

**SALEM COUNTY INSURANCE FUND COMMISSION
AGENDA AND REPORTS
OCTOBER 1, 2015 – 9 AM**

**COUNTY OLD COURTHOUSE
104 MARKET STREET – 2ND 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

9 Campus Drive, Suite 216

Parsippany, NJ 07054

Telephone (201) 881-7632

Fax (201) 881-7633

Date: October 1, 2015

Memo to: Commissioners of the Salem County Insurance Fund Commission

From: PERMA Risk Management Services

Subject: Executive Director's Report

- Audit Report as of December 31, 2014** – The Auditor’s Report as of December 31, 2014 has been sent to Fund Commissioners under separate cover. A representative from Bowman & Company will be at the meeting to review the Audit Report. Following the presentation and approval of the report, both **Resolution 22-15 and the Group Affidavit** must be executed. **(Pages 3-5)**
 - Motion to Approve Year-End Financials as of December 31, 2014 as Presented, Adopt Resolution 22-15 and execute the Group Affidavit indicating that members of the Executive Committee have read the General Comments Section of the Audit Report**
- Certificate of Insurance Issuance Report:** On **page 6** is the Certificate of Insurance Issuance Report from the CEL listing those certificates issued for the period of July 27, 2015 to September 20, 2015. There were 7 certificates issued during this period.
 - Motion to approve the certificate of insurance report**
- RFQ for Professional Service** – The Fund Office was authorized to issue a RFQ for the position of Fund defense panel attorneys for Workers Compensation and General Liability cases. Responses were received on September 9, 2015. A report was sent to the Fund Commissioners that showed eight responses were received. **(Page 8)**
 - Motion to approve defense panel attorneys**
- NJ Excess Counties Insurance Fund (CELJIF) — NJ Excess Counties Insurance Fund (CELJIF)** - The CEL met on September 25, 2015. A summary of the meeting will be provided by the Director.
- Financial Fast Track** – Included on **Pages 9 & 10** of the agenda are the Financial Fast Tracks for the Salem County Insurance Fund Commission for June & July. As of July 31, 2015 the Commission has a deficit of \$507,257.

- ❑ **NJ CEL Property and Casualty Financial Fast Track (Page 11)** – Included in the agenda is the NJ CEL Financial Fast Track Report. As of May 31, 2015 the CEL has a surplus of **\$5,345,386**.
- ❑ **Claims Tracking Report (Page 12)** – The claims tracking report is on page 12 of the agenda. The Claims Activity Report tracks open claims; the Executive Director will review the report with the Commission.

SALEM COUNTY INSURANCE FUND COMMISSION

**Resolution of Certification
Annual Audit Report for Period Ending December 31, 2014**

WHEREAS, N.J.S.A. 40A:5-4 requires the governing body of every local unit to have made an annual audit of its books, accounts and financial transactions, and

WHEREAS, the Annual Report of Audit for the year 2014 has been filed by the appointed Fund Auditor with the Secretary of the Fund as per the requirements of N.J.S.A. 40A:5-6 and N.J.S.A. 40A:10-36, and a copy has been received by each member of the BOARD OF COMMISSIONERS, and

WHEREAS, the Local Finance Board of the State of New Jersey is authorized to prescribe reports pertaining to the local fiscal affairs, as per R.S. 52:27BB-34, and

WHEREAS, the Local Finance Board has promulgated a regulation requiring that the BOARD OF FUND COMMISSIONERS of the Fund shall, by resolution, certify to the Local Finance Board of the State of New Jersey that all members of the BOARD OF COMMISSIONERS have reviewed, as a minimum, the sections of the annual audit entitled:

General Comments
and
Recommendations

and

WHEREAS, the members of the BOARD OF COMMISSIONERS have personally reviewed, as a minimum, the Annual Report of Audit, and specifically the sections of the Annual Audit entitled:

General Comments
and
Recommendations

as evidenced by the group affidavit form of the BOARD OF COMMISSIONERS.

WHEREAS, such resolution of certification shall be adopted by the BOARD OF COMMISSIONERS no later than forty-five days after the receipt of the annual audit, as per the regulations of the Local Finance Board, and

WHEREAS, all members of the BOARD OF COMMISSIONERS have received and have familiarized themselves with, at least, the minimum requirements of the Local Finance Board of the State of New Jersey, as stated aforesaid and have subscribed to the affidavit, as provided by the Local Finance Board, and

WHEREAS, failure to comply with the promulgations of the Local Finance Board of the State of New Jersey may subject the members of the BOARD OF COMMISSIONERS to the penalty provisions of R.S. 52:27BB-52 - to wit:

R.S. 52:27BB-52 - "A local officer or member of a local governing body who, after a date fixed for compliance, fails or refuses to obey an order of the director (Director of Local Government Services), under the provisions of this Article, shall be guilty of a misdemeanor and, upon conviction, may be fined not more than one thousand dollars (\$1,000.00) or imprisoned for not more than one year, or both, in addition shall forfeit his office."

NOW, THEREFORE, BE IT RESOLVED, that the BOARD OF COMMISSIONERS of the Salem County Insurance Fund Commission hereby states that it has complied with the promulgation of the Local Finance Board of the State of New Jersey, dated July 30, 1968, and does hereby submit a certified copy of this resolution and the required affidavit to said Board to show evidence of said compliance.

I HEREBY CERTIFY THAT THIS IS A TRUE COPY OF THE RESOLUTION PASSED AT THE MEETING HELD ON October 1, 2015.

ROBERT VANDERSLICE, CHAIRMAN

KEVIN CROUCH, VICE-CHAIRMAN

GROUP AFFIDAVIT FORM
CERTIFICATION OF BOARD OF FUND COMMISSIONERS

of the

SALEM COUNTY INSURANCE FUND COMMISSION

We members of the BOARD OF COMMISSIONERS of the Salem County Insurance Fund Commission, of full age, being duly sworn according to law, upon our oath depose and say:

1.) We are duly elected members of the BOARD OF COMMISSIONERS of the Salem County Insurance Fund Commission.

