



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

Board of Trustees Meeting of September 26, 2018

Executive Director's Report

I am pleased to introduce Dennis Quinn as the Southern NJSBA nominee for NJSIG Trustee. Mr. Quinn has been a Berlin Borough School Board Member for 14 years. His experience includes:

- NJSBA Legislative Committee for 2 years
- NJSBA Resolution Committee for 2 years
- Certified Board Leader Certificate
- Senior Vice-President with Primerica Financial Services from 1989 - present
- Eucharist Minister with Saint Simon Stock Parish for 10 years.
- Berlin Borough Athletic Association - Field and Facilities Director 2006 - 2014
- Malvern Retreat House (Men Of Malvern) - The Holy Week Retreat Captain

Please join me in welcoming Dennis to his first NJSIG Board of Trustees meeting.

NJSIG finished FY 2017/2018 in a strong financial position, with an excess of revenue over expenses. As will be discussed in the Comptroller's report, the Board of Trustees will be asked to declare another safety grant. Net revenue is slightly higher for the current year compared to last year despite a rate reduction in the non-workers' compensation lines of coverage.

NJSIG continues to experience favorable development patterns in claims reserves. The good news is attributable in part to improvements implemented in the Claims Department. Management is focused on implementing further efficiencies and improvements in claims, to help sustain member price stability. NJSIG's financial condition remains strong, with sufficient reserves and surplus as guided by actuaries.

Work is already underway for the July 2019 reinsurance renewals. NJSIG continues to work with potential new reinsurers as well as presenting case for improvements from incumbent carriers. Markets continue to be stable, with only modest price

increases evident in certain lines. We do not foresee anything problematic at this time, but hurricane season is not yet over.

Director Bill Mayo met with Lee, Chang-Jae and Kim, Jin-Soo from Education Facility Disaster Association, Seoul, Korea and Professor Chang-Soo Lee, Ph.D. of Soongsil University. The group met in New York to share knowledge and ideas and to discuss public school risk management best practices.

The Education Facility Disaster Association is a public entity that insures 15,000 public schools and 300 colleges in South Korea. Dr. Lee, a professor in the Department of Statistics and Actuarial Science at Soongsil and Joon Paek, Sr. Vice President at Willis Towers Watson New York facilitated the discussions.

Respectfully Submitted,

William Mayo

William Mayo, CPCU, ARM
Executive Director