Approved:	
Date	

MINUTES OF THE Senate Committee on Financial Institutions and Insurance.

The meeting was called to order by Chairperson Don Steffes at 9:00 a.m. on March 13, 1997 in Room 529-S of the Capitol.

All members were present except:

Committee staff present: Dr. William Wolff, Legislative Research Department

Fred Carman, Revisor of Statutes Nikki Feuerborn, Committee Secretary

Conferees appearing before the committee: David Brant, Kansas Securities Commissioner

Roger N. Walter, General Counsel

Others attending: See attached list

Hearing on HB 2094--Regulation of securities
David Brant, Kansas Securities Commissioner, reviewed the four areas of responsibility of the Securities Commissioner: registration, compliance and licensing, enforcement, and investor information (Attachment 1). The proposed amendments would not significantly change any of these functions. These amendments would bring Kansas into compliance with the new federal act which creates a national unified system of regulation whereby securities offerings which are national in character will not be defined as "covered securities" and regulated by the S.E.C. The second change will be to divide the regulation of investment advisers between the states and the S.E.C. The Act more clearly defines the partnership between federal and state regulation in order to eliminate duplication and enhance cooperation. Mr. Brant explained that financial planners who do not sell a product but act in an advisory role do not require licensure. Registration is required for financial advisers who do sell such things as mutual funds, investments, and securities. Costs of registration is \$25 for an individual and \$100 for a firm.

Roger N. Walter, General Counsel, reviewed the federal act as well as the proposed bill, new sections, and proposed amendments (<u>Attachment 2</u>). The bill will put Kansas in full compliance with the federal act. No new policies are enacted by this bill. A budget amendment to increase staff through fee funding will be proposed. \$170,000 will be needed for staffing and \$185,000 for education. Fees will be increased at the request of the industry in order to meet these budgetary requirements. The bill was passed by the House by a vote of 124-1.

Senator Feleciano moved to adopt all the amendments as proposed and to authorize the Revisor to make the necessary technical changes. The motion was seconded by Senator Clark. Motion carried.

Senator Feleciano moved to pass the bill out favorably as amended. The motion was seconded by Senator Clark. Motion carried.

The hearing scheduled today for **HB 2045** was continued until March 20.

The meeting was adjourned at 10:03 a.m.

SENATE FINANCIAL INSTITUTIONS & INSURANCE COMMITTEE GUEST LIST

DATE:	3/	3	

NAME	REPRESENTING
Ton Wilden	Kansas Insurance Dept.
Callie tell Dentow	Bottenberg's Assoc.
Hoger Franke	BANK W
DAVID BRANT	SEURITIES COMMISSIONER
EDGER WALTER	N
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KANSAS

Bill Graves Governor

Office of the Securities Commissioner

David R. Brant Securities Commissioner

TESTIMONY IN SUPPORT OF HOUSE BILL No. 2094 Amendments To The Kansas Securities Act

Financial Institutions and Insurance Committee

Kansas Senate

DAVID BRANT

Kansas Securities Commissioner March 13, 1997

Mr. Chairman and members of the committee, thank you for this opportunity to testify in support of House Bill No. 2094 which makes needed amendments to the Kansas Securities Act.

Since this is my first opportunity to testify before your committee regarding a securities matter, I would like to provide you with some brief information on my background. I was sworn in as the Securities Commissioner in April 1996 after being appointed by the Governor and confirmed by the Senate. While I now have eleven months of experience in state securities regulation, I previously worked for over 12 years in the securities industry after graduating from law school. My previous position was as the Vice President of Public Finance for BANK IV which involved working as an underwriter of municipal bonds and as a financial advisor to local governments and community colleges across Kansas. I have securities licenses, both as a Series 7 Registered Representative and as a Series 53 Municipal Bond Principal, in addition to being a licensed attorney.

On October 11, 1996, the President signed the National Securities Markets Improvement Act ("NSMIA" or "the Act") which ended a 14-month long debate in the U.S. Congress over proposed reforms to federal and state securities regulation. The new federal securities act is a sweeping attempt to modernize and rationalize the nation's securities regulatory system to correct and improve areas of duplicative and unnecessary regulation.

As a note of history, the shared system of state and federal regulation of securities began in 1933 when the federal Securities and Exchange Commission ("S.E.C.") was created by Congress. Before 1933, securities regulation had only been done by the states. In fact, you may know that Kansas was the first state in the nation to adopt a "blue sky" law in 1911 to regulate securities. The state was a hunting ground of promoters of fraudulent investment schemes. It was said that some of the frauds "became so barefaced that promoters would sell building lots in the blue sky in fee simple." Thus, the term "blue sky" was coined to refer to state securities laws.

Now back to 1997, the new federal Act creates a national unified system of regulation whereby securities offerings that are national in character will now be defined as "covered securities" and regulated only by the S.E.C. Covered securities include mutual funds, stocks traded on the national exchanges, and securities sold to sophisticated investors.

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Investor Hotline 1-800-232-9580 http://www.cjnetworks.com/~ksecom 618 S. KANSAS AVENUE TOPEKA, KANSAS 66603-3804 Office (913) 296-3307

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The second most significant change will be to divide the regulation of investment advisers between the states and the S.E.C. The states will supervise investment advisers managing less than \$25 million in client assets, while giving the S.E.C. the primary responsibility for investment advisers managing mutual funds or large portfolios. For your information, the definition of investment adviser includes "financial planners" who are paid either a fee or commission and who recommend the purchase of specific investment products.

For your information, to handle the increased responsibility of being the sole regulator of small investment advisers, our agency is proposing a budget amendment to add additional staff. Otherwise, the new federal changes and the needed proposed amendments to the Kansas Securities Act will not require significant changes in the purpose or functions of the Securities Commissioner's office which are as follows:

Registration: We review the disclosure and fairness of smaller offerings of stocks, bonds, and limited partnerships and we accept filings for exempt offerings such as mutual funds and non-profit organizations. In the last fiscal year, we had over 557 new registrations, 439 exempt filings, and 3,018 mutual fund filings.

Compliance and Licensing: Our agency conducts on-site examinations of home and branch offices and we license investment professionals. In addition, we handle investor complaints regarding sales practices, churning, or misleading information. Currently, we have granted licenses to 1,418 broker dealer firms (38 of which are based in Kansas); 43,252 broker dealer agents; 490 investment advisers (174 of which are based in Kansas); and 2,105 investment adviser representatives (363 of which are based in Kansas).

Enforcement: We have investigators and attorneys on staff that investigate fraud, "white collar crime," and unregistered activity. In the last fiscal year, we conducted approximately 275 investigations which resulted in 92 administrative orders, 13 criminal convictions, \$70,000 in fines, and over \$4.9 million in restitution orders and recision offers to be repaid to investors.

Investor Information: We are preparing to increase our education efforts to make Kansas investors more aware of the services of our office. With a proposed slogan of "Investigate Before You Invest," we encourage investors to use our 800 number hotline to inquire about the disciplinary background and registration of brokers, investment advisers, and the investment products being promoted. We could help prevent investment fraud if investors would first check with our agency. I have samples of several information pamphlets which provide warnings and helpful questions for investors to consider.

In summary, the new federal Act more clearly defines the partnership between federal and state regulation in order to eliminate duplication and enhance cooperation. Most important, the Act endorses the role and primary mission of state regulation... to protect and inform investors. And we can be proud that the state of Kansas has been protecting investors for a very long time...in fact, since the beginning.

Now, I would like to introduce our General Counsel, Roger Walter, who will explain in more detail the specific amendments to the Kansas Securities Act. I am proud that Roger is one of six members of the national task force responsible for drafting the model state amendments to implement the new federal Act.



KANSAS

Bill Graves Governor

Office of the Securities Commissioner

David R. Brant Securities Commissioner

TESTIMONY
ROGER N. WALTER, GENERAL COUNSEL
OFFICE OF THE KANSAS SECURITIES COMMISSIONER
BEFORE THE SENATE FINANCIAL INSTITUTIONS
AND INSURANCE COMMITTEE
IN SUPPORT OF HOUSE BILL 2094
MARCH 13, 1997

Mr. Chairman and Members of the Committee:

I am Roger Walter, General Counsel to the Kansas Securities

Commissioner. In addition to the Commissioner, I am testifying in support of HB

2094 to explain the proposed amendments to the Kansas Securities Act ("Act").

