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2026



NEW JERSEY COUNTIES
EXCESS JOINT INSURANCE FUND

January 1, 2026
Pre-Renewal Presentation

Guidelines About the Webinar



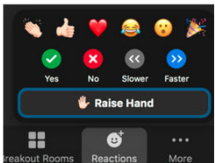
- Your microphones are muted



- 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



**Edward Cooney, Managing Account Executive
NJCE Underwriting Manager**



**Jonathon Tavares, Account Executive
NJCE Deputy Underwriting Manager**

Marketplace Overview

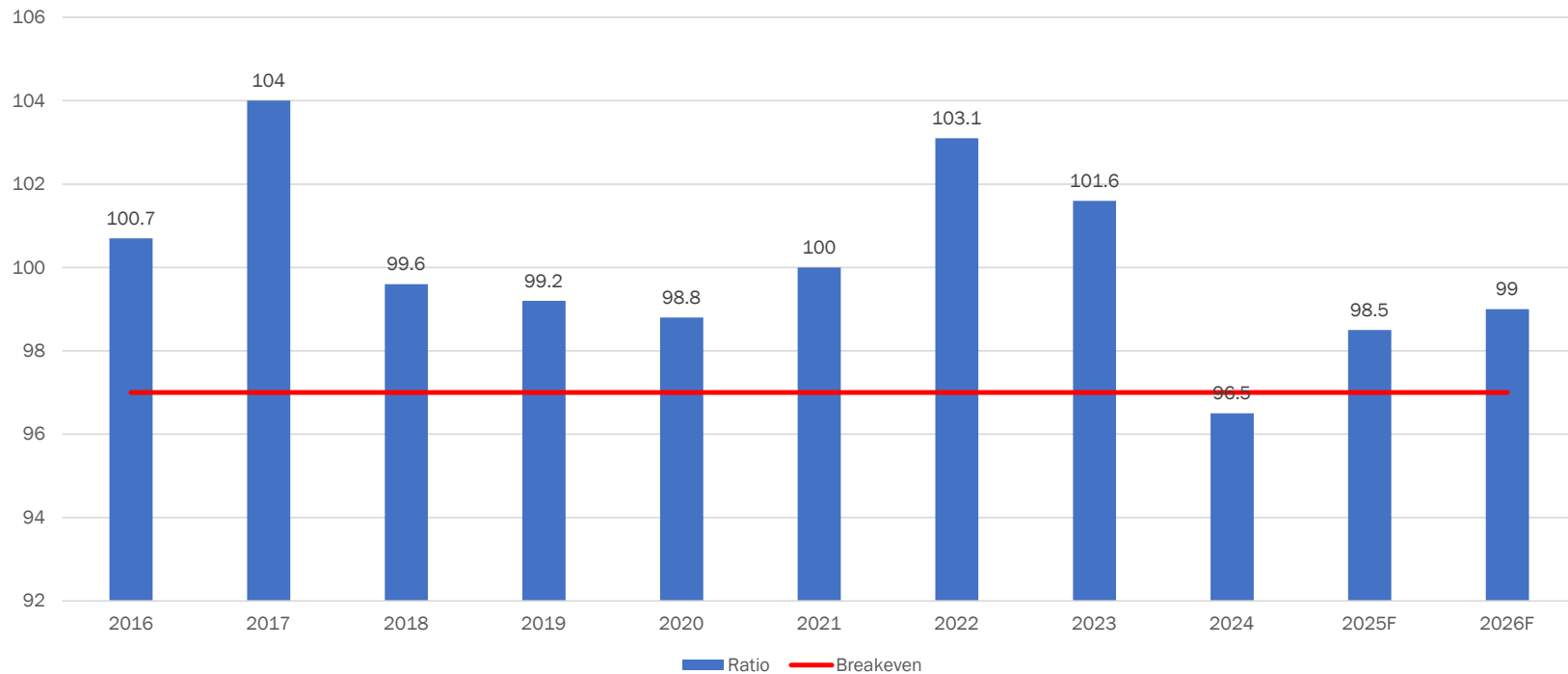
What is happening?



Marketplace Overview

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

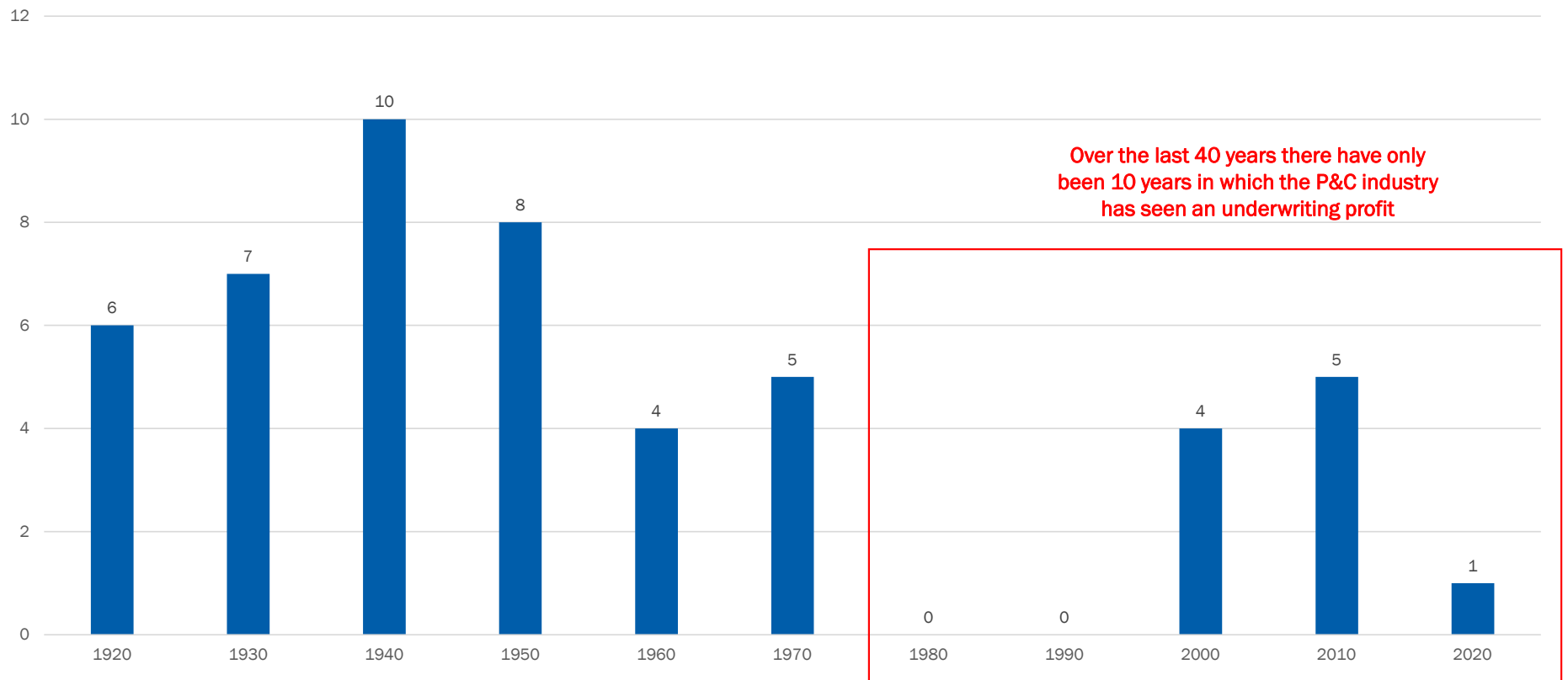
P&C Insurance Industry Combined Ratio



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

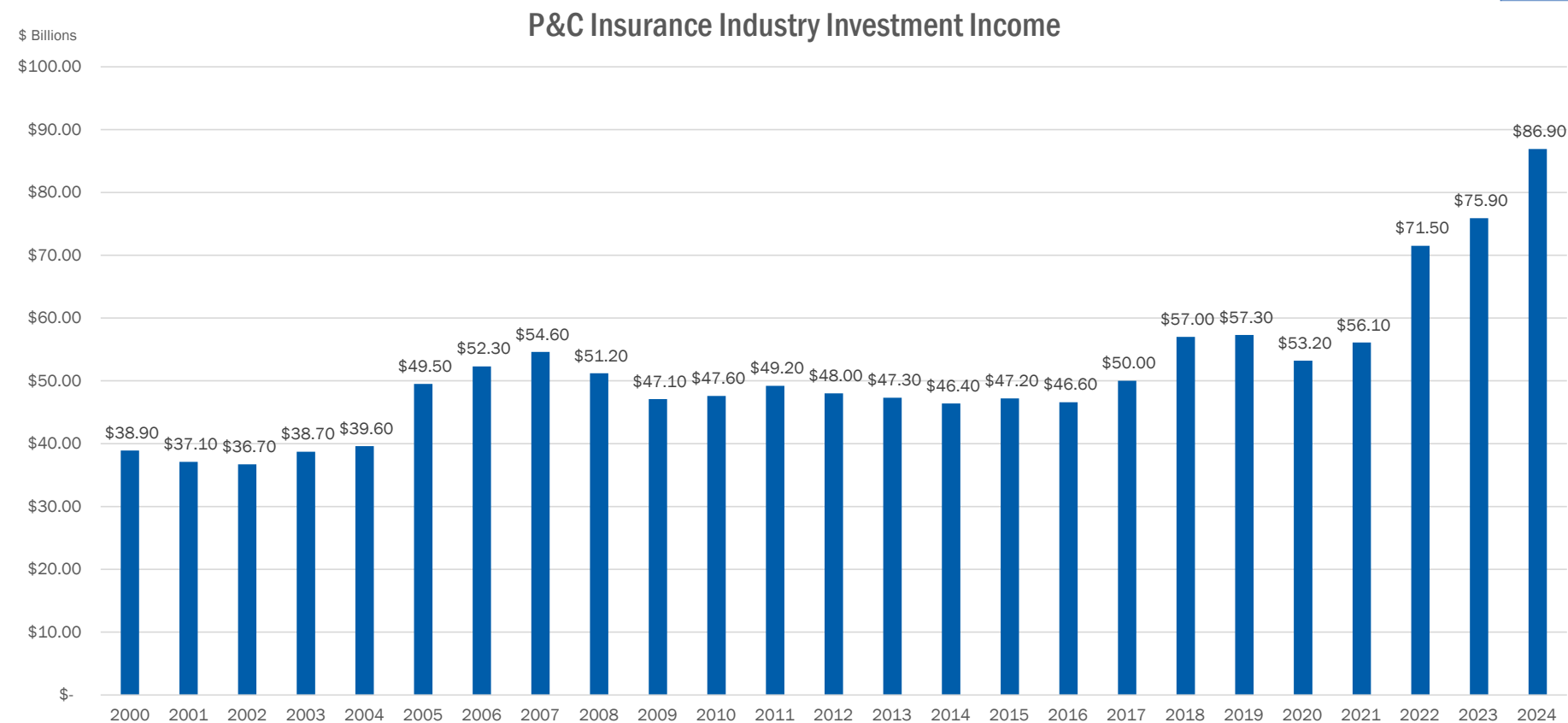
Marketplace Overview

Number of Years with Underwriting Profits by Decade



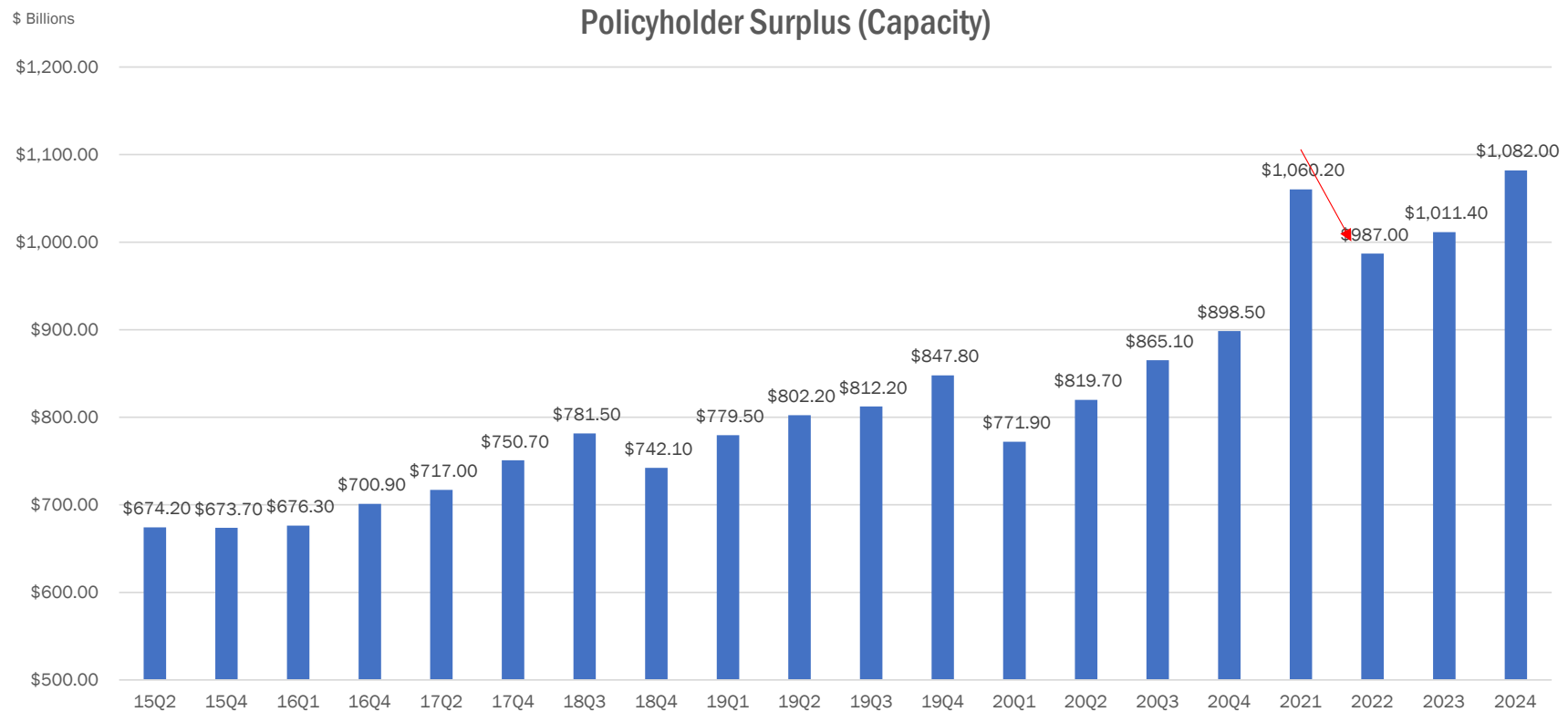
Sources: Insurance Information Institute research from A.M. Best Data, Risk & Uncertainty Management Center Univ. of South Carolina

Marketplace Overview



Sources: A.M Best, S&P Global, ISO, Risk & Uncertainty Management Center Univ. of South Carolina

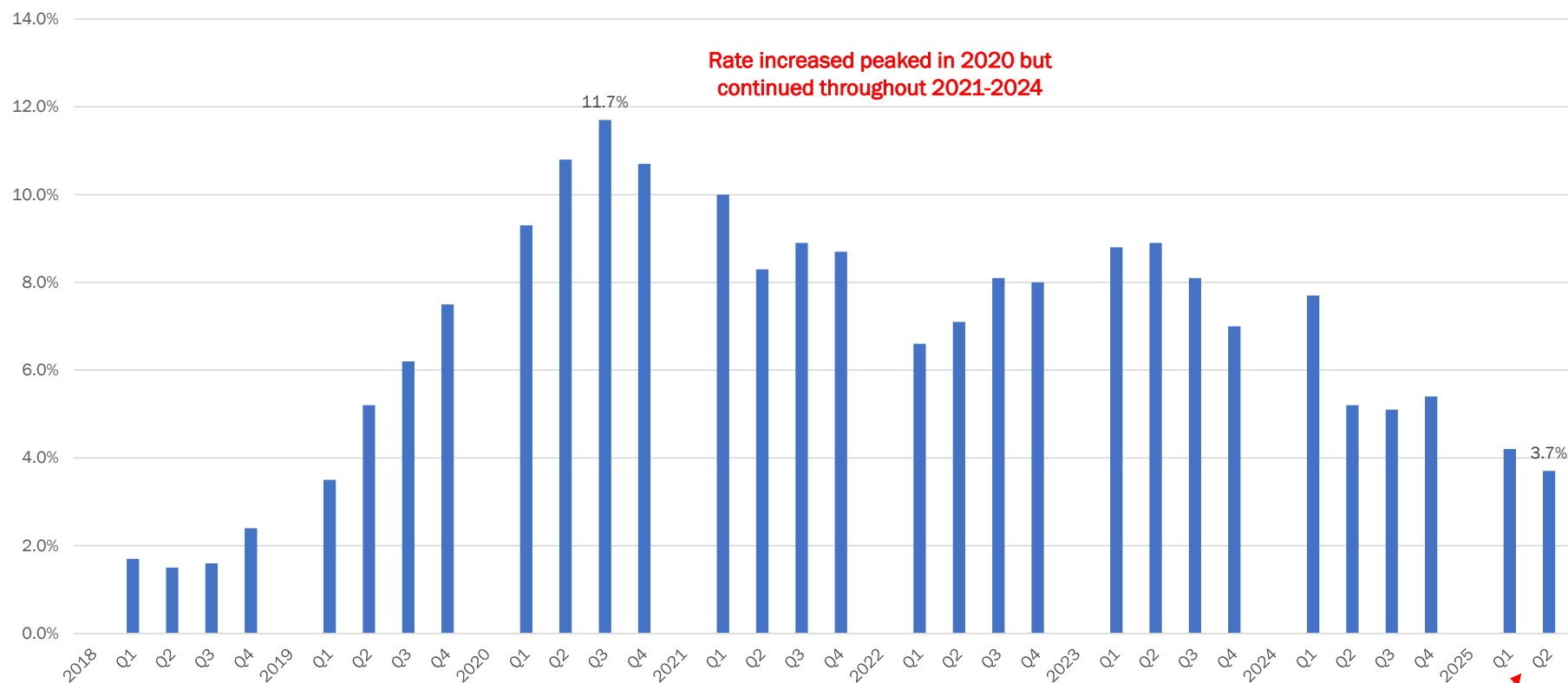
Marketplace Overview



Sources: ISO, A.M. Best, NAIC, Risk & Uncertainty Management Center Univ. of South Carolina

