



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 Comptroller/Financial Reporting Report

The following are updates to and/or new accounting issues (if applicable) since the last Board Package.

➤ **ACCOUNTING DEPARTMENT PROCESSES:**

- (1) **Billing & Accounts Receivable Processes:** The NJSIG Accounting Department has processed \$127.9 million of 2016/2017 renewal gross premiums, and endorsements in our Billing Module as of the date of this report (11/7/2016). The Accounting Department is current with all business that has been bound and exported from the Underwriting system. In addition, the Accounting Department continues to invoice our customers in our Billing system for monthly Workers' Compensation installments, 2016/2017 Renewals (off 07/01/2016), miscellaneous endorsements as we receive the billing data from the Underwriting Department. The Accounting Department has collected and applied \$91.5 million of premium deposits (to date) for the 2016/2017 fiscal year. Collections of NJSIG premiums are kept current with the Accounting Department's issuance of our color-coded NJSIG Customer Statements on the 15th of each month.
- (2) **Accounts Payable:** All Accounts Payable vouchers and payments are current. The Accounting Department has processed \$9.4 million of broker commissions as part of the Direct Bill procedures during the 2016/2017 fiscal year.

➤ **FINANCIAL REPORTING ISSUES 2016/2017:**

Please find the attached final financial reports for 07/2016 and 08/2016. I have also included the most current Investment/Cash report. I am currently working on 09/2016 financial reporting and on the 08/2016 monthly reconciliations. I will report on any material findings at our meeting.

➤ **SPECIAL PROJECTS:**

In addition to my standard responsibilities, I have also been working on the following special projects since our last board meeting:



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Comptroller's Report – November 16, 2016

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- (1) Unclaimed Property Act (UPA)/Escheat Filing and Procedures: I have worked with Information Technology and Claims to insure NJSIG's compliance with the timely UPA report filing deadline of 11/01/16. I have also conducted meetings with the Claims, Accounting and Information Technology staff to implement and fine tune the NJSIG in-house escheat procedures for proper recordkeeping and reporting as per the Unclaimed Property Act.
- (2) Office of Legislative Services Audit (OLS): I continue to work with legal to respond to the remaining OLS audit financial and operational data requests from 2010 to present.
- (3) Banking/Custodial/Asset Management RFP: I have received DOBI approval on the drafts of contracts from the vendors that the Trustees approved for banking and financial advisor services. I am now working with legal to customize the contracts to NJSIG's needs and to receive legal approval before finalization of the contracts. Implementation of the vendors' systems/services will begin after the execution of the contracts.
- (4) Payroll: I continue to work with our Payroll Specialist to audit and resolve payroll reporting, coding and/or recordkeeping matters. We are also working together to implement the coordination of Wageworks benefits with Paychex payroll deductions.

Please contact me if you have any questions or concerns (email is mcarosi@njsig.org and cell number is 609-949-1973).

Michele Carosi

Michele Carosi, Comptroller

N J S I G
DATE 11/7/2016

U.S. TREASURIES & AGENCIES

DATE ACQUIRED	MATURITY DATE	NO OF DAYS	PURCHASE PRICE	INTEREST RATE @ PURCHASE	VALUE AT MATURITY	INVESTMENT TYPE	DAYS TO MATURITY
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Totals at: 11/7/2016 0 0

CERTIFICATES OF DEPOSIT

DATE ACQUIRED	MATURITY DATE	NO OF DAYS	AMOUNT	INTEREST RATE	DAYS TO MATURITY	NAME OF BANK	money from
---------------	---------------	------------	--------	---------------	------------------	--------------	------------

Totals at: 11/7/2016 0

**WITH DEAN WITTER
 LIMITED PARTNERSHIPS
 & STOCK**

LATEST QUOTE	SHARES OR UNITS	VALUE	NAME OF PARTNERSHIP
	60	1	CEN PEN INC XXIV
	878	1	D W REALTY III

Totals at: 11/7/2016 2

GRAND TOTAL 2

N J S I G
SUMMARY OF CASH AND INVESTMENTS

AS OF	CASH 8/31/2016	
CASH MGT STATE	324,016	
CLAIMS TD BANK	(1,458,378)	
TD WEALHT MGT - NJ Trst Fnd	0	
LOCK BOX TD BANK	(2,558,877)	
PAYROLL TD BANK	0	
OPERATING #2 TD BANK	(2,325,256)	
FSA/DCA TD BANK	0	
Concentratio TD BANK	264,124,761	
Petty Cash	223	
TOTAL CASH AS OF	8/31/2016	<u>258,106,489</u>

CERTIFICATES OF DEPOSIT & U.S. TREASURIES AND AGENCIES			
AS OF	11/7/16		
	Maturity <u>AMOUNT</u>	<u>% OF INVESTMENTS</u>	CLAIM PAYOUT PATTERN
0 TO 12 MONTHS	0	0.00%	0%
12 TO 24 MONTHS	0	0.00%	0%
24 TO 36 MONTHS	0	0.00%	0%
36 TO 48 MONTHS	0	0.00%	0%
48 TO 60 MONTHS	0	0.00%	0%
OTHER	2	100.00%	100%
TOTAL OF CD'S & U.S. TREAS. AND AGENCIES			
AS OF	11/7/16	<u>2</u>	100.00%

TOTAL CASH AS OF	8/31/2016 =	258,106,489
TOTAL CD'S & US TREAS/AGENCIES AS OF	11/7/16 =	2
MATURED CD's @ 11/7/2016 (Excluding Interest)		20,000,000
	TOTAL =	<u>278,106,491</u>



