

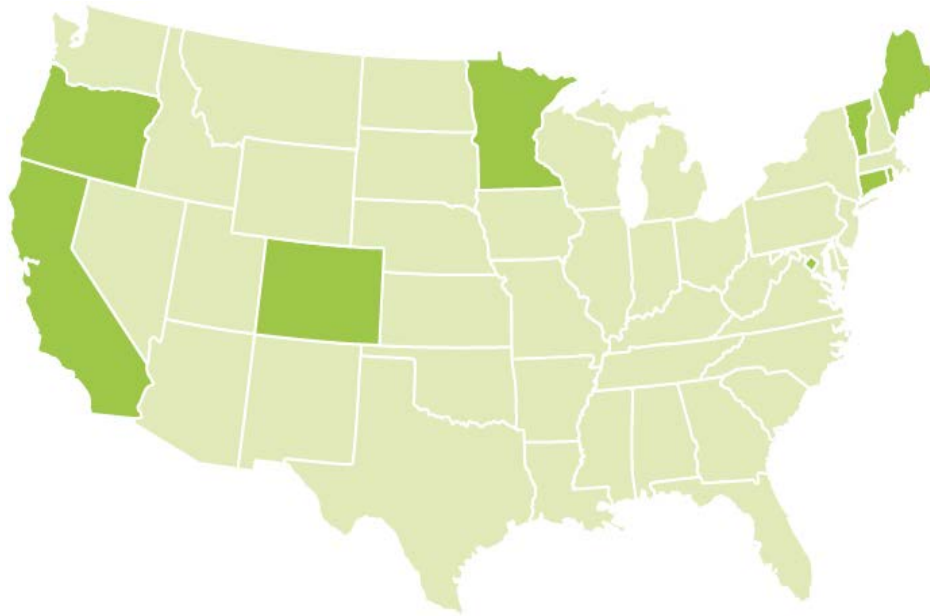


PaintCare Program

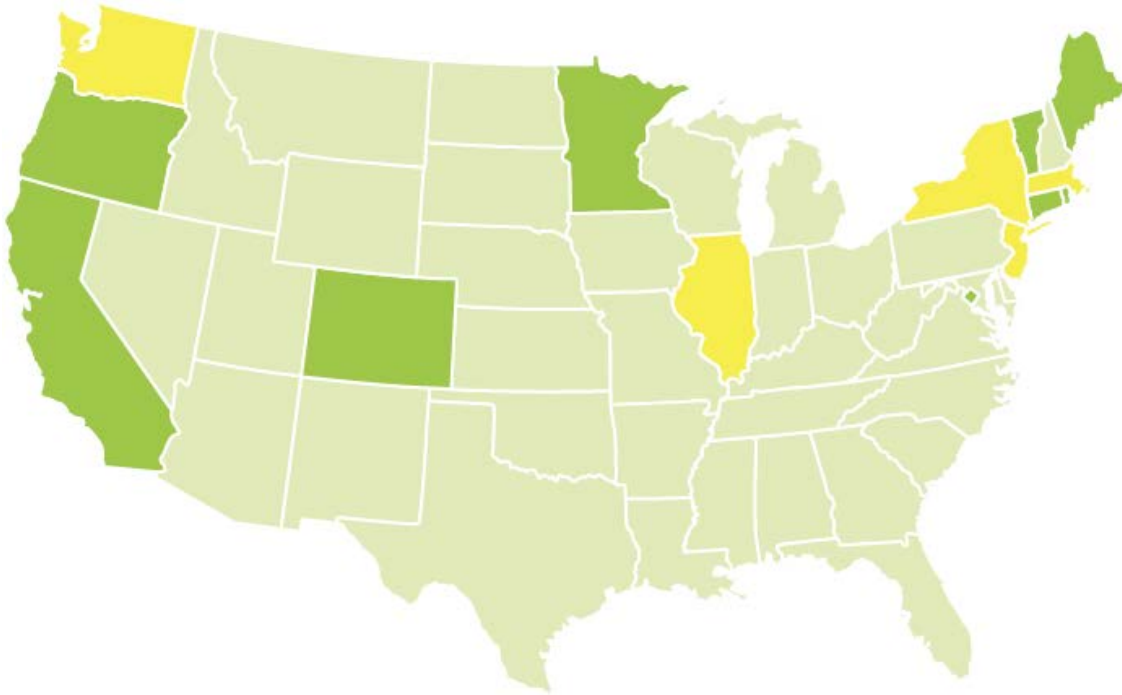


Current States

- 8 States + District of Columbia (6 active states)
- CA, CT, OR, RI, MN and VT operating
- CO, ME and DC under development
- Program population is 61M (54M in active states)



