

Public Hearing

before

SENATE STATE GOVERNMENT COMMITTEE

"The one-month suspension of premium payments by participating municipal and county governments, school districts, and other public agencies to the State Health Benefits Program"

LOCATION:

Committee Room 12

Legislative Office Building

Trenton, New Jersey

March 9, 1992

3:40 p.m.

MEMBERS OF COMMITTEE PRESENT:

Senator Joseph L. Bubba, Chairman Senator Peter Inverso, Vice-Chairman

Senator Gerald Cardinale Senator William E. Schluter

Senator Wynona M. Lipman



ALSO PRESENT:

Joseph P. Capalbo Office of Legislative Services Aide, Senate State Government Committee

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CHAIRMAN
PETER INVERSO
VICE-CHAIRMAN
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SENATE STATE GOVERNMENT COMMITTEE

Legislative Office Building, CN-068

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NOTICE OF PUBLIC HEARING

The Senate State Government Committee will hold a public hearing on the one-month suspension of premium payments by participating municipal and county governments, school districts, and other public agencies to the State Health Benefits Program.

The hearing will be held on Monday, March 9, 1992 at 2:00 P.M. in Committee Room 12 of the Legislative Office Building, Trenton, New Jersey.

The public may address comments and questions to Joseph P. Capalbo, Committee Aide, or make bill status or scheduling inquiries to Deborah Del Vecchio, Secretary, at (609) 292-9106.

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SENATOR JOSEPH L. BUBBA (Chairman): We are going to now hold a hearing on the one-month forgiveness of the local contribution to the State Health Benefits Program. This was reported in the press, and it was reported to generate \$66 million. It appears that there are going to be 1000 local government entities, including school boards, which will participate in this.

Ms. McMahon, do you have a statement?

MARGARET M. McMAHON: Mr. Chairman, Committee members: Before I talk about the premium delay which has been written about, I would like to give you a two-minute overview on the State Health Benefits Program.

The State Health Benefits Program was established in 1961. Local governments became part of it in 1964. It is now the largest insurance program — health benefits program — in the State of New Jersey. It consists of 18 different plans, 16 HMOs, a Preferred Provider Organization, and the traditional plan, which is Blue Cross/Blue Shield and Prudential Major Medical. It is the third largest public plan in the nation. The total membership is over 314,000 members. If you add in all of their dependents, this is probably in the neighborhood of one million participants.

Premiums this year will be in excess of \$1.2 billion. Local government participants comprise 65 percent of the membership, and the 65 percent of the membership is spread over 1000 local entities from something as small as Corbin City, in Atlantic County, with one employee, to the Board of Education in Newark, with over 7200. The local portion of the premium of the \$1.2 billion is in the neighborhood of \$780 million. One month's premium is around \$65 million for all local employers.

Now let me talk about the premium delay: Premium delay is an approach -- is a responsible long-term approach -- to allowing all local employers the cash flow advantage that is often available only to very large employers. It is not a

premium holiday, nor does it offer premium forgiveness. Allowing local employers to delay health insurance premiums for one month effectively allows them to hold one month of the cash reserves for the plan. It does not reduce the amount of reserves available, since this one month's premium is due and payable if a local employer decides to leave the plan. The reserve is the amount which should be held in order to pay claims that have been incurred by participants, but not yet submitted for payment.

By June 30, 1992, the projected reserve for local employers about \$155 million, is or approximately two-and-a-half premium. months' Based upon the experience of the State Health Benefits Program, industry standards suggest it is desirable to have a reserve of two to three months' premium to satisfy unreported claims. A full one month's premium for local employers amounts to around \$65 Even if every local employer immediately exercised million. opportunity for premium deferral, the local reserve segment of the State Health Benefits Program would still hold \$88.5 approximately \$88.5 billion, or million. one-and-a-half months' reserves.

I have made available to you, Mr. Chairman, just before the meeting, a list of all the local employers and what one month's premium would mean to each one of them, and I can answer any questions you might have on this.

SENATOR BUBBA: I just have one copy. As soon as the copies are made, I will be more than pleased to distribute them. I didn't ask-- You know, I didn't realize I would be receiving them today.

Senator Inverso, you had some questions?

SENATOR INVERSO: Yes. The comments give a different perspective on what I certainly gleaned from the newspapers. What you are saying -- if I may reiterate -- is, we are not really eliminating one month's premium. What we are doing is

reducing the reserve that the plan maintains for claims ultimately from a target goal of, say, three months to one-and-a-half months. Is that what we are doing?

MS. McMAHON: Senator, we are not reducing the reserve. We are allowing the local governments to have the cash advantage of having one month's of the reserve in hand.

SENATOR INVERSO: Wait, excuse me, I don't mean to interrupt you, but— You said that ideally the reserves should be 155 — \$155 million — and this will drop it to \$80-some million. So we are lowering the reserve, are we not? I am just trying to get my bearings.

MS. McMAHON: All right. What it is dropping it to is— The reserve is going to be held one month by the local governments and two months will be held by the State Health Benefits Program — the State. So there are still three months of reserve to cover the Program. It is just that local governments will have that money.

SENATOR INVERSO: What do you expect them to do with that money -- benefit on the cash flow, the interest on it? Why are we doing this?

MS. McMAHON: Why are we doing it? We are doing it to assist local governments with—————It is a budgeting tool, actually.

SENATOR INVERSO: Why is it a budgeting tool? Again, I am not being confrontational.

MS. McMAHON: Okay, all right, I understand.

SENATOR INVERSO: I am just trying to glean what we are doing here, because it sounds like this is really a mirror game, at this point. I hope it is not that, because I think there are some benefits we all can certainly utilize. But right now, if you are taking the reserve off the books of the plan and saying, "I want the reserve to be on the books of the localities," well, that reserve should be there. I mean, if there is a need for that reserve, then you cannot expend the

moneys. So the cash has to be maintained in an escrow account somewhere, presumably, so indeed you have a reserve.

MS. McMAHON: We leave it up to local governments, certainly, as to what they are going to do with that money. I believe local governments are on a cash basis, so they don't have to book for liability. That premium will be due and payable if they ever expect to leave the plan. Many local government entities are being approached by insurance brokers, and other individuals, who are offering them "a very, very good deal."

Because local governments are so pressed in their budgets, they are paying attention to good deals which may get them in trouble down the road. In other words, they are being offered this kind of an arrangement by insurance brokers, where they will "forgive one or two months' premium," giving them immediate budgetary relief, but they will tack it on at the end.

SENATOR INVERSO: But isn't that a difference between the forgiveness of premium and a shifting of a reserve?

MS. McMAHON: Yes.

SENATOR INVERSO: In one case the money isn't spent, and in the other case the money has to be held somewhere.

MS. McMAHON: Whether it will be held somewhere or not, if you are— My understanding is that local governments are on a cash basis. So, since they don't have to book the liability, they don't necessarily have to put it in an escrow account.

Let's say what happens if a couple of years down the road a local government decides to leave the Health Benefits Program -- and I think this is what you are getting at -- they will have to come up with the money. Chances are that whatever program they go with would offer them a month or two months premium relief in their initial year, and it would be tacked on to the end.

SENATOR INVERSO: So, you're saying then that this can be construed as a savings?

MS. McMAHON: Initially it could be. It could give budgetary relief when it is needed.

SENATOR INVERSO: Are we correct in saying that somewhere it was reported that this could occur each year, or is this a one-time event?

MS. McMAHON: Right now it is a one-time event. We are going to look at the cash reserves of the plan perhaps next year at this time, to see if it would make sense to have another month's premium made available for local governments to hold.

SENATOR INVERSO: So now what you are talking about is shifting the reserve from one month to two months.

MS. McMAHON: To two months. In other words, break down--

SENATOR INVERSO: Creating a larger liability if they choose to use that money.

MS. McMAHON: It would be creating a larger liability if they were to drop out of the plan, but as I mentioned to you, the kind of plans that they would get into have a one- to two-months' premium delay. At least that is what we have seen.

SENATOR INVERSO: Well, the markets are changing. That could change in the future, certainly.

Why now? Why are you doing this now?

MS. McMAHON: This is something that has been under discussion for about a year. To be absolutely honest with you, part of what is prompting us is that we have been hearing the different local governments and school boards are being approached constantly. We have lost some of our membership. Some of the local governments have gotten into disastrous consequences when some of these plans have gone belly-up.

Now, there is a rule in the State Health Benefits Program that if you drop out, you can't get back in for five

years. We have been approached by local governments which have gotten out of the plan, when the very rosy picture that was painted by some of the brokers initially just did not come to fruitition, and they are back approaching us maybe three years later, saying, "Can I come back in?" So, it is in response to some of the things that are occurring in the marketplace.

SENATOR INVERSO: Why do you find there is a disparity between the cost to be in the plan and what the marketplace has out there? At the county level we almost rued the fact that we were in the Health Plan from year to year when we had our budget process occurring and we found that we had to up the appropriation by, many times, double digit percentages. What is happening out there? One, are we overcharging? Two, are there built-up reserves, or cushions in the plan that can be truly utilized to effectuate savings? And three, why the five-year prohibition against coming back in? Three questions.

MS. McMAHON: The five-year prohibition has been on the books for quite a while as a regulation. As a matter of fact, I would mention at this point that οf one recommendations that was made at the last State Health Benefits Commission meeting was that we were going to look at -- perhaps this fall -- having an open enrollment period, so that those local employers who were out less than five years could come back in, and any new one could approach us. So, we are looking But it was set up initially for at that five-year rule. administrative reasons to not have people jumping in, taking that good deal for a year, and then, when the going got rough, jumping back to us.

To answer your other question -- and if you have had some experience in dealing with the costs of the State Health Benefits Program -- I think if you match us up year after year to any other program with identical benefits -- and as you probably know, the State Health Benefits Program is quite rich -- we compare favorably. The administrative costs are around 4

percent. That is unheard of. Administrative costs can be up in the neighborhood of 15 percent or 16 percent. So I think, plan-wise-- I don't think you can get a better deal for your dollar. Certainly you can be approached by insurance salespeople or brokers who can offer you plans for less money, but not with the same kinds of benefits usually.

SENATOR INVERSO: The other question was: What about the plan itself? What does it have in reserves that may not be needed actuarily for benefit claims? Do we have a plan that is rich -- inherently rich?

MS. McMAHON: The plan reserves are exactly what I stated here. We have had a lot of experience with the State Health Benefits Program. What kind of lag is there? How long do people hold onto their bills, you know, before they file them? So we looked at that and, according to industry standards, the way the State Health Benefits participants file their claims, we should have a two-and-a-half to three-month reserve. We're saying that by June 30, we will have it.

Going back a couple of years when we were not following generally accepted accounting principles, we did not have to have reserves to that level. Now we are following those principles, so we are looking to have reserves at that level. So, really, the expenses for the plan are comprised of the claims, the administrative fee which I talked about as quite low, and the reserves. That's it. There are no more cushions or—

SENATOR INVERSO: Could you give us a comparison of the reserves in plans which may be comparable? I realize you said that we are the third largest in the nation, but can you provide us with that information about the reserves in the other plans that, you know, are anywhere within the top 10 in the nation?

MS. McMAHON: I don't have that--

SENATOR INVERSO: No, I understand you don't have that now, but could you provide that to us--

 $\mbox{MS. McMAHON: } --\mbox{available right now, but I'm sure I}$ would be able to get that.

SENATOR INVERSO: --so we could get a handle on the reasonableness of the-- In this case now you are going to one-and-a-half months within the plan, I suppose, and one month outside the plan, in essence.

MS. McMAHON: Right.

SENATOR INVERSO: Could you also then comment on the 16 percent increase that was also part of the announcement of this deferral?

MS. McMAHON: Okay. The 16 percent increase which is effective July 1, 1992, and will be effective for one year, is much better than last year when it was a 26 percent increase. That increase, according to our consultants and according to the trends of benefit claims, is very, very appropriate. It was suggested, I think in one of the articles, that perhaps instead of giving local governments this one month's reserve, that we should look and cut the rates.

Well, that is not the way it works. In other words, you have to come up with a rate that is appropriate. You should have your reserves at that level, and we do. So, the rate, which is quite a bit less than the year before, is appropriate for this Program and the way the claims have been filed and the projections the consultants do.

SENATOR INVERSO: But hypothetically, if the reserve were retained, as it is currently, without shifting it over to the municipalities -- localities -- there would be more money put into the reserve to generate income in that reserve, which would offset premium increase requirements, would there not? Again, I don't know how it correlates-- It does not correlate dollar for dollar, I understand that.

MS. McMAHON: Right.

SENATOR INVERSO: But you are taking a pool of money and you are now sprinkling it out there, as opposed to keeping it consolidated as the reserve and earning on that reserve. That reserve is indeed that, free money. I mean, it is money to be--

So, what would be the impact of earnings on that reserve as it relates to the 16 percent increase?

MS. McMAHON: All right. The point you bring up, Senator, is a very good one. There, of course, is an impact in that. Yes, we give back that month's premium. I mean, if a local government wants to put it in the bank, they can be earning money on it, and clearly the State Health Benefits Program is not earning money on it. So that is an extra added bonus to the local government, in that they will have the use of that money.

SENATOR INVERSO: Yes, you get more bang for the buck, but the buck is an aggregate buck, as opposed to—— In other words, what I'm saying is, you could earn a lot more if you are talking, you know, millions of dollars of investment money, as opposed to \$100,000 here and a half a million there.

Okay. That is something I think ought to be looked at because, you know, I find it hard to reconcile the 16 percent increase and this deferral here, when you are talking about cutting into a reserve that could be generating higher income to take the brunt of some of the premium increase.

MS. McMAHON: I go back to one of my other points, Senator, what's happening in the marketplace today, as I say, with so many of the local governments being approached with "plans that present a very, very rosy picture initially."

SENATOR INVERSO: Sure.

MS. McMAHON: This was part of our motivation in coming forward.

SENATOR INVERSO: Okay. Well, you will get me that information about the amount of reserves and the period which

you should cover in the way of claims filing, that the other plans have, because, you know, it just may be possible that you only need \$82 million, and that the municipalities don't need to have a reserve on their books — or theoretically on their books. I want to know whether this is free money or not, and at this point I am not sure.

SENATOR BUBBA: Yes, Senator Cardinale?

SENATOR CARDINALE: I recently chaired a committee--

SENATOR BUBBA: Senator Cardinale, let me interrupt you just for a moment. What I am passing around is that which Ms. McMahon gave me, which indicates what the monthly savings, or what the monthly set-aside is for each individual town. I notice that some towns are not in there. I would imagine that that is because they are not on the State Pension Plan.

MS. McMAHON: No, Mr. Chairman. There are 1000 locations in the State Health Benefits Program. It is the option of local governments whether to participate or not, so many local governments, you know, from the get go, really have been in other plans.

SENATOR BUBBA: Well, that is what I mean.

 $\mbox{MS. McMAHON:}$ But they are all in the State Pension Plan.

SENATOR BUBBA: I'm sorry. I said the State Pension Plan, and I meant the State Health Benefits Program. I'm sorry.

MS. McMAHON: Oh, okay. Right.

SENATOR INVERSO: Get your right hat on, right?

SENATOR BUBBA: Yes, that's right.

SENATOR CARDINALE: Through you, Mr. Chairman, I recently chaired a committee on regionalization for the County of Bergen. It became apparent that one of the areas where the municipalities would save significant money by regionalizing was in health benefits; that they could obtain health benefits very similar, if not identical. I believe it was from either the Borough of Ridgefield or Ridgefield Park that the Mayor was

also a member of the committee. He indicated to us the fact that a couple of years previous to this his municipality had done that very thing, and had found that it was a very significant savings to them. They were able, actually, to advise other communities to do similarly. Bergen County has, in fact, begun to move in that direction; to make available this information and some kind of joint effort for move out of the municipalities to, indeed, State Health Benefits Plan, and into one that is more county based.

What this appears to be, to me -- this proposal -- is very much like-- I don't mean it as totally aggressive -- maybe it is a little aggressive, but it is also descriptive, and that is why I am using this description-- It is like the company store lending somebody money so they can't leave, and they are always going to have to pay the higher prices that the company store is charging. It seems, to me, that you would be holding people captive, because it is very enticing. Some of the things I have seen here are substantial tens, and in some cases hundreds, of thousands of dollars that would be able to be not appropriated in the current year's budget in order to build up a debt, essentially.

Now, Ι think it is irresponsible municipalities or boards of education to build up a debt which holds them captive to what may be a potentially more expensive system than they might be able to find in a competitive open market. I am not suggesting that that less expensive system is produced by reducing benefits, but it is true that-that what was operating in our results was that certain localities had experiences that were better than the statewide average. That was what led some of the private companies to be able to offer them an administrative plan. Essentially, with all administrative plans, the risk is still being borne by the The reason we wanted to regionalize it within Bergen County was to share that risk in a larger group. In fact, all

of these risk pools that have been created in one or another type of insurance, have essentially benefited, and been made possible, by the fact that some areas present a better risk than other areas.

