

**SALEM COUNTY INSURANCE FUND COMMISSION  
AGENDA AND REPORTS  
DECEMBER 8, 2016 – 9 AM**

**COUNTY OLD COURTHOUSE  
104 MARKET STREET – 2<sup>ND</sup> FLOOR  
SALEM, NJ 08079**

**To attend the meeting via teleconference please dial 1-866-921-5493  
and enter passcode 7269691#**

**OPEN PUBLIC MEETINGS ACT - STATEMENT OF COMPLIANCE**

**In accordance with the Open Public Meetings Act, notice of this meeting was given by:**

- I. Advertising the notice in the South Jersey News and the Elmer Times**
- II. Filing advance written notice of this meeting with the Commissioners of the SALEM COUNTY INSURANCE FUND COMMISSION; and**
- III. Posting notice on the Public Bulletin Board in the Salem County Courthouse and the Salem County Administration Building and filing it with the County Clerk**

**SALEM COUNTY INSURANCE FUND COMMISSION  
AGENDA -OPEN PUBLIC MEETING  
DECEMBER 8, 2016 – 9:00 AM  
104 MARKET STREET  
SALEM, NJ 08079**

- MEETING CALLED TO ORDER - OPEN PUBLIC MEETING NOTICE READ**
- FLAG SALUTE**
- ROLL CALL OF COMMISSIONERS**
- APPROVAL OF MINUTES: October 6, 2016 Open Minutes.....Appendix I  
October 6, 2016 Closed Minutes.....To Be Distributed**
  
- CORRESPONDENCE - None**
  
- EXECUTIVE DIRECTOR/ADMINISTRATOR – PERMA.....Page 1**
  
- COMMITTEE REPORTS**
  - Safety Committee Report.....Verbal
  - Claims Committee Report.....Verbal
  
- TREASURER – Katie Coleman**
  - Resolution 20-16 Bills List.....Page 17
  
- CEL SAFETY DIRECTOR – J.A. Montgomery Risk Control**
  - Monthly Report ..... Page 18
  
- CLAIMS SERVICE – Inservco Insurance Services**
  - Monthly Savings Report..... Page 21
  
- EXECUTIVE SESSION**
  
- Motion for Executive Session for Certain Specified Purposes for Personnel, Safety, Public Property or Litigation in accordance with the Open Public Meeting Act - PAYMENT AUTHORIZATION REQUEST**
  
- Motion to Return to Open Session**
- Motion to Approve PARS**
  
- OLD BUSINESS**
- NEW BUSINESS**
- PUBLIC COMMENT**

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- MEETING ADJOURNMENT**
  - NEXT SCHEDULED MEETING: February 2, 2017**

**SALEM COUNTY INSURANCE FUND COMMISSION**

9 Campus Drive, Suite 216  
Parsippany, NJ 07054

Date: December 8, 2016

Memo to: Commissioners of the Salem County Insurance Fund Commission

From: PERMA Risk Management Services

Subject: Executive Director's Report

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- 2017 Property & Casualty Budget Introduction** – Attached on **page 3** for your review and discussion is the 2017 proposed Property and Casualty Budget in the amount of \$1,490,666.00. The introductory budget represents a 0.67% decrease compared to the 2016 budget.
  - Motion to introduce the 2017 Property and Casualty Budget in the amount of \$1,490,660 and schedule a public hearing and adoption on February 4, 2016 at 9:00 AM at the County Old Courthouse.**
- Member Entity Deductibles and Litigation Defense Cost** – There is a need to adopt a procedure to advance litigation defense cost. Resolution 24-16 (Page 4)
  - Motion to Approve Resolution 24-16 Adopting Procedures to Advance Litigation Defense Cost**
- Certificate of Insurance Issuance Report:** Attached on **Page 5** is the Certificate of Insurance Issuance Report from the CEL listing those certificates issued for the period of September 27, 2016 to November 26, 2016. There were 4 certificates of insurance issued during this period.
  - Motion to approve the certificate of insurance report.**
- NJ Excess Counties Insurance Fund (CELJIF)** – A sub-committee met on October 17, 2016 to review the preliminary 2017 budget. The CELJIF met on October 27, 2016 and introduced the CEL 2017 Budget. The proposed budget represented a total of \$20,914,827 or a decrease of 1.7%. A summary report of the meeting is included in the agenda on **Pages 6-7**. The public hearing and adoption of the budget was held on November 17, 2016.
- Financial Fast Track** – Included on **Pages 8 & 9** of the agenda are the Financial Fast Tracks for the Salem County Insurance Fund Commission for August & September.

- ❑ **NJ CEL Property and Casualty Financial Fast Track** - Included in the agenda on **Page 10** is the NJ CEL Financial Fast Track Report as of September 30, 2016. The CEL has a surplus of **\$7,631,542**.
- ❑ **Claims Tracking Report (Page 11)** – The claims tracking report is on page 11 of the agenda. The Claims Activity Report tracks open claims; the Executive Director will review the report with the Commission.
- ❑ **Reporting of Claims to Claims Made Policies Prior to 12/31/16 Expiration (Pages 12-16)** Included in the agenda on pages 12-18 is a copy of a letter from Danielle Batchelor regarding reporting of claims to claims made policies prior to 12/31/16 along with the applicable limit schematics. Ms. Batchelor will review the information with the Commission.
- ❑ **2017 Auto ID Cards/WC Posting Notices/Renewal of Certificate of Insurances** – The 2017 auto ID cards and WC Posting Notices will be sent to each member entity representative for distribution on or about December 10th. The CEL Underwriting Manager’s team will review any certificates which need to be re-issued for the 2017 renewal.
- ❑ **2017 CEL Excess Insurance Renewal** – The CEL Underwriting Manager will provide an update on their renewal marketing efforts.

SALEM COUNTY INSURANCE COMMISSION					
PROPOSED BUDGET					
		ANNUALIZED BUDGET FY2016	PROPOSED BUDGET	Change \$	Change %
APPROPRIATIONS					
<b>I. Claims and Excess Insurance</b>					
<b>Claims</b>					
1	Property	62,309	68,000	5,691	9.13%
2	Liability	62,760	120,000	57,240	91.20%
3	Auto	6,276	5,000	(1,276)	-20.33%
4	Workers' Comp.	482,783	525,000	42,217	8.74%
5	LFC	106,151		(106,151)	100.00%
6	<b>Subtotal - Claims</b>	<b>720,279</b>	<b>718,000</b>	<b>(2,279)</b>	<b>-0.32%</b>
7					
<b>8 Premiums</b>					
9	CEL JIF	492,165	492,912	747	0.15%
10					
11	<b>SubTotal Premiums</b>	<b>492,165</b>	<b>492,912</b>	<b>747</b>	<b>0.15%</b>
12	<b>Total Loss Fund</b>	<b>1,212,444</b>	<b>1,210,912</b>	<b>(1,532)</b>	<b>-0.13%</b>
13					
<b>14 II. Expenses, Fees &amp; Contingency</b>					
15					
16	Claims Adjustment	23,347	22,700	(647)	-2.77%
17	Safety Director	0	0	0	0.00%
18	General Expense				
19	Exec. Director	35,513	35,513	0	0.00%
20	Actuary	7,959	7,959	0	0.00%
21	Auditor	7,959	7,959	0	0.00%
22	Attorney	0	0	0	0.00%
23	Treasurer	0	0	0	0.00%
24					
25					
26	Misc. Expense & Contingency	27,839	20,000	(7,839)	-28.16%
27					
28	<b>Total Fund Exp &amp; Contingency</b>	<b>102,617</b>	<b>94,131</b>	<b>(8,486)</b>	<b>-8.27%</b>
29	<b>Risk Managers</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00%</b>
30					
31					
32	XS JIF Ancillary Coverage				
33	POL/EPL	99,068	99,068	0	0.00%
34	XS POL/EPL	0	0	0	0.00%
35	Excess Liability	35,795	35,795	0	0.00%
36	Crime Program	3,409	3,409	0	0.00%
37	Medical Malpractice	30,907	30,907	0	0.00%
38	Pollution Liability	1,333	1,333	(0)	-0.02%
39	Employed Lawyers Liab	0	0	0	0.00%
40	Cyber Liability/Special Coverages	14,146	14,146	0	0.00%
41	Aviation	959	959	(0)	-0.04%
42					
43	<b>Total FUND Disbursements</b>	<b>1,500,679</b>	<b>1,490,660</b>	<b>(10,019)</b>	<b>-0.67%</b>

