

2025



NEW JERSEY COUNTIES
EXCESS JOINT INSURANCE FUND

Renewal Overview

Guidelines About the Webinar



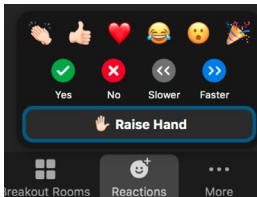
- Your microphones are muted



- To ask a question, click the Q&A button on the bottom of the Zoom Bar.



- The Chat Box will be turned off. Presenter will answer questions during the presentation or at the conclusion.



- If you'd like to pose a question verbally, please use the raise hand function and you will then be prompted to be unmuted.

Webinar Speakers



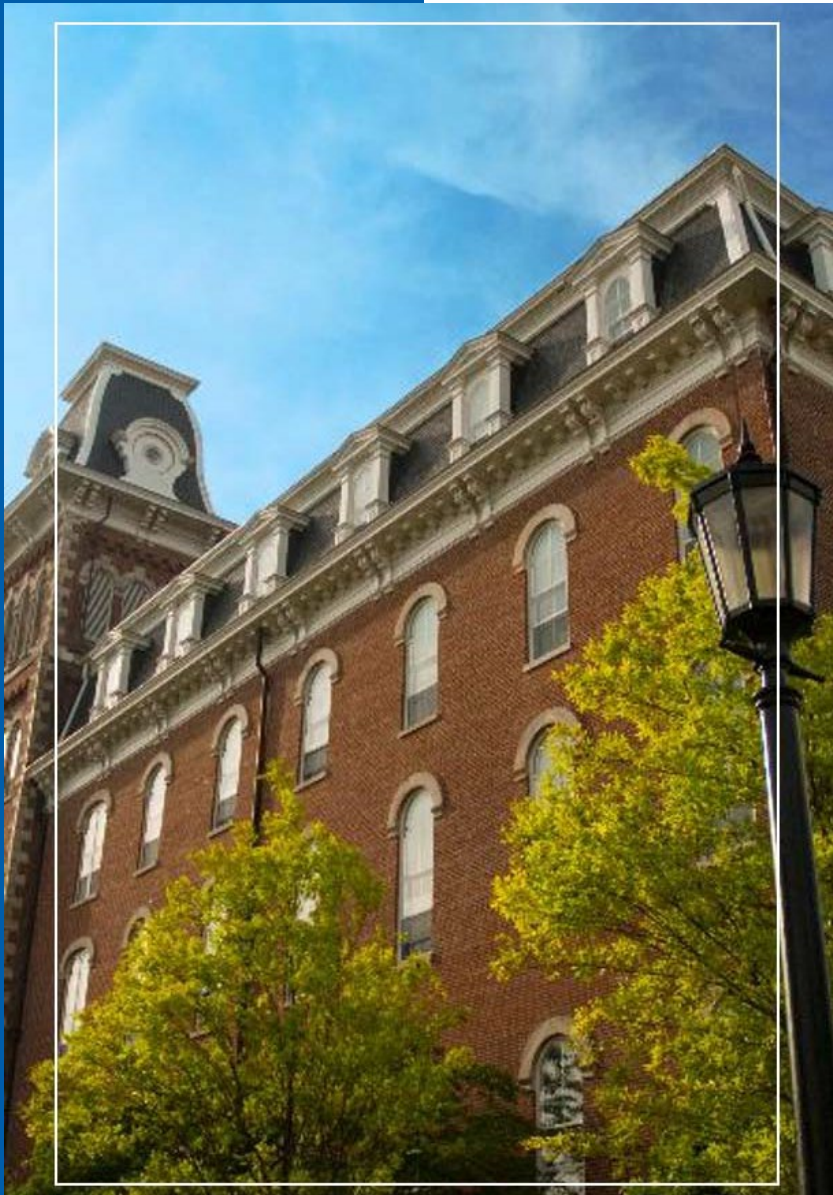
Joseph Hrubash
NJCE Executive Director



Edward Cooney
NJCE Underwriting Manager



Jonathon Tavares
Deputy NJCE Underwriting Manager



Renewal Overview

The insurance market has spent the last half decade making significant adjustments in underwriting, coverage, capacity and terms, which also came with many shifts in the distribution and magnitude of capital.

While the market is probably near finding its new median (much higher than in the past), we are seeing much more account-specific underwriting and significantly more capacity and appetite.

For the NJCE, with its great performance and risk management, this all means better rates, increased capacity and more favorable terms.

You will see on the following pages how our marketing and strategic restructuring has led to a stronger program and an overall 10% excess renewal rate decrease (~\$2.9m savings).

The renewal results beat all our renewal targets, and we are very pleased with the results. We looking forward to an excellent 2025 with the NJCE.

Premium Analysis

	2024 Pricing	2025 Adjusted Expiring	2025 Pricing	2025 Initial Projection (\$)	Initial Projection (%)	Actual Rate
Property (\$260m)	\$13,082,985	\$14,006,263	\$11,591,006	\$13,203,414	1%	-17%
Terrorism (\$260m)	\$118,893.00	\$127,283.00	\$98,363.00	\$120,046.58	1%	-23%
Equipment Breakdown (\$100m)	\$309,000.00	\$367,755.00	\$465,973.00	\$341,829.26	5%	27%
Liability (\$20m)	\$8,240,500.00	\$7,487,722.00	\$6,643,078.00	\$8,652,525.00	5%	-11%
Workers' Compensation	\$3,039,927.00	\$3,114,611.00	\$3,176,903.00	\$3,100,725.54	2%	2%
Public Officials & Employment Practices	\$1,733,463.00	\$1,807,448.00	\$1,783,936.00	\$1,490,532.42	3%	-1%
Crime	\$200,586.00	\$221,770.00	\$192,181.00	\$204,597.72	2%	-13%
Medical Malpractice (\$21m)	\$1,321,542.00	\$1,344,535.00	\$1,423,189.00	\$1,427,265.36	8%	6%
Employed Lawyers	\$154,470.00	\$146,996.00	\$153,986.00	\$157,559.40	2%	5%
Non-Owned Aircraft	\$51,431.00	\$51,431.00	\$51,431.00	\$52,459.62	2%	0%
Cyber	\$1,985,000.00	\$1,965,139.00	\$1,900,558.00	\$2,022,000.00	2%	-3%
Active Assailant	\$75,000.00	\$96,778.00	\$75,000.00	\$81,000.00	8%	-23%
Veterinary Med/Mal (BC)	\$357.00	\$357.00	\$421.10	\$365.96	2%	18%
Aviation (MC)	\$47,661.12	\$47,424.00	\$47,566.27	\$51,474.01	8%	0%
Marina Operators (MC)	\$22,290.00	\$22,746.00	\$22,750.00	\$22,735.80	2%	0%
Property (MC)	\$921,450.97	\$995,242.00	\$923,510.56	\$967,523.52	5%	-7%
Underground Storage Tank (MC)	\$16,746.00	\$17,543.00	\$12,924.00	\$17,583.30	5%	-26%
Fiduciary (MC)	\$5,060.18	\$5,550.00	\$3,510.50	\$5,161.38	2%	-37%
Travel Accident (BC Schools)	\$24,422.00	\$24,422.00	\$24,422.00	\$25,643.10	5%	0%
Accident & Health (OCBoH)	\$959.00	\$959.00	\$959.00	\$1,006.95	5%	0%
Aviation (OCMC)	\$37,851.00	\$37,662.00	\$38,446.99	\$76,462.85	5%	2%
Watercraft (OCMC)	\$5,386.75	\$5,287.00	\$5,360.00	\$5,386.75	5%	1%
Hull (MCIC)	\$9,778.00	\$9,778.00	\$12,270.00	\$10,755.80	10%	25%
Total	\$31,404,759.22	\$31,904,701.00	\$28,647,744.37	\$32,038,054.19	2%	-10%

Total Deltas	
Delta to Adjusted Expiring	(\$3,256,956.63)
Delta to Projected	(\$3,390,309.82)



Marketplace Update

What is happening?



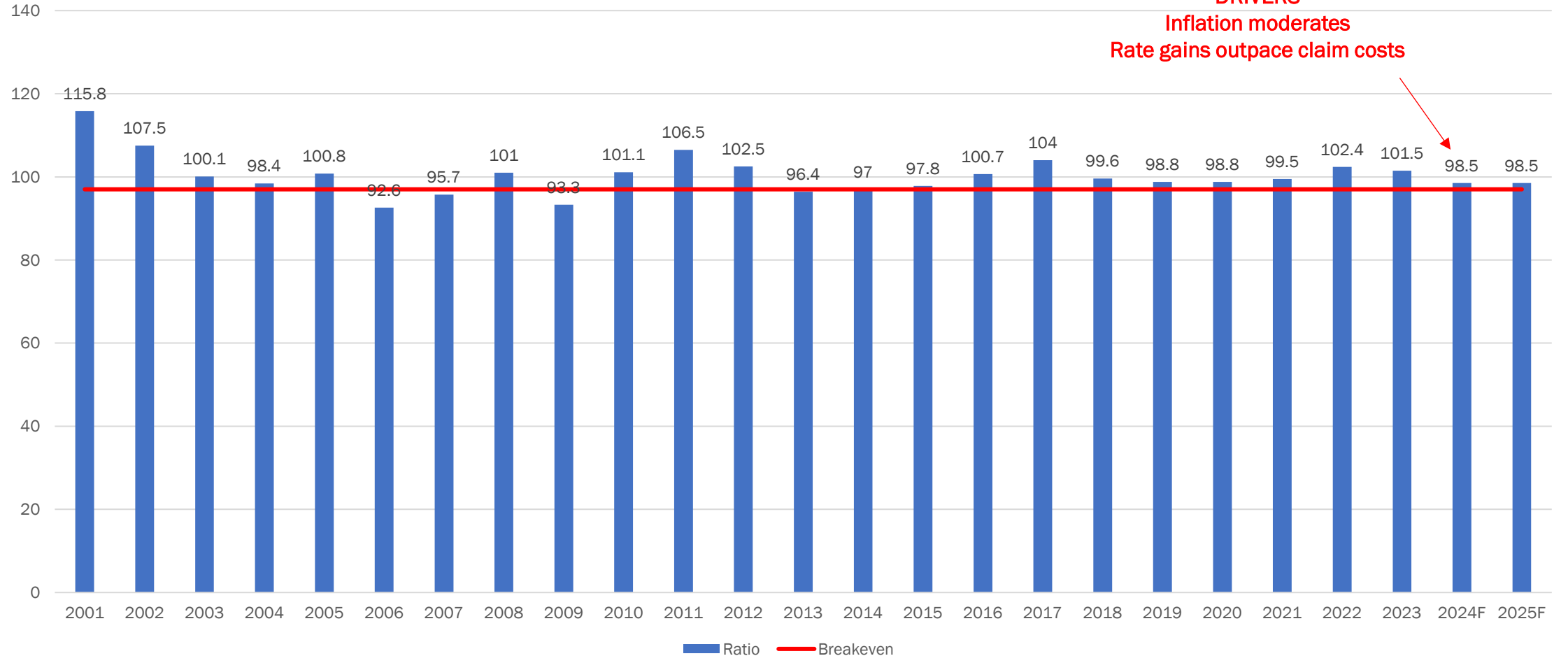
Marketplace Overview

P/C insurer underwriting performance has been highly variable over the past decade, largely due to CATs, Inflation & Torts