In summary, HB 2094 conforms the Act to the requirements of recent federal legislation, The National Securities Markets Improvement Act ("NSMIA"), which was signed by the President on October 11, 1996. That law amended various federal acts regulating securities, broker-dealers, investment companies, and investment advisers.

NSMIA preempts federal "covered securities" from state registration review. "Covered securities" are defined by NSMIA to include certain exchange listed securities, mutual funds, and certain securities exempt from registration under the Securities Act of 1933. States are still allowed to require notice filings and collect fees for such securities.

NSMIA also precludes a state from imposing requirements on broker-dealers regarding net capital, margin, financial responsibility, books and records, or bonding or financial or operational reporting which differs from the requirements imposed by the Securities Exchange Act of 1934. It also exempts

attachment 2

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agents of broker-dealers from the requirement of state registration if they confine themselves to parameters of a de minimis transaction defined in NSMIA.

NSMIA also preempts the states from regulating investment adviser firms who have \$25 million or more in assets under management. Those adviser firms with less than \$25 million in assets under management will be exclusively registered by the states. Under the NSMIA, the states will maintain licensing authority over all individual representatives of investment advisory firms regardless of size.

The proposed amendments, which are highly technical in nature, conform the Kansas Securities Act to this new federal preemption scheme and provide for specific authority to require notice filings and collect fees from this new category of "federal covered securities." They also address the dual regulatory scheme for investment advisers and investment adviser representatives, which delineates the role of the state versus the role of the federal Securities and Exchange Commission. Further, there is an amendment to provide the de minimis transaction exemption for agents mandated by NSMIA.

The proposed bill also provides some additional technical amendments to the Kansas Securities Act which are not related to the recent federal legislation. These additional amendments eliminate obsolete provisions of the Act, correct certain perceived inadequacies in the application of the Act, and make the Act more uniform in comparison to other state securities acts and the model Uniform Securities Act ("USA").

New Section 1 of the bill sets forth the notice filing and fee requirements for federal covered securities, securities which were formerly registered under the Act, the registration of which is now preempted under the terms of NSMIA.

New Section 2 does nothing more than move an existing statute, K.S.A. 75-6308 from its location in Chapter 75 to a new location within the Act in Chapter 17.

Section 3 amends various definitions under the Act. The definition of agent under K.S.A. 17-1252(b) excludes certain individuals who represent

issuers in selling certain securities exempted from registration under K.S.A. 17-1261. This definition is amended to add to that list of exclusions individuals representing issuers in selling three additional securities exempt under K.S.A. 17-1261(e), (g), and (k). These securities are exempt securities issued by insurance companies, by exchange listed issuers, and by agricultural cooperatives. Staff felt that the protection of public investors and sound regulatory policy did not require such individuals be registered as agents. This section is also amended to incorporate the de minimis transaction exclusion from state registration of agents required by NSMIA.

The definition of investment adviser in K.S.A. 17-1252(e) is amended to make the definition more uniform with other states' acts and USA. New definitions are added for the terms "investment adviser representative," "federal covered security," and "federal covered adviser" to implement the requirements of NSMIA.

Section 4 amends K.S.A. 17-1254, the section of the Act which sets forth the registration and post registration requirements for broker-dealers, agents, investment advisers, and their representatives. The amendments simplify and consolidate the statutory language and make other provisions more consistent with USA. They also conform these requirements to the new bifurcated system of state and federal licensing of certain investment advisers and investment adviser representatives. The amendments also clarify the state authority under the new system with respect to net capital, financial responsibility, bonding, and books and records requirements for broker-dealers and investment advisers.

Section 5 amends K.S.A. 17-1255. That section currently makes it unlawful to sell securities unless they are registered or specifically exempt by statute. The amendment would allow for the sale of a federal covered security without registration. This conforms the Act to the requirements of NSMIA.

The bill also proposes to repeal K.S.A. 17-1256 which provides for "registration by notification" (an abbreviated form of registration) for certain seasoned, high-quality issues. This form of registration has not been used since

1979 and has been rendered obsolete by the exchange listing exemption, blue chip exemption for general issuers and mutual funds, and now by the preemption of federal covered securities.

Sections 6, 7, and 8 simply conform the text of K.S.A. 17-1259, 17-1262, and 17-1262a to delete any reference to K.S.A. 17-1256.

Section 9 amends the requirements for filing a consent to service of process, to exempt from this requirement certain additional issuers of securities exempt under K.S.A. 17-1261(g), primarily exchange listed securities. Again, staff felt that investor protection and sound regulatory policy did not justify such a filing for those issuers.

Section 10 amends K.S.A. 17-1268(d) which now provides, in part, that any agreement to waive compliance with the Act is void. The current language is limited to ". . . any person acquiring any security . . ." The amendment would extend this protection to persons ". . . receiving any investment advice . . ." The Act was amended in 1979 to regulate investment advisers, but this section was never amended to reflect this change.

Section 11 amends K.S.A. 17-1270(c) to consolidate and simplify the statutory language and make it consistent with USA, and to make it clear that the requirements of K.S.A. 17-1270(c), which do not currently apply to exempt securities and transactions, also do not apply to federal covered securities.

Section 12 amends K.S.A. 17-1272. That section states the current requirement that the burden of proof of any exemption is on the party claiming the benefit of the exemption. This section's amendment states a similar requirement for a person claiming the benefit of an exclusion from registration requirements of the Act based on status as a federal covered security.

HOUSE BILL No. 2094

By Committee on Financial Institutions

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AN ACT relating to the regulation of securities; amending K.S.A. 17-1254, 17-1255, 17-1262a, 17-1263, 17-1268, 17-1270 and 17-1272 and K.S.A. 1996 Supp. 17-1252, 17-1259, 17-1261 and 17-1262 and repealing the existing sections; also repealing K.S.A. 17-1256 and K.S.A. 1996 Supp. 75-6308.

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Be it enacted by the Legislature of the State of Kansas:

New Section 1. (a) The commissioner, by rule rules and regulations or order, may require the payment of a filing fee and the filing of documents with respect to a covered security under section 18(b)(2) of the securities act of 1933, as follows:

- (1) Prior to the initial offer of such federal covered security in this state, all documents that are part of a federal registration statement filed with the United States securities and exchange commission under the securities act of 1933, together with a consent to service of process, and a fee not to exceed \$2,500;
- (2) after the initial offer of such federal covered security in this state, all documents that are a part of an amendment to a federal registration statement filed with the United States securities and exchange commission under the securities act of 1933, which shall be filed concurrently with the commissioner, together with a fee not to exceed \$100;
- (3) an annual or periodic report of sales of such federal covered securities in this state;
- (4) each notice filing under this subsection (a) shall be effective for one year from its original filing date, or such other date required by the commissioner by rule rules and regulations or order, and shall be renewed annually, so long as the covered security continues to be offered in this state, by payment of an annual renewal fee not to exceed \$2,500.
- (b) With respect to a covered security under section 18(b)(4)(D) of the securities act of 1933, the commissioner, by rule rules and regulations or order, may require the issuer to file a notice on form D together with a fee not to exceed the amount authorized by paragraph (3) of subsection (b) of K.S.A. 17-1259, and amendments thereto.
 - (c) The commissioner, by rules and regulations or otherwise,

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may require the filing of any document filed with the United States securities and exchange commission with respect to a covered security under section 18(b)(3) and (4) of the securities act of 1933, together with a fee not to exceed the amount authorized by paragraph (3) of subsection (b) of K.S.A. 17-1259, and amendments thereto.

- (d) The commissioner may issue a stop order suspending the offer and sale of a federal covered security, except a covered security under section 18(b)(1) of the securities act of 1933, if it finds that:
 - (1) The order is in the public interest; and
- (2) there is a failure to comply with any condition established under this section.

(e) The commissioner, by rule rules and regulations or order, may

waive any or all of the provisions of this section.

New Sec. 2. (a) To encourage uniform interpretation and administration of the Kansas securities act and effective securities regulation and enforcement, the commissioner may cooperate with the securities agencies or administrators of other states, Canadian provinces or territories, or other countries, the securities and exchange commission, the commodity futures trading commission, the securities investor protection corporation, any self-regulatory organization, any national or international organization of securities officials or agencies and any governmental law enforcement or regulatory agency.

