



New Jersey Schools Insurance Group

6000 Midlantic Drive, Suite 300 North
Mount Laurel, New Jersey 08054
(609) 386-6060 • FAX (609) 386-8877
www.njsig.org

Board of Trustees Meeting of November 29, 2017 Comptroller/Financial Reporting Report

The following are updates to and/or new accounting issues (if applicable) since the last Board Package.

➤ **ACCOUNTING DEPARTMENT PROCESSES:**

- (1) **Billing & Accounts Receivable Processes:** The NJSIG Accounting Department processed \$129.8 million of 2017/2018 renewal gross member contributions and endorsements in the PeopleSoft Billing Module as of the date of this report (11/13/2017). 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 our members in the PeopleSoft Billing system for monthly Workers' Compensation installments, 2017/2018 Renewals (off 07/01/17) and miscellaneous endorsements as the billing data is exported from NavRisk. The Accounting Department has collected and applied \$95.2 million of members' contribution deposits (to date) for the 2017/2018 fiscal year. Collections of NJSIG member contributions are kept current with the Accounting Department's issuance of color-coded NJSIG Member Statements on the 15th of each month.
- (2) **Accounts Payable:** All Accounts Payable vouchers and payments are current. The Accounting Department processed \$9.8 million of broker commissions as part of the Direct Bill procedures during the 2017/2018 fiscal year.

➤ **FINANCIAL REPORTING ISSUES 2017/2018:**

Please find the attached **final** financial reports for 08/2017. I have also included the most current Investment/Cash report. I am currently working on the 09/2017 quarter-end close and financial reporting.



New Jersey Schools Insurance Group

6000 Midlantic Drive, Suite 300 North
Mount Laurel, New Jersey 08054
(609) 386-6060 • FAX (609) 386-8877
www.njsig.org

Comptroller's Report

November 29, 2017

Page 2

➤ **SPECIAL PROJECTS:**

In addition to my standard responsibilities, I have also been working on the following special projects since our last board meeting:

- (1) Unclaimed Property Act (UPA)/Escheat Filing and Procedures: I have worked with IT and Claims to insure NJSIG's compliance with the timely UPA report filing deadline of 10/31/17. Although, NJSIG had no funds to escheat to the state, the UPA requires a negative (blank) file submission by the filing deadline. I have also conducted meetings with the Claims, Accounting and IT staff to implement and fine-tune the NJSIG in-house escheat procedures for 2017/2018 proper recordkeeping and reporting as per the Unclaimed Property Act.
- (2) Custodial/Asset Management (Wilmington Trust): - The Wilmington Trust team will attend our November meeting to discuss their proposed investment strategy that complies with NJSIG and state investment regulations. They will also be able to answer any of your specific questions.
- (3) GASB 75 – Actuarial Analysis – GASB No. 75, Accounting and Financial Reporting for Postemployment Benefits Other than Pensions, will be effective for the fiscal year ending June 30, 2018. This new standard replaces GASB No. 45, Accounting and Financial Reporting for Postemployment Benefits Other than Pensions and requires a more extensive actuarial analysis (as per the Nisivoccia 06/30/17 audit). I have contacted the independent actuary that prepares the GASB 45 analysis report and will be working with her to commence this project prior to 06/30/2018.

Please contact me if you have any questions or concerns email is mcarosi@njsig.org and my extension is 3017.

Michele Carosi

Michele Carosi, Comptroller

N J S I G
DATE 11/13/2017

U.S. TREASURIES & AGENCIES

| DATE ACQUIRED | MATURITY DATE | NO OF DAYS | PURCHASE PRICE | INTEREST RATE @ PURCHASE | VALUE AT MATURITY | INVESTMENT TYPE | DAYS TO MATURITY |
|---------------|---------------|------------|----------------|--------------------------|-------------------|-----------------|------------------|
|---------------|---------------|------------|----------------|--------------------------|-------------------|-----------------|------------------|

