By the Committee on Commerce and Tourism; and Senator Brandes

A bill to be entitled

577-01736A-14

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2 An act relating to charities; amending s. 212.08, 3 F.S.; excluding charitable organizations or sponsors 4 disqualified by the Department of Agriculture and 5 Consumer Services from receiving certain tax 6 exemptions; amending s. 212.084, F.S.; requiring the 7 Department of Revenue to revoke or deny a sales tax 8 exemption to charitable organizations or sponsors 9 disqualified by the department; providing for a 10 limited appeal of the denial or revocation of the 11 sales tax exemption; amending s. 496.404, F.S.; 12 defining terms; redefining the term "religious 13 institution"; amending s. 496.405, F.S.; revising the timeframe within which a charitable organization or 14 15 sponsor must report changes to certain information 16 provided to the department on an initial or renewal 17 registration statement; providing for the automatic 18 expiration of a registration for failure to file a 19 renewal or financial statement by a certain date; 20 repealing a requirement that the renewal statement be 21 filed subsequent to the financial statement; repealing authorization to extend the time to file a renewal 22 23 statement; specifying the information that must be 24 submitted by a parent organization on a consolidated 25 financial statement; extending the time allowed for the department to review certain initial or renewal 2.6 27 registration statements; providing that failure of a 28 charitable organization or sponsor to make certain 29 disclosures in a registration statement results in the

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30	automatic suspension of an active registration for a
31	specified period; prohibiting the officers, directors,
32	trustees, or employees of a charitable organization or
33	sponsor from allowing certain persons to solicit
34	contributions on behalf of the charitable organization
35	or sponsor; specifying that the prohibition against
36	certain persons soliciting contributions on behalf of
37	a charitable organization or sponsor due to the
38	commission of certain felonies includes those felonies
39	committed in any state as well as any misdemeanor in
40	another state which constitutes a disqualifying felony
41	in this state; authorizing the department to deny or
42	revoke the registration of a charitable organization
43	or sponsor under certain circumstances; requiring a
44	charitable organization or sponsor that has ended
45	solicitation activities in this state to notify the
46	department in writing; making technical changes;
47	creating s. 496.4055, F.S.; defining the term
48	"conflict of interest transaction"; requiring the
49	board of directors of a charitable organization or
50	sponsor, or an authorized committee thereof, to adopt
51	a policy regarding conflict of interest transactions;
52	amending s. 496.407, F.S.; requiring that the
53	financial statements of certain charitable
54	organizations or sponsors be audited or reviewed;
55	specifying requirements and standards for the audit or
56	review of a financial statement; restricting the use
57	of an existing alternative to the required annual
58	financial statement to certain charities; authorizing

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59	the department to require an audit or review of any
60	financial statement and to extend the time to file a
61	financial statement under certain circumstances;
62	providing that the registration of a charitable
63	organization or sponsor be suspended upon its failure
64	to file a financial statement within an extension
65	period; making technical changes; creating s.
66	496.4071, F.S.; requiring certain charitable
67	organizations or sponsors to report specified
68	supplemental financial information to the department
69	by a certain date; creating s. 496.4072, F.S.;
70	requiring certain charitable organizations or sponsors
71	who solicit contributions for a specific disaster
72	relief effort to submit quarterly financial statements
73	to the department; specifying information to be
74	included in the quarterly financial statement and the
75	length of the required reporting period; amending ss.
76	496.409 and 496.410, F.S.; prohibiting a professional
77	fundraising consultant or professional solicitor from
78	entering into a contract or agreement with a
79	charitable organization or sponsor that has not
80	complied with certain requirements; extending the time
81	that the department may review initial or renewal
82	registration statements of professional fundraising
83	consultants or professional solicitors which contain
84	certain disclosures; providing that the failure of a
85	professional fundraising consultant or professional
86	solicitor to make certain disclosures in an initial or
87	renewal registration statement results in automatic
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88	suspension of an active registration; prohibiting the
89	officers, trustees, directors, or employees of a
90	professional fundraising consultant or a professional
91	solicitor from allowing certain persons to solicit
92	contributions on behalf of the professional
93	fundraising consultant or professional solicitor;
94	specifying that the prohibition against acting as a
95	professional solicitor or the employment of certain
96	persons by a professional solicitor due to the
97	commission of certain felonies includes those felonies
98	committed in any state as well as any misdemeanor in
99	another state which constitutes a disqualifying felony
100	in this state; authorizing the department to deny or
101	revoke the registration of a professional fundraising
102	consultant or professional solicitor under certain
103	circumstances; revising required information in the
104	initial or renewal application of a professional
105	solicitor; repealing a provision authorizing the
106	payment of a single registration fee for certain
107	professional solicitors; requiring a professional
108	solicitor to provide additional specified information
109	to the department in a solicitation notice; creating
110	s. 496.4101, F.S.; requiring each officer, director,
111	trustee, or owner of a professional solicitor and any
112	employee of a professional solicitor that conducts
113	telephone solicitations to obtain a solicitor license
114	from the department; specifying application
115	information and the application procedure for a
116	solicitor license; requiring each applicant for a
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117	solicitor license to submit a complete set of his or
118	her fingerprints and a fee for fingerprint processing
119	and retention to the department; requiring the
120	department to submit the applicant's fingerprints to
121	the Department of Law Enforcement for a criminal
122	history background check; providing for retention of
123	the fingerprints; requiring the department to notify
124	the Department of Law Enforcement of individuals who
125	are no longer licensed; requiring that a solicitor
126	license be renewed annually or expire automatically
127	upon nonrenewal; requiring that an applicant for a
128	solicitor license pay certain licensing fees;
129	providing that licensing fees be deposited into the
130	General Inspection Trust Fund; requiring that an
131	applicant for a solicitor license report changes in
132	information submitted to the department in a specified
133	manner along with a processing fee; specifying
134	violations; requiring the department to adopt rules
135	allowing certain persons to engage in solicitation
136	activities without a solicitor license for a specified
137	period; authorizing the department to deny or revoke a
138	solicitor license under specified circumstances;
139	amending ss. 496.411 and 496.412, F.S.; expanding and
140	revising required solicitation disclosures of
141	charitable organizations, sponsors, and professional
142	solicitors; requiring that certain exempt charitable
143	organizations or sponsors also provide such
144	solicitation disclosures; requiring that such
145	solicitation disclosures be placed online under

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146	certain circumstances; creating s. 496.4121, F.S.;
147	defining the term "collection receptacle"; requiring
148	that collection receptacles display permanent signs or
149	labels; specifying requirements for the physical
150	appearance of such labels or signs and information
151	displayed thereon; requiring that a charitable
152	organization or sponsor using a collection receptacle
153	provide certain information to a donor upon request;
154	amending s. 496.415, F.S.; providing that the
155	submission of false, misleading, or inaccurate
156	information in a document connected with a
157	solicitation or sales promotion is unlawful; providing
158	that the failure to remit specified funds to a
159	charitable organization or sponsor is unlawful;
160	amending s. 496.419, F.S.; increasing administrative
161	fines for violations of the Solicitation of
162	Contributions Act; creating s. 496.4191, F.S.;
163	requiring the department to immediately suspend a
164	registration or processing of an application for
165	registration for a specified period if the registrant,
166	applicant, or any officer or director thereof is
167	criminally charged with certain offenses; creating s.
168	496.430, F.S.; authorizing the department to
169	disqualify a charitable organization or sponsor from
170	receiving a sales tax exemption under specified
171	circumstances; providing that a charitable
172	organization or sponsor may appeal a disqualification
173	order; specifying appeal procedure; providing
174	exceptions; providing that a disqualification order

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175	remains effective for a specified period; specifying
176	the procedure to lift a disqualification order;
177	requiring the department to provide a final
178	disqualification order to the Department of Revenue
179	within a specified period; providing that a final
180	disqualification order is conclusive as to a
181	charitable organization or sponsor's right to a sales
182	tax exemption; requiring the Department of Revenue to
183	revoke or deny a sales tax exemption to a charitable
184	organization or sponsor subject to a final
185	disqualification order within a specified period;
186	providing for a limited appeal of the revocation or
187	denial of the sales tax exemption; providing
188	applicability; amending s. 741.0305, F.S.; conforming
189	a cross-reference; creating s. 496.431, F.s.;
190	providing for severability; making an appropriation;
191	providing an effective date.
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193	Be It Enacted by the Legislature of the State of Florida:
194	
195	Section 1. Paragraph (p) of subsection (7) of section
196	212.08, Florida Statutes, is amended to read:
197	212.08 Sales, rental, use, consumption, distribution, and
198	storage tax; specified exemptionsThe sale at retail, the
199	rental, the use, the consumption, the distribution, and the
200	storage to be used or consumed in this state of the following
201	are hereby specifically exempt from the tax imposed by this
202	chapter.
203	(7) MISCELLANEOUS EXEMPTIONSExemptions provided to any
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577-01736A-14 2014638c1 204 entity by this chapter do not inure to any transaction that is 205 otherwise taxable under this chapter when payment is made by a 206 representative or employee of the entity by any means, 207 including, but not limited to, cash, check, or credit card, even 208 when that representative or employee is subsequently reimbursed 209 by the entity. In addition, exemptions provided to any entity by 210 this subsection do not inure to any transaction that is 211 otherwise taxable under this chapter unless the entity has obtained a sales tax exemption certificate from the department 212 213 or the entity obtains or provides other documentation as 214 required by the department. Eligible purchases or leases made 215 with such a certificate must be in strict compliance with this 216 subsection and departmental rules, and any person who makes an 217 exempt purchase with a certificate that is not in strict 218 compliance with this subsection and the rules is liable for and 219 shall pay the tax. The department may adopt rules to administer 220 this subsection. 221

(p) Section 501(c)(3) organizations.-Also exempt from the 222 tax imposed by this chapter are sales or leases to organizations 223 determined by the Internal Revenue Service to be currently 224 exempt from federal income tax pursuant to s. 501(c)(3) of the 225 Internal Revenue Code of 1986, as amended, if when such leases 226 or purchases are used in carrying on their customary nonprofit 227 activities, unless such organizations are subject to a final 228 disqualification order issued by the Department of Agriculture 229 and Consumer Services pursuant to s. 496.430.

