



New Jersey Schools Insurance Group
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Board of Trustees Meeting January 13, 2021

Client Relations and Safety and Risk Control Report

Client Relations

- Client Relations has been working with Enquiron, a web based service that provides HR employment law tools and resources. As an extension to the NEPHA Hotline, NJSIG looks to work with Enquiron to bring their expertise to all members with E&O coverage. We will be working with the Sub-fund Administrators to provide additional training opportunities with Enquiron this winter. We also will be promoting webinars that they host as they are included in NJSIG's membership. This past month Enquiron hosted a webinar titled: FMLA and ADA Implications for Workplace Accidents which offered 1 Human Resources Credit to attendees.
- Client Relations and Safety and Risk Control continues to work with Sub-fund Administrators and brokers on retention strategies and new business opportunities. Renewal strategy meetings are being held monthly to help identify areas of concern for members that we need to focus on.
- Client Relations is preparing for the winter and spring sub-fund meetings. Legal One and Cleary, Giacobbe, Alfieri, Jacobs, LLC. will present "IEPs in the COVID Era" which will offer 2 QPA credits to those attending. NJSIG's sub-funds will also be hosting John Geaney, Esq. between the winter and spring sub-fund meetings. He will present "Ethical Behavior when Managing WC Claims," for 1 QPA credit.
- We were invited to a 'wrap-up' call with the top tier sponsors from the NJSBA 2020 Virtual Workshop. We discussed lessons learned from the first virtual workshop and tentative plans for the 2021 hybrid workshop, combination of in-person and virtual conference. Below are a few takeaways:
 - The virtual conference was a success, however attendees and vendors wished there was more engagement and an interactive agenda/ calendar/ scheduling system would be helpful.

Before 2020	2020 Virtual Workshop
Average participants: 8,500	Average participants: 6,000
Average trainings: 300	Average trainings: 100
Average exhibitors 350	Average exhibitors: 140

- With the 2020 election, there are 500 new board members throughout the state. NJSBA is encouraging new board members to log into the virtual workshop and view the trainings. They are engaging weekly with these new members specifically to promote the workshop. With NJSIG’s virtual booth live for a full year, districts and board members throughout the state have access to our recorded presentations (Knowing Your Ethical Obligations and Avoiding Complaints, and Cyber Risk for New Jersey School Districts) as well as our marketing materials until October, 2021.
 - NJSBA is in the early planning stages of the 2021 hybrid workshop but envisions that this will be a week-long event. Half of the week would be in person and the other half would be virtual. They should have more information mid-late February.
- NJSIG and David Nash, Esq., from Legal One, engaged a group of twelve member Business Administrators from across the state to determine issues of concern and discuss ways NJSIG and Legal One could support them.
 - Some areas identified for further discussion and/or trainings were:
 - Staff Mental Health
 - Indemnification agreements for school facility rentals
 - Boundaries between students/teachers/coaches
 - Faculty addiction issues-concern about impact of marijuana legalization
 - Pre-employment process – Improper questioning during Zoom interview process
 - Need of updated course on employment law
 - Zoom/Screen Fatigue

We will be meeting again with Nash to discuss future trainings, webinars, and podcasts that we can offer to our members.

Safety and Risk Control

- Safety and Risk Control is currently working on NJSIG's new "mid-term check-up" report. This report, anticipated to be forwarded by the middle of January, will provide members with a summary of losses, trend analysis, and recommendations to mitigate future claims.

Debra Rice

Client Relations/Safety and Risk Control Manager