

ONE BILLION STRONG

KEEP ON KICKING
FALL 2023



New Jersey
Health Insurance Fund

Schools | Municipalities | Public Entities

"hi" fund CHAIRPERSONS



Gateway BMED FUND

Bergen Municipal
Employee Benefits Fund
Gregory Hart, Chair



Central Jersey FUND

Central Jersey Regional
Employee Benefits Fund
Tom Nolan, Chair



Municipal Reinsurance
Health Insurance Fund
Silvio Esposito, Chair



North Jersey Municipal
Employee Benefits Fund
Scott Heck, Chair



Schools Health Insurance Fund
Joseph Collins, Chair



Southern Coastal FUND

Southern Coastal Regional
Employee Benefits Fund
Rich Davidson, Chair



Southern Jersey FUND

Southern New Jersey Regional
Employee Benefits Fund
Michael Mevoli, Chair



Southern Skylands FUND

Southern Skylands Regional
Health Insurance Fund
Colleen Mahr, Chair



Burlington County INSURANCE COMMISSION

Burlington County
Insurance Commission
Ashley Buono, Chair



METROPOLITAN HEALTH INSURANCE FUND

Metropolitan
Health Insurance Fund
Jenny Mundell, Steering Committee, Chair

WELCOME TO THE "hi" fund

One BILLION STRONG and Still Growing.

With the partnerships of our Broker community and carriers, the "hi" family of Funds now serve over 300 public entities in New Jersey. We are the largest non-state-based benefits pool in New Jersey and one of the largest in the United States.

Our membership includes counties, municipalities, authorities, and schools hailing from as far North as Vernon to below Exit "0" in Lower Cape May. We cover 120,000 members lives and over 40,000 public employees.

The tremendous success of the Funds has resulted in two exciting announcements:

1. The Funds have reached a **One Billion Dollar Collective Annual Budget!** You can read more about the impact of this amazing milestone on pages 6 - 8.
2. Our newest Fund, **Metropolitan Health Insurance Fund (Metro)**, will go LIVE on 01/01/2024. Metro has 9 members with more than 4,300 participants and services larger public entities and school districts in the counties of Middlesex, Union, Essex, and Hudson.

The 31-year track record of savings and reliability of our Funds continues to expand our membership. Between July 2022 and September 2023, the Funds added 41 new groups and an impressive 7,100 new lives. The School Health Insurance Fund also welcomed it's 111th school district, elevating the number of school districts to 136 in the Fund.

The financial stability of the fund is stronger than ever, and we continue to hold down costs:

- + \$1.042 Billion Collective Annual Budget
- + \$209 Million in Surplus
- + \$303 Million in Dividends
- + 1.73% Average Rate Increase over 5 Years

The "hi" fund is proud to provide personalized, professional service and premier quality health benefits with top-tier providers and partners, at sustainable costs. Collectively, we offer over 1,000 medical plans that meet the collective bargaining requirements of each member.

We are committed to finding creative ways to improve health and wellness and manage chronic conditions, streamlining the health benefits enrollment and management process, and developing working solutions to deal with mounting insurance changes and challenges in the State.

We know and understand public entities! Contact us to find out how the "hi" Funds can protect your future bottom line and provide quality health benefits for your employees and their families. Health Benefits are personal and critical and help you as a public employer recruit and retain top talent.


Joseph DiBella
Executive Partner



MEET THE "hi" fund

New Jersey Health Insurance Fund (hi) is built on the simple and powerful idea of shared services — a pool allowing municipalities, schools, and other public entities to provide choice and value for employees while delivering savings, stability, and reliability for members.

Advantages

Since the "hi" funds are member owned and governed, they deliver greater customization and control over plans, options and savings.

- + Stable and predictable premium rates over time.
- + Fund Actuary determines required claim premiums, not the insurance carriers.
- + Controls insurance company profit and lowers expenses.
- + Streamlines claims management and data reporting.
- + Emphasizes the health and wellness of employees and their family members.
- + Member entities make the rules and design flexible plans.
- + Member entities can duplicate existing plans or customize plans based on specific needs.
- + Broker Friendly - No need to switch or change, we will work directly with your broker.

“The HIF has worked well for us and our employees. I haven't had any complaints about services, doctor selection, or availability and there is always someone to help if we have an issue. We have no plans on leaving.”

-- Jeanne Smith, Clerk of the Borough of Oceanport

SUCCESS AT A GLANCE

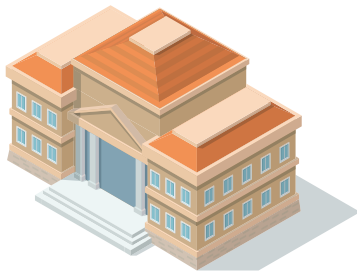
One Billion Strong



120,000
members lives

44,460
employees

308
public
entities



\$1.042B

collective annual budget

\$303M
in dividends (since 1992)

\$209M
in surplus

5 YEAR AVERAGES

1.73%
rate increase

30%
enrollment growth
rate per year



3+ months
of claims as surplus



WHAT YOU NEED TO KNOW

How do the “hi” funds operate?

The “hi” funds (HIFs) are public entities and are governed in the same fashion as Joint Insurance Funds (JIFs) are for property and casualty coverage. What makes these funds so effective is the high level of stakeholder involvement.

Each member entity has a seat at the table and selects one person to serve as their Fund Commissioner. The Commissioner becomes the voice of their school, municipality, or public entity, and serves on the governing body of the fund.

At the annual reorganization meeting, the Commissioners elect an Executive Committee to manage the monthly meetings and to make decisions that are in the best interest of the member entities within that specific HIF.

On a rotating basis, the “hi” funds perform a review process for all fund professionals that serve the funds.

- + Executive Director
- + Attorney
- + Medical TPA
- + Wellness Vendors
- + Program Manager
- + Auditor
- + Rx TPA
- + Actuary
- + Treasurer
- + Dental TPA

Broker/Consultant Role

Employee Benefits brokers and consultants are vetted by the “hi” funds and are an integral component of the overall success of the “hi” funds.

Powered by PERMA

PERMA serves as Executive Director for the “hi” funds. PERMA is responsible for preparing meeting agendas, minutes and records management. PERMA serves as the “back office,” with many other responsibilities including: accounting and general ledger functions, enrollment and COBRA administration, regulatory interface, and annual filings.

Powered by **PERMA** | RISK
MANAGEMENT
SERVICES

REACHING ONE BILLION WE ARE STILL KICKING!

