



STATE OF HAWAII | KA MOKU'ĀINA 'O HAWAII'
OFFICE OF THE DIRECTOR
DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS

NADINE Y. ANDO
DIRECTOR | KA LUNA HO'OKELE

JOSH GREEN, M.D.
GOVERNOR | KE KIA'ĀINA
SYLVIA LUKE
LIEUTENANT GOVERNOR | KA HOPE KIA'ĀINA

DEAN I HAZAMA
DEPUTY DIRECTOR | KA HOPE LUNA HO'OKELE

KA 'OIHANA PILI KĀLEPA
335 MERCHANT STREET, ROOM 310
P.O. BOX 541
HONOLULU, HAWAII 96809
Phone Number: (808) 586-2850
Fax Number: (808) 586-2856
cca.hawaii.gov

Testimony of the Department of Commerce and Consumer Affairs

**Before the
Senate Committee on Economic Development and Tourism
Tuesday, March 11, 2025
1:00 p.m.
State Capitol, Conference Room 229 and via Videoconference**

**On the following measure:
H.B. 97, H.D. 2, RELATING TO TRAVEL INSURANCE**

Chair DeCoite and Members of the Committee:

My name is Jerry Bump, and I am the Acting Insurance Commissioner of the Department of Commerce and Consumer Affairs' (Department) Insurance Division. The Department offers comments on this bill.

The purpose of this bill is to establish a new regulatory framework for the sale of travel insurance in the State, including licensing and registration requirements for limited lines travel insurance producers.

For consistency with licensing requirements, the Department requests that the clause on page 22, lines 19-21, be stricken: ~~“provided that repatriation of remains shall be filed under an accident and health or sickness line of insurance.”~~

Thank you for the opportunity to testify.

Hawaii House of Representatives Bill HB 97 HD2**Hawaii Senate Committee on Economic Development and Tourism****March 10, 2025****Statement of Duke de Haas on behalf of AGA Service Company (Allianz)**

Good afternoon, Members of the Senate Committee on Economic Development and Tourism.

My name is Duke de Haas. I am Vice President and Deputy General Counsel of AGA Service Company (“Allianz”), and I am also Co-Chair of the United States Travel Insurance Association (“USTiA”) Law and Regulation Committee.

The USTiA’s members include insurance carriers, third-party administrators, insurance agencies, and related businesses in the development, administration, and sale of travel insurance and travel assistance products.

Allianz is a large writer of travel insurance, and it has an insurance company, as well as a fully licensed travel insurance producer authorized to do business in all 50 states, including Hawaii.

Thank you for bringing HB97_HD2 before the Committee today. This legislation is important for travel insurance consumers, state insurance regulators, and the industry.

HB97_HD2 generally contains Model Act language from the National Association of Insurance Commissioners (all the chief insurance regulators in the United States and US territories), which is essentially identical to a Model Act authored by the National Council of Insurance Legislators.

To date, 37 states have enacted the NAIC Travel Insurance Model Act (“Model Act”), and we are working in another 8 states, including Hawaii, in 2025.

HB97_HD2, if enacted, would amend the insurance code to clarify the regulatory framework for the sale of travel insurance on a national, uniform basis. The bill standardizes definitions and contains important consumer protections, including with respect to sales practices, a free-look period for refunds, and various consumer disclosures.

Allianz, the USTiA, and other industry participants support the legislation, and we have worked with the Division of Insurance as we have developed this bill.

We are not aware of any opposition.

We request one minor, non-substantive amendment to the bill to ensure its consistency with the Model Act. On page 19, line 19, strike the words “delivery of” and insert the word “sending”, which will make this section consistent with Section 7(C)(3) of the Model Act.

How can we help?

Allianz Global Assistance
9950 Mayland Drive
Richmond, Virginia 23233

804.281.6707
dukedeHaas@allianz.com

We thank you for your time and consideration, and we are happy to answer any questions.

Sincerely,

A handwritten signature in blue ink that reads "Philip R. de Haas". The signature is written in a cursive style with a prominent flourish at the end.

Philip R. "Duke" de Haas
Vice President, Deputy General Counsel, USA



mwe.com

Michael Byrne
Attorney at Law
mbyrne@mwe.com
+1 212 547 5388

March 10, 2025

Hawaii Senate
Ka 'Aha Kenekoa
Committee on Economic Development & Tourism
Conference Room 229

Re: H.B. 97 H.D. 2, Hawaii Travel Insurance Act

Dear Committee Members:

We are writing on behalf of the U.S. Travel Insurance Association (“UStiA”) and the American Property Casualty Insurance Association (“APCIA”) in support of H.B. 97 H.D. 2—the Hawaii Travel Insurance Act—a comprehensive bill that includes provisions governing how travel insurance is regulated in Hawaii.

UStiA is the national association of the travel insurance industry. Its members include insurance carriers, third-party administrators, insurance agencies, and related businesses involved in the development, administration, and marketing of travel insurance and travel assistance products.

APCIA is the primary national trade association for home, auto, and business insurers. APCIA promotes and protects the viability of private competition for the benefit of consumers and insurers, with a legacy dating back 150 years. APCIA members represent all sizes, structures, and regions—protecting families, communities, and businesses in the U.S. and across the globe.

By enacting legislation that closely tracks the Travel Insurance Model Act (“Model Act”), a version of which was approved by the National Council of Insurance Legislators in 2017 and the National Association of Insurance Commissioners in 2018, Hawaii would join most states—37 and counting—incorporating into their statutes a uniform and workable regulatory regime for travel insurance sales. This important legislation builds upon existing regulatory frameworks and distinguishes between insurance and non-insurance elements of travel protection plans in establishing the proper scope and reach of the regulatory framework.

H.B. 97 H.D. 2 has been thoroughly vetted to ensure the legislation that appears before you creates an efficient, effective regulatory framework for travel insurance that protects consumers, empowers regulators, and ensures the marketplace operates fairly.

We request one minor, non-substantive amendment to the bill to ensure its consistency with the Model Act. On page 19, line 19, strike the words “delivery of” and insert the word “sending,” which will make this section consistent with Section 7(C)(3) of the Model Act.

H.B. 97 H.D. 2
March 10, 2025
Page 2

For these reasons, UStiA and APCIA support H.B. 97 H.D. 2 and urge the Committee to pass the bill.
Thank you so much for your consideration.

Sincerely,



H. Michael Byrne
Counsel, UStiA



Mark Sektnan
VP, State Government Relations, APCIA