

Massachusetts Members in Medicare Supplement Plans by County as of December 31, 2007¹

Commercial Carrier	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
Blue Cross and Blue Shield of Massachusetts, Inc.	13,312	5,604	17,857	749	22,234	1,617	10,494	4,124	34,620	433	19,116	14,167	9,437	10,349	164,113
United HealthCare Insurance Company ²	3,186	2,532	1,974	212	2,899	429	2,150	927	4,235	123	2,060	1,811	919	1,461	24,918
Bankers Life and Casualty Company	1,001	285	648	47	520	40	555	189	1,079	36	659	544	177	355	6,135
Oxford Life Insurance Company	43	20	176	5	34	9	92	34	114	3	39	86	18	30	703
Hartford Life Insurance Company	137	63	40	22	14	7	93	35	22	7	20	20	3	11	494
Mutual of Omaha Insurance Company	76	44	27	4	32	6	95	31	38	3	34	28	16	37	471
Bankers Multiple Line Insurance Company	92	71	17	5	25	2	76	40	54	1	34	5	17	9	448
HPHC Insurance Company, Inc. ³	16	0	9	1	71	0	2	1	66	0	44	26	109	96	441
United American Insurance Company	32	18	16	3	25	4	12	13	55	3	30	23	7	14	255
Monumental Life Insurance Company ⁴	22	9	20	4	12	2	8	7	38	0	20	10	7	9	168
Life Investors Insurance Company of America ⁵	16	5	4	0	16	0	7	3	15	1	17	9	5	5	103
Union Labor Life Insurance Company	5	1	1	0	10	0	7	1	14	0	14	13	6	7	80
Principal Life Insurance Company	11	0	3	0	9	1	3	3	7	0	3	4	3	9	56
Combined Insurance Company of America	1	5	5	0	4	2	5	0	9	0	2	4	1	10	48
Washington National Insurance Company ⁶	0	2	4	0	5	0	6	0	11	0	5	2	0	4	39
Transamerica Financial Life Insurance Company	4	8	0	1	1	0	0	4	8	1	8	1	0	3	39
Standard Life and Accident Insurance Company	7	1	1	0	5	0	1	0	9	0	3	4	2	4	37
CareFirst GHMSI, Inc. ⁷	1	1	0	1	2	1	9	2	9	1	4	2	1	2	36
Physicians Mutual Insurance Company	2	3	0	2	3	0	4	2	5	0	4	2	0	2	29
New York Life Insurance Company	3	1	1	1	5	0	5	0	2	0	0	2	1	6	27
Order of United Commercial Travelers of America	2	0	0	0	2	0	5	3	2	1	2	1	0	5	23
Golden Rule Insurance Company	3	0	1	0	0	0	0	1	2	0	2	0	0	0	9
UniCare Life and Health Insurance Company	1	3	1	0	0	0	0	0	1	0	0	0	0	1	7
AIG Premier Insurance Company ⁸	0	0	1	0	1	2	1	0	0	0	0	1	0	0	6
State Farm Mutual Automobile Insurance Company	0	1	0	0	1	0	1	0	0	0	0	0	0	1	4
Kanawha Insurance Company	1	0	2	0	0	0	0	0	0	0	0	1	0	0	4
BCS Life Insurance Company	0	0	0	0	0	0	0	0	1	0	2	0	0	0	3
National Benefit Life Insurance Company	1	0	0	0	0	0	1	0	0	0	0	0	0	1	3
Union Fidelity Life Insurance Company	0	1	0	0	0	0	0	1	0	0	0	0	0	0	2
Mennonite Mutual Aid Association	1	0	0	0	0	0	0	1	0	0	0	0	0	0	2
United Teacher Associates Insurance Company	0	0	0	0	0	0	1	0	0	0	0	0	0	0	1
Globe Life and Accident Insurance Company	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1
National Foundation Life Insurance Company	0	1	0	0	0	0	0	0	0	0	0	0	0	0	1
Catholic Association of Foresters	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1
Life and Health Insurance Company of America	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
Protective Life Insurance Company	0	0	0	0	0	1	0	0	0	0	0	0	0	0	1
American National Life Ins. Co. of Texas	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1
Allianz Life Insurance Company of North America	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Genworth Life and Annuity Insurance Company ⁹	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Medicare Supplement Policyholders	17,976	8,679	20,808	1,057	25,930	2,123	13,633	5,422	40,418	613	22,123	16,766	10,730	12,431	198,710
Number of Medicare Eligibles ¹⁰	59,156	27,736	92,382	2,880	117,193	12,594	79,897	22,777	212,040	1,258	102,688	74,949	86,693	117,976	1,010,219
% of Medicare Eligibles	30%	31%	23%	37%	22%	17%	17%	24%	19%	49%	22%	22%	12%	11%	20%

¹ Includes all persons with Medicare Supplemental coverage, including enrollees in both group and individual Medicare Supplemental plans, as well as those enrolled in both "closed" and "open" plans.

² The American Association of Retired Persons (AARP) switched its group Medicare Supplement Plans to United HealthCare Insurance Company from The Prudential Insurance Company of America beginning on January 1, 1998.

³ Effective June 30, 2003, the Preferred 65 product offered by Harvard Pilgrim Health Care of New England, Inc. was replaced with the Medicare Enhance product offered by HPHC Insurance Company, Inc.

⁴ Monumental Life Insurance Company ("Monumental") notified the Division that in calendar year 2007, Monumental assumed Peoples Benefit Life Insurance Company's block of business.

⁵ Assumed block of business from Provident Life and Accident Insurance Company.

⁶ Formerly known as Pioneer Life Insurance Company.

⁷ Formerly known as CareFirst of Maryland; includes membership from Blue Cross Blue Shield of DC and MD.

⁸ Formerly known as GE Casualty Insurance Company.

⁹ Genworth Life and Annuity Insurance Company ("Genworth") notified the Division that in calendar year 2007, Genworth assumed Federal Home Life Insurance Company's block of business.

¹⁰ Source: Centers for Medicare and Medicaid Services as of May 2008.