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## New Jersey Schools Insurance Group

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### Board of Trustees Meeting of March 15, 2017 Client Relations and Underwriting Report

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I'm very pleased to announce the promotion of Carla Holloway to Senior Underwriter. Carla has been with the Group for three years and has become a trusted leader and mentor to the Underwriting staff. We look forward to providing Carla with the tools she needs to continue enjoying the success she has obtained.

Underwriting is in the process of preparing internally for the upcoming 17/18 renewal season. I anticipate challenges with two sub funds coming out of their three-year commitments with the Group. Challenges which will be met and resolved successfully. We are in the process of interviewing a temporary staff member to assist the Underwriters in collecting exposure data as well as input data into the underwriting system for quoting. We have several candidates with notable insurance experience.

We have received many new business submissions since January. Each will be thoroughly reviewed, researched, and evaluated by NJSIG Underwriters.

We are also in the process of updating and broadening our 17/18 New and Renewal Business Applications. The additional exposure data collected will be shared with Loss Control in an effort to identify potential issues and work with district management to correct and implement successful risk control measures. Thank you Steve Robinson for assisting me with the process of updating the applications. Your input and guidance was priceless.

NJSIG management is busy preparing for our Third Annual Brokers Meeting scheduled for March 10, 2017. We have over 90 people committed to attend. We will provide our brokers with renewal rate status, discuss upcoming policy enhancements and answer questions. NJSIG's Beazley Cyber Liability Underwriter will also be attending. Cyber Liability is an extremely "hot topic" right now and the presentation will thoroughly provide coverage details. NJSIG's Underwriter will be available to our Brokers after the meeting to answer questions. Thank you Lauren Schilling for all of your hard work and expertise in preparing for this event.

Our second round of sub fund meetings are well under way. Attendance and presentations have been impressive. Our sub fund administrators have done an excellent job in encouraging participation, researching presenters and working with NJSIG staff to offer educational and professional meetings.

Please let me know if you have any questions.

Thank you,

*Kelly A. Machu*

Kelly A. Machu, CSRM  
Client Relations and Underwriting Manager