



1-888-NJ Pool 1

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 September 21, 2016 Client Relations and Underwriting Report

➤ UNDERWRITING

NJSIG experienced a record breaking renewal season, welcoming thirteen new Member Districts and Charter Schools aboard our Program. The Underwriting and Client Relations Staffs put forth a tremendous marketing effort which resulted in this significant increase in membership.

The Underwriting Staff is in the process of releasing the 2016/2017 policy documents to our Broker community. All renewal related invoices have been successfully processed and released to our Members. Requests for renewal certificates of insurance remain very high, as expected this time of year. However, with two Underwriting staff members processing and releasing the certificates, the waiting time remains under 48 hours, thus generating overwhelmingly positive reviews from our Brokers and Members.

➤ CLIENT RELATIONS

With renewal season behind us, Client Relations is diligently working with our Sub Fund Administrators and their committees to present educational and engaging topics for our upcoming sub fund meetings. The meeting dates have been set as follows:

***September 30, 2016 ERIC North**

National Convention Center, (Holiday Inn of East Windsor) 399 Monmouth Street, East Windsor, NJ.08520

***October 5, 2016 CAIP**

Sand Barrens Golf Club, 1765 U.S. 9, Cape May Court House, NJ 08210

***October 7, 2016 ERIC West**

Meadow Wood Manor, 461 NJ 10, Randolph, NJ 07869

***October 14, 2016 NJEIF**

Maggiano's Little Italy, 70 Riverside Square Hackensack, NJ 07601

***October 19, 2016 ERIC South**

Scotland Run, 2626 Fries Mill Rd, Williamstown, NJ 08094

***October 20, 2016 BACCEIC**

Indian Spring Country Club, 115 South Elmwood Road, Marlton, NJ 08053

***November 4, 2016 MOCSSIF**

Double Tree by Hilton Tinton Falls-Eatontown, 700 Hope Road Eatontown, NJ 07724



1-888-NJ Pool 1

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

Client Relations and Underwriting Report

September 21, 2016

Page 2

We are also in the initial stages of planning our 2016 participation in the NJSBA Convention in Atlantic City. Due to the enthusiastic reviews received after last year's Annual Meeting and Reception at Caesars, we will again utilize their facilities. The combined Meeting and the Reception will take place in the Diamond Club.

➤ WILLIS TOWERS WATSON

All coverages were bound. We are in the process of receiving and reviewing all reinsurance contracts and sending on to the Group.

Our largest project this summer has been working with a committee from the Group and coverage Counsel to review all of the Group's policy coverage forms and update them. We have two completed and are awaiting drafts for the other three.

In August, staff and I met with Safety National Casualty Company, which provides statutory excess workers' compensation coverage for the members. Large losses and underwriting were reviewed. Overall, they are very happy with Underwriting and Claims on the program.

This last month we also met with Hartford Steam Boiler. We have had a rash of electrical claims the last few years. We discussed some additional steps that Loss Control may be able to assist in identifying transformers that are now owned by the member school districts, as well as some assessments of electrical facilities.

We are working with NJSIG staff to update the Group's package, workers' compensation, and umbrella policies which become effective October 5, 2016.

Thank you,

Kelly A. Machu

Kelly A. Machu, Client Relations and Underwriting Manager