Totals at: 11/13/2017 0 0

CERTIFICATES OF DEPOSIT

| DATE ACQUIRED | MATURITY DATE | NO OF DAYS | AMOUNT | INTEREST RATE | DAYS TO MATURITY | NAME OF BANK | money from |
|---------------|---------------|------------|--------|---------------|------------------|--------------|------------|
|---------------|---------------|------------|--------|---------------|------------------|--------------|------------|

Totals at: 11/13/2017 0

N J S I G
SUMMARY OF CASH AND INVESTMENTS

| AS OF | CASH 8/31/2017 | |
|------------------------------|-------------------|---------------------------|
| CASH MGT STATE | | 326,094 |
| CLAIMS TD BANK | | (125,489) |
| CLAIMS INVESTORS | | (2,325,566) |
| TD WEALHT MGT - NJ Trust Fnd | | 0 |
| LOCK BOX TD BANK | | 0 |
| ASSMNT COLL INVESTORS | | (2,011,795) |
| PAYROLL TD BANK | | 0 |
| OPERATING #2 TD BANK | | (9,276) |
| OPERATING INVESTORS | | (2,595,851) |
| FSA/DCA TD BANK | | 0 |
| Concentration TD BANK | | 1,573,291 |
| Concentration INVESTORS | | 306,332,319 |
| Petty Cash | | 268 |
| TOTAL CASH AS OF | 8/31/2017 | <u>301,163,996</u> |

| | | |
|---|--------------------|---------------------------|
| TOTAL CASH AS OF | 8/31/2017 = | 301,163,996 |
| TOTAL CD'S & US TREAS/AGENCIES AS OF | 11/13/17 = | 0 |
| | TOTAL = | <u>301,163,996</u> |



NJSIG
Balance Sheet
For the Period Ended 8/31/2017

| | Current Balance | Prior Year |
|--------------------------------|------------------------|-------------------|
| <u>Current Assets:</u> | | |
| D.W. Active Assets | 0.00 | 0.00 |
| Petty Cash | 267.95 | 222.75 |
| Cash Mgmt. Fund - N.J. State | 326,094.39 | 324,016.35 |
| Operating Account (1st Union) | 0.00 | 0.00 |
| Concentration (1st Union) | 0.00 | 0.00 |
| Payroll (1st Union) | 0.00 | 0.00 |
| Claims (1st Union) | 0.00 | 0.00 |
| Legal Account (1st Union) | 0.00 | 0.00 |
| A.G. Edwards Cash | 0.00 | 0.00 |
| Concentration Acct (TD Bank) | 1,573,291.08 | 264,135,127.33 |
| Operating Acct (TD Bank) | 0.00 | 0.00 |
| Payroll Acct (TD Bank) | 0.00 | 0.00 |
| Claims Acct (TD Bank) | (125,488.67) | (1,468,744.41) |
| FSA/DCA Acct (TD Bank) | 0.00 | 0.00 |
| Lock Box Account(TD Bank) | 0.00 | (2,558,877.48) |
| Willis/NJSBAIG Cash (Commerce) | 0.00 | 0.00 |
| Cash Suspense | 0.00 | 0.00 |
| Tri-State Capital Bank Account | 0.00 | 0.00 |
| Beneficial Bank Account | 0.00 | 0.00 |
| Operating Account (TD Bank2) | (9,276.12) | (2,342,444.66) |
| Concentration Acct (Investors) | 306,332,319.06 | 0.00 |
| Operating Acct (Investors) | (2,595,851.27) | 0.00 |
| Claims Acct (Investors) | (2,325,565.52) | 0.00 |
| Payroll Acct (Investors) | 0.00 | 0.00 |
| FSA/DCA Acct (Investors) | 0.00 | 0.00 |
| Assessmnt Collection Acct(INV) | (2,011,794.84) | 0.00 |
| CASH IN BANKS | 301,163,996.06 | 258,089,299.88 |
| | | |
| Certificates of Deposit | 0.00 | 20,000,000.00 |
| Partnership Interests | 0.00 | 2.00 |
| U.S. Treasury Bills (A.G. Edw) | 0.00 | 0.00 |
| N.J. State Investment Fund | 0.00 | 0.02 |
| Investment Premiums (NJ Inv F) | 0.00 | 0.00 |
| Market Value Adjust (NJ Inv F) | 0.00 | (0.02) |
| Certificates of Deposit Suspns | 0.00 | 0.00 |
| MARKETABLE SECURITIES | 0.00 | 20,000,002.00 |
| | | |
| Reinsurance Rebate Receivable | 0.00 | 0.00 |
| Reinsurance Recoverables | 0.00 | 0.00 |
| Reins. Recovery Receivable | 0.00 | 0.00 |
| Reins. Recovery 85/86 Recvb'l | (34,844.13) | (36,223.49) |
| REINSURANCE RECEIVABLES | (34,844.13) | (36,223.49) |



