

Massachusetts Members in Medicare Supplement Plans by County as of December 31, 2012<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.	14,363	5,586	17,740	983	21,962	1,378	9,417	3,517	35,443	596	19,929	15,634	8,568	11,546	166,662
United HealthCare Insurance Company <sup>2</sup>	3,624	2,304	2,614	292	3,846	519	2,319	961	5,207	165	2,737	2,552	1,300	2,381	30,821
HPHC Insurance Company, Inc. <sup>3</sup>	804	96	580	43	1,998	32	123	62	3,534	8	1,641	913	1,035	532	11,401
Tufts Insurance Company	846	236	756	24	1,565	50	268	111	2,828	9	1,647	1,085	896	894	11,215
Bankers Life and Casualty Company	568	141	429	28	323	20	334	109	633	29	396	365	94	257	3,726
Humana Insurance Company	344	122	689	13	235	32	289	104	321	0	300	427	88	296	3,260
Fallon Health and Life Assurance Company	6	8	26	0	19	3	146	28	36	0	8	6	4	95	385
Bankers Multiple Line Insurance Company	60	40	12	4	17	3	51	31	48	1	21	2	9	6	305
Oxford Life Insurance Company	8	7	79	2	16	2	20	11	46	2	15	28	7	14	257
Hartford Life Insurance Company	71	21	19	11	7	4	47	12	5	5	11	13	4	7	237
Monumental Life Insurance Company <sup>4</sup>	27	14	13	6	30	4	17	7	35	0	33	10	7	8	211
Mutual of Omaha Insurance Company	31	26	6	2	11	4	30	14	18	2	13	12	3	16	188
United American Insurance Company	19	9	5	1	22	3	8	3	43	1	18	18	11	7	168
Transamerica Life Insurance Company <sup>5</sup>	13	7	5	3	8	0	9	3	32	0	16	19	4	10	129
Transamerica Financial Life Insurance Company	4	6	0	2	4	0	0	0	14	0	6	0	4	8	48
Principal Life Insurance Company	8	0	3	1	3	0	2	3	9	0	5	2	3	7	46
Washington National Insurance Company <sup>6</sup>	3	0	3	0	6	1	4	0	4	0	6	3	3	7	40
Combined Insurance Company of America	1	3	3	0	3	1	2	0	7	0	1	3	0	7	31
American Progressive Life & Health Ins. Co. of NY	4	2	0	0	4	0	2	0	6	0	5	1	0	2	26
Order of United Commercial Travelers of America	1	0	0	0	3	0	2	0	5	3	1	3	0	2	20
Standard Life and Accident Insurance Company	1	1	1	0	2	0	1	0	5	0	2	1	2	4	20
Union Labor Life Insurance Company	1	0	0	0	3	0	2	0	5	3	1	3	0	2	20
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	2	0	1	1	2	0	0	0	1	5	15
CareFirst BlueCross BlueShield <sup>7</sup>	1	2	0	0	3	0	1	0	2	0	3	0	0	2	14
Constitution Life Insurance Company	1	3	2	0	0	0	0	0	2	0	1	1	0	2	12
Pyramid Life Insurance Company	2	0	0	0	0	0	0	0	2	0	1	1	2	1	9
Physicians Life Insurance Company	2	0	2	0	0	0	0	0	1	0	2	0	0	0	7
Golden Rule Insurance Company	0	0	0	0	0	0	0	3	2	0	1	0	0	0	6
Unicare Life and Health Insurance Company	0	3	1	0	0	0	0	0	0	0	0	1	1	0	6
Aetna Life Insurance Company <sup>8</sup>	0	0	2	0	0	0	0	0	0	0	0	1	1	1	5
Unified Life Insurance Company <sup>9</sup>	1	0	0	0	0	0	1	0	0	0	1	0	0	0	3
Kanawha Insurance Company	1	0	0	0	0	0	0	0	0	0	0	2	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
American National Life Ins. Co. of Texas	0	0	0	0	0	0	0	0	2	0	0	0	0	0	2
Mennonite Mutual Aid Association	0	0	0	0	2	0	0	0	0	0	0	0	0	0	2
State Farm Mutual Automobile Insurance Company	0	1	0	0	1	0	0	0	0	0	0	0	0	0	2
Union Fidelity Life Insurance Company	0	1	0	0	0	0	0	0	1	0	0	0	0	0	2
BCS Life Insurance Company	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
Globe Life and Accident Insurance Company	0	0	1	0	0	0	0	0	0	0	0	0	0	0	1
National Benefit Life 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
United Teacher Associates Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Medicare Supplement Policyholders	20,818	8,642	22,992	1,416	30,095	2,057	13,100	4,980	48,303	824	26,827	21,106	12,047	16,119	229,326
Number of Medicare Eligibles <sup>11</sup>	65,255	30,253	104,294	3,628	132,964	14,618	88,893	26,693	235,049	1,567	114,106	89,481	95,503	131,791	1,134,095
% of Medicare Eligibles	32%	29%	22%	39%	23%	14%	15%	19%	21%	53%	24%	24%	13%	12%	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 2012.

<sup>12</sup> Effective December 31st, 2011, Protective Life Insurance Company reported zero membership and withdrew from the market.