CELEBRATING 20 YEARS OF PROTECTING THE ENVIRONMENT

Recycle every mercury thermostaat, every time.
Thermostat Recycling Corporation Board Members, Paying Dues Members and Employees (at close of 2017)

THERMOSTAT RECYCLING CORPORATION BOARD MEMBERS

Dan O’Donnell (Chairman)
Honeywell International

John Sartain (Vice-Chairman)
Emerson Technologies (White Rodgers)

Rob Munin (Treasurer)
Lux Products Corporation

THERMOSTAT RECYCLING CORPORATION DUES PAYING MEMBERS

Bard Manufacturing
ecobee Inc.
ITT
Nest Labs
Johnson Controls Inc.
White-Rodgers (Emerson)
Chromalox
Goodman Global
Lux Products Corporation
Schneider Electric
Uponor

Burnham Holdings
Empire Comfort Systems
Lear Siegler
Nortek Global HVAC, LLC
TPI Corporation
Valliant
Climate Master, Inc.
Honeywell International
Marley-Wylain Company
Sears Holding Corporation

Carrier Corporation
General Electric
Lennox International Inc.
Rheem Manufacturing
Trane Residential Systems
W.W. Grainger
Crane Company
Hunter Fan Company
McQuay
Taco Comfort Solutions

THERMOSTAT RECYCLING CORPORATION EMPLOYEES

Ryan Kiscaden
Executive Director

Danielle Myers
Operations and Compliance Manager (Recently Promoted)
THE MERCURY’S FALLING AFTER 20 YEARS

Mercury from products put into the waste stream is declining. Recently, this public health issue has been best highlighted with the revision of guidelines of certain fish consumption. The Environmental Protection Agency (EPA) along with the Food and Drug Administration (FDA) have loosened these guidelines with the implication being that the source of mercury contamination from these sources has decreased. The fish consumption guideline changes may indirectly reflect the findings of the Interstate Mercury Education and Reduction Clearinghouse (IMERC). In 2010, IMERC provided data on the use of mercury sold in products in the U.S. The graphs illustrated devices such as switches/relays, dental amalgam, lamps, batteries and thermostats. The juxtaposition of these two pie charts compared 2001 to 2010. As highlighted in the thermostat slice, there was a noticeable change in mercury in thermostats during this time period as a percentage of the overall pie. In fact, IMERC published that by 2007, mercury use in the production of thermostats was basically nonexistent¹. According to IMERC’s fact sheet, “There are non-mercury alternatives that may be suitable for replacing mercury thermostats. Programmable thermostats can save energy and money, by enabling users to automatically adjust the temperature or turn off the heat or air conditioning depending on the time of day.” Logically, any decline in thermostat collections can be explained with these overarching constraints.

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¹ http://www.newmoa.org/prevention/mercury/imerc/factsheets/thermostats.cfm
Looking specifically at the TRC collection data, there has been an irrefutable downward trend in thermostats (on the average) inside the program’s recycling containers. What’s more is the program’s national collections peaked by 2014. At that time, the program would have been in operation at least seven years from last production (2007) of mercury containing thermostats. Or at the beginning of the decline of mercury thermostat production which would have been 10 years (2004). Thus, the further TRC moves from the range of mercury thermostat production (2004-2007), the less the program can reasonably expect to collect since these collected products are fungible. This past year’s mercury thermostat collections do, in fact, demonstrate a decline (-2% less than 2016 nationally)\(^2\). Despite the obvious softening of collections, TRC has recycled more than 2.1 million thermostats, diverting more than 10 tons of mercury from the ecosystem across 48 contiguous states, all within these twenty short years of operation. This is quite an incredible feat.

Amidst the resulting decline in collections, how does the program collect devices that were once widespread in use, do not have a downstream recycled commodity market, and are not uniformly tracked following purchase and installation? The only answer is that you focus on deploying precious resources at targeting the best opportunities within the most promising sectors. You use data, hunches, or metrics. You choose to focus on where there have been consistent numbers inside of the recycling containers and you lean on the stakeholders that make the program a success. In 20 years of operation, we have learned that stakeholders such as the regulatory community, our paying members, the collection points, and vendors hold the keys to our success as an organization. Without them, we do not have a successful recycling program, nor does the environment. Utility driven thermostat replacement programs, the installing HVAC industry, and the waste recycling sector consistently demonstrate that they can stimulate these devices for recycling and are willing actors. To pursue other channels has proven to be inefficient and ineffective. We plan to stay vigilant in the face of the changing thermostat product adoption cycles and the evolving market forces. The reality is that these focuses are not dissimilar to where the program started twenty years ago. These core values of TRC will not and have not changed. No longer is mercury rising and we are proud to willingly have participated in its decline.

Ryan L Kiscaden  
Executive Director, Thermostat Recycling Corporation

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\(^2\) Graphs illustrating these two points are available in the 2017 State Specific Collections and Evaluation section of the annual report, see table of contents for page number.
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2017 ACCOUNTING OF THE PROGRAM EXPENSES

Listed in the table below is TRC’s 2017 program expenses compared to 2016. 2017 program expenses are unaudited and are for management purposes only. Prior to submittal of this annual report, the expenses were reviewed by Halt, Buzas & Powell, LTD. A copy of TRC’s 2016 IRS Form 990 appears in the appendix.

<table>
<thead>
<tr>
<th>Program Component</th>
<th>2016</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Expense for Marketing &amp; Outreach</td>
<td>1,254,329</td>
<td>1,531,703</td>
<td>22%</td>
</tr>
<tr>
<td>Incentive/Promotional Payments</td>
<td>44,460</td>
<td>47,633</td>
<td>7%</td>
</tr>
<tr>
<td>Legal</td>
<td>30,952</td>
<td>219,878</td>
<td>610%</td>
</tr>
<tr>
<td>New Collection Containers</td>
<td>13,473</td>
<td>1,614</td>
<td>-88%</td>
</tr>
<tr>
<td>Recycling Costs</td>
<td>308,899</td>
<td>583,829</td>
<td>89%</td>
</tr>
<tr>
<td>Travel</td>
<td>79,259</td>
<td>58,332</td>
<td>-26%</td>
</tr>
<tr>
<td>TRC Staff and Administration</td>
<td>548,137</td>
<td>453,693</td>
<td>-17%</td>
</tr>
<tr>
<td><strong>Total (expenses)</strong></td>
<td><strong>2,279,509</strong></td>
<td><strong>2,896,682</strong></td>
<td><strong>27%</strong></td>
</tr>
</tbody>
</table>

The program’s expenses increased by 27% in comparison to 2016. It is important to report that the program has seen an increase in expenses while the collection rate of thermostats has decreased. The increase in expenses doesn’t match the thermostats collected rate (+/- 29%). The recycling program continues to become more expensive to acquire each incremental new thermostat.

New Collection Containers: 2017 marked a year in which the program did not need to order new recycling containers. The noticeable change in ordering bins is tied to the fact locations are returning bins which no longer see thermostats, the re-use of these bins, and the small pail option for collection points. This is in spite of the fact we sent over 500 new, green recycling containers.

Recycling Costs: As expected from last year’s annual report, the costs to process thermostats increased by 89%. These costs are directly related to switching the processing facility to Veolia.

Clarification on classes for costs: TRC uses an accounting process in QuickBooks which allows the organization to code expenses to both account code and class. Classes set up for allocation include individual states, a “mandatory” classification, and a “national” classification.

These classifications allow TRC to attribute costs in an appropriate manner. For example, many times marketing activities are best done at the “mandatory” classification for economies of scale. If TRC engages a marketing activity geared towards multiple states (i.e.
a direct mail piece) then TRC will use this category to allocate costs to the “Mandatory” category. As a comparison, we’ve arranged our costs to show the costs of the “Mandatory” classification, “National” classification, and total 2017 expenses. TRC did not allocate any of these costs against state programs.

<table>
<thead>
<tr>
<th>Program Component</th>
<th>Mandatory ($)</th>
<th>National ($)</th>
<th>Total Expenses ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Expense for Marketing &amp; Outreach</td>
<td>97,095</td>
<td>436,624</td>
<td>1,573,878</td>
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<tr>
<td>Incentive/Promotional Payments</td>
<td>-</td>
<td>-</td>
<td>5,458</td>
</tr>
<tr>
<td>Legal</td>
<td>4,228</td>
<td>74,966</td>
<td>219,878</td>
</tr>
<tr>
<td>New Collection Containers</td>
<td>-</td>
<td>1,614</td>
<td>1,614</td>
</tr>
<tr>
<td>Recycling Costs</td>
<td>-</td>
<td>274,518</td>
<td>583,829</td>
</tr>
<tr>
<td>Travel</td>
<td>3,219</td>
<td>34,550</td>
<td>58,332</td>
</tr>
<tr>
<td>TRC Staff and Administration</td>
<td>62,683</td>
<td>309,556</td>
<td>453,693</td>
</tr>
<tr>
<td><strong>Total (expenses)</strong></td>
<td><strong>167,224</strong></td>
<td><strong>1,131,829</strong></td>
<td><strong>2,896,682</strong></td>
</tr>
</tbody>
</table>
2017 EDUCATION AND OUTREACH

INTERNAL EMPLOYEE PROMOTION

Effective January 2018, Danielle Myers was promoted to Operations and Compliance Manager. She joined TRC in December 2016 as Executive Administrative Assistant & Office Manager. In her new position, she will be responsible for administrative and operations functions, while managing the processing facility's performance, reporting on issues and maintaining regulatory compliance. She holds a Bachelor of Science degree in Leadership, Ethics, and Organizational Sustainability from the prestigious Haub School of Business at Saint Joseph's University. She has been involved in the sustainability industry since 2013.

DIRECT MARKETING (EMAIL, MAIL, OTHER COMMUNICATIONS)

New Member Recruitment

In April of 2017, TRC wrote a press release announcing the newest members that had joined TRC to remain compliant with the Minnesota S.F. No. 2192. TRC mailed a letter along with the press release to 32 non-compliant companies inviting them to join the TRC if they are out of compliance, pertaining to the Minnesota state law requiring all thermostat manufacturers to be responsible for the costs of collecting and managing replaced mercury thermostats.

Current Collection Locations

*Collection Containers - From Big Bins to Small Pails.*

In 2017, TRC took a proactive step in mandatory states switching some collection locations' containers from a large bin to a small pail [Figure 1.0]. The criteria for the switch-out are locations who have sent their bin in for processing since the beginning of 2016 that contained 6 or less thermostats. These locations can choose to continue using the green bin, but our hope is that we can increase the return rate of our containers with this small pail offering. In theory, the container would fill up quicker and encourage the location to send back sooner. Prior to the strategy being deployed, TRC spoke with the regulatory agencies within California, Maine, and Vermont for a pre-approval of this concept. It was met with fanfare.
In 2017, TRC shipped 334 small pails to collection points around the country. These entities either requested the new container when they signed up to participate in the program or were switched out with the campaign mentioned prior.

The large, green bins which have been the staple of the program, continued to place throughout the country. Often times these new bin orders coincide with accounts that open new stores, move or lose their existing containers. Because the containers are reused, we anticipate that the request for new containers will continue to decrease as the program operates. In 2017, TRC shipped 509 new green bins. In comparison, the program shipped 635 new bins in 2016.

**Collection Location Outbound Phone Calls**

These calls have been branded internally as the "Miss You Call" process. These calls promote collection container returns and in 2017, these calls were handled more efficiently. TRC reallocated resources for miss you calls to collection sites, in mandatory states, that have not returned stock-filled bins in over a year. This valuable tactic for bin retrieval normally took between five to twelve hours of an internal TRC employee’s time each month. During the course of each call, a TRC representative would offer to schedule a next-day FedEx pick-up for forgotten bins and have it shipped to Veolia for processing.

Now, these calls are outsourced to the Regus Property Management representatives and Intelligent Office. By outsourcing the work, TRC has amplified its call time to 25 hours a month, and increased the number of bins returned.

The accumulation of these changes has netted the program an increase of 563 calls over 2016. In total, the program called 2,373 current collection locations in 2017.
Collection Location Postcards

Over 13,000 postcards were sent this year to collection locations that haven't shipped a bin in the past year, a 50% increase from 2016.

New for 2017, TRC emailed locations three weeks after receiving a postcard to encourage them to directly ship the container. This email campaign was sent to 2,799 locations.

Collection Location Site Visits

1,698 site visits were completed in California, Connecticut, Illinois, Massachusetts, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont. The purpose of site visits is to inform the location of their requirements in participation, what the statute requires of them, shipment of the recycling container, and to answer any questions they may have. Often times, valuable intel is gathered during the site visit which is used to enhance TRC's outreach and other tactics.

Merchandising in-store displays

In 2014, TRC developed branded merchandise displays for its recycling containers. The purpose of the displays is to enhance the visibility and accessibility of the program to contractors at HVAC wholesale locations. Throughout 2017, TRC distributed free branded cardboard displays to HVAC wholesale distributor collection locations to showcase the TRC container. The program continues to discuss and offer these displays to requesting locations. Most of the new requests have diminished but we continue to fulfill replacement needs.

HVAC Industry

The HVAC industry is arguably still the best, most productive and most engaged channel for recycling mercury containing thermostats. We consider this industry to be the manufacturers, wholesale distributors, and contractors which are intimately involved with the recovery of mercury thermostats.

BMOP Competition Announcement

In April, TRC announced the start of the 2017 Big Man on Planet (BMOP) Competition in a mailing to 1,034 HVAC wholesale locations.

TRC Contributed to the HVAC Industry Statement and Recommendations in Flood Zones

This educational informative piece was authored by the Air Conditioning Contractors of America (ACCA), Air Conditioning, Heating, and Refrigeration Institute (AHRI) and Heating, Air-Conditioning, Refrigeration Distributors International (HARDI). TRC contributed
specific content on recycling mercury thermostats. The piece acted as a mailing in Texas and Florida after flooding due to hurricanes [Figure 1.1]. In addition to this piece, Industry experts representing the heating, ventilation, and air conditioning (HVAC) industry released a statement and guidelines regarding flood zones, air conditioning equipment, and hot water heaters. The statement was sent to national publications such as the Washington Post and Good Morning America.

Figure 1.1

HARDI wholesale branch location clean-out mailings.

TRC mailed over 1,000 direct letters to wholesale distributors in mandatory states to remind them to write off old mercury thermostat stock and recycle the new in box products. Many thermostats manufactured prior to 2007 contained mercury and the sale of these devices have been banned by many states. Most distributors had written-off stranded inventory of mercury thermostats, but it was possible that these units were yet to be disposed of and may remain at either branch or central distribution locations. TRC provided materials such as a template of an internal memo to help facilitate this process.

We also reminded them that any mercury thermostats returned from the branches would count towards the Big Man on Planet Competition.
HVAC Educators Training

TRC contracted with an HVAC/R icon, Warren Lupson on helping TRC reach into the next generation of HVAC/R technicians. During the calendar year of 2017, Warren presented information on the recycling program to:

- Alabama Council of Air Conditioning Educators (ACARE) on July 20-21st. The Alabama CARE, hosted by Alabama Power, has a turnout of almost 100% of the state approved school instructors. There were 31 instructors from schools that teach HVAC/R, 8 from the different Alabama Power (Southern Co) HVACR training Centers, 4 wholesalers and some Alabama school officials. From the presentation, there were commitments from 31 instructors that they will put up the TRC posters in their classrooms.

Utility Industry

In 2017, TRC refined its approach on how to engage the utility sector. After a few years of networking, work within the industry and research, it had become apparent to TRC that this sector had three very distinct pathways to pursue. They were the utility companies themselves, the installer/implementer, and community action agencies. Each of these audiences have distinct messaging requirements and informational needs. With these learnings, TRC took the following actions:

1. Purchased research on energy efficiency projects geared towards thermostat replacements and rebates/incentives
2. Attended the Building Owners Management Association national trade show
3. Attended the NJ based PSEG networking event in Newark, NJ which pulled in the Mid-Atlantic utilities companies such as PA and NY based utilities
4. On 6/23, sent an informational email to known utility implementers on the program
5. On 5/23, sent informational email on thermostat recycling to the DOE weatherization program
6. Directly marketed to 392 community action agencies and NGO's which included technical requirements through the NREL. These requirements were directed toward the Standard Work Specifications through the federal DOE and can be located at https://sws.nrel.gov/spec/531041.
7. Attended AESP (Association of Energy Services Professionals) and NEUAC and exhibited at NARUC (National Association Regulatory Utility Commissioners) conferences

Household Hazardous Waste (HHW) Industry

Not unlike the utility industry, TRC spent time with the waste-related sector. These attempts were to gain new collection locations, form better relationships with the audience and raise overall awareness of the TRC program. Because of these learnings, TRC took the following actions:
1. TRC staff joined the National North American Hazardous Materials Management Association monthly planning committee.
2. Sent a letter to the Energy Recovery Council (ERC) to form a better relationship with its members. ERC is a national trade organization that represents the waste-to-energy industry and communities that own waste-to-energy facilities. Current ERC members own and operate a vast majority of the 77-modern waste-to-energy facilities that operate nationwide, safely disposing of municipal solid waste, while at the same time generating renewable electricity using state-of-the-art technology. ERC’s members include Covanta, Wheelabrator and other waste to energy plants. The direct communication hopes to open communication of collaborating and diverting mercury prior to waste-to-energy activities.
3. TRC staff attended and presented at the Association of New Jersey Household Hazardous Waste Coordinators meeting.
4. TRC agreed to formally send to Earth 911 a location list of TRC collection points to promote on its website nearby collection locations.
5. Scoured google alerts for new HHW facilities openings or events to target phone call or email outreach to encourage them to use program. Alerts included articles titled:
   - “Households drop off tens of thousands of pounds of hazardous waste for Delmar safe disposal/recycling”
   - “‘Catch-all’ recycling event Saturday at fairgrounds”
   - “Hazardous home wastes collected on Oct. 7”
6. Wheelabrator mailing to plants. With TRC’s existing relationship with a similar waste-to-energy (WTE) giant Covanta TRC reached to Wheelabrator locations in the northeast corridor, offering to provide them with our recycling containers. A total of ten plants were communicated to - two in Connecticut, three in Massachusetts, one in New Hampshire, three in New York, and one in Pennsylvania.

