



New Jersey Schools Insurance Group  
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## **Board of Trustees Meeting of May 17, 2023 Executive Director Report**

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We have concluded our negotiations for the 23/24 renewal and underwriting has been busy testing out our systems to ensure a smooth quoting process. Considering the state of the market, I am pretty happy with where our rates ended up. Overall, across all lines, we are up about 6.87%. Breaking that down a little more, we were up only 4.72% on our self-insured retention, or the risk we hold in house; on the other hand, the reinsurance, which we purchase in the market, was up 10.45%. So I am proud that we were able to keep the lines that we control more stable. We were also able to negotiate quite a bit with the reinsurers after our March broker meeting, where we announced our preliminary rate guidance, and those negotiations resulted in a much more positive picture for our members. We are looking forward to getting quotes out to our members and possible new members as quickly as we can.

At the March meeting, the Board approved a release of approximately \$2.6 million from NJSIG's surplus to all members who participated in the workers' compensation fund in the 2019/2020 fund year. We have communicated with all members what their exact refund will be, and we anticipate a mid-July delivery date for refund checks. We will be sending a letter to the New Jersey Department of Banking and Insurance (DOBI) to advise that we plan to make this refund in accordance with N.J.A.C. 11:15-4.21. Since it has been over twenty-four months from the end of fiscal year 2019/2020, we do not need DOBI's authorization to return the funds. Instead, DOBI will have 30 days to let us know in writing if the Commissioner disapproves; assuming there is no objection, the surplus will be returned as scheduled.

As a part of the renewal process this year, and in coordination with our sub-fund administrators, we have created a "Report Card" for our members. I have attached a sample for your review. The report card gives members a snapshot of the savings and grants they have been able to obtain through membership with NJSIG. These report cards will be rolling out in the next few weeks, and we are aiming to have them go out with proposals next renewal. We also have our quarterly sub-fund administrator meeting coming up next week, where we all meet to discuss renewal, plan upcoming

sub-fund meetings, discuss member concerns, and address any other pressing risk management issues.

We are also in the beginning stages of a safety committee project which will identify members with a high experience modification rate or a 25% increase in their modification rate from the previous year. The Member Services and Loss Control Department will then reach out to those members and guide them as to how to implement a successful safety committee, with a focus on addressing the particular drivers negatively affecting their MOD's.

I am very pleased to report that we have received very good feedback on our new application portal. This year, NJSIG staff members entered last year's applications into this system so that a majority of the applications are prefilled with last year's data. For the 2024/2025 renewal cycle, we expect that greater than 95% of the applications will be prefilled. Top on our priority list after renewal season is over is creating a single sign-on for all NJSIG services such as the safety grant portal, the broker dashboard and now the underwriting application portal. We hope that this makes this, and future renewals, easier. If anyone have any feedback as to how we can improve the portal, please let us know. This was created totally in-house, and we are happy to make whatever adjustments are needed to get it working as well as it can for our members and brokers.

Chief Financial Officer, Michele Carosi and I met with the finance committee on May 11<sup>th</sup> to discuss NJSIG's budget for the 2023/2024 fiscal year, which will be presented as a first reading later in the meeting.

Trustee Joseph Meloche, Ed.D. is retiring at the end of the school year and stepping down from NJSIG's Board. We are excited for his next chapter, but very sorry to lose him as a Board member. He has graciously served on our Board since September 2016, and we truly value his input and guidance. I reached out to Dr. Richard Bozza, Executive Director of the New Jersey Association of School Administrators for a nominee to fill Mr. Meloche's position. Dr. Bozza has nominated Jamie Moscony, Superintendent of Cape May Technical School District in Cape May County. I invited Jamie Moscony to join us for this Board meeting to find out what NJSIG is all about.

NJSBA's South Jersey representative on NJSIG's Board of Trustees has been vacant since September 27, 2022. I reached out to Dr. Timothy Purnell, NJSBA's Executive Director, for a new nominee, and he has nominated Karen Vick, Board member of Mantua Township Schools in Gloucester County. I also invited Karen Vick to join us today to find out what NJSIG is all about.

The end of our fiscal year is approaching, and several Trustee terms are expiring on June 30, 2023. We will address Trustee terms at the June meeting as a sort of reorganization meeting, and we should begin discussing retreat topics then as well. I propose July 11, 12, 18, or 19, 2023 as possible dates for our retreat.

Respectfully submitted,

Jill Deitch, Esq.  
Executive Director  
New Jersey Schools Insurance Group



# NJSIG Member Report Card

## SAMPLE SCHOOL DISTRICT

Member Since: 2017

### 5-Year Total Workers' Compensation Savings

**\$1,520,376.28**

### 4-Year Safety Grant & COVID-19 Return

**\$110,636.37**

### SAMPLE SCHOOL DISTRICT 5 - Year WC Contribution Savings

Policy Year	Workers' Compensation Mod	Preliminary WC Contribution (NJ CRIB Rates)	ERIC North's Sub-fund Deviation	Final WC Contribution (with NJSIG Sub-fund Deviation)	Member Savings
2022-2023	0.336771	\$610,259.06	0.600	\$366,155.44	\$244,103.37
2021-2022	0.376646	\$724,945.24	0.552	\$400,169.77	\$324,775.47
2020-2021	0.379117	\$619,196.98	0.562	\$347,988.70	\$271,208.28
2019-2020	0.441336	\$644,719.93	0.570	\$367,490.36	\$277,229.57
2018-2019	0.503611	\$859,402.12	0.531	\$456,342.52	\$403,059.59

### Cumulative 5 - Year Savings Being a Member of ERIC North

- Supplemental Indemnity not included.
- Includes broker fees

**\$1,520,376.28**

### Safety Grant & COVID-19 Return



	Safety Grant	COVID-19 Return	Total
2022	\$14,167.00	\$28,424.00	\$42,591.00
2021	\$15,239.00	\$14,335.76	\$29,574.76
2020	\$19,474.65	n/a	\$19,474.65
2019	\$18,996.72	n/a	\$18,996.72
<b>Total</b>	<b>\$67,877.37</b>	<b>\$42,759.76</b>	<b>\$110,636.37</b>

### Loss Ratio



### 4-Year Workers' Compensation Loss Ratio

2021-2022	48.51%
2020-2021	3.97%
2019-2020	22.60%
2018-2019	11.07%

### 4-Year Workers' Compensation Loss Ratio

