
A BILL FOR AN ACT

RELATING TO CHARITABLE SOLICITATION.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF HAWAII:

1 SECTION 1. Section 467B-1, Hawaii Revised Statutes, is
2 amended by amending the definitions of "professional fund-
3 raising counsel" or "professional fundraising counsel" and
4 "solicit" and "solicitation" to read as follows:
5 "Professional fund-raising counsel" or "professional
6 fundraising counsel" means any person who, for compensation,
7 plans, conducts, manages, advises, consults, or prepares
8 material for, or with respect to, the solicitation of
9 contributions in this State for a charitable organization, but
10 who actually solicits no contributions as a part of the person's
11 services, and who does not employ, procure, or engage any
12 compensated person to solicit contributions. The term shall not
13 include a bona fide volunteer, salaried officer, or employee of
14 a charitable organization[-], or if the only services performed
15 are to plan, conduct, manage, advise, consult, or prepare grant
16 or subsidy application materials for a charitable organization.



1 "Solicit" and "solicitation" mean a request directly or
2 indirectly for money, credit, property, financial assistance, or
3 thing of value on the plea or representation that the money,
4 credit, property, financial assistance, or thing of value, or
5 any portion thereof, will be used for a charitable purpose or to
6 benefit a charitable organization. These terms shall include
7 the following:

- 8 (1) Any oral or written request [†]; [†]
- 9 (2) The making of any announcement to any organization for
10 the purpose of further dissemination, including
11 announcements to the press, over the radio or
12 television, or by telephone, telegraph, or facsimile,
13 concerning an appeal or campaign by or for any
14 charitable organization or purpose [†]; [†]
- 15 (3) The distribution, circulation, posting, or publishing
16 of any handbill, written advertisement, or other
17 publication that directly or by implication seeks to
18 obtain public support [†]; [†]
- 19 (4) Where the sale or offer or attempted sale, of any
20 advertisement, advertising space, book, card, tag,
21 coupon, device, magazine, membership, merchandise,



1 subscription, flower, ticket, candy, cookies, or other
2 tangible item in connection with which any appeal is
3 made for any charitable organization or purpose; or
4 where the name of any charitable organization is used
5 or referred to in any appeal as an inducement or
6 reason for making any sale; or where in connection
7 with any sale, any statement is made that the whole or
8 any part of the proceeds from any sale will be used
9 for any charitable purpose or to benefit any
10 charitable organization[+]; [+]

11 (5) A request made through the use of receptacles for
12 contributions such as honor boxes, vending machines,
13 wishing wells, contribution boxes, and novelty
14 machines, where a charitable appeal is used or
15 referred to or implied as an inducement or reason to
16 contribute.

17 A solicitation occurs whether or not the person making the
18 solicitation receives any contribution[-]; provided that the
19 term shall not include the submission of a grant or subsidy
20 proposal or application to a governmental authority or an



1 organization exempt from taxation under section 501(c)(3) of the
2 Internal Revenue Code."

3 SECTION 2. Section 467B-1.5, Hawaii Revised Statutes, is
4 amended to read as follows:

5 "[~~§~~467B-1.5~~]~~ Professional solicitors; required
6 disclosures. [~~A professional solicitor who makes an oral~~
7 ~~solicitation by telephone, door to door, or otherwise shall~~
8 ~~furnish to each contributor, prior to collecting or attempting~~
9 ~~to collect any contribution, a written confirmation of the~~
10 ~~expected contribution, containing the following information~~
11 ~~clearly and conspicuously:~~

12 (1) ~~The full legal name, address, and telephone number of~~
13 ~~the individual professional solicitor who directly~~
14 ~~communicated with the contributor; and~~

15 (2) ~~A disclosure that the contribution is not tax-~~
16 ~~deductible, if applicable, or, if the professional~~
17 ~~solicitor maintains that the contribution is tax-~~
18 ~~deductible in whole or in part, the portion of the~~
19 ~~contribution that the professional solicitor maintains~~
20 ~~is tax-deductible.]~~



