

Massachusetts Division of Insurance Annual Report
Membership in Dental Insured Preferred Provider Plans by County
as of December 31, 2014

	DENTAL Insured Preferred Provider Plan Members ¹ By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA
		Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Members at End of 2014	Total 2014 Members
1	Aetna Life Insurance Company	115	15	405	0	513	3	337	52	1,256	0	484	329	414	363	4,286
2	American General Life Insurance Company ²	6	1	32	0	206	24	15	3	116	0	62	30	31	28	554
3	Altus Dental Insurance Company, Inc.	1,535	2,582	21,513	61	14,705	2,330	13,084	5,564	14,893	61	8,174	7,858	2,519	24,896	119,775
4	Ameritas Life Insurance Corporation	390	250	1,827	130	1,417	110	1,112	270	3,142	12	1,157	1,385	1,237	3,432	15,871
5	Blue Cross and Blue Shield of Massachusetts, Inc.	756	365	3,163	12	5,002	177	937	211	11,035	14	3,883	2,936	3,219	6,276	37,986
6	CIGNA Health and Life Insurance Company ³	156	387	471	1	1,563	440	14,994	1,449	3,502	0	2,063	958	1,604	7,299	34,887
7	Connecticut General Life Insurance Company ³	0	0	5	0	0	0	0	0	5	0	10	0	0	0	20
8	Dearborn National Life Insurance Company ^{4,5}	0	0	0	0	0	1	0	0	50	0	8	0	0	100	159
9	Dental Service of Massachusetts, Inc. ⁶	8,727	1,287	18,174	671	35,950	1,699	8,210	5,249	91,000	481	43,316	28,338	25,403	33,897	302,402
10	Dentegra Insurance Company of NE	192	66	192	25	366	40	141	68	817	5	367	254	259	249	3,041
11	DSM Massachusetts Insurance Company, Inc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12	DSM USA Insurance Company, Inc.	2,044	82	1,952	376	5,869	72	367	160	7,975	325	4,107	1,972	2,061	2,005	29,367
13	First Health Life & Health Insurance Company	18	0	38	2	34	4	63	15	78	0	33	24	39	15	363
14	(The) Guardian Life Insurance Company of America	1,112	7,430	6,348	292	5,462	1,526	6,624	4,006	26,548	50	14,256	4,754	10,810	7,750	96,968
15	Humana Dental Insurance Company	325	0	129	9	670	99	398	17	963	44	445	461	480	483	4,523
16	The Lincoln National Life Insurance Company	44	174	227	1	531	68	1,209	262	1,271	5	469	469	311	665	5,706
17	Metropolitan Life Insurance Company	2,802	1,551	8,890	205	14,971	2,988	8,882	8,687	36,590	40	15,097	9,839	10,497	16,291	137,330
18	Principal Life Insurance Company	555	468	585	0	3,516	94	1,849	280	5,240	34	1,502	1,049	2,377	2,069	19,618
19	Reliance Standard Life Insurance Company	95	5	54	0	300	90	67	22	250	2	75	157	52	62	1,231
20	Renaissance Life and Health Ins. Co. of America	180	55	62	5	129	1	21	14	307	2	111	91	43	125	1,146
21	Security Life Insurance Company of America ⁷	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22	Standard Insurance Company	30	185	57	0	517	0	27	10	682	0	215	105	250	322	2,400
23	Sun Life and Health Insurance Company ⁸	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
24	Sun Life Assurance Company of Canada	208	31	542	4	780	176	421	328	1,033	0	1,679	1,223	376	301	7,102
25	UniCare Life and Health Insurance Company	0	0	0	0	0	0	0	0	6	0	1	0	4	13	24
26	United Concordia Insurance Company	22	303	21	0	46	22	19	25	47	13	35	43	14	139	749
27	United HealthCare Insurance Company	48	30	944	1	206	27	49	25	28	4	274	264	210	210	2,320
28	United of Omaha Life Insurance Company	3	25	20	0	19	0	19	10	80	0	23	12	8	25	244
29	Union Security Insurance Company	78	196	467	38	1,012	0	179	10	994	0	1,440	211	469	646	5,740
	Total Members	19,441	15,488	66,118	1,833	93,785	9,990	59,024	26,737	207,908	1,092	99,286	62,762	62,687	107,661	833,812
	2014 Massachusetts Population⁹	214,914	128,715	554,194	17,356	769,091	70,862	468,161	160,939	1,570,315	10,856	692,254	507,022	767,254	813,475	6,745,408
	2014 Market Penetration Rate¹⁰	9.0%	12.0%	11.9%	10.6%	12.2%	14.1%	12.6%	16.6%	13.2%	10.1%	14.3%	12.4%	8.2%	13.2%	12.4%

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

⁵ Dearborn National Life Insurance Company stopped marketing their dental PPO product in 2012

⁶ Doing business as Delta Dental Plan of Massachusetts.

⁷ The Division approved a plan for Security Life Insurance Company of America in September of 2014, which did not have any membership at the end of 2014.

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

⁹ 2014 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, Last Revised: Wednesday, 14-Oct-2015; County Business Patterns, Nonemployer Statistics, Economic Census, Survey of Business Owners, Building Permits. Last Revised: Wednesday, 14-Oct-2015

¹⁰ Total DENTAL insured preferred provider plan members in each county divided by the 2014 population in each county.