P&C Insurance Industry Combined Ratio

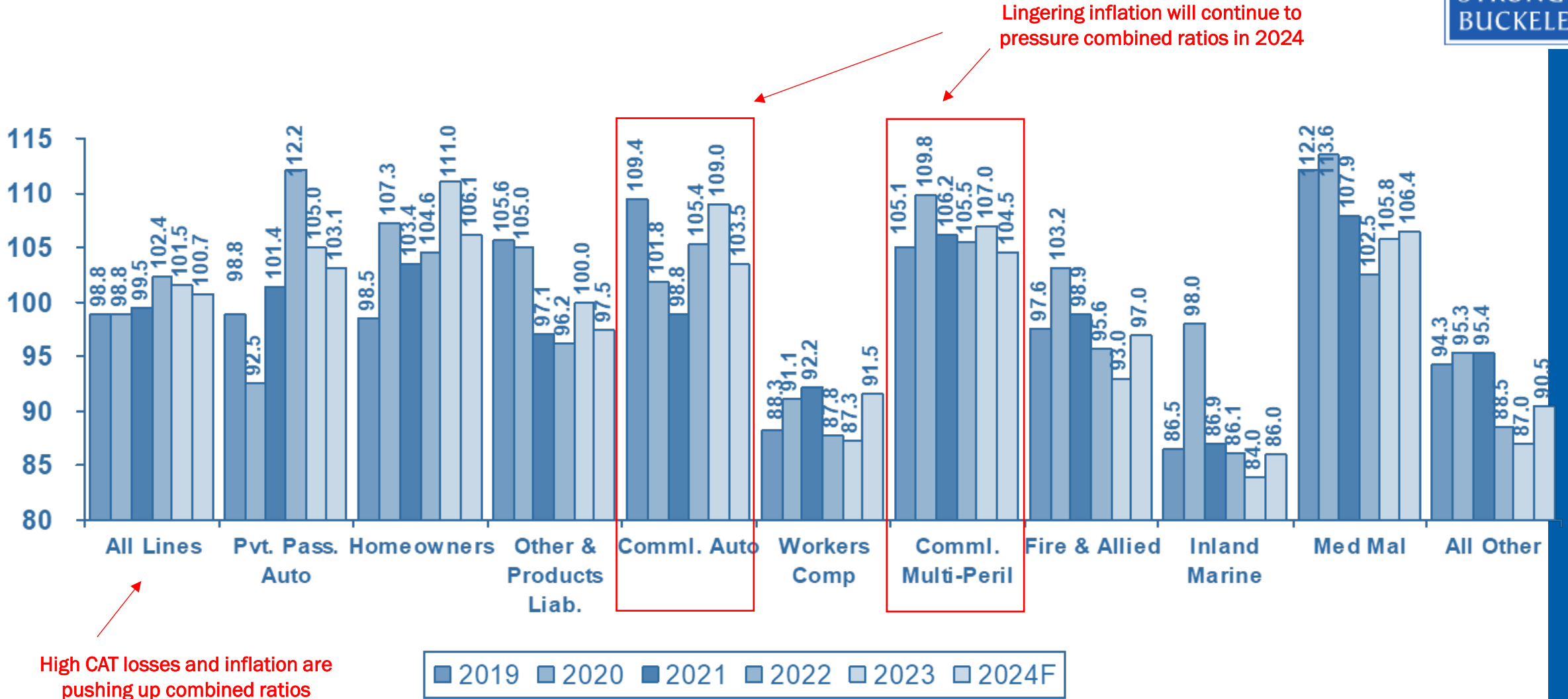
2024 was shaping up to be a great year—then Helene and Milton happened
DRIVERS

Inflation moderates
Rate gains outpace claim costs



Sources: A.M Best (2016-2023; Swiss Re (2024F, 2025F), Risk & Uncertainty Management Center Univ. of South Carolina

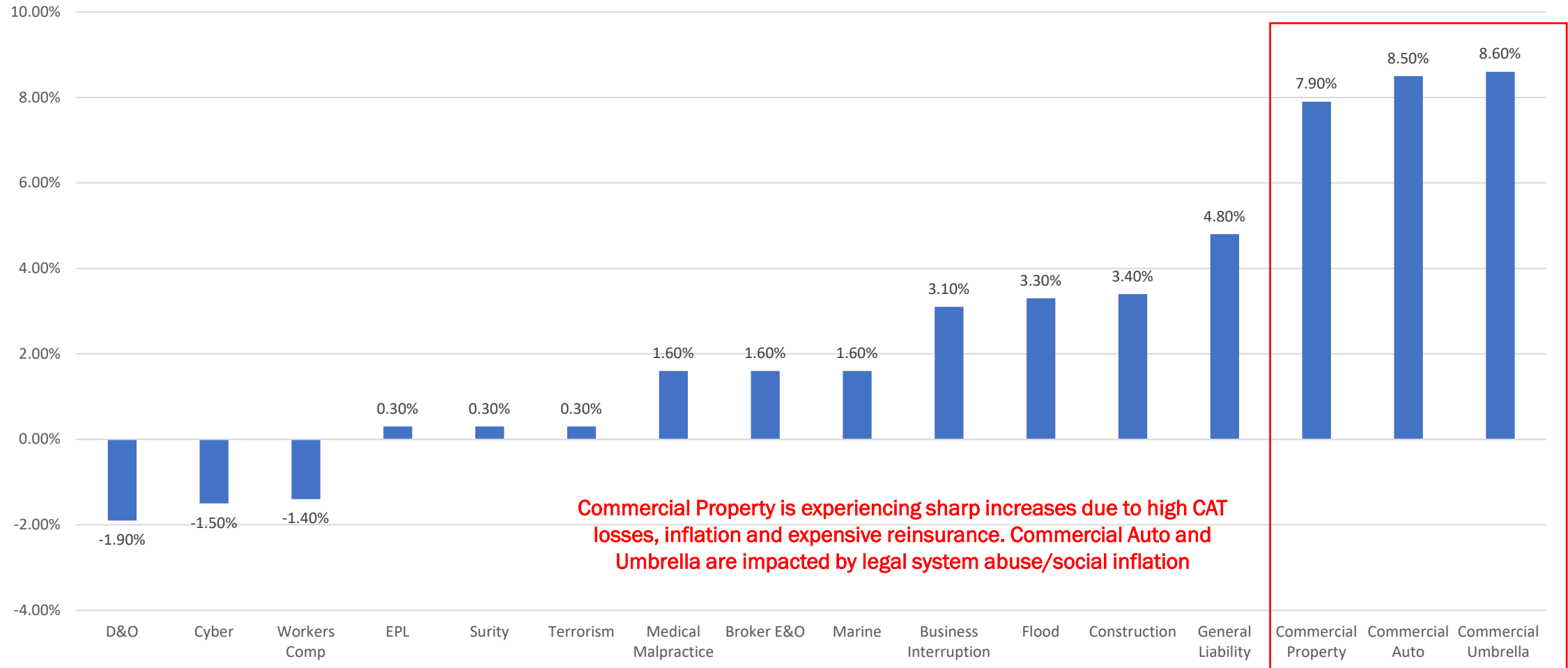
Marketplace Overview



Source: A.M. Best Review & Preview (2019-2022; 2024 forecasts as of Mar. 2024); A.M. Best data for 2023 (as of 6/24). Univ. of South Carolina, Risk and Uncertainty Management Center.

Marketplace Overview

Change in Commercial Rate Renewal, by Line 2024 Q3



Sources: CIAB Q12024, A.M Best (2016-2023; Swiss Re (2024F, 2025F), Risk & Uncertainty Management Center Univ. of South Carolina

Marketplace Overview - Property

U.S. Catastrophic Property Events Over \$1B – **Inflation Adjusted**

1980 - Present

Events	Costs	Deaths
403 9.0 per year	\$2, 917.5 \$64.8B per year	16,918 376 per year

Last 5 Years

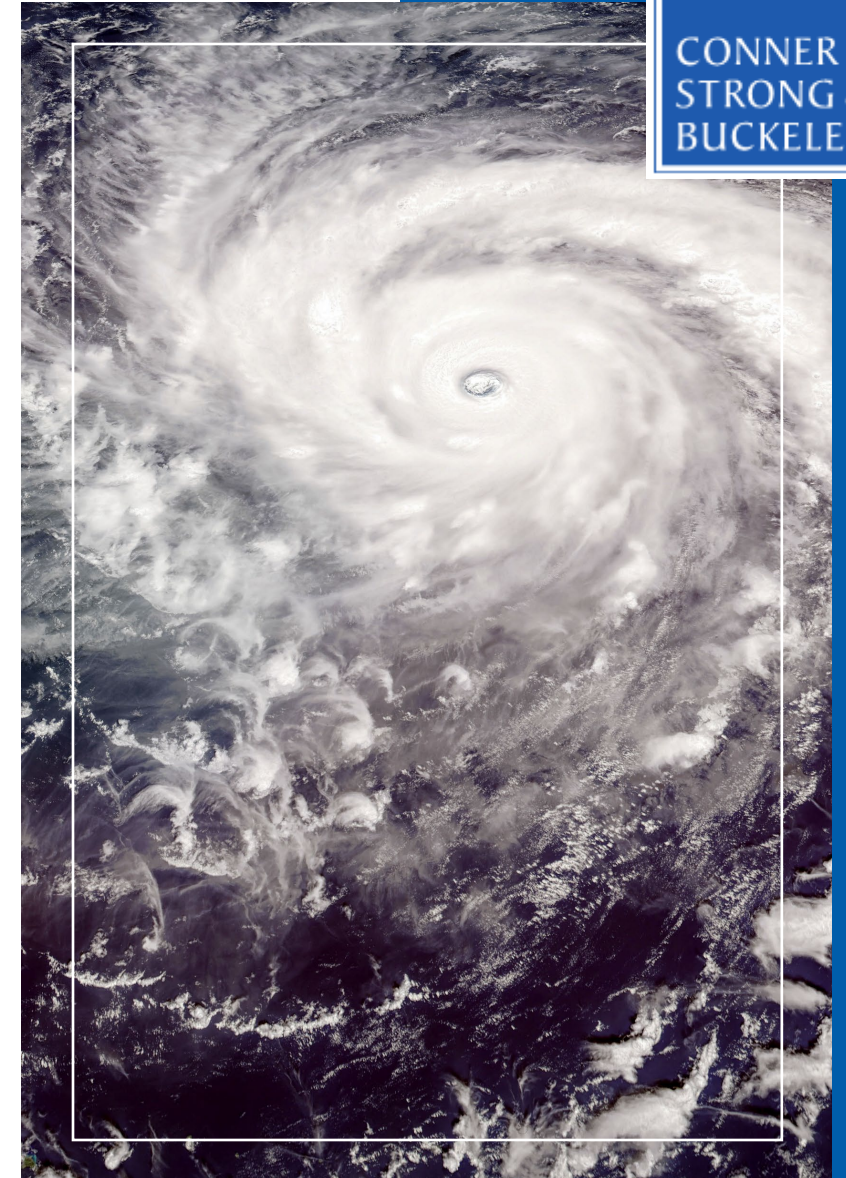
Events	Costs	Deaths
115 23 per year	\$746.7 \$149.3B per year	2,520 504 per year

Last Year (2024)

