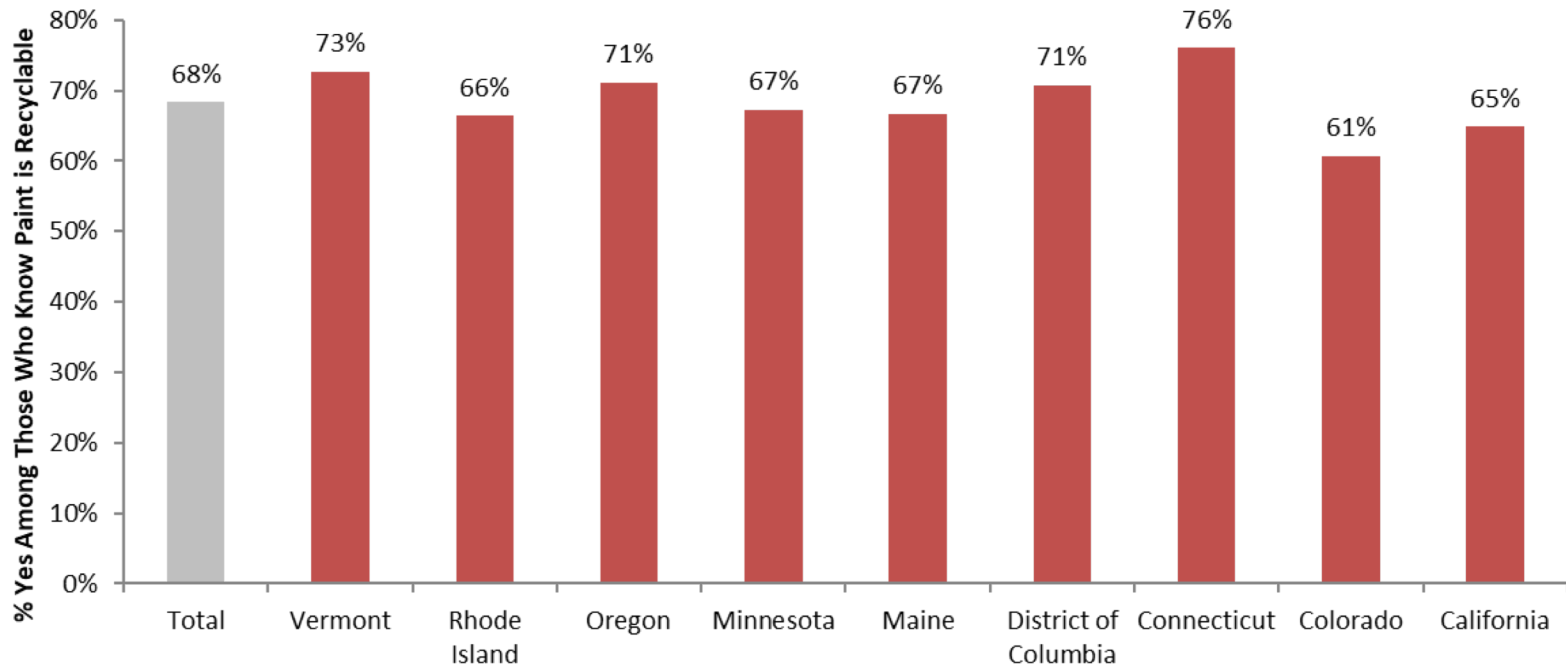


N=1158

## Awareness of Places for Recycling Among Those Who Knew

- ❖ More than two thirds of respondents who were aware of paint recycling said they knew where to take old paint to be recycled.
- ❖ The strongest results were in Connecticut and Vermont.

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

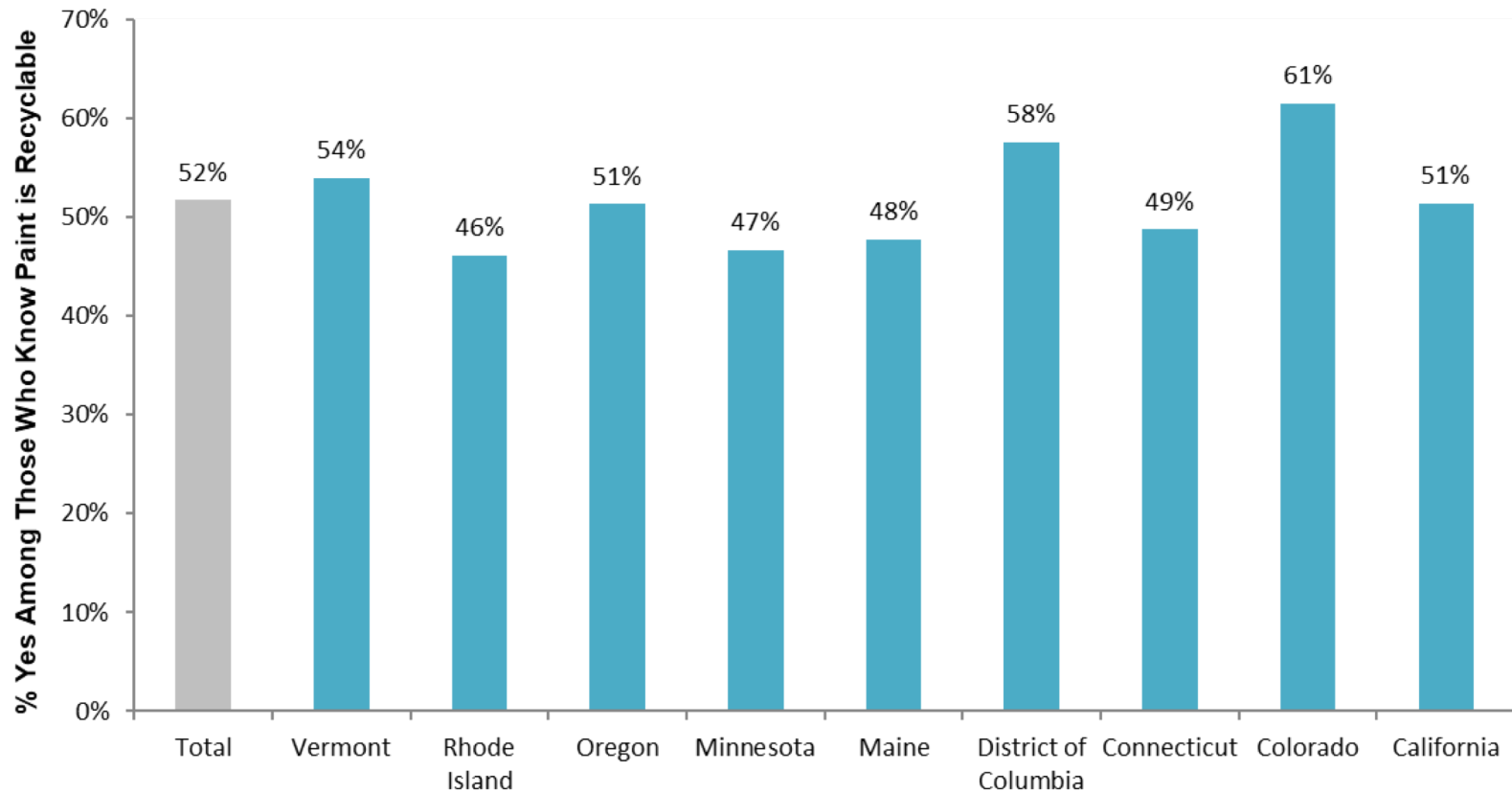


N=1158

## Past Recycling Behaviors Among Those Who Knew

- ❖ About half of those who said they were aware that paint can be recycled said they had done so in the past.
- ❖ The strongest recycling behaviors are in Colorado and DC.

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

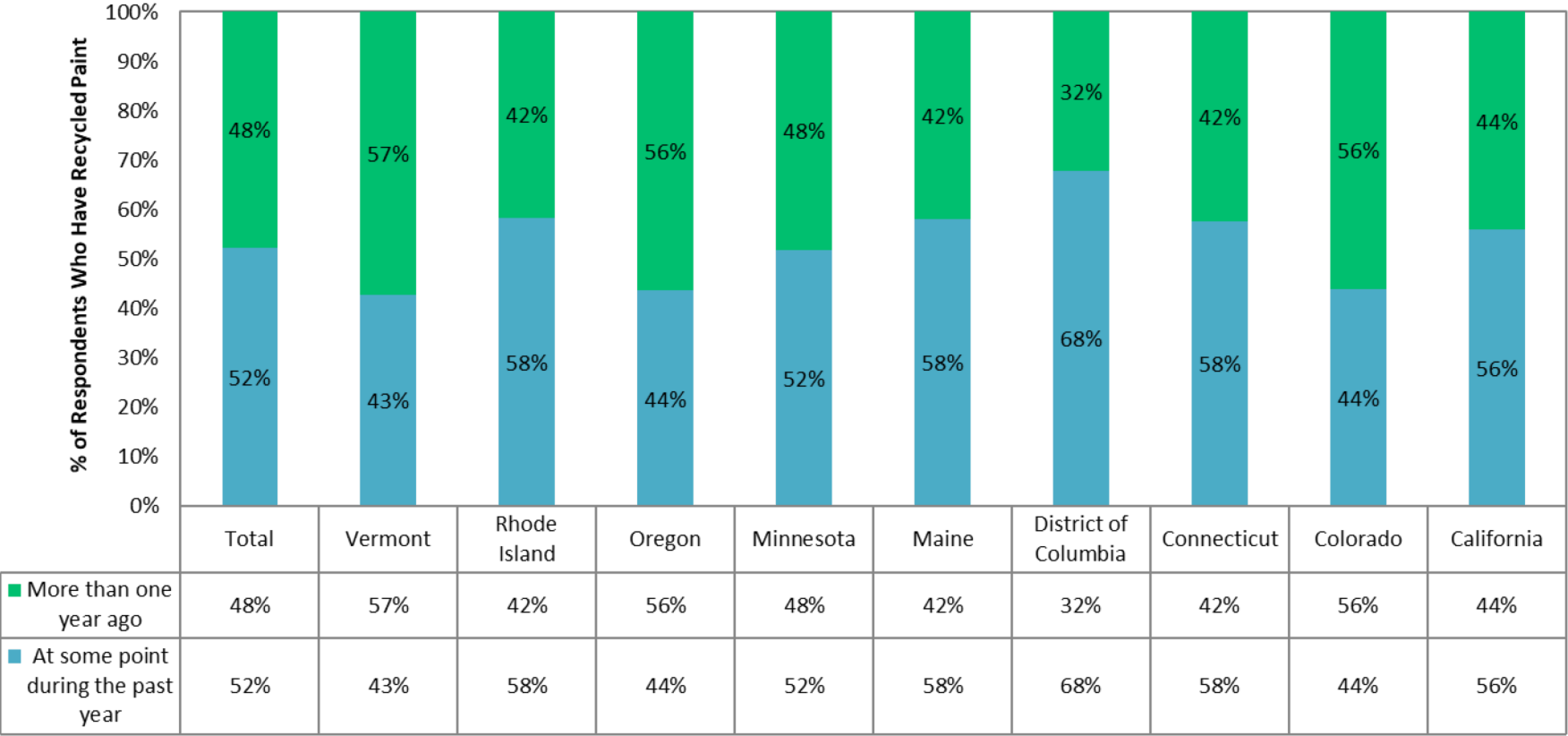


N=1158

# Recency of Paint Recycling

❖ About half 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?*



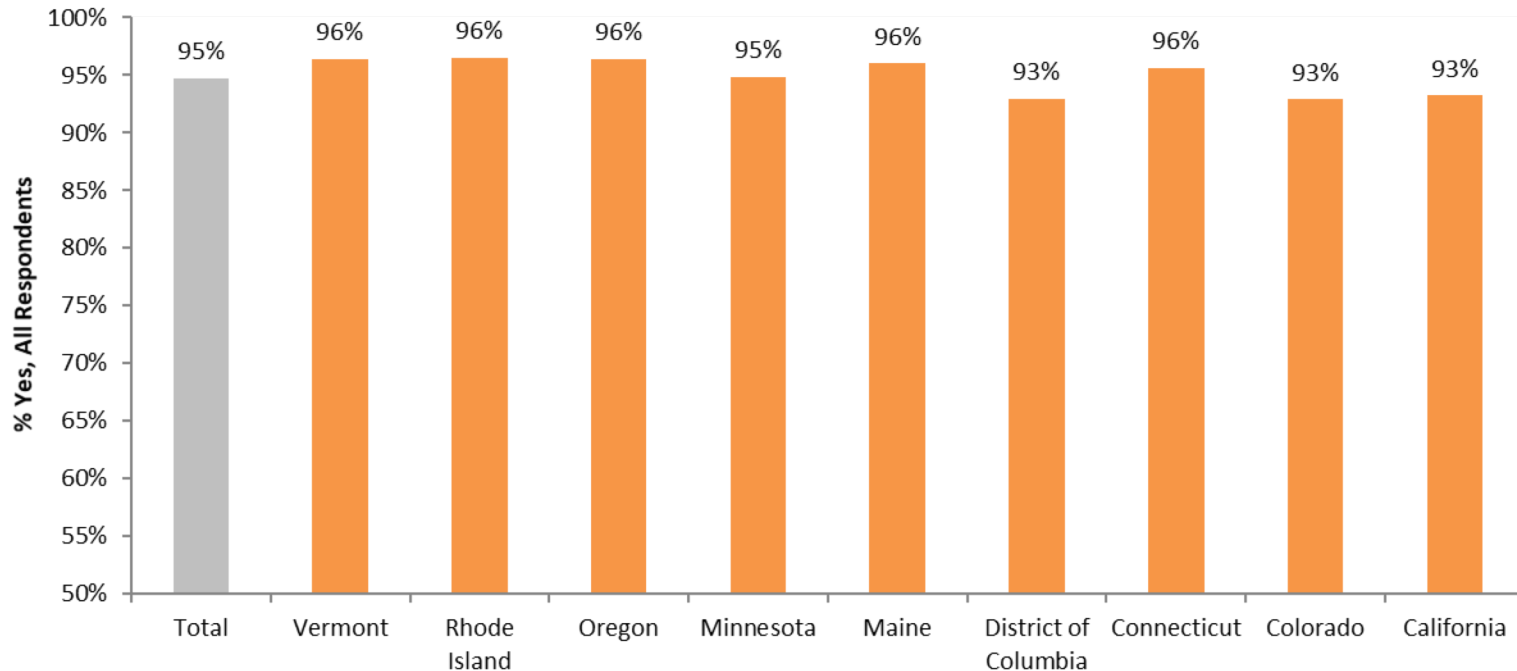
N=598



# Opportunity for Future Paint Recycling

- ❖ Almost everyone surveyed said they would consider recycling leftover paint in the future.

