### First Regular Session Sixty-ninth General Assembly STATE OF COLORADO

## REVISED

This Version Includes All Amendments Adopted on Second Reading in the Second House SENATE BILL 13-125

LLS NO. 13-0524.01 Jery Payne x2157

### SENATE SPONSORSHIP

Todd,

DelGrosso,

### HOUSE SPONSORSHIP

Senate Committees Business, Labor, & Technology

Appropriations

House Committees Business, Labor, Economic, & Workforce Development Appropriations

# A BILL FOR AN ACT

#### 101 CONCERNING PRENEED FUNERAL CONTRACTS, AND, IN CONNECTION

102 <u>THEREWITH, REDUCING AN APPROPRIATION.</u>

#### **Bill Summary**

(Note: This summary applies to this bill as introduced and does not reflect any amendments that may be subsequently adopted. If this bill passes third reading in the house of introduction, a bill summary that applies to the reengrossed version of this bill will be available at http://www.leg.state.co.us/billsummaries.)

The bill amends the statutes regulating preneed funeral contracts. Currently, preneed contract sellers are licensed by the commissioner of insurance. An audit of a seller is no longer required every 5 years. The commissioner may designate a qualified person, preferably a division



SENATE 3rd Reading Unamende April 17, 2013	
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employee, to conduct the audit. The current fee structure for licensing a seller is replaced with authority to set the fee to cover the cost of regulation.

Currently, selling unsold lots in an undeveloped cemetery is exempt from regulation. For the exemption to apply, the bill requires the sales contract to provide for a comparable resting place or a full refund if the original becomes unavailable.

Notwithstanding a contract, the preneed buyer or the person directing final disposition is authorized to transfer the contract to another provider, but the original provider may retain up to 25% of the original preneed contract price.

The bill requires the person holding a trust fund or providing insurance for a preneed contact to notify the buyer when the funds are deposited or when they are applied towards the purchase of an insurance policy. The contract seller or insurance producer must advise the buyer that this notice is required by law.

If a preneed contract does not guarantee the prices charged, it must be clearly identified as a "nonguaranteed contract".

A preneed contract business cannot be sold without the commissioner's approval. Procedures are set for approval of the sale. If the commissioner determines that the finances of the buyer will support performing the contracts, then the sale is approved. The new owner is required to send a notice to the preneed contract buyer of the sale. When a contract seller surrenders a license, the commissioner must approve the financial ability of the contract seller to perform the contracts. The commissioner retains jurisdiction over the contracts of an inactive contract seller until all contracts are fulfilled. In an emergency, the commissioner may administer the preneed contracts and accounts if a seller goes out of business due to financial insolvency, criminal activity, or a license suspension.

Be it enacted by the General Assembly of the State of Colorado: 1 2 SECTION 1. In Colorado Revised Statutes, 10-15-102, amend 3 (6) and (13); and **add** (8.5) as follows: 4 **10-15-102. Definitions.** As used in this article, unless the context 5 otherwise requires: 6 (6) "Contract seller" means a person who sells OR OFFERS TO SELL 7 FUNERAL GOODS, merchandise, and OR services through a preneed 8 contract.

(8.5) "FUNERAL GOODS" HAS THE SAME MEANING AS IN SECTION
 12-54-102, C.R.S.

3 "Preneed contract" means any written contract, (13) (a) 4 agreement, or mutual understanding, any series or combination of 5 contracts, agreements, or mutual understandings, or any security or other instrument which THAT is convertible into a contract, \_\_\_\_\_ agreement, or 6 7 mutual understanding whereby, it is agreed that, upon the death of the 8 preneed contract beneficiary, a final resting place, merchandise, or 9 services shall be ARE provided or performed in connection with the final 10 disposition of the preneed contract beneficiary's body. Consideration for 11 a preneed contract is funds, DEPOSITS, or the assignment of life insurance 12 benefits.

(b) "PRENEED CONTRACT" DOES NOT INCLUDE a contract for
merchandise whereby the buyer takes physical possession of the
merchandise at the time of entering into the contract. shall not be included
in the definition of a preneed contract.