2.) In the performance of our duties, and pursuant to the Local Finance Board Regulation, we have familiarized ourselves with the contents of the Annual Fund Audit filed with the Secretary of the Fund pursuant to N.J.S.A. 40A:5-6 and N.J.S.A. 40A:10-36 for the year 2014.

3.) We certify that we have personally reviewed and are familiar with, as a minimum, the sections of the Annual Report of Audit entitled:

GENERAL COMMENTS – RECOMMENDATIONS

(L.S.)

(L.S.)

(L.S.)

KEVIN CROUCH
Vice Chairman

The Secretary of the Fund shall set forth the reason for the absence of signature of any members of the BOARD OF COMMISSIONERS.

Important: This certificate must be sent to the Division of Local Government Services, CN 803, Trenton, NJ 08625

Salem County Insurance Commission Certificate Of Insurance Monthly Report

From 7/28/2015 To 9/20/2015

Holder (H) / Insured Name (I) Date	Holder / Insured Address Coverag	Holder Issue Code	Description of Operations
SCIC			
H- State of New Jersey I- Salem County	PO Box 807 Trenton, NJ 08625 94 Market Street Salem, NJ 08079	309	Evidence of insurance. All operations usual to County Governmental Entity as respects the MIPPA Grant. (see page 2) Company E: XS Worker Compensation Statutory x \$1,000,000 XS Employers Liability \$5,000,000 x \$1,000,000 Policy Term 1/1/15 to 1/1/16 Policy # SP4052392
H- Pittsgrove Township Schools I- Salem County	1076 Almond Road Pittsgrove, NJ 08318 94 Market Street Salem, NJ 08079	651	Evidence of insurance. All operations usual to County Governmental Entity as respects the Health Department hosting a flu clinic at the Schalick High School on Thursday, October 8, 2015 from 4 pm - 7 pm. (see page 2) Company E: XS Worker Compensation Statutory x \$1,000,000 XS Employers Liability \$5,000,000 x \$1,000,000 Policy Term 1/1/15 to 1/1/16 Policy # SP4052392
H- Salem County Fair Grounds I- Salem County	463 Auburn Rd Woodstown, NJ 08098 94 Market Street Salem, NJ 08079	656	Evidence of insurance. All operations usual to County Governmental Entity as respects the Health Department hosting a flu clinic at the Fairgrounds on Monday, October 19, 2015 from 10 am - 12 pm. (see page 2) Company E: XS Worker Compensation Statutory x \$1,000,000 XS Employers Liability \$5,000,000 x \$1,000,000 Policy Term 1/1/15 to 1/1/16 Policy # SP4052392
H- New Jersey Historic Commission I- Salem County	Department of State 225 State St., PO Box 305 Trenton, NJ 08625 94 Market Street Salem, NJ 08079	692	Evidence of insurance. All operations usual to County Governmental Entity as respects the New Jersey State Historical Commission grant. (see page 2) Company E: XS Worker Compensation Statutory x \$1,000,000 XS Employers Liability \$5,000,000 x \$1,000,000 Policy Term 1/1/15 to 1/1/16 Policy # SP4052392

**SALEM COUNTY INSURANCE FUND COMMISSION
2015 RFQ RESPONSES – FUND DEFENSE ATTORNEY
Responses Deadline 2pm - September 9, 2015**

Vendor	Proposed Fees
Capehart Scatchard 8000 Midlantic Drive Mt. Laurel, NJ 08054	Fee Promulgated by the Fund
Kent McBride, PC 1040 North Kings Highway Suite 600 Cherry Hill, NJ 08034	GL - \$150/hr. WC - \$125/hr.
Law Offices of Thomas Wagner 1628 John F. Kennedy Blvd. 6 th Floor Philadelphia, Pa 19103	GL - \$150/hr. WC - \$125/hr.
Eric M. Bernstien & Associates, LLC* 34 Mountain Blvd, PO Box 4922 Warren, NJ 07059	Fee Promulgated by the Fund
Richardson Galella and Austermuhl* 142B Emerson St. Woodbury, NJ 08096	Fee Promulgated by the Fund
Masten and Ray Counsellors at Law* 254 S. Broadway. PO Box 406 Pennsville, NJ 08070	GL - \$150/hr. WC - \$125/hr.
Brown & Connery LLP* Attorneys At Law 360 Haddon Avenue, PO Box 539 Westmont, NJ 08108	Fee Promulgated by the Fund – GL only
DiNicola & DiNicola, LLC* 381 South Golfwood Avenue Carneys Point, NJ 08069	Fee Promulgated by the Fund GL – no less than \$150/hr.

