# GENERAL ASSEMBLY OF NORTH CAROLINA **SESSION 2023**

 $\mathbf{S}$ **SENATE BILL 539** 

Short Title:	Small Business Truth in Financing. (Pul	blic)
Sponsors:	Senator Johnson (Primary Sponsor).	
Referred to:	Rules and Operations of the Senate	
	April 5, 2023	
AN ACT TO	A BILL TO BE ENTITLED	
	ENACT THE SMALL BUSINESS TRUTH IN FINANCING ACT.	
	Assembly of North Carolina enacts:	
	ECTION 1. Chapter 53 of the General Statutes is amended by adding a new Art	icle
to read:	"A 4" 1 0C	
	"Article 26.	
119 <b>52 440</b> C	"Small Business Truth in Financing Act.	
" <u>§ 53-440. S</u>		
	cle may be cited as the "Small Business Truth in Financing Act."	
" <u>§ 53-441. D</u>		
	wing definitions apply in this Article:  Closed-end financing. – A type of commercial financing consisting of the commercial financing consisting	of o
<u>(1</u>	closed-end mancing. – A type of commercial mancing consisting consisting closed-end extension of credit, secured or unsecured, including equipment of control of credit contro	
	financing. This term includes a commercial financing for a fixed princ	
	amount and a fixed duration.	трат
(2		inσ
<u>\\\</u>	open-end financing, factoring transaction, or other form of financing,	_
	proceeds of which the recipient does not intend to use primarily for perso	
	family, or household purposes. For purposes of determining whether	
	financing is a commercial financing, a provider may rely on any statemen	
	intended purpose by the recipient and is not required to ascertain how	
	proceeds are used. The recipient shall make this statement in any of	
	following ways:	tiic
	a. In a written or electronic record signed by the recipient.	
	b. Orally, so long as the provider documents the statement in	the
	provider's file for the recipient.	
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<u>(4</u>		t or
	policy of an entity, whether through ownership of securities, by contract	
	otherwise. The following persons are presumed to control an entity:	
	a. A director, general partner, or executive officer of the entity.	
	b. A person that directly or indirectly has ownership of or the power	er to
	vote ten percent (10%) or more of a class of outstanding vo	
	securities of the entity.	_
	c. In the case of a limited liability company, a managing member.	