NJSIG
Income Statement
For the Period Ending 7/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Income:				
4103 Workman's Compensation	19,897,219.74	67,264,966.00	19,897,219.74	67,264,966.00
4104 Property	4,119,997.48	19,414,236.00	4,119,997.48	19,414,236.00
4105 Automobile Liability	1,731,376.68	7,110,715.00	1,731,376.68	7,110,715.00
4106 Automobile Phys. Damage	316,967.08	1,081,480.00	316,967.08	1,081,480.00
4107 General Liability	1,975,155.15	10,345,211.00	1,975,155.15	10,345,211.00
4108 Boiler	249,489.98	1,095,686.00	249,489.98	1,095,686.00
4109 Errors & Omissions	3,908,781.32	16,054,110.00	3,908,781.32	16,054,110.00
4110 Umbrella	1,006,152.11	4,910,169.00	1,006,152.11	4,910,169.00
4111 Crime	197,139.52	613,024.00	197,139.52	613,024.00
4114 E.D.P.	226,688.34	886,593.00	226,688.34	886,593.00
4117 Retro Accounts Income	385.68	0.00	385.68	0.00
4122 Supplemental Indemnity	463,993.02	1,304,428.00	463,993.02	1,304,428.00
4123 Bond Premium	98,938.26	299,058.00	98,938.26	299,058.00
Premium Income	<u>34,192,284.36</u>	<u>130,379,676.00</u>	<u>34,192,284.36</u>	<u>130,379,676.00</u>
Retro Accounts Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Income	<u>34,192,284.36</u>	<u>130,379,676.00</u>	<u>34,192,284.36</u>	<u>130,379,676.00</u>
Adjustments:				
4301 Reinsurance Recoveries	38,552.56	1,576,000.00	38,552.56	1,576,000.00
4304 Subrogation Income	17,251.31	0.00	17,251.31	0.00
Recoveries & Subro Income	<u>55,803.87</u>	<u>1,576,000.00</u>	<u>55,803.87</u>	<u>1,576,000.00</u>
Revenue	<u>34,248,088.23</u>	<u>131,955,676.00</u>	<u>34,248,088.23</u>	<u>131,955,676.00</u>



NJSIG
Income Statement
For the Period Ending 7/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Expenses:				
5102 Salaries-Temporary Employees	614.83	8,958.33	614.83	8,958.33
5103 Salaries	454,418.26	505,414.92	454,418.26	505,414.92
5104 Salaries-Overtime	0.00	250.00	0.00	250.00
5108 Payroll Tax Expenses	34,460.86	49,166.67	34,460.86	49,166.67
5109 Pension Expense	0.00	55,026.00	0.00	55,026.00
5111 Recruiting Costs	1,450.00	625.00	1,450.00	625.00
5112 Post Retirement Bene Exp	0.00	14,296.08	0.00	14,296.08
5113 Employee Medical Benefits	72,895.83	103,819.00	72,895.83	103,819.00
5114 Employee Dental Benefits	4,479.62	4,700.00	4,479.62	4,700.00
5115 Employee Vision Benefits	1,773.02	2,060.00	1,773.02	2,060.00
5116 EE HRA Benefits	8,849.32	28,500.00	8,849.32	28,500.00
5117 Employee FSA Benefits	6,474.31	2,750.00	6,474.31	2,750.00
5118 Employee ST Disab & Other Ins Personnel Expenses	(3,590.47)	6,250.00	(3,590.47)	6,250.00
	<u>581,825.58</u>	<u>781,816.00</u>	<u>581,825.58</u>	<u>781,816.00</u>
5203 Marketing Expenses	2,282.33	1,000.00	2,282.33	1,000.00
Member Services Dept Expenses	<u>2,282.33</u>	<u>1,000.00</u>	<u>2,282.33</u>	<u>1,000.00</u>
5227 Loss Prevention	10,957.16	14,616.67	10,957.16	14,616.67
Loss Control Dept Expenses	<u>10,957.16</u>	<u>14,616.67</u>	<u>10,957.16</u>	<u>14,616.67</u>
5252 Claims Audit Expense	0.00	1,000.00	0.00	1,000.00
Claims Dept Expenses	<u>0.00</u>	<u>1,000.00</u>	<u>0.00</u>	<u>1,000.00</u>
5301 Accounting Fees	(640.00)	100.00	(640.00)	100.00
5303 Actuary Fees	0.00	15,000.00	0.00	15,000.00
5305 Mngmt Maintenance Syst Expense	(47,910.00)	7,500.00	(47,910.00)	7,500.00
5306 Legal & Professional Fees	(1,875.00)	25,000.00	(1,875.00)	25,000.00
5310 Third Party Admin.-Willis Outside Service Fees	56,250.00	56,250.00	56,250.00	56,250.00
	<u>5,825.00</u>	<u>103,850.00</u>	<u>5,825.00</u>	<u>103,850.00</u>
5309 MOCSSIF Agent Commission Exp.	(344,137.53)	0.00	(344,137.53)	0.00
5311 Agent Commission Exp	3,264,205.05	1,132,624.33	3,264,205.05	1,132,624.33
5312 NJEIF Agent Commission Exp.	(520,434.80)	0.00	(520,434.80)	0.00
5315 ERIC North Agent Comm. Exp.	(81,529.00)	0.00	(81,529.00)	0.00
5316 ERIC South Agent Comm Exp	(217,836.49)	0.00	(217,836.49)	0.00
5318 ERIC West Agent Comm Exp	(359,709.99)	0.00	(359,709.99)	0.00
5319 BACCEIC Agent Commission Exp	(160,829.30)	0.00	(160,829.30)	0.00
5320 CAIP Agent Commission Expense	(88,928.74)	0.00	(88,928.74)	0.00