17 (c) Providing a developed final resting place within a designated 18 cemetery approved for the interment, entombment, or inurnment of 19 human remains is not subject to the provisions of this article. Providing 20 an undeveloped final resting place shall be exempt from the provisions of 21 this article only if the cemetery contains unsold developed final resting 22 places representing at least twenty-five percent of the outstanding 23 paid-in-full contracts for undeveloped final resting places. In the event 24 such specific and identifiable final resting place is not developed for use 25 at the time of need and full payment has been made, then the contract 26 must provide the purchaser with an immediate alternate and comparable 27 final resting place at the same cemetery or a full refund of moneys paid. SECTION 2. In Colorado Revised Statutes, 10-15-103, amend
 (1) (a) and (4) as follows:

10-15-103. License procedure - records - examination of
records. (1) (a) No A contract seller shall NOT enter into a preneed
contract or accept any funds or other consideration without first securing
a license from the commissioner. To BE VALID, AN application for an
initial license shall MUST be in writing, signed by the applicant, and duly
verified on forms furnished by the commissioner. Each application shall
<u>MUST be accompanied by payment of five hundred dollars and EITHER:</u>

(I) A current balance sheet, income statement, and statement of
cash flow to demonstrate THAT THE BUSINESS <u>HAS</u> a net worth of at
least ten thousand dollars, as evidenced by the signature of SIGNED BY a
certified public accountant ("CPA"), or public accountant ("PA"), or, if
prepared by the applicant OR PUBLIC ACCOUNTANT, accompanied by a
current tax return; or

(II) in the alternative, the applicant shall furnish the commissioner
A surety bond in the amount of AT LEAST ten thousand dollars to honor
preneed contract obligations.

19 (4) (a) The contract seller shall make all books and records 20 available to the commissioner for examination. The commissioner, or a 21 qualified person designated by the commissioner, during ordinary 22 business hours, shall examine the books, records, and accounts of the 23 contract seller at least once every five years, and more often as necessary 24 to ensure compliance with this article, and for that purpose may require 25 the attendance of and examine under oath all persons whose testimony the 26 commissioner may require. THE COMMISSIONER MAY INVESTIGATE THE 27 BOOKS, RECORDS, AND ACCOUNTS OF A CONTRACT SELLER TO ENSURE

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1 THAT TRUST FUNDS, PRENEED CONTRACTS, AND PRENEED INSURANCE 2 POLICIES COMPLY WITH THIS ARTICLE. THE COMMISSIONER, OR A 3 QUALIFIED PERSON DESIGNATED BY THE COMMISSIONER, MAY EXAMINE 4 THE BOOKS, RECORDS, AND ACCOUNTS OF THE CONTRACT SELLER AS 5 OFTEN AS NECESSARY UPON RECEIVING A COMPLAINT OR INDICATION OF 6 NONCOMPLIANCE AND MAY REQUIRE THE ATTENDANCE OF AND EXAMINE 7 UNDER OATH ALL PERSONS WHOSE TESTIMONY THE COMMISSIONER NEEDS 8 FOR THIS PURPOSE.

9 (b) THE COMMISSIONER SHALL MAKE EVERY REASONABLE EFFORT 10 TO UTILIZE EXAMINERS EMPLOYED BY THE DIVISION OF INSURANCE IN 11 PREFERENCE TO DESIGNATING PERSONS WHO ARE NOT EMPLOYEES OF THE 12 DIVISION OF INSURANCE TO PERFORM EXAMINATIONS. IF EVIDENCE OF A 13 VIOLATION OF THIS ARTICLE IS KNOWN, the commissioner may designate 14 a qualified person who is not an employee of the division of insurance to 15 examine any A contract seller, and the CONTRACT SELLER SHALL DIRECTLY 16 PAY THE reasonable expenses and charges of such THE examiner. shall be 17 paid directly by the contract seller to any such authorized examiner. The 18 examinee may contest the amount of fees, costs, and expenses charged to 19 it by such person THE EXAMINER by filing an objection with the 20 commissioner that sets forth the charges the examinee considers to be 21 unreasonable, together with the basis for such claim of unreasonable 22 DISPUTING THE charges. No Amounts that are so disputed will be ARE NOT 23 due to the examiner <del>unless and</del> until the commissioner has reviewed the 24 objection and made a written finding that the disputed charges were 25 reasonable in relation to FOR the examination performed.