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1		d. In the case of a partnership, a person that has the right to receive upon
2		dissolution, or has contributed, ten percent (10%) or more of the
3	, <del>-</del> \	capital of the partnership.
4	<u>(5)</u>	Factoring transaction. – A type of commercial financing that includes an
5		agreement to purchase, transfer, or sell a legally enforceable claim for
6		payment held by a recipient for goods the recipient has supplied, or services
7		the recipient has rendered, that have been ordered but for which payment has
8		not yet been made.
9	<u>(6)</u>	<u>Finance charge.</u> – The cost of financing as a dollar amount. This term includes
10		all of the following:
11		a. Any charge payable directly or indirectly by the recipient and imposed
12		directly or indirectly by the provider as an incident to or a condition of
13		the extension of financing.
14		b. Any charge that would have been included in the finance charge under
15		12 C.F.R. § 1026.4, as if that regulation applied.
16		c. Any other charge that the Commissioner determines to be part of the
17		finance charge.
18	<u>(7)</u>	Financial institution. – Any of the following that is authorized to operate in
19		this State:
20		a. A bank, trust company, or industrial loan company having a charter,
21		license, or certificate issued by the United States, this State, or any
22		other state or jurisdiction of the United States.
23		b. A federally chartered savings and loan association, federal savings
24		bank, or federal credit union.
25		c. A savings and loan association, savings bank, or credit union
26		organized under the laws of this State or any other state.
27	<u>(8)</u>	Open-end financing. – A type of commercial financing consisting of an
28	<del></del>	agreement for one or more extensions of open-end credit, secured or
29		unsecured. This term includes a commercial financing under a plan in which
30		all of the following are true:
31		a. The provider reasonably contemplates repeated transactions.
32		b. The provider may impose a finance charge from time to time on an
33		outstanding balance.
34		c. The amount of credit that may be extended to the recipient during the
35		term of the plan is generally made available to the extent that any
36		outstanding balance is repaid.
37	<u>(9)</u>	Person. – An individual, corporation, partnership, limited liability company,
38	<u> </u>	joint venture, association, joint stock company, trust, or unincorporated
39		organization, including a sole proprietorship.
40	<u>(10)</u>	Provider. – Any person that extends a specific offer of commercial financing
41	(10)	to a recipient. This term includes a person that presents a specific offer of
42		commercial financing to a recipient on behalf of a third party. This term does
43		not include persons exempted under G.S. 53-442.
44	<u>(11)</u>	Recipient. – A person residing in or operating in this State that is extended a
45	(11)	specific offer of commercial financing. This term includes the person's
46		authorized representative but does not include a broker.
47	(12)	Sales-based financing. – A type of commercial financing in which the
48	<u>(12)</u>	recipient's repayment is based on a percentage of the recipient's volume of
49		sales or revenue in one of the following ways:
50		a. The recipient's payment amounts increase or decrease according to the
51		recipient's volume of sales or revenue.
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1			b. The recipient makes regular payments in a fixed amount, but the
2			financing includes a mechanism for reconciling these payments with
3			the percentage of the recipient's volume of sales or revenue.
4		<u>(13)</u>	Specific offer. – The specific terms of commercial financing, including price
5			and amount, that are based on information about the recipient and that, if
6			accepted by the recipient, are binding on the provider, subject to any specific
7	ue <b>5</b> 0 440		conditions stated in the terms.
8	" <u>§ 53-442</u>		
9	<u>(a)</u>		ollowing persons are exempt from this Article:
10		<u>(1)</u>	A financial institution, including its holding company, subsidiaries, and
11		(2)	affiliates that are under common ownership, direction, or control.  A lander regulated under Chapter 22 (Form Credit System) of Title 12 of the
12 13		<u>(2)</u>	A lender regulated under Chapter 23 (Farm Credit System) of Title 12 of the
13 14		(2)	United States Code.  Any person that makes no more than five commercial financing transactions
15		<u>(3)</u>	Any person that makes no more than five commercial financing transactions in this State in a 12-month period.
16		<u>(4)</u>	A motor vehicle dealer, as defined in G.S. 20-286(11), or any affiliate,
17		<u>(+)</u>	employee, or agent of a motor vehicle dealer, or any person or entity that
18			provides financing for the purchase of a motor vehicle, as defined in
19			G.S. 20-286(10), or a recreational vehicle, as defined in G.S. 20-4.01(32b).
20		<u>(5)</u>	Any person, such as an equipment dealer or supplier, that is presenting a
21		<del>12.7</del>	financing offer on behalf of an exempt person.
22		(6)	Any officer or employee of an entity described in subdivisions (1) through (4)
23		<u></u>	of this subsection when acting within the scope of his or her employment.
24	<u>(b)</u>	A per	rson providing technology services for commercial financing to a person
25	exempted		section (a) of this section is also exempt from this Article, so long as the person
26			logy services is acting only in that capacity and has no interest in the commercial
27			ed by the exempt entity in connection with such program. Technology services
28	include li	_	software and providing support services for technology.
29	<u>(c)</u>		ollowing transactions are exempt from this Article:
30		<u>(1)</u>	A commercial financing transaction secured by real property.
31		<u>(2)</u>	A commercial financing transaction for an amount over five hundred thousand
32		(2)	dollars (\$500,000).
33		<u>(3)</u>	A lease, as defined in G.S. 25-2A-103.
34		<u>(4)</u>	The sale, lease, rental, or subscription of a motor vehicle by a motor vehicle
35 36	(4)	Cons	dealer licensed under G.S. 20-287.  Immer finance companies licensed and doing business under Article 15 of Chapter
36 37	(d) 53 of the		Statutes or doing business pursuant to Chapter 25A of the General Statutes are
38	exempt fr		
39			s-based financing disclosure requirements.
40	(a)		ovider shall provide all of the following disclosures to a recipient in a format
41			Commissioner at the time of extending a specific offer of sales-based financing:
42	<u> </u>	(1)	The total amount of the commercial financing.
43		(2)	The disbursement amount, if different from the total amount of the
44			commercial financing. This amount does not include any fees deducted at the
45			time of disbursement.
46		<u>(3)</u>	The finance charge.
47		<u>(4)</u>	The estimated annual percentage rate, using the words "annual percentage
48			rate" or the abbreviation "APR," inclusive of the finance charge and any fees
49			and calculated in accordance with 12 C.F.R. § 1026.22 based on the estimated
50			term of repayment and the projected payment amounts. The estimated term of
51			repayment and the projected payment amounts shall be calculated based on

