

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	GROUP TYPE	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
Liberty Mutual Insurance Company and LM General Insurance Company	Contributor Development Partnership, PBC	10 Guest Street, 5th Floor	Boston	MA	02135	A	5%		E	84	84	0		Jacob Wisel	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	American Association of Registered Nurses, Inc.	1701 D-7 Allied Street	Charlottesville	VA	22903	A	5%		PA	600000	56629	0		Sarah Fry	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	iZotope, Inc.	60 Hampshire Street	Cambridge	MA	02139	A	5%		E	175	150	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	Cycleron Therapeutics Inc.	301 Binney Street, 2nd Floor	Cambridge	MA	02142	A	5%		E	200	175	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	Lindt & Sprungli (USA) Inc.	1 Fine Chocolate Place	Stratham	NH	03885	A	5%		E	770	300	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	Ultra Electronics Ocean Systems, Inc.	115 Bay State Drive	Braintree	MA	02341	A	5%		E	200	125	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	Vermont State Employees Credit Union	1 Bailey Ave.	Montpelier	VT	05602-3401	A	5%		CU	66062	510	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	OnProcess Technology, Inc.	200 Homer Street	Ashland	MA	01721	A	5%		E	431	250	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	CPI Radant Technologies Division Inc.	255 Hudson Road	Stow	MA	01775	A	5%		E	231	220	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	PFM Financial Advisors LLC	1735 Market Street, 43rd Floor	Philadelphia	PA	19103	A	5%		E	600	17	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	Beacon Communities LLC	2 Center Plaza, Ste. 700	Boston	MA	02108	A	5%		E	450	250	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	RI Council 94 AFSCME AFL-CIO	1179 Charles Street	North Providence	RI	02904	A	5%		TU	7500	750	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	A.W. Chesterton Company	860 Salem Street	Groveland	MA	01834	A	5%		E	596	368	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	A Caring Heart Nursing Services LLC	306 Race Street, 2nd Floor	Holyoke	MA	01040	A	5%		E	60	60	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	Straumann Manufacturing, Inc.	60 Minuteman Road	Andover	MA	01810	A	5%		E	686	305	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	VetCor Professional Practices LLC	350 Lincoln Place, Suite 111	Hingham	MA	02043	A	5%		E	3976	408	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Cybergtrans, LLC	300 Brickstone Square Suite 601	Andover	MA	01810	A	5%		E	175	175	0		Jacob Wisel	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	UniFirst Corporation	68 Jonspin Road	Wilmington	MA	01887	A	5%		E	11,365	580	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	St. Michaels Fall River Federal Credit Union	60 Garside St.	Fall River	MA	02720	A	5%		CU	3,760	2356	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

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.

INSURANCE COMPANY	GROUPNAME	(1) Expenses Assumed In Insurer's Rates Currently On File 25.0%	(2) Expenses Associated With Group Marketing Plan 20.0%	(3) Reasons for Expensed Difference Lower Acquisition Costs	(4) Requested Group Rate Deviation 5.0%
ABC Company	AAA Engineers, Inc.				
Liberty Mutual Insurance Company and LM General Insurance Company	Contributor Development Partnership, PBC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	American Association of Registered Nurses, Inc.	26.4%	5.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	iZotope, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Cyclerion Therapeutics Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Lindt & Sprungli (USA) Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ultra Electronics Ocean Systems, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Vermont State Employees Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	OnProcess Technology, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	CPI Radant Technologies Division Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	PFM Financial Advisors LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Beacon Communities LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	RI Council 94 AFSCME AFL-CIO	26.4%	9.5%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	A.W. Chesterton Company	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	A Caring Heart Nursing Services LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Straumann Manufacturing, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	VetCor Professional Practices LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Cybergrants, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	UniFirst Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	St. Michaels Fall River Federal Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2019 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 2019 and have confirmed their participation to them in writing:

Contributor Development Partnership, PBC
American Association of Registered Nurses, Inc.
iZotope, Inc.
Cyclerion Therapeutics Inc.
Lindt & Sprungli (USA) Inc.
Ultra Electronics Ocean Systems, Inc.
Vermont State Employees Credit Union
OnProcess Technology, Inc.
CPI Radant Technologies Division Inc.
PFM Financial Advisors LLC
Beacon Communities LLC
RI Council 94 AFSCME AFL-CIO
A.W. Chesterton Company
A Caring Heart Nursing Services LLC
Straumann Manufacturing, Inc.
VetCor Professional Practices LLC
Cybergrants, LLC
UniFirst Corporation
St. Michaels Fall River Federal Credit Union

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



Joanna Park