NJSIG
Income Statement
For the Period Ending 7/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Total Agent Commission Expense	1,490,799.20	1,132,624.33	1,490,799.20	1,132,624.33
5401 Claims Expense	4,096,894.72	5,725,583.33	4,096,894.72	5,725,583.33
Claims Expenses	4,096,894.72	5,725,583.33	4,096,894.72	5,725,583.33
5505 Reinsurance Exp-District Bill	7,774,458.13	2,791,327.17	7,774,458.13	2,791,327.17
Reinsurance Expenses	7,774,458.13	2,791,327.17	7,774,458.13	2,791,327.17
5352 IT - Office Equipment Supplies	243.47	2,250.00	243.47	2,250.00
5353 Office Equipment Maintenance	2,154.85	3,283.33	2,154.85	3,283.33
5354 Computer Software Maintenance	8,275.89	24,730.00	8,275.89	24,730.00
Information Technology Dept Expenses	10,674.21	30,263.33	10,674.21	30,263.33
5702 Depreciation Expense	40,476.71	48,228.33	40,476.71	48,228.33
5703 Dues & Subscriptions	51,345.09	7,480.42	51,345.09	7,480.42
5704 Misc. Bank Fees	0.00	291.67	0.00	291.67
5708 Rent Expense	75,374.12	38,891.42	75,374.12	38,891.42
5709 Office Supplies	1,770.66	6,014.17	1,770.66	6,014.17
5710 Office Operating Expenses	2,359.00	5,131.50	2,359.00	5,131.50
5711 Office Leased Expenses	2,088.99	3,291.67	2,088.99	3,291.67
5712 Telephone Expense	0.00	208.33	0.00	208.33
5715 Group's Insurance Expense	16,156.71	18,750.00	16,156.71	18,750.00
5716 Group's Crime Insurance Exp.	3,175.75	1,666.67	3,175.75	1,666.67
5723 Postage	1,106.18	5,291.67	1,106.18	5,291.67
5727 Employee Seminar Expenses	822.82	9,181.25	822.82	9,181.25
5728 Insurance Course Fees	202.75	666.67	202.75	666.67
5729 Tuition Reimbursement	0.00	1,812.50	0.00	1,812.50
5730 Audit Fees	(46,000.00)	2,083.33	(46,000.00)	2,083.33
5731 Consulting Fees	3,583.33	28,541.67	3,583.33	28,541.67
5732 Miscellaneous Expenses	0.00	620.83	0.00	620.83
5733 Disaster Recovery Expenses	11,035.64	9,534.17	11,035.64	9,534.17
5737 Cell Phone Expense	0.00	1,583.33	0.00	1,583.33
5738 OPRA expenses	0.00	8,333.33	0.00	8,333.33
Business Operating Expenses	163,497.75	197,602.92	163,497.75	197,602.92
5201 Travel & Related Expenses	(2,267.59)	12,569.67	(2,267.59)	12,569.67
5851 Annual Meeting	18,200.00	4,216.67	18,200.00	4,216.67
5852 Trustee Meeting Expense	823.85	0.00	823.85	0.00
Conferences & Meeting Expenses	16,756.26	16,786.33	16,756.26	16,786.33
Total Expenses	14,153,970.34	10,796,470.08	14,153,970.34	10,796,470.08



NJSIG
Income Statement
For the Period Ending 7/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Other Revenue and Expenses:				
4413 Interest-NJ St Inv Fund	139.64	21.50	139.64	21.50
4414 Interest-NJ Cash Mgmt Fund	114.78	18.67	114.78	18.67
4415 Interest-Commerce Concentr	54,477.85	12,666.67	54,477.85	12,666.67
4420 Interest - Certificate of Dep	0.00	6,250.00	0.00	6,250.00
Investment Income	<u>54,732.27</u>	<u>18,956.83</u>	<u>54,732.27</u>	<u>18,956.83</u>
Financial Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
4605 Seminar Income	60.00	270.83	60.00	270.83
Other Revenues	<u>60.00</u>	<u>270.83</u>	<u>60.00</u>	<u>270.83</u>
Investment Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Other Revenue and Expenses	<u>54,792.27</u>	<u>19,227.67</u>	<u>54,792.27</u>	<u>19,227.67</u>
Net Revenue	<u>20,148,910.16</u>	<u>121,178,433.59</u>	<u>20,148,910.16</u>	<u>121,178,433.59</u>



NJSIG
Balance Sheet
For the Period Ended 7/31/2016

	Current Balance	Prior Year
<u>Current Assets:</u>		
D.W. Active Assets	0.00	0.00
Petty Cash	226.74	320.73
Cash Mgmt. Fund - N.J. State	323,900.16	323,022.12
Operating Account (1st Union)	0.00	0.00
Concentration (1st Union)	0.00	0.00
Payroll (1st Union)	0.00	0.00
Claims (1st Union)	0.00	0.00
Legal Account (1st Union)	0.00	0.00
A.G. Edwards Cash	0.00	0.00
Concentration Acct (TD Bank)	237,872,634.95	65,188,176.06
Operating Acct (TD Bank)	0.00	0.00
Payroll Acct (TD Bank)	0.00	0.00
Claims Acct (TD Bank)	(2,451,785.08)	(3,591,396.84)
FSA/DCA Acct (TD Bank)	0.00	0.00
Lock Box Account(TD Bank)	(183,503.56)	(124,051.10)
Willis/NJSBAIG Cash (Commerce)	0.00	0.00
Cash Suspense	0.00	0.00
Tri-State Capital Bank Account	0.00	0.00
Beneficial Bank Account	0.00	0.00
Operating Account (TD Bank2)	(922,160.09)	(117,641.55)
CASH IN BANKS	234,639,313.12	61,678,429.42
Certificates of Deposit	40,000,000.00	182,924,375.18
Partnership Interests	2.00	2.00
U.S. Treasury Bills (A.G. Edw)	0.00	0.00
N.J. State Investment Fund	139.66	8,199,593.48
Investment Premiums (NJ Inv F)	0.00	0.00
Market Value Adjust (NJ Inv F)	(0.02)	(0.02)
Certificates of Deposit Susps	0.00	0.00
MARKETABLE SECURITIES	40,000,141.64	191,123,970.64
Reinsurance Rebate Receivable	0.00	0.00
Reinsurance Recoverables	0.00	0.00
Reins. Recovery Receivable	0.00	0.00
Reins. Recovery 85/86 Recvb'l	(36,223.49)	(34,858.95)
REINSURANCE RECEIVABLES	(36,223.49)	(34,858.95)
Interest/Divid Recvb'l-AG Ewds	0.00	0.00
Interest/Divid. Recvb'l-NJ Inv	0.02	0.02
Interest/Divid Recvb'l-CD's	477,322.23	0.00
Interest/Divid Recvb'l-Ptnr Dst	0.00	0.00
INTEREST/DIVIDENDS RECEIVABLES	477,322.25	0.02
Misc. Accounts Receivable	0.00	0.00



