

# Senate Commerce Committee

*Aaron Jones 271-2609*

**HB 1207-FN**, relative to certain laws applicable to state chartered banks, credit unions, trust companies, and other consumer credit entities subject to the authority of the banking department.

**Hearing Date:** March 31, 2026

**Time Opened:** 10:37 a.m.

**Time Closed:** 10:51 a.m.

**Members of the Committee Present:** Senators Innis, Ricciardi, Murphy, McGough, Fenton and Reardon

**Members of the Committee Absent :** None

**Bill Analysis:** This bill:

I. Eliminates regular examination fees for New Hampshire state-chartered credit unions, trust companies, and family trust companies and replaces them with an annual fixed base fee.

II. Aligns minimum license requirements in New Hampshire state law with the federal Secure and Fair Enforcement for Mortgage Licensing (SAFE) Act by easing the restriction for applicants with certain prior criminal convictions to qualify for a mortgage loan originator license.

III. Authorizes the bank commissioner to conduct certain communications with consumer credit division license applicants through the nationwide multistate licensing system.

IV. Makes amendments to the state law that governs the licensing, supervision, and examination of money transmitters.

V. Modifies application requirements for financial institution applicants, including raising filing fees for certain types of applications and notices and expanding the definition of a “change of ownership of a trust company.”

VI. Raises the license application and renewal fees for small loan lender, mortgage banker, mortgage servicer, mortgage broker, mortgage loan originator, money transmitter, and debt adjuster licensees.

VII. Makes other technical amendments to the New Hampshire state banking laws.

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**Sponsors:**

**Who supports the bill:** Representative John Hunt, Ryan Hale (NH Bankers), Kyle Baker (NH Credit Unions), Glenn Perlow (NH Trust Council), Emelia Galdieri (NH Banking Department), Seth Zoracki (NH Banking Department), Tom Prasol (Mortgage Bankers & Brokers Association)

**Who opposes the bill:** No one

**Who is neutral on the bill:** No one

**Summary of testimony presented in support:**

***Representative John Hunt***

- Representative Hunt said this was housekeeping legislation that came from the Department.
- Representative Hunt said the stakeholders supported Amendment 26-1287s from Senator Innis.

***Emelia Galdieri, Commissioner, and Seth Zoracki, General Counsel, New Hampshire Banking Department***

- At their request, Commissioner Galdieri said this bill would change how the Department brought in revenue.
- Every year the Department receives an appropriation, and throughout the fiscal year, they collect fines and fees to pay it back. If they fall short, an assessment is done on licensed and chartered entities under their jurisdiction.
- For chartered entities, this bill would change exam fees to a flat fixed fee when examinations are conducted every 18 months. Commissioner Galdieri said this would make fees more predictable for entities.
- Licensed entities are charged a fee for an application when their licenses expire each year. This bill would adjust those fees to inflation.
- Commissioner Galdieri said the Department almost never conducts an assessment against licensed entities because they bring in enough through fines and fees.
- Since licensing fees were low compared to their budget and surrounding states, this bill would increase the fee charged for exams.
- Attorney Zoracki said the primary objective of this bill was to simplify, streamline, and update the statutory fee mechanisms that determine how they are funded.
- The amendment drafted by Senator Innis would apply the fixed annual fee to all state chartered institutions, including depository banks, credit unions, trust companies, and family trust companies.

- Changing fees to a predictable fixed rate collected at the conclusion of each examination will begin in December 2027.
- **Senator Fenton** said small businesses and retailers have raised concerns over the burdens caused by audits conducted under RSA 361-A. He asked to work with the Department next session to fix some of these gaps.
  - **Commissioner Galdieri** said the Department would work with anyone. They did not adjust fees for entities that are licensed under RSA 361-A because they are already being brought into alignment with other statutes. Since they are raising licensing fees, their goal was to lower the charge for exams.
- **Senator Reardon** asked how the Department calculated the change from an itemized examination fee to a flat fee.
  - **Commissioner Galdieri** said they averaged the exams conducted over 3 years, and it was about \$23,000.
- **Senator Reardon** asked if a large bank would be charged the same as a family trust company.
  - **Commissioner Galdieri** said family trust companies are covered by an \$11,000 fee because they are examined every 5 years. For banks and credit unions, participation from their federal counterparts determines how much they charge on an exam. It is also driven by how many examiners they have assigned to an exam. There is some variation because an entity could be complex or large. A lot of changes have happened at NCUA, FDIC, and the federal government. Two of these agencies have had 30 percent cuts made to their staffing. When changes occur, Commissioner Galdieri said it is good to be as steady as they can be.
- **Senator Reardon** asked how state depository institutions pay for a federal examination.
  - **Commissioner Galdieri** said it is an assessment based on their rating.
- **Senator Murphy** asked why language was being removed dealing with felons who have been pardoned on Page 4.
  - **Attorney Zoracki** said RSA 397-A governs the licensing of mortgage loan originators. These changes clarify how the criminal history for applicants of mortgage loan originator licenses are analyzed by the Department. This change would align state law with other states as well as the requirements of the federal Secure and Fair Enforcement for Mortgage Licensing Act. Mortgage originator applicants often apply in dozens of states; therefore, the goal is to make the system more uniform across the country.

**Summary of testimony presented in opposition:** None

**Neutral Information Presented:** None

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Date Hearing Report completed: April 3, 2026