- (b) The cooperation authorized by this section includes, but is not limited to, the following:
- (1) Establishing a central depository for registration under the Kansas securities act and for documents and fees required under such act. The commissioner shall by rules and regulations establish procedures and requirements for filing documents and fees;
- (2) making a joint registration examination or enforcement investigation;
 - (3) holding a joint administrative hearing;
 - (4) filing and prosecuting a joint civil or administrative proceeding;
 - (5) sharing and exchanging personnel;
- sharing and exchanging information and documents subject to the restrictions of the Kansas open records act; and
 - (7) formulating, in accordance with the Kansas administrative procedure act, rules and regulations on matters such as statements of policy, guidelines and interpretive opinions and releases.
- (c) This section shall be part of and supplemental to the Kansas securities act.
- Sec. 3. K.S.A. 1996 Supp. 17-1252 is hereby amended to read as follows: 17-1252. When used in this act, unless the context otherwise requires:

(f) Notwithstanding the provisions of this section, until October 10, 1999, the commissioner may require the registration of any federal covered security for which the fees required by this section have not been paid promptly following written notification from the commissioner to the issuer of the non-payment or underpayment of such fees. An issuer shall be considered to have promptly paid such fees if they are remitted to the commissioner within fifteen (15 days following such person's receip of written notification from the commissioner.

(a) "Commissioner" means the securities commissioner of Kansas, appointed as provided in K.S.A. 17-1270, and amendments thereto.

- (b) "Agent" means any individual other than a broker-dealer who represents a broker-dealer or issuer in effecting or attempting to effect purchases or sales of securities. "Agent" does not include an individual who represents an issuer only in transactions in securities exempted by subsections (a), (b), (c), (e), (f), (g), (i), (j), (k), (l) or (p) of K.S.A. 17-1261, and amendments thereto, or who represents a broker-dealer in effecting transactions in this state limited to those transactions described in section 15(h)(2) of the securities and exchange act of 1934. A partner, officer or director of a broker-dealer or issuer, or a person occupying a similar status or performing similar functions, is an agent only if such person otherwise comes within this definition.
- (c) "Broker-dealer" means any person engaged in the business of purchasing, offering for sale or selling securities for the account of others or for such person's own account; but the term does not include an agent, issuer, bank, savings institution, insurance company, or a person who effects transactions in this state exclusively with the issuer of the securities involved in the transactions or with any person to whom a sale is exempt under subsection (f) of K.S.A. 17-1262, and amendments thereto.
- (d) "Guaranteed" means guaranteed as to payment of principal, interest or dividends.
- (e) "Issuer" means any person who issues or proposes to issue any security, except that with respect to certificates of deposit, voting-trust certificates or collateral-trust certificates, or with respect to certificates of interest or shares in an unincorporated investment trust not having a board of directors (or persons performing similar functions) or of the fixed, restricted management or unit type; the term "issuer" also means the person or persons performing the acts and assuming the duties of depositor or manager pursuant to the provisions of the trust or other agreement or instrument under which the security is issued. The issuer of a certificate of interest in an oil and gas royalty, lease or mineral deed is the owner of the interest in the oil and gas royalty, lease or mineral deed who creates the certificate of interest for purpose of sale.
- (f) "Nonissuer" means not directly or indirectly for the benefit of the issuer.
- (g) "Person" means an individual, a corporation, a partnership, an association, a joint-stock company, a trust where the interests of the beneficiaries are evidenced by a security, an unincorporated organization, a government or a political subdivision of a government.
- (h) (1) "Sale" or "sell" includes every contract of sale of, contract to sell, or disposition of, a security or interest in a security for value.
 - (2) "Offer" or "offer to sell" includes every attempt or offer to dispose

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of, or solicitation of an offer to buy, a security or interest in a security for

- (3) Any security given or delivered with, or as a bonus on account of, any purchase of securities or any other thing is considered to constitute part of the subject of the purchase and to have been offered and sold for
- Every sale or offer of a warrant or right to purchase or subscribe (4)to another security of the same or another issuer, and every sale or offer of a security which gives the holder a present or future right or privilege to convert into another security of the same or another issuer, is considered to include an offer of the other security.
- (5) A purported gift of assessable stock is considered to anvolve an offer and sale of such stock.
- (i) "Securities act of 1933," "securities exchange act of 1934," "public utility holding company act of 1935," and "investment company act of 1940" mean the federal statutes of those names.
- "Security" means any note; stock; treasury stock; bond; debenture; evidence of indebtedness; certificate of interest or participation in any profit-sharing agreement; collateral-trust certificate; preorganization certificate or subscription; transferable share; investment contract; votingtrust certificates; thrift certificates or investment certificates, or thrift notes issued by investment companies; certificate of deposit for a security; certificate of interest in oil and gas royalties, leases or mineral deeds; or, in general, any interest or instrument commonly known as a "security," or any certificate of interest or participation in, temporary or interim certificate for, guarantee of, or warrant or right to subscribe to or purchase, any of the foregoing. "Security" does not include any insurance or endowment policy or annuity contract under which an insurance company promises to pay money either in a lump sum or periodically for life or some other specified period.
- (k) "State" means any state, territory, or possession of the United States, as well as the District of Columbia and Puerto Rico.
- (l) "Investment adviser" means any person who, for compensation, engages in the business of advising others, either directly or through publications or writings, as to the value of securities or as to the advisability of investing in, purchasing, or selling securities, or who, for compensation and as a part of a regular business, issues or promulgates analyses or reports concerning securities. The term does not include:
 - (1) An investment adviser representative;
- 39 (1) (2) a bank, savings and loan association, eredit union institution, 40 or trust company; 41
 - (2) (3) a lawyer, accountant, engineer or teacher whose performance of these services is solely incidental to the practice of the individual's

profession;

(3) (4) a broker-dealer or its agent whose performance of these services is solely incidental to the conduct of its business as a broker-dealer and who receives no special compensation for them;

(4) (5) a publisher of any bona fide newspaper, news column, news magazine, newsletter, or business or financial publication of general, regular, and paid circulation or service, whether communicated in hard copy form or by electronic means, or otherwise that does not consist of the rendering of advice on the basis of the specific investment situation of each client;

person's only clients in this state are other investment advisers, broker-dealers, banks, savings and loan associations, credit unions, trust companies, insurance companies, investment companies as defined in the investment company act of 1940, pension or profit sharing trusts, or other financial institutions or institutional buyers, whether acting for themselves or as trustees, or (B) during any period of 12 consecutive months such person does not direct business communications into this state in any manner to more than five clients other than those specified in subsection (1)(5)(A), whether or not such person or any of the persons to whom the communications are directed is then present in this state; or

(6) any person that is a federal covered adviser; or

(6) (7) such other persons not within the intent of this definition as the commissioner designates by order or by rules and regulations.

(m) "Investment adviser representative" means any partner, officer, director of or a person occupying a similar status or performing similar functions or other individual except clerical or ministerial personnel, who is employed by or associated with an investment adviser that is registered or required to be registered under this act, or who has a place of business located in this state and is employed by or associated with a federal covered adviser; and who does any of the following:

(1) Makes any recommendations or otherwise renders advice regarding securities;

(2) manages accounts or portfolios of clients;

(3) determines which recommendation or advice regarding securities should be given;

(4) solicits, offers or negotiates for the sale of or sells investment advisory services; or

(5) supervises employees who perform any of the foregoing.

(n) "Federal covered security" means any security that is a covered security under section 18(b) of the securities act of 1933 or rules or regulations promulgated thereunder, except that, until October 10, 1999, or such other date as may be legally permissible, a covered security for which

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a fee has not been paid and promptly remedied following written notifi--cation to the issuer of the nonpayment or underpayment of such fees, asrequired by this act, shall not be a federal covered security.

(o) "Federal covered adviser" means a person who is registered under section 203 of the investment advisers act of 1940 or excluded from the definition of "Investment adviser" under section 202(a)(11) of the investment advisers act of 1940, except that, until October 10, 1990, or suchother due date as may be legally permissible, a person so registered orexcluded for which a fee has not been paid and promptly remedied fellowing written notification to the advisor of such nonpayment or under payment of such fees, as required by this act, shall not be a federal covered-

K.S.A. 17-1254 is hereby amended to read as follows: 17-Sec. 4. 1254. (a) It is unlawful for any person to engage in transact business in this state as a broker-dealer or agent unless that person is registered under this act, except in transactions exempt under K.S.A. 17-1262, and amendments thereto, unless such person is registered as a broker dealer under this section. It is unlawful for any person to engage in business in this state as an agent, except in transactions exempt under K.S.A. 17 1262, and amendments thereto, unless such person is registered under this section as an agent for a specified broker-dealer registered under this section or for a specified issuer. It is unlawful for any person to transact business in this state as an investment adviser unless such person is registered under this section as an investment advisor or as a broker-dealer or such person's only elients in this state are investment companies, as defined in the federal investment company set of 1940, or insurance companies. A conviction for an intentional violation of this subsection is a severity level 7, nonperson felony. Any violation of this section committed on or after July 1, 1993, resulting in a loss of \$25,000 or more, regardless of its location on the sentencing grid block, shall have a presumptive sentence of imprisonment.