Events	Costs	Deaths
27 Rank: 2nd	\$182.7 Rank: 4th	568 Rank: 8th

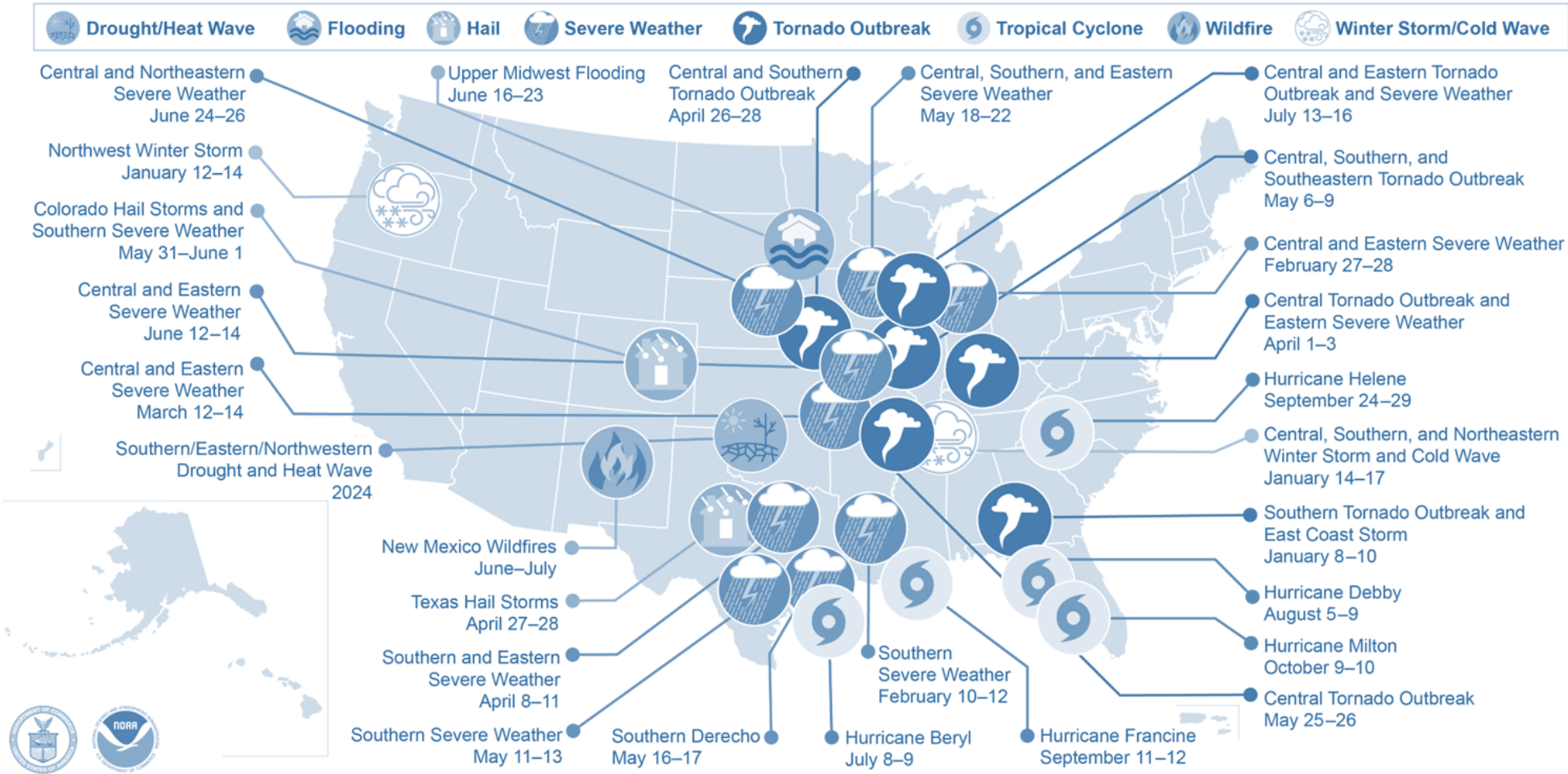
Sources: NOAA

28% of Billion Dollar events of the last 45 years happened since 2020.



Marketplace Overview - Property

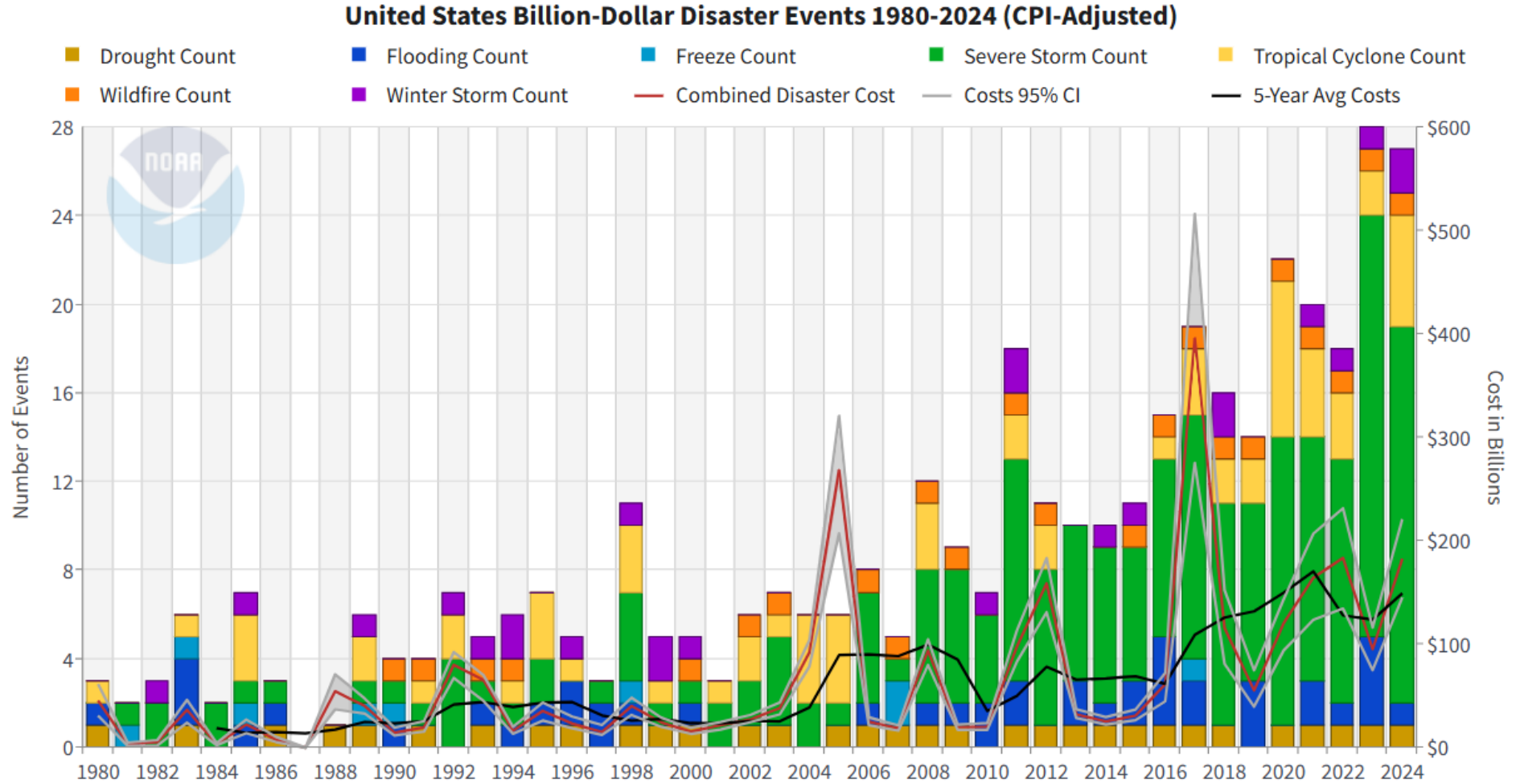
U.S. 2024 Billion-Dollar Weather and Climate Disasters



This map denotes the approximate location for each of the **27 separate billion-dollar weather and climate disasters that impacted the United States in 2024.**

Sources: NOAA

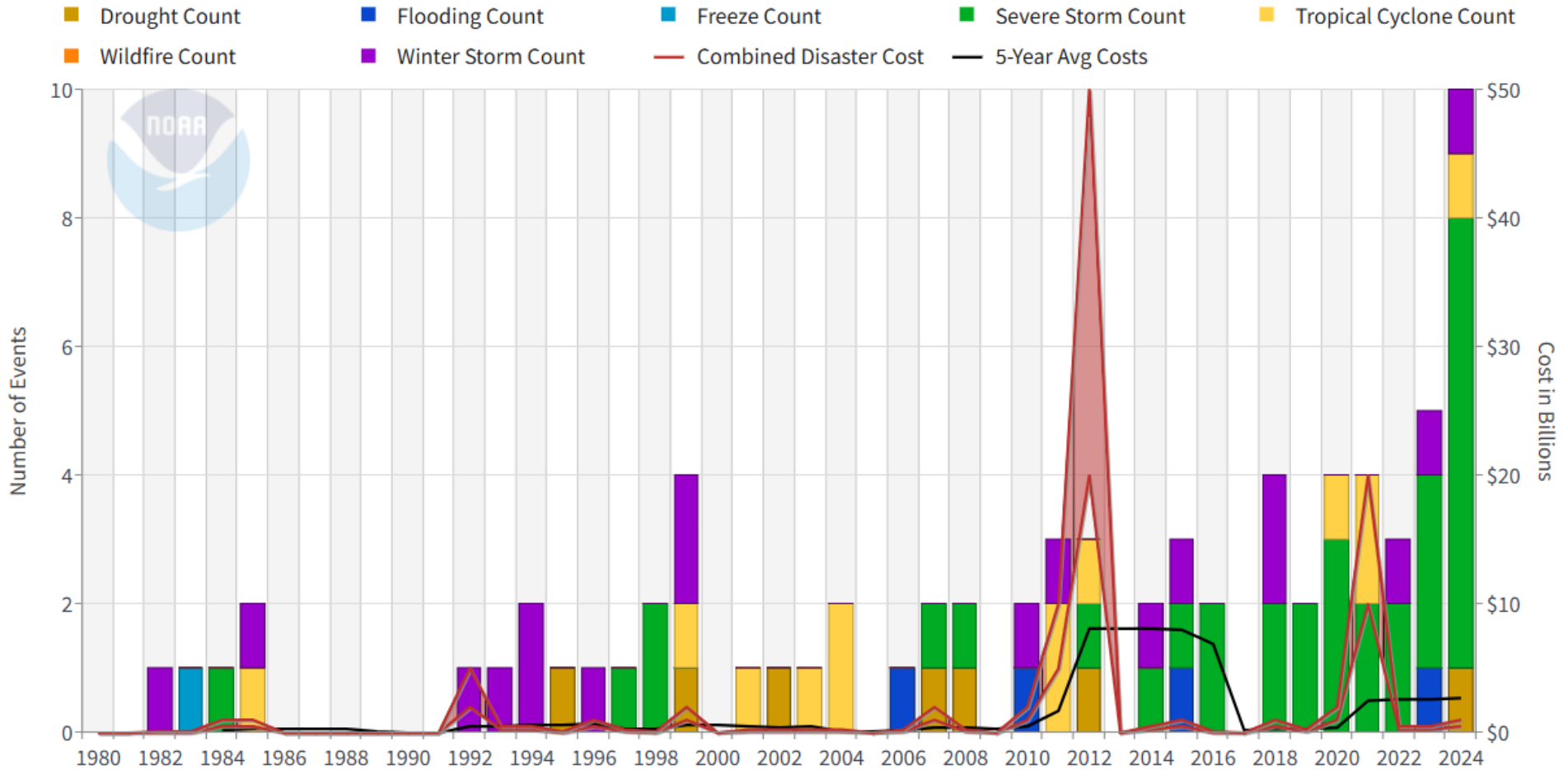
Marketplace Overview - Property



Sources: NOAA

Marketplace Overview - Property

New Jersey Billion-Dollar Disaster Events 1980-2024 (CPI-Adjusted)



Updated: January 10, 2025

Powered by ZingChart

Sources: NOAA

Between 1980 and 2024, 32 Severe Storm, 13 Tropical Cyclone, 18 Winter Storm, 4 Flooding, 7 Drought, and 1 Freeze billion-dollar disaster events affected New Jersey (CPI-adjusted).

44 years - 75 events

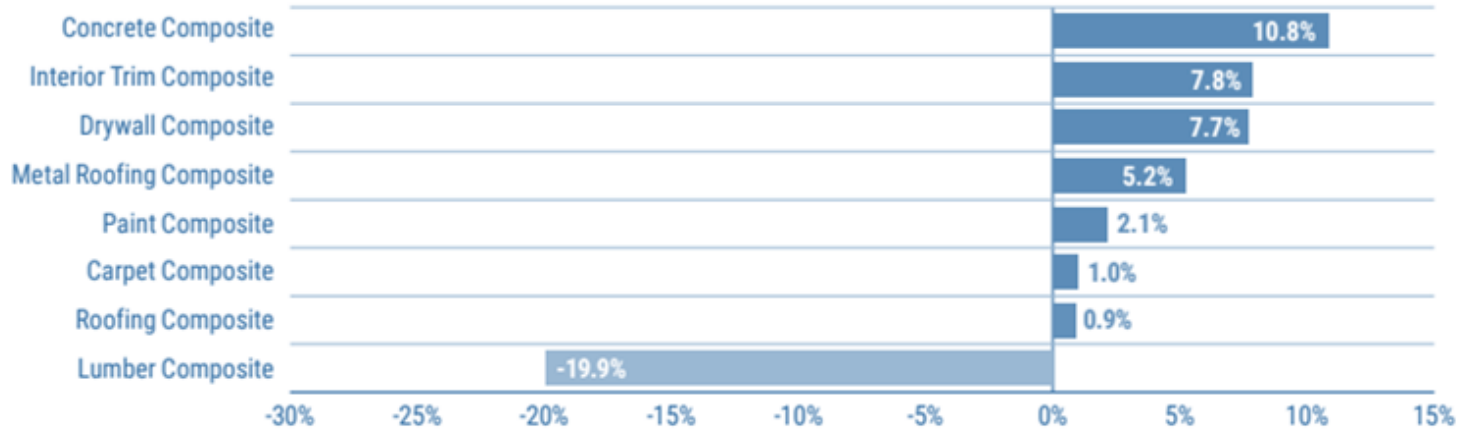
Between 2020 and 2024, 34% of all billion-dollar events have occurred.