SALEM COUNTY INSURANCE COMMISSION					
FINANCIAL FAST TRACK REPORT					
AS OF June 30, 2015					
ALL YEARS COMBINED					
	THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE	
1. UNDERWRITING INCOME	118,708	725,876	3,222,630	3,948,506	
2. CLAIM EXPENSES					
Paid Claims	22,461	236,406	1,044,566	1,280,972	
Case Reserves	77,531	115,904	443,951	559,854	
IBNR	7,990	75,262	286,689	361,951	
Discounted Claim Value	(10,295)	(334)	(46,951)	(47,284)	
TOTAL CLAIMS	97,687	427,238	1,728,255	2,155,493	
3. EXPENSES					
Excess Premiums	62,672	389,660	1,689,146	2,078,806	
Administrative	6,040	36,792	161,746	198,538	
TOTAL EXPENSES	68,712	426,452	1,850,892	2,277,344	
4. UNDERWRITING PROFIT (1-2-3)	(47,691)	(127,814)	(356,517)	(484,331)	
5. INVESTMENT INCOME	1	5	2	7	
6. PROFIT (4 + 5)	(47,690)	(127,809)	(356,515)	(484,324)	
7. CEL APPROPRIATION CANCELLATION	0	0	1,259	1,259	
8. INVESTMENT IN JOINT VENTURE	(290)	1,244	49,989	51,233	
9. SURPLUS (6 + 7 + 8)	(47,980)	(126,565)	(305,267)	(431,832)	
SURPLUS (DEFICITS) BY FUND YEAR					
2012	4,363	3,477	(110,295)	(106,818)	
2013	(128,965)	(141,604)	(76,854)	(218,458)	
2014	47,332	(42,112)	(118,118)	(160,230)	
2015	29,290	53,674		53,674	
TOTAL SURPLUS (DEFICITS)	(47,980)	(126,565)	(305,267)	(431,832)	
TOTAL CASH					
				478,756	
CLAIM ANALYSIS BY FUND YEAR					
FUND YEAR 2012					
Paid Claims	8,212	27,749	173,588	201,337	
Case Reserves	(8,849)	(31,820)	45,265	13,445	
IBNR	(4,806)	(3,116)	8,648	5,532	
Discounted Claim Value	183	2,720	(3,937)	(1,217)	
TOTAL FY 2012 CLAIMS	(5,259)	(4,467)	223,564	219,097	
FUND YEAR 2013					
Paid Claims	2,055	74,533	536,291	610,824	
Case Reserves	45,445	70,087	215,490	285,577	
IBNR	92,000	(3,063)	100,924	97,861	
Discounted Claim Value	(8,579)	967	(20,122)	(19,155)	
TOTAL FY 2013 CLAIMS	130,920	142,525	832,583	975,108	
FUND YEAR 2014					
Paid Claims	7,791	77,442	334,687	412,129	
Case Reserves	(10,406)	(9,525)	183,195	173,670	
IBNR	(45,632)	(33,917)	177,117	143,200	
Discounted Claim Value	(412)	6,141	(22,891)	(16,750)	
TOTAL FY 2014 CLAIMS	(48,660)	40,141	672,108	712,249	
FUND YEAR 2015					
Paid Claims	4,404	56,681		56,681	
Case Reserves	51,340	87,161		87,161	
IBNR	(33,572)	115,358		115,358	
Discounted Claim Value	(1,486)	(10,161)		(10,161)	
TOTAL FY 2015 CLAIMS	20,686	249,039	0	249,039	
COMBINED TOTAL CLAIMS	97,687	427,238	1,728,255	2,155,493	

SALEM COUNTY INSURANCE COMMISSION					
FINANCIAL FAST TRACK REPORT					
AS OF July 31, 2015					
ALL YEARS COMBINED					
	THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE	
1. UNDERWRITING INCOME	120,979	846,855	3,222,630	4,069,485	
2. CLAIM EXPENSES					
Paid Claims	56,660	293,066	1,044,566	1,337,632	
Case Reserves	7,293	123,197	443,951	567,147	
IBNR	53,270	128,531	286,689	415,220	
Discounted Claim Value	5,362	5,029	(46,951)	(41,921)	
TOTAL CLAIMS	122,585	549,823	1,728,255	2,278,078	
3. EXPENSES					
Excess Premiums	64,943	454,603	1,689,146	2,143,749	
Administrative	6,035	42,827	161,746	204,573	
TOTAL EXPENSES	70,978	497,430	1,850,892	2,348,322	
4. UNDERWRITING PROFIT (1-2-3)	(72,584)	(200,398)	(356,517)	(556,915)	
5. INVESTMENT INCOME	2	7	2	9	
6. PROFIT (4 + 5)	(72,582)	(200,391)	(356,515)	(556,906)	
7. CEL APPROPRIATION CANCELLATION	0	0	1,259	1,259	
8. INVESTMENT IN JOINT VENTURE	(2,843)	(1,599)	49,989	48,390	
9. SURPLUS (6 + 7 + 8)	(75,425)	(201,990)	(305,267)	(507,257)	
SURPLUS (DEFICITS) BY FUND YEAR					
2012	(2,514)	963	(110,295)	(109,332)	
2013	(11,181)	(152,786)	(76,854)	(229,640)	
2014	(9,839)	(51,951)	(118,118)	(170,069)	
2015	(51,890)	1,784		1,784	
TOTAL SURPLUS (DEFICITS)	(75,425)	(201,990)	(305,267)	(507,257)	
TOTAL CASH					
				422,098	
CLAIM ANALYSIS BY FUND YEAR					
FUND YEAR 2012					
Paid Claims	5,330	33,079	173,588	206,667	
Case Reserves	(6,071)	(37,891)	45,265	7,374	
IBNR	1,545	(1,572)	8,648	7,076	
Discounted Claim Value	581	3,301	(3,937)	(636)	
TOTAL FY 2012 CLAIMS	1,385	(3,083)	223,564	220,481	
FUND YEAR 2013					
Paid Claims	18,424	92,958	536,291	629,249	
Case Reserves	(16,535)	53,552	215,490	269,042	
IBNR	2,726	(337)	100,924	100,587	
Discounted Claim Value	4,571	5,538	(20,122)	(14,584)	
TOTAL FY 2013 CLAIMS	9,186	151,711	832,583	984,294	
FUND YEAR 2014					
Paid Claims	5,787	83,229	334,687	417,916	
Case Reserves	(8,938)	(18,462)	183,195	164,733	
IBNR	10,466	(23,450)	177,117	153,667	
Discounted Claim Value	3,129	9,270	(22,891)	(13,621)	
TOTAL FY 2014 CLAIMS	10,445	50,586	672,108	722,694	
FUND YEAR 2015					
Paid Claims	27,118	83,799		83,799	
Case Reserves	38,837	125,998		125,998	
IBNR	38,533	153,890		153,890	
Discounted Claim Value	(2,919)	(13,080)		(13,080)	
TOTAL FY 2015 CLAIMS	101,570	350,608	0	350,608	
COMBINED TOTAL CLAIMS	122,585	549,823	1,728,255	2,278,078	

