

NATIONAL CONFERENCE OF INSURANCE LEGISLATORS
BUSINESS PLANNING COMMITTEE
NEW YORK, NEW YORK
JULY 11, 2008
MINUTES

The National Conference of Insurance Legislators (NCOIL) Business Planning Committee met at the Marriott Marquis in New York City on Friday, July 11, 2008, at 9:00 a.m.

Rep. Brian Kennedy of Rhode Island, NCOIL president, presided.

Other members of the Committee present were:

Rep. Robert Damron, KY
Rep. George Keiser, ND
Sen. Carroll Leavell, NM
Sen. James Seward, NY

Other legislators in attendance were:

Sen. Joseph Crisco, CT
Rep. Donald Flanders, NH
Assem. Nancy Calhoun, NY
Rep. Tony Melio, PA

Also in attendance were:

Susan Nolan, 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

Upon a motion made and seconded, the Committee voted unanimously to approve the minutes of its February 29, 2008, meeting in Washington, DC.

FUTURE SITES

SCHEDULE OF UPCOMING MEETINGS

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

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
2010 Annual Meeting	Phoenix, Arizona*
2011 Spring Meeting	Washington, DC

**tentative*

The Committee discussed upcoming meeting sites. Rep. Damron suggested that NCOIL hold more conferences in the West, since many upcoming meetings have been scheduled for locations in the East. Sen. Leavell recommended that NCOIL consider returning to Santa Fe. The Committee determined that Ms. Nolan should work with Sen. Leavell toward that end.

INCREASED REGISTRATION FEES

Ms. Nolan overviewed hotel room policies, noting that, over the last several NCOIL meetings, attendees in significant numbers have canceled their Saturday-night stays. She said that when room numbers drop below a certain percentage of rooms guaranteed for a night, a hotel can charge NCOIL attrition penalties.

Ms. Nolan and Rep. Kennedy discussed an initial \$65,000 penalty levied by the Hyatt Regency in Washington, DC, for NCOIL failure to meet its Spring Meeting room block requirements. Ms. Nolan said NCOIL had never before paid an attrition fee. Rep. Kennedy overviewed efforts to reduce the DC charge, noting that they had negotiated down to a \$15,000 penalty on the condition that NCOIL hold three additional meetings at the hotel. NCOIL had committed, Rep. Kennedy said, to spring conferences in 2009 through 2011.

The Committee discussed the prospect of future meetings at the DC Hyatt. Ms. Nolan said it was becoming increasingly difficult to gauge the number of Saturday-night rooms NCOIL should reserve. Among other things, she said, NCOIL tried to hold enough rooms so that attendees who wished to stay through a meeting would have rooms available for each night.

After reviewing ways to address the issue, the Committee voted to require that registrants pay for all nights they have booked in an NCOIL hotel room block, regardless of whether or not they leave early.

Ms. Nolan then described the impact on NCOIL resources when people register for a meeting late, as well as when attendees substitute one name for another prior to a meeting. She said that NCOIL had voted at the Spring Meeting to raise registration fees by \$100 for those who sign up less than one month before a conference.

Legislators decided that the \$100 penalty was sufficient to encourage early registration. They then voted to establish a \$75 registrant surcharge to cover administrative costs for registration substitution.

REGISTRATION FEE CATEGORIES

Ms. Nolan said some registrants do not fall cleanly into one of the current NCOIL registration-fee categories and discussed staff challenges trying to address the problem. She also spoke to the current charges for regulators from non-member states.

The Committee discussed revising the registration categories and fees, voting to create a new category for academics/think tanks at a charge parallel to the current non-Industry Education Council (IEC) rate. Legislators also determined that regulators from non-member states, who are not their department's designated representative, should pay a registration fee parallel to the legislative non-member rate.

ADJOURNMENT

There being no further business, the meeting adjourned at 10:00 a.m.

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