Marketplace Overview

CIAB: Average Commercial Rate Change, All Lines

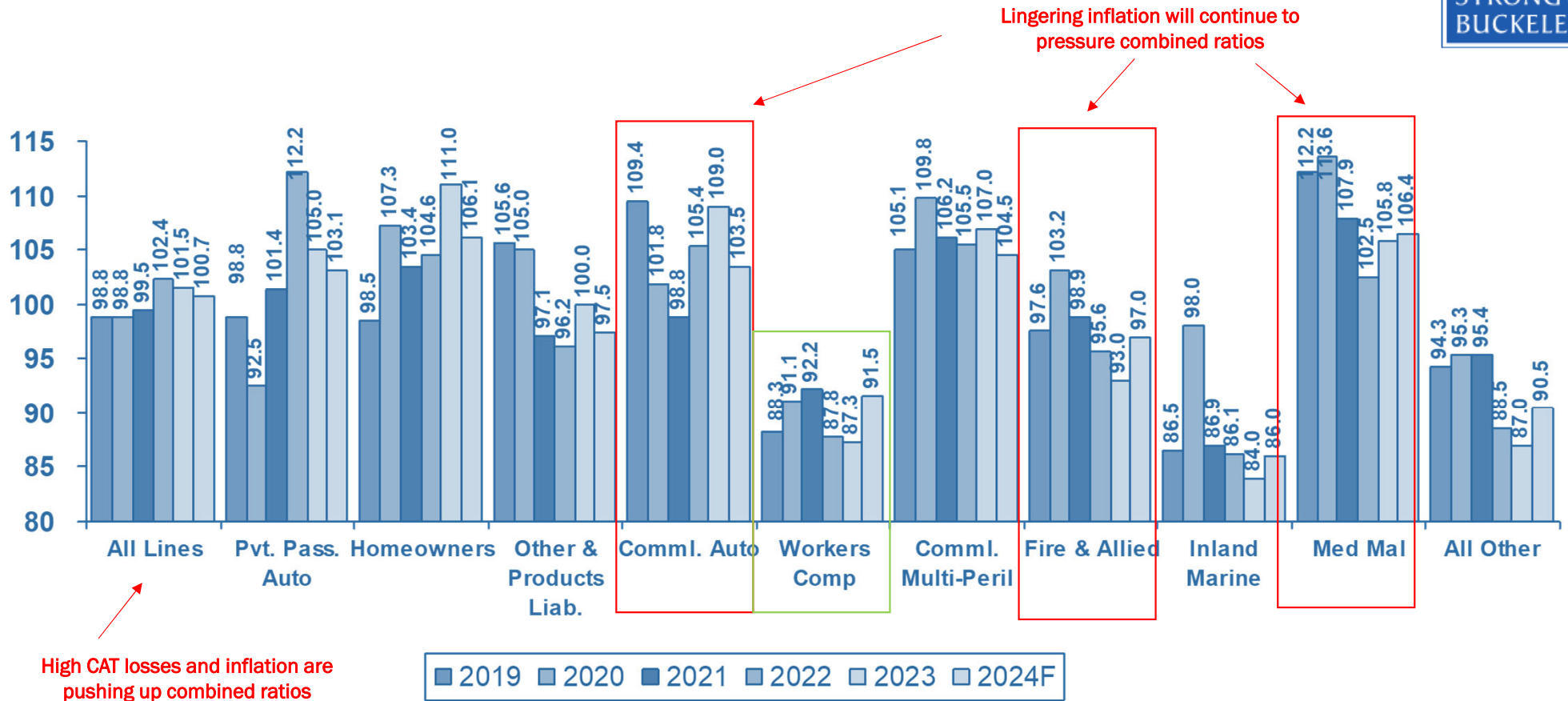


Sources: CIAB Q22025

High CAT losses and poor underwriting results in recent years combined with inflation, litigation, reduced capacity, higher reinsurance costs, lower interest rates (until 2022) and increased uncertainty have exerted significant pressure on markets with overall rates up materially

Smallest increase since Q2: 2018

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

Property



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Marketplace Overview

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

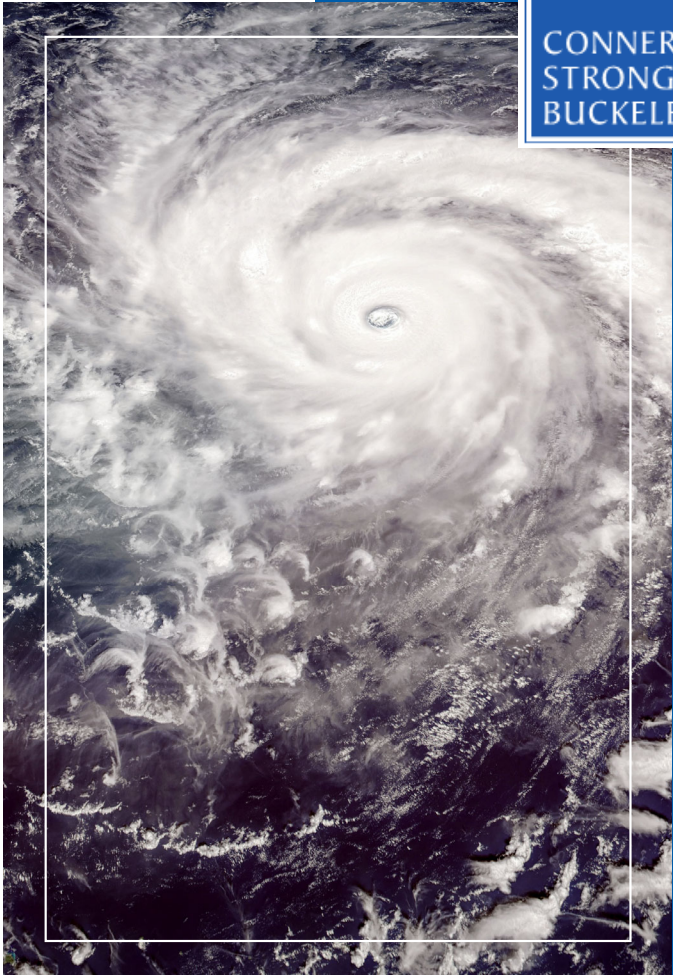
Events	Costs	Deaths
115 23 per year	\$746.7 \$149.3B per year	2,520 504 per year

Last Year (2024)

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

Sources: NOAA

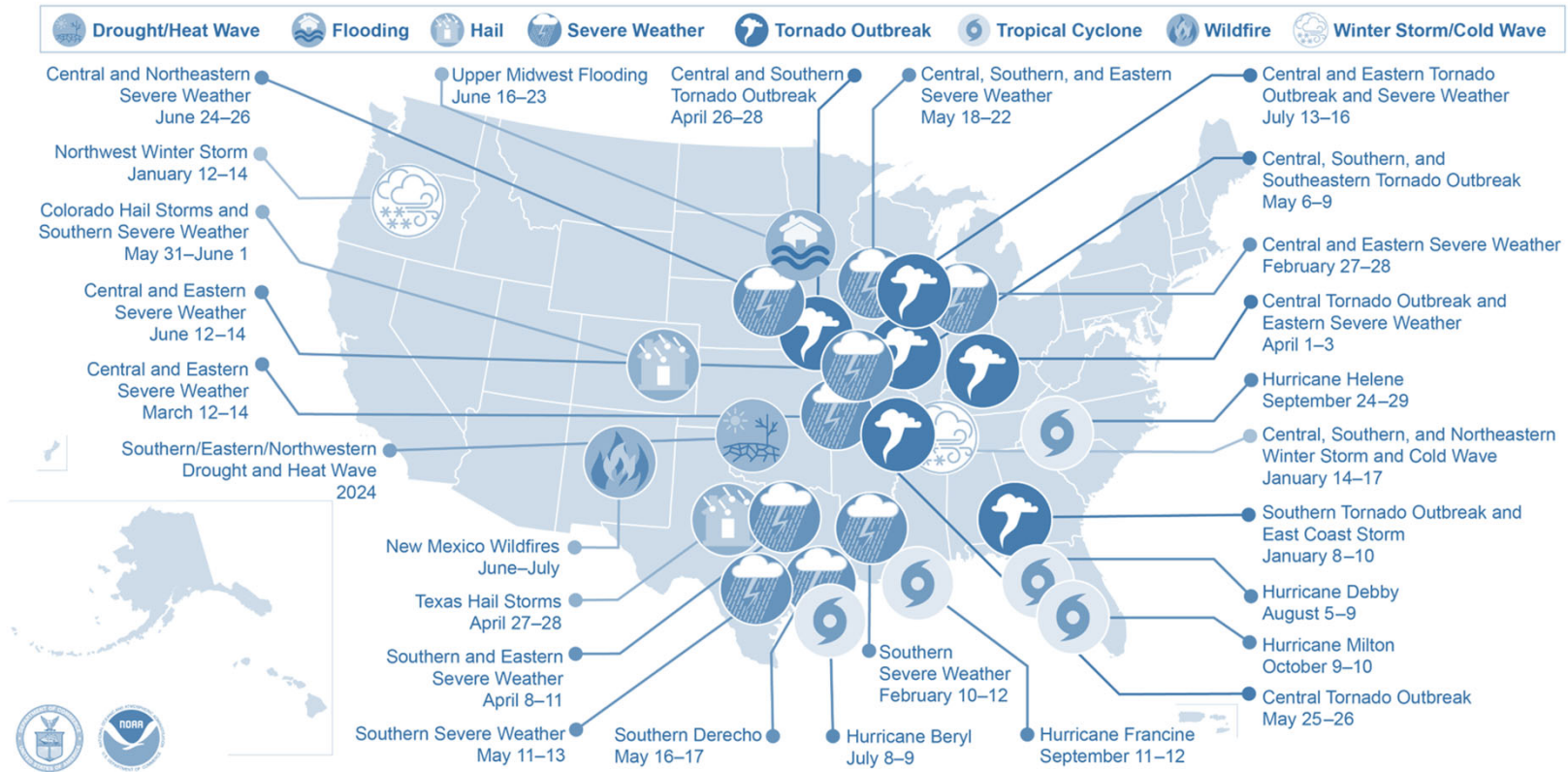
28% of Billion Dollar events of the last 45 years happened since 2020.



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Marketplace Overview

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



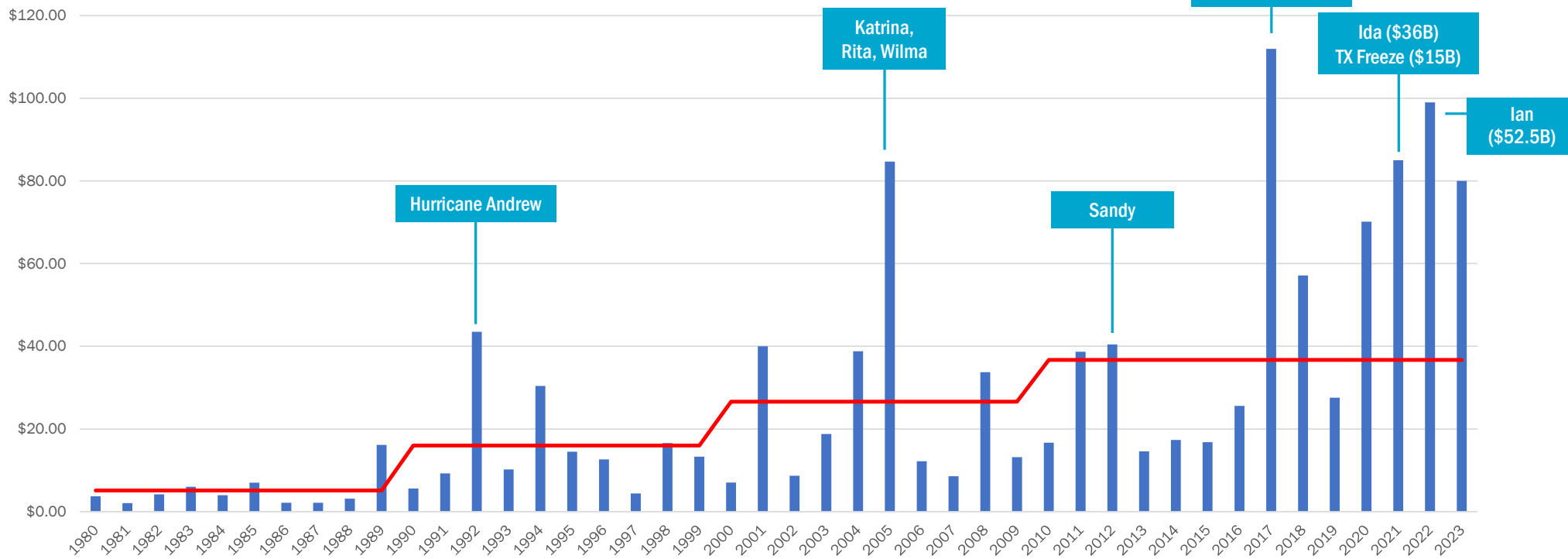
This map denotes the approximate location for each of the **27 separate billion-dollar weather and climate disasters that impacted the United States in 2024.**

Sources: NOAA

Marketplace Overview

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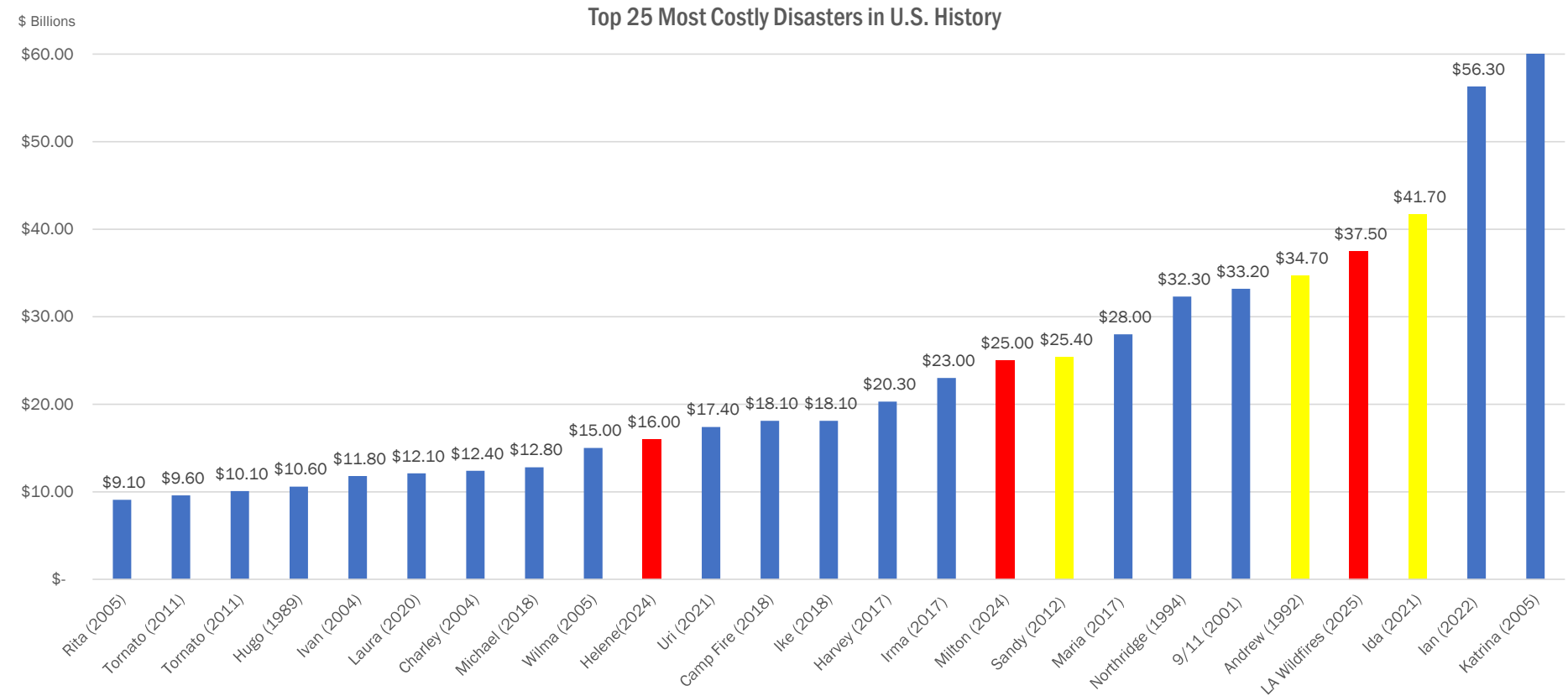
U.S Inflation Adjusted Catastrophe Losses



Sources: Property Claims Service, a Verisk Analytics business (1980-2019); 2020-22 figures from Munich Re; 2023 and 2024:H1 figure from Aon. Insurance Information Institute; University of South Carolina, Risk & Uncertainty Management Center.

