



500 Office Center Drive – Suite 400 | Fort Washington, PA 19034 | [thermostat-recycle.org](http://thermostat-recycle.org)

**VIA EMAIL and US Mail**

March 1, 2017

Ms. Beverly Migliore  
Rhode Island Department of Environmental Management  
235 Promenade Street, Suite 425  
Providence, RI 02908-5767

Subject: Thermostat Recycling Corporation's 2016 Annual Report

Dear Ms. Migliore:

In many ways, the start of 2017 marks a new beginning for the TRC. We remain true to our core mission of recycling mercury-containing thermostats throughout the contiguous 48 states, but now our methods for doing so are more aligned. In this annual report, you will learn about our enhancements, but here are a few I'd like to share with you:

- ***Relocated corporate headquarters to Fort Washington, PA in Dec. 2016.*** This cost-saving move allows us to be more centrally located to states which have mandatory manufacture funding requirements.
- ***Enhanced educational activities while reducing our organization's environmental footprint.*** With more online and digital marketing engagement, TRC is better able to target our audiences, use the right messaging for each, and employ analytics to continually gauge our effectiveness.

In addition to the aforementioned enhancements, TRC enjoyed the following results in Rhode Island:

- The program collected 2,275 whole thermostats in 2016 equaling 24.93 pounds of mercury. TRC collected 3,829 mercury thermostat equivalents.
- In October 2016, TRC announced that the goal set by RIDEM of the equivalent of 3,250 thermostats was achieved two months ahead of schedule.
- Also in October, collection partner RISE Engineering was presented with a Gubernatorial Proclamation for their efforts.
- The county with the most bins returned in 2016 was Providence 29 bins, followed by Kent County with 2 bins and Newport County with 3 bins.

Lastly, TRC has reformatted its annual report. This year's report still contains the required data you rely on, but with a more streamlined presentation to help you find what you are looking for with greater ease.

If the department wishes to discuss this or other TRC business, please don't hesitate to contact me directly at 571-302-0877.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Ryan L Kiscaden", written over a light blue horizontal line.

Ryan L Kiscaden  
Executive Director



An industry-funded nonprofit dedicated to recycling  
mercury thermostats since 1998

## RHODE ISLAND ANNUAL REPORT

FY 2016

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# RHODE ISLAND COLLECTIONS

In Rhode Island, TRC recovered 24.9 pounds of mercury from the equivalent of 3,829 mercury thermostats. A total of 2,275 whole mercury thermostats plus 1,632 mercury switches were recovered from Rhode Island collection locations in 2016.

Rhode Island established a performance requirement for manufacturers to collect 3,250 thermostats for 2016 by statute. TRC achieved this performance requirement.

TRC recovered approximately 81% of all thermostats from HVAC contractors, 17% from HVAC wholesale distributors, and 2% from Household Hazardous Waste (HHW) collection locations.

## EXHIBIT 1: 2016 RHODE ISLAND COLLECTIONS BY BRAND

<u>Brand Holder</u>	<u>Thermostats</u>	<u>Count Switches</u>	<u>Pounds Mercury</u>
Bard Manufacturing Corporation	0	0	0
Burnham Holdings, Inc	0	0	0
Carrier Corporation	79	95	0.589
Chromolox	0	0	0
Climate Master, Inc.	0	0	0
Crane Company	0	0	0
Emerson Electric Corporation/White Rodgers	172	191	1.1842
Empire Comfort Solutions	0	0	0
General Electric Corporation	0	0	0
Goodman Global	10	10	0.062
Honeywell Corporation	1880	1945	12.059
Hunter Fan Company	0	0	0
Invensys LLC	7	7	0.0434
ITT Corporation	6	6	0.0372
Lear Siegler (Original Charter Corporation)	2	2	0.0124
Lennox International Inc.	43	44	0.2728
Lux Products Corporation	16	16	0.0992
Marley-Wylain Company	1	1	0.0062
McQuay Corporation	0	0	0
Nortek Global HVAC	5	5	0.031
Rheem Manufacturing Company	5	8	0.0496



## RHODE ISLAND COLLECTIONS

Sears Holdings	10	10	0.062
Taco Comfort Solutions	1	1	0.0062
TPI Corporation	0	0	0
Trane Residential Systems	6	13	0.0806
Uponor, Inc	0	0	0
Vaillant Corporation	0	0	0
W. W. Grainger, Inc.	0	0	0
York/Johnson Controls	18	20	0.124
—Non-Member Brands—			
AMERICAN STABILIS	2	2	0.0124
Climatrol	1	1	0.0062
d	1	1	0.0062
Mini Vector	1	1	0.0062
NY	1	1	0.0062
QUAD	4	4	0.0248
Seco	1	1	0.0062
suburban	1	1	0.0062
—NOM (Manufacturer not identifiable)—			
NOM	2	3	0.0186
Loose Bulbs	0	1632	10.1184
<b>TOTAL</b>	<b>2,275</b>	<b>4,021</b>	<b>24.93</b>

## TRC RECYCLING BIN ORDERS

TRC staff distributed 635 bins as opposed to 864 bins in 2015. The highest incidents of orders came from Connecticut (137), California (91), and Massachusetts (88). While most states reduced orders in 2016, Connecticut and Massachusetts experienced significant increases.

# RHODE ISLAND COLLECTIONS

## **WASTE MERCURY-ADDED THERMOSTAT MANAGEMENT – HONEYWELL INTERNATIONAL (1/01/2016 – 12/19/2016)**

As in previous years, in the first eleven and a half months of 2016, TRC's bins with waste mercury-switch thermostats were received at the fulfillment/processing center in Golden Valley, Minnesota. The facility is owned and operated by Honeywell International under contract with TRC.

Bins were received at the loading dock and sent to the TRC processing area. The bin and plastic liner were opened and the contents were identified, sorted, and tallied. The following data was 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 bin was returned to the location that sent it in with a new prepaid address label within 72 hours of receipt. The thermostats were stored and staged in a plastic lined carton in a storage area for final processing. The containers were dated and processed in order received, first in-first out.

The containers were returned from the storage area to the TRC processing area to have the mercury bulbs removed from the plastic housing. Universal Waste Regulations require the disposal of waste within 12 months of generation. TRC's processor requires that the disposal occur within 6 months of generation and TRC follows the more stringent requirement. Small quantities of thermostats were removed from the container, which was then closed again, and placed at the bulb removal workstation on a tray that contains any potential mercury spillage. The bulbs were removed from the thermostats and placed into a 2-quart container at the work station. If a bulb broke and the mercury spilled, the work area was designed to contain the spillage and the operators were trained in the clean-up and disposal of mercury. The TRC processing area was equipped with special mercury vacuum cleaners and the work area was vacuumed at the end of the work day to assure that any spillage was cleaned up and not left to evaporate.

## RHODE ISLAND COLLECTIONS

The 2-quart container were emptied into a special 55-gallon drum which was labeled and dated according to regulations. The drum was sealed with a band and only opened when contents were being added to it. Special negative pressure venting assured any fumes were drawn away and vented when the drum was opened.

The 55-gallon drum was then shipped to Veolia Environmental Services in Port Washington, Wisconsin for final processing of the mercury ampoules (switches) Veolia Environmental Services met or exceeded all local, state, federal and EPA regulations for the management of the product. Veolia's approvals for mercury recovery/recycling included:

- EPA - identification WIR000130591 (Veolia Environmental Services, Inc.)
- EPA BDAT Requirement - satisfied by all recovery operations
- CERCLA (Comprehensive Environmental Response Compensation and Liability Act)
- Wisconsin Department of Natural Resources

All facilities processing thermostats shipped to TRC follow all EPA guidelines and regulations. TRC had a facility license from Hennepin County Minnesota for the operation of the TRC. Honeywell, Inc. had a Hazardous Waste Generator license from Hennepin County. All persons who handled mercury thermostats as part of the TRC operation received training in the handling of Hazardous Waste and Universal Waste.

### **WASTE MERCURY-ADDED THERMOSTAT MANAGEMENT – VEOLIA (12/19/2016 – 12/31/2016)**

In late November, TRC created a letter that was placed in outbound bins sent from its new processing center, Veolia, to participants in the program. The letter informed recipients that TRC would be relocating to Fort Washington, PA and that Veolia would be taking over the processing of collected thermostats for the next three years.

## RHODE ISLAND COLLECTIONS

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.

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 bin is 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, to avoid spillage. The bulbs are removed from the thermostats and placed into a processing vessel at the work station. Once the processing vessel is full, the vessel is loaded into the mercury recovery retort oven.

## RHODE ISLAND COLLECTIONS

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.

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

### NEW LEADERSHIP

In March, TRC's Board of Directors announced the promotion and appointment of its Director of National Accounts, Ryan Kiscaden, to the role of Executive Director. The announcement reaffirmed the Board's commitment to the extended producer responsibility stewardship program.

### DIRECT MAIL AND EMAIL COMMUNICATIONS

TRC utilized direct mail throughout the year to target collection locations, HVAC wholesalers, HVAC contractors and their technicians' implementers hired by utility companies, household hazardous waste (HHW) facilities.

### HVAC Industry

- To encourage collection point participation and to stimulate the timely return of TRC collection containers, TRC mailed reminder postcards to collection points that had not returned a TRC container within the last 12 months. TRC also mailed 19 reminders in March and 22 in November.
- Throughout the year TRC sent letters and emails with the purpose of informing and/or reminding recipients about TRC's program and to encourage them directly to participate. This communication included:
  - 238 custom TRC air fresheners to HVAC contractors in the state in June accompanied by a letter encouraging them to sign up for TRC's program
  - 1 letter to a wholesaler in RI not participating in TRC's program
  - 9/8 TRC Ecori Campaign
  - 292 emails sent to HVAC contractors in July (National)
  - 279 letters sent to the One Hour Heating and Air Conditioning franchise group in December (National)
  - 267 emails to HVAC contractors in the TRC program in the form of a miss you email (National)

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

### Utility Implementers

TRC again worked with Cadmus to do research on energy efficiency companies for TRC to approach in 2016. Throughout the year TRC sent letters and emails with the purpose of informing recipients about TRC's program and to encourage them directly to participate. This communication included:

- 2 letters sent to RI Franklin Energy locations in May
- An email sent to AESP members in March that also provided examples of other implementers using the program. (National)
- 119 emails to utility companies in May offering resources to assist in ensuring they were compliant with regulations related to mercury thermostat disposal. TRC implemented A/B testing with this email. A/B email testing allows for different messaging to an email list to test effectiveness. TRC sent this email to utility companies and randomized the list into two sets of 67 recipients. The "A" list's messaging lead with details on how to implement mercury thermostat recycling into RFPs and was then followed by compliance language. The "B" list's messaging reversed the order of the messaging, and also had a different subject line. (National)
- 793 letters sent to home automation contractors residing in mandatory states (CA, CT, IL, IA, ME, MA, MN, MT, NH, NY, PA, RI and VT) in September

### Hazardous Waste (HHW) Industry

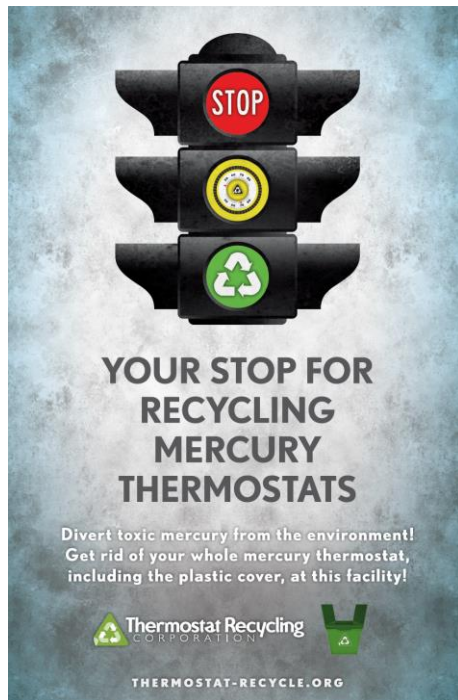
- In July, TRC created a new 11x17 sized poster (Exhibit 2) for HHWs to use in their facilities to promote TRC's program. To distribute the poster, TRC sent a letter accompanying the poster to every current HHW location in TRC's system at the time (640). Additionally, every new HHW bin order after July 13<sup>th</sup> contained one of these new posters. (National)

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

- TRC sent an email to 60 HHW locations encouraging direct participation in the program. It received 10 responses and 3 bin orders. (National)
- In October TRC sent an infographic to 1,345 HHWs across the nation through a list acquired from PaintCare (Exhibit 3). The infographic provided information about TRC's program and offered a free recycling bin. (National)
- Also in October, TRC in concert with Covanta sponsors an HHW mercury thermostat take-back day in Kent County, MI and offers to pay carbon credits for each thermostat turned in as part of the promotion. (National)

### EXHIBIT 2: HHW POSTER





# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

### EXHIBIT 3: INFOGRAPHIC TO HHW LOCATIONS



## ADVERTISING

TRC's two primary advertising targets remain HVAC contractors/technicians and HVAC wholesalers.

In January, TRC launched a new branding campaign targeted at the HVAC industry: "Recycle every mercury thermostat, every time" (Exhibit 4). The campaign messaging is based off frequent feedback TRC staff receives from contractors, who tend to comment, "What's the big deal about mercury? I used to play with it in school as a kid." This messaging compares mercury thermostats to kids playing with HVAC tools. HVAC tools are safe when used properly, just like mercury thermostats are safe when recycled and disposed of properly.

Additionally, Ferguson, a top-rated wholesale supplier of commercial and residential plumbing supplies, supported this campaign by creating posters that mirrored this content and displayed them in 151 stores nationwide.

Also, the largest HVAC, PVF and showroom wholesale distributor, F.W. Webb placed a TRC merchandise display in area stores.

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

### EXHIBIT 4: NEW HVAC INDUSTRY BRANDING CAMPAIGN



In 2016, TRC also pursued new target audiences, including:

- Utility implementers
- Facility managers
- Demolition contractors
- Household Hazardous Waste facility (HHW)
- Maintenance departments servicing hotels

The purpose of TRC's advertisements were two-fold: 1) continue to build brand/program awareness and 2) increase program participation by raising awareness of specific legal obligations to recycle and the ease of recycling.

### Print Advertising

New advertising in 2016 included:

- ***National Association of Hotel and Lodging Engineers***, a national monthly publication with a national circulation of 17,500. TRC placed a print ad and an editorial piece in the September issue.

## PROGRAM EDUCATION AND OUTREACH

### (NATIONAL AND RHODE ISLAND)

- ***Construction and Demolition Recycling***, a national monthly publication with 108,786 subscribers. TRC placed a 1/4pg ad in the July issue.
- ***Affordable Housing Finance***, a national monthly publication. TRC placed a 1/4pg ad in the July, September and October issues.

