

193R Application Spreadsheet																			
											PROPOSED	PROPOSED	TOTAL	ELIGIBLE	NUMBER	ORIGINAL	PRODUCER OR		EXPERIENCE
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	RATE DEV. (0.0%)	EFFECTIVE DATE	GROUP TYPE	NUMBER IN GROUP	NUMBER IN GROUP	OF CURRENT INSUREDS	PLAN DATE	MARKETING REPRESENTATIVE	MARKETING REPRESENTATIVE CONTACT INFORMATION	SUBMITTED YES OR NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Antioch University	150 E South College St	Yellow Springs	OH	45387	A	5%		E	850	200	0		Clara Knarr	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	AVI Foodsystems, Inc.	2590 Elm Rd., N.E.	Warren	OH	44483	A	5%		E	8,555	95	0		kimberly cohen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Bard, Rao + Athanas Consulting Engineers, LLC	10 Guest Street, 4th Floor	Boston	MA	02135	A	5%		E	320	200	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Berkshire Arts & Technology Charter Public School (BART)	1 Commercial St	Adams	MA	01220	A	5%		E	71	71	0		Sean Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Berkshire West Athletic Club	100 Dan Fox Dr	Pittsfield	MA	01201	A	5%		E	50	50	0		Sean Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Con-Test, Inc.	39 Spruce Street	East Longmeadow	MA	01106	A	5%		E	116	116	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Covenir	370 Main Street, Suite 500	Worcester	MA	01608	A	5%		E	57	57	0		Erik Hutchinson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Dollar General Corporation	100 Mission Ridge	Goodlettsville	TN	37072	A	5%		E	100,000	120	0		Walter E. Jackson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Goldmark Federal Credit Union	155 Pleasant Street	Attleboro	MA	02703-2442	A	5%		CU	3,350	3,350	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Greater Springfield Credit Union	1030 Wilbraham Rd	Springfield	MA	01109	A	5%		CU	9,226	9,226	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Hilltown Cooperative Charter Public School	1 Industrial Parkway	Easthampton	MA	01027	A	5%		E	50	50	0		Sean Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Laboure College	303 Adams St	Milton	MA	02186	A	5%		E	150	150	0		Sean Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Lower Pioneer Valley Educational Corporation	174 Brush Hill Avenue	West Springfield	MA	01089	A	5%		E	376	376	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	MedTouch LLC	450 Artisan Way Suite 310	Somerville	MA	02145	A	5%		E	80	80	0		Alyssa Silverston	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Mendis, Inc.	268 Summer St	Boston	MA	02210	A	5%		E	95	95	0		Alyssa Silverston	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Montachusett Opportunity Council, Inc.	601 River Street	Fitchburg	MA	01420	A	5%		E	275	275	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Multi-cultural Community Services of the Pioneer Valley, Inc.	1000 Wilbraham Road	Springfield	MA	01109	A	5%		E	650	600	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	NESC Federal Credit Union	248 Pleasant Street	Methuen	MA	01844-7149	A	5%		CU	8,649	8,649	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Osprey Software, Inc.	275 Second Street	Waltham	MA	02451	A	5%		E	65	65	0		Kevin Coccoluto	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Real Estate Bar Association for Massachusetts, Inc., The	295 Devonshire Street, Sixth Floor	Boston	MA	02110	A	5%		PA	1,984	1,984	0		Mark Gordon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Sherrill House, Inc.	135 South Huntington Ave.	Boston	MA	02130	A	5%		E	276	276	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Sunrise Behavioral Health Clinic, LLC	95 Frank Murray St	Springfield	MA	01103	A	5%		E	250	250	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	The Futures HealthCore, LLC	136 William Street	Springfield	MA	01105	A	5%		E	456	456	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	The Tabor Academy	232 Front Street	Marion	MA	02738	A	5%		E	200	200	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	TruGreen, Inc.	1790 Kirby Pkwy., Suite 300 Nedra Walker	Memphis	TN	38138-7411	A	5%		E	13,789	356	0		Shaun R. Smith	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	United Housing Management LLC	530 Warren St.	Dorchester	MA	02121	A	5%		E	50	50	0		Anita Patel	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Universal Technical Institute of Massachusetts, Inc.	16620 N. Scottsdale Rd. Suite 100	Phoenix	AZ	85254	A	5%		E	1,776	67	0		Kim Cohen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			
Liberty Mutual Insurance Company and LM General Insurance Company	Westport Federal Credit Union	655 State Road	Westport	MA	02790-2862	A	5%		CU	6,873	6,873	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO			

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

Year Plan Will be Applied

**2018**

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>INSURANCE COMPANY</b>	<b>GROUPNAME</b>	<b>(1) Expenses Assumed In Insurer's Rates Currently On File 25.0%</b>	<b>(2) Expenses Associated With Group Marketing Plan 20.0%</b>	<b>(3) Reasons for Expensed Difference Lower Acquisition Costs</b>	<b>(4) Requested Group Rate Deviation 5.0%</b>
ABC Company Liberty Mutual Insurance Company and LM General Insurance Company	AAA Engineers, Inc. Antioch University	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	AVI Foodsystems, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Bard, Rao + Athanas Consulting Engineers, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Berkshire Arts & Technology Charter Public School (BART)	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Berkshire West Athletic Club	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Con-Test, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Covenair	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Dollar General Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Goldmark Federal Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Greater Springfield Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Hilltown Cooperative Charter Public School	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Laboure College	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Lower Pioneer Valley Educational Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	MedTouch LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Mendix, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Montachusett Opportunity Council, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Multi-cultural Community Services of the Pioneer Valley, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	NESC Federal Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Osprey Software, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Real Estate Bar Association for Massachusetts, Inc., The	26.4%	5.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Sherrill House, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Sunrise Behavioral Health Clinic, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Futures HealthCore, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Tabor Academy	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	TruGreen, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	United Housing Management LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Universal Technical Institute of Massachusetts, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Westport Federal Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETIS  
GROUP MARKETING RATE DEVIATION NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2018 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 2018 and have confirmed their participation to them in writing:

Antioch University  
AVI Foodsystems, Inc.  
Bard, Rao + Athanas Consulting Engineers, LLC  
Berkshire Arts & Technology Charter Public School (BART)  
Berkshire West Athletic Club  
Con-Test, Inc.  
Covenir  
Dollar General Corporation  
Goldmark Federal Credit Union  
Greater Springfield Credit Union  
Hilltown Cooperative Charter Public School  
Laboure College  
Lower Pioneer Valley Educational Corporation  
MedTouch LLC  
Mendix, Inc.  
Montachusett Opportunity Council, Inc.  
Multi-cultural Community Services of the Pioneer Valley, Inc.  
NESC Federal Credit Union  
Osprey Software, Inc.  
Real Estate Bar Association for Massachusetts, Inc., The  
Sherrill House, Inc.  
Sunrise Behavioral Health Clinic, LLC  
The Futures HealthCore, LLC  
The Tabor Academy  
TruGreen, Inc.  
United Housing Management LLC  
Universal Technical Institute of Massachusetts, Inc.  
Westport Federal Credit Union

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



Joanna Park