*Would you consider recycling leftover paint in the future?*



N=2592

# Open-Ended Commentary: Recycling Motivations

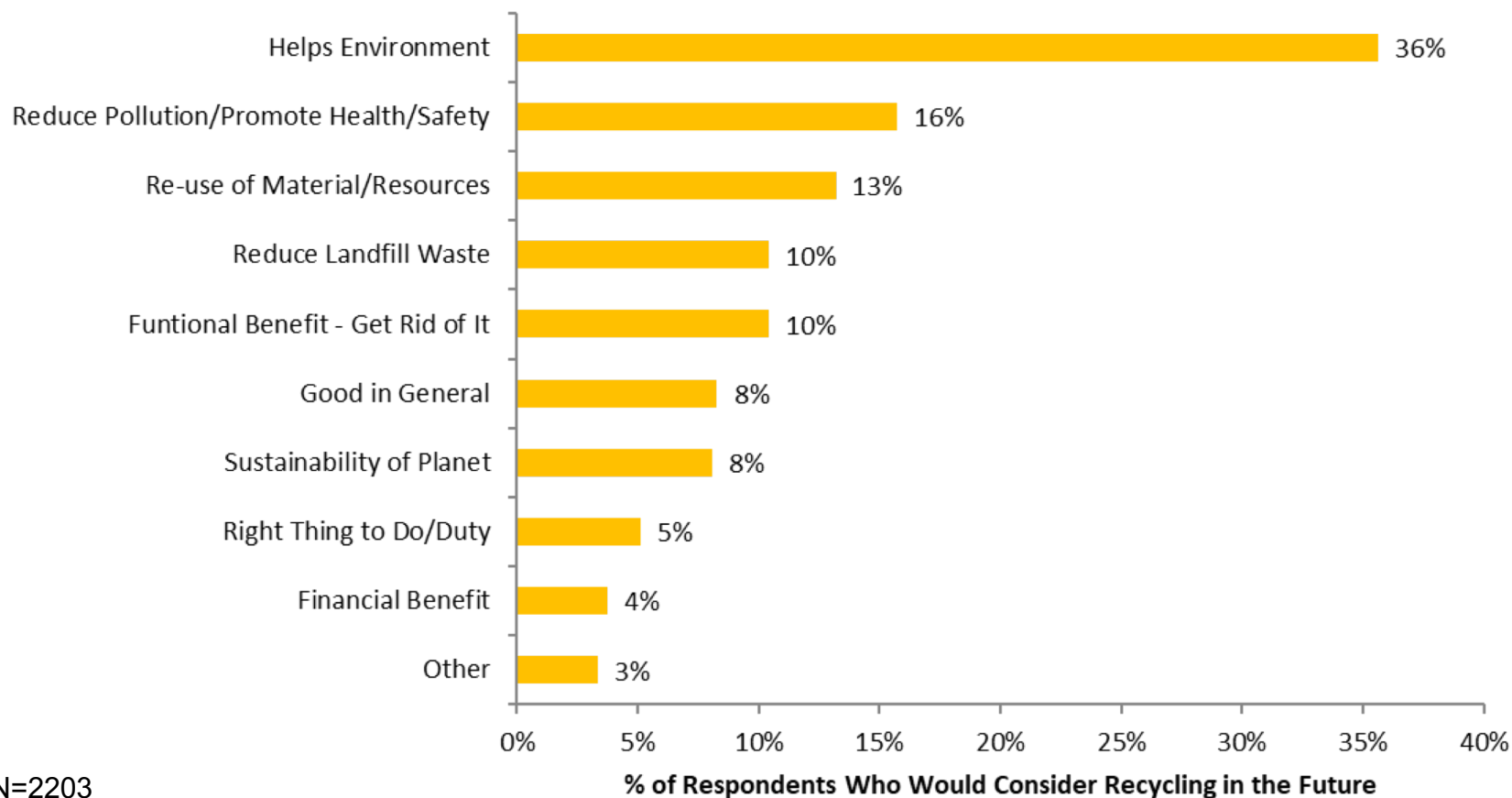
Q18 What would be your personal motivation for recycling your leftover paint in the future?

recycle everything put will basement pollute one dispose properly way rid  
reduce waste possible save planet might recycling paint space  
enviroment disposal house recycle much way world don t throwing  
landfill NA save hazardous waste Save environment  
believe recycling need future reuse seems clean think help  
Environmental concerns know try recycle right thing way dispose  
rid money help environment save earth waste  
place recycle go better environment  
harm environment environment s good wasteful  
use throwing away paint Keep landfill Environmental  
protect  
safe way environment best safe sure want  
trash keep green thing right None s better dispose left earth water  
someone use help someone planet garage easy care environment  
make Reduce Safety feel keep environment much possible go waste  
protect someone better enviroment Less waste yes take hazardous less  
environmentally conscious anything environmentally friendly

## Comment Categorization: Recycling Motivations

- ❖ The top motivation to recycle is to help the environment.
- ❖ Other important motivations include the reduction of pollution, promotion of health, conservation of resources, reduction of waste, and simply getting rid of unwanted clutter in the home.

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



N=2203

## Sample Comments: Reasons to Recycle

### Helps Environment

Be environmentally responsible

feel better about not hurting the environment

i like to protect the enviroment

I try to recycle as much as possible for environmental reasons

Less strain on environment

Recycling is good for the environment.

well, I usually combine my leftovers and use all of it; however, if I wasn't going to do that, I would recycle for the environment's sake

I re cycle aluminum cans,plastic bottles,glass,cardboard so I do recycle some items. I care about the environment especially wildlife.

better for the environment than disposing of it

if it's the more environmentally friendly option

In order to maintain a safe environment for my family, myself, the community and future generations.

### Reduce Pollution/Promote Health

I want to keep as many toxic chemicals out of the environment as possible to avoid harm to animal and plant life.

I worry about the environmental impact that residual paint could have if I didn't recycle.

It's bad for the environment so would want it to be destroyed properly

Safe for the environment

to do the right thing and not pollute

To have a smaller imprint on the earth.

There are many chemicals in paint and I would want to be responsible to the environment

To keep it out of the water stream.

help to not contaminat the enviroment

to make us helathier

Because it is good to do and healthy and conservative

## Sample Comments: Reasons to Recycle

### Reuse of Materials/Resources

It would help someone else

My personal motivation for recycling paint would be to have the earth have less trash and make the paint into something useful.

Safe. No waste. Helps someone else.

so it can be used again instead of going in the trash

reuse, purpose, recycle is my mantra. Giving to the hazard material disposal site is last resort

I care about the environment and use of resources, also my children's future.

Because I recycle everything that I know can be recycled and if paint is possible to be recycled then I'd love to do my part for our planet.

hopefully it gets used a second time instead of wasting it

I like to recycle everything that I can. I don't feel that we respect our Earth enough and we need to do everything that we can do to protect it

Knowing someone else can put it to use

saves making new paint.

try and save on natural resources

### Reduce Landfill/Waste

It wouldn't go to a landfill and hurt the environment

Avoiding adding toxic material to land fill

Its poison in the ground

It's poison and we can't put it in the trash or landfills.

Less of a garbage foot print in the world

There is enough trash already.

To be less wasteful

To help minimize how much waste is put into our landfills.

Helps with the waste & keep things clean

Pouring it down the drain would ruin my septic system. I think it's wrong to put it in the trash

## Sample Comments: Reasons to Recycle

### Functional Benefit - Get Rid of It

I would love to get rid of it knowing it didn't damage the environment!

For a better environment and a better way to get rid of paint

Decluttering my house, being environmentally friendly

Environmentally safer and de-clutters my house

Clear out clutter in the basement and garage

dont need it anymore

GET RID OF CAN AND OLD PAINT

get rid of it

I would not have to store it

no personal motivation except to get rid of it

to be safe and not have anything toxic left in house

To get rid of it and do so responsibly

### Sustainability of the Planet

save the environment

Better for the earth. Recycling is always a sustainable practice

I love to recycle and save the planet

I prefer green options so as to make the world a better place. I have to live in it, as do my children and grandchildren.

I really believe recycling benefits our planet!

Making our world clean again.

Recycling is useful for maintaining our planet

help for the world preservation

stop killing planet

Ease of recycling the paint and knowing I am helping the planet.

## Sample Comments: Reasons to Recycle

### Right Thing to Do/Duty

It is the right thing to do.

It's just the proper thing to do (as opposed to throwing it out)

Just seems like the right thing to do

Seems better than trashing it.

Responsible disposal

do my npart for recycling

Right thing to do

Not being a jerk

### Financial Benefit

If u can recycle it at no cost

It would be a little cheaper.

money back

some money back

that THEY Recycle it to make fresh paint that's cheaper in price .

Money back

Incentives

A Reward.

Someone could possibly get a discount for recycled goods.

cost

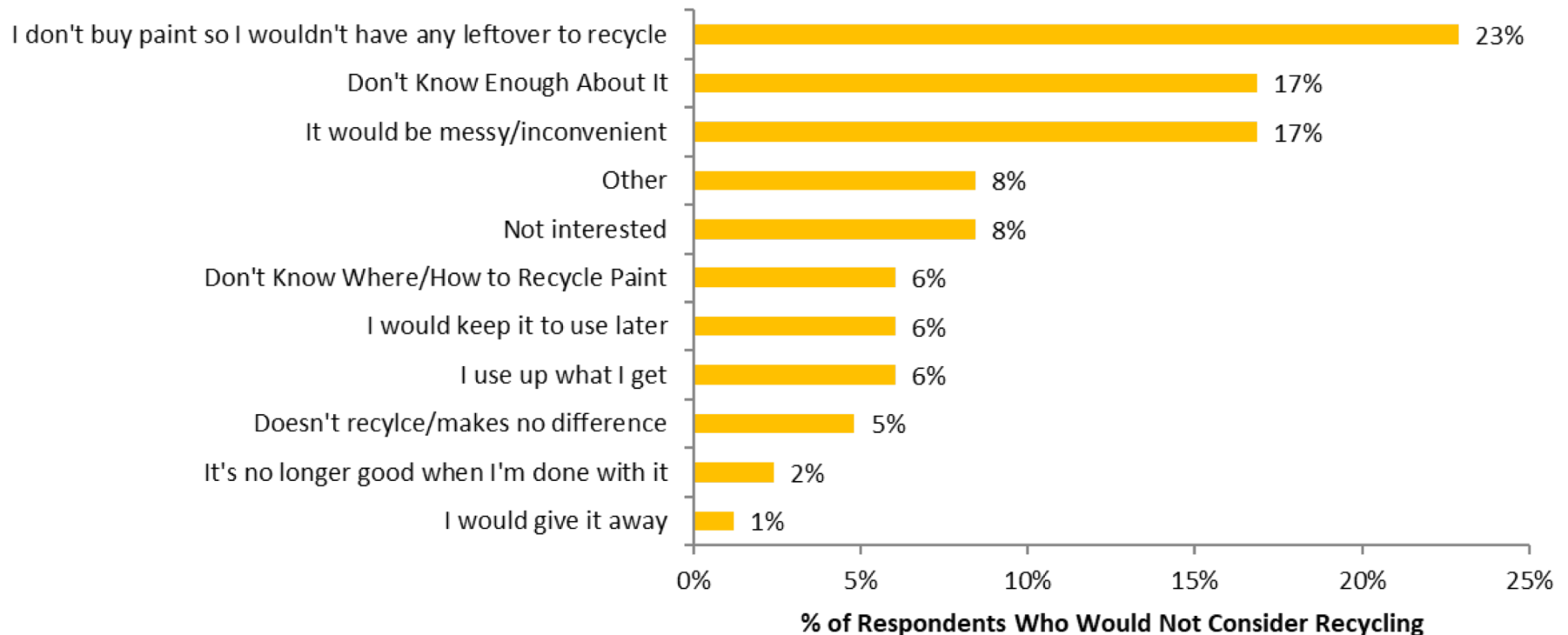
Money



## Comment Categorization: Objections to Recycling Paint

- ❖ About a quarter of those who would not consider recycling simply don't buy paint.
- ❖ Interestingly, a significant percentage say they just don't know enough about it (opportunity).
- ❖ Others are concerned about the mess/trouble they'd have to go through to recycle.
- ❖ Still others say they would do something different with the leftovers.
- ❖ Note: low sample size.

### *Comment Categorization: Why wouldn't you consider recycling leftover paint in the future?*



## Sample Comments: Reasons NOT to Recycle

### Do Not Buy Paint

don't have any to recycle

Because I don't buy paint

don't do any painting so no paint

I do not plan on using paint to recycle

I don't anticipate buying paint - I live in an apartment and see that continuing for the foreseeable future.