**RESOLUTION NO. 19-16**

**SALEM COUNTY INSURANCE FUND COMMISSION  
MEMBER ENTITY DEDUCTIBLES AND LITIGATION DEFENSE COSTS**

**WHEREAS**, the SALEM COUNTY INSURANCE FUND COMMISSION (hereinafter “SCIFC”) is duly constituted as an Insurance Commission pursuant to N.J.S.A. 40A:10-6 et seq.; and

**WHEREAS**, the current member of the Commission have by resolution entered into an agreement to participate in the Commission to self-fund and/or share the costs of insurance; and

**WHEREAS**, certain insurance coverages contain member entity deductibles such as the POL/EPL ancillary coverage which is commercially insured such that there is no self funding at the commission or CEL levels; and

**WHEREAS**, the SCIFC has deemed it necessary and appropriate to outline an accepted procedure to handle such costs, including but not limited to litigation defense costs; and

**NOW THEREFORE BE IT RESOLVED** by the Commissioners of said Salem County Insurance Fund Commission as follows:

1. The SCIFC will advance litigation defense costs as they are incurred and will make payments on behalf of the member entity.
2. The Member entity will be billed as the Commission incurs the expense.
3. The SCIFC and/or the Funds TPA will provide an ongoing report to the member entity so it will know the reimbursement costs which are due in advance.
4. The defense litigation costs billed to date on pending claims will be reimbursed when billed by the SCIFC.

**ADOPTED** by THE SALEM COUNTY INSURANCE COMMISSION at a properly noticed meeting held on December 8, 2016.

**ADOPTED:**

**BY:** \_\_\_\_\_  
**ROBERT VANDERSLICE, CHAIRPERSON**

**ATTEST:**

\_\_\_\_\_  
**KATIE COLEMAN, VICE CHAIRPERSON**



## NEW JERSEY COUNTIES EXCESS JOINT INSURANCE FUND

9 Campus Drive – Suite 216  
Parsippany, NJ 07054-4412  
Telephone (201) 881-7632 Fax (201) 881-7633

**Date:** October 27, 2016  
**To:** Executive Committee  
Cumberland County Insurance Commission  
**From:** PERMA Risk Management Services  
**Subject:** New Jersey Counties Excess Meeting Report

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**2017 Budget:** Executive Director reported a sub-committee comprised of Commissioners White, Mecouch and Kelly met on October 17, 2016 to review the preliminary 2017 budget before presentation at today's meeting.

The proposed budget represented a total of \$20,914,827 or a decrease of 1.7%. A summary of the budget comparing 2016 annualized against proposed 2017 figures was provided as follows:

- Loss projections – overall 3% increase to projected claims loss funding for Liability, Auto and Workers' Compensation; one county's workers' compensation self-insured retention (SIR) will increase from \$250,000 to \$300,000 for 2017.
- Excess Insurance Premiums – overall 3.7% decrease based on submitted underwriting data as applied against expiring 2016 rates; these could change based on final confirmation of payroll and property values. In addition, the budget contemplates a change in the property SIR from \$100,000 to \$250,000 for the underlying Commission and stand-alone County members; Zurich would like to increase the property SIR due to loss experience. Underwriting Manager reported negotiations are still underway and any SIR increase would be at the expiring rate.
- Expenses – overall 2.7% decrease with a 2% increase to professional and contractual fees. An additional line item *Underwriting Data Validation* was built into budget to reflect a progressive initiative to obtain consistent and ratable data through payroll audits, property appraisals and an underwriting data system.
- Ancillary Coverage – no increase to these optional coverages that are elected by members.

The Board of Fund Commissioners made a motion to introduce on first reading the 2017 Budget and to schedule a public hearing on November 17, 2016 at 1:00PM at the Camden County College Emergency Regional Training Center – Room RETC129 in Blackwood, NJ.

**Dividend:** The sub-committee also reviewed available dividend options and made a recommendation to release a total dividend of \$150,000 from Fund Years 2010 and 2011 based on the allowable dividends per State Regulations at the last audit of 12/31/15. The Board of Fund Commissioners adopted a resolution authorizing the release of a dividend subject to state approval.

**Professional Contracts – Actuary:** The Fund's contract with The Actuarial Advantage will expire on November 19, 2016. The Board of Fund Commissioners authorized the fund office to issue a Request for Price Quotes and report the responses received at the next meeting.

**Membership Renewal:** The Counties of Union, Hudson, Ocean and Mercer County Insurance Fund Commission have confirmed membership renewal for another 3-year period effective January 1, 2017.

**Joint Insurance Claims Committees Best Practices Workshop:** The fifth annual Joint Insurance Claims Committees Best Practices Workshop is scheduled for Wednesday, November 2, 2016 at the Conner Strong & Buckelew office in Marlton, NJ. Interested participants may also attend the workshop at Parsippany and Toms River offices.

**Risk Control:** Safety Director's report included a report reflecting the risk control activities from September to November 2016.

**Next Meeting:** The next regularly scheduled meeting of the NJCE fund is November 17, 2016 at 1:00PM at the Camden County College Regional Emergency Training Center.

SALEM COUNTY INSURANCE COMMISSION				
FINANCIAL FAST TRACK REPORT				
AS OF August 31, 2016				
ALL YEARS COMBINED				
	THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE
1. UNDERWRITING INCOME	125,057	1,000,452	4,674,419	5,674,871
2. CLAIM EXPENSES				
Paid Claims	4,075	296,490	1,624,539	1,921,029
Case Reserves	72,484	316,134	783,031	1,099,165
IBNR	26,330	197,359	311,208	508,566
Discounted Claim Value	(2,329)	(12,480)	(28,566)	(41,046)
<b>TOTAL CLAIMS</b>	<b>100,560</b>	<b>797,503</b>	<b>2,690,212</b>	<b>3,487,715</b>
3. EXPENSES				
Excess Premiums	56,482	451,855	2,468,503	2,920,358
Administrative	7,089	57,192	245,276	302,468
<b>TOTAL EXPENSES</b>	<b>63,571</b>	<b>509,047</b>	<b>2,713,779</b>	<b>3,222,825</b>
4. UNDERWRITING PROFIT (1-2-3)	(39,075)	(306,098)	(729,571)	(1,035,669)
5. INVESTMENT INCOME	0	3	12	16
6. PROFIT (4 + 5)	(39,074)	(306,094)	(729,559)	(1,035,653)
7. CEL APPROPRIATION CANCELLATION	0	0	1,259	1,259
8. DIVIDEND INCOME	0	0	0	0
9. DIVIDEND EXPENSE	0	0	0	0
10. INVESTMENT IN JOINT VENTURE	3,365	11,376	52,542	63,918
11. SURPLUS (6 + 7 + 8)	(35,709)	(294,719)	(675,758)	(970,476)
<b>SURPLUS (DEFICITS) BY FUND YEAR</b>				
2012	1,439	(3,086)	(157,203)	(160,288)
2013	(13,464)	51,242	(311,360)	(260,118)
2014	(2,369)	(102,029)	(161,412)	(263,441)
2015	(30,030)	(432,514)	(45,783)	(478,297)
2016	8,715	191,669		191,669
<b>TOTAL SURPLUS (DEFICITS)</b>	<b>(35,709)</b>	<b>(294,719)</b>	<b>(675,758)</b>	<b>(970,476)</b>
<b>TOTAL CASH</b>				
				91,737
<b>CLAIM ANALYSIS BY FUND YEAR</b>				
<b>FUND YEAR 2012</b>				
Paid Claims	319	4,719	221,076	225,794
Case Reserves	(319)	(1,309)	44,555	43,247
IBNR	(21)	(560)	4,682	4,123
Discounted Claim Value	13	79	(1,837)	(1,758)
<b>TOTAL FY 2012 CLAIMS</b>	<b>(9)</b>	<b>2,930</b>	<b>268,477</b>	<b>271,406</b>
<b>FUND YEAR 2013</b>				
Paid Claims	312	63,415	647,665	711,079
Case Reserves	13,688	(100,297)	368,137	267,840
IBNR	(200)	(21,554)	60,462	38,907
Discounted Claim Value	(268)	3,086	(10,474)	(7,388)
<b>TOTAL FY 2013 CLAIMS</b>	<b>13,533</b>	<b>(55,350)</b>	<b>1,065,789</b>	<b>1,010,439</b>
<b>FUND YEAR 2014</b>				
Paid Claims	308	21,460	483,447	504,907
Case Reserves	2,400	107,609	140,737	248,347
IBNR	(383)	(21,322)	96,817	75,495
Discounted Claim Value	(28)	(2,313)	(6,351)	(8,663)
<b>TOTAL FY 2014 CLAIMS</b>	<b>2,297</b>	<b>105,434</b>	<b>714,651</b>	<b>820,085</b>
<b>FUND YEAR 2015</b>				
Paid Claims	739	161,678	272,351	434,029
Case Reserves	30,096	258,682	229,602	488,283
IBNR	(82)	16,217	149,247	165,465
Discounted Claim Value	(707)	(6,135)	(9,905)	(16,040)
<b>TOTAL FY 2015 CLAIMS</b>	<b>30,046</b>	<b>430,442</b>	<b>641,295</b>	<b>1,071,737</b>
<b>FUND YEAR 2016</b>				
Paid Claims	2,397	45,219		45,219
Case Reserves	26,618	51,448		51,448
IBNR	27,017	224,577		224,577
Discounted Claim Value	(1,340)	(7,197)		(7,197)
<b>TOTAL FY 2016 CLAIMS</b>	<b>54,693</b>	<b>314,047</b>	<b>0</b>	<b>314,047</b>
<b>COMBINED TOTAL CLAIMS</b>	<b>100,560</b>	<b>797,503</b>	<b>2,690,212</b>	<b>3,487,715</b>