230 Section 2. Subsection (3) of section 212.084, Florida 231 Statutes, is amended, and subsection (7) is added to that 232 section, to read:

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233	212.084 Review of exemption certificates; reissuance;
234	specified expiration date; temporary exemption certificates
235	(3) After review is completed and it has been determined
236	that an institution, organization, or individual is actively
237	engaged in a bona fide exempt endeavor <u>and is not subject to a</u>
238	final disqualification order issued by the Department of
239	Agriculture and Consumer Services pursuant to s. 496.430, the
240	department shall reissue an exemption certificate to the entity.
241	However, each certificate so reissued is valid for 5 consecutive
242	years, at which time the review and reissuance procedure
243	provided by this section apply again. If the department
244	determines that an entity no longer qualifies for an exemption,
245	it shall revoke the tax exemption certificate of the entity.
246	(7) The department shall revoke or refuse to grant a sales
247	tax exemption certificate to an institution, organization, or
248	individual that is the subject of a final disqualification order
249	issued by the Department of Agriculture and Consumer Services
250	pursuant to s. 496.430. A revocation or denial under this
251	subsection is subject to challenge under chapter 120 only as to
252	whether a disqualification order is in effect. The institution,
253	organization, or individual must appeal or challenge the
254	validity of the disqualification order pursuant to s.
255	496.430(2).
256	Section 3. Section 496.404, Florida Statutes, is amended to
257	read:
258	496.404 Definitions.—As used in ss. 496.401-496.424, the
259	term:
260	(1) "Charitable organization" means <u>a</u> any person who is or
261	holds herself or himself out to be established for any
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577-01736A-14 2014638c1 262 benevolent, educational, philanthropic, humane, scientific, 263 artistic, patriotic, social welfare or advocacy, public health, 264 environmental conservation, civic, or other eleemosynary purpose, or a any person who in any manner employs a charitable 265 266 appeal as the basis for any solicitation or an appeal that 267 suggests that there is a charitable purpose to any solicitation. 268 The term It includes a chapter, branch, area office, or similar 269 affiliate soliciting contributions within the state for a 270 charitable organization that which has its principal place of 271 business outside the state.

(2) "Charitable purpose" means any benevolent,
philanthropic, patriotic, educational, humane, scientific,
artistic, public health, social welfare or advocacy,
environmental conservation, civic, or other eleemosynary
objective.

(3) "Charitable sales promotion" means an advertising or
sales campaign conducted by a commercial co-venturer which
represents that the purchase or use of goods or services offered
by the commercial co-venturer are to benefit a charitable
organization. The provision of advertising services to a
charitable organization does not, in itself, constitute a
charitable sales promotion.

(4) "Commercial co-venturer" means <u>a</u> any person who, for profit, regularly and primarily is engaged in trade or commerce other than in connection with solicitation of contributions and who conducts a charitable sales promotion or a sponsor sales promotion.

(5) "Contribution" means the promise, pledge, or grant ofany money or property, financial assistance, or any other thing

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291	of value in response to a solicitation. The term $ ilde{Contribution''}$
292	includes, in the case of a charitable organization or sponsor
293	offering goods and services to the public, the difference
294	between the direct cost of the goods and services to the
295	charitable organization or sponsor and the price at which the
296	charitable organization or sponsor or any person acting on
297	behalf of the charitable organization or sponsor resells those
298	goods or services to the public. The term $ ilde{Contribution''}$ does
299	not include bona fide fees, dues, or assessments paid by
300	members, $\underline{ ext{if}}$ provided that membership is not conferred solely as
301	consideration for making a contribution in response to a
302	solicitation <u>;</u> . "Contribution" also does not include funds
303	obtained by a charitable organization or sponsor pursuant to
304	government grants or contracts <u>; funds</u> , or obtained as an
305	allocation from a United Way organization that is duly
306	registered with the department <u>;</u> or <u>funds</u> received from an
307	organization that is exempt from federal income taxation under
308	s. 501(a) of the Internal Revenue Code and described in s.
309	501(c) of the Internal Revenue Code <u>which</u> that is duly
310	registered with the department.
311	(6) "Crisis" means an event that garners widespread
312	national or global media coverage due to an actual or perceived
313	threat of harm to an individual, a group, or a community.
314	(7)(6) "Department" means the Department of Agriculture and
315	Consumer Services.
316	(8) "Disaster" means a natural, technological, or civil
317	event, including, but not limited to, an explosion, chemical
318	spill, earthquake, tsunami, landslide, volcanic activity,
319	avalanche, wildfire, tornado, hurricane, drought, or flood,
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320	which affects one or more countries and causes damage of
321	sufficient severity and magnitude to result in:
322	(a) An official declaration of a state of emergency; or
323	(b) An official request for international assistance.
324	(9) (7) "Division" means the Division of Consumer Services
325	of the Department of Agriculture and Consumer Services.
326	(10) (8) "Educational institutions" means those institutions
327	and organizations described in s. 212.08(7)(cc)8.a. The term
328	includes private nonprofit organizations, the purpose of which
329	is to raise funds for schools teaching grades kindergarten
330	through grade 12, colleges, and universities, including any
331	nonprofit newspaper of free or paid circulation primarily on
332	university or college campuses which holds a current exemption
333	from federal income tax under s. 501(c)(3) of the Internal
334	Revenue Code, any educational television network or system
335	established pursuant to s. 1001.25 or s. 1001.26, and any
336	nonprofit television or radio station that is a part of such
337	network or system and that holds a current exemption from
338	federal income tax under s. 501(c)(3) of the Internal Revenue
339	Code. The term also includes a nonprofit educational cable
340	consortium that holds a current exemption from federal income
341	tax under s. 501(c)(3) of the Internal Revenue Code, whose
342	primary purpose is the delivery of educational and instructional
343	cable television programming and whose members are composed
344	exclusively of educational organizations that hold a valid
345	consumer certificate of exemption and that are either an
346	educational institution as defined in this subsection or
347	qualified as a nonprofit organization pursuant to s. 501(c)(3)
348	of the Internal Revenue Code.

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577-01736A-14 2014638c1 349 (11) (9) "Emergency service employee" means an any employee 350 who is a firefighter, as defined in s. 633.102, or ambulance 351 driver, emergency medical technician, or paramedic, as defined 352 in s. 401.23. 353 (12) (10) "Federated fundraising organization" means a 354 federation of independent charitable organizations that which 355 have voluntarily joined together, including, but not limited to, 356 a united way or community chest, for purposes of raising and 357 distributing contributions for and among themselves and where 358 membership does not confer operating authority and control of 359 the individual organization upon the federated group 360 organization. 361 (13) (11) "Fundraising costs" means those costs incurred in 362 inducing others to make contributions to a charitable 363 organization or sponsor for which the contributors will receive 364 no direct economic benefit. Fundraising costs include, but are

365 not limited to, salaries, rent, acquiring and obtaining mailing 366 lists, printing, mailing, and all direct and indirect costs of 367 soliciting, as well as the cost of unsolicited merchandise sent 368 to encourage contributions.