TRC continued print-based advertisements in the following national/regional HVAC trade publications:

- ***ACHR News***, a weekly HVAC industry publication with a circulation of 33,812. TRC placed full-page, full-color ad in January that listed all of TRC's member companies, and some of TRC's valued collection partners, in an issue type ad reminding readers of the importance of recycling mercury thermostats.
- ***Distribution Center Magazine***, the exclusive publication of HARDI, with more than 11,000 bi-monthly subscribers. TRC ran a full-color 1/4 page advertisement in January, May and December.
- ***HVACR Business Magazine***, a national publication with approximately 34,000 qualified subscribers, of which approximately 1,544 are in New England. TRC ran a full color 1/2 page advertisement in February and May.
- ***Plumbing-Heating-Cooling Contractors Association of Massachusetts (PHCC of MA)'s Progress Magazine***, which has a quarterly subscription of 24,000 HVAC contractors in Massachusetts. TRC ran a 1/4 page full-color advertisement in all four issues.
- ***R.E. Michel's Catalogue***, through the TRC's continued outreach reach efforts with collection partners, R.E. Michel allowed the organization to place a recycling awareness ad in their widely circulated catalogue at no cost.

TRC continued the use of digital advertisements in 2016, with changes in scheduling and scope and the addition of new outlets.

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

TRC's new advertising in 2016 included:

- ***National Demolition Association***, a weekly national newsletter sent to 1,806 subscribers. TRC placed a banner ad for 13 consecutive weeks starting in July.
- ***NAHMMMA Official Enewsletter***, a bi-weekly national newsletter sent to 1,570 subscribers. TRC placed a rectangle ad for seven consecutive weeks starting in May.
- ***Building Owners and Managers Association***, a website with more than 37,000 unique monthly visitors. TRC placed a rectangle ad during May and June.
- ***National Association of Hotel and Lodging Engineers***, a website averaging 1,500 unique monthly visitors. TRC placed a rectangle ad in September.
- ***Facilities Management Link***, a national newsletter sent to opt-in subscribers within the facilities management industry. TRC placed an ad receiving 3,500 banner impressions in October. Additionally, TRC rented their email list to send a dedicated email about TRC's program to the following states: Ohio, Maryland, Pennsylvania, New York, and all of New England.
- ***IFMA***, a website with more than 66,000 monthly visitors. TRC placed a banner ad in November.
- ***Affordable Housing Finance***, a national monthly email sent to 25,800 subscribers. TRC placed a rectangle ad in the June issue.
- ***Penton Media***, specifically renting their hotel management email distribution list. TRC sent an email to more than 3,000 subscribers in July to inform them of the program.

TRC also continued digital advertisements on the following HVAC industry websites below:

- ***AHRI Newsletter***, a weekly newsletter with more than 1,700 subscribers. TRC placed a rectangle ad for 13 consecutive weeks starting in April.

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

- **HVACRbusiness.com**, an HVAC publication website with 14,000 monthly visitors. TRC ran a Web Package in April and September which included:
  - A video on their homepage which showcased an updated TRC YouTube video about the program
  - A 728x90 size digital ad
  - A 160x600 size digital ad
  - A 180x150 size digital ad
- **ACHRNews.com**, a website that assists the decision-makers from all branches of the HVAC industry including contractors, manufacturers, distributors, parts and supply wholesalers, and service companies. More than 241,000 HVACR professionals visit the website every month. TRC ran several digital ads throughout the year with them including:
  - A skyscraper ad in January and June
  - A website topic sponsorship in May, September and October
  - A leaderboard ad in their weekly newsletters during all of June and September
  - A video highlight in October, which showcased an updated TRC YouTube video about the program
- **Distribution Center's Enewsletter**, sent to 4,000 weekly opt-in subscribers. TRC ran a Medium Rectangle ad in April and September.
- **NATE Enewsletter**, sent bi-monthly to 31,900 opt-in subscribers. TRC ran a featured leaderboard ad in March and November.

## Google AdWords

Since 2011 TRC has deployed a Google AdWord campaign that geotargets HVAC contractors/technicians and consumers (homeowners) in states with mercury thermostat disposal bans, including Rhode Island (Exhibit 5). Advertisements appear on Google search results pages after an individual searches terms related to TRC's mission (E.g. thermostat replacement, HVAC contracting recycling regulations, mercury thermostat recycling, programmable thermostats, etc.).

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

TRC continued this campaign in 2016, running it the duration of the calendar year. In April TRC updated the campaign by adding new display ads. (Exhibit 5) This is TRC's preferred option to reach consumers because of the campaign's extensive and targeted reach.

The Rhode Island campaign yielded 191,606 impressions with an average CTR of 0.47%.

### EXHIBIT 5: GOOGLE ADWORDS DISPLAY ADS



## Social Media

In March, TRC's Executive Director published a white paper titled *The Challenge: Not all HVAC Wholesalers Are Created Equal When It Comes to Mercury Thermostat Recycling*. The paper was circulated via LinkedIn and through the TRC blog.

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

In April TRC launched a new Facebook and YouTube advertising campaign targeting consumers in Rhode Island. The messaging encouraged users to recycle mercury thermostats and directed them to TRC's website to find out how they could do so. (Exhibit 6)

### EXHIBIT 6: FACEBOOK AD



Would You Let Your Kids Play  
With This?  
Recycle Your Mercury Thermostats!

[Learn More](#)

### Earned Media

TRC continued to receive positive earned media coverage of its news releases throughout the year in publications such as *HVAC Insider*, *HARDI's Distribution Center*, and *ACHR News*. Additionally, *U.S. Boiler Report* published an editorial article in August about TRC's program.

In October, TRC and RIDEM put together a Governor's Proclamation for RISE Engineering for recycling the most mercury thermostats in the state of Rhode Island. Exhibit 7, from left to right, features RIDEM Director Janet Coit, TRC Executive Director Ryan Kiscaden, RISE Engineering's Director of Residential Services Brian Kearney, National Grid's EnergyWise Program Manager Mike Rossacci, RISE Engineering President Vin Graziano, and state of Rhode Island: Office of Energy



## PROGRAM EDUCATION AND OUTREACH (NATIONAL AND RHODE ISLAND)

Resources Commissioner Carol Grant. Ryan Kiscaden presented. Press releases were sent out by RISE Engineering to Rhode Island media contacts. This was followed by a request from Renewable Now media outlet to interview Ryan Kiscaden on a panel to talk about recycling mercury thermostats in the state. The event took place October 11, 2016.

### EXHIBIT 7: RISE ENGINEERING RECOGNITION



### TRC WEBSITE

TRC's website data is calculated through Google Analytics, and its traffic continued to increase in 2016. There was a 6% increase of visitors from Rhode Island. The increase in traffic reflects the impact of paid trade channel advertising, the Google AdWords campaign, and search engine optimization efforts.

Starting in April and running through the end of the year, TRC implemented a new Collection Partner of the Month initiative to highlight collection partners that have gone above and beyond. Many included information about the partner, as well as a link to their website. Many of these entities posted reciprocal information on their sites about the honor, ultimately, helping drive additional traffic to the TRC website.



## PROGRAM EDUCATION AND OUTREACH

### (NATIONAL AND RHODE ISLAND)

In June TRC launched 4 subpages of its website in Spanish ([thermostat-recycle.org/es](http://thermostat-recycle.org/es)). Additionally, a new TRC 11x17 poster in Spanish was made available for free download on TRC's website. This initiative was based on feedback from HVAC wholesalers who have Spanish-speaking technicians and would find this resource useful.

At the end of November, DOE's EnergyStar program added TRC's information and content about recycling mercury-containing thermostats to its website. As of 12/31/2016, there weren't any programmable, WiFi-enabled, or smart thermostats available for EnergyStar qualifications. This relationship was accomplished because EnergyStar saw value in the amount of web traffic homeowners and others had towards thermostat replacements.

## TRADE SHOWS, CONFERENCES AND PRESENTATIONS

TRC staff attended, exhibited and/or presented at the following regional and national shows pertaining to Rhode Island:

- **January 25<sup>th</sup> – 28<sup>th</sup>: Air-Conditioning, Heating, and Refrigeration Institute (AHR) Exposition (National)**

*Orlando, FL*

TRC staff attended and exhibited at the AHRI (Air-Conditioning, Heating, and Refrigeration Institute) Expo in Chicago. The show brought in over 42,396 visitors, including more than 1,428 in the New England region.

- **February 1<sup>st</sup> – 4<sup>th</sup>: Association of Energy Service Professionals (AESP) Trade Show (National)**

*Phoenix, AZ*

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. TRC staff attended this show.

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

- **February 4<sup>th</sup> – 5<sup>th</sup>: ABM Franchising Show (National)**

*Atlanta, GA*

ABM is a wholesale distributor of HVAC parts and equipment. TRC staff exhibited at their annual show.

- **February 23<sup>rd</sup> -24<sup>th</sup>: Johnstone Supply Member Meeting (National)**

*Austin, TX*

Johnstone Supply is a cooperative wholesaler distributor of HVAC parts and equipment with over 380 locations nationwide, including 8 in MA. Johnstone's Annual Membership meeting is invitation only and TRC once again attended and exhibited as part of an ongoing effort with Johnstone to encourage and expand the cooperative's members' participation. The event is well attended by owners and senior staff and remains a unique opportunity to engage directly with key decision makers.

- **February 25<sup>th</sup>: ABM Webinar (National)**

Piper Mlsna presented a webinar to a contractor audience about mercury thermostat recycling and regulations.

- **March 10<sup>th</sup>: Air Conditioning Contractors of America (ACCA) and the IE3: Indoor Environment & Energy Expo (National)**

*Charlotte, NC*

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.

- **April 19<sup>th</sup>: Honeywell Webinar (National)**

Company board member Honeywell hosted a webinar in which 65 locations tuned in to learn about the mercury-containing thermostat recycling process.

- **May 22<sup>nd</sup>-26<sup>th</sup>: OESP Road Show (National)**

*Mashantucket, CT*

An annual convention with over 2,500 attendees representing close to 300 companies across New England. TRC staff again exhibited at this show.

## PROGRAM EDUCATION AND OUTREACH (NATIONAL AND RHODE ISLAND)

- **October 13<sup>th</sup>: NAHMMMA National Conference (National)**

*Portland, OR*

TRC staff attended the conference and sponsored the silent auction. The conference facilitated peer-group interaction and exchange of ideas and information relating to hazardous materials management. TRC staff attended.

- **December 3<sup>rd</sup> – 6<sup>th</sup>: HARDI National Conference (National)**

*Colorado Springs, CO*

TRC staff again attended this event and presented its annual “Big Man on the Planet Award.”

## OTHER ENGAGEMENT

### TRC Member Engagement

In April TRC member company, Honeywell, posted a Facebook message promoting TRC’s program in correlation with Earth Day. (Exhibit 8).

# PROGRAM EDUCATION AND OUTREACH

## (NATIONAL AND RHODE ISLAND)

### EXHIBIT 8: HONEYWELL FACEBOOK POST



In July TRC member company, Johnson Controls, distributed an informational fact sheet about mercury thermostat recycling to 120 of their service office locations in the U.S.

In October TRC member company, Lennox International, created a TRC ad to raise awareness within their National Account Services (NAS) contracting business. The ad stressed the importance of TRC's program and was placed on the back cover of the Sep-Oct issue of NAS' "Top Gun" magazine. This publication goes to approximately 100 branches and all the NAS technicians.

### Big Man on Planet Competition

TRC partnered with HARDI (HVAC wholesaler trade association) for the fifth annual Big Man on Planet (BMOP) competition where HARDI member distributors compete against each other nationwide. The three winners were Johnson Supply for highest participation rate, Gustave A Larson Company for highest average thermostat return per branch, and Johnstone Supply for most mercury

## PROGRAM EDUCATION AND OUTREACH

### (NATIONAL AND RHODE ISLAND)

recycled during the campaign. Each winning distributor was awarded a trophy at HARDI's annual conference in December. Additionally, the three branches that individually recycled the most mercury thermostats were awarded catered dinners for staff courtesy of TRC. The top three branches were Johnstone Supply in Golden Valley, MN, Auer Steel in Milwaukee, WI, and Johnstone Supply in Bloomington, MN.

#### Location calls

TRC staff made 20 phone calls to collection locations in Rhode Island that hadn't returned a bin in more than 12 months. Calls reminded locations of the need to stay in compliance with accumulation time limits. TRC staff also offered to replace lost shipping labels, order FedEx Ground pickups for the bins, or provide free promotional materials.

#### Site Visits

A total of 10 Rhode Island collection sites were visited in several key markets. The majority of locations visited were those that had not returned a bin within the past 12 months.

# PROGRAM EXPENSES

Below is a summary of TRC's national program expenses for 2016. A copy of TRC's 2015 IRS Form 990 is provided for you in Appendix 4.

## EXHIBIT 9: 2016 PROGRAM ADMINISTRATIVE EXPENSES

Program Component	2015	2016	% Change
Direct Expense for Marketing & Outreach	\$ 277,434	\$ 1,254,329	352%
Incentive/Promotional Payments	\$ 42,224	\$ 44,460	5%
Legal	\$ 15,399	\$ 30,952	101%
New Collection Containers	\$ 10,960	\$ 13,473	23%
Recycling Costs	\$ 347,555	\$ 308,899	-11%
Travel	\$ 81,152	\$ 79,259	-2%
TRC Staff and Administration	\$ 625,137	\$ 548,137	-12%
<b>Total (expenses)</b>	<b>\$ 1,399,862</b>	<b>\$ 2,279,509</b>	<b>63%</b>

Compared to prior years, variances in these program components were much more volatile.

Causes for changes include:

- Direct Expense for Marketing and Outreach:** Per the consent order in the state of CA, 25 of the 29 TRC members retained vendors for services related to compliance with the order. In addition to compliance, TRC focused on expanding advertising to non-traditional audiences realizing a 50% increase in its advertising budget.
- Legal:** TRC employed a lawyer, on a fulltime basis, for consultant services whereas services were ordered on an ad-hoc basis in previous years.
- Recycling Costs:** Because the program received less to process in 2016 compared to 2015, a reduction in the costs to manage the end of life mercury bearing thermostats mirrored collections. It is important to note that the costs related to processing thermostats will increase in 2017 as we transition to the new processing facility, Veolia.
- TRC Staff and Administration:** TRC released two employees at the conclusion of 2016 and operated with one less full-time employee throughout much of 2016 due to termination. In addition to personnel, TRC moved its offices with a reduction of lease occupancy expenses to be expected of 50% or greater.