NJSIG
Balance Sheet
For the Period Ended 7/31/2016

	<u>Current Balance</u>	<u>Prior Year</u>
Assessments Receivable	0.00	0.00
Legal Settlement Recvb'l	100.00	100.00
Seminar/Training Academy Rec	0.00	0.00
Retro Premium/Service Recvbl	0.00	0.00
Retro Audit Receivable	0.00	0.00
Retro Endorsement Receivable	0.00	0.00
Retro Add'l Servcs Recvb'l	0.00	0.00
MISC ACCOUNTS RECEIVABLES	<u>100.00</u>	<u>100.00</u>
Audit Premium Receivable	0.00	0.00
Premium Recvb'l Installments	9,976,997.68	23,287,419.10
Premium Recvb'l Prebill	0.00	0.00
Premium Receivable	25,150,591.59	55,088,250.09
Commission Recvbl Control Acct	0.00	0.00
Allowance of Doubtful Accts	0.00	0.00
A/R Maintenance Control Acct.	0.00	(186.02)
Asset Transfer Control Acct.	0.00	0.00
Agent Commission Receivable	0.00	0.00
PREMIUM RECEIVABLES	<u>35,127,589.27</u>	<u>78,375,483.17</u>
TOTAL Current Assets	<u>310,208,242.79</u>	<u>331,143,124.30</u>
F&F Original Value	1,347,135.56	972,254.79
Accumulated Depreciation	(596,046.62)	(699,422.07)
Leasehold Improvements	0.00	0.00
Accumulated Amortization	0.00	0.00
TOTAL FIXED ASSETS	<u>751,088.94</u>	<u>272,832.72</u>
<u>Other Assets:</u>		
Prepaid General Insurance	95,927.97	86,487.26
Prepaid Crime Insurance	21,291.61	20,926.95
Prepaid General Expenses	209,529.28	226,735.56
Prepaid TPA Expenses	112,499.88	112,499.88
PREPAID ASSETS	<u>439,248.74</u>	<u>446,649.65</u>
Unearned M&M Fees	0.00	0.00
Unearned Marsh Reins Exp	0.00	0.00
Unearned Marsh Ag Comm	0.00	0.00
Unearned Willis Fees	0.00	0.00
Unearned Reins Exp	651,390.18	578,013.38
Unearned Agent Comm.	199,824.44	197,928.47
Unrn'd Cigna/Fireman's Reins.	0.00	0.00
Unrnd Cigna/Fireman's Ag. Comm	0.00	0.00
Retro Reinsurance Unearned	0.00	0.00
Retro Agent Comm Unearned	0.00	0.00
Retro M&M Fee Unearned	0.00	0.00



NJSIG
Balance Sheet
For the Period Ended 7/31/2016

	Current Balance	Prior Year
UNEARNED EXPENSES	851,214.62	775,941.85
Travel Advance	0.00	0.00
Deposits	0.00	0.00
OTHER ASSETS	0.00	0.00
GASB68-Defer Out-ChngInAssump	1,703,943.00	383,215.00
GASB68-DeferOut-ChngProportion	1,347,926.00	563,383.00
GASB68-DeferOut-ExpectvsActual	378,521.00	0.00
DEFERRED OUTFLOWS	3,430,390.00	946,598.00
TOTAL OTHER ASSETS	4,720,853.36	2,169,189.50
TOTAL ASSETS	315,680,185.09	333,585,146.52
A/P Module ADM01	0.00	0.00
Notes Payable	0.00	0.00
Accrued Expenses Payable	122,496.71	135,533.93
A/P Module INS01	(4,280.77)	(52,691.45)
Safety Grant Payable	5,015,029.71	4,802,362.07
Reins Recov Paybl- XL Reins	0.00	0.00
Mngmt Maintenance Syst Paybl	0.00	129.79
Broker Refund Payable	0.00	0.00
Federal Income Tax W/H	0.00	0.00
FICA W/H Employee	0.00	0.00
FICA W/H Employer	0.00	0.00
FUI Taxes Payable	0.00	0.00
SUI Payable	0.00	0.00
State Income W/H-NJ	0.00	0.00
State Income W/H-PA	0.00	0.00
Garnishment Payable	0.00	0.00
Medicare - Employee	0.00	0.00
Medicare - Employer	0.00	0.00
Employee Savings Payable	0.02	0.02
Local Income W/H-Phila	0.03	0.03
Group Term Life Payable	0.00	0.00
TOTAL CURRENT LIABILITIES	5,133,245.70	4,885,334.39
Estimated Unpaid Losses	217,262,000.00	213,198,000.00
Reserve-Unalloc Loss Adjust	1,498,994.27	1,721,588.39
Unearned Premiums-Marsh	0.00	0.00
Aggregate Contingency Fund	0.00	0.00
Unearned Premiums	1,606,448.11	1,555,470.06
Unrn'd Cigna/Fireman's Premium	0.00	0.00
Unernd Willis Mgt Fees/Ret Prm	0.00	0.00
Post Retirement Bene Paybl	1,186,460.64	904,478.13