369 (14) (12) "Law enforcement officer" means <u>a</u> any person who 370 is elected, appointed, or employed by any municipality or the 371 state or any political subdivision thereof and:

(a) Who is vested with authority to bear arms and make
arrests and whose primary responsibility is the prevention and
detection of crime or the enforcement of the criminal, traffic,
or highway laws of the state; or

(b) Whose responsibility includes supervision, protection,care, custody, or control of inmates within a correctional

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577-01736A-14 2014638c1 378 institution. 379 (15) "Management and general costs" means all such costs of a charitable organization or sponsor which are not identifiable 380 381 with a single program or fundraising activity but which are 382 indispensable to the conduct of such programs and activities and 383 the charitable organization's or sponsor's existence. The term 384 includes, but is not limited to, expenses for: 385 (a) The overall direction of the organization. 386 (b) Business management. 387 (c) General recordkeeping. 388 (d) Budgeting. 389 (e) Financial reporting and related expenses. 390 (f) Salaries. 391 (g) Rent. 392 (h) Supplies. 393 (i) Equipment. 394 (j) General overhead. (16) (13) "Membership" means the relationship of a person to 395 396 an organization which that entitles her or him to the 397 privileges, professional standing, honors, or other direct 398 benefit of the organization in addition to the right to vote, 399 elect officers, and hold office in the organization. 400 (17) (14) "Owner" means a any person who has a direct or 401 indirect interest in any professional fundraising consultant or 402 professional solicitor. 403 (18) (15) "Parent organization" means that part of a 404 charitable organization or sponsor which coordinates, 405 supervises, or exercises control over policy, fundraising, and

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expenditures or assists or advises one or more of the

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577-01736A-14 2014638c1 407 organization's chapters, branches, or affiliates in this state. 408 (19) (16) "Person" means an any individual, organization, 409 trust, foundation, group, association, entity, partnership, 410 corporation, society, or any combination thereof of them. 411 (20) (17) "Professional fundraising consultant" means a any person who is retained by a charitable organization or sponsor 412 413 for a fixed fee or rate under a written agreement to plan, manage, conduct, carry on, advise, consult, or prepare material 414 415 for a solicitation of contributions in this state, but who does 416 not solicit contributions or employ, procure, or engage any 417 compensated person to solicit contributions and who does not at 418 any time have custody or control of contributions. A bona fide 419 volunteer or bona fide employee or salaried officer of a 420 charitable organization or sponsor maintaining a permanent 421 establishment in this state is not a professional fundraising 422 consultant. An attorney, investment counselor, or banker who 423 advises an individual, corporation, or association to make a 424 charitable contribution is not a professional fundraising 425 consultant as the result of such advice.

426 (21) (18) "Professional solicitor" means a any person who, 427 for compensation, performs for a charitable organization or 428 sponsor any service in connection with which contributions are 429 or will be solicited in, or from a location in, this state by 430 the compensated person or by any person it employs, procures, or 431 otherwise engages, directly or indirectly, to solicit 432 contributions, or a person who plans, conducts, manages, carries 433 on, advises, consults, whether directly or indirectly, in 434 connection with the solicitation of contributions for or on 435 behalf of a charitable organization or sponsor, but who does not

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436	qualify as a professional fundraising consultant. A bona fide
437	volunteer or bona fide employee or salaried officer of a
438	charitable organization or sponsor maintaining a permanent
439	establishment in this state is not a professional solicitor. An
440	attorney, investment counselor, or banker who advises an
441	individual, corporation, or association to make a charitable
442	contribution is not a professional solicitor as the result of
443	such advice.
444	(22) "Program service costs" means all expenses incurred
445	primarily to accomplish the charitable organization or sponsor's
446	stated purposes. The term does not include fundraising costs.
447	(23) (19) "Religious institution" means any church,
448	ecclesiastical or denominational organization, or established
449	physical place for worship in this state at which nonprofit
450	religious services and activities are regularly conducted and
451	carried on, and includes those bona fide religious groups which
452	do not maintain specific places of worship. The term $rac{ extsf{``Religious}}{ extsf{``Religious}}$
453	institution" also includes any separate group or corporation
454	that which forms an integral part of a religious institution
455	that which is exempt from federal income tax under the
456	provisions of s. 501(c)(3) of the Internal Revenue Code, that is
457	or qualifies as being exempt from filing an annual tax return
458	under the provisions of 26 U.S.C. s. 6033, and that which is not
459	primarily supported by funds solicited outside its own
460	membership or congregation.
461	(24) (20) "Solicitation" means a request, directly or

461 (24) (20) "Solicitation" means a request, directly or 462 indirectly, for money, property, financial assistance, or any 463 other thing of value on the plea or representation that such 464 money, property, financial assistance, or other thing of value

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465	or a portion of it will be used for a charitable or sponsor
466	purpose or will benefit a charitable organization or sponsor.
467	The term "Solicitation" includes, but is not limited to, the
468	following methods of requesting or securing the promise, pledge,
469	or grant of money, property, financial assistance, or any other
470	thing of value:
471	(a) Making any oral or written request;
472	(b) Making any announcement to the press, on radio or
473	television, by telephone or telegraph, or by any other
474	communication device concerning an appeal or campaign by or for
475	any charitable organization or sponsor or for any charitable or
476	sponsor purpose;
477	(c) Distributing, circulating, posting, or publishing any
478	handbill, written advertisement, or other publication that
479	directly or by implication seeks to obtain any contribution; or
480	(d) Selling or offering or attempting to sell any
481	advertisement, advertising space, book, card, coupon, chance,
482	device, magazine, membership, merchandise, subscription,
483	sponsorship, flower, admission, ticket, food, or other service
484	or tangible good, item, or thing of value, or any right of any
485	description in connection with which any appeal is made for any
486	charitable organization or sponsor or charitable or sponsor
487	purpose, or when the name of any charitable organization or
488	sponsor is used or referred to in any such appeal as an
489	inducement or reason for making the sale or when, in connection
490	with the sale or offer or attempt to sell, any statement is made
491	that all or part of the proceeds from the sale will be used for
492	any charitable or sponsor purpose or will benefit any charitable
493	organization or sponsor.

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495 A solicitation is considered as having taken place whether or 496 not the person making the solicitation receives any 497 contribution. A solicitation does not occur when a person 498 applies for a grant or an award to the government or to an 499 organization that is exempt from federal income taxation under 500 s. 501(a) of the Internal Revenue Code and described in s. 501 501(c) of the Internal Revenue Code and is duly registered with 502 the department.

503 (25) (21) "Sponsor" means a group or person that which is or 504 holds itself out to be soliciting contributions by the use of 505 any name that which implies that the group or person is in any 506 way affiliated with or organized for the benefit of emergency 507 service employees or law enforcement officers and the group or 508 person which is not a charitable organization. The term includes 509 a chapter, branch, or affiliate that which has its principal 510 place of business outside the state, if such chapter, branch, or 511 affiliate solicits or holds itself out to be soliciting 512 contributions in this state.

513 <u>(26)(22)</u> "Sponsor purpose" means any program or endeavor 514 performed to benefit emergency service employees or law 515 enforcement officers.

516 <u>(27)(23)</u> "Sponsor sales promotion" means an advertising or 517 sales campaign conducted by a commercial co-venturer who 518 represents that the purchase or use of goods or services offered 519 by the commercial co-venturer will be used for a sponsor purpose 520 or donated to a sponsor. The provision of advertising services 521 to a sponsor does not, in itself, constitute a sponsor sales 522 promotion.

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577-01736A-14 2014638c1 523 Section 4. Subsection (1), paragraphs (a) and (g) of 524 subsection (2), subsection (3), paragraph (b) of subsection (4), 525 and subsections (7) and (8) of section 496.405, Florida 526 Statutes, are amended, and subsections (9) and (10) are added to 527 that section, to read: 528 496.405 Registration statements by charitable organizations 529 and sponsors.-530 (1) (a) A charitable organization or sponsor, unless exempted pursuant to s. 496.406, which intends to solicit 531 532 contributions in this state by any means or have funds solicited 533 on its behalf by any other person, charitable organization, 534 sponsor, commercial co-venturer, or professional solicitor, or 535 that participates in a charitable sales promotion or sponsor 536 sales promotion, must, before prior to engaging in any of these 537 activities, file an initial registration statement, and a 538 renewal statement annually thereafter, with the department. (a) (b) Except as provided in paragraph (b), any changes in 539 540 the information submitted on the initial registration statement 541 or the last renewal statement must be updated annually on a 542 renewal statement provided by the department on or before the 543 date that marks 1 year after the date the department approved 544 the initial registration statement as provided in this section. 545 The department shall annually provide a renewal statement to 546 each registrant by mail or by electronic mail at least 30 days 547 before the renewal date. 548 (b) Any changes to the information submitted to the 549 department pursuant to paragraph (2)(d) on the initial

550 registration statement or the last renewal statement must be 551 reported to the department on a form prescribed by the

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553 (c) A charitable organization or sponsor that is required 554 to file an initial registration statement or annual renewal 555 statement may not, before prior to approval of its statement by 556 the department in accordance with subsection (7), solicit 557 contributions or have contributions solicited on its behalf by 558 any other person, charitable organization, sponsor, commercial 559 co-venturer, or professional solicitor, or participate in a 560 charitable sales promotion or sponsor sales promotion.

561 (d) For good cause shown, the department may extend the 562 time for the filing of an annual renewal statement or financial 563 report for a period not to exceed 60 days, during which time the 564 previous registration remains in effect.

565 <u>(d) (e) In no event shall</u> The registration of a charitable 566 organization or sponsor <u>may not</u> continue in effect <u>and shall</u> 567 <u>expire without further action of the department:</u>

568 <u>1.</u> After the date the <u>charitable</u> organization <u>or sponsor</u> 569 should have filed, but failed to file, its <u>renewal statement</u> 570 financial report in accordance with this section.

571 <u>2. For failure to provide a financial statement within any</u> 572 <u>extension period provided under</u> and s. 496.407. The organization 573 may not file a renewal statement until it has filed the required 574 financial report with the department.

