

Massachusetts Division of Insurance Annual Report  
Membership in DENTAL Insured Preferred Provider Plans by County  
as of December 31, 2010

	DENTAL Insured Preferred Provider Plan Members <sup>1</sup> By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA
		Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Members at End of 2010	Total 2010 Members
1	Aetna Life Insurance Company	769	235	3,632	11	7,021	166	2,934	570	15,833	45	7,816	4,259	8,000	6,161	57,452
2	AIG Life Insurance Company	2	0	10	0	176	0	14	1	181	0	125	39	63	27	638
3	Altus Dental Insurance Company, Inc.	1,261	2,416	14,625	36	14,453	1,679	11,262	5,173	9,249	6	6,638	6,617	2,065	17,219	92,699
4	Ameritas Life Insurance Corporation	3,157	1,490	12,244	1,194	14,700	1,999	6,052	1,576	34,508	241	11,520	9,399	5,905	38,611	142,596
5	Blue Cross and Blue Shield of Massachusetts, Inc.	624	223	2,733	14	2,578	409	1,288	345	6,191	24	3,084	2,347	2,257	3,929	26,046
6	Connecticut General Life Insurance Company	17	20	51	0	1,144	10	710	118	3,128	0	161	53	250	221	5,883
7	Dental Service of Massachusetts, Inc. <sup>2</sup>	7,077	2,498	25,460	755	40,230	1,487	9,219	4,910	95,883	411	42,980	30,625	28,577	58,975	349,087
8	Dentegra Insurance Company of NE	163	51	161	21	269	30	113	57	700	8	288	215	183	154	2,413
9	Fort Dearborn Life Insurance Company	0	0	37	0	22	0	72	98	80	0	31	21	23	77	461
10	(The) Guardian Life Insurance Company of America	2,428	6,222	7,128	128	9,196	1,322	7,632	3,524	34,096	0	16,600	4,204	14,274	13,254	120,008
11	Humana Dental Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	916	916
12	The Lincoln National Life Insurance Company	401	385	323	5	851	84	663	185	1,822	8	541	380	266	613	6,527
13	Metropolitan Life Insurance Company	3,660	2,874	9,777	308	19,840	3,501	9,578	8,421	40,207	25	15,935	10,711	10,624	17,853	153,314
14	Principal Life Insurance Company	729	276	1,117	0	4,250	82	2,120	52	6,963	50	2,188	1,261	3,712	2,834	25,634
15	Reliance Standard Life Insurance Company	286	389	819	148	1,504	541	1,988	537	2,597	56	946	795	289	1,376	12,271
16	Renaissance Life and Health Ins. Co. of America	24	0	9	0	23	0	7	5	70	0	41	24	18	61	282
17	Standard Insurance Company	800	132	3,152	28	6,201	916	1,180	580	7,123	0	3,255	3,543	1,073	5,247	33,230
18	UniCare Life and Health Insurance Company	0	2	0	0	3	0	0	0	4	0	2	2	3	1	17
19	Union Security Insurance Company <sup>3</sup>	126	0	1,206	48	494	0	200	0	3,635	0	2,484	179	685	973	10,030
20	United HealthCare Insurance Company	64	13	901	0	370	21	224	47	1,050	0	382	319	232	397	4,020
	<b>Total Members</b>	<b>21,588</b>	<b>17,226</b>	<b>83,385</b>	<b>2,696</b>	<b>123,325</b>	<b>12,247</b>	<b>55,256</b>	<b>26,199</b>	<b>263,320</b>	<b>874</b>	<b>115,017</b>	<b>74,993</b>	<b>78,499</b>	<b>168,899</b>	<b>1,043,524</b>
	<b>2010 Massachusetts Population <sup>4</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>2010 Market Penetration Rate <sup>5</sup></b>	<b>9.79%</b>	<b>13.35%</b>	<b>15.21%</b>	<b>16.70%</b>	<b>16.45%</b>	<b>17.11%</b>	<b>11.76%</b>	<b>16.81%</b>	<b>17.36%</b>	<b>7.77%</b>	<b>17.09%</b>	<b>14.97%</b>	<b>10.33%</b>	<b>20.90%</b>	<b>15.74%</b>

<sup>1</sup> Information reported by carriers offering a DENTAL insured preferred provider plan, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.2," which instructs carriers to exclude members for whom the carrier did not bear any financial risk.

<sup>2</sup> Doing business as Delta Dental Plan of Massachusetts.

<sup>3</sup> Effective September 6, 2005, Fortis Benefits Insurance Company changed its name to Union Security Insurance Company.

<sup>4</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>5</sup> Total DENTAL insured preferred provider plan members in each county divided by the 2010 population in each county.