

**STORAGE NAME:** h0679s1.ccc.doc  
**DATE:** February 23, 2002

**HOUSE OF REPRESENTATIVES**  
**COUNCIL FOR COMPETITIVE COMMERCE**  
**ANALYSIS**

**BILL #:** CS/HB 679  
**RELATING TO:** Insurance  
**SPONSOR(S):** Committee on Insurance and Representative Brown & others  
**TIED BILL(S):** None

**ORIGINATING COMMITTEE(S)/COUNCIL(S)/COMMITTEE(S) OF REFERENCE:**

- (1) INSURANCE YEAS 15 NAYS 0
  - (2) COUNCIL FOR COMPETITIVE COMMERCE
  - (3)
  - (4)
  - (5)
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**I. SUMMARY:**

CS/HB 679 creates an additional exception to the general requirement that an applicant for a new private passenger motor vehicle insurance policy provide a down payment equal to two months' premium. CS/HB 679 also revises the method of calculating and billing interest charges imposed by an insurance company, agency, or agent in connection with premium financing plans.

CS/HB 679 provides an exemption from the minimum down payment requirement for instances when policies are issued through the transfer of an agent's book of private passenger motor vehicle insurance business from one insurer to another if the policy includes the specified minimum coverages, and broadens the current exemption for cases in which the premium payments are to be made by electronic funds transfer.

With respect to premiums financed by an insurance company, agency, or agent, CS/HB 679 allows companies, agents, and agencies to charge interest of up to 18 percent simple interest per year on the average unpaid balance as billed over the term of the policy (as opposed to the current unpaid balance) and subject to endorsement changes. These interest payments could be made in equal monthly installments.

CS/HB 679 has no fiscal impact on state or local government.

II. SUBSTANTIVE ANALYSIS:

A. DOES THE BILL SUPPORT THE FOLLOWING PRINCIPLES:

- |                                   |   |                             |   |
|-----------------------------------|---|-----------------------------|---|
| 1. <u>Less Government</u>         | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> | N/A <input type="checkbox"/>            |
| 2. <u>Lower Taxes</u>             | Yes <input type="checkbox"/>            | No <input type="checkbox"/> | N/A <input checked="" type="checkbox"/> |
| 3. <u>Individual Freedom</u>      | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> | N/A <input type="checkbox"/>            |
| 4. <u>Personal Responsibility</u> | Yes <input type="checkbox"/>            | No <input type="checkbox"/> | N/A <input checked="" type="checkbox"/> |
| 5. <u>Family Empowerment</u>      | Yes <input type="checkbox"/>            | No <input type="checkbox"/> | N/A <input checked="" type="checkbox"/> |

For any principle that received a "no" above, please explain:

B. PRESENT SITUATION:

**Advance Premium Payments**

Since 1995, an insurer has been required to collect from prospective policyholders from their own funds premium covering a two-month period before initially issuing a private passenger motor vehicle insurance policy or policy binder.<sup>1</sup> Since enacting this requirement, the Legislature has approved a number of exceptions. As a result, the advance premium requirement does not apply when:

- o An insured or member of the insured's family is renewing or replacing a policy written by the same insurer or member of the same insurer group;
- o The coverage is issued to military personnel on active duty or former military personnel or their dependents;
- o All payments are paid pursuant to a payroll deduction plan or an automatic electronic funds transfer payment plan from the policyholder, provided the first payment is made by cash or check;
- o All payments are paid pursuant to an automatic electronic funds transfer payment plan from an agent or a managing general agent and the policy includes, at a minimum, personal injury protection coverage, property damage liability coverage, and bodily injury coverage in the amount of \$10,000 for one person and \$20,000 for two or more persons;
- o The policy has been in effect for at least 6 months, the insured's agent has been terminated by the insurer, and the insured obtains coverage with a new insurer through that terminated agent; or,
- o An insured or family member is purchasing additional coverage or adding coverage for an additional vehicle from the same insurer or insurer group.

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<sup>1</sup> Section 627.7295(7), F.S.

**Premium Finance Charges**

Insurance premiums may be paid in installments through a premium finance company,<sup>2</sup> or an installment plan set up by an insurance company, agent, or agency. The charges allowed under premium financing arrangements are illustrated in the following table.

	<b>Premium Finance Company<sup>3</sup></b>	<b>Agent or Agency<sup>4</sup></b>	<b>Insurance Company<sup>5</sup></b>
<b>Licensure as premium finance company</b>	Required.	Not required, unless total service charge or interest exceeds allowed charge or rate, see below.	Not required, unless charging "substantially" more than fees or interest allowed to agents and agencies.
<b>Interest charges</b>	No provision; service charge and other fees, only.	18 percent simple interest per year on unpaid balance, in lieu of allowed service charge.	Not "substantially" more than that allowed agents or agencies.
<b>Service charges</b>	\$12 per \$100 of premium financed, per year.	Not more than \$1 per installment, or: \$6 per year on premiums of \$120 or less; \$9 per year on premiums between \$120 and \$220; \$12 per year on premiums over \$220.	Not "substantially" more than that allowed agents or agencies.
<b>Other fees</b>	"Set up" charge – \$20, once annually. Delinquency or collection charge – \$10 or 5 percent, whichever is greater. <sup>6</sup> Attorney's fees – not to exceed 20 percent. Insufficient funds – \$15.	Not authorized.	Not authorized.