(2) The initial registration statement must be submitted on a form prescribed by the department, signed by an authorized official of the charitable organization or sponsor who shall certify that the registration statement is true and correct, and include the following information or material:

580

(a) A copy of the financial statement report or Internal

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581	Revenue Service Form 990 and all attached schedules or Internal
582	Revenue Service Form 990-EZ and Schedule O required under s.
583	496.407 for the immediately preceding fiscal year. A newly
584	organized charitable organization or sponsor with no financial
585	history must file a budget for the current fiscal year.
586	(g) The following information must be filed with the
587	initial registration statement and must be updated when any
588	change occurs in the information that was previously filed with
589	the initial registration statement:
590	1. The principal street address and telephone number of the
591	charitable organization or sponsor and the street address and
592	telephone numbers of any offices in this state or, if the
593	charitable organization or sponsor does not maintain an office
594	in this state, the name, street address, and telephone number of
595	the person who that has custody of its financial records. The
596	parent organization that files a consolidated registration
597	statement on behalf of its chapters, branches, or affiliates
598	must additionally provide the street addresses and telephone
599	numbers of all such locations in this state.
600	2. The names and street addresses of the officers,
601	directors, trustees, and the principal salaried executive
602	personnel.
603	3. The date when the charitable organization's or sponsor's
604	fiscal year ends.
605	4. A list or description of the major program activities.
606	5. The names, street addresses, and telephone numbers of
607	the individuals or officers who have final responsibility for
608	the custody of the contributions and who will be responsible for
609	the final distribution of the contributions.

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577-01736A-14 2014638c1 610 (3) Each chapter, branch, or affiliate of a parent 611 organization that is required to register under this section 612 must either file a separate registration statement and financial 613 statement report or must report the required information to its 614 parent organization, which shall then file, on a form prescribed by the department, a consolidated registration statement for the 615 616 parent organization and its Florida chapters, branches, and 617 affiliates. A consolidated registration statement filed by a parent organization must include or be accompanied by financial 618 statements reports as specified in s. 496.407 for the parent 619 620 organization and each of its Florida chapters, branches, and 621 affiliates that solicited or received contributions during the 622 preceding fiscal year. However, if all contributions received by 623 chapters, branches, or affiliates are remitted directly into a 624 depository account that which feeds directly into the parent 625 organization's centralized accounting system from which all 626 disbursements are made, the parent organization may submit one 627 consolidated financial statement report on a form prescribed by 628 the department. The consolidated financial statement must 629 reflect the activities of each chapter, branch, or affiliate of 630 the parent organization, including all contributions received in 631 the name of each chapter, branch, or affiliate; all payments made to each chapter, branch, or affiliate; and all 632 633 administrative fees assessed to each chapter, branch, or 634 affiliate. 635 (4)

(b) A charitable organization or sponsor <u>that</u> which fails
to file a registration statement by the due date may be assessed
an additional fee for such late filing. The late filing fee is

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577-01736A-14 2014638c1 639 shall be \$25 for each month or part of a month after the date on 640 which the annual renewal statement was and financial report were 641 due to be filed with the department. 642 (7) (a) The department must examine each initial 643 registration statement or annual renewal statement and the 644 supporting documents filed by a charitable organization or 645 sponsor and shall determine whether the registration 646 requirements are satisfied. Within 15 business working days 647 after its receipt of a statement, the department must examine 648 the statement, notify the applicant of any apparent errors or 649 omissions, and request any additional information the department 650 is allowed by law to require. Failure to correct an error or 651 omission or to supply additional information is not grounds for 652 denial of the initial registration or annual renewal statement 653 unless the department has notified the applicant within such 654 period of 15 business days the 15-working-day period. The 655 department must approve or deny each statement, or must notify 656 the applicant that the activity for which she or he seeks 657 registration is exempt from the registration requirement, within 658 15 business working days after receipt of the initial 659 registration or annual renewal statement or the requested 660 additional information or correction of errors or omissions. Any 661 statement that is not approved or denied within 15 business 662 working days after receipt of the requested additional information or correction of errors or omissions is approved. 663 664 Within 7 business working days after receipt of a notification 665 that the registration requirements are not satisfied, the 666 charitable organization or sponsor may request a hearing. The hearing must be held within 7 business working days after 667

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577-01736A-14 2014638c1 668 receipt of the request, and any recommended order, if one is 669 issued, must be rendered within 3 business working days of the 670 hearing. The final order must then be issued within 2 business 671 working days after the recommended order. If a recommended order 672 is not issued, the final order must be issued within 5 business 673 working days after the hearing. The proceedings must be 674 conducted in accordance with chapter 120, except that the time 675 limits and provisions set forth in this subsection prevail to 676 the extent of any conflict. 677 (b) If a charitable organization or sponsor discloses 678 information specified in subparagraphs (2)(d)2.-7. in the 679 initial registration statement or annual renewal statement, the 680 time limits of this subsection are waived, and the department 681 shall process such initial registration statement or annual renewal statement in accordance with the time limits in chapter 682 683 120. The registration of a charitable organization or sponsor shall be automatically suspended for failure to disclose any 684 685 information specified in subparagraphs (2)(d)2.-7. until such 686 time as the required information is submitted to the department. 687 (8) A No charitable organization or sponsor, or any 688 officer, director, trustee, or employee thereof, may not shall 689 knowingly allow any officer, director, trustee, or employee of 690 the charitable organization or sponsor of its officers, directors, trustees, or employees to solicit contributions on 691 692 behalf of such charitable organization or sponsor if such 693 officer, director, trustee, or employee has, in any state,

694 regardless of adjudication, been convicted of, or found guilty 695 of, or pled guilty or nolo contendere to, or has been 696 incarcerated within the last 10 years as a result of having

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697	previously been convicted of, or found guilty of, or pled guilty
698	or nolo contendere to, any felony within the last 10 years or
699	any crime within the last 10 years involving fraud, theft,
700	larceny, embezzlement, fraudulent conversion, misappropriation
701	of property, or any crime arising from the conduct of a
702	solicitation for a charitable organization or sponsor, or has
703	been enjoined, in any state, from violating any law relating to
704	a charitable solicitation. The prohibitions in this subsection
705	also apply to any misdemeanor in another state which constitutes
706	a disqualifying felony in this state.
707	(9) The department may deny or revoke the registration of a
708	charitable organization or sponsor if the charitable
709	organization or sponsor, or any officer, director, or trustee
710	thereof, has had the right to solicit contributions revoked in
711	any state, has entered into an agreement with any state to cease
712	soliciting contributions within that state, or has been ordered
713	by any court or governmental agency to cease soliciting
714	contributions within any state.
715	(10) A charitable organization or sponsor registered under
716	this section which ends solicitation activities or participation
717	in charitable sales promotions in this state shall immediately
718	notify the department in writing of the date such activities
719	ceased.
720	Section 5. Section 496.4055, Florida Statutes, is created
721	to read:
722	496.4055 Charitable organization or sponsor board duties
723	(1) As used in this section, the term "conflict of interest
724	transaction" means a transaction between a charitable
725	organization or sponsor and another party in which a director,

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577-01736A-14 2014638c1 726 officer, or trustee of the charitable organization or sponsor 727 has a direct or indirect interest. The term includes, but is not limited to, the sale, lease, or exchange of property to or from 728 729 the charitable organization or sponsor; the lending of moneys to 730 or borrowing of moneys from the charitable organization or 731 sponsor; and the payment of compensation for services provided 732 to or from the charitable organization or sponsor. 733 (2) The board of directors, or an authorized committee 734 thereof, of a charitable organization or sponsor required to 735 register with the department under s. 496.405 shall adopt a 736 policy regarding conflict of interest transactions. 737 Section 6. Section 496.407, Florida Statutes, is amended to 738 read: 739 496.407 Financial statement report.-740 (1) A charitable organization or sponsor that is required 741 to initially register or annually renew registration must file 742 an annual financial statement report for the immediately 743 preceding fiscal year on upon a form prescribed by the 744 department. 745 (a) The statement report must include the following: 746 1. (a) A balance sheet. 747 2.(b) A statement of support, revenue and expenses, and any 748 change in the fund balance. 749 3.(c) The names and addresses of the charitable organizations or sponsors, professional fundraising consultant, 750 751 professional solicitors, and commercial co-venturers used, if 752 any, and the amounts received from each of them, if any. 753 4.(d) A statement of functional expenses that must include, 754 but not be limited to, expenses in the following categories:

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577-01736A-14 2014638c1 755 a.1. Program service costs. 756 b.2. Management and general costs. 757 c.3. Fundraising costs. 758 (b) The financial statement must be audited or reviewed as 759 follows: 760 1. For a charitable organization or sponsor that receives 761 less than \$500,000 in annual contributions, a compilation, 762 audit, or review of the financial statement is optional. 763 2. For a charitable organization or sponsor that receives 764 at least \$500,000 but less than \$1 million in annual 765 contributions, the financial statement shall be reviewed or 766 audited by an independent certified public accountant. 3. For a charitable organization or sponsor that receives 767 768 \$1 million or more in annual contributions, the financial 769 statement shall be audited by an independent certified public 770 accountant. 771 (c) Audits and reviews shall be prepared in accordance with 772 the following standards: 773 1. Audits shall be prepared by an independent certified 774 public account in accordance with generally accepted auditing 775 standards, including the Statements on Auditing Standards. 776 2. Reviews shall be prepared by an independent certified 777 public accountant in accordance with the Statements on Standards 778 for Accounting and Review Services. 779 (d) Audited and reviewed financial statements must be 780 accompanied by a report signed and prepared by the independent certified public accountant performing such audit or review. 781 782 (2) In lieu of the financial statement report described in 783 subsection (1), a charitable organization or sponsor that