“If you want to succeed you should strike out on new paths, rather than travel the worn paths of accepted success.”
-- John D. Rockefeller

Striking out on a new path is exactly what the New Jersey Health Insurance Fund (“hi” Fund) did in the early 90s when skyrocketing health insurance rates and market instability left public entities scrambling to manage this growing crisis.

The creation of Health Insurance Funds (HIFs) was groundbreaking in the health insurance arena, offering entities a way to pool resources to secure better pricing through economies of scale and giving public entities the power to be an active part of the solution.

That formula, along with innovative care strategies and strong broker partner relationships has enabled the Funds to continue to grow and reach the groundbreaking milestone of a combined annual budget of \$1.042 Billion. The “hi” family of nine Funds currently serves over 300 public entities including municipalities, counties, authorities, and schools.

Measuring the Milestone

“Piercing the billion-dollar threshold demonstrates the success, scalability, and sustainability of this program, and solidifies us as the premiere public entity benefit plan in the nation,” said Joseph DiBella, Executive Partner at Conner, Strong and Buckelew. “The bigger you are the more stable and predictable your program, and by leveraging that size we procure really strong deals for our members.”

Broker Joseph Madera, a Partner with the Hardenbergh Insurance Group, remarked that

reaching the \$1 billion mark is a game changer. “When you lead with that, it provides instant credibility to the HIF Funds. This isn’t some wing and a prayer, it is a well-thought-out organization that really focuses on the integrity of the pool. The members who participate with the HIF want to make sure the Funds continue to head in the right direction.”

“That billion-dollar number is significant, especially since they are using that aggregate to expand purchasing power and we [HIF funds and members] receive the direct benefit,” stated Gregory Hart, Administrator for the Borough of Franklin Lakes and Chair of the Bergen Municipal Employee Benefits Fund (Gateway/BMED). “HIFs are sound and stable financially, and the ‘hi’ Fund as a group has very healthy surplus levels. In this world where there is so little certainty, we really have a healthy outlook going forward on the BMED level and across the funds.”

Understanding Public Entities

How did the Funds reach One Billion? By always looking forward and having a true understanding of the pain points for public entities. DiBella explained, “We continually evaluate the marketplace, are attuned to the needs of public entities, and are often ahead of the curve when it comes to bringing participants the best solutions.”

1. The enormous pressure on public employers to find ways to stabilize health care costs.
2. The flexibility to build custom benefit plans and find affordable solutions for every group.
3. Giving member entities ownership of the Funds, encouraging collaboration, engagement, and transparency to know what is going on 24/7.
4. Getting results. A 5-year renewal rate average of 2%, unprecedented vs. the marketplace.

Rate Stability, Plan Flexibility & Savings

Skyrocketing benefit costs led West Deptford Township to join the Southern New Jersey Regional Employee Benefits Fund in 2021. "We were very happy to be able to join because they were talking about a 21% jump in the State Health Benefits. The savings alone would have done it, but the service provided was so much better than the state," remarked Michael Kwasizur, Chief Financial Officer of West Deptford Township. "Benefits are such a large built-in cost, so being able to save really helps your budget each year. Any savings you can offer to taxpayers is a huge benefit."

"The SHIF offered us over a million dollars in initial savings – that obviously got our attention," stated John Bilodeau, Superintendent of the Gloucester Township Schools, which joined the Schools Health Insurance Fund (SHIF) in June of 2021, after years of rising costs in a direct provider relationship. "I wanted us to have the safe harbor of the SHIF. I didn't like the spiking effect in our health quotes every year," noted Bilodeau who is also a SHIF Commissioner.

Plan flexibility and customization were a priority for the Borough of Oceanport. "We did an extensive evaluation before we switched, and the Central Jersey Fund was the best bet for the Borough. The plans they offer can be catered to what our bargaining agreements are, we are able to customize plans based on the need," said Jeanne Smith, Clerk of the Borough of Oceanport, a member of the Central Jersey Regional Employee Benefits Fund since 2016.

A Seat at the Table

Part of the recipe for success is direct member involvement in each Fund, which provides for greater control and transparency.

"All member entities have a seat at the table. The HIFs are managed and controlled by members, whether policy, claims, appeals, budget review and approval, or cost containment – they are making those decisions," explained Hart.

"As a member, I can attend monthly meetings and I find it useful to watch how they operate," said Peter Daquila, Business Administrator for the School District of the Chathams, a member of the SHIF. "They are a well-oiled unit and very cohesive, everyone on the board participates and it works."

"This structure creates transparency for the clients and creates greater 'policing' while still maintaining their autonomy," explained Broker Viviana Lamm, VP of Benefits for Acrisure. "As a big picture, they also have a voice in their benefits, which I love, in comparison to the state where they would not have that opportunity."

Broker Relationships

The broker-driven distribution model and the strength of the broker partner relationships continue to be integral to the success and continued growth of the Funds.

"We work directly with our broker partners, there is no competition, we work together to find solutions," said Jason Edelman, HIF Business Development Executive at CSB.

"The fact that the folks that manage the fund at the board level and professional level are open to broker input, solicit broker input, and value broker input is a big deal," explained Broker Jim Finn, Senior Vice President of Employee Benefits at Brown & Brown.

Twice a year, the Funds provide brokers with claims and premium information for their groups and handle the year-end reporting. Working together, they also save clients hundreds of wasted hours trying to navigate a complicated health care system and cut through the red tape and endless phone calls normally associated with getting an "answer."

"Brokers know they are getting better service through the HIFs and they have grown to trust us," added Edelman.

Maintaining the broker relationship is also important for public entities. "It is fantastic because I have developed a relationship with Jim [Finn], and I rely on and trust him," said Daquila.

"The level of service and support you get between the broker, the Fund, and PERMA professionals is one of the biggest selling points for the HIFs," added Madera. "You can't put a price tag on that."

“The rates have been much better than the market rate. There is no doubt we have saved the district money.”

-- Peter Daquila, B.A., School District of the Chathams

The Power of the Funds and Future Growth

With access to the best in industry attorneys, treasurers, auditors, a new QPA, and other industry professionals, the “hi” fund is a force to be reckoned with.

“We continue to leverage the size and girth of the Funds and drive down costs, but also to challenge the industry, to serve as a disruptor, to impact public policy and serve as an industry leader and innovator,” said DiBella.