So, this is not a question, but I would just like to call to your attention that this is not really a benefit for all of the areas in the way you have described it. If, indeed, it was a forgiveness of a month's premium which left everyone a free party in the future, it would indeed be — and that is how I read it when I read the releases, as Senator Inverso apparently did— But it is a very different program than that and, frankly, it is not a saving at all. You are just allowing them to pay the bill one month later and enticing them to stay in the system because they can build up an accumulated debt. I really don't think that is a very good thing to do to the municipalities, because you are enabling them to camouflage from the taxpayers what the real obligations are that they are incurring.

MS. McMAHON: The only comment I have about that is the fact that, at least in my experience, the plans that are being offered to local governments do give this one or two months' premium forgiveness right up front. I understand what you're saying about being held hostage, but the reality is that when someone would go to drop out of the plan, even if they have this one month holding them hostage, chances are they would be going to a plan where they would be giving them the premium delay right up front.

SENATOR CARDINALE: You see, it is also very, very difficult -- and I know Senator Inverso questioned you on this, but I don't know that I am totally satisfied by the answer, frankly -- that if you have to raise the premium 16 percent, it amounts to almost the same thing. One month is about 12 percent. So, the net effect cash-wise is that the premium increase that you really need is only 4 percent. If somehow

this forgiveness of reserves were, in fact, able to be utilized by the plan itself— I wonder if many municipalities wouldn't be really happy, and many school boards, to have a 4 percent increase instead of a 16 percent increase, and maintain their freedom? It appears to me that there is some very creative financing possible through your Department, as \Rightarrow have seen in some other programs, and I wonder if there isn't some other way that these cash differences could be utilized which might be preferable?

Is there no way that these reserves, instead of this lack of one month's payment, could be reoriented in such a way as to give a reduction -- what amounts to a reduction in what they have to pay, instead of over a staged period, instead of in one fell swoop, which then holds them hostage if, indeed, they don't put it into a reserve fund on their own, which I believe many of them probably will not?

MS. McMAHON: Let me answer that. This may not be a full answer, but let me give you this little bit of history, too. As I said, we have been following generally accepted accounting principles which tell us to set up these reserves. If we go back a couple of years — I believe it was the mid-'80s — when the plan experience was very good, what you are talking about did happen. A one month's forgiveness was given to everyone — State and local governments.

What happened in the next year, there were really hardly any reserves, and the claims, all of a sudden, got very high, and the plan developed a deficit. We have been coming out of that deficit since that point. Now we are following generally accepted accounting principles, so we are saying that But be there. the reserve needs to one forgiveness, in our experience, did not work out that well because there was an increase in claims following that one Then when we went to try to set up month's forgiveness. reserves because of the forgiveness, you know, we were a little

bit in the hole. So, in our plan experience, we have done a forgiveness.

SENATOR CARDINALE: But you say that the first time you did the forgiveness it didn't really work out.

MS. McMAHON: Well, because we didn't have reserves.

SENATOR CARDINALE: Right. So, could that not be paid— Could your claims experience not deteriorate to a point where these reserves might have to be called upon? And, what is going to happen to the municipalities that spent the money already?

MS. McMAHON: The very worst time we had, and there was a reason for that— Going back a couple of years, we changed plan administrators so that Blue Shield no longer handled the medical and surgical. That became part of the Prudential claims administration. What had happened because it worked better was, I think maybe 13 months' claims were paid in 12 months, so that all of a sudden the plan experience looked very bad.

Now, even during those very bad times, there still—We still never would have gone below a month's reserves. So clearly, if we hold the two months' reserve, and the local government holds one, and we were to experience adverse claims, it would eat into our two months. We would not go back to local governments. The experience and trends are such that we just don't see it dropping to a point where we would have to turn to a local government and say, "We need to come up with the reserves." We just don't see that happening.

SENATOR CARDINALE: I seem to hear you saying that if you hired a really inefficient administrative group, we might even be able to give them two or three months back.

MS. McMAHON: I don't think I am saying that, Senator. SENATOR CARDINALE: You did it in the reverse, but--Okay. I have asked all of my questions. Thank you.

SENATOR BUBBA: Senator Schluter?

SENATOR SCHLUTER: First, before I question you, Ms. McMahon, I would like to comment on Senator Cardinale's 12 percent as a one-month cost. It is really 8 percent.

SENATOR CARDINALE: I'm sorry.

SENATOR BUBBA: See, I didn't-- He picked it up. Senator Cardinale, I wasn't--

SENATOR CARDINALE: You're right. You know, math was never my strong point, Senator.

SENATOR BUBBA: Senator Cardinale, I just want you to know, I knew that, but I wasn't going to call you down on it, and here it is.

SENATOR CARDINALE: My friend.

SENATOR SCHLUTER: I think that even makes your point a little stronger. Of course, coming from Mercer County, with our good accountant, Mr. Inverso, I have to be on my toes on percentages.

SENATOR INVERSO: Can I bill for this? (laughter) God knows, I need it sorely right now.

SENATOR SCHLUTER: I do have two questions: Is this particular recommendation coming about because there is competition in the marketplace from other providers — from other insurers, excuse me — who are offering this? Is this what is driving this, to be competitive?

MS. McMAHON: That is partially the reason.

SENATOR SCHLUTER: But there is a competitive factor here--

MS. McMAHON: Yes.

SENATOR SCHLUTER: --where the different levels of government see that they could go somewhere else and get out of the State Health Benefits Program, and get this advantage?

program where they are really only going to pay 10 months of premium in the first year. So it looks very, very attractive. In our long experience, we have seen— This is not discounting your comment before that there are perhaps local governments whose experiences are better than the average of the plan. I grant you that. But we have seen— This is why we have the five—year rule about someone jumping out and jumping into something that looks terrific, and then all of a sudden, the costs in the second and the third year escalate tremendously. That is what has prompted it.

SENATOR SCHLUTER: I think Senator Cardinale's characterization that it might be a hook, or something, to keep people in, is not totally inaccurate. I mean, it is really an inducement to keep your membership.

MS. McMAHON: Well, I don't think it holds them hostage to the degree that it may appear at first glance, because certainly if they jump out, they will have a free month. So, even though they would have to pay us that month that was withheld— As I say, from my understanding of the deal's that are around, they would be getting that forgiveness of one or two months.

SENATOR SCHLUTER: All right. Shifting the questioning, is it my understanding — as I think was asked by Senator Inverso — that a municipality or a school board really has to keep this one month withholding as an identified liability, or as a reserve? Is that the way it was—

SENATOR INVERSO: The answer was that, since they were on a cash basis, they do not have to reflect the liability. Therefore, you know—— I think Senator Cardinale characterized it very well. I think what we are doing here is really obscuring a liability. It is a liability. What we are saying is, "Here is the cash. You are on a cash basis. If you choose to use the cash in your budget, use it, but you have to

remember that should you leave the system, you have to make up this differential down the road at some point in time."

Ms. McMahon is saying, "Well, but if they left the system, hopefully--

SENATOR SCHLUTER: They would get --

SENATOR INVERSO: -- they would get a deferral on one or two months with the new company they are joining." That is hypothetical, at best, you know.

MS. McMAHON: It is what is being done now.

SENATOR INVERSO: Today, yes.

SENATOR SCHLUTER: I know you are not a municipal accountant, Senator, but do you think that municipal budgets and auditors would have to put a little asterisk in there for the--

SENATOR INVERSO: I would think that on all of their financial statements— We have what they call a "Modified Cash Basis" that we report on here in this State. When you talk about a highbred system that would drive you crazy— I would show the liability. I am not sure you would have to show the liability, unless the Division of Local Government Services sent out an edict to that effect.

SENATOR SCHLUTER: That was my final question: If the Division of Local Government Services would want to--

SENATOR INVERSO: You would have to ask them.

SENATOR SCHLUTER: --have some oversight in this, to see which municipalities did this, and where there was this potential liability-- Have you talked to them about this?

MS. McMAHON: No, I have not talked to them.

SENATOR SCHLUTER: I would think that because they have to approve all the budgets and they do the audits and they instruct auditors for local systems, that it might be a good thing to do.

SENATOR INVERSO: I have a question.

SENATOR SCHLUTER: I'm through.

SENATOR INVERSO: Thank you. Your cover memo showing the breakdown by municipalities said that by June 30 the projected reserve to local employers would be \$155 million, approximately two-and-a-half months' premium. Okay, so if you take \$780 million and divide it by 12, you come up to about \$65 million, and times that by two-and-a-half is your \$155 million.

So, the only way we can really cull any real savings -- and I think we are talking about real savings -- is whether two-and-a-half months is a norm that we have to maintain.

MS. McMAHON: Yes, that's right, Senator. In other words, if, you know, it developed that one month's reserve were appropriate, I am just suggesting that. But under the accounting principles, which I am sure you are aware of, this is the standard that they have set.

SENATOR INVERSO: Well, a reserve is something that you need to address. The question is the amount of the reserve. Generally that is driven more by what your claim experience has been, right?

MS. McMAHON: Right.

SENATOR INVERSO: As opposed to what the premium—— I mean, the premium is just a number of how many months of those premiums you need for your claim experience. So, again, I would need to know from your Department what the claim experience is. Again, when you are talking about actuaries, they get involved in this. You take the claim experience over a period of time, and you say, "On average it is so many bucks a month." That is what I need to cover, if I want to cover one month, two months, or three months. Then I can best determine whether, at least in my mind, we need to have \$155 million or \$85 million or some other number in there.

Right now, the 155 is what you are saying you want to lock in on, between the plan and the municipalities -- or the local districts.

MS. McMAHON: That's right.

SENATOR INVERSO: Correct, okay. Do you really think that the municipalities will put that money aside? Aren't we luring them into a trap?

MS. McMAHON: Well, every program that I know that is being offered them is luring them into the same trap.

SENATOR INVERSO: Except that that is on the outside. I don't think the State should be luring its constituents--

SENATOR SCHLUTER: Regardless, it's a trap.

MS. McMAHON: I don't think it is a trap, because what will happen — and let me just paint the worst case scenario—Some of these municipalities will go with some of these groups and will have a very good year, maybe two very good years. Then their rates perhaps will skyrocket. Then they will turn around and want to come back. We have the five—year rule, so we would say, "No, you can't come back." We have had a couple of horror stories. So, it is our attempt to deal with this situation, not so much to hold them captive, but to present to them a program that, you might say, makes us more competitive, but allows us to do some of the things that are being offered in the marketplace.

But, in my opinion, it would be SENATOR INVERSO: better -- as Senator Cardinale suggested, and what I was alluding to with regard to retaining the funds -- to keep the rate from going to 16 percent higher. That is the way you keep your participants intact, by showing them that economically better to stay with us than it is to go outside. Sixteen percent -- I don't know. Outside there they may be talking higher rate increases, except for that attraction of, "Come with us. We will take the business, and we will write a low premium for you," and then they will get them later on. I understand how that works out there, but 16 percent on top of what we have had over the past several years in the way of rate While that is coming down, increases-it is still not something that I think the municipalities would find palatable.

So, I don't know. I think this is an interesting development that you have concocted here, but I would be a little bit leery of it at this point in time, quite honestly, if I were a municipality. I think there would be a tendency for me to use that money and worry about it tomorrow at another time, and that is what we have been doing. I don't want to do that.

SENATOR BUBBA: Senator Cardinale has one more question. Do you have a question, too, Senator Lipman?

SENATOR LIPMAN: Yes, I just have one.

SENATOR CARDINALE: Oh, I'm sorry. If you want to--

SENATOR LIPMAN: I just have one short question: My municipality has not participated, but my school board participated. Do you have any guidelines, or suggestions, if you put this plan into effect, about how they—— You don't give them any suggestions about what they can do? You just let them spend the money?

MS. McMAHON: I would not be giving any guidelines, Senator, as to what they would do with the money. No, I would not be.

SENATOR LIPMAN: That's what I thought. But, on some other occasion, if they wanted to go to one of these outside people, they would have to pay that extra month to do that, and you want them to pay it right away, right? I'm thinking that one month -- and I don't know how much that is-- Is it 7500 or 7200 employees in the Newark school system?

MS. McMAHON: There are about 7200.

SENATOR LIPMAN: Seventy-two hundred. That is a considerable amount per month, right?

MS. McMAHON: In the memo we sent out to all local governments announcing this, we were very clear about reminding them that the one month's premium would have to be paid back to us if, in fact, they left the Program.

SENATOR LIPMAN: Right.

MS. McMAHON: So, if a local government entity was very concerned about that, they may want to put it in the bank and earn interest on it.

SENATOR LIPMAN: That's right. That was my question.

SENATOR BUBBA: Senator Cardinale?

SENATOR CARDINALE: I serve on another committee. I have been on that committee for 10 years. I was there when the JUA was created and I was there when the MTF was created. I should have learned not to vote for the MTF. But it strikes me now that the basic inherent problem of both of those plans, was that they were on a cash basis. So, as events occurred which, in fact, caused them to incur future liabilities, those moneys were ultimately not there, and that is why we have a \$3 billion debt in the JUA, and that is why we have this growing debt — whatever the amount is is arguable — in the MTF.

It seems to me that you have within this health insurance, not a current liability plan totally— You do have a current liability plan, to some extent, but there are chronic illnesses that people have incurred which are going to extend, in some cases, beyond their term of employment, but the fund is still going to be liable for those expenditures. To even be on a cash basis on a two-and-a-half month's reserve may not be the best thing in light of all of those chronic illnesses and retirees and so forth, which are, in some instances, in this plan.

I would encourage you to look carefully at the experience of the JUA and not to repeat it in still another of our State funds. I am a little gun-shy on that.

MS. McMAHON: I can understand that, Senator. I don't think we have to have the same concerns. As I mentioned, by having the local governments have this one month reserve, we still have another month-and-a-half that we are holding, which even as I say, the worst possible case, if claims went out of sight, if some of the kinds of things happen because of chronic

illnesses, clearly we believe this, and this is not only our belief. We have benefit consultants who look at our plan and make recommendations. They were highly supportive of this premium delay approach; recommended it. They said that large employers have this benefit all the time, in that they are allowed to keep a month's worth of reserves. So this is not something, really, that I can say was just concocted out of thin air. It came highly recommended. We really feel that the amount of reserves that we are still holding are large enough to take care of any of these fluctuations that may be of some concern, where, you know, if there was a concern would we have to call that reserve in. I don't see that happening at all.

Clearly, there are a number of things that could happen in the next year that actually could build up our reserves, which then would be beneficial in the rate setting for the next year. If our reserves went down, we would look at the situation. Our consultants recommended that perhaps we would want to look at two months. We wanted to be cautious. We need to play this out for a year. We need to look at our plan after a year of doing this, to see what happens to the reserves. So I think it is a fairly cautious approach.

SENATOR BUBBA: The last question, Senator Schluter.

SENATOR SCHLUTER: Thank you. Does it take legislation to implement this one-month hiatus?

MS. McMAHON: No, Senator, it does not.

SENATOR SCHLUTER: Does the State Health Benefits Program intend to go forward and offer this on its own?

MS. McMAHON: Well, actually, it already has offered it. The State Health Benefits Program— There is a State Health Benefits Commission. The Treasurer, the Commissioner of Insurance, and the Commissioner of the Department of Personnel make up the State Health Benefits Commission. They, of course, appoint individuals to serve on their behalf.

At the February 11 meeting, the State Health Benefits Commission voted, "Yes," on this proposal.

SENATOR SCHLUTER: To offer this--

MS. McMAHON: To offer this, yes.

SENATOR SCHLUTER: -- to the participants.

MS. McMAHON: Right.

SENATOR SCHLUTER: Is that by regulation?

MS. McMAHON: It doesn't need a regulation.

SENATOR SCHLUTER: It doesn't need a regulation. So, if the Legislature was of a mind to stop it -- which I am not saying we are-- I think the discussion around here has been more like, "If anybody does it, they are going to do it with their eyes open." It would require legislation to stop it?

MS. McMAHON: That is my understanding.

SENATOR SCHLUTER: Or a very strong directive which would cause the State Health Benefits Commission to reverse itself.

MS. McMAHON: That's right.

SENATOR SCHLUTER: Thank you.

SENATOR BUBBA: All right. Thank you very much for your kind presentation here. I think this will conclude the hearing. When is our next meeting scheduled?

UNIDENTIFIED MEMBER OF COMMITTEE: Monday.

SENATOR INVERSO: Mr. Chairman, I just want to indicate that Ms. McMahon will provide us with the information we requested today.

SENATOR BUBBA: Yes.

SENATOR INVERSO: Okay. I don't know how long it will take you to pull that together, but, you know, let our aide know how long you need to pull it together. I think it is important.

The other thing, Mr. Chairman, is: I would like to indicate, basically just to get us off of square one with regard to the pension revaluation, that I have sponsored the

legislation that will provide for that to be effectuated. There will be opportunities to review that through Committees and to provide the interested parties out there -- the CWA, the NJEA -- with an opportunity to bring their information back as a result of their review by their actuaries. Then together we can forge legislation that is appropriate to what we need to do.

SENATOR LIPMAN: Which Committee is it going to be, this one or the Budget Committee?

SENATOR BUBBA: Probably the Budget, right?