### Advertising

**Trademarked Logo**

In the summer, TRC submitted paperwork to offer trademark protections on its two versions of its logo. The trademark would cement Thermostat Recycling Corporation’s business operations and also the branding associated with its logo. In early August TRC received confirmation that the U.S. Trademark Office has received its applications to register its trademarks, and assigned the filing dates and serial numbers. Although the logo was not redesigned, the trademarking process is a great way to prove credibility to the organization. [Figure 1.2] demonstrates the application serial numbers submitted.
New Creative

TRC, in conjunction with its advertising agency, designed new marketing creative. The creative advertising was developed around recognition of the wallpaper behind a mercury thermostat and the messaging of “protecting your family” from the dangers of improperly disposed of mercury thermostats. [Figure 1.3]
TRC also redesigned both its large trade show booth and tabletop display for the 2018 trade show schedule. [Figure 1.4]
Print Advertising

In the summer, TRC redesigned its window clings and stickers. These pieces are included in each new collection container shipment, effectively updating the old materials. [Figure 1.5]
Spanish Translations of Marketing Collateral

TRC’s marketing collateral was converted to be available in Spanish, as well as English on our website. Items such as posters and brochures were updated in hopes of reaching audiences we haven’t in the past. [Figure 1.6]

Figure 1.6

National Association Regulatory Utility Commissioners (NARUC) Sponsorship

In addition to attending seminars and exhibiting, TRC was a sponsor of NARUC’s 129th Annual Meeting and Education Conference held in Baltimore. TRC’s intent was to spread awareness the recycling program and coordinate efforts which would lead to utility companies being required to include the recycling of mercury thermostats in their request for proposals. [Figure 1.7]
NEUAC Conference Program Book: June 26th-June 28th Conference [Figure 1.8]

- Field Served: NEUAC is a broad-based coalition of diverse organizations with a mission to increase awareness and understanding of the needs of low-income and moderate-income energy policy; and provide information, data and technical assistance in the creation and development of fuel funds and statewide fuel fund networks.
- Full page, 4C Ad 8 1/2" x 11"
- Tote bag insert - 700 pieces
Figure 1.8

Lodging Engineer Digital Magazine: National Association of Hotel & Lodging Engineers

- Field Served: Official trade publication of NAHLE. The magazine provides valuable information and insightful coverage of all aspects of hotel engineering. Topics include: federal and state regulations, operations, energy and water management, building systems, human resources, building envelope and grounds, new technology, project management, maintenance, renovations, sustainability and personal development.
- Full page, 4C 7/14" x 10"
- Summer Issue
- Total Impressions Delivered: 23,211

Digital Advertising

The digital advertising was a combination of digital video, display, and Google AdWords. These ran on YouTube (video) and in website ad networks that are grouped by category like “Green Living” or “Working Man.” These ad networks are made up of any number of dozens of sites that appeal to a particular type of person, the environmentalist or the contractor, for instance.
**AESP Newsletter [Figure 1.9]**

- Field Served: Readers are involved in the energy efficiency, demand response and demand side management industries.
- Deployment: 8,000
- Used earned points for initial sponsorship and ran 3 paid sponsorships - Masthead Banner
- Total Impressions Delivered: 30,306

**AHRI Weekly Digest E-Newsletter**

- Top Banner Ad 468 x 60
- 1,706 deployed weekly on Monday to heating and commercial refrigeration manufacturers
- Total Impressions Delivered: 13,644

**NAHMMA News Watch E-Newsletter**

- Box Banner Ad 300 x 250
- 1,811 deployed every other week on Thursdays to Municipal hazardous waste professionals
- Total Impressions Delivered: 5,606

**National Demolition Association E-Newsletter [Figure 1.10]**

- Box Banner Ad 300 x 250
FY 2017 – NEW HAMPSHIRE ANNUAL REPORT

- 1,629 deployed weekly on Monday to demolition professionals
- Total Impressions Delivered: 6,491

Figure 1.10

Google AdWords

In 2017, Google AdWords were optimized via paid search. TRC bid on keyword terms and phrases in order to have our paid placement appear at the top of search result pages on Google.

Social Media

In 2017, TRC took a more active role creating and sharing content via its LinkedIn, Twitter, and Facebook pages. The engagement helped raise awareness of the program and enhanced important relationships throughout TRC target audiences. Some examples include:
BMOP Contest Facebook Promotion [Figure 1.11]

- 1,553 reached
- 627 engagements

Figure 1.11

Earth Month Social Media Blitz

In honor of April’s Earth Month, TRC developed a general public awareness ad that was distributed to all TRC members through representatives on the newly-formed marketing committee. Many members posted the graphic on their own social media outlets to help broadcast the TRC message. Additionally, TRC posted a blog on its website in support of the ad and issued a press release to media in the Philadelphia region in hopes of garnering additional attention. [Figure 1.12]

Figure 1.12
America Recycles Day

November 15 was America Recycles Day. TRC took part in the Keep America Beautiful initiative by raising awareness about the value and benefits of reducing, reusing and recycling via social media, as well as supporting our collection partners in their efforts.

Executive Director Authored Blogs

On TRC’s website and the TRC LinkedIn account, the Executive Director authored four unique blog posts on topics ranging from best practices for trade shows, TRC’s data learnings, and recycling.

Earned Media

- TRC’s member, Burnham Holdings ran an article authored by TRC entitled, “How to Profit with Mercury Thermostat Recycling”.

Press Releases

- On March 02, 2017, TRC released the “TRC Names Franklin Energy Services Illinois’ Collection Partner of the Month”.
- On May 31, 2017, TRC released the “TRC Major Announcement: Big Man on Planet Competition Registration Deadline Moved to June 31st”.
- On Jul 13, 2017, TRC released the “MAJOR ANNOUNCEMENT: TRC Changes Eligibility for 2017 BMOP Competition and Announces Two New Contest Categories”.
- On Oct 19, 2017, TRC released the “Thermostat Recycling Corporation and Wheelabrator Technologies Team Up to Recycle Mercury Thermostats in Massachusetts”.
- On Dec 05, 2017, TRC released the “TRC Announces 2017 Big Man on Planet Competition Winners”.

TRC Website

TRC has maintained a website for several years. In 2017, updated two specific features on its website.

1. TRC sign up form enhancement.
With the revelation of the new pail offering for collection sites, TRC updated its sign up form to consolidate incoming container orders. The form consolidates location types and integrates all the information requests onto one form. There now is a one-page form for small pails and a large green bin order form. These changes streamline the process for locations ordering containers. The website was a direct beneficiary of this change by allowing for the new location to understand the sign-up easier.

2. Logic for displaying collection locations.
In the past, the database informed the zip code finder which locations to display. The logic for displaying available locations which collect mercury thermostats was very complicated and cumbersome. In 2017, we reduced the complexity by allowing our database to create a static check mark option for displaying on the website. This enhancement was a direct result of locations which were concerned about displaying to the public, HHW's which had complicated location management, and HVAC contractors which did or did not want to be displayed.

2017 Trade Shows, Conferences, And Presentations

TRC staff attended, exhibited, sponsored and/or presented at the following national events:

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>30th - 1st</td>
<td>Air-Conditioning, Heating, and Refrigeration Institute Expo</td>
<td>Las Vegas, NV</td>
<td>TRC staff attended and exhibited at the largest HVAC Expo in the world.</td>
</tr>
<tr>
<td>February</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1st-2nd</td>
<td>Efficiency Vermont</td>
<td>Burlington, VT</td>
<td>TRC attended the event and networked with VT current and prospective collection locations.</td>
</tr>
<tr>
<td>13th - 16th</td>
<td>Association of Energy Service Professionals (AESP)</td>
<td>Orlando, FL</td>
<td>AESP is the premier organization for professionals in the energy efficiency industry. Over 300 industry professionals attend the event including utility professionals and industry advisors/implementers.</td>
</tr>
<tr>
<td>March</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19th-22nd</td>
<td>Home Performance Coalition</td>
<td>Nashville, TN</td>
<td>TRC attended the conference and joined over one thousand residential energy efficiency professionals for networking.</td>
</tr>
<tr>
<td>20th-22nd</td>
<td>IE3: Indoor Environment &amp; Energy Expo</td>
<td>Nashville, TN</td>
<td>This expo is the largest marketplace for the indoor environmental and energy services contracting industry. TRC staff exhibited and promoted the program to attending HVAC contractors.</td>
</tr>
<tr>
<td>27th</td>
<td>Mass Recycle Event</td>
<td>Framingham, MA</td>
<td>TRC exhibited at Recycling &amp; Organics Conference &amp; Trade Show, the biggest annual recycling and organics conference in the Commonwealth of Massachusetts.</td>
</tr>
<tr>
<td>April</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Date</td>
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<td>-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
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<tr>
<td>6th</td>
<td>Association of NJ Household Hazardous Waste Coordinators</td>
<td>Ocean County, NJ</td>
<td>TRC presented to the members of the ANJHHWC on the recycling program.</td>
</tr>
<tr>
<td>24th-25th</td>
<td>Maine Resource Recovery Association</td>
<td>Rockport, ME</td>
<td>TRC sponsored this conference where experts and service providers from across the spectrum of the recycling and solid waste industry come to address current topics in materials management.</td>
</tr>
<tr>
<td>25th</td>
<td>Plumbing, Heating, Cooling Contractors (PHCC) Expo</td>
<td>Pleasanton, CA</td>
<td>TRC exhibited at this expo attended by contractors.</td>
</tr>
<tr>
<td>May</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21st-25th</td>
<td>Eastern Energy Expo (OESP)</td>
<td>Hershey, PA</td>
<td>TRC attended the trade show that offers the latest products and services for the petroleum marketing and HVAC industry.</td>
</tr>
<tr>
<td>23rd</td>
<td>Heating, Air-conditioning and Refrigeration Distributors</td>
<td>Washington, DC</td>
<td>TRC meet with representatives alongside HVAC industry professionals to affect policy and make a difference.</td>
</tr>
<tr>
<td>June</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15th</td>
<td>AESP Mid-Atlantic Seminar</td>
<td>Newark, NJ</td>
<td>TRC attended the local seminar for energy efficiency professionals.</td>
</tr>
<tr>
<td>24th-27th</td>
<td>Building Owners and Managers Association International (BOMA)</td>
<td>Nashville, TN</td>
<td>TRC attended this commercial real estate conference focused on innovative solutions and cost-cutting strategies.</td>
</tr>
<tr>
<td>26th-28th</td>
<td>National Energy &amp; Utility Affordability Coalition (NEUAC)</td>
<td>Ft. Lauderdale, FL</td>
<td>TRC attended the conference where over six hundred leaders within the energy assistance community gather to share solutions.</td>
</tr>
<tr>
<td>July</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>19th</td>
<td>Local Rotary</td>
<td>Montgomery County, PA</td>
<td>TRC presented to the local rotary club on our recycling program.</td>
</tr>
<tr>
<td>25th-26th</td>
<td>Product Stewardship Institute (PSI) Forum</td>
<td>Boston, MA</td>
<td>TRC presented at the forum where they discuss current product stewardship trends in the U.S.</td>
</tr>
<tr>
<td>26th-28th</td>
<td>Professional Recyclers of Pennsylvania (PROP) Conference</td>
<td>Valley Forge, PA</td>
<td>TRC presented a session on mercury thermostats at the event where you can connect with solid waste and recycling professionals from throughout Pennsylvania and surrounding states.</td>
</tr>
<tr>
<td>August</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9th-11th</td>
<td>Missouri Recycling Association Conference</td>
<td>Osage Beach, MO</td>
<td>TRC’s board member, John Sartain, presented on the mercury thermostat recycling program.</td>
</tr>
<tr>
<td>12th - 15th</td>
<td>American Society of Association Executives (ASAE) Conference</td>
<td>Toronto, Canada</td>
<td>TRC’s executives attended the annual meeting where thousands of association professionals and industry partners gather to exchange time, resources, strategies, solutions, and more.</td>
</tr>
<tr>
<td>14th-17th</td>
<td>North American Hazardous Materials Management Association (NAHOMMA)</td>
<td>Clearwater, FL</td>
<td>TRC exhibited at the national conference that brings together hazardous waste professionals, buyers, and industry leaders from municipal collection programs throughout the US.</td>
</tr>
<tr>
<td>17th</td>
<td>APR Supply Show</td>
<td>Hershey, PA</td>
<td>TRC exhibited at the APR buying show.</td>
</tr>
<tr>
<td>20th-23rd</td>
<td>California Resource Recovery Association (CRRA) Conference</td>
<td>San Diego, CA</td>
<td>TRC attended the conference about recycling and sustainable materials management in California.</td>
</tr>
</tbody>
</table>
Product Stewardship Meeting | Washington, DC | TRC’s Executive Director met with other EPR Executives, such as Cal2Recycle and PaintCare, to discuss best practices and joined efforts.

17th-19th | HARDI (Sales and Marketing) | Philadelphia, PA | TRC attended and exhibited at the conference where HVAC leaders learn about leveraging emerging.

4th-6th | Plumbing, Heating, Cooling Contractors (PHCC) Expo | Milwaukee, WI | TRC attended this expo along with many HVAC contractors.

25th- 27th | National Multifamily Housing Council Expo | Las Vegas, NV | TRC attended this expo with leaders in the apartment industry.

26th-27th | Keystone Energy Efficiency Alliance (KEEA) Conference | Hershey, PA | TRC attended the conference that is dedicated to promoting the energy efficiency and renewable energy industries in Pennsylvania.

2nd | Institute of Heating and Air Conditioning Industries (IHACI) Annual Trade Show | Pasadena, CA | TRC exhibited at this show attended by many experts in the HVAC industry.

2nd | AESP - Strategies for Delivering Marketing Excellence Conference | Philadelphia, PA | TRC attended a training in regards to marketing with the utility sector.

12th - 15th | National Association of Regulatory Utility Commissioners Annual Conference | Baltimore, MD | TRC exhibited at the conference where members gather to set policy, share best practices, and discuss crucial industry issues.

15th | Product Stewardship Meeting | Washington, DC | TRC’s Executive Director met with other EPR Executives, such as Cal2Recycle and PaintCare, to discuss best practices and joined efforts.

21st | Keep Philadelphia Beautiful Meeting | Philadelphia, PA | TRC staff met with KPB’s Executive Director to discuss areas of opportunity.

2nd - 5th | Heating, Air-conditioning and Refrigeration Distributors International (HARDI) Annual Conference | Las Vegas, NV | TRC staff again exhibited at this event and presented its annual “Big Man on the Planet Award.”

2017 Promotional Items

TRC distributed a little over 500 can koozies while exhibiting at various expositions throughout 2017. [Figure 1.13]
OTHER ENGAGEMENT

Product Stewardship Institute (PSI)

TRC worked in collaboration with PSI throughout the year of 2017 by being a panelist on two webinars, contributing the TRC name to outreach efforts in which PSI was awarded through the USDA, and by speaking at the PSI bi-annual Forum held in Boston, MA. TRC staff Ryan Kiscaden, Danielle Myers, and Tom Murray shared their expertise for these various presentation platforms.

Environmental Protection Agency (EPA) expert, Tom Murray, represented TRC as a presenter for the Product Stewardships Institute’s (PSI) April 19th webinar. Murray, specifically, gave a historical overview about mercury and underscored the heightened role of industries, such as combustion coal, contributing to environmental contamination. Murray also detailed how TRC works in conjunction with statewide regulatory programs throughout the U.S., and explained that mercury-containing thermostats is an issue with an end in sight.

Ryan Kiscaden presented at the PSI's bi-annual forum (July) on the subject of mercury thermostat collections present and future. At this event, he introduced the concepts of which mercury thermostats largely are collected from (boiler systems in cold, very-cold climate zones) and his vision for the future collection program’s focus.
Danielle Myers administered the webinar in which industry and government entities shared ways to improve outreach and education to increase recycling and decrease waste. From print media (such as flyers and brochures) to web-based media (such as social platforms, video, and infographics), outreach and education the webinar detailed proven ways at increasing thermostat collection.

TRC lent its name to PSI grant proposal “Reducing the Impact of HHW on Water Resources in Low-income, Rural Communities” directed to the USDA and also contributed thought leadership time on best ways to approach rural communities. PSI’s grant attempted to place recycling containers with the following areas:

1. Alutiiq Tribe of Old Harbor, AK
2. Del Norte County, CA
3. Inyo County, CA
4. Lassen County, CA
5. Mendocino County, CA
6. Hazard, KY
7. Town of Lincoln (in Penobscot County), ME
8. Town of Hartwick, NY
9. Malheur County, OR
10. Walden, VT
11. Chelsea, VT
12. Woodbury, VT
13. Quilcene, WA
14. Brinnon, WA
15. Klickitat County, WA

At the end of 2017, TRC signed a letter of support for PSI to apply for similar USDA grants. The letter dated December 18, 2017 detailed the support of the Product Stewardship Institute’s application for funding through the (USDA) Rural Utilities Services’ fiscal year 2018 Solid Waste Management Program.

PROMOTIONAL CAMPAIGNS

Big Man on Planet Competition

HARDI members, comprising more than 1,000 distributor locations nationwide, competed against one another for top honors. In 2017, TRC had 102 Wholesale Members participate in the competition (compared to 24 the year before), who collected a whopping 370.95 lbs. of mercury during May 1st through October 31st. Winners were announced at HARDI’s annual conference, December 2nd – 5th, in Las Vegas.

The 2017 BMOP Award winners were as follows:
TOP PRIZE WINNERS

- Most amount of mercury recycled overall (157.16 pounds) – Johnstone Supply, National
- Highest average amount of mercury recycled (12.3566 pounds) – Tower Equipment, Connecticut
- Highest participation rate for distributors with over 10 locations (92%) – Johnson Supply, Texas and Louisiana [Figure 1.14]

Figure 1.14

TOP 3 BRANCHES FOR RECYCLING

- Tower Equipment - Stratford, Connecticut (12.3566 lbs.)
- Johnstone Supply - Appleton, Wisconsin (6.6588 lbs.)
- Johnstone Supply - Columbus, Ohio (4.774 lbs.)

MVP AWARD

- Aireco Supply Co. (11 lbs. of mercury across 22 locations)

ROCK STAR AWARD

- Aireco Supply Co.
- APR Supply Co.
- Auer Steel & Heating Supply
- Corken Steel Products Co.
- Crescent Parts & Equipment Co.
• Duncan Supply Co.
• Ferguson Enterprises
• Gustave A. Larson
• GW Berkheimer Co.
• Harry Alter Co.
• Johnson Controls UPG Parts Store
• Johnson Supply
• Tower Equipment
• US Air Conditioning Distributors

* Note - Johnstone Supply an industry specific catalogue featured TRC’s BMOP Campaign at no-charge to TRC. [Figure 1.15]

Figure 1.15
2018 PROGRAM MODIFICATIONS

Thermostat Recycling Corporation’s 2018 Goals

TRC has continued to set high level annual goals for the organization. These goals assist in decision making and prioritization of activities. For the calendar year of 2018 TRC plans to focus on:

1. Continuing to fulfill state statutory requirements, agreements and other arrangements for regulatory compliance.

2. Targeting mercury thermostat collections at (3) key industries; Utilities, waste-related sector, and HVAC. Other key audiences vary by state and requirements.

3. Finishing business intelligence upgrades to systematizing operations and data reporting.

4. Elevating the TRC staff by investing in skills, experiences and continuing educational opportunities.

5. Maintaining and building relationships with key stakeholders (regulatory, members, collection points, and vendors)

In addition to these goals, TRC set specific tasks which we plan to focus on. Completion of these tasks aids in the overall organization’s goals.

1. Finalize new database. These enhancements to our database include:
   - Tracking small bins
   - Tracking clear vs. green liners
   - Consolidating all CRM’s into one package
   - Importation of all historical data
   - Overlaying collections to climate zone

2. Develop and finalize utility industry specific marketing collateral.

   This industry will require three specific pieces of collateral. The pieces will be geared towards the utilities themselves, the installers/implementers, and the community action agencies. The collateral will be valuable leave behind materials for upcoming trade shows and direct marketing initiatives.

3. Look for opportunities to switch collection points to small pails.

   The staple green recycling container will remain an option for all collection locations. This container has been a part of the organization’s branding, its mechanism for compliance, and is the largest container available in meeting DOT shipping regulations for universal...
waste. However, a smaller recycling container can help resolve rural collection issues and provide an additional, perhaps desirable collection mechanism for others.

