The EPR Solutions Package FOR PRODUCERS SELLING INTO U.S. EPR STATES

Avoid fees you don't owe. Lower the ones you do.

Packaging EPR rules differ in every state, and most producers aren't sure where they stand. The EPR Solutions Package answers them across all current state programs, in one engagement.

Deadline approaching: California's sales ban for noncompliant producers begins January 1, 2027.

Five questions every producer needs answered

1	**Am I the obligated producer, and in which states?**	We test your brands, licensing, supply chain, and sales pathways against each state's rules and exemptions. Sometimes the answer is no.
2	**What exactly do I report, and what can I leave out?**	A custom obligation matrix sorts every packaging component by state, material group, and sales pathway: report what is obligated, exclude what is not.
3	**What will I owe in fees?**	A fee estimation worksheet with each state's material categories and rates lets you enter your covered packaging and estimate fees.
4	**What do I do next, and how do I stay current?**	A step-by-step compliance plan, a sourced deadlines calendar, and a debrief with our team.
5	**How can I lower my fees?**	The Fee Optimization Roadmap takes a deep look at one packaging feature: how each state's base rates and eco-modulation bonuses and penalties apply to it, which design options could lower its fees, and what to weigh in choosing among them.

Everything in one Package

ONE FIXED FEE

CA · OR · CO · WA · MD · MN · ME

- Intake survey and follow-up call
- Producer & Packaging Evaluation
- Producer Obligation Matrix
- Fee Estimation Worksheet (Excel)
- Compliance Plan
- Compliance Deadlines Timeline
- Fee Optimization Roadmap
- Debrief call with our team



A fixed fee. Reports you keep. Answers built for your business.

PREDICTABLE COST

Fixed fee

No hourly rates, software licenses, or per-user fees. And by identifying what you don't have to report, the Package can save you significant fees.

TANGIBLE DELIVERABLES

Reports you own, not a login

They're yours to keep. Share them with management, auditors, or your PRO, and keep using them long after the engagement ends.

Is this you? Producer status is hardest to call when you…

- Make private-label products for other brands
- Import products or have a foreign parent company
- Sell business-to-business or into food service
- License your brand or use someone else's
- Sell through distributors, wholesalers, or clubs
- Rely on co-packers or third parties for packaging

Why now

AS OF OCTOBER 2026

In effect now

Oregon and Colorado producer fees are already being billed; CAA has published 2027 fee schedules

2027

California sales ban for noncompliance (Jan 1); California and early Washington fees

2028

Maryland startup fees (Jul 1)

2029

Minnesota and Washington PRO participation required; Minnesota fees

The cost of a wrong call cuts both ways

Report too much

You pay fees, year after year, on packaging you were never obligated to report.

Report too little or fail to register

You risk enforcement, penalties, and back fees, and sales of your products into the state may be banned.

ADD-ONS **Evergreen Updates**, available on a subscription basis, and **as-requested support** on a time-and-materials basis, such as responding to regulator or PRO follow-up, deciding which packaging components are separable, or confirming a component's material category.

Software tools can tell you what the rules say. We tell you what the rules mean for your business.

A customized analysis of your products, brands, supply chain, and sales pathways in every state where you sell.

Attorney-led, with a law firm alongside

Founded by environmental attorney Catherine Johnson, with over 30 years of experience. When a question calls for legal counsel, our affiliated practice, Environmental General Counsel, a Chambers-recognized California law firm, can step in.

Senior professionals on your matter

Your Package is prepared by professionals with several years of EPR experience representing a wide variety of industries, including manufacturing, agriculture, food and beverage, personal care, dietary supplements, and packaging.

Audit-ready, defensible positions

Professional reports document the basis for every determination, with links to each statute and regulation relied on, so you have everything in one place to support management decisions and to respond if a regulator or PRO audits or questions your reporting.

Kept current as programs change

We follow rulemaking, advisory board meetings, and CAA guidance closely. Evergreen Updates, available on a subscription basis, update your reports every six months, including new state programs, new regulations, and each state's annual fee rates.

Works alongside the tools you already use

YOUR DATA PLATFORM OR PRO PORTAL

Collects specifications, totals weights by material category, and files your reports.

EPR GROUP CONSULTING

Decides what belongs in those reports, state by state, documents why, and helps you defend it.

We are independent of any software vendor or PRO, and our obligation matrix is built to hand directly to whichever reporting tool you choose.

FROM OUR WORK Our analysis concluded that one enterprise client was not a "producer" under the EPR programs at all. We documented the basis in a Compliance Advisory Note and helped the client terminate its PRO registration.

Ready to get started?

Schedule a complimentary call and request your fixed-fee proposal.

Schedule a call →

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