By Senator Rodriguez

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A bill to be entitled

An act relating to specialty license plates marketed and sold by private vendors; amending ss. 320.06 and 320.08053, F.S.; conforming provisions to changes made by the act; exempting specialty license plates marketed and sold by private vendors from certain requirements; amending s. 320.08056, F.S.; requiring the Department of Highway Safety and Motor Vehicles to contract with certain private vendors through a competitive bidding process for the right to market and sell specialty license plates; providing contract term requirements; requiring a contract to provide for recovery of certain department costs; requiring the department to certify an estimate of such costs to the Chief Financial Officer; prohibiting certain actions by the department with respect to private vendors; prohibiting the marketing or sale of certain specialty license plates by a private vendor without specific approval; providing for invalidity of a noncompliant contract; authorizing the department to approve designs and color combinations for specialty license plates marketed and sold by private vendors; providing that such designs and color combinations are property of the department; providing exceptions; authorizing the department to publish designs and color combinations on its website for certain purposes; prohibiting restriction of designs and color combinations by the department except under certain circumstances; requiring the department to approve

issuance of such specialty license plates for certain periods; providing conditions under which the department may cancel or discontinue such a specialty license plate or the design or color combination thereof; authorizing specialty license plate sponsoring organizations to have license plates marketed and sold by private vendors under certain circumstances; authorizing dealer and fleet specialty license plates marketed and sold by a private vendor to be ordered directly from the vendor; requiring the department to discontinue issuance of a specialty license plate marketed and sold by a private vendor if valid registrations of the plate fall below a certain number; exempting specialty license plates marketed and sold by private vendors from certain requirements; amending s. 320.08058, F.S.; conforming a crossreference; providing an effective date.

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Be It Enacted by the Legislature of the State of Florida:

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Section 1. Paragraph (b) of subsection (1) of section 320.06, Florida Statutes, is amended to read:

320.06 Registration certificates, license plates, and validation stickers generally.—

(1)

(b)1. Except as provided in s. 320.08056(3), registration license plates bearing a graphic symbol and the alphanumeric system of identification shall be issued for a 10-year period. At the end of the 10-year period, upon renewal, the plate shall

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be replaced. The department shall extend the scheduled license plate replacement date from a 6-year period to a 10-year period. The fee for such replacement is \$28, \$2.80 of which shall be paid each year before the plate is replaced, to be credited toward the next \$28 replacement fee. The fees shall be deposited into the Highway Safety Operating Trust Fund. A credit or refund may not be given for any prior years' payments of the prorated replacement fee if the plate is replaced or surrendered before the end of the 10-year period, except that a credit may be given if a registrant is required by the department to replace a license plate under s. 320.08056(11) (a) s. 320.08056(8) (a). With each license plate, a validation sticker shall be issued showing the owner's birth month, license plate number, and the year of expiration or the appropriate renewal period if the owner is not a natural person. The validation sticker shall be placed on the upper right corner of the license plate. The license plate and validation sticker shall be issued based on the applicant's appropriate renewal period. The registration period is 12 months, the extended registration period is 24 months, and all expirations occur based on the applicant's appropriate registration period. A vehicle that has an apportioned registration shall be issued an annual license plate and a cab card that denote the declared gross vehicle weight for each apportioned jurisdiction in which the vehicle is authorized to operate.

2. In order to retain the efficient administration of the taxes and fees imposed by this chapter, the 80-cent fee increase in the replacement fee imposed by chapter 2009-71, Laws of Florida, is negated as provided in s. 320.0804.

Section 2. Paragraph (b) of subsection (2) and paragraph (b) of subsection (3) of section 320.08053, Florida Statutes, are amended to read:

320.08053 Establishment of specialty license plates.-

(2)

- (b) Within 24 months after the presale specialty license plate voucher is established, the approved specialty license plate organization must record with the department a minimum of:
 - 1. Three thousand 3,000 voucher sales; σ
- 2. In the case of an out-of-state college or university license plate, 4,000 voucher sales; or
- 3. In the case of a specialty license plate marketed and sold by a private vendor as provided in s. 320.08056, 200 voucher sales.

before manufacture of the license plate may commence. If, at the conclusion of the 24-month presale period, the minimum sales requirement has not been met, the specialty plate is deauthorized and the department shall discontinue development of the plate and discontinue issuance of the presale vouchers. Upon deauthorization of the license plate, a purchaser of the license plate voucher may use the annual use fee collected as a credit towards any other specialty license plate or apply for a refund on a form prescribed by the department.

