

Massachusetts Division of Insurance  
Quarterly Report of Membership in Health Maintenance Organizations  
as of March 31, 2005 <sup>1</sup>

TOTAL MEMBERSHIP BY COUNTY

	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
Aetna Health Inc.	197	48	225	0	1,278	42	586	148	2,204	0	798	371	699	1,042	7,638
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup>	31,103	19,419	66,375	386	100,756	10,743	47,060	18,736	185,990	692	87,288	69,339	47,996	92,199	778,082
CIGNA HealthCare of Massachusetts, Inc. <sup>3</sup>	60	59	107	2	345	97	924	314	697	0	341	277	123	6,009	9,355
ConnectiCare of Massachusetts, Inc.	0	25	0	0	0	204	4,558	1,395	1	0	0	0	0	59	6,242
Fallon Community Health Plan, Inc.	129	25	752	3	4,581	1,135	857	242	15,222	1	2,473	794	664	134,056	160,934
Great-West Healthcare of Massachusetts, Inc. <sup>4</sup>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Harvard Pilgrim Health Care, Inc.	21,408	553	27,215	3,199	47,529	553	1,881	854	124,761	14	68,488	41,249	59,056	40,171	436,931
Health New England, Inc.	1	9,951	2	1	3	6,165	30,290	13,471	8	0	6	8	4	308	60,218
Neighborhood Health Plan, Inc.	183	50	7,176	8	26,528	129	1,756	99	18,385	0	9,924	8,063	43,446	6,071	121,818
Tufts Associated HMO, Inc. <sup>5</sup>	8,361	1,872	21,163	1	46,824	2,680	13,099	5,117	114,392	0	44,978	32,980	25,562	41,346	358,375
UnitedHealthcare of New England, Inc.	37	0	1,169	0	8	0	9	1	123	0	82	62	21	105	1,617
Total HMO Members	61,479	32,002	124,184	3,600	227,852	21,748	101,020	40,377	461,783	707	214,378	153,143	177,571	321,366	1,941,210
2004 Massachusetts Population <sup>6</sup>	228,683	132,486	548,176	15,669	738,984	72,235	461,844	153,894	1,464,628	10,124	653,617	490,655	666,022	779,488	6,416,505
Market Penetration Rate <sup>7</sup>	26.88%	24.16%	22.65%	22.98%	30.83%	30.11%	21.87%	26.24%	31.53%	6.98%	32.80%	31.21%	26.66%	41.23%	30.25%

<sup>1</sup> Information reported by HMOs as of the end of the first quarter of 2005 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

<sup>2</sup> Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBSMA's HMO line of business effective January 1, 2005.

<sup>3</sup> The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

<sup>4</sup> One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

<sup>5</sup> Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).

<sup>6</sup> 2004 Population Source: Table 3: Annual Estimates of Population Change for Counties of Massachusetts and County Rankings: July 1, 2003 to July 1, 2004 (CO-EST2004-03-25). Source: Population Division, U.S. Census Bureau. Release Date: April 14, 2005.

<sup>7</sup> Total HMO members in each county divided by the 2004 population in each county.