

Arbella Insurance Group – CBI043014

MASSACHUSETTS 2014
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Arbella Mutual Insurance Company 2014 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 2014 and have confirmed their participation to them in writing:

Community Boating Inc.

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

Arbella Insurance Group - CBI043014

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

<insert year below>

Year Plan Will be Applied

2014

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>			
2011	2012	2013	2011	2012	2013	2011	2012	2013	3 Yr. Total

Arbella Insurance Group - CBI043014							
193R Application Spreadsheet							
							PROPOSED
<u>INSURANCE</u>		<u>STREET</u>				AUTO (A) or	RATE
<u>COMPANY</u>	<u>GROUP NAME</u>	<u>ADDRESS</u>	<u>CITY/TOWN</u>	<u>STATE</u>	<u>ZIP CODE</u>	<u>HOME (H)</u>	<u>DEV. (0.0%)</u>
Arbella Mutual Insurance Company	Community Boating Inc.	21 David G. Mugan Way	Boston	MA	02114	(A)	6%

PROPOSED	GROUP	TOTAL	ELIGIBLE	NUMBER	ORIGINAL	PRODUCER OR	EXPERIENCE	
EFFECTIVE	TYPE	NUMBER	NUMBER	OF CURRENT	PLAN	MARKETING REPRESENTATIVE	SUBMITTED	
DATE	(CU, E, M, U	IN GROUP	IN GROUP	INSUREDS	DATE	MARKETING REPRESENTATIVE	CONTACT INFORMATION	
YES OR NO								
4/30/2014	M	6000	5600	0	4/30/2014	Risman Insurance Agency	www.risman.com	N

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

Year Plan Will be Applied

2014

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.

<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	(1) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
Arbella Mutual Insurance Company	Community Boating Inc.	35.3%	26.6%	Commission Reduction, Payroll Deduction, More EFT, Smaller rate of cancel/reinstate, Higher Retention and Smaller Claim Volume	6%