The “hi” funds have partnered with groups like the Guardian Nurses to improve patient outcomes and control chronic conditions, Minute Clinics and telehealth services to increase access to care, and were one of the first to implement standard copays for Urgent Care facilities to reduce Emergency Room visits. The Funds also developed solutions – before the carriers did -- for extremely expensive gene therapies putting protections in place through stoploss to protect the member when these claims materialize.

“The future is very bright for the HIFS. They will continue to grow and prosper. What I like most about the HIF is their desire to continue to look for innovative ways to curb and manage costs,” noted Madera.

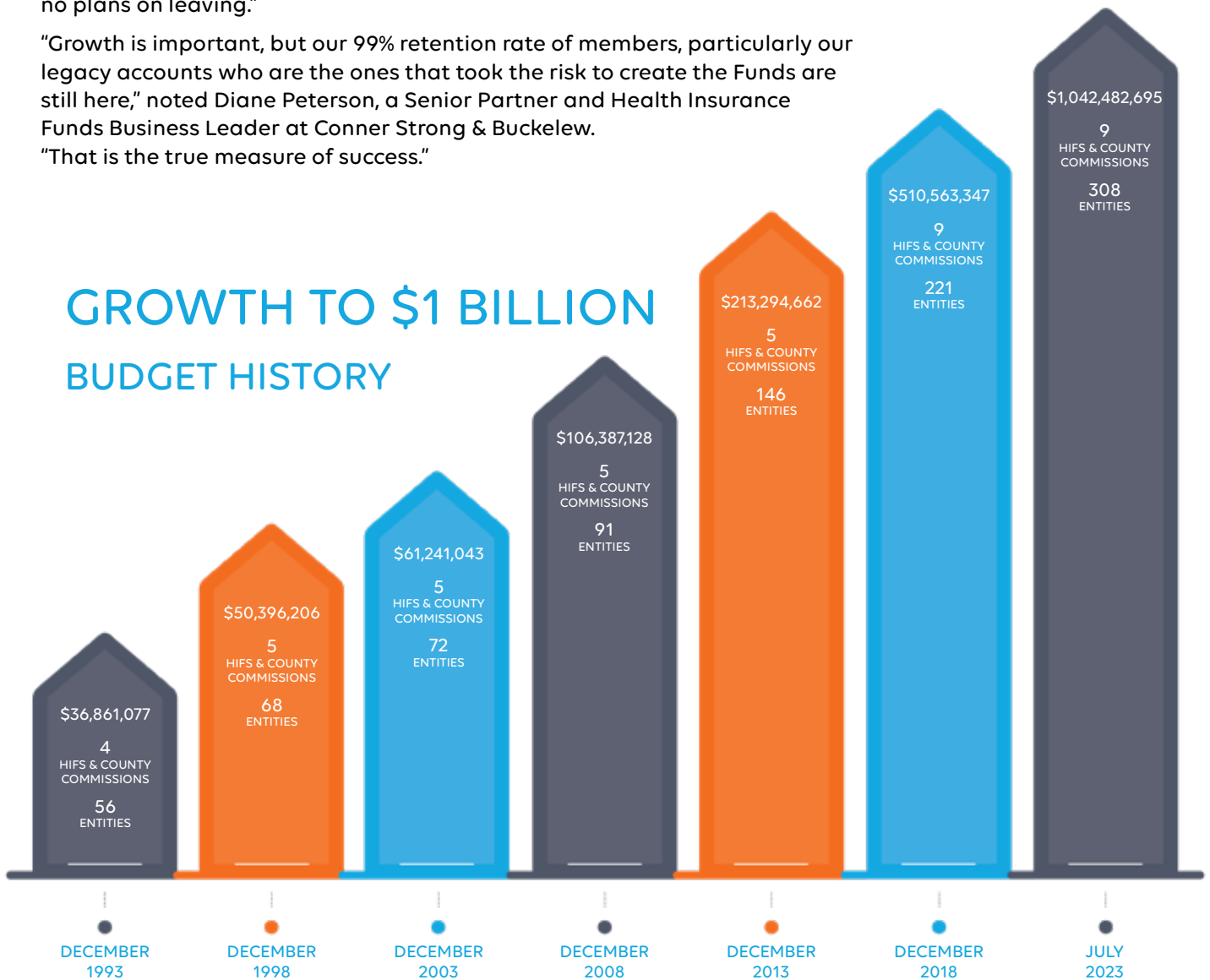
“We have had great renewal rates, it is very well funded, it is a very sound operation,” said Daquila, “I haven’t looked back since.”

“We know there will be some increases, especially with rising health care costs and being a school district in the northeast, but we know as a member of the SHIF we can manage, which is the goal,” said Bilodeau.

“The HIF has worked well for us and our employees. I haven’t had any complaints about services, doctor selection, or availability and there is always someone to help if we have an issue,” added Smith. “We have no plans on leaving.”

“Growth is important, but our 99% retention rate of members, particularly our legacy accounts who are the ones that took the risk to create the Funds are still here,” noted Diane Peterson, a Senior Partner and Health Insurance Funds Business Leader at Conner Strong & Buckelew.

“That is the true measure of success.”



SAVINGS & DIVIDENDS

The “hi” funds shared services approach and self-insured structure provides enormous leverage to keep pricing and costs significantly lower than fully-insured programs. The long-term stability and careful management of the funds can lead to a surplus. Since surplus dollars are owned by the members — not the insurance carriers — excess surplus is returned to the members through dividends.

