GARDEN STATE MUNICIPAL JOINT INSURANCE FUND STATEMENT OF OPERATIONS BY FUND YEAR As of April 30, 2020



| | YTD 2020 | Year Ended 2019 | Year Ended 2018 | Year Ended 2017 | Year Ended 2016 | Year Ended 2015 | Year Ended 2014 | Year Ended 2013 | Year Ended 2012 | Year Ended 2011 | Year Ended 2010 | Years Ended 2007-2009 | Years Ended 2002-2006 | Fund Balance |
|--|---------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|--|--|-----------------------------|
| nderwriting Income pecial Assessment Plan | 11,907,359 | 34,015,322 | 32,833,627 | 30,830,022 | 29,086,556 | 28,199,165 | 27,425,461 | 24,914,744 | 23,690,399 | 21,153,241 | 19,805,748 | 45,216,734 | 41,663,511 4,319,955 | 370,741,8 4,319,9 |
| otal Income | 11,907,359 | 34,015,322 | 32,833,627 | 30,830,022 | 29,086,556 | 28,199,165 | 27,425,461 | 24,914,744 | 23,690,399 | 21,153,241 | 19,805,748 | 45,216,734 | 45,983,466 | 375,061,8 |
| aim Expenses | | | | | | | | | | | | | | |
| Losses | 1,883,838 | 15,574,998 | 14,208,348 | 14,339,061 | 13,438,245 | 12,257,608 | 15,343,011 | 13,881,551 | 14,862,517 | 9,449,642 | 8,793,312 | 18,934,935 | 18,539,020 | 171,506,0 |
| Loss Adjustment Expenses | 540,896 | 3,389,585 | 4,617,559 | 3,861,011 | 4,557,862 | 4,109,459 | 5,058,412 | 6,596,177 | 5,409,575 | 3,570,380 | 4,162,958 | 9,572,429 | 8,673,128 | 64,119, |
| IBNR | 5,418,604 | 7,953,162 | 3,610,770 | 33,506 | 654,253 | 434,146 | 374,319 | 183,191 | 216,757 | 113,350 | - | - | 62,728 | 19,054 |
| EPL Deductible & Co-Insurance | (237,824) | (737,046) | (758,707) | (315,160) | (369,045) | (765,682) | (902,162) | (780,653) | (672,161) | (409,419) | (628,313) | (577,036) | (809,985) | (7,963 |
| Excess Recoveries | (23,200) | (4,167,545) | (601,847) | (1,672,072) | (3,212,398) | (2,058,152) | (3,935,063) | (9,344,733) | (7,059,403) | (1,419,031) | (1,361,888) | (2,169,090) | (2,550,240) | (39,574 |
| WC | | (196,150) | | (1,191,162) | | | | (1,310,093) | (66,534) | (562,639) | (63,096) | (436,595) | (2,340,240) | (6,16 |
| GL | | | | | (4,313) | | (99,459) | (140,542) | | (4,903) | | (25,254) | | (23 |
| LEL | (23,200) | | | | (1,053,459) | | (1,281,354) | (1,841,231) | (1,794,645) | | | | | (5,99 |
| AL | | | | (453,341) | (428,718) | (420,075) | (1,569,107) | (339,573) | | | | (795,992) | | (4,0 |
| Property | | (3,971,395) | (601,847) | (27,568) | (895,992) | (222,951) | | (112,187) | (3,638,305) | (370,245) | (7,541) | - | | (9,84 |
| EPL/POL | | | | | (829,916) | (1,415,126) | (985,142) | (5,601,107) | (1,559,920) | (481,243) | (892,028) | (416,247) | (210,000) | (12,3 |
| EPL/POL Aggregate Stop | | | | | | | | | | | | (495,002) | | (49 |
| Corridor Retention Endorsement | | | | | | | | | | | | | | |
| All Lines Aggregate Stop | - | - | | | | | | | - | | (399,223) | | | (3 |
| Total Claim Expense | 7,582,314 | 22,013,154 | 21,076,122 | 16,246,347 | 15,068,918 | 13,977,379 | 15,938,517 | 10,535,533 | 12,757,284 | 11,304,922 | 10,966,069 | 23,592,147 | 23,914,651 | 207,142 |
| penses Excess Premiums General Administrative Expenses Total Expenses | 2,709,119 2,782,464 5,491,583 | 7,512,900 8,246,755 15,759,655 | 6,616,237 7,975,040 14,591,277 | 6,715,167 7,545,961 14,261,128 | 6,328,342 7,210,126 13,538,468 | 6,495,715 7,029,228 13,524,943 | 6,740,965 6,942,632 13,683,597 | 6,173,018 6,314,015 12,487,033 | 5,188,128 6,015,415 11,203,543 | 4,047,006 5,019,195 9,066,201 | 3,922,628 4,236,550 8,159,178 | 10,512,705 <u>9,769,643</u> 20,282,348 | 15,350,050 <u>9,281,656</u> 24,631,706 | 88,311 88,368 176,680 |
| derwriting Profit/(Loss) | (1,166,538) | (3,757,487) | (2,833,773) | 322,547 | 479,170 | 696,844 | (2,196,653) | 1,892,178 | (270,429) | 782,118 | 680,501 | (826,852) | (2,562,891) | (8,761 |
| Realized/Unrealized Gains/(Losses) | 79,264 | 393,013 | 329,104 | 188,379 | 125,331 | 73,733 | 8,565 | 72,055 | 66,240 | 329,775 | 314,254 | 343,896 | 28,677 | 2,35 |
| rest Income | 30,244 | 295,346 | 417,781 | 438,210 | 419,818 | 376,786 | 255,298 | 315,017 | 202,355 | 235,696 | 220,528 | 799,350 | 1,454,821 | 5,46 |
| Investment Income | 109,508 | 688,359 | 746,885 | 626,589 | 545,149 | 450,518 | 263,863 | 387,071 | 268,595 | 565,470 | 534,782 | 1,143,246 | 1,483,498 | 7,81 |
| | | | | | | | | | | | | | | |
| atutory Surplus (Deficit) | (1,057,030) | (3,069,128) | (2,086,887) | 949,136 | 1,024,319 | 1,147,362 | (1,932,790) | 2,279,249 | (1,834) | 1,347,588 | 1,215,283 | 316,394 | (1,079,393) | (947 |
| f Underwriting Income | -8.9% | -9.0% | -6.4% | 3.1% | 3.5% | 4.1% | -7.0% | 9.1% | 0.0% | 6.4% | 6.1% | 0.7% | -2.6% | |
| | _ | (3,269,848) | (2,260,129) | 826,632 | 949,750 | 1,077,605 | (1,954,506) | 2,217,970 | (1,305) | 1,320,107 | 1,195,972 | 406,510 | (1,079,342) | (57 |
| 12/31/2019 | | | 470.044 | 122,504 | 74,569 | 69,757 | 21,716 | 61,279 | (529) | 27,481 | 19,311 | (90,116) | (50) | (37 |
| | (1,057,030) | 200,720 | 173,241 | 122,001 | , | | | | | | | | | |
| : 12/31/2019 Variance Previous Month Variance | (1,057,030) (792,850) (264,180) | 200,720 (3,052,600) (16,528) | (2,077,226) (9,662) | 954,042 (4,905) | 1,027,361 (3,042) | 1,148,437 (1,075) | (1,931,002) (1,788) | 2,279,244 5 | (699) (1,135) | 1,347,860 (272) | 1,215,455 (172) | 324,800 (8,406) | (1,079,384) (8) | (63 (31 |

