

Massachusetts Division of Insurance Annual Report  
Membership in Dental Insured Preferred Provider Plans by County  
as of December 31, 2012

	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 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Members at End of 2012	Total 2012 Members
1	Aetna Life Insurance Company	845	262	3,578	23	6,100	140	2,999	557	14,678	51	7,432	4,123	7,763	5,642	54,193
2	American General Life Insurance Company <sup>5</sup>	6	5	41	3	252	19	16	12	137	7	92	39	60	53	742
3	Altus Dental Insurance Company, Inc.	2,009	2,317	14,486	49	16,819	1,900	12,260	5,375	12,739	6	7,878	7,023	2,585	23,465	108,911
4	Ameritas Life Insurance Corporation	291	145	1,131	113	1,365	227	604	144	3,113	25	1,042	836	549	3,711	13,296
5	Blue Cross and Blue Shield of Massachusetts, Inc.	621	301	3,385	16	4,294	488	1,406	396	9,388	25	3,894	3,165	3,182	5,908	36,469
6	CIGNA Health and Life Insurance Company	0	6	0	0	0	0	0	0	5,787	0	0	0	0	0	5,793
7	Connecticut General Life Insurance Company	94	0	480	0	1,925	38	523	182	1,644	1	1,976	574	0	7,118	14,555
8	Dental Service of Massachusetts, Inc. <sup>2</sup>	9,966	2,769	27,600	1,250	48,653	1,802	9,154	5,000	105,413	927	49,506	32,655	29,853	56,006	380,554
9	Dentegra Insurance Company of NE	188	59	190	27	335	37	134	60	842	7	340	240	228	226	2,913
10	First Health Life & Health Insurance Company	20	3	32	2	47	4	66	23	97	0	53	39	46	20	452
11	Dearborn National Life Insurance Company <sup>6</sup>	1	4	0	0	21	163	31	139	97	0	19	10	20	126	631
12	(The) Guardian Life Insurance Company of America	1,076	7,394	8,114	412	7,982	1,246	6,750	3,748	33,892	222	15,778	4,834	11,412	11,806	114,666
13	Humana Dental Insurance Company	321	0	1,039	35	494	50	102	24	1,390	0	326	416	406	199	4,802
14	The Lincoln National Life Insurance Company	60	547	220	4	545	44	678	154	1,153	2	514	261	255	515	4,952
15	Metropolitan Life Insurance Company	2,493	2,265	9,460	187	26,781	3,239	10,133	9,119	33,831	30	14,815	8,948	9,951	15,518	146,770
16	Principal Life Insurance Company	615	166	432	0	3,565	60	2,058	141	6,673	28	2,002	1,901	3,401	2,416	23,458
17	The Prudential Insurance Company of America	2	0	107	0	123	0	13	2	125	0	12	16	20	13	433
18	Reliance Standard Life Insurance Company	33	5	176	0	113	36	70	25	174	0	45	65	35	27	804
19	Renaissance Life and Health Ins. Co. of America	35	2	33	0	39	1	16	3	89	0	39	26	18	55	356
20	Standard Insurance Company	81	16	383	0	520	90	122	48	598	2	270	317	100	353	2,900
21	Sun Life and Health Insurance Company <sup>3</sup>	0	0	0	0	0	0	0	0	0	0	5	0	0	0	5
22	Sun Life Assurance Company of Canada	51	15	220	3	198	25	273	168	539	0	1,355	851	126	396	4,220
23	UniCare Life and Health Insurance Company	0	0	1	0	0	0	1	0	15	0	2	0	4	20	43
24	United Concordia Insurance Company	26	3	30	0	26	3	24	12	117	0	43	24	41	70	419
25	United HealthCare Insurance Company	41	13	791	1	153	26	142	43	610	4	306	210	197	284	2,821
26	United of Omaha Life Insurance Company	4	0	11	0	9	0	18	0	55	0	27	6	6	29	165
	<b>Total Members</b>	18,879	16,297	71,940	2,125	120,359	9,638	47,593	25,375	233,196	1,337	107,771	66,579	70,258	133,976	925,323
	<b>2012 Massachusetts Population <sup>7</sup></b>	215,423	130,016	551,082	17,041	755,618	71,540	465,923	159,795	1,537,215	10,298	681,845	499,759	744,426	806,163	6,646,144
	<b>2012 Market Penetration Rate <sup>8</sup></b>	8.76%	12.53%	13.05%	12.47%	15.93%	13.47%	10.21%	15.88%	15.17%	12.98%	15.81%	13.32%	9.44%	16.62%	13.92%

<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 December 1, 2007, Genworth Life and Health Insurance Company changed its name to Sun Life and Health Insurance Company.

<sup>4</sup> Effective September 6, 2005, Fortis Benefits Insurance Company changed its name to Union Security Insurance Company.

<sup>5</sup> Effective December 8, 2009 AIG Life Insurance Company changed its name to American General Life Insurance Company of Delaware. Effective December 31, 2012, American General Life Insurance Company of Delaware merged into American General Life Insurance Company.

<sup>6</sup> Effective March 1, 2012 Fort Dearborn Life Insurance Company changed its name to Dearborn National Life Insurance Company

<sup>7</sup> 2012 Population Source: Table 1: Annual County Resident Population Estimates by Age, Sex, Race, and Hispanic Origin: April 1, 2010 to July 1, 2012 (PEPSR6H). Source: Population Division, U.S. Census Bureau. Release Date: June 2013.

<sup>8</sup> Total DENTAL insured preferred provider plan members in each county divided by the 2012 population in each county.