

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 POLICIES	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
GEICO/GEICO GENERAL	AmeriCorps Alums	1400 Eye Street NW Suite 900	Washington DC	DC	20005	Auto	-5.0%	9/6/2018	O	140,000	2,969	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	No
GEICO/GEICO GENERAL	Pal Chi	651 East 4th Street Suite 600	Chattanooga	TN	37401	Auto	-5.0%	9/6/2018	O	752,000	15,948	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	No
GEICO/GEICO GENERAL	American Mensa, Ltd.	1229 Corporate Drive West	Arlington	TX	76006	Auto	-5.0%	9/6/2018	O	46,000	976	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	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.

<u>INSURANCE</u>		(1)	(2)	(3)	(4)
<u>COMPANY</u>	<u>GROUPNAME</u>	<u>Expenses Assumed</u> <u>In Insurer's Rates</u> <u>Currently On File</u>	<u>Expenses Associated</u> <u>With Group Marketing</u> <u>Plan</u>	<u>Reasons for</u> <u>Expensed</u> <u>Difference</u>	<u>Requested</u> <u>Group Rate</u> <u>Deviation</u>
GEICO/GEICO GENERAL	AmeriCorps Alums	15.6%	10.3%	Lower Acquisition Costs	-5.0%
GEICO/GEICO GENERAL	Psi Chi	15.6%	10.3%	Lower Acquisition Costs	-5.0%
GEICO/GEICO GENERAL	American Mensa, Ltd.	15.6%	10.3%	Lower Acquisition Costs	-5.0%

GOVERNMENT EMPLOYEES INSURANCE COMPANY (GEICO)  
GEICO GENERAL INSURANCE COMPANY (GG)

Voluntary Automobile Insurance

MASSACHUSETTS

Filing Memorandum

Government Employees Insurance Company (GEICO) and GEICO General Insurance Company (GG) propose to add the following groups to the Group Marketing Deviation plan:

Patriot League  
Pennsylvania State University  
Eastern College Athletic Conference  
Rutgers University  
Colonial Athletic Conference  
University of Maryland College Park  
America East Conference  
AmeriCorps Alums  
Psi Chi  
American Mensa, Ltd.

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<b><u>GROUP NAME</u></b>	<b><u>COMMENT</u></b>	<b><u>RESPONSE</u></b>
Colonial Athletic Association	Please point in the by-laws the eligible individual members of the following groups.	We are withdrawing this group from our filing.
America East Conference	Please point in the by-laws the eligible individual members of the following groups.	We are withdrawing this group from our filing.
AmeriCorps Alums	Please point in the by-laws the eligible individual members of the following groups.	Individuals may join AmeriCorps Alums by registering through their website.  <a href="https://www.americorpsalums.org/page/WhyJoin">https://www.americorpsalums.org/page/WhyJoin</a>
American Mensa, Ltd.	Please point out in the by-laws the American Mensa, Ltd group's objective/purpose.	The American Mensa, Ltd group's purpose can be found using the link below.  <a href="https://www.us.mensa.org/learn/about/">https://www.us.mensa.org/learn/about/</a>

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GEICO/GEICO GENERAL	Colonial Athletic Association	8625 Patterson Ave	Richmond	VA	23229	Auto	-5.0%	9/6/2018	O	1,000,000	21,207	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	No
GEICO/GEICO GENERAL	America East Conference	451 D Street, Suite 702	Boston	MA	2210	Auto	-5.0%	9/6/2018	O	804,000	17,051	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	No
GEICO/GEICO GENERAL	AmeriCorps Alums	1400 Eye Street NW Suite 900	Washington DC	DC	20005	Auto	-5.0%	9/6/2018	O	140,000	2,969	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	No
GEICO/GEICO GENERAL	Psi Chi	651 East 4th Street Suite 600	Chattanooga	TN	37401	Auto	-5.0%	9/6/2018	O	752,000	15,948	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	No
GEICO/GEICO GENERAL	American Mensa, Ltd.	1229 Corporate Drive West	Arlington	TX	76006	Auto	-5.0%	9/6/2018	O	46,000	976	0	9/6/2018		<a href="http://www.geico.com/">http://www.geico.com/</a>	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</b>		<b>(1)</b>	<b>(2)</b>	<b>(3)</b>	<b>(4)</b>
<b><u>COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b>Expenses Assumed In Insurer's Rates Currently On File</b>	<b>Expenses Associated With Group Marketing Plan</b>	<b>Reasons for Expensed Difference</b>	<b>Requested Group Rate Deviation</b>
GEICO/GEICO GENERAL	Colonial Athletic Association	15.6%	10.3%	Lower Acquisition Costs	-5.0%
GEICO/GEICO GENERAL	America East Conference	15.6%	10.3%	Lower Acquisition Costs	-5.0%
GEICO/GEICO GENERAL	AmeriCorps Alums	15.6%	10.3%	Lower Acquisition Costs	-5.0%
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GEICO/GEICO GENERAL	Patriot League	3773 Corporate Parkway Suite 190	Center Valley	PA	18034	Auto	-5.0%	9/6/2018	O	624,000	13,233	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
GEICO/GEICO GENERAL	Pennsylvania State University	Old Main	State College	PA	16801	Auto	-5.0%	9/6/2018	O	582,000	12,343	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
GEICO/GEICO GENERAL	Eastern College Athletic Conference	39 Old Ridgebury Road, Suite 22	Danbury	CT	06810	Auto	-5.0%	9/6/2018	O	200,000	4,241	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
GEICO/GEICO GENERAL	Rutgers University	57 US Highway 1	New Brunswick	NJ	08901	Auto	-5.0%	9/6/2018	O	450,000	9,543	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
GEICO/GEICO GENERAL	Colonial Athletic Association	8625 Patterson Ave	Richmond	VA	23229	Auto	-5.0%	9/6/2018	O	1,000,000	21,207	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
GEICO/GEICO GENERAL	University of Maryland College Park	College Park	College Park	MD	20742	Auto	-5.0%	9/6/2018	O	300,000	6,362	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
GEICO/GEICO GENERAL	America East Conference	451 D Street, Suite 702	Boston	MA	2210	Auto	-5.0%	9/6/2018	O	804,000	17,051	0	9/6/2018	<a href="http://www.geico.com/">http://www.geico.com/</a>	No	
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GEICO/GEICO GENERAL	Rutgers University	15.6%	10.3%	Lower Acquisition Costs	-5.0%
GEICO/GEICO GENERAL	Colonial Athletic Conference	15.6%	10.3%	Lower Acquisition Costs	-5.0%
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