4. Audit our processing facility every other year.

TRC gained great operating efficiencies by walking the processing floor and looking for ways to improve the program’s performance. The processing center was audited in 2017 and we plan to audit in 2019.

5. Attend 2018 events such as trade shows and conferences.

Arguably, one of the best avenues for TRC. Continuing to grow relationships while displaying our wares, networking, and attending conferences continues to be a great investment for the program. Below is a list of events which TRC likely will attend or exhibit at.

<table>
<thead>
<tr>
<th>Date</th>
<th>Show</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22nd-24th</td>
<td>AHR Expo</td>
<td>Chicago, IL</td>
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<tr>
<td>February</td>
<td></td>
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<tr>
<td>7th -9th</td>
<td>MEEA</td>
<td>Chicago, IL</td>
</tr>
<tr>
<td>7th-8th</td>
<td>Efficiency Vermont</td>
<td>South Burlington, VT</td>
</tr>
<tr>
<td>12th-14th</td>
<td>IE3 Show (ACCA)</td>
<td>Washington, DC</td>
</tr>
<tr>
<td>13th-14th</td>
<td>Home Performance Contractors - New York</td>
<td>Saratoga Springs, NY</td>
</tr>
<tr>
<td>19th-22nd</td>
<td>Association for Energy Services Professionals</td>
<td>New Orleans, LA</td>
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<tr>
<td>March</td>
<td></td>
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<tr>
<td>5th - 7th</td>
<td>SWANA-Palooza</td>
<td>Denver, CO</td>
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<tr>
<td>10th</td>
<td>Plumbing, Heating Cooling Contractors of MA</td>
<td>Marlboro, MA</td>
</tr>
<tr>
<td>26th</td>
<td>Mass Recycle Trade Show</td>
<td>Framingham, MA</td>
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<td>26th-28th</td>
<td>HVAC Excellence Educators Conference</td>
<td>Las Vegas, NV</td>
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<tr>
<td>April</td>
<td></td>
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<tr>
<td>23rd-26th</td>
<td>Home Performance Contractors - National</td>
<td>Philadelphia, PA</td>
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<tr>
<td>May</td>
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<td>8th-9th</td>
<td>BuildingsNY</td>
<td>New York, NY</td>
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<tr>
<td>20th-23rd</td>
<td>NY FEDERATION Conference</td>
<td>Sagamore, NY</td>
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<tr>
<td>22-23</td>
<td>HARDI Fly-In</td>
<td>Washington, DC</td>
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</tr>
<tr>
<td><strong>June</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>25th-27th</td>
<td>NEUAC Conference</td>
<td>Phoenix, AZ</td>
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<tr>
<td><strong>July</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>25th-27th</td>
<td>Professional Recyclers of Pennsylvania</td>
<td>Harrisburg, PA</td>
</tr>
<tr>
<td><strong>August</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>27th-31st</td>
<td>NAHMA - National</td>
<td>Portland, ME</td>
</tr>
<tr>
<td><strong>September</strong></td>
<td></td>
<td></td>
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<tr>
<td>25th – 28th</td>
<td>E Source Forum</td>
<td>Denver, CO</td>
</tr>
<tr>
<td><strong>October</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9th - 11th</td>
<td>E-Scrap Conference</td>
<td>New Orleans, LA</td>
</tr>
<tr>
<td>25th-26th</td>
<td>KEEA Conference</td>
<td>Harrisburg, PA</td>
</tr>
<tr>
<td><strong>November</strong></td>
<td></td>
<td></td>
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<tr>
<td>TBD</td>
<td>NERC Conference</td>
<td>Hartford, CT</td>
</tr>
<tr>
<td>TBD</td>
<td>IHACI Annual Trade Show</td>
<td>Pasadena, CA</td>
</tr>
<tr>
<td><strong>December</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1st - 4th</td>
<td>HARDI Annual Conference</td>
<td>Austin, TX</td>
</tr>
</tbody>
</table>

6. Attend and integrate learnings from other EPR products after Executive Director in-person meetings.

TRC attends an in-person meeting in which other EPR products (paint, batteries, mattresses) also directly participate in. This meeting occurs throughout the year. TRC has derived great share-able best practices by attending these meetings and always learns something new to implement into its recycling program.

7. Announce the organization’s 20TH anniversary of operation.

Twenty years went by very fast. We are proud to have operated for 20 years. We plan to release this news via a press release, social media and possibly earned media. The celebration is official on October 24th but we plan to acknowledge all year.

8. Build a hypothesis library.

Throughout the year, great ideas on how to modify the program are raised. A hypothesis library will allow TRC to track these ideas, develop and test them. We view this as the best curator for new innovations at the organization. It is possible items which are brainstormed using this process will be developed and fully implemented in 2018 or developed for future years.

9. Target smart home automation installers with outreach and awareness.
The burgeoning marketing for IoT (internet of things) connected devices is a fast-growing market. There are many new players such as Amazon, Best Buy and Cable TV providers that are getting into the installation and sales of these new smart products. It is undetermined which entities will be installing these products.

10. Practice the internal TRC Sustainability policy.

TRC has created a sustainability policy and guidelines that support TRC as an environmental nonprofit. Some of the initiatives are:

- Using 2-sided and grayscale defaults for all office printers
- Using recycled paper 100% of the time for printing internal documents
- 100% of all marketing material printed on recycled products

11. Update the TRC website.

The project will be to enhance the searchability through Google for TRC’s website. In turn, by strengthening the SEO of the website, should allow for an increase of the digital Google AdWords spend by the terms we buy to be efficient. In addition to SEO enhancement, the website will undergo a content re-organization which will tailor itself to the user’s experience on the website. In theory, it should be more user-friendly.

12. Roll-out editorial releases.

<table>
<thead>
<tr>
<th>Tactic</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blogs</td>
<td>at least 1x/Month</td>
</tr>
<tr>
<td>January</td>
<td>Philadelphia Power; Danielle Myers Promotion</td>
</tr>
<tr>
<td>February</td>
<td>Chicago's Mercury Bean</td>
</tr>
<tr>
<td>March</td>
<td>Strategies Blog (tied to article)</td>
</tr>
<tr>
<td>April</td>
<td>Extension of EPR (Voluntary)</td>
</tr>
<tr>
<td>May</td>
<td>Myth Busters About Recycling Mercury Thermostats</td>
</tr>
<tr>
<td>June</td>
<td>Smart thermostat proliferation</td>
</tr>
<tr>
<td>July</td>
<td>Creation of Recycling Your Thermostat Day</td>
</tr>
<tr>
<td>August</td>
<td>Utility Best Practice (Maybe Release) Using CT &amp; NY as examples</td>
</tr>
<tr>
<td>September</td>
<td>Is It Really California Dreaming When Recycling Thermostats</td>
</tr>
<tr>
<td>October</td>
<td>20th Anniversary: Blog &amp; Op-Ed</td>
</tr>
<tr>
<td>November</td>
<td>Thermostats, Collections and Kids</td>
</tr>
<tr>
<td>December</td>
<td>Tribute Blog: A Look Back at the Winners of the BMOP &amp; Current Winner</td>
</tr>
<tr>
<td>Press Releases/Earned Media</td>
<td>at least 1x/Month</td>
</tr>
<tr>
<td>Month</td>
<td>Event</td>
</tr>
<tr>
<td>------------</td>
<td>----------------------------------------------------------------------</td>
</tr>
<tr>
<td>January</td>
<td>Collection Partner of the Month sent to industry pubs &amp; IL contacts</td>
</tr>
<tr>
<td>February</td>
<td>Danielle Myers Promoted to Manager</td>
</tr>
<tr>
<td>March</td>
<td>Smart thermostat proliferation</td>
</tr>
<tr>
<td>April</td>
<td>Who is leading for first quarter returns; 40 Under 40 Award</td>
</tr>
<tr>
<td>May</td>
<td>The Consumer Paradox: Why Replacing Thermostats Doesn’t Work With Consumers</td>
</tr>
<tr>
<td>June</td>
<td>Creation of Recycling Your Thermostat Day</td>
</tr>
<tr>
<td>July</td>
<td>BMOP; Who is leading for second quarter returns</td>
</tr>
<tr>
<td>August</td>
<td>The Golden State Initiative: Why It Works in California</td>
</tr>
<tr>
<td>September</td>
<td>Recycling Mercury Thermostats: Industry Spending More for Fewer Collections</td>
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<tr>
<td>October</td>
<td>The Cold Weather Jump Start: Replace Your Thermostat Before Kicking on the Furnace, 20th Anniversary</td>
</tr>
<tr>
<td>November</td>
<td>Thermostats, Collections and Kids</td>
</tr>
<tr>
<td>December</td>
<td>Top 10 Collection Sites - Mandatory vs Non-Mandatory; Winner BMOP</td>
</tr>
<tr>
<td>January Through December</td>
<td>Earned Media -- Monthly Efforts</td>
</tr>
</tbody>
</table>
2017 COLLECTIONS AND EVALUATION

SECTION 0: PROGRAM OVERVIEW

The following analytical report details the annual program performance for mercury thermostat collection in the state of New Hampshire (NH) in 2017. A few of the program highlights for 2016 are included below:

- In 2017 the program collected **18.1 pounds of mercury** in the state of New Hampshire. Since 2002, the average increase in annual mercury collected in NH is 27% per year. Since 2001, the average increase in quantity collected nationwide was 13% per year.

- The program collected **2,420 whole thermostats in 2017**. This represents a 13% increase in thermostats collected over 2016, but a 343% increase over ten years. The number of thermostats collected annually in NH has increased by an annual average of 26% since 2001.

- The average number of whole thermostats collected per bin in 2017 was **38 thermostats**. This was below the 17-year state average of 65 thermostats per bin returned.

- The counties with the most thermostats returned in 2017 were Hillsborough (950 thermostats), Merrimack (628 thermostats) and Rockingham (344 thermostats). In 2017, **27% of the partner locations returned at least one bin** compared to a national average of 32%.

- In 2017, **29 site visits were conducted in NH and 110 ‘Miss You’ calls were placed**. It does not appear that these calls had a material impact on the number of bins returned in subsequent months after the calls were made in May 2017.

- In addition to 2,420 whole thermostats, 113 loose switches were collected, bringing the total number of “thermostat equivalents” collected in 2017 to 2,520, with virtually no net change over 2016.
SECTION 1: PROGRAM ANALYTICS

Section 1 of this report examines the annual performance of the thermostat collection recycling program in terms of bins, thermostats, and mercury collected as well as the year-over-year progression of the program.

On average, the program has collected 10.3 pounds of mercury and 1,285 thermostats per year since 2001. In 2017 the program collected 18.1 pounds of mercury from 2,420 thermostats and 113 loose switches. Figure 1.1 displays the total number of bins collected, the total number of thermostats collected, and the total quantity (lb) of mercury collected in the state since the beginning of the program.

FIGURE 1.1: PROGRAM PERFORMANCE OVER TIME

<table>
<thead>
<tr>
<th>Year</th>
<th>Number Bins</th>
<th>Number Stats</th>
<th>Lb Mercury</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>2</td>
<td>173</td>
<td>1.1</td>
</tr>
<tr>
<td>2002</td>
<td>3</td>
<td>226</td>
<td>2.1</td>
</tr>
<tr>
<td>2003</td>
<td>5</td>
<td>398</td>
<td>3.5</td>
</tr>
<tr>
<td>2004</td>
<td>6</td>
<td>545</td>
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<tr>
<td>2005</td>
<td>9</td>
<td>1,053</td>
<td>7.9</td>
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<td>2006</td>
<td>6</td>
<td>484</td>
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<td>2007</td>
<td>9</td>
<td>615</td>
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<td>546</td>
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</tr>
<tr>
<td>2009</td>
<td>12</td>
<td>790</td>
<td>8.0</td>
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<tr>
<td>2010</td>
<td>26</td>
<td>1,652</td>
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<tr>
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<td>2012</td>
<td>48</td>
<td>2,397</td>
<td>18.6</td>
</tr>
<tr>
<td>2013</td>
<td>45</td>
<td>1,792</td>
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<tr>
<td>2014</td>
<td>46</td>
<td>1,881</td>
<td>14.9</td>
</tr>
<tr>
<td>2015</td>
<td>61</td>
<td>2,652</td>
<td>21.3</td>
</tr>
<tr>
<td>2016</td>
<td>43</td>
<td>2,141</td>
<td>18.9</td>
</tr>
<tr>
<td>2017</td>
<td>63</td>
<td>2,420</td>
<td>18.1</td>
</tr>
<tr>
<td>Average</td>
<td>26</td>
<td>1,285</td>
<td>10.3</td>
</tr>
<tr>
<td>Total</td>
<td>435</td>
<td>21,850</td>
<td>174.3</td>
</tr>
</tbody>
</table>
Figure 1.2 graphically displays the number of bins collected in the state over time as well as the total number of bins collected in the US over the same period. The figure shows that the number of bins collected annually has increased from 2001, with the largest growth occurring from 2009 to 2011.
In NH, the quantity (lb) of mercury collected in 2017 decreased by 4% over 2016 levels. However, 2017 had the fourth highest total ever recorded in NH, and overall, the annual quantity (lb) of mercury collected in NH has increased by an average of 27% per year. At the same time, the quantity (lb) of mercury collected in the nation increased by an average of 13% per year. Figure 1.3 displays the total quantity (lb) of mercury collected in the state over time as well as the year-over-year percent increase (or decrease) in the state and the U.S.

**FIGURE 1.3: QUANTITY OF MERCURY COLLECTED IN PROGRAM AND YEAR-OVER-YEAR CHANGES IN STATE AND US**

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Lb Hg</th>
<th>% Change State</th>
<th>% Change US</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>1.1</td>
<td>N/A</td>
<td>89%</td>
</tr>
<tr>
<td>2002</td>
<td>2.1</td>
<td>99%</td>
<td>14%</td>
</tr>
<tr>
<td>2003</td>
<td>3.5</td>
<td>62%</td>
<td>11%</td>
</tr>
<tr>
<td>2004</td>
<td>4.0</td>
<td>15%</td>
<td>17%</td>
</tr>
<tr>
<td>2005</td>
<td>7.9</td>
<td>97%</td>
<td>11%</td>
</tr>
<tr>
<td>2006</td>
<td>3.9</td>
<td>-51%</td>
<td>32%</td>
</tr>
<tr>
<td>2007</td>
<td>4.8</td>
<td>23%</td>
<td>2%</td>
</tr>
<tr>
<td>2008</td>
<td>4.4</td>
<td>-9%</td>
<td>16%</td>
</tr>
<tr>
<td>2009</td>
<td>8.0</td>
<td>83%</td>
<td>16%</td>
</tr>
<tr>
<td>2010</td>
<td>13.3</td>
<td>68%</td>
<td>26%</td>
</tr>
<tr>
<td>2011</td>
<td>16.2</td>
<td>21%</td>
<td>4%</td>
</tr>
<tr>
<td>2012</td>
<td>18.6</td>
<td>15%</td>
<td>-5%</td>
</tr>
<tr>
<td>2013</td>
<td>13.2</td>
<td>-29%</td>
<td>-5%</td>
</tr>
<tr>
<td>2014</td>
<td>14.9</td>
<td>13%</td>
<td>13%</td>
</tr>
<tr>
<td>2015</td>
<td>21.3</td>
<td>43%</td>
<td>-1%</td>
</tr>
<tr>
<td>2016</td>
<td>18.9</td>
<td>-11%</td>
<td>-15%</td>
</tr>
<tr>
<td>2017</td>
<td>18.1</td>
<td>-4%</td>
<td>-7%</td>
</tr>
<tr>
<td><strong>Average</strong></td>
<td><strong>10.3</strong></td>
<td><strong>27%</strong></td>
<td><strong>13%</strong></td>
</tr>
</tbody>
</table>
The state of NH program collected 2,420 thermostats in 2017, which was a **13% increase over the number of thermostats collected in 2016** and a **343% increase over ten years**. The number of thermostats collected annually in NH has **increased by an annual average of 26% since 2001**. During the same period, the number of thermostats collected in the US has increased by an annual average rate of 9%. Figure 1.4 displays the total number of thermostats collected in the state and the nation, and Figure 1.5 shares the underlying data as well as the calculated year-over-year percent change.
Figure 1.5 displays the monthly distribution of bins and thermostats collected in the state over 2017. The month with the greatest number of bins returned was September (12 bins). The months with the greatest number of thermostats returned were September (469 thermostats), April (468 thermostats), and December (390 thermostats). Conversely, the months with the fewest number of thermostats returned in 2017 were May and October with 0 thermostats.

<table>
<thead>
<tr>
<th>Year</th>
<th>T-stats in NH</th>
<th>T-stats in US</th>
<th>% Change State</th>
<th>% Change US</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>173</td>
<td>48,350</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2002</td>
<td>226</td>
<td>61,422</td>
<td>31%</td>
<td>27%</td>
</tr>
<tr>
<td>2003</td>
<td>398</td>
<td>65,778</td>
<td>76%</td>
<td>7%</td>
</tr>
<tr>
<td>2004</td>
<td>545</td>
<td>81,115</td>
<td>37%</td>
<td>23%</td>
</tr>
<tr>
<td>2005</td>
<td>1,053</td>
<td>87,754</td>
<td>93%</td>
<td>8%</td>
</tr>
<tr>
<td>2006</td>
<td>484</td>
<td>113,658</td>
<td>-54%</td>
<td>30%</td>
</tr>
<tr>
<td>2007</td>
<td>615</td>
<td>114,158</td>
<td>27%</td>
<td>0%</td>
</tr>
<tr>
<td>2008</td>
<td>546</td>
<td>135,646</td>
<td>-11%</td>
<td>19%</td>
</tr>
<tr>
<td>2009</td>
<td>790</td>
<td>155,731</td>
<td>45%</td>
<td>15%</td>
</tr>
<tr>
<td>2010</td>
<td>1,652</td>
<td>200,064</td>
<td>109%</td>
<td>28%</td>
</tr>
<tr>
<td>2011</td>
<td>2,085</td>
<td>199,918</td>
<td>26%</td>
<td>0%</td>
</tr>
<tr>
<td>2012</td>
<td>2,397</td>
<td>189,619</td>
<td>15%</td>
<td>-5%</td>
</tr>
<tr>
<td>2013</td>
<td>1,792</td>
<td>181,600</td>
<td>-25%</td>
<td>-4%</td>
</tr>
<tr>
<td>2014</td>
<td>1,881</td>
<td>203,346</td>
<td>5%</td>
<td>12%</td>
</tr>
<tr>
<td>2015</td>
<td>2,652</td>
<td>198,603</td>
<td>41%</td>
<td>-2%</td>
</tr>
<tr>
<td>2016</td>
<td>2,141</td>
<td>163,606</td>
<td>-19%</td>
<td>-18%</td>
</tr>
<tr>
<td>2017</td>
<td>2,420</td>
<td>159,046</td>
<td>13%</td>
<td>-3%</td>
</tr>
<tr>
<td><strong>Average</strong></td>
<td><strong>1,285</strong></td>
<td><strong>138,789</strong></td>
<td><strong>26%</strong></td>
<td><strong>9%</strong></td>
</tr>
</tbody>
</table>
Figure 1.7 shows the average number of thermostats per bin returned per month for the year. The highest number of thermostats per bin were in April (59 thermostats per bin), January (49 thermostats per bin), and November (46 thermostats per bin).