SENATOR INVERSO: Yes, but since this Committee also had the hearing, I wanted to announce it here. Yes, it will probably go through the Budget Committee, primarily for discussion purposes. It can come here, too, I suppose, since we took a bite of that apple. So, you know, either place.

SENATOR BUBBA: Ms. McMahon, in the telephone company they had a benefit that I felt was pretty good with respect to health. They would allow us to set aside pretax dollars. Those pretax dollars could be— There was a company— I will tell you the name of the company privately. I am not trying to push them. But, there was a company that managed the money, and I would imagine the State of New Jersey could manage it, so that if there were expenses you had that were not covered by, in this case, the State plan, you would pull on this pool of money. The pool of money was yours, but it gave you the benefit of the pretax dollars, so it was some tax money you were paying for help.

MS. McMAHON: We are looking into that.

SENATOR BUBBA: Okay. Thank you very much. Ten o'clock on Monday.

(HEARING CONCLUDED)

APPENDIX



Jim Florio GOVERNOR SAMUEL CRANE ACTING STATE TREASURER

STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY Division of Pensions CN-295 Trenton. New Jersey 08625 0295

March 6, 1992

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The Honorable Joseph L. Bubba Senator, District 34 1117 Route 46 East - Suite 202 Clifton, NJ 07013

Dear Senator Bubba:

I look forward to the opportunity to meet with the Senate State Government Committee on March 9, 1992 to explain the "Premium Delay" opportunity that is being offered to local employers who participate in the State Health Benefits Program (SHBP).

The premium delay approach is a responsible long-term approach to allowing all local employers the cash flow advantage that is often available only to large employers. It is not a "premium holiday" nor does it offer "premium forgiveness." Allowing local employers to delay health insurance premiums for one month effectively allows them to hold one month of the cash reserves for the plan--it does not reduce the amount of reserves available since this one month's premium is due and payable if a local employer decides to leave the plan. The reserve is the amount which should be held in order to pay claims that have been incurred by participants but have not yet been submitted for payment. By June 30, 1992 the projected reserve for local employers is \$155 million, approximately 2 1/2 months premium. Based upon SHBP claims experience, industry standards suggest it is desirable to have a reserve of 2 to 3 months premium to satisfy unreported claims.

A full one month's premium for local employers is approximately \$64.8 Even if every local employer immediately exercised this opportunity for premium deferral, the local reserve segment of the SHBP would still hold approximately \$88.5 billion, or 1 1/2 months reserves.

I am attaching a list of local employers, broken down by county, which indicates the cash flow advantage of a one month-premium delay to each employer.

I hope this information is helpful to you in evaluating this initiative. If I can provide you with any additional information, please contact me at (609) 292-3678. Roemins Illey

Director

c: Samuel Crane

Enclosure

New Jersey Is An Equal Opportunity Employer

Division of Pensions

Employer Listing by County 2/28/92

NOTE

This listing shows each employer in alphabetical order by county. There are separate totals for each County. The grand totals differ from the original "large employer listing" due to rounding of large numbers. The original report took the total of all other employers and applied the percentage of increase. This report takes each employer (no matter how small) and applies the increase individually and is, therefore, more accurate.

The amounts for each large employer are the same on as the "large employer listing" in almost all cases. However, there are several that are off by a few cents due to rounding.

This report takes the locations from the billing system and in some cases a single employer may have more than one location for billing purposes. For example, Newark Board of Education shows as three locations on this report. The total of the three locations is equal to the amount on the original "large employer listing".

DIVISION OF PENSIONS STATE HEALTH BENEFITS PROGRAM

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
ABSECON CITY	59	292,760.18	24,396.68	24,396.68
ABSECON CITY BD OF ED	97	530,133.19	44,177.77	44,177.77
ATLANTIC CITY BD. OF ED.	808	3,666,365.41	305,530.45	305,530.45
ATLANTIC CITY HOUSING AUTH.	130	521,868.38	43,489.03	43,489.03
ATLANTIC CITY M/U/A	94	462,730.11	38,560.84	38,560.84
ATLANTIC CO AUDIO VISUAL AIDS COMM	2	8,267.34	688.94	688.94
ATLANTIC CO. COMM. COLLEGE	312	1,495,107.46	124,592.29	124,592.29
ATLANTIC CO. SPECIAL SEV SCHOOL DIST	257	1,293,576.59	107,798.05	107,798.05
ATLANTIC CO. UTIL. AUTH.	272	1,288,748.07	107,395.67	107,395.67
ATLANTIC CO. VOC. & TECH. SCHOOL	105	523,267.46	43,605.62	43,605.62
BRIGANTINE CITY BD. OF ED.	117	593,348.86	49,445.74	49,445.74
BUENA BORO. MUN. UTIL. AUTH.	9	45,169.92	3,764.16	3,764.16
BUENA BORO. REG. SCH. DIST. BE	303	1,675,233.95	139,602.83	139,602.83
BUENA BOROUGH	25	115,075.14	9,589.60	9,589.60
CORBIN CITY	1	2,586.51	215.54	215.54
EGG HABOR CITY BD. OF ED.	69	371,204.65	30,933.72	30,933.72
EGG HABOR TOWNSHIP	3	18,353.67	1,529.47	1,529.47
EGG HABOR TWP. BD. OF ED.	611	3,150,925.47	262,577.12	262,577.12
EGG HABOR TWP. MUN. UTIL. AUTH.	4	21,525.63	1,793.80	1,793.80
ESTELL MANOR CITY	1	3,993.30	332.77	332.77
ESTELL MANOR CITY BD. OF ED.	26	136,949.07	11,412.42	11,412.42
FOLSOM BORO. BD. OF ED.	43	242,514.22	20,209.52	20,209.52
HAMILTON TOWNSHIP	112	551,783.01	45,981.92	45,981.92
HAMILTON TWP. BD OF ED	212	1,113,137.97	92,761.50	92,761.50
HAMILTON TWP. MUN. UTIL. AUTH.	13	70,489.27	5,874.11	5,874.11
HAMMONTON TOWN JR./SR. H.S. BD/ED	277	1,596,995.09	133,082.92	133,082.92
LINWOOD CITY BD. OF ED.	105	572,575.61	47,714.63	47,714.63
LONGPORT BOROUGH	41	215,668.54	17,972.38	17,972.38
MAINLAND REG. H.S. DIST.	165	810,246.18	67,520.51	67,520.51
MARGATE CITY BD. OF ED.	89	424,642.05	35,386.84	35,386.84
MULLICA TOWNSHIP	24	118,338.07	9,861.51	9,861.51
MULLICA TWP. BD. OF ED.	95	495,487.75	41,290.65	41,290.65

DIVISION OF PENSIONS STATE HEALTH BENEFITS PROGRAM

LOCATION NAME	# EMPLOYEES		FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
NORTHFIELD CITY	63	315,014.51	26,251.21	26,251.21
NORTHFIELD CITY BD. OF ED.	112	609,536.50	50,794.71	50,794.71
PLEASANTVILLE CITY HOUSING AUTH.	9	31,098.28	2,591.52	2,591.52
PORT REPUBLIC CITY	1	6,011.88	500.99	500.99
PORT REPUBLIC CITY BD. OF ED.	16	82,424.45	6,868.70	6,868.70
SOMERS POINT CITY BD. OF ED.	127	681,646.86	56,803.90	56,803.90
VENTNOR CITY BD. OF ED.	85	446,547.52	37,212.29	37,212.29
WEYMOUTH TOWNSHIP	1	4,163.03	346.92	346.92
WEYMOUTH TWP. BD. OF ED.	31	169,483.85	14,123.65	14,123.65
TOTAL FOR COUNTY OF ATLANTIC		24,774,995.00	2,064,582.89	2,064,582.89
X				
ALLENDALE BORO	47	240,441.12	20,036.76	20,036.76
ALLENDALE BORO. BD. OF ED.	100	566,697.29	47,224.77	47,224.77
ALPINE BORO. BD. OF ED.	30	165,135.39	13,761.28	13,761.28
BERGEN CO. BD. OF SOC. SERV.	282	1,326,403.88	110,533.66	110,533.66
BERGEN CO. COMMUNITY COLLEGE	587	3,020,874.37	251,739.53	251,739.53
BERGEN CO. GENERAL ACCOUNTS	2555	11,973,497.66	997,791.47	997,791.47
BERGEN CO. PARK COMMISSION	219	941,787.32	78,482.28	78,482.28
BERGEN CO. PINES HOSPITAL	1968	9,167,992.73	763,999.39	763,999.39
BERGEN CO. SOIL CON. DIST.	5	19,121.19	1,593.43	1,593.43
BERGEN CO. SPEC. SER. SCH. DIST. BE	619	3,179,526.66	264,960.55	264,960.55
BERGEN CO. UTIL. AUTH.	429	2,081,023.78	173,418.65	173,418.65
BERGEN CO. VOC. SCHS.	387	2,009,262.84	167,438.57	167,438.57
BERGENFIELD BORO. BD. OF ED.	371	2,083,775.96	173,648.00	173,648.00
BERGENFIELD BOROUGH	170	853,109.91	71,092.49	71,092.49
BOGOTA BORO. BD. OF ED.	134	725,279.78	60,439.98	60,439.98
CARLSTADT BORO. BD. OF ED.	67	342,924.99	28,577.08	28,577.08
CARLSTADT E. RUTHERFORD REG. BE	76	357,830.44	29,819.20	29,819.20
CLIFFSIDE PARK BORO. BD. OF ED.	267 100	1,440,236.23	120,019.69	120,019.69
CLOSTER BORO. BD. OF ED.	100	533,895.93	44,491.33	44,491.33

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
CRESSKILL BORO. BD. OF ED.	136	785,787.14	65,482.26	65,482.26
CRESSKILL BOROUGH	55	293,785.73	24,482.14	24,482.14
DEMAREST BORO. BD. OF ED.	74	404,122.49	33,676.87	33,676.87
DEMAREST BOROUGH	26	136,047.99	11,337.33	11,337.33
DUMONT BORO. BD. OF ED.	293	1,613,955.29	134,496.27	134,496.27
DUMONT BOROUGH	99	523,693.12	43,641.09	43,641.09
EAST RUTHERFORD BORO. BD. OF ED.	75	387,514.65	32,292.89	32,292.89
EAST RUTHERFORD BORO. SEW. AUTH.	5	24,112.15	2,009.35	2,009.35
EDGEWATER BORO. BD. OF ED.	36	213,743.02	17,811.92	17,811.92
EDGEWATER BORO. HOUSING AUTH.	4	17,736.69	1,478.06	1,478.06
EDGEWATER BOROUGH	98	515,917.05	42,993.09	42,993.09
SELMWOOD PARK BORO. BD. OF ED.	186	911,355.36	75,946.28	75,946.28
X ELMWOOD PARK BOROUGH	96	496,618.98	41,384.91	41,384.91
EMERSON BORO BD. OF ED.	131	702,908.29	58,575.69	58,575.69
ENGLEWOOD CITY BD. OF ED.	340	1,783,930.55	148,660.88	148,660.88
ENGLEWOOD CITY HOUSING AUTH.	16	80,498.65	6,708.22	6,708.22
ENGLEWOOD CLIFFS BORO. BD. OF ED.	74	393,019.43	32,751.62	32,751.62
FAIR LAWN BORO BD OF ED	527	2,819,604.47	234,967.04	234,967.04
FAIRVIEW BORO. BD. OF ED.	79	403,019.15	33,584.93	33,584.93
FAIRVIEW BOROUGH	70	375,048.26	31,254.02	31,254.02
FORT LEE BORO. BD. OF ED.	383	2,079,505.28	173,292.11	173,292.11
FORT LEE BORO. HOUSING AUTH.	4	25,568.27	2,130.69	2,130.69
FORT LEE BOROUGH	287	1,435,568.34	119,630.69	119,630.69
FRANKLIN LAKES BORO BD OF ED	140	777,457.99	64,788.17	64,788.17
GARFIELD CITY	145	760,138.56	63,344.88	63,344.88
GARFIELD CITY BD. OF ED.	287	1,581,654.16	131,804.51	131,804.51
GARFIELD CITY HOUSING AUTH.	19	102,454.72	8,537.89	8,537.89
GLEN ROCK BORO. BD. OF ED.	239	1,274,709.37	106,225.78	106,225.78
GLEN ROCK BOROUGH	74	399,856.58	33,321.38	33,321.38
HACKENSACK CITY BD. OF ED.	511	2,724,950.07	227,079.17	227,079.17
HACKENSACK MEADOWLANDS DEV. COMM.	104	487,671.02	40,639.25	40,639.25
HARRINGTON PARK BORO. BD. OF ED.	63	343,356.68	28,613.06	28,613.06

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
HARRINGTON PARK BOROUGH	 28	155,410.39	12,950.87	12,950.87
HASBROUCK HEIGHTS BORO. BD. OF ED.	155	840,604.97	70,050.41	70,050.41
HASBROUCK HEIGHTS BOROUGH	91	523,282.87	43,606.91	43,606.91
HAWORTH BORO. BD. OF ED.	43	236,289.16	19,690.76	19,690.76
HAWORTH BOROUGH	29	156,501.25	13,041.77	13,041.77
HILLSDALE BORO. BD. OF ED.	116	661,729.84	55,144.15	55,144.15
HO HO KUS BORO. BD. OF ED.	50	282,426.74	23,535.56	23,535.56
HO HO KUS BOROUGH	35	184,933.55	15,411.13	15,411.13
LEONIA BORO. BD. OF ED.	198	1,106,272.09	92,189.34	92,189.34
LEONIA BOROUGH	86	422,475.60	35,206.30	35,206.30
LITTLE FERRY BORO BD. OF ED.	70	357,056.06	29,754.67	29,754.67
LODI BORO. HOUSING AUTH.	14	58,500.68	4,875.06	4,875.06
LYNDHURST TWP. BD. OF ED.	220	1,152,898.69	96,074.89	96,074.89
≺MAHWAH TWP. BD. OF ED.	284	1,566,678.21	130,556.52	130,556.52
MAYWOOD BORO. BD. OF ED.	75	406,857.71	33,904.81	33,904.81
MID-BERGEN REGIONAL HEALTH COMM.	3	12,386.92	1,032.24	1,032.24
MIDLAND PARK BORO. BD. OF ED.	138	765,423.57	63,785.30	63,785.30
MIDLAND PARK BOROUGH	50	262,432.36	21,869.36	21,869.36
MONTVALE BORO. BD. OF ED.	101	516,688.07	43,057.34	43,057.34
MONTVALE BOROUGH	55	316,695.30	26,391.28	26,391.28
MOONACHIE BORO. BD. OF ED.	30	160,843.41	13,403.62	13,403.62
NEW MILFORD BORO. BD. OF ED.	213	1,098,516.89	91,543.07	91,543.07
NORTH ARLINGTON BORO. BD. OF ED.	167	914,020.22	76,168.35	76,168.35
NORTHERN HIGHLANDS REG HS BD OF ED	106	577,640.99	48,136.75	48,136.75
NORTHERN VALLEY REG. H.S. BD. OF ED.	266	1,455,734.70	121,311.22	121,311.22
NORTHVALE BORO. BD. OF ED.	58	316,403.91	26,366.99	26,366.99
NORTHWEST BERGEN CO. UTIL. AUTH.	30	154,107.04	12,842.25	12,842.25
NORTHWEST BERGEN REG. HEALTH COMM.	4	20,577.31	1,714.78	1,714.78
NORWOOD BORO. BD. OF ED.	63	319,000.24	26,583.35	26,583.35
NORWOOD BOROUGH	24	129,669.02	10,805.75	10,805.75
OAKLAND BORO. BD. OF ED.	174	970,615.85	80,884.65	80,884.65
OLD TAPPAN BORO. BD. OF ED.	57	305,985.82	25,498.82	25,498.82

