

Massachusetts Division of Insurance  
Membership in Dental Insured Preferred Provider Plans  
as of December 31, 2020

	DENTAL 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	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Members at	Total 2020
		End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	End of 2020	Members
1	Aetna Life Insurance Company	69	2	62	0	145	6	234	20	462	0	75	105	88	48	1,316
2	Altus Dental Insurance Company, Inc.	5,233	1,940	27,520	189	18,228	1,552	8,194	4,009	20,018	181	13,738	14,782	5,165	31,601	152,350
3	Ameritas Life Insurance Corporation <sup>2</sup>	366	119	1,076	314	890	765	984	2,176	2,129	12	976	1,010	599	1,879	13,295
4	Blue Cross and Blue Shield of Massachusetts, Inc.	2,020	1,484	10,504	174	9,461	1,103	4,531	1,715	22,940	68	11,381	8,768	10,096	13,527	97,772
5	Cigna Health and Life Insurance Company <sup>3</sup>	121	879	318	3	2,134	98	671	163	5,525	0	1,124	564	1,188	2,622	15,410
6	Colonial Life & Accident Insurance Company	11	7	176	0	103	7	24	5	100	0	91	92	26	162	804
7	Dearborn National Life Insurance Company <sup>4</sup>	0	0	0	0	2	0	0	0	10	0	0	0	0	0	12
8	Dental Service of Massachusetts, Inc. <sup>5</sup> ok	6,951	2,131	14,392	593	41,211	2,133	8,169	3,541	99,500	552	43,176	26,458	28,002	27,207	304,016
9	Dentegra Insurance Company	24	34	53	24	120	12	13	49	285	0	104	59	94	132	1,003
10	Dentegra Insurance Company of NE	2,869	999	2,704	210	5,085	669	1,745	1,046	9,931	96	5,421	3,407	3,431	3,785	41,398
11	DSM Massachusetts Insurance Company, Inc.	2,477	718	4,716	148	6,328	523	2,704	927	11,888	97	6,768	3,775	5,239	6,026	52,334
12	First Health Life & Health Insurance Company	19	0	33	4	62	4	74	18	141	0	42	35	65	22	519
13	Humana Insurance Company	289	108	511	7	622	101	294	154	947	38	514	422	502	560	5,069
14	Metropolitan Life Insurance Company	2,626	2,409	10,147	132	20,277	3,211	10,358	9,204	34,698	35	17,973	7,259	11,535	17,738	147,602
15	Principal Life Insurance Company	799	161	916	0	3,185	68	2,455	307	8,298	13	1,683	1,069	3,268	2,901	25,123
16	Reliance Standard Life Insurance Company	5	0	5	0	63	0	4	0	37	0	4	11	4	29	162
17	Renaissance Life and Health Ins. Co. of America	173	85	127	8	257	21	90	34	473	4	206	178	99	214	1,969
18	Standard Insurance Company	14	137	202	0	316	146	589	231	348	0	152	125	92	522	2,874
19	Starmount Insurance Company <sup>6</sup>	58	0	90	0	283	0	1	2	528	0	221	282	117	209	1,791
20	Sun Life Assurance Company of Canada <sup>7</sup>	27	10	572	25	1,554	0	751	99	1,298	0	4,172	198	777	397	9,878
21	The Chesapeake Life Insurance Company	44	19	186	1	369	2	42	25	706	0	267	180	109	356	2,306
22	(The) Guardian Life Insurance Company of America	581	6,195	5,485	92	8,481	913	9,827	5,064	26,933	16	11,876	4,249	16,657	11,618	107,987
23	The Lincoln National Life Insurance Company	175	67	458	0	1,028	55	784	148	1,798	2	664	574	638	1,323	7,714
24	UniCare Life and Health Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
25	Union Security Insurance Company <sup>7</sup>	0	0	0	0	0	0	0	0	48	0	0	0	163	0	211
26	United Concordia Insurance Company	0	0	0	0	1	12	58	8	4	11	0	0	2	17	113
27	United of Omaha Life Insurance Company	9	2	24	0	102	11	67	12	28	0	23	12	8	28	326
28	UnitedHealthcare Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total Members</b>	24,960	17,506	80,277	1,924	120,307	11,412	52,663	28,957	249,072	1,125	120,651	73,614	87,965	122,923	<b>993,354</b>
	<b>2020 Massachusetts Population<sup>8</sup></b>	228,996	129,026	579,200	20,600	809,829	71,029	465,825	162,308	1,632,002	14,255	725,981	530,819	797,936	862,111	7,029,917
	<b>2020 Market Penetration Rate<sup>9</sup></b>	10.9%	13.6%	13.9%	9.3%	14.9%	16.1%	11.3%	17.8%	15.3%	7.9%	16.6%	13.9%	11.0%	14.3%	14.1%

<sup>1</sup> 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.

<sup>2</sup> Effective December 31, 2016, Security Life Insurance Company of America has merged into Ameritas Life Insurance Corporation.

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

<sup>4</sup> Dearborn National Life Insurance Company stopped marketing its dental PPO product in 2012.

<sup>5</sup> Doing business as Delta Dental Plan of Massachusetts.

<sup>6</sup> New product approved in February 2018

<sup>7</sup> In March 2016, Sun Life acquired the group dental business of Union Security (USIC). Because of the acquisition during 2016 and 2017 Sun Life offered its enrollees replacement coverage underwritten by USIC until Sun Life could obtain department approval of its new forms and networks. The remaining 23 policies active in Sun Life in 2017 either terminated or were replaced by USIC's policies as of January 15th, 2018. The new Sun Life plan was approved in February 2018 and new business members for Sun Life appear in 2018 report.

<sup>8</sup> 2020 Population Source: U.S. Census Bureau; Vintage 2020 Population Estimates: Population Estimates

<sup>9</sup> Total DENTAL insured preferred provider plan members in each county divided by the 2020 population in each county.