NJSIG
Balance Sheet
For the Period Ended 7/31/2016

	<u>Current Balance</u>	<u>Prior Year</u>
Mngmt Maintenance Syst Paybl	0.00	0.00
Rate Stabilization-ERIC North	593,362.40	593,362.40
Rate Stabilization-ERIC South	232,385.94	377,053.53
Rate Stabilization - ERIC West	216,760.85	242,760.85
Rate Stabilization - BACCEIC	290,564.19	290,564.19
Rate Stabilization - MOCSSIF	320,824.09	215,463.00
Rate Stabilization - NJEIF	437,559.63	704,753.39
TOTAL LONG TERM LIABILITIES	<u>223,645,360.12</u>	<u>219,803,493.94</u>
Employee Benefits Payable	0.00	0.00
Pensions Payable	43,542.37	35,971.07
GASB68-Pension Payable	15,866,572.00	12,186,706.00
Dividend Payable	0.00	0.00
403B/T. Rowe Price Payable	4,928.59	(0.14)
Colonial Life Payable	0.00	0.00
Retro Claims (Cash)	276,700.47	252,283.27
STARS Recon/Claims Liability	0.00	0.00
Return of excess subrogation	0.00	0.00
AFLAC Payable	0.00	(1,982.62)
Group Term Life Payable	8,020.48	3,450.73
Due to Retro Reinsurer	0.00	0.00
Retro Agent Comm Payable	0.00	0.00
M&M Retro Fee Payable	0.00	0.00
Retro Unearned Prem/Service	0.00	0.00
Marsh Due to Reinsurers	0.00	0.00
Marsh Ag. Comm. Payable	0.00	0.00
Due to Reinsurers	(21,269,560.79)	(11,940,930.33)
Agent Comm. Payable	3,344,995.93	8,082,254.46
Due To Reinsurers Installments	0.00	0.00
Due To Reinsurers Prebill	0.00	0.00
Ag Comm Paybl Installments	0.00	0.00
Ag Comm Paybl Prebill	0.00	0.00
TOTAL OTHER LIABILITIES	<u>(1,724,800.95)</u>	<u>8,617,752.44</u>
GASB68-DeferIn-DiffInInvest	255,104.00	726,261.00
GASB68-DeferIn-ChngIn Proport	0.00	0.00
TOTAL DEFERRED INFLOWS	<u>255,104.00</u>	<u>726,261.00</u>
TOTAL LIABILITIES	<u>227,308,908.87</u>	<u>234,032,841.77</u>
Retained Earnings Fund Balance	68,222,366.06	57,315,325.86
Year-to-Date Earnings	20,148,910.16	42,236,978.89
Total Capital	<u>88,371,276.22</u>	<u>99,552,304.75</u>
Total Liabilities and Capital	<u>315,680,185.09</u>	<u>333,585,146.52</u>



NJSIG
Income Statement
For the Period Ending 8/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Income:				
4103 Workman's Compensation	67,073,972.47	67,264,966.00	47,176,752.73	0.00
4104 Property	18,565,708.09	19,414,236.00	14,445,710.61	0.00
4105 Automobile Liability	6,490,570.34	7,110,715.00	4,759,193.66	0.00
4106 Automobile Phys. Damage	1,091,039.54	1,081,480.00	774,072.46	0.00
4107 General Liability	8,931,129.30	10,345,211.00	6,955,974.15	0.00
4108 Boiler	1,032,320.80	1,095,686.00	782,830.82	0.00
4109 Errors & Omissions	14,812,502.33	16,054,110.00	10,903,721.01	0.00
4110 Umbrella	4,299,954.58	4,910,169.00	3,293,802.47	0.00
4111 Crime	607,829.47	613,024.00	410,689.95	0.00
4114 E.D.P.	849,480.00	886,593.00	622,791.66	0.00
4117 Retro Accounts Income	805.22	0.00	419.54	0.00
4122 Supplemental Indemnity	1,695,254.95	1,304,428.00	1,231,261.93	0.00
4123 Bond Premium	261,129.60	299,058.00	162,191.34	0.00
Premium Income	<u>125,711,696.69</u>	<u>130,379,676.00</u>	<u>91,519,412.33</u>	<u>0.00</u>
Retro Accounts Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Income	<u>125,711,696.69</u>	<u>130,379,676.00</u>	<u>91,519,412.33</u>	<u>0.00</u>
Adjustments:				
4301 Reinsurance Recoveries	49,774.14	1,576,000.00	11,221.58	0.00
4304 Subrogation Income	100,870.36	0.00	83,619.05	0.00
Recoveries & Subro Income	<u>150,644.50</u>	<u>1,576,000.00</u>	<u>94,840.63</u>	<u>0.00</u>
Revenue	<u>125,862,341.19</u>	<u>131,955,676.00</u>	<u>91,614,252.96</u>	<u>0.00</u>



