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New Jersey Schools Insurance Group

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Board of Trustees Meeting of June 15, 2016 Client Relations and Underwriting Report

On June 1, 2016 welcomed aboard our new Underwriter, Shevon Bennett.

The Underwriting Department has received 330 renewal and new business applications to date and has issued in excess of 230 renewal and new business proposals.

On May 25, 2016, Client Relations attended the NJ Charter School Conference, Atlantic City, where they met with both existing charter school clients and potential new members.

The Client Relations Staff was also in attendance at the recent ERIC West Training Day and the BACCEIC & ERIC South Joint Training Day which included topics such as *Transgender Identification* and *Workers' Compensation Claims*. The guest speakers Paula C. Rodriguez Rust, Ph. D. and John H. Geaney, Esquire were well received by all in attendance. We received very positive feedback from both members and brokers.

Our final sub fund meeting for this fund year will be CAIP scheduled for June 20, 2016.

In Dave Ritch's absence, he reports the following:

The pricing and renewal quoting terms on the Group's Crime Policy have been finalized and became effective June 1, 2016 for \$19,920. This policy provides \$10 million limit for Employee Dishonesty; Forgery or Alteration; Money inside and out; Computer Fraud; and Funds Transfer Fraud. All of these coverages have a \$50,000 deductible. This is the same premium and terms as expiring.

In addition, I attended a meeting at Munich Re with William Mayo, Executive Director, and Kelly Machu, Client Relations and Underwriting Manager that highlighted Munich Re's initiative to test a new collision avoidance software system for school buses. We look forward to working with Munich Re on this project in the near future.

Thank you,

Kelly A. Machu

Kelly A. Machu, Client Relations and Underwriting Manager