Last 5 years - 26 events

Marketplace Overview - Property

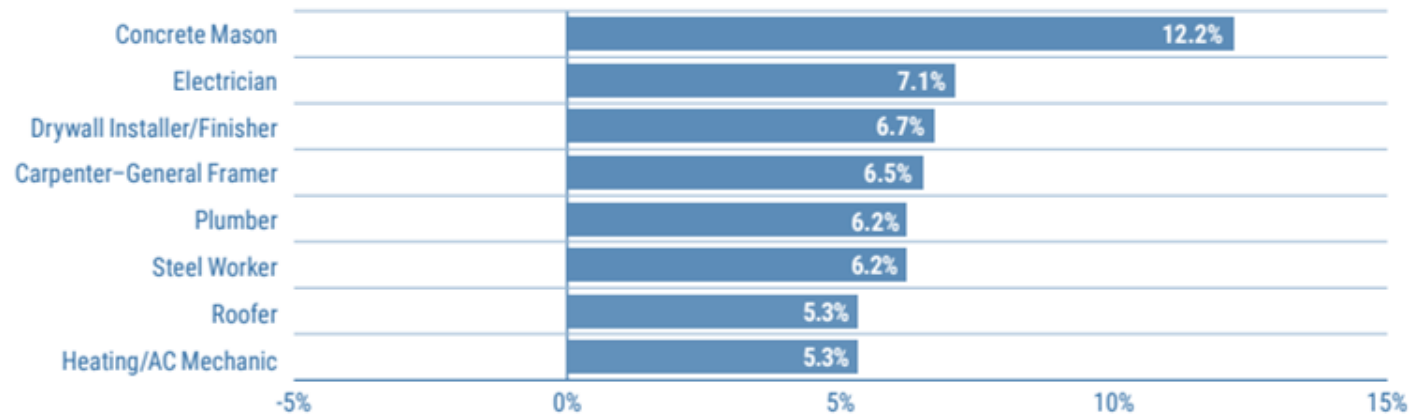
Material Cost Analysis

Percentage change in costs



Percentage change in costs

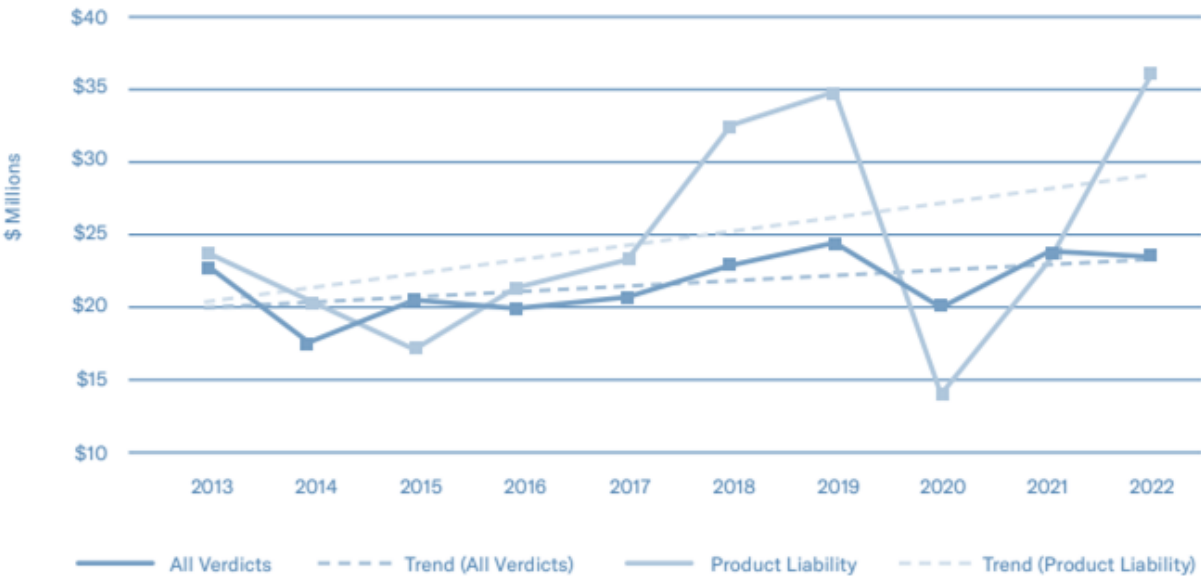
Labor Cost Analysis



Marketplace Overview - Liability

Social Inflation

Figure 3: Median Nuclear Verdict, 2013 – 2022



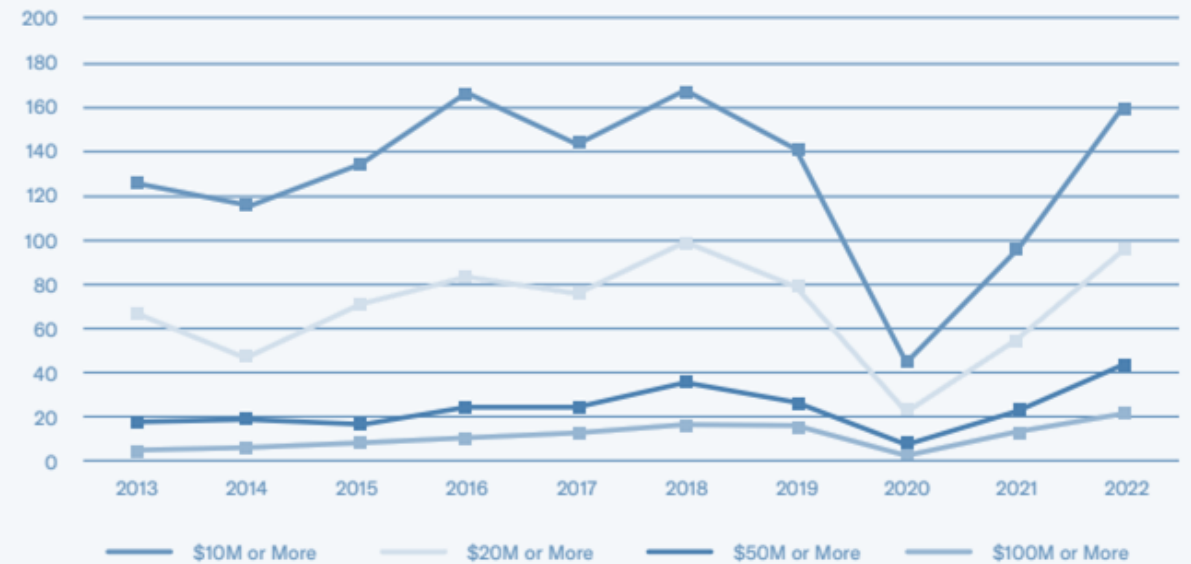
All Nuclear Verdicts

+27.5% from \$19.3M in 2010 to \$24.6M in 2019

Auto Accident

+63.2% from \$15.2M in 2010 to \$24.8M in 2019

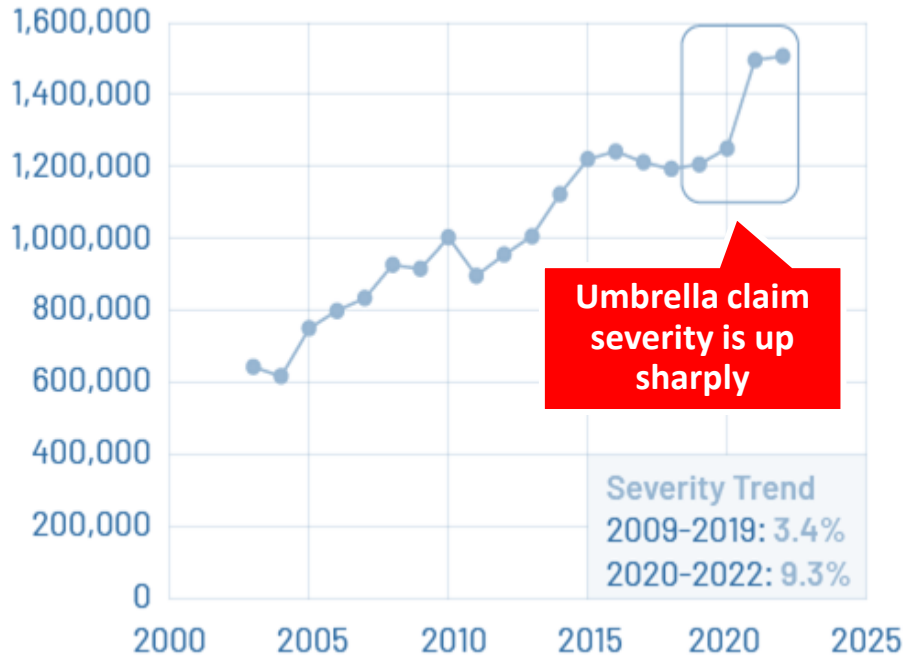
Figure 2: Number of Reported Nuclear Verdicts, 2013 – 2022



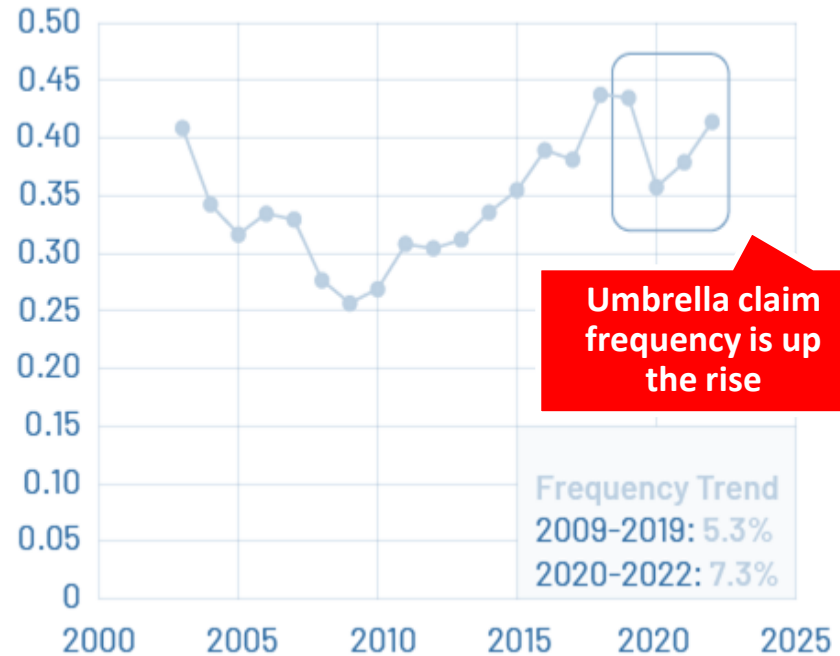
Marketplace Overview - Liability

Social Inflation

Commercial Umbrella Severity
(Loss & ALAE)



Commercial Umbrella Frequency
(Claims per On-Levelled Premium)



“A decade ago, an average single-person loss that would be contained in primary limits is now well into Umbrella limits, and the tail associated with Commercial Umbrella claims has likely been underestimated”

