

193R Application Spreadsheet																	
INSURANCE	STREET	PROPOSED	PROPOSED	TOTAL	ELIGIBLE	NUMBER	ORIGINAL	PRODUCER OR		EXPERIENCE							
COMPANY	GROUP NAME	ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	RATE	EFFECTIVE	GROUP	NUMBER	NUMBER	OF CURRENT	PLAN	PRODUCER OR	MARKETING REPRESENTATIVE	MARKETING REPRESENTATIVE	SUBMITTED
							DEV. (0.0%)	DATE	TYPE	IN GROUP	IN GROUP	INSUREDS	DATE	MARKETING REPRESENTATIVE	CONTACT INFORMATION	CONTACT INFORMATION	YES OR NO
Farm Family Casualty Insurance Company	Massachusetts Farm Bureau Federation	249 Lakeside Ave.	Marlborough	MA	01752	Auto (A)	-5.0%	04/01/19	PA	6,000	4,448	2,634	04/01/08	ANDREW D BRODEUR	Andrew_Brodeur@american-national.com	Andrew_Brodeur@american-national.com	Yes
														BLAIR AGENCY INC	Richard.Blair@american-national.com	Richard.Blair@american-national.com	
														MASON AGENCY	TheMasonAgency@american-national.com	TheMasonAgency@american-national.com	
														DOMINIC SINOPOLI	Dominic.Sinopoli@american-national.com	Dominic.Sinopoli@american-national.com	
														DONALD E LUDWIG	Donald.Ludwig@american-national.com	Donald.Ludwig@american-national.com	
														ERIC R MASON	Eric.Mason@american-national.com	Eric.Mason@american-national.com	
														FRANCIS E BINGHAM	Francis_Bingham@american-national.com	Francis_Bingham@american-national.com	
														JAMES R LYMAN	JLyman@american-national.com	JLyman@american-national.com	
														JAN R MONKS	Jan.Monks@american-national.com	Jan.Monks@american-national.com	
														JASON M CHARETTE	Jason.Charette@american-national.com	Jason.Charette@american-national.com	
														JONATHAN P STEWART	Jonathan.Stewart@american-national.com	Jonathan.Stewart@american-national.com	
														JOSHUA E NADEAU	Josh.Nadeau@american-national.com	Josh.Nadeau@american-national.com	
														JP INSURANCE LLC	Jeff.Pichierri@american-national.com	Jeff.Pichierri@american-national.com	
														KEVIN J SULLIVAN	Kevin.Sullivan@american-national.com	Kevin.Sullivan@american-national.com	
														KIMBERLY A PERRY	Kim.Perry@american-national.com	Kim.Perry@american-national.com	
														LUIS CORREA	Luis.Correa@american-national.com	Luis.Correa@american-national.com	
														MARK SYLVIA INSURANCE AGENCY LLC	MARK@MARKSYLVIAINSURANCE.COM	MARK@MARKSYLVIAINSURANCE.COM	
														MARTIN G WEST	Martin.West@american-national.com	Martin.West@american-national.com	
														MAUREEN M O'MARA	MaureenOMara@american-national.com	MaureenOMara@american-national.com	
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														MILAN E ADAMS	Milan.Adams@american-national.com	Milan.Adams@american-national.com	
														PATRICK O'FOBI	Patrick.Ofobi@american-national.com	Patrick.Ofobi@american-national.com	
														REBECCA L VICKERS	Becky_Vickers@american-national.com	Becky_Vickers@american-national.com	
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														TIMOTHY F VILES	T.Viles@american-national.com	T.Viles@american-national.com	
														VALERIE R ARMSTRONG	Valerie_Armstrong@american-national.com	Valerie_Armstrong@american-national.com	

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

Year Plan Will be Applied

2019

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.

<b><u>INSURANCE COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b>(1) Expenses Assumed In Insurer's Rates Currently On File</b>	<b>(2) Expenses Associated With Group Marketing Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
Farm Family Casualty Insurance Company	Massachusetts Farm Bureau Federation	38.7%	33.7%	Lower Acquisition Costs	-5.0%

<insert year below>

2019

Year Plan Will be Applied

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>			3 Yr. Total
		2016	2017	2018	2016	2017	2018	2016	2017	2018	
Farm Family Casualty Insurance Company	Massachusetts Farm Bureau Federation	\$3,086,926	\$3,211,062	\$3,664,245	\$1,722,805	\$2,045,494	\$3,646,879	55.8%	63.7%	99.5%	74.4%

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