SALEM COUNTY INSURANCE COMMISSION				
FINANCIAL FAST TRACK REPORT				
AS OF September 30, 2016				
ALL YEARS COMBINED				
	THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE
1. UNDERWRITING INCOME	125,057	1,125,509	4,674,419	5,799,928
2. CLAIM EXPENSES				
Paid Claims	10,101	306,592	1,624,539	1,931,130
Case Reserves	(32,823)	283,311	783,031	1,066,342
IBNR	10,543	207,901	311,208	519,109
Discounted Claim Value	652	(11,828)	(28,566)	(40,394)
<b>TOTAL CLAIMS</b>	<b>(11,527)</b>	<b>785,975</b>	<b>2,690,212</b>	<b>3,476,187</b>
3. EXPENSES				
Excess Premiums	56,482	508,337	2,468,503	2,976,840
Administrative	7,065	64,257	245,276	309,532
<b>TOTAL EXPENSES</b>	<b>63,547</b>	<b>572,594</b>	<b>2,713,779</b>	<b>3,286,372</b>
4. UNDERWRITING PROFIT (1-2-3)	73,037	(233,060)	(729,571)	(962,631)
5. INVESTMENT INCOME	1	4	12	16
6. PROFIT (4 + 5)	73,038	(233,056)	(729,559)	(962,615)
7. CEL APPROPRIATION CANCELLATION	0	0	1,259	1,259
8. DIVIDEND INCOME	0	0	0	0
9. DIVIDEND EXPENSE	0	0	0	0
10. INVESTMENT IN JOINT VENTURE	9,814	21,190	52,542	73,732
11. SURPLUS (6 + 7 + 8)	82,852	(211,867)	(675,758)	(887,625)
<b>SURPLUS (DEFICITS) BY FUND YEAR</b>				
2012	1,536	(1,550)	(157,203)	(158,752)
2013	20,172	71,414	(311,360)	(239,946)
2014	44,821	(57,208)	(161,412)	(218,620)
2015	(63,585)	(496,099)	(45,783)	(541,882)
2016	79,908	271,576		271,576
<b>TOTAL SURPLUS (DEFICITS)</b>	<b>82,852</b>	<b>(211,867)</b>	<b>(675,758)</b>	<b>(887,625)</b>
<b>TOTAL CASH</b>				
				81,637
<b>CLAIM ANALYSIS BY FUND YEAR</b>				
<b>FUND YEAR 2012</b>				
Paid Claims	0	4,719	221,076	225,794
Case Reserves	0	(1,309)	44,555	43,247
IBNR	150	(410)	4,682	4,272
Discounted Claim Value	(1)	78	(1,837)	(1,758)
<b>TOTAL FY 2012 CLAIMS</b>	<b>149</b>	<b>3,078</b>	<b>268,477</b>	<b>271,555</b>
<b>FUND YEAR 2013</b>				
Paid Claims	1,432	64,847	647,665	712,511
Case Reserves	(8,932)	(109,229)	368,137	258,908
IBNR	(11,064)	(32,618)	60,462	27,843
Discounted Claim Value	379	3,464	(10,474)	(7,009)
<b>TOTAL FY 2013 CLAIMS</b>	<b>(18,185)</b>	<b>(73,536)</b>	<b>1,065,789</b>	<b>992,254</b>
<b>FUND YEAR 2014</b>				
Paid Claims	1,623	23,083	483,447	506,530
Case Reserves	(9,123)	98,486	140,737	239,224
IBNR	(37,247)	(58,569)	96,817	38,248
Discounted Claim Value	885	(1,428)	(6,351)	(7,779)
<b>TOTAL FY 2014 CLAIMS</b>	<b>(43,862)</b>	<b>61,572</b>	<b>714,651</b>	<b>776,223</b>
<b>FUND YEAR 2015</b>				
Paid Claims	1,447	163,125	272,351	435,476
Case Reserves	(16,397)	242,285	229,602	471,886
IBNR	80,676	96,894	149,247	246,141
Discounted Claim Value	(915)	(7,050)	(9,905)	(16,955)
<b>TOTAL FY 2015 CLAIMS</b>	<b>64,811</b>	<b>495,253</b>	<b>641,295</b>	<b>1,136,548</b>
<b>FUND YEAR 2016</b>				
Paid Claims	5,599	50,818		50,818
Case Reserves	1,629	53,077		53,077
IBNR	(21,972)	202,605		202,605
Discounted Claim Value	304	(6,893)		(6,893)
<b>TOTAL FY 2016 CLAIMS</b>	<b>(14,440)</b>	<b>299,607</b>	<b>0</b>	<b>299,607</b>
<b>COMBINED TOTAL CLAIMS</b>	<b>(11,527)</b>	<b>785,975</b>	<b>2,690,212</b>	<b>3,476,187</b>