# PROGRAM EXPENSES

## EXHIBIT 10: 2016 PROGRAM EXPENSES WITH RHODE ISLAND SPECIFIC COSTS

Category	RI	National	Total Expenses
Direct Expense for Marketing & Outreach	\$ 3,710	\$ 154,465	\$ 1,254,329
Incentive/Promotional Payments	\$ -	\$ 7,940	\$ 44,460
Legal	\$ -	\$ 30,772	\$ 30,952
New Collection Containers	\$ 68	\$ 13,473	\$ 13,473
Recycling Costs	\$ 3,850	\$ 190,953	\$ 308,899
Travel	\$ 2,244	\$ 36,046	\$ 79,259
TRC Staff and Administration	\$ 8,319	\$ 410,463	\$ 548,137
<b>Total (expenses)</b>	<b>\$ 18,191</b>	<b>\$ 844,112</b>	<b>\$ 2,279,509</b>

- **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 correctly 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 allocate the costs of the marketing piece across all 13 states which require mandatory manufacturer funding to operate the program.

After all costs (both state specific and “mandatory”) are allocated to a state, the remaining category is “national”. Because TRC operates in 48 states, these costs are not split evenly among the 13 “mandatory” states.

Instead, costs in this category are correctly attributed to the “national” categorization. As you can see demonstrated above, more than a 1/3 of TRC costs are allocated to non-specific state costs.

- **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.

# PROGRAM ADJUSTMENTS

## 2017 ANNUAL GOALS

TRC again set annual goals for the organization for the calendar year of 2017. The 2017 goals were developed by TRC staff and incorporate each operational area of the organization, including:

1. Continue to address state statutory requirements, agreements and other projects and activities designed to meet regulatory compliance requirements
2. Increase focus on mercury thermostat collections nationally with (2) key targets; HVAC providers and Utilities. Additionally, target audiences as required by individual states
3. Identify, analyze, and automate TRC business processes

To achieve TRC's 2017 annual goals, TRC has strategically realigned many of its previous marketing tactics. New efforts are intended to hyper-target high-volume collection partners, and further capitalize on earned media opportunities in Rhode Island.

Since the volume of mercury thermostats still in use today is still unknown, these campaigns are geared to attempt to claim as many as possible. With the proliferation of demand stimulating replacement products such as Wi-Fi-enabled and smart thermostats, the remaining reservoir of remaining mercury thermostats to recycle may drastically reduce.

Here are some of the promotional tactics slated for 2017 in the state of Rhode Island:

**Small Pails** – For many years, TRC has used its standard, green recycling container to fulfill statutory requirements for its 29 manufacturing members. 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.

As less thermostats have been collected over time, the need for larger containers has diminished in value. Also, of the 13 states which mandate the thermostat manufacture to fund a take-back program, only a handful specify the amount in which the container can be sold for. None specify the dimensions of the container.



## PROGRAM ADJUSTMENTS

During discussions with regulators, current collection locations, and other interested stakeholders, it became apparent that a smaller recycling container could help resolve rural collection issues and provide an additional, perhaps desirable collection mechanism for others.

As a result, TRC's mercury thermostat recycling program will offer an additional choice of a small pail in the second quarter of 2017. Through its processing partnership with Veolia, we have developed a plan to offer a one gallon recycling option to anyone whom requests.

**Earned Media** – Since its inception, TRC's communications tactics have predominantly been owned media, such as websites, blogs, or email, and paid advertising. Very little emphasis was applied to proactive earned media strategies.

Earned media cannot be bought or owned. It can only be gained organically, when content receives recognition through communication channels such as social media and word of mouth.

Also, it often refers to publicity gained through editorial influence of various kinds. The media may include any mass media outlets, such as newspaper, television, radio, and the internet. Additionally, it may include a variety of formats, such as news articles, letters to the editor, editorials, and television and internet play.

TRC's new Director of Marketing, Communications, and Social Media, Janet Tirado, has over 20 years of integrated communications experience with a concentration in earned media. Under her direction, TRC has subscribed to PRNewswire to help disseminate press releases and has developed an editorial calendar with consistent and sustainable activates throughout 2017.

# PROGRAM EVALUATION

The Thermostat Recycling Corporation (TRC) is a non-profit stewardship organization that facilitates and manages the collection and proper disposal of mercury-containing thermostats. TRC is supported by 29 manufacturers and provides a network of collection sites around the United States with the aim of keeping mercury out of the waste stream and protecting the environment. The following analytical report details the annual program performance for mercury thermostat collection in the state of Rhode Island (RI) in 2016. A few of the program highlights for 2016 are included below:

- In 2016 the program **collected 24.9 pounds of mercury** in RI. Since 2007, the annual quantity (lbs.) of mercury collected in RI has increased by an average of 87% per year. During the same period, total mercury collected nationally increased by 5% per year.
- In 2016, the number of whole thermostats collected in RI increased by 3% to 2,275 thermostats. The number of thermostats collected annually in the state has increased by an annual year-over-year average of 72% every year since 2007.
- The number of whole thermostats collected per bin in 2016 was **56 thermostats**. This was below the ten-year state average of 74 thermostats per bin returned.
- The county with the most bins returned in 2016 was **Providence (29 bins, 1,944 thermostats)**, followed by **Kent (2 bins, 132 thermostats)** and **Newport Counties (3 bins, 38 thermostats)**. All five counties in RI returned thermostats in 2016.
- In 2016, **74% of the partner locations returned at least one bin** compared to a national average of 44%.
- In 2016, a total of **10 site visits were conducted in RI and 20 ‘Miss You’ calls were placed**. A moderate positive correlation between miss you calls and bins returned was found. A relationship between visits and bins returned cannot be evaluated because all the visits occurred within one month. However, it seems possible that visits also positively impact bins returned.
- In addition to 2,275 whole thermostats, 1,632 loose switches were collected, bringing the total number of “thermostat equivalents” collected in 2016 to 3,829, an increase of 65% from 2015.

# PROGRAM EVALUATION

## 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 12 pounds of mercury and 1,384 thermostats per year** since 2007. In 2016 the program **collected 24.9 pounds of mercury from 2,275 thermostats and 1,632 loose switches**, a 49% increase over the previous year in pounds of mercury and 3% increase in thermostats. Figure 1.1 displays the total number of bins, thermostats, and the total quantity (lbs.) of mercury collected in the state since the beginning of the program.

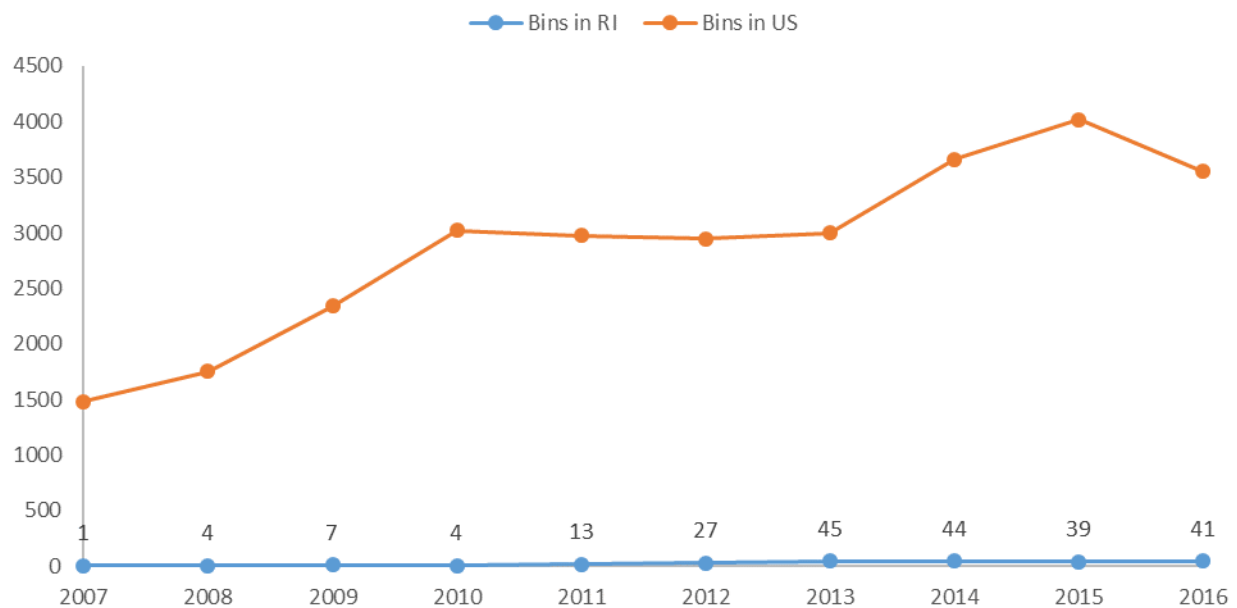
**FIGURE 1.1: PROGRAM PERFORMANCE OVER TIME**

Year	Number Bins	Number Stats	Lbs. Mercury
2007	1	81	0.7
2008	4	370	2.9
2009	7	654	7.4
2010	4	420	2.8
2011	13	1,068	10.3
2012	27	1,617	12.6
2013	45	2,477	18.2
2014	44	2,661	23.4
2015	39	2,212	16.7
2016	41	2,275	24.9
<i>Average</i>	<i>23</i>	<i>1,384</i>	<i>12.0</i>
<i>Total</i>	<i>225</i>	<i>13,835</i>	<i>120.1</i>

## PROGRAM EVALUATION

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 the number of bins collected annually from 2007 to 2013 increased rapidly, but has generally plateaued since 2013 with around 40 bins per year.

**FIGURE 1.2. BINS COLLECTED OVER TIME IN STATE AND NATIONALLY**



The quantity (lbs.) of mercury collected in RI in 2016 increased by 49% over 2015 levels. Since the program began in 2007, the annual quantity (lbs.) of mercury collected in the state has increased by an average of 87% per year. During the same period, the quantity (lbs.) of mercury collected in the nation increased by an average of 5% per year. Figure 1.3 displays the total quantity (lbs.) of mercury collected in the state over time as well as the year-over-year percent increase (or decrease) in the state and the US.

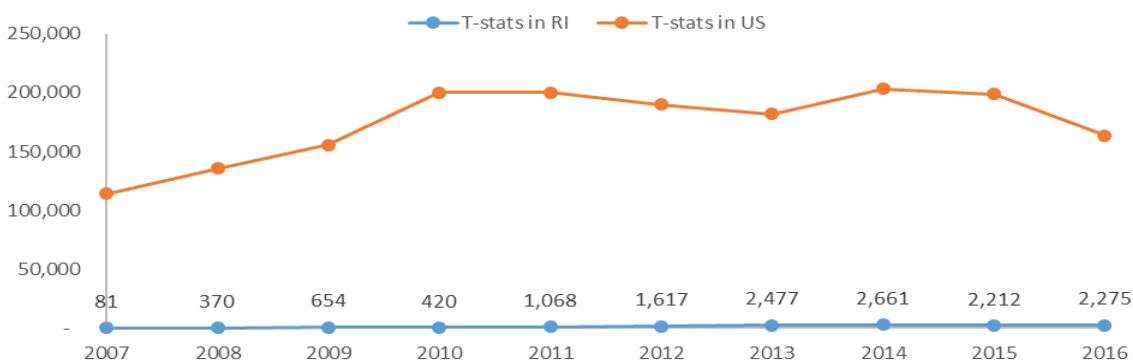
# PROGRAM EVALUATION

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

Year	Total Lbs. Hg	% Change State	% Change US
2007	0.7	N/A	2%
2008	2.9	306%	16%
2009	7.4	150%	16%
2010	2.8	-62%	26%
2011	10.3	270%	4%
2012	12.6	22%	-5%
2013	18.2	44%	-5%
2014	23.4	28%	13%
2015	16.7	-29%	-1%
2016	24.9	49%	-15%
Average	12.0	87%	5%

A total of 2,275 thermostats were collected in the state of RI in 2016. This was a **3% increase over the number of thermostats collected in 2015, and more than a 2,500% increase since the program began in 2007**. The number of thermostats collected annually in RI has increased by an **average of 72% per year since 2007**. During the same period, the number of thermostats collected in the US has increased by an annual average of 5%. 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 1.4: NUMBER OF WHOLE THERMOSTATS COLLECTED OVER TIME IN THE STATE AND NATIONALLY**



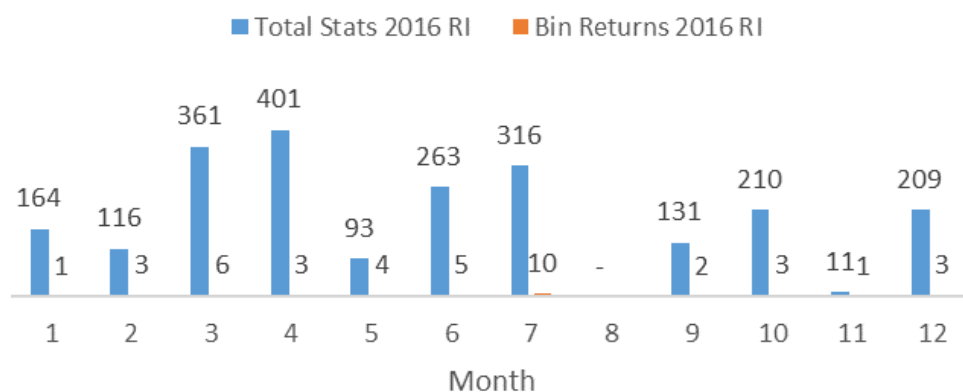
# PROGRAM EVALUATION

**FIGURE 1.5: WHOLE THERMOSTATS COLLECTED IN RI AND US OVER TIME AND YEAR-OVER-YEAR PERCENT CHANGE**

Year	T-stats in RI	T-stats in US	% Change State	% Change US
2007	81	114,158	-	-
2008	370	135,646	357%	19%
2009	654	155,731	77%	15%
2010	420	200,064	-36%	28%
2011	1,068	199,918	154%	0%
2012	1,617	189,619	51%	-5%
2013	2,477	181,600	53%	-4%
2014	2,661	203,346	7%	12%
2015	2,212	198,603	-17%	-2%
2016	2,275	163,606	3%	-18%
Average	1,384	174,229	72%	5%

Figure 1.6 displays the monthly distribution of bins and thermostats collected in the state over 2016. The months with the greatest number of bins returned were **March (6 bins)** and **July (10 bins)**. The months with the greatest number of thermostats returned were **March (361 thermostats)**, **April (401 thermostats)**, and **July (316 thermostats)**. Conversely, the months with the fewest number of thermostats returned in 2016 were August and November.

**FIGURE 1.6. WHOLE THERMOSTATS AND BINS COLLECTED PER MONTH 2016**



## PROGRAM EVALUATION

The evaluation examined the average number of thermostats returned per bin in 2016. The highest number of thermostats per bin were observed in **January (164 thermostats per bin) and April (134 thermostats per bin)**. Figure 1.7 shows the monthly average number of thermostats per returned bin for the year.