1		the recipient's projected sales volume. The projected sales volume shall be
2		calculated in accordance with subsection (b) of this section.
3	<u>(5)</u>	The total repayment amount, or the disbursement amount plus the finance
4		charge.
5	<u>(6)</u>	The estimated term of repayment, based on the recipient's projected sales
6		volume.
7	<u>(7)</u>	The payment amounts, based on the recipient's projected sales volume, as
8		follows:
9		<u>a.</u> For payment amounts that are fixed, all of the following:
10		1. The payment amounts and frequency.
11		2. If the payment frequency is other than monthly, the amount of
12		the average projected payment per month.
13		b. For payment amounts that are variable, all of the following:
14		1. A payment schedule or a description of the method used to
15		calculate the amounts and frequency of the payments.
16		The amount of the average projected payment per month.
17	<u>(8)</u>	A description of all other potential fees not included in the finance charge,
18		including draw fees, late payment fees, and returned payment fees.
19	<u>(9)</u>	The following information relating to a recipient's election to pay off or
20	<del></del>	refinance the commercial refinancing prior to full repayment:
21		a. Whether the recipient upon this election would be required to pay a
21 22 23 24 25 26 27 28		percentage of the unpaid portion of the finance charge, other than
23		interest accrued since the recipient's last payment. If so, the provider
24		shall disclose this percentage, as well as the maximum dollar amount
25		the recipient could be required to pay.
26		b. Whether the recipient upon this election would be required to pay any
27		fees not already included in the finance charge.
28	(10)	A description of any collateral requirements or security interests.
29	<del></del>	urposes of this section, the provider shall calculate the recipient's projected sales
30		g to one of the two methods listed below. The provider shall use the same
31		sales-based financing and shall notify the Commissioner on which method it has
32		ne methods are as follows:
33	(1)	Historical method. – If the provider elects to use the historical method, the
34	<del>* *</del>	provider shall calculate the recipient's projected sales volume according to the
35		recipient's average volume of sales over a historical time period. The provider
36		shall use the same historical time period in all its sales-based financing, and
37		the historical time period shall be at least one month and shall not exceed 12
38		months.
39	<u>(2)</u>	Opt-in method. – If the provider elects to use the opt-in method, the provider
40	<del>1=1</del>	shall determine the recipient's projected sales volume using any reasonable
41		method. The provider shall annually report to the Commissioner in a format
42		acceptable to the Commissioner a summary of its disclosed estimated annual
43		percentage rates in comparison to its actual annual percentage rates. The
44		Commissioner shall determine whether the deviations between the disclosed
45		estimated annual percentage rates and the actual annual percentage rates are
46		too great. In making this determination, the Commissioner may require
47		additional information from the provider. If the Commissioner determines that
48		the deviations are too great, the Commissioner shall order the provider to use
49		the historical method in all its sales-based financing.