NEW JERSEY COUNTIES EXCESS JIF					
FINANCIAL FAST TRACK REPORT					
AS OF September 30, 2016					
ALL YEARS COMBINED					
	THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE	
1. UNDERWRITING INCOME	1,773,490	15,958,396	76,187,004	92,145,400	
2. CLAIM EXPENSES					
Paid Claims	7,657	1,441,932	1,089,974	2,531,906	
Case Reserves	(173,326)	54,578	2,413,317	2,467,894	
IBNR	(542,729)	307,146	9,188,910	9,496,057	
Discounted Claim Value	46,411	(53,618)	(651,074)	(704,691)	
<b>TOTAL CLAIMS</b>	<b>(661,986)</b>	<b>1,750,039</b>	<b>12,041,128</b>	<b>13,791,166</b>	
3. EXPENSES					
Excess Premiums	1,256,836	11,303,491	52,056,606	63,360,097	
Administrative	130,170	1,169,397	5,652,271	6,821,668	
<b>TOTAL EXPENSES</b>	<b>1,387,006</b>	<b>12,472,887</b>	<b>57,708,877</b>	<b>70,181,765</b>	
4. UNDERWRITING PROFIT (1-2-3)	1,048,470	1,735,470	6,436,999	8,172,469	
5. INVESTMENT INCOME	4,363	31,900	184,725	216,625	
6. PROFIT (4+5)	1,052,833	1,767,370	6,621,724	8,389,093	
7. Dividend	0	0	150,000	150,000	
8. Cancelled Appropriations	0	0	607,551	607,551	
9. SURPLUS (6-7-8)	1,052,833	1,767,370	5,864,173	7,631,542	
<b>SURPLUS (DEFICITS) BY FUND YEAR</b>					
2010	4,294	35,315	642,182	677,497	
2011	107,625	(177,581)	1,149,228	971,646	
2012	291,140	264,118	477,778	741,896	
2013	77,738	(83,030)	1,259,797	1,176,767	
2014	123,810	563,709	1,417,746	1,981,455	
2015	170,334	(117,743)	917,441	799,698	
2016	277,892	1,282,583		1,282,583	
<b>TOTAL SURPLUS (DEFICITS)</b>	<b>1,052,833</b>	<b>1,767,370</b>	<b>5,864,172</b>	<b>7,631,542</b>	
<b>TOTAL CASH</b>				<b>19,720,440</b>	
<b>CLAIM ANALYSIS BY FUND YEAR</b>					
<b>FUND YEAR 2010</b>					
Paid Claims	0	901	163,454	164,355	
Case Reserves	0	(0)	1	1	
IBNR	(4,302)	(35,901)	326,545	290,644	
Discounted Claim Value	220	1,557	(11,008)	(9,451)	
<b>TOTAL FY 2010 CLAIMS</b>	<b>(4,083)</b>	<b>(33,443)</b>	<b>478,992</b>	<b>445,549</b>	
<b>FUND YEAR 2011</b>					
Paid Claims	0	91,234	144,097	235,331	
Case Reserves	0	277,702	262,007	539,709	
IBNR	(113,673)	(178,936)	623,896	444,960	
Discounted Claim Value	6,431	(9,087)	(41,637)	(50,724)	
<b>TOTAL FY 2011 CLAIMS</b>	<b>(107,242)</b>	<b>180,913</b>	<b>988,363</b>	<b>1,169,276</b>	
<b>FUND YEAR 2012</b>					
Paid Claims	3,871	606,670	515,889	1,122,559	
Case Reserves	(217,408)	(641,796)	856,270	214,474	
IBNR	(92,564)	(249,218)	1,120,043	870,825	
Discounted Claim Value	15,358	23,827	(82,267)	(58,441)	
<b>TOTAL FY 2012 CLAIMS</b>	<b>(290,743)</b>	<b>(260,517)</b>	<b>2,409,934</b>	<b>2,149,417</b>	
<b>FUND YEAR 2013</b>					
Paid Claims	0	494,762	15,975	510,737	
Case Reserves	47,867	119,116	511,304	630,420	
IBNR	(126,605)	(543,878)	1,657,721	1,113,843	
Discounted Claim Value	1,581	18,667	(110,993)	(92,326)	
<b>TOTAL FY 2013 CLAIMS</b>	<b>(77,157)</b>	<b>88,667</b>	<b>2,074,007</b>	<b>2,162,674</b>	
<b>FUND YEAR 2014</b>					
Paid Claims	3,786	136,245	120,096	256,341	
Case Reserves	(3,788)	(250,914)	313,106	62,192	
IBNR	(133,112)	(495,331)	2,411,798	1,916,467	
Discounted Claim Value	10,076	53,139	(164,745)	(111,606)	
<b>TOTAL FY 2014 CLAIMS</b>	<b>(123,038)</b>	<b>(556,861)</b>	<b>2,680,255</b>	<b>2,123,394</b>	
<b>FUND YEAR 2015</b>					
Paid Claims	0	112,120	130,464	242,584	
Case Reserves	(3)	550,427	470,629	1,021,057	
IBNR	(189,083)	(552,547)	3,048,907	2,496,360	
Discounted Claim Value	19,638	18,414	(240,424)	(222,010)	
<b>TOTAL FY 2015 CLAIMS</b>	<b>(169,448)</b>	<b>128,414</b>	<b>3,409,576</b>	<b>3,537,990</b>	
<b>FUND YEAR 2016</b>					
Paid Claims	0	0		0	
Case Reserves	6	42		42	
IBNR	116,611	2,362,958		2,362,958	
Discounted Claim Value	(6,892)	(160,134)		(160,134)	
<b>TOTAL FY 2016 CLAIMS</b>	<b>109,725</b>	<b>2,202,866</b>	<b>0</b>	<b>2,202,866</b>	
<b>COMBINED TOTAL CLAIMS</b>	<b>(661,986)</b>	<b>1,750,039</b>	<b>12,041,128</b>	<b>13,791,166</b>	

**Salem County Insurance Commission  
CLAIM ACTIVITY REPORT**

AS OF						
<b>COVERAGE LINE - PROPERTY</b>						
<b>CLAIM COUNT - OPEN CLAIMS</b>						
Year	2012	2013	2014	2015	2016	TOTAL
September-16	0	0	0	2	0	2
October-16	0	0	0	2	0	2
NET CHGE	0	0	0	0	0	0
Limited Reserves						<b>\$3,750</b>
Year	2012	2013	2014	2015	2016	TOTAL
September-16	\$0	\$0	\$0	\$7,500	\$0	\$7,500
October-16	\$0	\$0	\$0	\$7,500	\$0	\$7,500
NET CHGE	\$0	\$0	\$0	\$0	\$0	\$0
Ltd Incurred	\$0	\$45,689	\$0	\$92,856	\$0	\$138,545
<b>COVERAGE LINE - GENERAL LIABILITY</b>						
<b>CLAIM COUNT - OPEN CLAIMS</b>						
Year	2012	2013	2014	2015	2016	TOTAL
September-16	0	2	3	10	6	21
October-16	0	1	3	10	6	20
NET CHGE	0	-1	0	0	0	-1
Limited Reserves						<b>\$31,264</b>
Year	2012	2013	2014	2015	2016	TOTAL
September-16	\$0	\$182,500	\$65,000	\$423,601	\$32,500	\$703,601
October-16	\$0	\$123,189	\$65,000	\$418,601	\$18,500	\$625,290
NET CHGE	\$0	(\$59,311)	\$0	(\$5,000)	(\$14,000)	(\$78,311)
Ltd Incurred	\$313	\$245,710	\$67,128	\$421,179	\$18,500	\$752,831
<b>COVERAGE LINE - AUTO LIABILITY</b>						
<b>CLAIM COUNT - OPEN CLAIMS</b>						
Year	2012	2013	2014	2015	2016	TOTAL
September-16	0	0	0	0	0	0
October-16	0	0	0	0	0	0
NET CHGE	0	0	0	0	0	0
Limited Reserves						<b>#DIV/0!</b>
Year	2012	2013	2014	2015	2016	TOTAL
September-16	\$0	\$0	\$0	\$0	\$0	\$0
October-16	\$0	\$0	\$0	\$0	\$0	\$0
NET CHGE	\$0	\$0	\$0	\$0	\$0	\$0
Ltd Incurred	\$0	\$3,558	\$4,002	\$0	\$0	\$7,559
<b>COVERAGE LINE - WORKERS COMP.</b>						
<b>CLAIM COUNT - OPEN CLAIMS</b>						
Year	2012	2013	2014	2015	2016	TOTAL
September-16	2	5	7	3	5	22
October-16	2	5	7	3	8	25
NET CHGE	0	0	0	0	3	3
Limited Reserves						<b>\$16,059</b>
Year	2012	2013	2014	2015	2016	TOTAL
September-16	\$43,246	\$76,408	\$174,224	\$40,785	\$20,577	\$355,241
October-16	\$43,246	\$67,565	\$178,475	\$94,637	\$17,553	\$401,477
NET CHGE	\$0	(\$8,843)	\$4,251	\$53,852	(\$3,024)	\$46,236
Ltd Incurred	\$268,728	\$677,655	\$679,825	\$419,970	\$70,565	\$2,116,743
<b>TOTAL ALL LINES COMBINED</b>						
<b>CLAIM COUNT - OPEN CLAIMS</b>						
Year	2012	2013	2014	2015	2016	TOTAL
September-16	2	7	10	15	11	45
October-16	2	6	10	15	14	47
NET CHGE	0	-1	0	0	3	2
Limited Reserves						<b>\$22,006</b>
Year	2012	2013	2014	2015	2016	TOTAL
September-16	\$43,246	\$258,908	\$239,224	\$471,886	\$53,077	\$1,066,342
October-16	\$43,246	\$190,754	\$243,475	\$520,738	\$36,053	\$1,034,267
NET CHGE	\$0	(\$68,154)	\$4,251	\$48,852	(\$17,024)	(\$32,076)
Ltd Incurred	\$269,041	\$972,611	\$750,955	\$934,005	\$89,065	\$3,015,677

**SALEM COUNTY INSURANCE FUND COMMISSION**

To: Fund Commissioners  
 From: Danielle Batchelor  
 Date: December 8, 2016

**Re: VERY IMPORTANT – Reporting to “Discovery” or “Claims Made and Reported” Policies Prior to 12/31/16 Expiration Date**

As a reminder, the following policies are set to expire on 12/31/16:

Member(s)	Coverage Line	Carrier	Policy No.
Salem County	Public Officials & Employment Practices Liability	Lexington Ins. Co.	04-013-13-39
Salem County	Cyber	National Union Fire Ins. Co. of Pittsburgh, PA	04-156-74-79
Salem County (see attached schematic for specific entities and physicians)	Healthcare Professional & General Liability	Lexington Ins. Co.	6796617 (Primary)
Salem County (see attached schematic for specific entities and physicians)	Healthcare Professional & General Liability	Lexington Ins. Co.	6796618 (Excess)
Salem County	Crime	National Union Fire Ins. Co. of Pittsburgh, PA	04-211-36-20

These policies, or portions of these policies, provide coverage on a “discovery” or “claims-made and reported” basis. *With these types of coverage, any loss discovered or claim made against you MUST be reported during the same policy year within which you discovered the loss or received the claim.* Therefore, it is imperative that any claim, potential claim, or facts and circumstances that may give rise to a claim be reported to your insurance company prior to the policy expiration.