**FIGURE 1.7: AVERAGE MONTHLY THERMOSTATS PER BIN RETURNED**

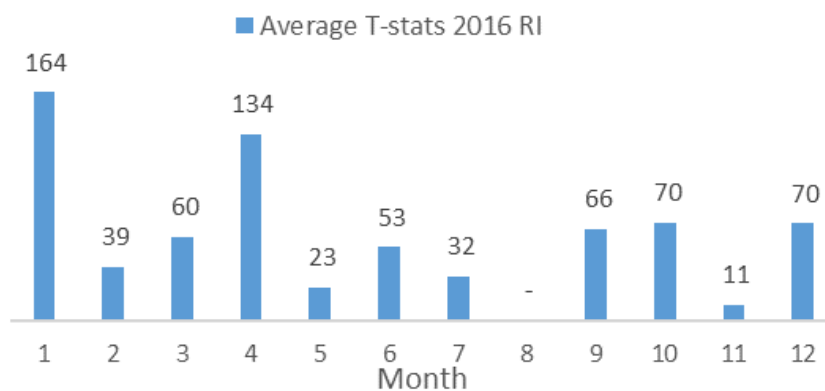


Figure 1.8 displays the average number of thermostats returned per bin in the state and in the US since the beginning of the state program. Nationally, the number of thermostats per bin has been decreasing annually since 2000. In RI, the number of thermostats per bin has increased during the first four years of the program but has been generally decreasing since the apex in 2010. The 2016 average (**55 thermostats per bin average**) was tied for the lowest year on record (2013) and below the ten-year average of 74 thermostats per bin.

# PROGRAM EVALUATION

**FIGURE 1.8: AVERAGE NUMBER OF THERMOSTATS PER BIN OVER TIME IN THE STATE AND NATIONALLY**

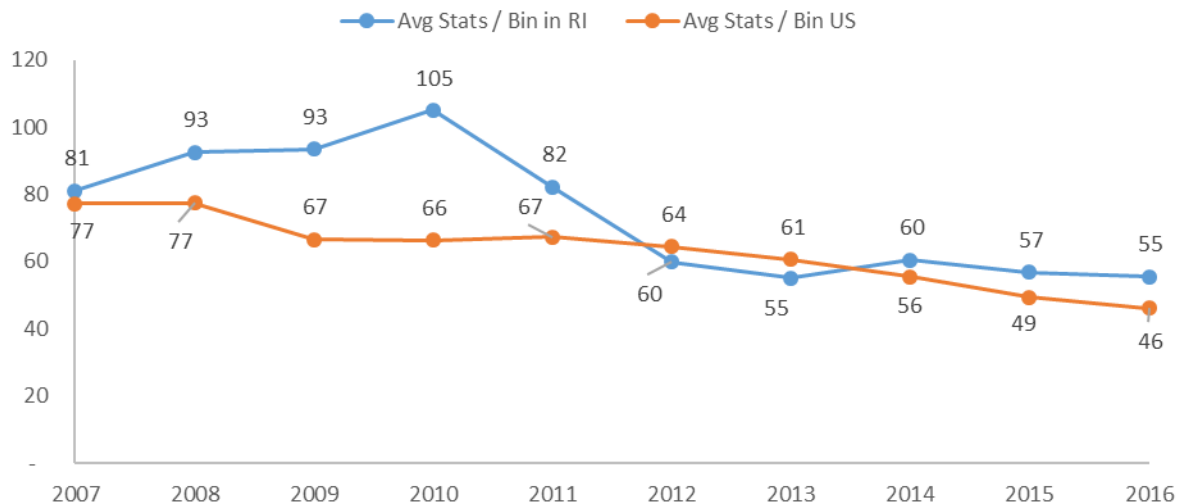


Figure 1.9 plots the total bins returned over time along with the average number of thermostats per bin over the same period to determine if there is a relationship between the two. The number of bins returned from RI has increased since 2007, but at the same time the number of thermostats per bin has declined. Thus, while more bins are being returned, this does not translate to more thermostats returned. In fact, just the opposite is true, more bins are being returned with fewer thermostats per bin.



# PROGRAM EVALUATION

**FIGURE 1.9: TOTAL BINS AND AVERAGE NUMBER OF THERMOSTATS PER BIN OVER TIME**

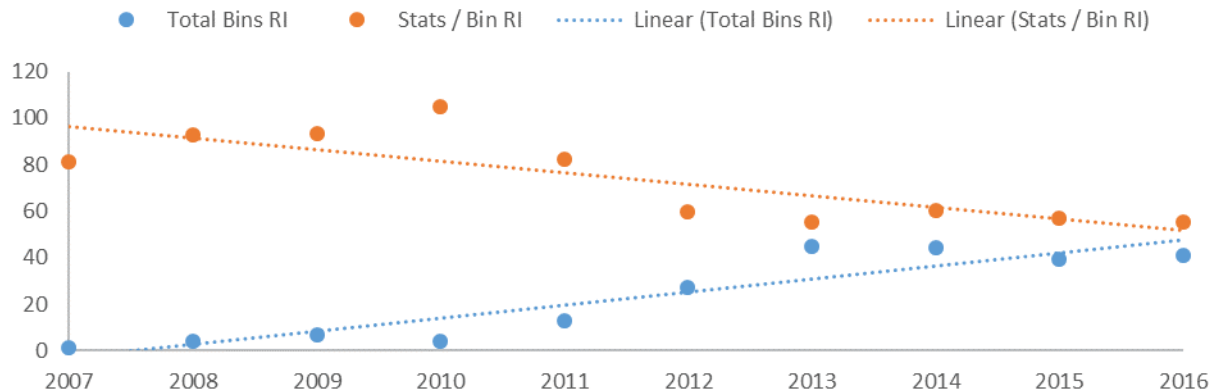
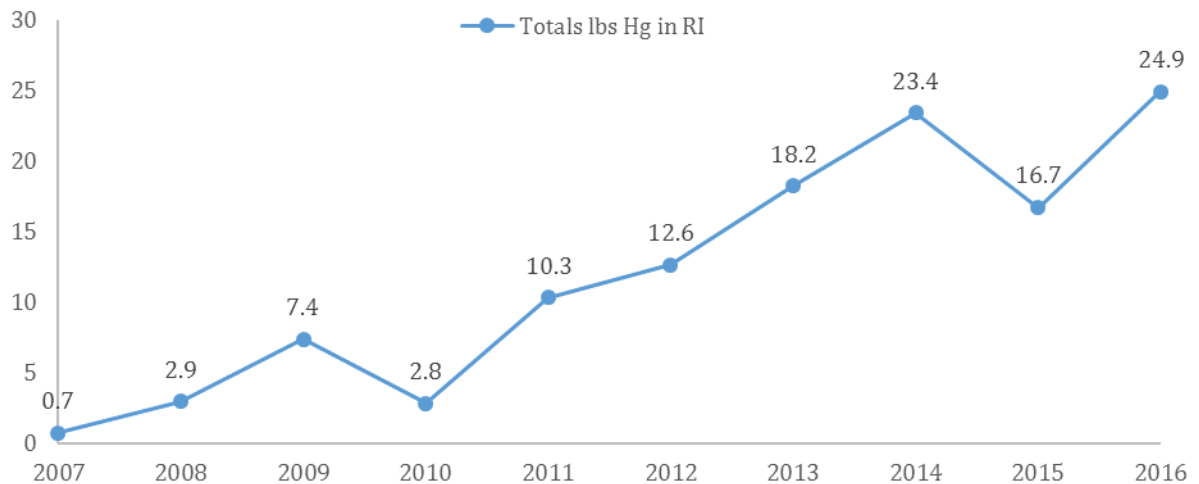


Figure 1.10 shows the total quantity (lbs.) of mercury collected annually in RI. In all but two years, 2010 and 2015, the quantity (lbs.) of mercury collected has increased from the previous year.

**FIGURE 1.10: TOTAL QUANTITY (LBS.) OF MERCURY COLLECTED ANNUALLY**

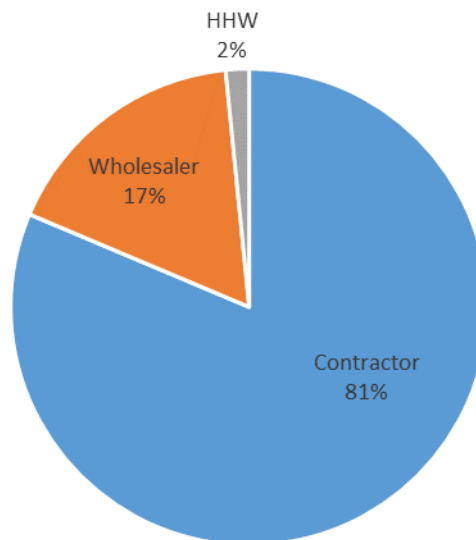


# PROGRAM EVALUATION

## SECTION 2: Channel Partner Analysis

Section 2 of the report examines the partner locations in more detail. In contrast to last year where fewer than 40% of thermostats collected came from contractors, in 2016 **contractors sent in 81% of thermostats**, and **the remaining thermostats were collected by wholesalers (17%)**. A small portion of thermostats, 2%, were returned through Hazardous Household Waste collection. Figure 2.1 shows the distribution of thermostats collected by location type in 2016.

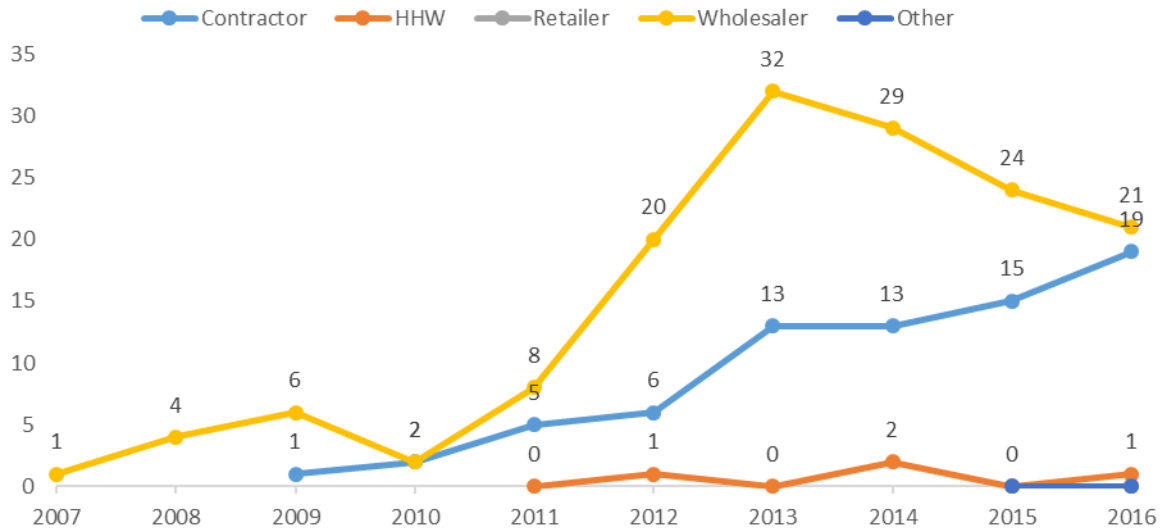
**FIGURE 2.1: THERMOSTATS COLLECTED BY LOCATION TYPE IN 2016**



The number of **bins returned by wholesalers decreased from 24 bins in 2015 to 21 bins in 2016**. At the same time, the number of **bins returned by contractors increased from 15 to 19 bins in 2016**. Figure 2.2 displays the change in the number of bins returned by thermostat collection type over time in the state.

# PROGRAM EVALUATION

**FIGURE 2.2: THERMOSTAT BINS RETURNED BY LOCATION TYPE OVER TIME**



In 2016, **74% of the locations** that had a bin in the state of RI sent back at least one bin for recycling. The distribution is displayed in Figure 2.3.

## PROGRAM EVALUATION

**FIGURE 2.3: PERCENTAGE OF STORES RETURNING A BIN IN 2016**

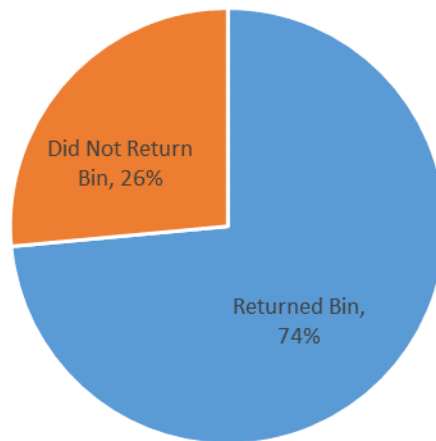
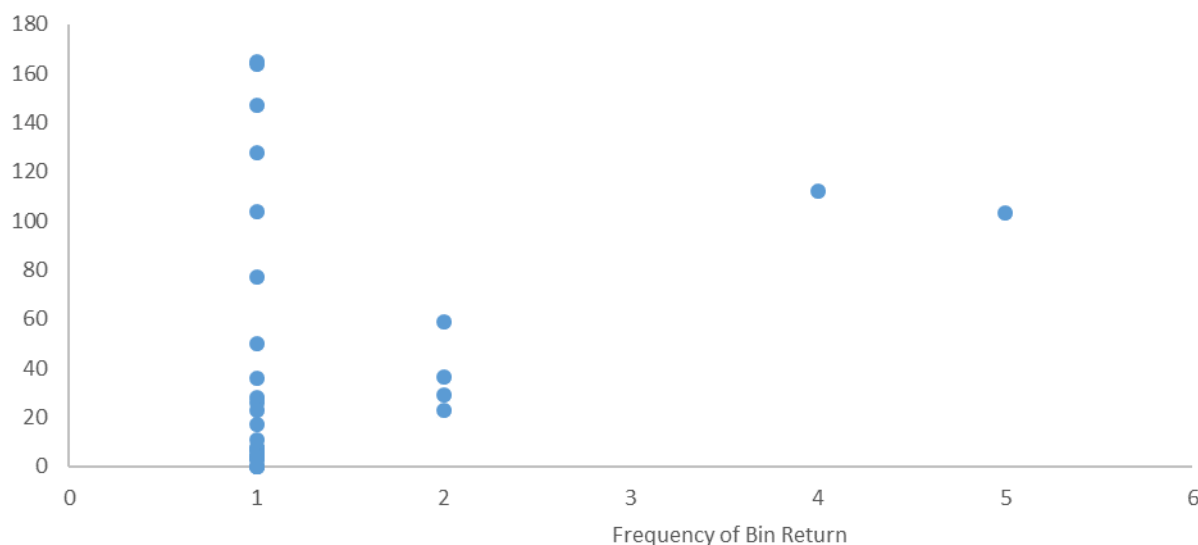


Figure 2.4 is a scatter plot comparing the frequency of bins returned per location and the number of thermostats per bin. The analysis sought to determine whether there was any correlation between the two variables. The number of thermostats per bin when one bin was returned varied from 0 to 165 thermostats, and averaged 42 thermostats per bin. The range of thermostats per bin when two bins were returned was much narrower, ranging from 23 to 59 thermostats, and averaged 37 thermostats per bin. Thus, when comparing bins returned once to bins returned twice, bins returned more frequently contained fewer thermostats. However, in RI there were also bins returned 4 and 5 times, both containing more than 100 thermostats each. No statistically significant relationship between number of times a bin was returned and thermostats per bin has been determined. Most likely, a few locations dominate in thermostat returns.

