

**Massachusetts Members in Medicare Supplement Plans by County as of December 31, 2011<sup>1</sup>**

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.	14,119	5,454	17,497	923	21,769	1,337	9,390	3,503	34,992	536	19,708	15,414	8,745	11,113	164,500
United HealthCare Insurance Company <sup>2</sup>	3,606	2,367	2,474	261	3,653	483	2,315	961	4,988	163	2,647	2,384	1,251	2,117	29,670
HPHC Insurance Company, Inc. <sup>3</sup>	428	34	323	23	1,618	23	40	30	2,558	0	1,159	496	837	215	7,784
Tufts Insurance Company, Inc.	382	114	406	9	734	32	133	61	1,340	8	675	566	296	376	5,132
Bankers Life and Casualty Company	692	163	572	31	375	24	393	139	764	31	477	460	123	295	4,539
Humana Insurance Company	229	93	356	5	189	26	242	84	217	0	215	259	62	184	2,161
Bankers Multiple Line Insurance Company	65	45	13	4	19	3	57	35	50	1	25	4	10	8	339
Oxford Life Insurance Company	9	9	91	2	14	3	27	13	46	2	16	30	10	14	286
Hartford Life Insurance Company	80	31	25	11	9	6	54	17	5	7	12	14	3	8	282
Mutual of Omaha Insurance Company	39	29	12	3	14	4	38	13	21	2	16	17	6	25	239
Monumental Life Insurance Company <sup>4</sup>	25	12	15	4	25	4	12	5	23	0	33	10	5	11	184
United American Insurance Company	20	9	6	1	21	1	9	3	47	0	20	23	9	7	176
Transamerica Life Insurance Company <sup>5</sup>	14	6	4	3	10	0	7	2	24	0	19	17	5	10	121
Fallon Community Health Plan, Inc.	1	1	0	0	5	0	0	7	9	0	2	1	0	51	77
Principal Life Insurance Company	9	0	3	1	4	0	2	3	10	0	3	2	3	8	48
Union Labor Life Insurance Company	0	0	1	0	6	0	6	0	10	0	11	6	2	5	47
Washington National Insurance Company <sup>6</sup>	4	0	3	0	6	1	5	0	5	0	8	3	3	3	41
Combined Insurance Company of America	1	4	4	0	3	1	3	0	8	0	2	3	0	7	36
Transamerica Financial Life Insurance Company	2	5	0	1	3	0	0	1	8	0	5	1	2	4	32
American Progressive Life & Health Ins. Co. of NY	3	2	1	0	4	0	2	0	7	0	6	2	0	2	29
Standard Life and Accident Insurance Company	2	1	0	0	5	0	1	0	6	0	3	2	3	3	26
CareFirst BlueCross BlueShield <sup>7</sup>	1	1	0	1	3	0	2	1	4	3	3	2	0	2	23
Order of United Commercial Travelers of America	2	0	0	0	3	0	2	0	3	3	1	2	0	3	19
Physicians Mutual Insurance Company	2	2	0	0	0	0	3	0	5	0	5	0	0	0	17
New York Life Insurance Company	1	1	0	1	3	0	1	0	3	0	0	0	1	5	16
Aetna Life Insurance Company <sup>8</sup>	1	0	1	0	1	0	0	0	5	0	2	0	0	5	15
Constitution Life Insurance Company	0	5	1	0	0	0	1	0	3	0	1	1	0	2	14
Pyramid Life Insurance Company	1	1	0	0	0	0	0	0	2	1	2	1	2	1	11
Unicare Life and Health Insurance Company	0	3	1	0	0	0	0	0	1	0	0	1	1	1	8
Golden Rule Insurance Company	0	0	0	0	0	0	0	3	2	0	1	0	0	0	6
Physicians Life Insurance Company	1	0	0	0	0	0	0	0	0	0	4	0	0	0	5
Unified Life Insurance Company <sup>9</sup>	1	2	0	0	0	0	1	0	0	0	1	0	0	0	5
Kanawha Insurance Company	1	0	0	0	0	0	0	0	0	0	0	2	0	0	3
Globe Life and Accident Insurance Company	0	0	1	0	0	0	1	0	0	0	0	0	0	1	3
State Farm Mutual Automobile Insurance Company	0	1	0	0	1	0	0	0	0	0	0	0	0	1	3
Union Fidelity Life Insurance Company	0	1	0	0	0	0	0	0	2	0	0	0	0	0	3
AIG Premier Insurance Company <sup>10</sup>	0	0	1	0	0	1	0	0	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
American National Life Ins. Co. of Texas	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1
BCS Life Insurance Company	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
National Benefit Life Insurance Company	0	0	0	0	0	0	1	0	0	0	0	0	0	0	1
United Teacher Associates Insurance Company	0	0	0	0	0	0	1	0	0	0	0	0	0	0	1
Protective Life Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Medicare Supplement Policyholders	19,742	8,396	21,811	1,284	28,497	1,949	12,749	4,882	45,169	757	25,083	19,723	11,379	14,487	215,908
Number of Medicare Eligibles <sup>11</sup>	63,183	29,510	100,649	3,415	127,930	13,938	86,349	25,545	227,874	1,475	110,502	85,190	93,007	127,145	1,095,712
% of Medicare Eligibles	31%	28%	22%	38%	22%	14%	15%	19%	20%	51%	23%	23%	12%	11%	20%

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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.

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

<sup>5</sup> Life Investors Insurance Company of America merged with Transamerica Life Insurance Company in 2008.

<sup>6</sup> Formerly known as Pioneer Life Insurance Company.

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

<sup>8</sup> Aetna Life Insurance Company acquired this block of business from Genworth Financial, Inc. in October of 2011.

<sup>9</sup> Unified Life Insurance Company assumed National Foundation Life Insurance Company and Life and Health Insurance Company of America blocks of business in 2008, as well as Gerber Life Insurance Company's block of business in 2010.

<sup>10</sup> Formerly known as G E Casualty Insurance Company.

<sup>11</sup> Source: Centers for Medicare and Medicaid Services as of December 2011.