

NAIFA-SC Government Relations
And Advisors Political Involvement Committee
2018-2019 Annual Report

The political and regulatory roller coaster in Washington D.C. continues to challenge our businesses as we serve our clients. Your APIC team has continued to be active with our legislative delegation and staff to educate and inform them on issues that may impact you and your clients.

This past year there were 28 total congressional visits. Approximately 15 of these visits took place on Capitol Hill. Every South Carolina legislator was visited at least twice and 13 were in-district. About 30 NAIFA-SC members participated in these visits. There were also several occasions where locals were visited by a legislator or staff member. Like last year, NAIFA Government Relations says, South Carolina is a very active state. Members participated in Advocacy training meetings, and the Congressional Conference Fly-In, as well as PAC Check deliveries and other interactions in the community with their legislators. These numbers are a little down from last year but, is on par with what NAIFA is seeing nationally.

In general, APIC currently has 92% coverage in both the House and Senate. Nationally, APIC has 1,142 relationships and 802 APIC Contacts. South Carolina has 2 legislator gaps – Rep. Joe Cunningham (SC-1) and Rep. William Timmons (SC-4). If you know either of these Congressman, family or staff please let me know.

On a state level, NAIFA-SC held a Day at the State House on February 20th. Approximately 15+ members attended. We were welcomed in both the House and Senate chambers and later met with some of our legislators regarding NAIFA-SC in our state and educating them on the economic impact of our industry. In the late afternoon we hosted Ray Farmer, Director of The Department of Insurance at Halls Chop House. He gave us an update of DOI initiatives and concerns. We were later joined by several our legislators to continue to develop relationships and hear from them.

Evelyn Butler, Steve Leslie, Bruce Pope and Ed Schafer met with Director Farmer on March 18th to start a dialogue regarding our industries hybrid life insurance products which may contain an LTC rider. Our concern was that currently these products are not considered a qualified plan under the Partnership Program. We asked the Department of Insurance and possibly other agencies to conduct an analysis to determine if these plans may qualify.

As the landscape continues to change in Washington we **must** continue to stay on target with our message. Our decision is not without consequence. We can protect the future of our industry or leave it to others outside of our industry. We cannot do it without your support. I appreciate everyone who has given their time and effort to protect the future of our industry.

If I can be of assistance in your local promoting Political Involvement and Government Relations, please let me know.

Sincerely,

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