(b) It is unlawful for any broker-dealer registered under this act or issuer to employ or associate with an agent transacting business in this state unless the agent is registered under this act. The registration of an agent is not effective during any period when the agent is not associated with a particular broker-dealer registered under this act or a particular issuer. When an agent begins or terminates a connection with a brokerdealer or issuer, or begins or terminates those activities which make the person an agent, the agent as well as the broker-dealer or issuer shall promptly notify the commissioner.

(c) It is unlawful for any person to transact business in this state as an investment adviser or as an investment adviser representative unless:

(1) The person is so registered under this act; or



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(2) the person has no place of business in this state and:

(A) The person's only clients in this state are investment companies as defined in the investment company act of 1940, other investment advisers, federal covered advisers, broker-dealers, banks, trust companies, savings institutions, insurance companies, employee benefit plans with assets of not less than \$1,000,000 and governmental agencies or instrumentalities, whether acting for themselves or as trustees with investment control, or other institutional investors as are designated by rule rules and regulations or order of the commissioner; or (B) during the preceding twelve-month period has had not more than five clients, other than those specified in subparagraph (A), who are residents of this state.

(d) It is unlawful for:

(1) Any person required to be registered as an investment adviser under this act to employ or associate with an investment adviser representative unless the investment adviser representative is registered under this act. The registration of an investment adviser representative is not effective during any period when such person is not associated with an investment adviser registered under this act; or

(2) any federal covered adviser to employ, or associate with an investment adviser representative having a place of business located in this state, unless such investment adviser representative is registered under

this act, or is exempt from registration.

When an investment adviser representative described in paragraphs (1) or (2) begins or terminates employment or association with an investment adviser or federal covered adviser the investment adviser or federal covered adviser shall promptly notify the commissioner.

(e) Except with respect to federal covered advisers whose only clients are those described in paragraph (2) of subsection (c) of this section, it is unlawful for any federal covered adviser to conduct advisory business in this state unless such person files with the commissioner such documents as have been filed with the securities and exchange commission together with a consent to service of process, and pays an initial and renewal notice filing fee, if the commissioner by rule rules and regulations or order requires. Each notice filing under this section shall be effective from its original filing date and expire on December 31 each year, unless renewed.

(f) A conviction for an intentional violation of subsection (a) through (e) (d) of this section is a severity level 7, nonperson felony. Any violation of this section committed on or after July 1, 1993, resulting in a loss of \$25,000 or more, regardless of its location on the sentencing grid block, shall have a presumptive sentence of imprisonment. This subsection shall not apply to a failure to notify the commissioner of termination of employment or association as an agent or investment adviser representative.

Notwithstanding the provisions of this subsection, until October 10, 1999, the commissioner may require the registration of any federal covered adviser for which fees required by this subsection have not been paid promptly following written notification from the commissioner of the non-A federal covered advise payment. shall be considered to have promptly paid such fees if they are remitted to the commissioner within fifteen (15) days following such person's receipt of written notification from the commissioner



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(b) (g) A broker-dealer, agent or, investment adviser or investment adviser representative may be registered after filing with the commissioner, or the commissioner's designee as permitted by subsection (ij) (p), a written application containing such relevant information and in such form as the commissioner may require. The applicant shall be registered if the commissioner finds that the applicant and, if applicable, the officers, directors or partners are of good character and reputation, that the applicant's knowledge of the securities business and the applicant's financial responsibility are such that the applicant is suitable to engage in the business, that the applicant has supplied all information required by the commissioner and that the applicant has paid the necessary fee. The commissioner may require as a condition of registration that the applicant and any officers, directors or partners or, in the case of an investment adviser, any persons who represent or will represent the investment adviser in doing or performing any acts or functions which make such person an investment adviser pass a written examination as evidence of knowledge of the securities business. In determining the character and reputation of the applicant, the commissioner shall take into consideration any felony conviction of such person, but such a conviction shall not automatically 18 19 operate as a bar to registration. 20

Before registering any broker-dealer, agent or investment adviser, the commissioner may by rules and regulations require such brokerdealer, agent or investment adviser to enter into and file in the office of the commissioner a bond in a sum of not less than \$5,000 and not more than \$25,000 and may determine its conditions. No bond shall be required of any investment adviser who does not maintain custody of customers' moneys, securities or property, or any registrant whose net capital, which shall be defined by rules and regulations, exceeds \$100,000, nor shall a bond be required of any agent of such registrant. Any bond required shall run to the state of Kansas, insuring the faithful compliance with the provisions of this act by the broker dealer, agent or investment advisor, such bond to be executed as surery by a surery company authorized to do business in this state. Such bond may be so drawn as to cover the original registration and any renewal thereof. Every bond shall provide for suit thereon by any person who has a cause of action under K.S.A. 17 1268, and amendments thereto, and, if the commissioner by rules and regulations requires, by any person who has a cause of action not arising under this act the total liability of the surety to all persons shall not exceed the amount specified in the bond. Every bond shall provide that no suit may 38 be maintained to enforce any liability on the bond unless brought within three years after the sale or other act upon which it is based. 40

(h) The commissioner may, by rule rules and regulations or order, require a minimum capital for registered broker-dealers, subject to the

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limitations of section 15 of the securities exchange act of 1934, and establish minimum financial requirements for investment advisers, subject to the limitations of section 222 of the investment advisers act of 1940, which may include different requirements for those investment advisers who maintain custody of clients' funds or securities or who have discretionary authority over the same and those investment advisers who do not.

The commissioner may, by rule rules and regulations or order, require registered broker-dealers, agents and investment advisers who have custody of or discretionary authority over client funds or securities. to post bonds in amounts as the commissioner may prescribe, subject to the limitations of section 15 of the securities and exchange act of 1934 for broker-dealers and section 222 of the investment advisers act of 1940 for investment advisers, and may determine their conditions. Any appropriate deposit of cash or securities shall be accepted in lieu of any bond so required. No bond may be required of any registrant whose net capital, or, in the case of an investment adviser, whose minimum financial requirements, which may be defined by rule rules and regulations, exceeds the amounts required by the commissioner. Every bond shall provide for suit thereon by any person who has a cause of action under K.S.A. 17-1268, and amendments thereto, and, if the commissioner by rule rules and regulations or order requires, by any person who has a cause of action not arising under this act. Every bond shall provide that no suit may be maintained to enforce any liability come ound unless brought within the time limitations provided by law.

(j) (1) Every registered broker-dealer and investment adviser shall make and keep such accounts, correspondence, memoranda, papers, books and other records as the commissioner prescribes by rule rules and regulations or order, subject to the limitations provided by section 15 of the securities exchange act of 1934, in the case of a broker-dealer, and section 222 of the investment advisers act of 1940, in the case of an investment adviser. All records so required with respect to an investment adviser, shall be preserved for such period as the commissioner prescribes by rule rules and regulations or order.

(2) With respect to investment advisers, the commissioner may require that certain information be furnished or disseminated as necessary or appropriate in the public interest or for the protection of investors and advisory clients. To the extent determined by the commissioner, information furnished to clients or prospective clients of an investment adviser that would be in compliance with the investment advisers act of 1940 and

that would be in compliance with the investment advisers act of 1940 and the rules thereunder may be used in whole or partial satisfaction of this

 $\frac{d}{d}(k)$ The names and addresses of all persons approved for registration as broker-dealers, agents or investment advisors and all of the orders

in respect thereto shall be recorded in a "register of broker dealers and agents" kept in the office of the commissioner commissioner shall maintain records of registration, notice filings and orders pertaining to broker-dealers, agents, investment advisers and investment advisers federal covered advisers representatives. Unless the commissioner has designated alternative registration expiration dates as permitted by subsection ($\frac{1}{1}$) (p), every registration under this section shall expire on the first day of January in December 31 each year, but any registration for the succeeding year shall be renewed upon written application and payment of the fee as herein provided without filing a further statement or furnishing any further information unless specifically required by the commissioner. Unless the commissioner has designated alternative registration renewal dates as permitted by subsection ($\frac{1}{1}$) (p), application for renewals must be made not later than December 31 in each year; otherwise, they shall be treated as original applications.