Figure 1.8 displays the average number of thermostats returned per bin in the state and in the US since the beginning of the state program. Nationally, the number of thermostats per bin has been decreasing annually since 2000. In NH, the number of thermostats per bin has
also decreased annually, excluding the outlier in 2005. In 2017 the 38 thermostats per bin average was the lowest average since the beginning. The 2017 average was below the 17-year average of 65 thermostats per bin.
Figure 1.9 plots the total bins returned over time along with the average number of thermostats per bin over the same period to see whether there is a relationship between the two. The number of bins returned per year has generally increased from 2001, but at the same time the number of thermostats per bin has decreased. A statistical analysis found a negative correlation (R squared 0.68) between number of bin returns and thermostats per bins.
A climate zone analysis on number of thermostats returned per 10,000 residents was conducted. The entire state of NH is in the cold very cold climate zone. Figure 1.10 shows that the state returned 19.3 thermostats / 10,000 residents which is above the national average in the cold very cold zone of 10.9 thermostats / 10,000 residents. Nationwide the cold very cold zone returned more thermostats / 10,000 residents than any other climate zone. These zones were defined using the criteria from the US Department of Energy and Building America\(^3\). These criteria are coded by zip code."

\(^3\) Building America determines building practices based on climate zones to achieve the most energy savings in a home. [https://energy.gov/eere/buildings/climate-zones]
SECTION 2: CHANNEL PARTNER ANALYSIS

Section 2 of the report examines the partner locations in more detail. Most thermostats collected in the state were through wholesalers (84%) followed by household hazardous waste facilities (14%). Figure 2.1 shows the distribution of thermostat collected by location type in 2017.

FIGURE 2.1: THERMOSTATS COLLECTED BY LOCATION TYPE IN 2017

The number of bins returned by wholesalers decreased from 41 bins in 2015 to 22 bins in 2016 and the jumped to 46 bins in 2017. The number of bins returned by household hazardous waste facilities remained the same in 2016 as 2015 at 19 bins, and then decreased slightly to 16 bins in 2017. Figure 2.2 displays the change in the number of bins returned by thermostat collection type over time in the state.
In 2017, 27% of the locations that had a bin in the state of NH sent back at least one bin for recycling. The distribution is displayed in Figure 2.3.

An analysis of the top performing counties in terms of total bins and total thermostats returned in 2017 was conducted. The counties with the most bins and thermostats returned in 2017 were Hillsborough (24 bins, 950 thermostats), Merrimack (14 bins, 628 thermostats), and Rockingham (12 bins, 344 thermostats). Figure 2.4 displays the total bins and thermostats returned by county in 2017.
FIGURE 2.4: BINS RETURNED AND TOTAL THERMOSTATS RETURNED IN 2017 BY COUNTY

<table>
<thead>
<tr>
<th>County Name</th>
<th>Total T-stats</th>
<th>Total Bins</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hillsborough</td>
<td>950</td>
<td>24</td>
</tr>
<tr>
<td>Merrimack</td>
<td>628</td>
<td>14</td>
</tr>
<tr>
<td>Rockingham</td>
<td>344</td>
<td>12</td>
</tr>
<tr>
<td>Carroll</td>
<td>213</td>
<td>4</td>
</tr>
<tr>
<td>Cheshire</td>
<td>96</td>
<td>2</td>
</tr>
<tr>
<td>Grafton</td>
<td>88</td>
<td>3</td>
</tr>
<tr>
<td>Strafford</td>
<td>54</td>
<td>3</td>
</tr>
<tr>
<td>Belknap</td>
<td>47</td>
<td>1</td>
</tr>
</tbody>
</table>

Regarding TRC partner locations in NH, F.W. Webb (865 thermostats) returned the highest number of thermostats in the state in 2017. The Granite Group and Total Air Supply each collected more than 100 thermostats in 2017. Eleven program partners returned less than 10 thermostats. Figure 2.5 displays the top performing partners in terms of total bins returned in 2017.

FIGURE 2.5: TOP PERFORMING CHANNEL PARTNERS IN THE STATE
Figure 2.6 looks at the top performers in more detail. The figure includes the top performers for the year by each of the following categories: total bins returned, total thermostats, and total thermostats per bin.

**FIGURE 2.6: TOP PERFORMING PARTNERS BY TOTAL BINS, TOTAL THERMOSTATS, AND THERMOSTATS PER BIN**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>No. of Thermostats</th>
<th>No. of Bins</th>
<th>Thermostats / Bin</th>
</tr>
</thead>
<tbody>
<tr>
<td>F.W. Webb</td>
<td>865</td>
<td>11</td>
<td>79</td>
</tr>
<tr>
<td>The Granite Group</td>
<td>370</td>
<td>7</td>
<td>53</td>
</tr>
<tr>
<td>Total Air Supply</td>
<td>130</td>
<td>1</td>
<td>130</td>
</tr>
<tr>
<td>Sid Harvey</td>
<td>87</td>
<td>1</td>
<td>87</td>
</tr>
<tr>
<td>J.A. Marino Automatic Heating</td>
<td>86</td>
<td>1</td>
<td>86</td>
</tr>
<tr>
<td>Ferguson Enterprises, Inc.</td>
<td>63</td>
<td>3</td>
<td>21</td>
</tr>
<tr>
<td>United Refrigeration</td>
<td>60</td>
<td>1</td>
<td>60</td>
</tr>
<tr>
<td>Rockingham Electrical Supply</td>
<td>60</td>
<td>1</td>
<td>60</td>
</tr>
<tr>
<td>George A. Stevens Company</td>
<td>47</td>
<td>1</td>
<td>47</td>
</tr>
<tr>
<td>Northeast Electrical Distributors</td>
<td>46</td>
<td>2</td>
<td>23</td>
</tr>
</tbody>
</table>

TRC conducted several activities in 2017 to increase the number of bins and thermostats returned in the state. These activities included site visits and ‘miss you’ calls to collection locations that may not have participated in the program recently. In 2017, 110 calls were placed to participating partners in May, and in September, 27 of the locations that received a call also received a visit and 2 locations that had received no prior call received a visit. The remaining 113 participating locations did not receive either a call or a site visit.
Figure 2.7 graphically displays the relationship between the number of site visits per month, the bins returned per month, and the number of thermostats (in 100’s) returned per month for all participating locations.

The visits were conducted in September, and that same month 10 of the 12 bins returned and 75% of the total thermostats returned came from a location that received a visit. More than half, 59%, of all the thermostats returned by the group that received a visit occurred in the same month as the visit. Bin and thermostat returns in the month of the visits is dominated by locations that were visited, and that suggests that visits spur participating locations to return.

Calls appear to encourage locations to return thermostats over a several months period after the calls were made, whereas locations that received a visit returned bins within the same month of the visit, suggesting both calls and visits can be affective at encouraging returns, across different time frames.

**FIGURE 2.7: RELATIONSHIP BETWEEN SITE VISITS AND BINS AND THERMOSTATS RETURNED PER MONTH**
Figure 2.8 displays the relationship between the number of calls per month, the bins returned per month, and the number of thermostats (by 100’s) returned per month for all participating locations.

From January through May, the 110 participating locations that received calls in May had returned 127 thermostats, only 8% of the total thermostats returned by that group in 2017. One month after the calls, 381 thermostats accounting for 31% of total thermostats returned by that group were recorded by TRC. Returns remained strong in July and August at 10% and 9% respectively. Half of all thermostats returned in 2017 by the group that received a call were recorded as coming into TRC within 3 months of the calls. This suggests that calls put thermostats back onto the radar of participating locations and promotes returns.

**FIGURE 2.8: RELATIONSHIP BETWEEN ‘MISS YOU’ CALLS AND BINS AND THERMOSTATS RETURNED PER MONTH**
Overall for 2017, channel partners that received both a call and a visit returned 68% more bins per location and 27% more thermostats per location than channel partners that received neither a visit or call. Channel partners that only received a call returned 32% fewer bins per location and 11% fewer thermostats per location than those that did not receive a call (Figure 2.9). The lower performance of locations that received a call does not necessarily indicate that calls have a negative impact on returns, but rather that locations targeted for calls may be underperforming. There could be a variety of explanations for the lower return numbers including fewer thermostat generation in the areas of those locations or less education regarding the proper disposal of thermostats.

**FIGURE 2.9: PERCENT CHANGE IN BIN AND THERMOSTAT RETURNS FOR LOCATIONS THAT RECEIVED A VISIT OR CALL OVER LOCATIONS THAT DID NOT RECEIVE EITHER**

<table>
<thead>
<tr>
<th></th>
<th>No Visit or Call</th>
<th>Visit</th>
<th>Call</th>
<th>Visit &amp; Call</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Participating Locations</td>
<td>101</td>
<td>2</td>
<td>84</td>
<td>27</td>
</tr>
<tr>
<td>Rate of Active Participation*</td>
<td>27%</td>
<td>50%</td>
<td>21%</td>
<td>44%</td>
</tr>
<tr>
<td>Bins per Participating Location</td>
<td>0.29</td>
<td>1</td>
<td>0.20</td>
<td>0.48</td>
</tr>
<tr>
<td>Thermostats per Participating Location</td>
<td>10</td>
<td>109</td>
<td>9</td>
<td>12</td>
</tr>
<tr>
<td>Thermostats per Bin</td>
<td>34.14</td>
<td>108.50</td>
<td>44.35</td>
<td>25.77</td>
</tr>
</tbody>
</table>

*Fraction of participating locations that returned one or more bins during 2017
SECTION 3: COMPARISONS TO NATIONAL AND OTHER STATES' DATA

To compare how the state collection partners performed in 2017, the national averages for the number of bins returned per total locations since 2012 was calculated and compared to the state average over the same period. The average numbers of bins include locations that did not return any bins in each year. It should be noted that when making comparisons each state has different regulations, different mix of housing types, local policies, and incentives that may have a significant impact on returns. Overall, the average bin return rate per location was lower in NH than the US average as shown in Figure 3.1.

FIGURE 3.1: AVERAGE NUMBER OF BINS RETURNED PER LOCATION PER YEAR
Figure 3.2 displays the locations in NH that returned more than one bin in a given year since 2014, and Figure 3.3 displays the top 10 partners in the US over the same period in terms of the number of bins returned. F.W. Webb and Ferguson Enterprises were top performers in both NH and the US.

**FIGURE 3.2: PARTNER LOCATIONS IN NH RETURNING MORE THAN 1 BIN PER YEAR 2014-2017**

<table>
<thead>
<tr>
<th>Location</th>
<th>2014 Bins</th>
<th>2015 Bins</th>
<th>2016 Bins</th>
</tr>
</thead>
<tbody>
<tr>
<td>F.W. Webb</td>
<td>8</td>
<td>8</td>
<td>6</td>
</tr>
<tr>
<td>Redlon &amp; Johnson</td>
<td>3</td>
<td>7</td>
<td>3</td>
</tr>
<tr>
<td>The Granite Group</td>
<td>3</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>S. G. Torrice Corp.</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Rockingham Electric Company</td>
<td>2</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Total Air Supply</td>
<td>2</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>United Refrigeration</td>
<td>2</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>F.W. Webb</td>
<td>11</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Granite Group</td>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>S. G. Torrice Corp.</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>API of NH</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ferguson Enterprises</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>S. G. Torrice Corp.</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rexel</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Heating Specialties of NH</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Northeast Electrical Distributors</td>
<td>2</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### FIGURE 3.3: TOP PERFORMING PARTNER LOCATIONS NATIONWIDE IN BINS RETURNED 2014-2017

<table>
<thead>
<tr>
<th>Location</th>
<th>2014 Bins</th>
<th>Location</th>
<th>2016 Bins</th>
</tr>
</thead>
<tbody>
<tr>
<td>R. E. Michel Company</td>
<td>461</td>
<td>Johnstone Supply</td>
<td>444</td>
</tr>
<tr>
<td>Johnstone Supply</td>
<td>460</td>
<td>R. E. Michel Company</td>
<td>292</td>
</tr>
<tr>
<td>US Air Conditioning Distributors</td>
<td>127</td>
<td>United Refrigeration</td>
<td>237</td>
</tr>
<tr>
<td>Ferguson Enterprises</td>
<td>119</td>
<td>Lennox Industries Inc.</td>
<td>131</td>
</tr>
<tr>
<td>United Refrigeration</td>
<td>114</td>
<td>Ferguson Enterprises</td>
<td>104</td>
</tr>
<tr>
<td>Goodman Distribution Inc.</td>
<td>95</td>
<td>US Air Conditioning Distributors</td>
<td>70</td>
</tr>
<tr>
<td>Honeywell Inc.</td>
<td>77</td>
<td>Ace Supply Co. Inc.</td>
<td>66</td>
</tr>
<tr>
<td>Gustave A Larson Company</td>
<td>67</td>
<td>Goodman Distribution, Inc.</td>
<td>66</td>
</tr>
<tr>
<td>Refrigeration Supplies Distributor</td>
<td>60</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lennox Industries Inc.</td>
<td>60</td>
<td></td>
<td></td>
</tr>
<tr>
<td>C.C. Dickson Company</td>
<td>55</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Location</td>
<td>2015 Bins</td>
<td>Location</td>
<td>2017 Bins</td>
</tr>
<tr>
<td>Johnstone Supply</td>
<td>519</td>
<td>Johnstone Supply</td>
<td>515</td>
</tr>
<tr>
<td>R. E. Michel Company</td>
<td>336</td>
<td>R. E. Michel Company</td>
<td>285</td>
</tr>
<tr>
<td>Ferguson Enterprises</td>
<td>184</td>
<td>United Refrigeration</td>
<td>192</td>
</tr>
<tr>
<td>United Refrigeration</td>
<td>176</td>
<td>Ferguson Enterprises</td>
<td>144</td>
</tr>
<tr>
<td>US Air Conditioning Distributors</td>
<td>106</td>
<td>Lennox Parts Plus</td>
<td>89</td>
</tr>
<tr>
<td>Goodman Distribution Inc.</td>
<td>70</td>
<td>US Air Conditioning Distributors</td>
<td>73</td>
</tr>
<tr>
<td>Gustave A Larson Company</td>
<td>62</td>
<td>Refrigeration Supplies Distributor</td>
<td>71</td>
</tr>
<tr>
<td>Refrigeration Supplies Distributor</td>
<td>54</td>
<td>F.W. Webb</td>
<td>47</td>
</tr>
<tr>
<td>Lennox Industries Inc</td>
<td>51</td>
<td>Baker Distributing Company</td>
<td>46</td>
</tr>
<tr>
<td>Baker Distributing Company</td>
<td>50</td>
<td>Refrigeration Supplies Distributor</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Goodman Distribution</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sid Harvey Industries</td>
<td></td>
</tr>
</tbody>
</table>
Figure 3.4 displays the total percentage of locations per state and for the entire US with a bin that participated in the program in 2017 (participation is defined as sending back at least one bin). In 2017, 27% of the locations in NH returned a bin compared to a national average of 32%. The state with the highest percentage of locations returning a bin in 2017 was RI (61%).

**FIGURE 3.4: PERCENTAGE OF LOCATIONS RETURNING A BIN IN 2017**
Figure 3.5 compares the state and national rates for several analytics in 2017. These include: the total whole thermostats, bins, and loose switches collected, the number of thermostats collected by total locations and per participating location, the number of thermostats per bin returned on average in 2017, the equivalent average, the number of mercury thermostat equivalents returned in 2017 and finally the percent change in mercury thermostat conversion from 2016 to 2017. The equivalent average is an average of the number of switches in whole thermostats collected in the state, and it is used to calculate the number of thermostats represented by returned loose switches. The thermostat equivalent number includes the totals of whole thermostats returned plus the number of thermostats estimated from loose switches.

### FIGURE 3.5: COMPARISON OF STATES AND US AVERAGE AMONG SEVERAL CATEGORIES

<table>
<thead>
<tr>
<th>State</th>
<th>Whole Thermostats</th>
<th>Bins</th>
<th>Loose Switches</th>
<th>Thermostat returned per total # of locations with bins</th>
<th>Average Thermostats per bin</th>
<th>Average Thermostats collected per location that returned at least one bin in 2017</th>
<th>Equivalent Average</th>
<th>Thermostat Equivalents in 2017</th>
<th>% Change over 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA</td>
<td>17,976</td>
<td>637</td>
<td>2,588</td>
<td>19</td>
<td>28</td>
<td>43</td>
<td>1.8111</td>
<td>19,405</td>
<td>20%</td>
</tr>
<tr>
<td>CT</td>
<td>4,246</td>
<td>101</td>
<td>1,798</td>
<td>19</td>
<td>42</td>
<td>62</td>
<td>1.2302</td>
<td>5,708</td>
<td>115%</td>
</tr>
<tr>
<td>IA</td>
<td>3,152</td>
<td>61</td>
<td>107</td>
<td>19</td>
<td>42</td>
<td>62</td>
<td>1.2302</td>
<td>5,708</td>
<td>115%</td>
</tr>
<tr>
<td>IL</td>
<td>10,671</td>
<td>284</td>
<td>1,069</td>
<td>18</td>
<td>38</td>
<td>73</td>
<td>1.1680</td>
<td>3,244</td>
<td>44%</td>
</tr>
<tr>
<td>MA</td>
<td>8,444</td>
<td>166</td>
<td>628</td>
<td>25</td>
<td>51</td>
<td>73</td>
<td>1.2154</td>
<td>8,961</td>
<td>61%</td>
</tr>
<tr>
<td>ME</td>
<td>3,956</td>
<td>121</td>
<td>30</td>
<td>16</td>
<td>33</td>
<td>41</td>
<td>1.0660</td>
<td>3,984</td>
<td>-18%</td>
</tr>
<tr>
<td>MN</td>
<td>8,471</td>
<td>120</td>
<td>586</td>
<td>55</td>
<td>71</td>
<td>114</td>
<td>1.2265</td>
<td>8,949</td>
<td>-7%</td>
</tr>
<tr>
<td>MT</td>
<td>173</td>
<td>7</td>
<td>1</td>
<td>6</td>
<td>25</td>
<td>25</td>
<td>1.0603</td>
<td>174</td>
<td>-64%</td>
</tr>
<tr>
<td>NH</td>
<td>2,420</td>
<td>63</td>
<td>113</td>
<td>11</td>
<td>38</td>
<td>42</td>
<td>1.1251</td>
<td>2,520</td>
<td>0%</td>
</tr>
<tr>
<td>NY</td>
<td>7,703</td>
<td>204</td>
<td>618</td>
<td>15</td>
<td>38</td>
<td>51</td>
<td>1.4685</td>
<td>8,124</td>
<td>12%</td>
</tr>
<tr>
<td>PA</td>
<td>10,674</td>
<td>210</td>
<td>576</td>
<td>29</td>
<td>51</td>
<td>71</td>
<td>1.3738</td>
<td>11,093</td>
<td>10%</td>
</tr>
<tr>
<td>RI</td>
<td>3,028</td>
<td>55</td>
<td>86</td>
<td>51</td>
<td>55</td>
<td>84</td>
<td>1.1031</td>
<td>3,106</td>
<td>-19%</td>
</tr>
<tr>
<td>VT</td>
<td>2,579</td>
<td>130</td>
<td>24</td>
<td>12</td>
<td>20</td>
<td>23</td>
<td>0.9096</td>
<td>2,605</td>
<td>13%</td>
</tr>
<tr>
<td>US Avg.</td>
<td>6,423</td>
<td>166</td>
<td>633</td>
<td>23</td>
<td>42</td>
<td>58</td>
<td>1.4461</td>
<td>6,881</td>
<td>14%</td>
</tr>
</tbody>
</table>
Figure 3.6 further compares this state and national data by showing how each state ranked in each of these categories, from highest to lowest. New Hampshire ranked in the bottom half and below the US average in every category.