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27 SECTION 3. In Colorado Revised Statutes, add 10-15-103.5 as

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1 follows:

2 10-15-103.5. Scope of article - exemptions. (1) This ARTICLE
3 DOES NOT APPLY TO A PERSON PROVIDING A DEVELOPED FINAL RESTING
4 PLACE WITHIN A DESIGNATED CEMETERY APPROVED FOR THE INTERMENT,
5 ENTOMBMENT, OR INURNMENT OF HUMAN REMAINS.

6 (2) (a) A PERSON PROVIDING AN UNDEVELOPED FINAL RESTING
7 PLACE IS EXEMPT FROM THIS ARTICLE IF THE CEMETERY WHERE THE
8 UNDEVELOPED FINAL RESTING PLACE IS LOCATED CONTAINS UNSOLD
9 DEVELOPED FINAL RESTING PLACES REPRESENTING AT LEAST TWENTY-FIVE
10 PERCENT OF THE OUTSTANDING PAID-IN-FULL CONTRACTS FOR
11 UNDEVELOPED FINAL RESTING PLACES.

(b) IF THE SPECIFIC AND IDENTIFIABLE FINAL RESTING PLACE IS NOT
DEVELOPED FOR USE AT THE TIME OF NEED AND FULL PAYMENT HAS BEEN
MADE, THEN THE CONTRACT MUST PROVIDE THE PURCHASER WITH AN
IMMEDIATE ALTERNATE AND COMPARABLE FINAL RESTING PLACE AT THE
SAME CEMETERY OR WITH A FULL REFUND OF MONEYS PAID TO QUALIFY
FOR THE EXEMPTION UNDER THIS SUBSECTION (2).

18 SECTION 4. In Colorado Revised Statutes, amend 10-15-104 as
19 follows:

20 **10-15-104.** Annual report. Each contract seller shall file an 21 annual WITH THE COMMISSIONER A report, on a calendar year basis, with 22 the commissioner on a form as provided by the commissioner. In the 23 annual report, each contract seller who THAT is required to deposit funds with a trustee shall state the name of each trustee with which it has 24 25 WHERE trust funds ARE on deposit and the amount remaining on deposit 26 in the trust fund on December 31. Each contract seller shall report 27 annually the amount of all annual preneed aggregate merchandise sales

1 and the disposition of such merchandise. Any contract seller which THAT 2 has voluntarily or involuntarily discontinued the sale of preneed contracts 3 shall not be required to NEED NOT obtain a renewal of its license but it 4 shall continue to make annual reports to the commissioner until all such 5 THE contracts have been fully performed. by it and shall pay fifty percent 6 of the fee structure prescribed by section 10-15-103 (5) (b). 7 SECTION 5. In Colorado Revised Statutes, 10-15-105, amend 8 (9); and **add** (10) as follows: 9 **10-15-105.** Contract requirements - refund - full performance. 10 11 (9) (a) Notwithstanding any other provision of this section to the 12 contrary, upon the request and consent of the contract buyer, a preneed 13 contract, related trust, or assignment of the ownership or the benefits of 14 a life insurance policy may be made irrevocable. However, the contract 15 buyer, or his or her heirs, assigns, or duly authorized representatives THE 16 PERSON WITH THE RIGHT OF FINAL DISPOSITION may, at any time before 17 performance, transfer the funds or the assignment to any other ANOTHER 18 contract seller or general provider as required by applicable laws. 19 (b) THE CONTRACT BUYER OR, IF THE CONTRACT BUYER HAS DIED, 20 THE PERSON AUTHORIZED TO DIRECT THE DISPOSITION OF THE DECEASED 21 CONTRACT BUYER, MAY SELECT ANOTHER FUNERAL PROVIDER TO PROVIDE 22 THE PREARRANGED FUNERAL MERCHANDISE AND SERVICES. IF ANOTHER 23 PROVIDER IS SELECTED, THE ORIGINAL PRENEED SELLER MAY RETAIN UP TO 24 FIFTEEN PERCENT OF THE ORIGINAL PRENEED CONTRACT PURCHASE PRICE. 25 (10) (a) THE CONTRACT SELLER SHALL: 26 (I) DISCLOSE THE NAME AND ADDRESS OF THE TRUSTEE WHO 27 HOLDS THE PRENEED CONTRACT FUNDS; AND