# PROGRAM EVALUATION

**FIGURE 2.4: CORRELATION OF FREQUENCY OF BINS RETURNED AND NUMBER OF THERMOSTATS PER BIN**



An analysis of the top performing counties in terms of total bins returned and total thermostats returned in 2016 revealed that **Providence County returned the most bins (29 bins). The next leading counties were Washington (6 bins) and Newport (2 bins).** The counties with the most thermostats returned in 2016 were **Providence (1,944), which again was well ahead of the second and third counties of Washington (158 thermostats) and Kent (132 thermostats).** Figure 2.5 displays the total bins and thermostats returned, by county, in 2016.

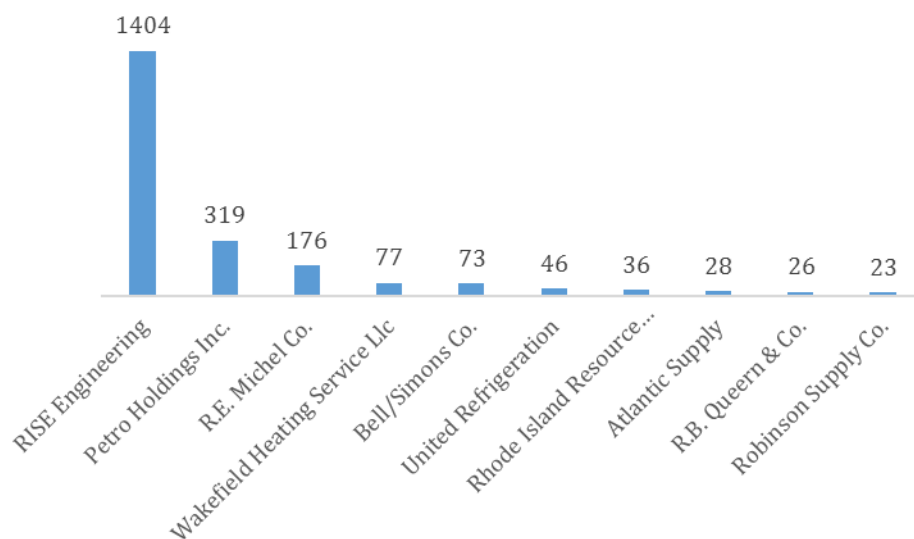
**FIGURE 2.5: BINS RETURNED AND TOTAL THERMOSTATS RETURNED IN 2016 BY COUNTY**

County Name	Total T-stats	Total Bins
Providence	1,944	29
Washington	158	6
Kent	132	2
Newport	38	3
Bristol	3	1

## PROGRAM EVALUATION

Regarding the TRC partner locations in RI, **RISE Engineering (1,404 thermostats)** returned the highest number of thermostats in the state in 2016, followed by **Petro holdings (319 thermostats)** and **R.E. Michel Company (176 thermostats)**. Apart from these three locations, 9 program partners returned more than 10 thermostats each in 2016, while 6 program partners returned fewer than 10 thermostats. Figure 2.6 displays the top performing partners in terms of total bins returned in 2016.

**FIGURE 2.6. TOP PERFORMING TRC PARTNERS IN THE STATE**



## PROGRAM EVALUATION

Figure 2.7 looks at the top performers in a more detail. The figure includes the top performers for the year by each of the following categories: total bins returned, total thermostats returned, and average number of thermostats per bin.

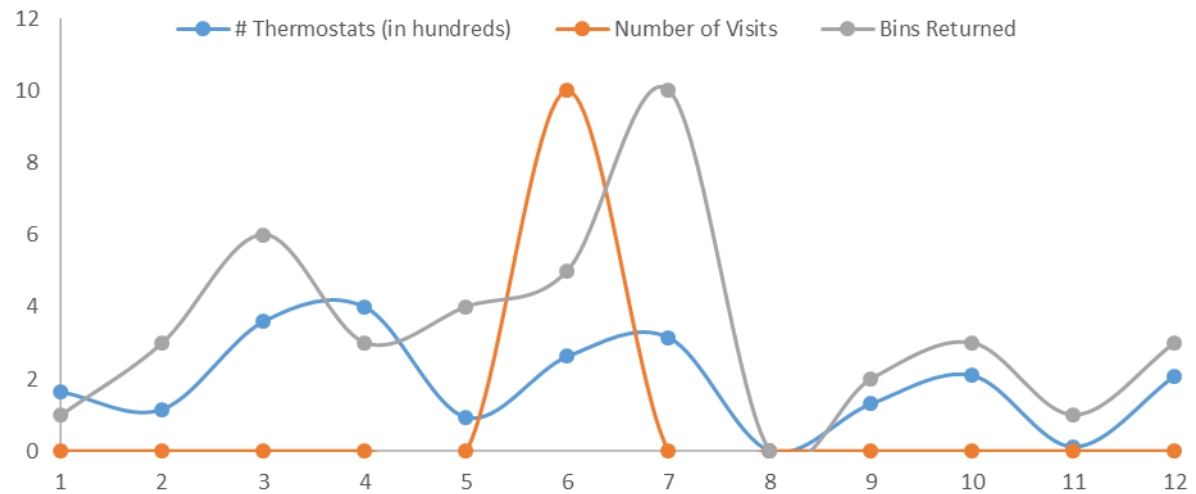
**FIGURE 2.7. TOP PERFORMING PARTNERS BY TOTAL BINS, TOTAL THERMOSTATS, AND THERMOSTATS PER BIN**

Company Name	No. of Thermostats	No. of Bins	Thermostats / Bin
RISE Engineering	1,404	12	117
Petro Holdings Inc.	319	3	106
R.E. Michel Company	176	7	25
Wakefield Heating Service LLC	77	1	77
Bell/Simons Company	73	2	37
United Refrigeration	46	2	23
Rhode Island Resource Recovery Corp. Eco-Depot	36	1	36
Atlantic Supply	28	1	28
R.B. Queern & Company	26	1	26
Robinson Supply Company	23	1	23

TRC conducted several activities in 2016 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 2016, a total of 10 site visits were conducted in RI and 20 ‘Miss You’ calls were placed. Figure 2.8 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. All the site visits were conducted in the month of June. One month later, in July 10 bins were returned, the most bins in 2016. However, the number of thermostats returned appears nearly sinusoidal and decreasing throughout the year. Thus, even though the highest number of bins were returned one month after the visit, the number of thermostats returned was not the highest of the year. Because all site visits were conducted in the same month, it is not statistically possible to do a more rigorous analysis than the qualitative discussion above. It seems possible that the site visits spurred the return of bins, but this cannot statistically be verified.

# PROGRAM EVALUATION

**FIGURE 2.8: RELATIONSHIP BETWEEN SITE VISITS AND BINS AND THERMOSTATS RETURNED PER MONTH**

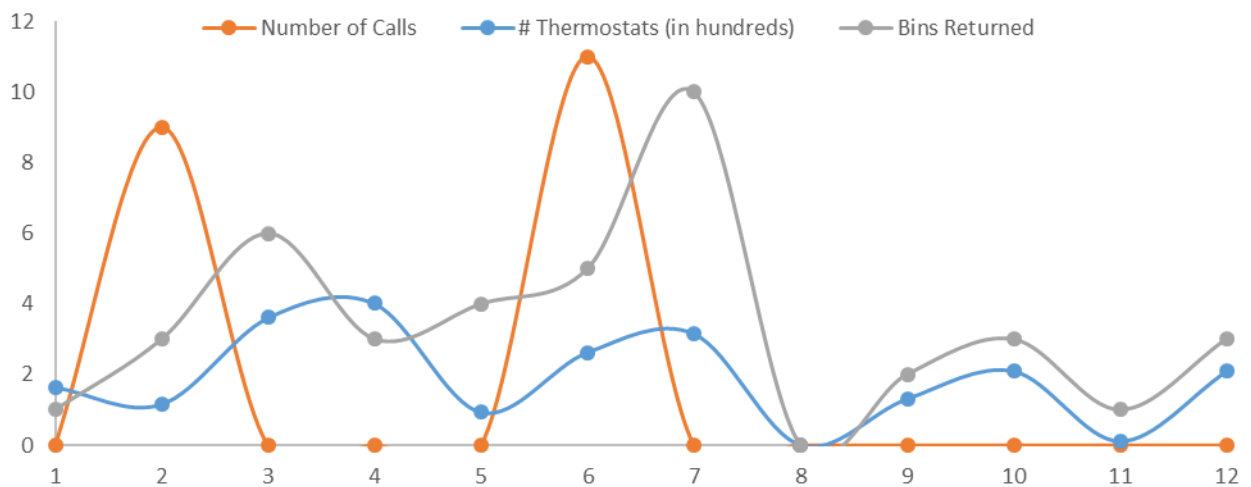




## PROGRAM EVALUATION

Figure 2.9 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. Along with the site visits in June, 11 calls were made. It has already been noted the following month in July the highest number of bins were returned. There is also a smaller bump in bins returned in the month March, one month after 9 calls were placed. As calls were made at two points in the year, it is possible to conduct a statistical analysis on the relationship between bins returned and calls. A moderate positive correlation was found between the two, suggesting the calls do help promote the return of bins. However, the increase in bins returned after a call does not necessarily correspond to more thermostats returned per bin. Thermostat returns decreased throughout the year in a sinusoidal pattern.

**FIGURE 2.9: RELATIONSHIP BETWEEN 'MISS YOU' CALLS AND BINS AND THERMOSTATS RETURNED PER MONTH**



# PROGRAM EVALUATION

## SECTION 3: COMPARISONS TO NATIONAL AND OTHER STATE DATA

To compare how the state collection partners performed in 2016, 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 number of bins includes locations that did not return any bins in a given year. It should be noted when making comparisons each state has different regulations, different mix of housing types, local policies, and incentives which may have unique impacts on returns. Overall, the average number of bins returned per location per year was slightly higher in RI than the US average, and the annual averages are shown in figure 3.1.

**FIGURE 3.1: AVERAGE NUMBER OF BINS RETURNED PER LOCATION PER YEAR**

Average number of bins returned per year per location	2012	2013	2014	2015	2016
US Average	1.4	1.4	1.6	1.8	1.5
RI Average	0.3	0.3	0.5	1.3	1.6

# PROGRAM EVALUATION

Figure 3.2 displays the locations in RI that returned more than one bin in a given year since 2013, and figure 3.3 displays the top 10 partners in the US over the same period in terms of the number of bins returned. United Refrigeration and R.E. Michel Company appear on both the state and national list as top performers.

**FIGURE 3.2: PARTNER LOCATIONS IN RI RETURNING GREATER THAN 1 BIN PER YEAR 2013-2016**

Location	2013
Petro Holdings Inc.	4
RISE Engineering	4
Supply New England	4
Bell / Simons Company	3
R.E. Michel Company	3
Sid Harvey	3
F W Webb	2
Simon's Supply Company	2
United Refrigeration	2

Location	2014
RISE Engineering	8
Plumber's Supply Company	4
R.E. Michel Company	3
S.G. Torrice Corp	3
Supply New England	3
RI Resource Recovery Corp. Eco-Depot	2
Santoro Oil Company	2
United Refrigeration	2

Location	2015
RISE Engineering	13
Supply New England	3
United Refrigeration	3
Plumber's Supply	2
R.E. Michel Company	2

Location	2016
RISE Engineering	12
R.E. Michel Company	7
Petro Holdings Inc.	3
United Refrigeration	2
Bell/Simons Company	2
Wakefield Heating Service LLC	1
Rhode Island Resource Recovery Corp. Eco-Depot	1
Atlantic Supply	1
R.B. Queern & Company	1
Robinson Supply Company	1

# PROGRAM EVALUATION

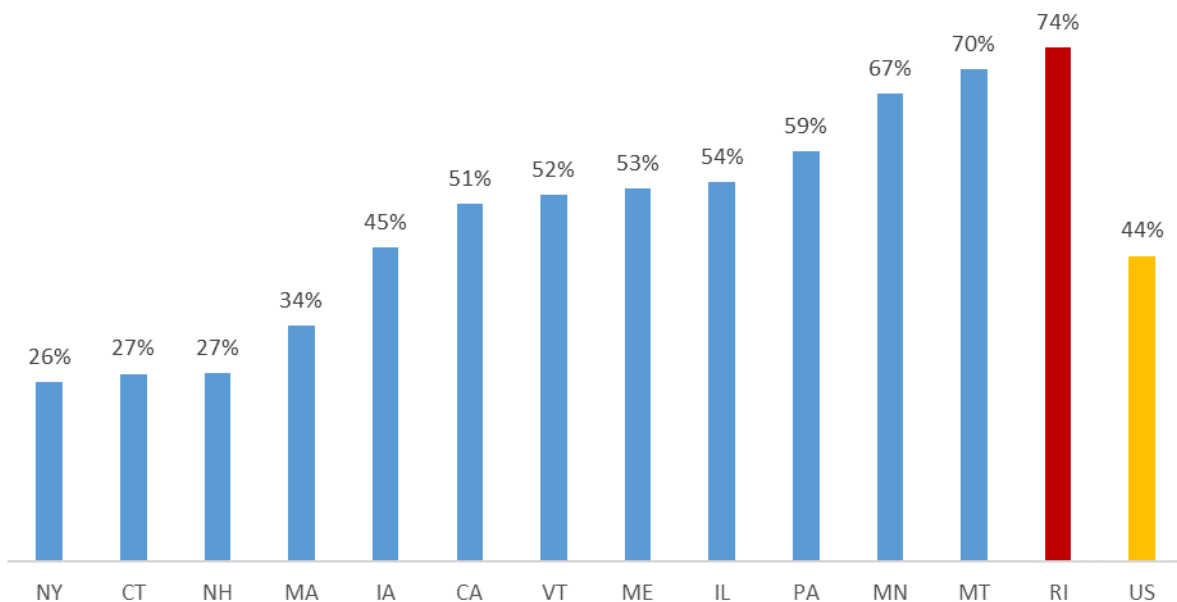
**FIGURE 3.3: TOP PERFORMING PARTNER LOCATIONS NATIONWIDE IN BINS RETURNED 2013 TO 2016**

<b>Location</b>	<b>2013</b>	<b>Location</b>	<b>2015</b>
R.E. Michel Company	311	Johnstone Supply	519
Johnstone Supply	298	R.E. Michel Company	336
United Refrigeration	162	Ferguson Enterprises	184
Honeywell Inc.	118	United Refrigeration	176
Ferguson Enterprises	106	US Air Conditioning Distributors, Inc.	106
US Air Conditioning Distributors, Inc.	102	Goodman Distribution Inc.	70
Refrigeration Supplies Distributor	69	Gustave A Larson Company	62
Goodman Distribution Inc.	64	Refrigeration Supplies Distributor	54
Baker Distributing Company	47	Lennox Industries Inc.	51
Comverge	41	Baker Distributing Company	50
<b>Location</b>	<b>2014</b>	<b>Location</b>	<b>2016</b>
R.E. Michel Company	461	Johnstone Supply	444
Johnstone Supply	460	R.E. Michel Company	292
US Air Conditioning Distributors, Inc.	127	United Refrigeration	237
Ferguson Enterprises	119	Lennox Industries Inc.	131
United Refrigeration	114	Ferguson Enterprises	104
Goodman Distribution Inc.	95	Us Air Conditioning Distributors, Inc.	70
Honeywell Inc.	77	Ace Supply Co Inc.	66
Gustave A Larson Company	67	Goodman Distribution, Inc.	66
Refrigeration Supplies Distributor	60	Lux Products	54
Lennox Industries Inc.	60	F.W. Webb Company	47
C.C. Dickson Company	55	Baker Distributing Company	46
		Refrigeration Supplies Distributor	46

## PROGRAM EVALUATION

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 2016 (participation is defined as sending back at least one bin). **In 2016 74% of bin holders in RI returned a bin** compared to a national average of 44%. RI has the highest percentage of locations returning a bin in 2016.

