

18th Annual State of the JIF Dinner

November 30, 2017



Welcome

Margaret F. (Peg) Meehan
GCSSD JIF Chairperson

Business Administrator/Board Secretary
Washington Township Board of Education

- Board Members
- Administrators
- Other District Employees
- Vendor Partners

Opening
Remarks

Craig Wilkie

Mission

Enjoy Your
Dinner

Opening Remarks

"The whole idea of compassion is based on a keen awareness of the interdependence of all these living beings, which are all part of one another, and all involved in one another."

- *Thomas Merton*

Craig A. Wilkie
Executive Director
SPELL, ACCASBO, BCIP and GCSSD JIFs

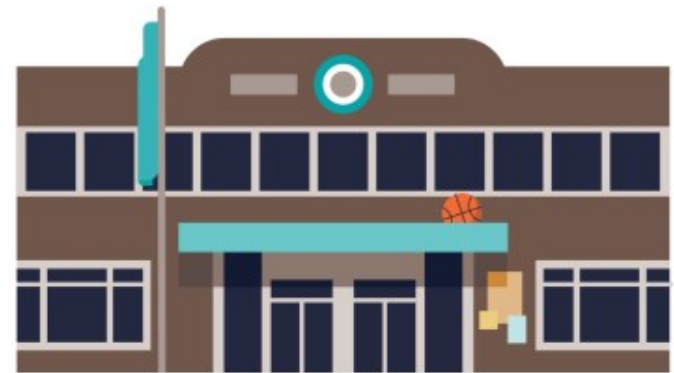
Former Role:
Business Administrator/Board Secretary
Burlington City Board of Education



Mission

Constant Mission

- Single Mission: Reduce the Cost of Insurance by Building Programs to Help Districts Avoid Claims
- Every Dollar Not Spent on Claims Means More Money for Education
- Tonight's Mission: Inform and Celebrate





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A Clever Partnership

 Collaboration

 Commitment

Only School
Districts

Ownership

Programs
That Work

Partner
Vendors

The Glue
That Binds

Only School Districts

- 18 School Districts
- In Four Counties
- Unique Issues Specific to Schools
- Opportunity to Manage Risk Collectively
- JIF Owner/Member of SPELL
- 76 School Districts in SPELL

Ownership



You Are the Decision Makers



You Create and Oversee Committees



You Control Budget



You Make Membership Decisions



You Decide What Programs Work Best

Programs That Work

- Comprehensive Safety Training (In District and Online)
- Safety Incentive Program
- Mold Seminar
- Boiler Operator Training
- Annual Joint Retreat
 - *Employment Law*
 - *Cyber*
 - *Internal Risk Management and Safety*

Partner Vendors

- Actuary
- Auditor
- Claim Administrators
- Defense Panel
- Executive Director
- JIF Attorney
- Managed Care
- Medical Panel
- Risk Management Consultants
- Safety Professionals



Thank You JIF Professionals!

- The Actuarial Advantage, Actuary
- Bowman and Company, LLP, Auditor
- Hardenbergh Insurance Group, Student Accident Administrator
- Louis Greco, Esquire, JIF Solicitor
- Qual-Lynx, Managed Care Provider/Claims TPA
- Risk Assessment Services, Safety Director
- Arthur J. Gallagher & Co., JIF Administrator

Sponsor of This Evening's Cocktails



The Glue That Binds

School Business Administrators

Manages More than Finance and Operations





District Risk Management Leader!



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A Clear Vision



Risk
Evolves

Opportunity

Mold
Drones
Cyber

Peer Into
the Future

Risk Evolves

- Demographic Changes
- Generational Changes
- Technological Changes
- Political Changes

Opportunity

- Change Brings Opportunity
- We Must View Risk Clearly
- Work Together to Manage

Mold

- Coverage is Disappearing
- 5th Annual Mold and IAQ Seminar July 2017

Drones

- Second Year with Aviation Policy Coverage
- A Smart Policy

Information Technologies Risk (Cyber)

- 5th Year with Cyber Coverage
- Dynamic Change is Creating Risk

Peer Into the Future

Must Prepare for What's Next....

- Shift in Cyber Risks
- IOT - "Internet Of Things"
- Artificial Intelligence - Autonomous Vehicles
- Changing Workforce
- Boundary Violations (Harassments)
- Impact of Worldwide Catastrophic Insurance Losses
- Marijuana – Medical Use/Recreational Use



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How Do We Do It?