Average Insured Loss per Year
1980-2021: \$23.8 Billion and 2012-2021: \$44.1 Billion

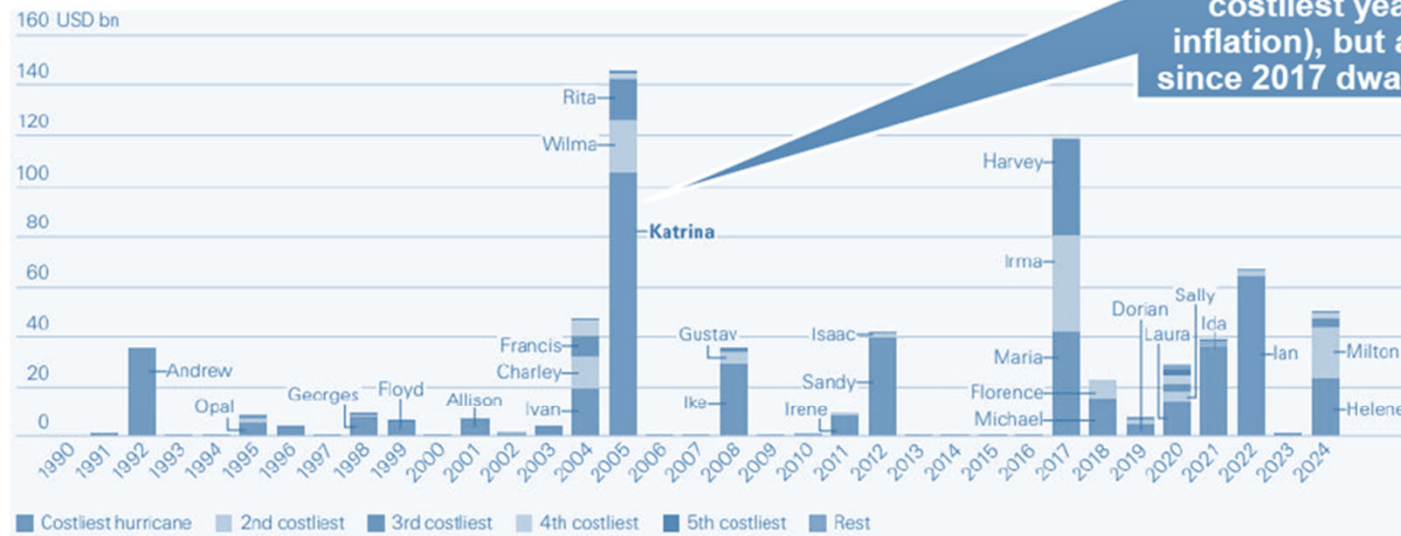
Marketplace Overview



Sources: Sources: PCS, RMS, Aon, Karen Clark & Co; USC Center for Risk and Uncertainty Management adjustments to 2020 dollars using the CPI.

Marketplace Overview

Insured Losses for North Atlantic Tropical Cyclones, 1990 - 2024 (in 2024 \$)



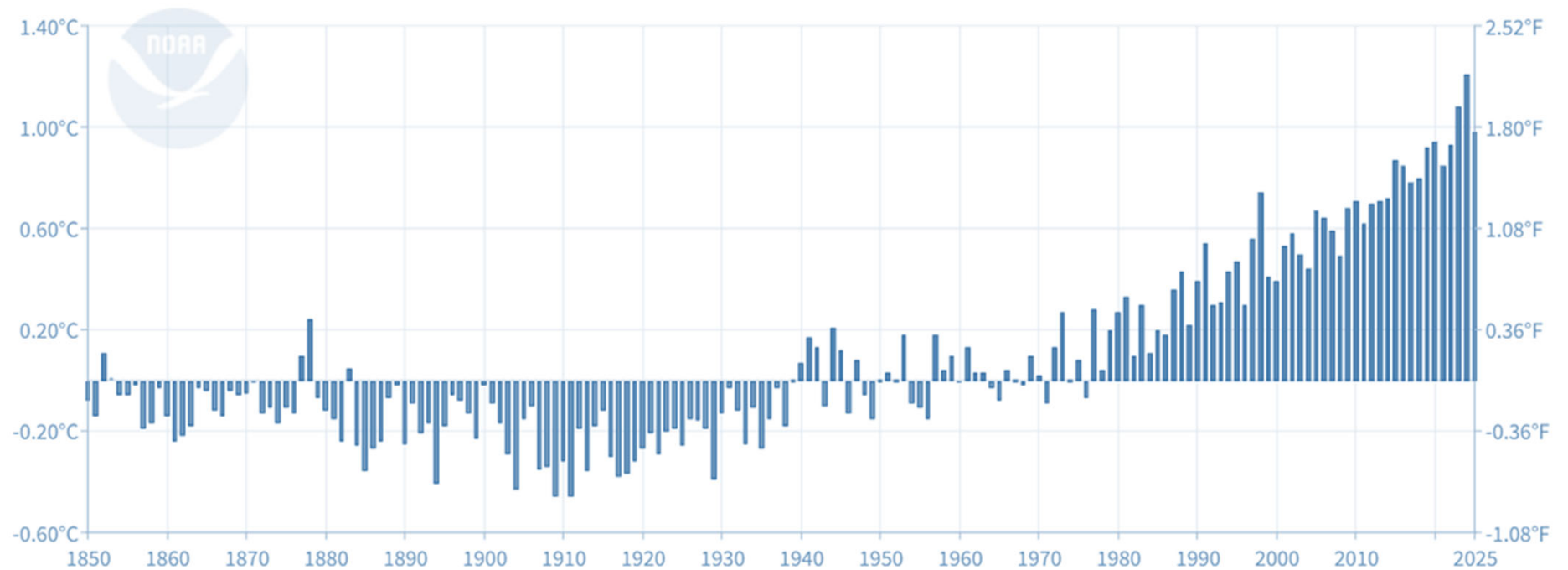
Source: Swiss Re Institute, *Hurricane Katrina: A Watershed Event for Insurance*. (June 23, 2025). Available at: <https://www.swissre.com/institute/research/topics-and-risk-dialogues/climate-and-natural-catastrophe-risk/hurricane-katrina-watershed-event-for-insurance.html>

■ Marketplace Overview

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Global Land and Ocean Average Temperature Anomalies

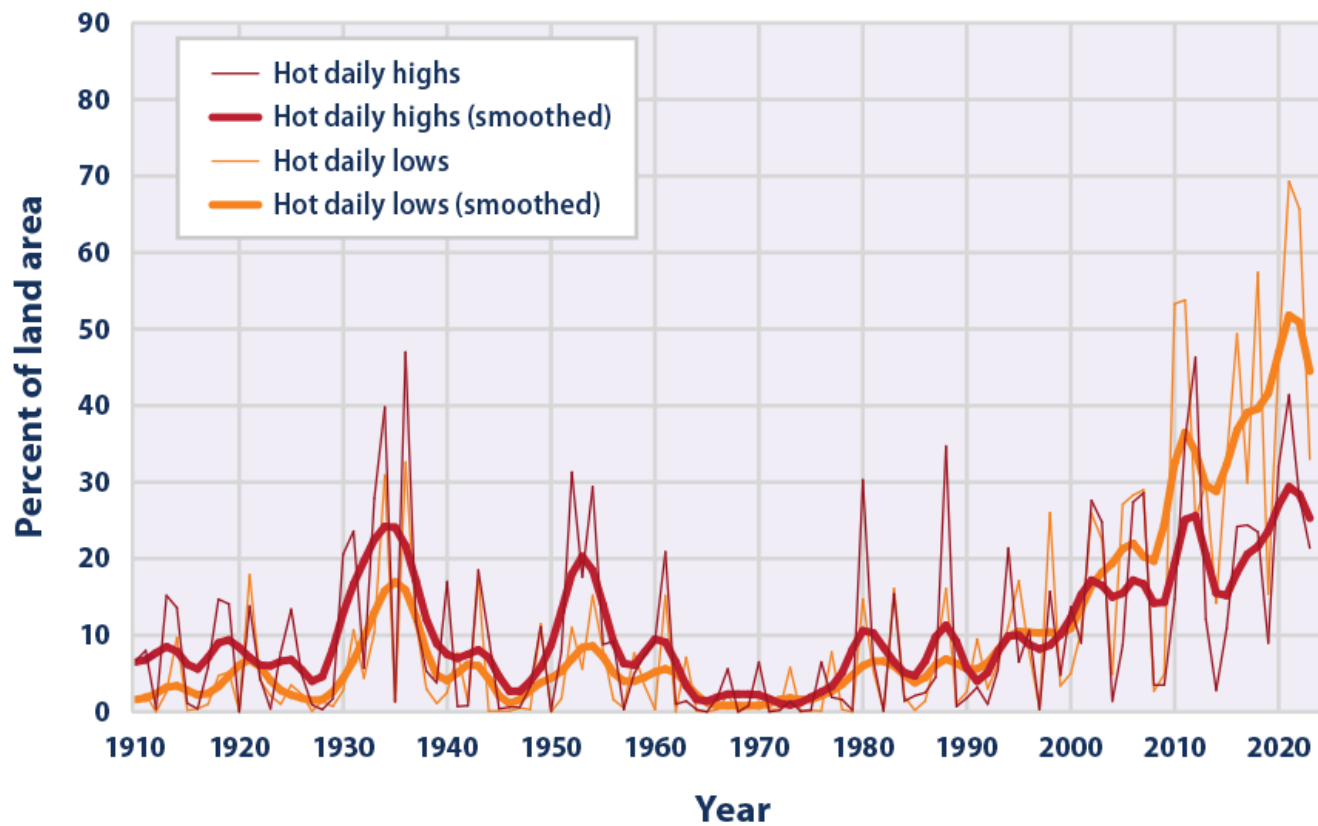
June



Sources: NOAA

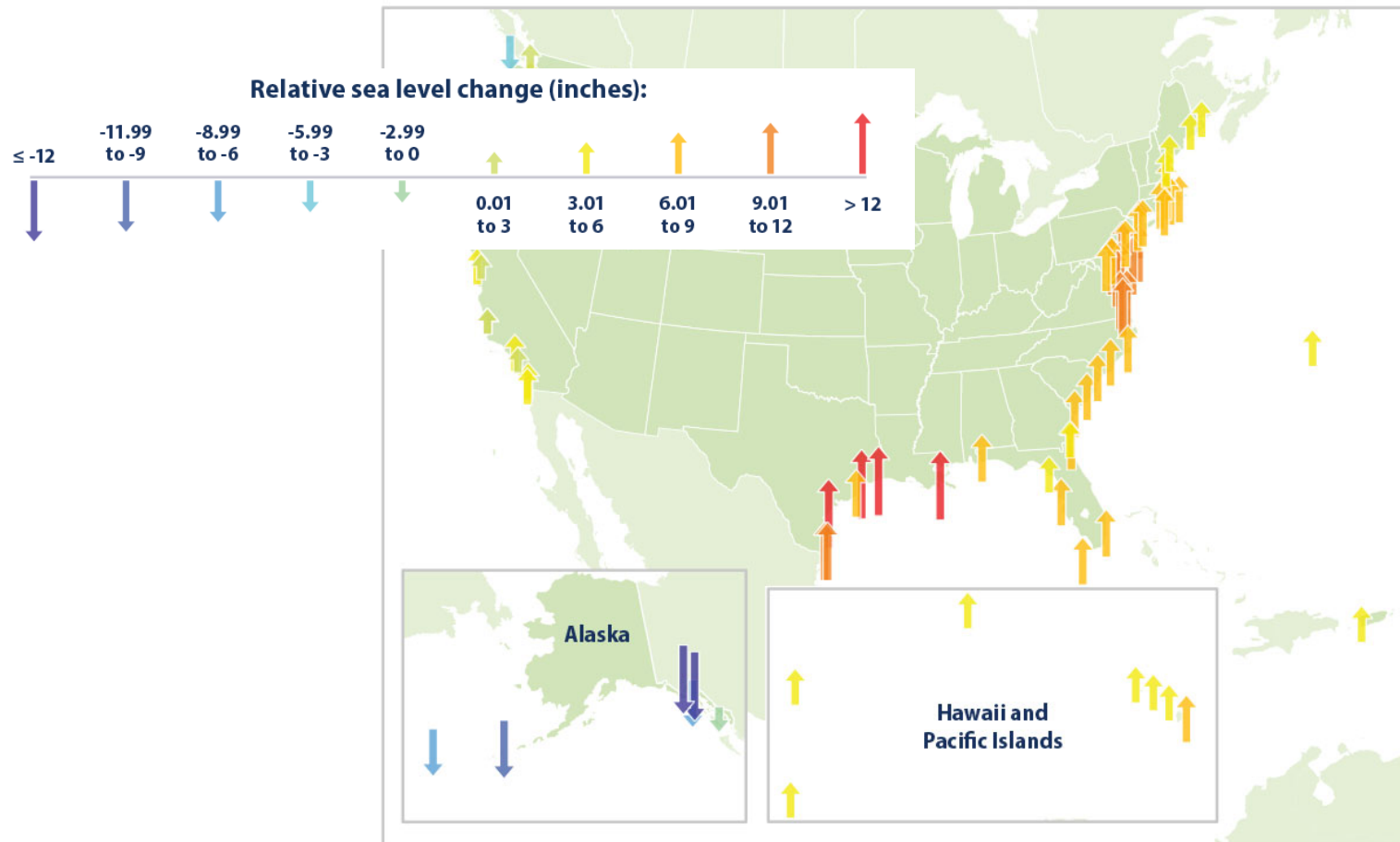
■ Marketplace Overview

Figure 1. Area of the Contiguous 48 States with Unusually Hot Summer Temperatures, 1910–2023



Sources: EPA

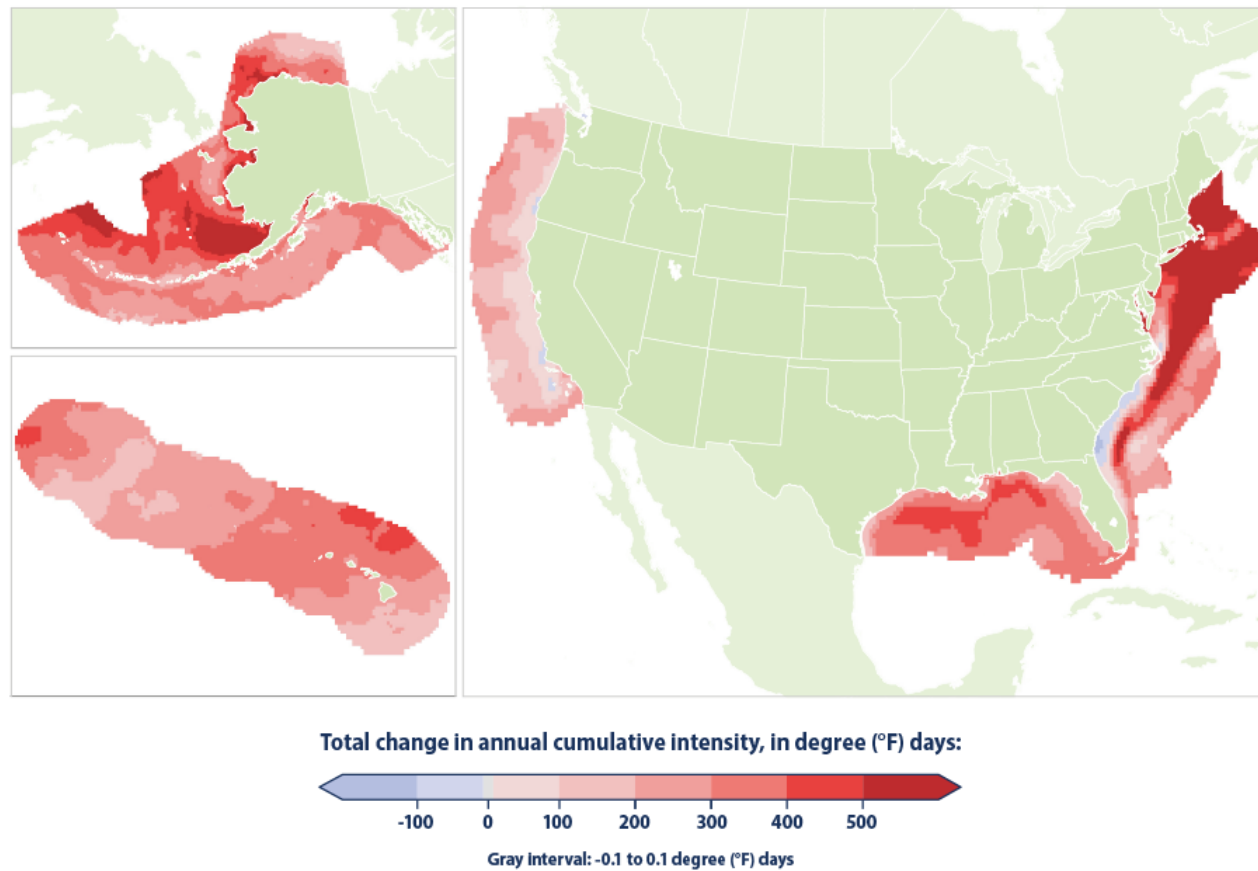
Marketplace Overview



Sources: EPA

■ Marketplace Overview

Figure 1. Change in Annual Cumulative Intensity of Marine Heat Waves in the United States, 1982–2023



