

Massachusetts Division of Insurance Annual Report  
Membership in DENTAL Insured Preferred Provider Plans by County  
as of December 31, 2011

	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 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Members at End of 2011	Total 2011 Members
1	Aetna Life Insurance Company	836	250	3,612	18	7,151	164	2,872	628	15,703	43	7,854	4,464	8,372	5,544	57,511
2	AIG Life Insurance Company	1	1	20	0	299	0	15	7	176	0	120	52	61	51	803
3	Altus Dental Insurance Company, Inc.	1,677	2,197	14,426	43	15,487	1,676	11,329	5,023	11,124	6	6,966	6,735	2,294	20,943	99,926
4	Ameritas Life Insurance Corporation	256	85	1,045	102	1,241	161	553	129	2,878	20	965	789	503	3,294	12,021
5	Blue Cross and Blue Shield of Massachusetts, Inc.	343	310	3,187	13	3,731	459	1,760	394	8,141	16	3,507	2,940	2,766	4,421	31,988
6	Connecticut General Life Insurance Company	25	14	56	0	1,386	9	391	74	3,042	0	192	56	305	730	6,280
7	Dental Service of Massachusetts, Inc. <sup>2</sup>	8,512	2,278	26,664	1,077	44,429	1,696	8,639	4,758	97,736	704	46,105	31,641	29,633	60,926	364,797
8	Dentegra Insurance Company of NE	197	59	174	23	300	30	136	54	732	5	329	220	227	186	2,672
9	Fort Dearborn Life Insurance Company	0	0	0	0	0	15	27	107	0	0	0	1	0	30	180
10	(The) Guardian Life Insurance Company of America	1,924	6,224	6,802	156	8,518	1,238	6,636	3,632	37,286	0	13,890	4,832	12,764	12,184	116,086
11	Humana Dental Insurance Company	201	0	853	22	113	78	0	22	821	0	338	72	192	23	2,735
12	The Lincoln National Life Insurance Company	72	365	223	12	690	94	690	163	1,514	2	532	298	263	505	5,423
13	Metropolitan Life Insurance Company	3,023	2,826	8,875	279	17,869	3,395	9,186	8,431	35,768	26	14,629	9,416	9,498	14,836	138,057
14	Principal Life Insurance Company	648	269	906	0	4,593	52	2,127	151	6,466	32	2,511	1,769	2,204	2,202	23,930
15	The Prudential Insurance Company of America	2	0	94	0	0	0	0	0	1	0	4	13	7	1	122
16	Reliance Standard Life Insurance Company	28	10	41	6	120	51	166	54	190	3	79	60	18	123	949
17	Renaissance Life and Health Ins. Co. of America	27	0	21	0	25	0	9	4	70	0	36	23	19	54	288
18	Standard Insurance Company	80	12	353	0	351	78	105	44	505	0	251	278	106	355	2,518
19	Sun Life Assurance Company of Canada	65	27	258	5	538	17	528	161	989	0	1,363	857	304	537	5,649
20	UniCare Life and Health Insurance Company	0	0	0	0	0	0	1	0	19	0	1	0	4	23	48
21	Union Security Insurance Company <sup>3</sup>	118	48	432	46	290	0	184	0	3,446	38	2,479	127	614	850	8,672
22	United Concordia Insurance Company	4	1	7	0	5	0	10	4	23	0	18	2	11	37	122
23	United HealthCare Insurance Company	55	16	943	0	209	21	126	34	776	4	351	252	219	540	3,546
24	United of Omaha Life Insurance Company	7	2	7	0	25	0	31	0	118	0	27	8	12	42	279
	<b>Total Members</b>	18,101	14,994	68,999	1,802	107,370	9,234	45,521	23,874	227,524	899	102,547	64,905	70,396	128,437	884,602
	<b>2011 Massachusetts Population <sup>4</sup></b>	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
	<b>2011 Market Penetration Rate <sup>5</sup></b>	8.39%	11.49%	12.57%	10.75%	14.34%	12.90%	9.82%	15.13%	14.99%	8.86%	15.18%	13.04%	9.63%	16.03%	13.43%

<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> 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.

<sup>5</sup> Total DENTAL insured preferred provider plan members in each county divided by the 2011 population in each county.