-Gen Re

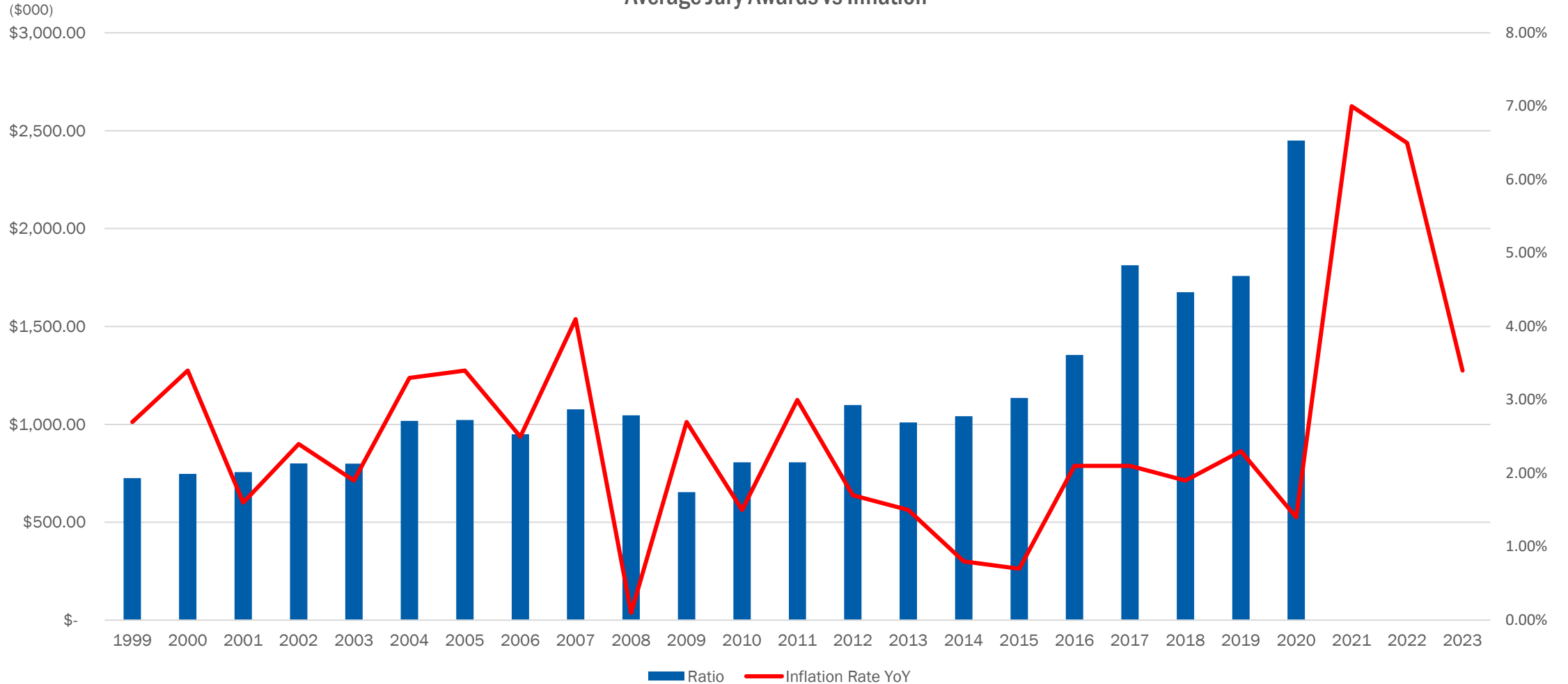
Contributing Factors

- Legal system abuse
- Nuclear verdicts
- Sophisticated trial bar
- 3rd Party Litigation Funding
- Distracted driving
- Aggravated damages

Marketplace Overview - Liability



Average Jury Awards vs Inflation

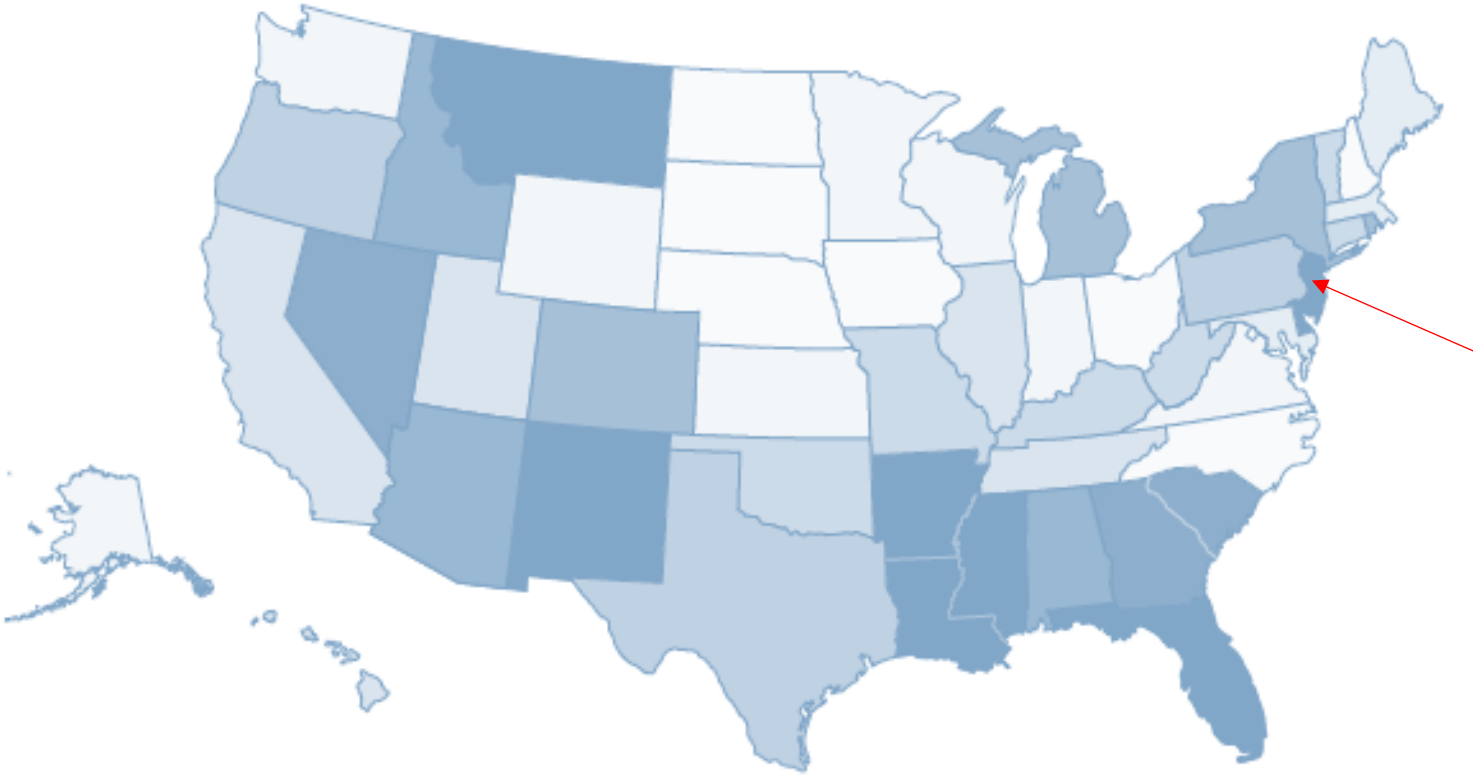


Sources: Jury Verdict Research, Thomas Reuters, Risk & Uncertainty Management Center Univ. of South Carolina

Marketplace Overview - Liability

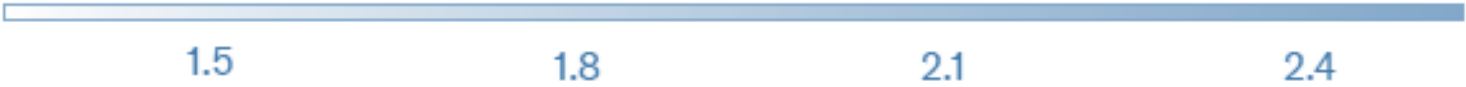
Tort Costs as Percent of State GDP, by State (2020)

Tort costs as a share of GDP stood at 2.1% for the US overall



New Jersey landed at #2 in the country in tort costs as a % of state GDP at 2.68%

Percentage of State GDP



Source: US Chamber of Commerce Institute for Legal Reform (Nov. 2022), "Tort Costs in America: An Empirical Analysis of Costs and Compensation of the U.S. Tort System" accessed at: <https://instituteforlegalreform.com/research/tort-costs-in-america-an-empirical-analysis-of-costs-and-compensation-of-the-u-s-tort-system/>. Risk and Uncertainty Management Center, Univ. of South Carolina.

Liability

Loss Triangle – NJ Public Entity Data

Periods	12 Months	24 Months	36 Months	48 Months	60 Months	72 Months	84 Months	96 Months	108 Months	120 Months
2010	0.00000	1.13780	1.11219	1.02746	0.91319	0.98333	1.01849	0.99108	0.99103	1.00132
2011	0.00000	1.36123	1.25182	1.14434	1.03126	1.01112	1.00174	0.98479	1.00885	
2012	0.00000	1.44473	1.43415	1.13501	1.24090	1.01582	1.00879	1.01139		
2013	0.00000	1.34765	1.40192	1.22095	1.28895	1.11341	1.04103			
2014	0.00000	1.84575	1.66130	1.43813	1.06501	1.12903				
2015	0.00000	1.64865	1.64527	1.35753	1.09476					
2016	0.00000	2.42395	1.51306	1.12617						
2017	0.00000	1.73054	1.56209							
2018	0.00000	1.74066								
2019	0.00000									

~55% Increase in LDF

Liability

Claims Development

Claims Development Summary

- ✓ Social Inflation is starting to tail off
- ✓ SAM and Auto Liability represent majority of rise
- ✓ We are seeing multiple claims per year greater than \$1m
- ✓ 2-year period:
 - 11.3% increase in last 5-year average versus previous 5-year period average (improving)
 - 23% increase over 10 years
 - 65% increase in average incurred since 2014
- ✓ 3-year period:
 - 6.7% increase in last 5-year average versus previous 5-year period average (improving)
 - 32% increase in average incurred since 2014

Marketplace Overview - Cyber



Global average total cost of a data breach

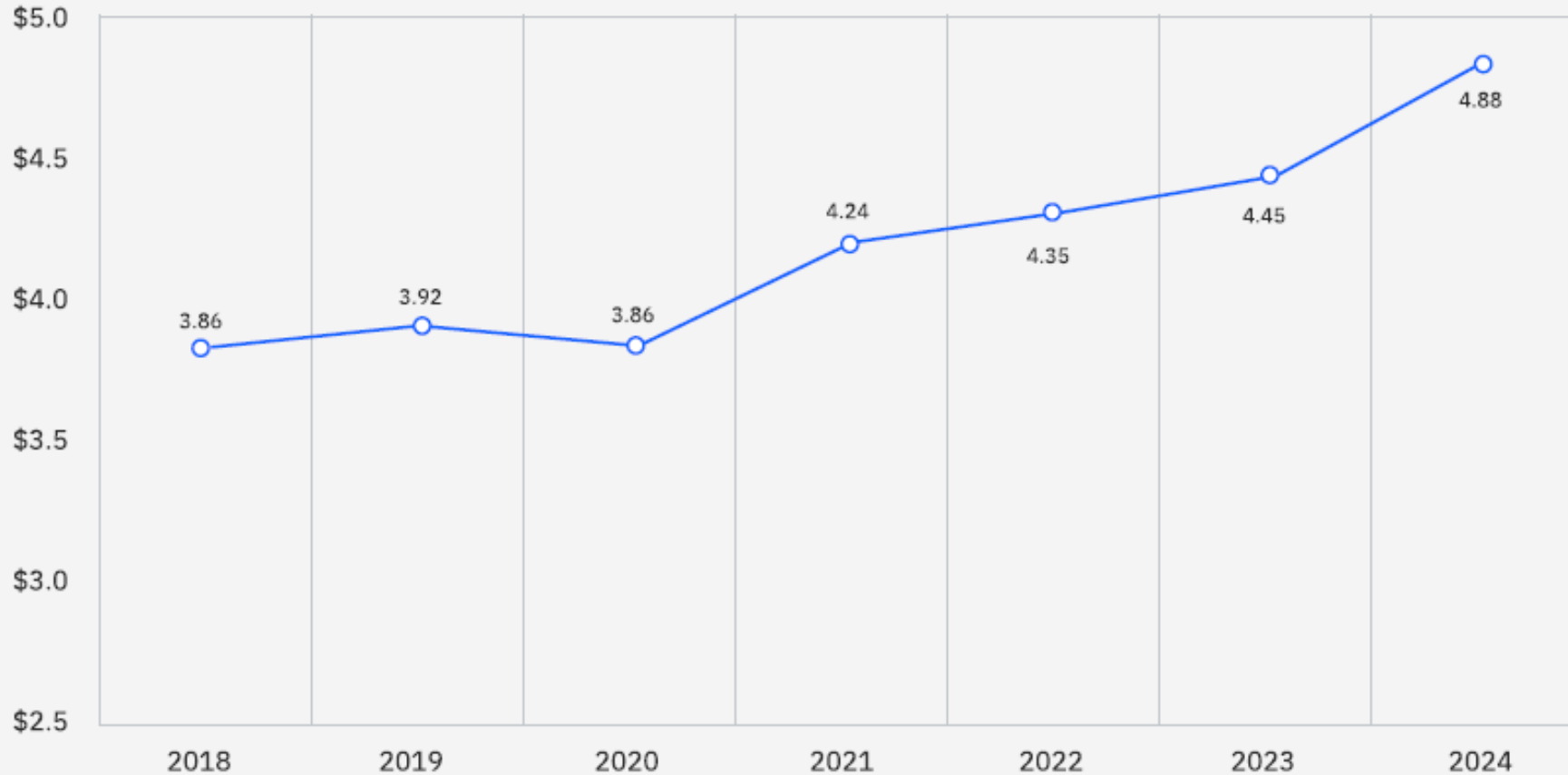


Figure 1. Measured in USD millions

Top 5 countries and regions 2024 vs 2023

#	Cost change	2024	2023
1	↓	United States \$9.36	United States \$9.48
2	↑	Middle East \$8.75	Middle East \$8.07
3	↑	Benelux \$5.90	Canada \$5.13
4	↑	Germany \$5.31	Germany \$4.67
5	↑	Italy \$4.73	Japan \$4.52