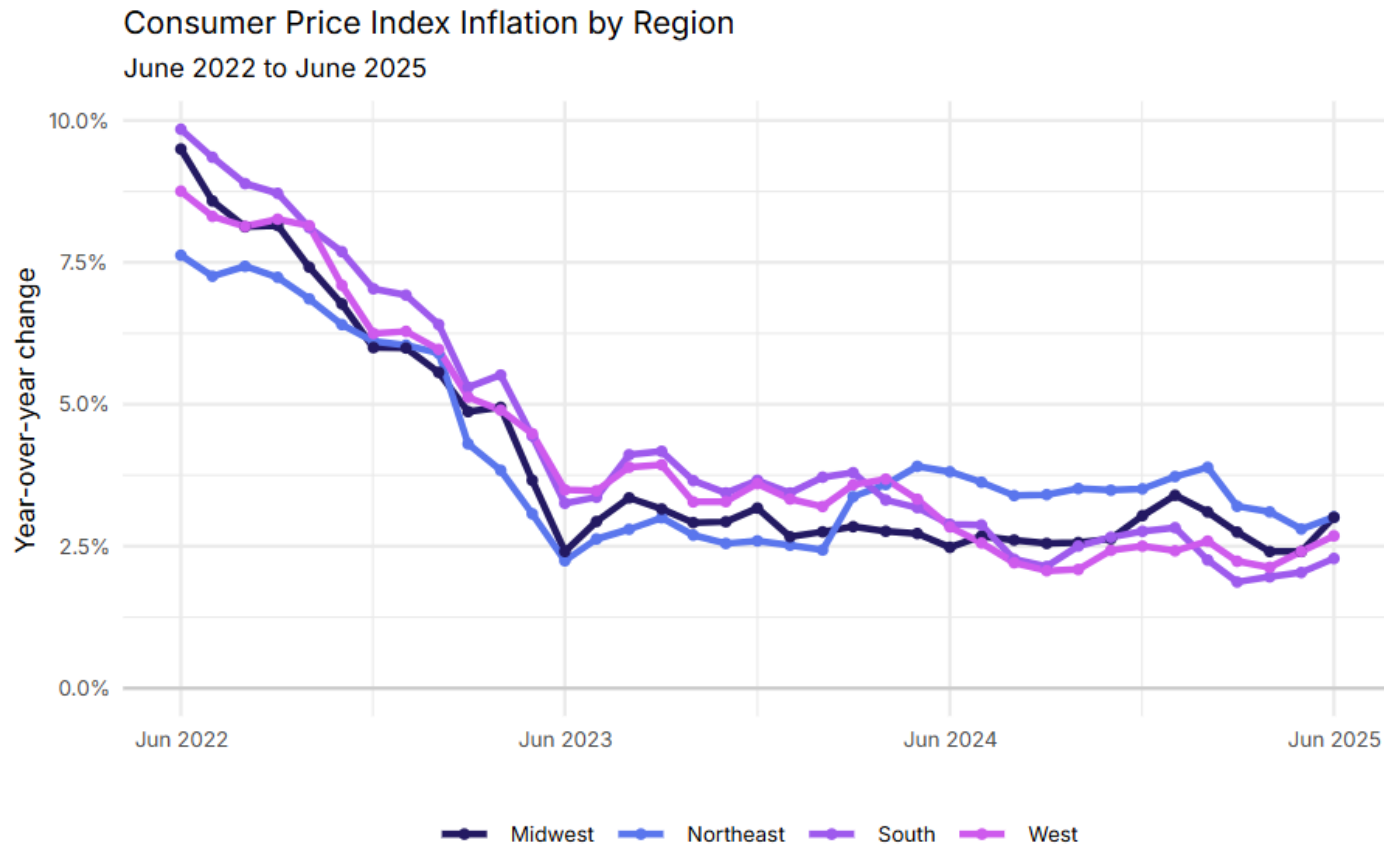
Sources: EPA

■ Marketplace Overview

Building Replacement Cost Valuations – Major National Construction Cost Indices

Building / Construction	1 Year Delta	5 Year Delta
FM Global - US Commercial	1.0%	37.0%
Marshall & Swift® - East	2.6%	37.0%
Marshall & Swift® - Central	2.1%	39.0%
Marshall & Swift® - West	1.9%	39.0%
Engineering News - Record (Buildings)	0.9%	35.0%
BLS: New Industrial Building Construction	<1.0%	40.0%

Marketplace Overview

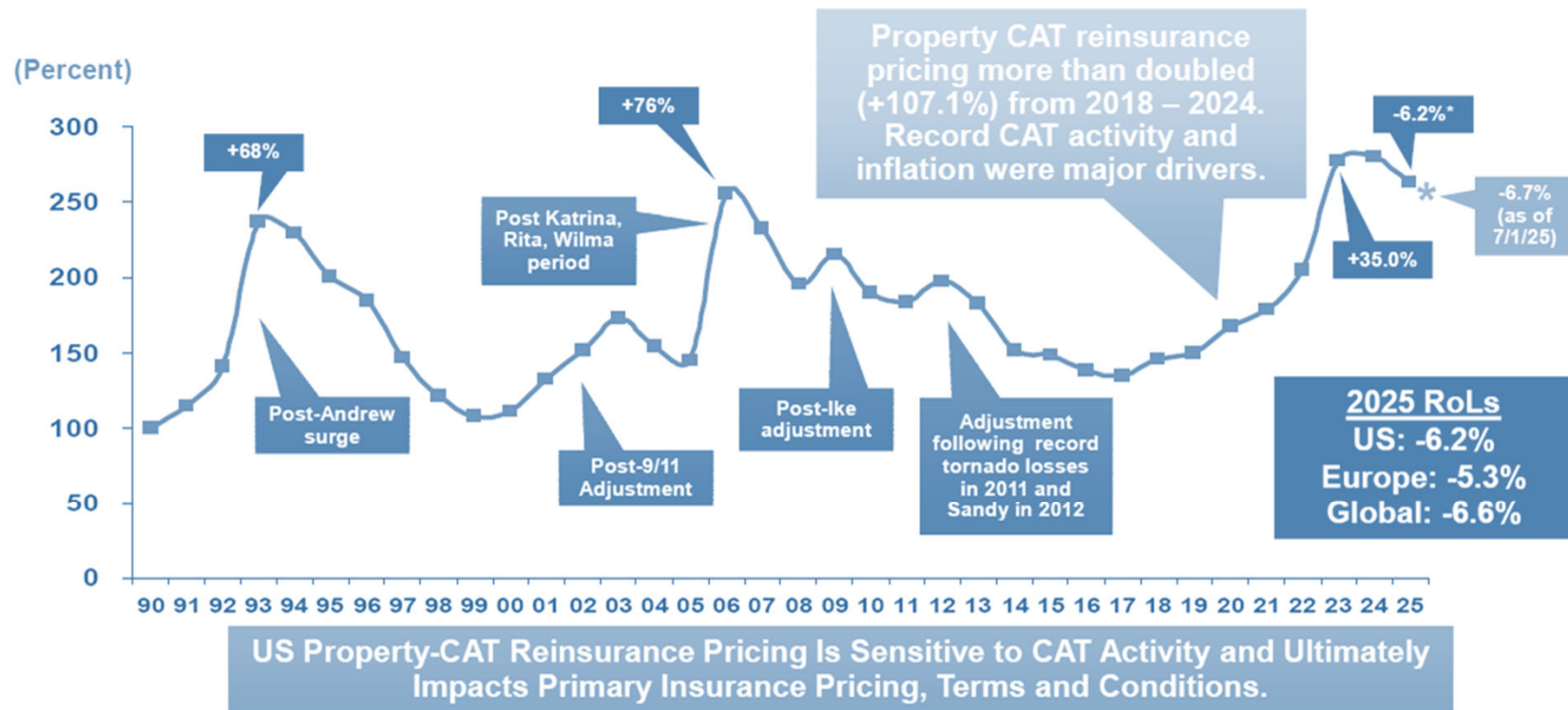


Source: Bureau of Labor Statistics

Sources: US Senate

Marketplace Overview

US Property Catastrophe Rate-on-Line Index: 1990 – 2025*

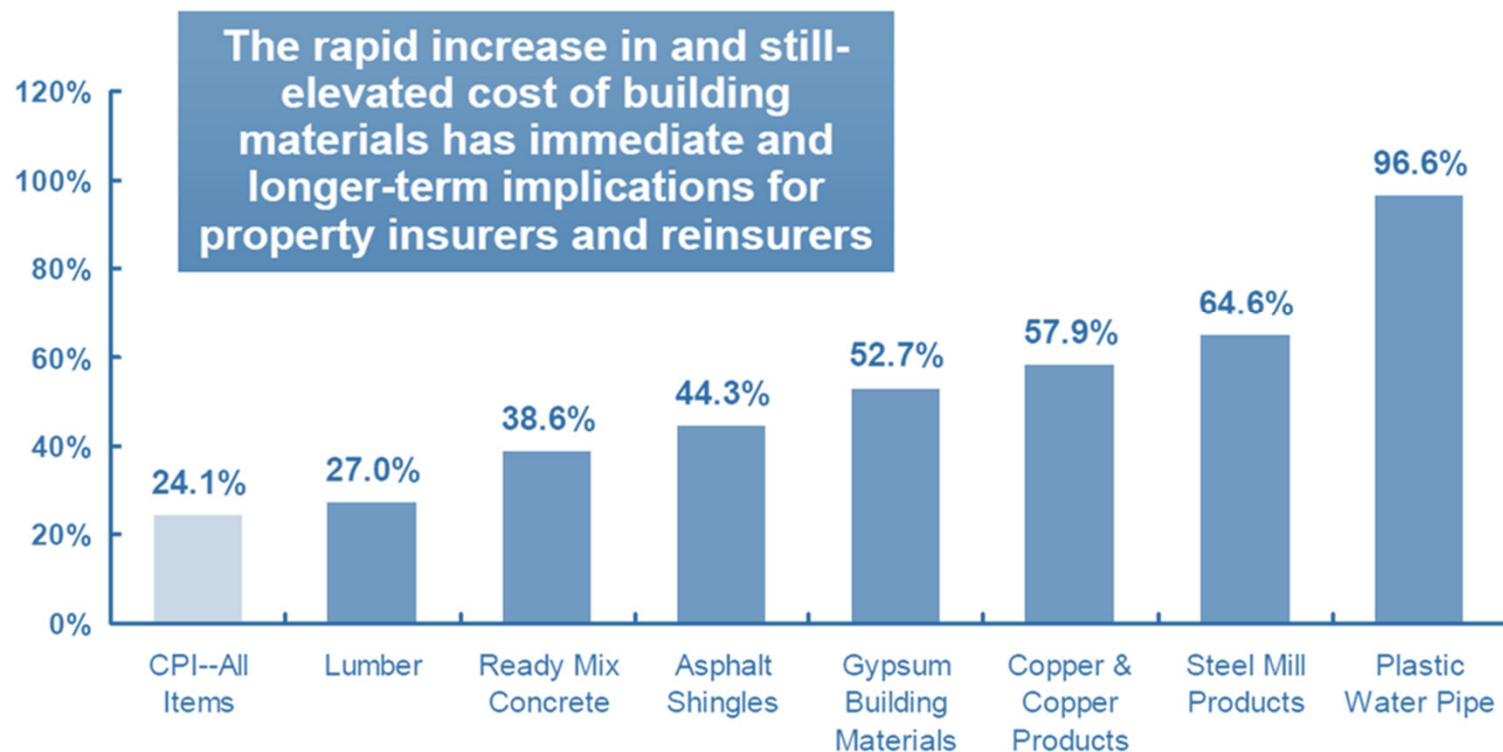


*As of January 1 each year.

Source: Guy Carpenter; Artemis.bm accessed at: <http://www.artemis.bm/us-property-cat-rate-on-line-index>

■ Marketplace Overview

Change in Cost Indicators for Selected Construction Inputs, Jan. 2020 – June 2025



Source: U.S. Bureau of Labor Statistics.

Marketplace Overview

Liability



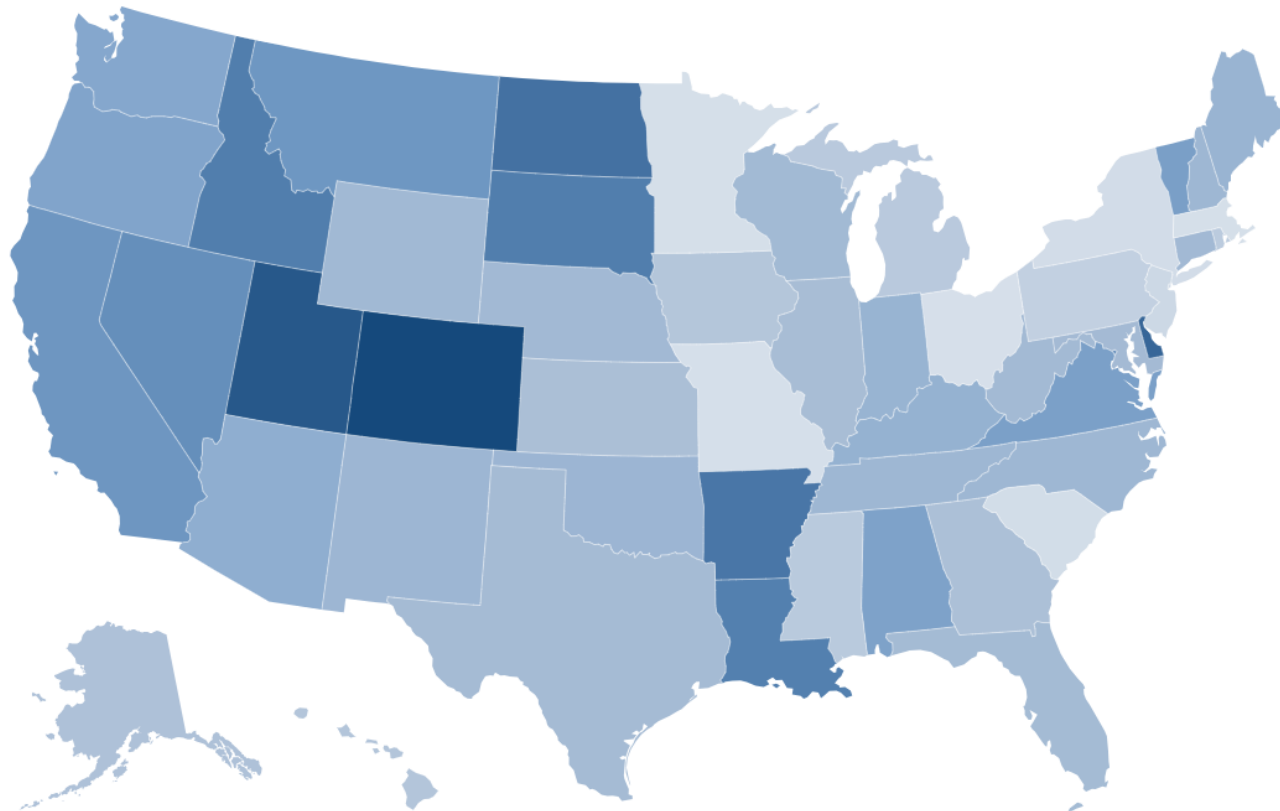
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Marketplace Overview

Percentage of reforms
enacted

0% 100%

Police Reforms Enacted (2020 – 2024)