When a registered agent terminates the agent's connection with the issuer or registered broker dealer specified in the application of such agent, the registration of such agent shall terminate immediately and the specified issuer or registered broker dealer shall promotly notify the commissioner. When changes in the personnel of a partnership or in the principals, copartners, officers or directors of any broker dealer involve a majority of the capital of such broker dealer, the commissioner shall be promptly notified of such changes; but when such changes involve less than a majority of the capital of such broker dealer, the commissioner shall be notified of such changes by not later than the next annual renewal of registration of such broker dealer.

For purposes of this subsection, notices received by the commissioner from any designee selected pursuant to subsection (j) shall constitute notice from the issuer or registered broker-dealer to the commissioner.

(1) The fee for original or renewal registration of each broker-dealer and each investment adviser shall be not more than \$300 and the fee for renewal of each broker-dealer registration. The fee for an original or renewal notice filing of each federal covered adviser shall be not more than \$300. The fee for original registration of each investment adviser, other than an individual investment adviser who does not have custody of customers' moneys, securities or other property, shall be not more than \$300 and the fee for renewal of each such investment adviser registration shall be not more than \$300. The fee for original or renewal registration of an each agent and investment adviser representative shall be not more than \$50 and the fee for renewal of any agent's registration shall be not more than \$50. The fee for original registration of an individual investment adviser who does not have custody of customers' moneys, securities or other property shall be not more than \$50, and the fee for renewal of





the registration of any individual investment adviser who does not have eustedy of eustomers' moneys, securities or other property shall be not more than \$50. Each fee for original registration shall be payable with the application for original registration and each fee for renewal of registration shall be payable with the application for renewal and, in either case, the fee shall not be returned if the application is withdrawn. The commissioner shall establish such fees by rules and regulations.

(g) (m) The commissioner may be order deny, suspend or revoke the registration of any broker-dealer, agent or, investment adviser or investment adviser representative if the commissioner finds that such an order is in the public interest and that the applicant or registrant, or, in the case of a broker-dealer or investment adviser, any partner, officer or director or any person occupying a similar status or performing similar functions:

(1) Has filed an application for registration which as of its effective date (or as of any date after filing in the case of an order denying effectiveness) was incomplete in any material respect or contained any statement which was, in the light of the circumstances under which it was made, false or misleading with respect to any material fact;

(2) has willfully violated or willfully failed to comply with any provision of this act or a predecessor act or any rules and regulations or order under this act or a predecessor act;

(3) has been convicted, within the past 10 years, of any misdemeanor involving a security or any aspect of the securities business or of any felony, if the commissioner determines, after investigation, that such person has not been sufficiently rehabilitated to warrant the public trust;

(4) is permanently or temporarily enjoined by any court of competent jurisdiction from engaging in or continuing any conduct or practice as an investment adviser, broker-dealer, or as an affiliated person or employee of an investment company, depository institution, insurance company, or involving any aspect of the securities business or commodities investment business;

(5) is the subject of an order of the commissioner denying, suspending or revoking registration as a broker-dealer, agent ex, investment adviser or investment adviser representative;

(6) is the subject of an order entered within the past five years by the securities administrator of any other state or by the securities and exchange commission denying, suspending or revoking registration as a broker-dealer, agent er, investment adviser or investment adviser representative (or the substantial equivalent of those terms as defined in this act), or is the subject of an order of the securities and exchange commission suspending or expelling the person from a national securities exchange or national securities association registered under the federal securities exchange act of 1934, or is the subject of an order by the com-







modities futures trading commission denying, suspending or revoking registration under the commodities exchange act, or is the subject of an order suspending or expelling from membership in or association with a member of a self-regulatory organization registered under the securities exchange act of 1934 or the commodities exchange act, or is the subject of a United States post office fraud order; but the commissioner may not enter any order under this clause on the basis of an order under any other state act unless that order was based on facts which would currently constitute a ground for an order under this section;

- (7) has engaged in dishonest or unethical practices in the securities business:
- (8) in the case of a broker-dealer or investment adviser, is insolvent, either in the sense that such person's liabilities exceed such person's assets or in the sense that such person cannot meet such person's obligations as they mature;
- (9) is not qualified on the basis of such factors as training, experience, and knowledge of the securities business, but the commissioner may not enter an order solely on the basis of lack of experience if the applicant or registrant is qualified by training or knowledge or both;
- (10) is failing to keep or maintain sufficient records to permit an audit disclosing the condition of the registrant's business;
- (11) has failed to pay the proper registration fee; but the commissioner may not enter a revocation order under this clause, and the commissioner shall vacate any denial order entered under this clause when the deficiency has been corrected;
- (12) has failed reasonably to supervise the sales or investment adviser representative or employees; or
- (13) has willfully and without cause failed to comply with a request for information by the commissioner or person designated by the commissioner in conducting investigations or examination and the act.
- $\frac{\mathrm{(h)}}{\mathrm{(n)}}$ The commissioner may by emergency order suspend registration pending final determination of any proceeding under this section. Upon the entry of any order under this section, the commissioner shall promptly notify the applicant or registrant (as well as the employer or prospective employer if the applicant or registrant is an agent) that it has been entered and of the reasons therefor and that, upon written request, the matter will be set for a hearing which shall be conducted in accordance with the provisions of the Kansas administrative procedure act.
- (i) (o) If the commissioner finds that any registrant or applicant for registration is no longer in existence or has ceased to do business as a broker-dealer, agent or investment adviser, is an adjudged incapacitated person, or cannot be located after reasonable search, the commissioner may cancel the registration or application in accordance with the provi-





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sions of the Kansas administrative procedure act.

(i) (p) (1) The commissioner may participate, in whole or in part, with any national securities association or national securities exchange registered with the United States securities and exchange commission under the federal securities exchange act of 1934 or with any association of state securities administrators in a central registration depository where the broker-dealer, agent and investment adviser registrations required by subsection (b) (g) may be centrally or simultaneously effected and the accompanying registration fees may be centrally collected for all states that require the registration of such persons and participate in such a central registration depository.

(2) If the commissioner finds that participation in such a central registration depository is in the public interest, the commissioner may by rules and regulations or by order require that:

(A) Applications for the registration or the renewal of the registration of any broker-dealer, agent or investment adviser as required by this section may be made or effected through or in conjunction or coordination with such a central registration depository;

(B) alternative registration expiration and renewal dates for registered broker-dealers, agents and investment advisers be utilized in lieu of the registration expiration and renewal dates provided under subsection $\frac{d}{d}(k)$;

(C) all fees for the registration or the renewal of the registration of any broker-dealer, agent or investment adviser be collected by such a central registration depository in the dollar amounts required by subsection (£) (1), provided that such fees are subsequently submitted to the commissioner pursuant to K.S.A. 17-1270, and amendments thereto, and remitted by the commissioner pursuant to K.S.A. 17-1271, and amendments thereto.

(3) Subsequent to the effective date of any rules and regulations or order of the commissioner that is adopted under subsection $\frac{\langle \cdot \rangle}{\langle \cdot \rangle}(p)(2)$:

(A) All applications for the registration or the renewal of the registration of any broker-dealer, agent or investment adviser, and all documents supporting such applications, which shall be filed with or received by such a central registration depository shall be deemed to be filed with or received by the commissioner pursuant to subsection (b) (g), when such applications or documents are received by such a central registration depository; and

(B) any statement which is contained in any application for the registration or the renewal of the registration of any broker-dealer, agent or investment adviser or contained in any document supporting such applications, which is filed with or received by such a central registration depository and which is, at the time and in light of the circumstances under





 agement company or unit investment trust, as those terms are defined inthe investment company act of 1940. If a registration statement is voluntarily withdrawn prior to being examined by the staff of the commissioner, the commissioner may refund 50% of the fee so paid.