**FIGURE 3.4: PERCENTAGE OF LOCATIONS RETURNING A BIN IN 2016**



## PROGRAM EVALUATION

Figure 3.5 compares the state and national rates for several analytics in 2016. 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 2016, the equivalent average, the number of mercury thermostat equivalents returned in 2016 and finally the percent change in mercury thermostat conversion from 2015 to 2016. 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**

State	Whole T-stats	Bins	Loose Switches	T-stats /total locations (avg.)	T-stats /bin (avg.)	T-stats /location returning a bin (avg.)	Switch/ T-stat Conversion Factor	T-stat Eq. 2016*	% Change
CA	15,501	472	1,273	26	33	51	1.8	16,189	-16%
CT	2,284	53	504	14	43	52	1.3	2,659	-31%
IA	2,098	49	212	27	43	60	1.3	2,259	-21%
IL	9,896	243	1,086	28	41	52	1.3	10,722	-7%
MA	5,232	95	408	22	55	65	1.3	5,555	-33%
ME	4,823	125	56	29	39	55	1.1	4,873	4%
MN	9,413	117	324	94	80	140	1.3	9,665	-5%
MT	468	24	14	17	20	25	1.1	481	109%
NH	2,141	43	457	15	50	56	1.2	2,517	-7%
NY	5,857	165	1,882	15	35	59	1.3	7,270	-31%
PA	9,676	211	595	37	46	63	1.4	10,092	-33%
RI	2,275	41	1,632	67	55	91	1.1	3,829	65%
VT	2,246	74	62	18	30	35	1.1	2,302	14%
US Avg.	5,532	132	654	32	44	62	1.3	6,032	-16%

\*T-stat Eq. = Thermostat Equivalents

## APPENDIX 1: COLLECTION LOCATION SITE VISITS

Date	Location	Street	City	State	Zip Code
6/20/2016	Stedman & Kazounis Plumbing & Heating Co Inc	10 Crossland	Charlestown	RI	02813
6/20/2016	H.V. Holland, Inc.	2 Hammett Court	Jamestown	RI	02835
6/20/2016	Viking Supply Co	36 Friendship Street	Westerly	RI	02841
6/20/2016	Petro	550 Fish Road	Tiverton	RI	02878
6/20/2016	Supply New England Peacedale	1425 Kingstown Road	Peacedale	RI	02883
6/20/2016	Petro-Warwick	141 Knight Street	Warwick	RI	02886
6/20/2016	The Granite Group-Westerly	114 Cross Street	Westerly	RI	02891
6/22/2016	R.E. Michel Company, Inc-Providence 2	124 Narragansett Ave	Providence	RI	02907
6/22/2016	Trane-East Providence	50 Vision Blvd.	East Providence	RI	02914
6/22/2016	Santoro Oil Company	101 Corliss St	Providence	RI	02904

## APPENDIX 2: COLLECTION LOCATION PHONE CALLS

Date	Location	Street	City	State	Zip Code
2/11/2016	Atlantic Supply	1000 Tiogue Ave	Coventry	RI	02816
2/11/2016	Viking Supply Co	36 Friendship Street	Westerly	RI	02841
2/11/2016	Homans Associates Llc	203 Concord Street Suite 431	Pawtucket	RI	02861
2/11/2016	Supply New England Peacedale	1425 Kingstown Road	Peacedale	RI	02883
2/11/2016	Carrier Enterprise-Warwick	33 Plan Way Bldg 1	Warwick	RI	02886
2/11/2016	East Greenwich Winair Co.	29 Kilvert Street	Warwick	RI	02886
2/11/2016	Cohen Heating Supply Company	38 Bath Street	Providence	RI	02908
2/11/2016	Ardente Supply Co Inc.	404 Valley Street	Providence	RI	02908
2/11/2016	Bell Simons Co-Providence	90 Kenwood Street	Providence	RI	02909
6/30/2016	Smithfield Plumbing & Heating Supply	1 Austin Ave.	Greenville	RI	02828
6/30/2016	Viking Supply Co	36 Friendship Street	Westerly	RI	02841
6/30/2016	Supply New England-Pawtucket	273 Lonsdale Ave.	Pawtucket	RI	02860
6/30/2016	Homans Associates LLC-Pawtucket	203 Concord St., Ste. 431	Pawtucket	RI	02860
6/30/2016	Homans Associates Llc	203 Concord Street Suite 431	Pawtucket	RI	02861
6/30/2016	GEM Plumbing & Heating	1 Wellington Street	Lincoln	RI	02865
6/30/2016	The Granite Group-Westerly	114 Cross Street	Westerly	RI	02891
6/30/2016	Petro-Woonsocket	1182 River Street	Woonsocket	RI	02895



### APPENDIX 3: COLLECTION LOCATION SUMMARY REPORT (SORTED ALPHABETICALLY BY CITY AND THEN BY LOCATION)

Bin	Type	Location	Street	City	State	Zip Code	Phone	Return Date	Number of Loose Switches	Number of Thermostats
M16707	Wholesaler	Superior Comfort Inc.	257 Franklin Street	Bristol	RI	02809	401-396-9171	2/17/2016	0	3
M13043	Contractor	STEDMAN & KAZOUNIS PLUMBING & HEATING CO INC	10 CROSSLAND	CHARLESTOWN	RI	02813	401-364-9888	6/30/2016	0	17
	Contractor	STEDMAN & KAZOUNIS PLUMBING & HEATING CO INC	10 CROSSLAND ST.	CHARLESTOWN	RI	02813	401-364-9888			
M16834	Wholesaler	ATLANTIC SUPPLY	1000 TIOGUE AVE	COVENTRY	RI	02816	401-823-0800	5/3/2016	0	28
	Contractor	SolarCity	70 Centre of New England Boulevard	Coventry	RI	02816	413-302-5332			
m13281	Wholesaler	BELL SIMONS CO	90 Kenwood Street	Cranston	RI	02907	401-944-0200	3/21/2016	0	0
	Wholesaler	BELL SIMONS CO	90 Kenwood Street	Cranston	RI	02907	401-944-0200			
M12751	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	4/27/2016	0	128
M17998	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	1/18/2016	0	164
M17999	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	12/15/2016	0	119
M17999	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	9/21/2016	7	108
M17999	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	6/8/2016	0	87
M17999	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	3/30/2016	0	134
M17381	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	6/8/2016	0	147
M17389	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	10/20/2016	0	109
M17389	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	7/25/2016	0	108
M17389	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	4/26/2016	0	108
M17389	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	2/8/2016	0	106
M17389	Contractor	RISE Engineering	1341 Elmwood Avenue	Cranston	RI	02910	401-784-3700	12/28/2016	0	86
M16235	Wholesaler	ROBINSON PLUMBING & HEATING SUPPLY, CO	1 FREEWAY DRIVE	CRANSTON	RI	02920	401-467-0200 EXT. 12	9/26/2016	0	23

	Wholesaler	Plumber's Supply	41 Commercial Way	East Providence	RI	02914	401-431-0800			
	Wholesaler	Plumber's Supply	41 Commercial Way	East Providence	RI	02914	401-431-0800			
	Wholesaler	TRANE (Closed)	50 VISION BLVD.	EAST PROVIDENCE	RI	02914	401 434 3145			
M12177	Contractor	Woods Heating	22 Almeida Avenue	East Providence	RI	02914	401-434-1487	4/25/2016	0	165
	Wholesaler	SMITHFIELD PLUMBING & HEATING SUPPLY	1 AUSTIN AVE.	GREENVILLE	RI	02828	401-949-0110			
M15114	Contractor	H.V. Holland, Inc.	2 Hammett Court	Jamestown	RI	02835	401-423-0614	6/28/2016	186	8
	Contractor	Restivo's Heating and Air Conditioning, Ltd.	295 Scituate Ave.	Johnston	RI	02919	401-351-7378			
M13519	HHW	RHODE ISLAND RESOURCE RECOVERY CORP. ECO-DEPOT	54 SHUN PIKE	JOHNSTON	RI	02919	401-942-1430	5/6/2016	0	36
	HHW	RHODE ISLAND RESOURCE RECOVERY CORP. ECO-DEPOT	54 SHUN PIKE	JOHNSTON	RI	02919	401-942-1430			
	Contractor	GEM PLUMBING & HEATING	1 WELLINGTON ROAD	LINCOLN	RI	02865	401-459-4874			
	Contractor	GEM PLUMBING & HEATING	1 WELLINGTON ROAD	LINCOLN	RI	02865	401-459-4874			
	Wholesaler	Plumber Supply Co	305 Oliphant Ln	Middletown	RI	02842				
M15734	Wholesaler	SUPPLY NEW ENGLAND	119 OLIPHANT LANE	MIDDLETOWN	RI	02842	401-846-6830	12/19/2016	0	4
	Wholesaler	HOMANS ASSOCIATES LLC	203 CONCORD STREET SUITE 431	PAWTUCKET	RI	02861	401-726-9300			
	Wholesaler	HOMANS ASSOCIATES LLC	203 CONCORD STREET SUITE 431	PAWTUCKET	RI	02861	401-726-9300			
	Wholesaler	SIMON'S SUPPLY CO INC	19 SLADE STREET	PAWTUCKET	RI	02861	401 722 0200			
M15732	Wholesaler	SUPPLY NEW ENGLAND	273 LONSDALE AVE.	PAWTUCKET	RI	02860	401-722-7010	11/11/2016	0	11
M12165	Contractor	Buckley Heating & Cooling	1632 Kingstown Road	Peace Dale	RI	02879	401-789-9711	7/7/2016	143	50
M15733	Wholesaler	SUPPLY NEW ENGLAND	1425 KINGSTOWN RD.	PEACEDALE	RI	02883	401-789-0991	7/1/2016	695	4
M18124	Contractor	R.B. Queern & Co., Inc.	200 High Point Avenue	Portsmouth	RI	02871	401-849-0095	5/3/2016	0	26
M15978	Wholesaler	ARDEnte SUPPLY CO INC.	404 VALLEY STREET	PROVIDENCE	RI	02908	401-861-1324	2/17/2016	1	7

	Wholesaler	ARDENTE SUPPLY CO INC.	404 VALLEY STREET	PROVIDENCE	RI	02908	401-861-1324			
	Wholesaler	AUTOMATIC HEATING EQUIPMENT	400 CHARLES ST	PROVIDENCE	RI	02904	401 521-8877			
m13281	Wholesaler	BELL SIMONS CO	101 PRINTER STREET	PROVIDENCE	RI	02904	401-274-4180	3/1/2016	1	73
M15926	Wholesaler	COHEN HEATING SUPPLY COMPANY	38 BATH STREET	PROVIDENCE	RI	02908	401-751-7200	5/10/2016	0	3
		Delta T Distributors	89 Corliss Street	Providence	RI	02904	401-861-1776			
	Wholesaler	FURNACE & DUCT SUPPLY CO. INC.	635 ELMWOOD AVE.	PROVIDENCE	RI	02907	401-941-3800			
	Wholesaler	FURNACE & DUCT SUPPLY CO. INC.	635 ELMWOOD AVE.	PROVIDENCE	RI	02907	401-941-3800			
	Wholesaler	JOHN F. WHITE & CO	31 NARRAGANSETT AVE.	PROVIDENCE	RI	02907	401-461-3333			
	Wholesaler	JOHNSTONE SUPPLY CO	50 NIANTIC AVE	Providence	RI	02907	401-946-9444			
M12174	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117	7/7/2016	0	0
M12174	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117	3/9/2016	0	58
M13175	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117	7/7/2016	0	44
M13175	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117	3/10/2016	0	74
M13144	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117	7/7/2016	0	0
M15150	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117	7/25/2016	300	0
	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117			
	Wholesaler	R.E. MICHEL COMPANY, INC	85 CORLISS STREET, REAR	PROVIDENCE	RI	02904	401-831-0433			
	Wholesaler	R.E. MICHEL COMPANY, INC	124 NARRAGANSETT AVE	PROVIDENCE	RI	02907	401-461-1117			
M17388	Wholesaler	R.E. Michel Company, Inc.	124 Narrangassett Avenue	Providence	RI	02907	401-461-1117	7/7/2016	0	0