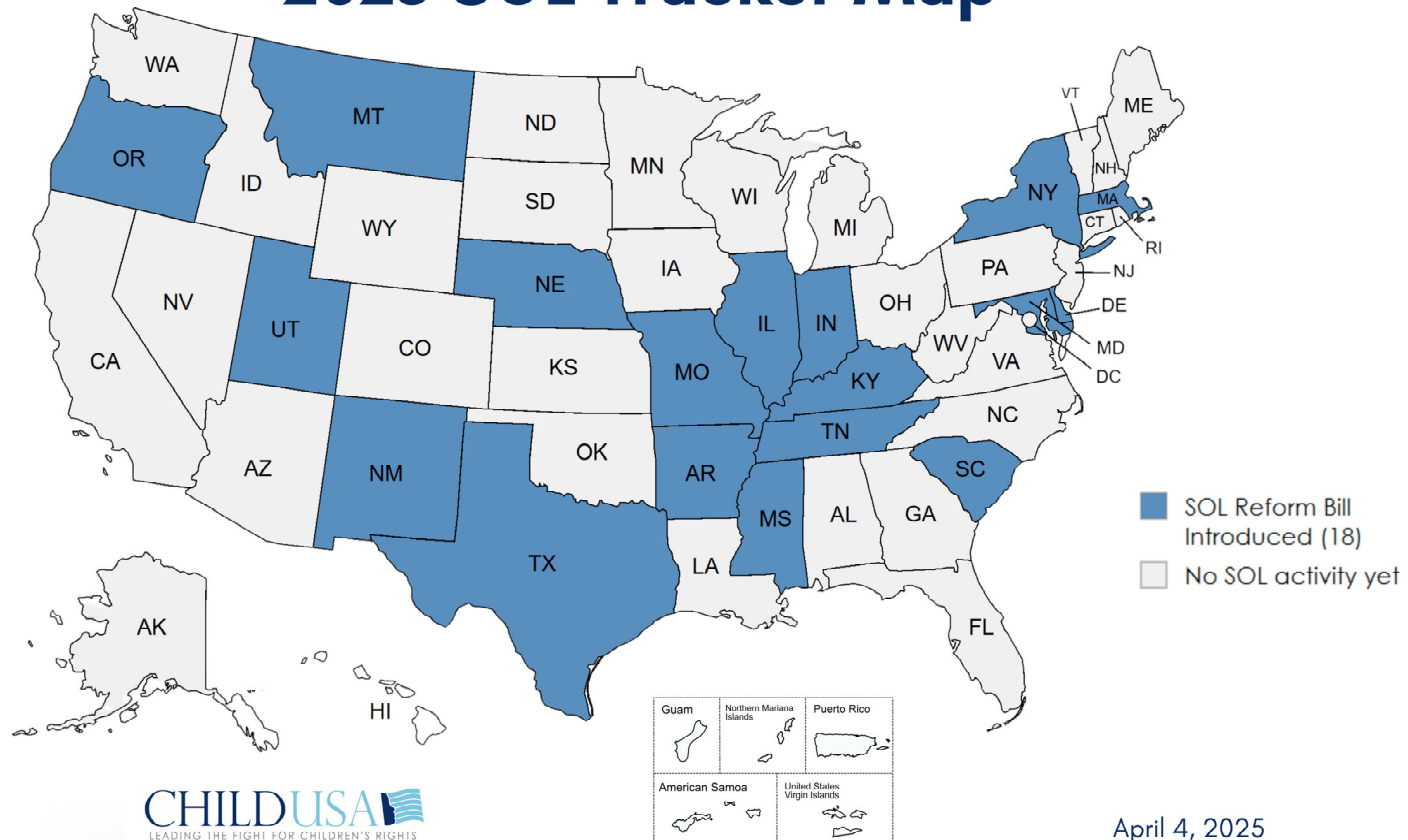


Source: National Conference of State Legislatures, May 2020 – August, 2024.

■ Marketplace Overview

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2025 SOL Tracker Map



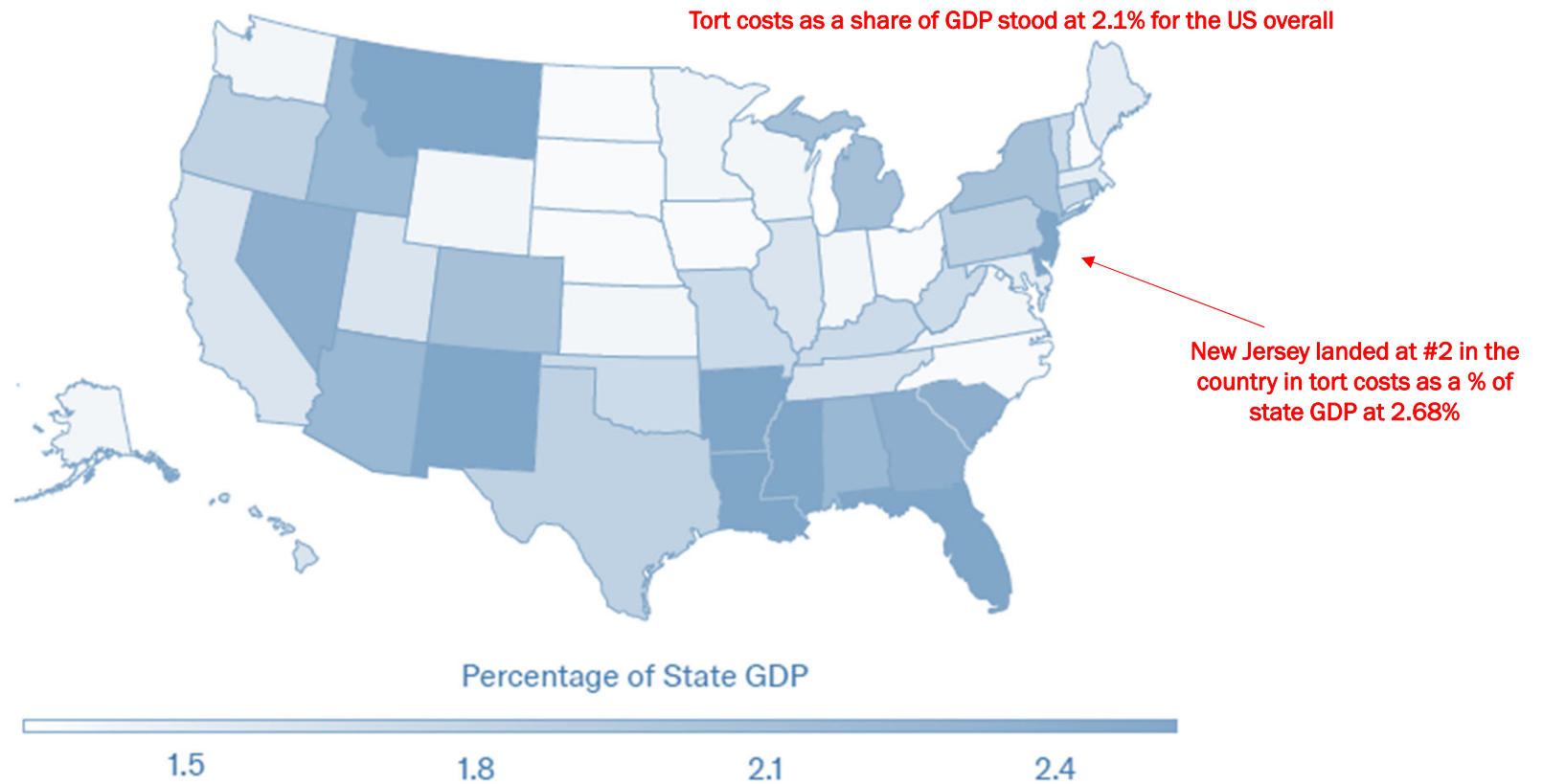
Marketplace Overview

2024 NUCLEAR VERDICTS BY STATE			
STATE	SUM OF VERDICTS	NUMBER OF VERDICTS	TOP SECTOR
Nevada	\$8,549,830,238.00	4	Beverages
California	\$6,904,889,220.00	17	Movies & Entertainment
Pennsylvania	\$3,426,287,105.00	12	Fertilizers & Agricultural Chemicals
Texas	\$3,040,874,354.00	23	Technology Hardware, Storage & Peripherals
New York	\$2,131,060,960.37	7	Construction & Engineering
Missouri	\$1,153,700,000.00	4	Health Care Equipment
Delaware	\$1,032,986,860.00	7	Oil & Gas
Louisiana	\$733,140,104.00	3	Life & Health Insurance
Illinois	\$654,000,000.00	4	Internet Software & Services
Florida	\$538,121,550.25	7	Hotels, Restaurants & Leisure
Massachusetts	\$526,931,142.00	4	Health Care Equipment
Washington	\$336,351,205.00	4	Air Freight & Logistics
Oregon	\$292,444,176.00	3	Pharmaceuticals
Maryland	\$266,000,000.00	1	Pharmaceuticals
New Jersey	\$227,292,312.00	3	Pharmaceuticals

Sources: Marathon Strategies

Marketplace Overview

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

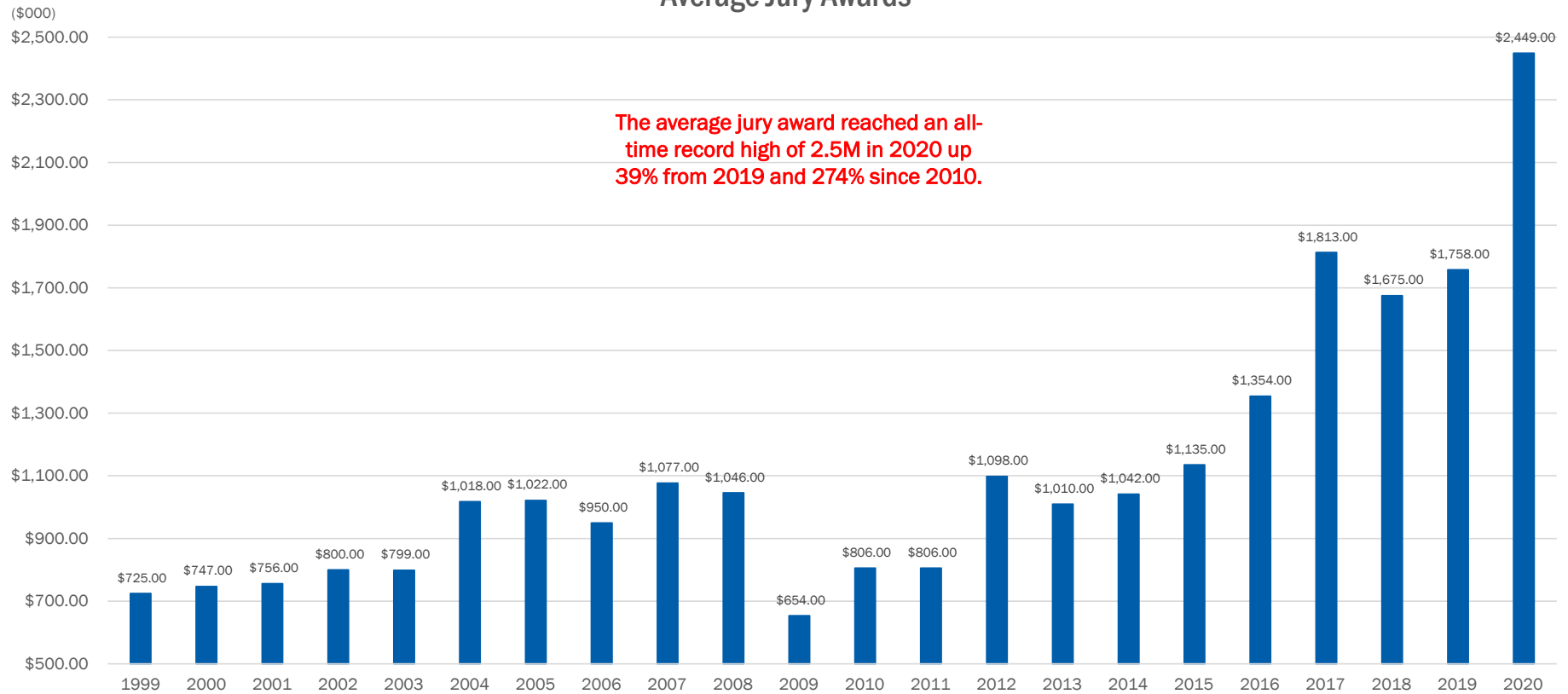


Source: US Chamber of Commerce Institute for Legal Reform (Nov. 2022), "Tort Costs in America: An Empirical Analysis of Costs and Compensation of the U.S. Tort System" accessed at: <https://instituteforlegalreform.com/research/tort-costs-in-america-an-empirical-analysis-of-costs-and-compensation-of-the-u-s-tort-system/>.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

Marketplace Overview



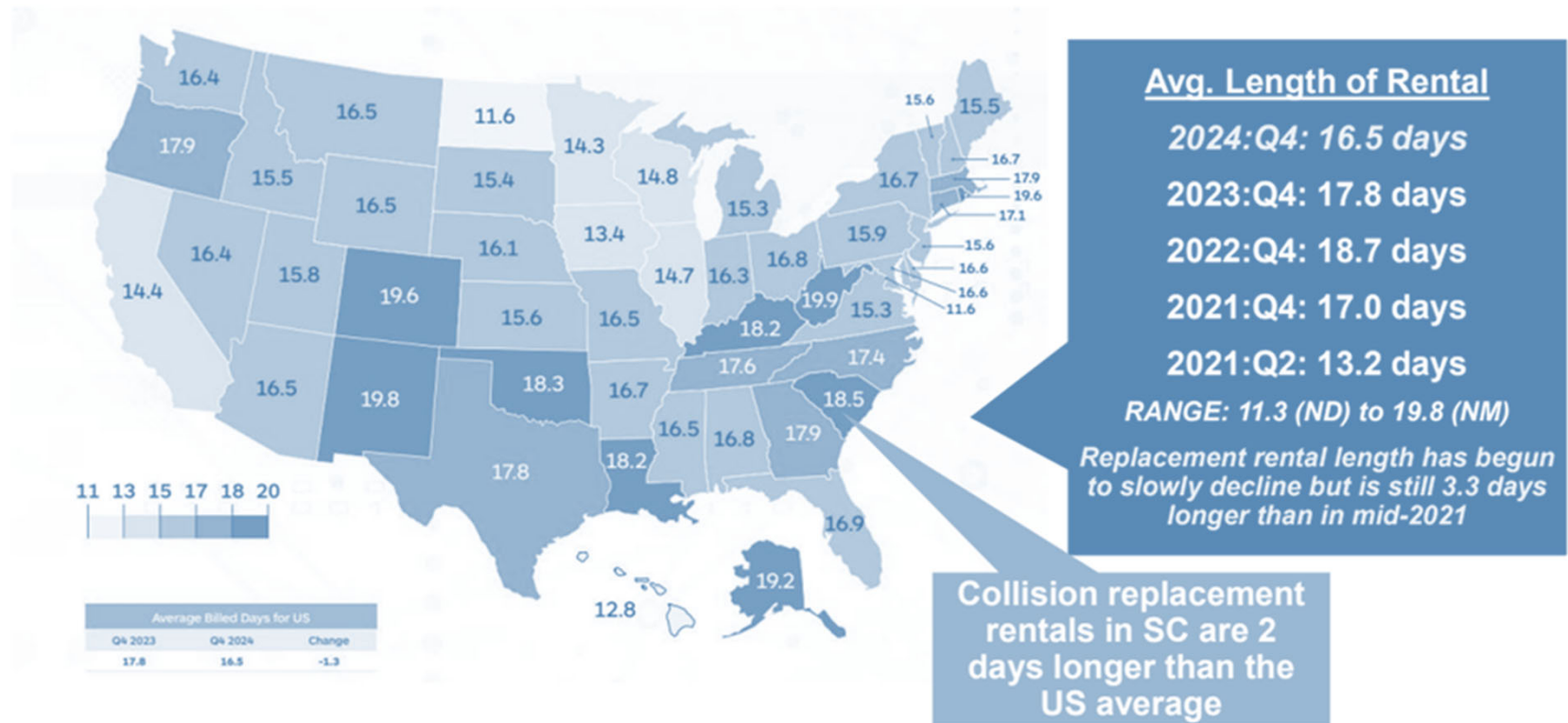
Average Jury Awards



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

Marketplace Overview

Length of Collision Replacement Rentals by State (Days), 2024:Q4

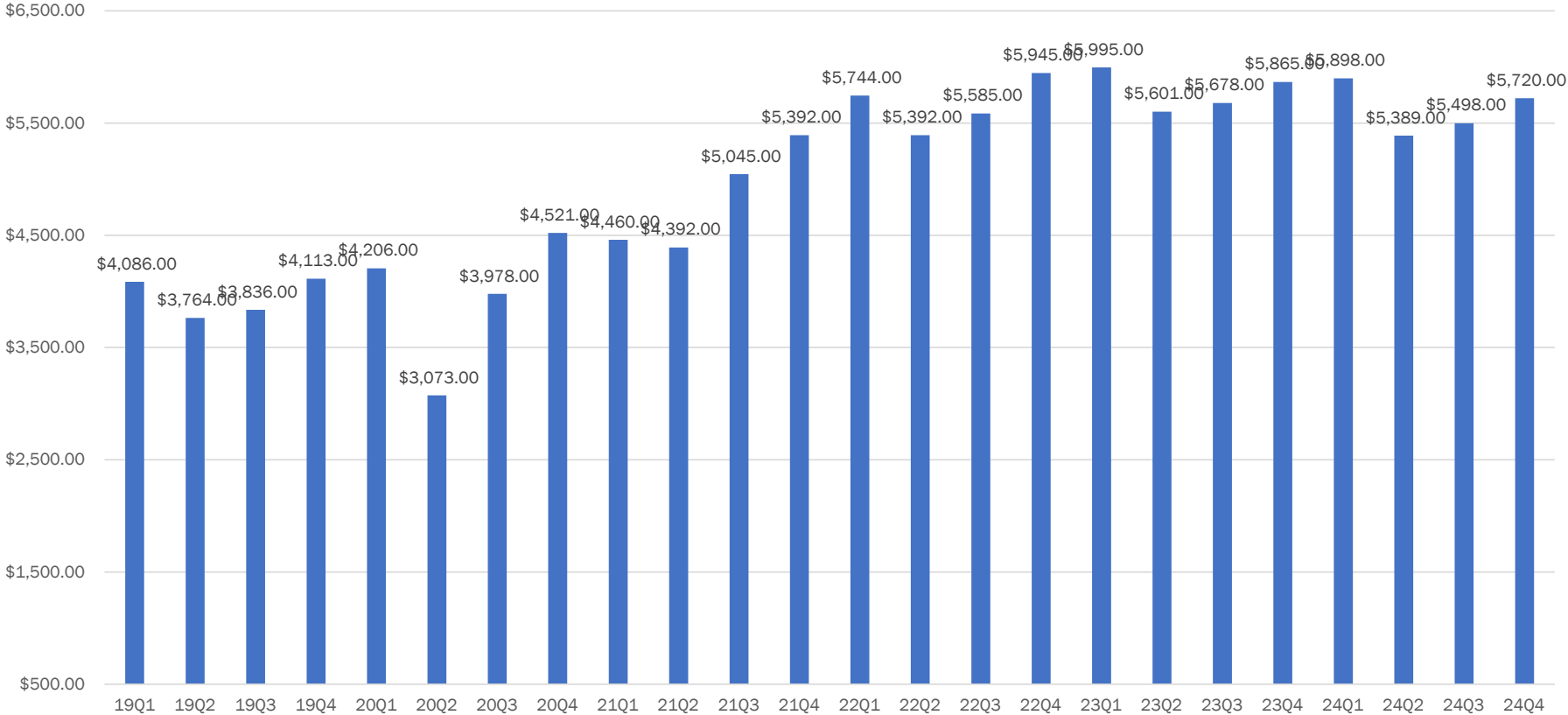


Source: Enterprise Rental-A-Car U.S. Length of Rental Report accessed at:
https://www.enterprise.com/content/dam/ent-brand/LOB/ReplacementResources/Enterprise-LOR-Q4-2024_USA.pdf.

