

**NHSCA Monthly Update**  
**Thursday, March 1, 2018 at 2:30 pm CST.**

**2-10 Home Buyers Warranty:** Mike Bartosch

**AHS:** Mark Celichowski

**APHW:** Rodney Martin, Phil West

**Fidelity:** Billy Jensen

**HMS/Cross Country:** John Walsh

**HWA/Direct Energy:** Elizabeth Borges

**Landmark:** Mark Celichowski

**Old Republic Home Protection:** Lorna Mello

**OneGuard:** Mark Celichowski

**NHSCA:** Art Chartrand, Joy Moore

**THSCA Lobbyist:** David Parker

**Roll call was taken and a quorum was present.**

**1. Membership**

A reply letter was sent to Choice HW on February 6, 2018 suggesting they undergo an onsite compliance audit by Chartrand Legal Management, Inc. before the NHSCA would consider their membership. This was largely due to their own reporting they have not registered or licensed in many states where required. There has been no response.

**HomeServeUSA** has indicated they are not interested in joining the Association at this time. **AWR & ARW** both have a strong interest but have not yet submitted an application.

Upon discussion of inviting well known start-up companies to the annual meeting, there was no objection. Dennis Donovan with **Home Experience** has been invited to the annual meeting as well as John Kinker (an industry founder). Art will be also inviting David Aspuro with **Axiom HW**, another start-up company who is interested in joining.

Members, Bartosch & Mello noted they have been seeing a lot of comparison advertising by RWS. (Residential Warranty Services). Chartrand will reach out to them to discuss membership and ethical responsibility.

**2. Florida SB 842 Broxson Legislation**

Senator Broxson has not pursued his bill, SB 842. A formal request for an interpretive opinion has been sent to the FBC and our lobbyist, David Roberts will work with them. The FBC representatives have indicated some friendliness to our suggestion the systems do not need to match as long they operate compatibly. Chartrand will keep members updated. A primary goal is to have a defense having addressed the issues and concerns in good faith and resolved options for consumers should Broxson ever raise a bill again.

**3. Update on California Legislation**

Our bill has been referred to the insurance committee. It has been amended to include net worth. A hearing will likely be scheduled sometime between mid-March and early May.

Chartrand informed members, Scott Paris with HomeServeUSA has requested to add to the bill the ability to provide a stand-alone power surge. There were no objections.

**4. Update State Status** (*ability to deduct claims paid upon a consumer cancellation.*)

**NV:** Jesse Wadhams is trying to set up a meeting with the DOI.

**AZ:** Good News. The bill has passed in the Senate and is currently in the House. The sponsor has signed off on it and it looks like it will become law. Thanks to our lobbyist David Childers for getting us this far. It took some tough negotiations with SCIC and appearing in Phoenix to meet with committee members.

**5. Washington DC Bill**

As noted on last month's call, unbeknownst to us, SCIC has been working with the District City government on a sweeping service contract bill. DC has never had a law. In doing his due diligence, Chartrand has found a DC lobbyist referred by Jay Varon. She is Janene Jackson with Holland & Knight. Jenene comes highly recommended and will work on a preliminary contract of \$5K to get DC to work with us on improved language and our model law. Members agreed to the prelim contract with further consideration on next month's call.

It is hopeful Jackson will find out what precipitated the proposed bill. Chartrand has a notion that DC NBC investigative reporter, Susan Hogan may have instigated the bill with her investigative research over the past year on home warranties, along with the recent standard call for action piece that aired on DC TV NBC4 on February 27, 2018. In response to the piece, the DC Attorney General issued a consumer advisory on home warranties. Overall, the NBC piece did not appear to have done much damage or had a secondary bounce.

**6. Texas affiliate sales rep forms (TREC)**

If members have representatives doing business in Texas that are not employees or realtors, they must fill out an authorization form and file with TREC per Sec. 539 in the rules related to the Residential Service Company Act. Call Chartrand with any questions.

Lobbyist David Parker reported that the Texas Real Estate Commission will be going on a statewide [roadshow](#) to various towns seeking feedback and discussion for their 2019 Strategic Plan. Fortunately, for those who are not able to attend one, there will be two online sessions via Facebook Live on March 15<sup>th</sup> and 27<sup>th</sup>. David plans to attend a session as well in an effort to continue pushing for deregulatory changes that would have even further improved Texas [HB2279](#) from this past legislative session -- if you would like for him to ask any questions, feel free to email him at [dparker@longbow-partners.com](mailto:dparker@longbow-partners.com). <https://www.trec.texas.gov/article/agency-strategic-planning-tour-announced>

**7. State Assessments**

Chartrand will put together an email spreadsheet outlining the \$15,000 offset to the \$30,000 assessments needed to balance the accounts for LA, NC & VA. It can be voted on next month.

**8. Annual Meeting Update**

We have met our block commitment for the primary hotel where the annual meeting is being held. We are now requesting members **make their reservation at the overflow hotel, The Harbour View Inn. Call 906-847-0101 and ask for Michelle Dean.** Let her know you are with the NHSCA Group.

**9. Filter Easy (filtereasy.com)**

Chartrand spoke to company representatives and they are anxious to work with us. They have the structure in place to provide links on member company websites as well as the NHSCA website. Staff will schedule a call with Chartrand, Bartosch, Mello & Walsh to discuss the proposal further.

The call adjourned at 3:06 pm CST. The next monthly call is Thursday, April 5 at 2:30 pm CST. It is subject to change and a notice will be sent about a week in advance as a reminder.