

# New Jersey Safety Institute

August 30, 2012 Board Meeting

Hosted by Munich RE

The meeting was called to order by David Grubb at 10:10am.

Joeen Ciannella called the roll.

**The following people were present:**

Christopher Botta, Esq., Botta&Assoc.  
Joeen Ciannella, PERMA  
David N. Grubb, PERMA/MEL  
Marty Kalbach, NJSBAIG  
Paul Miola, AJG  
Mitch Sklar, NJSACOP  
John Tiene, Consolidated Insurance Agents, Inc.  
Mike Wiederhold, Munich RE

**The following people were excused:**

William Dressel, Exec. Dir., NJSLOM  
John Hardiman, NJM  
John Fink, NJM

The minutes were accepted as corrected. Mike made the motion and Marty seconded.

Chris Botta presented the By Laws. There was a correction in Article IX, take out the word "not" after shall...

John Tiene made a motion to accept the By Laws, Mitch seconded. Marty asked that this be the first reading. The motion was amended and by voice vote it was affirmed that this was the first reading.

Dave Grubb addressed the issue of a "Day to Day" Treasurer which had been brought up by Paul Miola. Dave suggested Joeen Ciannella. Paul made the motion and Marty seconded. Motion was affirmed by voice vote.

Dave brought up the discussion of which way is the organization going to go. One, that the New Jersey Safety Institute would take on a major role in the State as "The" Safety Organization. This would require fundraising of \$200,000 to \$300,000 annually. There would be a staff to run the organization and this organization would coordinate all safety issues in the State of New Jersey eventually. Two, the funding would not be anywhere near the first option. This would formalize what is known as the Community Safety Leadership program sponsored and produced by the MEL (Municipal Excess Liability Joint

Insurance Fund). Safety issues would be coordinated amongst the towns and boards of education, counties and the State of NJ. This would be strictly a volunteer group.

It was decided that we would pursue the first option and see how we do. It is really a question of funding. People and priorities change and we want this to be an ongoing organization.

The following companies have pledged dollars:

Munich RE	\$25,000
Plymouth Rock	\$10,000
USAA	\$10,000

John Tiene stated that Allstate and State Farm are interested in a presentation.

Mitch asked if the funding is to be annually. Answer is "yes". Dave and John stated that the organization needs a staff to do this.

John Tiene mentioned that the need for a safety organization is what is missing in the state; that safety issues in the state need to be connected. The New Jersey State Safety Council has severed itself from the national organization. They have funding problems with their pension system. The New Jersey Safety Institute would become part of the national organization. We need to create a culture of safety. The NJSI would do this and carry out the priorities and initiatives. The safety community in NJ has no where to go right now. Communities need a safety organization to help them turn their towns around.

Dave suggested that we need to have a few big contributors to get us off the ground; companies that contribute between \$25,000 to \$50,000 each. John stated that USAA wants to plug us into the insurance industry with regard to student texting, pedestrian safety. Dave stated that the new DVD "Pedestrian Safety" has an element of texting in it. Also seniors driving can present a safety issue. NJ has a very high percentage of seniors.

Dave stated that before we can really set up the organization, we need a core of funding upon which to rely. Paul Miola mentioned GenRE and Safety National as two prospects. Paul agreed with Dave that we need a few big players.

A list of prospects was discussed.

The following will be the initial list to be targeted:

Chubb/Grubb

Selective/Tiene

Allstate/Tiene

State Farm/Tiene

GenRE/Grubb

Everest RE/Grubb

Safety National/Miola/Grubb/Kalbach

Horizon Blue Cross and Blue Shield/Grubb  
PSEG/Grubb/Sklar/Tiene

Other companies suggested for the next round:

AT&T

Prudential

AmeriHealth

Crumb and Foster

Geico

John Tiene stated that the core areas of safety are:

Auto

Home

Workplace

Need to determine the KEY issues in these three areas and target them.

Dave Grubb stated that making contact and obtaining results of the initial list of targeted companies are the priorities for the next meeting. At our next meeting, depending upon what financial commitments are made, we can discuss recruiting personnel. Also, early next year we could consider a cocktail reception as a fundraiser for smaller donations.

Bernard Flynn, President and CEO of NJM offered to help make phone calls to targeted companies. Dave and John Tiene will update him. Also, they will make the initial contact and then have Bernie follow up.

A media release is still premature. We need to obtain our funding first.

A discussion on additional members ensued. It was suggested that we contact the Association of Counties(Dave Grubb), the State of New Jersey Risk Manager(Dave Grubb), and the American Society of Safety Engineers(ASSE) (Mike Wiederhold). Marty Kalbach and Mike Wiederhold are members of ASSE but not active. Dave will ask Joanne Hall who of her staff is active in ASSE. ASSE has many members and access to be helpful to NJSI. Also, we should have someone from the New Jersey School Board Association (this is separate from the NJSBAIG).

At the NJ State League of Municipalities Convention, NJSI will have a spot in the media center for programs. There are people already lined up to do the presentations. Also, there will be an article in the League magazine in October on the NJSI. This convention is November 12 – 15, 2012.

Marty related that the NJ School Board Convention is Oct. 23 – 25 and it would be a good idea for us to have a presence there as well. Marty stated that the NJSBAIG has a booth there and he will check if there is room for NJSI to have a presence. We could have a sign.

Marty suggested that we have our annual meeting at the NJ State League of Municipalities. Dave Grubb stated that our initial hurdle is the funding of approximately \$200,000. The key is what happens in the next three months funding wise.

The meeting was adjourned at 11:10am.

Our next meeting is November 6 at 10am hosted by Munich RE.

Respectfully submitted,

Joeen Ciannella  
Recording Secretary