Organizational
Structure

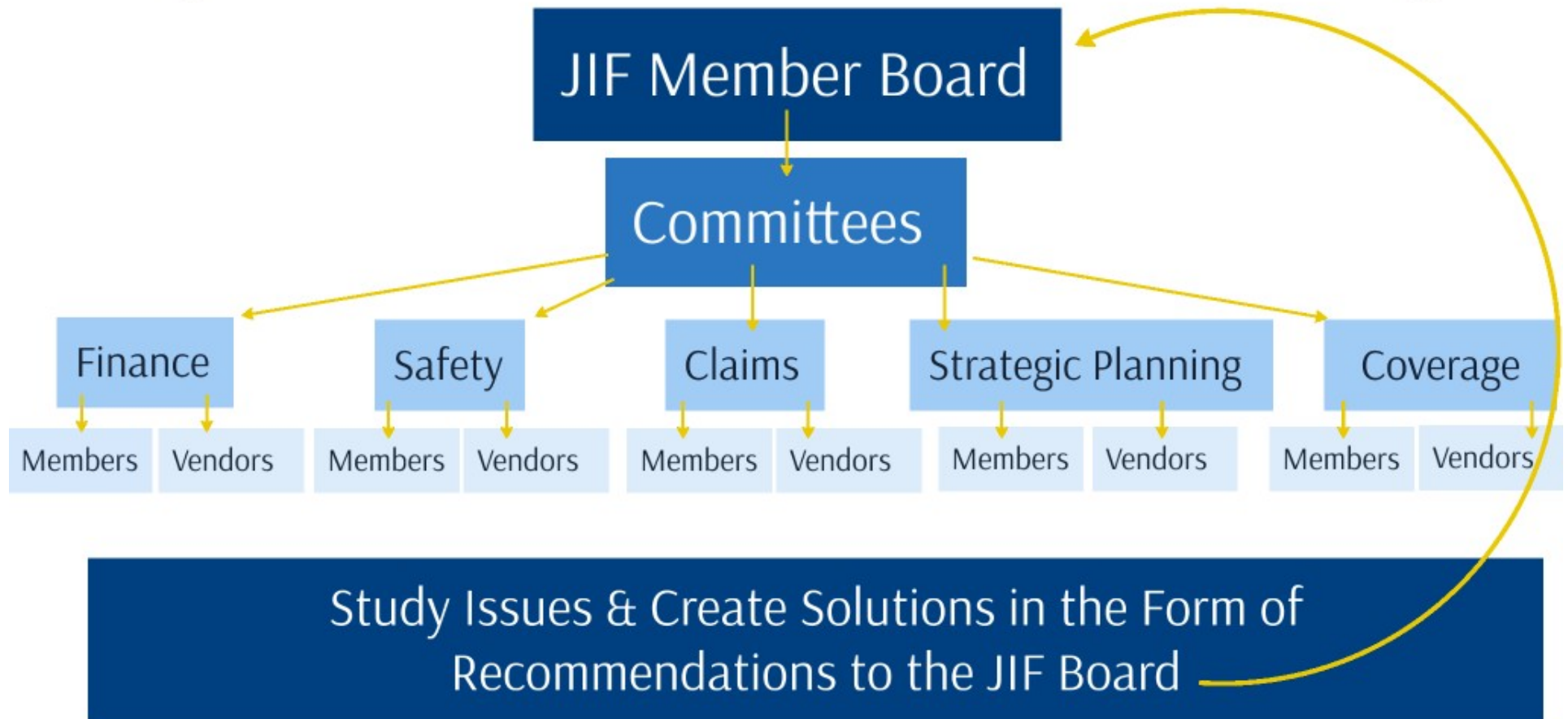
Lots of
Coverage

Money
Structure

How Are We
Doing?