(3)

(b) If the Legislature has approved 150 or more specialty license plates, the department may not make any new specialty license plates available for design or issuance until a sufficient number of plates are discontinued pursuant to s.

vendors.

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117 320.08056(11) s. 320.08056(8) such that the number of plates 118 being issued does not exceed 150. Notwithstanding s. 119 320.08056(11) (a) s. 320.08056(8) (a), the 150-license-plate limit 120 includes license plates above the minimum sales threshold and 121 those exempt from that threshold. This paragraph does not apply to specialty license plates marketed and sold by private 122 123

Section 3. Section 320.08056, Florida Statutes, is amended to read:

320.08056 Specialty license plates.-

- (1) The department is responsible for developing the specialty license plates authorized in s. 320.08053 and shall enter into a contract with an experienced private vendor whose proposal is most advantageous to the state, as determined from competitive sealed proposals that satisfy the requirements of this section, for the exclusive vendor rights to market and sell specialty license plates.
- (a) The department shall enter into a contract with an experienced private vendor based on competitive bid for an initial term of at least 5 years, renewable with the same private vendor for up to two successive terms of 5 years each, after which the contract must be competitively bid.
- (b) A contract entered into with a private vendor shall provide for the department to recover all costs incurred by the department in implementing subsections (2) and (3). Under the contract, the department may require the private vendor to reimburse the department in advance for up to 50 percent of the department's anticipated costs in connection with the contract and the department's anticipated costs in connection with the

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introduction of a new specialty license plate under the contract.

- (c) The department shall certify to the Chief Financial
 Officer an estimate, with a detailed explanation of the basis on
 which the estimate is calculated, of all reasonable costs to the
 department associated with the evaluation of competitive sealed
 proposals received by the department under this subsection and
 with the implementation and enforcement of a contract entered
 into under this subsection, including direct, indirect, and
 administrative costs for the issuance or renewal of specialty
 license plates under subsection (5).
- (d) The department may not unreasonably disapprove or limit any aspect of the private vendor's marketing and sales plan; unreasonably interfere with the selection, assignment, or management by the private vendor of the private vendor's employees, agents, or subcontractors; or require the private vendor to market and sell specialty license plates.
- (e) Except as otherwise provided, the private vendor may not market or sell specialty license plates that compete directly for sales with any other similar specialty license plate issued under this chapter without the approval of the department and the sponsoring organization of the other specialty license plate.
- (f) A contract awarded by the department to a private vendor is not valid to the extent that the contract does not comply with this section.
- (2) (a) The department may approve new designs and color combinations for specialty license plates that are marketed and sold by a private vendor under a contract entered into with the

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private vendor. Each approved license plate design and color combination remains the property of the department.

- (b) The department may approve new designs and color combinations for specialty license plates authorized by this chapter, including specialty license plates that may be personalized which are marketed and sold by the private vendor under a contract entered into with the private vendor. Each approved license plate design and color combination remains the property of the department. Except as otherwise provided by this chapter, this paragraph does not authorize the department to approve a new design or color combination for a specialty license plate that is inconsistent with the design or color combination specified for the license plate by s. 320.08058, and this subsection does not authorize the private vendor to market and sell a specialty license plate with a design or color combination that is inconsistent with the design or color combination specified by that section.
- (c) The department may publish for public comment on its website for up to 10 days a proposed design or color combination for a specialty license plate marketed or sold by a private vendor. The department may not restrict the background color, color combinations, or color alphanumeric license plate numbers of such a specialty license plate, except as determined by the department as necessary for law enforcement purposes.
- (3) Notwithstanding s. 320.06, a specialty license plate marketed and sold by a private vendor must be approved by the department for issuance for a term of 1, 3, 5, or 10 years.

