

New Jersey Schools Insurance Group 6000 Midlantic Drive, Suite 300 North Mount Laurel, New Jersey 08054 www.njsig.org

Board of Trustees Meeting of March 17, 2021 Accounting/Finance Report

- ACCOUNTING DEPARTMENT PROCESSES:

(1) Billing & Accounts Receivable Processes: NJSIG's Accounting
Department processed \$142 million of 2020/2021 renewal gross member
contributions and endorsements in the PeopleSoft Billing Module as of the
date of this report (03/08/2021). The Accounting Department is current with
all business that was bound and exported from the Underwriting system
(Navrisk). In addition, the Accounting Department continues to invoice
NJSIG's members in the PeopleSoft Billing system for monthly Workers
Compensation installments and miscellaneous endorsements as the billing
data is exported from Navrisk. The Accounting Department collected and
applied \$122 million of members' contribution deposits (to date) for the
2020/2021 fiscal year. The Accounting Department manages the collection
status of NJSIG member contributions by distributing the color-coded NJSIG
account statements to members on the 15th of each month.

(2) Accounts Payable: All accounts payable vouchers and payments are current. The Accounting Department processed \$12.8 million of broker commissions as part of the direct bill procedures during the 2020/2021 fiscal year.

- FINANCIAL REPORTS:

Please find the attached FY20/21 financial reports for 12/2020 and 01/2021. I have also included the 01/31/2021 Investment & Cash reports.

- SPECIAL PROJECTS:

In addition to my standard responsibilities, I have also been working on the following special projects:

(1) 2021/2022 Underwriting Changes (Testing in PeopleSoft): The Underwriting Department plans to implement several changes for the 2021/2022 policy renewals (i.e. breaking down reinsurance carrier data by individual carriers and/or breaking out lines of coverage (formerly included as part of the property package line of coverage)). The Accounting staff is diligently working with the IT Dept., using data provided by the Underwriting staff to test all these changes and the required modifications in PeopleSoft. This testing must be completed with full confidence in the PeopleSoft financial reporting processes and financial data prior to a "go live" implementation of the changes in Navrisk, the Underwriting system. These underwriting changes impact the following processes/reports in PeopleSoft:

- Billing processes the NJSIG invoices sent to members and the supporting data in the Accounts Receivable module require modifications
- Accounts Payable processes there will be an increase in the volume of carrier payable invoices and payments to carriers.
- Financial Reporting NJSIG Premium reports, Commission reports,
 Reinsurance Carrier Payable reports, Balance Sheet and Income statements require modifications for these Underwriting changes.
- (2) COVID-19 Member Contribution Return The Accounting Dept. is prepared to begin processing the COVID-19 member contribution return invoices in PeopleSoft immediately following the completion of the underwriting test data (# (1) above). Jill Deitch has prepared individual letters for each member indicating that member's specific COVID-19 contribution return amount and requesting their notification to the Accounting Dept. if they prefer a physical check instead of a credit (reduction) to a future payment. The Accounting Dept. will be responsible for the processing of any requested checks and/or the tracking of credits applied as it relates to each member's COVID-19 contribution return amount.
- (3) <u>Payroll Provider Upgrade</u> NJSIG's Sr. Payroll & Benefits Specialist, Payroll & Cash Management Specialist and Senior Staff Accountant are currently working with the payroll provider on this project. NJSIG will "go live" with this new platform this month (March 2021).
- (4) <u>Claims Dept. Financial Reporting</u>: As we discussed at a prior board meeting, many of the financial reporting processes in the Claims Dept. eventually will

be transitioned into the Accounting Dept. The first phase of this transition will occur during April 2021. The Claims Dept. Bill Payer will be transitioned into the Accounting Dept., under the supervision of Rebecca Fabiano (Sr. Staff Accountant). The process of transitioning all of the Claims Dept. financial functions will be require time and additional resources, which will be presented to the board of trustees prior to any implementation or transition.

- (5) FY 2020 Grant Allocation Analysis I have been collaboratively working with NJSIG's independent actuaries, the IT Dept. and NJSIG's sub-fund administrators to develop, analyze, verify and/or approve data for release to sub-fund members via NJSIG's safety grant portal. The portal is scheduled to open to all members in April.
- (6) 2021-2022 Budgets: I have started the analysis reporting for the 2021/2022 budget. Over the next month, I will be working with the NJSIG department managers and with the executive director to finalize the budget for the first reading at the May meeting. I will also reach out to the Finance Committee (prior to the May meeting) to set up a conference call for budget review, discussion and/or Finance Committee recommendations for revisions.

Thank you,
Michele Carosi
Chief Financial Officer



NJSIG Balance Sheet For the Period Ended 12/31/2020

	Current Balance	Prior Year
Current Assets:		
CASH IN BANKS	216,672,164.24	192,421,738.34
Money Market (WT)	58,791.20	99,613.13
Invest Fund US Notes (WT)	165,670,000.20	168,665,000.20
Invest Prem/Disc - Notes (WT)	(182,044.27)	(685,896.27)
Market Value Adjust (WT)	1,051,185.71	213,560.41
Invest Fund-US Bills (WT)	23,875,000.00	18,610,000.00
Invest Prem/Disc Bills (WT)	(15,018.24)	(429,629.38)
MARKETABLE SECURITIES	190,457,914.60	186,472,648.09
Reins. Recovery Receivable	0.00	0.00
Reins. Recovery 85/86 Recvb'l	(24,922.70)	(39,274.66)
REINSURANCE RECEIVABLES	(24,922.70)	(39,274.66)
KEMOSKA KESELAMBEES	(21,022.70)	(00,27 1.00)
Interest/Divid Recvb'l - WT	455,273.96	1,000,075.02
INTEREST/DIVIDENDS RECEIVABLES	455,273.96	1,000,075.02
Legal Settlement Recvb'l	100.00	100.00
MISC ACCOUNTS RECEIVABLES	100.00	100.00
Premium Recvb'l Installments	26,644,556.66	26,423,210.70
Premium Receivable	6,117,159.45	4,005,039.00
PREMIUM RECEIVABLES	32,761,716.11	30,428,249.70
TOTAL Current Assets	440,322,246.21	410,283,536.49
F&F Original Value	1,566,300.65	1,545,068.28
Accumulated Depreciation	(1,330,445.91)	(1,167,799.52)
TOTAL FIXED ASSETS	235,854.74	377,268.76
TOTAL TIMES AGGETG	200,001.71	077,200.70
Other Assets:		
Prepaid General Insurance	36,281.00	0.00
Prepaid Crime Insurance	0.11	0.11
Prepaid General Expenses	135,588.44	101,900.57
Prepaid TPA Expenses	225,000.00	0.00
PREPAID ASSETS	396,869.55	101,900.68