You should refer to the terms and conditions in your complete policies for specific reporting requirements and coverage triggers. However, with respect to the Public Officials & Employment Practices Liability Policy, claims generally involve allegations of a wrongful act committed by an insured. With respect to the Cyber Policy, claims typically involve a security failure or a privacy event. With respect to the Healthcare Professional & General Liability Policy, claims involve allegations of injury/damages caused by a healthcare professional. Finally, with respect to the Crime Policy, claims generally involve theft.

Please conduct a review “sweep” of any Public Officials & Employment Practices Liability, Cyber, Healthcare Professional & General Liability, or Crime claims, suits and/or incidents of which you (or anyone else in your organization) may be aware, which need

to be reported to the carrier prior to the expiration date of 12/31/16. Please keep in mind that these policies are "discovery" or "claims made and reported" policies, and failure to timely report a discovered loss or claim (or potential claim of which you are aware) is likely to result in a denial of coverage from the insurance carrier.

Given that the above-referenced policies expire during a holiday time period, please follow your usual claim reporting procedures, and provide notice to your Risk Manager, AJM Insurance Management, no later than Monday, 12/19/16 for reporting to Conner Strong & Buckelew no later than Friday, 12/23/16.

Any claims matters emailed to Conner Strong & Buckelew should be sent to [ClaimsTeamC@connerstrong.com](mailto:ClaimsTeamC@connerstrong.com), with a copy to me, or faxed to 856-685-2221. If you have any questions, including whether a claim or incident should be reported, please contact me and I will be happy to assist. I can be reached via email at [dbatchelor@connerstrong.com](mailto:dbatchelor@connerstrong.com) or telephone at 856-552-4584.

**New Jersey Counties Excess Joint Insurance Fund  
Medical Professional & General Liability  
Limit Schematic  
Policy Period: 1/1/16 - 1/1/17**

\$21,000,000	Lexington Insurance Company \$20,000,000 per claim/\$20,000,000 aggregate Excess Medical Professional & General Liability						
\$1,000,000	Lexington Insurance Company Camden County Insurance Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617	Lexington Insurance Company Gloucester County Insurance Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617	Lexington Insurance Company Burlington County Insurance Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617	Lexington Insurance Company Cumberland County Insurance Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617	Lexington Insurance Company Salem County Insurance Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617	Lexington Insurance Company Atlantic County Insurance Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617	Lexington Insurance Company Mercer County Insurance Fund Commission \$1,000,000 per claim/\$3,000,000 aggregate Medical Professional & General Liability Policy #6796617
Various	Member Entity Self Insured Retention See Below	Member Entity Self Insured Retention See Below	Member Entity Self Insured Retention See Below	Member Entity Self Insured Retention See Below	Member Entity Self Insured Retention See Below	Member Entity Self Insured Retention See Below	Member Entity Self Insured Retention See Below
Medical Professional & General Liability							

- NOTES:
- (a) All Primary policy aggregate limits are shared by each member entity of each Commission.
  - (b) The Excess policy aggregate limit is shared by all member Commissions and their member entities. Mercer County elected not to purchase the Excess limits.
  - (c) Only physicians scheduled are included in the above limits (see schedule below).

**Member Entities & Self Insured Retentions:**

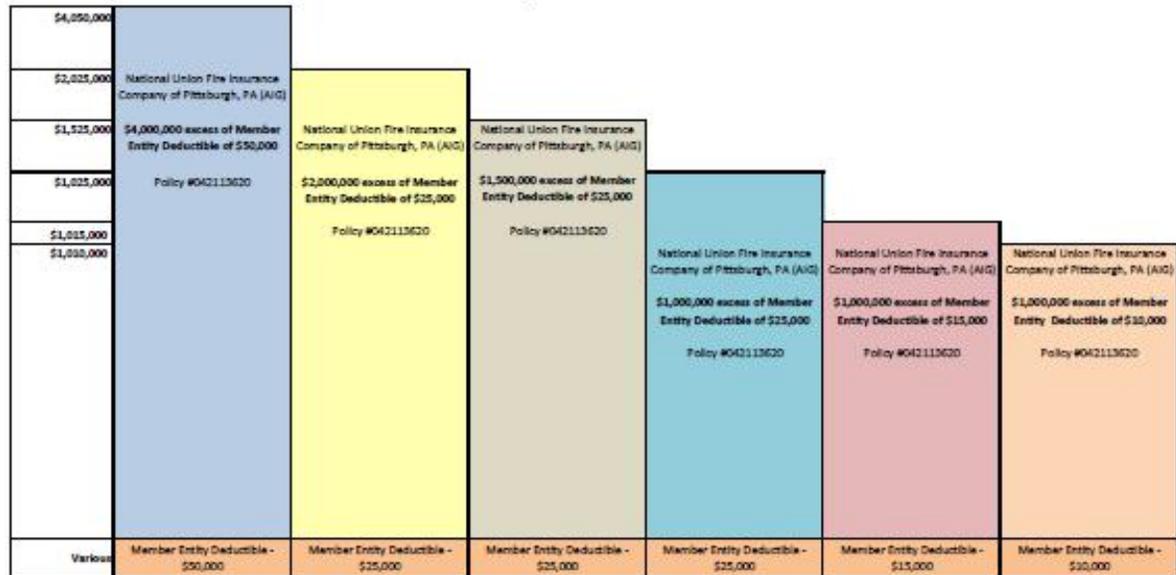
#	Entity	SIR Each Claim
1	Camden County: Clinic	\$5,000
2	Camden County College: All Allied Healthcare Programs and Dental Clinic Operations	\$5,000
3	Camden County Health Services Center: Behavioral Health Operations - Divested Operation LTC Operations - Divested Operation	\$50,000 PL / \$25,000 GL
4	Gloucester County: Department of Corrections Division of Education & Disability Division of Senior Services Department of Health Services	\$25,000
5	Rowan College at Gloucester County: Allied Health Programs	\$5,000
6	Gloucester County Improvement Authority dba Shady Lane Nursing Home	\$10,000
7	Gloucester County Prosecutor's Office (Sexual Assault Nurse Examiners)	\$5,000
8	Gloucester County Emergency Response Center	\$10,000
9	Burlington County: Department of Health Buttonwood Hospital - Divested Operation	\$5,000
11	Cumberland County: Department of Health (Outpatient Clinic) Department of Corrections Department of Human Services - Division of Mental Health & Addiction Services	\$50,000
12	Cumberland County - Sexual Assault Nurse Examiners (SANE)	\$50,000

**New Jersey Counties Excess Joint Insurance Fund  
Medical Professional & General Liability  
Limit Schematic  
Policy Period: 1/1/16 - 1/1/17**

**Member Entities & Self Insured Retentions (cont.):**

#	Entity	SIR Each Claim
13	Salem County: Department of Health (Clinic) Department of Corrections (Prison Infirmary)	\$5,000 \$25,000
14	Meadowview Nursing Home	\$1,000,000
15	Atlantic County Clinic/Public Health Nurses	\$1,000,000
16	University of Medicine and Dentistry (GL Only) - Atlantic County	\$1,000,000
17	County of Mercer Medical Reserves Corps	\$2,500
18	Employed Nurses of Mercer County Correctional Facilities	\$25,000
19	Scheduled Physicians: Charles F. Siebert, Jr. (GC) Gerald A. Feigin (CC, SC, GC) Jonathan Briskin (GC) Josette Palmer (GC) Ian Hood (BC) Richard Sharpe (BC) John W. Peterson (BC) Nicoletta Turner-Foster (BC) Lois Lawson-Briddell (RC) Daksha Shah (MC) Raafat Ahmad (MC) Catherine Sheridan (SC) Diane McDevitt (AC) Barbara Kennedy (AC)	\$5,000

**New Jersey Counties Excess Joint Insurance Fund  
Crime  
Limit Schematic  
Policy Period: 1/1/15 - 1/1/17**



Member Entities:  
1. Camden County

Member Entities:  
2. The County of Ocean  
3. The Ocean County Board of Chosen Freeholders  
4. Ocean County Library Commission, Inc.  
5. Ocean County Mosquito Extermination Commission  
6. Ocean County Private Industry Council, Inc.