Marketplace Overview - Cyber

Average Total Cost and Frequency by Attack Vector

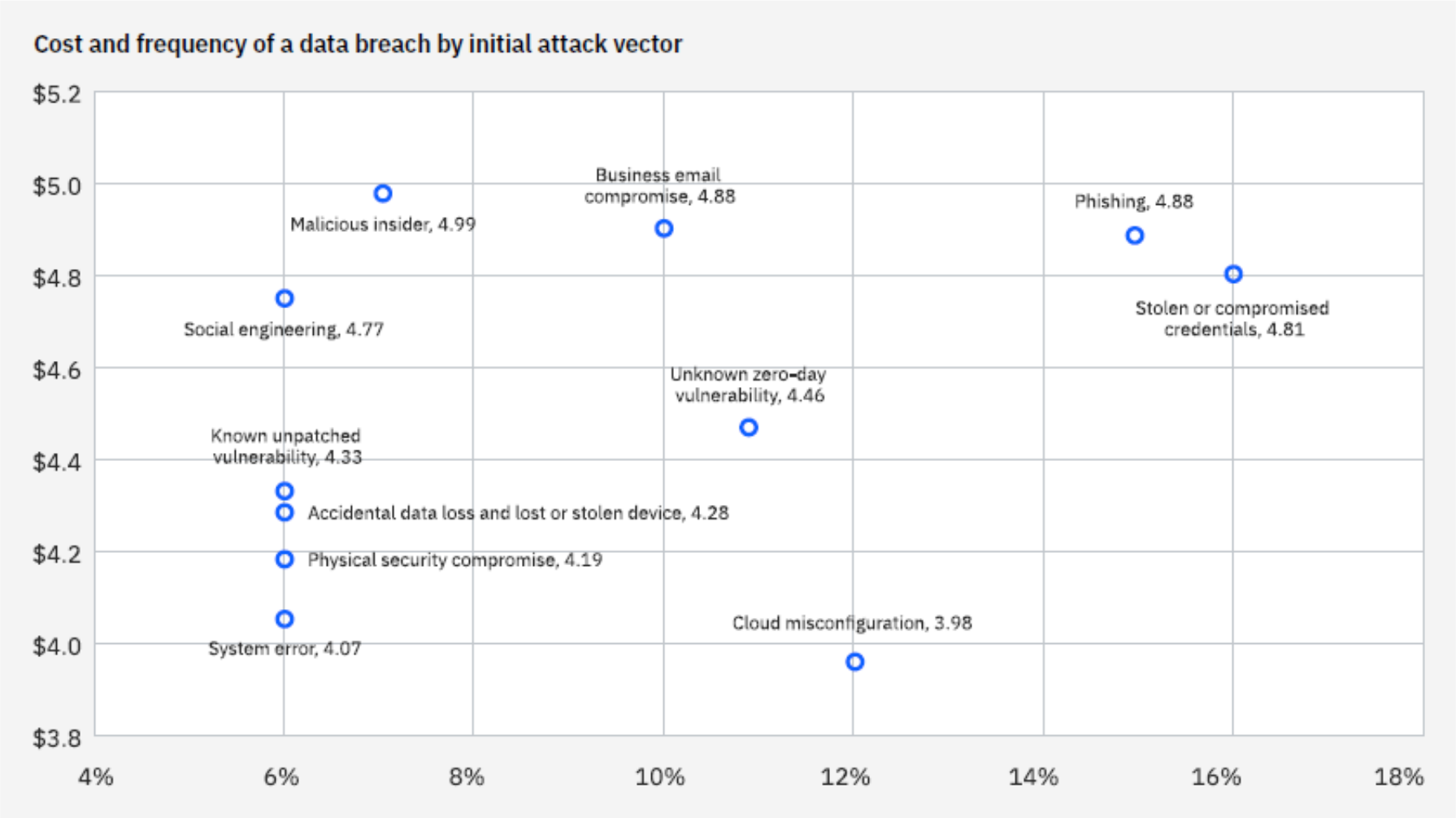


Figure 7. Measured in USD millions; percentage of all breaches

Marketplace Overview - Cyber

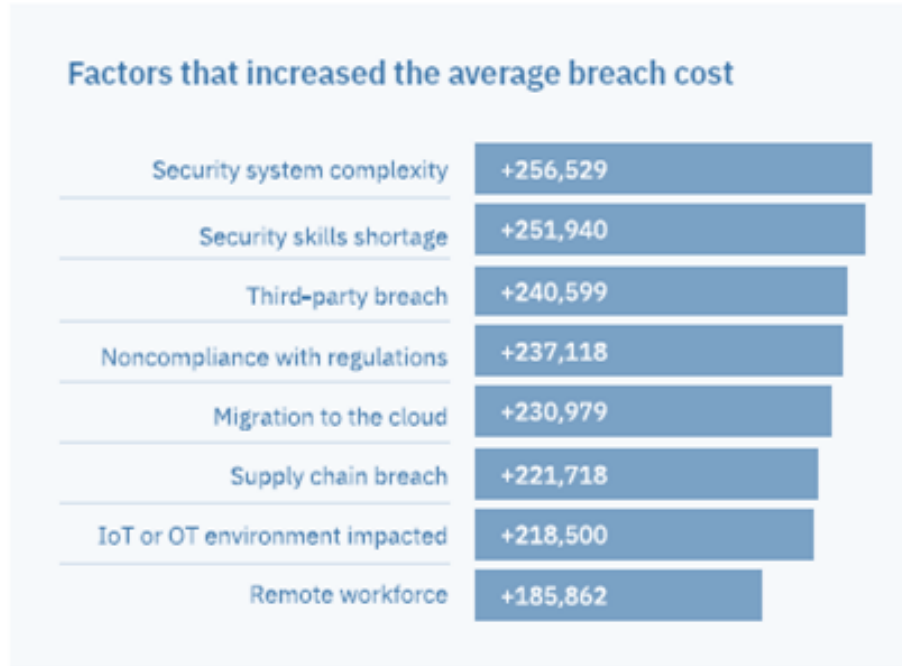


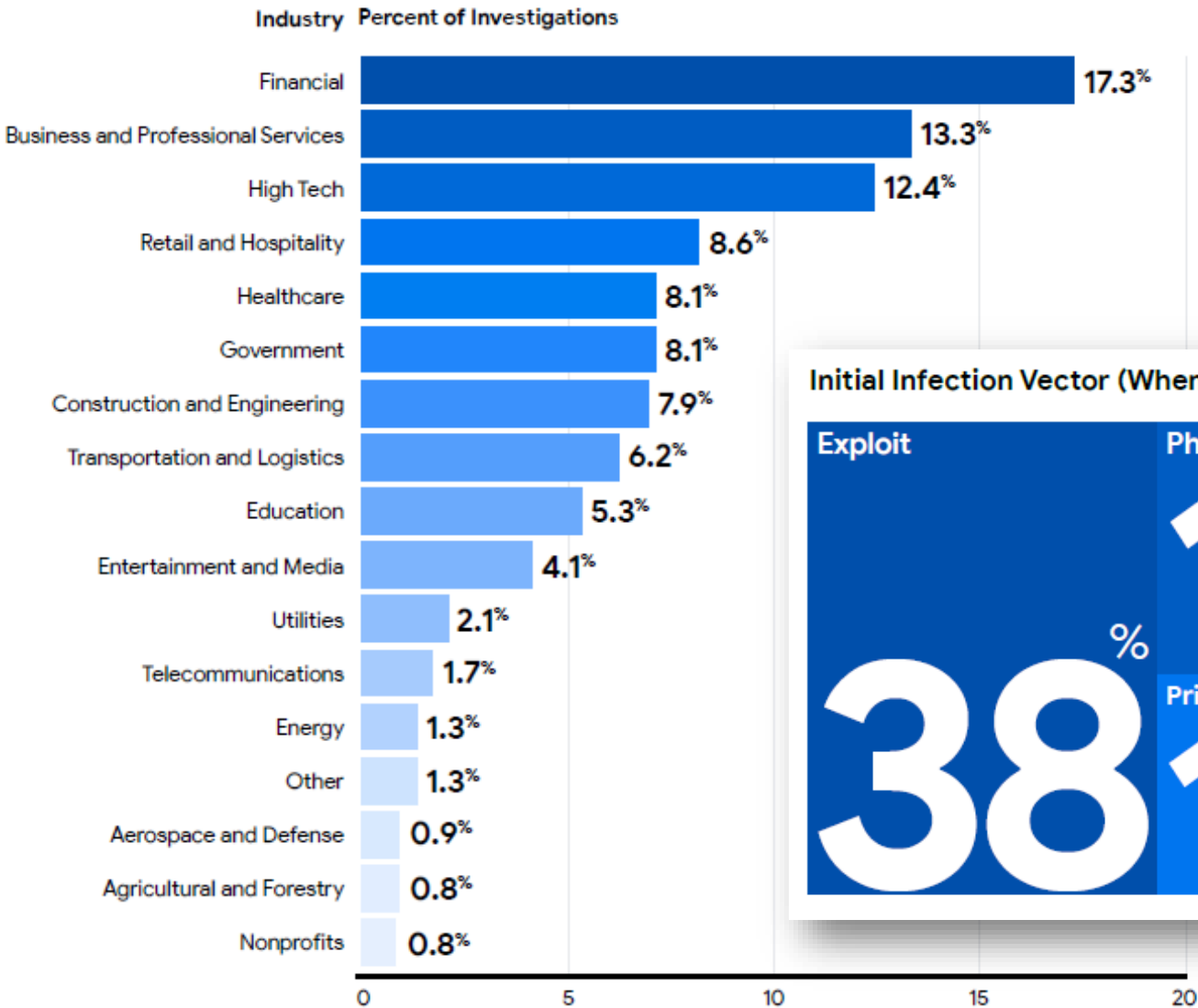
Figure 26. Cost difference from USD 4.88M breach average; measured in USD



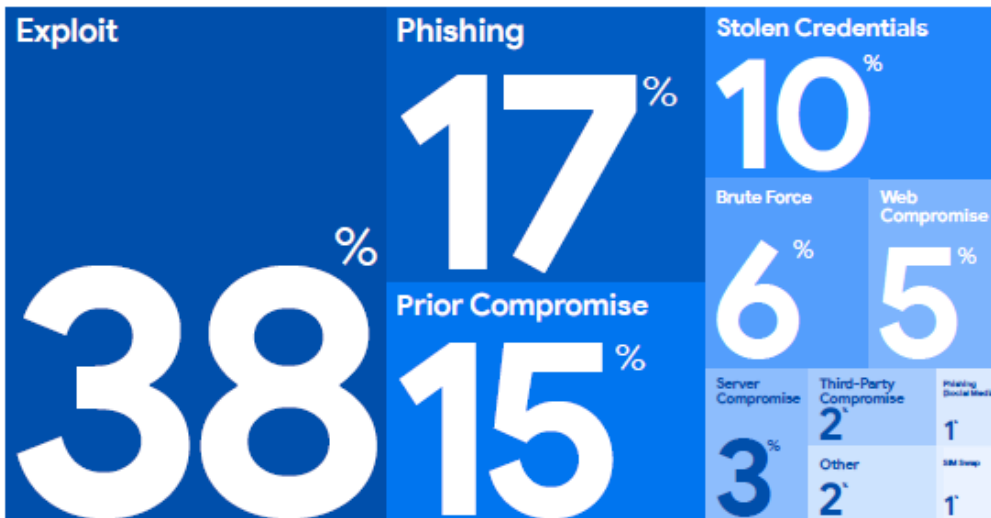
Figure 25. Cost difference from USD 4.88M breach average; measured in USD

Marketplace Overview – Cyber

Global Industries Targeted, 2023



Initial Infection Vector (When Identified)



