



New Jersey Schools Insurance Group

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Board of Trustees Meeting of March 28, 2018 Executive Director's Report

A great deal of focus since our last meeting has been on negotiating the reinsurance protection for the members in a fairly difficult market environment. I am pleased to report that NJSIG was successful in obtaining an overall flat renewal on a combined basis. Coupled with the Trustee approved pricing from the November, 2017 meeting, we provided favorable renewal estimates to our broker partners at last week's annual broker meeting.

Mercury emitting flooring used by many schools has become an issue in New Jersey. NJSIG has actively pursued this issue with a similar organization that went through this same situation several years ago. At the broker meeting, Dr. Richard Lynch, President of ESMC, presented a working summary of the facts and science surrounding this issue. He also provided guidance to the broker community on practical ways to handle the flooring issue.

School security has been on NJSIG's radar for the past couple of years, with presentations by Dr. John Moore regarding practical recommendations for avoiding violence in our schools. For the past year NJSIG has been working closely with Collaborative Response Graphics to enable interested members to deploy this potentially life-saving technology. NJSIG is helping to sponsor a CRG pilot at Princeton Schools, and CRG senior management is addressing each sub-fund meeting to enable prompt deployment of the technology. We continue to explore other avenues to assist members in dealing with school security and violence avoidance. Continuing efforts include the addition of loss control resources focused specifically on security, and possible coverage grants to assist members post event.

NJSIG continues favorable financial results through the first seven months of the year. Surplus and reserves remain strong and operating results are on track. NJSIG is positioned to provide improved member pricing for the 2018/2019 year and sustain that pricing into the future. NJSIG will continue to improve services to members as needs and issues arise. Operationally, NJSIG is performing well. We completed annual harassment training for all NJSIG employees in December. Although there are still a few open positions, staffing is near full complement. We remain on target from a budgetary perspective.

NJSIG again participated in the New School Board Member Retreat hosted each



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January by NJSBA. The program was well-received again this year. NJSIG's participation is a valuable forum to reach new school board members to strengthen awareness of NJSIG and to address matters of importance for mitigating losses in schools.

In summary, NJSIG is in position for a strong renewal season. Pricing is improved and service offerings for members are strong and constantly improving. NJSIG's financial integrity is a key differentiator versus our competition. NJSIG is receiving a flow of new business opportunities, and is poised to begin the next year stronger than ever. NJSIG has bench depth in each department and a continuous focus on perpetuation that will serve the membership well in years to come. NJSIG staff and management remain confident for a bright NJSIG future.

Respectfully Submitted,

William Mayo

William Mayo, CPCU, ARM
Executive Director