NJSIG Balance Sheet For the Period Ended 12/31/2020

	Current Balance	Prior Year
Unearned Reins Exp	0.00	0.00
Unearned Agent Comm.	0.00	0.00
UNEARNED EXPENSES	0.00	0.00
OTHER ASSETS	0.00	0.00
OTHER AGGETG	0.00	0.00
GASB68-Defer Out-ChnglnAssump	1,445,992.00	2,631,505.00
GASB68-DeferOut-ChngProportion	1,531,257.00	2,268,736.00
GASB68-DeferOut-ExpectvsActual	259,917.00	304,540.00
GASB68DeferOut-SubsqntContrib	0.00	0.00
DEFERRED OUTFLOWS	3,237,166.00	5,204,781.00
TOTAL OTHER ASSETS	3,634,035.55	5,306,681.68
TOTAL ASSETS	444,192,136.50	415,967,486.93
Account Formance Parable	400,004,00	400.004.00
Accrued Expenses Payable	122,294.69	122,294.69
A/P Module INS01	(509.38)	(12,149.67)
Safety Grant Payable	11,092,711.17	13,550,247.42
Deferred Rent Liability	82,198.86	0.00
Federal Income Tax W/H	(5.60)	(5.60)
Medicare - Employer	(1.31) 2,595.22	(1.31)
FSA MED Payable		(1,306.23)
FSA Depend Payable TOTAL CURRENT LIABILITIES	(123.87) 11,299,159.78	(711.44) 13,658,367.86
TOTAL CONNENT LIABILITIES	11,299,139.70	15,050,507.00
Estimated Unpaid Losses	191,332,000.00	200,277,000.00
Reserve-Unalloc Loss Adjust	8,700,000.00	8,700,000.00
Unearned Premiums	0.00	0.00
Post Retirement Bene Paybl	2,168,075.52	2,193,826.89
Rate Stabilization-ERIC North	593,362.40	593,362.40
Rate Stabilization-ERIC South	99,230.99	99,230.99
Rate Stabilization - ERIC West	197,760.85	197,760.85
Rate Stabilization - BACCEIC	319,325.66	319,325.66
Rate Stabilization - MOCSSIF	320,824.09	320,824.09
Rate Stabilization - NJEIF	437,559.63	437,559.63
TOTAL LONG TERM LIABILITIES	204,168,139.14	213,138,890.51
Pensions Payable	42,319.85	42,347.76
GASB68-Pension Payable	14,481,115.00	15,969,473.00
403B/T. Rowe Price Payable	0.22	0.22
Retro Claims (Cash)	154,038.23	241,679.75



NJSIG Balance Sheet For the Period Ended 12/31/2020

	Current Balance	Prior Year
Group Term Life Payable	192.99	139.60
Agent Comm. Payable	2,359,453.41	2,063,452.15
TOTAL OTHER LIABILITIES	17,037,119.70	18,317,092.48
TOTAL REINSURANCE PAYABLES	1,999,469.82	1,907,157.52
TOTAL EXCISE TAX LIABILITIES	(4,363.92)	4,049.56
Member Return Payable FY19/20	3,279,199.00	0.00
TOTAL MEMBER RETURN PAYABLES	3,279,199.00	0.00
GASB68-DeferIn-DiffInInvest	228,590.00	149,794.00
GASB68-DeferIn-ChngIn Proport	176,714.00	68,024.00
GASB68-DeferIn-ChngInAssump	5,026,349.00	5,106,188.00
GASB68-DeferIn-ExpectVsActual	63,971.00	82,344.00
GASB75-DeferIn-ExpectVSActual	(34.00)	(34.00)
GASB68-DeferIn-SpecLiabIndivER	0.00	246.00
TOTAL DEFERRED INFLOWS	5,495,590.00	5,406,562.00
TOTAL LIABILITIES	243,274,313.52	252,432,119.93
Retained Earnings Fund Balance	139,233,104.69	107,824,597.90
Year-to-Date Earnings	61,684,718.29	55,710,769.10
Total Capital	200,917,822.98	163,535,367.00
Total Liabilities and Capital	444,192,136.50	415,967,486.93



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Income:				
	Member Contributions	142,386,834.62	140,299,998.00	34,335.19	0.00
	Retro Accounts Income	0.00	0.00	0.00	0.00
	Total Income	142,386,834.62	140,299,998.00	34,335.19	0.00
	Adjustments:				
	Member Contribution Returns	0.00	0.00	0.00	0.00
4301	Reinsurance Recoveries	2,810,399.86	0.00	729,952.54	0.00
4303	Accrued Reins Recoveries	(860,306.00)	0.00	0.00	0.00
4304	Subrogation Income	317,138.53	0.00	18,991.69	0.00
4307	Claim Deduct'bl Credit	28,500.00	0.00	0.00	0.00
	Recoveries & Subro Income	2,295,732.39	0.00	748,944.23	0.00
	Revenue	144,682,567.01	140,299,998.00	783,279.42	0.00