1 (a) Every professional solicitor, and every employee or
2 agent thereof, who solicits contributions from a prospective
3 donor or contributor in this State shall at the outset of any
4 oral or written request for a contribution:

5 (1) Identify themselves by their true surname and first
6 name and the name of their employer or the contractor
7 as the case may be, that is compensating the
8 individual making the solicitation;

9 (2) Identify the name of the professional solicitor
10 registered with the department of the attorney general
11 that has contracted with the charitable organization
12 to provide the solicitation services and, if the
13 individual is employed by a subcontractor, the name of
14 the registered subcontractor;

15 (3) Disclose that the person is being paid to make the
16 solicitation and the name of the charitable
17 organization on whose behalf the person is soliciting;
18 and

19 (4) Disclose, orally and in writing, the fact that a copy
20 of the professional solicitor's registration data and



1 financial reports are available from the department of
2 the attorney general.

3 (b) A professional solicitor who makes an oral
4 solicitation by telephone, door-to-door, or otherwise, prior to
5 collecting or attempting to collect any contributions, shall
6 provide a written confirmation of the expected contribution and
7 clearly disclose whether the contribution is not tax-deductible,
8 if applicable, or if the professional solicitor maintains that
9 the contribution is tax-deductible in whole or in part, the
10 portion of the contribution that the professional solicitor
11 maintains is tax deductible. The written confirmation shall
12 also conspicuously disclose the name and current address of the
13 registered professional solicitor."

14 SECTION 3. Section 467B-2.1, Hawaii Revised Statutes, is
15 amended by amending subsection (a) to read as follows:

16 "(a) Every public benefit corporation domiciled in Hawaii
17 and every charitable organization not exempted by section
18 467B-11.5 shall register with the department prior to conducting
19 any solicitation of contributions or prior to having any
20 solicitation of contributions conducted on its behalf by others.
21 Two authorized officers of the charitable organization shall



1 sign the registration form and shall certify that the statements
2 therein are true and correct to the best of their knowledge
3 subject to penalties imposed by section 710-1063. A central or
4 parent organization that has received a group exemption letter
5 from the Internal Revenue Service may submit a consolidated
6 application for registration [~~may, at the option of the~~
7 ~~charitable organization, be submitted by a parent organization]~~
8 for itself and any or all of [~~its related foundations,~~
9 ~~supporting organizations, chapters, branches, or affiliates in~~
10 ~~this State.~~] the subordinate organizations covered under the
11 group exemption that are included in the central or parent
12 organization's annual information return to the Internal Revenue
13 Service."

14 SECTION 4. Section 467B-2.5, Hawaii Revised Statutes, is
15 amended by amending subsection (a) to read as follows:

16 "(a) Within ninety days after a solicitation campaign or
17 event has been completed and on the anniversary of the
18 commencement of a solicitation campaign lasting more than one
19 year, a professional solicitor shall file with the attorney
20 general a financial report for the campaign, including gross
21 revenue and an itemization of all expenses incurred on a form



1 prescribed by the attorney general. The attorney general may
2 require the financial report to be submitted electronically.
3 This report shall be signed under penalty provided by section
4 710-1063 by the authorized contracting agent for the
5 professional solicitor [~~and two authorized officials of the~~
6 ~~charitable organization~~] and shall report gross revenue from
7 Hawaii donors and national gross revenue from a solicitation
8 activity or campaign. If a financial report required under this
9 section is not filed in a timely manner, an initial late fee of
10 \$100 shall be imposed, and an additional late fee of \$20 per day
11 shall be imposed for each day thereafter until the financial
12 report is filed; provided that the total late fee imposed under
13 this subsection shall not exceed \$1,000. The attorney general
14 may waive the late fee imposed by this subsection if there is
15 reasonable cause for the failure to file. The professional
16 solicitor shall provide a copy of the financial report to the
17 charitable organization to which the financial report pertains
18 within ten days of its submission of the report to the attorney
19 general. A professional solicitor shall maintain during each
20 solicitation campaign and for not less than three years after
21 the completion of that campaign the following records, which



1 shall be available for inspection upon demand by the attorney
2 general:

- 3 (1) The date and amount of each contribution received and
4 the name and address of each contributor;
- 5 (2) The name and residence of each employee, agent, or
6 other person involved in the solicitation;
- 7 (3) Records of all revenue received and expenses incurred
8 in the course of the solicitation campaign; and
- 9 (4) The location and account number of each bank or other
10 financial institution account in which the
11 professional solicitor has deposited revenue from the
12 solicitation campaign."