Member Entities:  
7. County of Atlantic (Including Meadowview Nursing Home)

Member Entities:  
8. Cumberland County  
9. Cumberland County Utilities Authority  
10. Hudson County  
11. Mercer County  
12. Union County  
13. Union County Board of Social Services  
14. Runnels Specialized Hospital of Union County

Member Entities:  
15. Atlantic County Improvement Authority  
16. Atlantic County Utilities Authority  
17. Camden County Health Services Center  
18. Gloucester County  
19. Mercer County Improvement Authority

Member Entities:  
20. County of Burlington  
21. Burlington County Bridge Commission  
22. Camden County Board of Social Services  
23. Camden County College  
24. Camden County Municipal Utilities Authority  
25. Pollution Control Financing Authority of Camden County  
26. Cumberland County Board of Social Services  
27. Gloucester County Improvement Authority  
28. Gloucester County Library Commission  
29. Gloucester County Utilities Authority  
30. Rowan College at Gloucester County  
31. Salem County

This document is a brief summary of your insurance program and acts as a quick reference guide for your convenience only. Please note the actual policy terms, conditions, exclusions, etc. will apply in the event of a claim.

**RESOLUTION NO. 20-16**

**SALEM COUNTY INSURANCE FUND COMMISSION  
BILLS LIST**

**WHEREAS**, the Treasurer has certified that funding is available to pay the following bills::

**BE IT RESOLVED** that the Salem County Insurance Fund Commission, hereby authorizes the Commission Treasurer to issue warrants in payment of the following claims; and

**FURTHER**, that this authorization shall be made a permanent part of the records of the Commission.

**FUND YEAR 2015**

<u>CheckNumber</u>	<u>VendorName</u>	<u>Comment</u>	<u>InvoiceAmount</u>
<b>000168</b>			
000168	BOWMAN & COMPANY LLP	AUDITOR FEE 10/24/16	3,303.00
			<b>3,303.00</b>
		TOTAL PAYMENTS FY 2015	3,303.00

**FUND YEAR 2016**

<u>CheckNumber</u>	<u>VendorName</u>	<u>Comment</u>	<u>InvoiceAmount</u>
<b>000169</b>			
000169	LAW OFFICES OF THOMAS WAGNER, LLC	PROFESSIONAL LEGAL SERV. - FILE: 2694	2,708.10
000169	LAW OFFICES OF THOMAS WAGNER, LLC	PROFESSIONAL LEGAL SERV - FILE: 2737	51.80
			<b>2,759.90</b>
<b>000170</b>			
000170	INSERVCO INSURANCE SERVICE INC	CLAIMS ADMIN - 10/15/16-01/14/17	5,675.00
			<b>5,675.00</b>
<b>000171</b>			
000171	SALEM COUNTY	REIMBURSE FOR ADVERTISEMENT - 11/2016	135.82
			<b>135.82</b>
		TOTAL PAYMENTS FY 2016	8,567.72

**TOTAL PAYMENTS ALL FUND YEARS \$ 11,870.72**

\_\_\_\_\_  
Chairperson

Attest:

\_\_\_\_\_ Dated: \_\_\_\_\_

I hereby certify the availability of sufficient unencumbered funds in the proper accounts to fully pay the above claims.

\_\_\_\_\_  
Treasurer

**SALEM COUNTY INSURANCE COMMISSION  
SAFETY DIRECTOR'S REPORT**

**TO:** Fund Commissioners  
**FROM:** J.A. Montgomery Risk Control, Safety Director  
**DATE:** November 28, 2016

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**September – December 2016  
RISK CONTROL ACTIVITIES**

David McHale, Public Sector Director <a href="mailto:dmchale@jamontgomery.com">dmchale@jamontgomery.com</a> Office: 732-736-5213 Cell: 732-673-4802	Glenn Prince, Associate Public Sector Director <a href="mailto:gprince@jamontgomery.com">gprince@jamontgomery.com</a> Office: 856-552-4744 Cell: 609-238-3949	Natalie Dougherty, Executive Assistant <a href="mailto:ndougherty@jamontgomery.com">ndougherty@jamontgomery.com</a> Office: 856-552-4738
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**MEETINGS ATTENDED / LOSS CONTROL VISITS AND TRAINING CONDUCTED**

- **September 30:** Attending a client meeting with SCIC Bridges and Roads in Salem.
- **October 6:** Attended the SCIC meeting in Salem

**UPCOMING MEETINGS / LOSS CONTROL VISITS PLANNED**

- **December 8:** Plan to attend the SCIC meeting in Salem.
- **December 20:** Plan to attend the SCIC Claims Committee meeting in Salem.

**2016 CEL VIDEO LIBRARY USAGE**

- As of 11/28 three videos have been utilized.

**SAFETY DIRECTOR BULLETINS**

- October is Fire Prevention Month – October 13

**October is Fire Prevention Month**

National Fire Prevention Week is observed during the week (from Sunday to Saturday) in which October 9 falls. In the United States, the first Presidential proclamation of Fire Prevention Week was made in 1925 by President Calvin Coolidge. For 2016, the National Fire Protection Association has declared the theme to be, *"Don't Wait, Check the Date"*. Many homeowners do not realize the sensors in a smoke detector have a life expectancy of 10 years, and after 10 years the detector should be replaced.

Here is a short fire safety quiz to test your knowledge of fire prevention, fire protection, and fire safety:

1. How often should an ABC fire extinguisher in your home be replaced?

- a. 10 - 12 years
- b. 20 - 25 years
- c. Never, if not used

**10 - 12 years**

2. Why is Fire Prevention Week always the week of October 9<sup>th</sup>?

- a. To commemorate the Great Chicago Fire
- b. To commemorate the Great Roman Fire
- c. To commemorate the Triangle Shirtwaist Fire

**Great Chicago Fire**

3. True or False? Mrs. O'Leary's cow started the Chicago Fire by kicking over a lantern in a barn?

**Probably FALSE.** Fire historians believe the fire started near the barn, but not IN the barn. They believe kids sneaking cigarettes behind the barn most likely started the fire.

4. Most fire deaths occur where?

- a. In motor vehicles
- b. In the home
- c. In the workplace
- d. In a place of assembly; restaurant, theater, casino, etc.

**In the home**

5. What age group has the greatest chance of dying in a fire in the home?

- a. Infants
- b. Pre-teen age children
- c. Young adults
- d. Adults
- e. Senior citizens

**By far, the two age groups who are most likely to die in a fire at home are: Infants & Senior citizens**

Fire safety is not just in the workplace. Homes – where are children and perhaps elderly parents are – represent a significant fire hazard to what and who we hold dear. Protect them by going home and doing these things tonight:

- Test your smoke detector by pushing the button. Check the date of manufacture. Replace if over 10 years old.
- Check your fire extinguisher's date of manufacture. Replace if over 10 years old.
- Hold a fire drill with your family. Know two ways out. Know to call 9-1-1 from OUTSIDE the house.

# Don't Wait — Check the Date!

Replace Smoke Alarms Every 10 Years



**Fire Prevention Week**  
Oct. 9-15, 2016

Age matters when it comes to your smoke alarms.  
Check the manufacture dates on your smoke alarms today!

