## 2010 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MERGED MARKET MEMBERSHIP REPORT <sup>1</sup> COVERED LIVES IN INDIVIDUAL COVERAGE BY COUNTY (211 CMR 66.13(2)(f))

|     | TOTAL COVERED LIVES IN INDIVIDUAL COVERAGE BY COUNTY    | Barnstable    | Berkshire     | Bristol       | Dukes         | Essex         | Franklin      | Hampden       | Hampshire     | Middlesex     | Nantucket     | Norfolk       | Plymouth      | Suffolk       | Worcester     | TOTAL         |
|-----|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|     | COMMERCIAL INSURANCE CARRIERS                           | Covered Lives |
|     | (WITH 2010 MEMBERSHIP ACCORDING TO 2010 ANNUAL REPORTS) | End of Year   |
| 1   | Aetna Life Insurance Company                            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| 2   | Chesapeake Life Insurance Company                       | 0             | 0             | 0             | 0             | 1             | 7             | 1             | 0             | 16            | 0             | 1             | 0             | 1             | 0             | 27            |
| - 3 | Gonseco Life Insurance Company                          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| 4   | Fallon Health & Life Assurance Company                  | 0             | 1             | 4             | 0             | 7             | 11            | 2             | 4             | 17            | 0             | 3             | 9             | 5             | 9             | 72            |
|     | First Health Life and Health Insurance Company          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| •   | (The) Guardian Life Insurance Company of America        | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| 7   | 7 HPHC Insurance Company, Inc                           | 131           | 8             | 83            | 21            | 135           | 1             | 7             | 10            | 561           | 6             | 220           | 155           | 136           | 111           | 1,585         |
| 8   | B John Alden Life Insurance Company                     | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|     | (The) MEGA Life and Health Insurance Company            | 16            | 3             | 26            | 1             | 37            | 3             | 23            | 3             | 60            | 4             | 18            | 24            | 17            | 32            |               |
| 10  | Mid-West National Life Insurance Company of Tennessee   | 59            | 4             | 118           | 6             | 143           | 7             | 43            | 11            | 245           | 6             | 96            | 85            | 84            | 120           | 1,027         |
| 11  | National Health Insurance Company                       | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|     | 2 Tufts Insurance Company                               | 5             | 3             | 9             | 0             | 9             | 2             | 3             | 1             | 70            | 0             | 22            | 7             | 9             | 8             | 148           |
| 13  | Union Security Insurance Company                        | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| 14  | UnitedHealthcare Insurance Company                      | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|     |   |               |               |               |               |               |               |               |               |               |               |               |               |               |               |               |
|     | TOTALS:   | 211           | 19            | 240           | 28            | 332           | 31            | 79            | 29            | 969           | 16            | 360           | 280           | 252           | 280           | 3,126         |

|     | TOTAL COVERED LIVES IN INDIVIDUAL COVERAGE BY COUNTY         | Barnstable    | Berkshire     | Bristol       | Dukes         | Essex         | Franklin      | Hampden       | Hampshire     | Middlesex     | Nantucket     | Norfolk       | Plymouth      | Suffolk       | Worcester     | TOTAL         |
|-----|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|     | HEALTH MAINTENANCE ORGANIZATIONS                             | Covered Lives |
|     | (WITH 2010 MEMBERSHIP ACCORDING TO 2010 ANNUAL REPORTS)      | End of Year   |
|     | 1 Aetna Health Inc.  | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|     | 2 Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. | 2,162         | 773           | 2,175         | 336           | 4,645         | 387           | 1,180         | 917           | 12,107        | 427           | 5,357         | 3,239         | 3,257         | 3,193         | 40,155        |
|     | CeltiCare Health Plan of Massachusetts, Inc.                 | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 63            | 0             | 21            | 0             | 112           | 0             | 196           |
|     | 4 ConnectiCare of Massachusetts, Inc.                        | 0             | 0             | 0             | 0             | 0             | 0             | 5             | 5             | 0             | 0             | 0             | 0             | 0             | 0             | 10            |
|     | 5 Fallon Community Health Plan, Inc.                         | 7             | 114           | 323           | 0             | 944           | 172           | 498           | 402           | 2,071         | 0             | 529           | 492           | 166           | 2,919         |               |
| -   | 6 Harvard Pilgrim Health Care, Inc.                          | 1,486         | 33            | 883           | 224           | 1,460         | 38            | 43            | 41            | 5,064         | 105           | 2,321         | 1,355         | 1,225         | 1,257         | 15,535        |
| •   | 7 Health New England, Inc.                                   | 0             | 235           | 0             | 0             | 0             | 149           | 626           | 275           | 0             | 0             | 0             | 0             | 0             | 22            | 1,307         |
| - 1 | 8 Neighborhood Health Plan, Inc.                             | 400           | 1             | 874           | 156           | 2,629         | 1             | 311           | 3             | 4,161         | 147           | 1,503         | 623           | 1,558         | 1,114         | - , -         |
|     | 9 Tufts Associated Health Maintenance Organization, Inc.     | 233           | 34            | 426           | 0             | 603           | 22            | 39            | 25            | 2,305         | 1             | 862           | 602           | 499           | 691           | 6,342         |
| 1   | UnitedHealthcare of New England, Inc.                        | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|     | TOTALS:  | 4,288         | 1,190         | 4,681         | 716           | 10,281        | 769           | 2,702         | 1,668         | 25,771        | 680           | 10,593        | 6,311         | 6,817         | 9,196         | 85,663        |

| TOTAL COVERED LIVES IN INDIVIDUAL COVERAGE BY COUNTY B  | Barnstable   | Berkshire     | Bristol       | Dukes         | Essex         | Franklin      | Hampden       | Hampshire     | Middlesex     | Nantucket     | Norfolk       | Plymouth      | Suffolk       | Worcester     | TOTAL         |
|---|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC.       | overed Lives | Covered Lives |
| (WITH 2010 MEMBERSHIP ACCORDING TO 2010 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 Blue Cross and Blue Shield of Massachusetts, Inc.     | 86           | 43            | 66            | 30            | 162           | 24            | 19            | 26            | 592           | 17            | 233           | 73            | 167           | 73            | 1,611         |
|   |              |               |               |               |               |               |               |               |               |               |               |               |               |               |               |
| TOTALS:   | 86           | 43            | 66            | 30            | 162           | 24            | 19            | 26            | 592           | 17            | 233           | 73            | 167           | 73            | 1,611         |

<sup>&</sup>lt;sup>1</sup> Based on the 2010 Small Group/Individual Annual Reports currently on file with the Division.

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