NJSIG
Income Statement
For the Period Ending 8/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Expenses:				
5102 Salaries-Temporary Employees	814.91	17,916.67	200.08	8,958.33
5103 Salaries	920,739.07	1,010,829.83	466,320.81	505,414.92
5104 Salaries-Overtime	0.00	500.00	0.00	250.00
5108 Payroll Tax Expenses	69,492.41	98,333.33	35,031.55	49,166.67
5109 Pension Expense	0.00	110,052.00	0.00	55,026.00
5111 Recruiting Costs	3,465.50	1,250.00	2,015.50	625.00
5112 Post Retirement Bene Exp	0.00	28,592.17	0.00	14,296.08
5113 Employee Medical Benefits	146,187.82	207,638.00	73,291.99	103,819.00
5114 Employee Dental Benefits	(9.86)	9,400.00	(4,489.48)	4,700.00
5115 Employee Vision Benefits	5,421.05	4,120.00	3,648.03	2,060.00
5116 EE HRA Benefits	23,748.98	57,000.00	14,899.66	28,500.00
5117 Employee FSA Benefits	13,730.87	5,500.00	7,256.56	2,750.00
5118 Employee ST Disab & Other Ins	(637.62)	12,500.00	2,952.85	6,250.00
Personnel Expenses	<u>1,182,953.13</u>	<u>1,563,632.00</u>	<u>601,127.55</u>	<u>781,816.00</u>
5203 Marketing Expenses	8,492.39	2,000.00	6,210.06	1,000.00
Member Services Dept Expenses	<u>8,492.39</u>	<u>2,000.00</u>	<u>6,210.06</u>	<u>1,000.00</u>
5227 Loss Prevention	22,190.35	29,233.33	11,233.19	14,616.67
Loss Control Dept Expenses	<u>22,190.35</u>	<u>29,233.33</u>	<u>11,233.19</u>	<u>14,616.67</u>
5252 Claims Audit Expense	0.00	2,000.00	0.00	1,000.00
Claims Dept Expenses	<u>0.00</u>	<u>2,000.00</u>	<u>0.00</u>	<u>1,000.00</u>
5301 Accounting Fees	(640.00)	200.00	0.00	100.00
5303 Actuary Fees	23,486.23	30,000.00	23,486.23	15,000.00
5305 Mngmt Maintenance Syst Expense	(47,910.00)	15,000.00	0.00	7,500.00
5306 Legal & Professional Fees	(212.50)	50,000.00	1,662.50	25,000.00
5310 Third Party Admin.-Willis	112,500.00	112,500.00	56,250.00	56,250.00
Outside Service Fees	<u>87,223.73</u>	<u>207,700.00</u>	<u>81,398.73</u>	<u>103,850.00</u>
5309 MOCSSIF Agent Commission Exp.	0.00	0.00	344,137.53	0.00
5311 Agent Commission Exp	12,279,102.01	2,265,248.67	9,014,896.96	1,132,624.33
5312 NJEIF Agent Commission Exp.	0.00	0.00	520,434.80	0.00
5315 ERIC North Agent Comm. Exp.	(0.15)	0.00	81,528.85	0.00
5316 ERIC South Agent Comm Exp	0.00	0.00	217,836.49	0.00
5318 ERIC West Agent Comm Exp	0.00	0.00	359,709.99	0.00
5319 BACCEIC Agent Commission Exp	0.00	0.00	160,829.30	0.00
5320 CAIP Agent Commission Expense	0.00	0.00	88,928.74	0.00



NJSIG
Income Statement
For the Period Ending 8/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Total Agent Commission Expense	12,279,101.86	2,265,248.67	10,788,302.66	1,132,624.33
5401 Claims Expense	8,667,629.76	11,451,166.67	4,570,735.04	5,725,583.33
Claims Expenses	8,667,629.76	11,451,166.67	4,570,735.04	5,725,583.33
5505 Reinsurance Exp-District Bill	30,979,363.58	5,582,654.33	23,204,905.45	2,791,327.17
Reinsurance Expenses	30,979,363.58	5,582,654.33	23,204,905.45	2,791,327.17
5352 IT - Office Equipment Supplies	350.60	4,500.00	107.13	2,250.00
5353 Office Equipment Maintenance	4,309.70	6,566.67	2,154.85	3,283.33
5354 Computer Software Maintenance	48,193.97	49,460.00	39,918.08	24,730.00
Information Technology Dept Expenses	52,854.27	60,526.67	42,180.06	30,263.33
5702 Depreciation Expense	74,617.54	96,456.67	34,140.83	48,228.33
5703 Dues & Subscriptions	54,044.80	14,960.83	2,699.71	7,480.42
5704 Misc. Bank Fees	0.00	583.33	0.00	291.67
5708 Rent Expense	113,061.18	77,782.83	37,687.06	38,891.42
5709 Office Supplies	9,504.08	12,028.33	7,733.42	6,014.17
5710 Office Operating Expenses	10,361.71	10,263.00	8,002.71	5,131.50
5711 Office Leased Expenses	4,747.84	6,583.33	2,658.85	3,291.67
5712 Telephone Expense	0.00	416.67	0.00	208.33
5715 Group's Insurance Expense	32,313.42	37,500.00	16,156.71	18,750.00
5716 Group's Crime Insurance Exp.	6,351.50	3,333.33	3,175.75	1,666.67
5723 Postage	6,837.61	10,583.33	5,731.43	5,291.67
5727 Employee Seminar Expenses	1,151.32	18,362.50	328.50	9,181.25
5728 Insurance Course Fees	280.75	1,333.33	78.00	666.67
5729 Tuition Reimbursement	0.00	3,625.00	0.00	1,812.50
5730 Audit Fees	(46,000.00)	4,166.67	0.00	2,083.33
5731 Consulting Fees	52,962.66	57,083.34	49,379.33	28,541.67
5732 Miscellaneous Expenses	125.60	1,241.67	125.60	620.83
5733 Disaster Recovery Expenses	19,498.94	19,068.33	8,463.30	9,534.17
5737 Cell Phone Expense	1,186.74	3,166.67	1,186.74	1,583.33
5738 OPRA expenses	0.00	16,666.67	0.00	8,333.33
Business Operating Expenses	341,045.69	395,205.83	177,547.94	197,602.92
5201 Travel & Related Expenses	7,693.98	25,139.33	9,961.57	12,569.67
5851 Annual Meeting	18,200.00	8,433.33	0.00	4,216.67
5852 Trustee Meeting Expense	1,582.02	0.00	758.17	0.00
Conferences & Meeting Expenses	27,476.00	33,572.67	10,719.74	16,786.33
Total Expenses	53,648,330.76	21,592,940.16	39,494,360.42	10,796,470.08