Por q en estos momentos no tengo ninguna pintura puede q en un futuro la pueda tener pero ahora no

### Don't Know Enough

Didn't know

don't know paint can be recycled

I did not know this service is available.

like in a recycling bin? that doesn't make sense. seems like the safest place for such chemicals is at the haz waste drop off location.

no idea

the paint recycling center that I know of is about 45 minutes away. However, from this survey, I wonder if I can bring it to a paint store? That would be great to know! I would recycle if it were that easy

### Messy/Inconvenient

It seems messy

Not worth the effort and mess

pain in the a\*\*

to much of a hassle

too much hassle to go drop it off

## Sample Comments: Reasons NOT to Recycle

### Not Interested/Doesn't Recycle

I don't care

I do not think most people would be interested in recycle paint.

Not interested

Because my husband doesn't believe in recycling

doesn't make any difference

dont like recycling

### Doesn't Know How/Where to Recycle

I don't know where.

I'd forget to actually do it, or how to do it

inconvenient locations

Not sure wheee to go

Not sure where to take it

### Would Keep and Reuse Later/Give Away

because I'd keep it to use later

I can always use it later

I ONLY THROW IT OUT ONCE IT HAS AGED BEYOND USE

I plan to use any leftover paint on another project

Save until walls dirty and stain then can be make up

I want to give it to my family.

### Use What I Get

Bc i use what i get

Because I will only purchase what I need, therefore there wouldn't be a need to recycle.

I will use it so I don't need to dispose of it.

# CROSS-TABULATIONS: CONSUMER BEHAVIOR, AWARENESS, AND ENGAGEMENT

# Cross-Tabulations for Better Understanding

- ❖ In order to understand how to better approach consumers of different profiles, it is important to look at behaviors/awareness by group...

| Objective  | Related KPI/Measurement   |
|--|---|
| Increase knowledge of paint recycling            | <i>Do you know that paint can be recycled?</i>  |
| Impact paint recycling behaviors                 | <i>Have you ever taken paint somewhere to be recycled?</i>  |
| Decrease storage of paint in home                | <i>Do you currently have any leftover or unwanted paint in your home or business (e.g., primer, interior house paint, stain, deck sealer, or clear finishes like varnish)? If so, how much paint do you have?</i> |
| Increase knowledge of PaintCare                  | <i>Have you ever ever heard of PaintCare, the program that sets up sites that take paint for recycling?</i>   |
| Execute memorable ads                            | <i>Do you recall seeing an advertisement for PaintCare in the last several months?</i>  |
| Stimulate word of mouth and other communications | <i>Do you recall hearing about PaintCare in any of the following other ways?</i>  |

Gender

Age

Ethnicity

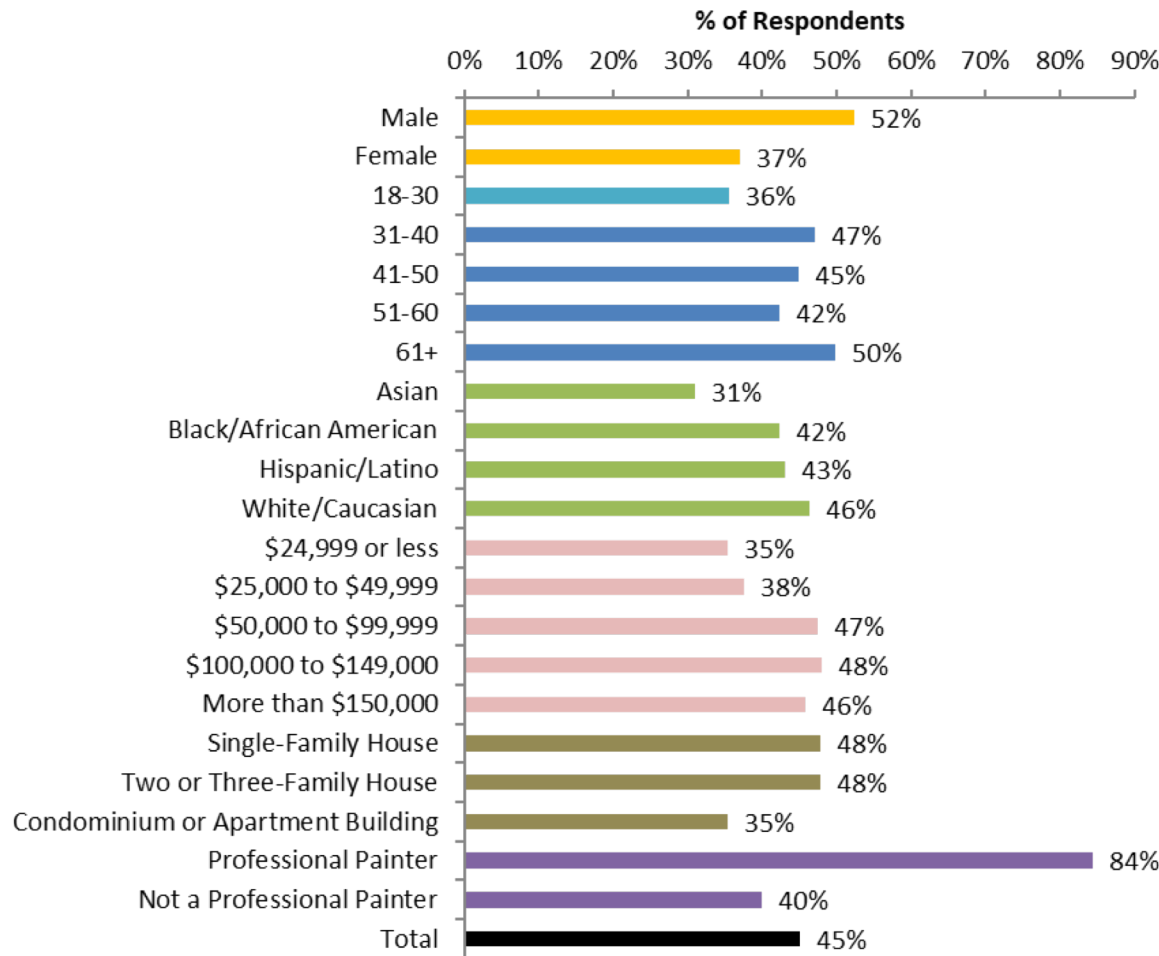
Income

Dwelling Type

Profession

# Cross-Tabulations on Key Performance Indices

## Knew Paint Was Recyclable

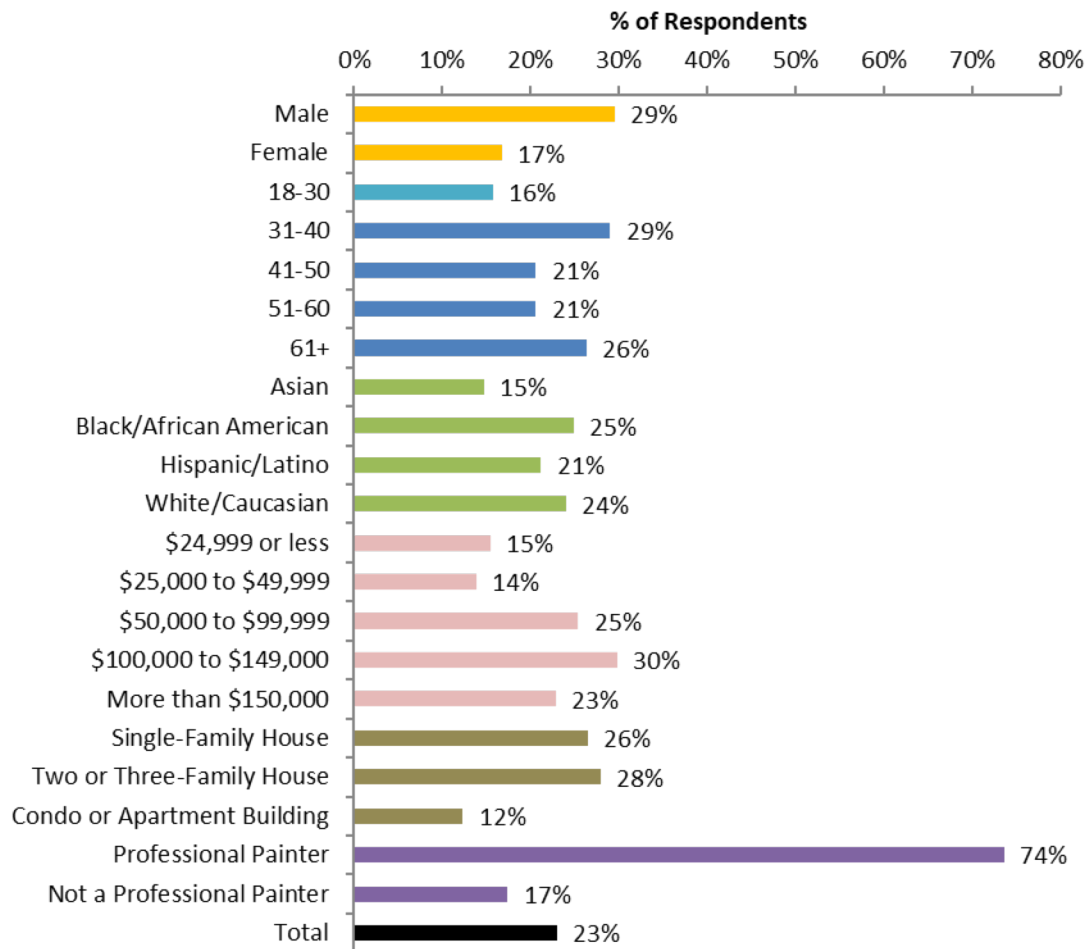


- ❖ Significantly fewer women know that paint can be recycled than men.
- ❖ The youngest respondents were least knowledgeable; differences were not significant over 30.
- ❖ Asians were least familiar with paint recycling; all other ethnicities were similar.
- ❖ Those with incomes \$50K or higher were most knowledgeable about paint recycling (likely corresponds with home ownership).
- ❖ Those living in condos were least familiar.
- ❖ The majority of professional painters are aware that paint can be recycled; more than twice the percentage of the general public.

*N=range from 136 to 2318 by category*

# Cross-Tabulations on Key Performance Indices

## Has Recycled Paint Before (adjusted)



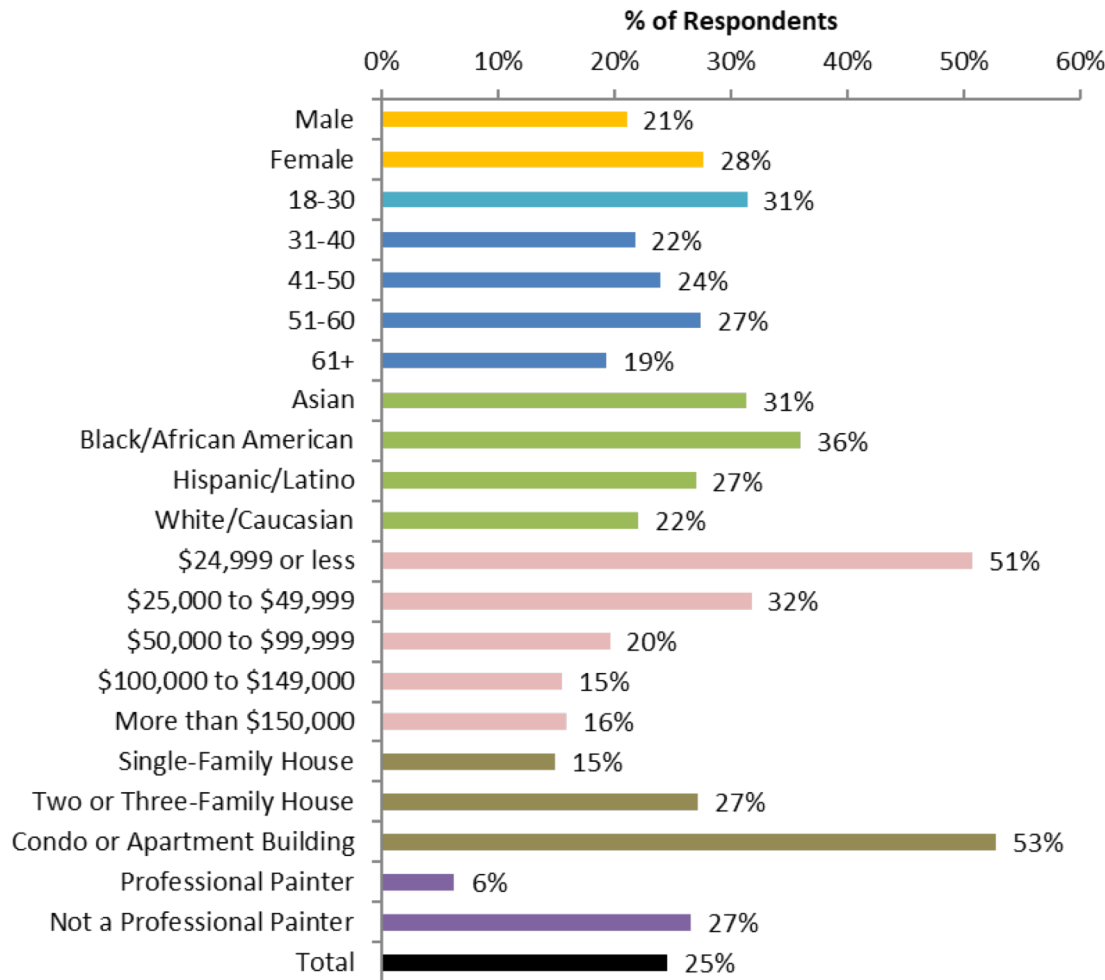
- ❖ Women recycle at a much lower rate than men.
- ❖ Senior citizens and those between 31-40 have recycled paint more often than in other age ranges.
- ❖ Asians recycle less often than in other ethnic groups.
- ❖ Generally, those with greater than \$50K annual income recycle paint more often than those in less affluent income ranges.
- ❖ As expected, those in condos recycle least often.
- ❖ Professional painters recycle more than any other group at 74%.