New Vulnerabilities with 9/10 CVSS3 Score

+6%

BGH Incidents Involving Data Leaks

+76%

Average Loader Cost

+169%

Average Crypter Cost

+250%

Average Stealer Cost

+286%

Average Ransom Demand

-27%

Identified Spam Emails

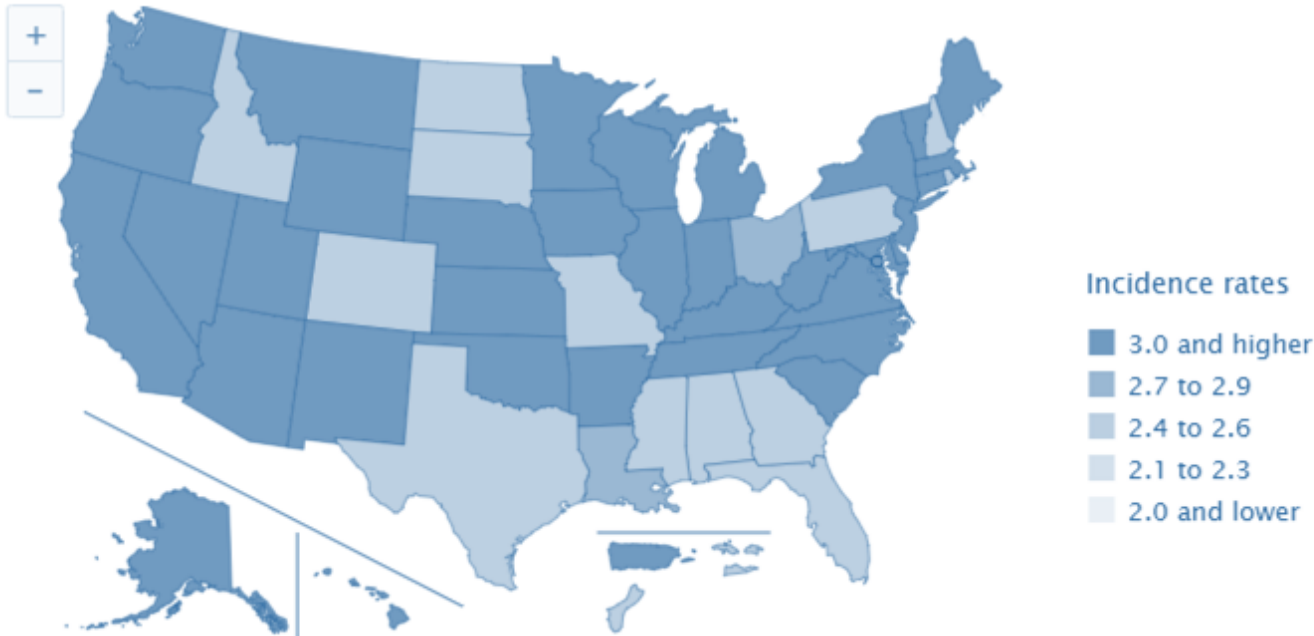
-15%

Marketplace Overview - Workers' Compensation

Map 1. Incidence rates of nonfatal occupational injuries and illnesses by state and selected industries, 2023

U.S. rate (private industry) = 2.4

Select an industry: Local government



State	State & Local Government Incident Rate
California	6.6
New York	5.7
Maryland	5.4
Vermont	5.3
Connecticut	5.1
New Jersey	5.0
Washington	5.0
Nevada	4.9
Oklahoma	4.7

The Garden State comes in at #1 in Workers Compensation Costs in the Country, with a \$2.44 index rate that's 175% higher than the median. It was ranked at #3 in 2018.

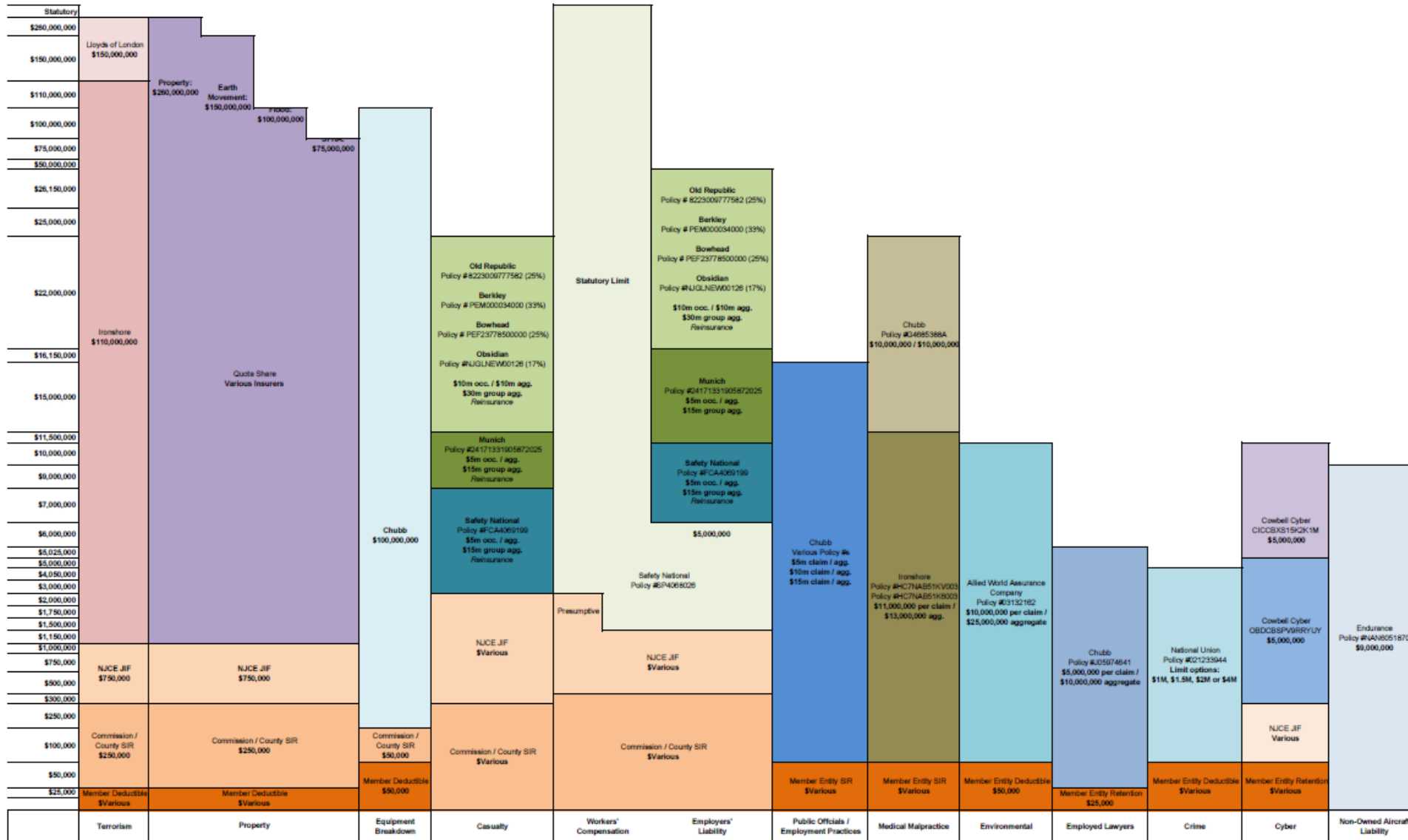


Renewal Review

Detailed Review of Renewal Changes



Program Schematic



Coverage Updates

Property

Overview

- During marketing, we ended up being oversubscribed for a second year in a row, this time by nearly 40%. With competition in hand, a key goal this year was to restructure the program to further enhance future stability, which primarily includes picking the right insurers.
- Overall, we achieved a 17% rate decrease versus expiring, saving millions of dollars for the NJCE.
- In our negotiations we had markets participating in the primary layer provide a Named Windstorm aggregate of \$10M which was achieved within the 17% rate decrease when previously quoted at +\$2.5M last year.
- We will be entering year two of our new relationship with Chubb on the Equipment Breakdown coverage. Chubb recognized a much larger loss history for the NJCE, most notably the sludge dryer losses in Camden. As such, Chubb proposed three options and the NJCE chose to bind the lowest deductible option as it relates to the sludge dryers \$1M / 15 ADV.

Oliver Then Equipment Breakdown Risk Engineer II 347-443-0427 Oliver.then@chubb.com	Ibzan Fernandez Senior Equipment Breakdown Risk Engineer 732-439-0357 ifernandez@chubb.com
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- Terrorism remains placed separately with Hiscox

Coverage Updates

Property
All-Risk Structure

<p>\$200,000,000</p> <p>Carrier Share Limit: MISSI (N/A) 27.50% \$80,000,000</p> <p>Policy Number: EKI7006293 Claims Contact: newloss@missi.com 888-878-8872</p> <p>Carrier Share Limit: STARR (N/A) 21.88% \$35,000,000</p> <p>Policy Number: SLS111Y12384125 Claims Contact: claims@starrcompanies.com 848-227-8300</p>																																															
<p>\$100,000,000</p> <table border="1"> <tr> <td>Carrier Share Limit: LEXINGTON (N/A) 10% of Primary \$10M \$10,000,000</td> <td>Carrier Share Limit: Swiss IR: 2.50% \$2,500,000</td> <td>Carrier Share Limit: AWAC (N/A) 3.50% \$3,500,000</td> <td>Carrier Share Limit: AXIS (N/A) 5.00% \$5,000,000</td> <td>Carrier Share Limit: STAIRSTONE (N/A) 5.00% \$5,000,000</td> <td>Carrier Share Limit: IRONSHORE (N/A) 2.50% \$2,500,000</td> <td>Carrier Share Limit: SHU (N/A) 5.00% \$5,000,000</td> <td>Carrier Share Limit: LLOYD'S (BHL) 9.25% \$9,250,000</td> <td>Carrier Share Limit: LLOYD'S (KLN/ K/ AXS) 8.00% \$8,000,000</td> <td>Carrier Share Limit: CANDORUS (N/A) 2.50% \$2,500,000</td> <td>Carrier Share Limit: SOMMO (N/A) 2.50% \$2,500,000</td> </tr> <tr> <td>Policy Number: 061384885</td> <td>Policy Number: ESI*2006176-00</td> <td>Policy Number: 0314-5359-1A</td> <td>Policy Number: 1*001-000228032-01</td> <td>Policy Number: CSI*002889621*00</td> <td>Policy Number: 1000827851-02</td> <td>Policy Number: 42-SHU-000279-02</td> <td>Policy Number: B1230AI*12171A25</td> <td>Policy Number: B1230AI*12171B25</td> <td>Policy Number: CUS30000107-01</td> <td>Policy Number: ESI*30000430/107</td> </tr> <tr> <td>Claims Contact: newloss-usproperty@lexington.com 800-931-9546</td> <td>Claims Contact: ClaimsAPAC_CorporateSolutions@swiss.com</td> <td>Claims Contact: officeofloss@awac.com</td> <td>Claims Contact: UsInfo@axiscapital.com 878-756-0400</td> <td>Claims Contact: Claims@stairstone.com 201-745-7717</td> <td>Claims Contact: USClaims@ironshore.com 800-362-0000</td> <td>Claims Contact: jps@shu-estates.com 305-624-0111</td> <td>Claims Contact: agr.wp_dand@claims@arwins.com zoe.butcher@arwins.com</td> <td>Claims Contact: agr.wp_dand@claims@arwins.com zoe.butcher@arwins.com</td> <td>Claims Contact: claims@canopus.com +44 (0)20 7337 3258</td> <td>Claims Contact: insuranceclaims@sommo-ital.com 914-488-8000</td> </tr> </table>												Carrier Share Limit: LEXINGTON (N/A) 10% of Primary \$10M \$10,000,000	Carrier Share Limit: Swiss IR: 2.50% \$2,500,000	Carrier Share Limit: AWAC (N/A) 3.50% \$3,500,000	Carrier Share Limit: AXIS (N/A) 5.00% \$5,000,000	Carrier Share Limit: STAIRSTONE (N/A) 5.00% \$5,000,000	Carrier Share Limit: IRONSHORE (N/A) 2.50% \$2,500,000	Carrier Share Limit: SHU (N/A) 5.00% \$5,000,000	Carrier Share Limit: LLOYD'S (BHL) 9.25% \$9,250,000	Carrier Share Limit: LLOYD'S (KLN/ K/ AXS) 8.00% \$8,000,000	Carrier Share Limit: CANDORUS (N/A) 2.50% \$2,500,000	Carrier Share Limit: SOMMO (N/A) 2.50% \$2,500,000	Policy Number: 061384885	Policy Number: ESI*2006176-00	Policy Number: 0314-5359-1A	Policy Number: 1*001-000228032-01	Policy Number: CSI*002889621*00	Policy Number: 1000827851-02	Policy Number: 42-SHU-000279-02	Policy Number: B1230AI*12171A25	Policy Number: B1230AI*12171B25	Policy Number: CUS30000107-01	Policy Number: ESI*30000430/107	Claims Contact: newloss-usproperty@lexington.com 800-931-9546	Claims Contact: ClaimsAPAC_CorporateSolutions@swiss.com	Claims Contact: officeofloss@awac.com	Claims Contact: UsInfo@axiscapital.com 878-756-0400	Claims Contact: Claims@stairstone.com 201-745-7717	Claims Contact: USClaims@ironshore.com 800-362-0000	Claims Contact: jps@shu-estates.com 305-624-0111	Claims Contact: agr.wp_dand@claims@arwins.com zoe.butcher@arwins.com	Claims Contact: agr.wp_dand@claims@arwins.com zoe.butcher@arwins.com	Claims Contact: claims@canopus.com +44 (0)20 7337 3258	Claims Contact: insuranceclaims@sommo-ital.com 914-488-8000			
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Coverage Updates