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Expenses:				
5102	Salaries-Temporary Employees	885.92	23,000.00	0.00	3,833.33
5103	Salaries	3,075,897.64	3,302,838.50	516,603.82	550,473.08
5104	Salaries-Overtime	13,008.69	17,063.00	2,852.82	2,843.83
5105	Salaries-Third Party Sick Pay	0.00	0.00	0.00	0.00
5106	Deferred Compensation Pay	3,000.00	3,000.00	500.00	500.00
5108	Payroll Tax Expenses	159,542.50	256,596.00	35,748.55	42,766.00
5109	Pension Expense	0.00	466,069.00	0.00	77,678.17
5111	Recruiting Costs	0.00	1,250.00	0.00	208.33
5112	Post Retirement Bene Exp	0.00	123,357.00	0.00	20,559.50
5113	Employee Medical Benefits	462,983.26	551,068.50	77,510.62	91,844.75
5114	Employee Dental Benefits	32,383.47	33,815.00	5,408.06	5,635.83
5115	Employee Vision Benefits	10,340.70	13,757.50	0.00	2,292.92
5118	Employee ST Disab & Other Ins	24,676.12	40,000.00	(3,660.20)	6,666.67
5119	Defined Contrib Retirement Exp	548.23	1,368.50	548.23	228.08
	Personnel Expenses	3,783,266.53	4,833,183.00	635,511.90	805,530.50
5203	Marketing Expenses	1,234.50	4,500.00	205.75	750.00
	Member Services Dept Expenses	1,234.50	4,500.00	205.75	750.00
5227	Loss Prevention	32.52	8,875.00	5.42	1,479.17
	Loss Control Dept Expenses	32.52	8,875.00	5.42	1,479.17
5252	Claims Audit Expense	0.00	45,000.00	0.00	7,500.00
5253	Claims Admin. Expenses	(78.00)	0.00	0.00	0.00
	Claims Dept Expenses	(78.00)	45,000.00	0.00	7,500.00
5301	Accounting Fees	0.00	2,500.00	0.00	416.67
5303	Actuary Fees	23,161.85	145,000.00	18,166.20	24,166.67
5305	Loss Control Outside Services	111,867.45	135,750.00	20,876.33	22,625.00
5306	Legal & Professional Fees	1,427.50	62,500.00	0.00	10,416.67
5310	Third Party AdminWillis	337,500.00	337,500.00	56,250.00	56,250.00
	Outside Service Fees	473,956.80	683,250.01	95,292.53	113,875.00



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Total Agent Commission Expense	14,067,391.47	12,785,689.00	4,958.70	0.00
5404	Olaima E	04 400 507 50	05 004 447 00	5 004 004 00	5 000 540 50
5401	Claims Expense	24,498,567.56	35,961,117.00	5,024,094.08	5,993,519.50
	Claims Expenses	24,498,567.56	35,961,117.00	5,024,094.08	5,993,519.50
	Reinsurance Expenses	39,685,449.23	39,228,344.50	14,251.34	12,234.92
E2E2	IT Office Equipment Supplies	868.87	15 250 00	466.88	2 541 67
5352 5353	IT - Office Equipment Supplies	6,501.02	15,250.00 15,150.00	0.00	2,541.67
5354	Office Equipment Maintenance Computer Software Maintenance	•	•		2,525.00
5554	·	103,147.10	174,762.50	19,126.53	29,127.08
	Information Technology Dept Expenses	110,516.99	205,162.50	19,593.41	34,193.75
5702	Depreciation Expense	307,013.92	307,695.50	50,400.83	51,282.58
5703	Dues & Subscriptions	13,341.06	56,865.50	1,605.12	9,477.58
5704	Misc. Bank Fees	47,565.09	51,687.50	0.00	8,614.58
5705	IRS & State Tax/Fees	9.80	0.00	0.00	0.00
5708	Rent Expense	237,852.76	248,859.00	40,970.76	41,476.50
5709	Office Supplies	7,180.13	11,207.50	73.87	1,867.92
5710	Office Operating Expenses	24,380.61	30,300.00	2,167.64	5,050.00
5711	Office Leased Expenses	8,225.15	9,750.00	1,675.97	1,625.00
5715	Group's Insurance Expense	111,135.22	135,975.00	1,260.56	22,662.50
5716	Group's Crime Insurance Exp.	13,738.50	0.00	2,289.75	0.00
5717	FSA Admin Fee	830.00	1,250.00	166.00	208.33
5723	Postage	21,450.87	34,750.00	3,467.84	5,791.67
5727	Employee Seminar Expenses	2,064.50	43,617.50	199.00	7,269.58
5728	Insurance Course Fees	1,807.75	7,499.99	30.75	1,250.00
5729	Tuition Reimursement	0.00	18,375.00	0.00	3,062.50
5730	Audit Fees	(5,469.00)	36,500.00	0.00	6,083.33
5731	Consulting Fees	30,325.33	172,750.00	625.00	28,791.67
5732	Miscellaneous Expenses	1,147.03	2,750.00	16.00	458.33
5733	Disaster Recovery Expenses	50,396.73	58,771.00	8,575.71	9,795.17
5737	Cell Phone Expense	3,941.41	5,340.00	781.66	890.00
5746	Foreign Excise Tax	102,138.03	51,589.00	90.22	8,598.17
	Business Operating Expenses	979,074.89	1,285,532.50	114,396.68	214,255.42
5201	Travel & Related Expenses	528.03	35,750.00	0.00	5,958.33



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
5851	Annual Meeting	15,797.50	30,450.00	132.90	5,075.00
5852	Trustee Meeting Expense	260.40_	3,000.00	0.00	500.00
	Conferences & Meeting Expenses	16,585.93	69,200.00	132.90	11,533.33
	Total Expenses	83,615,998.42	95,109,853.51	5,908,442.71	7,194,871.59



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Other Revenue and Expenses:				
4414 4423 4424 4425	Interest-NJ Cash Mgmt Fund Interest - InvBk Concentration Interest-Invest Fund (WT) Accrued Interest/Divid Investment Income	139.52 530,823.32 1,069,727.05 (131,020.93) 1,469,668.96	0.00 0.00 0.00 0.00 0.00	48.12 94,357.53 65,814.51 83,420.18 243,640.34	0.00 0.00 0.00 0.00 0.00
4501	Unrealized Gain/Loss Financial Income	(889,512.68) (889,512.68)	0.00 0.00	(159,234.30) (159,234.30)	0.00
4604 4609 4610	Realized Gain/(Loss) Invest-WT Change in Unrnd Ag Comm Change in Unrnd Reins Other Revenues	163,083.21 (36,755.07) (98,915.77) 27,412.37	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00
5901	Amortization of Inv. Premiums Investment Expenses	(10,581.05) (10,581.05)	0.00	(25,969.77) (25,969.77)	0.00
	Total Other Revenue and Expenses	618,149.70	0.00	110,375.81	0.00
	Net Revenue	61,684,718.29	45,190,144.49	(5,014,787.48)	(7,194,871.59)