13 SECTION 5. Section 467B-5.5, Hawaii Revised Statutes, is
14 amended to read as follows:

15 "§467B-5.5 Commercial co-venturer's charitable sales
16 promotions. (a) All charitable sales promotions by a
17 commercial co-venturer shall disclose the name of the commercial
18 co-venturer.

19 (b) Prior to the commencement of any charitable sales
20 promotion in this State conducted by a commercial co-venturer
21 using the name of a charitable organization, the commercial co-



1 venturer shall obtain the written consent of the charitable
2 organization whose name will be used during the charitable sales
3 promotion. The commercial co-venturer shall file a copy of the
4 written consent with the department not less than ten days prior
5 to the commencement of the charitable sales promotion within
6 this State. An authorized representative of the charitable
7 organization and the commercial co-venturer shall sign the
8 written consent, and the terms of the written consent shall
9 include the following:

- 10 (1) The goods or services to be offered to the public;
- 11 (2) The geographic area where, and the starting and final
12 date when, the offering is to be made;
- 13 (3) The manner in which the name of the charitable
14 organization is to be used, including any
15 representation to be made to the public as to the
16 amount or per cent per unit of goods or services
17 purchased or used that is to benefit the charitable
18 organization;
- 19 (4) A provision for a final accounting on a per unit basis
20 to be given by the commercial co-venturer to the
21 charitable organization and the date when it is to be



1 made[+], which date shall be no more than ninety days
2 after the end of the charitable sales promotion; and

3 (5) The date when and the manner in which the benefit is
4 to be conferred on the charitable organization.

5 (c) A final accounting for each charitable sales promotion
6 shall be prepared by the commercial co-venturer following the
7 completion of the promotion. A copy of the final accounting
8 shall be provided to the attorney general not more than twenty
9 days after the copy is requested by the attorney general. [A
10 ~~copy of the final accounting shall be provided to the charitable~~
11 ~~organization not more than twenty days after the copy is~~
12 ~~requested by the charitable organization.] The final accounting
13 shall be kept by the commercial co-venturer for a period of
14 three years, unless the commercial co-venturer and the
15 charitable organization mutually agree that the accounting
16 should be kept by the charitable organization instead of the
17 commercial co-venturer.~~

18 (d) A fine of \$20 shall be imposed on a commercial co-
19 venturer who fails to file a written consent as required by
20 subsection (b), unless it is shown that the failure is due to
21 reasonable cause, for each day during which the violation



1 continues; provided that the total amount imposed under this
2 subsection shall not exceed \$1,000.

3 (e) The consent shall be signed by the authorized
4 representative of the commercial co-venturer and the charitable
5 organization certifying that the statements made therein are
6 true and correct to the best of their knowledge subject to
7 penalties imposed by section 710-1063. The attorney general may
8 require the written consent to be submitted electronically and
9 may require the use of electronic signatures.

10 (f) The attorney general may issue a cease and desist
11 order whenever the attorney general finds that a commercial co-
12 venturer has engaged in an act or practice that violates this
13 chapter.

14 (g) When the attorney general finds that a commercial co-
15 venturer has violated or is operating in violation of this
16 chapter, the attorney general may impose an administrative fine
17 not to exceed \$1,000 for each act that constitutes a violation
18 of this chapter and an additional penalty, not to exceed \$100
19 per day, for each day during which the violation continues. Any
20 person aggrieved by an action of the attorney general under this
21 section may request a hearing to review that action in



1 accordance with chapter 91 and rules adopted by the attorney
2 general. Any request for hearing shall be made within ten days
3 after the attorney general has served the person with notice of
4 the action, which notice shall be deemed effective upon
5 mailing."