NEW JERSEY COUNTIES EXCESS JIF					
FINANCIAL FAST TRACK REPORT					
AS OF July 31, 2015					
ALL YEARS COMBINED					
	THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE	
1. UNDERWRITING INCOME	1,714,218	12,427,300	54,944,240	67,371,540	
2. CLAIM EXPENSES					
Paid Claims	10,850	440,903	411,505	852,408	
Case Reserves	30,571	1,573,822	683,536	2,257,356	
IBNR	105,505	477,202	8,429,959	8,907,161	
Discounted Claim Value	(15,831)	(1,722)	(1,189,781)	(1,191,502)	
TOTAL CLAIMS	131,095	2,490,205	8,335,219	10,825,423	
3. EXPENSES					
Excess Premiums	1,284,416	9,008,265	36,749,433	45,757,698	
Administrative	129,583	924,456	4,081,008	5,005,464	
TOTAL EXPENSES	1,413,999	9,932,721	40,830,441	50,763,162	
4. UNDERWRITING PROFIT (1-2-3)	169,123	4,374	5,778,580	5,788,955	
5. INVESTMENT INCOME	2,110	17,438	152,545	169,983	
6. STATUTORY PROFIT (4+5)	171,234	21,812	5,931,125	5,952,938	
7. Cancelled Appropriations	0	0	607,551	607,551	
8. STATUTORY SURPLUS (6-7)	171,234	21,812	5,323,574	5,345,387	
SURPLUS (DEFICITS) BY FUND YEAR					
2010	23,027	87,755	680,166	767,921	
2011	27,702	107,347	994,756	1,102,103	
2012	34,823	(366,448)	822,655	456,207	
2013	4,342	(42,099)	1,310,706	1,268,607	
2014	53,442	(176,503)	1,515,291	1,338,788	
2015	27,898	411,760		411,760	
TOTAL SURPLUS (DEFICITS)	171,234	21,812	5,323,574	5,345,386	
TOTAL CASH				9,256,526	
CLAIM ANALYSIS BY FUND YEAR					
FUND YEAR 2010					
Paid Claims	1,696	15,989	142,195	158,184	
Case Reserves	(1,697)	(18,815)	24,085	5,270	
IBNR	(24,123)	(101,298)	463,719	362,421	
Discounted Claim Value	1,270	17,825	(41,484)	(23,659)	
TOTAL FY 2010 CLAIMS	(22,854)	(86,299)	588,515	502,216	
FUND YEAR 2011					
Paid Claims	0	0	144,097	144,097	
Case Reserves	4,000	259,102	2,671	261,773	
IBNR	(34,310)	(399,412)	1,113,232	713,820	
Discounted Claim Value	2,918	35,555	(121,623)	(86,068)	
TOTAL FY 2011 CLAIMS	(27,392)	(104,755)	1,138,377	1,033,622	
FUND YEAR 2012					
Paid Claims	550	302,196	125,213	427,409	
Case Reserves	(549)	289,995	653,695	943,690	
IBNR	(40,388)	(282,579)	1,521,091	1,238,512	
Discounted Claim Value	5,946	60,147	(240,518)	(180,371)	
TOTAL FY 2012 CLAIMS	(34,442)	369,760	2,059,481	2,429,241	
FUND YEAR 2013					
Paid Claims	7,334	7,334	0	7,334	
Case Reserves	39,022	452,835	2,025	454,860	
IBNR	(49,601)	(488,415)	2,322,975	1,834,560	
Discounted Claim Value	1,805	77,005	(311,625)	(234,620)	
TOTAL FY 2013 CLAIMS	(1,441)	48,759	2,013,375	2,062,134	
FUND YEAR 2014					
Paid Claims	1,270	115,383	0	115,383	
Case Reserves	(10,217)	264,671	1,058	265,729	
IBNR	(28,778)	(292,780)	3,008,942	2,716,162	
Discounted Claim Value	9,050	116,037	(474,530)	(358,493)	
TOTAL FY 2014 CLAIMS	(28,676)	203,311	2,535,470	2,738,781	
FUND YEAR 2015					
Paid Claims	0	0		0	
Case Reserves	13	326,033		326,033	
IBNR	282,706	2,041,686		2,041,686	
Discounted Claim Value	(36,819)	(308,289)		(308,289)	
TOTAL FY 2015 CLAIMS	245,900	2,059,430	0	2,059,430	
COMBINED TOTAL CLAIMS	131,095	2,490,205	8,335,218	10,825,423	