**FIGURE 3.6: COMPARISON OF STATES AND US AVERAGE AMONG SEVERAL CATEGORIES, RANKINGS**

<table>
<thead>
<tr>
<th>Whole Thermostats</th>
<th>Bins</th>
<th>Loose Switches</th>
<th>Thermostats returned per total # of locations with bins</th>
<th>Average Thermostats per bin</th>
<th>Average Thermostats collected per location that returned at least one bin in 2017</th>
<th>Equivalent Average</th>
<th>Thermostat Equivalents in 2017</th>
<th>% Change over 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CA</td>
<td>CA</td>
<td>CA</td>
<td>MN</td>
<td>CA</td>
<td>CA</td>
<td>CA</td>
<td>CT</td>
</tr>
<tr>
<td>2</td>
<td>PA</td>
<td>IL</td>
<td>CT</td>
<td>RI</td>
<td>RI</td>
<td>RI</td>
<td>RI</td>
<td>NY</td>
</tr>
<tr>
<td>3</td>
<td>IL</td>
<td>PA</td>
<td>IL</td>
<td>PA</td>
<td>IA</td>
<td>IA</td>
<td>US Avg.</td>
<td>PA</td>
</tr>
<tr>
<td>4</td>
<td>MN</td>
<td>NY</td>
<td>US Avg.</td>
<td>IA</td>
<td>MA</td>
<td>MA</td>
<td>MA</td>
<td>PA</td>
</tr>
<tr>
<td>5</td>
<td>MA</td>
<td>US Avg.</td>
<td>MA</td>
<td>PA</td>
<td>MA</td>
<td>PA</td>
<td>MA</td>
<td>CA</td>
</tr>
<tr>
<td>6</td>
<td>NY</td>
<td>MA</td>
<td>NY</td>
<td>CT</td>
<td>CT</td>
<td>CT</td>
<td>MN</td>
<td>NY</td>
</tr>
<tr>
<td>8</td>
<td>CT</td>
<td>ME</td>
<td>PA</td>
<td>CA</td>
<td>NH</td>
<td>NY</td>
<td>IL</td>
<td>CT</td>
</tr>
<tr>
<td>9</td>
<td>ME</td>
<td>MN</td>
<td>NH</td>
<td>IL</td>
<td>NY</td>
<td>IL</td>
<td>IA</td>
<td>ME</td>
</tr>
<tr>
<td>10</td>
<td>IA</td>
<td>CT</td>
<td>IA</td>
<td>ME</td>
<td>IL</td>
<td>CA</td>
<td>NH</td>
<td>IA</td>
</tr>
<tr>
<td>11</td>
<td>RI</td>
<td>NH</td>
<td>RI</td>
<td>NY</td>
<td>ME</td>
<td>NH</td>
<td>RI</td>
<td>RI</td>
</tr>
<tr>
<td>12</td>
<td>VT</td>
<td>IA</td>
<td>ME</td>
<td>VT</td>
<td>CA</td>
<td>ME</td>
<td>ME</td>
<td>VT</td>
</tr>
<tr>
<td>13</td>
<td>NH</td>
<td>RI</td>
<td>VT</td>
<td>NH</td>
<td>MT</td>
<td>MT</td>
<td>MT</td>
<td>NH</td>
</tr>
<tr>
<td>14</td>
<td>MT</td>
<td>MT</td>
<td>VT</td>
<td>MT</td>
<td>VT</td>
<td>VT</td>
<td>VT</td>
<td>MT</td>
</tr>
</tbody>
</table>
2017 COLLECTIONS BY BRAND

In New Hampshire, Thermostat Recycling Corporation (TRC) recovered the equivalent of 2,520 mercury thermostats from 2,420 whole mercury thermostats plus 113 mercury switches removed from thermostats. A total of 18.1 pounds of mercury was diverted from solid waste. *Please note the explanation of the converted thermostats or thermostat equivalents below. An example of the mercury ampoule is shown in [Figure 4.0].

Figure 4.0

As required by the state statute, a table of thermostat brand holder with the corresponding thermostats, count of switches and pounds of mercury recycled is below. It is important to note that there still remain non-members whose thermostats the TRC collection program recycles. They are listed in the table as “Non-Member Brands”.

---

4 A mercury thermostat contains a variable amount of mercury ampoules or “switches” attached to the subbase of the thermostat. These glass ampoules often times are collected in the recycling container without the intact thermostat attached to them. TRC collects and counts these loose ampoules and recycles them. To derive the converted thermostat or thermostat equivalent, the program takes the following calculations to develop the converted thermostat or thermostat equivalent. First, TRC will count the total whole (intact) thermostats collected in the recycling bins. From these units, there is an intact ampoules count. TRC then takes the intact ampoules divided by the whole (intact) thermostats or otherwise known as the conversion ratio. After the conversion ratio is calculated, TRC will multiply the loose mercury switches by the conversion ratio. Lastly, we add this result to the whole (intact) thermostats to produce the converted thermostats or thermostat equivalents.
<table>
<thead>
<tr>
<th><strong>Brand Holder</strong></th>
<th><strong>Thermostats</strong></th>
<th><strong>Count Switches</strong></th>
<th><strong>Pounds Mercury</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bard Manufacturing Company</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Burnham Holdings, Inc</td>
<td>8</td>
<td>8</td>
<td>0.05</td>
</tr>
<tr>
<td>Carrier Corporation</td>
<td>16</td>
<td>29</td>
<td>0.18</td>
</tr>
<tr>
<td>Chromalox</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Climate Master, Inc.</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Crane Company</td>
<td>1</td>
<td>4</td>
<td>0.02</td>
</tr>
<tr>
<td>ecobee</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Emerson Electric Corporation/White Rodgers</td>
<td>118</td>
<td>130</td>
<td>0.81</td>
</tr>
<tr>
<td>Empire Comfort Systems</td>
<td>2</td>
<td>2</td>
<td>0.01</td>
</tr>
<tr>
<td>General Electric Corporation</td>
<td>14</td>
<td>44</td>
<td>0.27</td>
</tr>
<tr>
<td>Goodman Global</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Honeywell Corporation</td>
<td>2,149</td>
<td>2,434</td>
<td>15.09</td>
</tr>
<tr>
<td>Hunter Fan Company</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>ITT Corporation</td>
<td>4</td>
<td>4</td>
<td>0.02</td>
</tr>
<tr>
<td>Lear Siegler (Original Charter Corporation)</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Lennox International Inc.</td>
<td>13</td>
<td>16</td>
<td>0.10</td>
</tr>
<tr>
<td>Lux Products Corporation</td>
<td>9</td>
<td>9</td>
<td>0.06</td>
</tr>
<tr>
<td>Marley-Wylain Company</td>
<td>2</td>
<td>2</td>
<td>0.01</td>
</tr>
<tr>
<td>McQuay International</td>
<td>1</td>
<td>2</td>
<td>0.01</td>
</tr>
<tr>
<td>Nest</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Nortek Global HVAC, LLC</td>
<td>5</td>
<td>5</td>
<td>0.03</td>
</tr>
<tr>
<td>Rheem Manufacturing Company</td>
<td>1</td>
<td>1</td>
<td>0.01</td>
</tr>
<tr>
<td>Schneider Electric Systems USA</td>
<td>6</td>
<td>8</td>
<td>0.05</td>
</tr>
<tr>
<td>Sears Holdings</td>
<td>9</td>
<td>11</td>
<td>0.07</td>
</tr>
<tr>
<td>Taco Comfort Solutions</td>
<td>2</td>
<td>2</td>
<td>0.01</td>
</tr>
<tr>
<td>TPI Corporation</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Trane Residential Systems</td>
<td>19</td>
<td>36</td>
<td>0.22</td>
</tr>
<tr>
<td>Uponor, Inc.</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>Vaillant Corporation</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>W. W. Grainger</td>
<td>3</td>
<td>6</td>
<td>0.04</td>
</tr>
<tr>
<td>York/Johnson Controls</td>
<td>25</td>
<td>42</td>
<td>0.26</td>
</tr>
<tr>
<td><strong>Non-Member Brands</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AMERICAN STABILIS</td>
<td>4</td>
<td>4</td>
<td>0.02</td>
</tr>
<tr>
<td>energy kinetics</td>
<td>4</td>
<td>4</td>
<td>0.02</td>
</tr>
<tr>
<td><strong>NOM (Manufacturer not identifiable)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loose Switches</td>
<td>0</td>
<td>113</td>
<td>0.70</td>
</tr>
<tr>
<td>NOM</td>
<td>5</td>
<td>9</td>
<td>0.06</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>2,420</td>
<td>2,925</td>
<td>18.14</td>
</tr>
</tbody>
</table>
2017 ACCOUNTING OF THE PROGRAM EXPENSES

Below is a summary of program expenses for the New Hampshire collection program in 2017. 2017 program expenses are unaudited and are for management purposes only. Prior to submittal of this annual report, the expenses were reviewed by Halt, Buzas & Powell, LTD.

<table>
<thead>
<tr>
<th>Program Component</th>
<th>2016</th>
<th>2017</th>
<th>Difference ($’s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Expense for Marketing &amp; Outreach</td>
<td>3,045</td>
<td>5,142</td>
<td>2,097</td>
</tr>
<tr>
<td>Incentive/Promotional Payments</td>
<td>-</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Legal</td>
<td>-</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>New Collection Containers</td>
<td>-</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Recycling Costs</td>
<td>3,032</td>
<td>9,328</td>
<td>6,296</td>
</tr>
<tr>
<td>Travel</td>
<td>55</td>
<td>-</td>
<td>(55)</td>
</tr>
<tr>
<td>TRC Staff and Administration</td>
<td>5,489</td>
<td>619</td>
<td>(4,870)</td>
</tr>
<tr>
<td><strong>Total (expenses)</strong></td>
<td><strong>11,621</strong></td>
<td><strong>15,090</strong></td>
<td><strong>3,469</strong></td>
</tr>
</tbody>
</table>

**TRC Staff and Administration:** Any costs for a specific state will take the hours worked at the TRC employee level multiplied by each individual’s hourly rate.
2017 EDUCATION AND OUTREACH

DIRECT MARKETING (EMAIL, MAIL, OTHER COMMUNICATIONS)

Current Collection Locations

Collection Containers - From Big Bins to Small Pails.

- TRC shipped 11 NEW small pails and 6 NEW large bins.

The large, green bins which have been the staple of the program, continued to be replenished to collection locations throughout the state. Often times these new bin orders coincide with Accounts that open new stores, move or lose their existing containers.

Collection Location Outbound Phone Calls

- Completed 110 calls to encourage returning the recycling container compared to 22 a year prior. A copy of the sites called can be found in the Appendix section of the annual report.

Collection Location Postcards

- Mailed 362 reminder postcards to ship the compared to 282 a year prior.
- Emailed 39 collection locations three weeks after receiving the postcard.

Collection Location Site Visits

- Visited 29 collection locations compared to zero in 2016. A copy of the sites called can be found in the Appendix section of the annual report.

HVAC Industry

- HARDI wholesale branch location clean-out mailing. Mailed 35 direct letters to wholesale distributors to direct them to clean-out any remaining mercury thermostat inventory.

Utility Industry

- Developed a list of utility driven energy efficiency projects geared towards thermostat replacements and rebates/incentives. The list to be worked on in 2018.
- Sent an informational email to known utility implementers on the program.
- Directly marketed to 5 community action agencies.
Household Hazardous Waste (HHW) Industry
- Emailed a Wheelabrator facility located in state
- Scoured google alerts for new HHW facilities openings or events to target phone call or email outreach to encourage them to use program.

ADVERTISING

Print Advertising

ACHR News
- Field Served: All branches of the air conditioning, heating and refrigeration industry (residential, commercial and industrial) including contractors, dealers, distributors, wholesalers, manufacturers, consulting engineers and architects, public utilities, government agencies and associations, exporters and importers, industrial and commercial buyers and users, libraries, schools, students and others allied to the field.
- Circulation: 178
- 2/3rd page Square, BW Ad (6" x 8"
- June 26th issue: High End HVAC; closes June 10th
- October 23rd issue: Thermostats; closes October 5th

Distribution Center Magazine
- Field Served: As the official publication of HARDI, Distribution Center is the primary source for editorial commentary, content and resources designed to enhance the success and effectiveness of HVACR wholesale distribution.
- Circulation: (New England) 829
- 2/3rd page, BW ad (5.875" x 11.75"
- June issue: The Legislative Issue; closes May 12th
- October Issue: HARDI’s Annual Conference Pre-Show Issue; closes September 15th

BOMA Magazine [Figure 4.1]
- Field Served: Official publication of the Building Owners and Managers Association. BOMA’s readers own or manage more than 80% of all prime commercial properties and facilities in North America. The magazine reaches building owners, managers, developers, asset managers, corporate facility managers and government real-estate officials.
- Circulation: 8
- May / June Issue (Full page, 4C - 8" x 10")
  - Green Guide Cover Story: Smart Buildings and Sustainability
  - Annual Conference Preview
- 2017 BOMA International Conference and Expo Directory and Show Guide
Distribution at Nashville Conference
- 2017 TOBY Magazine Issue
  - Special annual publication recognizing the nominees of the TOBY Awards

Figure 4.1

Facilities Management Journal (FMJ)
- Circulation: (Northeast) 3,161
- July / August (Full page, 4C - 8.5" x 10.875")
  - Safety, Security and Risk
- September / October issue
  - People, Process and Place
  - Bonus Distribution at IFMA World Workplace Conference and Expo in Houston
Affordable Housing Finance [Figure 4.2]

- Field Served: Services the affordable housing development and real estate finance industries, including owners, developers, builders, property managers, government agencies, community development financial institutions, legal and accounting services and others allied to the field.
- Circulation: 52
- June Issue
  - 1/2 Page Vertical, 4C (3.375” x 10”)
  - Workforce Housing
  - State Housing Finance Agency Roundtable
  - Bonus distribution at NAA Education Conference & Expo and NCSHA Housing Credit Conference and Marketplace
- November / December
  - Best Practices: Finance, Design and Operations
  - Capital Markets outlook
  - 2017 Review and 2018 Forecast

Figure 4.2

![Image of Mercury Thermostat Recycling Corporation]

BECAUSE OF PEOPLE LIKE YOU, THERE ARE
OVER 2.1 MILLION FEWER MERCURY THERMOSTATS IN THE UNITED STATES.
KEEP 'EM COMING.
Digital Advertising

Green Living Network: Contains more than 200 websites designed to target users that lead an organic and green lifestyle. The websites in this network cover topics such as vegan and vegetarian recipes, organic foods, recycling tips, arts and crafts, gardening and more.

Moms and Families Network: Consists of more than 600 websites with content designed to target active mothers as they browse online. These sites provide a wide variety of topics such as fitness, children’s health, women’s health, education, child activities, healthy lifestyles, parenting, food and cooking and more.

Working Man Network: Has more than 300 sites targeting blue collared workers online. The websites in this network reach this group of manual workers through sites focusing on cars and trucks, country living, sports, career and education resources, manufacturing and construction, local news sites, outdoors and much more.

Ad Network Delivery Summary
- Impressions: 638,211
- Clicks: 475
- Click Through Rate: 0.07% (1.06x the national average)
- Engagement Rate 0.07%

Google AdWords
- Impressions: 148,628
- Interaction: 527
- Clicks: 527
- Click Through Rate: 0.38%

Social Media

Facebook: Adults 18+, Cleaning and Maintenance, Installation and Repair and Consumer Services categories were targeted.

Press Releases

- On Oct 19, 2017, TRC released the “Thermostat Recycling Corporation and Wheelabrator Technologies Team Up to Recycle Mercury Thermostats in Massachusetts”.
2018 PROGRAM MODIFICATIONS

Thermostat Recycling Corporation’s New Hampshire Planned Activities:

1. Continue the program’s operational activities such as outbound phone calls, mailing reminder postcards, and visiting sites. Use collection data trends to target these initiatives.

2. Continue advertising which promotes the program’s collection network and definition of new potential collection partners.

3. Target three key industries, Utilities, the waste-related sector, and HVAC.

4. Look for opportunities to switch collection points to small pails.
2017 NEW HAMPSHIRE ANNUAL REPORT

Thermostat Recycling Corporation Headquarters
500 Office Center Drive – Suite 400 | Fort Washington, PA 19034
1-888-266-0550
www.thermostat-recycle.org

Questions about this annual report?

Contact:
Ryan L. Kiscaden, Executive Director
(P) 267-513-1727
(E) ryan.kiscaden@thermostat-recycle.org

All state specific annual reports are posted on our website at the following weblink:
https://www.thermostat-recycle.org/resources/media_center

Recycle every mercury thermostat, every time.
HOW MERCURY THERMOSTAT WASTE IS HANDLED

WASTE MERCURY-ADDED THERMOSTAT MANAGEMENT THROUGH VEOLIA ES TECHNICAL SOLUTIONS, LLC.

Beginning December 19, 2016, bins with waste mercury-switch thermostats were received at a new fulfillment/inventory center in Port Washington, Wisconsin (WIR000130591). The facility is owned and operated by Veolia ES Technical Solutions, L.L.C. (Veolia) under contract with TRC.

All recycling containers, including pails and bins are received at the loading dock and sent to the TRC inventory area. The bin and plastic liner are opened and the contents are identified, sorted, and tallied. The following data is recorded for each bin returned and processed: bin number, business name (location name), city, state, zip code, date returned, number of thermostats and mercury switches by manufacturer and any non-conforming material.

The containers are returned to the location that sent it in with a new prepaid address label within 72 hours of receipt. The thermostats are stored and staged in a plastic lined carton in a storage area for final processing. The containers are dated and processed in order received, first in-first out.

The thermostats and any loose bulb collected from the bins are consolidated into a special 55-gallon drum which is labeled and dated according to regulations. The drum is sealed with a band and is only opened when contents are being added to it. Special negative pressure venting assures any fumes are captured and vented when the drum is opened.

The 55-gallon drum is then shipped to Veolia’s mercury recovery facility (WID988566543) for final processing of the mercury ampoules (switches) Veolia Environmental Services meets or exceeds all local, state, federal and EPA regulations for the management of the product.

The containers are returned from the storage area to the mercury recovery processing area to have the mercury bulbs removed from the plastic housing. Universal Waste Regulations require the recycling and disposal of waste within 12 months of acceptance at the processing facility.

Small quantities of thermostats are removed from the container, which is then closed again, a spillage. The bulbs are removed from the thermostats and placed into processing vessel at the work station. Once the processing vessel is full, the vessel is loaded into the mercury recovery retort oven.