Achievement
Awards

Organizational Structure & Decision Making

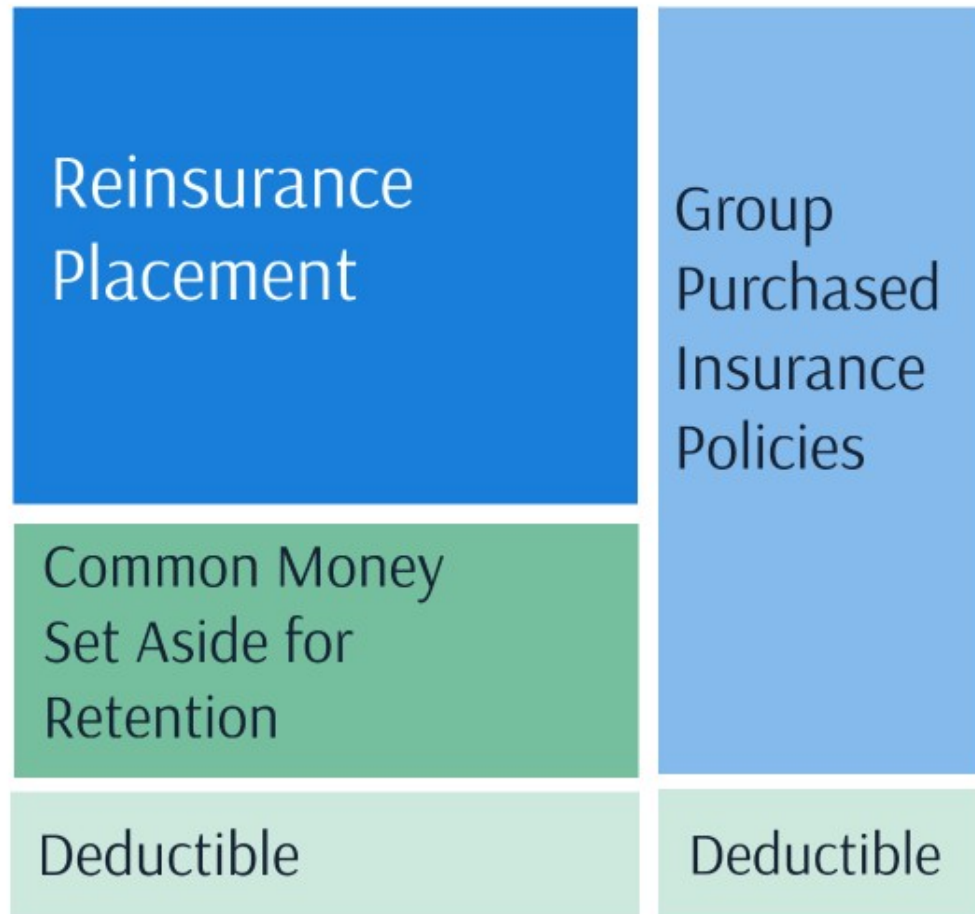


Lots of Coverage

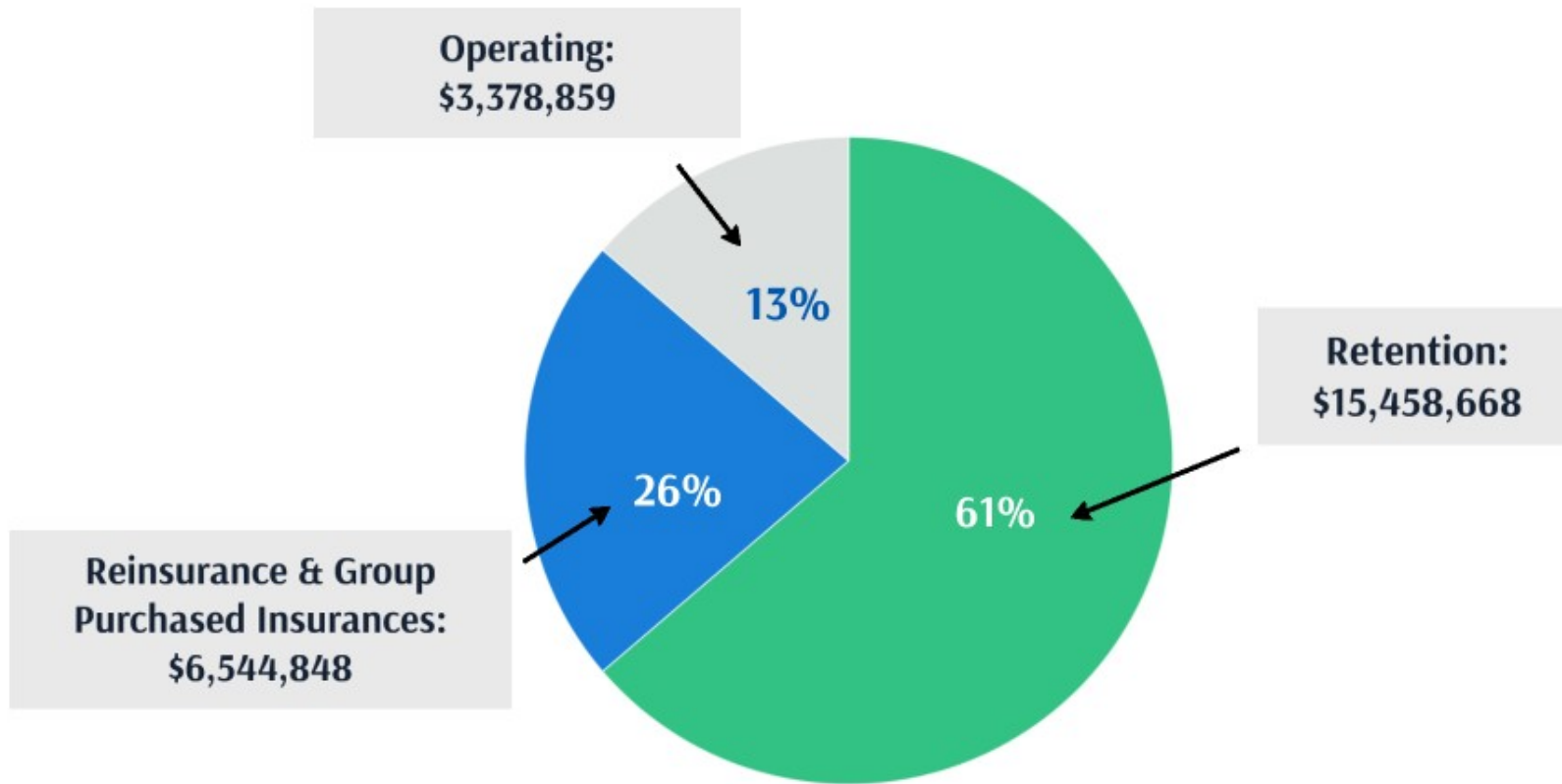
Your Coverage:

- **Auto:** \$20,000,000
- **Boiler & Machinery:** \$125,000,000
- **Crime:** \$500,000
- **Cyber Liability:** \$5,000,000
- **Disaster Management:** \$40,000,000
- **Educators Legal Liability:** \$20,000,000
- **General Liability:** \$20,000,000
- **Pollution Environmental (Mold):** \$12,000,000
- **Property Liability:** \$175,000,000
- **Student Accident:** \$1,000,000
- **Terrorism/Sabotage:** Varies by Coverage
- **TULIP Special Event:** \$1,000,000
- **UAS/Drones:** \$1,000,000
- **Violent Malicious Acts:** \$8,000,000
- **Workers' Compensation:** Statutory