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784	receives less than \$500,000 in annual contributions may submit a
785	copy of its Internal Revenue Service Form 990 and all attached
786	schedules filed for the preceding fiscal year, or a copy of its
787	Internal Revenue Service Form 990-EZ and Schedule O filed for
788	the preceding fiscal year.
789	(3) Upon a showing of good cause by a charitable
790	organization or sponsor, the department may extend the time for
791	the filing of a financial statement required under this section
792	by up to 180 days, during which time the previous registration
793	shall remain active. The registration shall be automatically
794	suspended for failure to file the financial statement within the
795	extension period.
796	(4) The department may require that an audit or review be
797	conducted for any financial statement submitted by any
798	charitable organization or sponsor. A charitable organization or
799	sponsor may elect to also include a financial report that has
800	been audited by an independent certified public accountant or an
801	audit with opinion by an independent certified public
802	accountant. In the event that a charitable organization or
803	sponsor elects to file an audited financial report, this
804	optional filing must be noted in the department's annual report
805	submitted pursuant to s. 496.423.
806	Section 7. Section 496.4071, Florida Statutes, is created
807	to read:
808	496.4071 Supplemental financial disclosure
809	(1) If, for the immediately preceding fiscal year, a
810	charitable organization or sponsor had more than \$1 million in
811	total revenue and spent less than 25 percent of the
812	organization's total annual functional expenses on program

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813	service costs, in addition to any financial statement required
814	under s. 496.407, the charitable organization or sponsor shall
815	file the following supplemental financial information on a form
816	prescribed by the department:
817	(a) The dollar amount and the percentage of total revenue
818	and charitable contributions allocated to funding each of the
819	following administrative functions:
820	1. Total salaries of all persons employed by the charitable
821	organization or sponsor.
822	2. Fundraising.
823	3. Travel expenses.
824	4. Overhead and other expenses related to managing and
825	administering the charitable organization or sponsor.
826	(b) The name of and specific sum earned by or paid to all
827	employees or consultants who earned or were paid more than
828	\$100,000 during the immediately preceding fiscal year.
829	(c) The name of and specific sum paid to all service
830	providers who were paid \$100,000 or more during the immediately
831	preceding fiscal year and a brief description of the services
832	provided.
833	(d) The dollar amount and percentage of total revenue and
834	charitable contributions allocated to programs.
835	(e) The details of any economic or business transactions
836	between the charitable organization or sponsor and an officer,
837	trustee, or director of the charitable organization or sponsor;
838	the immediate family of an officer, trustee, or director of the
839	charitable organization or sponsor; any entity controlled by an
840	officer, trustee, or director of the charitable organization or
841	sponsor; any entity controlled by the immediate family of an

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842	officer, trustee, or director of the charitable organization or
843	sponsor; any entity that employed or engaged for consultation an
844	officer, trustee, or director of the charitable organization or
845	sponsor; and any entity that employed or engaged for
846	consultation the immediate family of an officer, trustee, or
847	director of the charitable organization or sponsor. As used in
848	this paragraph, the term "immediate family" means a parent,
849	spouse, child, sibling, grandparent, grandchild, brother-in-law,
850	sister-in-law, son-in-law, daughter-in-law, mother-in-law, or
851	father-in-law.
852	(2) The supplemental financial information required under
853	subsection (1) must be filed with the department by the
854	charitable organization or sponsor within 30 days after
855	receiving a request for such information from the department.
856	Section 8. Section 496.4072, Florida Statutes, is created
857	to read:
858	496.4072 Financial statements for specific disaster relief
859	solicitations
860	(1) A charitable organization or sponsor that solicits
861	contributions in this state for a charitable purpose related to
862	a specific disaster or crisis and receives at least \$100,000 in
863	contributions in response to such solicitation shall file
864	quarterly disaster relief financial statements with the
865	department on a form prescribed by the department. The quarterly
866	statements must detail the contributions secured as a result of
867	the solicitation and the manner in which such contributions were
868	expended. The department shall post notice on its website of the
869	disasters and crises subject to the additional reporting
870	requirements in this section within ten days of the disaster or

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577-01736A-14 2014638c1 871 crisis. 872 (2) The first quarterly statement shall be filed on the 873 last day of the third month following the accrual of at least 874 \$100,000 in contributions after the commencement of 875 solicitations for the specific disaster or crisis. The 876 charitable organization or sponsor shall continue to file 877 quarterly statements with the department until the quarter after 878 all contributions raised in response to the solicitation are 879 expended. 880 Section 9. Subsections (4), (6), and (9) of section 881 496.409, Florida Statutes, are amended, and subsection (10) is 882 added to that section, to read: 883 496.409 Registration and duties of professional fundraising 884 consultant.-885 (4) A professional fundraising consultant may enter into a 886 contract or agreement with a charitable organization or sponsor 887 only if the charitable organization or sponsor has complied with 888 all applicable provisions of this chapter. A Every contract or 889 agreement between a professional fundraising consultant and a 890 charitable organization or sponsor must be in writing, signed by 891 two authorized officials of the charitable organization or 892 sponsor, and filed by the professional fundraising consultant 893 with the department at least 5 days before prior to the 894 performance of any material service by the professional 895 fundraising consultant. Solicitation under the contract or 896 agreement may not begin before the filing of the contract or 897 agreement.

898 (6) (a) The department shall examine each registration
 899 statement and <u>all</u> supporting documents filed by a professional

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900	fundraising consultant and determine whether the registration
901	requirements are satisfied. If the department determines that
902	the registration requirements are not satisfied, the department
903	must notify the professional fundraising consultant within 15
904	business working days after its receipt of the registration
905	statement; otherwise the registration statement is approved.
906	Within 7 <u>business</u> working days after receipt of a notification
907	that the registration requirements are not satisfied, the
908	applicant may request a hearing. The hearing must be held within
909	7 <u>business</u> working days after receipt of the request, and any
910	recommended order, if one is issued, must be rendered within 3
911	business working days after the hearing. The final order must
912	then be issued within 2 <u>business</u> working days after the
913	recommended order. If there is no recommended order, the final
914	order must be issued within 5 <u>business</u> working days after the
915	hearing. The proceedings must be conducted in accordance with
916	chapter 120, except that the time limits and provisions set
917	forth in this subsection prevail to the extent of any conflict.
918	(b) If a professional fundraising consultant discloses
919	information specified in paragraphs (2)(e)-(g) in the initial
920	application for registration or renewal application, the
921	processing time limits of this subsection are waived and the
922	department shall process the initial application for
923	registration or the renewal application in accordance with the
924	time limits in chapter 120. The registration of a professional
925	consultant shall be automatically suspended for failure to
926	disclose any information specified in paragraphs (2)(e)-(g)
927	until such time as the required information is submitted to the
928	department.
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577-01736A-14 2014638c1 929 (9) A No person may not act as a professional fundraising 930 consultant, and a no professional fundraising consultant, or any 931 officer, director, trustee, or employee thereof, may not shall 932 knowingly employ any officer, trustee, director, or employee, if 933 such person has, in any state, regardless of adjudication, been 934 convicted of, or found guilty of, or pled guilty or nolo 935 contendere to, or has been incarcerated within the last 10 years 936 as a result of having previously been convicted of, or found 937 guilty of, or pled guilty or nolo contendere to, any crime 938 within the last 10 years involving fraud, theft, larceny, 939 embezzlement, fraudulent conversion, or misappropriation of 940 property, or any crime arising from the conduct of a 941 solicitation for a charitable organization or sponsor, or has 942 been enjoined in any state from violating any law relating to a charitable solicitation. 943 944 (10) The department may deny or revoke the registration of 945 a professional fundraising consultant if the professional 946 fundraising consultant, or any of its officers, directors, or 947 trustees, has had the right to solicit contributions revoked in

948 any state, has entered into an agreement with any state to cease 949 soliciting contributions within that state, or has been ordered 950 by any court or governmental agency to cease soliciting 951 contributions within any state.

952 Section 10. Present subsections (3), (5), (7), (14), and 953 (15) of section 496.410, Florida Statutes, are amended, 954 paragraphs (j), (k), and (l) are added to subsection (2) of that 955 section, paragraphs (i) through (n) are added to subsection (6) 956 of that section, and a new subsection (15) is added to that 957 section, to read:

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577-01736A-14 2014638c1 958 496.410 Registration and duties of professional 959 solicitors.-960 (2) Applications for registration or renewal of 961 registration must be submitted on a form prescribed by rule of 962 the department, signed by an authorized official of the 963 professional solicitor who shall certify that the report is true 964 and correct, and must include the following information: 965 (j) A list of all telephone numbers the applicant will use 966 to solicit contributions as well as the actual physical address 967 associated with each telephone number and any fictitious names associated with such address. 968 969 (k) A copy of any script, outline, or presentation used by 970 the applicant to solicit contributions or, if such solicitation 971 aids are not used, written confirmation thereof. 972 (1) A copy of sales information or literature provided to a 973 donor or potential donor by the applicant in connection with a 974 solicitation. 975 (3) The application for registration must be accompanied by 976 a fee of \$300. A professional solicitor that is a partnership or 977 corporation may register for and pay a single fee on behalf of 978 all of its partners, members, officers, directors, agents, and 979 employees. In that case, The names and street addresses of all 980 the officers, employees, and agents of the professional 981 solicitor and all other persons with whom the professional 982 solicitor has contracted to work under its direction, including 983 solicitors, must be listed in the application or furnished to 984 the department within 5 days after the date of employment or 985 contractual arrangement. Each registration is valid for 1 year 986 and. The registration may be renewed for an additional 1-year

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CODING: Words stricken are deletions; words underlined are additions.