Over the past 5 years the funds have paid

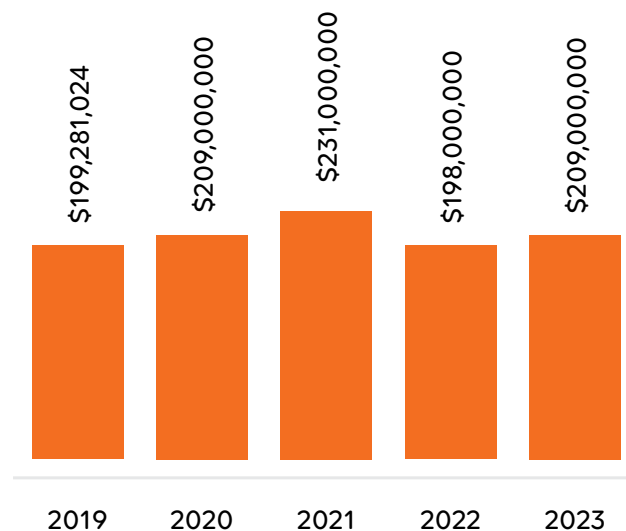
\$249 MILLION

in dividends to member entities

Since inception the funds have paid more than

\$303 MILLION

in dividends



5 Year Surplus Chart

Financial information and entity count as of 7/30/2023



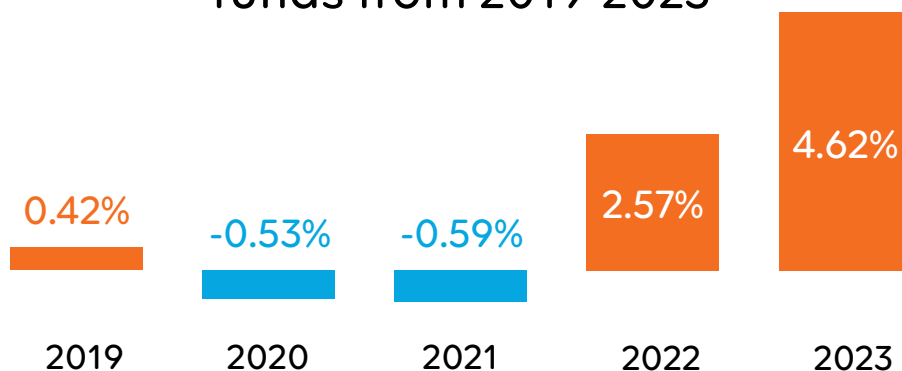
BUDGET MANAGEMENT

Delivering stable, predictable rates year-over-year is possible because we manage our funds with intense discipline, evaluate prospective members, and continue to implement innovative cost controls methods. Using features such as telehealth, pharmacy utilization protocols, medical case management techniques, and health and wellness grants, we can reduce the amount spent on claims and “flatten” premium variations over time.

On average, budget costs over the past 5 years have only increased on average

1.73%

Combined average increase for all funds from 2019-2023





BENEFITS

The “hi” fund Best in Class Administrators offer top of the line health plan products and services, and take the burden of tedious paperwork, plan management and reporting off the “to do” lists of our members.



Medical coverage is provided by: Aetna, AmeriHealth and Horizon OMNIA



Dental coverage is provided by: Delta Dental



Pharmacy coverage is provided by: Express Scripts



Medicare Eligible Retirees is provided by: Aetna and United Healthcare

The “hi” fund also includes these “value added” services for our member entities.



+ Through the network of Telehealth providers offered by AETNA and AmeriHealth, employees and their family members have the ability to get medical advice and prescriptions by phone or computer 24/7. This service has a ZERO \$0 copayment and is more convenient and less costly compared to a visit to urgent care or the emergency room. The HIFs also save claim dollars which produces lower premiums. These services are provided by:

+ TELADOC (Aetna Members)

+ MD LIVE (AmeriHealth Members)
*Changing to TELADOC in 2024

+ WEX (formerly benefitexpress) is a web-based, online enrollment service that helps consolidate billing, provides administrator access for enrollment changes.



+ COBRA & Retiree Billing Services are standard and included. We handle the notification letters, premium billing and premium collection. In addition, reporting and reconciliations are provided for each member entity and there is a call center for employer and employee inquiries.

+ Wellness Programs, locally run and supported



The “hi” fund also offers these health partnerships.

Everside Health offers members, employees and their families a higher level of access to primary care doctors, offices and medical services at reduced costs. Everside provides a variety of services including enhanced care management, assistance with managing chronic conditions, proactive outreach for testing and follow-up care. (Currently available through the Schools Health Insurance Fund)

Guardian Nurses include a team of experienced registered nurses (RN) who provide personalized care to employees and their family members to better manage their health, make informed decisions and guide them through the complex world of health care. (Currently available through the Schools Health Insurance Fund and Southern Coastal Fund)

Partnership Health Centers provide customized, patient-centered health programs built on the understanding and knowledge of coordinating care for the patient’s whole health to promote better outcomes. An on-site health center combines an array of primary care services under one roof, including mental health, pain management, pharmacy, and testing, screenings, and check-ups. Services are delivered by a dedicated team of health care professionals 7 days a week and there are never any co-pays. (Partnership Health Center is currently available through the Southern Skylands Health Insurance Fund).



HEALTH SUPPORT THAT CHANGES LIVES

Improving the health and well-being of our members and their families is a top priority for the "hi" fund. Partnering with the Guardian Nurses we have made tremendous strides in both cutting costs, managing acute and chronic conditions, and making a real difference in the lives of members.

Guardian Nurses has provided support for 11,094 patients in the Schools Health Insurance over the past five years. Over the past four years they have helped 2,089 patients in the Southern Coastal Regional Employee Benefits Fund.

Here are a few of the life-changing stories made possible by our partnership with the Guardian Nurses.



The Weight of the World

Marie was a compassionate, outgoing person who loved the beaches of North Wildwood, traveling, exploring, and helping those in need. Before her diagnosis, Marie experienced exhaustion for around a year. When Marie turned 50, her doctor urged her to schedule a routine colonoscopy. The procedure turned up devastating results. In March of 2020, Marie was diagnosed with colon cancer.

As soon as Marie received her diagnosis, her husband Pat turned to Guardian Nurses for help. "It took the weight of the world off my shoulders to know that Guardian Nurses was there," he said.

Throughout Marie's battle with cancer, the family had three Guardian Nurses there to help: Colleen, Lauren, and Alicia. "Each nurse we had devoted the same level of concern and care. From getting appointments, to making sure my wife had everything she needed, making sure me and my kids were okay, doing house visits, anything you can think of," said Pat. "It was above and beyond the normal call of duty."

Due to the timing of Marie's diagnosis, the family faced obstacles due to Covid-19 restrictions. "It was challenging for me because that first year of appointments, my wife was all alone. I was on a phone call and so was the nurse from Guardian Nurses. I was in a state of shock, I could hardly remember what was being said," described Pat. "We didn't know what questions to ask, I didn't know what notes to be taking. To know the nurse was there and taking notes, it was so reassuring," he added.

At the beginning of Marie's medical journey, she and Pat found themselves unhappy with the initial treatment options offered by the first hospital. So, the Guardian Nurses went to work. "They helped us get an appointment at the University of Pennsylvania Hospital and made getting a second opinion possible. We were much happier with this course of action for Marie's condition," said Pat.

Sadly, on May 19, 2023, Marie passed away after her relentless fight with cancer. Pat remembers his wife as a selfless individual who raised their boys to always care for others. He said that the Guardian Nurses provided that same type of selfless care to Marie, always ensuring that she received the care and attention she deserved.