**Salem County Insurance Commission
CLAIM ACTIVITY REPORT**

AS OF					
COVERAGE LINE - PROPERTY					
CLAIM COUNT - OPEN CLAIMS					
Year	2012	2013	2014	2015	TOTAL
July-15	0	0	0	3	3
August-15	0	0	0	5	5
NET CHGE	0	0	0	2	2
Limited Reserves					\$2,800
Year	2012	2013	2014	2015	TOTAL
July-15	\$0	\$0	\$0	\$13,000	\$13,000
August-15	\$0	\$0	\$0	\$14,000	\$14,000
NET CHGE	\$0	\$0	\$0	\$1,000	\$1,000
Ltd Incurred	\$0	\$45,689	\$0	\$59,000	\$104,689
COVERAGE LINE - GENERAL LIABILITY					
CLAIM COUNT - OPEN CLAIMS					
Year	2012	2013	2014	2015	TOTAL
July-15	0	6	10	12	28
August-15	0	6	10	15	31
NET CHGE	0	0	0	3	3
Limited Reserves					\$8,913
Year	2012	2013	2014	2015	TOTAL
July-15	\$0	\$177,500	\$59,690	\$33,005	\$270,195
August-15	\$0	\$177,500	\$57,790	\$41,006	\$276,296
NET CHGE	\$0	\$0	(\$1,900)	\$8,001	\$6,101
Ltd Incurred	\$313	\$193,648	\$64,064	\$64,064	\$322,089
COVERAGE LINE - AUTO LIABILITY					
CLAIM COUNT - OPEN CLAIMS					
Year	2012	2013	2014	2015	TOTAL
July-15	0	0	0	0	0
August-15	0	0	0	0	0
NET CHGE	0	0	0	0	0
Limited Reserves					#DIV/0!
Year	2012	2013	2014	2015	TOTAL
July-15	\$0	\$0	\$0	\$0	\$0
August-15	\$0	\$0	\$0	\$0	\$0
NET CHGE	\$0	\$0	\$0	\$0	\$0
Ltd Incurred	\$0	\$3,558	\$4,002	\$0	\$7,559
COVERAGE LINE - WORKERS COMP.					
CLAIM COUNT - OPEN CLAIMS					
Year	2012	2013	2014	2015	TOTAL
July-15	1	6	8	18	33
August-15	1	6	8	23	38
NET CHGE	0	0	0	5	5
Limited Reserves					\$7,000
Year	2012	2013	2014	2015	TOTAL
July-15	\$7,374	\$91,542	\$105,044	\$79,993	\$283,953
August-15	\$6,372	\$87,314	\$101,518	\$70,795	\$265,999
NET CHGE	(\$1,001)	(\$4,228)	(\$3,526)	(\$9,198)	(\$17,953)
Ltd Incurred	\$213,728	\$655,380	\$515,034	\$159,325	\$1,543,465
TOTAL ALL LINES COMBINED					
CLAIM COUNT - OPEN CLAIMS					
Year	2012	2013	2014	2015	TOTAL
July-15	1	12	18	33	64
August-15	1	12	18	43	74
NET CHGE	0	0	0	10	10
Limited Reserves					\$7,517
Year	2012	2013	2014	2015	TOTAL
July-15	\$7,374	\$269,042	\$164,733	\$125,998	\$567,147
August-15	\$6,372	\$264,814	\$159,307	\$125,801	\$556,295
NET CHGE	(\$1,001)	(\$4,228)	(\$5,426)	(\$197)	(\$10,852)
Ltd Incurred	\$214,041	\$898,275	\$583,099	\$282,388	\$1,977,803

LIABILITY AND WORKERS' COMPENSATION COST
CONTAINMENT STRATEGIES
OCTOBER 6, 2015
AGENDA

8:30 – 9:00

Registration

9:00 – 9:05

Introductions and Opening Remarks

Michelle M. Leighton, AIC, *Vice President, Senior Claim Consultant, Conner Strong & Buckelew*

9:05 – 9:15

Past Successes and Future Initiatives

Joseph P. Hrubash, *Vice President, Insurance Commission Executive Director, PERMA Risk Management Services*

9:15 – 10:15

A Team Approach to Managing Risks in Jails

Howard L. Goldberg, Esquire, *First Assistant County Counsel, County of Camden*

Danielle Batchelor, Esquire, *Claim Consultant, Conner Strong & Buckelew*

Glenn A. Prince, *Public Sector Associate Director, J. A. Montgomery Risk Control*

10:15 – 10:30

Break

10:30 – 11:15

An Overview of Managed Care for Workers' Compensation and Current Trends in Workers' Compensation Pharmacy

Jennifer M. Dragoun, M.D., *Vice President & Chief Medical Officer, AmeriHealth Casualty*

1

PERMA

LIABILITY AND WORKERS' COMPENSATION COST
CONTAINMENT STRATEGIES
OCTOBER 6, 2015
AGENDA

11:15 – 12:00

Cyber Liability – Network Security and Privacy

Shiraz Saeed, *Product Specialist – Cyber Liability, Financial Lines, AIG Property Casualty*

12:00 – 12:30

Small Group Break-Out Session: Alternative Approaches for Enhancing the Partnership with your Third Party Administrator

Charity D. Richart, AIC, AIS, *Senior Associate Claim Consultant, Conner Strong & Buckelew*

Ashley M. Madormo, *Associate Claim Consultant, Conner Strong & Buckelew*

Break-out groups will strategize on best practices and develop collaborative solutions to enhance communication protocols and better define service expectations.

12:30 – 1:30

Q&A, Lunch & Networking

RESOLUTION NO. 23 -15

**SALEM COUNTY INSURANCE FUND COMMISSION
OCTOBER 2015 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>
000135			
000135	NEW JERSEY COUNTIES EXCESS JIF	CEL 2ND INSTALLMENT 2015	316,725.08
			316,725.08
		TOTAL PAYMENTS FY 2015	316,725.08

TOTAL PAYMENTS ALL FUND YEARS \$ 316,725.08

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: September 25, 2015

**August – October 2015
RISK CONTROL ACTIVITIES**

MEETINGS ATTENDED / LOSS CONTROL VISITS CONDUCTED

- **August 5:** One session of Excavation/Trenching/Shoring training was conducted for SCIC.
- **August 6:** Attended the SCIC meeting in Salem.
- **August 17:** One session of Heavy Equipment Safety training was conducted for SCIC.
- **August 26:** Conducted loss control surveys of the County Department of Bridges and Roads.
- **September 23:** Attended the SCIC Safety Committee meeting in Salem.

UPCOMING MEETINGS / LOSS CONTROL VISITS PLANNED

- **October 1:** Plan to attend the SCIC meeting in Salem.

CEL VIDEO LIBRARY

No videos were utilized by SCIC during 2014 & 2015.