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577-01736A-14 2014638c1 987 period upon application to the department and payment of the 988 registration fee.

989 (5) (a) The department must examine each registration 990 statement and supporting documents filed by a professional 991 solicitor. If the department determines that the registration 992 requirements are not satisfied, the department must notify the 993 professional solicitor within 15 business working days after its 994 receipt of the registration statement; otherwise the 995 registration statement is approved. Within 7 business working 996 days after receipt of a notification that the registration 997 requirements are not satisfied, the applicant may request a 998 hearing. The hearing must be held within 7 business working days 999 after receipt of the request, and any recommended order, if one 1000 is issued, must be rendered within 3 business working days after the hearing. The final order must then be issued within 2 1001 1002 business working days after the recommended order. If there is 1003 no recommended order, the final order must be issued within 5 1004 business working days after the hearing. The proceedings must be 1005 conducted in accordance with chapter 120, except that the time 1006 limits and provisions set forth in this subsection prevail to 1007 the extent of any conflict.

1008 (b) If a professional solicitor makes a disclosure 1009 specified in paragraphs (2)(f)-(h) in the initial application for registration or the renewal application, the processing time 1010 limits of this subsection are waived and the department shall 1011 1012 process the initial application for registration or renewal 1013 application in accordance with the time limits in chapter 120. 1014 The registration of a professional solicitor shall be 1015 automatically suspended for failure to disclose any information

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1016	specified in paragraphs (2)(f)-(h) until such time as the
1017	required information is submitted to the department.
1018	(6) No less than 15 days before commencing any solicitation
1019	campaign or event, the professional solicitor must file with the
1020	department a solicitation notice on a form prescribed by the
1021	department. The notice must be signed and sworn to by the
1022	contracting officer of the professional solicitor and must
1023	include:
1024	(i) A statement of the guaranteed minimum percentage of the
1025	gross receipts from contributions which will be remitted to the
1026	charitable organization or sponsor, if any, or, if the
1027	solicitation involves the sale of goods, services, or tickets to
1028	a fundraising event, the percentage of the purchase price which
1029	will be remitted to the charitable organization or sponsor, if
1030	any.
1031	(j) The percentage of a contribution which may be deducted
1032	as a charitable contribution under federal income tax laws.
1033	(k) A statement as to whether any owner, director, officer,
1034	trustee, or employee of the professional solicitor is related as
1035	a parent, spouse, child, sibling, grandparent, grandchild,
1036	brother-in-law, sister-in-law, son-in-law, daughter-in-law,
1037	mother-in-law, or father-in-law to:
1038	1. Another officer, director, owner, trustee, or employee
1039	of the professional solicitor.
1040	2. Any officer, director, owner, trustee, or employee of a
1041	charitable organization or sponsor under contract to the
1042	professional solicitor.
1043	3. Any supplier or vendor providing goods or services to a
1044	charitable organization or sponsor under contract to the

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577-01736A-14 2014638c1 1045 professional solicitor. (1) The beginning and ending dates of the solicitation 1046 1047 campaign. 1048 (m) A copy of any script, outline, or presentation used by 1049 the professional solicitor to solicit contributions for the 1050 solicitation campaign. If such aids are not used, written 1051 confirmation thereof. (n) A copy of sales information or literature provided to a 1052 1053 donor or potential donor by the professional solicitor in 1054 connection with the solicitation campaign. 1055 (7) A professional solicitor may enter into a contract or 1056 agreement with a charitable organization or sponsor only if the charitable organization or sponsor has complied with all 1057 1058 applicable provisions of this chapter. A Each contract or 1059 agreement between a professional solicitor and a charitable 1060 organization or sponsor for each solicitation campaign must be 1061 in writing, signed by two authorized officials of the charitable 1062 organization or sponsor, one of whom must be a member of the 1063 organization's governing body and one of whom must be the 1064 authorized contracting officer for the professional solicitor, 1065 and contain all of the following provisions: 1066 (a) A statement of the charitable or sponsor purpose and 1067 program for which the solicitation campaign is being conducted. 1068 (b) A statement of the respective obligations of the 1069 professional solicitor and the charitable organization or 1070 sponsor. 1071 (c) A statement of the guaranteed minimum percentage of the 1072 gross receipts from contributions which will be remitted to the 1073 charitable organization or sponsor, if any, or, if the

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577-01736A-14 2014638c1 1074 solicitation involves the sale of goods, services, or tickets to 1075 a fundraising event, the percentage of the purchase price which 1076 will be remitted to the charitable organization or sponsor, if 1077 any. Any stated percentage shall exclude any amount which the 1078 charitable organization or sponsor is to pay as fundraising 1079 costs. 1080 (d) A statement of the percentage of the gross revenue 1081 which the professional solicitor will be compensated. If the 1082 compensation of the professional solicitor is not contingent 1083 upon the number of contributions or the amount of revenue 1084 received, his or her compensation shall be expressed as a 1085 reasonable estimate of the percentage of the gross revenue, and 1086 the contract must clearly disclose the assumptions upon which 1087 the estimate is based. The stated assumptions must be based upon 1088 all of the relevant facts known to the professional solicitor 1089 regarding the solicitation to be conducted by the professional 1090 solicitor. 1091 (e) The effective and termination dates of the contract. 1092 (14) A No person may not act as a professional solicitor, 1093 and a no professional solicitor, or any officer, director, 1094 trustee, or employee thereof, may not shall, to solicit for 1095 compensation, knowingly employ any officer, trustee, director, 1096 employee, or any person with a controlling interest therein, who 1097 has, in any state, regardless of adjudication, been convicted

1098 of, or found guilty of, or pled guilty or nolo contendere to, or 1099 has been incarcerated within the last 10 years as a result of 1100 having previously been convicted of, or found guilty of, or pled 1101 guilty or nolo contendere to, a felony within the last 10 years 1102 involving fraud, theft, larceny, embezzlement, fraudulent

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1103	conversion, or misappropriation of property, or any crime
1104	arising from the conduct of a solicitation for a charitable
1105	organization or sponsor, or has been enjoined <u>in any state</u> from
1106	violating any law relating to a charitable solicitation. <u>The</u>
1107	prohibitions in this subsection also apply to any misdemeanor in
1108	another state which constitutes a disqualifying felony in this
1109	state.
1110	(15) The department may deny or revoke the registration of
1111	a professional solicitor if the professional solicitor, or any
1112	of its officers, directors, trustees, or agents, has had the
1113	right to solicit contributions revoked in any state, has entered
1114	into an agreement with any state to cease soliciting
1115	contributions within that state, or has been ordered by any
1116	court or governmental agency to cease soliciting contributions
1117	within any state.
1118	(16) (15) All registration fees must be paid to the
1119	department and deposited into the General Inspection Trust Fund.
1120	Section 11. Section 496.4101, Florida Statutes, is created
1121	to read:
1122	496.4101 Licensure of professional solicitors and certain
1123	employees thereof
1124	(1) Each officer, director, trustee, or owner of a
1125	professional solicitor and any employee of a professional
1126	solicitor conducting telephonic solicitations must, before
1127	engaging in solicitation activities, obtain a solicitor license
1128	from the department.
1129	(2) Persons required to obtain a solicitor license under
1130	subsection (1) shall submit to the department, in such form as
1131	the department prescribes, an application for a solicitor

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577-01736A-14 2014638c1 license. The application must include the following information: 1132 1133 (a) The true name, date of birth, unique identification 1134 number of a driver license or other valid form of 1135 identification, and home address of the applicant. 1136 (b) If the applicant, in any state, regardless of 1137 adjudication, has previously been convicted of, or found guilty 1138 of, or pled guilty or nolo contendere to, or has been incarcerated within the last 10 years as a result of having 1139 previously been convicted of, or found guilty of, or pled guilty 1140 1141 or nolo contendere to, any crime within the last 10 years 1142 involving fraud, theft, larceny, embezzlement, fraudulent 1143 conversion, or misappropriation of property, or any crime arising from the conduct of a solicitation for a charitable 1144 1145 organization or sponsor, or has been enjoined, in any state, 1146 from violating any law relating to a charitable solicitation. 1147 (c) If the applicant, in any state, is involved in pending 1148 litigation or has had entered against her or him an injunction, 1149 a temporary restraining order, or a final judgment or order, 1150 including a stipulated judgment or order, an assurance of 1151 voluntary compliance, cease and desist, or any similar document, 1152 in any civil or administrative action involving fraud, theft, 1153 larceny, embezzlement, fraudulent conversion, or 1154 misappropriation of property, or has been enjoined from 1155 violating any law relating to a charitable solicitation. 1156 (3) (a) Each applicant shall submit a complete set of his or 1157 her fingerprints with the initial application for a solicitor 1158 license and a fee equal to the federal and state costs for 1159 fingerprint processing and fingerprint retention. The state cost

1160 for fingerprint processing is that authorized in s.