\$18.925m in 2017, -\$23.596m in 2018, \$12.455m in 2019, and \$12.851m in 2020. (2019 and 2020 excludes WC,property, and APD). Note 3: Fund years 2002 through 2006 are aggregated based on commissioner's request. Note 4: Variance vs. previous month and previous year includes the 2002 to 2006 supplemental assessment booked at December 31, 2016.

| Overall Statistics | | | | | | | | | | | | | | |
|------------------------------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------|-------|--------|
| Total Members Total Claims | 41 859 | 40 3,138 | 40 3,540 | 38 3,219 | 37 3,177 | 36 3,227 | 35 3,274 | 32 2,651 | 31 2,803 | 28 2,526 | 26 2,240 | 6,079 | 7,236 | 43,969 |
| Severity Rate Total Open Claims | 134 451 | 139 460 | 140 245 | 139 196 | 137 118 | 140 73 | 140 51 | 138 36 | 145 21 | 145 12 | 143 11 | 22 | 20 | 1,716 |

* Severity rate is calculated as total GSMJIF incurred loss per \$1,000,000 of total payroll for all member towns in aggregate.

GARDEN STATE MUNICIPAL JOINT INSURANCE FUND STATEMENT OF OPERATIONS BY FUND YEAR As of May 31, 2020



| | YTD 2020 | Year Ended 2019 | Year Ended 2018 | Year Ended 2017 | Year Ended 2016 | Year Ended 2015 | Year Ended 2014 | Year Ended 2013 | Year Ended 2012 | Year Ended 2011 | Year Ended 2010 | Years Ended 2007-2009 | Years Ended 2002-2006 | Fund Balance |
|---------------------------------------|-------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------------|--------------------------|-----------------|
| Inderwriting Income | 14,884,198 | 34,015,322 | 32,833,627 | 30,830,022 | 29,086,556 | 28,199,165 | 27,425,461 | 24,914,744 | 23,690,399 | 21,153,241 | 19,805,748 | 45,216,734 | 41,663,511 | 373,718,72 |
| pecial Assessment Plan | | | | | | | | | | | | | 4,319,955 | 4,319,95 |
| otal Income | 14,884,198 | 34,015,322 | 32,833,627 | 30,830,022 | 29,086,556 | 28,199,165 | 27,425,461 | 24,914,744 | 23,690,399 | 21,153,241 | 19,805,748 | 45,216,734 | 45,983,466 | 378,038,684 |
| Claim Expenses | | | | | | | | | | | | | | |
| Losses | 2,516,143 | 15,622,381 | 14,288,141 | 14,391,900 | 13,395,168 | 12,459,810 | 15,430,595 | 13,881,551 | 14,860,487 | 9,440,963 | 8,793,271 | 18,934,935 | 18,538,582 | 172,553,92 |
| Loss Adjustment Expenses | 741,439 | 3,411,630 | 4,653,646 | 3,915,133 | 4,542,398 | 4,164,107 | 5,088,176 | 6,596,177 | 5,411,605 | 3,579,196 | 4,162,999 | 9,572,429 | 8,673,566 | 64,512,50 |
| IBNR | 6,681,734 | 7,924,922 | 3,495,400 | - | 721,231 | 180,874 | 282,788 | 183,191 | 219,386 | 113,415 | - | - | 63,130 | 19,866,07 |
| EPL Deductible & Co-Insurance | (403,424) | (739,197) | (758,734) | (315,160) | (366,508) | (765,692) | (902,162) | (780,653) | (672,161) | (409,419) | (628,313) | (577,036) | (809,985) | (8,128,44 |
| Excess Recoveries | (58,000) | (4,204,263) | (601,847) | (1,707,072) | (3,219,064) | (2,061,702) | (3,960,871) | (9,344,733) | (7,059,403) | (1,419,031) | (1,361,888) | (2,169,090) | (2,550,240) | (39,717,20 |
| WC | | (196,150) | | (1,191,162) | | | | (1,310,093) | (66,534) | (562,639) | (63,096) | (436,595) | (2,340,240) | (6,166,5 |
| GL | | - | | - | (4.313) | | (99,459) | (140,542) | - | (4,903) | - | (25,254) | - | (274,47 |
| LEL | (58.000) | | | | (1,053,459) | | (1,299,663) | (1,841,231) | (1,794,645) | - | | - | | (6.046.99 |