6 SECTION 6. Section 467B-6.5, Hawaii Revised Statutes, is
7 amended as follows:

8 1. By amending subsections (a) and (b) to read:

9 "(a) Every charitable organization required to register
10 pursuant to section 467B-2.1 shall annually file with the
11 department a report for its most recently completed fiscal year.
12 If the charitable organization files a Form 990 or 990-EZ with
13 the Internal Revenue Service, the annual report shall be a copy
14 of that Form 990 or 990-EZ. If the registered charitable
15 organization is required to file a Form 990-T with the Internal
16 Revenue Service, the annual report shall include a copy of that
17 Form 990-T. If a charitable organization is not required to
18 file a Form 990 or 990-EZ with the Internal Revenue Service, the
19 annual report shall contain all information prescribed by the
20 department. [~~The charitable organization shall file its annual~~
21 ~~report not later than the fifteenth day of the fifth month~~



1 ~~following the close of its fiscal year.]~~ The annual report for a
2 charitable organization that files a Form 990 or 990-EZ shall be
3 electronically submitted to the department within ten business
4 days of the date that the organization files the form with the
5 Internal Revenue Service. The annual report for a charitable
6 organization that files a Form 990-N or that is not required to
7 file a Form 990 or 990-EZ shall be electronically submitted to
8 the department no later than the fifteenth day of the fifth
9 month following the close of its fiscal year. An authorized
10 officer or agent of the charitable organization shall sign the
11 annual report and shall certify that the statements therein are
12 true and correct to the best of the officer's knowledge subject
13 to penalties imposed by section 710-1063. A charitable
14 organization that has obtained an extension of time to file a
15 Form 990 or 990-EZ from the Internal Revenue Service [~~may obtain~~
16 ~~an extension of time to file the annual report with the~~
17 ~~department, by filing with the department a copy of the Internal~~
18 ~~Revenue Service's approved extension of time to file.] shall
19 provide a copy to the attorney general within twenty days after
20 the copy is requested by the attorney general. The annual
21 report shall be accompanied by a filing fee as prescribed by~~



1 subsection (d). The department shall accept, under conditions
2 prescribed by the attorney general, a copy or duplicate original
3 of financial statements, reports, or returns filed by the
4 charitable organization with the Internal Revenue Service or
5 another state having requirements similar to the provisions of
6 this section; provided that the attorney general may prescribe
7 the form of the annual financial report for charitable
8 organizations that file the Form 990-N with the Internal Revenue
9 Service, or who are not required to file a Form 990 or 990-EZ
10 with the Internal Revenue Service.

11 (b) A charitable organization with [~~gross revenue~~]
12 contributions in excess of \$500,000 in the year covered by the
13 annual financial report and a charitable organization required
14 to obtain an audit report by a governmental authority or a third
15 party shall include with its annual financial report, an audit
16 report, prepared in accordance with generally accepted
17 accounting principles, by a certified public accountant [~~7~~
18 ~~provided that any charitable organization shall include with its~~
19 ~~annual financial report an audit report, prepared in accordance~~
20 ~~with generally accepted accounting principles, by a certified~~
21 ~~public accountant if required to do so by a governmental~~



1 ~~authority or a third party. For the purpose of this subsection,~~
2 ~~"gross revenue" does not include grants or fees from government~~
3 ~~agencies or revenue derived from funds held in trust for the~~
4 ~~benefit of the organization]."~~

5 2. By amending subsection (d) to read:

6 "(d) Each charitable organization filing a report required
7 by this section shall pay a filing fee to the department based
8 on the total amount of its gross revenues during the time
9 covered by the report at the close of the calendar or fiscal
10 year adopted by the charitable organization as follows:

- 11 (1) [~~\$10,~~] \$0, if less than \$25,000;
12 (2) \$25, if \$25,000 but less than \$50,000;
13 (3) \$50, if \$50,000 but less than \$100,000;
14 (4) \$100, if \$100,000 but less than \$250,000;
15 (5) \$150, if \$250,000 but less than \$500,000;
16 (6) \$200, if \$500,000 but less than \$1,000,000;
17 (7) \$250, if \$1,000,000 but less than \$2,000,000;
18 (8) \$350, if \$2,000,000 but less than \$5,000,000; or
19 (9) \$600, if \$5,000,000 or more."