If a bulb breaks and the mercury spills, the work area is designed to contain the spillage and the operators are trained in the clean-up and disposal of mercury. The TRC inventory and processing areas are equipped with special mercury vacuum cleaners and the work area is vacuumed at the end of the work day to assure that any spillage is cleaned up and not left to evaporate.
Veolia meets or exceeds all local, state, federal and EPA regulations for the management of the product. The mercury recovery facility and process are permitted by the Wisconsin Department of Natural Resources. Veolia’s approvals for mercury recovery/recycling include:

- EPA - identification WID988566543
- Hazardous Waste Storage License #6008
- Hazardous Waste Treatment License (Mercury Recovery Operations) #4585
- Air Operation Permit #246076050-S01
- Storm Water General Permit #WI-S067857-4

In addition to the regulatory permits, both Veolia Port Washington facilities have developed and maintains management systems in accordance with ISO 14001-2004, OHSAS 18001-2007, and Responsible Recycling (R2:2013) Practice. All persons who handle mercury thermostats as part of the TRC operation receive training in the handling of Hazardous Waste and Universal Waste.

The mercury containing ampules are retorted at Veolia’s Port Washington Mineral Springs facility. The mercury is removed during the retort process. The post retort debris consists of broken glass ampules. The debris is tested for residual mercury to document the removal of the mercury to levels below the US EPA Land Disposal Restriction (LDR) levels. The debris is then disposal of as a non-hazardous solid waste at Advanced Disposal Glacier Ridge Landfill, LLC in Horicon, Wisconsin.

A site evaluation of the Veolia Processing Center in Port Washington, WI was conducted by TRC staffer, Danielle Myers, in early October 2017. From this audit, a new design flow for processing bins was discovered, as well as more efficient ways to return bins back to participating facilities and contractors. Updates to packaging instructions were also a result, and will include new marketing collateral, incentives, and small pails.
**Form 990**

**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

- Do not enter social security numbers on this form as it may be made public.
- Information about Form 990 and its instructions is at www.irs.gov/form990

**For the 2016 calendar year, or tax year beginning and ending**

**C Name of organization**

**THERMOSTAT RECYCLING CORPORATION**

Doing business as **TRC**

**500 OFFICE CENTER DRIVE**

City or town, state or province, country, and ZIP or foreign postal code **FORT WASHINGTON, PA 19034**

**NAME AND ADDRESS OF PRINCIPAL OFFICER:**

**RYAN KISCADEN**

SAME AS C ABOVE

**D Employer identification number**

**54-1830284**

**E Telephone number**

**888-266-0550**

**G Gross receipts**

**2,920,513.**

**H(a) Is this a group return**

**Yes [X]**

**H(b) Are all subordinates included**

**Yes [X]**

If "No," attach a list (see instructions)

**H(c) Group exemption number**


**J Website:** [WWW.THERMOSTAT-RECYCLE.ORG](http://WWW.THERMOSTAT-RECYCLE.ORG)

**K Form of organization:** **[X] Corporation**

**M State of legal domicile:** **DE**

### Part I Summary

1. Briefly describe the organization's mission or most significant activities: **TO PROMOTE THE SAFE COLLECTION AND PROPER DISPOSAL OF MERCURY-CONTAINING THERMOSTATS.**

2. Check this box [ ] if the organization discontinued its operations or disposed of more than 25% of its net assets.

3. Number of voting members of the governing body (Part VI, line 1a) **3**

4. Number of independent voting members of the governing body (Part VI, line 1b) **3**

5. Total number of employees in calendar year 2016 (Part V, line 2a) **6**

6. Total number of volunteers (estimate if necessary) **0**

7a. Total unrelated business revenue from Part VIII, column (C), line 12 **0**

7b. Net unrelated business taxable income from Form 990-T, line 34 **0**

### Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Prior Year</th>
<th>Current Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants (Part VIII, line 11h)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program service revenue (Part VIII, line 2g)</td>
<td>1,622,964</td>
<td>2,920,228</td>
</tr>
<tr>
<td>Investment income (Part VIII, column (A), lines 3, 4, and 7d)</td>
<td>234.</td>
<td>285.</td>
</tr>
<tr>
<td>Other revenue (Part VIII, column (A), lines 5, 6d, 6e, 9c, 10c, and 11e)</td>
<td>0.</td>
<td>0.</td>
</tr>
<tr>
<td>Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)</td>
<td>1,623,198</td>
<td>2,920,513</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Prior Year</th>
<th>Current Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants and similar amounts paid (Part IX, column (A), lines 1-3)</td>
<td>0.</td>
<td>0.</td>
</tr>
<tr>
<td>Benefits paid to or for members (Part IX, column (A), line 4)</td>
<td>0.</td>
<td>0.</td>
</tr>
<tr>
<td>Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)</td>
<td>456,176</td>
<td>334,899</td>
</tr>
<tr>
<td>Professional fundraising fees (Part IX, column (A), line 11e)</td>
<td>0.</td>
<td>0.</td>
</tr>
<tr>
<td>b Total fundraising expenses (Part IX, column (D), line 25)</td>
<td>0.</td>
<td>0.</td>
</tr>
<tr>
<td>Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)</td>
<td>932,404</td>
<td>1,943,085</td>
</tr>
<tr>
<td>Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)</td>
<td>1,388,580</td>
<td>2,277,984</td>
</tr>
<tr>
<td>Revenue less expenses. Subtract line 18 from line 12</td>
<td>234,618</td>
<td>642,529</td>
</tr>
</tbody>
</table>

### Net Assets or Fund Balances

<table>
<thead>
<tr>
<th>Description</th>
<th>Beginning of Current Year</th>
<th>End of Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets (Part X, line 16)</td>
<td>642,843</td>
<td>1,263,712</td>
</tr>
<tr>
<td>Total liabilities (Part X, line 26)</td>
<td>388,046</td>
<td>366,386</td>
</tr>
<tr>
<td>Net assets or fund balances. Subtract line 21 from line 20</td>
<td>254,797</td>
<td>897,326</td>
</tr>
</tbody>
</table>

### Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

**Sign Here**

**RYAN KISCADEN, EXECUTIVE DIRECTOR**

**Print/Type preparer's name**

**JEFFREY A. SMITH, CPA**

**Preparer's signature**

**Date**

**Check if entity-prepared**

**PTIN**

**P00139935**

**Preparer's EIN**

**45-4037800**

**Company address**

**BURDETTE SMITH & RISH LLC**

**Use Only**

**4035 RIDGE TOP ROAD, SUITE 550**

**FAIRFAX, VA 22030-7411**

**Phone**

**703-591-5200**

May the IRS discuss this return with the preparer shown above? (see instructions)

**[X] Yes [ ] No**

**Form 990 (2016)**

**Date of Filing**

**11/11/16**

**LHA For Paperwork Reduction Act Notice, see the separate instructions.**
The organization's mission:
THE THERMOSTAT RECYCLING CORPORATION (TRC) IS A NON-PROFIT ORGANIZATION THAT FACILITATES AND MANAGES THE COLLECTION AND PROPER DISPOSAL OF MERCURY-CONTAINING THERMOSTATS.

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  
Yes  No

If "Yes," describe these new services on Schedule O.

Did the organization cease conducting, or make significant changes in how it conducts, any program services?  
Yes  No

If "Yes," describe these changes on Schedule O.

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a  (Code:  ) (Expenses $ 2,095,746, including grants of $ ) (Revenue $ 2,920,228.)
TRC FACILITATES THE PROPER MANAGEMENT OF WASTE MERCURY THERMOSTATS BY PROVIDING RECYCLING CONTAINERS FOR THE COLLECTION AND TRANSPORT OF WASTE MERCURY THERMOSTATS TO ELIGIBLE COLLECTION SITES IN ALL U.S. STATES EXCEPT ALASKA AND HAWAII. TRC ALSO CONDUCTS AN EDUCATIONAL CAMPAIGN PROMOTING THE PROPER MANAGEMENT OF WASTE MERCURY THERMOSTATS. SINCE TRC'S FOUNDING, TRC HAS COLLECTED OVER 2,100,000 MERCURY-CONTAINING THERMOSTATS WHICH HAS KEPT 10 TONS OF MERCURY OUT OF THE WASTE SYSTEM.

4b  (Code:  ) (Expenses $ including grants of $ ) (Revenue $ )

4c  (Code:  ) (Expenses $ including grants of $ ) (Revenue $ )

4d  Other program services (Describe in Schedule O.)

(Expenses $ including grants of $ ) (Revenue $ )

4e  Total program service expenses $ 2,095,746.
<table>
<thead>
<tr>
<th>1</th>
<th>Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)?</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>If &quot;Yes,&quot; complete Schedule A</td>
<td>1</td>
<td>X</td>
</tr>
<tr>
<td>2</td>
<td>Is the organization required to complete Schedule B, Schedule of Contributors?</td>
<td>2</td>
<td>X</td>
</tr>
<tr>
<td>3</td>
<td>Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If &quot;Yes,&quot; complete Schedule C, Part I</td>
<td>3</td>
<td>X</td>
</tr>
<tr>
<td>4</td>
<td><strong>Section 501(c)(3) organizations.</strong> Did the organization engage in lobbying activities, or have a section 501(q) election in effect during the tax year? If &quot;Yes,&quot; complete Schedule C, Part II</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If &quot;Yes,&quot; complete Schedule C, Part III</td>
<td>5</td>
<td>X</td>
</tr>
<tr>
<td>6</td>
<td>Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If &quot;Yes,&quot; complete Schedule D, Part I</td>
<td>6</td>
<td>X</td>
</tr>
<tr>
<td>7</td>
<td>Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If &quot;Yes,&quot; complete Schedule D, Part II</td>
<td>7</td>
<td>X</td>
</tr>
<tr>
<td>8</td>
<td>Did the organization maintain collections of works of art, historical treasures, or other similar assets? If &quot;Yes,&quot; complete Schedule D, Part III</td>
<td>8</td>
<td>X</td>
</tr>
<tr>
<td>9</td>
<td>Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If &quot;Yes,&quot; complete Schedule D, Part IV</td>
<td>9</td>
<td>X</td>
</tr>
<tr>
<td>10</td>
<td>Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If &quot;Yes,&quot; complete Schedule D, Part V</td>
<td>10</td>
<td>X</td>
</tr>
<tr>
<td>11</td>
<td>If the organization's answer to any of the following questions is &quot;Yes,&quot; then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.</td>
<td>11a</td>
<td>X</td>
</tr>
<tr>
<td>a</td>
<td>Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If &quot;Yes,&quot; complete Schedule D, Part VI</td>
<td>11a</td>
<td>X</td>
</tr>
<tr>
<td>b</td>
<td>Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If &quot;Yes,&quot; complete Schedule D, Part VII</td>
<td>11b</td>
<td>X</td>
</tr>
<tr>
<td>c</td>
<td>Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If &quot;Yes,&quot; complete Schedule D, Part VIII</td>
<td>11c</td>
<td>X</td>
</tr>
<tr>
<td>d</td>
<td>Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If &quot;Yes,&quot; complete Schedule D, Part IX</td>
<td>11d</td>
<td>X</td>
</tr>
<tr>
<td>e</td>
<td>Did the organization report an amount for other liabilities in Part X, line 26? If &quot;Yes,&quot; complete Schedule D, Part X</td>
<td>11e</td>
<td>X</td>
</tr>
<tr>
<td>f</td>
<td>Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If &quot;Yes,&quot; complete Schedule D, Part X</td>
<td>11f</td>
<td>X</td>
</tr>
<tr>
<td>12a</td>
<td>Did the organization obtain separate, independent audited financial statements for the tax year? If &quot;Yes,&quot; complete Schedule D, Parts XI and XII</td>
<td>12a</td>
<td>X</td>
</tr>
<tr>
<td>b</td>
<td>Was the organization included in consolidated, independent audited financial statements for the tax year? If &quot;Yes,&quot; and if the organization answered &quot;No&quot; to line 12a, then completing Schedule D, Parts XI and XII is optional</td>
<td>12b</td>
<td>X</td>
</tr>
<tr>
<td>13</td>
<td>Is the organization a school described in section 170(b)(1)(A)(ii)? If &quot;Yes,&quot; complete Schedule E</td>
<td>13</td>
<td>X</td>
</tr>
<tr>
<td>14a</td>
<td>Did the organization maintain an office, employees, or agents outside of the United States?</td>
<td>14a</td>
<td></td>
</tr>
<tr>
<td>b</td>
<td>Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, education, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? If &quot;Yes,&quot; complete Schedule F, Parts I and IV</td>
<td>14b</td>
<td>X</td>
</tr>
<tr>
<td>15</td>
<td>Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? If &quot;Yes,&quot; complete Schedule F, Parts II and IV</td>
<td>15</td>
<td>X</td>
</tr>
<tr>
<td>16</td>
<td>Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? If &quot;Yes,&quot; complete Schedule F, Parts III and IV</td>
<td>16</td>
<td>X</td>
</tr>
<tr>
<td>17</td>
<td>Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If &quot;Yes,&quot; complete Schedule G, Part I</td>
<td>17</td>
<td>X</td>
</tr>
<tr>
<td>18</td>
<td>Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If &quot;Yes,&quot; complete Schedule G, Part II</td>
<td>18</td>
<td>X</td>
</tr>
<tr>
<td>19</td>
<td>Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? If &quot;Yes,&quot; complete Schedule G, Part III</td>
<td>19</td>
<td>X</td>
</tr>
<tr>
<td>20a</td>
<td>Did the organization operate one or more hospital facilities?  If &quot;Yes,&quot; complete Schedule H</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>20b</td>
<td>If &quot;Yes&quot; to line 20a, did the organization attach a copy of its audited financial statements to this return?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1?  If &quot;Yes,&quot; complete Schedule I, Parts I and II</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2?  If &quot;Yes,&quot; complete Schedule I, Parts I and III</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>Did the organization answer &quot;Yes&quot; to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees?  If &quot;Yes,&quot; complete Schedule J</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24a</td>
<td>Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002?  If &quot;Yes,&quot; answer lines 24b through 24d and complete Schedule K.  If &quot;No&quot;, go to line 25a</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>24b</td>
<td>Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24c</td>
<td>Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24d</td>
<td>Did the organization act as an &quot;on behalf of&quot; issuer for bonds outstanding at any time during the year?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25a</td>
<td>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year?  If &quot;Yes,&quot; complete Schedule L, Part I</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25b</td>
<td>Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ?  If &quot;Yes,&quot; complete Schedule L, Part I</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons?  If &quot;Yes,&quot; complete Schedule L, Part II</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons?  If &quot;Yes,&quot; complete Schedule L, Part III</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28a</td>
<td>A current or former officer, director, trustee, or key employee?  If &quot;Yes,&quot; complete Schedule L, Part IV</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>28b</td>
<td>A family member of a current or former officer, director, trustee, or key employee?  If &quot;Yes,&quot; complete Schedule L, Part IV</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>28c</td>
<td>An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner?  If &quot;Yes,&quot; complete Schedule L, Part IV</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>Did the organization receive more than $25,000 in non-cash contributions?  If &quot;Yes,&quot; complete Schedule M</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions?  If &quot;Yes,&quot; complete Schedule M</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>Did the organization liquidate, terminate, or dissolve and cease operations?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?  If &quot;Yes,&quot; complete Schedule N, Part I</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3?  If &quot;Yes,&quot; complete Schedule R, Part I</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>Was the organization related to any tax-exempt or taxable entity?  If &quot;Yes,&quot; complete Schedule R, Part II, III, or IV, and Part V, line 1</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>35a</td>
<td>Did the organization have a controlled entity within the meaning of section 512(b)(13)?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>35b</td>
<td>If &quot;Yes&quot; to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)?  If &quot;Yes,&quot; complete Schedule R, Part V, line 2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization?  If &quot;Yes,&quot; complete Schedule R, Part V, line 2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes?  If &quot;Yes,&quot; complete Schedule R, Part VI</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>

Note. All Form 990 filers are required to complete Schedule O.
### Part V: Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

<table>
<thead>
<tr>
<th>No.</th>
<th>Question</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>1a</td>
<td>Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>1b</td>
<td>Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>1c</td>
<td>Did the organization comply with backup withholding requirements for reportable payments to vendors and reportable gambling winnings to prize winners?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>2a</td>
<td>Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>2b</td>
<td>If at least one is reported on line 2a, did the organization file all required federal employment tax returns?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>3a</td>
<td>Did the organization have unrelated business gross income of $1,000 or more during the year?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>3b</td>
<td>If &quot;Yes,&quot; has it filed a Form 990-T for this year? If &quot;No,&quot; to line 3b, provide an explanation in Schedule O</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4a</td>
<td>At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>4b</td>
<td>If &quot;Yes,&quot; enter the name of the foreign country: ▶</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5a</td>
<td>Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>5b</td>
<td>Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>5c</td>
<td>If &quot;Yes,&quot; to line 5a or 5b, did the organization file Form 8886-T?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6a</td>
<td>Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>6b</td>
<td>If &quot;Yes,&quot; did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7a</td>
<td>Organizations that may receive deductible contributions under section 170(c).</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7b</td>
<td>Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7c</td>
<td>Did the organization notify the donor of the value of the goods or services provided?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7d</td>
<td>Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7e</td>
<td>Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>7f</td>
<td>Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>7g</td>
<td>If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7h</td>
<td>If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Sponsoring organizations maintaining donor advised funds.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9a</td>
<td>Did the sponsoring organization make any taxable distributions under section 4947?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9b</td>
<td>Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Section 501(c)(7) organizations. Enter:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10a</td>
<td>Initiation fees and capital contributions included on Part VIII, line 12</td>
<td>10a</td>
<td></td>
</tr>
<tr>
<td>10b</td>
<td>Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities</td>
<td>10b</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Section 501(c)(12) organizations. Enter:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11a</td>
<td>Gross income from members or shareholders</td>
<td>11a</td>
<td></td>
</tr>
<tr>
<td>11b</td>
<td>Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)</td>
<td>11b</td>
<td></td>
</tr>
<tr>
<td>12a</td>
<td>Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?</td>
<td>12a</td>
<td></td>
</tr>
<tr>
<td>12b</td>
<td>If &quot;Yes,&quot; enter the amount of tax-exempt interest received or accrued during the year</td>
<td>12b</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Section 501(c)(29) qualified nonprofit health insurance issuers.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13a</td>
<td>Is the organization licensed to issue qualified health plans in more than one state?</td>
<td>13a</td>
<td></td>
</tr>
<tr>
<td>13b</td>
<td>Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans</td>
<td>13b</td>
<td></td>
</tr>
<tr>
<td>13c</td>
<td>Enter the amount of reserves on hand</td>
<td>13c</td>
<td></td>
</tr>
<tr>
<td>14a</td>
<td>Did the organization receive any payments for indoor tanning services during the tax year?</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>14b</td>
<td>If &quot;Yes,&quot; has it filed a Form 720 to report these payments? If &quot;No,&quot; provide an explanation in Schedule O.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**Section A. Governing Body and Management**