Marketplace Overview



Collision Claim Severity: Still Near Record Highs

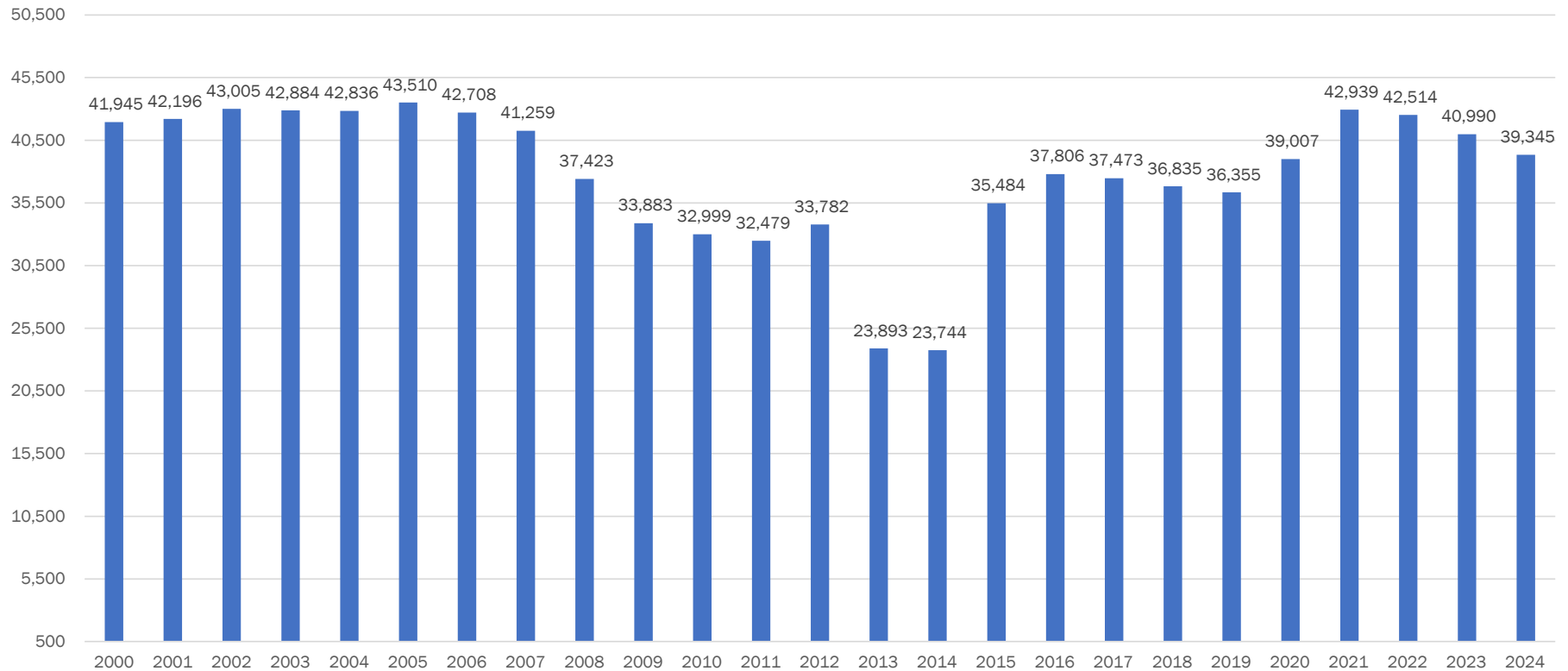


Sources: ISO/PCI Fast Track, Risk & Uncertainty Management Center Univ. of South Carolina

Collision severity up 28% since Q1: 2020 – Inflation is a major factor

Marketplace Overview

Traffic Fatalities in the U.S



Sources: Insurance Institute for Highway Safety and Highway Loss Data Institute, NHTSA, Risk & Uncertainty Management Center Univ. of South Carolina

**Extraordinary increase in poor driving behaviors in 2020-2023
contributed sharply to higher auto fatalities**

■ Loss Triangle – Casualty (GL, LEL, AL)

NJ Public Entity Data – Incurred LDF

Periods	12 Months	24 Months	36 Months	48 Months	60 Months	72 Months	84 Months	96 Months	108 Months	120 Months
01/01/2015 - 12/31/2015	0.00000	1.68317	1.53451	1.27240	1.05282	0.99327	1.02316	1.00600	1.01189	0.99884
01/01/2016 - 12/31/2016	0.00000	1.77349	1.53500	1.24797	1.03272	1.01390	0.99524	0.99690	1.00333	
01/01/2017 - 12/31/2017	0.00000	1.73714	1.50215	1.12982	1.05920	1.03690	1.00710	1.01075		
01/01/2018 - 12/31/2018	0.00000	1.60254	1.55089	1.17516	1.08291	1.04432	1.00852			
01/01/2019 - 12/31/2019	0.00000	1.73824	1.74771	1.28347	1.13491	1.01758				
01/01/2020 - 12/31/2020	0.00000	1.66189	1.42685	1.22555	1.04514					
01/01/2021 - 12/31/2021	0.00000	1.63388	1.59729	1.37547						
01/01/2022 - 12/31/2022	0.00000	1.89393	1.71856							
01/01/2023 - 12/31/2023	0.00000	1.99877								
01/01/2024 - 12/31/2024	0.00000									

~57% Increase in LDF

Marketplace Overview

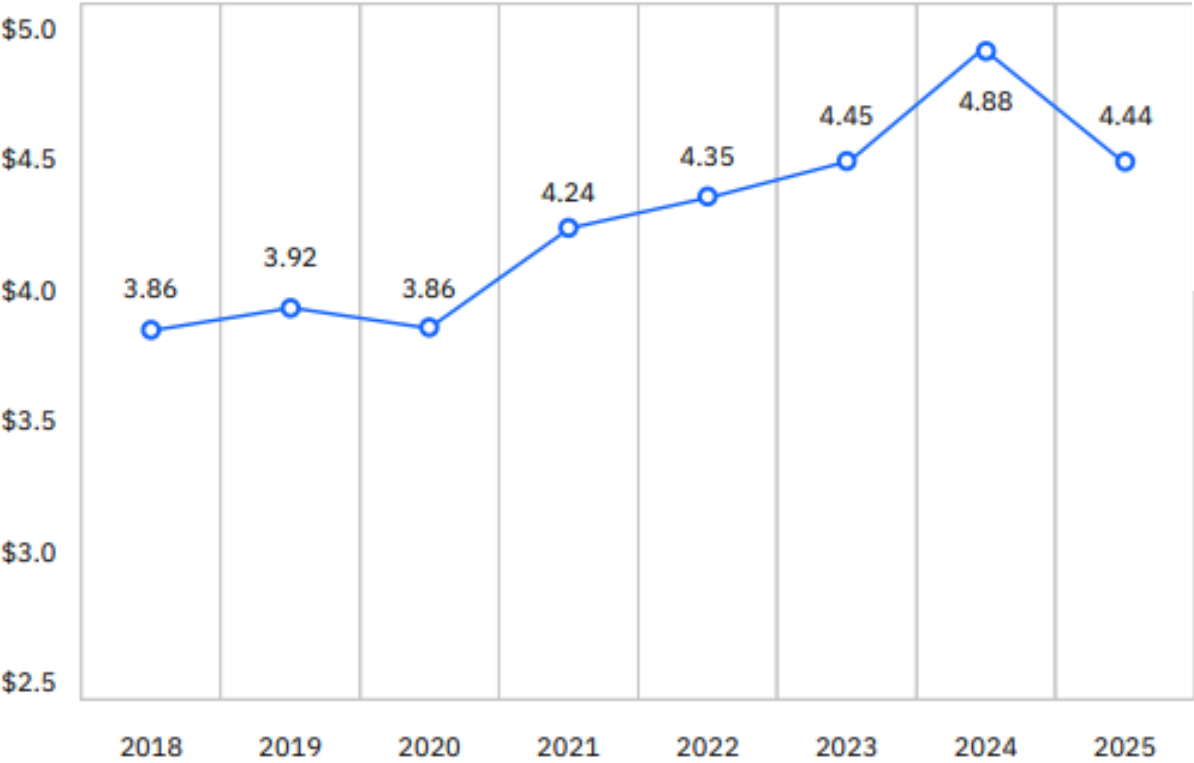
Cyber



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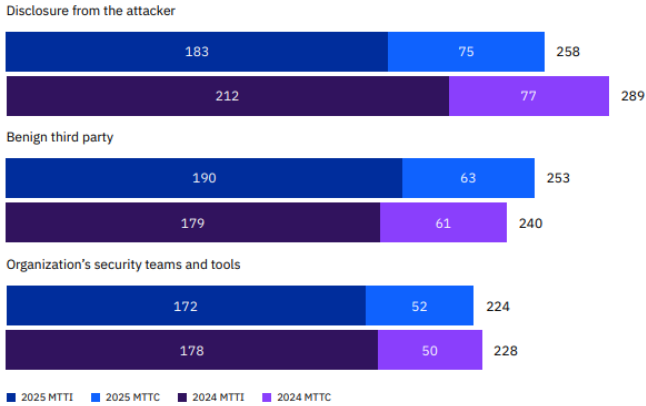
Marketplace Overview

Figure 1.
Measured in USD millions



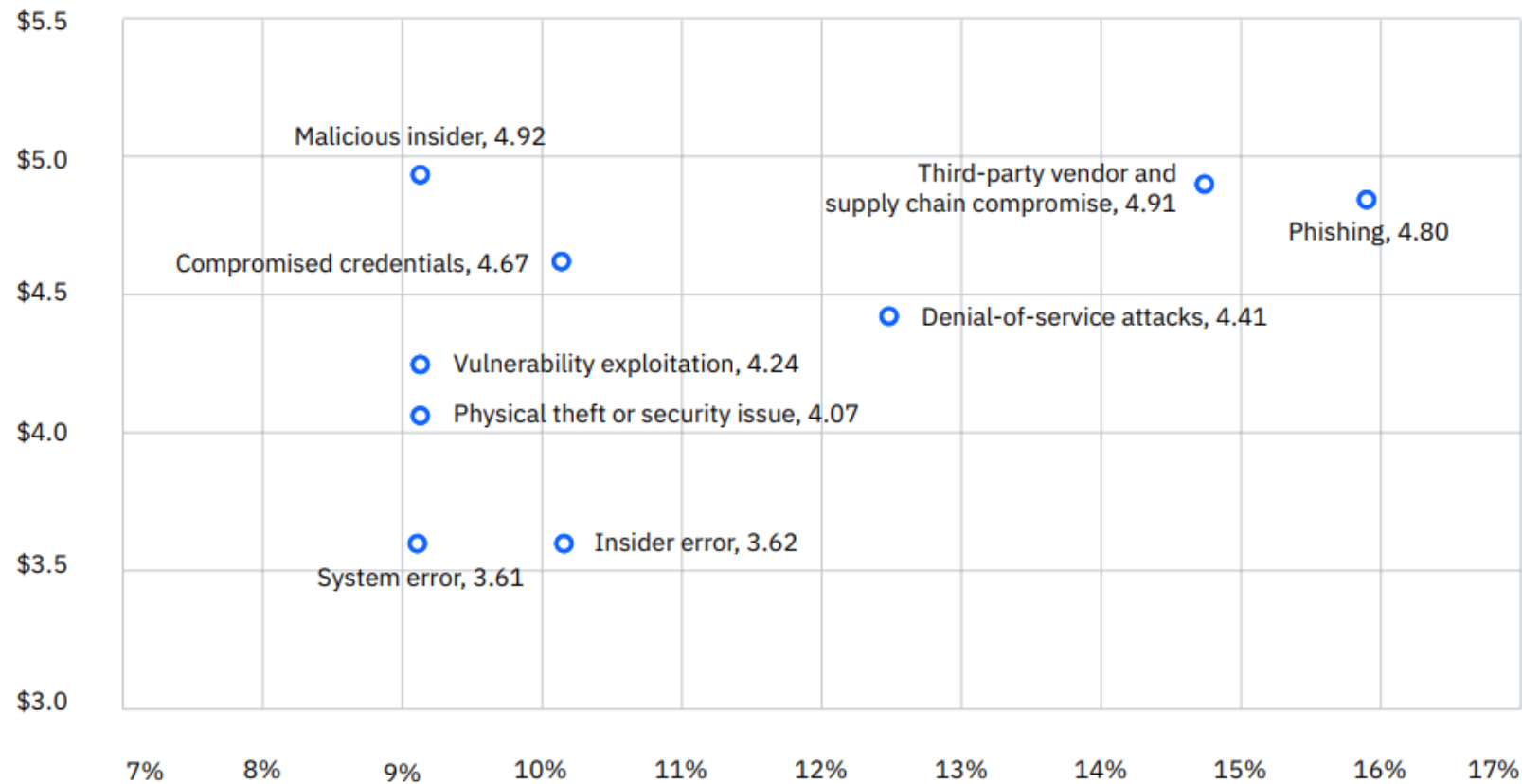
#	Country		2025	2024
1	United States	↑	\$10.22	\$9.36
2	Middle East	↓	\$7.29	\$8.75
3	Benelux	↑	\$6.24	\$5.90
4	Canada	↑	\$4.84	\$4.66
5	United Kingdom	↓	\$4.14	\$4.53
6	Germany	↓	\$4.03	\$5.31
7	Latin America	↓	\$3.81	\$4.16
8	France	↓	\$3.73	\$4.17

Figure 15.
Measured in days



Marketplace Overview

Figure 9.
Measured in USD millions; percentage of all breaches



■ Marketplace Overview



China-nexus activity surged **150%** across all sectors, with a staggering **200-300%** increase in key targeted industries



Vishing attacks skyrocketed **442%** between the first and second half of 2024



Average eCrime breakout time dropped to **48 minutes**, with the fastest breakout observed at just **51 seconds**



79% of detections in 2024 were malware-free, up from **40%** in 2019



Access broker advertisements increased **50%** year-over-year



Valid account abuse accounted for **35%** of cloud incidents



52% of vulnerabilities observed by CrowdStrike in 2024 were related to initial access



26 new adversaries tracked by CrowdStrike, raising the total to **257**

■ Marketplace Overview

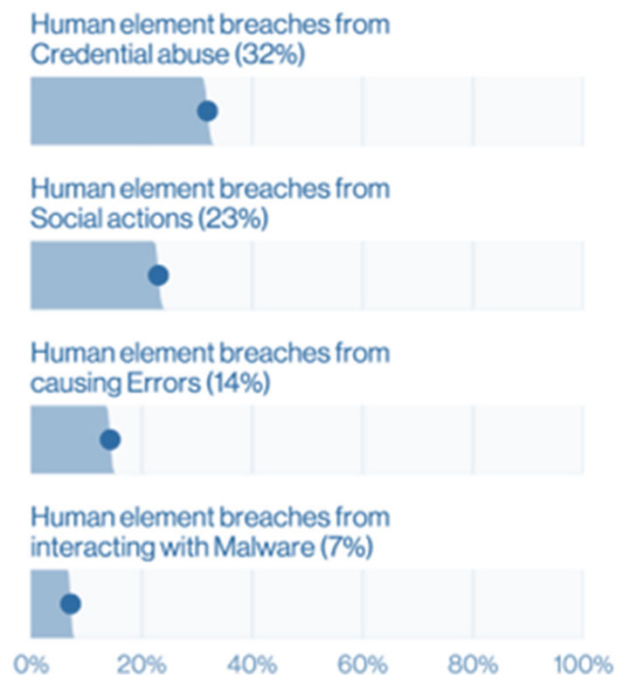


Figure 15. Select human element component enumerations in breaches (n=10,798)