NJSIG Balance Sheet For the Period Ended 1/31/2021

	Current Balance	Prior Year
Current Assets:		
CASH IN BANKS	212,580,839.39	195,041,547.92
Money Market (WT)	9,259,421.07	121,425.06
Invest Fund US Notes (WT)	156,420,000.20	187,515,000.20
Invest Prem/Disc - Notes (WT)	(156,112.27)	(687,610.45)
Market Value Adjust (WT)	914,284.26	445,288.29
Invest Fund-US Bills (WT)	23,910,000.00	0.00
Invest Prem/Disc Bills (WT)	(20,669.59)	0.04
MARKETABLE SECURITIES	190,326,923.67	187,394,103.14
Reins. Recovery Receivable	0.00	0.00
Reins. Recovery 85/86 Recvb'l	(24,922.70)	(39,274.66)
REINSURANCE RECEIVABLES	(24,922.70)	(39,274.66)
Interest/Divid Recvb'l - WT	600,396.44	592,804.91
INTEREST/DIVIDENDS RECEIVABLES	600,396.44	592,804.91
Mice Accounts Pageiyable	(15,000,00)	0.00
Misc. Accounts Receivable Legal Settlement Recvb'l	(15,000.00) 100.00	0.00
MISC ACCOUNTS RECEIVABLES	(14,900.00)	100.00 100.00
WIGO AGGGOVIO REGELVADEES	(14,300.00)	100.00
Premium Recvb'l Installments	17,356,702.26	17,258,293.31
Premium Receivable	11,124,604.80	5,393,447.35
PREMIUM RECEIVABLES	28,481,307.06	22,651,740.66
TOTAL Current Assets	431,949,643.86	405,641,021.97
F&F Original Value	1,825,770.65	1,792,978.80
Accumulated Depreciation	(1,381,794.50)	(1,216,521.97)
TOTAL FIXED ASSETS	443,976.15	576,456.83
Other Assets:		
	450 007 07	400 000 50
Prepaid General Insurance	159,987.67	129,639.58
Prepaid Crime Insurance	22,776.53	25,187.36
Prepaid General Expenses	127,841.99	143,203.57
Prepaid TPA Expenses PREPAID ASSETS	168,750.00 479,356.19	0.00 298,030.51
FILEAID ASSETS	479,300.19	290,030.31



NJSIG Balance Sheet For the Period Ended 1/31/2021

	Current Balance	Prior Year
Unearned Reins Exp	0.00	0.00
Unearned Agent Comm.	0.00	0.00
UNEARNED EXPENSES	0.00	0.00
OTHER ASSETS	0.00	0.00
GASB68-Defer Out-ChngInAssump	1,445,992.00	2,631,505.00
GASB68-DeferOut-ChngProportion	1,531,257.00	2,268,736.00
GASB68-DeferOut-ExpectvsActual	259,917.00	304,540.00
GASB68DeferOut-SubsqntContrib	0.00	0.00
DEFERRED OUTFLOWS	3,237,166.00	5,204,781.00
TOTAL OTHER ASSETS	3,716,522.19	5,502,811.51
TOTAL ASSETS	436,110,142.20	411,720,290.31
Accrued Expenses Payable	122 204 60	122 204 60
A/P Module INS01	122,294.69 (2,571.79)	122,294.69 (3,985.59)
Safety Grant Payable	11,092,711.17	13,550,247.42
Deferred Rent Liability	82,198.86	0.00
Federal Income Tax W/H	(5.60)	(5.60)
Medicare - Employer	(1.31)	(1.31)
FSA MED Payable	1,598.60	(1,360.89)
FSA Depend Payable	(403.54)	(423.10)
TOTAL CURRENT LIABILITIES	11,295,821.08	13,666,765.62
Estimated Unpaid Losses	191,332,000.00	200,277,000.00
Reserve-Unalloc Loss Adjust	8,700,000.00	8,700,000.00
Unearned Premiums	0.00	0.00
Post Retirement Bene Paybl	2,167,007.04	2,192,692.09
Rate Stabilization-ERIC North	593,362.40	593,362.40
Rate Stabilization-ERIC South	99,230.99	99,230.99
Rate Stabilization - ERIC West	197,760.85	197,760.85
Rate Stabilization - BACCEIC	319,325.66	319,325.66
Rate Stabilization - MOCSSIF	320,824.09	320,824.09
Rate Stabilization - NJEIF	437,559.63	437,559.63
TOTAL LONG TERM LIABILITIES	204,167,070.66	213,137,755.71
Pensions Payable	43,357.86	42,754.08
GASB68-Pension Payable	14,481,115.00	15,969,473.00



NJSIG Balance Sheet For the Period Ended 1/31/2021

	Current Balance	Prior Year
403B/T. Rowe Price Payable	4,746.55	0.22
Retro Claims (Cash)	172,159.81	209,183.37
Group Term Life Payable	262.18	223.72
Agent Comm. Payable	1,895,830.36	1,555,763.17
TOTAL OTHER LIABILITIES	16,597,471.76	17,777,397.56
TOTAL REINSURANCE PAYABLES	1,992,353.79	1,900,085.83
TOTAL EXCISE TAX LIABILITIES	(4,948.05)	(5,249.33)
Member Return Payable FY19/20	3,279,199.00	0.00
TOTAL MEMBER RETURN PAYABLES	3,279,199.00	0.00
GASB68-DeferIn-DiffInInvest	228,590.00	149,794.00
GASB68-DeferIn-ChngIn Proport	176,714.00	68,024.00
GASB68-DeferIn-ChnglnAssump	5,026,349.00	5,106,188.00
GASB68-DeferIn-ExpectVsActual	63,971.00	82,344.00
GASB75-DeferIn-ExpectVSActual	(34.00)	(34.00)
GASB68-DeferIn-SpecLiabIndivER	0.00	246.00
TOTAL DEFERRED INFLOWS	5,495,590.00	5,406,562.00
TOTAL LIABILITIES	242,822,558.24	251,883,317.39
Retained Earnings Fund Balance	139,233,104.69	107,824,597.90
Year-to-Date Earnings	54,054,479.27	52,012,375.02
Total Capital	193,287,583.96	159,836,972.92
Total Liabilities and Capital	436,110,142.20	411,720,290.31



