

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Farm Family Casualty Insurance Company 2010 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 2010 and have confirmed their participation to them in writing:

Alphabetical List (vertical)

- Massachusetts Farm Bureau Federation
- Farm Family Casualty Insurance Company

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

A handwritten signature in cursive script that reads "Eleanor Perry". The signature is written in black ink on a white background.

Eleanor Perry
Compliance Analyst

Farm Family Casualty Insurance Company
 193 R Application
 Group Marketing Program
 Eff 04/01/10

| 193R Application Spreadsheet | | | | | | | | | | | | | | | |
|--|--------------------------------------|---------------------|-----------|-------|-------|----------------------|---------------------------|-------------------------|------------------------|-----------------------|--------------------------|----------------------------|--------------------|--|--------------------------------|
| Year Plan Will be Applied | | | | | | | | | | | | | | | |
| | 2010 | | | | | | | | | | | | | | |
| INSURANCE COMPANY* | GROUP NAME* | STREET ADDRESS | CITY/TOWN | STATE | ZIP | AUTO (A) or HOME (H) | PROPOSED RATE DEV. (0.0%) | PROPOSED EFFECTIVE DATE | CU, E,M,U GROUP TYPE** | TOTAL NUMBER IN GROUP | ELIGIBLE NUMBER IN GROUP | NUMBER OF CURRENT INSUREDS | ORIGINAL PLAN DATE | AGENCY OR MKT. REP. | EXPERIENCE SUBMITTED YES OR NO |
| Farm Family Casualty Insurance Company | Massachusetts Farm Bureau Federation | 466 Chestnut Street | Ashland | MA | 01721 | AUTO (A) or | -5.00% | 4/1/2010 | M | 2842 | 2842 | 2842 | 4/1/2008 | Cheryl Loranger, Agent Acushnet, MA 02743 | No |
| | | | | | | | | | | | | | | Mike Emond, Agent Braintree, MA 02184 | No |
| | | | | | | | | | | | | | | Richard Blair, Agent Carver, MA 02330-1527 | |
| | | | | | | | | | | | | | | Francis Bingham, Agent Dedham, MA 02026-6826 | |
| ** Group Type - E = employee, CU = credit union, M = all other member groups, U = unions | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | Robert Sinopoli, Agent Great Barrington, MA 01230 | |
| | | | | | | | | | | | | | | Curtis Forsyth, Agent Greenfield, MA 01301 | |
| | | | | | | | | | | | | | | Steven Charette, General Agent North Andover, MA 01845 | |
| | | | | | | | | | | | | | | Chad Meyer, Agent Northampton, MA 01060 | |
| | | | | | | | | | | | | | | John Oakes, Agent Northborough, MA 01532 | |
| | | | | | | | | | | | | | | Richard Simonian, Agent Northborough, MA 01532-1956 | |
| | | | | | | | | | | | | | | Jeff Pichierri, Agent Northborough, MA 01532-1956 | |
| | | | | | | | | | | | | | | Mark Sylvia, Agent Osterville, MA 02655-1913 | |
| | | | | | | | | | | | | | | EvaKay Spencer, Agent Plymouth, MA 02360 | |
| | | | | | | | | | | | | | | Diane Mason, Agent Southwick, MA 01077-9367 | |
| | | | | | | | | | | | | | | Dale Johnson, Agent Ugone-Johnson Insurance Agency Topsfield, MA 01983 | |
| | | | | | | | | | | | | | | Wendy Ashe, Agent Bourgault Ashe & Assoc. Inc. Westford, MA 01886 | |
| | | | | | | | | | | | | | | Richard Bourgault, Agent Bourgault Ashe & Assoc. Inc. Westford, MA 01886 | |
| | | | | | | | | | | | | | | Maureen O'Mara, Agent Williamstown, MA 01267-0112 | |
| | | | | | | | | | | | | | | Thomas Carroll, Agent Worcester, MA 01602 | |

Farm Bureau Casualty Insurance Company
Expense
Group Marketing Program
Eff 04/01/10

| | | | | | | | |
|---|--------------------------------------|---------------------------|-----------------------------|-------------------------|-------------------|--|--|
| Year Plan Will be Applied | | <u>2010</u> | | | | | |
| 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 plan | | | | | | | |
| | | (1) | (2) | (3) | (4) | | |
| INSURANCE | | Expenses Assumed | Expenses Associated | Reasons for | Requested | | |
| COMPANY | GROUPNAME | In Insurer's Rates | With Group Marketing | Expensed | Group Rate | | |
| | | Currently On File | Plan | Difference | Deviation | | |
| Farm Family Casualty Insurance Company | Massachusetts Farm Bureau Federation | 28.5% | 23.5% | Lower Acquisition Costs | -5.0% | | |
| | | | | | | | |

Farm Family Casualty Insurance Company
Premium/Loss/Expense
Group Marketing Program
Eff 04/01/10

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Farm Family Casualty Insurance Company
 193 R Application
 Group Marketing Program
 Eff 04/01/10

| 193R Application Spreadsheet | | | | | | | | | | | | | | | |
|--|--|----------------|-----------|-------|-------|----------------------|---------------------------|-------------------------|------------------------|-----------------------|--------------------------|----------------------------|--------------------|--|--------------------------------|
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| | 2010 | | | | | | | | | | | | | | |
| INSURANCE COMPANY* | GROUP NAME* | STREET ADDRESS | CITY/TOWN | STATE | ZIP | AUTO (A) or HOME (H) | PROPOSED RATE DEV. (0.0%) | PROPOSED EFFECTIVE DATE | CU, E,M,U GROUP TYPE** | TOTAL NUMBER IN GROUP | ELIGIBLE NUMBER IN GROUP | NUMBER OF CURRENT INSUREDS | ORIGINAL PLAN DATE | AGENCY OR MKT. REP. | EXPERIENCE SUBMITTED YES OR NO |
| Farm Family Casualty Insurance Company | Farm Family Casualty Insurance Company Employees | Route 344 9W | Glenmont | NY | 12077 | AUTO (A) | -20.00% | 4/1/2010 | E | 617 | 15 | 13 | 4/1/2008 | Cheryl Loranger, Agent Acushnet, MA 02743 | No |
| | | | | | | | | | | | | | | Mike Emond, Agent Braintree, MA 02184 | |
| | | | | | | | | | | | | | | Richard Blair, Agent Carver, MA 02330-1527 | |
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| | | | | | | | | | | | | | | Chad Meyer, Agent Northampton, MA 01060 | |
| | | | | | | | | | | | | | | John Oakes, Agent Northborough, MA 01532 | |
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| | | | | | | | | | | | | | | Maureen O'Mara, Agent Williamstown, MA 01267-0112 | |
| | | | | | | | | | | | | | | Thomas Carroll, Agent Worcester, MA 01602 | |

Farm Bureau Casualty Insurance Company
Expense
Group Marketing Program
Eff 04/01/10

| | | | | | | |
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| Farm Family Casualty Insurance Company | Farm Family Casualty Insurance Company Employees | 28.5% | 23.5% | Lower Acquisition Costs | -20.0% | |