Pat was so pleased with the work the Guardian Nurses provided, he continues to use the program to better care for himself. "I use Guardian Nurses for my cardiologist, my neurologist, and my regular doctor visits," he said. "I would encourage anybody to contact them, even if it's not a major diagnosis, they really help manage your care. I wish they were available for everybody in this country."



Guardian Angel

Three years ago, Heather was diagnosed with a rare kidney disease. She was administered steroids to help treat the symptoms of the disease, but it made her much sicker, and she wound up in the emergency room. That is where she met Guardian Nurse Stephanie.

"She came to my bedside and told me who she was and what she would do for me. She said she would be there to make sure I got the best care possible," described Heather who said she didn't even know the Guardian Nurses existed prior to this. "At first, I was like - who are you, I don't feel good, I don't want to deal with new people - but she made it so easy to talk to her and I felt comfortable. She was a guardian angel."

The doctor wanted to put Heather on dialysis, but she was unhappy with that plan. "I was freaking out, I wanted to explore other options.

Stephanie talked to the doctor about it to see what the best option would be and we worked together to find a solution. If it wasn't for her advocating for me, I would have been put on dialysis."

Heather tried a type of chemotherapy treatment, but it didn't work, and they scheduled her to get a dialysis port. "Stephanie contacted the doctors for me and when an issue came up with my blood counts, she was the one who figured out that they were reading the wrong numbers. She helped get everything situated."

The day of the surgery, the doctor found something else that changed her life. "They said, 'you can't do the surgery today - you are pregnant!' I couldn't believe it. Through all of the chemo and everything, I was somehow able to get pregnant. They thought it wasn't possible," said Heather who struggled with fertility issues due to her medical history.

One evening, Heather began experiencing abdominal pains. By morning, the pain was worse so she texted Stephanie who told her to go to the emergency room. "It turned out Heather was dilated without even realizing," said Heather's husband, Robert. "Before we knew it, Steff (Stephanie) was at Heather's bedside assisting the attending nurses in getting Heather comfortable for the delivery. That is when I truly knew she would go above and beyond for her patients," he remarked.

Through a life-altering disease, an unexpected pregnancy, and a new baby, Stephanie has been with Heather every step of the way. "I don't think that I would be able to handle a lot of this stuff without her, not just for all the medical support, emotionally too, because she has been such a blessing," said Heather who remains on dialysis and is waiting for a kidney transplant.

Robert added, "We are forever grateful for the services that the Guardian Nurses program provides and pray that it continues with unmeasurable success so many more lives can be touched as ours have been."



Tim, a U.S. Marine veteran, has suffered with multiple health problems over the years including a double leg amputation, bypass surgery, appendicitis, COPD, and more.

Tim was first introduced to Guardian Nurses in June of 2021 when he was admitted to the hospital for a triple bypass and valve replacement. "Charlie visited me in the hospital he was asking me questions explaining his role and what he could help with. I was pretty out of it, so he would call my wife and check in with her, and call to get updates from the hospital to help us understand what was going on."

After Charlie, Tim had Paula as his Guardian Nurse. "She was really nice and made phone calls to doctors to make sure they would listen to me. Now I have Sarah, and she is an absolute Godsend!"

In addition to helping Tim with his various medical issues, Sarah was concerned about Tim's mobility and suggested several options aimed at improving his mobility. Tim had the opportunity to review these available options and select one that best suited him, enabling him to venture outdoors. "I hadn't been outside since last August, it felt so good!"

Tim is thrilled with the care and attention he receives from the Guardian Nurses. "I am alone a lot during the day and sometimes she will just call to talk as to how I am. She makes sure I am okay, which is really refreshing and comforting," remarked Tim.

"Sarah has gone above and beyond, but all the nurses have been great," said Tim. "If anybody needs help to get things done and needs someone to advocate for them, I recommend them to anyone!"



FAMILY OF FUNDS





Founded in 1999

- Statewide reinsurance Fund for Health JIFs
- \$24 Million annual budget
- \$13 Million in surplus
- \$42.5 Million in dividends
- 36,900 employee lives
- 99,000 members lives
- 5 year average rate increase of -2.35%

