

Massachusetts Division of Insurance Annual Report  
Membership in VISION Insured Preferred Provider Plans by County  
as of December 31, 2017

	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 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Members at End of 2017	Total 2017 Members
1	Aetna Life Insurance Company	1	0	14	0	57	11	3	1	63	0	23	8	43	23	247
2	Ameritas Life Insurance Corporation	210	10	660	245	918	290	543	260	870	5	533	828	263	1,163	6,798
3	Blue Cross and Blue Shield of Massachusetts, Inc.	280	3,196	2,231	5	3,129	271	1,034	421	8,076	3	5,211	4,267	3,326	2,706	34,156
4	Combined Insurance Company of America	2,847	38	2,761	203	1,710	18	769	146	5,391	0	3,178	1,548	2,019	2,414	23,042
5	Fidelity Security Life Insurance Company	4,561	2,864	17,990	103	27,272	2,664	18,377	5,034	65,719	39	31,639	20,694	20,041	32,824	249,821
6	HM Life Insurance Company	453	73	3,695	14	7,544	129	597	415	20,564	2	9,511	5,425	10,516	4,695	63,633
7	Humana Insurance Company	249	22	716	3	204	10	88	27	2,469	1	2,065	145	633	99	6,731
8	Massachusetts Vision Service Plan, Inc.	1,684	3,313	10,428	84	17,034	56	3,374	712	242,512	246	42,165	34,212	128,720	15,940	500,480
9	Mid-West Life Insurance Company of Tennessee <sup>2</sup>	128	10	94	3	165	12	64	33	349	7	173	154	85	133	1,410
10	National Guardian Life Insurance Company	106	59	297	1	99	8	236	356	117	0	193	201	128	199	2,000
11	Principal Life Insurance Company	4	0	8	0	124	5	68	0	779	0	43	140	472	310	1,953
12	Reliance Standard Life Insurance Company <sup>3</sup>	15	0	5	0	65	10	25	80	135	0	28	15	35	70	483
13	Standard Insurance Company	10	128	13	0	308	0	128	23	340	0	28	8	190	170	1,346
14	Starmount Insurance Company	0	0	0	0	0	0	0	0	1	0	0	0	1	0	2
15	The Chesapeake Life Insurance Company	473	63	571	18	1,209	8	174	58	1,965	4	904	663	421	906	7,437
16	(The) Guardian Life Insurance Company of America	222	1,370	1,644	76	2,236	471	979	103	11,978	0	4,837	262	8,358	7,490	40,025
17	Union Security Insurance Company	2	0	23	0	162	0	0	0	384	0	141	22	104	31	869
18	UnitedHealthcare Insurance Company	260	157	2,608	11	1,747	64	314	75	5,553	18	1,900	1,205	1,459	3,262	18,633
	<b>Total Members</b>	<b>11,505</b>	<b>11,303</b>	<b>43,758</b>	<b>766</b>	<b>63,983</b>	<b>4,027</b>	<b>26,773</b>	<b>7,744</b>	<b>367,265</b>	<b>325</b>	<b>102,572</b>	<b>69,797</b>	<b>176,814</b>	<b>72,435</b>	<b>959,066</b>
	<b>2017 Massachusetts Population <sup>4</sup></b>	<b>213,444</b>	<b>126,313</b>	<b>561,483</b>	<b>17,325</b>	<b>785,202</b>	<b>70,702</b>	<b>469,818</b>	<b>161,834</b>	<b>1,602,947</b>	<b>11,229</b>	<b>700,322</b>	<b>515,142</b>	<b>797,939</b>	<b>826,116</b>	<b>6,859,816</b>
	<b>2017 Market Penetration Rate <sup>5</sup></b>	<b>5.4%</b>	<b>8.9%</b>	<b>7.8%</b>	<b>4.4%</b>	<b>8.1%</b>	<b>5.7%</b>	<b>5.7%</b>	<b>4.8%</b>	<b>22.9%</b>	<b>2.9%</b>	<b>14.6%</b>	<b>13.5%</b>	<b>22.2%</b>	<b>8.8%</b>	<b>14.0%</b>

<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> Mid-West Life Insurance Company of Tennessee is no longer marketing its vision plans.

<sup>3</sup> New vision product was issued in December 2017.

<sup>4</sup> Total VISION insured preferred provider plan members in each county divided by the 2017 population in each county.

<sup>5</sup> 2017 Population Source: U.S. Census Bureau; Vintage 2017 Population Estimates: Population Estimates