NJSIG
Balance Sheet
For the Period Ended 8/31/2017

| | Current Balance | Prior Year |
|---------------------------------------|------------------------|-----------------------|
| Interest/Divid Recvb'l-AG Ewds | 0.00 | 0.00 |
| Interest/Divid. Recvb'l-NJ Inv | 0.00 | 0.02 |
| Interest/Divid Recvb'l-CD's | 0.00 | 243,894.00 |
| Interest/Divid Recvb'l-Ptnr Dst | 0.00 | 0.00 |
| INTEREST/DIVIDENDS RECEIVABLES | 0.00 | 243,894.02 |
| | | |
| Misc. Accounts Receivable | 0.00 | 0.00 |
| Assessments Receivable | 0.00 | 0.00 |
| Legal Settlement Recvb'l | 100.00 | 100.00 |
| Seminar/Training Academy Rec | 0.00 | 0.00 |
| Retro Premium/Service Recvbl | 0.00 | 0.00 |
| Retro Audit Receivable | 0.00 | 0.00 |
| Retro Endorsement Receivable | 0.00 | 0.00 |
| Retro Add'l Servcs Recvb'l | 0.00 | 0.00 |
| MISC ACCOUNTS RECEIVABLES | 100.00 | 100.00 |
| | | |
| Audit Premium Receivable | 0.00 | 0.00 |
| Premium Recvb'l Installments | 37,663,635.18 | 34,493,445.89 |
| Premium Recvb'l Prebill | 0.00 | 0.00 |
| Premium Receivable | 72,615,737.80 | 78,506,441.35 |
| Commission Recvbl Control Acct | 0.00 | 0.00 |
| Allowance of Doubtful Accts | 0.00 | 0.00 |
| A/R Maintenance Control Acct. | 0.00 | 0.00 |
| Asset Transfer Control Acct. | 0.00 | 0.00 |
| Agent Commission Receivable | 0.00 | 0.00 |
| PREMIUM RECEIVABLES | 110,279,372.98 | 112,999,887.24 |
| | | |
| TOTAL Current Assets | 411,408,624.91 | 391,296,959.65 |
| | | |
| F&F Original Value | 1,375,074.75 | 1,347,135.56 |
| Accumulated Depreciation | (623,245.95) | (630,187.45) |
| Leasehold Improvements | 0.00 | 0.00 |
| Accumulated Amortization | 0.00 | 0.00 |
| TOTAL FIXED ASSETS | 751,828.80 | 716,948.11 |
| | | |
| <u>Other Assets:</u> | | |
| Prepaid General Insurance | 64,587.15 | 79,771.26 |
| Prepaid Crime Insurance | 9,738.71 | 18,115.86 |
| Prepaid General Expenses | 81,782.65 | 194,671.57 |
| Prepaid TPA Expenses | 0.00 | 224,999.88 |



