

NATIONAL CONFERENCE OF INSURANCE LEGISLATORS
BUSINESS PLANNING COMMITTEE
LAS VEGAS, NEVADA
NOVEMBER 16, 2007
DRAFT MINUTES

The National Conference of Insurance Legislators (NCOIL) Business Planning Committee met at the Rio All-Suite Hotel & Casino in Las Vegas, Nevada, on Friday, November 16, 2007, at 8:30 a.m.

Rep. George Keiser of North Dakota, NCOIL Executive Committee chair, presided.

Other members of the Committee present were:

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| Sen. Joseph Crisco, CT | Rep. Robert Godshall, PA |
| Rep. Robert Damron, KY | Sen. James Seward, NY |
| Rep. Dennis Keene, KY | Rep. Brian Kennedy, RI |
| Rep. George Keiser, ND | Rep. Kathleen Keenan, VT |

Other legislators present were:

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|----------------------------|---------------------------------|
| Rep. Ron Crimm, KY | Assem. Ivan Lafayette, NY |
| Sen. Harvey Tallackson, ND | Sen. William J. Larkin, Jr., NY |
| Rep. Frank Wald, ND | Rep. Donald Flanders, NH |
| Assem. Nancy Calhoun, NY | |

Also in attendance were:

Susan Nolan, Nolan Associates, NCOIL Executive Director
Candace Thorson, NCOIL Deputy Executive Director
Mike Humphreys, NCOIL Director of State-Federal Relations
Jordan Estey, NCOIL Director of Legislative Affairs & Education

MINUTES

The Committee voted unanimously to approve the minutes of its July 20, 2007, meeting in Seattle, Washington.

ADMINISTRATION

FUTURE SITES

Ms. Nolan reported that she had secured locations for the next several NCOIL meetings, as indicated:

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|---------------------|----------------------------|
| 2008 Spring Meeting | Washington, DC |
| 2008 Summer Meeting | New York, New York |
| 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
2010 Annual Meeting
**tentative*

Boston, Massachusetts
Phoenix, Arizona*

DUES AND MEMBERSHIP

Ms. Nolan said dues collection was going well. She said some states previously in poor standing had resumed their dues submissions. Rep. Keiser noted that certain jurisdictions were entering new cycles of budget constraints and that NCOIL should be aware of any impact this might have on dues collection.

Rep. Damron overviewed an idea he had presented to the Articles of Organization & Bylaws Revision Committee regarding a new policy for determining NCOIL membership. He suggested that the organization replace its “member/non-member” approach with “participating/non-participating” status in which all states would be deemed NCOIL members. Rep. Damron said a participating jurisdiction would actively pay its dues and would have voting and other privileges associated with membership.

Ms. Nolan and Committee members discussed issues related to Rep. Damron’s suggestion, including development of guidelines to implement the program, as well as a need to consult pro bono counsel. Rep. Keiser said the Bylaws Committee would consider the matter further at the 2008 Spring Meeting.

The Committee discussed procedures for sending dues invoices to states and suggested, among other things, that the Membership Committee help address the issue. Rep. Keiser then said NCOIL should work with interested parties to encourage legislative membership and participation.

QUALIFICATIONS AS CONSUMER ADVOCACY ORGANIZATION

Ms. Nolan overviewed recent background regarding development of a questionnaire to determine consumer advocacy status for purposes of NCOIL meeting registrations. Among other things, she said that the Committee at the 2007 Summer Meeting had decided that consumer advocacy status should be based on whether an organization delivers an unbiased message to legislators, rather than whether insurance industry representatives participate on a board of directors.

The Committee reviewed a draft consumer-advocacy questionnaire. Members discussed whether the document should focus on an individual’s qualifications or on those of an entire organization. Legislators ultimately supported focusing on qualifications of the organization, followed by recognition of a designated attendee.

Regarding an organization’s finances, the Committee decided against asking for budget data, noting that much of the information related to a non-profit would be beyond NCOIL interest. Members also deleted language in the draft questionnaire regarding potential conflicts of interest.

In response to questions from the Committee, Ms. Nolan outlined the current fee structure for different categories of NCOIL attendees.

Rep. Keiser asked that legislators submit to NCOIL staff changes to the questionnaire that would assist in revising the document. Ms. Nolan added that she would ask NCOIL pro bono counsel to review the updated proposal.

ADJOURNMENT

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