

NATIONAL CONFERENCE OF INSURANCE LEGISLATORS  
BUSINESS PLANNING COMMITTEE  
SAVANNAH, GEORIGIA  
MARCH 2, 2007  
MINUTES

The National Conference of Insurance Legislators (NCOIL) Business Planning Committee met at the Hyatt Savannah Hotel & Towers in Savannah, Georgia, on Friday, March 2, 2007, at 8:30 a.m.

Sen. Alan Sanborn of Michigan, chair of the Committee, presided.

Other members of the Committee present were:

Rep. George Keiser, ND  
Sen. James Seward, NY  
Rep. Brian Kennedy, RI

Other legislators present were:

Rep. Michael Ripley, IN  
Sen. Ruth Teichman, KS  
Rep. Shirley Bowler, LA  
Assem. Nancy Calhoun, NY  
Sen. Ann Cummings, VT

Also in attendance were:

Susan Nolan, Nolan Associates, NCOIL Executive Director  
Candace Thorson, NCOIL Deputy Executive Director  
Kevin Horan, NCOIL Director of State-Federal Relations  
Mike Humphreys, NCOIL Director of Legislative Affairs & Education, Life, Health, and Workers' Compensation Insurance

## MINUTES

The Committee voted unanimously to approve the minutes of its November 10, 2006, meeting in Napa Valley, California.

## ADMINISTRATION

### FUTURE SITES

Ms. Nolan reported that she had secured locations and destinations for the next several NCOIL meetings, through the 2008 Spring Meeting and also including the 2008 Annual Meeting, the 2009 Summer Meeting, and the 2009 Annual Meeting. She said that future sites were as follows:

2007 Annual Meeting	Las Vegas, Nevada
2008 Spring Meeting	Washington, DC
2008 Annual Meeting	Hawk's Cay, Florida
2009 Summer Meeting	Boston, Massachusetts

Rep. Kennedy suggested scheduling the 2008 Summer Meeting in New York City. Ms. Nolan said she was pursuing hotels in New York City but noted that prices were very high, particularly for food. Ms. Nolan said that she would need sponsorship promises from industry representatives for reception and food costs if legislators wished to hold a future meeting in New York.

Sen. Seward said he would reach out to other New York legislators and insurance industry regarding state ethics laws and the ability to secure sufficient sponsorship funding. He said he would report to NCOIL staff in the near future regarding his findings.

Upon further discussion, legislators decided to hold the 2008 Summer Meeting in New York, if it could be arranged.

Rep. Kennedy recommended that NCOIL hold a meeting in Washington, D.C. on a yearly basis, in addition to the already scheduled 2008 Spring Meeting. He noted that the National Association of Insurance Commissioners (NAIC) and National Conference of State Legislatures (NCSL) meet there annually. Rep. Kennedy then moved to hold the NCOIL 2009 Spring Meeting in D.C. The Committee unanimously approved the motion.

#### HOTEL ROOM BLOCKS

Ms. Nolan said that NCOIL has encountered difficulty with hotel room blocks and attrition rates. She described a balance between having enough rooms for attendees and accounting for unannounced early departures. Ms. Nolan said that NCOIL would be financially penalized by meeting hotels should NCOIL not meet attrition, and noted that NCOIL would have been penalized substantially in Napa Valley, California, were it not for a good relationship between NCOIL staff and personnel of the host hotel.

Rep. Keiser said that attrition was an important issue that legislators would need to address. Sen. Seward suggested reviewing the room block policies of other national associations.

#### DUES AND MEMBERSHIP

Ms. Nolan said dues collection was going well. She urged members to schedule a meeting of the Membership Committee at the 2007 Summer Meeting to discuss efforts to attract new member states. Rep. Keiser said the Committee could meet early Saturday morning before the general sessions.

Rep. Kennedy reported that legislators from Alaska and Tennessee expressed interest in NCOIL membership at the recent Griffith Foundation for Insurance Education Seminar in Columbus, Ohio. He noted that they had said they would try to attend the Summer Meeting in Seattle.

Ms. Nolan said that she and Rep. Kennedy met with IEC representatives about NCOIL membership at a recent NAIC event, and would do so again at the next NAIC meeting.

#### OTHER BUSINESS

Ms. Nolan said the Industry Education Council (IEC) was considering hosting a luncheon at future NCOIL Annual Meetings. Sen. Seward asked if the IEC luncheon would replace the regularly scheduled NCOIL Friday luncheons. Rep. Keiser responded that it was unclear if the IEC luncheon would replace the NCOIL event, and noted that the IEC was in the early planning stages.

#### ADJOURNMENT

There being no further business, the meeting adjourned at 9:00 a.m.

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