NJSIG
Income Statement
For the Period Ending 8/31/2016

	<u>Actuals YTD</u>	<u>Budget YTD</u>	<u>Actuals Month</u>	<u>Budget Month</u>
Other Revenue and Expenses:				
4413 Interest-NJ St Inv Fund	139.64	43.00	0.00	21.50
4414 Interest-NJ Cash Mgmt Fund	230.97	37.33	116.19	18.67
4415 Interest-Commerce Concentr	108,710.15	25,333.33	54,232.30	12,666.67
4420 Interest - Certificate of Dep	<u>11,803.53</u>	<u>12,500.00</u>	<u>11,803.53</u>	<u>6,250.00</u>
Investment Income	<u>120,884.29</u>	<u>37,913.67</u>	<u>66,152.02</u>	<u>18,956.83</u>
Financial Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
4603 Miscellaneous Income	2,371.00	0.00	2,371.00	0.00
4605 Seminar Income	<u>1,995.00</u>	<u>541.67</u>	<u>1,935.00</u>	<u>270.83</u>
Other Revenues	<u>4,366.00</u>	<u>541.67</u>	<u>4,306.00</u>	<u>270.83</u>
Investment Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Other Revenue and Expenses	<u>125,250.29</u>	<u>38,455.33</u>	<u>70,458.02</u>	<u>19,227.67</u>
Net Revenue	<u>72,339,260.72</u>	<u>110,401,191.17</u>	<u>52,190,350.56</u>	<u>(10,777,242.41)</u>



NJSIG
Balance Sheet
For the Period Ended 8/31/2016

	<u>Current Balance</u>	<u>Prior Year</u>
<u>Current Assets:</u>		
D.W. Active Assets	0.00	0.00
Petty Cash	222.75	157.54
Cash Mgmt. Fund - N.J. State	324,016.35	323,050.10
Operating Account (1st Union)	0.00	0.00
Concentration (1st Union)	0.00	0.00
Payroll (1st Union)	0.00	0.00
Claims (1st Union)	0.00	0.00
Legal Account (1st Union)	0.00	0.00
A.G. Edwards Cash	0.00	0.00
Concentration Acct (TD Bank)	264,124,760.55	84,013,017.64
Operating Acct (TD Bank)	0.00	0.00
Payroll Acct (TD Bank)	0.00	(111.51)
Claims Acct (TD Bank)	(1,458,377.63)	(3,016,989.50)
FSA/DCA Acct (TD Bank)	0.00	0.00
Lock Box Account(TD Bank)	(2,558,877.48)	(12,722,165.21)
Willis/NJSBAIG Cash (Commerce)	0.00	0.00
Cash Suspense	0.00	0.00
Tri-State Capital Bank Account	0.00	0.00
Beneficial Bank Account	0.00	0.00
Operating Account (TD Bank2)	(2,325,255.76)	(1,228,502.70)
CASH IN BANKS	258,106,488.78	67,368,456.36
Certificates of Deposit	20,000,000.00	182,924,375.18
Partnership Interests	2.00	2.00
U.S. Treasury Bills (A.G. Edw)	0.00	0.00
N.J. State Investment Fund	0.02	8,199,635.93
Investment Premiums (NJ Inv F)	0.00	0.00
Market Value Adjust (NJ Inv F)	(0.02)	(0.02)
Certificates of Deposit Susps	0.00	0.00
MARKETABLE SECURITIES	20,000,002.00	191,124,013.09
Reinsurance Rebate Receivable	0.00	0.00
Reinsurance Recoverables	0.00	0.00
Reins. Recovery Receivable	0.00	0.00
Reins. Recovery 85/86 Recvb'l	(36,223.49)	(34,858.95)
REINSURANCE RECEIVABLES	(36,223.49)	(34,858.95)
Interest/Divid Recvb'l-AG Ewds	0.00	0.00
Interest/Divid. Recvb'l-NJ Inv	0.02	0.02
Interest/Divid Recvb'l-CD's	243,894.00	0.00
Interest/Divid Recvb'l-Ptnr Dst	0.00	0.00
INTEREST/DIVIDENDS RECEIVABLES	243,894.02	0.02
Misc. Accounts Receivable	0.00	0.00



NJSIG
Balance Sheet
For the Period Ended 8/31/2016

	<u>Current Balance</u>	<u>Prior Year</u>
Assessments Receivable	0.00	0.00
Legal Settlement Recvb'l	100.00	100.00
Seminar/Training Academy Rec	0.00	0.00
Retro Premium/Service Recvbl	0.00	0.00
Retro Audit Receivable	0.00	0.00
Retro Endorsement Receivable	0.00	0.00
Retro Add'l Servcs Recvb'l	0.00	0.00
MISC ACCOUNTS RECEIVABLES	<u>100.00</u>	<u>100.00</u>
Audit Premium Receivable	0.00	0.00
Premium Recvb'l Installments	34,493,445.89	33,588,379.51
Premium Recvb'l Prebill	0.00	0.00
Premium Receivable	78,506,441.35	72,774,795.23
Commission Recvbl Control Acct	0.00	0.00
Allowance of Doubtful Accts	0.00	0.00
A/R Maintenance Control Acct.	0.00	(186.02)
Asset Transfer Control Acct.	0.00	0.00
Agent Commission Receivable	0.00	0.00
PREMIUM RECEIVABLES	<u>112,999,887.24</u>	<u>106,362,988.72</u>
TOTAL Current Assets	<u>391,314,148.55</u>	<u>364,820,699.24</u>
F&F Original Value	1,347,135.56	1,045,679.96
Accumulated Depreciation	(630,187.45)	(743,178.42)
Leasehold Improvements	0.00	0.00
Accumulated Amortization	0.00	0.00
TOTAL FIXED ASSETS	<u>716,948.11</u>	<u>302,501.54</u>
Other Assets:		
Prepaid General Insurance	79,771.26	72,985.05
Prepaid Crime Insurance	18,115.86	17,933.53
Prepaid General Expenses	194,716.67	214,182.36
Prepaid TPA Expenses	224,999.88	56,249.88
PREPAID ASSETS	<u>517,603.67</u>	<u>361,350.82</u>
Unearned M&M Fees	0.00	0.00
Unearned Marsh Reins Exp	0.00	0.00
Unearned Marsh Ag Comm	0.00	0.00
Unearned Willis Fees	0.00	0.00
Unearned Reins Exp	651,390.18	578,013.38
Unearned Agent Comm.	199,824.44	197,928.47
Unrn'd Cigna/Fireman's Reins.	0.00	0.00
Unrnd Cigna/Fireman's Ag. Comm	0.00	0.00
Retro Reinsurance Unearned	0.00	0.00
Retro Agent Comm Unearned	0.00	0.00
Retro M&M Fee Unearned	0.00	0.00



