## 2011 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MERGED MARKET MEMBERSHIP REPORT 1 COVERED LIVES BY COUNTY SUMMARY [GROUP, INDIVIDUAL, YOUNG ADULTS] (211 CMR 66.13(2)(d))

TOTAL COVERED LIVES BY COUNTY	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	TOTAL
COMMERCIAL INSURANCE CARRIERS	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives
(WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year
1 Aetna Life Insurance Company <sup>2</sup>	5	0	0	0	0	0	0	0	0	0	0	0	0	0	5
2 Chesapeake Life Insurance Company <sup>2</sup>	1	0	0	0	9	0	0	0	9	0	9	0	1	1	30
3 Conseco Life Insurance Company <sup>2</sup>	0	0	1	0	1	0	0	0	0	0	0	0	0	0	2
4 Fallon Health & Life Assurance Company	1	80	358	0	466	16	365	131	398	0	256	416	44	268	2,799
5 (The) Guardian Life Insurance Company of America <sup>2</sup>	0	0	0	0	0	0	0	0	21	0	17	0	0	0	38
6 HPHC Insurance Company, Inc.	951	34	642	135	1,277	3	23	14	3,684	50	1,779	942		536	11,58
7 John Alden Life Insurance Company <sup>2</sup>	20	0	13	0	0	2	84	6	10	0	10	23		8	183
8 (The) MEGA Life and Health Insurance Company <sup>2</sup>	227	77	202	24	324	27	141	69	453	66	234	212		187	2,386
9 Mid-West National Life Insurance Company of Tennessee <sup>2</sup>	459	29	482	41	840	51	170	60	1,319	76	655	522	213	534	5,45
10 National Health Insurance Company <sup>2</sup>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
11 Tufts Insurance Company	26	48	110	2	297	15	50	28	1,147	1	427	113	482	179	2,92
12 Union Security Insurance Company <sup>2</sup>	16	2	0	117	14	0	0	0	47	6	43	2	0	0	247
13 UnitedHealthcare Insurance Company	213	111	2,357	8	916	41	478	195	1,597	4	557	538	774	307	8,096
TOTALS:	1,919	381	4,165	327	4,144	155	1,311	503	8,685	203	3,987	2,768	3,174	2,020	33,742
TOTAL COVERED LIVES BY COUNTY	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	TOTAL
HEALTH MAINTENANCE ORGANIZATIONS	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives	Covered Lives
(WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	End of Year
1 Aetna Health Inc. <sup>2</sup>	3	2	0	0	16	9	0	0	17	0	5	0	4	8	64
2 Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	7,630	6,685	15,068	1,206	32,738	2,683	12.331	4,616	89,132	2,090	37,350	17,462	38,916	27,321	295,228
3 CeltiCare Health Plan of Massachusetts, Inc.	0	'n	, ,												
4 ConnectiCare of Massachusetts, Inc.			0	0	0	0	0	0	67	0	64	0	207	0	338
4 Connecticare of Massachusetts, Inc.	0	20	0	0	0	0 161	0 2,580	0 738	67 0	0	64	0 2	207	0	338 3,511
5 Fallon Community Health Plan, Inc.	0 40	20 880	0 0 1,630	0 0 0	0 1 3,639	0 161 713	0 2,580 5,463	738 2,603	67 0 8,128	0 0	64 1 1,569	0 2 1,616	207 0 277	0 8 16,081	3,51
	0 40 14,541		0 0 1,630 8,025	0 0 0 2,038	0 1 3,639 15,938				0	0 0 0 545	1	0 2 1,616 11,658	0	0 8 16,081 13,423	3,51° 42,639
5 Fallon Community Health Plan, Inc.		880		0 0 0 2,038 0	- ,	713	5,463	2,603	0 8,128	0 0 0 545	1 1,569		0 277	- ,	3,51° 42,639 167,588
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc.		880 93			- ,	713 92	5,463 116	2,603 224	0 8,128	0 0 0 545 0 434	1 1,569		0 277	13,423	3,517 42,639 167,585 22,734
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc.	14,541 0	880 93	8,025 0	0	15,938 0	713 92	5,463 116 11,115	2,603 224 4,409	8,128 57,439 0	0	1 1,569 20,074 0	11,658	0 277 23,379 0	13,423 135	3,51 <sup>2</sup> 42,639 167,585 22,73 <sup>2</sup> 38,718