 Subject to the limitations provided in subsection (11) and s. 320.08053(2)(b), the department may cancel a specialty license

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plate or require the discontinuation of a specialty license plate design or color combination that is marketed and sold by the private vendor under contract at any time if the department determines that the cancellation or discontinuation is in the best interest of this state or the motoring public.

- (4) An organization to which specialty license plate annual use fees are distributed under s. 320.08058 on or before June 30, 2021, may elect to have its respective specialty license plate marketed and sold by a private vendor after July 1, 2021. Any previously paid deposit or fee shall be credited toward the private vendor for the term to which it applies.
- (5)(2)(a) The department shall issue a specialty license plate to the owner or lessee of any motor vehicle, except a vehicle registered under the International Registration Plan, a commercial truck required to display two license plates pursuant to s. 320.0706, or a truck tractor, upon request and payment of the appropriate license tax and fees.
- (b) The department may authorize dealer and fleet specialty license plates. With the permission of the sponsoring specialty license plate organization, a dealer or fleet company may purchase specialty license plates to be used on dealer and fleet vehicles.
- (c) Notwithstanding s. 320.08058, a dealer or fleet specialty license plate must include the letters "DLR" or "FLT" on the right side of the license plate. Dealer and fleet specialty license plates must be ordered directly from the department unless marketed and sold by a private vendor, in which case they may be ordered directly from the vendor.
 - (6) (3) Each request for a specialty license plate must be

made annually to the department or an authorized agent serving on behalf of the department, accompanied by the following tax and fees:

- (a) The license tax required for the vehicle as set forth in s. 320.08.
- (b) A processing fee of \$5, to be deposited into the Highway Safety Operating Trust Fund.
 - (c) A license plate fee as required by s. 320.06(1)(b).
- (d) Unless the amount of an annual use fee is otherwise specified in subsection (7) (4) for a particular specialty license plate, an annual use fee of \$25 for any specialty license plate that is required to be developed under s. 320.08058.

A request may be made any time during a registration period. If a request is made for a specialty license plate to replace a current valid license plate, the specialty license plate must be issued with appropriate decals attached at no tax for the plate, but all fees and service charges must be paid. If a request is made for a specialty license plate at the beginning of the registration period, the tax, together with all applicable fees and service charges, must be paid.

- (7) (4) The following license plate annual use fees shall be collected for the appropriate specialty license plates:
- (a) Challenger/Columbia license plate, \$25, except that a person who purchases 1,000 or more of such license plates shall pay an annual use fee of \$15 per plate.
 - (b) Florida Salutes Veterans license plate, \$15.
 - (c) Florida United States Olympic Committee license plate,

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- (d) Florida Special Olympics license plate, \$15.
- (e) Florida educational license plate, \$20.
- (f) Florida Indian River Lagoon license plate, \$15.
 - (g) Invest in Children license plate, \$20.
 - (h) Florida arts license plate, \$20.
 - (i) Florida Agricultural license plate, \$20.
 - (j) Police Athletic League license plate, \$20.
 - (k) Boy Scouts of America license plate, \$20.
- (1) Sea Turtle license plate, \$23.
 - (m) Protect Wild Dolphins license plate, \$20.
 - (n) Everglades River of Grass license plate, \$20.
 - (o) Tampa Bay Estuary license plate, \$15.
 - (p) Florida Wildflower license plate, \$15.
 - (q) United States Marine Corps license plate, \$15.
 - (r) Choose Life license plate, \$20.
 - (s) Share the Road license plate, \$15.
 - (t) Florida Firefighters license plate, \$20.
- (u) Police Benevolent Association license plate, \$20.
 - (v) Military Services license plate, \$15.
 - (w) Fish Florida license plate, \$22.
 - (x) Save Our Seas license plate, \$25, except that for an owner purchasing the specialty license plate for more than 10 vehicles registered to that owner, the annual use fee shall be \$10 per plate.
 - (y) Aquaculture license plate, \$25, except that for an owner purchasing the specialty license plate for more than 10 vehicles registered to that owner, the annual use fee shall be \$10 per plate.