F I R S T

MCO

First Managed Care Option

119 Littleton Road, Parsippany, NJ 07054

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

August 03, 2015

Terry Sheerin

Inservco

3150 Brunswick Pike

LAWRENCEVILLE, NJ 08648

Re: Monthly Reports

Dear Terry Sheerin:

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

- Savings Report for July, 2015

There were no appeals processed during the month of July

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

CC : Veronica George, Inservco

Roby Walcoff, SALEM COUNTY INS FUND

Nancy Fowlkes, Inservco

Karen Read, SALEM COUNTY INS FUND



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
Total 2013	\$358,432	\$148,272	\$244,402	\$210,160	59%	238	188	50	79%	0	\$42,032
Total 2014	\$559,839	\$242,972	\$459,691	\$316,867	57%	279	226	53	81%	0	\$62,318
Jan-15	\$4,039	\$2,323	\$3,613	\$1,716	42%	7	5	2	71%	0	\$343
Feb-15	\$30,023	\$20,738	\$25,426	\$9,285	31%	19	15	4	79%	0	\$1,857
Mar-15	\$11,290	\$6,559	\$11,211	\$4,731	42%	13	10	3	77%	0	\$946
Apr-15	\$4,185	\$3,017	\$4,743	\$1,168	28%	14	13	1	93%	0	\$234
May-15	\$26,192	\$14,964	\$26,237	\$11,228	43%	13	12	1	92%	0	\$2,246
Jun-15	\$8,358	\$5,070	\$7,878	\$3,288	39%	13	10	3	77%	0	\$658
Jul-15	\$60,819	\$45,670	\$61,849	\$15,148	25%	31	26	5	84%	0	\$3,030
Total 2015	\$144,905	\$98,342	\$140,957	\$46,563	32%	110	91	19	83%	0	\$9,313
Total to Date	\$1,063,176	\$489,586	\$845,050	\$573,590	54%	627	505	122	81%	0	\$113,662

F I R S T
MCO

First Managed Care Option

119 Littleton Road, Parsippany, NJ 07054
Tel: (973)257-5200 Fax: (973)257-2288

September 01, 2015
Terry Sheerin
Inservco
3150 Brunswick Pike
LAWRENCEVILLE, NJ 08648

Re: Monthly Reports

Dear Terry Sheerin:

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

- Savings Report for August, 2015

The following is a listing of appeals processed during the month of August

PROVIDER	DATE	CLAIMANT	DOL	CLAIM#	DOS	CHARGE	REPRICED	DUE
Virna - West Jersey Health System, Inc- Berlin Division	09/03/2014	Dilks, Norman	05/04/2014	SCIW-11561639	8/14/2014	\$83,925.70	\$41,962.86	\$16,940.86

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

CC : Veronica George, Inservco
Roby Walcoff, SALEM COUNTY INS FUND
Nancy Fowlkes, Inservco
Karen Read, SALEM COUNTY INS FUND



First Managed Care Option, Inc.

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

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Jul-15	\$60,819	\$45,670	\$61,849	\$15,148	25%	31	26	5	84%	0	\$3,030	
Aug-15	\$14,055	\$25,768	\$98,318	-\$11,713	-83%	32	21	11	66%	1	\$-1,821	
Total 2015	\$158,960	\$124,110	\$239,275	\$34,850	22%	142	112	30	79%	1	\$7,491	
Total to Date	\$1,077,231	\$515,355	\$943,368	\$561,877	52%	659	526	133	80%	1	\$111,841	

SCIFC - 378
Financial Transaction Log - Liability Claim Payments
Monthly / Detail / By Coverage / By Payment Type / By Check Number
07/01/2015 Thru 07/31/2015

Type	Check #	Claim #	Claimant Name	From Date	To Date	Payee Name	Trans. Date	Payment Description	Amt. Requested	Amt. Paid
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Inservco Report Terminology

Reporting Name	Business Name	Business Description
Amount/Amt Paid	Amount Paid	Amount actually paid or received
Amount/Amt Requested	Amount Requested	Amount requested to be paid
As Of Date/To Date	Report End Date	Ending date of transactions on report, usually month end
Payment Type	Type	Types of transactions—Computer, Manual, Refund, Recovery, Stop Pay, Void
Report Begin Date	Report Begin Date	Beginning date of transactions on report, usually beginning of month or inception
Trans Date	Transaction Date	Issue date for computer issued payments and add date for all other type entries

SCIFC - 378
Financial Transaction Log - Liability Claim Payments
Monthly / Detail / By Coverage / By Payment Type / By Check Number
07/01/2015 Thru 07/31/2015

Type	Check #	Claim #	Claimant Name	From Date	To Date	Payee Name	Trans. Date	Payment Description	Amt. Requested	Amt. Paid
Coverage: Employment Law										
C	2022	3780000177 001	O'LEARY, TIFFANY	4/29/2015	5/28/2015	THOMAS J WAGNER LLC	7/31/2015	LEGAL FEE - INV. #13041	1,325.00	1,325.00
C	2023	3780000177 001	O'LEARY, TIFFANY	6/2/2015	6/30/2015	THOMAS J WAGNER LLC	7/31/2015	LEGAL FEE - INV #13098	987.50	987.50
Total for Coverage: Employment Law							Number of entries: 2		2,312.50	2,312.50
Total for SCIFC - 378							Number of entries: 2		2,312.50	2,312.50

SCIFC - 378
Financial Transaction Log - Liability Claim Payments
Monthly / Detail / By Coverage / By Payment Type / By Check Number
08/01/2015 Thru 08/31/2015

Type	Check #	Claim #	Claimant Name	From Date	To Date	Payee Name	Trans. Date	Payment Description	Amt. Requested	Amt. Paid
Coverage: Public Officials										
C	2024	378000189	001 FACKLER, JESSICA	11/7/2014	12/1/2014	THOMAS J WAGNER LLC	8/31/2015	LEGAL FEE - INV #13195	1,900.00	1,900.00
Total for Coverage: Public Officials							Number of entries: 1		1,900.00	1,900.00
Total for SCIFC - 378							Number of entries: 1		1,900.00	1,900.00

RESOLUTION NO. 24 -15

**SALEM COUNTY INSURANCE FUND COMMISSION
AUTHORIZING DISCLOSURE OF LIABILITY CLAIMS CHECK REGISTER**

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

WHEREAS, the SCIFC is subject to the requirements of the Open Public Meetings Act, N.J.S.A. 10:4-6 et seq.; and

WHEREAS, the Open Public Meetings Act requires all meetings of public bodies be open to the public; and