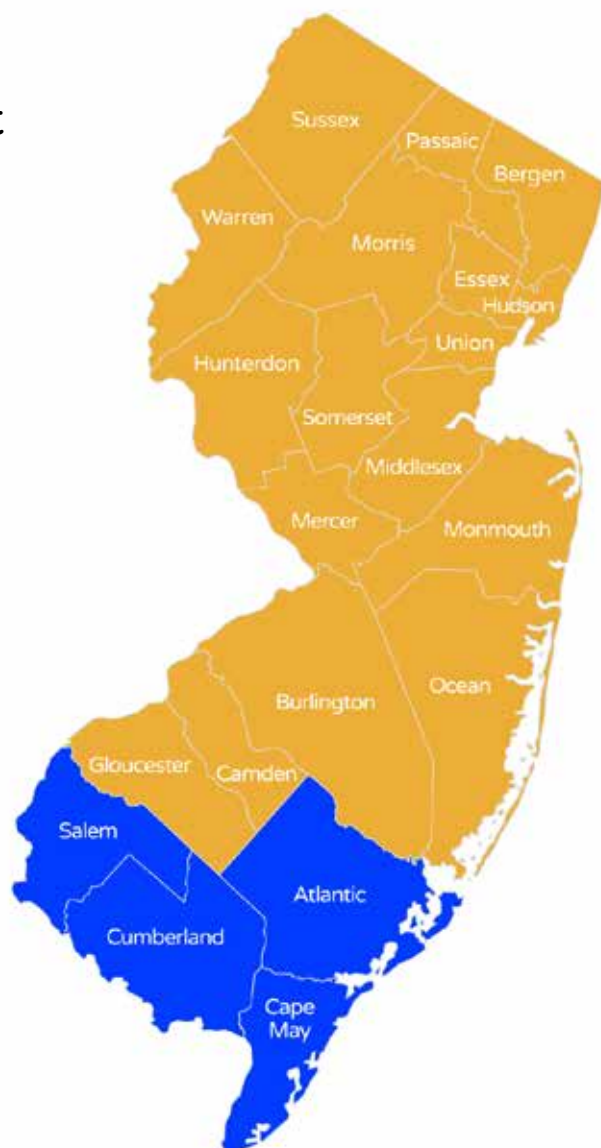


SCHOOLS HEALTH INSURANCE FUND



Founded in 2016

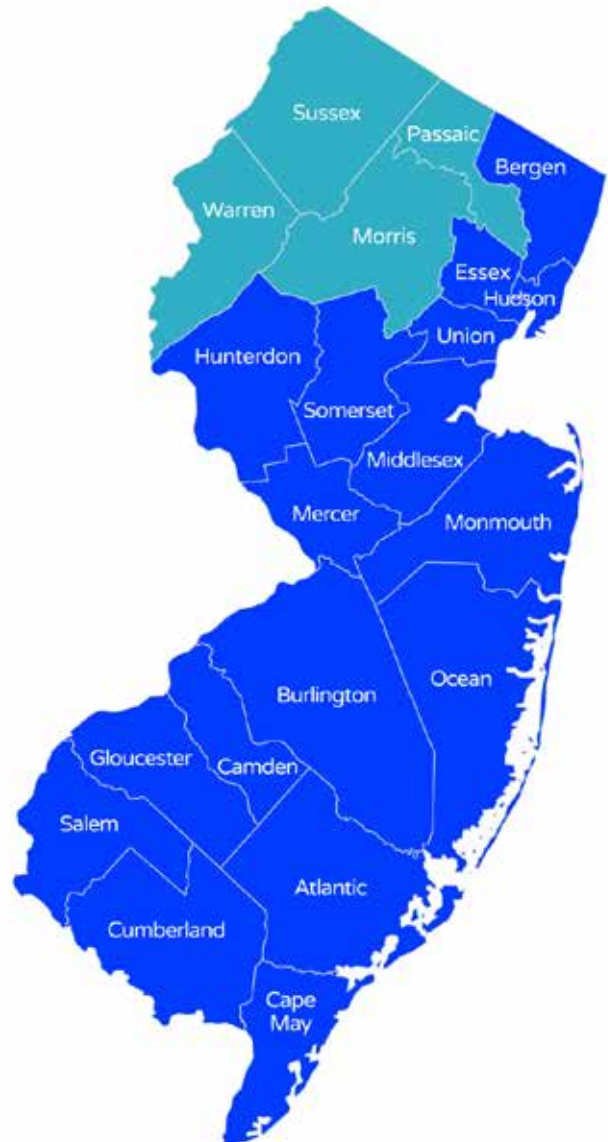
- Services school districts across State of NJ
- \$528 Million annual budget
- \$109.5 Million in surplus
- \$51.3 Million in dividends
- 111 entities
- 21,000 employee lives
- 53,000 members lives
- 5 year average rate increase of 3.16%





Founded in 1994

- \$48.7 Million annual budget
- \$14 Million in surplus
- \$40 Million in dividends
- 30 entities
- 2,407 employee lives
- 4,857 members lives
- 5 year average rate increase of .36%

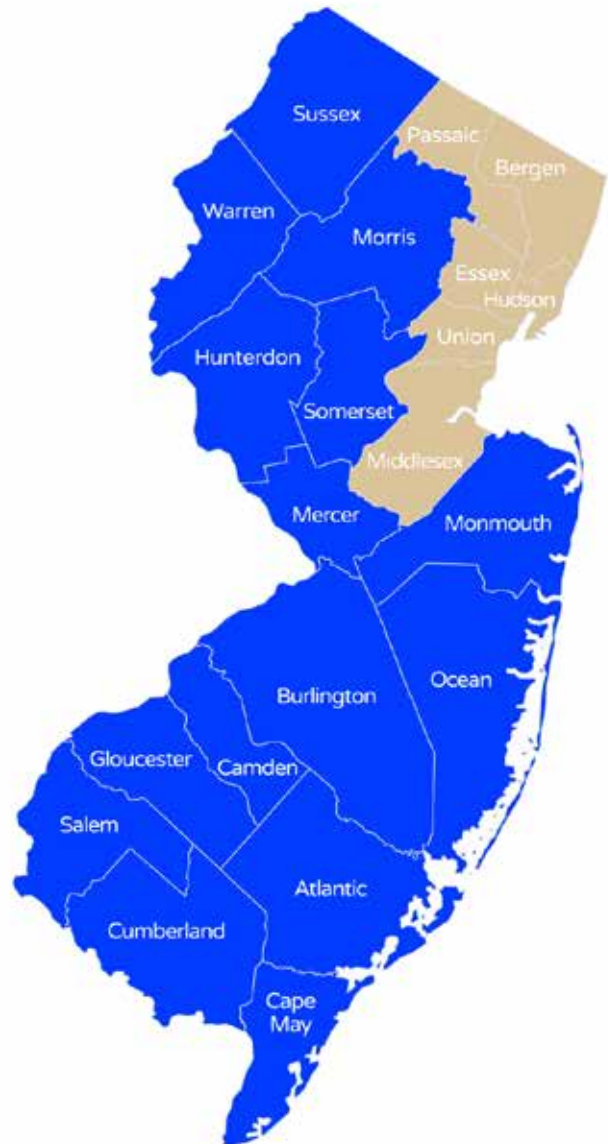


Gateway

BMED FUND

Founded in 1992

- Services large portions of Northern NJ
- \$42 Million annual budget
- \$13.5 Million in surplus
- \$27 Million in dividends
- 34 entities
- 1,948 employee lives
- 5,250 members lives
- 5 year average rate increase of 1.49%