- (2) The commissioner may by rules and regulations set a fee not to exceed \$100 for filing to amend an effective registration statement. If an application to amend increases the maximum aggregate offering price of securities to be offered in this state, an additional fee shall be paid based upon the increase in such price calculated in accordance with the rate and annual minimum and maximum rees specified in paragraph (1) of this section.
- (3) The commissioner may by rule and regulation set a fee not to exceed \$2,500 for an application or filing made in connection with any exemption from securities registration.
- (c) The commissioner at the time of the granting of the authorization to sell securities as herein provided, may determine and fix the maximum amount that may be paid as or in the way of commission, advertising expense and all other expenses from the sale of such securities.
- (d) Before any authorization to sell securities shall be issued by the commissioner as herein provided, all stock or securities of any kind issued, or to be issued, for consideration less than the public offering price or for consideration other than cash may be required to be deposited in escrow according to such conditions as the commissioner shall provide by rule and regulation.
- (e) The commissioner shall keep a register showing the issuer, date of registration, amount in number of dollars, of the securities registered maintain records of securities registrations, exemption filings, notice filings and orders issued as required or authorized by this act.
- (f) Neither the commissioner nor any employee of the securities department shall be interested as an officer, director, or stockholder in securing any authorization to sell securities under the provisions of this act.
- (g) Upon termination of a registration the filing of a final report as required by subsection (a) shall satisfy the filing requirements of subsection (m)(3) of K.S.A. 17-1261, and amendments thereto.
- Sec. 7. K.S.A. 1996 Supp. 17-1262 is hereby amended to read as follows: 17-1262. Except as expressly provided in this section, K.S.A. 17-1254, 17-1255, 17-1256, 17-1257, 17-1258, 17-1259 and 17-1260, and amendments thereto, shall not apply to any of the following transactions:
- (a) Any isolated transaction, whether effected through a broker-dealer or not.
- (b) Any nonissuer distribution by or through a registered broker-dealer of outstanding securities at a price reasonably related to the current market price of such securities, if Moody's manual, Standard & Pooris



manual, or any recognized securities manual approved by the commissioner, contains the names of the issuer's officers and directors, a balance sheet of the issuer as of a date within 18 months, and a profit and loss statement for either the fiscal year preceding that date or the most recent year of operations. If the commissioner finds that the sale of certain securities in this state under this exemption would work or tend to work a fraud on purchasers thereof, the commissioner may revoke the exemption provided by this subsection with respect to such securities by issuing an order to that effect and sending copies of such order to all registered broker-dealers.

- (c) Any nonissuer transaction by a registered broker-dealer pursuant to an unsolicited order or offer to buy. The commissioner may require, by rules and regulations, that: (1) The customer acknowledge upon a specified form that the sale was unsolicited; and (2) a signed copy of each such form be preserved by the broker-dealer for a specified period.
- (d) Any transactions in a bond or other evidence of indebtedness secured by a real or chattel mortgage or deed of trust, or by an agramment for the sale of real estate or chattels, if the entire mortgage, deed of trust or agreement, together with all the bonds or other evidences of indebtedness secured thereby, is offered and sold as a unit.
- (e) Any transaction by an executor, administrator, sheriff, marshal, receiver, trustee in bankruptcy, guardian or conservator; any transaction executed by a bona fide pledgee without any purpose of evading this act or any transaction incident to a judicially approved reorganization which a security is issued in exchange for one or more outstanding securities, claims or property interests.
- (f) Any offer or sale to a bank, savings institution, trust company, insurance company, investment company as defined in the investment company act of 1940, pension or profit-sharing trust or other financial institution or institutional buyer or to a broker-dealer or underwriter.
- (g) Any offer or sale of a preorganization certificate or subscription if: (1) No commission or other remuneration is paid or given directly or indirectly for soliciting any prospective subscriber and no advertising has been published in connection with any such sale; (2) no payment is made by any subscriber; and (3) such certificate or subscription is expressly voidable by the subscriber until such subscriber has been notified of final acceptance or completion of the organization and until the securities subscribed for have been registered. The commissioner may require, by rules and regulations or by order, reports of sales under this exemption.
- (h) Any transaction pursuant to an offer to existing security holders of the issuer, including persons who at the time of the transaction are holders of convertible securities, nontransferable warrants or transferable warrants exercisable within 90 days of their issuance, if: (1) No commis-





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sion or other remuneration (other than a standby commission) is paid or given directly or indirectly for soliciting any security holder in this state; or (2) the issuer first files a notice specifying the terms of the offer and the commissioner does not by order disallow the exemption within the next five full business days.

- Any offer (but not a sale) of a security if: (1) Registration statements for such security have been filed under both this act and the securities act of 1933 if no stop order or refusal order is in effect and no public proceeding or examination looking toward such an order is pending under either act; or (2) a registration statement for such security has been filed under K.S.A. 17-1256 or 17-1258, and amendments thereto, no stop order or emergency order issued pursuant to K.S.A. 17-1260, and amendments thereto, is in effect and the offer is made on behalf of the issuer by a registered broker-dealer.
- (j) The issuance of any stock dividend, whether the corporation distributing the dividend is the issuer of the stock or not, if nothing of value is given by stockholders for the distribution other than the surrender of a right to a cash dividend where the stockholder can elect to take a dividend in cash or stock.
- (k) A transaction involving the distribution of the securities of an issuer to the security holders of another person in connection with a merger, consolidation, exchange of securities, sale of assets or other reorganizations to which the issuer, or its parent or subsidiary, and the other person, or its parent or subsidiary, are parties, if:
- (1) The securities to be distributed are registered under the securities act of 1933 before the consummation of the transaction; or
- (2) the securities to be distributed are not required to be registered under the securities act of 1933, written notice of the transaction and a copy of the materials, if any, by which approval of the transaction will be solicited is given to the commissioner at least 10 days before the consummation of the transaction and the commissioner does not disallow, by order, the exemption within the next 10 days.
- The offer or sale of securities by an issuer that is a corporation, limited partnership or limited liability company formed under the laws of the state of Kansas, if: (1) The aggregate number of sales by the issuer in the twelve-month period ending on the date of the sale does not exceed 20 sales, except that until July 1, 1993, aggregate number of sales by a limited hability company shall not exceed 35; (2) the seller believes that the purchaser is purchasing for investment; (3) no commission nor other remuneration is paid or given, directly or indirectly, for soliciting the purchaser; and (4) neither the issuer nor any person acting on its behalf shall offer or sell the securities by any form of general solicitation or general advertising, including, but not limited to, the following: (A) Any

advertisement, article, notice or other communication published in any newspaper, magazine or similar media or broadcast over television or radio or (B) any seminar or meeting whose attendees have been invited by any general solicitation or general advertising.

In calculating the number of sales in a twelve-month period, sales made in violation of K.S.A. 17-1255, and amendments thereto, and sales exempt from registration under subsection (a) or (l) shall be taken into account. For purposes of the exemption in this subsection, a husband and wife shall be considered as one purchaser. A corporation, partnership, association, joint-stock company, trust or other unincorporated organization shall be considered as one purchaser unless it was organized for the purpose of acquiring the purchased securities. In such case each beneficial owner of equity interest or equity securities in the entity shall be considered a separate purchaser. The commissioner may withdraw this exemption or impose conditions upon its use.

- (m) Any transaction pursuant to rules and regulations adopted by the commissioner for limited offerings which was adopted for the purpose of furthering the objectives of compatibility with federal exemptions and uniformity among the states.
- (n) Any transaction pursuant to rules and regulations adopted by the commissioner concerning the offer or sale of an oil, gas or mining lease, fee or title if the commissioner finds that registration is not necessary or appropriate for the protection of investors.
- (o) Any offer or sale by an investment company, as defined by K.S.A. 16-630, and amendments thereto, of its investment certificates.
- (p) The offer or sale of a security, issued by Kansas Venture Capital, Inc., or its successors.
- Sec. 8. K.S.A. 17-1262a is hereby amended to read as follows: 17-1262a. (a) As used in this section:
- (1) "Commission or other remuneration" shall include any consideration, compensation or fees paid or given to an agent in exchange for the agent's services, except that "commission or other remuneration" shall not include any interest in the oil and gas estate, including any overriding royalty interest, or the production therefrom so long as the identity of the person or persons owning or holding any such interest and the extent of such interest is fully disclosed to all purchasers.
- (2) "Public advertising or public solicitation" means any offers to sell or sales that are effected by means of any advertising or general solicitation printed in any brochure, prospectus, offering memoranda, handbill, newspaper, magazine, periodical or other publication of general circulation and mailed or delivered to its subscribers or addressees, or communicated by radio, public seminar, television, general telephone solicitation, or similar means.







(3) "Purchasers" means any individual, corporation, partnership, association, joint stock company, trust or unincorporated organization, except that if such entity was organized for the specific purpose of acquiring the oil or gas interests offered, each beneficial owner of equity interests or equity securities in such entity shall count as a separate purchaser.