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(8)(5) If a vehicle owner or lessee to whom the department has issued a specialty license plate acquires a replacement vehicle within the owner's registration period, the department must authorize a transfer of the specialty license plate to the replacement vehicle in accordance with s. 320.0609. The annual use fee or processing fee may not be refunded.

(9)(6) Specialty license plates must bear the design required by law for the appropriate specialty license plate, and the designs and colors must conform to the department's design specifications. In addition to a design, the specialty license plates may bear the imprint of numerals from 1 to 999, inclusive, capital letters "A" through "Z," or a combination thereof. The department shall determine the maximum number of characters, including both numerals and letters. All specialty license plates must be otherwise of the same material and size as standard license plates issued for any registration period. A specialty license plate may bear an appropriate slogan, emblem, or logo in a size and placement that conforms to the department's design specifications. The sponsoring organization's Internet domain name may appear on the plate.

(10) (7) The department shall annually retain from the first proceeds derived from the annual use fees collected an amount sufficient to defray each specialty plate's pro rata share of the department's costs directly related to the specialty license plate program. Such costs shall include inventory costs, distribution costs, direct costs to the department, costs associated with reviewing each organization's compliance with audit and attestation requirements of s. 320.08062, and any applicable increased costs of manufacturing the specialty

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license plate. Any cost increase to the department related to actual cost of the plate, including a reasonable vendor profit, shall be verified by the Department of Management Services. The balance of the proceeds from the annual use fees collected for that specialty license plate shall be distributed as provided by law.

- (11) (8) (a) The department must discontinue the issuance of an approved specialty license plate if the number of valid specialty plate registrations falls below 1,000 plates, or, in the case of an approved specialty license plate marketed and sold by a private vendor, 200 plates, for at least 12 consecutive months. A warning letter shall be mailed to the sponsoring organization following the first month in which the total number of valid specialty plate registrations is below 1,000 plates. This paragraph does not apply to collegiate license plates established under s. 320.08058(3).
- (b) The department <u>may</u> is authorized to discontinue the issuance of a specialty license plate and distribution of associated annual use fee proceeds if the organization no longer exists, if the organization has stopped providing services that are authorized to be funded from the annual use fee proceeds, if the organization does not meet the presale requirements as prescribed in s. 320.08053, or pursuant to an organizational recipient's request. Organizations shall notify the department immediately to stop all warrants for plate sales if any of the conditions in this section exist and must meet the requirements of s. 320.08062 for any period of operation during a fiscal year.
 - (c) A vehicle owner or lessee issued a specialty license

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plate that has been discontinued by the department may keep the discontinued specialty license plate for the remainder of the $\frac{10-\text{year}}{10-\text{year}}$ license plate replacement period provided in subsection (3) or s. 320.06, as applicable, and must pay all other applicable registration fees. However, such owner or lessee is exempt from paying the applicable specialty license plate annual use fee under paragraph $\frac{(6)}{(3)}$ (d) or subsection $\frac{(7)}{(4)}$ for the remainder of the $\frac{10-\text{year}}{(6)}$ license plate replacement period.

- (d) If the department discontinues issuance of a specialty license plate, all annual use fees held or collected by the department shall be distributed within 180 days after the date the specialty license plate is discontinued. Of those fees, the department shall retain an amount sufficient to defray the applicable administrative and inventory closeout costs associated with discontinuance of the plate. All remaining proceeds shall be distributed to the appropriate organization or organizations pursuant to s. 320.08058.
- (e) If an organization that is the intended recipient of the funds pursuant to s. 320.08058 no longer exists, the department shall deposit any undisbursed proceeds into the Highway Safety Operating Trust Fund.
- (f) Notwithstanding paragraph (a), on January 1 of each year, the department shall discontinue the specialty license plate with the fewest number of plates in circulation, including license plates exempt from a statutory sales requirement. The department shall mail a warning letter to the sponsoring organizations of the 10 percent of specialty license plates with the lowest number of valid, active registrations as of December 1 of each year. This paragraph does not apply to specialty

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license plates marketed and sold by private vendors.