NJSIG
Balance Sheet
For the Period Ended 8/31/2017

| | Current Balance | Prior Year |
|--------------------------------|------------------------|-----------------------|
| PREPAID ASSETS | 156,108.51 | 517,558.57 |
| Unearned M&M Fees | 0.00 | 0.00 |
| Unearned Marsh Reins Exp | 0.00 | 0.00 |
| Unearned Marsh Ag Comm | 0.00 | 0.00 |
| Unearned Willis Fees | 0.00 | 0.00 |
| Unearned Reins Exp | 0.00 | 651,390.18 |
| Unearned Agent Comm. | 0.00 | 199,824.44 |
| Unrn'd Cigna/Fireman's Reins. | 0.00 | 0.00 |
| Unrnd Cigna/Fireman's Ag. Comm | 0.00 | 0.00 |
| Retro Reinsurance Unearned | 0.00 | 0.00 |
| Retro Agent Comm Unearned | 0.00 | 0.00 |
| Retro M&M Fee Unearned | 0.00 | 0.00 |
| UNEARNED EXPENSES | 0.00 | 851,214.62 |
| Travel Advance | 0.00 | 0.00 |
| Deposits | 0.00 | 0.00 |
| OTHER ASSETS | 0.00 | 0.00 |
| GASB68-Defer Out-ChngInAssump | 4,290,832.00 | 1,703,943.00 |
| GASB68-DeferOut-ChngProportion | 1,056,205.00 | 1,347,926.00 |
| GASB68-DeferOut-ExpectvsActual | 385,217.00 | 378,521.00 |
| GASB68-DeferOut-NETDiffProjInv | 789,843.00 | 0.00 |
| GASB68DeferOut-SubsqntContrib | 0.00 | 0.00 |
| DEFERRED OUTFLOWS | 6,522,097.00 | 3,430,390.00 |
| TOTAL OTHER ASSETS | 6,678,205.51 | 4,799,163.19 |
| TOTAL ASSETS | 418,838,659.22 | 396,813,070.95 |
| A/P Module ADM01 | 0.00 | 0.00 |
| Notes Payable | 0.00 | 0.00 |
| Accrued Expenses Payable | 122,294.69 | 122,496.71 |
| A/P Module INS01 | (3,393.41) | (4,280.77) |
| Safety Grant Payable | 11,455,710.96 | 3,678,630.64 |
| Reins Recov Paybl- XL Reins | 0.00 | 0.00 |
| Mngmt Maintenance Syst Paybl | 0.00 | 0.00 |
| Broker Refund Payable | 0.00 | 0.00 |
| Federal Income Tax W/H | 0.00 | 0.00 |
| FICA W/H Employee | 0.00 | 0.00 |
| FICA W/H Employer | 0.00 | 0.00 |



NJSIG
Balance Sheet
For the Period Ended 8/31/2017

| | <u>Current Balance</u> | <u>Prior Year</u> |
|------------------------------------|------------------------|-----------------------|
| FUI Taxes Payable | 0.00 | 0.00 |
| SUI Payable | 0.00 | 0.00 |
| State Income W/H-NJ | 0.00 | 0.00 |
| State Income W/H-PA | 0.00 | 0.00 |
| Garnishment Payable | 0.00 | 0.00 |
| Medicare - Employee | 0.00 | 0.00 |
| Medicare - Employer | 0.00 | 0.00 |
| Employee Savings Payable | 0.00 | 0.02 |
| Local Income W/H-Phila | 0.00 | 0.03 |
| FSA MED Payable | 1,849.16 | 0.00 |
| FSA Depend Payable | 3,158.55 | 0.00 |
| Group Term Life Payable | 0.00 | 0.00 |
| TOTAL CURRENT LIABILITIES | <u>11,579,619.95</u> | <u>3,796,846.63</u> |
| Estimated Unpaid Losses | 210,135,000.00 | 217,262,000.00 |
| Reserve-Unalloc Loss Adjust | 8,800,000.00 | 1,498,994.27 |
| Unearned Premiums-Marsh | 0.00 | 0.00 |
| Aggregate Contingency Fund | 0.00 | 0.00 |
| Unearned Premiums | 0.00 | 1,606,448.11 |
| Unrmd Cigna/Fireman's Premium | 0.00 | 0.00 |
| Unernd Willis Mgt Fees/Ret Prm | 0.00 | 0.00 |
| Post Retirement Bene Paybl | 1,362,342.64 | 1,185,959.47 |
| Mngmt Maintenance Syst Paybl | 0.00 | 0.00 |
| Rate Stabilization-ERIC North | 593,362.40 | 593,362.40 |
| Rate Stabilization-ERIC South | 99,230.99 | 232,385.94 |
| Rate Stabilization - ERIC West | 197,760.85 | 216,760.85 |
| Rate Stabilization - BACCEIC | 169,787.47 | 290,564.19 |
| Rate Stabilization - MOCSSIF | 320,824.09 | 320,824.09 |
| Rate Stabilization - NJEIF | 437,559.63 | 437,559.63 |
| TOTAL LONG TERM LIABILITIES | <u>222,115,868.07</u> | <u>223,644,858.95</u> |
| Employee Benefits Payable | 0.00 | 0.00 |
| Pensions Payable | 38,696.67 | 80,270.74 |
| GASB68-Pension Payable | 20,713,990.00 | 15,866,572.00 |
| DCRP Payable | 1,079.41 | 0.00 |
| Dividend Payable | 0.00 | 0.00 |
| 403B/T. Rowe Price Payable | 0.00 | 4,870.59 |
| Colonial Life Payable | 0.00 | 0.00 |
| Retro Claims (Cash) | 99,505.51 | 267,682.08 |
| STARS Recon/Claims Liability | 0.00 | 0.00 |
| Return of excess subrogation | 0.00 | 0.00 |
| AFLAC Payable | 0.00 | 0.00 |
| Group Term Life Payable | 15,655.50 | 10,284.75 |
| Due to Retro Reinsurer | 0.00 | 0.00 |
| Retro Agent Comm Payable | 0.00 | 0.00 |
| M&M Retro Fee Payable | 0.00 | 0.00 |