Next States

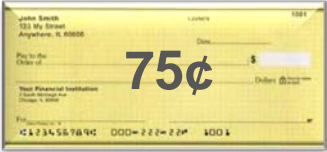


- **Illinois**
- **Massachusetts**
- **New Jersey**
- **New York**
- **Washington**

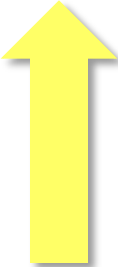
Recycle with PaintCare

Funding Mechanism & Fee Structure

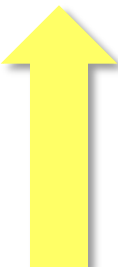
Manufacturer



PaintCare



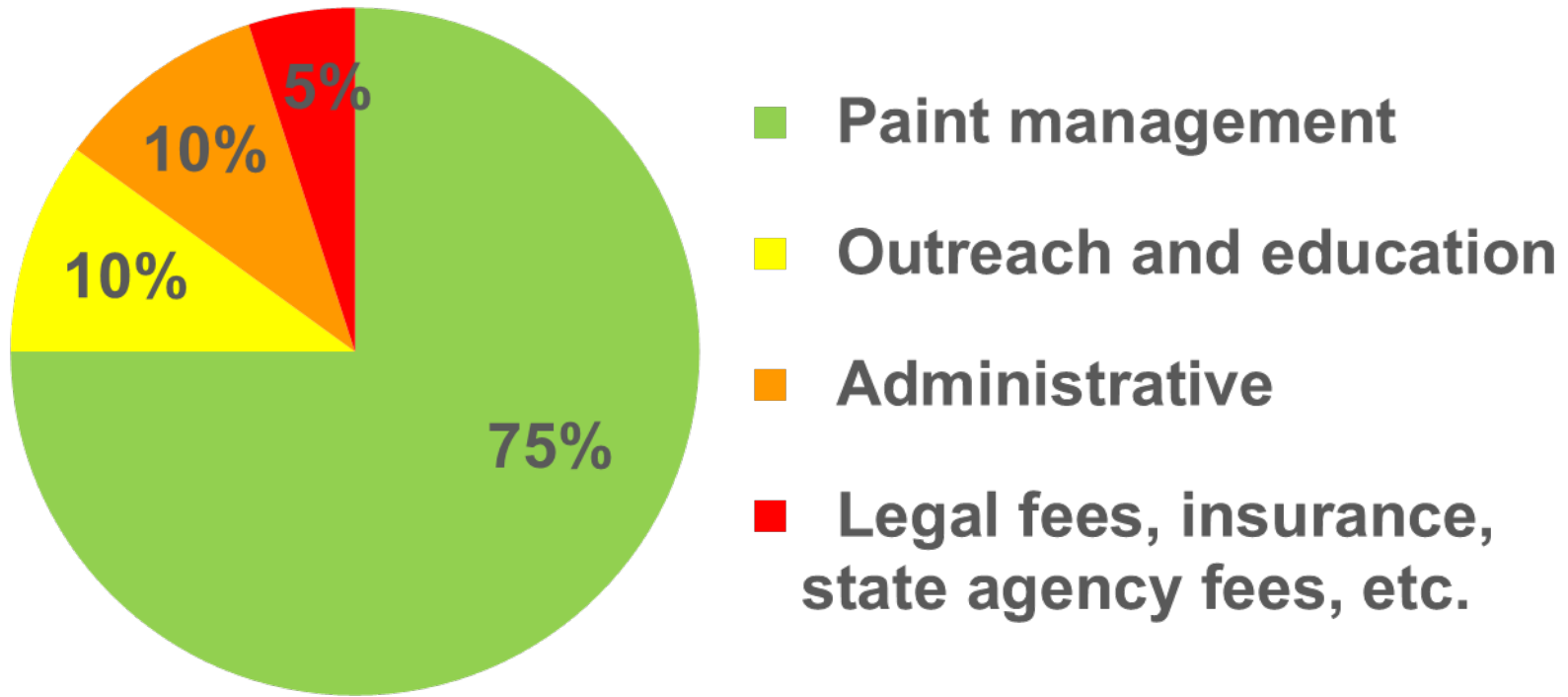
Dealer/Retailer



Consumer

Fee Structure	
\$ 0.00	Smaller than 1/2 pint
\$ 0.35	Larger than 1/2 pint to smaller than 1 gallon
\$ 0.75	1 gallon
\$ 1.60	Larger than 1 gallon to 5 gallons

Program Costs



Current cost = \$6.65 – \$9.10 / gal

Approximately \$1/person in mature programs

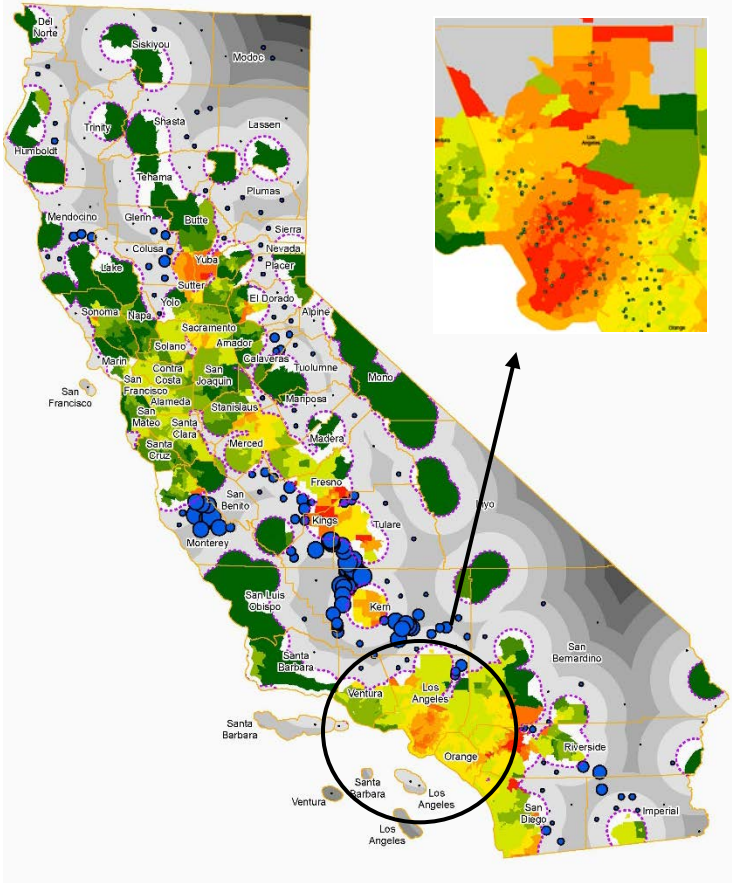
Collection Sites and Services

- 1300 Collection Sites
 - 85% retail
 - 15% HHW, transfer station, other
- HHW events
- PaintCare paint-only events
- Direct large volume pick ups (> 300 gal)
- Collected approximately 8 millions gallons



Recycle with PaintCare

Measuring Convenience



- Use distance and density criteria (example: 90% of residents must have a site within 15 miles, and there must be at least one site for every 30K residents)
- Do not limit site participation – allow all paint retailers to be collection sites to maintain a level playing field

Challenges

- Maintaining model law/programs, regulatory overreach, statutory interpretation (OR and CA)
- Unattainable requirements/goals (OR) – formed national project team made up of state and local reps to help address these requirement
- Contracting – reversal of roles, indemnification, insurance and reporting
- Data management and state reporting – developing Salesforce database and standard reporting template
- Start-up recyclers
- On the horizon... empty containers