

2011 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MERGED MARKET MEMBERSHIP REPORT ¹
SMALL EMPLOYERS, EMPLOYEES AND THEIR DEPENDENTS SUMMARY
(211 CMR 66.13(2)(g))

MASSACHUSETTS SUMMARY OF SMALL EMPLOYERS (WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	ANNUAL 2010 SMALL EMPLOYERS	ANNUAL 2011 SMALL EMPLOYERS	DIFF 2010 -2011	2010 MARKET SHARE	2011 MARKET SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	1,552	1,078	(474)	1.7%	1.3%
Commercial Carriers	9,521	7,028	(2,493)	10.2%	8.2%
Health Maintenance Organizations	81,954	77,931	(4,023)	88.1%	90.6%
TOTALS:	93,027	86,037	(6,990)	100.0%	100.0%

MASSACHUSETTS SUMMARY OF COVERED EMPLOYEES OF SMALL EMPLOYERS (WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	ANNUAL 2010 EMPLOYEES	ANNUAL 2011 EMPLOYEES	DIFF 2010 -2011	2010 MARKET SHARE	2011 MARKET SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	5,615	4,147	(1,468)	1.8%	1.4%
Commercial Carriers	16,915	14,841	(2,074)	5.3%	4.9%
Health Maintenance Organizations	294,678	281,969	(12,709)	92.9%	93.7%
TOTALS:	317,208	300,957	(16,251)	100.0%	100.0%

MASSACHUSETTS SUMMARY OF COVERED DEPENDENTS OF SMALL EMPLOYERS (WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	ANNUAL 2010 DEPENDENTS	ANNUAL 2011 DEPENDENTS	DIFF 2010 -2011	2010 MARKET SHARE	2011 MARKET SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	7,378	5,517	(1,861)	2.1%	1.7%
Commercial Carriers	17,666	16,541	(1,125)	5.1%	5.0%
Health Maintenance Organizations	320,917	311,070	(9,847)	92.8%	93.4%
TOTALS:	345,961	333,128	(12,833)	100.0%	100.0%

MASSACHUSETTS SUMMARY OF SMALL EMPLOYER COVERED LIVES (WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS)	ANNUAL 2010 COVERED LIVES	ANNUAL 2011 COVERED LIVES	DIFF 2010 -2011	2010 MARKET SHARE	2011 MARKET SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	12,993	9,664	(3,329)	2.0%	1.5%
Commercial Carriers	34,588	31,382	(3,206)	5.2%	4.9%
Health Maintenance Organizations	615,595	593,039	(22,556)	92.8%	93.5%
TOTALS:	663,176	634,085	(29,091)	100.0%	100.0%

¹ Based on the 2011 Small Group/Individual Annual Reports currently on file with the Division.