NJSIG
Balance Sheet
For the Period Ended 8/31/2017

| | <u>Current Balance</u> | <u>Prior Year</u> |
|-----------------------------------|------------------------|-----------------------|
| Retro Unearned Prem/Service | 0.00 | 0.00 |
| Marsh Due to Reinsurers | 0.00 | 0.00 |
| Marsh Ag. Comm. Payable | 0.00 | 0.00 |
| Agent Comm. Payable | 11,552,953.44 | 12,085,247.66 |
| Due To Reinsurers Installments | 0.00 | 0.00 |
| Due To Reinsurers Prebill | 0.00 | 0.00 |
| Ag Comm Paybl Installments | 0.00 | 0.00 |
| Ag Comm Paybl Prebill | 0.00 | 0.00 |
| TOTAL OTHER LIABILITIES | <u>32,421,880.53</u> | <u>28,314,927.82</u> |
| Due to Reinsurers | (1,493,099.96) | 250,302.66 |
| Reinsurance Payable-17/18 | 2,400,231.27 | 0.00 |
| Reinsurance Payable-18/19 | 0.00 | 0.00 |
| Reinsurance Payable-19/20 | 0.00 | 0.00 |
| Reinsurance Payable-20/21 | 0.00 | 0.00 |
| Reinsurance Payable-21/22 | 0.00 | 0.00 |
| Reinsurance Payable-22/23 | 0.00 | 0.00 |
| Reinsurance Payable-23/24 | 0.00 | 0.00 |
| Reinsurance Payable-24/25 | 0.00 | 0.00 |
| Reinsurance Payable-25/26 | 0.00 | 0.00 |
| Reinsurance Payable-26/27 | 0.00 | 0.00 |
| Reinsurance Payable-27/28 | 0.00 | 0.00 |
| Reinsurance Payable-28/29 | 0.00 | 0.00 |
| Reinsurance Payable-29/30 | 0.00 | 0.00 |
| Reinsurance Payable-30/31 | 0.00 | 0.00 |
| Reinsurance Payable-31/32 | 0.00 | 0.00 |
| Reinsurance Payable-32/33 | 0.00 | 0.00 |
| Reinsurance Payable-33/34 | 0.00 | 0.00 |
| Reinsurance Payable-34/35 | 0.00 | 0.00 |
| Reinsurance Payable-35/36 | 0.00 | 0.00 |
| Reinsurance Payable-36/37 | 0.00 | 0.00 |
| Reinsurance Payable-37/38 | 0.00 | 0.00 |
| Reinsurance Payable-38/39 | 0.00 | 0.00 |
| Reinsurance Payable-39/40 | 0.00 | 0.00 |
| Reinsurance Payable-40/41 | 0.00 | 0.00 |
| Reinsurance Payable-41/42 | 0.00 | 0.00 |
| Reinsurance Payable-42/43 | 0.00 | 0.00 |
| Reinsurance Payable-43/44 | 0.00 | 0.00 |
| Reinsurance Payable-44/45 | 0.00 | 0.00 |
| TOTAL REINSURANCE PAYABLES | <u>907,131.31</u> | <u>250,302.66</u> |
| GASB68-DeferIn-DiffInInvest | 0.00 | 255,104.00 |
| GASB68-DeferIn-ChngIn Proport | 120,962.00 | 0.00 |
| TOTAL DEFERRED INFLOWS | <u>120,962.00</u> | <u>255,104.00</u> |
| TOTAL LIABILITIES | <u>267,145,461.86</u> | <u>256,262,040.06</u> |