The Department of Insurance currently interprets the applicable statutes as permitting an insurance company, agent or agency, to recover up to an 18 percent rate of interest in the form of an interest charge or a service charge.

**C. EFFECT OF PROPOSED CHANGES:**

**Advance Premium Payments**

For the purposes of the exception to the two-month advance premium payment where all premium payments are made by payroll deduction or electronic funds transfer, the committee substitute would allow, rather than require, the first payment to be made by cash, cashier's check, check, or money order.

The committee substitute also would expand an existing exception to the two-month down payment requirement for a private passenger motor vehicle policy that waives the requirement when all payments are paid through an electronic funds transfer payment plan and the policy includes certain minimum coverages. The committee substitute would extend the exception to include

<sup>2</sup> Premium finance companies are licensed by the Department of Insurance and must meet minimum net worth requirements and maintain an errors and omissions insurance policy of no less than \$500,000. S. 627.828, F.S.

<sup>3</sup> Part XV, Ch. 627, F.S.

<sup>4</sup> Part XVI, Ch. 627, F.S.

<sup>5</sup> Id.

<sup>6</sup> The maximum delinquency charge is \$10 in the case of premium financing on primarily personal, family, or household goods. S. 627.841, F.S.

policies issued through the transfer of an agent's book of private passenger motor vehicle business from one insurer to another if the policy includes certain minimum coverages.

**Premium Finance Charges**

The committee substitute also would allow insurance companies, agents, and agencies to charge interest of up to 18 percent simple interest per year on the average unpaid balance as billed over the term of the policy. These interest payments could be made in equal monthly installments.

Also, the committee substitute would appear to allow these fees to be charged anew by the insurer whenever there is a change made to the policy through endorsement.

D. SECTION-BY-SECTION ANALYSIS:

N/A

III. FISCAL ANALYSIS & ECONOMIC IMPACT STATEMENT:

A. FISCAL IMPACT ON STATE GOVERNMENT:

1. Revenues:

N/A

2. Expenditures:

N/A

B. FISCAL IMPACT ON LOCAL GOVERNMENTS:

1. Revenues:

N/A

2. Expenditures:

N/A

C. DIRECT ECONOMIC IMPACT ON PRIVATE SECTOR:

Specifying the use of the average unpaid balance method appears to lower the allowed interest charge from the practice currently approved by the Department in regulating premium finance under the section. Policyholders who finance premium could see lower finance charges and insurers could collect lower finance charges.

D. FISCAL COMMENTS:

N/A

IV. CONSEQUENCES OF ARTICLE VII, SECTION 18 OF THE FLORIDA CONSTITUTION:

A. APPLICABILITY OF THE MANDATES PROVISION:

This committee substitute does not require counties or municipalities to spend funds or to take action requiring the expenditure of funds.

B. REDUCTION OF REVENUE RAISING AUTHORITY:

This committee substitute does not reduce the authority that counties or municipalities have to raise revenues in the aggregate.

C. REDUCTION OF STATE TAX SHARED WITH COUNTIES AND MUNICIPALITIES:

This committee substitute does not reduce the percentage of state tax shared with counties or municipalities.

V. COMMENTS:

A. CONSTITUTIONAL ISSUES:

N/A

B. RULE-MAKING AUTHORITY:

N/A

C. OTHER COMMENTS:

A separate but related bill, CS/HB 1247, by the Committee on Insurance and Rep. Ross, also addresses premium finance charges. CS/HB 1247 would allow insurance companies, agents, and agencies to charge, in addition to the fees or interest currently allowed, certain other fees that premium finance companies are currently allowed to charge. Also, an insurance company would have to be licensed as a premium finance company if they offer an installment payment plan that exceeds, rather than "substantially" exceeds, the service charge permitted of agents or agencies, or certain specified fees allowed of licensed premium finance companies.

According to the Department of Insurance, there have been class action suits brought against insurance companies and agents or agencies concerning the method of applying the interest fees authorized by s. 627.901, F.S. According to the lawsuits, the method of applying the interest fees on a level basis across the term of the policy yields an overcharge, at least as to any one particular installment, as the unpaid balance is reduced over time. The committee substitute and the bill, as filed, would authorize the practice that appears to be the basis of the class action suits.

VI. AMENDMENTS OR COMMITTEE SUBSTITUTE CHANGES:

**On February 6, 2002, the Committee on Insurance approved two amendments and reported the bill favorably as a committee substitute.**

The committee substitute differs from the original bill in that the committee substitute would:

- specify that the transfer of a book of business, for the purposes of qualifying for an exception to the required two-month down payment on motor vehicle policies proposed by the bill, would be the transfer of a book of private passenger motor vehicle insurance, and
- remove the reference to “interest or service charges” and allow the collection of an interest rate, as specified by the bill, in equal installments, rather than in level amounts.

VII. SIGNATURES:

COMMITTEE ON INSURANCE:

Prepared by:

Eric Lloyd

Staff Director:

Stephen Hogge

AS REVISED BY THE COUNCIL FOR COMPETITIVE COMMERCE:

Prepared by:

Leonard Schulte

Council Director:

Matthew M. Carter II