

**NEW JERSEY COUNTIES EXCESS JOINT INSURANCE FUND**

**OPEN MINUTES**

**JANUARY 7, 2025**

**VIA TELECONFERENCE**

**1:00 PM**

**MEETING OF THE FUND CALLED TO ORDER AT 1:00 P.M. BY ACTING CHAIRMAN SHEEHAN**

**OPEN PUBLIC MEETING ACT READ INTO RECORD**

**ROLL CALL BOARD OF FUND COMMISSIONERS**

Ross Angilella, Chairman	Camden County	Absent
Tim Sheehan, Secretary	Gloucester County	Present
Janette Kessler, Commissioner	Atlantic County	Present
Ashley Buono, Commissioner	Burlington County	Present
Kevin Smaniotto, Commissioner	Cumberland County	Present
John Kelly, Commissioner	Ocean County	Present
Edmund Shea, Commissioner	Hudson County	Present
Chris Marion, Commissioner	Mercer County	Present
Laura Scutari, Commissioner	Union County	Present
Teri O'Connor, Commissioner	Monmouth County	Present

**ALTERNATE FUND COMMISSIONERS**

Anna Marie Wright	Camden County	Present
Michael Fiure	Ocean County	Present
Eugenio Esquivel	Union County	Present
Joseph Kelly	Monmouth County	Present

**APPOINTED OFFICIALS PRESENT:**

Executive Director/Administrator

PERMA Risk Management Services

**Joseph Hrubash, Nancy A. Ghani, Brandon Tracy**

Perma Claims

**Robyn Walcoff, Jennifer Conicella, Zareena Majeed**

Actuary

The Actuarial Advantage

**Kyle Mrotek**

Attorney

**Laura Paffenroth**

Safety Director

JA Montgomery Risk Control

**Paul Shives, Glenn Prince**

Underwriting Manager

Conner Strong & Buckelew

**Edward Cooney, Jonathon Tavares**

WC Claims Administrator

AmeriHealth Casualty Services

**Gladys Driggins, Laura Kordomenos**

Claims Administrator

Property Claims Administrator

Qual Lynx

**Chris Roselli**

**ALSO PRESENT:**

Toni DePaola, Ocean County  
Karl McConnel, Ocean County  
Jennifer Beck, Alliant Americas  
Mary Anne Sander, Conner Strong & Buckelew  
Carole Mack, Conner Strong & Buckelew  
Thomas Merchel, Conner Strong & Buckelew  
Jacklyn Lindsey, Conner Strong & Buckelew  
Katherine Walters, Conner Strong & Buckelew  
Muhammed Hernandez, Conner Strong & Buckelew  
Justin Gallo, Scirocco Group  
Danielle Colaianni, Hardenbergh Insurance Group  
Christina Violetti, Hardenbergh Insurance Group  
Peter Soriero, Allied Risk Management Services  
Robin Racioppi, North American Insurance Management  
Bradford Stokes, PERMA  
Cathy Dodd, PERMA  
Jason Thorpe, PERMA  
Karen Read, PERMA

**CORRESPONDENCE: NONE****EXECUTIVE DIRECTOR'S REPORT:**

**FINANCE SUB-COMMITTEE:** Executive Director reported the Finance Sub Committee met twice since the budget introduction on November 15<sup>th</sup>; both in December (Tuesday, December 17<sup>th</sup> and Monday, December 30<sup>th</sup>) for updates on the excess renewal marketing, consider a change in insurers for excess liability and cyber programs, review alternative program structures, provide authorization for the Underwriting Manager to bind coverage effective 1/1/25, and based on the marketing results to make a recommendation to the Board on a final 2025 budget for adoption. Included in the agenda were the minutes from both Finance Sub-Committee meetings. Also, included in the agenda was a memorandum on the excess insurance marketing results.

Executive Director reported the Finance Sub Committee recommended the following actions and the Board of Fund Commissioners agreed to consider approval for the first three action items as one motion:

**EXCESS CYBER CARRIER:** Authorized the Underwriting Manager to move the Excess Cyber coverage to Cowbell from the incumbent Great American. Executive Director said the key advantage of the Cowbell quote is a premium savings and the drop-down provision for coverage over the primary policy sub-limits. This resulted in a premium decrease of \$108,143 from the Great American 2025 premium quote and is reflected in the enclosed ancillary budget.

**EXCESS LIABILITY STRUCTURE:** The Finance Sub-Committee authorized the Underwriting Manager to change the excess liability structure to have Safety National provide the \$5m x \$2m layer for \$2.8 million and Munich Re will shrink its participation providing a \$5m x \$2m layer for \$1.2 million for a total premium of \$4 million. The third layer is restructured to a \$10m x \$12m layer. Safety National is our excess workers compensation insurer and has also risen to the level of a prominent excess liability insurer for public entity business, financially sound as a member of Tokio Marine Group.

**EXTRAORDINARY UNSPECIFIABLE SERVICES (EUS):** The Finance Sub-Committee authorized the Underwriting Manager to bind coverage for the 2025 renewal program. Included in the agenda was the Extraordinary Unspecifiable Services (EUS) statement binding the coverage, as well as Resolution 1-25 authorizing the purchase of insurances.