20 SECTION 7. Section 467B-11.5, Hawaii Revised Statutes, is
21 amended to read as follows:



1 "§467B-11.5 Charitable organizations exempted from
2 registration and financial disclosure requirements. The
3 following charitable organizations shall not be subject to
4 sections 467B-2.1 and 467B-6.5, if the organization submits
5 ~~[information as the department may require to substantiate an~~
6 ~~exemption under this section:] an application for an exemption~~
7 to the department and the department approves the organization's
8 application:

- 9 (1) Any duly organized religious corporation, institution,
10 or society that is exempt from filing Form 990 with
11 the Internal Revenue Service pursuant to sections
12 6033(a)(3)(A)(i) and (iii) and 6033(a)(3)(C)(i) of the
13 Internal Revenue Code, as amended;
- 14 (2) Parent-teacher associations;
- 15 (3) Any educational institution that is licensed or
16 accredited by any of the following licensing or
17 accrediting organizations:
- 18 (A) Hawaii Association of Independent Schools;
- 19 (B) Hawaii Council of Private Schools;
- 20 (C) Western Association of Schools and Colleges;



- 1 (D) Middle States Association of Colleges and
2 Schools.
- 3 (E) New England Association of Schools and Colleges;
4 (F) North Central Association of Colleges and
5 Schools;
- 6 (G) Northwest Commission on Colleges and
7 Universities;
- 8 (H) Southern Association of Colleges and Schools;
9 [~~ex~~]
- 10 (I) The National Association for the Education of
11 Young Children; or
- 12 (J) The Northwest Accreditation Commission for
13 Primary and Secondary Schools;
14 and any organization exempt from taxation under
15 section 501(c)(3) of the Internal Revenue Code
16 expressly authorized by, and having an established
17 identity with [~~such~~] an educational institution [~~+~~]
18 accredited by one of the foregoing accrediting
19 agencies; provided that the organization's
20 solicitation of contributions is primarily directed to



1 the students, alumni, faculty, and trustees of the
2 institutions and their respective families;

3 (4) Any nonprofit hospital licensed by the State or any
4 similar provision of the laws of any other state;

5 (5) Any corporation established by an act of the United
6 States Congress that is required by federal law to
7 submit to Congress annual reports, fully audited by
8 the United States Department of Defense, of its
9 activities including itemized accounts of all receipts
10 and expenditures;

11 (6) Any agency of this State, another state, or the
12 federal government; and

13 (7) Any charitable organization that normally receives
14 less than \$25,000 in contributions annually, if the
15 organization does not employ or compensate a
16 professional solicitor or professional fundraising
17 counsel. For purposes of this paragraph, an
18 organization normally receives less than \$25,000 in
19 contributions annually, if during the immediately
20 preceding three fiscal years, it received, on average,
21 less than \$25,000 in contributions.



1 The attorney general may require the application for exemption
2 to be filed electronically with the department and may require
3 the use of electronic signatures."

4 SECTION 8. Statutory material to be repealed is bracketed
5 and stricken. New statutory material is underscored.

6 SECTION 9. This Act shall take effect upon its approval.



Report Title:

Charitable Solicitation

Description:

Amends the definitions of "professional fund-raising counsel" or "professional fundraising counsel" and "solicit" and "solicitation". Clarifies required disclosures by professional solicitors. Authorizes the Attorney General to require electronic financial reporting by professional solicitors. Imposes a fine for late financial reports by professional solicitors and for commercial co-venturers who are found by the Attorney General to have violated chapter 467B, HRS. Clarifies exemptions from registration requirements.

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