<table>
<thead>
<tr>
<th>Question</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>1a Enter the number of voting members of the governing body at the end of the tax year</td>
<td>1a</td>
<td>3</td>
</tr>
<tr>
<td>If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1b Enter the number of voting members included in line 1a, above, who are independent</td>
<td>1b</td>
<td>3</td>
</tr>
<tr>
<td>2 Did any officer, director, trustee, or key employees have a family relationship or a business relationship with any other officer, director, trustee, or key employee?</td>
<td>2</td>
<td>X</td>
</tr>
<tr>
<td>3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?</td>
<td>3</td>
<td>X</td>
</tr>
<tr>
<td>4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?</td>
<td>4</td>
<td>X</td>
</tr>
<tr>
<td>5 Did the organization become aware during the year of a significant diversion of the organization's assets?</td>
<td>5</td>
<td>X</td>
</tr>
<tr>
<td>6 Did the organization have members or stockholders?</td>
<td>6</td>
<td>X</td>
</tr>
<tr>
<td>7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?</td>
<td>7a</td>
<td>X</td>
</tr>
<tr>
<td>b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?</td>
<td>7b</td>
<td>X</td>
</tr>
<tr>
<td>8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:</td>
<td>8</td>
<td>X</td>
</tr>
<tr>
<td>a The governing body?</td>
<td>8a</td>
<td>X</td>
</tr>
<tr>
<td>b Each committee with authority to act on behalf of the governing body?</td>
<td>8b</td>
<td>X</td>
</tr>
<tr>
<td>9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If &quot;Yes,&quot; provide the names and addresses in Schedule O.</td>
<td>9</td>
<td>X</td>
</tr>
</tbody>
</table>

**Section B. Policies** *(This Section B requests information about policies not required by the Internal Revenue Code.)*

<table>
<thead>
<tr>
<th>Question</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>10a Did the organization have local chapters, branches, or affiliates?</td>
<td>10a</td>
<td>X</td>
</tr>
<tr>
<td>b If &quot;Yes,&quot; did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?</td>
<td>10b</td>
<td></td>
</tr>
<tr>
<td>11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?</td>
<td>11a</td>
<td>X</td>
</tr>
<tr>
<td>b Describe in Schedule O the process, if any, by which the organization to review this Form 990.</td>
<td>11b</td>
<td></td>
</tr>
<tr>
<td>12a Did the organization have a written conflict of interest policy? If &quot;No,&quot; go to line 13</td>
<td>12a</td>
<td>X</td>
</tr>
<tr>
<td>b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?</td>
<td>12b</td>
<td>X</td>
</tr>
<tr>
<td>c Did the organization regularly and consistently monitor and enforce compliance with the policy? If &quot;Yes,&quot; describe in Schedule O how this was done</td>
<td>12c</td>
<td>X</td>
</tr>
<tr>
<td>13 Did the organization have a written whistleblower policy?</td>
<td>13</td>
<td>X</td>
</tr>
<tr>
<td>14 Did the organization have a written document retention and destruction policy?</td>
<td>14</td>
<td>X</td>
</tr>
<tr>
<td>15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?</td>
<td>15</td>
<td>X</td>
</tr>
<tr>
<td>a The organization's CEO, Executive Director, or top management official</td>
<td>15a</td>
<td>X</td>
</tr>
<tr>
<td>b Other officers or key employees of the organization</td>
<td>15b</td>
<td>X</td>
</tr>
<tr>
<td>If &quot;Yes&quot; to line 15a or 15b, describe the process in Schedule O (see Instructions).</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?</td>
<td>16a</td>
<td>X</td>
</tr>
<tr>
<td>b If &quot;Yes,&quot; did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?</td>
<td>16b</td>
<td>X</td>
</tr>
</tbody>
</table>

**Section C. Disclosure**

17 List the states with which a copy of this Form 990 is required to be filed: [ ] CA, [ ] MT, [ ] IL

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3) only) available for public inspection. Indicate how you made these available. Check all that apply.

- [ ] Own website
- [ ] Another's website [X]
- [ ] Upon request
- [ ] Other (explain in Schedule O)

19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records:

**RYAN KISCADEN - 888-266-0550**

500 OFFICE CENTER DRIVE, STE 400, FORT WASHINGTON, PA 19034
<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name and Title</td>
<td>Average hours per week</td>
<td>Position</td>
<td>Reportable compensation from the organization (W-2/1099-MISC)</td>
<td>Reportable compensation from related organizations (W-2/1099-MISC)</td>
<td>Estimated amount of other compensation from the organization and related organizations</td>
</tr>
<tr>
<td>Dan O'Donnell</td>
<td>2.50</td>
<td>Chair</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>John Sartain</td>
<td>2.50</td>
<td>Vice Chair</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Robert Munin</td>
<td>2.50</td>
<td>Treasurer</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Ryan Kisoden</td>
<td>40.00</td>
<td>Executive Director</td>
<td>113,808</td>
<td>0.00</td>
<td>516.00</td>
</tr>
<tr>
<td>(A) Name and title</td>
<td>(B) Average hours per week (list any hours for related organizations below line)</td>
<td>(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)</td>
<td>(D) Reportable compensation from the organization (W-2/1099-MISC)</td>
<td>(E) Reportable compensation from related organizations (W-2/1099-MISC)</td>
<td>(F) Estimated amount of other compensation from the organization and related organizations</td>
</tr>
<tr>
<td>-------------------</td>
<td>------------------------------------------</td>
<td>-------------------------------------------------</td>
<td>---------------------------------</td>
<td>----------------------</td>
<td>---------------------------------</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Individual status/property</td>
<td>Other</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Nonindividual status/property</td>
<td>Other</td>
<td>0.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>

1b Sub-total: 113,808. 0. 516.

c Total from continuation sheets to Part VII, Section A: 0. 0. 0.
d Total (add lines 1b and 1c): 113,808. 0. 516.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization: 1

3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual: Yes X

4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? If "Yes," complete Schedule J for such individual: X

5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person: X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

<table>
<thead>
<tr>
<th>(A) Name and business address</th>
<th>(B) Description of services</th>
<th>(C) Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>S. GRONER ASSOCIATES, INC., 100 W. BROADWAY, SUITE 290, LONG BEACH, CA 90802</td>
<td>MARKETING CONSULTING</td>
<td>895,000.</td>
</tr>
<tr>
<td>HONEYWELL INTERNATIONAL, 1985 DOUGLAS DRIVE, GOLDEN VALLEY, MN 55422-3992</td>
<td>ADMINISTRATIVE AND RECYCLING SERVICES</td>
<td>267,993.</td>
</tr>
<tr>
<td>NAVISTA, THE PUBLIC AFFAIRS GROUP, INC., 1156 FIFTEENTH STREET, NW, SUITE 800,</td>
<td>STRATEGIC COUNCIL AND PROJECT MANAGEMENT</td>
<td>130,621.</td>
</tr>
</tbody>
</table>

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization: 3
### Part VIII Statement of Revenue

#### (A) Total revenue

<table>
<thead>
<tr>
<th>(B) Related or exempt function revenue</th>
<th>(C) Unrelated business revenue</th>
<th>(D) Revenue excluded from tax under sections 512-514</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 a Federated campaigns 1e</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b Membership dues 1b</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c Fundraising events 1c</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d Related organizations 1d</td>
<td></td>
<td></td>
</tr>
<tr>
<td>e Government grants (contributions) 1e</td>
<td></td>
<td></td>
</tr>
<tr>
<td>f All other contributions, gifts, grants, and similar amounts not included above 1f</td>
<td></td>
<td></td>
</tr>
<tr>
<td>g Noncash contributions included in lines 1a-1f: $</td>
<td></td>
<td></td>
</tr>
<tr>
<td>h Total, Add lines 1a-1f</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Program Service Revenue

<table>
<thead>
<tr>
<th>Business Code</th>
<th>2 a MEMBERSHIP DUES 90099</th>
<th>2,889,641.</th>
<th>2,889,641.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>b SITE PARTICIPATION FEE 90099</td>
<td>30,587.</td>
<td>30,587.</td>
</tr>
<tr>
<td></td>
<td>g Total, Add lines 2a-2g</td>
<td>2,920,228.</td>
<td></td>
</tr>
</tbody>
</table>

#### Other Revenue

<table>
<thead>
<tr>
<th>(i) Real</th>
<th>(ii) Personal</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Investment Income (including dividends, interest, and other similar amounts)

<table>
<thead>
<tr>
<th>(i) Securities</th>
<th>(ii) Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Income from Investment of tax-exempt bond proceeds

<table>
<thead>
<tr>
<th>Royalties</th>
<th>285.</th>
</tr>
</thead>
</table>

#### Gross rents

<table>
<thead>
<tr>
<th>(i) Real</th>
<th>(ii) Personal</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Less: rental expenses

<table>
<thead>
<tr>
<th>(i) Real</th>
<th>(ii) Personal</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Rental income or (loss)

<table>
<thead>
<tr>
<th>(i) Real</th>
<th>(ii) Personal</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Net rental income or (loss)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
</table>

#### Gross amount from sales of assets other than inventory

<table>
<thead>
<tr>
<th>(i) Securities</th>
<th>(ii) Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Less: cost or other basis and sales expenses

<table>
<thead>
<tr>
<th>(i) Securities</th>
<th>(ii) Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Gain or (loss)

<table>
<thead>
<tr>
<th>(i) Securities</th>
<th>(ii) Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Net gain or (loss)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
</table>

#### Gross income from fundraising events (not including $ ______ of contributions reported on line 1c). See Part IV, line 1b

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Less: direct expenses

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Gross income or (loss) from fundraising events

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Gross income from gaming activities. See Part IV, line 19

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Less: direct expenses

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Gross income or (loss) from gaming activities

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Gross sales of inventory, less returns and allowances

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Less: cost of goods sold

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Net income or (loss) from sales of inventory

<table>
<thead>
<tr>
<th>a</th>
<th>b</th>
<th>c</th>
</tr>
</thead>
</table>

#### Miscellaneous Revenue

| Business Code | 2,920,228. | 0. | 285. |

#### Total revenue, See instructions. 2,920,513. 2,920,228. 0. 285.
**Part IX** | Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX.

<table>
<thead>
<tr>
<th>Line</th>
<th>Description</th>
<th>Total expenses</th>
<th>Program service expenses</th>
<th>Management and general expenses</th>
<th>Fundraising expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Grants and other assistance to domestic organizations and governmental agencies. See Part IV, line 21</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Grants and other assistance to domestic individuals. See Part IV, line 22</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Benefits paid to or for members</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Compensation of current officers, directors, trustees, and key employees</td>
<td>114,324</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Other salaries and wages</td>
<td>175,206</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Other employee benefits</td>
<td>21,197</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Payroll taxes</td>
<td>24,172</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Fees for services (non-employees):</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a</td>
<td>Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b</td>
<td>Legal</td>
<td>30,952</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c</td>
<td>Accounting</td>
<td></td>
<td>24,500</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d</td>
<td>Lobbying</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>e</td>
<td>Professional fundraising services. See Part IV, line 17</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>f</td>
<td>Investment management fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>g</td>
<td>Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)</td>
<td>187,854</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Advertising and promotion</td>
<td></td>
<td>1,052,314</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Office expenses</td>
<td></td>
<td>11,341</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Information technology</td>
<td></td>
<td>27,872</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Royalties</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Occupancy</td>
<td></td>
<td>69,578</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>Travel</td>
<td></td>
<td>80,370</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Payments of travel or entertainment expenses for any federal, state, or local public officials</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Conferences, conventions, and meetings</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Interest</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Payments to affiliates</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Depreciation, depletion, and amortization</td>
<td></td>
<td>2,248</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>Insurance</td>
<td></td>
<td>22,127</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24a. If line 24a amount exceeds 10% of line 25, column (A) amount, list line 24a expenses on Schedule O.)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a</td>
<td>RECYCLING SERVICES</td>
<td>308,900</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b</td>
<td>SPONSORSHIPS AND MEMBER</td>
<td>53,508</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c</td>
<td>COMMUNICATIONS</td>
<td>44,650</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>d</td>
<td>RECYCLING BINS</td>
<td>13,473</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>e</td>
<td>All other expenses</td>
<td>13,399</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>Total functional expenses. Add lines 1 through 24e</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.</td>
<td>2,277,984</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Check here □ if following SOP 94-2 (ASC 958-720)
<table>
<thead>
<tr>
<th></th>
<th>Assets</th>
<th>(A) Beginning of year</th>
<th>(B) End of year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Cash - non-interest-bearing</td>
<td>386,575.</td>
<td>236,507.</td>
</tr>
<tr>
<td>2</td>
<td>Savings and temporary cash investments</td>
<td>171,417.</td>
<td>371,572.</td>
</tr>
<tr>
<td>3</td>
<td>Pledges and grants receivable, net</td>
<td>3.</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Accounts receivable, net</td>
<td>225.</td>
<td>463,122.</td>
</tr>
<tr>
<td>5</td>
<td>Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L</td>
<td>6.</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Notes and loans receivable, net</td>
<td>7.</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Inventories for sale or use</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Prepaid expenses and deferred charges</td>
<td>65,104.</td>
<td>165,085.</td>
</tr>
<tr>
<td>10</td>
<td>Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D</td>
<td>10.</td>
<td></td>
</tr>
<tr>
<td>10a</td>
<td></td>
<td>10a</td>
<td>10,068.</td>
</tr>
<tr>
<td>10b</td>
<td></td>
<td>10b</td>
<td>6,816.</td>
</tr>
<tr>
<td>11</td>
<td>Less: accumulated depreciation</td>
<td></td>
<td>5,702.</td>
</tr>
<tr>
<td>12</td>
<td>Investments - publicly traded securities</td>
<td>11.</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Investments - other securities. See Part IV, line 11</td>
<td>12.</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Investments - program-related. See Part IV, line 11</td>
<td>13.</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Intangible assets</td>
<td>14.</td>
<td>2,986.</td>
</tr>
<tr>
<td>16</td>
<td>Other assets. See Part IV, line 11</td>
<td>15.</td>
<td>21,188.</td>
</tr>
<tr>
<td>17</td>
<td>Total assets, Add lines 1 through 15 (must equal line 34)</td>
<td>16.</td>
<td>1,263,712.</td>
</tr>
<tr>
<td>17</td>
<td>Accounts payable and accrued expenses</td>
<td>388,046.</td>
<td>366,386.</td>
</tr>
<tr>
<td>18</td>
<td>Grants payable</td>
<td>18.</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Deferred revenue</td>
<td>19.</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Tax-exempt bond liabilities</td>
<td>20.</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Escrow or custodial account liability. Complete Part IV of Schedule D</td>
<td>21.</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L</td>
<td>22.</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>Secured mortgages and notes payable to unrelated third parties</td>
<td>23.</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>Unsecured notes and loans payable to unrelated third parties</td>
<td>24.</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D</td>
<td>25.</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>Total liabilities, Add lines 17 through 25</td>
<td>388,046.</td>
<td>366,386.</td>
</tr>
</tbody>
</table>

Liabilities

<table>
<thead>
<tr>
<th></th>
<th>Liabilities</th>
<th>(A) Beginning of year</th>
<th>(B) End of year</th>
</tr>
</thead>
<tbody>
<tr>
<td>27</td>
<td>Organizations that follow SFAS 117 (ASC 958), check here ( X ) and complete lines 27 through 29, and lines 33 and 34.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>Unrestricted net assets</td>
<td>254,797.</td>
<td>897,326.</td>
</tr>
<tr>
<td>29</td>
<td>Temporarily restricted net assets</td>
<td>28.</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>Permanently restricted net assets</td>
<td>29.</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>Organizations that do not follow SFAS 117 (ASC 958), check here ( \square ) and complete lines 30 through 34.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>Capital stock or trust principal, or current funds</td>
<td>30.</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>Paid-in or capital surplus, or land, building, or equipment fund</td>
<td>31.</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>Retained earnings, endowment, accumulated income, or other funds</td>
<td>32.</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>Total net assets or fund balances</td>
<td>254,797.</td>
<td>897,326.</td>
</tr>
<tr>
<td>34</td>
<td>Total liabilities and net assets/fund balances</td>
<td>642,843.</td>
<td>1,263,712.</td>
</tr>
</tbody>
</table>
### Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

<table>
<thead>
<tr>
<th>Line</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Total revenue (must equal Part VIII, column (A), line 12)</td>
<td>2,920,513.</td>
</tr>
<tr>
<td>2</td>
<td>Total expenses (must equal Part IX, column (A), line 25)</td>
<td>2,277,984.</td>
</tr>
<tr>
<td>3</td>
<td>Revenue less expenses. Subtract line 2 from line 1</td>
<td>642,529.</td>
</tr>
<tr>
<td>4</td>
<td>Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))</td>
<td>254,797.</td>
</tr>
<tr>
<td>5</td>
<td>Net unrealized gains (losses) on investments</td>
<td>6.</td>
</tr>
<tr>
<td>6</td>
<td>Donated services and use of facilities</td>
<td>7.</td>
</tr>
<tr>
<td>7</td>
<td>Investment expenses</td>
<td>8.</td>
</tr>
<tr>
<td>8</td>
<td>Prior period adjustments</td>
<td>0.</td>
</tr>
<tr>
<td>9</td>
<td>Other changes in net assets or fund balances (explain in Schedule O)</td>
<td>9.</td>
</tr>
<tr>
<td>10</td>
<td>Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))</td>
<td>897,326.</td>
</tr>
</tbody>
</table>

### Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

<table>
<thead>
<tr>
<th>Question</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>2a</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>2b</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>3a</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>3b</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**Political Campaign and Lobbying Activities**

For Organizations Exempt From Income Tax Under section 501(c) and section 527

- Complete if the organization is described below.
- Attach to Form 990 or Form 990-EZ.
- Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

**Name of organization**

THERMOSTAT RECYCLING CORPORATION

<table>
<thead>
<tr>
<th>Employer identification number</th>
</tr>
</thead>
<tbody>
<tr>
<td>54-1830284</td>
</tr>
</tbody>
</table>

**Part I-A**

Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1. Provide a description of the organization's direct and indirect political campaign activities in Part IV.
2. Political campaign activity expenditures
3. Volunteer hours for political campaign activities

**Part I-B**

Complete if the organization is exempt under section 501(c)(3).

1. Enter the amount of any excise tax incurred by the organization under section 4955
2. Enter the amount of any excise tax incurred by organization managers under section 4955
3. If the organization incurred a section 4955 tax, did it file Form 4720 for this year?
4a. Was a correction made?
   - Yes
   - No

**Part I-C**

Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1. Enter the amount directly expended by the filing organization for section 527 exempt function activities
2. Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities
3. Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b
4. Did the filing organization file Form 1120-POL for this year?
5. Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name
(b) Address
(c) EIN
(d) Amount paid from filing organization's funds. If none, enter -.0-.0
(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -.0-.0
Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

A Check □ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check □ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures
(The term "expenditures" means amounts paid or incurred.)