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Income:				
	Member Contributions	142,386,947.18	140,299,998.00	112.56	0.00
	Retro Accounts Income	0.00	0.00	0.00	0.00
	Total Income	142,386,947.18	140,299,998.00	112.56	0.00
	Adjustments:				
	Member Contribution Returns	0.00	0.00	0.00	0.00
4301 4303 4304 4307	Reinsurance Recoveries Accrued Reins Recoveries Subrogation Income Claim Deduct'bl Credit Recoveries & Subro Income	2,854,451.63 (860,306.00) 588,607.22 43,500.00 2,626,252.85	0.00 0.00 0.00 0.00 0.00	44,051.77 0.00 271,468.69 15,000.00 330,520.46	0.00 0.00 0.00 0.00 0.00
	Revenue	145,013,200.03	140,299,998.00	330,633.02	0.00



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Expenses:				
5102	Salaries-Temporary Employees	885.92	26,833.33	0.00	3,833.33
5103	Salaries	3,592,805.36	3,853,311.59	516,907.72	550,473.08
5104	Salaries-Overtime	14,257.10	19,906.83	1,248.41	2,843.83
5105	Salaries-Third Party Sick Pay	0.00	0.00	0.00	0.00
5106	Deferred Compensation Pay	3,500.00	3,500.00	500.00	500.00
5108	Payroll Tax Expenses	209,211.59	299,362.00	49,669.09	42,766.00
5109	Pension Expense	0.00	543,747.17	0.00	77,678.17
5111	Recruiting Costs	0.00	1,458.33	0.00	208.33
5112	Post Retirement Bene Exp	0.00	143,916.50	0.00	20,559.50
5113	Employee Medical Benefits	541,381.45	642,913.25	78,398.19	91,844.75
5114	Employee Dental Benefits	37,954.25	39,450.83	5,570.78	5,635.83
5115	Employee Vision Benefits	14,511.34	16,050.42	4,170.64	2,292.92
5118	Employee ST Disab & Other Ins	39,080.70	46,666.67	14,404.58	6,666.67
5119	Defined Contrib Retirement Exp	548.23	1,596.58	0.00	228.08
	Personnel Expenses	4,454,135.94	5,638,713.50	670,869.41	805,530.50
5203	Marketing Expenses	1,440.25	5,250.00	205.75	750.00
	Member Services Dept Expenses	1,440.25	5,250.00	205.75	750.00
5227	Loss Prevention	37.94	10,354.17	5.42	1,479.17
	Loss Control Dept Expenses	37.94	10,354.17	5.42	1,479.17
5252	Claims Audit Expense	0.00	52,500.00	0.00	7,500.00
5253	Claims Admin. Expenses	(428.00)	0.00	(350.00)	0.00
	Claims Dept Expenses	(428.00)	52,500.00	(350.00)	7,500.00
5301	Accounting Fees	0.00	2,916.67	0.00	416.67
5303	Actuary Fees	53,992.30	169,166.67	30,830.45	24,166.67
5305	Loss Control Outside Services	132,356.29	158,375.00	20,488.84	22,625.00
5306	Legal & Professional Fees	2,935.00	72,916.67	1,507.50	10,416.67
5310	Third Party AdminWillis	393,750.00	393,750.00	56,250.00	56,250.00
	Outside Service Fees	583,033.59	797,125.01	109,076.79	113,875.00



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Total Agent Commission Expense	14,067,392.99	12,785,689.00	1.52	0.00
5401	Claims Expense	31,587,827.15	41,954,636.50	7,089,259.59	5,993,519.50
0.0.	Claims Expenses	31,587,827.15	41,954,636.50	7,089,259.59	5,993,519.50
	Claime Expenses	0.,00.,020	,00.,000.00	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	3,000,010.00
	Reinsurance Expenses	39,687,202.20	39,240,579.42	1,752.97	12,234.92
5352	IT - Office Equipment Supplies	978.87	17,791.67	110.00	2,541.67
5353	Office Equipment Maintenance	6,501.02	17,675.00	0.00	2,525.00
5354	Computer Software Maintenance	116,610.77	203,889.58	13,463.67	29,127.08
	Information Technology Dept Expenses	124,090.66	239,356.25	13,573.67	34,193.75
	.				
5702	Depreciation Expense	358,362.51	358,978.08	51,348.59	51,282.58
5703	Dues & Subscriptions	17,595.70	66,343.09	4,254.64	9,477.58
5704	Misc. Bank Fees	71,370.64	60,302.08	23,805.55	8,614.58
5705	IRS & State Tax/Fees	9.80	0.00	0.00	0.00
5708	Rent Expense	278,597.29	290,335.50	40,744.53	41,476.50
5709	Office Supplies	8,274.68	13,075.42	1,094.55	1,867.92
5710	Office Operating Expenses	30,155.18	35,350.00	5,774.57	5,050.00
5711	Office Leased Expenses	9,413.68	11,375.00	1,188.53	1,625.00
5715	Group's Insurance Expense	125,679.55	158,637.50	14,544.33	22,662.50
5716	Group's Crime Insurance Exp.	15,809.08	0.00	2,070.58	0.00
5717	FSA Admin Fee	996.00	1,458.33	166.00	208.33
5723	Postage	24,512.85	40,541.67	3,061.98	5,791.67
5727	Employee Seminar Expenses	2,793.75	50,887.09	729.25	7,269.58
5728	Insurance Course Fees	3,489.75	8,749.99	1,682.00	1,250.00
5729	Tuition Reimursement	0.00	21,437.50	0.00	3,062.50
5730	Audit Fees	(5,469.00)	42,583.33	0.00	6,083.33
5731	Consulting Fees	30,950.33	201,541.67	625.00	28,791.67
5732	Miscellaneous Expenses	1,482.82	3,208.33	335.79	458.33
5733	Disaster Recovery Expenses	106,098.42	68,566.17	55,701.69	9,795.17
5737	Cell Phone Expense	5,529.89	6,230.00	1,588.48	890.00
5746	Foreign Excise Tax	102,190.62	60,187.17	52.59	8,598.17
	Business Operating Expenses	1,187,843.54	1,499,787.92	208,768.65	214,255.42
5201	Travel & Related Expenses	648.79	41,708.33	120.76	5,958.33