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577-01736A-14 2014638c1 1161 943.053(3)(b) for records provided to persons or entities other 1162 than those specified as exceptions therein. 1163 (b) The department shall forward the fingerprints to the 1164 Department of Law Enforcement for state processing, and the 1165 Department of Law Enforcement shall forward them to the Federal 1166 Bureau of Investigation for national processing. 1167 (c) All fingerprints submitted to the Department of Law Enforcement as required under this subsection shall be retained 1168 1169 by the Department of Law Enforcement as provided under s. 1170 943.05(2)(g) and (h) and enrolled in the Federal Bureau of 1171 Investigation's national retained print arrest notification 1172 program. Fingerprints shall not be enrolled in the national retained print arrest notification program until the Department 1173 1174 of Law Enforcement begins participation with the Federal Bureau 1175 of Investigation. Arrest fingerprints will be searched against 1176 the retained prints by the Department of Law Enforcement and the 1177 Federal Bureau of Investigation. 1178 (d) For any renewal of the applicant's license, the 1179 department shall request the Department of Law Enforcement to 1180 forward the retained fingerprints of the applicant to the 1181 Federal Bureau of Investigation unless the applicant is enrolled 1182 in the national retained print arrest notification program described in paragraph (c). The fee for the national criminal 1183 1184 history check will be paid as part of the renewal fee to the 1185 department and forwarded by the department to Department of Law 1186 Enforcement. If the applicant's fingerprints are retained in the 1187 national retained print arrest notification program, the 1188 applicant shall pay the state and national retention fee to the department which will forward the fee to the Department of Law 1189

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577-01736A-14 2014638c1 1190 Enforcement. 1191 (e) The department shall notify the Department of Law 1192 Enforcement regarding any person whose fingerprints have been 1193 retained but who is no longer licensed under this chapter. 1194 (f) The department shall screen background results to 1195 determine if an applicant meets licensure requirements. 1196 (4) A solicitor license must be renewed annually by the 1197 submission of a renewal application. A solicitor license that is 1198 not renewed expires without further action by the department. 1199 (5) Each applicant for a solicitor license shall remit a 1200 license fee of \$100 to the department at the time the initial 1201 application is filed with the department and an annual renewal 1202 fee of \$100 thereafter. All fees collected, less the cost of 1203 administration, shall be deposited into the General Inspection 1204 Trust Fund. 1205 (6) Any material change to the information submitted to the department in the initial application or renewal application for 1206 1207 a solicitor license shall be reported to the department by the 1208 applicant or licensee within 10 days after the change occurs. 1209 The applicant or licensee shall also remit a fee in the amount 1210 of \$10 for processing the change to the initial or renewal 1211 application. 1212 (7) It is a violation of this chapter: 1213 (a) For an applicant to provide inaccurate or incomplete 1214 information to the department in the initial or renewal 1215 application for a solicitor license. 1216 (b) For any person specified in subsection (1) to fail to 1217 maintain a solicitor license as required by this section. 1218 (c) For a professional solicitor to allow, require, permit,

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577-01736A-14 2014638c1 1219 or authorize an employee without an active solicitor license 1220 issued under this section to conduct telephonic solicitations. 1221 (8) The department shall adopt rules that allow certain 1222 applicants to engage in solicitation activities on an interim 1223 basis until such time as a solicitor license is granted or 1224 denied. 1225 (9) The department may deny or revoke any solicitor license 1226 if the applicant or licensee has had the right to solicit 1227 contributions revoked in any state, has entered into an 1228 agreement with any state to cease soliciting contributions 1229 within that state, has been ordered by any court or governmental 1230 agency to cease soliciting contributions within any state, or is 1231 subject to any disqualification specified in s. 496.410(14). 1232 Section 12. Subsections (2) and (3) of section 496.411, 1233 Florida Statutes, are amended to read: 1234 496.411 Disclosure requirements and duties of charitable 1235 organizations and sponsors.-1236 (2) A charitable organization or sponsor soliciting in this 1237 state must include all of the following disclosures at the point 1238 of solicitation: 1239 (a) The name of the charitable organization or sponsor and 1240 state of the principal place of business of the charitable 1241 organization or sponsor; 1242 (b) A description of the purpose or purposes for which the 1243 solicitation is being made; 1244 (c) Upon request, the name and either the address or 1245 telephone number of a representative to whom inquiries could be 1246 addressed; 1247 (d) Upon request, the amount of the contribution which may Page 43 of 53

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1248	be deducted as a charitable contribution under federal income
1249	tax laws;
1250	(e) Upon request, the source from which a written financial
1251	statement may be obtained. Such financial statement must be for
1252	the immediate <u>preceding</u> past fiscal year and must be consistent
1253	with the annual financial <u>statement</u> report filed under s.
1254	496.407. The written financial statement must be provided within
1255	14 days after the request and must state the purpose for which
1256	funds are raised, the total amount of all contributions raised,
1257	the total costs and expenses incurred in raising contributions,
1258	the total amount of contributions dedicated to the stated
1259	purpose or disbursed for the stated purpose, and whether the
1260	services of another person or organization have been contracted
1261	to conduct solicitation activities.
1262	(3) Every charitable organization or sponsor <u>that</u> which is
1263	required to register under s. 496.405 or is exempt under s.
1264	496.406(1)(d) shall must conspicuously display in capital
1265	letters the following statement on every printed solicitation,
1266	written confirmation, receipt, or reminder of a contribution:
1267	
1268	"A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL
1269	INFORMATION MAY BE OBTAINED FROM THE DIVISION OF
1270	CONSUMER SERVICES BY CALLING TOLL-FREE WITHIN THE
1271	STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT,
1272	APPROVAL, OR RECOMMENDATION BY THE STATE."
1273	
1274	The statement must include a toll-free number and website for
1275	the division which that can be used to obtain the registration
1276	information. If $rak{When}$ the solicitation consists of more than one
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577-01736A-14 2014638c1 1277 piece, the statement must be displayed prominently in the 1278 solicitation materials. If the solicitation occurs through a 1279 website, the statement must be conspicuously displayed on the 1280 webpage where donations are requested. 1281 Section 13. Subsection (1) of section 496.412, Florida 1282 Statutes, is amended to read: 1283 496.412 Disclosure requirements and duties of professional 1284 solicitors.-1285 (1) A professional solicitor must comply with and be 1286 responsible for complying or causing compliance with the 1287 following disclosures: 1288 (a) Before Prior to orally requesting a contribution, or 1289 contemporaneously with a written request for a contribution, a 1290 professional solicitor must clearly disclose: 1291 1. The name of the professional solicitor as on file with 1292 the department. 1293 2. If the individual acting on behalf of the professional 1294 solicitor identifies himself or herself by name, the 1295 individual's legal name. 1296 3. The name and state of the principal place of business of 1297 the charitable organization or sponsor and a description of how 1298 the contributions raised by the solicitation will be used for a 1299 charitable or sponsor purpose; or, if there is no charitable 1300 organization or sponsor, a description as to how the contributions raised by the solicitation will be used for a 1301 1302 charitable or sponsor purpose.

(b) In the case of a solicitation campaign conducted
orally, whether by telephone or otherwise, any written
confirmation, receipt, or reminder sent to any person who has

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1306	contributed or has pledged to contribute, shall include a clear
1307	disclosure of the information required by paragraph (a).
1308	(c) In addition to the information required by paragraph
1309	(a), any written confirmation, receipt, or reminder of
1310	contribution made pursuant to an oral solicitation and any
1311	written solicitation shall conspicuously state in capital
1312	letters:
1313	
1314	"A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL
1315	INFORMATION MAY BE OBTAINED FROM THE DIVISION OF
1316	CONSUMER SERVICES BY CALLING TOLL-FREE WITHIN THE
1317	STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT,
1318	APPROVAL, OR RECOMMENDATION BY THE STATE."
1319	
1320	The statement must include a toll-free number <u>and website</u> for
1321	the division <u>which</u> that can be used to obtain the registration
1322	information. If When the solicitation consists of more than one
1323	piece, the statement must be displayed prominently in the
1324	solicitation materials. If the solicitation occurs on a website,
1325	the statement must be conspicuously displayed on the webpage
1326	where donations are requested.
1327	(d) If requested by the person being solicited, the
1328	professional solicitor shall inform that person in writing,
1329	within 14 days <u>after</u> of the request, of the fixed percentage of
1330	the gross revenue or the reasonable estimate of the percentage
1331	of the gross revenue that the charitable organization or sponsor
1332	will receive as a benefit from the solicitation campaign <u>or</u>
1333	shall immediately notify the person being solicited that the
1334	information is available on the department's website or by