Coverage Layers

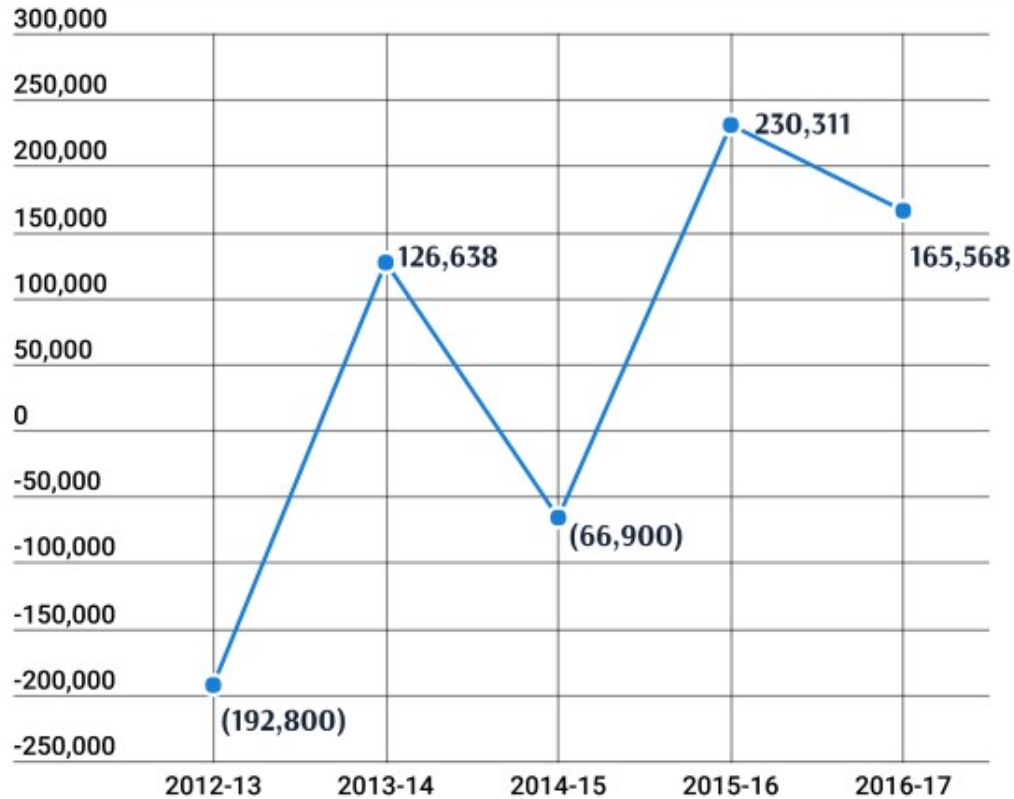


GCSSD JIF BUDGETS OVER 5 YEARS



GCSSD JIF Retention Fund Most Recent Five Years

Loss or Gain By Year
2013 through 2017
(Budgeted loss funds
less losses)



\$262,817
Cumulative Retained
Earnings
2013 to 2017

GCSSD JIF Performance

July 1, 1998 through June 30, 2017

Total Contribution/Premium:	58,954,331	100%
Total Generated Surplus:	2,863,122	5%
Surplus Returned to Date:	<973,675>	2%
Net Cost: <small>(Original Premium less Total Generated Surplus)</small>	56,091,209	95%

Hard Work Must Be Rewarded

Your Internal Risk Management Team is Working Hard

- Claims Management
- Safety Programs
- Organizational Awareness & Sensitivity to Risk



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Financial Performance Awards

Donna Contrevo

Gateway Regional SD
National Park Boro SD
Finance Committee Chair



Loss Ratio
< 90%

Loss Ratio
< 50%

5 Year Loss
Ratio < 50%

10 Year Loss
Ratio < 50%

Most
Improved

Thank You

Loss Ratio < 90%



Certificate of Excellence for
Maintaining a Loss Ratio Below 90%

\$500 Award!

And The Winners Are....



CONGRATULATIONS



East Greenwich

Monroe Township

Upper Deerfield



Loss Ratio < 50%



Certificate of Excellence for
Maintaining a Loss Ratio Below 50%

\$1,000 Award!

And The Winners Are....



CONGRATULATIONS



Deptford Township
Elk Township
Gateway Regional
National Park Boro
Oldmans Township
Pennsville

Salem County Vo-Tech
South Harrison Township
Washington Township
Wenonah
Westville
Woodbury Heights

5 Year Loss Ratio < 50%



Certificate of Excellence for
Maintaining a 5 Year Average
Loss Ratio Below 50%

\$1,000 Award!

And The Winners Are....



CONGRATULATIONS



Elk Township

Oldmans Township

Pennsville

South Harrison

Woodbury Heights



10 Year Loss Ratio < 50%



Certificate of Excellence for
Maintaining a 10 Year Average
Loss Ratio Below 50%

\$1,500 Award!

And The Winners Are....



CONGRATULATIONS



Pennsville



Westville Boro



Woodbury Heights

Financial Performance Awards



Most Improved District

\$1,000 Award

And the Winner Is.....

CONGRATULATIONS



Wenonah

With ZERO Claims in
2016-2017!



Thank You and Congratulations

Financial Performance Awards are Dependent on

- How we react to claims when they happen **AND**
- What we do everyday to reduce the chances that claims occur

When we do have claims, they begin within member districts with one person who is referred to as the ***District Claim Coordinator.***

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District Claims Awards

Prompt reporting of claims is one of the easiest ways to lower your total cost of risk; the sooner we learn about the claim the quicker we can engage in medical and disability management.