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
5851	Annual Meeting	15,930.40	35,525.00	132.90	5,075.00
5852	Trustee Meeting Expense	283.65	3,500.00	23.25	500.00
	Conferences & Meeting Expenses	16,862.84	80,733.33	276.91	11,533.33
	Total Expenses	91,709,439.10	102,304,725.10	8,093,440.68	7,194,871.59



		Actuals YTD	Budget YTD	Actuals Month	Budget Month
	Other Revenue and Expenses:				
4414	Interest-NJ Cash Mgmt Fund	139.52	0.00	0.00	0.00
4423	Interest - InvBk Concentration	623,899.98	0.00	93,076.66	0.00
4424	Interest-Invest Fund (WT)	1,073,511.12	0.00	3,784.07	0.00
4425	Accrued Interest/Divid	14,101.55	0.00	145,122.48	0.00
	Investment Income	1,711,652.17	0.00	241,983.21	0.00
4501	Unrealized Gain/Loss	(1,026,414.13)	0.00	(136,901.45)	0.00
.00.	Financial Income	(1,026,414.13)	0.00	(136,901.45)	0.00
4603	Miscellaneous Income	104.88	0.00	104.88	0.00
4604	Realized Gain/(Loss) Invest-WT	203,913.29	0.00	40,830.08	0.00
4605	Seminar Income	1,450.00	0.00	1,450.00	0.00
4609	Change in Unrnd Ag Comm	(36,755.07)	0.00	0.00	0.00
4610	Change in Unrnd Reins	(98,915.77)	0.00	0.00	0.00
4010	Other Revenues		0.00	42,384.96	0.00
	Other Revenues	69,797.33	0.00	42,364.96	0.00
5901	Amortization of Inv. Premiums	4,317.03	0.00	14,898.08	0.00
	Investment Expenses	4,317.03	0.00	14,898.08	0.00
	Total Other Revenue and Expenses	750,718.34	0.00	132,568.64	0.00
	Net Revenue	54,054,479.27	37,995,272.91	(7,630,239.02)	(7,194,871.59)

N J S I G SUMMARY OF CASH AND INVESTMENTS AS OF 1/31/2021

CASH & CASH EQUIVALENTS:

Petty Cash	\$190.66
Cash Mgmt. Fund - N.J. State	\$342,584.47
Concentration Acct (TD Bank)	\$0.00
Claims Acct (TD Bank)	(\$1,398.27)
Concentration Acct (Investors)	\$215,182,793.97
Operating Acct (Investors)	(\$1,354,682.49)
Claims Acct (Investors)	(\$1,181,703.48)
Payroll Acct (Investors)	\$3.04
Assessmnt Collection Acct(INV)	(\$406,947.93)
Money Market (WT)	\$9,259,421.07

TOTALS AS OF 1/31/2021 \$221,840,261.04

INVESTMENTS:

(Including amortization of premiums/discounts & excluding market value adjustments)

		<u>AMORTIZED</u>		
	MATURITY	PREMIUM/DISCOUNT	TOTAL MARKET	<u>% OF</u>
	<u>AMOUNT</u>	<u>VALUE</u>	<u>VALUE</u>	<u>INVEST</u>
0 TO 12 MONTHS	\$137,480,000	(\$176,782)	\$138,093,915	76%
12 TO 24 MONTHS	\$42,850,000	\$0	\$42,973,588	24%
24 TO 36 MONTHS	\$0			
36 TO 48 MONTHS	\$0			
48 TO 60 MONTHS	\$0			
	-			
TOTALS	\$180,330,000	(\$176,782)	\$181,067,502	100%

TOTAL AS OF	1/31/2021	
CASH &	CASH EQUIVALENTS	\$221,840,261
INVESTM	IENTS	\$181,067,502
	TOTAL	\$402,907,763

6/30/2021

VALUED AS OF:

1/31/2021

SOURCE: Wilmington Trust Statements:
Account Detailed Summary Report

Investment Detail Report

	mvesimeni	Detail Report			# of days	Amortiz.
Purchase Date	Due Date	Description	Maturity /Par Value	Purchase Price	# of days held to maturity	Invest prem/disc
		UNITED STATES TREASURY BILLS				
05/15/2020	09/10/2020		\$0	\$0	118	\$0
07/15/2020	10/06/2020	UNITED STATES TREASURY BILLS DTD 05/05/2020 Due/ 10/06/2020	\$0	\$0	83	\$0
01710/2020	10/00/2020	UNITED STATES TREASURY BILLS DTD 06/02/2020 Due/ 11/03/2020 (orig	ΨΟ	ΨΟ	00	ΨΟ
06/02/2020	11/03/2020	disc/prem = \$6698.72) UNITED STATES TREASURY BILLS	\$0	\$0	154	\$0
05/15/2020	11/12/2020	DTD 05/14/2020 Due/11/12/2020 UNITED STATES TREASURY BILLS	\$0	\$0	181	\$0
06/16/2020	12/10/2020	DTD 06/11/2020 Due/12/10/2020 UNITED STATES TREASURY BILLS	\$0	\$0	177	\$0
08/31/2020	01/12/2021	DTD 08/11/2020 Due/01/12/2021 UNITED STATES TREASURY BILLS	\$0	\$0	134	\$0
09/30/2020	03/25/2021	DTD 03/26/2020 Due/03/25/2021 UNITED STATES TREASURY BILLS	\$9,350,000	\$9,345,497	176	\$0
09/10/2020	09/09/2021	DTD 09/10/2020 Due/09/09/2021 UNITED STATES TREASURY BILLS	\$5,025,000	\$5,018,268	364	\$0
01/12/2021	12/30/2021	DTD 12/31/2020 Due/12/30/2021	\$9,535,000	\$9,525,565	352	\$0
	TOTAL CAS	SH EQUIVALENTS	\$23,910,000	\$23,889,330	<u>-</u> -	
		UNITED STATES TREASURY NOTES				
06/21/2019	07/15/2020	DTD 07/15/2017 1.500% 7/15/2020 UNITED STATES TREASURY NOTES	\$0	\$0	390	\$0
07/15/2019	08/31/2020	DTD 07/31/2015 1.375% 8/31/2020 UNITED STATES TREASURY NOTES	\$0	\$0	413	\$0
07/18/2019	09/30/2020	DTD 09/30/2015 1.375% 9/30/2020	\$0	\$0	440	\$0
10/01/2019	01/31/2021	UNITED STATES TREASURY NOTES DTD 01/31/2016 1.375% 1/31/2021 UNITED STATES TREASURY NOTES	\$0	\$0	488	\$0
01/15/2020	02/28/2021	DTD 02/29/2016 1.125% 2/28/2021	\$9,600,000	\$9,549,000	410	(\$45,685)

