

Massachusetts Division of Insurance Annual Report
Membership in Dental Insured Preferred Provider Plans by County
as of December 31, 2013

	DENTAL Insured Preferred Provider Plan Members ¹ By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA Total 2013 Members
		Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	Members at End of 2013	
1	Aetna Life Insurance Company	1,326	10	581	0	672	36	1,300	402	2,815	0	1,099	1,143	1,427	568	11,379
2	American General Life Insurance Company ²	5	0	38	5	268	15	14	8	135	7	98	36	35	36	700
3	Altus Dental Insurance Company, Inc.	1,842	2,283	21,179	49	14,595	1,930	12,394	5,248	14,461	2	7,900	7,495	2,607	24,032	116,017
4	Ameritas Life Insurance Corporation	200	90	1,357	150	1,060	52	395	92	2,632	62	882	890	567	3,172	11,601
5	Blue Cross and Blue Shield of Massachusetts, Inc.	565	303	3,077	12	4,447	474	1,128	298	10,544	13	4,002	2,976	3,227	6,321	37,387
6	CIGNA Health and Life Insurance Company ³	147	32	456	1	1,674	119	14,224	1,193	3,211	0	1,818	0	0	6,575	29,450
7	Connecticut General Life Insurance Company ³	0	0	0	0	0	0	0	0	0	0	0	501	1,424	0	1,925
8	Dental Service of Massachusetts, Inc. ⁴	9,604	2,780	27,090	1,259	46,988	1,814	8,895	4,844	98,050	927	47,332	31,596	27,270	54,781	363,230
9	Dentegra Insurance Company of NE	185	65	189	27	352	45	140	65	831	5	361	248	262	244	3,019
10	First Health Life & Health Insurance Company	21	1	34	2	44	4	63	17	87	0	45	36	40	20	414
11	Dearborn National Life Insurance Company ^{5,6}	0	2	0	0	0	66	30	121	0	0	0	0	0	1	220
12	(The) Guardian Life Insurance Company of America	1,282	6,008	6,862	282	6,456	1,308	5,666	3,714	28,132	34	15,264	5,360	11,758	11,166	103,292
13	Humana Dental Insurance Company	332	0	126	33	613	67	459	0	987	37	420	622	709	491	4,896
14	The Lincoln National Life Insurance Company	53	546	246	6	574	42	799	174	1,284	2	551	294	296	545	5,412
15	Metropolitan Life Insurance Company	2,843	1,942	8,821	240	15,478	3,178	8,945	8,954	37,538	47	15,237	9,252	11,138	16,150	139,763
16	Principal Life Insurance Company	541	133	399	0	3,574	67	1,850	168	6,519	27	1,712	1,179	2,815	2,169	21,152
17	The Prudential Insurance Company of America ⁷	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
18	Reliance Standard Life Insurance Company	110	7	520	0	350	95	115	20	465	2	145	167	87	82	2,165
19	Renaissance Life and Health Ins. Co. of America	75	33	42	1	62	0	14	6	146	0	59	40	19	67	564
20	Standard Insurance Company	20	187	167	0	560	0	20	5	707	0	79	150	200	322	2,417
21	Sun Life and Health Insurance Company ⁸	0	0	0	0	0	0	0	0	0	0	9	0	0	0	9
22	Sun Life Assurance Company of Canada	92	49	464	3	528	45	337	283	1,210	0	1,850	1,398	436	374	7,069
23	UniCare Life and Health Insurance Company	0	0	0	0	0	0	0	0	14	0	1	0	2	21	38
24	United Concordia Insurance Company	14	1	20	0	14	3	11	0	83	2	20	22	25	48	263
25	United HealthCare Insurance Company	40	14	811	0	156	20	303	70	510	4	223	200	154	195	2,700
26	United of Omaha Life Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
27	Union Security Insurance Company ⁹	78	150	649	38	1,192	0	149	0	1,322	0	2,236	110	575	592	7,090
	Total Members	19,375	14,636	73,128	2,108	99,657	9,380	57,251	25,682	211,683	1,171	101,343	63,715	65,073	127,972	872,172
	2013 Massachusetts Population¹⁰	214,990	129,585	552,780	17,256	762,550	71,221	467,319	159,596	1,552,802	10,399	687,802	501,915	755,503	809,106	6,692,824
	2013 Market Penetration Rate¹¹	9.01%	11.29%	13.23%	12.22%	13.07%	13.17%	12.25%	16.09%	13.63%	11.26%	14.73%	12.69%	8.61%	15.82%	13.03%

¹ 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.

² 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.

³ Connecticut General Life Insurance Company began transferring membership of some of its products to CIGNA Health and Life Insurance Company in 2013.

⁴ Doing business as Delta Dental Plan of Massachusetts.

⁵ Effective March 1, 2012 Fort Dearborn Life Insurance Company changed its name to Dearborn National Life Insurance Company

⁶ Dearborn National Life Insurance Company stopped marketing their dental PPO product in 2012

⁷ Prudential Insurance Company of America exited the Dental Market in October 2012.

⁸ Effective December 1, 2007, Genworth Life and Health Insurance Company changed its name to Sun Life and Health Insurance Company.

⁹ Effective September 6, 2005, Fortis Benefits Insurance Company changed its name to Union Security Insurance Company.

¹⁰ 2013 Population Source: U.S. Census Bureau: State and County QuickFacts. Data derived from Population Estimates, American Community Survey, Census of Population and Housing, State and County Housing Unit Estimates, County Business Patterns, Nonemployer Statistics, Economic Census, Survey of Business Owners, Building Permits. Last Revised: 08-Jul-2014 06:44:24 EDT

¹¹ Total DENTAL insured preferred provider plan members in each county divided by the 2013 population in each county.