**MOTION TO RATIFY THE CHANGE IN EXCESS CYBER CARRIER FROM  
GREAT AMERICAN TO COWBELL, RATIFY THE CHANGE IN THE EXCESS**

**LIABILITY INSURERS AND STRUCTURE AND ADOPT RESOLUTION 1-25  
AUTHORIZING PURCHASE OF EXCESS AND ANCILLARY COVERAGES**

Moved: Commissioner O'Connor  
Second: Commissioner Jack Kelly  
Roll Call Vote: 9 Ayes – 0 Nays

**2025 BUDGET:** Executive Director reported that due to the great marketing results for excess property specifically the pricing, the Finance Sub-Committee was asked to review various budget options at no reduction in the property premium line and reductions of \$500,000 or \$750,000. Executive Director stated after discussion the Sub Committee recommended amending the budget by reducing the property premium line by \$750,000 including changes in certain ancillary premiums. If adopted, this will result in a modest reduction in the underlying commission budgets, which will be reflected in the respective Commission budget at adoption, and stand-alone county budgets ranging from .5% to 1.5%.

The amended budget as recommended by the Finance Committee reflects a reduction of \$1,015,394 from the introduced budget. The amended budget totals \$43,632,226 and represents a 4.37% increase over the 2024 annualized assessed budget. Executive Director said Line 24 of the budget reduced from 7.2% to 4.6%. Executive Director said the 2025 assessments were included in the agenda.

**MOTION TO OPEN THE PUBLIC HEARING ON THE 2025 BUDGET**

Moved: Commissioner Jack Kelly  
Second: Commissioner Janette Kessler  
Vote: Unanimous

**DISCUSSION OF BUDGET & ASSESSMENTS:** There was no additional discussion regarding the 2025 Budget and Assessments.

**MOTION TO CLOSE THE PUBLIC HEARING**

Moved: Commissioner Jack Kelly  
Second: Commissioner Janette Kessler  
Vote: Unanimous

**MOTION TO ADOPT BUDGET & CERTIFY THE 2025 ASSESSMENTS**

Moved: Commissioner Jack Kelly  
Second: Commissioner Janette Kessler  
Roll Call Vote: 9 Ayes - 0 Nays

**JIF PERFORMANCE VS. THE MARKETPLACE:** Underwriting Manager provided a high-level analysis of the JIFs performance vs. the marketplace, which was sent as a separate attachment.

Underwriting Manager explained the methodology of the analysis that focused on three members of the NJCE and utilized insurance in the NJCE program in a generalized marketplace as provided by the Council of Insurance Agents & Brokers (CIAB). The analysis did not account for the self-insured dollars, surplus and dividends. Underwriting Manager said the analysis estimated over \$21 million of savings took place over six years versus the standard insurance marketplace, translating into about \$60 million savings for the entire NJCE program and 35% savings on average across the three members.

Underwriting Manager conclude that in addition to the savings offered, the consistency of coverage, the risk control provided, claims management and claims advocacy is unprecedented in the marketplace. The Fund has been a great tool, especially through these hard markets, which is what led to the formation of public entity property & casualty risk pools back in the 1980's.

Executive Director complimented the Underwriting Manager for the positive results and said it sets the fund up for success in 2026.

**FINANCIAL FAST TRACK:** Executive Director reported the October Financial Fast Track was included in the agenda reflecting the fund’s overall financial position as of October 31, 2024. The statutory surplus was \$9.5 million and a strong cash balance of \$35.6 million.

### **INFORMATIONAL ITEMS**

**2025 RENEWAL OVERVIEW WEBINAR:** Executive Director reported the Underwriting Manager will be scheduling a webinar to provide a high-level overview of the changes in the 2025 renewal in the coming weeks.

**2025 REORGANIZATION FEBRUARY MEETING:** Executive Director reported the Fund is scheduled to meet again virtually on Thursday, February 27, 2025, at 9:30am to conduct the 2025 Reorganization.

**OLD BUSINESS:** NONE

**NEW BUSINESS:** Executive Director introduced Kerin Drumheiser formerly of Claims Resolution Corporation as a new addition to the PERMA Claims team. Ms. Drumheiser will be responsible for the claims consultant role with the NJCE JIF and Insurance Commissions. Acting Chairman Sheehan welcomed Ms. Drumheiser.

**PUBLIC COMMENT:** NONE

**MOTION TO OPEN MEETING TO PUBLIC**

Moved:	Commissioner Jack Kelly
Second:	Commissioner Shea
All in favor:	Unanimous

**MOTION TO CLOSE MEETING TO PUBLIC**

Moved:	Commissioner Shea
Second:	Commissioner Kessler
All in favor:	Unanimous

**NON- AGENDA ITEMS:** NONE

**MOTION TO ADJOURN:**

Moved:	Commissioner Smaniotto
Second:	Commissioner Jack Kelly
All in favor:	Unanimous

**MEETING ADJOURNED: 1:34 PM**

**NEXT MEETING:** Thursday, February 27, 2025 - 9:30 AM virtually  
Brandon Tracy, Assisting Secretary