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1	(II) NOTIFY THE BUYER WHEN THE PRENEED CONTRACT FUNDS ARE
2	DEPOSITED INTO TRUST.
3	(b) To comply with this subsection (10), the disclosure
4	MUST ADVISE THE CONSUMER TO CONTACT THE COMMISSIONER IF
5	CONFIRMATION IS NOT RECEIVED BY A SPECIFIED TIME.
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7	SECTION 6. In Colorado Revised Statutes, add 10-15-111.5 as
8	follows:
9	<b>10-15-111.5. Change of ownership - rules.</b> (1) (a) A SALE OF AN
10	EXISTING PRENEED CONTRACT THAT CHANGES WHO PROVIDES FUNERAL
11	GOODS AND SERVICES IS VOID UNLESS APPROVED BY THE COMMISSIONER
12	UNDER THIS SECTION. TO TRANSFER OWNERSHIP, THE CONTRACT SELLER
13	MUST REPORT A PENDING SALE OF THE PRENEED CONTRACT TO THE
14	COMMISSIONER IN WRITING AT LEAST FOURTEEN DAYS BEFORE THE SALE
15	<u>CLOSING. THE NOTICE MUST INCLUDE:</u>
16	(I) THE NAME AND ADDRESS OF THE CONTRACT SELLER;
17	(II) THE NAME AND ADDRESS OF THE ORGANIZATION PROPOSING
18	TO ACQUIRE OWNERSHIP OF THE PRENEED CONTRACT, REFERRED TO IN THIS
19	SECTION AS THE "TRANSFEREE";
20	(III) THE NAME AND ADDRESS OF THE OWNERS, OPERATORS,
21	CORPORATE OFFICERS, PARTNERS, OR MEMBERS OF THE TRANSFEREE;
22	(IV) THE NAME AND ADDRESS OF THE FINANCIAL INSTITUTION
23	WHERE PRENEED FUNDS ARE HELD;
24	(V) THE NAME UNDER WHICH PRENEED FUNDS ARE HELD;
25	(VI) A DESCRIPTION OF EACH PRENEED CONTRACT,
26	ARRANGEMENT, OR AGREEMENT INCLUDED IN THE SALE;
27	(VII) AN ACCOUNTING OF THE TRUST FUND AND ALL TRANSFERRED

1	AND OUTSTANDING PRENEED CONTRACTS, INCLUDING THE NUMBER OF
2	PENDING CONTRACTS, THE FULL CONTRACT VALUE, THE CURRENT VALUE
3	FOR EACH CONTRACT, A RECORD OF ALL DISBURSEMENTS FROM PRENEED
4	TRUST ACCOUNTS WITHIN THE LAST TWENTY-FOUR MONTHS, AND THE
5	INFORMATION REQUIRED IN THE ANNUAL REPORT;
6	(VIII) ANY DOCUMENTS OR AMENDMENTS THERETO CONCERNING
7	THE TRUST OR INSURANCE FUNDS, OR ANY OTHER PREPLANNING OR
8	PREFUNDING AGREEMENTS;
9	(IX) A COPY OF THE NOTICE PROPOSED TO BE SENT TO THE
10	CONTRACT BUYERS AFTER THE TRANSFER; AND
11	(X) ANY OTHER INFORMATION THAT IS REASONABLY REQUIRED BY
12	THE COMMISSIONER BY RULE.
13	(b) The commissioner may, by rule or order, waive or
14	REDUCE ANY OR ALL OF THE REQUIREMENTS IN SUBPARAGRAPHS (I) TO (X)
15	OF PARAGRAPH (a) OF THIS SUBSECTION (1) AS UNNECESSARY OR
16	INAPPROPRIATE IN THE PUBLIC INTEREST OR FOR THE PROTECTION OF THE
17	CONTRACT BUYERS.
18	(2) (a) <u>The commissioner shall approve the contract</u>
19	SELLER'S APPLICATION FOR CHANGE OF OWNERSHIP BY WRITTEN
20	AUTHORIZATION IF:
21	(I) <u>The accounting is complete, accurate, and shows the</u>
22	TRUST FUND IS WHOLE AND INTACT;
23	(II) <u>All required information and documents are filed</u>
24	WITH THE COMMISSIONER; AND
25	(III) THE TRANSFEREE HOLDS A VALID CONTRACT SELLER'S
26	LICENSE, OR IS QUALIFIED UNDER SECTION 10-15-103 FOR A CONTRACT
27	SELLER'S LICENSE, AND IS ABLE TO PERFORM ALL TRANSFERRED PRENEED

