

Massachusetts Division of Insurance
Annual Report of Vision Membership in Insured Preferred Provider Plans
as of December 31, 2019

	VISION 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 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Members at End of 2019	Total 2019 Members
1	Aetna Life Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2	Ameritas Life Insurance Corporation	78	11	384	11	344	26	217	95	425	0	231	351	92	231	2,496
3	Blue Cross and Blue Shield of Massachusetts, Inc.	732	5,894	5,028	73	6,502	620	2,563	913	17,049	20	10,410	7,957	6,540	6,788	71,089
4	Combined Insurance Company of America ²	5,820	563	12,836	331	21,062	964	11,182	3,280	59,235	50	25,688	15,532	18,585	30,953	206,081
5	Fidelity Security Life Insurance Company	5,900	2,217	19,314	111	31,401	2,909	20,665	5,775	78,381	235	116,557	74,335	64,438	93,646	515,884
6	HM Life Insurance Company	441	67	3,749	12	3,805	110	740	378	17,317	2	9,373	5,192	10,795	4,756	56,737
7	Humana Insurance Company	173	22	493	2	268	10	123	37	2,455	3	1,485	159	432	194	5,856
8	Vision Service Plan Insurance Company ³	3,008	3,747	18,374	68	26,345	145	2,992	716	254,433	307	46,014	38,429	151,209	19,314	565,101
9	Metropolitan Life Insurance Company	167	27	395	0	891	40	955	332	2,332	0	523	260	648	630	7,200
10	Mid-West Life Insurance Company of Tennessee ⁴	111	9	76	3	122	10	54	24	260	4	139	139	73	97	1,121
11	National Guardian Life Insurance Company	111	6	621	0	462	30	290	46	980	0	409	299	175	672	4,101
12	Principal Life Insurance Company	59	5	192	0	263	19	635	74	1,780	0	274	331	1,108	584	5,324
13	Reliance Standard Life Insurance Company	2	2	18	0	6	6	289	49	15	0	8	1	0	33	429
14	Standard Insurance Company	0	0	27	0	209	247	269	177	9	0	8	1	0	33	980
15	Starmount Insurance Company ⁵	8	7	78	0	216	21	47	12	381	0	125	84	100	132	1,211
16	Sun Life Assurance Company of Canada			160		181		6		219		28	5	194	21	814
17	The Chesapeake Life Insurance Company	376	21	443	14	1,056	7	101	36	1,648	4	737	589	286	711	6,029
18	(The) Guardian Life Insurance Company of America	361	2,006	2,179	76	3,608	454	3,262	127	12,211	2	6,173	1,100	11,140	7,140	49,841
19	Union Security Insurance Company	0	0	27	0	0	0	0	0	0	0	27	0	0	0	54
20	UnitedHealthcare Insurance Company	424	110	3,226	53	2,443	55	579	132	6,414	26	2,643	1,732	2,229	4,271	24,337
	Total Members	17,771	14,714	67,620	754	99,184	5,673	44,969	12,203	455,544	653	220,852	146,496	268,044	170,206	1,524,685
	2019 Massachusetts Population ⁶	212,990	124,944	565,217	17,332	789,034	70,180	466,372	160,830	1,611,699	11,399	706,775	521,202	803,907	830,622	6,892,503
	2019 Market Penetration Rate ⁷	8.3%	11.8%	12.0%	4.4%	12.6%	8.1%	9.6%	7.6%	28.3%	5.7%	31.2%	28.1%	33.3%	20.5%	22.1%

¹ 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.

² Three new products were approved in March 2018 for Combined Insurance.

³ Effective October 1, 2017, Massachusetts Vision Service Plan, Inc. has merged into Vision Service Plan Insurance Company.

⁴ Mid-West Life Insurance Company of Tennessee is no longer marketing its vision plans.

⁵ New vision product was issued in February 2018.

⁶ Total VISION insured preferred provider plan members in each county divided by the 2019 population in each county.

⁷ 2019 Population Source: U.S. Census Bureau; Vintage 2019 Population Estimates: Population Estimates