Prompt Reporting

Claim Coordinator
Special Recognition

Claim
Coordinator
Excellence Award

Thank You

Prompt Reporting is Key

Using the 0-3 day period as the baseline, the cost of a late reported claim is:

- 9% more if reported between 4-7 days**
- 20% more if reported between 1-2 weeks**
- 32% more if reported between 3-8 weeks**
- 72% more if reported at one month or later**

\$10,507,632
***Paid out in Workers Comp
Claims in last 5 Years***

If we had reported late by:

4-7 days	+	\$945,687
1-2 weeks	+	\$2,101,526
3-8 weeks	+	\$3,362,442
1 mo. or later	+	\$7,565,495



District Claim Coordinator
Special Recognition



**Average Days to Report Claims
Between 1 and 3 Days**

And the Winners Are...

CONGRATULATIONS



East Greenwich

Elk Township

Monroe Township

Penns Grove-Carneys Point

South Harrison

Washington Township

District Claim Coordinator Excellence Award



**Reporting Claims
Within 24 Hours**

And the Winners Are...

CONGRATULATIONS



Deptford Township

Fairfield Township

Gateway Regional

National Park

Upper Deerfield

Westville Borough

Woodbury Heights

Thank You and Congratulations to All District Claims Coordinators



From how to manage claims to how to avoid them....



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Safety Recognition Awards

John Geitz & Jim Weber
JIF Safety Directors
Risk Assessment Services

Safety
Presentation

Safety
Incentive
Program

Safety Stars
& Heroes

Combined
Cash Awards

Safety Must Be Organizational

A weak safety culture led to the 2016 derailment of an Amtrak train that killed two employees (and injured 39), according to a report published Tuesday November 21, 2017 by the National Transportation Safety Board.



-BusinessInsurance.com

Source: <http://www.businessinsurance.com/article/20171115/NEWS08/912317285/Safety-culture-led-to-Amtrak-derailment-National-Transportation-Safety-Board>

Safety Includes: ***Education***

- Leadership Education & Training
- Comprehensive Training Programs for all Employees
- Periodic Safety Newsletters
- Safety Manual
- Risk Management Seminars
- On-Line Training through PublicSchoolWORKS

Safety Includes: ***Risk Management Services & Assistance***

- Safety Surveys
- Accident Investigations
- Playground Safety Evaluations
- Safety Committee Assistance
- IAQ/Mold Surveys
- Floor Resistance Safety Testing
- Traffic Flow Analyses
- Noise Level Studies
- Code Compliance Assistance

Safety Facts

In 2016-17:

305 Classes
Conducted

6,876 People
Trained

Since Inception:

3,407 Classes
Conducted

76,932 People
Trained

Average Cost

\$11.56 Per Employee

- Program launched March of 1998
- Nearly 70 courses have been developed
- Available at a time and location convenient to YOU!
- Savings to the districts of nearly \$2 million



All Included in the JIF
Program!

Safety Incentive Program

Two Award Levels:



Basic Criteria – 5 winners

Elite – 7 winners

12 of 18 GCSSD districts qualified!



Basic Award Level Winners



\$1,000 Award

And the Winners Are....



Basic Award Level Winners



Oldmans Township
Penns Grove - Carneys Point
Pennsauken
Westville
Woodbury Heights



Elite Award Level Winners



\$1,500 Award

And the Winners Are....



Elite Award Level Winners



Deptford Township
Gateway Regional
Monroe Township

National Park
Upper Deerfield
Washington Twp.

Wenonah

2016-17 Safety Star of the Year

And the Winner is.....



2016-17 Safety Star of the Year

**Peg Meehan
Washington Township
Board of Education**



2016-17 Safety District of the Year

And the Winner is.....



2016-17 Safety District of the Year



**Wenonah
Board of Education**



2016-2017 Combined Cash Awards



East Greenwich	\$500
Salem County Vo-Tech	\$1,000
Pennsauken	\$1,000
Penns Grove-Carneys Point	\$1,000
South Harrison	\$2,000
Upper Deerfield Township	\$2,000
Monroe Township	\$2,000
Elk Township	\$2,000
Deptford Township	\$2,500
Gateway Regional	\$2,500
Washington Township	\$2,500
National Park	\$2,500
Oldmans	\$3,000
Pennsville	\$3,500
Westville Borough	\$3,500
Woodbury Heights	\$4,500
Wenonah	\$6,000

\$42,000 Total

Thank You For Joining Us



All of the students, staff and communities we serve benefit from your dedication.

As you leave to go home, please accept a small token of our appreciation.



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