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
ORADELL BOROUGH	 75	402,166.27	33,513.86	33,513.86
ORADELL BOROUGH BD. OF ED.	64	331,648.69	27,637.39	27,637.39
PALISADES PARK BORO. BD. OF ED.	162	852,747.46	71,062.29	71,062.29
PALISADES PARK BOROUGH	85	473,627.97	39,469.00	39,469.00
PARAMUS BOROUGH	325	1,635,195.00	136,266.25	136,266.25
PARK RIDGE BOROUGH BD. OF ED.	161	858,954.02	71,579.50	71,579.50
PASCACK VALLEY REG. H.S.	243	1,410,487.41	117,540.62	117,540.62
RAMAPO INDIAN HILLS REG. H.S. DIST.	259	1,421,356.67	118,446.39	118,446.39
RAMSEY BORO. BD. OF ED.	277	1,529,952.36	127,496.03	127,496.03
RIDGEFIELD BORO. BD. OF ED.	157	809,837.75	67,486.48	67,486.48
RIDGEFIELD PARK VILLAGE BD. OF ED.	163	874,156.06	72,846.34	72,846.34
RIVER DELL REG. BD. OF ED.	166	959,321.76	79,943.48	79,943.48
RIVER EDGE BORO. BD. OF ED.	78	418,332.89	34,861.07	34,861.07
RIVER EDGE BOROUGH	67	342,004.84	28,500.40	28,500.40
RIVER VALE TOWNSHIP	46	247,965.05	20,663.75	20,663.75
RIVER VALE TWP. BD. OF ED.	131	725,158.55	60,429.88	60,429.88
ROCHELLE PARK TOWNSHIP	35	190,531.26	15,877.61	15,877.61
ROCHELLE PARK TWP. BD. OF ED.	57	312,805.44	26,067.12	26,067.12
RUTHERFORD BORO. BD. OF ED.	271	1,445,718.16	120,476.51	120,476.51
SADDLE BROOK TWP. BD. OF ED.	176	933,737.65	77,811.47	77,811.47
SADDLE RIVER BORO BD OF ED	42	236,398.20	19,699.85	19,699.85
SADDLE RIVER BOROUGH	25	132,071.37	11,005.95	11,005.95
SOUTH HACKENSACK TWP. BD. OF ED.	28	140,682.66	11,723.55	11,723.55
TEANECK TOWNSHIP	351	1,861,333.35	155,111.11	155,111.11
TEANECK TWP. BD. OF ED.	566	2,973,187.45	247,765.62	247,765.62
TENAFLY BORO. BD. OF ED.	311	1,673,947.98	139,495.66	139,495.66
TENAFLY BOROUGH	103	516,183.07	43,015.26	43,015.26
UPPER SADDLE RIVER BORO. BD. OF ED.	132	724,704.29	60,392.02	60,392.02
UPPER SADDLE RIVER BOROUGH	44	234,784.12	19,565.34	19,565.34
WALDWICK BORO. BD. OF ED.	178	968,556.34	80,713.03	80,713.03
WALDWICK BOROUGH	59	311,776.53	25,981.38	25,981.38
WALLINGTON BORO. BD. OF ED.	113	592,255.19	49,354.60	49,354.60

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
WALLINGTON BOROUGH	 52	270,692.13	22,557.68	22,557.68
WASHINGTON TOWNSHIP	51	297,970.77	24,830.90	24,830.90
WESTWOOD REG. BD. OF ED.	285	1,513,611.67	126,134.31	126,134.31
WOODCLIFF LAKE BORO. BD. OF ED.	85	450,403.60	37,533.63	37,533.63
WOODCLIFF LAKE BOROUGH	38	218,168.57	18,180.71	18,180.71
WOODRIDGE BORO. BD. OF ED.	138	760,513.07	63,376.09	63,376.09
WYCKOFF TOWNSHIP	58	282,658.57	23,554.88	23,554.88
WYCKOFF TWP LIBRARY	9	26,372.93	2,197.74	2,197.74
WYCKOFF TWP. BD. OF ED.	218	1,202,516.88	100,209.74	100,209.74
TOTAL FOR COUNTY OF BERGEN		113,877,280.40	9,489,773.31	9,489,773.31
BASS RIVER TWP. BD. OF ED. BEVERLY CITY HOUSING AUTHORITY BORDENTOWN CITY BORDENTOWN TWP FIRE DIST 1 BURLINGTON CITY HOUSING AUTH. BURLINGTON CO AUD. VIS. AIDS COMM BURLINGTON CO. BD. OF SOC. SERV. BURLINGTON CO. COMM. COLLEGE BURLINGTON CO. SOIL CONS. DIST. BURLINGTON TWP. BD. OF ED. CHESTERFIELD TOWNSHIP CHESTERFIELD TWP. BD. OF ED. DELANCO TWP. BD. OF ED. DELRAN TOWNSHIP DELRAN TWP. SEWAGE AUTH.	21 4 36 13 1 4 4 329 323 7 203 10 35 48 65 12	116,913.76 11,548.06 216,892.55 73,559.19 5,680.82 19,633.33 18,371.47 1,562,105.49 1,595,363.49 30,518.72 1,038,266.32 35,884.88 185,069.79 248,706.35 347,140.02 72,207.35	9,742.81 962.34 18,074.38 6,129.93 473.40 1,636.11 1,530.96 130,175.46 132,946.96 2,543.23 86,522.19 2,990.41 15,422.48 20,725.53 28,928.33 6,017.28	9,742.81 962.34 18,074.38 6,129.93 473.40 1,636.11 1,530.96 130,175.46 132,946.96 2,543.23 86,522.19 2,990.41 15,422.48 20,725.53 28,928.33 6,017.28
EASTAMPTON TOWNSHIP	26	122,233.12	10,186.09	10,186.09
EASTAMPTON TWP. BD. OF ED.	68	339,948.97	28,329.08	28,329.08
EDGEWATER PARK TWP. BD. OF ED.	157	795,161.04	66,263.42	66,263.42

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
EVESHAM TOWNSHIP	150	809,254.13	67,437.84	67,437.84
FLORENCE TWP. BD. OF ED.	175	885,753.87	73,812.82	73,812.82
HAINESPORT TOWNSHIP	6	20,319.14	1,693.26	1,693.26
HAINESPORT TWP. BD. OF ED.	48	238,711.54	19,892.63	19,892.63
LENAPE REG. H.S. DIST.	743	3,893,211.29	324,434.27	324,434.27
LUMBERTON TOWNSHIP	45	254,957.91	21,246.49	21,246.49
MANSFIELD TWP. BD. OF ED.	40	208,023.93	17,335.33	17,335.33
MAPLE SHADE TWP. BD. OF ED.	239	1,235,819.17	102,984.93	102,984.93
MEDFORD LAKES BORO. BD. OF ED.	81	425,210.54	35,434.21	35,434.21
MEDFORD TOWNSHIP	118	614,436.35	51,203.03	51,203.03
MEDFORD TWP. BD. OF ED.	313	1,655,532.64	137,961.05	137,961.05
MOORESTOWN TOWNSHIP	0	0.00	0.00	0.00
MOORESTOWN TWP. BD. OF ED.	351	1,887,963.33	157,330.28	157,330.28
MOORESTOWN TWP. FIRE DIST. #1	3	13,928.40	1,160.70	1,160.70
MOUNT HOLLY TWP. BD. OF ED.	174	909,408.12	75,784.01	75,784.01
NEW HANOVER TOWNSHIP	10	39,352.44	3,279.37	3,279.37
NEW HANOVER TWP. BD. OF ED.	28	144,710.57	12,059.21	12,059.21
PEMBERTON BOROUGH	7	33,978.15	2,831.51	2,831.51
PINELANDS COMMISSION	41	186,629.35	15,552.45	15,552.45
RANCOCAS VALLEY REG H.S.	166	884,385.35	73,698.78	73,698.78
RIVERSIDE TWP. BD. OF ED.	147	746,248.28	62,187.36	62,187.36
RIVERTON BORO BD OF ED	33	170,712.08	14,226.01	14,226.01
RIVERTON BOROUGH	14	57,432.66	4,786.06	4,786.06
SHAMONG TWP. BD. OF ED.	110	601,340.92	50,111.74	50,111.74
SOUTHAMPTON TOWNSHIP	23	158,979.28	13,248.27	13,248.27
SPRINGFIELD TOWNSHIP	6	29,220.42	2,435.03	2,435.03
TABERNACLE TOWNSHIP	9	42,030.20	3,502.52	3,502.52
TABERNACLE TWP. BD. OF ED.	147	793,758.04	66,146.50	66,146.50
WILLINGBORO TWP. MUN. UTIL. AUTH.	36	177,268.76	14,772.40	14,772.40
WOODLAND TOWNSHIP	6	26,698.66	2,224.89	2,224.89
WOODLAND TWP. BD. OF ED.	31	160,867.52	13,405.63	13,405.63
WRIGHTSTOWN BORO. MUN. UTIL. AUTH.	3	16,935.25	1,411.27	1,411.27
TOTAL FOR COUNTY OF BURLINGTON		24,158,283.01	2,013,190.24	2,013,190.24

	LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
	AUDUBON BORO. BD. OF ED.	188	970,468.54	80,872.38	80,872.38
	AUDUBON BOROUGH	53	253,521.55	21,126.80	21,126.80
	BARRINGTON BORO BD. OF ED.	68	309,569.99	25,797.50	25,797.50
	BELLMAWR BORO. BD. OF ED.	105	526,466.33	43,872.19	43,872.19
	BELLMAWR BOROUGH	84	419,058.08	34,921.51	34,921.51
	BERLIN BORO	49	243,775.24	20,314.60	20,314.60
	BERLIN TOWNSHIP	50	257,574.70	21,464.56	21,464.56
	BERLIN TWP. BD. OF ED.	79	422,381.27	35,198.44	35,198.44
	BLACK HORSE PIKE REG. SCH. DIST.	392	2,074,980.78	172,915.06	172,915.06
	CAMDEN CITY BD. OF ED.	3165	14,550,488.81	1,212,540.73	1,212,540.73
	CAMDEN CITY PARKING AUTH.	44	194,810.91	16,234.24	16,234.24
	CAMDEN CO BD. OF SOC. SERV.	796	3,568,796.11	297,399.68	297,399.68
	CAMDEN CO. COMM. COLLEGE	486	2,335,753.93	194,646.16	194,646.16
	CAMDEN CO. SOIL CONSERVATION DIST.	3	7,600.88	633.41	633.41
2	CAMDEN CO. VOC. & TECH. SCHOOL	429	2,233,294.58	186,107.88	186,107.88
	CHERRY HILL BD. OF FIRE COMM.	2	12,209.34	1,017.44	1,017.44
	CHERRY HILL TWP. BD. OF FIRE COMM.	14	73,621.84	6,135.15	6,135.15
	CHESILHURST BORO. BD. OF ED.	27	136,537.42	11,378.12	11,378.12
	CLEMENTON BORO. BD. OF ED.	57	317,732.07	26,477.67	26,477.67
	COLLINGSWOOD BORO. BD. OF ED.	261	1,388,342.41	115,695.20	115,695.20
	COLLINGSWOOD BORO. HOUSING AUTH.	2	5,173.03	431.09	431.09
	COLLINGSWOOD BOROUGH	99	534,170.36	44,514.20	44,514.20
	EASTERN CAMDEN CO. REG. SCH. DIST.	184	948,315.27	79,026.27	79,026.27
	EDUCATIONAL INFO. & RESOURCE CENTER GIBBSBORO BORO. BD. OF ED. GLOUCESTER CITY	65	303,417.25	25,284.77	25,284.77
		36	191,339.00	15,944.92	15,944.92
		117	621,844.65	51,820.39	51,820.39
	GLOUCESTER CITY BD. OF ED.	256	1,294,259.73	107,854.98	107,854.98
	GLOUCESTER TWP BD FIRE COMM DIST #2	4	22,206.67	1,850.56	1,850.56
	GLOUCESTER TWP. BD. OF ED.	833	4,438,327.16	369,860.60	369,860.60
	HADDON HEIGHTS BORO. BD. OF ED.	183	958,698.32	79,891.53	79,891.53
	HADDON HEIGHTS BOROUGH	50	239,620.20	19,968.35	19,968.35
	HADDON TOWNSHIP	77	392,135.30	32,677.94	32,677.94

03/04/92

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
HADDON TWP HOUSING AUTHORITY	1	3,426.91	 285.58	285.58
HADDON TWP. BD. OF ED.	0	0.00	0.00	0.00
HADDON TWP. FIRE COMM. DIST. #1	4	22,473.96	1,872.83	1,872.83
HADDONFIELD BORO. BD. OF ED.	231	1,106,398.65	92,199.89	92,199.89
HADDONFIELD BOROUGH	97	529,577.74	44,131.48	44,131.48
LAUREL SPRINGS BORO. BD. OF ED.	18	100,646.79	8,387.23	8,387.23
LAUREL SPRINGS BOROUGH	11	41,346.92	3,445.58	3,445.58
LAWNSIDE BOROUGH	23	96,110.94	8,009.24	8,009.24
LOWER CAMDEN REG. H.S. DIST. #1 BD/ED	741	3,892,426.67	324,368.89	324,368.89
MERCHANTVILLE BORO. BD. OF ED.	54	284,264.80	23,688.73	23,688.73
MOUNT EPHRAIM BORO. BD. OF ED.	34	183,181.69	15,265.14	15,265.14
PENNSAUKEN TWP. SEW. AUTH.	17	85,729.42	7,144.12	7,144.12
PINE HILL BORO BD OF ED	98	514,613.98	42,884.50	42,884.50
PINE VALLEY BOROUGH	4	19,067.37	1,588.95	1,588.95
RUNNEMEDE BORO	30	159,888.08	13,324.01	13,324.01
RUNNEMEDE BORO SEWERAGE AUTH	6	26,547.99	2,212.33	2,212.33
RUNNEMEDE BORO. BD. OF ED.	112	607,782.54	50,648.54	50,648.54
SOMERDALE BORO. BD. OF ED.	47	255,156.51	21,263.04	21,263.04
STERLING REG. H.S. DIST. BD. OF ED.	100	540,932.24	45,077.69	45,077.69
STRATFORD BORO. BD. OF ED.	91	391,381.10	32,615.09	32,615.09
STRATFORD BORO. SEW. AUTH.	4	16,862.65	1,405.22	1,405.22
STRATFORD BOROUGH	27	142,161.91	11,846.83	11,846.83
VOORHEES TOWNSHIP	147	735,994.46	61,332.87	61,332.87
WATERFORD TWP. BD. OF ED.	186	1,020,718.84	85,059.90	85,059.90
WINSLOW TWP FIRE DIST #1	1	3,428.03	285.67	285.67
WOODLYNNE BORO. BD. OF ED.	42	226,411.10	18,867.59	18,867.59
WOODLYNNE BOROUGH	12	57,235.88	4,769.66	4,769.66
TOTAL FOR COUNTY OF CAMDEN		51,310,258.89	4,275,854.92	4,275,854.92
CAPE MAY CITY BD. OF ED.	35	175,019.75	14,584.98	14,584.98

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
CAPE MAY CITY HOUSING AUTH.	2	8,267.34	688.94	688.94
CAPE MAY CO. BRIDGE COMM.	38	211,756.11	17,646.34	17,646.34
CAPE MAY CO. SPEC. SERV. SCH. DIS.	202	1,059,632.73	88,302.73	88,302.73
DENNIS TOWNSHIP	26	140,590.57	11,715.88	11,715.88
DENNIS TWP. BD. OF ED.	106	559,616.13	46,634.68	46,634.68
LOWER CAPE MAY REG. SCH. DIST.	221	1,175,999.02	97,999.92	97,999.92
LOWER TWP MUN. UTIL AUTH.	24	142,154.90	11,846.24	11,846.24
LOWER TWP. BD. OF ED.	252	1,358,283.41	113,190.28	113,190.28
MIDDLE TOWNSHIP	125	658,431.31	54,869.28	54,869.28
MIDDLE TWP. BD. OF ED.	371	1,907,421.88	158,951.82	158,951.82
NORTH WILDWOOD CITY BD. OF ED.	62	319,281.54	26,606.79	26,606.79
OCEAN CITY BD. OF ED.	331	1,770,906.46	147,575.54	147,575.54
OCEAN CITY HOUSING AUTH.	1	6,629.15	552.43	552.43
STONE HABOR BORO. BD. OF ED.	14	72,582.28	6,048.52	6,048.52
UPPER TWP. BD. OF ED.	179	1,004,779.15	83,731.60	83,731.60
WEST CAPE MAY BORO. BD. OF ED.	6	14,193.86	1,182.82	1,182.82
WEST CAPE MAY BOROUGH	10	29,473.41	2,456.12	2,456.12
WILDWOOD CITY	215	1,081,897.70	90,158.14	90,158.14
WILDWOOD CITY BD. OF ED.	163	791,792.15	65,982.68	65,982.68
WILDWOOD CITY HOUSING AUTH.	14	70,566.22	5,880.52	5,880.52
WILDWOOD CREST BORO. BD. OF ED.	44	234,776.69	19,564.72	19,564.72
WOODBINE BORO. BD. OF ED.	47	250,429.20	20,869.10	20,869.10
WOODBINE BOROUGH	8	83,949.11	6,995.76	6,995.76
WOODBINE MUN. UTIL. AUTH.	4	16,444.83	1,370.40	1,370.40
TOTAL FOR COUNTY OF CAPE MAY		13,144,874.90	1,095,406.23	1,095,406.23
BRIDGETON CITY	206	1,034,455.79	86,204.65	86,204.65
BRIDGETON CITY BD. OF ED.	604	3,243,550.20	270,295.85	270,295.85
BRIDGETON CITY HOUSING AUTH.	22	112,731.25	9,394.27	9,394.27
COMMERCIAL TOWNSHIP	11	64,230.70	5,352.56	5,352.56