*N=range from 136 to 2318 by category*



# Cross-Tabulations on Key Performance Indices

## Free of Stored Paint at Home/Work



- ❖ Women are free from stored paint more often than men.
- ❖ Senior citizens store paint most often; those 30 or younger, the least often.
- ❖ Caucasian respondents store paint more often than other ethnic groups.
- ❖ The greater the income, the more often paint is stored.
- ❖ As expected, those in condos store paint least often; single family homes, most often.
- ❖ Professional painters are free from stored paint only 6% of the time; non-professionals, 27% of the time.

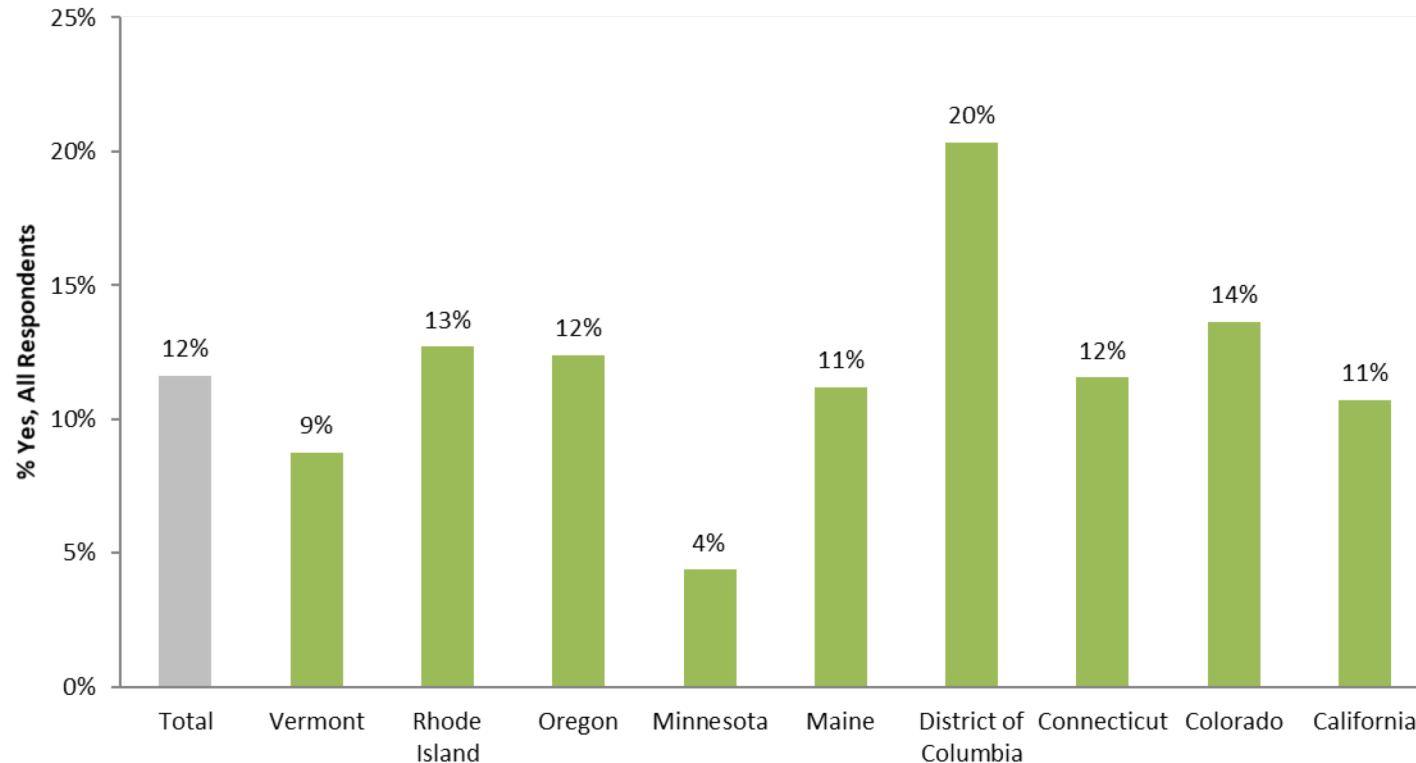
*N=range from 136 to 2318 by category*

# PaintCare ADVERTISING/MARKETING CONSIDERATIONS

## PaintCare Awareness

- ❖ 12% of respondents said they had heard of PaintCare before.
- ❖ Results differed by state/area. D.C. residents are most aware; Minnesota, least aware.

### *Have you ever heard of PaintCare before?*

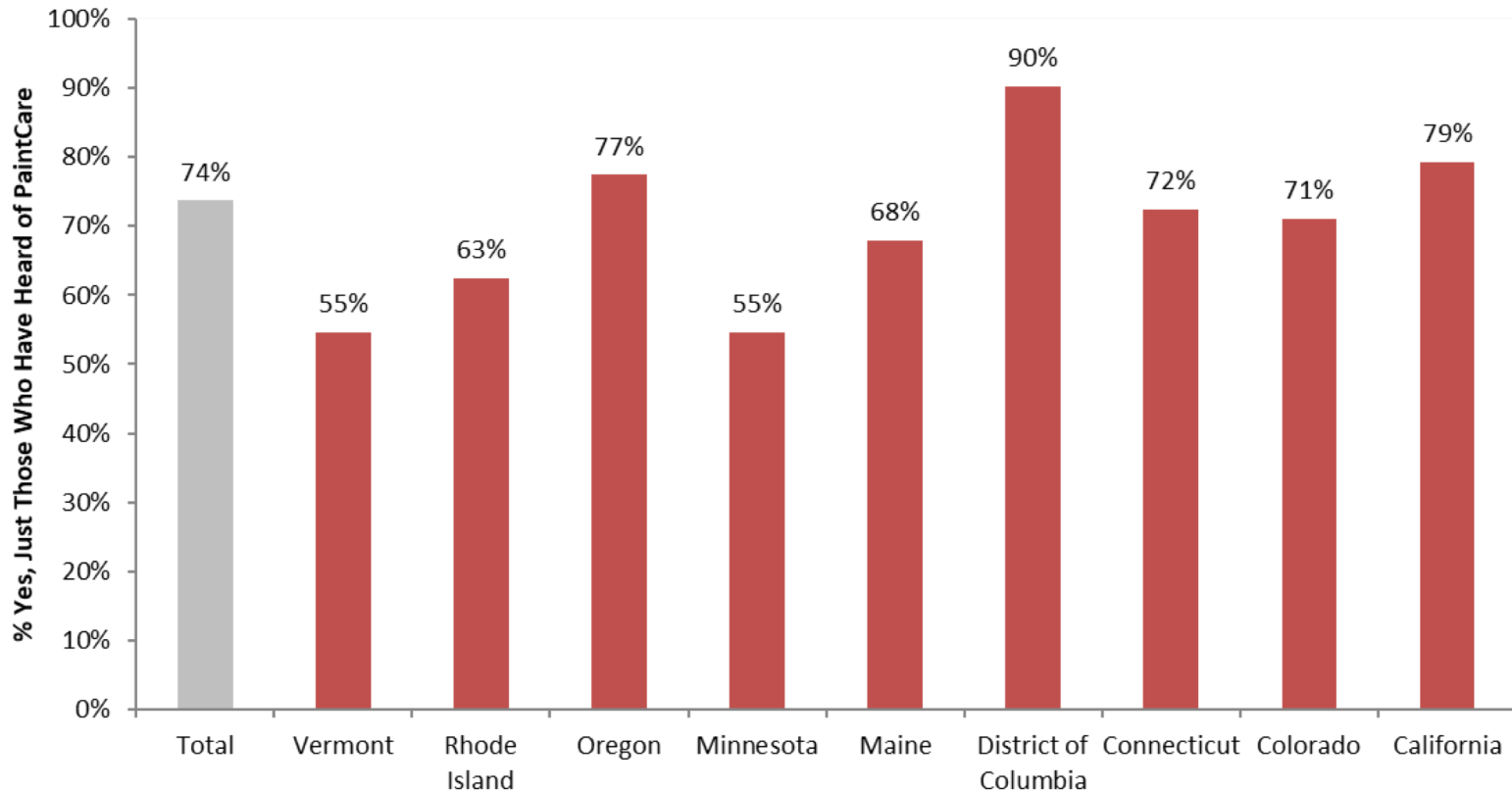


N=2578

## Ad Recall Among Those Who Knew of PaintCare

- ❖ About three quarters of those who had heard of PaintCare before said they had seen an ad in the last several months.
- ❖ However, this varied greatly by state. Minnesota and Vermont had the lowest ad recall; D.C., the highest.

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

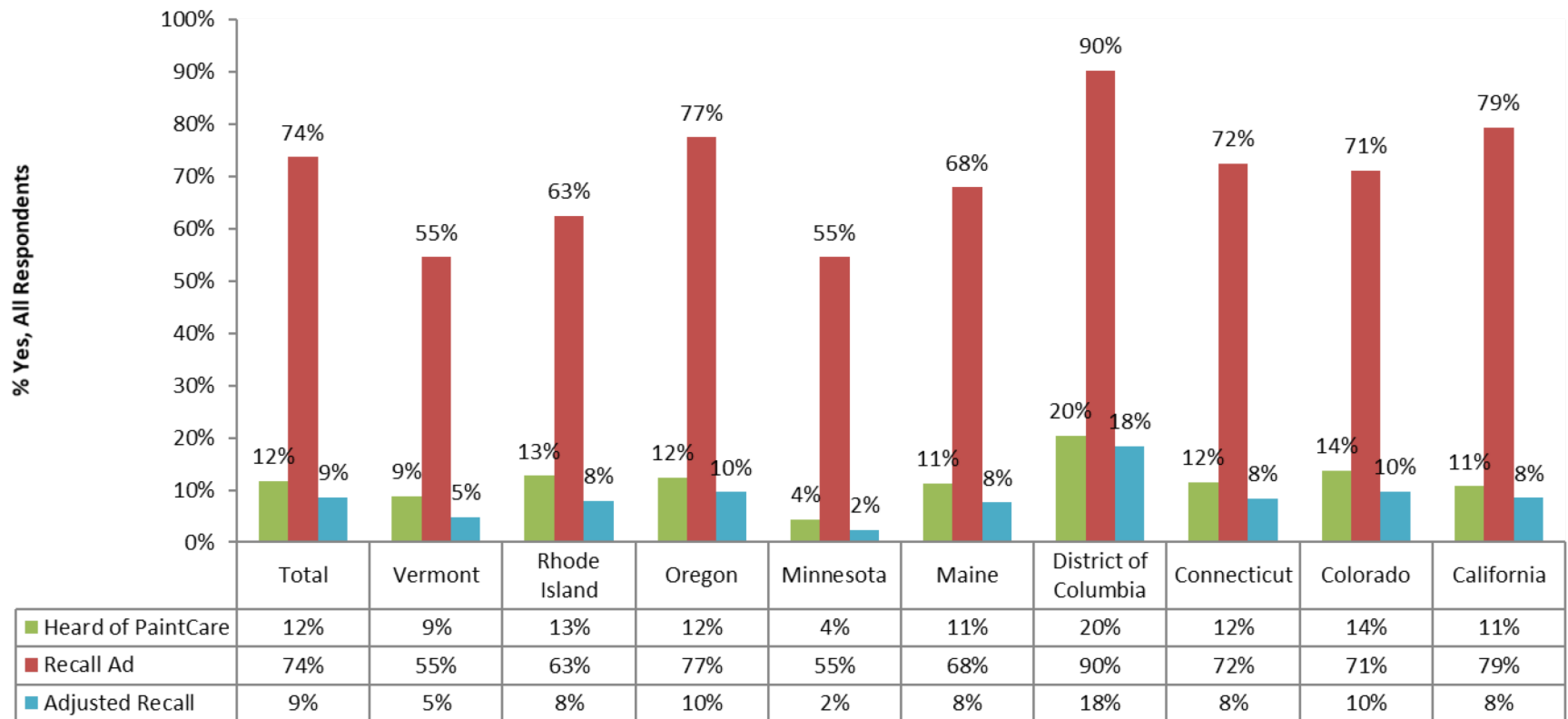


N=300

## Adjusted Recall for Entire Population

- ❖ By multiplying the percentage who were familiar with PaintCare by the percentage who recalled an ad, we can evaluate what percentage of the population recalled an ad.
- ❖ The highest performing states/areas are D.C., Colorado and Oregon.