	Wholesaler	R.E. Michel Company, Inc.	124 Narrangasset Avenue	Providence	RI	02907	401-461-1117			
	Wholesaler	R.E. Michel Company, Inc.	124 Narrangasset Avenue	Providence	RI	02907	401-461-1117			
	Wholesaler	R.E. Michel Company, Inc.	124 Narrangasset Avenue	Providence	RI	02907	401-461-1117			
	Contractor	Regan Heating and A/C	235 Georgia Avenue	Providence	RI	02905	401-461-8100			
	Wholesaler	S. G. TORRICE CORP	300 NIANTIC AVE	PROVIDENCE	RI	02907	401-490-4425			
	Wholesaler	S. G. TORRICE CORP	300 NIANTIC AVE	PROVIDENCE	RI	02907	401-490-4425			
	Contractor	SANTORO OIL CO.	101 CORLISS ST	PROVIDENCE	RI	02904				
	Contractor	SANTORO OIL CO.	101 CORLISS ST	PROVIDENCE	RI	02904				
	Contractor	SANTORO OIL CO.	101 CORLISS ST	PROVIDENCE	RI	02904				
	Wholesaler	SID HARVEY INDUSTRIES	89 CORLISS ST	PROVIDENCE	RI	02903	401-521-9332			
	Wholesaler	Sid Harvey Industries - CLOSED	95 PRINTER ST. - CLOSED	PROVIDENCE	RI	02904	401-521-9332			
	Wholesaler	The Portland Group	333-339 Harris Avenue	Providence	RI	02909	401-273-3044			
M15931	Wholesaler	UNITED REFRIGERATION INC	185 TORONTO AVENUE	PROVIDENCE	RI	02905	401-467-3600	10/26/2016	1	24
M15931	Wholesaler	UNITED REFRIGERATION INC	185 TORONTO AVENUE	PROVIDENCE	RI	02905	401-467-3600	3/30/2016	0	22
	Contractor	Carjon Air Conditioning & Heating	4 Enterprise Lane	Smithfield	RI	02917				
	Contractor	Petro	550 Fish Road	Tiverton	RI	02878	401-621-5114			
	Contractor	PETRO HOLDINGS	550 FISH RD	TIVERTON	RI	02878				
	Contractor	Petro Holdings Inc.	550 Fish Road	Tiverton	RI	02878	401-736-2340			
M20020	Contractor	Wakefield Heating Service LLC	534 Shannock Rd	Wakefield	RI	02879	401-932-1997	10/21/2016	3	77
	Wholesaler	Carrier Enterprise	33 Plan Way Bldg 1	Warwick	RI	02886	401-732-7090			
	Wholesaler	DELTA T DISTRIBUTING PROVIDENCE	56 Dewey Avenue	Warwick	RI	02886	401-861-1776			
	Wholesaler	DELTA T DISTRIBUTING PROVIDENCE	56 Dewey Avenue	Warwick	RI	02886	401-861-1776			

	Wholesaler	East Greenwich Winair Co.	289 Kilvert Street	Warwick	RI	02886	4017321585			
	Wholesaler	F. W. WEBB CO	101 JEFFERSON BLVD	WARWICK	RI	02888	401-463-8339			
	Contractor	HOMESERVE USA (closed)	56 DEWEY AVE.	WARWICK	RI	02886	781-359-2600			
M13820	Contractor	PETRO	141 KNIGHT ST	Warwick	RI	02886		7/7/2016	0	104
	Contractor	PETRO	141 KNIGHT ST	Warwick	RI	02886				
	Contractor	Petro	141 Knight Street	Warwick	RI	02886	401-732-0137			
	Wholesaler	SUPPLY NEW ENGLAND	361 JEFFERSON BLVD.	WARWICK	RI	02886	401-739-8000			
M15917	Wholesaler	THE GRANITE GROUP	114 CROSS STREET	WESTERLY	RI	02891	401-596-7775	6/29/2016	143	4
M15929	Wholesaler	VIKING SUPPLY CO	36 FRIENDSHIP STREET	WESTERLY	RI	02841	401-348-9220	7/25/2016	152	6
	Contractor	Kafin Oil Company	22 Hamlet Avenue	Woonsocket	RI	02895	401-765-3881			
	Contractor	PETRO	1182 RIVER STREET	WOONSOCKET	RI	02895				
	Contractor	PETRO	1182 RIVER STREET	WOONSOCKET	RI	02895				
	Contractor	Petro Holdings Inc.	1182 River Street	Woonsocket	RI	02895	401-767-0400			



COPY

EXTENDED TO AUGUST 15, 2016

Form 990

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

Department of the Treasury  
Internal Revenue Service

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](http://www.irs.gov/form990).

2015  
Open to Public  
Inspection

A For the 2015 calendar year, or tax year beginning

and ending

B Check if applicable:

- ☐ Address change  
☐ Name change  
☐ Initial return  
☐ Final return/terminated  
☐ Amended return  
☐ Application pending

C Name of organization

THERMOSTAT RECYCLING CORPORATION

Doing business as TRC

Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
1765 DUKE STREET

City or town, state or province, country, and ZIP or foreign postal code  
ALEXANDRIA, VA 22314

F 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 \$

1,623,198.

H(a) Is this a group return

for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

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

H(c) Group exemption number

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c)( 6 ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.THERMOSTAT-RECYCLE.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1996

M State of legal domicile: DE

Part I Summary

Activities & Governance	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 <input type="checkbox"/> 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	
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	4	
	5	Total number of individuals employed in calendar year 2015 (Part V, line 2a)	5	8	
	6	Total number of volunteers (estimate if necessary)	6	0	
	Revenue	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
7b		Net unrelated business taxable income from Form 990-T, line 34	7b	0.	
8		Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year	
9		Program service revenue (Part VIII, line 2g)	0.	0.	
10		Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,487,960.	1,622,964.	
11		Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	245.	234.	
12		Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	0.	0.	
13		Grants and similar amounts paid (Part IX, column (A), lines 1-3)	1,488,205.	1,623,198.	
14		Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.	
Expenses		15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	428,110.	456,176.	
	b	Total fundraising expenses (Part IX, column (D), line 25)	0.	0.	
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	982,852.	932,404.	
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	1,410,962.	1,388,580.	
	19	Revenue less expenses. Subtract line 18 from line 12	77,243.	234,618.	
	Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
		21	Total liabilities (Part X, line 26)	410,901.	642,843.
		22	Net assets or fund balances. Subtract line 21 from line 20	390,722.	388,046.
				20,179.	254,797.

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

Signature of officer

RYAN KISCADEN, EXECUTIVE DIRECTOR

Type or print name and title

Date

8/2/16

Paid

Preparer

Use Only

Print/Type preparer's name

JEFFREY A. SMITH, CPA

Preparer's signature

Date

Check if self-employed

PTIN

P00139935

Firm's name

BURDETTE SMITH & BISH LLC  
4035 RIDGE TOP ROAD, SUITE 550  
FAIRFAX, VA 22030-7411

Firm's EIN

45-4037800

Phone no. 703-591-5200

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

☒ Yes ☐ No



**Part III** Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe 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.**

**2** 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.

**3** 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.

**4** 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 \$ 1,209,411. including grants of \$ ) (Revenue \$ 1,622,964. )

**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 1,500,000 MERCURY-CONTAINING THERMOSTATS WHICH HAS KEPT 9 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 **1,209,411.**



**Part IV Checklist of Required Schedules**

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>		X
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?		X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 <b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		
5 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? <i>If "Yes," complete Schedule C, Part III</i>	X	
6 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? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 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? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b 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? <i>If "Yes," complete Schedule D, Part VII</i>		X
c 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? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d 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? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		X
f 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)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 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? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 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? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 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? <i>If "Yes," complete Schedule G, Part I</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X

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**Part IV Checklist of Required Schedules** (continued)

	Yes	No
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i> .....		X
<b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? .....		
<b>21</b> 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? <i>If "Yes," complete Schedule I, Parts I and II</i> .....		X
<b>22</b> 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? <i>If "Yes," complete Schedule I, Parts I and III</i> .....		X
<b>23</b> Did the organization answer "Yes" 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? <i>If "Yes," complete Schedule J</i> .....	X	
<b>24a</b> 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? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> .....		X
<b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? .....		
<b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? .....		
<b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? .....		
<b>25a</b> <b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> .....		
<b>b</b> 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? <i>If "Yes," complete Schedule L, Part I</i> .....		
<b>26</b> 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? <i>If "Yes," complete Schedule L, Part II</i> .....		X
<b>27</b> 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? <i>If "Yes," complete Schedule L, Part III</i> .....		X
<b>28</b> 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):		
<b>a</b> A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>c</b> 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? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> .....		X
<b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> .....		X
<b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> .....		X
<b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> .....		X
<b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> .....		X
<b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> .....		X
<b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)? .....		X
<b>b</b> If "Yes" 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)? <i>If "Yes," complete Schedule R, Part V, line 2</i> .....		
<b>36</b> <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> .....		
<b>37</b> 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? <i>If "Yes," complete Schedule R, Part VI</i> .....		X
<b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? .....	X	

Note. All Form 990 filers are required to complete Schedule O

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**Part V** Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V ☐

		Yes	No
<b>1a</b>	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	8	
<b>1b</b>	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	0	
<b>c</b>	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	X
<b>2a</b>	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	2a	8
<b>b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? <b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	2b	X
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	X
<b>b</b>	If "Yes," has it filed a Form 990-T for this year? If "No," to line 3b, provide an explanation in Schedule O	3b	
<b>4a</b>	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)?	4a	X
<b>b</b>	If "Yes," enter the name of the foreign country: See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a	X
<b>b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b	X
<b>c</b>	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	5c	
<b>6a</b>	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?	6a	X
<b>b</b>	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b	
<b>7</b>	<b>Organizations that may receive deductible contributions under section 170(c).</b>		
<b>a</b>	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?	7a	
<b>b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	
<b>c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c	
<b>d</b>	If "Yes," indicate the number of Forms 8282 filed during the year	7d	
<b>e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e	X
<b>f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f	X
<b>g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g	
<b>h</b>	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h	
<b>8</b>	<b>Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8	
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>		
<b>a</b>	Did the sponsoring organization make any taxable distributions under section 4966?	9a	
<b>b</b>	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b	
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter:		
<b>a</b>	Initiation fees and capital contributions included on Part VIII, line 12	10a	
<b>b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter:		
<b>a</b>	Gross income from members or shareholders	11a	
<b>b</b>	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b	
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?	12a	
<b>b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b	
<b>13</b>	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>		
<b>a</b>	Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> See the instructions for additional information the organization must report on Schedule O.	13a	
<b>b</b>	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	13b	
<b>c</b>	Enter the amount of reserves on hand	13c	
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year?	14a	X
<b>b</b>	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b	

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**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

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

☒ X

**Section A. Governing Body and Management**

		Yes	No
<b>1a</b> Enter the number of voting members of the governing body at the end of the tax year	4		
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.			
<b>b</b> Enter the number of voting members included in line 1a, above, who are independent	4		
<b>2</b> Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X
<b>3</b> 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?	3		X
<b>4</b> Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		X
<b>5</b> Did the organization become aware during the year of a significant diversion of the organization's assets?	5		X
<b>6</b> Did the organization have members or stockholders?	6	X	
<b>7a</b> 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?	7a	X	
<b>b</b> Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		X
<b>8</b> Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
<b>a</b> The governing body?	8a	X	
<b>b</b> Each committee with authority to act on behalf of the governing body?	8b	X	
<b>9</b> 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 "Yes," provide the names and addresses in Schedule O	9		X

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

	Yes	No
<b>10a</b> Did the organization have local chapters, branches, or affiliates?	10a	X
<b>b</b> If "Yes," 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?	10b	
<b>11a</b> Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X
<b>b</b> Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
<b>12a</b> Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	X
<b>b</b> Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X
<b>c</b> Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	X
<b>13</b> Did the organization have a written whistleblower policy?	13	X
<b>14</b> Did the organization have a written document retention and destruction policy?	14	X
<b>15</b> 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?		
<b>a</b> The organization's CEO, Executive Director, or top management official	15a	X
<b>b</b> Other officers or key employees of the organization	15b	X
If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
<b>16a</b> Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	X
<b>b</b> If "Yes," 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?	16b	

**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)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
☐ Own website ☐ Another's website ☒ 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**  
**1765 DUKE STREET, ALEXANDRIA, VA 22314**



☐

[illegible]

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

	Yes	No
3		X
4	X	
5		X

(A) Name and business address	(B) Description of services	(C) Compensation
HONEYWELL INTERNATIONAL, 1985 DOUGLAS DRIVE, GOLDEN VALLEY, MN 55422-3992	ADMINISTRATIVE AND RECYCLING SERVICES	347,555.

1



**Part VIII** Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	1 a	Federated campaigns	1a			
	b	Membership dues	1b			
	c	Fundraising events	1c			
	d	Related organizations	1d			
	e	Government grants (contributions)	1e			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f			
	g	Noncash contributions included in lines 1a-1f: \$				
	h	<b>Total.</b> Add lines 1a-1f				
<b>Program Service Revenue</b>	2 a	MEMBERSHIP DUES	Business Code 900099	1,613,499.	1,613,499.	
	b	SITE PARTICIPATION FEE	900099	9,465.	9,465.	
	c					
	d					
	e					
	f	All other program service revenue				
	g	<b>Total.</b> Add lines 2a-2f		1,622,964.		
	3	Investment income (including dividends, interest, and other similar amounts)		234.		234.
4	Income from investment of tax-exempt bond proceeds					
5	Royalties					
<b>Other Revenue</b>	6 a	Gross rents	(i) Real (ii) Personal			
	b	Less: rental expenses				
	c	Rental income or (loss)				
	d	Net rental income or (loss)				
	7 a	Gross amount from sales of assets other than inventory	(i) Securities (ii) Other			
	b	Less: cost or other basis and sales expenses				
	c	Gain or (loss)				
	d	Net gain or (loss)				
	8 a	Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18	a			
	b	Less: direct expenses	b			
	c	Net income or (loss) from fundraising events				
	9 a	Gross income from gaming activities. See Part IV, line 19	a			
	b	Less: direct expenses	b			
	c	Net income or (loss) from gaming activities				
	10 a	Gross sales of inventory, less returns and allowances	a			
	b	Less: cost of goods sold	b			
	c	Net income or (loss) from sales of inventory				
	Miscellaneous Revenue			Business Code		
	11 a					
	b					
c						
d	All other revenue					
e	<b>Total.</b> Add lines 11a-11d					
12	<b>Total revenue.</b> See instructions.		1,623,198.	1,622,964.	0.	234.



**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 ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...				
2 Grants and other assistance to domestic individuals. See Part IV, line 22 .....				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 .....				
4 Benefits paid to or for members .....				
5 Compensation of current officers, directors, trustees, and key employees .....	174,111.			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) .....				
7 Other salaries and wages .....	226,246.			
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) .....				
9 Other employee benefits .....	27,444.			
10 Payroll taxes .....	28,375.			
11 Fees for services (non-employees):				
a Management .....				
b Legal .....	21,228.			
c Accounting .....	25,981.			
d Lobbying .....				
e Professional fundraising services. See Part IV, line 17 .....				
f Investment management fees .....				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.) .....	40,187.			
12 Advertising and promotion .....	127,124.			
13 Office expenses .....	14,574.			
14 Information technology .....	17,028.			
15 Royalties .....				
16 Occupancy .....	63,950.			
17 Travel .....	81,152.			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials .....				
19 Conferences, conventions, and meetings .....				
20 Interest .....				
21 Payments to affiliates .....				
22 Depreciation, depletion, and amortization .....	2,242.			
23 Insurance .....	20,653.			
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) .....				
a RECYCLING SERVICES .....	347,555.			
b COMMUNICATIONS .....	59,643.			
c INCENTIVE PAYMENTS .....	46,017.			
d PRINTING .....	31,967.			
e All other expenses .....	33,103.			
25 Total functional expenses. Add lines 1 through 24e .....	1,388,580.			
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐ if following SOP 98-2 (ASC 958-720)



**Part X Balance Sheet**Check if Schedule O contains a response or note to any line in this Part X ☐

		(A) Beginning of year		(B) End of year
<b>Assets</b>	1 Cash - non-interest-bearing	200,820.	1	386,575.
	2 Savings and temporary cash investments	141,336.	2	171,417.
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	2,781.	4	225.
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 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		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	44,200.	9	65,104.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 11,209.		
	b Less: accumulated depreciation	10b 5,507.	10c	5,702.
	11 Investments - publicly traded securities		11	
	12 Investments - other securities. See Part IV, line 11		12	
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	13,820.	15	13,820.
16 <b>Total assets.</b> Add lines 1 through 15 (must equal line 34)	410,901.	16	642,843.	
<b>Liabilities</b>	17 Accounts payable and accrued expenses	390,722.	17	388,046.
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 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		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 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		25	
	26 <b>Total liabilities.</b> Add lines 17 through 25	390,722.	26	388,046.
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.</b>			
	27 Unrestricted net assets	20,179.	27	254,797.
	28 Temporarily restricted net assets		28	
	29 Permanently restricted net assets		29	
	<b>Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.</b>			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
33 <b>Total net assets or fund balances</b>	20,179.	33	254,797.	
34 <b>Total liabilities and net assets/fund balances</b>	410,901.	34	642,843.	