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1335	calling the division's toll-free number.
1336	(e) If requested by the person being solicited, the
1337	professional solicitor shall inform that person in writing,
1338	within 14 days <u>after</u> of the request, of the percentage of the
1339	contribution which may be deducted as a charitable contribution
1340	under federal income tax laws or shall immediately notify the
1341	person being solicited that the information is available on the
1342	department's website or by calling the division's toll-free
1343	number.
1344	Section 14. Section 496.4121, Florida Statutes, is created
1345	to read:
1346	496.4121 Collection receptacles used for donations
1347	(1) As used in this section, the term "collection
1348	receptacle" means a receptacle used to collect donated clothing,
1349	household items, or other goods for resale.
1350	(2) A collection receptacle must display a permanent sign
1351	or label on each side which contains the following information
1352	printed in letters that are at least 3 inches in height and no
1353	less than one-half inch in width, in a color that contrasts with
1354	the color of the collection receptacle:
1355	(a) For collection receptacles used by a person required to
1356	register under this chapter, the name, business address,
1357	telephone number, and registration number of the charitable
1358	organization or sponsor for whom the solicitation is made.
1359	(b) For collection receptacles placed or maintained in
1360	public view by a person not required to register under this
1361	chapter or by a person not claiming an exemption pursuant to
1362	496.406, the name, telephone number, and physical address of the

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1364	not a charity. Donations made here support a for-profit business
1365	and are not tax deductible."
1366	(3) Upon request, a charitable organization or sponsor
1367	using a collection receptacle must provide the donor with
1368	documentation of its tax-exempt status and the registration
1369	issued under this chapter.
1370	Section 15. Subsection (2) of section 496.415, Florida
1371	Statutes, is amended, and subsection (18) is added to that
1372	section, to read:
1373	496.415 Prohibited acts.—It is unlawful for any person in
1374	connection with the planning, conduct, or execution of any
1375	solicitation or charitable or sponsor sales promotion to:
1376	(2) Knowingly Submit false, misleading, or inaccurate
1377	information in a document that is filed with the department,
1378	provided to the public, or offered in response to a request or
1379	investigation by the department, the Department of Legal
1380	Affairs, or the state attorney.
1381	(18) Fail to remit to a charitable organization or sponsor
1382	the disclosed guaranteed minimum percentage of gross receipts
1383	from contributions as required under s. 496.410(7)(c) or, if the
1384	solicitation involved the sale of goods, services, or tickets to
1385	a fundraising event, the percentage of the purchase price as
1386	agreed in the contract or agreement as required under this
1387	chapter.
1388	Section 16. Subsection (5) of section 496.419, Florida
1389	Statutes, is amended to read:
1390	496.419 Powers of the department
1391	(5) Upon a finding as set forth in subsection (4), the
1392	department may enter an order doing one or more of the
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577-01736A-14 2014638c1 1393 following: 1394 (a) Issuing a notice of noncompliance pursuant to s. 1395 120.695; 1396 (b) Issuing a cease and desist order that directs that the 1397 person cease and desist specified fundraising activities; 1398 (c) Refusing to register or canceling or suspending a 1399 registration; 1400 (d) Placing the registrant on probation for a period of 1401 time, subject to such conditions as the department may specify; 1402 (e) Canceling an exemption granted under s. 496.406; and 1403 (f) Except as provided in paragraph (g), imposing an administrative fine not to exceed \$5,000 \$1,000 for each act or 1404 1405 omission that which constitutes a violation of ss. 496.401-496.424 or s. 496.426 or a rule or order. With respect to a s. 1406 1407 501(c)(3) organization, the penalty imposed pursuant to this 1408 subsection may shall not exceed \$500 per violation for failure 1409 to register under s. 496.405 or file for an exemption under s. 1410 496.406(2). The penalty shall be the entire amount per violation 1411 and is not to be interpreted as a daily penalty; and 1412 (g) Imposing an administrative fine not to exceed \$10,000 1413 for a violation of this chapter that involves fraud or 1414 deception. Section 17. Section 496.4191, Florida Statutes, is created 1415 1416 to read: 1417 496.4191 Additional penalty; immediate suspension.-Upon 1418 notification and subsequent written verification by a law 1419 enforcement agency, a court, a state attorney, or the Florida Department of Law Enforcement, the department shall immediately 1420 1421 suspend a registration or the processing of an application for a

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1422	registration if the registrant, applicant, or any officer or
1423	director of the registrant or applicant is formally charged with
1424	a crime involving fraud, theft, larceny, embezzlement, or
1425	fraudulent conversion or misappropriation of property or any
1426	crime arising from the conduct of a solicitation for a
1427	charitable organization or sponsor until final disposition of
1428	the case or removal or resignation of that officer or director.
1429	Section 18. Section 496.430, Florida Statutes, is created
1430	to read:
1431	496.430 Disqualification for certain tax exemptions
1432	(1) The department may issue an order to disqualify a
1433	charitable organization or sponsor from receiving any sales tax
1434	exemption certificate issued by the Department of Revenue if the
1435	department finds, based up on the average of functional expenses
1436	and program service costs provided to the department pursuant to
1437	s. 496.407 for the 3 most recent fiscal years, that the
1438	charitable organization or sponsor has failed to expend at least
1439	25 percent of its total annual functional expenses on program
1440	service costs.
1441	(2) A charitable organization or sponsor may appeal a
1442	disqualification order by requesting a hearing within 21 days
1443	after notification from the department that it has issued a
1444	disqualification order under this section. The hearing must be
1445	conducted in accordance with chapter 120.
1446	(3) Notwithstanding a finding under subsection (1) that a
1447	charitable organization or sponsor has failed to expend at least
1448	25 percent of its total annual functional expenses on program
1449	service costs, the department may decline to issue a
1450	disqualification order if the charitable organization or sponsor

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1451	establishes:
1452	(a) That payments were made to affiliates which should be
1453	considered in calculating the program service costs;
1454	(b) That revenue was accumulated for a specific program
1455	purpose consistent with representations in solicitations; or
1456	(c) Such other mitigating circumstances as are defined by
1457	rule of the department.
1458	(4) A disqualification order issued by the department
1459	pursuant to this section is effective for at least 1 year after
1460	such order becomes final and shall remain effective until such
1461	time as the department receives sufficient evidence from the
1462	disqualified charitable organization or sponsor which
1463	demonstrates it expends at least 25 percent of its total annual
1464	functional expenses on program service costs.
1465	(a) The charitable organization or sponsor may not submit
1466	such evidence to the department sooner than 1 year after the
1467	disqualification order becomes final and may not submit such
1468	information more than once each year for consideration by the
1469	department.
1470	(b) The department shall also consider any financial
1471	statement that was submitted by the charitable organization or
1472	sponsor to the department pursuant to s. 496.407 after the
1473	disqualification order became final.
1474	(5) The department shall provide a disqualification order
1475	to the Department of Revenue within 30 days after such order
1476	becomes final. A final disqualification order is conclusive as
1477	to the charitable organization's or sponsor's entitlement to any
1478	sales tax exemption. The Department of Revenue shall revoke or
1479	refuse to grant a sales tax exemption certificate to a

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1480	charitable organization or sponsor subject to a final
1481	disqualification order within 30 days after receiving such
1482	disqualification order. A charitable organization or sponsor may
1483	not appeal or challenge the revocation or denial of a sales tax
1484	exemption certificate by the Department of Revenue if such
1485	revocation or denial is based upon a final disqualification
1486	order issued pursuant to this section.
1487	(6) This section does not apply to a charitable
1488	organization or sponsor that:
1489	(a) Is not required to register under this chapter with the
1490	department; or
1491	(b) Has been in existence for less than 4 years.
1492	Section 19. Paragraph (a) of subsection (3) of section
1493	741.0305, Florida Statutes, is amended to read:
1494	741.0305 Marriage fee reduction for completion of
1495	premarital preparation course
1496	(3)(a) All individuals electing to participate in a
1497	premarital preparation course shall choose from the following
1498	list of qualified instructors:
1499	1. A psychologist licensed under chapter 490.
1500	2. A clinical social worker licensed under chapter 491.
1501	3. A marriage and family therapist licensed under chapter
1502	491.
1503	4. A mental health counselor licensed under chapter 491.
1504	5. An official representative of a religious institution
1505	which is recognized under s. <u>496.404(23)</u>
1506	representative has relevant training.
1507	6. Any other provider designated by a judicial circuit,
1508	including, but not limited to, school counselors who are
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1509	certified to offer such courses. Each judicial circuit may
1510	establish a roster of area course providers, including those who
1511	offer the course on a sliding fee scale or for free.
1512	Section 20. Section 496.431, Florida Statutes, is created
1513	to read:
1514	496.431 SeverabilityIf any provision of this chapter or
1515	its application to any person or circumstance is held invalid,
1516	the invalidity does not affect other provisions or applications
1517	of this chapter which can be given effect without the invalid
1518	provision or application, and to this end the provisions of this
1519	chapter are severable.
1520	Section 21. For the 2014-2015 fiscal year, there is
1521	appropriated to the Department of Agriculture and Consumer
1522	Services, the sums of \$235,352 in recurring and \$239,357 in
1523	nonrecurring funds from the General Inspection Trust Fund, and 4
1524	full-time equivalent positions with associated salary rate of
1525	\$143,264 are authorized for the purpose of implementing this
1526	act.
1527	Section 22. This act shall take effect July 1, 2014.

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