

NHSCA Special Call
Wednesday, January 22, 2020 at 2:30 pm CST

2-10 Home Buyers Warranty: Jacqui Crocket, Lindsey Iten

AHG Home Warranty: Chad Forbush

American Home Protect: Corinne Maples

American Home Shield Companies: Tom Courtney, Mark Celichowski

America's Preferred Home Warranty: Rodney Martin

American Water Resources/Pivotal HS: Meghan Boyle

Cinch Home Services: John Walsh

Fidelity: Lorna Mello, Adrienne Giacalone

First American Home Warranty: Zach Zaharek

Old Republic Home Protection: Gwen Gallagher, Chris Wasson, Frank Caballero

NHSCA Staff: Art Chartrand, Joy Moore

Guest: Lobbyist, Mike Belote, California Advocates

Roll call was taken.

CA AB 05

Mike Belote gave an extensive review of AB 5 to all members. Many questions were posed regarding what will be the interpretation under AB 5 (in response to the *Dynamex* case) on whether local contractors now utilized by NHSCA members in California could be considered employees by the State Labor Commission for unemployment compensation and other purposes. Belote opined that under the "B" part test it is unlikely. To request an exemption likely would be met with an inquiry why we need one and could carry other risks.

The decision was made to review this discussion among each companies own counsel. Belote will seek more local intel. The question was raised whether we should seek an exemption as other industries have done via HB 825. It was determined to reconvene and compare notes in about 30 days.

NHSCA Industry Advisory Committee

The idea of an affiliate role for others in the home warranty space with NHSCA has been on the table for some time. Our first small step is inviting a few vendors to a breakfast session in June at the annual meeting in BoothBay. Encompass and NSA met extensively with NHSCA staff on December 17, 2019. The idea of spreading NHSCA umbrella was suggested to have an industry advisory committee which would organize others in the industry and present ideas, savings, practices and efficiencies to the NHSCA. Chartrand indicated this idea is borrowed from his tenure at NAIC where it was and still is used to great success. The industry appears willing to do this for free. They obviously have sales, access and profit motive but providing them a role under NHSCA auspices could be very beneficial. A Special Committee on Industry Role chaired by Rodney Martin and joined by Mello and Walsh was formed to further explore.

Utah

Chartrand asked for member input regarding both the treatment of sales tax in Utah and rate filing. Utah requires form filing but we have conflicting reports on practices regarding filing rates and on sales tax. Chartrand sent special emails on this out to all members. Please reply.

Annual Meeting

Please make your hotel reservations now. The earlier you book the easier the process is on staff and the hotel. You can cancel or change your hotel reservation up until May 10, 2020. However, waiting until May could result in you not getting a room. Book today.

Meeting adjourned at 3:30 pm.