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New Jersey Schools Insurance Group

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Board of Trustees Meeting of October 25, 2016 Client Relations and Underwriting Report

➤ UNDERWRITING

Since July 1st, we have welcomed thirteen new members to the Group and are processing two additional new business submissions.

Upgrades, modifications and control enhancements are being implemented with respect to the NavRisk Underwriting database.

Interdepartmental cross-training sessions are an on-going effort to further support our perpetuation plan.

➤ CLIENT RELATIONS

We have completed the ERIC North, CAIP, ERIC West and NJEIF sub fund meetings. During the sub fund meetings, interactive and educational presentations relative to Workers' Compensation were provided, along with a Cyber Liability Presentation by Beazley. We are pleased to announce, the feedback has been overwhelmingly positive.

➤ WILLIS TOWERS WATSON – Dave Ritch

July 1st Renewal Work:

1. All coverages have been bound. We are in the process of receiving and reviewing all reinsurance contracts and sending them to the Group.

Other Work:

1. We are also working with Claims management setting up a November meeting with the Group, Mark Dillard and Summit Risk to reset allocations for claims involving E&O and General Liability.
2. We are also working with markets to develop a Drone product for the membership.
3. All of the Group's internal policies have been placed and reviewed with staff.
4. We are also setting up our Renewal Strategy Meeting for November.
5. Work continues with Underwriting and Accounting to reconcile carrier payables.

Thank you,

Kelly A. Machu

Kelly A. Machu, Client Relations and Underwriting Manager