

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of March 31, 2012 ¹

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. ²	47	10	91	0	121	2	70	13	566	0	144	118	109	216	1,507
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. ³	13,824	9,716	36,397	1,004	64,343	4,959	23,762	10,463	134,086	941	59,156	45,500	37,869	67,881	509,901
Boston Medical Center Health Plan, Inc.	12,854	17,114	42,676	4	9,980	6,408	66,622	9,969	7,729	4	6,523	15,616	22,450	9,319	227,268
CeltiCare Health Plan of Massachusetts, Inc.	1,549	204	2,212	231	4,960	944	2,521	1,118	6,191	128	2,720	1,965	8,475	2,707	35,925
ConnectiCare of Massachusetts, Inc.	0	9	0	0	1	161	1,911	647	0	0	0	4	0	6	2,739
Fallon Community Health Plan, Inc.	124	1,408	2,385	1	5,894	1,937	8,598	3,576	16,376	1	3,169	2,301	627	101,118	147,515
Harvard Pilgrim Health Care, Inc.	16,963	162	19,671	1,699	32,817	561	1,283	2,143	77,407	521	44,443	28,837	44,197	30,561	301,265
Health New England, Inc.	9	11,998	8	0	5	9,815	49,866	20,039	23	2	11	4	17	1,274	93,071
Neighborhood Health Plan, Inc.	3,962	90	18,714	1,023	48,633	123	3,636	212	53,469	766	24,920	18,643	56,968	14,728	245,887
Network Health, LLC ⁴	4,039	2,123	10,452	1,317	30,720	960	11,642	1,152	52,007	457	12,077	11,080	21,833	47,773	207,632
Tufts Associated HMO, Inc. ⁵	9,522	3,250	25,832	49	42,701	1,856	11,921	3,800	106,075	25	42,550	29,952	22,359	34,252	334,144
UnitedHealthcare of New England, Inc.	0	0	0	0	0	0	0	0	8	0	2	2	2	15	29
Total HMO Members	62,893	46,084	158,438	5,328	240,175	27,726	181,832	53,132	453,937	2,845	195,715	154,022	214,906	309,850	2,106,883
2011 Massachusetts Population ⁶	215,769	130,458	548,922	16,766	748,930	71,599	463,783	157,822	1,518,171	10,142	675,436	497,579	730,932	801,227	6,587,536
Market Penetration Rate ⁷	29.15%	35.32%	28.86%	31.78%	32.07%	38.72%	39.21%	33.67%	29.90%	28.05%	28.98%	30.95%	29.40%	38.67%	31.98%

PPO

	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. ²	26	40	34	0	354	11	179	16	315	0	123	43	87	103	1,331
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. ³	3,744	1,195	5,651	607	11,535	1,049	4,410	1,929	30,094	1,096	12,759	6,160	8,088	9,540	97,857
Boston Medical Center Health Plan, Inc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CeltiCare Health Plan of Massachusetts, Inc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ConnectiCare of Massachusetts, Inc.	0	6	0	0	0	8	230	68	0	0	1	0	0	1	314
Fallon Community Health Plan, Inc.	1	0	0	0	0	0	0	0	9	0	2	0	0	210	222
Harvard Pilgrim Health Care, Inc.	594	16	1,088	161	3,608	52	76	221	9,989	62	4,476	1,698	4,107	2,099	28,247
Health New England, Inc.	32	251	11	0	13	125	961	423	27	0	18	6	10	51	1,928
Neighborhood Health Plan, Inc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Network Health, LLC ⁴	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Tufts Associated HMO, Inc. ⁵	30	15	79	1	325	24	85	75	1,358	3	416	142	327	166	3,046
UnitedHealthcare of New England, Inc.	2	0	541	0	0	0	0	0	3	0	13	38	0	11	608
Total HMO Members	4,429	1,523	7,404	769	15,835	1,269	5,941	2,732	41,795	1,161	17,808	8,087	12,619	12,181	133,553
2011 Massachusetts Population ⁶	215,769	130,458	548,922	16,766	748,930	71,599	463,783	157,822	1,518,171	10,142	675,436	497,579	730,932	801,227	6,587,536
Market Penetration Rate ⁷	2.05%	1.17%	1.35%	4.59%	2.11%	1.77%	1.28%	1.73%	2.75%	11.45%	2.64%	1.63%	1.73%	1.52%	2.03%

¹ Information reported by HMOs as of the end of the first quarter of 2012 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.

² Effective September 1, 2010, Aetna Health Inc. ceased offering small group health plans in Massachusetts and will begin nonrenewing all small group health business as of April 1, 2011.

³ 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.

⁴ Network Health, LLC was not licensed until October 1, 2011. The 3rd quarter 2011 membership report includes Network Health, LLC for the first time.

⁵ Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).

⁶ 2011 Population Source: Table 1: Annual County Resident Population Estimates by Age, Sex, Race, and Hispanic Origin: April 1, 2000 to July 1, 2011 (CO-EST2011-ALLDATA-[ST-FIPS]). Source: Population Division, U.S. Census Bureau. Release Date: May 2012.

⁷ Total HMO members in each county divided by the 2011 population in each county.

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