



New Jersey Schools Insurance Group

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Board of Trustees Meeting of September 16, 2015 Client Relations and Underwriting Report

We are pleased to report yet another successful renewal season. We welcome our newest Members, Cherry Hill Board of Education, Scotch Plains/Fanwood Board of Education, Camden Pride Charter School and Camden's Promise Charter to NJSIG.

All of the 2015-2016 renewal invoices have been issued to the Membership and the new declaration pages and supporting documentation has been forwarded to our brokers.

The Underwriting Staff responsible for issuing the certificates of insurance once again did a magnificent job, issuing in excess of 2,200 certificates thus far this year.

We are in the process of preparing all of the reinsurance reports for Willis so that they may provide our exposure data and bound premiums to our various reinsurers.

The Client Relations Staff has been very busy meeting with our broker community to discuss their renewal experience and answer any questions they may have.

During the summer the NJSIG Executive Director, Communications Specialist and Client Relations Staff participated in our first ever marketing steering committee with assistance from some of our brokers and business administrators. This was a valuable, informative and successful project. The feedback from the committee regarding coverages, business practices, marketplace competition and suggestions for marketing to non-member districts in New Jersey will certainly help with the continued growth and success of the Group. We intend to continue with this committee type model on a semi annual basis.

In August, I attended the AGRiP Conference held in Idaho. The presenters were excellent and the topics were enlightening and informative. I will utilize several marketing ideas as well as employee related tips, NJSIG functions at a higher level with respect to technology and business practices than other joint insurance funds throughout the United States. I met with numerous directors and managers from "other" funds and was quite surprised at their lack of exposure rating metrics and even more surprised at the extremely low surplus amounts they advised.

Our first round of Sub Fund Meetings will begin next week. We look forward to educating our Members on an array of topics covered by engaging speakers. Judge Calderon is among our lineup of speakers as well as Rich Pevner, Summit Risk Services. He will remind the Membership of the new procedures with respect to submitting Errors and Omissions claims as well as answering questions from the audience.

We are excited to report our plans have been finalized for our Year End Review during the NJSBA Workshop 2015, Atlantic City, in October. On Tuesday, October 27, 2015 at 5:00 p.m. we will hold our annual meeting at Caesars Hotel & Casino in Palladium C. Immediately following, our reception will be held in the Diamond Club. Please save the date. Please also stop by our booth during convention hours. NJSIG Staff will be on hand to meet and greet you and our members, non-members and brokers.

I look forward to seeing everyone at our meeting.

Kelly A. Machu

Kelly A. Machu, Client Relations and Underwriting Manager