

NATIONAL CONFERENCE OF INSURANCE LEGISLATORS
BUSINESS PLANNING COMMITTEE
SEATTLE, WASHINGTON
JULY 20, 2007
DRAFT MINUTES

The National Conference of Insurance Legislators (NCOIL) Business Planning Committee met at the Sheraton Seattle Hotel & Towers in Seattle, Washington, on Friday, July 20, 2007, at 8:30 a.m.

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

Other members of the Committee present were:

Rep. Robert Damron, KY
Rep. Dennis Keene, KY
Rep. George Keiser, ND
Rep. Robert Godshall, PA
Rep. Brian Kennedy, RI
Rep. Kathleen Keenan, VT

Other legislators present were:

Sen. Delores Kelley, MD
Assem. Nancy Calhoun, NY
Rep. Charles Curtiss, TN
Rep. Craig Eiland, TX

Also in attendance were:

Susan Nolan, Nolan Associates, NCOIL Executive Director
Candace Thorson, NCOIL Deputy Executive Director
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 March 2, 2007, meeting in Savannah, Georgia.

ADMINISTRATION

FUTURE SITES

Ms. Nolan reported that she had secured locations for the next several NCOIL meetings, through the 2010 Summer Meeting. She said also that, as per directions from the NCOIL officers and chairs, she would pursue additional Spring Meetings in Washington, DC.

Ms. Nolan said future sites were as follows:

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| 2007 Annual Meeting | Las Vegas, Nevada |
| 2008 Spring Meeting | Washington, DC |
| 2008 Summer Meeting | New York, New York |

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| 2008 Annual Meeting | Duck Key, Florida |
| 2009 Spring Meeting | Washington, DC |
| 2009 Summer Meeting | Philadelphia, Pennsylvania |
| 2009 Annual Meeting | New Orleans, Louisiana |
| 2010 Spring Meeting | Washington, DC* |
| 2010 Summer Meeting | Boston, Massachusetts |

**tentative*

DUES AND MEMBERSHIP

Ms. Nolan said dues collection was going well. She noted that the Membership Committee would meet on Saturday morning, prior to the general sessions, in order to discuss efforts regarding new member states. She said, among other things, that NCOIL had prepared a new information brochure that explains NCOIL and identifies its major positions.

QUALIFICATIONS AS CONSUMER ADVOCACY ORGANIZATION

Ms. Nolan overviewed recent NCOIL communications with the Heartland Institute regarding qualifications for a consumer advocacy group. She said an advocacy organization pays a discounted registration fee, and she described current NCOIL procedure for determining consumer status. Ms. Nolan asked the Committee for further guidance and offered a draft questionnaire that, she said, might facilitate selection of consumer groups.

The Committee discussed the issue. Rep. Kennedy said the Heartland Institute provides educational, though not objective, information to legislators. Rep. Keiser said that insurance industry participation on a board of directors is unrelated to whether a group promotes consumer advocacy. He said NCOIL should look at whether an organization provides generally balanced information.

James Rottet of the Heartland Institute described his organization and its funding sources. He said, among other things, that the group has approximately 15,000 donors and that occasionally a group will withdraw its participation in response to a Heartland position. He and the Committee discussed the importance of continued dialogue between NCOIL and Heartland.

Sen. Kelley suggested that NCOIL consider financial need when deciding whether to allow an organization to pay a discounted registration fee. It seemed unnecessary, she said, to subsidize a group that had ample resources to pay its way. Rep. Eiland said, in part, that NCOIL should review the impact that a change to its consumer criteria will have on current NCOIL registrations.

Rep. Curtiss commented that a consumer advocate should speak to whether a proposal will help or harm constituents, as opposed to its impact on the insurance industry. He said it was important for legislators to strike a balance between promoting consumer interests and encouraging industry well-being.

Following discussion regarding future Committee action, legislators agreed that NCOIL staff should work with Rep. Eiland prior to the 2007 Annual Meeting to craft consumer advocacy criteria.

ADJOURNMENT

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