

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	American Alarm and Communications, Inc.	297 Broadway	Arlington	MA	02474	A	5.00%		E	206	206	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	Craftworks Restaurants & Breweries, Inc.	8001 Arista Pl Unit 500	Broomfield	CO	80021	A	5.00%		E	9,215	65	0		Kristi Lamle	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Crimson Hexagon, Inc.	155 Seaport Blvd, Third Floor	Boston	MA	02110	A	5.00%		E	99	99	0		Schwitters, Nina	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Salem State University	352 Lafayette Street	Salem	MA	01970	A	8.00%		E	3,000	2,600	0		Hackley, Paul	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	The Association for Community Living, Inc.	220 Brookdale Drive	Springfield	MA	01104	A	5.00%		E	585	585	0		Paul Hackley	(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

2016

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) <u>Expenses Assumed In Insurer's Rates Currently On File</u>	(2) <u>Expenses Associated With Group Marketing Plan</u>	(3) <u>Reasons for Expensed Difference</u>	(4) <u>Requested Group Rate Deviation</u>
Liberty Mutual Insurance Company and LM General Insurance Company	American Alarm and Communications, Inc	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Craftworks Restaurants & Breweries, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Crimson Hexagon, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Salem State University	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Asscoiation for Community Living, Inc.	27.4%	13.1%	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 2016 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 2016 and have confirmed their participation to them in writing:

American Alarm and Communications, Inc
Craftworks Restaurants & Breweries, Inc.
Crimson Hexagon, Inc.
Salem State University
The Association for Community Living, Inc.

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

A handwritten signature in cursive script that reads "Gina Gibler".

Gina Gibler