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1 2		etermining under subdivision (b)(2) of this section whether the deviations ed estimated annual percentage rates and the actual annual percentage rates are
3		mmissioner may consider all of the following factors:
4	(1)	Whether, based on the provider's knowledge at the time of the specific offer,
5	<u>\/</u>	the provider's estimation of the annual percentage rate was reasonable and
6		made in good faith.
7	<u>(2)</u>	Whether any unusual or extraordinary circumstances impacted the deviation.
8	$\frac{(2)}{(3)}$	Whether the provider has explored other reasonable methods of calculating
9	<u>(5)</u>	the recipient's projected sales volume in an effort to achieve a closer
10		estimation of the annual percentage rate.
11	"8 53-444 Clos	ed-end financing disclosure requirements.
12		hall provide all of the following disclosures to a recipient in a format prescribed
13	<u>*</u>	ioner at the time of extending a specific offer of closed-end financing:
14	(1)	The total amount of the commercial financing.
15	<u>(2)</u>	The disbursement amount, if different from the total amount of the
16	<u>(2)</u>	commercial financing. This amount does not include any fees deducted at the
17		time of disbursement.
18	<u>(3)</u>	The finance charge.
19	<u>(4)</u>	The annual percentage rate, using the words "annual percentage rate" or the
20	<u>\_17</u>	abbreviation "APR," inclusive of the finance charge and any fees and
21		calculated in accordance with 12 C.F.R. § 1026.22.
22	<u>(5)</u>	The total repayment amount, or the disbursement amount plus the finance
23	<u>(5)</u>	charge.
24	<u>(6)</u>	The term of repayment.
25	<u>(7)</u>	The payment amounts as follows:
26	<u>\( 7 \) \</u>	a. For payment amounts that are fixed, all of the following:
27		1. The payment amounts and frequency.
28		2. If the payment frequency is other than monthly, the amount of
29		the average projected payment per month.
30		b. For payment amounts that are variable, all of the following:
31		1. A payment schedule or a description of the method used to
32		calculate the amounts and frequency of the payments.
33		2. The amount of the average projected payment per month.
34	<u>(8)</u>	A description of all other potential fees not included in the finance charge,
35	7.57	including draw fees, late payment fees, and returned payment fees.
36	(9)	The following information relating to a recipient's election to pay off or
37	<u> </u>	refinance the commercial refinancing prior to full repayment:
38		a. Whether the recipient upon this election would be required to pay a
39		percentage of the unpaid portion of the finance charge, other than
40		interest accrued since the recipient's last payment. If so, the provider
41		shall disclose this percentage, as well as the maximum dollar amount
42		the recipient could be required to pay.
43		b. Whether the recipient upon this election would be required to pay any
44		fees not already included in the finance charge.
45	(10)	A description of any collateral requirements or security interests.
46	<del></del>	n-end financing disclosure requirements.
47		ovider shall provide all of the following disclosures to a recipient in a format
48		e Commissioner at the time of extending a specific offer of open-end financing:
49	(1)	The maximum amount of credit available to the recipient.

The amount scheduled to be drawn by the recipient, if any. This amount does

not include any fees deducted at the time of disbursement.

Senate Bill 539-First Edition

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- case, is drawn and repaid at the minimum rate.
- Comparable method. If the provider elects to use the comparable method for **(2)** open-end commercial credit plans, the provider shall determine its own reasonable method for its calculations based on the draw and repayment behavior of comparable transactions. The provider shall annually report to the Commissioner in a format acceptable to the Commissioner a summary of its disclosures and in comparison to its actual results as determined upon the repayment of the transaction. The Commissioner shall determine whether the deviations between the estimated results and the actual results are too great. In making this determination, the Commissioner may require additional information from the provider. If the Commissioner determines that the deviations are too great, the Commissioner shall order the provider to use the total credit method in all its open-end commercial credit plans.