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
COMMERCIAL TWP. BD. OF ED.	89	472,539.21	39,378.27	39,378.27
CUMBERLAND COUNTY COLLEGE	144	703,682.25	58,640.19	58,640.19
CUMBERLAND COUNTY IMPROVMNT AUTH.	28	151,527.54	12,627.29	12,627.29
CUMBERLAND COUNTY SOIL CON. DIST.	2	9,215.66	767.97	767.97
CUMBERLAND COUNTY UTIL. AUTH.	41	201,640.62	16,803.39	16,803.39
CUMBERLAND COUNTY VOC. TECH. SCHOOL	56	295,665.70	24,638.81	24,638.81
CUMBERLAND REG. SCHOOL DIST.	160	860,964.76	71,747.06	71,747.06
DEERFIELD TWP. BD. OF ED.	40	214,266.10	17,855.51	17,855.51
DOWNE TWP. BD. OF ED.	76	412,585.49	34,382.12	34,382.12
FAIRFIELD TWP. BD. OF ED.	92	455,905.86	37,992.16	37,992.16
GREENWICH TWP. BD OF ED	13	71,164.56	5,930.38	5,930.38
LAWRENCE TOWNSHIP	2	11,361.65	946.80	946.80
LAWRENCE TWP. BD. OF ED.	57	245,739.58	20,478.30	20,478.30
MAURICE RIVER TWP. BD. OF ED.	88	474,166.05	39,513.84	39,513.84
MILLVILLE CITY BD. OF ED.	596	3,366,423.85	280,535.32	280,535.32
SHILOH BORO. BD. OF ED.	9	31,739.23	2,644.94	2,644.94
STOW CREEK TWP. BD. OF ED.	18	93,292.60	7,774.38	7,774.38
UPPER DEERFIELD TWP. BD. OF ED.	116	643,683.96	53,640.33	53,640.33
VINELAND CITY	624	3,198,699.28	266,558.27	266,558.27
VINELAND CITY BD. OF ED.	1281	6,808,234.58	567,352.88	567,352.88
TOTAL FOR COUNTY OF CUMBERLAND		23,177,466.47	1,931,455.54	1,931,455.54
BELLEVILLE TOWN BD. OF ED.	452	2,368,960.91	197,413.41	197,413.41
BLOOMFIELD TOWN	403	2,080,050.65	173,337.55	173,337.55
BLOOMFIELD TOWN PUBLIC LIBRARY	24	106,353.69	8,862.81	8,862.81
CALDWELL-WEST CALDWELL TWPS. BD OF ED	24 274	1,457,876.06	121,489.67	121,489.67
CEDAR GROVE TOWNSHIP	94	480,539.96	40,045.00	40,045.00
CEDAR GROVE TWP. BD. OF ED.	164	894,494.67	74,541.22	74,541.22
COMPENSATION RATING & INSPEC. BUR.	141	620,471.22	51,705.94	51,705.94
EAST ORANGE CITY	1129	5,502,639.97	458,553.33	458,553.33
EAST OWNING CITT	1123	5,502,639.97	400,000.00	430,333.33

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
EAST ORANGE CITY BD. OF ED.	1438	6,965,328.29	580,444.02	580,444.02
EAST ORANGE CITY HOUSING AUTH.	24	104,922.94	8,743.58	8,743.58
EAST ORANGE CITY PARKING AUTH.	1	6,629.15	552.43	552.43
ESSEX CO. IMPROVEMENT AUTH.	24	96,949.09	8,079.09	8,079.09
ESSEX CO. VOC. SCH. BD. OF ED.	320	1,716,667.77	143,055.65	143,055.65
ESSEX COUNTY COLLEGE	565	2,648,662.53	220,721.88	220,721.88
ESSEX FELLS TOWNSHIP	30	143,140.78	11,928.40	11,928.40
ESSEX FELLS TWP BD. OF ED.	16	90,476.22	7,539.69	7,539.69
FAIRFIELD TOWNSHIP	90	445,470.25	37,122.52	37,122.52
FAIRFIELD TWP. BD. OF ED.	83	465,242.06	38,770.17	38,770.17
GLEN RIDGE BORO BD. OF ED.	162	826,919.19	68,909.93	68,909.93
GLEN RIDGE BOROUGH	68	353,626.06	29,468.84	29,468.84
HUDSON-ESSEX-PAS. SOIL CON. DIS.	3	7,759.54	646.63	646.63
RIRVINGTON TOWN HOUS. AUTH. (N WEST)	21	93,832.21	7,819.35	7,819.35
LIVINGSTON TOWNSHIP	221	1,010,797.62	84,233.13	84,233.13
MAPLEWOOD TOWNSHIP	241	1,208,406.12	100,700.51	100,700.51
MILLBURN TOWNSHIP	222	1,163,790.11	96,982.51	96,982.51
MILLBURN TWP. BD. OF ED.	323	1,693,775.99	141,148.00	141,148.00
MONTCLAIR TOWNSHIP	425	2,162,520.09	180,210.01	180,210.01
MONTCLAIR TWP LIBRARY	32	129,726.21	10,810.52	10,810.52
MONTCLAIR TWP REDEVELOPMENT AGENCY	1	5,680.82	473.40	473.40
NEWARK BOARD OF EDUCATION	79	406,398.41	33,866.53	33,866.53
NEWARK BOARD OF EDUCATION	472	2,419,114.23	201,592.85	201,592.85
NEWARK CITY BD. OF ED.	7199	35,415,077.27	2,951,256.44	2,951,256.44
NEWARK CITY HOUSING AUTH.	841	3,550,562.55	295,880.21	295,880.21
NORTH CALDWELL TOWNSHIP	38	200,221.64	16,685.14	16,685.14
NORTH CALDWELL TWP BD. OF ED.	62	312,083.34	26,006.94	26,006.94
NUTLEY TOWN	252	1,325,741.90	110,478.49	110,478.49
NUTLEY TOWN BD. OF ED.	415	2,180,092.93	181,674.41	181,674.41
ORANGE CITY	390	1,921,722.55	160,143.55	160,143.55
ORANGE CITY BD. OF ED.	530	2,579,293.98	214,941.16	214,941.16
ORANGE CITY HOUSING AUTH.	30	156,463.27	13,038.61	13,038.61

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
PASSAIC VALLEY WATER COMM.	284	1,457,714.46	121,476.20	121,476.20
ROSELAND BORO. BD. OF ED.	39	217,175.40	18,097.95	18,097.95
ROSELAND BOROUGH	69	369,540.67	30,795.06	30,795.06
SOUTH ORANGE & MAPLEWOOD BD. OF ED.	595	3,115,391.40	259,615.95	259,615.95
SOUTH ORANGE VILLAGE	192	917,561.78	76,463.48	76,463.48
SOUTH ORANGE VILLAGE PARKING AUTH.	1	5,680.82	473.40	473.40
SUBURBAN AIR POLLUTION COMMISSION	7	22,148.22	1,845.69	1,845.69
VERONA BORO. BD. OF ED.	196	999,055.57	83,254.63	83,254.63
WEST ESSEX REG. SCH. DIST.	215	1,148,846.25	95,737.19	95,737.19
WEST ORANGE TOWN	387	2,018,756.72	168,229.73	168,229.73
TOTAL FOR COUNTY OF ESSEX		95,590,353.53	7,965,862.80	7,965,862.80
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CLAYTON BORO. BD. OF ED.	136	710,756.27	59,229.69	59,229.69
CLAYTON BORO. SEW. AUTH.	0	0.00	0.00	0.00
CLEARVIEW REG. H.S. DISTRICT	186	793,889.37	66,157.45	66,157.45
DEPTFORD TOWNSHIP	136	672 ,297.62	56,024.80	56,024.80
EAST GREENWICH TWP. BD. OF ED.	50	275,070.31	22,922.53	22,922.53
ELK TOWNSHIP	11	59,424.20	4,952.02	4,952.02
GATEWAY REG. H.S. DIST.	165	820,791.68	68,399.31	68,399.31
GIBBSBORO BORO	11	50,452.13	4,204.34	4,204.34
GLASSBORO BORO. HOUSING AUTH.	13	59,293.85	4,941.15	4,941.15
GLOUCESTER CO AVA COMM	0	0.00	0.00	0.00
GLOUCESTER CO. HOUSING AUTH.	47	218,385.26	18,198.77	18,198.77
GLOUCESTER CO. SPEC SERV SCH. DIST	123	648,492.85	54,041.07	54,041.07
GLOUCESTER CO. VOC. BD. OF ED.	142	745,998.66	62,166.55	62,166.55
GLOUCESTER COUNTY SOIL CON. DIST.	5	23,640.37	1,970.03	1,970.03
GREENWICH TWP. BD OF ED	89	481,430.54	40,119.21	40,119.21
HARRISON TOWNSHIP	23	109,819.42	9,151.62	9,151.62
LOGAN TWP. BD. OF ED.	92	488,457.46	40,704.79	40,704.79
MANTUA TOWNSHIP	51	278,607.67	23,217.31	23,217.31

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
MANTUA TWP. BD. OF ED.	123	656,606.43	54,717.20	54,717.20
MANTUA TWP. MUN. UTIL. AUTH.	8	39,060.49	3,255.04	3,255.04
MONROE TOWNSHIP	83	450,909.16	37,575.76	37,575.76
MONROE TWP. MUN. UTIL. AUTH.	27	135,217.82	11,268.15	11,268.15
NEWFIELD BOROUGH	7	28,230.19	2,352.52	2,352.52
PAULSBORO BORO. BD. OF ED.	190	807,569.54	67,297.46	67,297.46
PITMAN BORO	50	249,070.49	20,755.87	20,755.87
SOUTH HARRISON BORO. BD. OF ED.	30	122,226.95	10,185.58	10,185.58
SOUTHERN GLOUCESTER CO. REG. H.S.	241	1,196,645.15	99,720.43	99,720.43
WASHINGTON TOWNSHIP	188	966,281.68	80,523.47	80,523.47
WASHINGTON TWP. BD. OF ED.	1075	5,850,818.16	487,568.18	487,568.18
WASHINGTON TWP. MUN. UTIL. AUTH.	33	175,489.43	14,624.12	14,624.12
WENONAH BORO. BD. OF ED.	21	102,646.18	8,553.85	8,553.85
WENONAH BOROUGH	13	62,099.57	5,174.96	5,174.96
WEST DEPTFORD TWP. BD. OF ED.	356	1,886,876.67	157,239.72	157,239.72
WESTVILLE BORO. BD. OF ED.	37	183,282.19	15,273.52	15,273.52
WOODBURY CITY	99	485,610.53	40,467.54	40,467.54
WOODBURY CITY BD. OF ED.	187	822,890.43	68,574.20	68,574.20
WOODBURY HEIGHTS BORO. BD. OF ED.	31	141,823.28	11,818.61	11,818.61
TOTAL FOR COUNTY OF GLOUCESTER		20,800,162.00	1,733,346.82	1,733,346.82
BAYONNE CITY	761	3,934,375.02	327,864.58	327,864.58
BAYONNE CITY HOUSING AUTH.	58	291,567.70	24,297.31	24,297.31
EAST NEWARK BORO BD. OF ED.	23	107,291.08	8,940.92	8,940.92
GUTTENBERG TOWN	67	338,168.94	28,180.74	28,180.74
GUTTENBERG TOWN BD. OF ED.	72	342,727.64	28,560.64	28,560.64
GUTTENBERG TOWN HOUSING AUTH.	15	84,718.03	7,059.84	7,059.84
HOBOKEN CITY BD. OF ED.	481	2,470,276.55	205,856.38	205,856.38
HOBOKEN CITY HOUSING AUTH.	78	380,945.35	31,745.45	31,745.45
HOBOKEN CITY PARKING AUTH.	14	76,196.58	6,349.72	6,349.72

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
HOBOKEN-UNION CITY-WEEHAWKEN SEW AUTH	4	35,800.65	2,983.39	2,983.39
HUDSON CO. REG. HEALTH COMM.	12	60,268.94	5,022.41	5,022.41
HUDSON CO. UTIL. AUTH.	10	56,126.79	4,677.23	4,677.23
HUDSON COUNTY	4305	19,154,121.80	1,596,176.82	1,596,176.82
JERSEY CITY (FIRE)	580	3,329,772.57	277,481.05	277,481.05
JERSEY CITY (GENERAL ACCOUNTS)	1075	4,986,391.73	415,532.64	415,532.64
JERSEY CITY (POLICE)	1010	5,646,438.81	470,536.57	470,536.57
JERSEY CITY BD. OF ED.	4042	19,035,936.50	1,586,328.04	1,586,328.04
JERSEY CITY HOUSING AUTH.	329	1,604,854.71	133,737.89	133,737.89
JERSEY CITY LIBRARY	113	435,565.56	36,297.13	36,297.13
JERSEY CITY PARKING AUTH.	66	268,728.35	22,394.03	22,394.03
JERSEY CITY REDEVELOPMENT AGENCY	44	194,754.84	16,229.57	16,229.57
JERSEY CITY WATER DEPARTMENT	180	875,322.33	72,943.53	72,943.53
KEARNY TOWN	455	2,443,241.37	203,603.45	203,603.45
KEARNY TOWN BD. OF ED.	535	2,876,097.50	239,674.79	239,674.79
KEARNY TOWN MUNICIPAL UTILITIES AUTH	3	14,014.18	1,167.85	1,167.85
NORTH BERGEN TWP. BD. OF ED.	620	3,101,002.16	258,416.85	258,416.85
UNION CITY HOUSING AUTH.	23	123,980.35	10,331.70	10,331.70
WEEHAWKEN TWP. BD. OF ED.	167	846,062.52	70,505.21	70,505.21
WEST NEW YORK TOWN BD. OF ED.	644	3,326,727.45	277,227.29	277,227.29
WEST NEW YORK TOWN PARKING AUTH.	6	22,656.02	1,888.00	1,888.00
TOTAL FOR COUNTY OF HUDSON		76,464,132.02	6,372,011.02	6,372,011.02
ALEXANDRIA TWP. BD. OF ED.	 51	273,168.34	22,764.03	22,764.03
BETHLEHEM TWP. BD. OF ED.	61	349,476.49	29,123.04	29,123.04
BLOOMSBURY BORO. BD. OF ED.	13	83,333.95	6,944.50	6,944.50
CALIFON BORO. BD. OF ED.	17	109,850.54	9,154.21	9,154.21
CALIFON BOROUGH	2	12,309.97	1,025.83	1,025.83
CLINTON TOWN	26	134,770.85	11,230.90	11,230.90
CLINTON TOWN BD. OF ED.	38	221,075.63	18,422.97	18,422.97
CHIMION IOWN DD. OF ED.	20	221,075.63	10,422.3/	10,422.91

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
CLINTON TOWNSHIP	46	245,280.56	20,440.05	20,440.05
CLINTON TWP. BD. OF ED.	138	733,801.51	61,150.13	61,150.13
CLINTON TWP. SEW. AUTH.	2	13,258.30	1,104.86	1,104.86
DELAWARE TOWNSHIP	21	114,137.33	9,511.44	9,511.44
DELAWARE TWP. BD. OF ED.	63	348,432.01	29,036.00	29,036.00
DELAWARE VALLEY REG. H.S. DIST.	101	544,342.06	45,361.84	45,361.84
EAST AMWELL TOWNSHIP	10	59,707.04	4,975.59	4,975.59
EAST AMWELL TWP. BD. OF ED.	52	276,142.81	23,011.90	23,011.90
FRANKLIN TWP. BD OF ED	39	206,465.35	17,205.45	17,205.45
FRENCHTOWN BORO. BD. OF ED.	23	93,269.61	7,772.47	7,772.47
FRENCHTOWN BOROUGH	8	48,042.22	4,003.52	4,003.52
GLEN GARDNER BOROUGH	4	16,535.52	1,377.96	1,377.96
HAMPTON BORO. BD. OF ED.	25	138,094.88	11,507.91	11,507.91
HAMPTON BOROUGH	5	25,738.00	2,144.83	2,144.83
HIGH BRIDGE BORO BD OF ED	64	345,716.41	28,809.70	28,809.70
HOLLAND TOWNSHIP BD. OF ED.	74	368,592.77	30,716.06	30,716.06
HUNTERDON CENTRAL H.S. BE	291	1,533,179.40	127,764.95	127,764.95
HUNTERDON CO AUDIO VISUAL AIDS COMM	1	2,586.51	215.54	215.54
HUNTERDON CO. BD. OF SOC. SERV.	47	221,981.62	18,498.47	18,498.47
HUNTERDON CO. ED. SERVICES COMM.	17	60,281.41	5,023.45	5,023.45
HUNTERDON CO. SOIL CONS. DIST.	5	25,314.16	2,109.51	2,109.51
HUNTERDON COUNTY	531	2,580,260.80	215,021.73	215,021.73
KINGWOOD TOWNSHIP	7	36,038.36	3,003.20	3,003.20
KINGWOOD TWP. BD. OF ED.	45	239,378.84	19,948.24	19,948.24
LAMBERTVILLE CITY	31	144,020.43	12,001.70	12,001.70
LAMBERTVILLE CITY BD. OF ED.	35	192,190.76	16,015.90	16,015.90
LAMBERTVILLE CITY SEW. AUTH.	8	49,728.77	4,144.06	4,144.06
LEBANON BORO. BD. OF ED.	13	66,993.54	5,582.79	5,582.79
LEBANON BOROUGH	5	21,060.02	1,755.00	1,755.00
LEBANON TOWNSHIP	24	120,704.95	10,058.75	10,058.75
LEBANON TWP. BD. OF ED.	78	454,945.62	37,912.14	37,912.14
MILFORD BORO. BD. OF ED.	19	91,156.84	7,596.40	7,596.40