Form 990 (2015)



**Part XI Reconciliation of Net Assets**Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,623,198.
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,388,580.
3	Revenue less expenses. Subtract line 2 from line 1	3	234,618.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	20,179.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	254,797.

**Part XII Financial Statements and Reporting**Check if Schedule O contains a response or note to any line in this Part XII ☒1 Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other

If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.

2a Were the organization's financial statements compiled or reviewed by an independent accountant?

If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:

☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis

b Were the organization's financial statements audited by an independent accountant?

If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:

☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis

c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?

If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.

3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

	Yes	No
2a		X
2b	X	
2c	X	
3a		X
3b		

Form 990 (2015)

**SCHEDULE C**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**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](http://www.irs.gov/form990).**

OMB No. 1545-0047

**2015**

**Open to Public  
Inspection**

**If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then**

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

**If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then**

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

**If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then**

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization

**THERMOSTAT RECYCLING CORPORATION**

Employer identification number

**54-1830284**

**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 expenditures ..... ▶ \$ .....

3 Volunteer hours ..... ▶ .....

**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? ..... ☐ Yes ☐ No

4a Was a correction made? ..... ☐ Yes ☐ No

b If "Yes," describe in Part IV.

**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? ..... ☐ Yes ☐ No

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-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule C (Form 990 or 990-EZ) 2015



**Part II-A** 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.)	(a) Filing organization's totals	(b) Affiliated group totals												
<b>1a</b> Total lobbying expenditures to influence public opinion (grass roots lobbying) .....														
<b>b</b> Total lobbying expenditures to influence a legislative body (direct lobbying) .....														
<b>c</b> Total lobbying expenditures (add lines 1a and 1b) .....														
<b>d</b> Other exempt purpose expenditures .....														
<b>e</b> Total exempt purpose expenditures (add lines 1c and 1d) .....														
<b>f</b> Lobbying nontaxable amount. Enter the amount from the following table in both columns.														
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">If the amount on line 1e, column (a) or (b) is:</th> <th style="text-align: left;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:													
Not over \$500,000	20% of the amount on line 1e.													
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.													
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.													
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.													
Over \$17,000,000	\$1,000,000.													
<b>g</b> Grassroots nontaxable amount (enter 25% of line 1f) .....														
<b>h</b> Subtract line 1g from line 1a. If zero or less, enter -0- .....														
<b>i</b> Subtract line 1f from line 1c. If zero or less, enter -0- .....														
<b>j</b> 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? .....														

☐ Yes ☐ No

**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.)

**Lobbying Expenditures During 4-Year Averaging Period**

Calendar year (or fiscal year beginning in)	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) Total
<b>2a</b> Lobbying nontaxable amount					
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					
<b>c</b> Total lobbying expenditures					
<b>d</b> Grassroots nontaxable amount					
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					
<b>f</b> Grassroots lobbying expenditures					

Schedule C (Form 990 or 990-EZ) 2015

**Part II-B** Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

	(a)		(b)
	Yes	No	Amount
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 1i)?			
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 1i			
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).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?		X
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	X	
3 Did the organization agree to carry over lobbying and political expenditures from the prior year?		X

**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	1	
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	
b Carryover from last year	2b	
c Total	2c	
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
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?	4	
5 Taxable amount of lobbying and political expenditures (see instructions)	5	

**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 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.  
▶ Attach to Form 990.▶ Information about Schedule D (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2015**Open to Public  
Inspection

Name of the organization

**THERMOSTAT RECYCLING CORPORATION**

Employer identification number

**54-1830284****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.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year .....		
2 Aggregate value of contributions to (during year) .....		
3 Aggregate value of grants from (during year) .....		
4 Aggregate value at end of year .....		
5 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? .....	<input type="checkbox"/> Yes	<input type="checkbox"/> No
6 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? .....	<input type="checkbox"/> Yes	<input type="checkbox"/> No

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

1 Purpose(s) of conservation easements held by the organization (check all that apply).

<input type="checkbox"/> Preservation of land for public use (e.g., recreation or education)	<input type="checkbox"/> Preservation of a historically important land area
<input type="checkbox"/> Protection of natural habitat	<input type="checkbox"/> Preservation of a certified historic structure
<input type="checkbox"/> Preservation of open space	

2 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.

	Held at the End of the Tax Year
a Total number of conservation easements .....	2a
b Total acreage restricted by conservation easements .....	2b
c Number of conservation easements on a certified historic structure included in (a) .....	2c
d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register .....	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ .....

4 Number of states where property subject to conservation easement is located ▶ .....

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? .....

☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ .....

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ .....

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? .....

☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

**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.

b 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:

(i) Revenue included on Form 990, Part VIII, line 1 .....

▶ \$ .....

(ii) Assets included in Form 990, Part X .....

▶ \$ .....

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

a Revenue included on Form 990, Part VIII, line 1 .....

▶ \$ .....

b Assets included in Form 990, Part X .....

▶ \$ .....



**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):

- a ☐ Public exhibition  
 b ☐ Scholarly research  
 c ☐ Preservation for future generations  
 d ☐ Loan or exchange programs  
 e ☐ 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:

	Amount
c Beginning balance	1c
d Additions during the year	1d
e Distributions during the year	1e
f Ending balance	1f

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.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
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

	Yes	No
3a(i)		
3a(ii)		
3b		

b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? ☐

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.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		11,209.	5,507.	5,702.
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				5,702.

**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.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives .....		
(2) Closely-held equity interests .....		
(3) Other .....		
(A) .....		
(B) .....		
(C) .....		
(D) .....		
(E) .....		
(F) .....		
(G) .....		
(H) .....		
<b>Total.</b> (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.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) .....		
(2) .....		
(3) .....		
(4) .....		
(5) .....		
(6) .....		
(7) .....		
(8) .....		
(9) .....		
<b>Total.</b> (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.

(a) Description	(b) Book value
(1) .....	
(2) .....	
(3) .....	
(4) .....	
(5) .....	
(6) .....	
(7) .....	
(8) .....	
(9) .....	
<b>Total.</b> (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
(1) Federal income taxes	
(2) .....	
(3) .....	
(4) .....	
(5) .....	
(6) .....	
(7) .....	
(8) .....	
(9) .....	
<b>Total.</b> (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 ☒



**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.

1	Total revenue, gains, and other support per audited financial statements	1	1,623,198.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	0.
3	Subtract line 2e from line 1	3	1,623,198.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	0.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	1,623,198.

**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.

1	Total expenses and losses per audited financial statements	1	1,388,580.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	0.
3	Subtract line 2e from line 1	3	1,388,580.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	0.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	1,388,580.

**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, 2015 AND 2014. YEARS ENDING ON OR AFTER DECEMBER 31, 2012 REMAIN SUBJECT TO EXAMINATION BY FEDERAL AND STATE TAX AUTHORITIES.



**SCHEDULE J  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Compensation Information**

For certain Officers, Directors, Trustees, Key Employees, and Highest  
Compensated Employees

► Complete if the organization answered "Yes" on Form 990, Part IV, line 23.

► Attach to Form 990.

► Information about Schedule J (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2015**

Open to Public  
Inspection

Name of the organization

**THERMOSTAT RECYCLING CORPORATION**

Employer identification number  
**54-1830284**

**Part I Questions Regarding Compensation**

**1a** 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.

- |  |  |
|--|--|
| <input type="checkbox"/> First-class or charter travel             | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions                     | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees   |
| <input type="checkbox"/> Discretionary spending account            | <input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef) |

**b** 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 "No," complete Part III to explain .....

**2** 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 in line 1a? .....

**3** 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.

- |   |   |
|---|---|
| <input type="checkbox"/> Compensation committee                     | <input checked="" type="checkbox"/> Written employment contract                     |
| <input type="checkbox"/> Independent compensation consultant        | <input checked="" type="checkbox"/> Compensation survey or study                    |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

**4** 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:

- a** Receive a severance payment or change-of-control payment? .....
- b** Participate in, or receive payment from, a supplemental nonqualified retirement plan? .....
- c** Participate in, or receive payment from, an equity-based compensation arrangement? .....
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

**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:

- a** The organization? .....
- b** Any related organization? .....
- If "Yes" to 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:

- a** The organization? .....
- b** 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 non-fixed payments not described on lines 5 and 6? 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" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? .....

Yes No

1b

2

4a

4b

4c

5a

5b

6a

6b

7

8

9





Part III

Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

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.

**SCHEDULE O**  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2015**

Open to Public  
Inspection

Name of the organization

THERMOSTAT RECYCLING CORPORATION

Employer identification number  
54-1830284

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 11:

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

Name of the organization

THERMOSTAT RECYCLING CORPORATION

Employer identification number

54-1830284

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.



## FORM 990 PAGE 10

FORM 990 PAGE 10

528111  
04-01-15

\* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone



# Application for Extension of Time To File an Exempt Organization Return

► **File a separate application for each return.**  
► Information about Form 8868 and its instructions is at [www.irs.gov/form8868](http://www.irs.gov/form8868).

JAS/SR/AG

20361

Fed - Efile; State - N/A

OMB No. 1545-1709

- If you are filing for an **Automatic 3-Month Extension**, complete only **Part I** and check this box ☒
- If you are filing for an **Additional (Not Automatic) 3-Month Extension**, complete only **Part II** (on page 2 of this form).

Do not complete Part II unless you have already been granted an automatic 3-month extension on a previously filed Form 8868.

**Electronic filing (e-file)**. You can electronically file Form 8868 if you need a 3-month automatic extension of time to file (6 months for a corporation required to file Form 990-T), or an additional (not automatic) 3-month extension of time. You can electronically file Form 8868 to request an extension of time to file any of the forms listed in Part I or Part II with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, which must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit [www.irs.gov/efile](http://www.irs.gov/efile) and click on **e-file for Charities & Nonprofits**.

## Part I Automatic 3-Month Extension of Time. Only submit original (no copies needed).

A corporation required to file Form 990-T and requesting an automatic 6-month extension - check this box and complete Part I only ☐

All other corporations (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print	Name of exempt organization or other filer, see instructions.	Enter filer's identifying number
	<b>THERMOSTAT RECYCLING CORPORATION</b>	Employer identification number (EIN) or
	<b>DBA TRC</b>	<b>54-1830284</b>
File by the due date for filing your return. See instructions.	Number, street, and room or suite no. If a P.O. box, see instructions.	Social security number (SSN)
	<b>TRC</b>	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions.	
	<b>ALEXANDRIA, VA 22314</b>	

Enter the Return code for the return that this application is for (file a separate application for each return)

0 1

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 990-T (corporation)	07
Form 990-BL	02	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

- The books are in the care of ► \_\_\_\_\_  
Telephone No. ► \_\_\_\_\_ Fax No. ► \_\_\_\_\_
- If the organization does not have an office or place of business in the United States, check this box ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) \_\_\_\_\_. If this is for the whole group, check this box ☐. If it is for part of the group, check this box ☐ and attach a list with the names and EINs of all members the extension is for.

1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until **AUGUST 15, 2016**, to file the exempt organization return for the organization named above. The extension is for the organization's return for:  
► ☒ calendar year **2015** or  
► ☐ tax year beginning \_\_\_\_\_, and ending \_\_\_\_\_

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return  
☐ Change in accounting period

3a If this application is for Forms 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	3a	\$	0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	3b	\$	0.
c <b>Balance due.</b> Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	3c	\$	0.

**Caution.** If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.

*JP CPA 5/3/16*



Form **8879-EO****IRS e-file Signature Authorization  
for an Exempt Organization****COPY**  
OMB No. 1545-1878Department of the Treasury  
Internal Revenue Service

For calendar year 2015, or fiscal year beginning \_\_\_\_\_, 2015, and ending \_\_\_\_\_, 20\_\_\_\_

▶ **Do not send to the IRS. Keep for your records.****2015**▶ **Information about Form 8879-EO and its instructions is at [www.irs.gov/form8879eo](http://www.irs.gov/form8879eo).**

Name of exempt organization

Employer identification number

**THERMOSTAT RECYCLING CORPORATION****54-1830284**

Name and title of officer

**RYAN KISCADEN****EXECUTIVE DIRECTOR****Part I Type of Return and Return Information** (Whole Dollars Only)

Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line 1a, 2a, 3a, 4a, or 5a, below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, or 5b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than 1 line in Part I.

1a Form 990 check here ▶ <input checked="" type="checkbox"/>	b Total revenue, if any (Form 990, Part VIII, column (A), line 12) .....	1b <b>1,623,198.</b>
2a Form 990-EZ check here ▶ <input type="checkbox"/>	b Total revenue, if any (Form 990-EZ, line 9) .....	2b
3a Form 1120-POL check here ▶ <input type="checkbox"/>	b Total tax (Form 1120-POL, line 22) .....	3b
4a Form 990-PF check here ▶ <input type="checkbox"/>	b Tax based on investment income (Form 990-PF, Part VI, line 5) .....	4b
5a Form 8868 check here ▶ <input type="checkbox"/>	b Balance Due (Form 8868, Part I, line 3c or Part II, line 8c) .....	5b

**Part II Declaration and Signature Authorization of Officer**

Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2015 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal.

Officer's PIN: check one box only

☒ I authorize **BURDETTE SMITH & BISH LLC** to enter my PIN **22314**  
ERO firm name Enter five numbers, but do not enter all zeros

as my signature on the organization's tax year 2015 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2015 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Officer's signature ▶  Date ▶ **7/29/16**

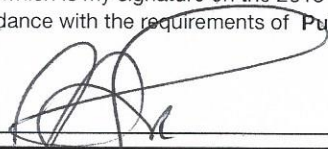
**Part III Certification and Authentication**

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

**54409522314**

do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2015 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶  Date ▶ **7/13/16**

**ERO Must Retain This Form - See Instructions****Do Not Submit This Form To the IRS Unless Requested To Do So**