| AL | - | | | (488,341) | (428,718) | (420.075) | (1,569,107) | (339,573) | | | | (795,992) | | (4,041,80 |
| Property | | (4,008,113) | (601,847) | (27,568) | (895,992) | (222,951) | - | (112,187) | (3,638,305) | (370,245) | (7,541) | - | | (9,884,75 |
| EPL/POL | | - | - | | (836,582) | (1.418.676) | (992.642) | (5.601.107) | (1.559.920) | (481,243) | (892,028) | (416,247) | (210.000) | (12,408,44 |
| EPL/POL Aggregate Stop | | | | | (/ | (1,112,212) | (| (0,001,101) | (.,,, | (| (000,000) | (495,002) | (,, | (495,00 |
| Corridor Retention Endorsement | | | | | | | | | | | | (100,002) | | (100,00 |
| All Lines Aggregate Stop | | | | | | | | | | | (399.223) | | | (399.22 |
| Total Claim Expense | 9.477.892 | 22.015.473 | 21.076.605 | 16.284.802 | 15.073.225 | 13.977.398 | 15.938.526 | 10.535.533 | 12,759,914 | 11.305.124 | 10.966.069 | 23,592,147 | 23.915.052 | 209.086.85 |
| xpenses Excess Premiums | 3,386,398 | 7,512,900 | 6,616,237 | 6,715,167 | 6,328,342 | 6,495,715 | 6,740,965 | 6,173,018 | 5,188,128 | 4,047,006 | 3,922,628 | 10,512,705 | 15,350,050 | 88,989,25 |
| General Administrative Expenses | 3,478,080 | 8,246,755 | 7,975,040 | 7,545,961 | 7,210,126 | 7,029,228 | 6,942,632 | 6,314,015 | 6,015,415 | 5,019,195 | 4,236,550 | 9,769,643 | 9,281,656 | 89,064,29 |
| Total Expenses | 6,864,479 | 15,759,655 | 14,591,277 | 14,261,128 | 13,538,468 | 13,524,943 | 13,683,597 | 12,487,033 | 11,203,543 | 9,066,201 | 8,159,178 | 20,282,348 | 24,631,706 | 178,053,55 |
| nderwriting Profit/(Loss) | (1,458,173) | (3,759,806) | (2,834,256) | 284,092 | 474,863 | 696,824 | (2,196,662) | 1,892,178 | (273,058) | 781,917 | 680,501 | (826,852) | (2,563,292) | (9,101,72 |
| et Realized/Unrealized Gains/(Losses) | 89,312 | 377,026 | 317,081 | 177,262 | 117,619 | 66,771 | 6,934 | 68,298 | 64,345 | 327,575 | 312,994 | 343,460 | 28,677 | 2,297,35 |
| nterest Income | 42,387 | 303,768 | 424,338 | 441,880 | 422,744 | 378,359 | 256,001 | 317,374 | 203,007 | 236,515 | 221,234 | 799,629 | 1,454,821 | 5,502,05 |
| let Investment Income | 131,699 | 680,794 | 741,419 | 619,142 | 540,363 | 445,130 | 262,936 | 385,672 | 267,352 | 564,089 | 534,227 | 1,143,089 | 1,483,498 | 7,799,41 |
| | | | | | | | | | | | | | | |
| tatutory Surplus (Deficit) | (1,326,474) | (3,079,012) | (2,092,836) | 903,234 | 1,015,226 | 1,141,955 | (1,933,727) | 2,277,850 | (5,706) | 1,346,006 | 1,214,728 | 316,237 | (1,079,794) | (1,302,31 |
| of Underwriting Income | -8.9% | -9.1% | -6.4% | 2.9% | 3.5% | 4.0% | -7.1% | 9.1% | 0.0% | 6.4% | 6.1% | 0.7% | -2.6% | -0.3 |
| at 12/31/2019 | - | (3,269,848) | (2,260,129) | 826,632 | 949,750 | 1,077,605 | (1,954,506) | 2,217,970 | (1,305) | 1,320,107 | 1,195,972 | 406,510 | (1,079,342) | (570,58 |
| Variance | (1,326,474) | 190,836 | 167,292 | 76,602 | 65,476 | 64,349 | 20,779 | 59,880 | (4,401) | 25,899 | 18,756 | (90,272) | (452) | (731,73 |
| at Previous Month | (1,057,030) | (3,069,128) | (2,086,887) | 949,136 | 1,024,319 | 1,147,362 | (1,932,790) | 2,279,249 | (1,834) | 1,347,588 | 1,215,283 | 316,394 | (1,079,393) | (947,72 |
| Variance | (269,444) | (9,884) | (5,949) | (45,902) | (9,093) | (5,407) | (937) | (1,399) | (3,873) | (1,583) | (555) | (157) | (402) | (354,58 |