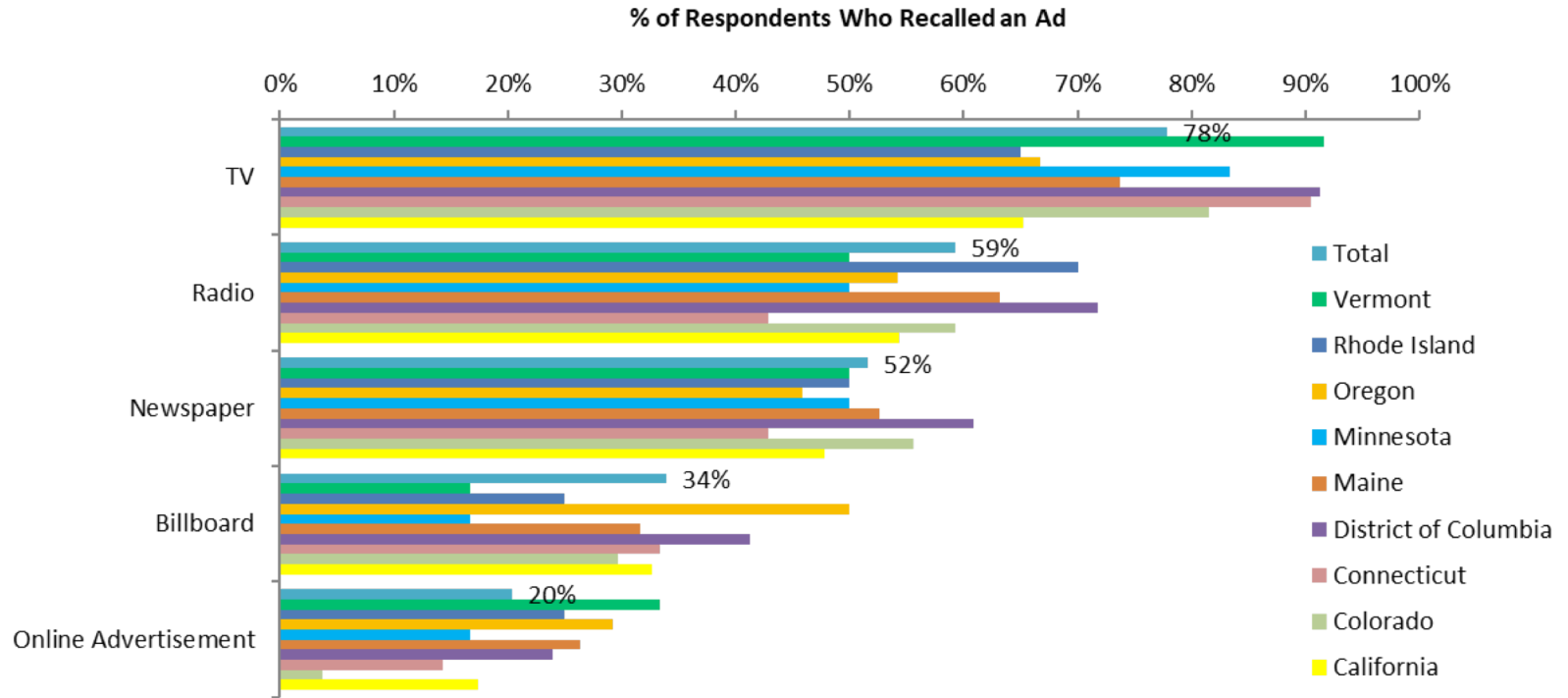
**Adjusted Ad Recall Rate**



# Ad Recall Types

- ❖ TV is most frequently cited in all states except Rhode Island, where radio is most prevalent.
- ❖ Notes: sample sizes are small by state; as such, results should be considered directionally.

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

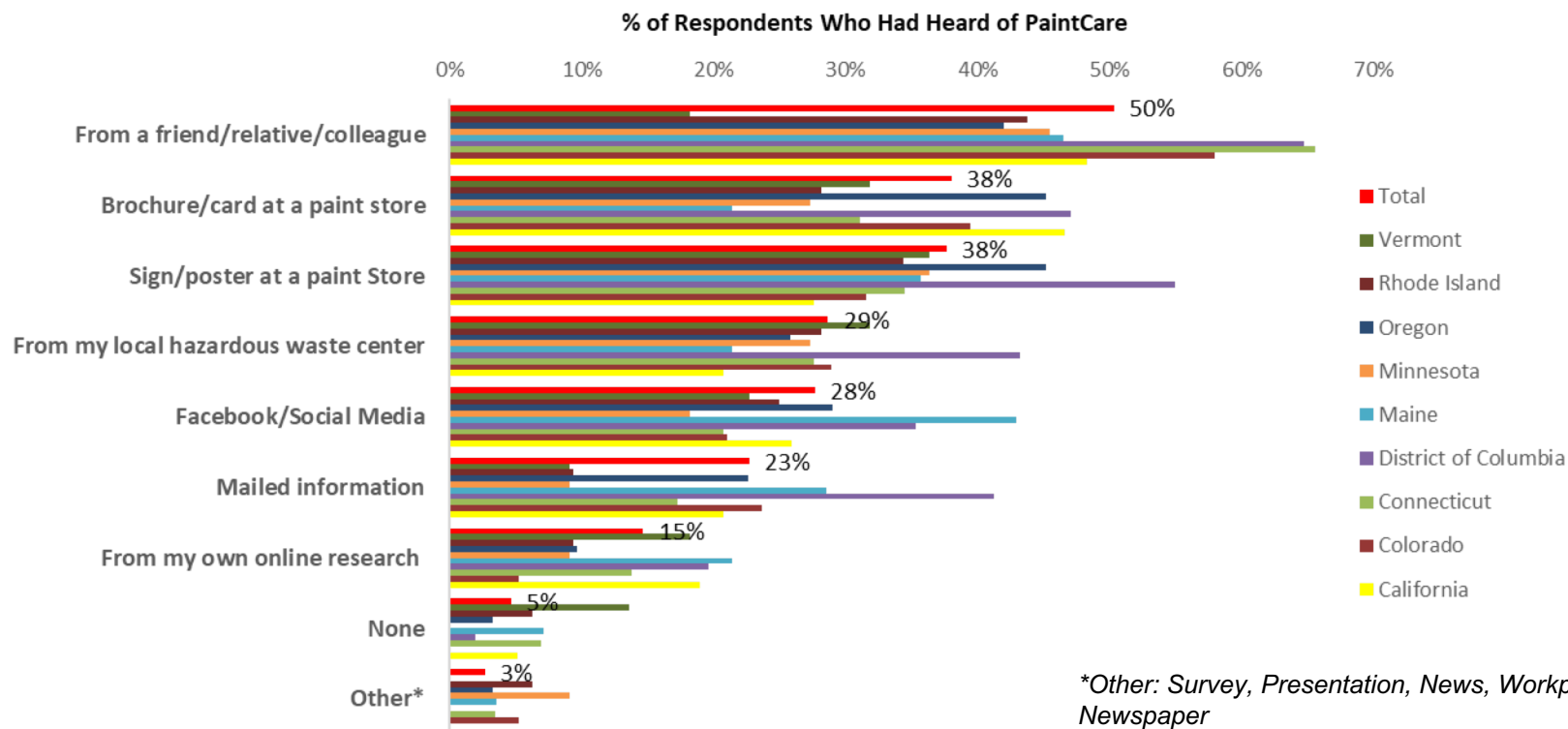


| Sources              | Total | Vermont | Rhode Island | Oregon | Minnesota | Maine | District of Columbia | Connecticut | Colorado | California |
|----------------------|-------|---------|--------------|--------|-----------|-------|----------------------|-------------|----------|------------|
| TV                   | 78%   | 92%     | 65%          | 67%    | 83%       | 74%   | 91%                  | 90%         | 81%      | 65%        |
| Radio                | 59%   | 50%     | 70%          | 54%    | 50%       | 63%   | 72%                  | 43%         | 59%      | 54%        |
| Newspaper            | 52%   | 50%     | 50%          | 46%    | 50%       | 53%   | 61%                  | 43%         | 56%      | 48%        |
| Billboard            | 34%   | 17%     | 25%          | 50%    | 17%       | 32%   | 41%                  | 33%         | 30%      | 33%        |
| Online Advertisement | 20%   | 33%     | 25%          | 29%    | 17%       | 26%   | 24%                  | 14%         | 4%       | 17%        |
| Sample Sizes         | 221   | 12      | 20           | 24     | 6         | 19    | 46                   | 21          | 27       | 46         |

# Recall of Other Marketing Measures

- ❖ It is clear that word-of-mouth is extremely important in spreading the word about paint recycling.
- ❖ Other successful measures include brochures/cards/posters in-store, HHW center communications.

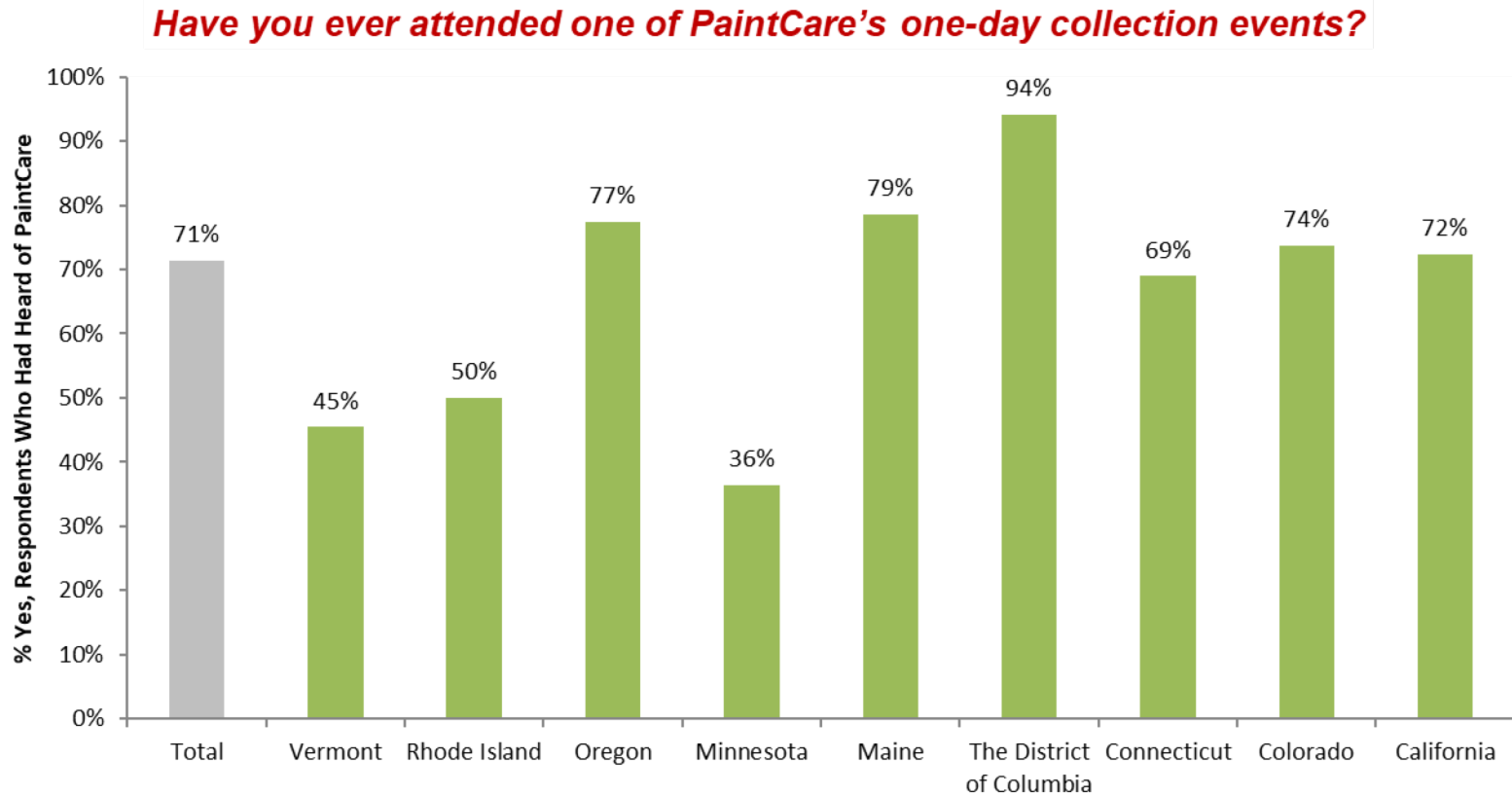
***Do you recall hearing about PaintCare in any of the following other ways?***



| Sources                              | Total | Vermont | RI  | Oregon | Minnesota | Maine | DC  | Connecticut | Colorado | California |
|--------------------------------------|-------|---------|-----|--------|-----------|-------|-----|-------------|----------|------------|
| From a friend/relative/colleague     | 50%   | 18%     | 44% | 42%    | 45%       | 46%   | 65% | 66%         | 58%      | 48%        |
| Brochure/card at a paint store       | 38%   | 32%     | 28% | 45%    | 27%       | 21%   | 47% | 31%         | 39%      | 47%        |
| Sign/poster at a paint Store         | 38%   | 36%     | 34% | 45%    | 36%       | 36%   | 55% | 34%         | 32%      | 28%        |
| From my local hazardous waste center | 29%   | 32%     | 28% | 26%    | 27%       | 21%   | 43% | 28%         | 29%      | 21%        |
| Facebook/Social Media                | 28%   | 23%     | 25% | 29%    | 18%       | 43%   | 35% | 21%         | 21%      | 26%        |
| Mailed information                   | 23%   | 9%      | 9%  | 23%    | 9%        | 29%   | 41% | 17%         | 24%      | 21%        |
| From my own online research          | 15%   | 18%     | 9%  | 10%    | 9%        | 21%   | 20% | 14%         | 5%       | 19%        |
| None                                 | 5%    | 14%     | 6%  | 3%     | 0%        | 7%    | 2%  | 7%          | 0%       | 5%         |
| Other*                               | 3%    | 0%      | 6%  | 3%     | 9%        | 4%    | 0%  | 3%          | 5%       | 0%         |
| Sample Size                          | 300   | 22      | 32  | 31     | 11        | 28    | 51  | 29          | 38       | 58         |

# PaintCare Event Attendance

- ❖ 71% of those who have heard of PaintCare say that they have attended a PaintCare collection event.
- ❖ District of Columbia appears to have high success rates; Minnesota, much lower.\*
- ❖ \*Note: sample sizes are low by state and should be considered directionally.



