

NHSCA Monthly Update

Thanks to all who were on the call, Thursday, April 7, 2016 at 2:30 PM CST.

HBW 2-10: Lindsay Iten

Fidelity: Chris Wasson

First American: Jeff Powell

HMS National/Cross Country: Doug Stein, Dale Huber

HWA/Direct Energy: Meghan Boyle

Old Republic: Gwen Gallagher

OneGuard: Dave Hill

A quorum was not present.

NHSCA: Art Chartrand, Joy Moore

Besa PR: Nancy Besa

Brief Highlights:

1. Sewer and Water Line Provider Direct Contacts

Chartrand announced that Utility Service Partners (USP) was recently acquired by HomeServe USA. Scott Paris with HomeServe contacted the NHSCA office and indicated he would like to attend the national meeting in Marblehead. Chartrand invited Paris to join our group for dinner and the meeting, and hopefully join the NHSCA.

2. Washington Tax Resolution

Chartrand met with WA DOR in February. At that time, they endorsed the status quo and we followed up with a full brief so they could issue a letter ruling. No resolution has been issued, but the good news is no tax has been imposed on any members either. Lobbyist, Jim Justin has been at high retainer rate for quite some time, we are now reducing that rate since we are now in a wait and see mode. An assessment of \$5000 will be sent out to the seven NSHCA members who sell over 100 contracts in Washington. It is our goal to bring this to full resolution as soon as possible.

3. Louisiana Bill Update

Claim data filing was due March 1. Some members may have filed it already. If you have not, you may not have gotten a notice. Chartrand indicated lobbyist Duane Cowart is trying to convince them to waive the filing requirement while a new bill is pending. The SOS has

indicated they have no interest in the data. Our new bill, SB 58, is being heard on Wednesday and will strip out all the data filing requirements. Chartrand will keep members advised.

4. Florida Tax Offset Bill

Legislation failed. We have tried for three years to get the bill passed. Determination to defer and discuss at the national meeting for options.

5. Texas Sales Tax

Status Quo. Parker has been doing everything he can to get the DOR to act. There has been some back channeling. Parker has indicated they are closer to making a decision and are still willing to give us a flavored ruling. We continue to still press for no tax at all.

6. Uniform Personal Property Definition Model Law

As noted previously, given the issues in WA and TX, as well as experience in other states, there is no uniform definition of personal property. States define all over the place depending upon the area of the law. Chartrand has prepared a memo for state departments to use for reference and promotion (attached) to help them say “no” to sales tax upfront. He asked members to look at it and give him any commentary. Once finalized we will post to the NHSCA website.

7. NC Sales Tax Issue

Chartrand noted the NC DOR appears confused after issuing a recent sales tax bulletin. Nelson Mullins lobbying firm has agreed to set a meeting with the DOR to go over the NHSCA point of view and set them straight. A retainer for “Phase 1” would be \$5000. Chartrand asked members if they were opposed to pursuing with Nelson Mullins. There were no objections.

8. Model Arbitration Clause

NHSCA developed a model arbitration clause back in 2011 and posted on the NHSCA website. Chartrand asked members if they are continuing to include an arbitration clause in their contracts or if they are now excluding and no longer find it necessary. Chartrand asked members to send commentary to him directly via email.

9. Accreditation Beta Test Program

Binders have been sent to NHG and ORHP. Chartrand is meeting with NHG on April 21. No date set for ORHP yet, but plans are for the latter part of May. Both can offer a feedback report at the national meeting in June.

10. PR Media

Besa reported the website is continually being refreshed and updated. Besa will be developing some new videos promoting DIY maintenance by the end of the month and posting on the website. Chartrand will be offering a column for Home Warranty Wiz, a group we have had contact with before and a continued relationship. Chartrand will be recommending a budget in June at the annual meeting for another phase for overhaul of the website.

11. National Meeting June 9-10, 2016, Marblehead, MA

Chartrand recommended members rent a car to Marblehead from Logan airport or plan to use Uber. Uber is about \$45 for uberx. A detailed email will follow with more information about the logistics and agenda.

The call adjourned at 3:00 pm

The next FIRST Thursday of the month call will be May 5 at 2:30 PM CST.