

**NHSCA Monthly Call**  
**Thursday, March 5, 2020 at 2:30 pm CST**

**2-10 Home Buyers Warranty:** Jacqui Crocket  
**American Home Protect:** Corinne Maples  
**American Home Shield Companies:** Mark Celichowski  
**America's Preferred Home Warranty:** Rodney Martin, Phil West  
**American Water Resources/Pivotal HS:** Meghan Boyle  
**Cinch Home Services:** John Walsh  
**Fidelity:** Lorna Mello, Adrienne Giacalone  
**First American Home Warranty:** Jeff Powell, Zach Zaharek  
**HomeServe USA:** Scott Paris  
**Home Warranty of America:** Michael Longoria  
**Old Republic Home Protection:** Chris Wasson

**NHSCA Staff:** Art Chartrand, Joy Moore

**Guest:** John Sande, Argentum Partners, David Parker, Longbow Partners, David Childers, Kutak Rock

**Roll call was taken.**

**Update on Accreditation Program**

Chartrand Legal Management recommended America's Preferred Home Warranty be accredited for five years. Mello motioned and second by Walsh to approve the accreditation. No further discussion. It was approved unanimously.

**State Updates**

**Arizona – Lobbyist, David Childers**

NHSCA bill, HB1039 is pending in the House and will be heard by the committee on Monday, March 9. There will likely be one or two hearings to arrive at some compromise with SCIC's HB 2403. Childers noted they are very close to an agreement in moving a final bill to the Commerce Committee and unlikely to encounter any problems. Chartrand indicated they are fine with the SCIC newest language on paragraph twelve. The amendment noted by Paris by HomeServe USA on advertising approvals will also be included, if possible, as a floor amendment.

**Texas – Lobbyist, David Parker**

Parker reported that Commissioner Sullivan wants to pull the plug on SERFF. TREC says our members should file reports manually and stay clear of SERFF. Parker has been directed to deal with Deputy Exec. Director, Tony Slagle. It was decided to hold a special call on Texas to update members when Parker gets this SERFF issue resolved, within the next week or so. Staff will coordinate with Parker and invite entire membership.

### **California – AB 5**

Belote was unable to make the call. If something comes up we can convene an earlier update on. Otherwise, Belote will be on next month's call to discuss further.

### **Nevada – Lobbyist, John Sande, Argentum Partners**

Sande informed members that members need to go ahead and file the new forms on deducting claims paid upon consumer cancellation. According to the updated letter written by Deputy Commissioner Stosic and as represented by Cmsr Richardson herself, they will be approved.

Sande reported they will be working thru legislative process on the following:

1. Understanding what a "reasonable" cancellation fee is.
2. 2021 plans of Commissioner in next legislative session.
  - a. Commissioner will be pursuing her own omnibus legislation on issues not yet determined which may affect us.
  - b. The licensing of administrators or sales reps is under review as a result of NV AG actions on Choice.
  - c. Regulation changes around emergency service contracts

Sande will contact the attorney that is handling the CHOICE case and get the pleadings.. Chartrand reminded members there will need to be a formal vote held to continue with legislation efforts. Staff will set up a back to back call with Texas Lobbyist Parker. Chartrand will send members the draft of the current legislative language. If we move forward, this would be the time to include any and all other changes in Nevada we desire.

### **Contractor Boards - California & Washington State**

Chartrand reminded members, if they hear from any state contractor boards, please let him know. We need to continue to oppose contractor board registration expansion. As of now, it appears both California and Washington State have backed off.

### **Utah**

Chartrand noted it is now clear, rate filing in Utah is not required. However, our members are divided on sales tax collection practices. One member is seeking a determination now. Chartrand recommends members stay the course with what they are currently doing. If the NHSCA member who is now inquiring does not get a decision on sales tax procedures, there will be a vote on whether to spend the resources to get it resolved directly by NHSCA.

### **NHSCA Industry Advisory Group – Rodney Martin**

The exploratory group of members talked to Encompass and NSA on a conference call on March 4 in regard to structuring a program for vendors to be included in the Association as dues paying members. Chartrand prepared a committee summary of the call. NSA and Encompass have agreed to submit to NHSCA their ideas and proposals in writing. Boyle voiced her concern about this simply being marketing time and effort. Martin explained to Boyle the possible benefits to having a program with other industry stakeholders including income to offset association expenses for everyone. Chartrand reminded members, no decision would be made without the final approval from the entire membership. This is just exploratory at this time. We expect it to come to a possible vote to implement in June. So far it has been largely conceptual. Once we start exchanging actual written outlines, a picture may develop for members to more accurately consider.

### **National Meeting**

Chartrand reminded members to make their hotel reservations now.

### ***Other Business***

#### **Auto renewal bill in Georgia, elsewhere**

Chartrand will look into the GA HB 1039 auto renewal bill proposed and ask SCIC if they are expending resources to fight. Auto renewal bills pop up regularly and we have not voted for funds to fight in recent years. Our regular efforts are to try to monitor and promote our model if appropriate.

**Next meeting is Thursday, April 2 at 2:30 pm CST.**

Meeting adjourned at 3:23 pm.