N=300

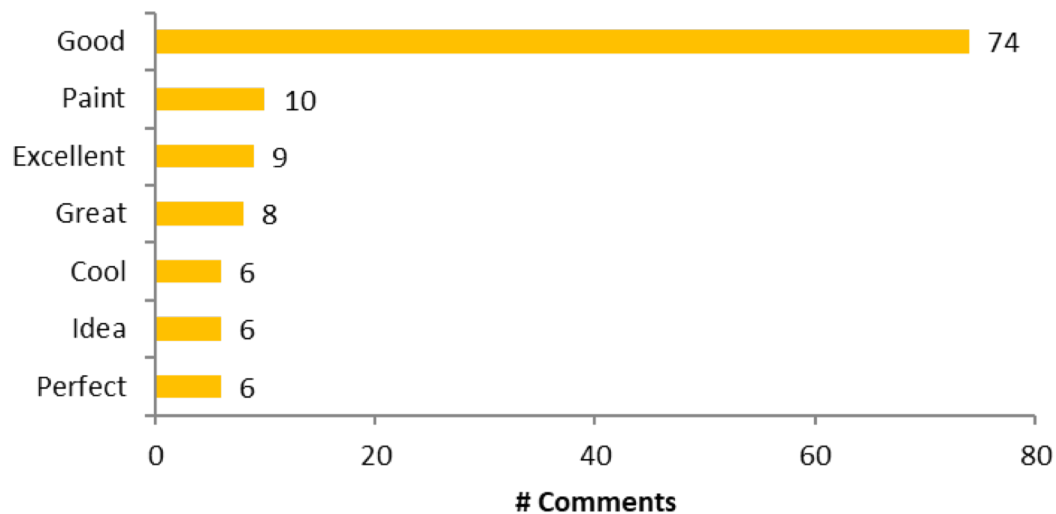


# Impressions of PaintCare

*In a word or phrase, what are your overall impressions of PaintCare?*



## Comment Coding: PaintCare Keywords



# Comments: Paint Care Impressions

|   |  |   |   |                                       |
|---|--|---|---|---------------------------------------|
| In a word or phrase, PaintCare                | good                                   | Great idea  | is very good  | paint recycling made easy             |
| A great way to dispose of old or unused paint | Good                                   | Great idea  | is very good perfect  | paint to your hearts content.         |
| A terrific idea.                              | good                                   | Great idea.   | is very good perfect  | Plays an important role               |
| all very good, my planet                      | Good                                   | great program   | is very good perfect  | Positive                              |
| amazing                                       | Good                                   | Great program   | It facilitates the recycling of unwanted paint residues               | Positive                              |
| beauty  | Good                                   | great!  | good way of recycling paint, donated to good causes as well           | quality                               |
| because is good                               | Good                                   | Held the planet for the recycling                     | viable alternative to bringing paint to my local hazard waste center. | quality                               |
| Better  | good                                   | Helpful   | its a good idea   | quality                               |
| Busy  | Good                                   | Helpful   | It's a good option for left over paint.                               | SAFE                                  |
| care for the environment                      | good                                   | good for the environment                              | it's a very big motivation  | SAVING THE WORLD                      |
| Clean   | Good                                   | i like  | It's good   | Seems like a good idea                |
| contemporary                                  | good                                   | i like it   | it's unique   | The orange sister of a man            |
| cool  | good                                   | i like this idea                                      | it's very good  | the PaintCare is the best             |
| cool  | Good                                   | i like this method                                    | like  | they are the best                     |
| cool  | Good                                   | i love it   | like  | They do a good job at recycling paint |
| cool  | Good                                   | I think a good company. It looks to be so             | like  | They have used and new paint          |
| Cost  | good                                   | without them, you would just be making more trash you | like  | They refill the paint if needed       |
| design  | good                                   | Impressive  | like  | Thought of well                       |
| DIY   | good                                   | innovation and progress                               | like  | Under advertised, not widely known.   |
| dope  | good                                   | Is a leader in the service they provide               | Love  | unique                                |
| Easy  | good                                   | is excellent  | Love  | Unique                                |
| Environmentally friendly.                     | good                                   | is good   | Love it   | Vague                                 |
| excelente                                     | Good                                   | is good   | more2   | very good                             |
| excellent                                     | good company                           | is perfect  | Nanny-state   | very cool                             |
| excellent                                     | Good company                           | is very good  | Necessary   | very cool                             |
| excellent                                     | Good efforts, thank you.               | is very good  | No opinion  | very good                             |
| excellent                                     | good idea but should not be compulsory | is very good  | No strong feelings  | very good                             |
| excellent                                     | Good idea!                             | is very good  | no sure   | very good                             |
| Excellent                                     | Good Option                            | is very good  | none  | very good                             |
| Excellent and needed                          | Good program with good results         | IS VERY GOOD  | none  | very good                             |
| fast speed                                    | good service                           | is very good  | none  | very good                             |
| Fine  | Good                                   | is very good  | None  | very good                             |
| Genius!                                       | great                                  | is very good  | not too much.   | Very impressive paint product         |
| Go for it                                     | great                                  | is very good  | Nothing   | very nice                             |
| good  | Great                                  | is very good  | Ok  | works well                            |
| good  | great                                  | is very good  | Ok  | wow                                   |
| Good  | Great                                  | is very good  | ok  | WOW                                   |

# CROSS-TABULATIONS: ADVERTISING/MARKETING METRICS

# Cross-Tabulations for Better Understanding

- ❖ In order to understand how to better approach consumers of different profiles, it is important to look at behaviors/awareness by group...

| Objective  | Related KPI/Measurement   |
|--|---|
| Increase knowledge of paint recycling            | <i>Do you know that paint can be recycled?</i>  |
| Impact paint recycling behaviors                 | <i>Have you ever taken paint somewhere to be recycled?</i>  |
| Decrease storage of paint in home                | <i>Do you currently have any leftover or unwanted paint in your home or business (e.g., primer, interior house paint, stain, deck sealer, or clear finishes like varnish)? If so, how much paint do you have?</i> |
| Increase knowledge of PaintCare                  | <i>Have you ever ever heard of PaintCare, the program that sets up sites that take paint for recycling?</i>   |
| Execute memorable ads                            | <i>Do you recall seeing an advertisement for PaintCare in the last several months?</i>  |
| Stimulate word of mouth and other communications | <i>Do you recall hearing about PaintCare in any of the following other ways?</i>  |

*Gender*

*Age*

*Ethnicity*

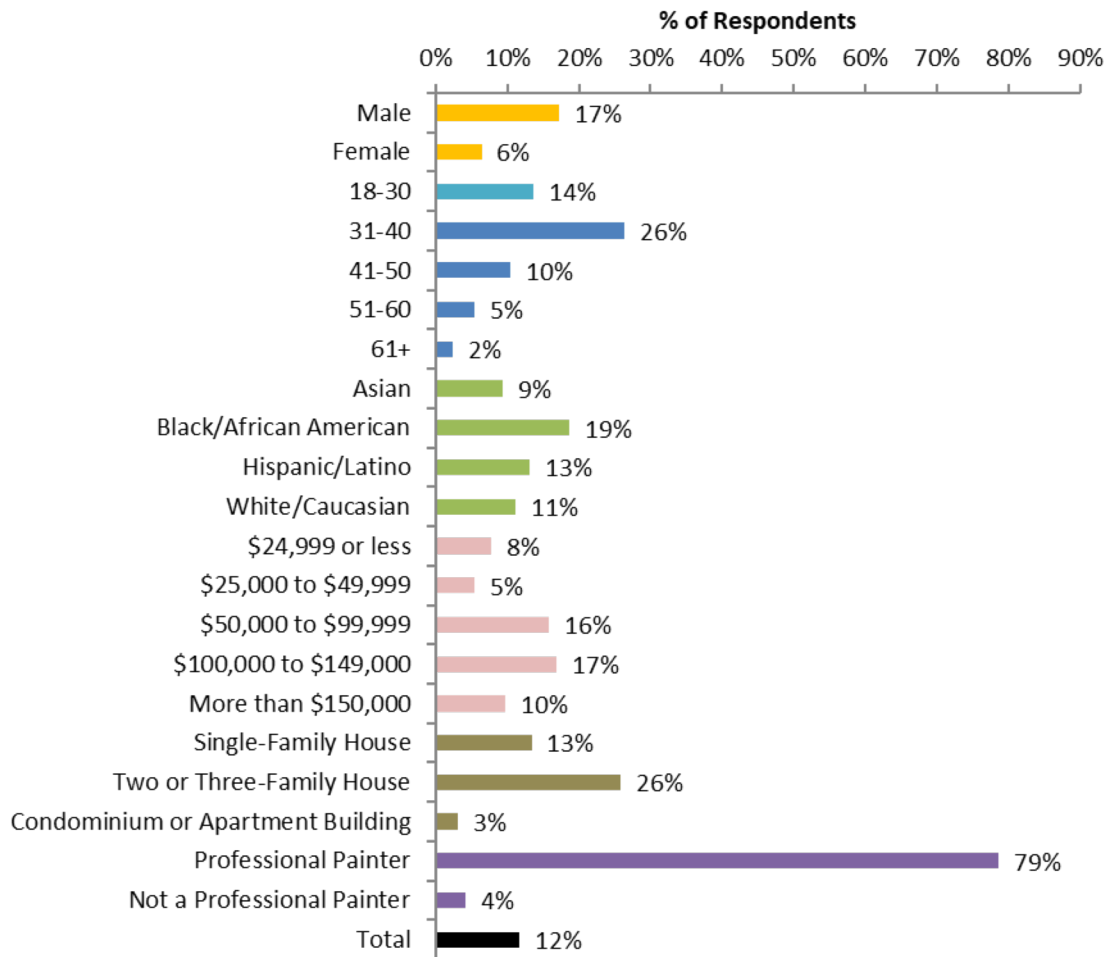
*Income*

*Dwelling Type*

*Profession*

# Cross-Tabulations on Key Performance Indices

## Heard of PaintCare Before

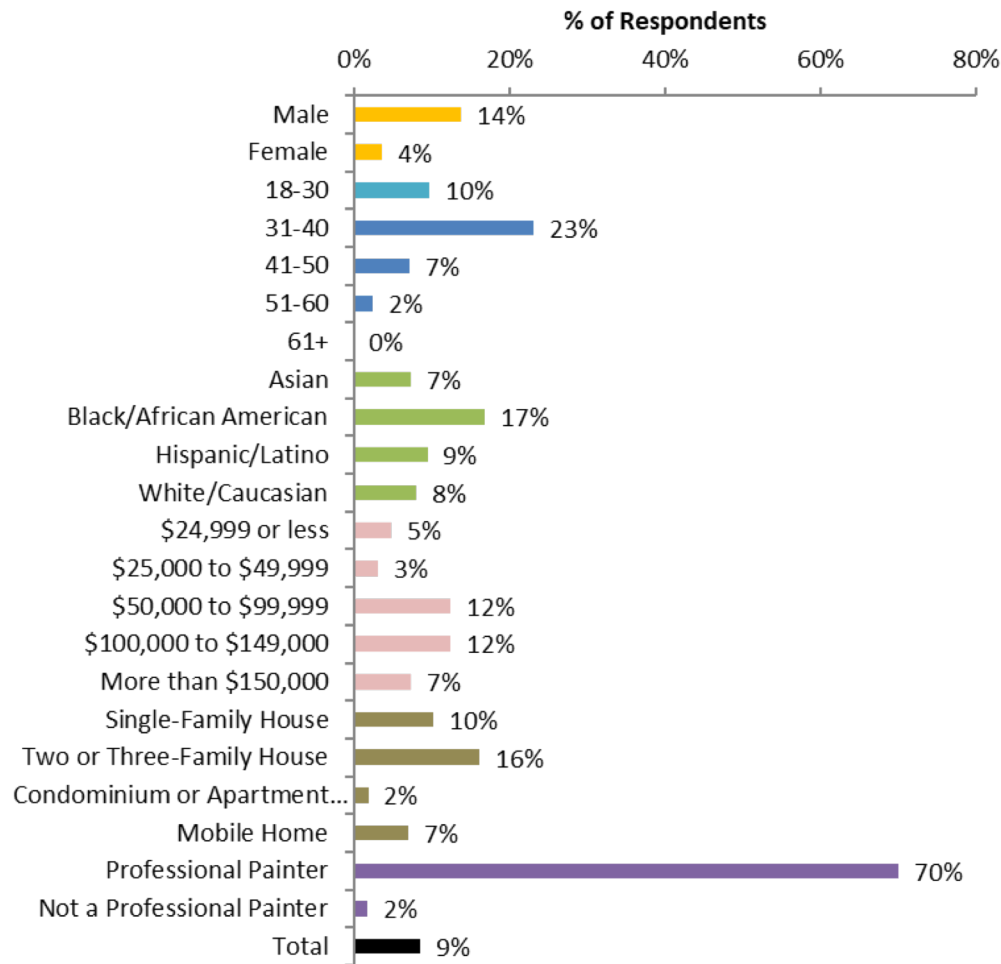


- ❖ Only 6% of women had heard of PaintCare before the survey, less than half the rate of men.
- ❖ Senior citizens had heard of PaintCare least often; those 31 - 40, the most often.
- ❖ African American respondents had heard of PaintCare more often than those in other ethnic groups.
- ❖ PaintCare awareness was highest among those with incomes \$50-\$150K.
- ❖ Those in multi-family homes are aware of PaintCare most often.
- ❖ Professional painters are far more aware of PaintCare than those that do not paint professionally.