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc.	14,541 0 1,239	880 93 5,168 2	8,025 0 2,456	0 533	15,938 0 8,800	713 92 1,907 2	5,463 116 11,115 413	2,603 224 4,409 20	0 8,128 57,439 0 10,744	0	1 1,569 20,074 0 4,667	11,658 0 2,294	0 277 23,379 0 4,403 12,374	13,423 135 2,711	3,51 <sup>2</sup> 42,639 167,585 22,73 <sup>2</sup> 38,718 102,898
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc.	14,541 0 1,239	880 93 5,168 2	8,025 0 2,456 6,876	0 533 3	15,938 0 8,800	713 92 1,907 2	5,463 116 11,115 413	2,603 224 4,409 20	0 8,128 57,439 0 10,744	0	1 1,569 20,074 0 4,667	11,658 0 2,294 9,406	0 277 23,379 0 4,403 12,374	13,423 135 2,711 9,188	3,51 42,63 167,58 22,73 38,71 102,89
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc.	14,541 0 1,239	880 93 5,168 2	8,025 0 2,456 6,876	0 533 3	15,938 0 8,800	713 92 1,907 2	5,463 116 11,115 413 2,017	2,603 224 4,409 20	0 8,128 57,439 0 10,744	0	1 1,569 20,074 0 4,667 13,765 8	11,658 0 2,294 9,406	0 277 23,379 0 4,403 12,374	13,423 135 2,711 9,188	3,51 42,639 167,589 22,734 38,718 102,898 714
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc. 10 UnitedHealthcare of New England, Inc. <sup>2</sup>	14,541 0 1,239 1,456 5	880 93 5,168 2 1,896	8,025 0 2,456 6,876 645	0 533 3 0	15,938 0 8,800 11,485	713 92 1,907 2 728 0	5,463 116 11,115 413 2,017	2,603 224 4,409 20 1,189	0 8,128 57,439 0 10,744 32,509	0 434 6 0	1 1,569 20,074 0 4,667 13,765 8	11,658 0 2,294 9,406 43	0 277 23,379 0 4,403 12,374 0	13,423 135 2,711 9,188 11	3,51 42,639 167,589 22,734 38,718 102,898 714
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc. 10 UnitedHealthcare of New England, Inc. <sup>2</sup> TOTALS:	14,541 0 1,239 1,456 5 24,914	880 93 5,168 2 1,896 0	8,025 0 2,456 6,876 645 34,700	0 533 3 0 3,780	15,938 0 8,800 11,485 0	713 92 1,907 2 728 0	5,463 116 11,115 413 2,017 0	2,603 224 4,409 20 1,189 0	0 8,128 57,439 0 10,744 32,509 2	0 434 6 0	1 1,569 20,074 0 4,667 13,765 8 77,503	11,658 0 2,294 9,406 43 <b>42,481</b>	0 277 23,379 0 4,403 12,374 0	13,423 135 2,711 9,188 11	3,51° 42,639° 167,588° 22,73° 38,711° 102,898° 71° 674,429°
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc. 10 UnitedHealthcare of New England, Inc. <sup>2</sup> TOTALS:	14,541 0 1,239 1,456 5 24,914	880 93 5,168 2 1,896 0 14,746	8,025 0 2,456 6,876 645 34,700	0 533 3 0 3,780	15,938 0 8,800 11,485 0 <b>72,617</b>	713 92 1,907 2 728 0 <b>6,295</b>	5,463 116 11,115 413 2,017 0 34,035	2,603 224 4,409 20 1,189 0 13,799	0 8,128 57,439 0 10,744 32,509 2 198,038 Middlesex	0 434 6 0 3,075	1 1,569 20,074 0 4,667 13,765 8 77,503	11,658 0 2,294 9,406 43 42,481	0 277 23,379 0 4,403 12,374 0 79,560	13,423 135 2,711 9,188 11 68,886	3,51 42,63 167,58 22,73 38,71 102,89 71 674,42
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc. 10 UnitedHealthcare of New England, Inc.  TOTALS:  TOTAL COVERED LIVES BY COUNTY BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC.	14,541 0 1,239 1,456 5 24,914 Barnstable Covered Lives	880 93 5,168 2 1,896 0 14,746 Berkshire Covered Lives	8,025 0 2,456 6,876 645 34,700 Bristol Covered Lives	0 533 3 0 3,780 Dukes	15,938 0 8,800 11,485 0 <b>72,617</b> Essex	713 92 1,907 2 728 0 6,295 Franklin Covered Lives	5,463 116 11,115 413 2,017 0 34,035 Hampden Covered Lives	2,603 224 4,409 20 1,189 0 13,799 Hampshire Covered Lives	0 8,128 57,439 0 10,744 32,509 2 198,038 Middlesex Covered Lives	0 434 6 0 3,075 Nantucket	1 1,569 20,074 0 4,667 13,765 8 77,503 Norfolk Covered Lives	11,658 0 2,294 9,406 43 42,481 Plymouth Covered Lives	0 277 23,379 0 4,403 12,374 0 79,560	13,423 135 2,711 9,188 11 68,886 Worcester Covered Lives	3,51* 42,639 167,589 22,73* 38,711 102,899 714 674,429  TOTAL Covered Lives
