

2014 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MEMBERSHIP REPORT ¹
CHANGE IN MARKET SHARE BY CARRIER

	COVERED LIVES COMMERCIAL INSURANCE CARRIERS (WITH 2014 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2013	2014	2013	2014	2013	2014	2013 - 2014	2013	2014
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
	1 Conseco Senior Health Insurance Company	0	0	2	2	2	2	0	0.00%	0.00%
	2 Fallon Health & Life Assurance Company	3,912	2,859	39	24	3,951	2,883	(1,068)	0.61%	0.47%
	3 HPHC Insurance Company, Inc	12,159	13,620	2,285	1,624	14,444	15,244	800	2.48%	2.48%
	4 Tufts Insurance Company	2,525	2,257	239	288	2,764	2,545	(219)	0.41%	0.41%
	5 UnitedHealthcare Insurance Company	2,991	3,233	0	24	2,991	3,257	266	0.53%	0.53%
	TOTALS:	21,587	21,969	2,565	1,962	24,152	23,931	(221)	4.03%	3.89%

	COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS (WITH 2014 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2013	2014	2013	2014	2013	2014	2013 - 2014	2013	2014
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
	1 Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	223,421	230,117	27,690	25,937	251,111	256,054	4,943	38.48%	41.61%
	2 Boston Medical Center Health Plan, Inc.	82	82	362	2,153	444	2,235	1,791	0.07%	0.36%
	3 CeltiCare Health Plan of Massachusetts, Inc.	21	1	336	109	357	110	(247)	0.05%	0.02%
	4 ConnectiCare of Massachusetts, Inc.	2,972	1,834	10	20	2,982	1,854	(1,128)	0.46%	0.30%
	5 Fallon Community Health Plan, Inc.	42,549	35,034	9,664	7,099	52,213	42,133	(10,080)	8.00%	6.85%
	6 Harvard Pilgrim Health Care, Inc.	134,415	112,854	12,838	9,489	147,253	122,343	(24,910)	22.57%	19.88%
	7 Health New England, Inc.	22,731	22,525	2,817	2,049	25,548	24,574	(974)	3.92%	3.99%
	8 Minuteman Health, Inc.	0	335	0	1,320	0	1,655	1,655	0.00%	0.27%
	9 Neighborhood Health Plan, Inc.	36,291	51,242	17,305	13,190	53,596	64,432	10,836	8.21%	10.47%
	10 Tufts Health Public Plans, Inc.	70	904	361	2,061	431	2,965	2,534	0.07%	0.48%
	11 Tufts Associated Health Maintenance Organization, Inc.	81,388	62,053	7,751	8,000	89,139	70,053	(19,086)	13.66%	11.39%
	TOTALS:	543,940	516,981	79,134	71,427	623,074	588,408	(34,666)	95.49%	95.63%

	COVERED LIVES BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC. (WITH 2014 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2013	2014	2013	2014	2013	2014	2013 - 2014	2013	2014
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
	1 Blue Cross and Blue Shield of Massachusetts, Inc.	4,585	2,810	713	150	5,298	2,960	(2,338)	0.81%	0.48%
	TOTALS:	4,585	2,810	713	150	5,298	2,960	(2,338)	0.81%	0.48%

	TOTAL COVERED LIVES ALL CARRIERS (WITH 2014 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2013	2014	2013	2014	2013	2014	2013 - 2014	2013	2014
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
	TOTALS:	570,112	541,760	82,412	73,539	652,524	615,299	(37,225)	100.00%	100.00%

¹ Based on the 2014 Small Group/Individual Annual Reports currently on file with the Division.