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1 In determining under subdivision (b)(2) of this section whether the deviations (c) 2 between disclosed estimates for subdivisions (a)(3), (a)(4), (a)(5), and (a)(7) of this section are 3 too great, the Commissioner may consider all of the following factors: 4 Whether, based on the provider's knowledge at the time of the specific offer, (1) 5 the provider's estimation was reasonable and made in good faith. 6 Whether any unusual or extraordinary circumstances impacted the deviation. (2) 7 Whether the provider has explored other reasonable methods of calculation in (3) 8 an effort to achieve a closer estimation of the actual results. 9 "§ 53-446. Factoring transaction disclosure requirements. 10 A provider shall provide all of the following disclosures to a recipient in a format prescribed 11 by the Commissioner at the time of extending a specific offer for a factoring transaction: 12 The purchase amount, or the amount of accounts receivable purchased from (1) 13 the recipient. 14 <u>(2)</u> The disbursement amount, if different from the purchase amount. This amount 15 does not include any fees deducted at the time of disbursement. The finance charge. This amount includes any discount deducted from the face 16 <u>(3)</u> 17 value of the accounts receivable. 18 <u>(4)</u> The estimated annual percentage rate, using that term, calculated according to 19 12 C.F.R. Part 1026 Appendix J, as a single advance, single payment 20 transaction. In making this calculation, the purchase amount is deemed to be 21 the financing amount, the purchase amount minus the finance charge 22 expressed as a negative number is deemed to be the total repayment amount, 23 and the term is determined by one of the following methods: 24 By the payment due date of the accounts receivable. 25 By the provider estimating the term as the average payment period by b. 26 the party owing the accounts receivable over a historical time period. 27 The historical time period shall not exceed the preceding 12 months. 28 **(5)** The total repayment amount, or the purchase amount plus the finance charge. 29 A description of all other potential fees not included in the finance charge. (6) 30 (7) A description of the receivables purchased and any additional collateral 31 requirements or security interests. 32 "§ 53-447. Disclosure requirements for other forms of commercial financing. 33 A provider shall provide all of the following disclosures to a recipient in a format prescribed 34 by the Commissioner at the time of extending a specific offer of commercial financing that is not 35 sales-based financing, open-end financing, closed-end financing, or a factoring transaction: 36 The total amount of the commercial financing. (1) The disbursement amount, if different from the total amount of the 37 **(2)** 38 commercial financing. This amount does not include any fees deducted at the 39 time of disbursement. 40 The finance charge. (3) The annual percentage rate, using the words "annual percentage rate" or the 41 (4) 42 abbreviation "APR," inclusive of the finance charge and any fees and 43 calculated in accordance with 12 C.F.R. Part 1026. 44 The total repayment amount, or the disbursement amount plus the finance <u>(5)</u> 45 charge. 46 The term of the financing. (6) 47 The payment amounts as follows: (7) 48 For payment amounts that are fixed, all of the following: a. The payment amounts and frequency. 49

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<u>1.</u>

<u>2.</u>

If the payment frequency is other than monthly, the amount of

the average projected payment per month.

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- 1 For payment amounts that are variable, all of the following: b. 2 A payment schedule or a description of the method used to 1. 3 calculate the amounts and frequency of the payments. 4 The amount of the average projected payment per month. 5 A description of all other potential fees not included in the finance charge. **(8)** 6 including draw fees, late payment fees, and returned payment fees. 7 The following information relating to a recipient's election to pay off or (9) 8 refinance the commercial refinancing prior to full repayment: 9
  - Whether the recipient upon this election would be required to pay a percentage of the unpaid portion of the finance charge, other than interest accrued since the recipient's last payment. If so, the provider shall disclose this percentage, as well as the maximum dollar amount the recipient could be required to pay.
  - Whether the recipient upon this election would be required to pay any <u>b.</u> fees not already included in the finance charge.
  - A description of any collateral requirements or security interests. (10)

# "§ 53-448. Disclosure requirements for renewal financing.

If, as a condition of obtaining new commercial financing, a provider requires the recipient to pay off some or all of the balance of an existing commercial financing from the same provider, the provider shall disclose all of the following in a format prescribed by the Commissioner at the time of extending a specific offer of the new commercial financing:

- (1) The amount of the new commercial financing that will be used to pay off any prepayment charge or unpaid interest. If the total repayment amount for the existing financing is fixed, the prepayment charge is equal to the product of the finance charge for the existing financing multiplied by the percentage of the total repayment amount that will be paid off, minus any portion of the total repayment amount that will be forgiven.
- **(2)** If the disbursement amount will be reduced to pay off a portion of the balance, the amount by which the disbursement amount will be reduced.

### "§ 53-449. Additional requirements for disclosures.

- If a provider is required to make disclosures under this Article, the provider shall present these disclosures to the recipient as a document separate from all other information to be signed by the recipient. The provider shall obtain the recipient's signature before proceeding with the transaction.
- If a provider presents any information in addition to the disclosures required under this Article, the provider shall not use the term "rate" in describing a metric other than the annual percentage rate or estimated annual percentage rate or annual interest rate. The term "interest," when used to describe a percentage rate, shall only be used to describe annualized percentage rates, such as the annual interest rate. When a provider states a rate of finance charge or a financing amount to a recipient during an application process for commercial financing, the provider shall also state the rate as an "annual percentage rate," using that term or the abbreviation "APR."
- If the Commissioner determines that the laws of another state require commercial financing disclosures that meet or exceed the commercial financing disclosure requirements established in this Article, any commercial financing disclosure form that such other state approves for the purposes of complying with such other state's commercial financing disclosure laws may be used for the purposes of complying with the commercial financing disclosure requirements established under this Article.