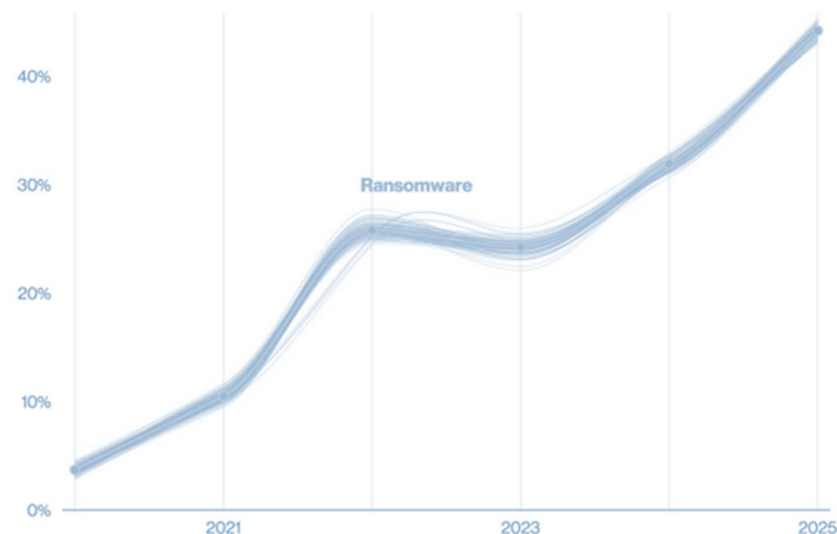


Figure 6. Ransomware action over time in breaches (n for 2025 dataset=10,747)

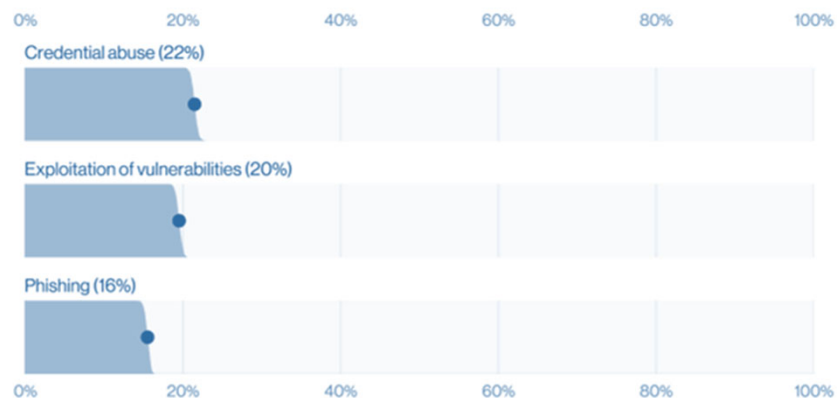


Figure 5. Known initial access vectors in non-Error, non-Misuse breaches (n=9,891)

■ Marketplace Overview

We're living on the edge (of the absurd).

"One must imagine Sisyphus happy," wrote Albert Camus when he introduced the philosophy of the absurd⁵⁷ in his seminal work, *The Myth of Sisyphus*. When faced with his eternal task of pushing his rock onto the top of a mountain, only to have it roll down again upon reaching the top at the end of the day, Camus interrogates Sisyphus' interiority as he has those peaceful moments walking down the mountain path, his duty performed, to meet his fate again at the base of the mountain.

It is only when Sisyphus acknowledges the futility of his task and the certainty of his fate that he can strip all meaning from it, acknowledge its clear absurdity and, for a few precious moments, be content.

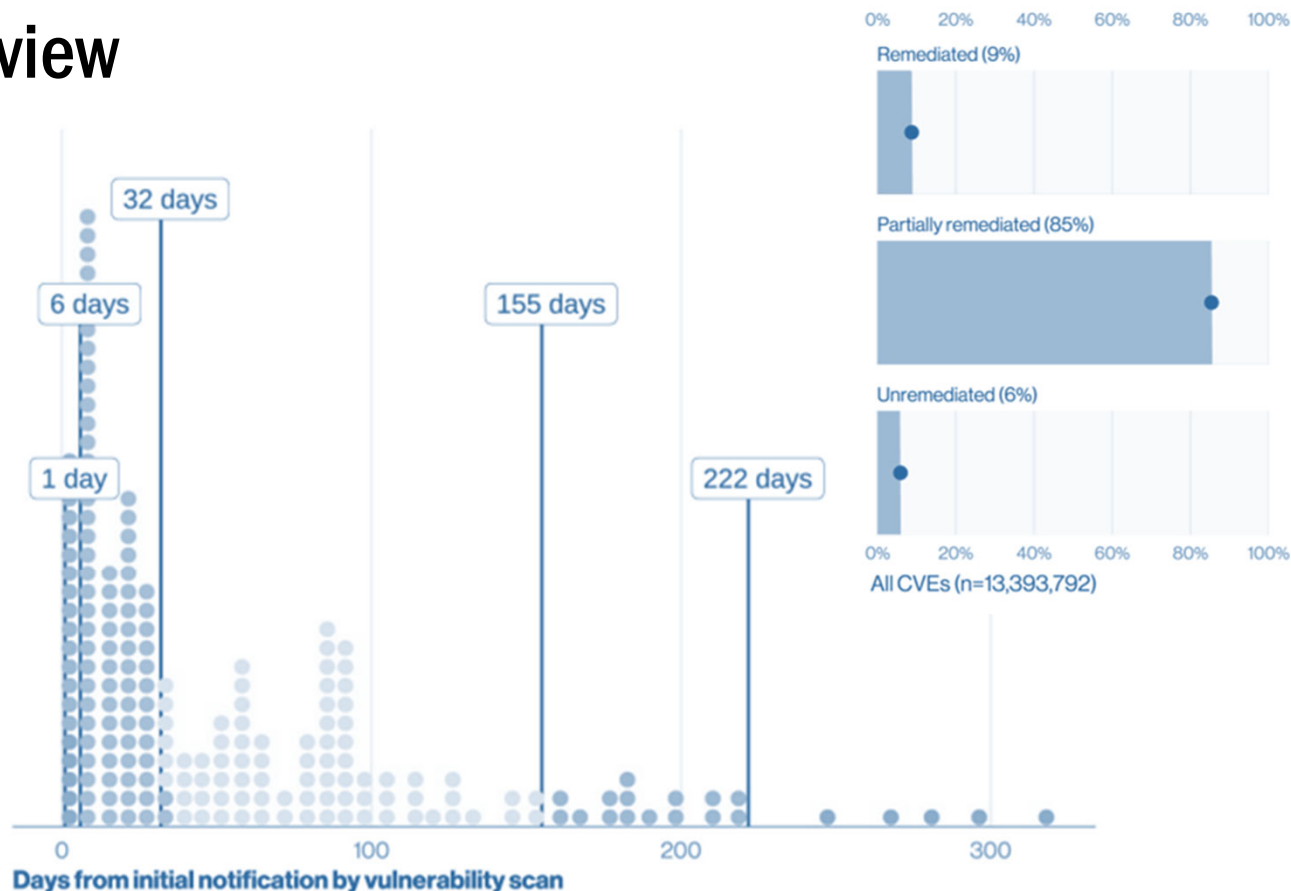
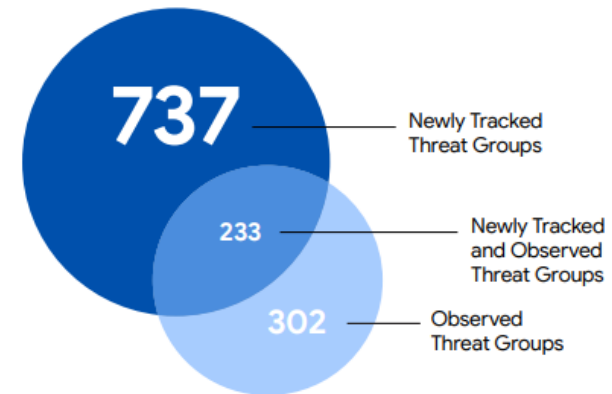


Figure 30. Distribution of the median of days until full remediation of vulnerabilities in our edge device subset in a single company (n=431 – each dot is 2.15 unique companies)

Marketplace Overview

Initial Infection Vector, 2024



Initial Infection Vector, 2024 Ransomware-Related



■ Marketplace Overview

Conclusion

- ✓ Severity of events continues its upward trend
- ✓ Phishing, compromised credentials and exploited vulnerabilities are by far the most dominant initial attack vectors
- ✓ Generative AI and Vishing are discussed in many reports for the first time, aiding attackers with deepfake video, deepfake voice and writing

You have to start somewhere with cybersecurity. And today's "low-hanging fruit" have the biggest impact on your security.

Training
Credentials



Patching
Multi-Factor Authentication

You don't have to outrun the bear—
you just have to outrun the other campers.



Marketplace Overview

Workers Compensation



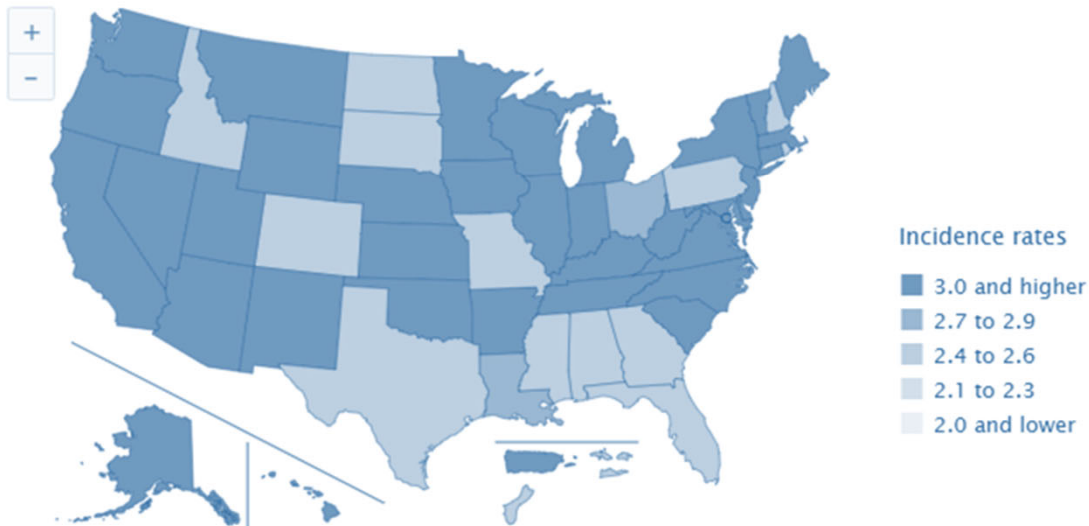
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Marketplace Overview - Workers' Compensation

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 Strategy



■ Renewal Strategy





Renewal Information Collection

- Collect Loss Runs: End of July
- Obtain Initial Exposure Schedules: Mid-August
- Obtain Final Exposure Schedules: Early November

Renewal Processing

Renewal Certificates

- Holder Lists Sent to RMCs: July
- Receive Holder Lists from RMCs and Update Holders: Mid-September
- Send Renewal Certificates to RMCs: By Thanksgiving

Applications

- Broker Buddha applications complete: End of August

Auto IDs & Work Comp Postings

- Update Issuance Count: August
- Issue Auto IDs & Work Comp Postings: By Thanksgiving

Rate Projections

Coverage	Insurance Carrier	Expiring Annual Pricing 01/01/2025-2026	Rate Projections	Exposure Change	Estimated Renewal Pricing 01/01/2026-2027 DOES NOT INCLUDE EXPOSURE CHANGE
Excess Liability (\$5M x \$2M)	Safety National Casualty Corporation	\$2,805,242.00	10%	TBD	\$3,085,766
Excess Liability (\$5M x \$7M)	Munich Reinsurance America, Inc.	\$1,204,000.00	10%	TBD	\$1,324,400
Excess Liability (\$10m x \$10m) - 33%	Berkley Insurance Company	\$894,300.00	10%	TBD	\$983,730
Excess Liability (\$10m x \$10m) - 25%	Old Republic Union Insurance Company	\$689,286.00	10%	TBD	\$758,215
Excess Liability (\$10m x \$10m) - 25%	Midvale Indemnity Company	\$625,250.00	10%	TBD	\$687,775
Excess Liability (\$10m x \$10m) - 17%	Obsidian Specialty Insurance Company	\$425,500.00	10%	TBD	\$468,050
Workers' Compensation & Employer's Liability	Safety National Casualty Corporation	\$3,176,903.00	3%	TBD	\$3,272,210
Public Officials Liability & Employment Practices Liability - Atlantic County Insurance Commission	ACE American Insurance Company	\$294,945.00	8%	TBD	\$318,541
Public Officials Liability & Employment Practices Liability - Camden County Insurance Commission	ACE American Insurance Company	\$303,644.00	8%	TBD	\$327,936
Public Officials Liability & Employment Practices Liability - Cumberland County Insurance Commission	ACE American Insurance Company	\$135,198.00	8%	TBD	\$146,014
Public Officials Liability & Employment Practices Liability - Gloucester County Insurance Commission	ACE American Insurance Company	\$344,994.00	8%	TBD	\$372,594
Public Officials Liability & Employment Practices Liability - Hudson County	ACE American Insurance Company	\$284,934.00	8%	TBD	\$307,729
Public Officials Liability & Employment Practices Liability - Mercer County Insurance Commission	ACE American Insurance Company	\$96,484.00	8%	TBD	\$104,203
Public Officials Liability & Employment Practices Liability - Union County Insurance Commission	ACE American Insurance Company	\$323,737.00	8%	TBD	\$349,636
Crime	National Union Fire Insurance Company of Pittsburgh, PA	\$192,181.00	2%	TBD	\$196,025

Rate Projections

Coverage	Insurance Carrier	Expiring Annual Pricing 01/01/2025-2026	Rate Projections	Exposure Change	Estimated Renewal Pricing 01/01/2026-2027 DOES NOT INCLUDE EXPOSURE CHANGE
Medical Professional & General Liability	Ironshore Specialty Insurance Company	\$649,000.00	8%	TBD	\$700,920
Excess Medical Professional & General Liability (\$10m x \$1m)	Ironshore Specialty Insurance Company	\$429,000.00	8%	TBD	\$463,320
Excess Medical Professional & General Liability (\$10m x \$11m)	Illinois Union Insurance Company	\$345,189.00	8%	TBD	\$372,804
Employed Lawyers	Chubb Insurance Company of New Jersey	\$153,986.00	5%	TBD	\$161,685
Non-Owned Aircraft Liability	Endurance American Insurance Company	\$51,431.00	10%	TBD	\$56,574
Burlington County Veterinary Professional	Everest National Insurance Company	\$421.10	10%	TBD	\$463
Cyber Primary	Obsidian Specialty Insurance Company (Cowbell)	\$1,163,333.00	2%	TBD	\$1,186,600
Cyber Excess	Chaucer Insurance Company DAC (Cowbell)	\$612,250.00	2%	TBD	\$624,495
Cyber - Union	Arch Specialty Insurance Company	\$124,975.00	2%	TBD	\$127,475
Aviation - Monmouth	Starr Indemnity & Liability Company	\$47,566.27	10%	TBD	\$52,323
Marina Operators - Monmouth	Atlantic Specialty Insurance Company	\$22,750.00	10%	TBD	\$25,025
Property - Monmouth	Zurich American Insurance Company	\$923,510.56	6%	TBD	\$978,921

Rate Projections

Coverage	Insurance Carrier	Expiring Annual Pricing 01/01/2025-2026	Rate Projections	Exposure Change	Estimated Renewal Pricing 01/01/2026-2027 DOES NOT INCLUDE EXPOSURE CHANGE
Underground Storage Tank - Monmouth	Crum & Forester Specialty Insurance Company	\$12,924.00	5%	TBD	\$13,570
Fiduciary - Monmouth	Great American Insurance Company	\$3,510.50	5%	TBD	\$3,686
Active Assailant	Indian Harbor Insurance Company	\$75,000.00	10%	TBD	\$82,500
Travel Accident - BCIT	Chubb - Federal Insurance Company	\$10,429.00	5%	TBD	\$10,950
Travel Accident - BCSSSD	Chubb - Federal Insurance Company	\$13,993.00	5%	TBD	\$14,693
Terrorism - \$260m	Various Carriers	\$98,363.00	5%	TBD	\$103,281
Property - \$260M	Various Carriers	\$11,591,005.95	3%	TBD	\$11,938,736
Equipment Breakdown	Chubb - Federal Insurance Company	\$465,973.00	8%	TBD	\$503,251
Accident & Health - OCBOH	National Union Fire Insurance Company of Pittsburgh, PA	\$959.00	5%	TBD	\$1,007
Ocean Mosquito - Aviation	Westchester Fire Insurance Company	\$38,446.99	10%	TBD	\$42,292
Ocean Mosquito - Watercraft	Evanston Insurance Company	\$5,360.00	10%	TBD	\$5,896
Mercer - Hull	Evanston Insurance Company	\$12,270.00	10%	TBD	\$13,497
Pollution	Allied World Assurance Company	\$249,032.00	5%	TBD	\$261,484
Monmouth Pollution	Ascot Specialty Insurance Company	\$74,600.00	5%	TBD	\$78,330
Subtotal		\$28,971,876.37	5.4%		\$30,526,599
Underwriting Manager Fee		\$500,994.20	2%		\$511,014
GRAND TOTAL:		\$29,472,870.57	5.3%		\$31,037,613