<p><b>1</b></p> <p>Remove the smoke alarm from the wall or ceiling.</p>		<p>October 6, 2016</p> 	<p><b>2</b></p> <p>Look at the back of the alarm for the date of manufacture.</p>
<p><b>3</b></p> <p>Smoke alarms should be replaced 10 years from the date of manufacture.</p>			<p><b>4</b></p> <p>Put the alarm back on the ceiling or wall if it is less than 10 years old.</p>

 <p>A closed door may slow the spread of smoke, heat and fire.</p>	 <p>Test smoke alarms at least once a month by pushing the test button.</p>	 <p>If the smoke alarm sounds, get outside and stay outside. Go to your outside meeting place.</p>
 <p>Install smoke alarms in every bedroom, outside each separate sleeping area, and on every level of the home, including the basement. Larger homes may need more alarms. For the best protection, make sure all smoke alarms are interconnected. When one sounds, they all sound.</p>		 <p>Call the fire department from a cellphone or a neighbor's phone. Stay outside until the fire department says it's safe to go back inside.</p>

For more information about smoke alarms, visit [usfa.fema.gov](http://usfa.fema.gov) and [firepreventionweek.org](http://firepreventionweek.org).

U.S. Fire Administration | FEMA | NFPA

NFPA is the official sponsor of Fire Prevention Week since 1927.

*This bulletin is intended for general information purposes only. It should not be construed as legal advice or legal opinion regarding any specific or factual situation. Always follow your organization's policies and procedures as presented by your manager or supervisor. For further information regarding this bulletin, contact your Safety Director at 877.398.3046.*

F I R S T

**MCO**

***First Managed Care Option***

2740 Route 10., Suite 304, Morris Plains, NJ 07950

Tel: (973)257-5200 Fax: (973)257-2288

October 03, 2016

Staci Ulp

Inservco

3150 Brunswick Pike

LAWRENCEVILLE, NJ 08648

Re: Monthly Reports

Dear Staci Ulp:

Enclosed please find the monthly reports for **SALEM COUNTY INS FUND**, which include the following:

- Savings Report for September, 2016

There were no appeals processed during the month of September

If you have any questions, or if I can be of additional assistance, please contact me at 973-257-5246.

Sincerely,

Tom Mooney

President

Enclosure



**First MCO Bill Review Services**  
**SALEM COUNTY INS FUND**  
 Medical Savings by Month  
 NJ

Month of Reprice Service	Provider Billed Amount	First MCO Repriced	U & C / Fee Schedule	Savings	% of Savings	# of Bills	In Network	Out Of Network	% PPO Penetration	# of Appeals	FMCO Fee
<b>Total 2013</b>	<b>\$358,432</b>	<b>\$148,272</b>	<b>\$244,402</b>	<b>\$210,160</b>	<b>59%</b>	<b>238</b>	<b>188</b>	<b>50</b>	<b>79%</b>	<b>0</b>	<b>\$42,032</b>
<b>Total 2014</b>	<b>\$559,839</b>	<b>\$242,972</b>	<b>\$459,691</b>	<b>\$316,867</b>	<b>57%</b>	<b>279</b>	<b>226</b>	<b>53</b>	<b>81%</b>	<b>0</b>	<b>\$62,318</b>
<b>Total 2015</b>	<b>\$291,510</b>	<b>\$166,300</b>	<b>\$324,272</b>	<b>\$125,210</b>	<b>43%</b>	<b>209</b>	<b>163</b>	<b>46</b>	<b>78%</b>	<b>1</b>	<b>\$25,490</b>
Jan-16	\$133,873	\$67,261	\$144,013	\$66,612	50%	14	11	3	79%	0	\$13,322
Feb-16	\$132,956	\$70,174	\$132,961	\$62,782	47%	10	9	1	90%	0	\$12,556
Mar-16	\$9,435	\$6,886	\$10,371	\$2,549	27%	21	19	2	90%	1	\$510
Apr-16	\$70,921	\$10,269	\$29,912	\$60,652	86%	26	23	3	88%	0	\$12,130
May-16	\$4,905	\$1,522	\$4,116	\$3,384	69%	7	5	2	71%	0	\$677
Jun-16	\$11,914	\$8,832	\$12,572	\$3,082	26%	21	17	4	81%	0	\$616
Jul-16	\$21,105	\$15,850	\$21,252	\$5,255	25%	8	8	0	100%	0	\$1,051
Aug-16	\$2,245	\$1,592	\$2,558	\$653	29%	12	11	1	92%	1	\$0
Sep-16	\$9,559	\$4,285	\$12,944	\$5,274	55%	6	4	2	67%	0	\$0
<b>Total 2016</b>	<b>\$396,912</b>	<b>\$186,671</b>	<b>\$370,699</b>	<b>\$210,241</b>	<b>53%</b>	<b>125</b>	<b>107</b>	<b>18</b>	<b>86%</b>	<b>2</b>	<b>\$40,863</b>
<b>Total to Date</b>	<b>\$1,606,693</b>	<b>\$744,215</b>	<b>\$1,399,064</b>	<b>\$862,478</b>	<b>54%</b>	<b>851</b>	<b>684</b>	<b>167</b>	<b>80%</b>	<b>3</b>	<b>\$170,702</b>

F I R S T

**MCO**

***First Managed Care Option***

2740 Route 10., Suite 304, Morris Plains, NJ 07950

Tel: (973)257-5200 Fax: (973)257-2288

November 02, 2016

Staci Ulp

Inservco

3150 Brunswick Pike

LAWRENCEVILLE, NJ 08648

Re: Monthly Reports

Dear Staci Ulp:

Enclosed please find the monthly reports for **SALEM COUNTY INS FUND**, which include the following:

- Savings Report for October, 2016

There were no appeals processed during the month of October

If you have any questions, or if I can be of additional assistance, please contact me at 973-257-5246.

Sincerely,

Tom Mooney

President

Enclosure



*First Managed Care Option, Inc.*

**First MCO Bill Review Services**

**SALEM COUNTY INS FUND**

**Medical Savings by Month**

**NJ**

Month of Reprice Service	Provider Billed Amount	First MCO Repriced	U & C / Fee Schedule	Savings	% of Savings	# of Bills	In Network	Out Of Network	% PPO Penetration	# of Appeals	FMCO Fee
<b>Total 2013</b>	<b>\$358,432</b>	<b>\$148,272</b>	<b>\$244,402</b>	<b>\$210,160</b>	<b>59%</b>	<b>238</b>	<b>188</b>	<b>50</b>	<b>79%</b>	<b>0</b>	<b>\$42,032</b>
<b>Total 2014</b>	<b>\$559,839</b>	<b>\$242,972</b>	<b>\$459,691</b>	<b>\$316,867</b>	<b>57%</b>	<b>279</b>	<b>226</b>	<b>53</b>	<b>81%</b>	<b>0</b>	<b>\$62,318</b>
<b>Total 2015</b>	<b>\$291,510</b>	<b>\$166,300</b>	<b>\$324,272</b>	<b>\$125,210</b>	<b>43%</b>	<b>209</b>	<b>163</b>	<b>46</b>	<b>78%</b>	<b>1</b>	<b>\$25,490</b>
Jan-16	\$133,873	\$67,261	\$144,013	\$66,612	50%	14	11	3	79%	0	\$13,322
Feb-16	\$132,956	\$70,174	\$132,961	\$62,782	47%	10	9	1	90%	0	\$12,556
Mar-16	\$9,435	\$6,886	\$10,371	\$2,549	27%	21	19	2	90%	1	\$510
Apr-16	\$70,921	\$10,269	\$29,912	\$60,652	86%	26	23	3	88%	0	\$12,130
May-16	\$4,905	\$1,522	\$4,116	\$3,384	69%	7	5	2	71%	0	\$677
Jun-16	\$11,914	\$8,832	\$12,572	\$3,082	26%	21	17	4	81%	0	\$616
Jul-16	\$21,105	\$15,850	\$21,252	\$5,255	25%	8	8	0	100%	0	\$1,051
Aug-16	\$2,245	\$1,592	\$2,558	\$653	29%	12	11	1	92%	1	\$0
Sep-16	\$9,559	\$4,285	\$12,944	\$5,274	55%	6	4	2	67%	0	\$0
Oct-16	\$3,370	\$970	\$1,940	\$2,401	71%	6	5	1	83%	0	\$367
<b>Total 2016</b>	<b>\$400,282</b>	<b>\$187,641</b>	<b>\$372,639</b>	<b>\$212,642</b>	<b>53%</b>	<b>131</b>	<b>112</b>	<b>19</b>	<b>85%</b>	<b>2</b>	<b>\$41,230</b>
<b>Total to Date</b>	<b>\$1,610,063</b>	<b>\$745,185</b>	<b>\$1,401,004</b>	<b>\$864,879</b>	<b>54%</b>	<b>857</b>	<b>689</b>	<b>168</b>	<b>80%</b>	<b>3</b>	<b>\$171,070</b>

***APPENDIX I – MEETING MINUTES***

**SALEM COUNTY INSURANCE FUND COMMISSION  
OPEN MINUTES MEETING – OCTOBER 6, 2016  
104 MARKET STREET  
SALEM, NJ 9:00 AM**

Meeting called to order by Chairman Robert Vanderslice. Open Public Meetings notice read into record.