<table>
<thead>
<tr>
<th></th>
<th>(a) Filing organization's totals</th>
<th>(b) Affiliated group totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>a Total lobbying expenses to influence public opinion (grass roots lobbying)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b Total lobbying expenses to influence a legislative body (direct lobbying)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c Total lobbying expenditures (add lines 1a and 1b)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d Other exempt purpose expenditures</td>
<td></td>
<td></td>
</tr>
<tr>
<td>e Total exempt purpose expenditures (add lines 1c and 1d)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>f Lobbying nontaxable amount. Enter the amount from the following table in both columns.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The lobbying nontaxable amount is:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>If the amount on line 1e, column (a) or (b) is:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not over $500,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Over $500,000 but not over $1,000,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Over $1,000,000 but not over $1,500,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Over $1,500,000 but not over $17,000,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Over $17,000,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>g Grassroots nontaxable amount (enter 25% of line 1f)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>h Subtract line 1g from line 1a. If zero or less, enter 0.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>i Subtract line 1f from line 1e. If zero or less, enter 0.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

4-Year Averaging Period Under section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

<table>
<thead>
<tr>
<th>Calendar year (or fiscal year beginning in)</th>
<th>(a) 2013</th>
<th>(b) 2014</th>
<th>(c) 2015</th>
<th>(d) 2016</th>
<th>(e) Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2a Lobbying nontaxable amount</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b Lobbying ceiling amount (150% of line 2a, column (a))</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c Total lobbying expenditures</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>d Grassroots nontaxable amount</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>e Grassroots ceiling amount (150% of line 2d, column (e))</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>f Grassroots lobbying expenditures</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Yes □ No □

Schedule C (Form 990 or 990-EZ) 2016
For each "Yes," response on lines 1a through 1l below, provide in Part IV a detailed description of the lobbying activity.

<table>
<thead>
<tr>
<th>(a)</th>
<th>(b)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

1. During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:
   a. Volunteers?
   b. Paid staff or management (include compensation in expenses reported on lines 1c through 1f)?
   c. Media advertisements?
   d. Mailings to members, legislators, or the public?
   e. Publications, or published or broadcast statements?
   f. Grants to other organizations for lobbying purposes?
   g. Direct contact with legislators, their staffs, government officials, or a legislative body?
   h. Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?
   i. Other activities?
   j. Total. Add lines 1c through 1l

2a. Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?
   b. If "Yes," enter the amount of any tax incurred under section 4912
   c. If "Yes," enter the amount of any tax incurred by organization managers under section 4912
   d. If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?

### Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

<table>
<thead>
<tr>
<th>(a)</th>
<th>(b)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

1. Were substantially all (90% or more) dues received nondeductible by members?
2. Did the organization make only in-house lobbying expenditures of $2,000 or less?
3. Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?

### Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No," OR (b) Part III-A, line 3, is answered "Yes."

1. Dues, assessments and similar amounts from members
2. Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenditures for which the section 627(f) tax was paid).
   a. Current year
   b. Carryover from last year
   c. Total
3. Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues
4. If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?
5. Taxable amount of lobbying and political expenditures (see instructions)

### Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.
## SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

**Supplemental Financial Statements**

- Complete if the organization answered "Yes" on Form 990, Part IV, line 8.
- Information about Schedule D (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).
- Attach to Form 990.

### Part I
Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

<table>
<thead>
<tr>
<th>Number</th>
<th>Description</th>
<th>(a) Donor advised funds</th>
<th>(b) Funds and other accounts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Total number at end of year</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Aggregate value of contributions to (during year)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Aggregate value of grants from (during year)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Aggregate value at end of year</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>6</td>
<td>Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

### Part II
Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

| Purpose(s) of conservation easements held by the organization (check all that apply): |
| Preservation of land for public use (e.g., recreation or education) |
| Protection of natural habitat |
| Preservation of open space |

Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

- **2a** Held at the End of the Tax Year
- **2b** Holds for easements listed in the National Register
- **2c** Number of conservation easements included in (a) acquired after 8/17/08, and not on a historic structure
- **2d** Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

### Part III
Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

- **1a** If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.
- **1b** If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:
  - Revenue included on Form 990, Part VIII, line 1
  - Assets included on Form 990, Part X

### LHA
For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule D (Form 990) 2016
**Part III** Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3. Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
   - [ ] Public exhibition
   - [ ] Scholarly research
   - [ ] Preservation for future generations
   - [ ] Loan or exchange programs
   - [ ] Other

4. Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5. During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? [ ] Yes [ ] No

**Part IV** Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a. Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? [ ] Yes [ ] No

b. If "Yes," explain the arrangement in Part XIII and complete the following table:

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1c</td>
<td></td>
</tr>
<tr>
<td>1d</td>
<td></td>
</tr>
<tr>
<td>1e</td>
<td></td>
</tr>
<tr>
<td>1f</td>
<td></td>
</tr>
</tbody>
</table>

2a. Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? [ ] Yes [ ] No

b. If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII.

**Part V** Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

1a. Beginning of year balance

b. Contributions

c. Net investment earnings, gains, and losses

d. Grants or scholarships

e. Other expenditures for facilities and programs

f. Administrative expenses

g. End of year balance

2. Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

   a. Board designated or quasi-endowment [ ] %

   b. Permanent endowment [ ] %

   c. Temporarily restricted endowment [ ] %

   The percentages on lines 2a, 2b, and 2c should equal 100%.

3a. Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

   (i) unrelated organizations [ ]

   (ii) related organizations [ ]

b. If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? [ ] Yes [ ] No

4. Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI** Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

<table>
<thead>
<tr>
<th>Description of property</th>
<th>(a) Cost or other basis (investment)</th>
<th>(b) Cost or other basis (other)</th>
<th>(c) Accumulated depreciation</th>
<th>(d) Book value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1a Land</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b Buildings</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c Leasehold improvements</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>d Equipment</td>
<td>10,068</td>
<td>6,816</td>
<td>3,252</td>
<td></td>
</tr>
<tr>
<td>e Other</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (b), line 10c.) [ ]
### Part VII  Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

<table>
<thead>
<tr>
<th>(a) Description of security or category (including name of security)</th>
<th>(b) Book value</th>
<th>(c) Method of valuation: Cost or end-of-year market value</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Financial derivatives</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2) Closely-held equity interests</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(3) Other</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.)

### Part VIII  Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

<table>
<thead>
<tr>
<th>(a) Description of investment</th>
<th>(b) Book value</th>
<th>(c) Method of valuation: Cost or end-of-year market value</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(3)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(5)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(6)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(7)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(8)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(9)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.)

### Part IX  Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

<table>
<thead>
<tr>
<th>(a) Description</th>
<th>(b) Book value</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td></td>
</tr>
<tr>
<td>(2)</td>
<td></td>
</tr>
<tr>
<td>(3)</td>
<td></td>
</tr>
<tr>
<td>(4)</td>
<td></td>
</tr>
<tr>
<td>(5)</td>
<td></td>
</tr>
<tr>
<td>(6)</td>
<td></td>
</tr>
<tr>
<td>(7)</td>
<td></td>
</tr>
<tr>
<td>(8)</td>
<td></td>
</tr>
<tr>
<td>(9)</td>
<td></td>
</tr>
</tbody>
</table>

Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.)

### Part X  Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability | (b) Book value
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Federal income taxes</td>
<td></td>
</tr>
<tr>
<td>(2)</td>
<td></td>
</tr>
<tr>
<td>(3)</td>
<td></td>
</tr>
<tr>
<td>(4)</td>
<td></td>
</tr>
<tr>
<td>(5)</td>
<td></td>
</tr>
<tr>
<td>(6)</td>
<td></td>
</tr>
<tr>
<td>(7)</td>
<td></td>
</tr>
<tr>
<td>(8)</td>
<td></td>
</tr>
<tr>
<td>(9)</td>
<td></td>
</tr>
</tbody>
</table>

Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.)

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII. [X]
### Schedule D (Form 990) 2016

**Thermostat Recycling Corporation**

54-1830284  Page 4

#### Part XI | Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Total revenue, gains, and other support per audited financial statements</td>
</tr>
<tr>
<td>2</td>
<td>Amounts included on line 1 but not on Form 990, Part VIII, line 12:</td>
</tr>
<tr>
<td>a</td>
<td>Net unrealized gains (losses) on investments</td>
</tr>
<tr>
<td>b</td>
<td>Donated services and use of facilities</td>
</tr>
<tr>
<td>c</td>
<td>Recoveries of prior year grants</td>
</tr>
<tr>
<td>d</td>
<td>Other (Describe in Part XIII.)</td>
</tr>
<tr>
<td>e</td>
<td>Add lines 2a through 2d</td>
</tr>
<tr>
<td>3</td>
<td>Subtract line 2e from line 1</td>
</tr>
<tr>
<td>4</td>
<td>Amounts included on Form 990, Part VIII, line 12, but not on line 1:</td>
</tr>
<tr>
<td>a</td>
<td>Investment expenses not included on Form 990, Part VIII, line 7b</td>
</tr>
<tr>
<td>b</td>
<td>Other (Describe in Part XIII.)</td>
</tr>
<tr>
<td>c</td>
<td>Add lines 4a and 4b</td>
</tr>
<tr>
<td>5</td>
<td>Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I line 12.)</td>
</tr>
</tbody>
</table>

#### Part XII | Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Total expenses and losses per audited financial statements</td>
</tr>
<tr>
<td>2</td>
<td>Amounts included on line 1 but not on Form 990, Part IX, line 25:</td>
</tr>
<tr>
<td>a</td>
<td>Donated services and use of facilities</td>
</tr>
<tr>
<td>b</td>
<td>Prior year adjustments</td>
</tr>
<tr>
<td>c</td>
<td>Other losses</td>
</tr>
<tr>
<td>d</td>
<td>Other (Describe in Part XIII.)</td>
</tr>
<tr>
<td>e</td>
<td>Add lines 2a through 2d</td>
</tr>
<tr>
<td>3</td>
<td>Subtract line 2e from line 1</td>
</tr>
<tr>
<td>4</td>
<td>Amounts included on Form 990, Part IX, line 25, but not on line 1:</td>
</tr>
<tr>
<td>a</td>
<td>Investment expenses not included on Form 990, Part VIII, line 7b</td>
</tr>
<tr>
<td>b</td>
<td>Other (Describe in Part XIII.)</td>
</tr>
<tr>
<td>c</td>
<td>Add lines 4a and 4b</td>
</tr>
<tr>
<td>5</td>
<td>Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I line 18.)</td>
</tr>
</tbody>
</table>

#### Part XIII | Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

---

**Part X, Line 2:**

TRC IS EXEMPT FROM INCOME TAXES ON ITS EXEMPT ACTIVITIES UNDER SECTION 501 (C)(6) OF THE INTERNAL REVENUE CODE. TRC FOLLOWS ACCOUNTING STANDARDS FOR DEALING WITH UNCERTAINTY IN ACCOUNTING FOR INCOME TAX PROVISIONS. TRC HAS DETERMINED THAT IT DOES NOT HAVE ANY MATERIAL UNRECOGNIZED TAX BENEFITS OR OBLIGATIONS AS OF DECEMBER 31, 2016 AND 2015. YEARS ENDING ON OR AFTER DECEMBER 31, 2013 REMAIN SUBJECT TO EXAMINATION BY FEDERAL AND STATE TAX AUTHORITIES.
<table>
<thead>
<tr>
<th>Part I</th>
<th>Questions Regarding Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1a</td>
<td>Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.</td>
</tr>
<tr>
<td></td>
<td>First-class or charter travel</td>
</tr>
<tr>
<td></td>
<td>Travel for companions</td>
</tr>
<tr>
<td></td>
<td>Tax indemnification and gross-up payments</td>
</tr>
<tr>
<td></td>
<td>Discretionary spending account</td>
</tr>
<tr>
<td>b</td>
<td>If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If &quot;No,&quot; complete Part III to explain</td>
</tr>
<tr>
<td>2</td>
<td>Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?</td>
</tr>
<tr>
<td>3</td>
<td>Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.</td>
</tr>
<tr>
<td></td>
<td>Compensation committee</td>
</tr>
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<td></td>
<td>Independent compensation consultant</td>
</tr>
<tr>
<td></td>
<td>Form 990 of other organizations</td>
</tr>
<tr>
<td>4</td>
<td>During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:</td>
</tr>
<tr>
<td>a</td>
<td>Receive a severance payment or change-of-control payment?</td>
</tr>
<tr>
<td>b</td>
<td>Participate in, or receive payment from, a supplemental nonqualified retirement plan?</td>
</tr>
<tr>
<td>c</td>
<td>Participate in, or receive payment from, an equity-based compensation arrangement?</td>
</tr>
</tbody>
</table>

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

|       | The organization? |
|       | Any related organization? |

If "Yes" on line 5a or 5b, describe in Part III.

6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

|       | The organization? |
|       | Any related organization? |

If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 6 and 7? If "Yes," describe in Part III.

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?
For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii).

**Note:** The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

<table>
<thead>
<tr>
<th>(A) Name and Title</th>
<th>(B) Breakdown of W-2 and/or 1099-MISC compensation</th>
<th>(C) Retirement and other deferred compensation</th>
<th>(D) Nontaxable benefits</th>
<th>(E) Total of columns (B)(i)-(D)</th>
<th>(F) Compensation reported as deferred on prior Form 990</th>
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<tr>
<td></td>
<td>(i) Base compensation</td>
<td>(ii) Bonus &amp; incentive compensation</td>
<td>(iii) Other reportable compensation</td>
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</table>
PART I, LINE 3:

COMPENSATION IS ESTABLISHED BY THE BOARD OF DIRECTORS AND COMPARABILITY DATA, AMONG OTHER METHODS, ARE USED TO DETERMINE THE COMPENSATION OF THE ORGANIZATION'S EXECUTIVE DIRECTOR.
FORM 990, PART VI, SECTION A, LINE 6:

INITIAL MEMBERS OF THIS CORPORATION SHALL BE WHITE-RODGERS CORPORATION AND HONEYWELL INC. EACH SUCH CORPORATION SHALL BE DEEMED AN ORIGINAL MEMBER OF THE CORPORATION, AND ALL CORPORATIONS MAY BE REFERRED TO COLLECTIVELY IN THE BY-LAWS AS THE ORIGINAL MEMBERS.

FROM TIME TO TIME, THE BOARD OF DIRECTORS MAY INVITE OTHER THERMOSTAT MANUFACTURERS TO PARTICIPATE AS MEMBERS IN THE CORPORATION. SUCH A CORPORATION SHALL BECOME A MEMBER ONLY UPON PAYMENT OF FEES AS PROVIDED UNDER ARTICLE VII OF THE BY-LAWS.

FORM 990, PART VI, SECTION A, LINE 7A:

THERE SHALL BE A NOMINATING COMMITTEE OF THE BOARD OF DIRECTORS, WHICH SHALL CONSIST OF THREE DIRECTORS, ALL OF WHOM ARE EMPLOYED BY ORIGINAL MEMBERS. ONE MONTH PRIOR TO THE ANNUAL MEETING OF THE CORPORATION, THE NOMINATING COMMITTEE SHALL APPROVE A SLATE OF NOMINEES MEETING THE QUALIFICATIONS SET FORTH IN SECTION 2 TO BE SUBMITTED TO THE MEMBERS FOR ELECTION AT THE ANNUAL MEETING.

FORM 990, PART VI, SECTION B, LINE 11B:

A COPY OF FORM 990 IS PROVIDED TO ALL GOVERNING MEMBERS BEFORE IT IS FILED.

A REASONABLE AMOUNT OF TIME IS ALLOWED FOR THE GOVERNING MEMBERS TO REVIEW THE FORM 990 AND PROVIDE COMMENTS.

FORM 990, PART VI, SECTION B, LINE 15:

COMPENSATION IS ESTABLISHED BY THE BOARD OF DIRECTORS AND COMPARABILITY

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ. Schedule O (Form 990 or 990-EZ) (2016)

032211 08-05-16
DATA, AMONG OTHER METHODS, TO DETERMINE THE COMPENSATION OF THE
ORGANIZATION'S EXECUTIVE DIRECTOR.

FORM 990, PART VI, SECTION C, LINE 19:
TRC MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND
FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON REQUEST (VIA E-MAIL OR
MAIL).

FORM 990, PART XII, LINE 2C
THE PROCESS HAS NOT CHANGED FROM THE PRIOR YEAR. THE BOARD OF
DIRECTORS ASSUME OVERSIGHT RESPONSIBILITY FOR THE AUDIT.
## 2016 Depreciation and Amortization Report

**Form 990 Page 10**

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<tr>
<th>Asset No.</th>
<th>Description</th>
<th>Date Acquired</th>
<th>Method</th>
<th>Life</th>
<th>Cost Or Basis</th>
<th>Basis % Excl</th>
<th>Section 179 Expense</th>
<th>Reduction in Basis</th>
<th>Basis for Depreciation</th>
<th>Beginning Accumulated Depreciation</th>
<th>Current Sec 179 Expense</th>
<th>Current Year Deduction</th>
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**Current Year Activity**

- **Beginning Balance**: 11,208
- **Acquisitions**: 3,012
- **Dispositions**: 1,141
- **Ending Balance**: 13,079
- **Ending Accum Depr Less Dispositions**: 6,815
- **Ending Book Value**: 6,264

(D) - Asset disposed

*ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone
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<th>Street</th>
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<th>State</th>
<th>Zip Code</th>
<th>County</th>
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<td>5/31/2017</td>
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### 2017 New Hampshire Miss You Calls

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## 2017 New Hampshire Site Visits

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New Hampshire
2017 Collection Location Summary Report

<p>| M15944 | Wholesaler | S. G. TORRICE CORP | 24 FLAGSTONE DRIVE | HUDSON | NH | 03051 | (603) 866-5733 | 9/5/2017 | 0 | 22 | 0.1922 |
| M15947 | Wholesaler | S. G. TORRICE CORP | 115 HERITAGE AVE | PORTSMOUTH | NH | 03801 | 603-373-6951 | 6/2/2017 | 0 | 15 | 0.093 |
| M14233 | Wholesaler | S. G. TORRICE CORP | 416 S ROAD | SALISBURY | NH | 03268 | 603-669-3060 | 4/13/2017 | 0 | 87 | 0.5518 |
| M16003 | Wholesaler | S. G. TORRICE CORP | 39 NH Route 16 and 302 | Intervale | NH | 03845 | 603-733-5400 | 6/6/2017 | 0 | 21 | 0.1364 |
| M10887 | Wholesaler | S. G. TORRICE CORP | 332 Route 104 | New Hampton | NH | 03256 | 603-744-1011 | 7/21/2017 | 0 | 1 | 0.0062 |
| M13793 | Wholesaler | S. G. TORRICE CORP | 12 Mountain View Drive | Strafford | NH | 03884 | 603-922-9063 | 7/21/2017 | 0 | 34 | 0.2418 |
| M13811 | Wholesaler | S. G. TORRICE CORP | 13 WATERFORD PLACE | Gilford | NH | 03246 | 603-545-3377 | 7/21/2017 | 5 | 60 | 0.4092 |
| M13811 | Wholesaler | S. G. TORRICE CORP | 12 LONDONERRY | Hooksett | NH | 03106 | 603-545-3377 | 7/21/2017 | 5 | 42 | 0.3286 |
| M13799 | Wholesaler | S. G. TORRICE CORP | 94 INDUSTRIAL PARK ROAD | Dover | NH | 03820 | 781-589-1049 | 11/7/2017 | 0 | 54 | 0.4092 |
| M13799 | Wholesaler | S. G. TORRICE CORP | 29 - 31 AMORY ST | Nashua | NH | 03060 | 603-545-3377 | 9/5/2017 | 0 | 19 | 0.1170 |
| M13799 | Wholesaler | S. G. TORRICE CORP | 16 School Street | Allenstown | NH | 03275 | 603-845-4276 | 6/14/2017 | 0 | 130 | 0.8742 |</p>
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## New Hampshire 2017 Collection Location Summary Report

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