NJSIG
Balance Sheet
For the Period Ended 8/31/2016

	<u>Current Balance</u>	<u>Prior Year</u>
UNEARNED EXPENSES	851,214.62	775,941.85
Travel Advance	0.00	0.00
Deposits	0.00	0.00
OTHER ASSETS	0.00	0.00
GASB68-Defer Out-ChngInAssump	1,703,943.00	383,215.00
GASB68-DeferOut-ChngProportion	1,347,926.00	563,383.00
GASB68-DeferOut-ExpectvsActual	378,521.00	0.00
DEFERRED OUTFLOWS	3,430,390.00	946,598.00
TOTAL OTHER ASSETS	4,799,208.29	2,083,890.67
TOTAL ASSETS	396,830,304.95	367,207,091.45
A/P Module ADM01	0.00	0.00
Notes Payable	0.00	0.00
Accrued Expenses Payable	122,496.71	135,533.93
A/P Module INS01	(4,280.77)	(48,538.72)
Safety Grant Payable	3,678,630.64	4,802,362.07
Reins Recov Paybl- XL Reins	0.00	0.00
Mngmt Maintenance Syst Paybl	0.00	129.79
Broker Refund Payable	0.00	0.00
Federal Income Tax W/H	0.00	0.00
FICA W/H Employee	0.00	0.00
FICA W/H Employer	0.00	0.00
FUI Taxes Payable	0.00	0.00
SUI Payable	0.00	0.00
State Income W/H-NJ	0.00	0.00
State Income W/H-PA	0.00	0.00
Garnishment Payable	0.00	0.00
Medicare - Employee	0.00	0.00
Medicare - Employer	0.00	0.00
Employee Savings Payable	0.02	0.02
Local Income W/H-Phila	0.03	0.03
Group Term Life Payable	0.00	0.00
TOTAL CURRENT LIABILITIES	3,796,846.63	4,889,487.12
Estimated Unpaid Losses	217,262,000.00	213,198,000.00
Reserve-Unalloc Loss Adjust	1,498,994.27	1,721,588.39
Unearned Premiums-Marsh	0.00	0.00
Aggregate Contingency Fund	0.00	0.00
Unearned Premiums	1,606,448.11	1,555,470.06
Unrn'd Cigna/Fireman's Premium	0.00	0.00
Unernd Willis Mgt Fees/Ret Prm	0.00	0.00
Post Retirement Bene Paybl	1,185,959.47	903,938.07



NJSIG
Balance Sheet
For the Period Ended 8/31/2016

	<u>Current Balance</u>	<u>Prior Year</u>
Mngmt Maintenance Syst Paybl	0.00	0.00
Rate Stabilization-ERIC North	593,362.40	593,362.40
Rate Stabilization-ERIC South	232,385.94	377,053.53
Rate Stabilization - ERIC West	216,760.85	242,760.85
Rate Stabilization - BACCEIC	290,564.19	290,564.19
Rate Stabilization - MOCSSIF	320,824.09	215,463.00
Rate Stabilization - NJEIF	437,559.63	704,753.39
TOTAL LONG TERM LIABILITIES	<u>223,644,858.95</u>	<u>219,802,953.88</u>
Employee Benefits Payable	0.00	0.00
Pensions Payable	83,152.45	36,229.71
GASB68-Pension Payable	15,866,572.00	12,186,706.00
Dividend Payable	0.00	0.00
403B/T. Rowe Price Payable	4,870.59	(0.28)
Colonial Life Payable	0.00	0.00
Retro Claims (Cash)	267,682.08	230,382.16
STARS Recon/Claims Liability	0.00	0.00
Return of excess subrogation	0.00	0.00
AFLAC Payable	0.00	(1,982.62)
Group Term Life Payable	14,041.15	3,545.53
Due to Retro Reinsurer	0.00	0.00
Retro Agent Comm Payable	0.00	0.00
M&M Retro Fee Payable	0.00	0.00
Retro Unearned Prem/Service	0.00	0.00
Marsh Due to Reinsurers	0.00	0.00
Marsh Ag. Comm. Payable	0.00	0.00
Due to Reinsurers	250,302.66	(936,561.02)
Agent Comm. Payable	12,085,247.66	10,920,619.58
Due To Reinsurers Installments	0.00	0.00
Due To Reinsurers Prebill	0.00	0.00
Ag Comm Paybl Installments	0.00	0.00
Ag Comm Paybl Prebill	0.00	0.00
TOTAL OTHER LIABILITIES	<u>28,571,868.59</u>	<u>22,438,939.06</u>
GASB68-DeferIn-DiffInInvest	255,104.00	726,261.00
GASB68-DeferIn-ChngIn Proport	0.00	0.00
TOTAL DEFERRED INFLOWS	<u>255,104.00</u>	<u>726,261.00</u>
TOTAL LIABILITIES	<u>256,268,678.17</u>	<u>247,857,641.06</u>
Retained Earnings Fund Balance	68,222,366.06	57,315,325.86
Year-to-Date Earnings	72,339,260.72	62,034,124.53
Total Capital	<u>140,561,626.78</u>	<u>119,349,450.39</u>
Total Liabilities and Capital	<u>396,830,304.95</u>	<u>367,207,091.45</u>