6/30/2021

VALUED AS OF:

1/31/2021

SOURCE: Wilmington Trust Statements:
Account Detailed Summary Report

Investment Detail Report

	IIIVESIIIIEIII	Detail Report			# of days	Amortiz.
Purchase Date	Due Date	Description	Maturity /Par Value	Purchase Price	held to maturity	Invest prem/disc
		UNITED STATES TREASURY NOTES				
03/17/2020	02/28/2021	DTD 02/29/2016 1.125% 2/28/2021	\$9,400,000	\$9,464,258	348	\$59,088
		UNITED STATES TREASURY NOTES				
10/01/2019	03/31/2021	DTD 03/31/2016 1.250% 3/31/2021	\$9,250,000	\$9,193,633	547	(\$50,390)
		UNITED STATES TREASURY NOTES				
12/31/2019	04/30/2021	DTD 04/30/2016 1.250% 4/30/2021	\$9,300,000	\$9,275,660	486	(\$20,867)
		UNITED STATES TREASURY NOTES	^-			(00 (000)
01/02/2020	05/31/2021	DTD 05/31/2016 1.375% 5/31/2021	\$9,425,000	\$9,398,124	515	(\$21,686)
10/01/2010	06/20/2024	UNITED STATES TREASURY NOTES DTD 06/30/2016 1.125% 6/30/2021	¢40.245.000	\$40.4C0.4E0	620	(PCE 007)
10/01/2019	06/30/2021	UNITED STATES TREASURY NOTES	\$10,245,000	\$10,160,159	638	(\$65,027)
12/16/2019	07/31/2021	DTD 07/31/2016 1.125% 7/31/2021	\$9,600,000	\$9,514,875	593	(\$59,142)
12/10/2013	07/01/2021	UNITED STATES TREASURY NOTES	ψ5,000,000	ψυ,υ ι τ,υ ι υ	333	(\$35,142)
11/15/2019	08/31/2021	DTD 08/30/2016 1.125% 8/31/2021	\$9,300,000	\$9,219,715	655	(\$54,545)
		UNITED STATES TREASURY NOTES	, -,,	, , , ,		(+- //
10/01/2019	09/30/2021	DTD 09/30/2016 1.125% 9/30/2021	\$9,200,000	\$9,109,797	730	(\$60,424)
		UNITED STATES TREASURY NOTES				
10/01/2019	10/31/2021	DTD 10/31/2019 1.5% 10/31/2021	\$9,725,000	\$9,698,408	761	(\$17,087)
		UNITED STATES TREASURY NOTES				
12/02/2019	11/30/2021	DTD 11/30/2019 1.5% 11/30/2021	\$9,200,000	\$9,175,922	729	(\$14,070)
		UNITED STATES TREASURY NOTES				
01/31/2020	01/31/2022	DTD 1/31/2020 1.375% 1/31/2022	\$9,325,000	\$9,319,172	731	(\$2,926)
00/40/2020	04/04/0000	UNITED STATES TREASURY NOTES DTD 1/31/2020 1.375% 1/31/2022	¢o 225 000	#0.224.257	710	(fto 400)
02/18/2020	01/31/2022	UNITED STATES TREASURY NOTES	\$9,325,000	\$9,321,357	713	(\$2,106)
10/06/2020	04/30/2022	DTD 4/30/2020 0.125% 4/30/2022	\$9,625,000	\$9,623,496	571	(\$308)
10/00/2020	04/30/2022	UNITED STATES TREASURY NOTES	ψ9,023,000	ψ9,023,490	371	(ψ300)
11/03/2020	09/30/2022	DTD 9/30/2020 0.125% 9/30/2022	\$4,800,000	\$4,795,688	696	(\$551)
		UNITED STATES TREASURY NOTES	+ -,000,000	÷ :,. 33,330		(4001)
11/03/2020	10/31/2022	DTD 10/31/2020 0.125% 10/31/2022	\$4,800,000	\$4,795,875	727	(\$505)
		UNITED STATES TREASURY NOTES				, ,
11/12/2020	10/31/2022	DTD 10/31/2020 0.125% 10/31/2022	\$4,900,000	\$4,895,406	718	(\$512)

6/30/2021

VALUED AS OF: 1/31/2021

SOURCE: Wilmington Trust Statements:
Account Detailed Summary Report

Investment Detail Report

Purchase Date		Description	Maturity /Par Value	Purchase Price	# of days held to maturity	Amortiz. Invest prem/disc
12/10/2020	11/30/2022	UNITED STATES TREASURY NOTES DTD 11/30/2020 0.125% 11/30/2022	\$9,400,000	\$9,396,328	720	(\$270)
TOTAL US TREASURIES		\$156,420,000	\$155,906,872	- -	(\$357,015)	
			\$180,330,000	\$179,796,203		(\$357,015)

VALUED AS OF:

