

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

	VISION 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 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	6	2	89	0	48	0	6	3	234	0	87	13	49	55	592
2	American General Life Insurance Company <sup>2</sup>	0	0	10	0	10	4	0	0	7	2	4	5	2	13	57
3	Ameritas Life Insurance Corporation	5	0	0	0	0	0	0	0	2	0	0	2	2	5	16
4	Blue Cross and Blue Shield of Massachusetts, Inc.	27	0	90	0	52	0	25	16	153	0	84	52	36	92	627
5	The Chesapeake Life Insurance Company	398	23	474	38	891	16	94	24	1,724	0	673	567	320	597	5,839
6	Combined Insurance Company of America	5,514	5,080	9,545	254	12,402	879	10,729	2,948	40,028	47	17,093	9,872	12,375	19,559	146,325
7	Fidelity Security Insurance Company	2,724	2,317	9,951	63	15,708	1,944	13,805	3,336	38,533	20	18,188	12,134	10,895	22,419	152,037
8	(The) Guardian Life Insurance Company of America	44	1,894	824	250	3,008	482	896	72	9,016	0	6,094	264	6,410	2,862	32,116
9	HM Life Insurance Company	229	67	1,261	11	5,098	94	266	286	15,025	2	5,877	2,981	6,602	1,099	38,898
10	Humana Insurance Company	780	0	577	0	575	0	0	0	2,395	0	931	286	878	338	6,760
11	Massachusetts Vision Service Plan, Inc.	1,026	2,305	7,623	77	19,911	27	5,239	190	232,662	52	25,131	23,983	101,592	12,681	432,498
12	(The) MEGA Life and Health Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
13	Mid-West Life Insurance Company of Tennessee <sup>3</sup>	182	24	160	5	239	16	92	37	512	12	226	210	114	201	2,030
14	National Guardian Life Insurance Company	0	8	173	0	54	0	21	0	283	0	201	245	21	30	1,036
15	National Union Fire Insurance Co. of Pitt., PA	0	8	0	0	0	0	191	34	0	0	0	5	0	0	238
16	Reliance Standard Life Insurance Company	15	0	2	0	115	0	0	0	112	0	15	7	50	20	336
17	United HealthCare Insurance Company	780	77	3,023	329	6,793	49	1,291	148	13,587	242	7,683	3,052	10,658	6,016	53,728
18	Union Security Insurance Company	0	0	0	0	201	0	0	0	223	0	63	10	42	157	696
	<b>Total Members</b>	11,730	11,805	33,802	1,027	65,105	3,511	32,655	7,094	354,496	377	82,350	53,688	150,046	66,144	873,829
	<b>2014 Massachusetts Population <sup>4</sup></b>	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
	<b>2014 Market Penetration Rate <sup>5</sup></b>	5.5%	9.2%	6.1%	5.9%	8.5%	5.0%	7.0%	4.4%	22.6%	3.5%	11.9%	10.6%	19.6%	8.1%	13.0%

<sup>1</sup> 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.

<sup>2</sup> Effective December 31, 2012, American General Life Insurance Company of Delaware merged into American General Life Insurance Company.

<sup>3</sup> (The) MEGA Life and Health Insurance Company and Mid-West Life Insurance Company of Tennessee are no longer marketing their vision plans.

<sup>4</sup> 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

<sup>5</sup> Total VISION insured preferred provider plan members in each county divided by the 2014 population in each county.