1 <u>CONTRACTS IN ACCORDANCE WITH THIS ARTICLE.</u>

2 (b) THE COMMISSIONER SHALL APPROVE OR DISAPPROVE OF THE 3 SALE OF AN EXISTING PRENEED CONTRACT IN WRITING WITHIN SIXTY DAYS 4 AFTER RECEIVING THE REPORT REQUIRED BY PARAGRAPH (a) OF 5 SUBSECTION (1) OF THIS SECTION. IF THE COMMISSIONER FAILS TO 6 DISAPPROVE OF THE SALE IN WRITING WITHIN SIXTY DAYS, THE SALE IS 7 DEEMED APPROVED. 8 (3) (a) THE CONTRACT SELLER, OR PERSON WITH AN INTEREST IN 9 THE CONTRACT, REMAINS LIABLE FOR ALL FUNDS AND TRANSACTIONS 10 UNTIL THE EFFECTIVE DATE OF THE TRANSFER. 11 (b) ANY DISCREPANCIES, MALFEASANCE, OR FRAUD PRIOR TO THE 12 SALE OF THE PRENEED CONTRACT IS THE RESPONSIBILITY OF THE SELLER, 13 FOR WHICH THE SELLER IS LIABLE. 14 WITHIN THIRTY DAYS AFTER APPROVAL BY THE (4) 15 COMMISSIONER, THE TRANSFEREE OF A PRENEED CONTRACT SHALL SEND 16 A NOTICE TO THE LAST-KNOWN ADDRESS OF EACH CONTRACT BUYER 17 INFORMING THE BUYER OF THE CHANGE IN OWNERSHIP AND THE 18 ASSUMPTION OF THE OBLIGATION TO PERFORM THE PRENEED CONTRACT. 19 \_\_\_\_ 20 SECTION 7. In Colorado Revised Statutes, amend 10-15-116 as 21 follows: 22 **10-15-116.** Surrender of license. (1) Any contract seller may 23 surrender such contract seller's license by delivering it to the 24 commissioner with written notice of its surrender, but such surrender 25 shall not affect the contract seller's civil or criminal liability for acts 26 committed prior thereto. A CONTRACT SELLER MAY SURRENDER A LICENSE 27 BY:

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(a) FILING WRITTEN NOTICE WITH THE COMMISSIONER;

2 (b) SUBMITTING A LIST OF ALL OUTSTANDING PRENEED 3 CONTRACTS, INCLUDING THE NAME OF THE CONTRACT BUYER, THE 4 METHOD OF FUNDING FOR THE PRENEED CONTRACT, THE PRENEED 5 CONTRACT PRICE, THE AMOUNT OF FUNDS RECEIVED, AND THE AMOUNT OF 6 FUNDS HELD IN TRUST;

7 (c) PAYING ALL OUTSTANDING FINES AND INVOICES DUE TO THE
8 STATE OF COLORADO; AND

9 (d) SUBMITTING THE CURRENT CERTIFICATE OF AUTHORITY.

10 (2) UPON RECEIPT OF THE NOTICE, THE COMMISSIONER SHALL
11 REVIEW THE PRENEED CONTRACT SELLER'S TRUST FUNDS AND EVIDENCE
12 OF ALL OUTSTANDING PRENEED CONTRACTS.

13 (3) UPON DETERMINING THAT THE AVAILABLE ASSETS ARE
14 SUFFICIENT TO MEET ANY REMAINING PRENEED CONTRACT LIABILITIES,
15 THE COMMISSIONER SHALL DEACTIVATE THE LICENSE.