WHEREAS, the Open Public Meetings Act further provides a public body may permissibly exclude the public from a portion of a meeting at which the public body discusses items per the Open Public Meetings Act at N.J.S.A. 10:4-12.b.(1) thru (9) recognized as requiring confidentiality, and

WHEREAS, it is necessary and appropriate for the SCIFC to discuss certain matters in a meeting not open to the public consistent with N.J.S.A. 10:4-12.b.(7); and

WHEREAS, the SCIC is a public agency which must comply with the Open Public Records Act (OPRA) N.J.S.A. 47: 1A-1 to -13; and

WHEREAS, the SCIFC must comply with OPRA and reported New Jersey Case Law interpreting same; and

NOW THEREFORE BE IT RESOLVED by the Commissioners of said Salem County Insurance Fund Commission pursuant to both the Open Public Meetings Act and the Open Public Records Act as follows:

The attached financial transaction logs generated by third party administrator Inservco Insurances Inc. for the periods 7/1/15 to 8/31/15, and related to all non-workers compensation payments are hereby approved for distribution to the listed claimants and for disclosure to the general public

ADOPTED by THE SALEM COUNTY INSURANCE FUND COMMISSION at a properly noticed meeting held on October 1, 2015.

ROBERT VANDERSLICE, CHAIRMAN

ATTEST:

KEVIN CROUCH, VICE CHAIRMAN

APPENDIX I – MEETING MINUTES

**SALEM COUNTY INSURANCE FUND COMMISSION
OPEN MINUTES MEETING – AUGUST 6, 2015
104 MARKET STREET
SALEM, NJ 9:00 AM**

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

ROLL CALL OF COMMISSIONERS:

Robert Vanderslice	Present
Kevin Crouch	Present
Katie Coleman	Present

FUND PROFESSIONALS PRESENT:

Executive Director	PERMA Risk Management Services Bradford Stokes Karen A. Read
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ALSO PRESENT:

Jessica Foote, Salem County
Michael Mulligan, Salem County
Thomas Narolewski, AJM Insurance Management
Veronica George, Inservco
Ashley Nelms, Inservco
Terry Sheerin, Inservco
Thea Isabella, First MCO
Glenn Prince, JA Montgomery
Danielle Batchelor, Conner Strong & Buckelew
Robyn Walcoff, Conner Strong & Buckelew
Edward Scioli, Conner Strong & Buckelew

APPROVAL OF MINUTES: OPEN SESSION OF JUNE 4, 2015

MOTION TO APPROVE THE OPEN MINUTES OF JUNE 4, 2015

Moved:	Commissioner Crouch
Second:	Commissioner Coleman
Vote:	Unanimous

CORRESPONDENCE: None

EXECUTIVE DIRECTOR REPORT:

Revised Risk Management Plan (Appendix II): Executive Director reported included in Appendix II of the agenda is an amended 2015 Risk Management Plan. The applicable pages are included and the changes are highlighted in yellow. Page 8 of the plan was revised along with revisions to Addendum #2 to reflect underinsured motorist coverage in addition to underinsured motorist coverage.

Underwriting Manager Ed Scioli said in the Plan of Risk Management we wanted Zurich to clarify the intent on the named storm deductible regarding an event that may occur at locations with multiple buildings so that that the 1% deductible would apply only to those buildings that were damaged. Mr. Scioli said this has always been our intent but we felt that the wording was not clear enough so Zurich amended the wording to reflect the 1% deductible would only apply to the buildings damaged per occurrence. The 1% time element deductible does not apply to extra expense so we want to clarify that as well. Mr. Scioli said with regard to the uninsured underinsured motorist coverage we added the underinsured wording because that was omitted previously so this has now been cleared up.

MOTION TO APPROVE RESOLUTION #19-15, REVISED RISK MANAGEMENT PLAN

Moved:	Commissioner Coleman
Second:	Commissioner Crouch
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 May 26, 2015 to July 27, 2015. There were 4 certificates of insurance issued during this period.

MOTION TO APPROVE THE CERTIFICATE OF INSURANCE REPORT

Moved:	Commissioner Vanderslice
Second:	Commissioner Coleman
Vote:	Unanimous

RFQ For Professional Service: Executive Director reported the Agreement for the Fund's Claims Administrator expires in October. The Fund Office advertised and issued an RFQ with a due date of July 30th. A report was provided at the meeting. Executive Director said three responses were received back from Inservco, Franklin Insurance Adjusters and AmeriHealth Casualty. We received clarification from First MCO which Inservco uses for the managed care and they capped their fees at \$25,000. The totals for TPA and Managed Care Services – Inservco is at a total fee of \$47,700 which includes First MCO, Franklin Adjusters came in at \$58,000 and AmeriHealth was at \$63,000. Executive Director said the incumbent is the lowest responsible bidder and we certainly will recommend Inservco.

MOTION TO RE-APPOINT INSERVCO AS THE FUND'S CLAIMS ADMINISTRATOR

Moved: Commissioner Coleman
Second: Commissioner Crouch
Vote: Unanimous

NJ Excess Counties Insurance Fund (CELJIF) - The CEL held their meeting on June 25, 2015. A summary report of that meeting is included in the agenda on pages 4-6. The next NJCE Fund meeting is scheduled for September 24, 2015 at 1:00 pm. Executive Director said John Kelly from Ocean County was elected as Secretary and the Audit for 2014 was reviewed and approved.

Financial Fast Track – Included on Page 7 & 8 of the agenda are the Financial Fast Tracks for the Salem County Insurance fund Commission for April and May. As of May 31, 2015 the Commission has a deficit of \$383,852 driving this is one claim from 2012 that continues to haunt us. We continue to monitor the claims and we had a good claims review and few months ago and will continue to monitor them and hope they will start to trend favorably for us.

NJ CEL Property & Casualty Financial Fast Track – Executive Director said included in the agenda on Page 9 was the NJ CEL Financial Fast Track Report as of May 31, 2015. The CEL has a surplus of \$5,655,858.