# "§ 53-450. Registration requirement.

A provider operating in this State shall register with the Commissioner in a format prescribed by the Commissioner and shall submit a registration fee, as required by this section. 1 2

- A provider shall comply with all provisions of this Article. The registration required by this section shall be renewed every five years.
  - (b) A provider shall pay a nonrefundable fee of one thousand dollars (\$1,000) at the time of registration and renewal.

# "§ 53-451. Registration application.

Applications for registration under this Article shall be filed through the Commissioner. To be considered complete, the application shall be verified by attestation of the applicant or a designee of the applicant and shall include all of the following:

- (1) The applicant's legal name, along with any assumed business name, principal address, including street address and mailing address, contact information, and social security number or taxpayer identification number.
- (2) The applicant's form and place of organization, if applicable.

#### "§ 53-452. Notice of material change.

If the information contained in any document filed with the Commissioner under this Article is or becomes inaccurate or incomplete in any material respect, the provider shall, within 30 days, file a correcting amendment to the information contained in the document.

# "§ 53-453. Consumer complaints.

The Commissioner may receive a complaint from a recipient regarding a provider in regards to the requirements set forth in this Chapter and, upon receipt of the complaint, may investigate the provider for failure to comply with this Article.

# "§ 53-454. Confidentiality.

- (a) All information obtained by the Commissioner under this Article is subject to confidential treatment as provided in G.S. 53C-2-7.
- (b) The Commissioner may enter into written agreements with other governmental agencies, the Conference of State Bank Supervisors, or other associations representing governmental agencies and may share otherwise confidential information pursuant to these agreements.
- (c) The requirements of G.S. 53C-2-7 regarding the privacy or confidentiality of any information provided under subsection (b) of this section, and any privilege arising under any other federal or State law with respect to the information, continue to apply to the information after it has been disclosed to an entity described in subsection (b) of this section. Information held by the entity is not subject to disclosure under any State law governing the disclosure to the public of information held by an officer or agency of the State. The entities described in subsection (b) of this section may share information with State and federal regulatory officials without the loss of privilege or the loss of confidentiality protections provided by State and federal law.

#### "§ 53-455. Rules; appeal by aggrieved person.

- (a) The Commissioner may adopt rules to enforce this Article, including rules to calculate metrics required to be disclosed under this Article.
- (b) Pursuant to G.S. 53C-2-6(b), any person aggrieved by any rule adopted or order issued by the Commissioner may appeal to the State Banking Commission for review upon providing a written notice of appeal within 20 days after the rule was adopted or order was issued. The notice of appeal shall specifically state the grounds for appeal and, in the case of an appeal from a contested case proceeding before the Commissioner, shall set forth in numbered order the assignments of error for review by the State Banking Commission. Failure to specify the assignments of error or failure to comply with the briefing schedule provided by the State Banking Commission constitutes grounds to dismiss the appeal. Any party aggrieved by a decision of the State Banking Commission may petition for judicial review pursuant to
- 49 <u>G.S. 53C-2-6(b).</u>

#### "§ 53-456. Penalties; enforcement.

1 After notice and opportunity for hearing in accordance with Article 3A of Chapter (a) 2 150B of the General Statutes, if the Commissioner finds that a provider has violated any provision 3 of this Article or any rule adopted under it, the Commissioner may do any of the following: 4 Order the provider to cease and desist from any violations of this Article. 5 Assess a civil penalty of not more than two thousand dollars (\$2,000) for each **(2)** 6 violation or ten thousand dollars (\$10,000) for each violation that the 7 Commissioner finds to be willful. The clear proceeds of civil penalties 8 imposed pursuant to this section shall be remitted to the Civil Penalty and 9 Forfeiture Fund in accordance with G.S. 115C-457.2. 10 The powers vested in the Commissioner by this Article are in addition to any other (b) 11 enforcement powers of the Commissioner." 12 **SECTION 2.** This act is effective May 1, 2023, and applies to transactions occurring 13 on or after that date.