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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 16, 2016 Client Relations and Underwriting Report

➤ CLIENT RELATIONS

As you know, the Group recently participated in the annual NJSBA Workshop in Atlantic City. We are pleased with the positive feedback received from our members and brokers with respect to the NJSIG presentations on the topic of “Use of Facilities”. Attendance at the presentations far exceeded our expectations. The Client Relations Staff, who plays a significant role working with our Sub Fund Administrators on Sub Fund meeting topics, will consider the “Use of Facilities” presentation for future sub fund meeting agendas.

The last Sub Fund meeting for the year was held for the MOCSSIF on November 4, 2016. The meeting included opening comments from William Mayo, Executive Director as well as presentations by Beazley, our Cyber Liability carrier, members of the NJSIG Workers’ Compensation Department, and the Safety & Risk Control Department. The meeting was well attended and productive.

➤ UNDERWRITING

CBIZ has begun the next round of appraisals for our Districts who purchase Property Coverage from the Group. These appraisals are completed on a four-year cycle and are imperative to the underwriting process. The final reports are distributed to the Group, the respective Broker, and the Business Administrator.

The Underwriting Department continues its interdepartmental cross-training efforts. Many staff members are also utilizing this time of year to complete the necessary educational courses to continue their insurance designations.

➤ WILLIS TOWERS WATSON – Dave Ritch

Other Work:

1. A November meeting has been set with QBE to review Errors& Omissions program.
2. A November meeting has also been set with the Group's package policy broker.
3. The annual Renewal Strategy Meeting will be held at the NJSIG Mount Laurel office in November.
4. We have finalized the meeting agenda with the London syndicates for December.

Thank you,

Kelly A. Machu

Kelly A. Machu, Client Relations and Underwriting Manager