(12) (9) The organization that requested the specialty license plate may not redesign the specialty license plate unless the inventory of those plates has been depleted. However, the organization may purchase the remaining inventory of the specialty license plates from the department at cost.

- (13) (10) (a) A specialty license plate annual use fee collected and distributed under this chapter, or any interest earned from those fees, may not be used for commercial or forprofit activities nor for general or administrative expenses, except as authorized by s. 320.08058 or to pay the cost of the audit or report required by s. 320.08062(1). The fees and any interest earned from the fees may be expended only for use in this state unless the annual use fee is derived from the sale of United States Armed Forces and veterans-related specialty license plates pursuant to paragraph $(6)\frac{(3)}{(3)}$ (d) for the Support Our Troops and American Legion license plates; paragraphs (7) (4) (b), (q), and (v) for the Florida Salutes Veterans, United States Marine Corps, and Military Services license plates, respectively; and s. 320.0891 for the U.S. Paratrooper license plate. This paragraph does not apply to specialty license plates marketed and sold by private vendors.
- (b) As used in this subsection, the term "administrative expenses" means those expenditures which are considered as direct operating costs of the organization. Such costs include, but are not limited to, the following:
- 1. Administrative salaries of employees and officers of the organization who do not or cannot prove, via detailed daily time sheets, that they actively participate in program activities.

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2. Bookkeeping and support services of the organization.

- 3. Office supplies and equipment not directly utilized for the specified program.
- 4. Travel time, per diem, mileage reimbursement, and lodging expenses not directly associated with a specified program purpose.
- 5. Paper, printing, envelopes, and postage not directly associated with a specified program purpose.
- 6. Miscellaneous expenses such as food, beverage, entertainment, and conventions.
- (14) (11) The annual use fee from the sale of specialty license plates, the interest earned from those fees, or any fees received by any entity as a result of the sale of specialty license plates may not be used for the purpose of marketing to, or lobbying, entertaining, or rewarding, an employee of a governmental agency that is responsible for the sale and distribution of specialty license plates, or an elected member or employee of the Legislature. This paragraph does not apply to specialty license plates marketed and sold by private vendors.
- (15) (12) Notwithstanding s. 320.08058(3)(a), the department, in cooperation with the independent colleges or universities as defined in s. 1009.89 or s. 1009.891, shall create a standard template specialty license plate with a unique logo or graphic identifying each independent college or university. Each independent college or university may elect to use this standard template specialty license plate in lieu of its own specialty license plate. Annual use fees from the sale of these license plates shall be distributed to the independent college or university for which the logo or graphic is displayed

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on the license plate and shall be used as provided in s. 320.08058(3). Independent colleges or universities opting to use the standard template specialty license plate shall have their plate sales combined for purposes of meeting the minimum license plate sales threshold in paragraph (11)(8)(a) and for determining the license plate limit in s. 320.08053(3)(b). Specialty license plates created pursuant to this subsection must be ordered directly from the department. This paragraph does not apply to specialty license plates marketed and sold by private vendors.

(16) (13) For out-of-state college or university license plates created pursuant to this section, documentation acceptable to the department that the department has the college's or university's consent to use an appropriate image on a license plate shall be on file with the department prior to development of the out-of-state college or university license plate. This paragraph does not apply to specialty license plates marketed and sold by private vendors.

(17) (14) Before the issuance of vouchers for the presale of an out-of-state college or university license plate, the department shall determine whether the state in which the out-of-state college or university is located has authorized any license plates for colleges or universities located in this state. The department may not issue any out-of-state college or university license plate unless the state in which the college or university is located has authorized license plates for colleges or universities located in this state. This paragraph does not apply to specialty license plates marketed and sold by private vendors.

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(18) (15) The application form for a specialty license plate shall provide the applicant the option to instruct the department to provide his or her name, address, and renewal date to the sponsoring organization.