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
MILFORD BOROUGH		30,277.64	2,523.14	2,523.14
NEW JERSEY WATER SUPPLY AUTH.	128	665,120.17	55,426.68	55,426.68
NORTH HUNTERDON MUN. COURT	7	36,519.81	3,043.32	3,043.32
RARITAN TOWNSHIP	91	496,102.63	41,341.89	41,341.89
RARITAN TWP. MUN. UTIL. AUTH.	19	107,606.44	8,967.20	8,967.20
READINGTON LEBANON SEW. AUTH.	5	17,228.89	1,435.74	1,435.74
READINGTON TOWNSHIP	60	321,368.52	26,780.71	26,780.71
READINGTON TWP. BD. OF ED.	172	950,121.79	79,176.82	79,176.82
SOUTH HUNTERDON REG. BD. OF ED.	58	327,977.76	27,331.48	27,331.48
TEWKSBURY TOWNSHIP	19	91,341.85	7,611.82	7,611.82
UNION TOWNSHIP	9	52,734.92	4,394.58	4,394.58
UNION TWP. BD. OF ED.	53	295,153.55	24,596.13	24,596.13
WEST AMWELL TOWNSHIP	13	69,745.58	5,812.13	5,812.13
WEST AMWELL TWP. BD. OF ED.	25	121,200.56	10,100.05	10,100.05
TOTAL FOR COUNTY OF HUNTERDON		14,183,864.29	1,181,988.71	1,181,988.71
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DELAWARE RIVER BASIN COMM.	34	172,599.33	14,383.28	14,383.28
EWING LAWRENCE SEW. AUTH.	56	260,313.28	21,692.77	21,692.77
EWING TOWNSHIP	220	1,155,007.12	96,250.59	96,250.59
EWING TWP. BD. OF ED.	471	2,427,834.98	202,319.58	202,319.58
HAMILTON TWP. BD. OF ED.	1555	8,339,013.88	694,917.82	694,917.82
HAMILTON TWP. FIRE COMM. DIST. #2	8	46,630.95	3,885.91	3,885.91
HAMILTON TWP. FIRE COMM. DIST. #3	6	31,739.65	2,644.97	2,644.97
HAMILTON TWP. FIRE COMM. DIST. #4	8	48,042.22	4,003.52	4,003.52
HAMILTON TWP. FIRE COMM. DIST. #5	4	17,161.61	1,430.13	1,430.13
HAMILTON TWP. FIRE COMM. DIST. #6	6	31,943.30	2,661.94	2,661.94
HAMILTON TWP. FIRE COMM. DIST. #7	8	44,947.91	3,745.66	3,745.66
HAMILTON TWP. FIRE COMM. DIST. #8	5	21,960.27	1,830.02	1,830.02
HAMILTON TWP. FIRE COMM. DIST. #9	9	42,612.14	3,551.01	3,551.01
HIGHTSTOWN BORO HOUSING AUTH	. 2	4,907.98	409.00	409.00

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
MERCER CO. AVA. COMMISSION	1	2,375.01	197.92	197.92
MERCER CO. BD. OF SOC. SERV.	518	2,441,034.83	203,419.57	203,419.57
MERCER CO. COMMUNITY COLLEGE	432	2,201,725.65	183,477.14	183,477.14
MERCER CO. IMPROVEMENT AUTH.	49	224,355.79	18,696.32	18,696.32
MERCER CO. PARK COMMISSION	127	543,629.90	45,302.49	45,302.49
MERCER CO. SOIL CONSERVATION DIST.	. 4	15,299.87	1,274.99	1,274.99
MERCER CO. SPECIAL SERV. SCH. DIST.	291	1,485,559.90	123,796.66	123,796.66
MERCER CO. VOC. BD. OF ED.	107	525,358.92	43,779.91	43,779.91
MERCER COUNTY	1784	8,160,750.12	680,062.51	680,062.51
NEW JERSEY ASSOC OF COUNTIES	3	14,372.01	1,197.67	1,197.67
NEW JERSEY ECON. DEVELOPMENT AUTH.	81	418,042.48	34,836.87	34,836.87
NEW JERSEY EDUC. FACILITIES AUTH.	6	26,947.58	2,245.63	2,245.63
NEW JERSEY HEALTH CARE FAC FIN AUTH	30	129,697.62	10,808.13	10,808.13
NEW JERSEY HOUS. & MORT. FIN. AGENCY	213	1,044,072.58	87,006.05	87,006.05
NEW JERSEY SCHOOL BDS. INS. GROUP	6	32,998.15	2,749.85	2,749.85
NEW JERSEY STATE LEAGUE OF MUN.	11	52,423.34	4,368.61	4,368.61
NEW JERSEY URBAN DEVELOPMENT CORP.	0	8,826.44	735.54	735.54
PENNINGTON BOROUGH	14	38,158.56	3,179.88	3,179.88
TRENTON CITY	1605	8,173,739.03	681,144.92	681,144.92
TRENTON CITY HOUSING AUTH.	115	505,389.91	42,115.83	42,115.83
TRENTON CITY LIBRARY	42	182,892.12	15,241.01	15,241.01
TRENTON CITY PARKING AUTH.	13	52,015.48	4,334.62	4,334.62
WASHINGTON TOWNSHIP	37	192,339.61	16,028.30	16,028.30
WASHINGTON TWP FIRE DIST #1	2	5,022.35	418.53	418.53
WASHINGTON TWP MUN UTIL AUTH	2	12,309.97	1,025.83	1,025.83
WASHINGTON TWP. BD. OF ED.	53	297,136.82	24,761.40	24,761.40
WEST WINDSOR PLAINSBORO REG SCH DIST	723	3,892,802.16	324,400.18	324,400.18
WEST WINDSOR TWP PARKING AUTH	3	15,844.81	1,320.40	1,320.40
TOTAL FOR COUNTY OF MERCER		43,339,835.63	3,611,652.96	3,611,652.96

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
CARTERET BORO. HOUSING AUTH.	11	53,210.48	4,434.21	4,434.21
CRANBURY TOWNSHIP	31	153,079.53	12,756.63	12,756.63
CRANBURY TWP. BD. OF ED.	50	254,587.32	21,215.61	21,215.61
DUNELLEN BORO. BD. OF ED.	132	660,210.08	55,017.51	55,017.51
DUNELLEN BOROUGH	29	137,690.80	11,474.23	11,474.23
EDISON TWP. HOUSING AUTH.	10	39,833.19	3,319.43	3,319.43
FORDS FIRE DIST. #7	5	29,103.10	2,425.26	2,425.26
HELMETTA BOROUGH	5	23,588.09	1,965.67	1,965.67
HIGHLAND PARK BORO. BD. OF ED.	192	1,027,103.13	85,591.93	85,591.93
HIGHLAND PARK BOROUGH	118	592,133.25	49,344.44	49,344.44
JAMESBURG BORO. BD. OF ED.	47	264,208.89	22,017.41	22,017.41
JAMESBURG BOROUGH	28	159,610.70	13,300.89	13,300.89
MIDDLE BROOK REGIONAL HEALTH COMM.	6	27,025.79	2,252.15	2,252.15
MIDDLESEX BORO. BD. OF ED.	217	1,150,740.93	95,895.08	95,895.08
MIDDLESEX BOROUGH	82	393,258.69	32,771.56	32,771.56
MIDDLESEX CO JOB TRAIN PRINSHP ACT	23	104,449.47	8,704.12	8,704.12
MIDDLESEX CO. BD. OF SOC. SERV.	462	2,100,595.16	175,049.60	175,049.60
MIDDLESEX CO. HIGHWAYS & BRIDGES	134	572,388.35	47,699.03	47,699.03
MIDDLESEX CO. MOSQ. EXTER. COMM.	21	89,823.36	7,485.28	7,485.28
MIDDLESEX CO. PARKS	212	987,139.45	82,261.62	82,261.62
MIDDLESEX CO. UTIL. AUTH.	151	786,382.12	65,531.84	65,531.84
MIDDLESEX CO. VOC. SCH. BD. OF ED.	439	2,212,021.24	184,335.10	184,335.10
MIDDLESEX CO ROOSEVELT HOSPITAL	932	4,367,131.77	363,927.65	363,927.65
MIDDLESEX COUNTY	2260	9,974,932.67	831,244.39	831,244.39
MIDDLESEX COUNTY AVA COMM	3	6,562.71	546.89	546.89
MILLTOWN BORO. BD. OF ED.	77	410,975.89	34,247.99	34,247.99
MILLTOWN BOROUGH	75	351,574.40	29,297.87	29,297.87
MONROE TWP. MUN. UTIL. AUTH.	32	150,347.11	12,528.93	12,528.93
NEW BRUNSWICK CITY HOUSING AUTH.	39	170,118.78	14,176.56	14,176.56
NEW BRUNSWICK CITY PARKING AUTH.	46	149,104.31	12,425.36	12,425.36
PISCATAWAY TWP BD OF ED	842	4,228,626.08	352,385.51	352,385.51
PISCATAWAY TWP ED ASSOC.	1	2,586.51	215.54	215.54

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
SAYREVILLE BORO. BD. OF ED.	472	2,373,594.88	197,799.57	197,799.57
SAYREVILLE BOROUGH	273	1,433,986.21	119,498.85	119,498.85
SOUTH AMBOY CITY BD. OF ED.	122	658,552.69	54,879.39	54,879.39
SOUTH BRUNSWICK TWP. BD. OF ED.	662	3,402,328.36	283,527.36	283,527.36
SOUTH PLAINFIELD BORO FR PUB LIBRARY	15	59,664.29	4,972.02	4,972.02
SOUTH PLAINFIELD BOROUGH	155	831,253.64	69,271.14	69,271.14
SOUTH RIVER BOROUGH	110	511,560.73	42,630.06	42,630.06
SPOTSWOOD BORO. BD. OF ED.	181	936,057.16	78,004.76	78,004.76
SPOTSWOOD BOROUGH	54	263,484.54	21,957.05	21,957.05
WOODBRIDGE TWP HOUSING AUTH	21	105,676.44	8,806.37	8,806.37
WOODBRIDGE TWP. COMM. FIRE DIST. #1	30	157,463.31	13,121.94	13,121.94
TOTAL FOR COUNTY OF MIDDLESEX		42,363,765.60	3,530,313.80	3,530,313.80
X				
ABERDEEN TOWNSHIP	80	420,333.53	35,027.79	35,027.79
ABERDEEN TWP FIRE DISTRICT 1	1	2,586.51	215.54	215.54
ALLENHURST BOROUGH	22	116,367.84	9,697.32	9,697.32
ALLENHURST BOROUGH BD OF ED	2	12,309.97	1,025.83	1,025.83
ALLENTOWN BOROUGH	15	75,868.61	6,322.38	6,322.38
ASBURY PARK CITY BD. OF ED.	450	2,279,272.95	189,939.41	189,939.41
ASBURY PARK CITY HOUSING AUTH.	49	213,728.72	17,810.73	17,810.73
ATLANTIC HGHLNDS-HGHLNDS SEW. AUT	2	11,271.81	939.32	939.32
ATLANTIC HIGHLANDS BORO. BD. OF ED.	34	165,343.95	13,778.66	13,778.66
ATLANTIC HIGHLANDS BOROUGH	68	366,281.81	30,523.48	30,523.48
AVON-BY-THE-SEA BORO BD OF ED	19	105,469.84	8,789.15	8,789.15
BELMAR BORO. BD. OF ED.	65	371,574.39	30,964.53	30,964.53
BELMAR BOROUGH	81	456,325.64	38,027.14	38,027.14
BRADLEY BEACH BORO. BD. OF ED.	55	282,848.49	23,570.71	23,570.71
BRADLEY BEACH BOROUGH	52	286,993.58	23,916.13	23,916.13
BRIELLE BOROUGH	44	221,323.01	18,443.58	18,443.58
BROOKDALE COMMUNITY COLLEGE	715	3,696,436.74	308,036.39	308,036.39

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
COLTS NECK TWP. BD. OF ED.	114	582,323.17	48,526.93	48,526.93
DEAL BORO. BD. OF ED.	18	92,477.57	7,706.46	7,706.46
DEAL BOROUGH	42	202,570.44	16,880.87	16,880.87
EATONTOWN BORO	117	613,878.65	51,156.55	51,156.55
EATONTOWN BORO. BD. OF ED.	201	1,131,376.01	94,281.33	94,281.33
EATONTOWN BORO. SEW. AUTH.	5	29,092.31	2,424.36	2,424.36
FAIR HAVEN BORO. BD. OF ED.	78	410,308.87	34,192.41	34,192.41
FARMINGDALE BOROUGH	5	21,058.06	1,754.84	1,754.84
FREEHOLD BORO. HOUSING AUTH.	3	17,046.82	1,420.57	1,420.57
FREEHOLD BOROUGH	85	408,801.31	34,066.78	34,066.78
FREEHOLD SOIL CONSERV. DIST.	13	54,885.67	4,573.81	4,573.81
HAZLET TWP. SEW. AUTH.	3	14,372.01	1,197.67	1,197.67
HENRY HUDSON REG. SCH. DIST. BD/ED	70	376,948.27	31,412.36	31,412.36
HOLMDEL TOWNSHIP	91	462,611.40	38,550.95	38,550.95
PHOWELL TOWNSHIP	195	1,017,999.60	84,833.30	84,833.30
WHOWELL TWP BD OF FIRE COMM DIST 3	2	13,258.30	1,104.86	1,104.86
★ HOWELL TWP. MUN. UTIL. AUTH.	17	79,970.53	6,664.21	6,664.21
LITTLE SILVER BORO. BD. OF ED.	79	418,033.93	34,836.16	34,836.16
LITTLE SILVER BOROUGH	41	219,298.54	18,274.88	18,274.88
LOCH ARBOUR VILLAGE	1	6,629.15	552.43	552.43
LONG BRANCH CITY	250	1,278,523.26	106,543.61	106,543.61
LONG BRANCH CITY BD. OF ED.	636	3,299,163.45	274,930.29	274,930.29
LONG BRANCH CITY HOUSING AUTH.	32	156,621.37	13,051.78	13,051.78
MANALAPAN TOWNSHIP	144	723,337.31	60,278.11	60,278.11
MANALAPAN-ENGLISHTOWN REG. BD OF ED	467	2,105,816.26	175,484.69	175,484.69
MANASQUAN BOROUGH	61	312,947.29	26,078.94	26,078.94
MANASQUAN BOROUGH BD OF ED	153	867,268.45	72,272.37	72,272.37
MANASQUAN RIVER REG. SEW. AUTH.	13	56,725.27	4,727.11	4,727.11
MARLBORO TWP. MUN. UTIL. AUTH.	7	38,043.63	3,170.30	3,170.30
MATAWAN JT. FREE PUBLIC LIBRARY	6	19,160.29	1,596.69	1,596.69
MATAWAN-ABERDEEN REG HS BD OF ED	488	2,702,997.09	225,249.76	225,249.76
MIDDLETOWN TWP. HOUSING AUTH.	12	54,231.41	4,519.28	4,519.28

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
MIDDLETOWN TWP. SEW. AUTH.	44	219,382.64	18,281.89	18,281.89
MILLSTONE TOWNSHIP	16	83,505.37	6,958.78	6,958.78
MONMOUTH BEACH BORO. BD. OF ED.	29	171,786.40	14,315.53	14,315.53
MONMOUTH BEACH BOROUGH	27	146,454.31	12,204.53	12,204.53
MONMOUTH CO. AVA. COMMISSION	2	13,258.30	1,104.86	1,104.86
MONMOUTH CO. BAYSHORE OUTFALL AUTH.	11	59,569.26	4,964.11	4,964.11
MONMOUTH CO. BD. OF SOC. SERV.	581	2,781,003.00	231,750.25	231,750.25
MONMOUTH CO. MOSQ. EXTER. COMM.	12	60,724.18	5,060.35	5,060.35
MONMOUTH CO. REG. H.S.	173	928,049.54	77,337.46	77,337.46
MONMOUTH CO. REG. HEALTH COMM. #1	4	17,694.64	1,474.55	1,474.55
MONMOUTH CO. VOC. SCH. BD. OF ED.	218	1,192,224.23	99,352.02	99,352.02
NEPTUNE CITY BD. OF ED.	44	253,112.28	21,092.69	21,092.69
NEPTUNE TOWNSHIP	269	1,410,843.27	117,570.27	117,570.27
NEPTUNE TWP. HOUSING AUTH.	17	78,960.82	6,580.07	6,580.07
NEPTUNE TWP. SEW. AUTH.	21	114,212.74	9,517.73	9,517.73
COCEAN GROVE BD. OF FIRE COMMISSION	3	13,948.16	1,162.35	1,162.35
CCEAN TOWNSHIP	168	853,733.90	71,144.49	71,144.49
OCEAN TWP FIRE DIST #1	2	12,309.97	1,025.83	1,025.83
OCEAN TWP. FIRE DIST. #2	4	22,267.50	1,855.62	1,855.62
OCEAN TWP. SEW. AUTH.	24	114,465.73	9,538.81	9,538.81
OCEANPORT BOROUGH	33	182,182.21	15,181.85	15,181.85
RED BANK BORO. HOUSING AUTH.	5	19,818.20	1,651.52	1,651.52
RED BANK REG. H.S. DIST.	144	767,405.15	63,950.43	63,950.43
ROOSEVELT BORO. BD. OF ED.	13	74,546.20	6,212.18	6,212.18
ROOSEVELT BOROUGH	2	5,173.03	431.09	431.09
RUMSON BORO BOARD OF EDUCATION	83	421,531.76	35,127.65	35,127.65
RUMSON BOROUGH	55	292,645.81	24,387.15	24,387.15
RUMSON FAIR-HAVEN REG BD OF ED	105	573,933.62	47,827.80	47,827.80
SEA GIRT BORO. BD. OF ED.	21	114,781.37	9,565.11	9,565.11
SHREWSBURY TWP	4	15,590.70	1,299.22	1,299.22
SOUTH MONMOUTH REG. SEW. AUTH.	29	148,334.41	12,361.20	12,361.20
TINTON FALLS BORO. BD. OF ED.	196	1,107,568.01	92,297.33	92,297.33