NJSIG
Balance Sheet
For the Period Ended 8/31/2017

| | <u>Current Balance</u> | <u>Prior Year</u> |
|--------------------------------------|------------------------|-----------------------|
| Retained Earnings Fund Balance | 78,662,627.62 | 68,222,366.06 |
| Year-to-Date Earnings | 73,030,569.74 | 72,328,664.83 |
| Total Capital | <u>151,693,197.36</u> | <u>140,551,030.89</u> |
| Total Liabilities and Capital | <u>418,838,659.22</u> | <u>396,813,070.95</u> |



NJSIG
Income Statement
For the Period Ending 8/31/2017

| | <u>Actuals YTD</u> | <u>Budget YTD</u> | <u>Actuals Month</u> | <u>Budget Month</u> |
|---------------------------|--------------------|-------------------|----------------------|---------------------|
| Income: | | | | |
| Member Contributions | 129,494,086.81 | 131,180,680.00 | 37,753,014.65 | 0.00 |
| Retro Accounts Income | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Income | 129,494,086.81 | 131,180,680.00 | 37,753,014.65 | 0.00 |
| Adjustments: | | | | |
| Reinsurance Recoveries | 233,103.46 | 0.00 | 158,739.55 | 0.00 |
| Accrued Reins Recoveries | (534,115.00) | 0.00 | 534,115.00 | 0.00 |
| Subrogation Income | 359,922.55 | 0.00 | (202,441.57) | 0.00 |
| Recoveries & Subro Income | 58,911.01 | 0.00 | 490,412.98 | 0.00 |
| Revenue | 129,552,997.82 | 131,180,680.00 | 38,243,427.63 | 0.00 |