(b) Except as hereinafter expressly provided, K.S.A. 17-1254, 17-1255, 17-1256, 17-1257, 17-1258, 17-1259 and 17-1260, and amendments thereto, shall not apply to any offer to sell or sale of any limited partnership interest involving, or any fractional or undivided interest, or any certificate based upon any fractional or undivided interest in any oil or gas royalty, lease or deed, including subsurface gas storage and payments out of production, if the land subject to the interest or certificate is situated in Kansas and:

(1) All sales are made to persons who are and have been during the preceding two years engaged primarily in the business of drilling for, producing, or refining oil or gas or whose corporate predecessor, in the case of a corporation, has been so engaged or whose officers and ½ of the directors, in the case of a corporation having an existence of less than two years, have each been so engaged; or

(2) all sales are made to not more than a total of 32 purchasers without regard to whether the purchasers reside within or without the state of Kansas, and:

(A) The seller of such interests reasonably believes that all purchasers of such interests are purchasing for investment and not for resale; and

(B) no commission or other remuneration is paid or given directly or indirectly for the solicitation, offer to sell or sale of any such interests; and

(C) no public advertising or public solicitation is used in connection with the solicitation, offer to sell or sale of any such interest; or

(3) all sales of such interests involve properties that produce oil or gas or petroleum products in paying quantities on the date of sale and the seller, subsequent to the sale, does not retain any ownership interest in or control over the lease or the interest or interests that are being sold.

(c) The exemption provided by this section shall not be cumulative to or used in conjunction with any other exemption provided under K.S.A. 17-1262, and amendments thereto, nor shall any exemption provided by K.S.A. 17-1262, and amendments thereto, other than the exemption provided by subsections (a), (e), (m) or (n) of that section or by this section, be available for any offer to sell or sale of any limited partnership interest involving, or any fractional or undivided interest, or any certificate based upon any fractional or undivided interest in any oil or gas royalty, lease or deed, including subsurface gas storage and payments out of production.

Sec. 9. K.S.A. 17-1263 is hereby amended to read as follows: 17-



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1263. Every nonresident applicant for registration under this act and every nonresident issuer which proposes to offer its securities in this state through an agent or broker-dealer on an agency basis, unless its securities are exempt under subsection (a), (b), (c), (e), (f), (g), (i) Θ , (j), (k), (l) or (p) of K.S.A. 17-1261, and amendments thereto, or are offered in transactions exempt under K.S.A. 17-1262, and amendments thereto, shall file with the commissioner, in such form as he the commissioner may by rule rules and regulations prescribe, an irrevocable consent appointing the secretary of state of Kansas or his the secretary's successor in office to be his such applicant's attorney to receive service of any lawful process in any noncriminal suit, action, or proceeding against him or his such applicant or such applicant's successor, executor or administrator which arises under this act or any rule and regulation or order hereunder after the consent has been filed, with the same force and validity as if served personally on the person filing the consent. Registration of securities by a broker-dealer shall not subject the issuer of such securities to the requirements of this section. A person who has filed such a consent in connection with a previous registration need not file another.

Service may be made by leaving a copy of the process in the office of the secretary of state of Kansas, and it is not effective unless:

- (a) The plaintiff (who may be the commissioner in a suit, action, or proceeding instituted by him the commissioner) forthwith sends notice of the service and a copy of the process by registered mail to the defendant or respondent at his such person's last address on file with the commissioner;; and
- (b) the plaintiff's affidavit of compliance with this subsection is filed in the case on or before the return day of the process, if any, or within such further time as the court may allow.

When process is served under this section, the court, or the commissioner in a proceeding before him the commissioner, shall order such continuance as may be necessary to afford the defendant or respondent reasonable opportunity to defend.

Sec. 10. K.S.A. 17-1268 is hereby amended to read as follows: 17-1268. (a) Any person, who offers or sells a security in violation of K.S.A. 17-1254 or 17-1255, and amendments thereto, or offers or sells a security by means of any untrue statement of a material fact or any omission to state a material fact necessary in order to make the statements made in the light of the circumstances under which they are made not misleading (the buyer not knowing of the untruth or omission) and who does not sustain the burden of proof that such person did not know and in the exercise of reasonable care could not have known of the untruth or omission, is liable to the person buying the security from such person, who may sue either at law or in equity to recover the consideration paid for







the security, together with interest at 15% per annum from the date of payment, costs, and reasonable attorney fees, less the amount of any income received on the security, upon the tender of the security, or for damages if the buyer no longer owns the security. Damages are the amount that would be recoverable upon a tender less:

(1) The value of the security when the buyer disposed of it; and (2) interest at 15% per annum from the date of disposition.

(b) Every person who directly or indirectly controls a seller liable under subsection (a), every partner, officer, or director (or person occupying a similar status or performing similar functions) or employee of such a seller who materially aids in the sale, and every broker-dealer or agent who materially aids in the sale is also liable jointly and severally with and to the same extent as the seller, unless the nonseller who is so liable sustains the burden of proof that such nonseller did not know, and in the exercise of reasonable care could not have known, of the existence of the facts by reason of which the liability is alleged to exist. There is contribution as in cases of contract among the several persons so liable.

(c) Any tender specified in this section may be made at any time before entry of judgment. Every cause of action under this statute survives the death of any person who might have been a plaintiff or defendant. No person may sue under this section if:

(1) The buyer received a written offer, before suit and at a time when the buyer owned the security, to refund the consideration paid, together with interest at 15% per annum from the date of payment, less the amount of any income received on the security, and the buyer failed to accept the offer within 30 days of its receipts; or (2) the buyer received such an offer before suit and at a time when the buyer did not own the security, unless the buyer rejected the offer in writing within 30 days of its receipt.

(d) No person who has made or engaged in the performance of any contract in violation of any provision of this act or any rule and regulation or order hereunder, or who has acquired any purported right under any such contract with knowledge of the facts by reason of which its making or performance was in violation, may base any suit on the contract. Any condition, stipulation, or provision binding any person acquiring any security or receiving any investment advice to waive compliance with any provision of this act or any rule and regulation or order hereunder is void.

Sec. 11. K.S.A. 17-1270 is hereby amended to read as follows: 17-1270. (a) This act shall be administered by the securities commissioner of Kansas.

(b) All fees herein provided for shall be collected by the commissioner. All salaries and expenses necessarily incurred in the administration of this act shall be paid from the securities act fee fund.



- (c) The commissioner may, except with respect to securities exempt under K.S.A. 17 1261, and amendments thereto, and transactions exempt under K.S.A. 17 1262, and amendments thereto, by rules and regulations and regulations and regulations or order may require the filing of any prospectus, pamphlet, circular, form letter, advertisement, or other sales literature addressed or intended for distribution to prospective investors, including clients or prospective clients of an investment adviser unless the security or transaction is exempt under K.S.A. 17-1261 or 17-1262, and amendments thereto, or is a federal covered security.
- (d) The books and records of every person issuing or guaranteeing any securities subject to the provisions of this act and of every broker-dealer or, agent, investment adviser or investment adviser representative registered under this act shall, as the commissioner deems necessary or appropriate in the public interest or for the protection of investors, be subject at any time, or from time to time, to such periodic or special examinations by the commissioner, or such accountant or examiner as the commissioner may determine. The commissioner, by rules and regulations, may set a fee to be paid by the person, broker-dealer or investment adviser subject to the examination at cost to the agency. For the purpose of avoiding unnecessary duplication of examinations, the commissioner may cooperate with other proper authorities.
- (e) The commissioner may require any registered broker dealer, registered investment adviser or issuer who has registered securities under this act to file a semiannual report containing such reasonable information, except with respect to securities exempt under K.S.A. 17-1261, and amendments thereto, or transactions exempt under K.S.A. 17-1262, and amendments thereto, as the commissioner may believe necessary regarding the financial condition of such person and the securities sold in this state by such person. Each such report shall be accompanied by a filing rice of \$5.
- (f) (e) The commissioner may from time to time adopt, amend, and revoke such rules and regulations, orders and forms as may be necessary to carry out the provisions of this act. In prescribing rules and regulations and forms, the commissioner may cooperate with the securities administrators of the other states and the securities and exchange commission with a view to effectuating the policy of this statute to achieve maximum uniformity in the form and content of registration statements, applications, and reports wherever practicable. All rules and regulations and forms of the commissioner shall be published. No provision of this act imposing any liability applies to any act done or omitted in good faith in conformity with any rules and regulations, form, or order of the commissioner, notwithstanding that the rules and regulations, form or order may later be amended, revoked or rescinded or be determined by judicial or





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other authority to be invalid for any reason. Every hearing in an administrative proceeding shall be public unless the commissioner in the commissioner's discretion grants a request joined in by all the respondents that the hearing be conducted privately.