16 (4) THE CONTRACT SELLER SHALL CONTINUE TO KEEP THE TRUST
17 FUND INTACT AND IN TRUST AFTER THE LICENSE IS INACTIVE, AND THE
18 TRUSTEE SHALL DISBURSE THE FUNDS IN TRUST IN ACCORDANCE WITH
19 PRENEED CONTRACTS UNTIL THE FUNDS ARE EXHAUSTED.

(5) THE COMMISSIONER HAS JURISDICTION OVER THE INACTIVE
CONTRACT SELLER AND TO REQUIRE THE REPORTS REQUIRED BY SECTION
10-15-104 AND INSPECT THE RECORDS REQUIRED BY THIS ARTICLE SO
LONG AS THERE ARE FUNDS IN TRUST OR PRENEED CONTRACTS THAT ARE
NOT FULFILLED. WHEN THE FUNDS IN TRUST ARE EXHAUSTED OR EACH
PRENEED CONTRACT IS FULFILLED, THE COMMISSIONER SHALL FINALLY
CANCEL THE LICENSE OF THE CONTRACT SELLER.

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(6) UPON A FINDING THAT AN EMERGENCY EXISTS THAT WILL

1	HARM CONSUMERS, THE COMMISSIONER MAY BY ORDER ADMINISTER
2	PRENEED CONTRACTS AND ACCOUNTS IF THE BUSINESS OF THE CONTRACT
3	SELLER CLOSES DUE TO FINANCIAL INSOLVENCY, CRIMINAL ACTIVITY, OR
4	LICENSE SUSPENSION.
5	SECTION 8. In Colorado Revised Statutes, 12-54-110, amend
6	(2) (a) introductory portion, $(2)$ (a) (IV) (C), and $(2)$ (a) (IV) (D); and add
7	<u>(2) (a) (IV) (E) as follows:</u>
8	<b><u>12-54-110.</u></b> Registration required. (2) (a) Each funeral
9	establishment shall register with the director using forms as determined
10	by the director. The registration shall include without limitation, the
11	following:
12	(IV) A list of each of the following services provided at each
13	funeral establishment location:
14	(C) Transporting human remains to or from the funeral
15	establishment or the place of final disposition; and
16	(D) Providing funeral goods or services to the public; AND
17	(E) SELLING PRENEED CONTRACTS.
18	SECTION 9. In Colorado Revised Statutes, 12-54-303, amend
19	(2) (a) introductory portion, $(2)$ (a) (IV) (C), and $(2)$ (a) (IV) (D); and add
20	(2) (a) (IV) (E) as follows:
21	12-54-303. Registration required. (2) (a) Each crematory shall
22	register with the director using forms as determined by the director. The
23	registration shall include without limitation, the following:
24	(IV) A list of each of the following services provided at each
25	crematory location:
26	(C) Providing funeral goods or services to the public; and
27	(D) Cremating human remains; AND

1 (E) SELLING PRENEED CONTRACTS. 2 **SECTION 10.** Appropriation - adjustments to 2013 long bill. 3 (1) For the implementation of this act, appropriations made in the annual 4 general appropriation act to the department of regulatory agencies for the 5 fiscal year beginning July 1, 2013, are adjusted as follows: 6 (a) The cash funds appropriation from the division of insurance 7 cash fund created in section 10-1-103 (3), Colorado Revised Statutes, for 8 the division of insurance for personal services, is decreased by \$2,400. 9 SECTION 11. Act subject to petition - effective date -10 **applicability.** (1) This act takes effect at 12:01 a.m. on the day following 11 the expiration of the ninety-day period after final adjournment of the 12 general assembly (August 7, 2013, if adjournment sine die is on May 8, 13 2013); except that, if a referendum petition is filed pursuant to section 1 14 (3) of article V of the state constitution against this act or an item, section, 15 or part of this act within the period, then the act, item, section, or part will 16 not take effect unless approved by the people at the general election to be 17 held in November 2014 and, in such case, will take effect on the date of 18 the official declaration of the vote thereon by the governor. 19 (2) This act applies to preneed contracts created on or after the

20 applicable effective date of this act.