Section 4. Subsection (101) of section 320.08058, Florida Statutes, is amended to read:

320.08058 Specialty license plates.-

- (101) DIVINE NINE LICENSE PLATES.-
- (a) The department shall develop a Divine Nine license plate as provided in this section and s. 320.08053 using a standard template and a unique logo, graphic, or color for each of the organizations listed in sub-subparagraphs (b)2.a.-i. The plate must bear the colors and design approved by the department, and must include the official logo, graphic, or color as appropriate for each organization. The word "Florida" must appear at the top of the plate, and the words "Divine Nine" must appear at the bottom of the plate.
- (b) The annual use fees from the sale of the plate shall be distributed as follows:
- 1. Five percent of the proceeds shall be distributed to the United Negro College Fund, Inc., for college scholarships for Florida residents attending Florida's historically black colleges and universities.
- 2. The remaining 95 percent of the proceeds shall be distributed to one of the following organizations as selected by the purchaser of the plate who shall receive a license plate with the logo, graphic, or color associated with the appropriate recipient organization:
 - a. Alpha Phi Alpha Fraternity, Inc.

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(I) Eighty-five percent shall be distributed to the Florida Federation of Alpha Chapters, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.

- (II) Ten percent shall be distributed to the Florida Federation of Alpha Chapters, Inc., solely for the marketing of the plate.
 - b. Alpha Kappa Alpha Sorority, Inc.
- (I) Eighty-five percent shall be distributed to the Alpha Kappa Alpha Educational Advancement Foundation, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
- (II) Ten percent shall be distributed to the Alpha Kappa Alpha Educational Advancement Foundation, Inc., solely for the marketing of the plate.
 - c. Kappa Alpha Psi Fraternity, Inc.
- (I) Eighty-five percent shall be distributed to the Southern Province of Kappa Alpha Psi Fraternity, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
- (II) Ten percent shall be distributed to the Southern Province of Kappa Alpha Psi Fraternity, Inc., solely for the marketing of the plate.
 - d. Omega Psi Phi Fraternity, Inc.
- (I) Eighty-five percent shall be distributed to the State of Florida Omega Friendship Foundation, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
 - (II) Ten percent shall be distributed to the State of

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Florida Omega Friendship Foundation, Inc., solely for the marketing of the plate.

- e. Delta Sigma Theta Sorority, Inc.
- (I) Eighty-five percent shall be distributed to the Delta Research and Educational Foundation, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
- (II) Ten percent shall be distributed to the Delta Research and Educational Foundation, Inc., solely for the marketing of the plate.
 - f. Phi Beta Sigma Fraternity, Inc.
- (I) Eighty-five percent shall be distributed to the TMB Charitable Foundation, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
- (II) Ten percent shall be distributed to the TMB Charitable Foundation, Inc., solely for the marketing of the plate.
 - g. Zeta Phi Beta Sorority, Inc.
- (I) Eighty-five percent shall be distributed to the Florida Pearls, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
- (II) Ten percent shall be distributed to the Florida Pearls, Inc., solely for the marketing of the plate.
 - h. Sigma Gamma Rho Sorority, Inc.
- (I) Eighty-five percent shall be distributed to the Sigma Gamma Rho Sorority National Education Fund, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.

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(II) Ten percent shall be distributed to the Sigma Gamma Rho Sorority National Education Fund, Inc., solely for the marketing of the plate.

- i. Iota Phi Theta Fraternity, Inc.
- (I) Eighty-five percent shall be distributed to the National Iota Foundation, Inc., to promote community awareness and action through educational, economic, and cultural service activities within this state.
- (II) Ten percent shall be distributed to the National Iota Foundation, Inc., solely for the marketing of the plate.

License plates created pursuant to this subsection shall have their plate sales combined for the purpose of meeting the minimum license plate sales threshold in \underline{s} . $320.08056(11)(\underline{a})$ \underline{s} . $320.08056(8)(\underline{a})$ and for determining the license plate limit in \underline{s} . $320.08053(3)(\underline{b})$. License plates created pursuant to this subsection must be ordered directly from the department.

Section 5. This act shall take effect July 1, 2021.