Liability

Overview - \$10m x SIR

- Program was heavily marketed due to subpar results and changing underwriting over past few years.
- Munich indicated a 30%+ rate increase on the incumbent layer of \$10m x \$1.5m; however, we had new options in hand.
- The new program for 2025 will be as follows:
 - \$5m x \$2m: Safety National
 - \$5m x \$7m: Munich
- The marketing effort and restructuring is adding much more stability to the NJCE program and generating a 29% rate decrease.
- NJCE retentions increased from \$1.5M to \$2M and the actuarial loss funding for the additional \$500K in retention supported the substantial decrease realized in excess pricing.
- Safety National will be looking to increase the NJCE retention from \$2M to \$3M next renewal which fits with the programs strategy to move this up over time.

Overview - \$10m x \$12m

- Our marketing effort on the high excess layer allowed for new quota share participation as follows:
 - 33% of \$10M x \$12M: Berkley
 - 25% of \$10M x \$12M: Old Republic
 - 25% of \$10M x \$12M: Bowhead
 - 17% of \$10M x \$12M: Obsidian

In addition to negotiating strong renewals and strengthening our panel of carrier partners we also increased the carriers funding of our safety grant from \$60K to \$90K

Coverage Updates

Workers' Compensation

Overview

- We enter the final year of the three-year rate agreement with Safety National, with a 2% rate increase.

Coverage Updates

Public Officials & Employment Practices

- We completed a marketing effort for all members and renewing with incumbents was the best option for 2025 across the board.
- Cumberland County elected the reimbursement option with no counsel schedule & bordereaux reporting – rates \$280/\$220/\$110, this moved the Cumberland County Utility Authority’s retentions up to \$100K POL and \$250K EPL.
- Hudson County elected to purchase POL/EPL coverage for the first time. Hudson also pursued the reimbursement option with no counsel schedule & bordereaux reporting – rates \$280/\$220/\$110

Coverage Updates

Cyber

Overview – Primary \$5m / \$5m

- Cowbell continues to be an excellent partner for the NJCE, and despite unfavorable loss history last year was able to deliver a 3% rate decrease for the renewal.

Overview – \$5m x \$5m

- Bound with Chaucer (Cowbell) over the incumbent which includes full drop-down coverage, meaning all members' limits increase to a total of \$10m Each Claim / Aggregate. Sublimit dropdown coverage provided is as follows:
 - Cyber Crime Coverage: \$250,000 per claim / \$1,000,000 aggregate xs \$250,000 per claim / \$1,000,000 aggregate
 - Bricking costs: \$1,000,000 per claim / \$5,000,000 aggregate xs \$1,000,000 per claim / \$5,000,000 aggregate
 - Criminal Reward Costs: \$100,000 per claim / \$100,000 aggregate xs \$100,000 per claim / \$100,000 aggregate
 - Utility Fraud Attack Endorsement: \$100,000 per claim / \$100,000 aggregate xs \$100,000 per claim / \$100,000 aggregate
 - Media Liability Endorsement: \$1,000,000 per claim / \$5,000,000 aggregate xs \$1,000,000 per claim / \$5,000,000 aggregate
 - Cryptojacking: \$100,000 per claim / \$100,000 aggregate xs \$100,000 per claim / \$100,000 aggregate

Overview – Union Cyber

- Remains standalone with Coalition
- Option presented to join the NJCE group program

Coverage Updates

Monmouth Tanks

Overview

- Bound a 2-year policy period with Crum & Forster, with the added advantage of a \$250k deductible for tank removal.

Coverage Updates

Employed Lawyers

Overview

- Option presented for Hudson to purchase which was not elected

Coverage Updates

Additional Lines – No Changes

Overview

- Crime
- Medical Malpractice
- Non-Owned Aircraft
- Veterinary Professional
- Aviation
- Marina Operators
- Fiduciary
- Active Assailant
- Travel Accident
- Watercraft / Hull

Coverage Updates

Member	Property	Excess Property	Casualty 10x2	Casualty X 12	WC	POL/EPL	Cyber	Med/Mal	Air	Employed Lawyers	Pollution	Crime	Active Assailant
ATLANTIC COUNTY	X	X	X	X	X	X	X	X	X	X		X	
ATLANTIC COUNTY IMPROVEMENT AUTHORITY	X	X	X	X	X	X	X		X			X	
ATLANTIC COUNTY UTILITY AUTHORITY	X	X	X	X	X	X	X		X		X	X	
BURLINGTON COUNTY	X	X	X	X	X	X	X	X	X	X	X	X	X
BURLINGTON COUNTY BD OF SOCIAL SERVICES	X	X	X	X	X	X	X	X	X		X		X
BURLINGTON COUNTY BRIDGE COMMISSION	X	X	X	X	X	X	X		X		X	X	
BURLINGTON COUNTY INSTITUTE OF TECH					X	X	X						
BURLINGTON COUNTY SPECIAL SCHOOL DIST					X	X	X	X					
ROWAN COLLEGE AT BURLINGTON COUNTY	X	X	X	X	X	X	X		X		X	X	X
CAMDEN COUNTY	X	X	X	X	X	X	X	X	X	X	X	X	
CAMDEN COUNTY BD OF SOCIAL SERVICES	X	X	X	X	X	X	X		X		X	X	
CAMDEN COUNTY COLLEGE	X	X	X	X	X	X	X	X	X	X	X	X	
CAMDEN COUNTY DEPT OF POLICE SERVICES	X	X	Separate	Separate	Separate	N/A	X		X	X		X	
CAMDEN COUNTY IMPROVEMENT AUTHORITY	X	X	X	X	X	X	X		X		X		
CAMDEN COUNTY UTILITY AUTHORITY	X	X	X	X	X	X	X		X	X	X	X	
CAMDEN CTY POLLUTION CTRL FINANCING AUTH	X	X	X	X	X	X	X		X		X	X	
CUMBERLAND COUNTY	X	X	X	X	X	X	X	X	X	X	X	X	X
CUMBERLAND COUNTY UTILITY AUTHORITY	X	X	X	X	X	X	X		X		X		X
GLOUCESTER COUNTY	X	X	X	X	X	X	X	X	X	X	X	X	
GLOUCESTER COUNTY IMPROVEMENT AUTHORITY	X	X	X	X	X	X	X	X	X		X	X	X
GLOUCESTER COUNTY LIBRARY	X	X	X	X	X	X	X		X		X	X	X
GLOUCESTER COUNTY UTILITY AUTHORITY	X	X	X	X	X	X	X		X		X	X	X
Rowan College of South Jersey	X	X	X	X	X	X	X	X	X		X	X	X
HUDSON COUNTY	X	X	X	X	X	X	X		X	X	X	X	
MERCER COUNTY	X	X	X	X	X	X	X	X	X	X	X	X	
MERCER COUNTY IMPROVEMENT AUTHORITY	X	X	X	X	X	X	X		X		X	X	
MONMOUTH COUNTY	Separate		X	X	X	X	X		X		Separate	X	
Ocean County Board of Health	X	X	X	X	X	X	X	X	X	X		X	
Ocean County Board of Social Services	X	X	X	X	X	X	X		X			X	X
OCEAN COUNTY	X	X	X	X	X	X	X		X		X	X	
Ocean County Library	X	X	X	X	X	X	X		X			X	
Ocean County Mosquito Commission	X	X	X	X	X	X	X		X		X	X	
Ocean County Utility Authority					X		X		X				
UNION COUNTY	X	X	X	X	X	X	X		X	X	X	X	

Coverage Updates

Additional Lines / Marketing Details

Overview

- Cumberland County Improvement Authority was removed from all coverages as they terminated their membership in the NJCE.
- Across all lines of coverage, we approached almost every insurer in the market both domestically and internationally to ensure we provided the most comprehensive program.

Insurer	Result
Active Assailant	
Indian Harbor	Quoted
Crime	
AIG	Quoted
Cyber	
Cowbell	Quoted
Great American	Quoted
Employed Lawyers	
Chubb	Quoted
Equipment Breakdown	
Chubb	Quoted
Excess Liability	
Ambridge	Declined
Ark	Declined
Arcadia	Declined
Aspen	Declined
Argenta	Declined
Aureity	Declined
Berkley	Quoted
Bowhead	Quoted
Blenheim	Declined
Convex	Declined
Conduit	Declined
Chaucer	Declined
Faraday	Declined
First Specialty	Declined
Genesis	Declined
Great American	Declined
Hamilton	Declined
Helix	Declined
Inigo	Declined
Kinsale	Declined
Lancashire	Declined
MAP	Declined
MS RE	Declined
Munich	Quoted
Rokstone	Declined
Old Re	Quoted
Chubb	Declined
Obsidian	Quoted
Hudson	Declined
Safety National	Quoted

Insurer	Result
Medical Malpractice	
Chubb	Quoted
Ironshore	Quoted
Monmouth Aviation	
Starr	Quoted
Monmouth Fiduciary	
Great American	Quoted
Monmouth Marina Operators	
Intact	Quoted
Monmouth Storage Tanks	
Ironshore	Quoted
Crum & Forster	Quoted
Monmouth Property	
Zurich	Quoted
Non-Owned Aircraft	
Endurance American Insurance	Incumbent Quoted
Property & Terrorism	
Lexington	Quoted
AGR	Quoted
AWAC	Quoted
Axis	Quoted
Canopus	Quoted
Endurance American Insurance	Quoted
Evanston	Quoted
Ironshore	Quoted
Everest	Quoted
Kinsale	Quoted
Landmark	Quoted
Mitsui	Quoted
National Fire	Quoted
Nautilus	Quoted
Princeton	Quoted
SRU	Quoted
Starr	Quoted
StarStone	Quoted
Swiss Re	Quoted
Velocity	Quoted
Westchester	Quoted
Westfield	Quoted
Public Officials Liability & Employment Practices Liability	
Chubb	Quoted
Workers Compensation	
Safety National	Quoted
Chubb	Declined



Looking Forward

Planning for 2025 and Beyond



■ Looking Forward

Property

- We appreciate your continued support in getting the appraisals completed. Ensure any buildings not getting appraised and any renovations/new projects are entered in Origami with full COPE info and values.

Casualty

- Continue the efforts from JAM in law enforcement risk control and getting police departments certified.
- Lookout for risk control updates regarding stormwater management this year.

Cyber

- Claims trends, especially severity, continue to increase. Lookout for a big push on the Basic Security controls.
- Best practices for Artificial Intelligence will be rolled out this year.

Inmate Medical

- Be on the lookout for additional details around this new coverage offering in the coming year.

IV.

Contacts



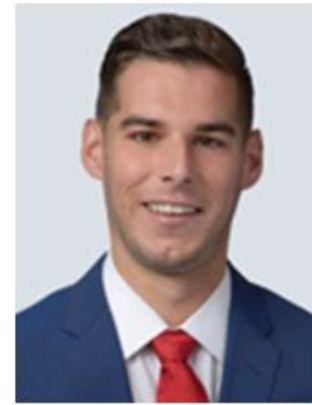
THANK YOU

Questions? Comments?



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