*N=range from 136 to 2318 by category*

# Cross-Tabulations on Key Performance Indices

## Ad Recall (adjusted)

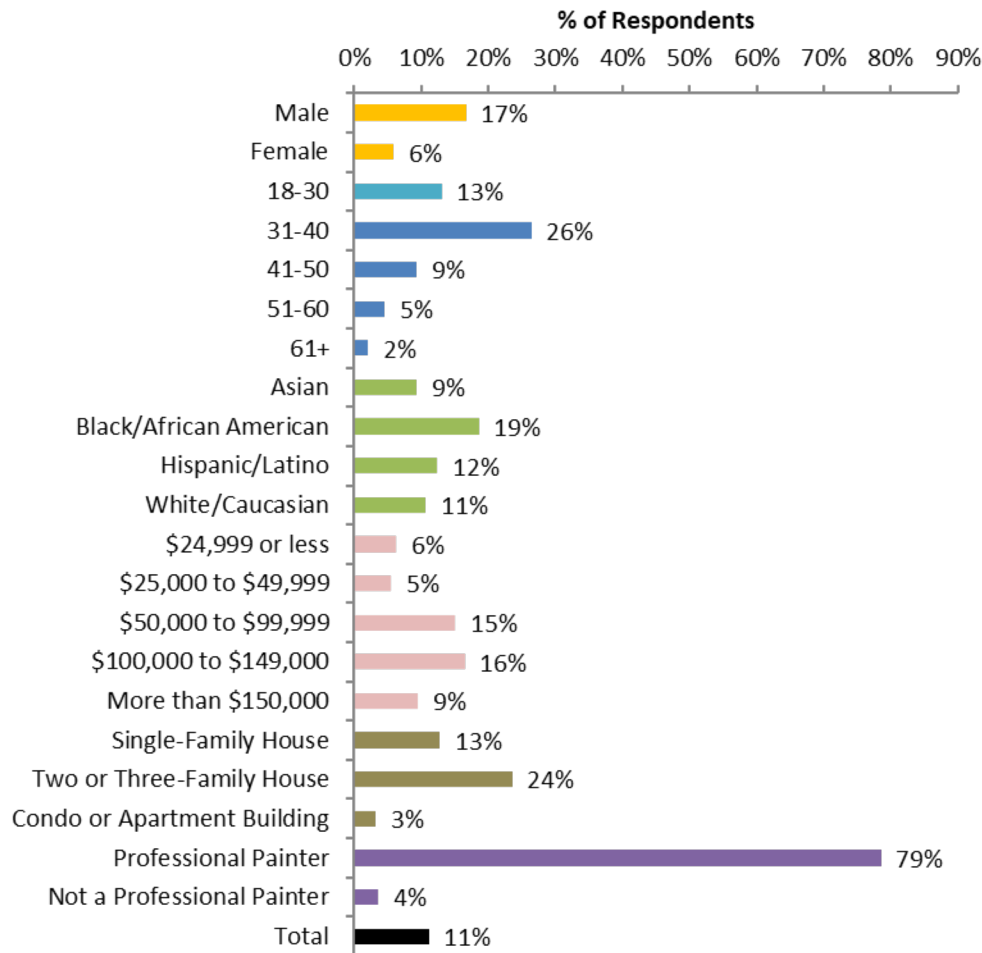


- ❖ Significantly fewer women recalled a PaintCare ad than men did.
- ❖ The highest recall was among 31-40 year olds.
- ❖ African Americans reported the highest ad recall (possibly not due to ethnicity, but concentration in high-performing areas).
- ❖ Those with incomes \$50K or higher had the highest ad recall.
- ❖ Those living in two to three family houses reported the highest recall.
- ❖ The majority of professional painters recalled an ad; only 2% of the general public remembered an ad.

*N=range from 136 to 2318 by category*

# Cross-Tabulations on Key Performance Indices

## Heard of PaintCare in Other Ways



*N=range from 136 to 2318 by category*

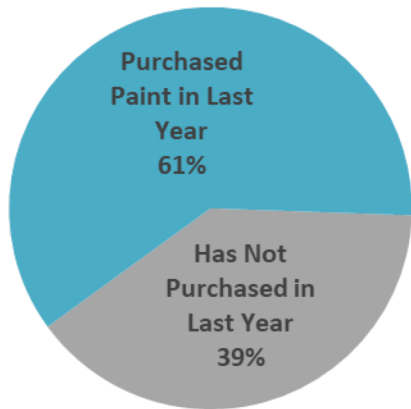
- ❖ More consumers hear of PaintCare in ways other than advertising, such as: referrals from a friend/relative/colleague, a brochure/card/sign/poster at a paint store, from my local hazardous waste center, mailed information, Facebook/social media, and their own online research.
- ❖ Women are still much lower than men in these channels as well.
- ❖ 31-40 are impacted through these channels the most.
- ❖ Generally, those with greater than \$50K annual income are impacted the most by non-ad channels.
- ❖ As expected, those in condos receive these messages least often.
- ❖ Professional painters are exposed more than any other group at 79%.

# Defining the Target Audience

- ❖ Since women are much less impacted than men by current PaintCare advertising/marketing efforts, it is prudent to examine whether we are missing an opportunity, or appropriately prioritizing men.
- ❖ Based on buying behavior, men *and* women are both substantially involved in decisions related to paint. Therefore, the former may be true.
- ❖ For future analysis: are those who purchase also the same as those who dispose?

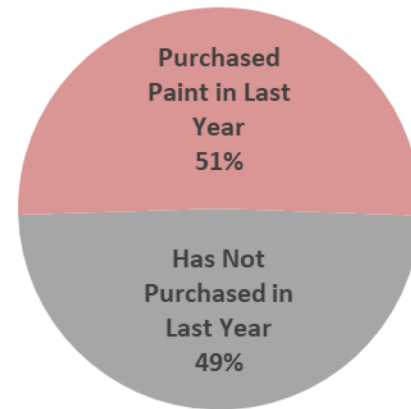
## Male Respondents:

*Have you purchased paint in the last year?*



## Female Respondents:

*Have you purchased paint in the last year?*



*N=1249 men and 1300 women*



## Defining the Target Audience (continued)

|                                   | Purchased in Last Year |
|-----------------------------------|------------------------|
| <b>GENDER</b>                     |                        |
| Male                              | 61%                    |
| Female                            | 51%                    |
| <b>AGE</b>                        |                        |
| 18-30                             | 52%                    |
| 31-40                             | 64%                    |
| 41-50                             | 55%                    |
| 51-60                             | 52%                    |
| 61+                               | 51%                    |
| <b>ETHNICITY</b>                  |                        |
| Asian                             | 45%                    |
| Black/African American            | 52%                    |
| Hispanic/Latino                   | 58%                    |
| White/Caucasian                   | 57%                    |
| <b>INCOME</b>                     |                        |
| \$24,999 or less                  | 38%                    |
| \$25,000 to \$49,999              | 48%                    |
| \$50,000 to \$99,999              | 62%                    |
| \$100,000 to \$149,000            | 64%                    |
| More than \$150,000               | 56%                    |
| <b>DWELLING</b>                   |                        |
| Single-Family House               | 63%                    |
| Two or Three-Family House         | 61%                    |
| Condominium or Apartment Building | 31%                    |
| Mobile Home                       | 44%                    |
| <b>PROFESSION</b>                 |                        |
| Paint Professionally              | 92%                    |
| Do Not Paint Professionally       | 51%                    |

- ❖ PaintCare might consider all audiences with at least 50% involvement in recent paint purchases as the general advertising target (highlighted in yellow).
- ❖ However, there are a few pockets where additional, specialized targeting might be appropriate (bolded).

# APPENDIX: STATE HIGHLIGHTS



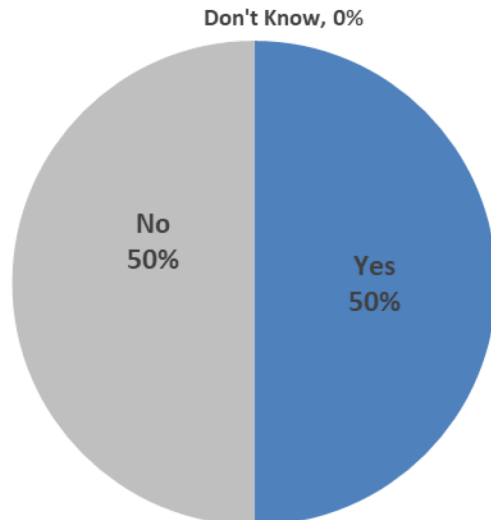


**Colorado**

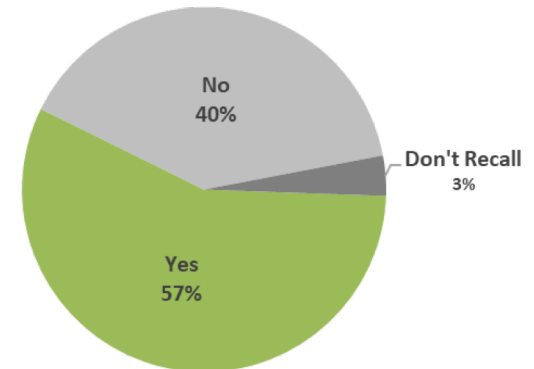
## Colorado Highlights

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

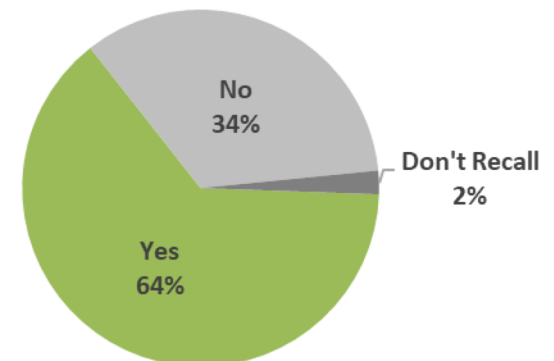
*Have you purchased paint in the last year?*



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



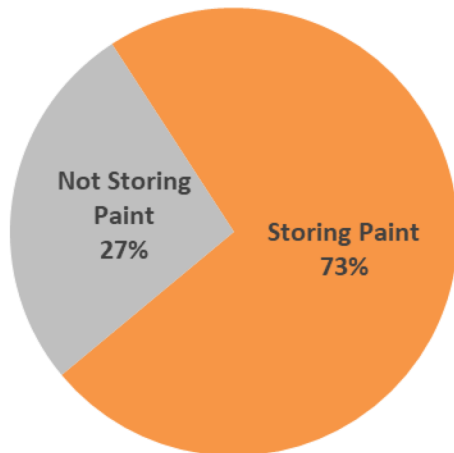
*Before purchasing, did you take any measurements of the area to be painted to figure out how much paint was needed?*



## Colorado Highlights

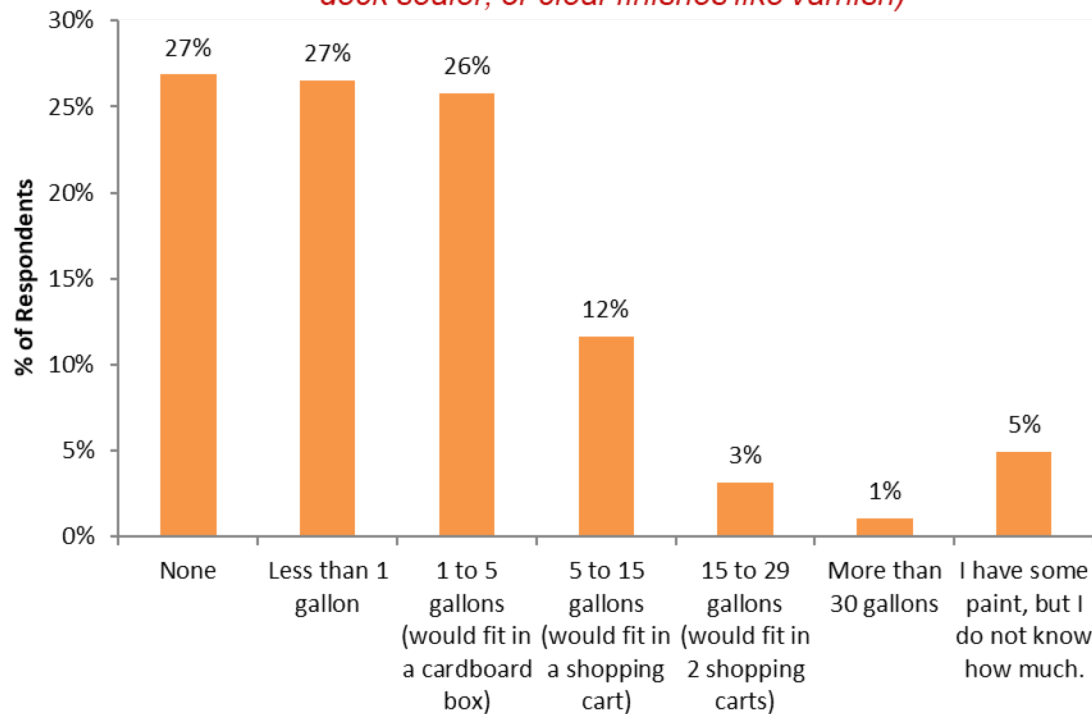
- ❖ 27% of respondents are NOT storing paint at home or at their business. The median amount stored is “less than 1 gallon.”