SOURCE: Wilmington Trust Statements:
Account Detailed Summary Report

Investment Detail Report PAR VALUE AS OF: 1/31/2021

	invesiment	Detail Report	PAR VALUE A	S OF.	Three Year	Four Year	Five Year
Purchase Date	Due Date	Description		Two Year To Maturity Date	To Maturity Date	To Maturity Date	To Maturity Date
		UNITED STATES TREASURY BILLS					
05/15/2020	09/10/2020	DTD 09/12/2019 Due/ 09/10/2020	0.00				
		UNITED STATES TREASURY BILLS					
07/15/2020	10/06/2020	DTD 05/05/2020 Due/ 10/06/2020	0.00				
		UNITED STATES TREASURY BILLS					
		DTD 06/02/2020 Due/ 11/03/2020 (orig					
06/02/2020	11/03/2020	disc/prem = \$6698.72)	0.00				
05/45/0000	44/40/0000	UNITED STATES TREASURY BILLS DTD 05/14/2020 Due/11/12/2020	0.00				
05/15/2020	11/12/2020	UNITED STATES TREASURY BILLS	0.00				
06/16/2020	12/10/2020	DTD 06/11/2020 Due/12/10/2020	0.00				
00/10/2020	12/10/2020	UNITED STATES TREASURY BILLS	0.00				
08/31/2020	01/12/2021	DTD 08/11/2020 Due/01/12/2021	0.00				
00/01/2020	01/12/2021	UNITED STATES TREASURY BILLS	0.00				
09/30/2020	03/25/2021	DTD 03/26/2020 Due/03/25/2021	9,350,000.00				
		UNITED STATES TREASURY BILLS	-,,				
09/10/2020	09/09/2021	DTD 09/10/2020 Due/09/09/2021	5,025,000.00				
		UNITED STATES TREASURY BILLS					
01/12/2021	12/30/2021	DTD 12/31/2020 Due/12/30/2021	9,535,000.00				
	TOTAL CAS	SH EQUIVALENTS	\$23,910,000	\$0	.		
		UNITED STATES TREASURY NOTES					
06/21/2019	07/15/2020	DTD 07/15/2017 1.500% 7/15/2020	0.00				
		UNITED STATES TREASURY NOTES					
07/15/2019	08/31/2020	DTD 07/31/2015 1.375% 8/31/2020	0.00				
		UNITED STATES TREASURY NOTES					
07/18/2019	09/30/2020	DTD 09/30/2015 1.375% 9/30/2020	0.00				
		UNITED STATES TREASURY NOTES					
10/01/2019	01/31/2021	DTD 01/31/2016 1.375% 1/31/2021	0.00				
		UNITED STATES TREASURY NOTES					
01/15/2020	02/28/2021	DTD 02/29/2016 1.125% 2/28/2021	9,600,000.00				

VALUED AS OF:

SOURCE: Wilmington Trust Statements:
Account Detailed Summary Report

Investment Detail Report PAR VALUE AS OF: 1/31/2021

	investment Detail Report		PAR VALUE AS OF.		Three Year	Four Year	Five Year
Purchase Date	Due Date	Description		Two Year To Maturity Date			
		UNITED STATES TREASURY NOTES					
03/17/2020	02/28/2021	DTD 02/29/2016 1.125% 2/28/2021	9,400,000.00				
		UNITED STATES TREASURY NOTES					
10/01/2019	03/31/2021	DTD 03/31/2016 1.250% 3/31/2021	9,250,000.00				
		UNITED STATES TREASURY NOTES					
12/31/2019	04/30/2021	DTD 04/30/2016 1.250% 4/30/2021	9,300,000.00				
		UNITED STATES TREASURY NOTES					
01/02/2020	05/31/2021	DTD 05/31/2016 1.375% 5/31/2021	9,425,000.00				
		UNITED STATES TREASURY NOTES					
10/01/2019	06/30/2021	DTD 06/30/2016 1.125% 6/30/2021	10,245,000.00				
40/40/0040	07/04/0004	UNITED STATES TREASURY NOTES	0.000.000.00				
12/16/2019	07/31/2021	DTD 07/31/2016 1.125% 7/31/2021	9,600,000.00				
11/15/2010	00/24/2024	UNITED STATES TREASURY NOTES DTD 08/30/2016 1.125% 8/31/2021	0 200 000 00				
11/15/2019	08/31/2021	UNITED STATES TREASURY NOTES	9,300,000.00				
10/01/2010	09/30/2021	DTD 09/30/2016 1.125% 9/30/2021	9,200,000.00				
10/01/2019	09/30/2021	UNITED STATES TREASURY NOTES	9,200,000.00				
10/01/2010	10/31/2021	DTD 10/31/2019 1.5% 10/31/2021	9,725,000.00				
10/01/2019	10/31/2021	UNITED STATES TREASURY NOTES	9,723,000.00				
12/02/2019	11/30/2021	DTD 11/30/2019 1.5% 11/30/2021	9,200,000.00				
12/02/2010	11/00/2021	UNITED STATES TREASURY NOTES	0,200,000.00				
01/31/2020	01/31/2022	DTD 1/31/2020 1.375% 1/31/2022	9,325,000.00				
0.70.72020	0.70.72022	UNITED STATES TREASURY NOTES	0,020,000.00				
02/18/2020	01/31/2022	DTD 1/31/2020 1.375% 1/31/2022		9,325,000.00			
		UNITED STATES TREASURY NOTES		, ,			
10/06/2020	04/30/2022	DTD 4/30/2020 0.125% 4/30/2022		9,625,000.00			
		UNITED STATES TREASURY NOTES					
11/03/2020	09/30/2022	DTD 9/30/2020 0.125% 9/30/2022		4,800,000.00			
		UNITED STATES TREASURY NOTES					
11/03/2020	10/31/2022	DTD 10/31/2020 0.125% 10/31/2022		4,800,000.00			
		UNITED STATES TREASURY NOTES					
11/12/2020	10/31/2022	DTD 10/31/2020 0.125% 10/31/2022		4,900,000.00			

VALUED AS OF:

SOURCE: Wilmington Trust Statements:

Account Detailed Summary Report

Investment Detail Report PAR VALUE AS OF: 1/31/2021

		·			Three Year	Four Year	Five Year
Purchase			One Year To	Two Year To	To Maturity	To Maturity	To Maturity
Date	Due Date	Description	Maturity Date	Maturity Date	Date	Date	Date
		NUTED OTATEO TOEACUDY MOTEO					

UNITED STATES TREASURY NOTES

12/10/2020 11/30/2022 DTD 11/30/2020 0.125% 11/30/2022 9,400,000.00

TOTAL US TREASURIES \$113,570,000 \$42,850,000

\$137,480,000 \$42,850,000