

Massachusetts Division of Insurance  
Quarterly Report of Membership in Health Maintenance Organizations  
as of September 30, 2005 <sup>1</sup>

TOTAL MEMBERSHIP BY COUNTY

	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
Aetna Health Inc.	162	32	198	0	1,117	25	479	141	2,102	0	668	326	652	866	6,768
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup>	33,602	19,076	71,302	1,134	107,468	10,876	47,104	20,770	198,838	785	95,674	75,131	52,185	100,756	834,701
CIGNA HealthCare of Massachusetts, Inc. <sup>3</sup>	40	58	109	1	292	89	727	252	682	0	290	244	145	4,842	7,771
ConnectiCare of Massachusetts, Inc.	0	22	0	0	0	172	3,685	1,023	1	0	0	0	0	54	4,957
Fallon Community Health Plan, Inc.	116	19	753	3	4,537	1,106	930	266	15,085	1	2,548	843	605	129,813	156,625
Great-West Healthcare of Massachusetts, Inc. <sup>4</sup>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Harvard Pilgrim Health Care, Inc.	19,919	473	24,861	2,673	44,734	468	1,647	796	116,304	12	64,788	37,727	57,398	37,318	409,118
Health New England, Inc.	1	9,345	1	1	4	6,985	31,174	13,703	6	0	1	3	4	360	61,588
Neighborhood Health Plan, Inc.	205	24	7,438	6	26,999	125	1,608	81	19,738	0	10,994	8,602	44,433	5,919	126,172
Tufts Associated HMO, Inc. <sup>5</sup>	7,692	1,994	20,443	0	44,610	2,205	12,086	4,727	110,844	0	43,072	31,949	23,210	39,451	342,283
UnitedHealthcare of New England, Inc.	43	0	1,389	0	7	0	7	2	89	0	93	62	6	82	1,780
Total HMO Members	61,780	31,043	126,494	3,818	229,768	22,051	99,447	41,761	463,689	798	218,128	154,887	178,638	319,461	1,951,763
2004 Massachusetts Population <sup>6</sup>	228,683	132,486	548,176	15,669	738,984	72,235	461,844	153,894	1,464,628	10,124	653,617	490,655	666,022	779,488	6,416,505
Market Penetration Rate <sup>7</sup>	27.02%	23.43%	23.08%	24.37%	31.09%	30.53%	21.53%	27.14%	31.66%	7.88%	33.37%	31.57%	26.82%	40.98%	30.42%

<sup>1</sup> Information reported by HMOs as of the end of the third quarter of 2005 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

<sup>2</sup> Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBSMA's HMO line of business effective January 1, 2005.

<sup>3</sup> The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

<sup>4</sup> One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

<sup>5</sup> Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).

<sup>6</sup> 2004 Population Source: Table 3: Annual Estimates of Population Change for Counties of Massachusetts and County Rankings: July 1, 2003 to July 1, 2004 (CO-EST2004-03-25). Source: Population Division, U.S. Census Bureau. Release Date: April 14, 2005.

<sup>7</sup> Total HMO members in each county divided by the 2004 population in each county.