Claims Tracking Report: Executive Director said a new claims tracking report is on page 10 of the agenda. The Claims Activity Report tracks open claims; the Executive Director review the report with the Commission and said there are 20 new claims reported from May to June and 17 of those claims were workers comp. Hopefully they are just report claims and we will be able to close them out but we will have a better picture next month when the report comes out.

2016 Renewal: The NJCE FY 2016 Renewal Data Schedules were sent out to the County's Risk Manager's office. The updated documents should be returned by e-mail to the Fund Office no later than Friday, August 14, 2015. The CEL Underwriting Manager has sent out renewal applications for completion as respects to the ancillary lines of insurance. Executive Director said we received all of the information back with a thank you to Jessica Foote for getting this information to us quickly and timely.

OPRA Form (Page 11): The Fund Office has revised the OPRA form used for all of the County Insurance Commissions. Attached on page 14 is a copy of the first page of the form which amends the contact person, e-mail address and fax number.

New Jersey Counties Excess Joint Insurance Fund – Joint Insurance Claims Committees Best Practices Workshop: Executive Director said Michelle Leighton is coordinating a joint meeting of the Member Insurance Commissions of the CELJIF. The tentative date is scheduled for October 6, 2015. A planning committee will be formulated to discuss the agenda, format and location of the meeting. Ms. Leighton will reach out to last year's committee members to participate in the planning. Please hold the date of October 6th open for the workshop. Danielle Batchelor said the

planning committee conference call will be on August 27th and if anyone is interested in attending please let us know. The Workshop will be held in our Marlton office and is a good opportunity to meet with other Commission members.

Zurich Environmental Emergency Response (Pages 12-13) – Zurich has made Environmental Emergency Response available at no additional cost to member entities who purchase Pollution Liability Insurance through the NJCEL’s ancillary insurance program. Zurich Environmental Emergency Response gives you direct access to a dedicated team of professionals experienced in the areas of environmental emergency response, investigation and remediation of accidental releases of hazmat and other regulated materials. In the event of a spill: (1) please login to the site at <http://www.spillcenter.com/zurich> and (2) choose “Report a Pollution Event” from the menu or call 888 SPILLHELP (888-774-5543). (3) User Name: Mleighton Password: _____. A separate claim report must be made in addition to the call for spill help that can be made by calling Zurich’s claim reporting facility at 1-800-987-3373. Fax 1-866-255-2962 or email at USZ_ZurichEnvironmental@zurichna.com and claimsteamc@connerstrong.com. Please note that all Environmental claims must be reported immediately. Below is the pertinent policy information for the Pollution Liability Insurance.

New Jersey Counties Excess Joint Insurance Fund
Line of Coverage: Pollution Liability
Policy Number: ZRE554295500, Policy Period 1/1/2013 – 1/1/2016

SAFETY COMMITTEE REPORT

Glenn Prince reported the Safety Committee meeting this month was canceled due to several conflicts we are awaiting a new date to be selected by Mr. DiGregorio and when that date is chosen we will send a notice of the new date.

CLAIM COMMITTEE REPORT

Claims Manager Danielle Batchelor reported the Claims Committee did not meet this month since there were no new claims to review this month but we do have a SAR for presentation in closed session that was presented in a prior claims meeting.

TREASURER

REPORT: Treasurer Katie Coleman reviewed the bills list Resolution 17-15 which was included in the agenda on page 10. A motion would be in order to approve the bills list.

MOTION TO APPROVE RESOLUTION 20-15 PAYMENT OF BILLS IN THE AMOUNT OF \$18,656.60.

Moved: Commissioner Coleman
Second: Commissioner Crouch

4

August 6, 2015

Salem County Insurance Fund Commission OPEN Minutes

Vote: 3 Ayes, 0 Nays

CEL SAFETY DIRECTOR REPORT

Safety Director reviewed the report included in the agenda. Mr. Prince said a Safety Director’s bulletin was included in the agenda on Preventing Heat-Related Illnesses with the ten plus 90 degree days across the state. In response to Chairman Vanderslice, Mr. Prince said the recommendation for staying hydrated is carry a water bottle or thermos and drink often. They also have the igloo coolers that can be mounted to the trucks and filled with ice and large volume of water for the crews.

CLAIMS SERVICE:

Ms. George reviewed the First MCO report and provided a summary of savings report and the PPO Penetration rate.

Executive Director said included in the agenda is Resolution 21-15 Authorizing Disclosure of Claims Check Register. The Liability Claim Payments report is included in the agenda for the time period of 5/1/15 through 5/31/2015.

MOTION TO APPROVE RESOLUTION 21-15 AUTHORIZING DISCLOSURE OF CLAIM CHECK REGISTER

Moved: Commissioner Crouch
Second: Commissioner Coleman
Vote: Unanimous

MOTION TO GO INTO CLOSED SESSION

Moved: Commissioner Crouch
Second: Commissioner Coleman
Vote: Unanimous

MOTION TO GO INTO OPEN SESSION

Moved: Commissioner Coleman
Second: Commissioner Vanderslice
Vote: Unanimous

MOTION TO APPROVE THE SETTLEMENT AUTHORIZATION REQUESTS

Moved: Commissioner Vanderslice
Second: Commissioner Coleman
Vote: 2 Ayes, 0 Nays, 1 Abstain – Commissioner Crouch

OLD BUSINESS: Attorney Mulligan requested a motion to advertise RFQ for legal defense panel

MOTION TO ADVERTISE RFQ FOR DEFENSE PANEL

Moved: Commissioner Crouch
Second: Commissioner Coleman
Vote: Unanimous

NEW BUSINESS: None

PUBLIC COMMENT: None

MOTION TO ADJOURN:

Motion: Commissioner Crouch
Second: Commissioner Coleman
Vote: Unanimous

MEETING ADJOURNED: 9:40AM

NEXT MEETING WILL BE THURSDAY, October 1, 2015 at 9:00 AM

Minutes prepared by: Karen A. Read, Assisting Secretary