

Arbella Insurance Group - BSO05222013						
193R Application Spreadsheet						
Year Plan Will be Applied		2013				
INSURANCE		STREET				AUTO (A) or
COMPANY*	GROUP NAME*	ADDRESS	CITY/TOWN	STATE	ZIP	HOME (H)
Arbella Mutual Insurance Company	Boston Symphony Orchestra	301 Massachusetts Ave	Boston	MA	02115	(A)
* Provide full insurance company name and full group name. If there is more than one company name, please separate the company name by a comma.						
** Group Type - E = employee, CU = credit union, M = all other member groups, U = unions						

[illegible]

MASSACHUSETTS 2013
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Arbella Mutual Insurance Company 2013 Group Marketing clients.

We have verified that it is the intention of each of the following clients to participate in the Group Marketing program within their organization for the year 2013 and have confirmed their participation to them in writing:

Boston Symphony Orchestra

You may contact any of our clients to verify information and confirm participation.

A handwritten signature in cursive script that reads "Al DeAngelis".

Al DeAngelis
Underwriting Manager

PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS

Year Plan Will be Applied <insert year below>
2013
Insurers are required to submit a minimum three (3) full years of data, but can at their option submit additional years of data by inserting additional columns.

INSURANCE
COMPANY GROUPNAME

<u>Earned Premium</u>			<u>Incurred Loss Incl. IBNR</u>			<u>Incurred Loss Ratio</u>			
2010	2011	2012	2010	2011	2012	2010	2011	2012	3 Yr. Total

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

Year Plan Will be Applied
Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per unit associated with the group marketing rate deviation.

		(1)	(2)	(3)	(4)
<u>INSURANCE</u>	<u>GROUPNAME</u>	Expenses Assumed In Insurer's Rates Currently On File	Expenses Associated With Group Marketing Plan	Reasons for Expensed Difference	Requested Group Rate Deviation
<u>COMPANY</u>					
Arbella Mutual	Boston Symphony Orchestra	37.3%	29.2%	Commission Reduction, Payroll Deduction, More EFT, Smaller rate of cancel/reinstate, Higher Retention and Smaller Claim Volume	7%