(g) (f) A document is filed when it is received by the commissioner. The commissioner may receive a document filed by electronic format that is submitted by direct digital transmission, magnetic tape or diskette.

that is submitted by direct digital transmission, magnetic tape or diskette, and may maintain and provide the document in such an electronic format. The commissioner shall keep a register of all applications for registration and registration statements which are or have ever been effective under this act and all denial, suspension, or revocation orders which have ever been entered under this act. The register Records maintained by the commissioner, as required by this act, and copies of such records shall be made available to the public in accordance with the open records act. Copies shall be open for public inspection. The information contained in or filed with any registration statement, application, or report may be made available to the public under such rules and regulations as the commissioner may adopt. Upon request and after payment of a fee per page in an amount fixed by the commissioner and approved by the director of accounts and reports under K.S.A. 45-204, and amendments thereto, the commissioner shall furnish to any person photostatic or other copies of any entry in the register or any document which is a matter of public record, which copies shall be certified under the commissioner's seal of office if requested. In any proceeding or prosecution under this act, any copy so certified is prima facie evidence of the contents of the entry or document certified. The commissioner in the commissioner's discretion may honor requests from interested persons for interpretative opinions.

Sec. 12. K.S.A. 17-1272 is hereby amended to read as follows: 17-1272. It will not be necessary to negative any of the exemptions or exclusions provided in this act in any complaint, information, indictment, or any other writ or proceedings laid or brought under this act, and the ourden of proof of any such exemption, exclusion or of status as a federal covered security shall be upon the party claiming the benefit of such exemption, exclusion or status.

Sec. 13. K.S.A. 1996 Supp. 17-1261 is hereby amended to read as follows: 17-1261. K.S.A. 17-1255 through 17-1260, and amendments thereto, shall not apply to any of the following securities:

(a) Any security issued or guaranteed by the United States or by any state, territory or insular possession thereof, or by any political subdivision of any such state, territory or insular possession, or by the District of Columbia, or by any public agency or instrumentality of one or more of any of the foregoing.

(b) Any security issued or guaranteed by Canada, any Canadian province, any political subdivision of any such province, any agency or corporate or other instrumentality of one or more of the foregoing or any other foreign government or governmental combination or entity with which the United States maintains diplomatic relations, if the security is recognized as a valid obligation by the issuer, insurer or guarantor.

(c) Any security issued by and representing an interest in or a debt of, or guaranteed by, any bank organized under the laws of the United States, or any bank, savings institution, credit union or trust company organized and supervised under the laws of this state except that the issuer of such security is subject to the supervision of the banking department, savings and loan department or credit union administrator of this state.

(d) Any security issued by and representing an interest in or a debt of, or guaranteed by, any federal savings and loan association, or any savings and loan association organized under the laws of this state and authorized to do business in this state.

(e) Any security issued by and representing an interest in or a debt of, or guaranteed by, any insurance company organized under the laws of any state and authorized to do business in this state when such securities are sold by the issuer.

(f) Any security issued or guaranteed by any railroad, or public utility which is:

Subject to the jurisdiction of the interstate commerce commission:

 $\stackrel{(2)}{(2)}(1)$ a registered holding company under the public utility holding company act of 1935 or a subsidiary of such a company within the meaning of that act; or

(3) (2) regulated by a governmental authority of the United States or any state in respect to the issuance or guarantee of the security.

(g) Any security as to which the commissioner by rule and regulation finds that registration is not necessary or appropriate for the protection of investors.

(h) Any security issued by any person organized and operated not for private profit but exclusively for religious, educational, benevolent, charitable, fraternal, social, athletic, fire protection, fire fighting or reformatory purposes, or as a chamber of commerce or trade or professional association if no part of the net earnings of such person inures to the benefit of any private stockholder and provided that the issuer has filed with the commissioner at least 10 days prior to any sale a notice setting forth the material terms







of the proposed sale, copies of any sales and advertising literature to be used, and such other information required by the commissioner, and the commissioner does not by order disallow the exemption within 10 days after filing.

(i) Any commercial paper which arises out of a current transaction or the proceeds of which have been or are to be used for current transactions, and which evidences an obligation to pay cash within nine months of the date of issuance, exclusive of days of grace, or any renewal of such paper which is likewise limited, or any guarantee of such paper or of any such renewal.

(j) Any securities issued in connection with an employee's stock purchase, savings, pension, profit-sharing or similar benefit plan,

or a self-employed person's retirement plan.

(k) Any security evidencing membership in, or issued as a patronage dividend by, a cooperative association organized under the laws of this state exclusively for the purpose of conducting an agricultural, dairy, livestock or produce business, or selling, processing, storing, marketing or otherwise handling any agricultural, dairy, livestock or produce, and any activities incidental to these purposes.

(l) Any security issued by and representing an interest in or debt of, or evidencing membership in, or issued as a patronage dividend to residents or landowners of not to exceed five contiguous counties in Kansas by a cooperative association organized under the laws of this state exclusively for the purpose of conducting an agricultural, dairy, livestock or produce business, or selling, processing, storing, marketing, retailing, or otherwise handling any agricultural, dairy, livestock or produce, or farm sup-

plies, and any activities incidental to these purposes.

(m) Securities constituting part of an issue, which, in whole or in part has been lawfully sold and distributed to the public in this or any other state, when offered an about a good faith and not directly or indirectly for the benefit of the issuer or for the direct or indirect purpose of promoting any scheme or enterprise having the effect of violating or evading any provisions of this act, except that this exemption shall not apply (1) where the authority to sell such securities has been prohibited or denied under the provisions of this act, or (2) where the sale of such securities in this state has been enjoined as provided in this act or (3) until there shall have been filed with the securities commissioner of Kansas by any registered broker-dealer a prospectus in such form as may be prescribed by the commissioner containing: (A) Latest available financial statement of the issuer; (B) management personnel; and (C)



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such other available information as the commissioner may require. The filing of the prospectus and its approval by the commissioner shall constitute the exemption herein provided. Any prospectus may be disapproved at any time, if after a reasonable notice and a hearing, the commissioner shall find that the further exemption of the securities would be fraudulent or tend to work imposition or fraud upon the purchaser thereof.

- (n) Any annuity, gift annuity, charitable remainder unitrust, charitable remainder annuity trust, endowment contract, life income contract, or investment contract issued by the governing body of any four-year liberal arts college situated in the state of Kansas, and the provisions of K.S.A. 17-1254, and amendments thereto, shall not apply to any person in the issuance of such securities governed by this subsection.
- (o) Any annuity, gift annuity, charitable remainder unitrust, charitable remainder annuity trust, endowment contract, life income contract or investment contract issued by the governing body of any nonprofit corporation or foundation organized under the laws of this state, for religious, charitable or educational purposes, or for the treatment and rehabilitation of children and adolescents, and which corporation or foundation is licensed by the secretary of social and rehabilitation services or secretary of health and environment, if such corporation or foundation has been in existence for more than five years and has fund balances in its endowment fund and unrestricted funds totaling together \$1,000,000 or more, and the provisions of K.S.A. 17-1254, and amendments thereto, shall not apply to any person in the issuance of securities governed by this subsection.
- (p) Any security issued by a bank holding company wholly or partially in exchange for the capital stock of a bank that is, or will become upon consummation of such exchange, a subsidiary of such bank holding company; or any security issued by a savings and loan holding company wholly or partially in exchange for the capital stock of an insured institution that is, or will become upon consummation of such exchange, a subsidiary of such savings and loan holding company. As used in this subsection, "bank," "bank holding company" and "subsidiary" shall have the same meanings as are set forth in the federal bank holding company act of 1956, as amended and "savings and loan holding company" and "insured institution" shall have the same meanings as are set forth in section 408 of the national housing act, as amended.

Sec. 13 14. K.S.A. 17-1254, 17-1255, 17-1256, 17-1262a, 17-1263, 17-1268, 17-1270 and 17-1272 and K.S.A. 1996 Supp. 17-1252, 17-1259,





- 17-1261, 17-1262 and 75-6308 are hereby repealed.
- Sec. 14 15. This act shall take effect and be in force from and after its publication in the statute book.