

**Massachusetts Division of Insurance**  
**Quarterly Report of Membership in Health Maintenance Organizations**  
**as of March 31, 2011 <sup>1</sup>**

**TOTAL MEMBERSHIP BY COUNTY**

	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
TOTAL MEMBERSHIP BY COUNTY	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.	48	23	119	0	384	1	73	19	710	0	170	172	145	203	2,067
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup>	16,160	10,366	38,255	1,085	69,458	5,945	26,825	11,713	140,116	1,063	65,766	50,985	40,301	71,043	549,081
Boston Medical Center Health Plan, Inc. <sup>3</sup>	13,902	19,041	45,563	13	14,582	6,918	68,685	10,638	10,895	2	7,748	17,384	25,626	11,149	252,146
CeltiCare Health Plan of Massachusetts, Inc. <sup>4</sup>	1,068	213	1,958	215	4,171	357	1,794	463	7,327	142	3,226	2,070	8,191	2,892	34,087
CIGNA HealthCare of Massachusetts, Inc. <sup>5</sup>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ConnectiCare of Massachusetts, Inc.	0	18	0	0	2	181	2,034	670	0	0	0	2	1	44	2,952
Fallon Community Health Plan, Inc.	132	1,095	1,973	1	5,723	2,064	9,136	3,846	17,776	1	3,546	1,970	778	108,301	156,342
Harvard Pilgrim Health Care, Inc.	17,090	219	21,721	1,949	33,373	560	1,433	2,178	79,006	392	45,844	29,030	44,317	33,600	310,712
Health New England, Inc.	3	11,583	6	0	10	9,377	47,192	18,982	26	0	9	3	25	1,004	88,220
Neighborhood Health Plan, Inc.	3,360	56	18,487	718	44,588	124	4,358	208	49,290	493	22,214	17,334	55,518	14,001	230,749
Tufts Associated HMO, Inc. <sup>6</sup>	9,666	4,117	25,725	58	41,912	1,889	13,087	3,939	105,739	27	42,409	30,312	22,600	35,274	336,754
UnitedHealthcare of New England, Inc.	0	0	0	0	0	0	0	1	2	0	9	2	4	15	33
<b>Total HMO Members</b>	<b>61,429</b>	<b>46,731</b>	<b>153,807</b>	<b>4,039</b>	<b>214,203</b>	<b>27,416</b>	<b>174,617</b>	<b>52,657</b>	<b>410,887</b>	<b>2,120</b>	<b>190,941</b>	<b>149,264</b>	<b>197,506</b>	<b>277,526</b>	<b>1,963,143</b>
<b>2010 Massachusetts Population <sup>7</sup></b>	<b>220,593</b>	<b>129,026</b>	<b>548,395</b>	<b>16,144</b>	<b>749,560</b>	<b>71,579</b>	<b>470,018</b>	<b>155,861</b>	<b>1,516,942</b>	<b>11,245</b>	<b>672,873</b>	<b>500,810</b>	<b>759,925</b>	<b>808,309</b>	<b>6,631,280</b>
<b>Market Penetration Rate <sup>8</sup></b>	<b>27.85%</b>	<b>36.22%</b>	<b>28.05%</b>	<b>25.02%</b>	<b>28.58%</b>	<b>38.30%</b>	<b>37.15%</b>	<b>33.78%</b>	<b>27.09%</b>	<b>18.85%</b>	<b>28.38%</b>	<b>29.80%</b>	<b>25.99%</b>	<b>34.33%</b>	<b>29.60%</b>

<sup>1</sup> Information reported by HMOs as of the end of the first quarter of 2011 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 6.0" 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> Under Massachusetts law, Boston Medical Center Health Plan, Inc. was not required to be licensed until 2008, even though the carrier may have had members prior to that time. The 4th quarter 2008 membership report includes Boston Medicare Center Health Plan, Inc. for the first time.

<sup>4</sup> CeltiCare Health Plan of Massachusetts, Inc. was not licensed until 2009. The 4th quarter 2009 membership report includes CeltiCare Health Plan of Massachusetts, Inc. for the first time.

<sup>5</sup> CIGNA HealthCare of Massachusetts, Inc. intends to surrender its HMO license during 2011.

<sup>6</sup> Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).

<sup>7</sup> 2010 Population Source: Table 1: Annual Estimates of the Resident Population for Counties of Massachusetts: April 1, 2000 to July 1, 2010 (CO-PEST2010-TOTALS). Source: Population Division, U.S. Census Bureau. Release Date: March 2011.

<sup>8</sup> Total HMO members in each county divided by the 2010 population in each county.

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