

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

	VISION Insured Preferred Provider Plan Members ¹ By County	Barnstable Members at End of 2011	Berkshire Members at End of 2011	Bristol Members at End of 2011	Dukes Members at End of 2011	Essex Members at End of 2011	Franklin Members at End of 2011	Hampden Members at End of 2011	Hampshire Members at End of 2011	Middlesex Members at End of 2011	Nantucket Members at End of 2011	Norfolk Members at End of 2011	Plymouth Members at End of 2011	Suffolk Members at End of 2011	Worcester Members at End of 2011	MA Total 2011 Members
1	Aetna Life Insurance Company	67	12	225	1	338	7	115	24	1,037	0	544	211	334	423	3,338
2	Ameritas Life Insurance Corporation	3	10	54	0	61	2	26	4	227	0	88	72	22	41	610
3	The Chesapeake Life Insurance Company	27	0	53	0	61	0	0	0	108	0	76	64	34	36	459
4	Combined Insurance Company of America	1,255	61	446	135	2,491	704	874	928	2,861	0	1,448	486	994	1,704	14,387
5	Connecticut General Life Insurance Company	25	93	62	0	230	33	244	33	53	0	314	133	293	324	1,837
6	Fidelity Security Insurance Company	956	362	3,983	18	7,745	347	3,806	858	20,397	0	11,688	6,446	7,152	11,391	75,149
7	(The) Guardian Life Insurance Company of America	48	712	440	0	894	230	54	60	8,030	0	4,986	366	3,066	1,212	20,098
8	Humana Insurance Company	103	0	162	0	86	0	0	0	656	0	156	44	92	82	1,381
9	Massachusetts Vision Service Plan, Inc.	622	739	7,284	197	13,343	0	3,813	212	193,988	47	26,914	4,421	63,486	10,493	325,559
10	(The) MEGA Life and Health Insurance Company	131	45	159	10	267	17	112	50	407	29	211	159	108	173	1,878
11	Mid-West Life Insurance Company of Tennessee	367	10	361	16	735	20	137	53	1,021	21	540	479	188	478	4,426
12	National Guardian Life Insurance Company	175	68	563	7	980	54	598	92	2,155	6	745	410	540	2,804	9,197
13	National Union Fire Insurance Co. of Pitt., PA	7	5	45	0	275	1	200	42	1,033	0	225	56	152	144	2,185
14	Reliance Standard Life Insurance Company	0	0	8	0	7	0	4	0	18	0	10	2	6	6	61
15	United HealthCare Insurance Company	1,375	6	4,416	259	7,850	77	954	263	14,597	164	8,762	5,047	10,850	5,310	59,930
	Total Members	5,161	2,123	18,261	643	35,363	1,492	10,937	2,619	246,588	267	56,707	18,396	87,317	34,621	520,495
	2011 Massachusetts Population ²	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
	2011 Market Penetration Rate ³	2.39%	1.63%	3.33%	3.84%	4.72%	2.08%	2.36%	1.66%	16.24%	2.63%	8.40%	3.70%	11.95%	4.32%	7.90%

¹ Information reported by carriers offering a VISION 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.

² 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.

³ Total VISION insured preferred provider plan members in each county divided by the 2011 population in each county.