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc. 10 UnitedHealthcare of New England, Inc. <sup>2</sup> TOTALS:  TOTAL COVERED LIVES BY COUNTY BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC. (WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	14,541 0 1,239 1,456 5 24,914 Barnstable Covered Lives End of Year	880 93 5,168 2 1,896 0 14,746 Berkshire Covered Lives End of Year	8,025 0 2,456 6,876 645 34,700 Bristol Covered Lives End of Year	0 533 3 0 3,780 Dukes Covered Lives End of Year	15,938 0 8,800 11,485 0 <b>72,617</b> <b>Essex</b> Covered Lives End of Year	713 92 1,907 2 728 0 6,295  Franklin Covered Lives End of Year	5,463 116 11,115 413 2,017 0 34,035 Hampden Covered Lives End of Year	2,603 224 4,409 20 1,189 0 13,799  Hampshire Covered Lives End of Year	0 8,128 57,439 0 10,744 32,509 2 198,038 Middlesex Covered Lives End of Year	0 434 6 0 3,075 Nantucket Covered Lives End of Year	1 1,569 20,074 0 4,667 13,765 8 77,503 Norfolk Covered Lives End of Year	11,658 0 2,294 9,406 43 42,481 Plymouth Covered Lives End of Year	0 277 23,379 0 4,403 12,374 0 79,560 Suffolk Covered Lives End of Year	13,423 135 2,711 9,188 11 <b>68,886</b> Worcester Covered Lives End of Year	3,511 42,639 167,589 22,734 38,718 102,898 714 674,429  TOTAL Covered Lives End of Year
5 Fallon Community Health Plan, Inc. 6 Harvard Pilgrim Health Care, Inc. 7 Health New England, Inc. 8 Neighborhood Health Plan, Inc. 9 Tufts Associated Health Maintenance Organization, Inc. 10 UnitedHealthcare of New England, Inc. <sup>2</sup> TOTALS:  TOTAL COVERED LIVES BY COUNTY BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC.	14,541 0 1,239 1,456 5 24,914 Barnstable Covered Lives	880 93 5,168 2 1,896 0 14,746 Berkshire Covered Lives	8,025 0 2,456 6,876 645 34,700 Bristol Covered Lives	0 533 3 0 3,780 Dukes	15,938 0 8,800 11,485 0 <b>72,617</b> Essex	713 92 1,907 2 728 0 6,295 Franklin Covered Lives	5,463 116 11,115 413 2,017 0 34,035 Hampden Covered Lives End of Year	2,603 224 4,409 20 1,189 0 13,799  Hampshire Covered Lives End of Year	0 8,128 57,439 0 10,744 32,509 2 198,038 Middlesex Covered Lives	0 434 6 0 3,075 Nantucket	1 1,569 20,074 0 4,667 13,765 8 77,503 Norfolk Covered Lives	11,658 0 2,294 9,406 43 42,481 Plymouth Covered Lives	0 277 23,379 0 4,403 12,374 0 79,560 Suffolk Covered Lives End of Year	13,423 135 2,711 9,188 11 68,886 Worcester Covered Lives	3,511 42,639 167,585 22,734 38,718 102,898 714 674,429  TOTAL Covered Lives
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<sup>&</sup>lt;sup>1</sup> Based on the 2011 Small Group/Individual Annual Reports currently on file with the Division.

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<sup>&</sup>lt;sup>2</sup> The carrier's small group/individual plan(s) are closed to new members.