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
TINTON FALLS BOROUGH	109	506,204.10	42,183.67	42,183.67
UNION BEACH BORO. BD. OF ED.	91	506,310.48	42,192.54	42,192.54
UNION BEACH BOROUGH	45	257,438.18	21,453.18	21,453.18
UPPER FREEHOLD REG. BD. OF ED.	218	1,141,957.24	95,163.10	95,163.10
UPPER FREEHOLD TOWNSHIP	15	84,146.04	7,012.17	7,012.17
WEST LONG BRANCH BORO. BD. OF ED.	75	382,794.34	31,899.53	31,899.53
WEST LONG BRANCH BOROUGH	44	238,752.89	19,896.07	19,896.07
WESTERN MONMOUTH UTIL. AUTH.	43	244,434.27	20,369.52	20,369.52
TOTAL FOR COUNTY OF MONMOUTH		42,505,167.33	3,542,097.25	3,542,097.25
BOONTON TOWN	54	281,905.63	23,492.14	23,492.14
BOONTON TOWN BD. OF ED.	182	991,000.58	82,583.38	82,583.38
BOONTON TOWN HOUSING AUTH.	6	27,605.91	2,300.49	2,300.49
BOONTON TOWNSHIP	15	85,662.01	7,138.50	7,138.50
BOONTON TWP. BD. OF ED.	38	211,362.68	17,613.56	17,613.56
BUTLER BORO. BD. OF ED. CHATHAM BOROUGH	196	1,074,732.44	89,561.04	89,561.04
CHATHAM TOWNSHIP	59 35	287,341.46	23,945.12	23,945.12
CHATHAMS JOINT FREE PUBLIC LIBRARY	75 16	412,980.74	34,415.06	34,415.06
CHATHAMS SCHOOL DISTRICT	16	57,279.61	4,773.30	4,773.30
CHESTER BORO/TWP. JT. FR. PUB LIB.	282 2	1,568,840.59	130,736.72	130,736.72
CHESTER BOROUGH	18	11,692.71	974.39	974.39
CHESTER TOWNSHIP	39	91,012.76	7,584.40	7,584.40
CHESTER TWP BD OF ED	111	203,601.46	16,966.79	16,966.79
DENVILLE TOWNSHIP		629,544.76	52,462.06	52,462.06
DENVILLE TWP. BD. OF ED.	124	659,148.23	54,929.02	54,929.02
DOVER TOWN BD. OF ED.	148	802,100.64	66,841.72	66,841.72
EAST HANOVER TOWNSHIP	294	1,590,640.94	132,553.41	132,553.41
EAST HANOVER TOWNSHIP EAST HANOVER TWP. BD. OF ED.	94	463,445.91	38,620.49	38,620.49
FLORHAM PARK BORO. BD. OF ED.	148	795,977.89	66,331.49	66,331.49
FLORIAM PARK DUKU. BU. UF EU.	116	622,079.42	51,839.95	51,839.95

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
FLORHAM PARK BOROUGH	82	407,679.89	33,973.32	33,973.32
HANOVER PARK REG. H.S. DIST. BD/ED	227	1,263,296.84	105,274.74	105,274.74
HANOVER TOWNSHIP	101	493,188.98	41,099.08	41,099.08
HANOVER TWP. BD. OF ED.	182	991,342.29	82,611.86	82,611.86
HANOVER TWP. SEW. AUTH.	17	92,807.36	7,733.95	7,733.95
HARDING TWP. BD. OF ED.	38	192,339.47	16,028.29	16,028.29
JEFFERSON TOWNSHIP	104	495,648.79	41,304.07	41,304.07
JEFFERSON TWP. BD. OF ED.	388	2,118,113.06	176,509.42	176,509.42
KINNELON BORO. BD. OF ED.	193	1,091,803.51	90,983.63	90,983.63
KINNELON BOROUGH	61	321,251.35	26,770.95	26,770.95
LINCOLN PARK BORO. BD. OF ED.	118	638,595.59	53,216.30	53,216.30
LINCOLN PARK BOROUGH	77	414,454.24	34,537.85	34,537.85
MADISON BORO. BD. OF ED.	240	1,315,870.01	109,655.83	109,655.83
MADISON BOROUGH	165	838,875.40	69,906.28	69,906.28
MADISON-CHATHAM JOINT MEETING	9	38,654.73	3,221.23	3,221.23
MENDHAM BORO. BD. OF ED.	108	598,470.45	49,872.54	49,872.54
MENDHAM TOWNSHIP	39	210,578.77	17,548.23	17,548.23
MENDHAM TWP. BD. OF ED.	71	383,840.35	31,986.70	31,986.70
MINE HILL TOWNSHIP	19	94,810.39	7,900.87	7,900.87
MINE HILL TWP. BD. OF ED.	34	183,962.24	15,330.19	15,330.19
MONTVILLE TOWNSHIP	100	544,681.38	45,390.12	45,390.12
MONTVILLE TWP. MUN. UTIL. AUTH.	10	54,187.96	4,515.66	4,515.66
MORRIS CO. AVA. COMM.	2	11,361.65	946.80	946.80
MORRIS CO. COLLEGE	488	2,548,436.21	212,369.68	212,369.68
MORRIS CO. EDUC. SERV. COMM.	35	198,470.34	16,539.20	16,539.20
MORRIS CO. SOIL CONSERVATION DIST.	5	26,695.29	2,224.61	2,224.61
MORRIS CO. VOC. SCH. DIST.	81	427,932.59	35,661.05	35,661.05
MORRIS HILLS REG. DIST	359	1,920,282.96	160,023.58	160,023.58
MORRIS PLAINS BORO	54	238,556.66	19,879.72	19,879.72
MORRIS PLAINS BORO BD. OF ED.	86	500,350.88	41,695.91	41,695.91
MORRIS SCH. DIST.	679	3,478,192.06	289,849.34	289,849.34
MORRIS TOWNSHIP	168	843,143.55	70,261.96	70,261.96

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
MORRISTOWN TOWN HOUSING AUTH.	18	87,503.01	7,291.92	7,291.92
MORRISTOWN/MORRIS TWP JT FR PUB LIB	25	111,016.11	9,251.34	9,251.34
MOUNT ARLINGTON BORO	23	107,640.92	8,970.08	8,970.08
MOUNT ARLINGTON BORO. BD. OF ED.	47	270,486.94	22,540.58	22,540.58
MOUNTAIN LAKES BORO. BD. OF ED.	188	998,874.91	83,239.58	83,239.58
MOUNTAIN LAKES BOROUGH	29	147,969.29	12,330.77	12,330.77
NETCONG BORO. BD. OF ED.	33	165,495.04	13,791.25	13,791.25
PASSAIC TOWNSHIP	47	245,331.86	20,444.32	20,444.32
PASSAIC TWP. BD. OF ED.	90	511,752.47	42,646.04	42,646.04
PEQUANNOCK LNCLN PK & FAIRFLD SEW AUT	27	129,331.10	10,777.59	10,777.59
PEQUANNOCK TWP. BD. OF ED.	284	1,557,131.07	129,760.92	129,760.92
RANDOLPH TOWNSHIP	135	742,719.19	61,893.27	61,893.27
RANDOLPH TWP BD OF ED	514	2,660,748.94	221,729.08	221,729.08
RANDOLPH TWP MUN. UTIL. AUTH	9	45,862.03	3,821.84	3,821.84
RIVERDALE BORO. BD. OF ED.	34	177,779.22	14,814.94	14,814.94
ROCKAWAY BORO. BD. OF ED.	63	339,355.67	28,279.64	28,279.64
ROCKAWAY BOROUGH	35	175,113.24	14,592.77	14,592.77
ROCKAWAY TOWNSHIP	183	996,119.08	83,009.92	83,009.92
ROCKAWAY TWP. BD. OF ED.	0	34,084.95	2,840.41	2,840.41
ROCKAWAY VALLEY REG. SEW. AUTH.	33	177,215.50	14,767.96	14,767.96
ROXBURY TOWNSHIP	165	885,460.24	73,788.35	73,788.35
ROXBURY TWP. BD. OF ED.	530	2,937,519.95	244,793.33	244,793.33
SOUTHEAST MORRIS CO MUN UTIL AUTH	48	263,105.97	21,925.50	21,925.50
WASHINGTON TOWNSHIP	88	445,242.91	37,103.58	37,103.58
WASHINGTON TWP. MUN. UTIL. AUTH.	7	31,705.17	2,642.10	2,642.10
WEST MORRIS REGIONAL BD OF ED	271	1,197,018.12	99,751.51	99,751.51
WHARTON BORO. BD. OF ED.	73	393,023.08	32,751.92	32,751.92
WHARTON BOROUGH	38	222,131.31	18,510.94	18,510.94
TOTAL FOR COUNTY OF MORRIS		49,902,568.90	4,158,547.44	4,158,547.44

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
BARNEGAT LIGHT BOROUGH	11	30,225.78	2,518.82	2,518.82
BAY HEAD BORO. BD. OF ED.	16	82,064.24	6,838.69	6,838.69
BAY HEAD BOROUGH	17	89,053.32	7,421.11	7,421.11
BEACH HAVEN BORO SEWERAGE AUTH	6	27,382.64	2,281.89	2,281.89
BEACH HAVEN BORO. BD. OF ED.	18	88,164.98	7,347.08	7,347.08
BEACH HAVEN BOROUGH	53	247,966.59	20,663.88	20,663.88
BEACHWOOD BORO SEWERAGE AUTHORITY	4	10,346.05	862.17	862.17
BEACHWOOD BOROUGH	55	266,114.50	22,176.21	22,176.21
BERKELEY TOWNSHIP	192	1,007,241.20	83,936.77	83,936.77
BERKELEY TWP. HOUSING AUTH.	3	10,731.91	894.33	894.33
BERKELEY TWP. SEW. AUTH.	21	106,073.23	8,839.44	8,839.44
BRICK TOWNSHIP	359	1,952,229.21	162,685.77	162,685.77
BRICK TWP JOINT FIRE COMM	3	14,058.75	1,171.56	1,171.56
BRICK TWP. HOUSING AUTH.	9	36,392.68	3,032.72	3,032.72
OBRICK TWP. MUN. UTIL. AUTH.	88	473,004.96	39,417.08	39,417.08
OOVER TWP. MUN UTIL AUTH	51	256,671.08	21,389.26	21,389.26
EAGLESWOOD TOWNSHIP	10	56,911.83	4,742.65	4,742.65
EAGLESWOOD TWP. BD. OF ED.	18	97,811.78	8,150.98	8,150.98
ISLAND HEIGHTS BORO. BD. OF ED.	13	62,430.49	5,202.54	5,202.54
ISLAND HEIGHTS BOROUGH	12	43,850.04	3,654.17	3,654.17
JACKSON TOWNSHIP	178	909,807.15	75,817.26	75,817.26
JACKSON TWP BUR OF FIRE PREV	3	12,001.76	1,000.15	1,000.15
JACKSON TWP. MUN. UTIL. AUTH.	22	90,676.65	7,556.39	7,556.39
LACEY TOWNSHIP	136	735,435.64	61,286.30	61,286.30
LACEY TWP. BD. OF ED.	505	2,932,521.43	244,376.79	244,376.79
LACEY TWP. MUN. UTIL. AUTH.	22	132,608.18	11,050.68	11,050.68
LAKEHURST BORO. BD. OF ED.	66	362,238.19	30,186.52	30,186.52
LAVALLETTE BOROUGH	49	273,733.32	22,811.11	22,811.11
LONG BEACH ISLAND BD. OF ED.	65	365,708.42	30,475.70	30,475.70
LONG BEACH TOWNSHIP	104	559,407.57	46,617.30	46,617.30
LONG BEACH TWP. SEW. DEPARTMENT	9	47,788.11	3,982.34	3,982.34
MANTOLOKING BOROUGH	10	52,266.93	4,355.58	4,355.58

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
OCEAN CO. SOIL CONSERVATION DIST.	9	40,651.17	3,387.60	3,387.60
OCEAN CO. UTIL. AUTH.	274	1,453,943.31	121,161.94	121,161.94
OCEAN CO. VOC. SCH. BD. OF ED.	172	991,320.56	82,610.05	82,610.05
OCEAN COUNTY COLLEGE	391	1,966,859.67	163,904.97	163,904.97
OCEAN GATE BORO. BD. OF ED.	13	63,865.59	5,322.13	5,322.13
OCEAN GATE BOROUGH	21	89,523.56	7,460.30	7,460.30
OCEAN TWP. BD. OF ED.	83	460,902.42	38,408.54	38,408.54
OCEAN TWP. MUN. UTIL. AUTH.	9	35,747.67	2,978.97	2,978.97
PINE BEACH BOROUGH	15	75,070.26	6,255.85	6,255.85
PINELAND REGIONAL SCH. DIST.	249	1,275,298.32	106,274.86	106,274.86
PLUMSTED TOWNSHIP	12	43,896.99	3,658.08	3,658.08
PLUMSTED TWP. BD. OF ED.	95	485,097.82	40,424.82	40,424.82
STAFFORD TOWNSHIP	1	7,452.17	621.01	621.01
STAFFORD TWP. MUN. UTIL. AUTH.	17	80,707.77	6,725.65	6,725.65
TUCKERTON BORO M/U/A	1	2,639.35	219.95	219.95
TUCKERTON BORO. BD. OF ED.	45	226,959.97	18,913.33	18,913.33
TUCKERTON BOROUGH	29	124,836.87	10,403.07	10,403.07
TOTAL FOR COUNTY OF OCEAN		18,857,692.08	1,571,474.36	1,571,474.36
HALEDON BORO. BD. OF ED.	77	353,236.42	29,436.37	29,436.37
HALEDON BOROUGH	46	224,145.83	18,678.82	18,678.82
HAWTHORNE BORO	107	553,912.74	46,159.40	46,159.40
HAWTHORNE BORO BD OF ED	268	1,492,774.50	124,397.88	124,397.88
LAKELAND REG. H.S.	174	902,037.66	75,169.81	75,169.81
LITTLE FALLS TOWNSHIP	65	310,695.05	25,891.25	25,891.25
LITTLE FALLS TWP. BD. OF ED.	76	401,559.52	33,463.29	33,463.29
NORTH HALEDON BORO. BD. OF ED.	52	297,930.54	24,827.55	24,827.55
NORTH JERSEY DIST. WATER SUPPLY COMM.	147	747,850.31	62,320.86	62,320.86
PASSAIC CITY	561	2,907,466.15	242,288.85	242,288.85
PASSAIC CITY BD. OF ED.	1017	5,195,358.23	432,946.52	432,946.52