NJSIG
Income Statement
For the Period Ending 8/31/2017

| | Actuals YTD | Budget YTD | Actuals Month | Budget Month |
|--------------------------------|----------------------|----------------------|----------------------|---------------------|
| Expenses: | | | | |
| Salaries-Temporary Employees | 7,121.57 | 18,753.33 | 5,651.17 | 9,376.67 |
| Salaries | 1,001,108.95 | 1,075,006.00 | 488,417.07 | 537,503.00 |
| Salaries-Overtime | 2,906.90 | 833.33 | 2,906.90 | 416.67 |
| Payroll Tax Expenses | 55,759.75 | 93,018.33 | 37,041.31 | 46,509.17 |
| Pension Expense | 0.00 | 124,202.50 | 0.00 | 62,101.25 |
| Recruiting Costs | 697.00 | 5,111.67 | 0.00 | 2,555.83 |
| Post Retirement Bene Exp | 0.00 | 30,400.33 | 0.00 | 15,200.17 |
| Employee Medical Benefits | 157,605.07 | 203,220.00 | 78,947.22 | 101,610.00 |
| Employee Dental Benefits | 9,162.48 | 10,933.67 | 4,588.21 | 5,466.83 |
| Employee Vision Benefits | 5,669.76 | 4,722.33 | 1,932.32 | 2,361.17 |
| Employee ST Disab & Other Ins | 6,883.23 | 13,666.67 | 10,607.71 | 6,833.33 |
| Defined Contrib Retirement Exp | 1,254.89 | 1,120.33 | 779.45 | 560.17 |
| Personnel Expenses | <u>1,248,169.60</u> | <u>1,580,988.50</u> | <u>630,871.36</u> | <u>790,494.25</u> |
| Marketing Expenses | <u>358.34</u> | <u>1,408.33</u> | <u>179.17</u> | <u>704.17</u> |
| Member Services Dept Expenses | <u>358.34</u> | <u>1,408.33</u> | <u>179.17</u> | <u>704.17</u> |
| Loss Prevention | <u>8,643.68</u> | <u>29,100.00</u> | <u>7,436.91</u> | <u>14,550.00</u> |
| Loss Control Dept Expenses | <u>8,643.68</u> | <u>29,100.00</u> | <u>7,436.91</u> | <u>14,550.00</u> |
| Claims Audit Expense | 0.00 | 2,666.67 | 0.00 | 1,333.33 |
| Claims Admin. Expenses | (116.75) | 0.00 | (116.75) | 0.00 |
| Claims Dept Expenses | <u>(116.75)</u> | <u>2,666.67</u> | <u>(116.75)</u> | <u>1,333.33</u> |
| Accounting Fees | 0.00 | 183.33 | 0.00 | 91.67 |
| Actuary Fees | (322.25) | 36,666.67 | 37,771.81 | 18,333.33 |
| Loss Control Outside Services | 0.00 | 15,000.00 | 0.00 | 7,500.00 |
| Legal & Professional Fees | 18,965.07 | 41,666.67 | 26,565.07 | 20,833.33 |
| Third Party Admin.-Willis | 112,500.00 | 112,500.00 | 450,000.00 | 56,250.00 |
| Outside Service Fees | <u>131,142.82</u> | <u>206,016.67</u> | <u>514,336.88</u> | <u>103,008.33</u> |
| Total Agent Commission Expense | <u>12,485,046.71</u> | <u>12,673,259.00</u> | <u>5,124,031.63</u> | <u>0.00</u> |
| Claims Expense | <u>10,372,325.14</u> | <u>11,511,920.17</u> | <u>6,007,840.94</u> | <u>5,755,960.08</u> |
| Claims Expenses | <u>10,372,325.14</u> | <u>11,511,920.17</u> | <u>6,007,840.94</u> | <u>5,755,960.08</u> |