Note 2: Unimate rosses based upon the 2013 year-end test tot study.
Note 2: Fund years 2010 through 2019 include an aggregate stop loss protection to cap losses at ~\$10.9m in 2010, ~\$11.8m in 2011, ~\$13.4m in 2012, ~\$14.2m in 2013, ~\$16.5m in 2014, ~\$17.2m in 2015, ~\$17.25m in 2016, \$18.925m in 2017, ~\$23.596m in 2018, \$12.455m in 2019, and \$12.851m in 2020 excludes WC,property, and APD).
Note 3: Fund years 2002 through 2006 are aggregated based on commissioner's request.
Note 4: Variance vs. previous month and previous year includes the 2002 to 2006 supplemental assessment booked at December 31, 2016.

| Overall Statistics | | | | | | | | | | | | | | |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------|-------|--------|
| Total Members Total Claims | 41 1,112 | 40 3,145 | 40 3,540 | 38 3,222 | 37 3,177 | 36 3,226 | 35 3,276 | 32 2,651 | 31 2,803 | 28 2,526 | 26 2,240 | 6,079 | 7,236 | 44,233 |
| Severity Rate Total Open Claims | 134 524 | 140 418 | 141 243 | 139 187 | 138 116 | 140 72 | 140 51 | 138 36 | 145 20 | 145 12 | 143 11 | 22 | 20 | 1,732 |

* Severity rate is calculated as total GSMJIF incurred loss per \$1,000,000 of total payroll for all member towns in aggregate.