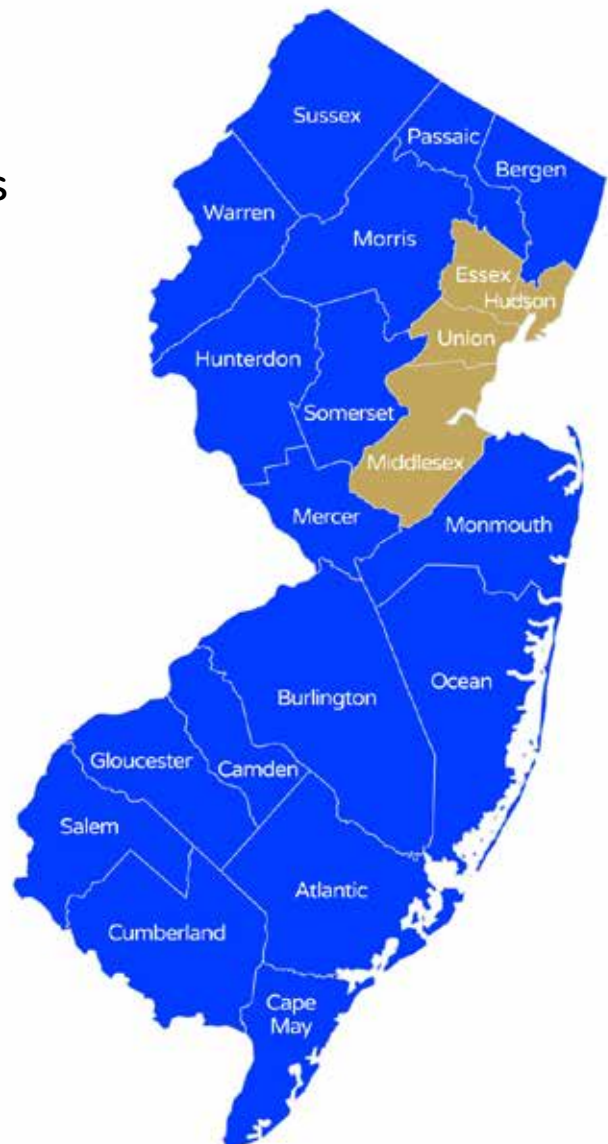


METROPOLITAN

HEALTH INSURANCE FUND

Founded in 2020 (Incubating under Gateway/BMED)
Fund will go live 1/1/24

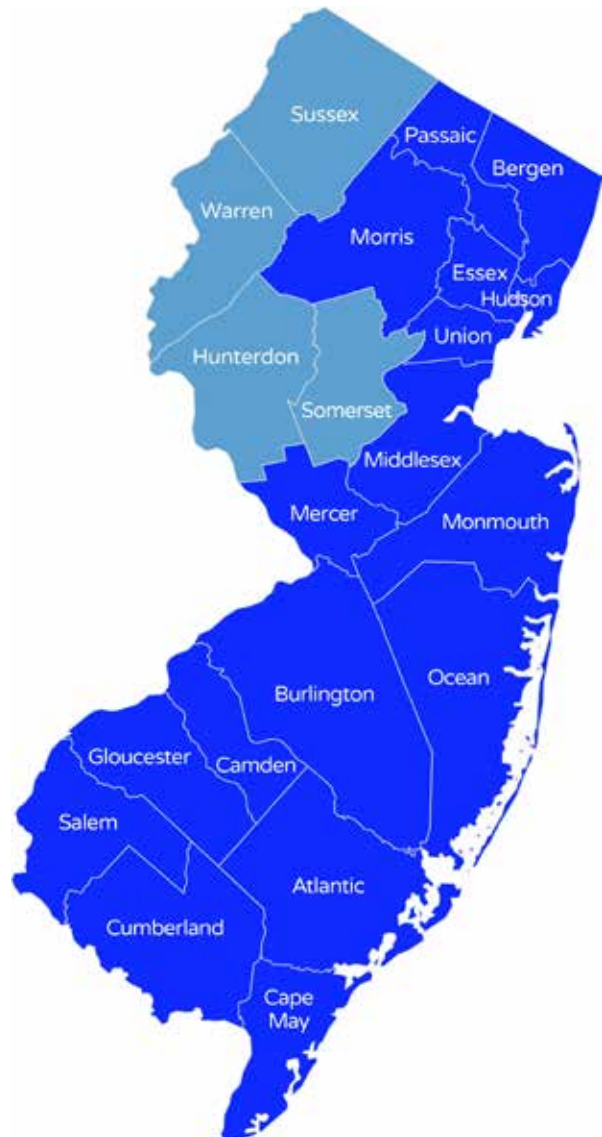
- Services larger public entities and school districts in North Jersey
- \$70 Million annual budget
- \$8.2 Million in surplus
- 12 entities
- 4,168 employee lives
- 8,156 members lives



SouthernSkylands FUND

Founded in 2020

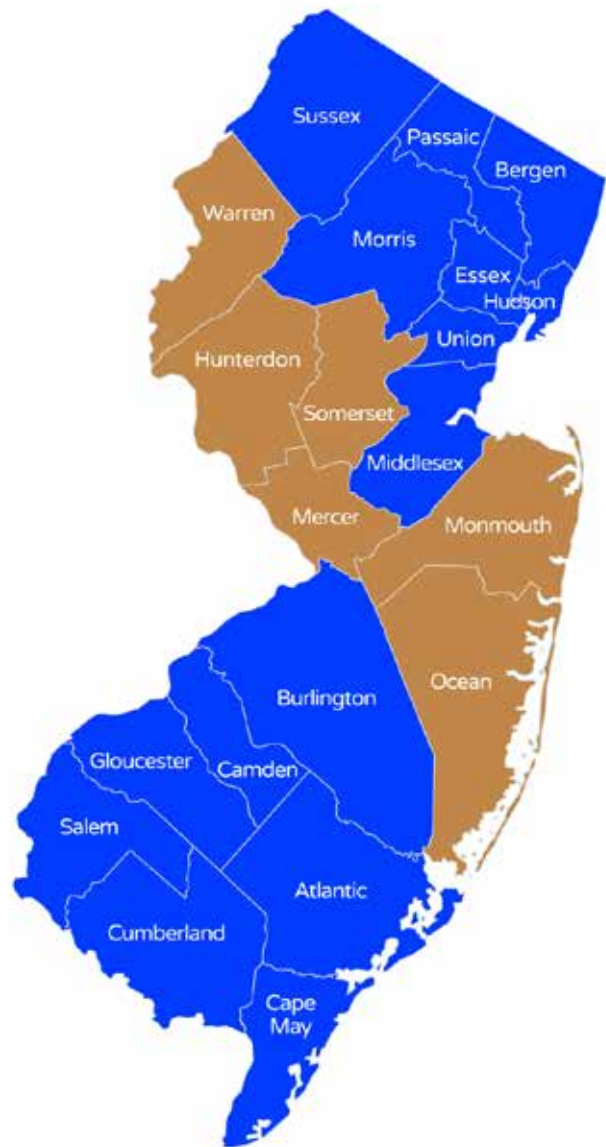
- Primary serving Somerset, Sussex, Hunterdon and Warren Counties
- \$43 Million annual budget
- \$5.8million in surplus
- 6 entities
- 2,072 employee lives
- 5,600 members lives
- 5 year average rate increase 5.7%