NJSIG
Income Statement
For the Period Ending 8/31/2017

| | Actuals YTD | Budget YTD | Actuals Month | Budget Month |
|--------------------------------------|----------------------|----------------------|----------------------|---------------------|
| Reinsurance Exp-District Bill | 32,373,055.75 | 32,968,039.00 | 7,710,626.12 | 0.00 |
| Reinsurance Exp-NJSIG Paid | 7,261.88 | 0.00 | 0.00 | 0.00 |
| Reinsurance Expenses | <u>32,380,317.63</u> | <u>32,968,039.00</u> | <u>7,710,626.12</u> | <u>0.00</u> |
| IT - Office Equipment Supplies | 1,454.90 | 4,833.33 | 1,149.48 | 2,416.67 |
| Office Equipment Maintenance | 0.00 | 6,650.00 | 0.00 | 3,325.00 |
| Computer Software Maintenance | 28,482.45 | 45,842.67 | 12,286.90 | 22,921.33 |
| Information Technology Dept Expenses | <u>29,937.35</u> | <u>57,326.00</u> | <u>13,436.38</u> | <u>28,663.00</u> |
| Depreciation Expense | 75,327.37 | 101,101.83 | 42,839.18 | 50,550.92 |
| Dues & Subscriptions | 4,162.33 | 16,722.83 | 3,051.25 | 8,361.42 |
| Misc. Bank Fees | 0.00 | 6,310.00 | 0.00 | 3,155.00 |
| Rent Expense | 113,205.27 | 78,565.17 | 37,735.09 | 39,282.58 |
| Office Supplies | 2,432.26 | 11,778.33 | 2,289.04 | 5,889.17 |
| Office Operating Expenses | 8,249.66 | 15,497.33 | 4,293.25 | 7,748.67 |
| Office Leased Expenses | 4,559.48 | 6,583.33 | 2,909.15 | 3,291.67 |
| Telephone Expense | 0.00 | 166.67 | 0.00 | 83.33 |
| Group's Insurance Expense | 36,476.98 | 41,666.67 | 18,238.49 | 20,833.33 |
| Group's Crime Insurance Exp. | 7,191.20 | 6,666.67 | 3,595.60 | 3,333.33 |
| FSA Admin Fee | 343.40 | 0.00 | 171.70 | 0.00 |
| Postage | 6,584.62 | 10,333.33 | 790.63 | 5,166.67 |
| Employee Seminar Expenses | 4,531.44 | 21,083.33 | 4,281.94 | 10,541.67 |
| Insurance Course Fees | 273.00 | 2,000.00 | 155.00 | 1,000.00 |
| Tuition Reimbursement | 1,950.00 | 1,000.00 | 1,950.00 | 500.00 |
| Audit Fees | (46,000.00) | 0.00 | 0.00 | 0.00 |
| Consulting Fees | 3,003.22 | 59,166.67 | 2,780.42 | 29,583.33 |
| Miscellaneous Expenses | 275.62 | 1,033.33 | 175.24 | 516.67 |
| Disaster Recovery Expenses | 19,993.66 | 20,616.00 | 8,997.68 | 10,308.00 |
| Cell Phone Expense | 2,249.27 | 3,375.00 | 1,092.57 | 1,687.50 |
| OPRA expenses | 0.00 | 16,666.67 | 0.00 | 8,333.33 |
| Business Operating Expenses | <u>244,808.78</u> | <u>420,333.16</u> | <u>135,346.23</u> | <u>210,166.58</u> |
| Travel & Related Expenses | 6,930.19 | 19,048.00 | 5,689.52 | 9,524.00 |
| Annual Meeting | 267.50 | 8,900.00 | 133.75 | 4,450.00 |
| Trustee Meeting Expense | 208.57 | 0.00 | 208.57 | 0.00 |
| Conferences & Meeting Expenses | <u>7,406.26</u> | <u>27,948.00</u> | <u>6,031.84</u> | <u>13,974.00</u> |
| Total Expenses | <u>56,908,039.56</u> | <u>59,479,005.49</u> | <u>20,150,020.71</u> | <u>6,918,853.75</u> |



NJSIG
Income Statement
For the Period Ending 8/31/2017

| | <u>Actuals YTD</u> | <u>Budget YTD</u> | <u>Actuals Month</u> | <u>Budget Month</u> |
|----------------------------------|-----------------------------|-----------------------------|-----------------------------|------------------------------|
| Other Revenue and Expenses: | | | | |
| Interest-Concentration Acct | 867.80 | 0.00 | 0.00 | 0.00 |
| Interest-NJ Cash Mgmt Fund | 516.54 | 37.33 | 269.78 | 18.67 |
| Interest-Commerce Concentr | 868.05 | 96,378.17 | 868.05 | 48,189.08 |
| Interest on Assesment Recvbl's | 3.41 | 0.00 | 0.00 | 0.00 |
| Interest - InvBk Concentration | 540,558.58 | 0.00 | 261,403.18 | 0.00 |
| Investment Income | <u>542,814.38</u> | <u>96,415.50</u> | <u>262,541.01</u> | <u>48,207.75</u> |
| Financial Income | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> |
| Seminar Income | 1,805.00 | 1,458.33 | 1,410.00 | 729.17 |
| Change in Unrnd Ag Comm | (43,977.67) | 0.00 | 0.00 | 0.00 |
| Change in Unrnd Reins | (115,030.23) | 0.00 | 0.00 | 0.00 |
| Other Revenues | <u>(157,202.90)</u> | <u>1,458.33</u> | <u>1,410.00</u> | <u>729.17</u> |
| Investment Expenses | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> |
| Total Other Revenue and Expenses | <u>385,611.48</u> | <u>97,873.83</u> | <u>263,951.01</u> | <u>48,936.92</u> |
| Net Revenue | <u><u>73,030,569.74</u></u> | <u><u>71,799,548.34</u></u> | <u><u>18,357,357.93</u></u> | <u><u>(6,869,916.83)</u></u> |