■ Renewal Strategy

Property

1. Deductibles
 - Standard deductibles (current)
 - *\$1m Each Occurrence*
 - Annual aggregate deductibles
 - *Reduce NWS aggregate deductible*
2. Widespread marketing, both domestically and internationally
3. Complete an updated CAT study to benchmark the current limits purchased in the program.
4. Quote increased limit options
5. Enhance sublimits

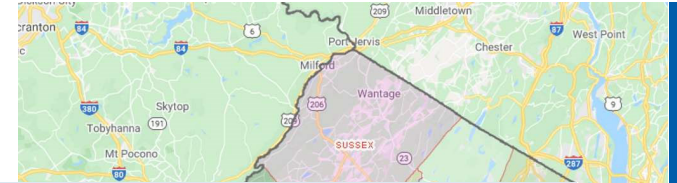
Renewal Strategy

Property - Current Structure

\$260,000,000											
Carrier Share Limit	MITSUI (N/A) 37.50% \$60,000,000					STARR (N/A) 21.88% \$35,000,000					
Policy Number	EXP7000253					SLSTPTY12384125					
Claims Contact	newloss@starrusa.com					claims@starrcompanies.com					
Claims Phone	866-676-6872					646-227-6300					
\$100,000,000											
Carrier Share Limit	LEXINGTON (N/A) 10% of Primary \$100M \$10,000,000	Swiss RE 2.50% \$2,500,000	AWAC (N/A) 3.50% \$3,500,000	AXIS (N/A) 5.00% \$5,000,000	STARSTONE (N/A) 5.00% \$5,000,000	IRONSHORE (N/A) 2.50% \$2,500,000	SRU (N/A) 5.00% \$5,000,000	LLOYD'S (BRT) 9.25% \$9,250,000	LLOYD'S (KLN/ KI AXS) 8.00% \$8,000,000	CANOPIUS (N/A) 2.50% \$2,500,000	SOMPO (N/A) 2.50% \$2,500,000
Policy Number	061384665	ESP 2006170-00	0314-5359-1A	P-001-000222032-01	CSP00286962P-00	1000627651-02	42-SRU-000279-02	B1230AP1271A25	B1230AP1271B25	CUS30000197-01	ESP30000439107
Claims Contact	newloss-usproperty&energy@aig.com	ClaimsAPAC_CorporateSolutions@swissre.com	noticeofloss@awac.com	Ushol@axiscapital.com	Claims@corespecialty.com	USClaims@ironshore.com	lpw@pihardjusters.com	agr_wp_dandfclaims@amwins.com	agr_wp_dandfclaims@amwins.com	claims@canopus.com	Insuranceclaims@sompo-intl.com
Claims Phone	800-931-9546			678-756-9400	201-743-7717	800-362-0000	305-824-0111	zoe.butcher@amwins.com	zoe.butcher@amwins.com	+44 (0)20 7337 3958	914-468-8000

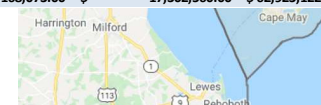
\$260,000,000											
Carrier Share Limit	FIDELIS (N/A) 21.50% \$34,400,000				WESTFIELD (N/A) 4.69% \$7,500,000		WRB (N/A) 4.69% \$7,500,000		LLOYD'S (AUW) 1.00% \$1,600,000		
Policy Number	B1230AP12171D25				XAR-381984R-01		ZA452F25A000		B1230AP12171E25		
Claims Contact	agr_wp_dandfclaims@amwins.com				westfieldespropertyclaims@westfieldgrp.com		WRBSClaims@englemartin.com		agr_wp_dandfclaims@amwins.com		
Claims Phone	zoe.butcher@amwins.com				252-247-8796		800-818-5619		zoe.butcher@amwins.com		
TIED LINES											
\$100,000,000											
Carrier Share Limit	EVEREST (N/A) 2.50% \$2,500,000	MARKEL (N/A) 2.50% \$2,500,000	BERKSHIRE (N/A) 7.50% \$7,500,000	MUNICH RE (N/A) 2.50% \$2,500,000	WESTCHESTER (N/A) 5.00% \$5,000,000	FIDELIS (N/A) 4.00% \$4,000,000	RISKSMITH (N/A) 2.50% \$2,500,000	STARR (N/A) 4.00% \$4,000,000	RSUI (N/A) 3.00% \$3,000,000	LANCASHIRE (N/A) 2.00% \$2,000,000	
Policy Number	CA3P007336-251	MKL2V2PPR000073	42-PRP-326295-03	N1-A3-PP-0000047-02	D39189574 002	B1230AP12171C25	P124-25-XSP-0023	SLSTPTY12384125	LHT948561	PPR100118200-00125	
Claims Contact	PropertyMarineClaims@everestglobal.com	Newclaims@markelcorp.com	Claimsnotices@bhspecialty.com	NewLossesCL@ACMcClaims.com	Chubbclaimsfratnotices@chubb.com	agr_wp_dandfclaims@amwins.com	Rislandthos@mcclarens.com	claims@starrcompanies.com	reportclaims@rsui.com	lancashireclaims@everestvadi.com	
Claims Phone		800-362-7535	855-453-9675	888-799-2919	800-433-0385	zoe.butcher@amwins.com	800-813-6252	646-227-6300	404-231-2366		
TIED LINES											
										BEAZLEY (N/A) 2.00% \$5,200,000 \$11,750,000 \$235,000	VELOCITY (N/A) 6.75% \$17,550,000 \$11,750,000 \$793,125
										D34349250301	VRN-CN-0000003-10
										Propertyclaims@beazley.com	Business.claims@velocitylak.com
										888-222-1123	844-878-2567

Renewal Strategy



Row Labels	Sum of Building	Sum of Contents	Sum of Valuable Papers	Sum of Outdoor Property	Sum of BI	Sum of Extra Expense	Sum of Rent	Sum of Business Expense	Sum of EDP	Sum of Asset	Sum of Vehicle
ATLANTIC COUNTY	\$ 307,679,054.00	\$ 63,191,186.00	\$ -	\$ 16,611,643.00	\$ -	\$ -	\$ -	\$ -	\$ 1,050,000.00	\$ 6,538,586.06	\$ 26,938,138.33
ATLANTIC COUNTY IMPROVEMENT AUTHORITY	\$ 22,547,500.00	\$ -	\$ -	\$ 50,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,174,626.20	\$ 69,920.00
ATLANTIC COUNTY UTILITY AUTHORITY	\$ 134,610,164.00	\$ 68,873,981.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 22,512,287.84
BURLINGTON COUNTY	\$ 275,871,013.00	\$ 59,273,167.00	\$ 37,145,140.00	\$ 5,416,229.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,635,534.20	\$ 26,122,225.75
BURLINGTON COUNTY BRIDGE COMMISSION	\$ 12,552,400.00	\$ 9,369,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,925,437.25	\$ 2,612,729.23
CAMDEN COUNTY	\$ 866,329,900.00	\$ 50,939,430.00	\$ -	\$ 6,720,900.00	\$ -	\$ -	\$ -	\$ -	\$ 56,780.00	\$ 200,603.01	\$ 14,994,241.68
CAMDEN COUNTY BD OF SOCIAL SERVICES	\$ -	\$ 2,750,000.00	\$ 585,000.00	\$ -	\$ -	\$ 1,789,088.00	\$ -	\$ -	\$ -	\$ -	\$ -
CAMDEN COUNTY COLLEGE	\$ 226,786,174.00	\$ 19,829,962.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,297,745.00	\$ 18,262,180.99	\$ 755,611.00
CAMDEN COUNTY DEPT OF POLICE SERVICES	\$ 8,016,220.00	\$ 1,646,470.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,026,613.57
CAMDEN COUNTY IMPROVEMENT AUTHORITY	\$ 56,930,481.00	\$ 850,000.00	\$ -	\$ -	\$ 5,900,000.00	\$ 500,000.00	\$ 3,400,000.00	\$ 1,500,000.00	\$ 60,000.00	\$ -	\$ 88,290.00
CAMDEN COUNTY UTILITY AUTHORITY	\$ 522,101,134.00	\$ 106,832,552.00	\$ -	\$ 2,598,000.00	\$ 60,200,000.00	\$ -	\$ -	\$ -	\$ -	\$ 1,956,816.00	\$ 4,776,918.68
CAMDEN CTY POLLUTION CTRL FINANCING AUTH (CCPCFA)	\$ 10,300,000.00	\$ 1,042,388.00	\$ -	\$ 500,000.00	\$ -	\$ -	\$ -	\$ -	\$ 50,000.00	\$ 7,922,347.00	\$ 1,258,467.00
CUMBERLAND COUNTY	\$ 200,126,508.00	\$ 21,366,200.00	\$ 2,500,000.00	\$ 4,287,809.00	\$ -	\$ -	\$ 3,600.00	\$ -	\$ 6,076,509.00	\$ 13,523,434.31	\$ 15,224,683.30
CUMBERLAND COUNTY IMPROVEMENT AUTHORITY	\$ 87,613,689.00	\$ 4,880,241.00	\$ 160,000.00	\$ 1,122,500.00	\$ 1,558,000.00	\$ 1,558,000.00	\$ 12,986,209.00	\$ 550,000.00	\$ 123,500.00	\$ 11,367,867.21	\$ 4,497,290.28
CUMBERLAND COUNTY UTILITY AUTHORITY	\$ 21,871,362.00	\$ 7,801,777.00	\$ -	\$ 95,200.00	\$ -	\$ -	\$ -	\$ -	\$ 142,000.00	\$ 471,358.00	\$ 1,140,136.00
GLOUCESTER COUNTY	\$ 167,022,644.00	\$ 40,168,706.00	\$ 2,002,500.00	\$ 4,136,936.00	\$ -	\$ -	\$ -	\$ -	\$ 10,078,020.00	\$ 14,432,465.65	\$ 24,983,556.49
GLOUCESTER COUNTY IMPROVEMENT AUTHORITY	\$ 29,595,734.00	\$ 2,064,537.00	\$ 5,000.00	\$ 952,248.00	\$ 7,914,824.00	\$ 1,021,600.00	\$ 1,096,600.00	\$ -	\$ 226,978.00	\$ 16,922,226.63	\$ 3,801,212.98
GLOUCESTER COUNTY LIBRARY	\$ -	\$ 5,283,240.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 458,900.00	\$ 50,146.00	\$ 22,200.00
GLOUCESTER COUNTY UTILITY AUTHORITY	\$ 196,035,574.00	\$ 300,000.00	\$ -	\$ 829,400.00	\$ -	\$ -	\$ -	\$ -	\$ 120,650.00	\$ 2,785,787.00	\$ 3,271,652.00
HUDSON COUNTY	\$ 461,972,260.00	\$ 95,720,000.00	\$ 4,651,000.00	\$ 9,469,001.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 500,000.00	\$ 16,137,000.00	\$ 6,266,109.65	\$ 26,555,766.49
MERCER COUNTY	\$ 219,704,967.00	\$ 48,043,406.00	\$ -	\$ 140,109.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,602,802.00	\$ 25,443,351.82
MERCER COUNTY IMPROVEMENT AUTHORITY	\$ 115,020,479.00	\$ 24,441,324.00	\$ -	\$ 1,200,000.00	\$ -	\$ -	\$ -	\$ 225,000.00	\$ -	\$ 165,000.00	\$ 570,432.71
OCEAN COUNTY	\$ 459,009,064.00	\$ 81,056,210.00	\$ 509,560.00	\$ 10,929,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 34,731,832.11	\$ -
Ocean County Board of Health	\$ 1,869,373.00	\$ 4,141,000.00	\$ -	\$ -	\$ 100,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,582,099.00
Ocean County Board of Social Services	\$ 4,679,216.00	\$ 3,010,818.00	\$ -	\$ -	\$ 595,008.00	\$ -	\$ -	\$ -	\$ 1,601,654.00	\$ -	\$ 343,463.00
ROWAN COLLEGE AT BURLINGTON COUNTY	\$ 247,122,100.00	\$ 26,702,800.00	\$ -	\$ 68,649,500.00	\$ -	\$ -	\$ -	\$ -	\$ 7,288,101.00	\$ 428,686.26	\$ 818,409.88
Rowan College of South Jersey	\$ 136,854,484.00	\$ 31,987,336.00	\$ 1,450,000.00	\$ 658,000.00	\$ -	\$ -	\$ 1,792,576.00	\$ 1,000,000.00	\$ 9,087,372.00	\$ 666,844.00	\$ 1,006,557.31
UNION COUNTY	\$ 310,360,383.00	\$ 40,580,005.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,527,560.00	\$ 7,067,913.00	\$ 15,710,741.13	\$ 32,858,137.52
Grand Total	\$ 5,102,581,877.00	\$ 822,146,236.00	\$ 49,008,200.00	\$ 134,366,475.00	\$ 76,367,832.00	\$ 3,179,600.00	\$ 21,168,073.00	\$ 17,302,560.00	\$ 62,923,122.00	\$ 207,741,430.66	\$ 251,274,391.86

*Monmouth County has separate Property program



■ Property

Loss Information (Last 10 Years)

- ✓ Ida - 2021 - \$6.09M
- ✓ Water Heater Leak - 2023 - \$3.00M
- ✓ Excavator Stuck - 2023 - \$2.12M
- ✓ Airport Runway Damage - 2023 - \$1.87M

■ Renewal Strategy

Casualty

1. Retentions

- Standard retention (current)
 - *\$2m Each Occurrence*
- Annual aggregate retention
 - *Such as \$5m aggregate throughout the year*
- Annual aggregate retention with maintenance retentions
 - *Such as \$5m aggregate with \$250k maintenance retentions for each occurrence that does not erode the aggregate*

2. Review Structure

- Marketing all layers of the program
- Quote additional limits

■ Liability

Loss Information (Last 10 Years)

- ✓ **Bus Striking Motorcycle** - 2017 - \$10.3M (Gross Claim \$25M+)
- ✓ **Strip Search Jail** - 2020 - \$3.7M
- ✓ **Firefighter Fatal Accident** - 2018 - \$1.4M
- ✓ **Vehicle Striking Pedestrian** - 2021- \$1M
- ✓ **Suicide Jail** - 2016 - \$1M

■ Coverages Available Through the NJCE

- Property
- Casualty
- Workers Compensation
- Public Officials & Employment Practices
- Cyber
- Medical Malpractice
- Non-Owned Aircraft
- Employed Lawyers
- Pollution
- Crime
- Active Assailant

Coverages Available Through the NJCE

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	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	

■ Additional Coverage Considerations

- Casualty \$10m x \$20m, or beyond
- POL / EPL \$10m x Primary, or beyond
- Cyber Physical Damage
- Active Shooter / Active Assailant
- Inmate Medical
- Additional Limits of Insurance
 - Cyber

Additional Risk Transfer Tools

- Captive
- Parametric
- Alternative Risk Supplemental



Contacts



THANK YOU

Questions? Comments?

CONNER
STRONG &
BUCKLEW



Ed Cooney

Partner
Managing Account Executive
Underwriting Manager
P: 973-659-6424
ecooney@connerstrong.com



Jonathon Tavares

Account Executive
Deputy Underwriting Manager
P: 856-614-4493
jtavares@connerstrong.com



Rachel Perry

Account Manager
P: 856-479-2128
rperry@connerstrong.com



Muhammad Hernandez

Account Analyst
P: 856-446-9284
mahernandez@connerstrong.com



William Ward

Account Analyst
P: 856-288-1202
wward@connerstrong.com



Francine Pipito

Technical Assistant
P: 856-446-9262
fpipito@connerstrong.com

Conner Strong & Buckelew

Insurance, Risk Management
& Employee Benefits
Camden, New Jersey
1-877-861-3220
connerstrong.com

CONTACT

Edward J. Cooney, MBA

Partner, Managing Account Executive
Underwriting Manager
973-659-6424
ecooney@connerstrong.com

Jonathon Tavares

Account Executive
Deputy Underwriting Manager
Commercial Lines
856-614-4493
jtavares@connerstrong.com

Rachel Perry

Account Manager
Commercial Lines
856-479-2128
rperry@connerstrong.com

Muhammad Hernandez

Account Analyst
Commercial Lines
856-446-9284
mhernandez@connerstrong.com

William Ward

Account Analyst
Commercial Lines
856-288-1202
wward@connerstrong.com

Francine Pipito

Technical Assistant
Commercial Lines
856-446-9262
fpipito@connerstrong.com

Timothy J. Gosnear

Executive Partner, Managing Director
Commercial Lines
856-479-2144
tgosnear@connerstrong.com

Terrence J. Tracy

Executive Partner
Managing Director
Commercial Lines
856-479-2241
ttracy@connerstrong.com

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