Central Jersey FUND

Founded in 1992

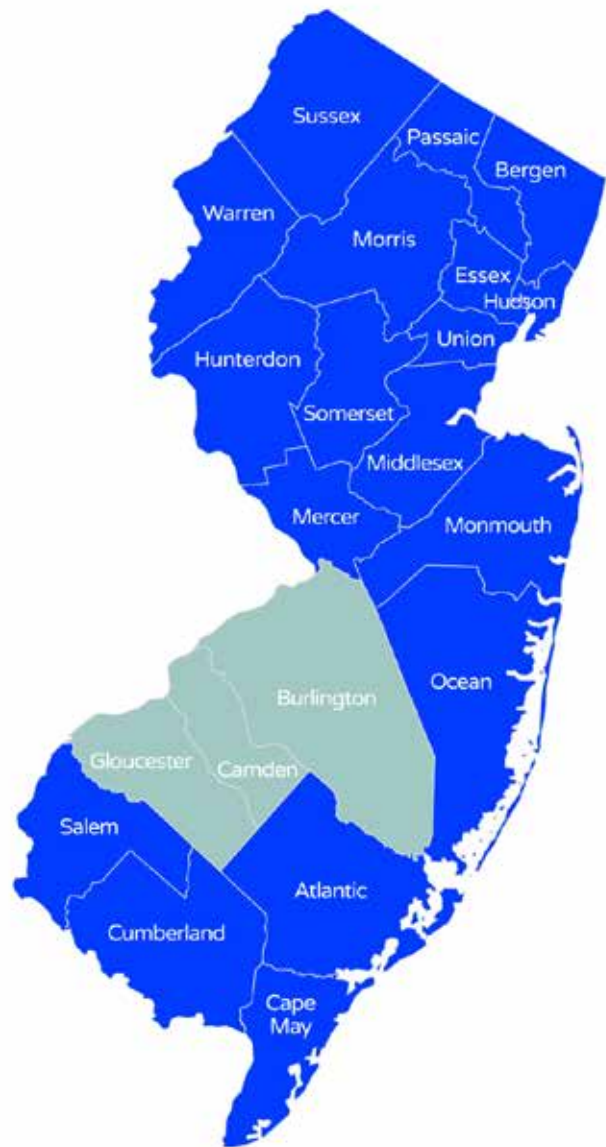
- Services public entities Central and Northwest NJ
- \$61 Million annual budget
- \$13.3 Million in surplus
- \$59 Million in dividends
- 40 entities
- 2,180 employee lives
- 5,820 members lives
- 5 year average rate increase -.98%



Southern Jersey FUND

Founded in 1992

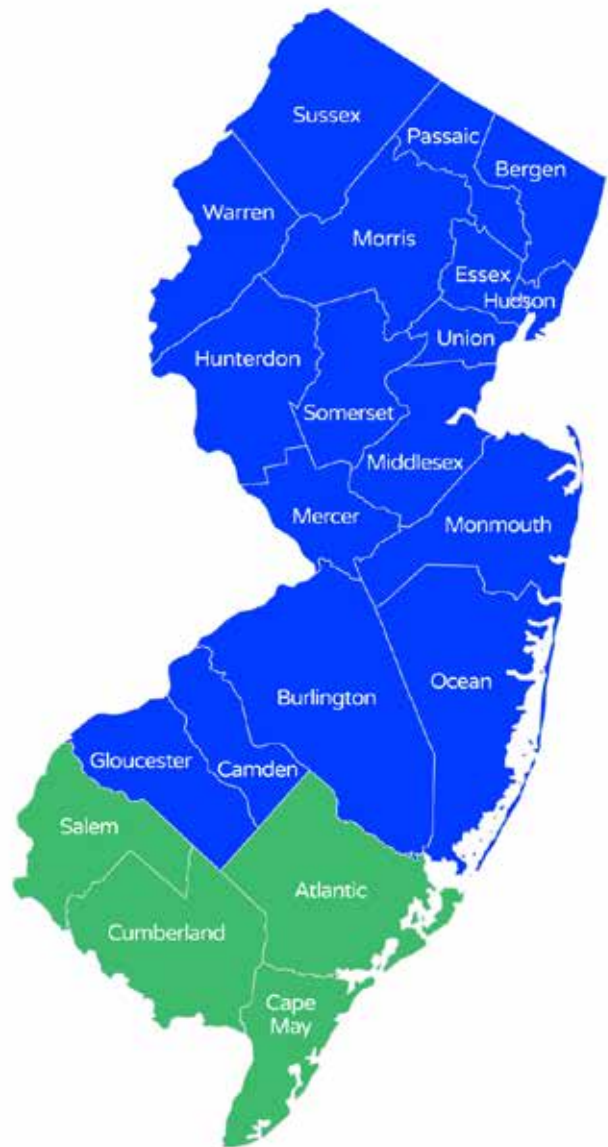
- Services municipalities in the Camden, Gloucester and Burlington Counties
- \$65 Million annual budget
- \$7.7 Million in surplus
- \$72 Million in dividends
- 45 entities
- 4,239 employee lives
- 7,900 member lives
- 5 year average rate increase of -.92%



Southern Coastal FUND Coastal

Founded in 2011

- Services public entities in Salem, Cumberland, Atlantic and Cape May Counties
- \$138 Million annual budget
- \$9.5 Million in surplus
- \$28 Million in dividends
- 25 entities
- 6,483 employee lives
- 17,504 members lives
- 5 year average rate increase of 2.24%



"hi" fund TEAM

Achieving the success of One Billion Strong requires a solid foundation supported by a network of talented, experienced professionals dedicated to serving the needs of each Fund and its members. The "hi" fund leadership and management team works daily with a brilliant team of highly motivated, service-oriented professionals to strengthen our processes, foster innovation, and continue to reach new milestones.

Leadership & Management Team



Joseph DiBella
Executive Partner



Diane Peterson
HIF Business Leader



Brandon Lodics
Executive Director



Sean Critchley
Business Development
Executive



Jason Edelman
Business Development
Executive



Crystal Bailey
HIF Program Manager



Emily Koval
Associate Executive
Director



Karen Kidd
Director of Operations



Jordyn DeLorenzo
Assistant Account Manager



Dave Vozza
NJHIF/MRHIF Program
Manager



Randi Gerber
NJHIF/MRHIF
Account Executive



Richard Allen
Southern Coastal
Program Manager

Service Professionals Team

Sam DeMarini
Peter Mina
Alex Koch

Caleb Roca
Brett Kerfoot
Jenna Bauer

Austin Flinn
Renny Maier
Liz Cronrath

Marlene Robinson
Victoria Friday
Tempest Burwell

Deb LeNoir
Caitlin Perkins



"The level of service and support you get between the broker, the Fund, and PERMA professionals is one of the biggest selling points for the HIFs. You can't put a price tag on that."

-- Joseph Madera, a Partner in the Hardenbergh Insurance Group



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