**Paint Storage**



### ***How much leftover or unwanted paint do you have in your home or business at this time?***

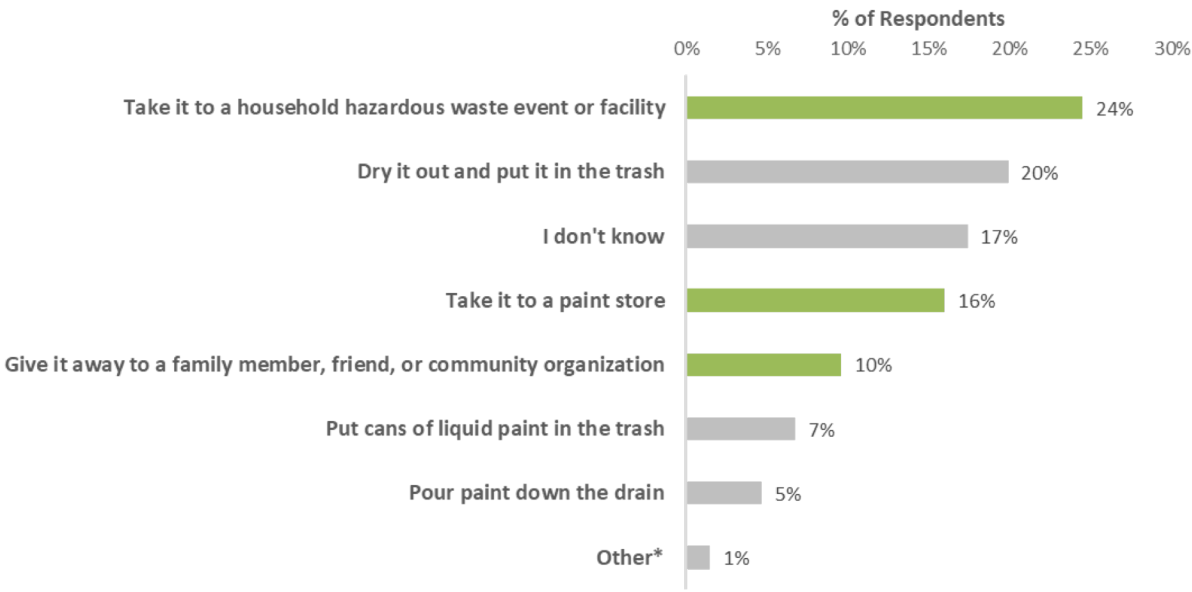
*(e.g., primer, interior or exterior house paint, stain, deck sealer, or clear finishes like varnish)*



# Colorado Highlights

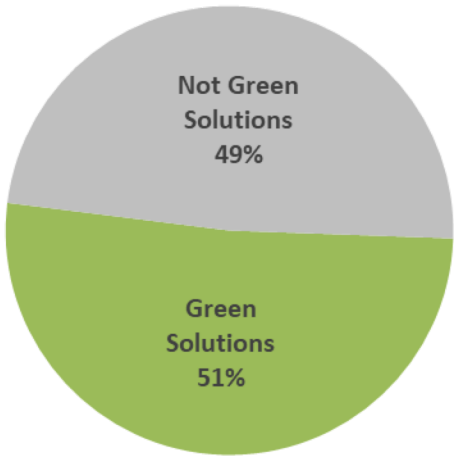
❖ 51% of respondents say they will use a “green” solution for getting rid of unwanted paint in the future.

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



|  |
|--|
| *Other Future Disposal Methods   |
| Call the paint store to find out what to do.                               |
| Paint recycle  |
| Take to the city's program to get rid of things that I cannot normally do. |
| Use it up and recycle the can.   |

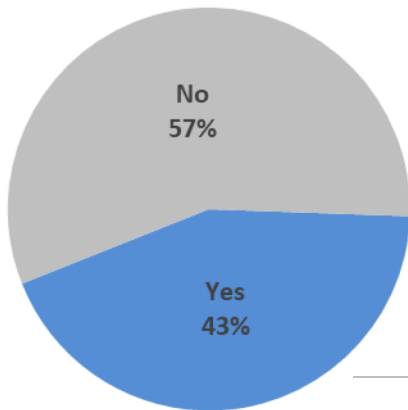
Green Solutions (Recycle, Reuse)



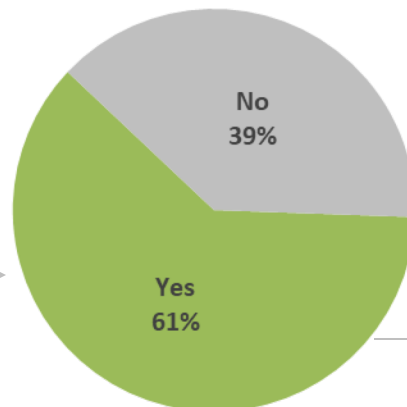
## Colorado Highlights

- ❖ 43% of respondents knew that paint can be recycled.
- ❖ Of those, 61% have taken paint somewhere to be recycled in the past.
- ❖ Of those, the grand majority, 93%, would consider recycling paint again.

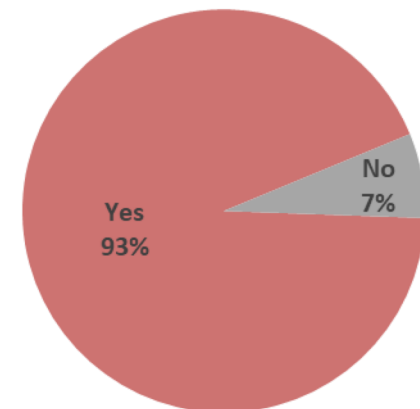
*Prior to this survey, did you know that paint can be recycled?*



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



*Would you consider recycling leftover paint in the future?*



## Colorado Painting Contractor Surveys

### Notes:

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

Questions 3, 5, and 10 allowed more than one answer; percentages are calculated using the number of people.

0 indicates the question was asked, but there were no responses for that answer.

Survey of 58 painting contractors conducted in November 2018.

| 2016    |       | 2018    |       |
|---------|-------|---------|-------|
| Percent | Count | Percent | Count |

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

51

50

|  |    |    |    |    |
|--|----|----|----|----|
| Take measurements and calculate coverage myself                            | 78 | 40 | 68 | 34 |
| Take measurements and ask for help from my supplier/paint store            | 14 | 7  | 18 | 9  |
| I don't take measurements or do calculations, because I do it all the time | 8  | 4  | 10 | 5  |
| Other (please specify)   | 0  | 0  | 4  | 2  |

*Eight respondents are not responsible for estimating as part of their job, and did not answer this question.*

### 2. Do you currently have any leftover or unwanted paint? How much?

53

58

|                       |    |    |    |    |
|-----------------------|----|----|----|----|
| None                  | 11 | 6  | 38 | 22 |
| 1-25 gallons          | 58 | 31 | 50 | 29 |
| 26-50 gallons         | 21 | 11 | 9  | 5  |
| 50-100 gallons        | 9  | 5  | 2  | 1  |
| More than 100 gallons | 0  | 0  | 2  | 1  |

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

47

50

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

*Eight respondents skipped this question.*

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

53

58

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

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

53

81



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

**6. Do you know that paint can be recycled?**

|     |    |    |    |    |
|-----|----|----|----|----|
|     |    | 53 |    | 58 |
| Yes | 79 | 42 | 84 | 49 |
| No  | 21 | 11 | 16 | 9  |

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

|   |    |    |    |    |
|---|----|----|----|----|
|   |    | 53 |    | 58 |
| No                                      | 25 | 13 | 34 | 20 |
| Yes, at some point during the past year | 47 | 25 | 41 | 24 |
| Yes, more than one year ago             | 28 | 15 | 24 | 14 |

**8. Do you know where to take unwanted paint?**

|                                 |    |    |    |    |
|---------------------------------|----|----|----|----|
|                                 |    | 53 |    | 58 |
| No                              | 40 | 21 | 24 | 14 |
| Yes                             | 60 | 32 | 76 | 44 |
| If yes, where? (please specify) |    | 32 |    | 44 |

**Some responses to "If yes, where?" in 2018:**

Paint store (18)

Household hazardous waste event or facility (3)

Recycling center (8)

Landfill (2)

"PaintCare location" (4)

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

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

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

|             |   |     |   |     |
|-------------|---|-----|---|-----|
|             |   | 175 |   | 165 |
| Adams       | 6 | 10  | 7 | 11  |
| Alamosa     | 1 | 1   | 1 | 1   |
| Arapahoe    | 5 | 8   | 7 | 12  |
| Archuleta   | 1 | 2   | 1 | 1   |
| Baca        | 1 | 1   | 1 | 1   |
| Bent        | 1 | 1   | 0 | 0   |
| Boulder     | 6 | 11  | 8 | 13  |
| Broomfield  | 5 | 8   | 5 | 8   |
| Chaffee     | 1 | 1   | 0 | 0   |
| Cheyenne    | 1 | 1   | 0 | 0   |
| Clear Creek | 1 | 2   | 1 | 2   |

|            |    |    |    |    |
|------------|----|----|----|----|
| Conejos    | 1  | 1  | 1  | 1  |
| Costilla   | 1  | 1  | 0  | 0  |
| Crowley    | 1  | 1  | 0  | 0  |
| Custer     | 1  | 2  | 0  | 0  |
| Delta      | 1  | 1  | 1  | 1  |
| Denver     | 14 | 24 | 12 | 20 |
| Dolores    | 1  | 1  | 1  | 1  |
| Douglas    | 3  | 5  | 5  | 8  |
| Eagle      | 1  | 1  | 0  | 0  |
| Elbert     | 1  | 1  | 2  | 3  |
| El Paso    | 6  | 10 | 8  | 14 |
| Fremont    | 1  | 2  | 1  | 1  |
| Garfield   | 1  | 1  | 0  | 0  |
| Gilpin     | 1  | 2  | 1  | 2  |
| Grand      | 1  | 2  | 1  | 1  |
| Gunnison   | 1  | 1  | 0  | 0  |
| Hinsdale   | 1  | 2  | 0  | 0  |
| Huerfano   | 1  | 1  | 0  | 0  |
| Jackson    | 1  | 1  | 3  | 5  |
| Jefferson  | 5  | 9  | 5  | 9  |
| Kiowa      | 1  | 1  | 0  | 0  |
| Kit Carson | 1  | 2  | 1  | 1  |
| Lake       | 1  | 2  | 1  | 1  |
| La Plata   | 1  | 1  | 1  | 1  |
| Larimer    | 3  | 6  | 5  | 9  |
| Las Animas | 1  | 1  | 1  | 1  |
| Lincoln    | 1  | 1  | 2  | 3  |
| Logan      | 1  | 1  | 1  | 2  |
| Mesa       | 2  | 4  | 1  | 1  |
| Mineral    | 1  | 1  | 0  | 0  |
| Moffat     | 1  | 1  | 0  | 0  |
| Montezuma  | 1  | 2  | 1  | 1  |
| Montrose   | 1  | 1  | 1  | 1  |
| Morgan     | 1  | 1  | 0  | 0  |
| Otero      | 1  | 1  | 1  | 1  |
| Ouray      | 1  | 1  | 0  | 0  |
| Park       | 1  | 1  | 0  | 0  |
| Phillips   | 1  | 1  | 1  | 2  |
| Pitkin     | 1  | 1  | 1  | 1  |
| Powers     | 1  | 1  | 2  | 3  |
| Pueblo     | 3  | 5  | 4  | 6  |
| Rio Blanco | 1  | 1  | 1  | 1  |
| Rio Grande | 1  | 1  | 1  | 2  |
| Routt      | 1  | 1  | 0  | 0  |
| Saguache   | 1  | 2  | 0  | 0  |
| San Juan   | 1  | 1  | 1  | 2  |
| San Miguel | 1  | 2  | 0  | 0  |
| Sedgwick   | 1  | 2  | 0  | 0  |
| Summit     | 1  | 2  | 2  | 3  |
| Teller     | 1  | 2  | 1  | 1  |
| Washington | 1  | 1  | 1  | 1  |
| Weld       | 3  | 6  | 3  | 5  |

|      |   |   |   |   |
|------|---|---|---|---|
| Yuma | 2 | 3 | 1 | 1 |
|------|---|---|---|---|

**11. How long have you been working as a painter?**

|                    |    |    |    |    |
|--------------------|----|----|----|----|
|                    |    | 53 |    | 58 |
| Less than 1 year   | 13 | 7  | 16 | 9  |
| 1-5 years          | 36 | 19 | 22 | 13 |
| 5-10 years         | 38 | 20 | 38 | 22 |
| More than 10 years | 13 | 7  | 24 | 14 |

**13. What is your age?**

|                   |  |    |    |    |
|-------------------|--|----|----|----|
|                   |  | NA |    | 58 |
| 18-30             |  |    | 33 | 19 |
| 31-40             |  |    | 36 | 21 |
| 41-50             |  |    | 14 | 8  |
| 51-60             |  |    | 10 | 6  |
| 61+               |  |    | 7  | 4  |
| Prefer not to say |  |    | 0  | 0  |

*Note: age categories were updated for this survey; 2016 age categories have been disregarded.*

## Colorado Painting Retailer Surveys

### Notes:

The 2017 survey was conducted via a self-mail postcard included in the annual POS materials update packet sent to all Colorado paint retailers. 39 cards were returned.

The 2018 survey was conducted via a self-mail postcard. It was sent separately from the annual POS materials and included a gift card incentive to participate. 36 cards were returned.

|  |    | 2017    |       | 2018    |       |
|--|----|---------|-------|---------|-------|
|  |    | Percent | Count | Percent | Count |
| <b>1. Do you encourage customers to take measurements before they buy paint?</b>   |    |         | 39    |         | 36    |
| Yes  | 77 | 30      | 89    | 32      |       |
| No   | 23 | 9       | 11    | 4       |       |
| <b>2. Do you currently assist customers with estimating how much paint is needed?</b>  |    |         | 39    |         | 36    |
| Yes  | 97 | 38      | 97    | 35      |       |
| No   | 3  | 1       | 3     | 1       |       |
| <b>3. Do you know where to send customers to get free or low cost leftover paint?</b>  |    |         | 39    |         | 36    |
| Yes  | 38 | 15      | 50    | 18      |       |
| No   | 23 | 9       | 50    | 18      |       |
| Customers can get leftover paint at my location  | 38 | 15      | NA    | NA      |       |
| <b>4. Do you know that leftover paint can be recycled?</b>   |    |         | 39    |         | 36    |
| Yes  | 95 | 37      | 97    | 35      |       |
| No   | 5  | 2       | 3     | 1       |       |
| <b>5. Do you know where to send customers interested in recycling leftover paint?</b>  |    |         | 39    |         | 36    |
| Yes  | 41 | 16      | 39    | 14      |       |
| No   | 10 | 4       | 11    | 4       |       |
| My store takes back paint for recycling  | 38 | 15      | 44    | 16      |       |
| Skipped  |    | 4       |       | 2       |       |
| <b>6. Do you know that it is required by law to display information about the PaintCare program in your store or to make information materials available to customers?</b> |    |         | 39    |         | 36    |
| Yes  | 95 | 37      | 83    | 30      |       |
| No   | 5  | 2       | 17    | 6       |       |
| <b>7. Do you know that you can order informational materials about PaintCare for free?</b>   |    |         | 39    |         | 36    |
| Yes  | 87 | 34      | 89    | 32      |       |
| No   | 13 | 5       | 11    | 4       |       |