

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	Avnet, Inc.	2211 S 47th St.	Phoenix	AZ	85034	A	5%		E	20,446	708	0		Joy Hartley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ballentine Partners, LLC	230 3rd Avenue, Floor 6	Waltham	MA	02451	A	5%		E	73	73	0		teri fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Baystate Health Care, Inc.	280 Chestnut Street	Springfield	MA	01199	A	5%		E	10,000	9,700	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Cameron Mitchell Restaurants, LLC	390 Nationwide Blvd	Columbus	OH	43015	A	5%		E	2,728	120	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	Caring Health Center, Inc.	1049 Main St	Springfield	MA	01103	A	5%		E	257	257	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	COGHLIN COMPANIES, INC	27 OTIS STREET	WESTBOROUGH	MA	01581	A	5%		E	421	421	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	Community Connection Healthcare LLC	1266 Furnace Brook Parkway, Suite 104	Quincy	MI	02169	A	5%		E	85	85	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	Community Intervention Services, Inc.	200 Friberg Parkway	Westborough	MA	01581	A	5%		E	2,300	1,800	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	DRX Natick PC	945 Worcester Street	Natick	MA	01760	A	5%		E	51	51	0		Megan Martyn	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Exclusive Concepts, Inc.	30 Corporate Drive	Burlington	MA	01803	A	5%		E	54	54	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	Exeter Hospital	5 Alumni Drive	Exeter	NH	03833	A	5%		E	2,300	50	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	Goodbaby International	225 Byers Road	Miamisburg	OH	45342	A	5%		E	535	35	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	Home Hospice & Palliative Care Rhode Island	1085 North Main Street	Providence	RI	02904	A	5%		E	400	400	0		George C. Tager	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	HTM Credit Union	4 SUMMER ST STE 3	Haverhill	MA	01830-5843	A	5%		CU	2,063	2,063	0		Abigail Laughery	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Inmar, Inc.	635 Vine Street	Winston-Salem	NC	27101	A	5%		E	3,100	37	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	International SOS Assistance, Inc.	3600 Horizon Blvd Suite 300	Feasterville	PA	19053	A	5%		E	1,174	205	0		Patricia Mady	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ironwood Pharmaceuticals, Inc.	301 Binney Street	Cambridge	MA	02141	A	5%		E	680	350	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	Medullan, Inc.	625 Mount Auburn Street	Cambridge	MA	02138	A	5%		E	52	52	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	Members Plus Credit Union	29 High St	Medford	MA	02155	A	5%		CU	9,650	9,650	0		Michelle Vitagliano	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Novocure, Inc.	195 Commerce Way Unit A	Portsmouth	MA	03801	A	5%		E	285	15	0		Jessica Simpson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	One Door, Inc.	268 Summer Street, Ste. 800	Boston	MA	02210	A	5%		E	100	100	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	Robert Reiser & Co, Inc.	725 Dedham St	Canton	MA	02021-1402	A	5%		E	250	145	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Salary.Com, LLC	610 Lincoln St, Suite 200	Waltham	MA	02481	A	5%		E	195	195	0		Neal Bowler	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Sarepta Therapeutics, Inc.	215 First Street	Cambridge	MA	02142	A	5%		E	209	209	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	Spartan Race, Inc.	234 Congress Street, 5th floor	Boston	MA	02110	A	5%		E	120	15	0		Jessica Simpson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Hanover	550 Hanover Street	Hanover	MA	02339	A	5%		E	1,000	1,000	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	Virtual Incorporated	401 Edgewater Place Suite 600	WakeField	MA	01880	A	5%		E	198	108	0		Rebecca Banker	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Visiting Nurse of HomeHealth	6 Blackstone Valley Place Suite 515	Lincoln	RI	02865	A	5%		E	106	106	0		George C. Tager	(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

2017

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>	<u>(1) Expenses Assumed In Insurer's Rates Currently On File</u>	<u>(2) Expenses Associated With Group Marketing Plan</u>	<u>(3) Reasons for Expensed Difference</u>	<u>(4) Requested Group Rate Deviation</u>
Liberty Mutual Insurance Company and LM General Insurance Company	Avnet, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ballentine Partners, LLC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Baystate Health Care, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Cameron Mitchell Restaurants, LLC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Caring Health Center, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	COGHLIN COMPANIES, INC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Community Connection Healthcare LLC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Community Intervention Services, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	DRX Natick PC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Exclusive Concepts, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Exeter Hospital	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Goodbaby International	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Home Hospice & Palliative Care Rhode Island	27.4%	15.5%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	HTM Credit Union	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Inmar, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	International SOS Assistance, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ironwood Pharmaceuticals, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Medullan, Inc.	27.4%	15.5%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Members Plus Credit Union	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Novocure, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	One Door, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Robert Reiser & Co, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