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
PASSAIC CITY HOUSING AUTH.	49	242,344.91	20,195.41	20,195.41
PASSAIC CITY PUBLIC LIBRARY	27	124,934.00	10,411.17	10,411.17
PASSAIC CO EDUCA. SERV. COMM.	1	5,167.14	430.59	430.59
PASSAIC CO MANCHESTER REG HS BD ED	84	452,291.98	37,691.00	37,691.00
PASSAIC CO VOCATIONAL TECH SCHOOL	3,66	1,894,387.84	157,865.65	157,865.65
PASSAIC CO. COMMUNITY COLLEGE	213	1,022,617.73	85,218.14	85,218.14
PASSAIC CO. REG. H.S. BD. OF ED.	139	747,875.12	62,322.93	62,322.93
PASSAIC VALLEY SEW. COMM.	597	3,158,207.62	263,183.97	263,183.97
PATERSON CITY PARKING AUTH.	22	93,536.34	7,794.69	7,794.69
POMPTON LAKES BORO MUN UTIL AUTH	16	77,718.72	6,476.56	6,476.56
POMPTON LAKES BORO. BD. OF ED.	192	1,026,906.77	85,575.56	85,575.56
POMPTON LAKES BOROUGH	73	345,091.16	28,757.60	28,757.60
PROSPECT PARK BORO. BD. OF ED.	42	210,951.59	17,579.30	17,579.30
PROSPECT PARK BOROUGH	16	96,338.14	8,028.18	8,028.18
RINGWOOD BORO. BD. OF ED.	195	1,101,449.04	91,787.42	91,787.42
TOTOWA BORO. BD. OF ED.	82	443,347.66	36,945.64	36,945.64
TOTOWA BOROUGH	70	368,517.50	30,709.79	30,709.79
WANAQUE BORO. BD. OF ED.	111	621,118.48	51,759.87	51,759.87
WEST MILFORD TWP. BD. OF ED.	531	2,903,649.03	241,970.75	241,970.75
WEST MILFORD TWP. MUN. UTIL. AUTH.	3	11,959.29	996.61	996.61
WEST PATERSON BORO. BD. OF ED.	94	502,688.18	41,890.68	41,890.68
TOTAL FOR COUNTY OF PASSAIC		28,838,065.19	2,403,172.11	2,403,172.11
ALLOWAY TWP. BD. OF ED.	54	295,866.69	24,655.56	24,655.56
ELSINBORO TWP. BD. OF ED.	14	53,479.59	4,456.63	4,456.63
LOWER ALLOWAYS CREEK TWP. BD. OF ED.	50	267,633.42	22,302.78	22,302.78
MANNINGTON TWP. BD. OF ED.	26	146,472.25	12,206.02	12,206.02
OLDSMAN TWP. BD. OF ED.	36	158,848.37	13,237.36	13,237.36
PENNSVILLE TWP. BD. OF ED.	259	1,407,716.30	117,309.69	117,309.69
PILESGROVE TOWNSHIP	6	36,929.92	3,077.49	3,077.49
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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
PITTSGROVE TOWNSHIP	20	73,994.25	6,166.19	6,166.19
QUINTON TWP. BD. OF ED.	47	248,248.45	20,687.37	20,687.37
SALEM CITY	66	340,953.78	28,412.81	28,412.81
SALEM CITY BD. OF ED.	204	1,088,183.74	90,681.98	90,681.98
SALEM CITY FREE PUBLIC LIBRARY	4	9,815.97	818.00	818.00
SALEM CO SPEC SERV. SCHOOL DIST.	34	165,807.18	13,817.26	13,817.26
SALEM CO. BD. OF SOC. SERV.	78	378,651.63	31,554.30	31,554.30
SALEM CO. COMMUNITY COLLEGE	84	398,220.63	33,185.05	33,185.05
SALEM CO. SOIL CONSERVATION DIST.	1	2,586.51	215.54	215.54
SALEM CO. VOC. TECH SCHOOL	91	387,035.02	32,252.92	32,252.92
UPPER PITTSGROVE TOWNSHIP	3	19,887.44	1,657.29	1,657.29
UPPER PITTSGROVE TWP. BD. OF ED.	52	306,757.96	25,563.16	25,563.16
WOODSTOWN BOROUGH	19	116,480.67	9,706.72	9,706.72
, WOODSTOWN-PILESGROVE REG SCH DIS BE	0	0.00	0.00	0.00
TOTAL FOR COUNTY OF SALEM		5,903,569.77	491,964.12	491,964.12
BEDMINSTER FAR HILLS PUBLIC LIBRARY	1	2,321.47	193.46	193.46
BEDMINSTER TOWNSHIP	36	174,891.65	14,574.30	14,574.30
BEDMINSTER TWP. BD. OF ED.	58	333,922.65	27,826.89	27,826.89
BERNARDSVILLE BORO. BD. OF ED.	184	966,782.33	80,565.19	80,565.19
BERNARDSVILLE BOROUGH	51	255,925.57	21,327.13	21,327.13
BOUND BROOK BORO. BD. OF ED.	184	956,378.26	79,698.19	79,698.19
BOUND BROOK BOROUGH	61	326,820.32	27,235.03	27,235.03
BRIDGEWATER RARITAN BD. OF ED.	742	4,002,336.64	333,528.05	333,528.05
BRIDGEWATER TOWNSHIP	2	9,215.66	767.97	767.97
FAR HILLS BOROUGH	4	17,483.00	1,456.92	1,456.92
FRANKLIN TWP. SEW. AUTH.	16	77,985.72	6,498.81	6,498.81
GREEN BROOK TOWNSHIP	30	127,299.06	10,608.25	10,608.25
GREEN BROOK TWP. BD. OF ED.	76	414,780.25	34,565.02	34,565.02
HILLSBOROUGH TOWNSHIP	125	655,461.88	54,621.82	54,621.82

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
HILLSBOROUGH TWP. MUN. UTIL. AUTH.	15	73,013.97	6,084.50	6,084.50
MANVILLE BORO. BD. OF ED.	149	766,461.46	63,871.79	63,871.79
MANVILLE BOROUGH	84	427,463.89	35,621.99	35,621.99
MONTGOMERY TOWNSHIP	96	460,522.17	38,376.85	38,376.85
NORTH PLAINFIELD BORO PARKING AUTH	1	2,586.51	215.54	215.54
NORTH PLAINFIELD BORO. BD. OF ED.	340	1,901,856.27	158,488.02	158,488.02
NORTH PLAINFIELD BOROUGH	103	576,367.63	48,030.64	48,030.64
PEAPACK GLADSTONE BOROUGH	24	106,349.90	8,862.49	8,862.49
RARITAN BOROUGH	48	230,794.04	19,232.84	19,232.84
RARITAN VALLEY COMMUNITY COLLEGE	296	1,523,675.72	126,972.98	126,972.98
SOMERSET CO. BD. OF SOC. SERV.	170	750,902.57	62,575.21	62,575.21
SOMERSET CO. EDUC. SERV. COMM.	24	130,102.12	10,841.84	10,841.84
SOMERSET CO. MOSQ. EXT. COMM.	8	28,314.98	2,359.58	2,359.58
ASOMERSET CO. PARK COMM.	154	675,193.33	56,266.11	56,266.11
MSOMERSET CO. VOC. SCH. BD. OF ED.	140	715,929.99	59,660.83	59,660.83
SOMERSET RARITAN VALLEY SEW. AUTH.	48	240,236.76	20,019.73	20,019.73
SOMERSET REG. ANIMAL SHELTER	3	14,044.17	1,170.35	1,170.35
SOMERVILLE BORO. BD. OF ED.	255	1,342,722.01	111,893.50	111,893.50
SOMERVILLE BOROUGH	107	542,790.90	45,232.58	45,232.58
SOUTH BOUND BROOK BORO. BD. OF ED.	54	278,170.51	23,180.88	23,180.88
SOUTH BOUND BROOK BOROUGH	23	101,251.86	8,437.66	8,437.66
WARREN TOWNSHIP	81	394,520.69	32,876.72	32,876.72
WARREN TWP. BD. OF ED.	163	910,559.25	75,879.94	75,879.94
WATCHUNG BORO. BD. OF ED.	63	345,994.35	28,832.86	28,832.86
WATCHUNG BOROUGH	46	254,763.93	21,230.33	21,230.33
WATCHUNG HILLS REG. H.S. DIST.	183	984,462.12	82,038.51	82,038.51
TOTAL FOR COUNTY OF SOMERSET		22,100,655.56 =======	1,841,721.30	1,841,721.30
ANDOVER TWP.	29	142,848.69	11,904.06	11,904.06
BRANCHVILLE BORO. BD. OF ED.	1	2,586.51	215.54	215.54

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
BRANCHVILLE BOROUGH	2	8,806.95	733.91	733.91
BYRAM TWP. BD. OF ED.	105	589,577.71	49,131.48	49,131.48
FRANKFORD TOWNSHIP	19	103,575.30	8,631.27	8,631.27
FRANKFORD TWP. BD. OF ED.	99	583,329.94	48,610.83	48,610.83
FRANKLIN BORO. BD OF ED	79	465,574.52	38,797.88	38,797.88
FRANKLIN BOROUGH	39	197,424.61	16,452.05	16,452.05
GREEN TOWNSHIP	13	77,232.65	6,436.05	6,436.05
GREEN TWP. BD. OF ED.	55	308,858.68	25,738.22	25,738.22
HAMBURG BORO. BD. OF ED.	41	225,429.84	18,785.82	18,785.82
HAMPTON TWP	13	70,421.85	5,868.49	5,868.49
HAMPTON TWP. BD. OF ED.	55	311,757.75	25,979.81	25,979.81
HARDYSTON TOWNSHIP	38	210,506.72	17,542.23	17,542.23
HARDYSTON TWP. BD. OF ED.	73	417,288.56	34,774.05	34,774.05
LAFAYETTE TOWNSHIP	8	35,334.34	2,944.53	2,944.53
LENAPE VALLEY REG. H.S. BD. OF ED.	102	523,276.15	43,606.35	43,606.35
MONTAGUE TOWNSHIP	14	84,179.68	7,014.97	7,014.97
MONTAGUE TWP. BD. OF ED.	38	200,534.34	16,711.20	16,711.20
MUSCONETCONG SEW. AUTH.	8	38,060.31	3,171.69	3,171.69
NEWTON TOWN	60	297,513.15	24,792.76	24,792.76
NEWTON TOWN BD. OF ED.	201	1,116,089.88	93,007.49	93,007.49
NEWTON TOWN HOUSING AUTH.	3	9,810.08	817.51	817.51
SANDYSTON WALPACK CONS. SCHOOL	21	119,951.87	9,995.99	9,995.99
SPARTA TWP. BD. OF ED.	320	1,824,324.94	152,027.08	152,027.08
STANHOPE BORO	28	152,266.46	12,688.87	12,688.87
STANHOPE BORO. BD. OF ED.	39	209,624.98	17,468.75	17,468.75
STILLWATER TWP. BD. OF ED.	65	359,015.21	29,917.93	29,917.93
SUSSEX BOROUGH	12	61,676.85	5,139.74	5,139.74
SUSSEX CO. AUDIO VISUAL AIDS COMM.	1	6,629.15	552.43	552.43
SUSSEX CO. BD. OF SOC. SERV.	54	296,603.09	24,716.92	24,716.92
SUSSEX CO. COMMUNITY COLLEGE	55	284,339.37	23,694.95	23,694.95
SUSSEX CO. EDUC. SERV. COMM.	19	100,514.20	8,376.18	8,376.18
SUSSEX CO. MUN. UTIL. AUTH.	63	326,407.27	27,200.61	27,200.61

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
SUSSEX CO. SOIL CONSERVATION DIST.	3	11,017.56	918.13	918.13
SUSSEX COUNTY	641	3,062,859.01	255,238.25	255,238.25
SUSSEX COUNTY HEALTH & PUB SAFTEY	37	204,399.95	17,033.33	17,033.33
SUSSEX COUNTY LIBRARY	54	280,438.86	23,369.90	23,369.90
VERNON TWP. BD. OF ED.	505	2,854,346.63	237,862.22	237,862.22
WALLKILL VALLEY REG. H.S. BD. OF ED.	89	505,457.05	42,121.42	42,121.42
WALPACK TOWNSHIP	3	13,948.16	1,162.35	1,162.35
TOTAL FOR COUNTY OF SUSSEX		16,693,838.82	1,391,153.24	1,391,153.24
CRANFORD TWP. BD. OF ED.	385	2,072,637.86	172,719.82	172,719.82
ELIZABETH CITY	1181	6,002,081.35	500,173.45	500,173.45
ELIZABETH CITY BD. OF ED.	2102	10,507,291.32	875,607.61	875,607.61
ELIZABETH CITY FREE PUBLIC LIBRARY	50	235,164.65	19,597.05	19,597.05
ELIZABETH CITY HOUSING AUTH.	85	365,977.94	30,498.16	30,498.16
ELIZABETH CITY PARKING AUTH.	18	70,958.80	5,913.23	5,913.23
ESSEX & UNION CO. JT. MTG.	111	608,829.25	50,735.77	50,735.77
GARWOOD BORO. BD. OF ED.	47	208,376.15	17,364.68	17,364.68
GARWOOD BOROUGH	35	200,427.12	16,702.26	16,702.26
HILLSIDE TOWNSHIP	250	1,269,945.05	105,828.75	105,828.75
HILLSIDE TWP. BD. OF ED.	309	1,587,295.60	132,274.63	132,274.63
KENILWORTH BOROUGH	60	295,816.37	24,651.36	24,651.36
LINDEN CITY	556	3,012,087.18	251,007.26	251,007.26
LINDEN CITY BD. OF ED.	7	35,473.80	2,956.15	2,956.15
LINDEN CITY FREE PUBLIC LIBRARY	30	143,279.26	11,939.94	11,939.94
LINDEN CITY HOUSING AUTH.	11	60,343.08	5,028.59	5,028.59
LINDEN ROSELLE SEW. AUTH.	49	224,465.12	18,705.43	18,705.43
MOUNTAINSIDE BORO PUBLIC LIBRARY	7	17,840.55	1,486.71	1,486.71
MOUNTAINSIDE BORO. BD. OF ED.	61	330,405.90	27,533.82	27,533.82
MOUNTAINSIDE BOROUGH	41	201,636.56	16,803.05	16,803.05
PLAINFIELD CITY	517	2,311,444.30	192,620.36	192,620.36

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LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
PLAINFIELD CITY HOUSING AUTHORITY	4 O	201,090.07	16,757.51	16,757.51
RAHWAY CITY	286	1,564,104.31	130,342.03	130,342.03
RAHWAY CITY BD. OF ED.	354	1,916,620.72	159,718.39	159,718.39
RAHWAY VALLEY SEW. AUTH.	62	360,572.95	30,047.75	30,047.75
ROSELLE BORO. BD. OF ED.	305	1,593,307.48	132,775.62	132,775.62
ROSELLE BOROUGH	175	875,526.68	72,960.56	72,960.56
ROSELLE PARK BORO. BD. OF ED.	214	1,180,805.81	98,400.48	98,400.48
SCOTCH PLAINS TOWNSHIP	123	659,925.84	54,993.82	54,993.82
SECOND RIVER JOINT MEETING	1	5,680.82	473.40	473.40
SPRINGFIELD TWP. BD. OF ED.	139	708,781.55	59,065.13	59,065.13
SUMMIT CITY	217	1,186,559.24	98,879.94	98,879.94
UNION CO. COLLEGE	441	2,200,391.18	183,365.93	183,365.93
UNION CO. EDUCATIONAL SERV. COMM.	178	959,020.27	79,918.36	79,918.36
UNION CO. VOC. & TECH. SCH.	85	403,140.11	33,595.01	33,595.01
UNION TWP. BD. OF ED.	714	3,835,153.93	319,596.16	319,596.16
WINFIELD TOWNSHIP	5	24,535.99	2,044.67	2,044.67
WINFIELD TWP. BD. OF ED.	25	143,321.31	11,943.44	11,943.44
TOTAL FOR COUNTY OF UNION		47,580,315.47	3,965,026.28	3,965,026.28
ALLAMUCHY TWP.	6	33,835.61	2,819.63	2,819.63
ALLAMUCHY TWP. BD. OF ED.	49	276,354.31	23,029.53	23,029.53
ALPHA BORO. BD. OF ED.	32	174,294.43	14,524.54	14,524.54
BLAIRSTOWN TOWNSHIP	27	127,083.91	10,590.33	10,590.33
FRELINGHUYSEN TWP. BD. OF ED.	20	115,762.63	9,646.89	9,646.89
HACKETTSTOWN TOWN MUN. UTIL. AUTH.	18	91,275.56	7,606.30	7,606.30
HARDWICK TOWNSHIP	2	8,333.35	694.45	694.45
HARMONY TOWNSHIP	3	14,896.49	1,241.37	1,241.37
INDEPENDENCE TOWNSHIP	11	56,750.08	4,729.17	4,729.17
INDEPENDENCE TWP. BD. OF ED.	54	324,600.19	27,050.02	27,050.02
LIBERTY TOWNSHIP	4	25,568.27	2,130.69	2,130.69

LOCATION NAME	# EMPLOYEES	FY '93 ANNUAL PREMIUM	FY '93 MONTHLY PREMIUM	SAVINGS FOR FY '93 WITH 1 MONTH PREMIUM DELAY
LIBERTY TWP. BD. OF ED.	46	269,994.83	22,499.57	22,499.57
MANSFIELD TOWNSHIP	24	121,972.70	10,164.39	10,164.39
MANSFIELD TWP. BD. OF ED.	59	325,187.18	27,098.93	27,098.93
OXFORD TWP. BD. OF ED.	23	121,789.23	10,149.10	10,149.10
WARREN CO SOIL CON DIST	3	16,098.50	1,341.54	1,341.54
WARREN CO SPECIAL SERV SCHOOL DIST	14	78,312.72	6,526.06	6,526.06
WARREN CO. VOC. BD. OF ED.	64	365,265.51	30,438.79	30,438.79
WASHINGTON BOROUGH	42	199,640.12	16,636.68	16,636.68
WASHINGTON TWP. BD. OF ED.	62	319,224.21	26,602.02	26,602.02
WHITE TOWNSHIP	7	29,285.17	2,440.43	2,440.43
TOTAL FOR COUNTY OF WARREN		3,095,525.00	257,960.43	257,960.43

NOTE: STATE HEALTH BENEFITS PROGRAM CONSISTS OF

TRADITIONAL PLAN (Blue Cross/Blue Shield and Prudential)

PPO PLAN

16 HMO's

TOTAL

64, 888, 555.77

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