**ROLL CALL OF COMMISSIONERS:**

Robert Vanderslice	Present
Katie Coleman	Present ( <i>telephonically</i> )
Jessica Bishop	Present ( <i>telephonically</i> )

**FUND PROFESSIONALS PRESENT:**

Executive Director	PERMA Risk Management Services <b>Bradford Stokes</b> <b>Karen A. Read</b>
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**ALSO PRESENT:**

Thomas Narolweski, AJM Insurance Management  
Michael Mulligan, Salem County (*telephonically*)  
Jim Miles, Bowman & Company (*telephonically*)  
Dennis Skalkowski, Bowman & Company (*telephonically*)  
Veronica George, Inservco  
Ashley Nelms, Inservco  
Glenn Prince, JA Montgomery  
Danielle Batchelor, Conner Strong & Buckelew  
Monica Lester, Conner Strong & Buckelew

**APPROVAL OF MINUTES: OPEN SESSION OF AUGUST 4, 2016**

**MOTION TO APPROVE THE OPEN MINUTES OF AUGUST 4, 2016**

Moved:	Commissioner Coleman
Second:	Commissioner Bishop
Vote:	Unanimous

**CORRESPONDENCE: None**

**EXECUTIVE DIRECTOR REPORT:**

**2015 Audit Report as of December 31, 2015:** At last months meeting Jim Miles of Bowman & Company LLP presented the draft 2015 Audit. There have been no changes since that report. We will be seeking approval of the Audit from the Commissioners at the meeting. Included in the agenda on pages 3-5 is Resolution 17-16, Certification of Annual Audit Report for Period ending December 31, 2015 along with the Group Affidavit Form. Executive Director said there were no recommendations or deficiencies which is good news. Mr. Miles made a thorough report at the last meeting regarding some of the deficits that the Commission is running. With no questions or comments being heard Executive Director said a motion would be in order to approve Resolution 17-16 Certification of Annual Audit Report for Period Ending December 31, 2015.

**MOTION TO APPROVE RESOLUTION 17-16 CERTIFICATION OF ANNUAL AUDIT REPORT FOR PERIOD ENDING DECEMBER 31, 2015**

Moved: Commissioner Bishop  
Second: Commissioner Vanderslice  
Vote: Unanimous

**Certificate of Insurance Issuance Report:** Executive Director reported the Certificate of Insurance Issuance Report was included in the agenda from the CEL listing those certificates issued for the period of July 27, 2016 to September 26, 2016. There were 6 certificates of insurance issued during this period.

**MOTION TO APPROVE THE CERTIFICATE OF INSURANCE REPORT**

Moved: Commissioner Bishop  
Second: Commissioner Coleman  
Vote: Unanimous

**NJ Excess Counties Insurance Fund (CELJIF) -** The CEL met on September 22, 2016. The CEL will introduce the 2017 Budget on October 27<sup>th</sup> and Budget adoption is scheduled for November 17<sup>th</sup>. A summary report of the meeting is included in the agenda on pages 8 & 9. The next meeting will be on October 27, 2016 at 1:00 PM. Executive Director said the 2015 Audit was approved at the September 22, 2016 meeting. Executive Director said Mr. James Kickham will officially retire the end of the year and Mr. Paul Laracy will be stepping in to replace Jim Kickham effective the first of the year.

**Financial Fast Track –** Included on Page 10 & 11 of the agenda are the Financial Fast Tracks for the Salem County Insurance Fund Commission for June and July. Executive Director said as of the June 30<sup>th</sup> report there is a deficit of over \$700,000. There was a very large spike in July and a little bit of a lag in posting of reserves of \$300,000, therefor we see a significant increase, which is a culmination of six or seven claims all going on at the same time. This should have probably happened a little bit earlier but the end result would have been the same. Executive Director noted that Fund Year 2016 is in a positive position which is certainly a bit of good news.

**NJ CEL Property & Casualty Financial Fast Track** – Executive Director said included in the agenda on Page 12 is the NJ CEL Financial Fast Track Report as of July 31, 2016. The CEL has a surplus of \$6,196,031.

**Claims Tracking Report (Page 13)** - The claims tracking report was on page 13 of the agenda. The Claims Activity Report tracks open claims; the Executive Director reviewed the report and said we had three less open claims from July to August which certainly is good news.

**2017 Renewal Application and Updated Exposure Information** – The 2017 property and casualty budget is reliant on a number of factors including updated renewal applications and exposure data. We have received all of the updated exposure information and we are waiting for one final application. We want to thank everyone for their efforts with this project.

**New Jersey Counties Excess Joint Insurance Fund – Joint Insurance Claims Committee Best Practices Workshop** - The fifth annual Joint Insurance Claims Committee Best Practices Workshop is scheduled for Wednesday, November 2, 2016 at the Conner Strong & Buckelew office in Marlton, NJ. We ask that you hold the date for the Workshop and watch for the e-mail invitation.

#### **SAFETY COMMITTEE REPORT**

Glenn Prince reported the Safety Committee met on June 30, 2016 at which time Mr. DiGregorio gave us an overview of what training activities and initiatives have take place since the last Safety Committee meeting. We are still waiting on a finalized date for the 4<sup>th</sup> quarter Safety Committee meeting.

#### **CLAIM COMMITTEE REPORT**

Executive Director said there are two claims to be reviewed in closed session.

#### **TREASURER**

**REPORT:** Executive Director reported there are four bills to pay included in Resolution 18-16 in the amount of \$23,370.19.

**MOTION TO APPROVE RESOLUTION 18-16 PAYMENT OF BILLS AS IN THE AMOUNT OF \$23,370.19.**

Moved:	Commissioner Bishop
Second:	Commissioner Coleman
Roll Call Vote:	3 Ayes, 0 Nays

#### **CEL SAFETY DIRECTOR REPORT**

Safety Director reviewed the report included in the agenda. Mr. Prince said on September 30<sup>th</sup> he met with the DPW and Roads Department to see if they would like to send employees to a training seminar being offered by Gloucester County for work zone training through Rutgers. Mr. Prince said DPW and Roads Departments will be sending a few representatives and the training is free.

**CLAIMS SERVICE:**

Veronica George from Inservco reviewed the MCO Report that was included in the agenda. Ms. George said the First MCO fees have a cap. Ms. George reported that First MCO is sending a check in the amount of \$15,863.00 to reimburse for overcharges. Commissioner Coleman said she has not received the check as of this date. Executive Director said Claims Manager will follow up with First MCO on the status of the check.

**MOTION TO GO INTO CLOSED SESSION**

Moved:	Commissioner Coleman
Second:	Commissioner Bishop
Vote:	Unanimous

**MOTION TO GO INTO OPEN SESSION**

Moved:	Commissioner Coleman
Second:	Commissioner Bishop
Vote:	Unanimous

**MOTION TO APPROVE THE SETTLEMENT AUTHORIZATION REQUESTS**

Moved:	Commissioner Coleman
Second:	Commissioner Bishop
Vote:	3 Ayes, 0 Nays

**OLD BUSINESS:** None

**NEW BUSINESS:** None.

**PUBLIC COMMENT:** None

**MOTION TO ADJOURN:**

Motion:	Commissioner Coleman
Second:	Commissioner Bishop
Vote:	Unanimous

**MEETING ADJOURNED: 9:21 AM**

**NEXT MEETING WILL BE THURSDAY, December 8, 2016 at 9:00 AM**

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Minutes prepared by: Karen A. Read, Assisting Secretary