Liberty Mutual Insurance Company and LM General Insurance Company	Salary.Com, LLC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Sarepta Therapeutics, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Spartan Race, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Hanover	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Virtual Incorporated	27.4%	16.4%	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 2017 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 2017 and have confirmed their participation to them in writing:

Avnet, Inc.
Ballentine Partners, LLC
Baystate Health Care, Inc.
Cameron Mitchell Restaurants, LLC
Caring Health Center, Inc.
COGHLIN COMPANIES, INC
Community Connection Healthcare LLC
Community Intervention Services, Inc.
DRX Natick PC
Exclusive Concepts, Inc.
Exeter Hospital
Goodbaby International
Home Hospice & Palliative Care Rhode Island
HTM Credit Union
Inmar, Inc.
International SOS Assistance, Inc.
Ironwood Pharmaceuticals, Inc.
Medullan, Inc.
Members Plus Credit Union
Novocure, Inc.
One Door, Inc.
Robert Reiser & Co, Inc.
Salary.Com, LLC
Sarepta Therapeutics, Inc.
Spartan Race, Inc.
Town of Hanover
Virtual Incorporated
Visiting Nurse of HomeHealth

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



Gina Gibler

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COGHLIN COMPANIES, INC
Community Connection Healthcare LLC
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DRX Natick PC
Exclusive Concepts, Inc.
Exeter Hospital
Goodbaby International
Home Hospice & Palliative Care Rhode Island
HTM Credit Union
Inmar, Inc.
International SOS Assistance, Inc.
Ironwood Pharmaceuticals, Inc.
Medullan, Inc.
Members Plus Credit Union
Novocure, Inc.
One Door, Inc.
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Town of Hanover
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Gina Gibler

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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	Avnet, Inc.	2211 S 47th St.	Phoenix	AZ	85034	A	5%	11/01/16	E	20,446	708	0		Joy Hartley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ballentine Partners, LLC	230 3rd Avenue, Floor 6	Waltham	MA	02451	A	5%	03/31/17	E	73	73	0		teri fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Baystate Health Care, Inc.	280 Chestnut Street	Springfield	MA	01199	A	5%	02/28/17	E	10,000	9,700	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Cameron Mitchell Restaurants, LLC	390 Nationwide Blvd	Columbus	OH	43015	A	5%	02/13/17	E	2,728	120	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	Caring Health Center, Inc.	1049 Main St	Springfield	MA	01103	A	5%	04/01/17	E	257	257	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	COGHLIN COMPANIES, INC	27 OTIS STREET	WESTBOROUGH	MA	01581	A	5%	08/24/16	E	421	421	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	Community Connection Healthcare LLC	1266 Furnace Brook Parkway, Suite 104	Quincy	MI	02169	A	5%	03/01/17	E	85	85	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	Community Intervention Services, Inc.	200 Friberg Parkway	Westborough	MA	01581	A	5%	04/01/17	E	2,300	1,800	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	DRX Natick PC	945 Worcester Street	Natick	MA	01760	A	5%	03/01/17	E	51	51	0		Megan Martyn	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Exclusive Concepts, Inc.	30 Corporate Drive	Burlington	MA	01803	A	5%	01/18/17	E	54	54	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	Exeter Hospital	5 Alumni Drive	Exeter	NH	03833	A	5%	02/28/17	E	2,300	50	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	Goodbaby International	225 Byers Road	Miamisburg	OH	45342	A	5%	02/13/17	E	535	35	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	Home Hospice & Palliative Care Rhode Island	1085 North Main Street	Providence	RI	02904	A	5%	02/01/12	E	400	400	0		George C. Tager	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	HTM Credit Union	4 SUMMER ST STE 3	Haverhill	MA	01830-5843	A	5%	07/11/17	CU	2,063	2,063	0		Abigail Laughery	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Inmar, Inc.	635 Vine Street	Winston-Salem	NC	27101	A	5%	02/13/17	E	3,100	37	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	International SOS Assistance, Inc.	3600 Horizon Blvd Suite 300	Feasterville	PA	19053	A	5%	02/01/17	E	1,174	205	0		Patricia Mady	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
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Liberty Mutual Insurance Company and LM General Insurance Company	Members Plus Credit Union	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Novocure, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	One Door, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Robert Reiser & Co, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

Liberty Mutual Insurance Company and LM General Insurance Company	Salary.Com, LLC	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Sarepta Therapeutics, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Spartan Race, Inc.	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Hanover	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Virtual Incorporated	27.4%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%