

Massachusetts Members in Medicare Supplement Plans by County as of December 31, 2013 ¹

| 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. | 14,010 | 5,578 | 17,563 | 1,030 | 21,575 | 1,339 | 8,152 | 3,306 | 34,502 | 529 | 19,494 | 15,585 | 8,193 | 10,712 | 161,568 |
| United HealthCare Insurance Company ² | 3,626 | 2,374 | 2,765 | 303 | 4,059 | 512 | 2,318 | 931 | 5,374 | 160 | 2,835 | 2,704 | 1,372 | 2,599 | 31,932 |
| HPHC Insurance Company, Inc. ³ | 1,277 | 505 | 914 | 75 | 2,320 | 62 | 274 | 136 | 4,354 | 26 | 2,086 | 1,273 | 1,190 | 845 | 15,337 |
| Tufts Insurance Company | 837 | 215 | 742 | 26 | 1,628 | 56 | 316 | 125 | 3,156 | 7 | 1,803 | 1,129 | 990 | 1,038 | 12,068 |
| Humana Insurance Company | 422 | 176 | 815 | 15 | 306 | 37 | 318 | 100 | 392 | 1 | 296 | 548 | 103 | 366 | 3,895 |
| Bankers Life and Casualty Company | 455 | 125 | 351 | 21 | 275 | 17 | 274 | 99 | 525 | 27 | 350 | 297 | 81 | 217 | 3,114 |
| WellPoint Health Networks, Inc. ⁴ | 112 | 25 | 30 | 14 | 164 | 11 | 63 | 18 | 240 | 3 | 81 | 77 | 48 | 77 | 963 |
| Fallon Health and Life Assurance Company | 25 | 40 | 49 | 0 | 48 | 6 | 182 | 47 | 74 | 0 | 24 | 40 | 7 | 183 | 725 |
| American Republic Insurance Company ⁵ | 52 | 37 | 11 | 4 | 14 | 2 | 44 | 26 | 46 | 1 | 18 | 2 | 8 | 4 | 269 |
| Monumental Life Insurance Company ⁶ | 32 | 16 | 13 | 5 | 43 | 4 | 15 | 11 | 44 | 0 | 40 | 8 | 7 | 10 | 248 |
| Mutual of Omaha Insurance Company | 43 | 25 | 10 | 2 | 18 | 3 | 24 | 9 | 40 | 0 | 12 | 13 | 7 | 17 | 223 |
| Oxford Life Insurance Company | 7 | 3 | 67 | 2 | 16 | 2 | 15 | 6 | 41 | 1 | 16 | 24 | 8 | 9 | 217 |
| Hartford Life Insurance Company | 55 | 17 | 16 | 7 | 6 | 3 | 43 | 6 | 4 | 5 | 6 | 9 | 4 | 6 | 187 |
| United American Insurance Company | 17 | 7 | 8 | 2 | 19 | 2 | 7 | 2 | 36 | 0 | 18 | 23 | 11 | 6 | 158 |
| Mutual of Omaha Move-in Persons ⁷ | 24 | 7 | 6 | 3 | 11 | 2 | 11 | 3 | 30 | 1 | 6 | 15 | 1 | 20 | 140 |
| Transamerica Life Insurance Company ⁸ | 7 | 8 | 3 | 2 | 5 | 1 | 6 | 1 | 28 | 2 | 8 | 13 | 4 | 8 | 96 |
| HNE Insurance Company | 0 | 13 | 1 | 0 | 0 | 9 | 24 | 12 | 1 | 0 | 0 | 0 | 0 | 0 | 60 |
| Principal Life Insurance Company | 10 | 0 | 4 | 0 | 5 | 0 | 2 | 3 | 9 | 0 | 7 | 4 | 1 | 8 | 53 |
| Union Labor Life Insurance Company | 1 | 0 | 2 | 0 | 5 | 0 | 6 | 0 | 10 | 0 | 10 | 4 | 1 | 4 | 43 |
| Washington National Insurance Company ⁹ | 4 | 0 | 3 | 0 | 4 | 0 | 4 | 1 | 7 | 0 | 6 | 2 | 3 | 4 | 38 |
| Combined Insurance Company of America | 1 | 3 | 3 | 0 | 3 | 1 | 3 | 1 | 8 | 0 | 1 | 4 | 0 | 7 | 35 |
| Transamerica Financial Life Insurance Company | 2 | 5 | 0 | 1 | 1 | 0 | 0 | 1 | 6 | 0 | 3 | 0 | 1 | 3 | 23 |
| American Progressive Life & Health Ins. Co. of NY | 3 | 1 | 0 | 1 | 3 | 1 | 2 | 0 | 7 | 0 | 3 | 0 | 0 | 2 | 23 |
| CareFirst BlueCross BlueShield ¹⁰ | 1 | 2 | 2 | 1 | 2 | 0 | 1 | 1 | 8 | 0 | 4 | 0 | 0 | 1 | 23 |
| Physicians Mutual Insurance Company | 1 | 2 | 1 | 1 | 3 | 0 | 1 | 2 | 5 | 0 | 3 | 0 | 0 | 3 | 22 |
| Standard Life and Accident Insurance Company | 1 | 1 | 1 | 0 | 3 | 0 | 1 | 0 | 7 | 0 | 0 | 2 | 2 | 2 | 20 |
| Order of United Commercial Travelers of America | 1 | 0 | 1 | 0 | 1 | 1 | 2 | 0 | 3 | 3 | 3 | 1 | 0 | 2 | 18 |
| New York Life Insurance Company | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 3 | 11 |
| Constitution Life Insurance Company | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 5 | 0 | 1 | 0 | 0 | 1 | 11 |
| Aetna Life Insurance Company ¹¹ | 2 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 2 | 1 | 1 | 11 |
| Pyramid Life Insurance Company | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 1 | 0 | 1 | 0 | 7 |
| Sterling Life Insurance Company | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 2 | 0 | 0 | 1 | 7 |
| Physicians Life Insurance Company | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 1 | 0 | 6 |
| Unicare Life and Health Insurance Company | 0 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 6 |
| Golden Rule Insurance Company | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 1 | 0 | 0 | 0 | 5 |
| Unified Life Insurance Company ¹² | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 2 |
| Kanawha Insurance Company | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| 21st Century Premier Insurance Company ¹³ | 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 |
| Everence Association, Inc. ¹⁴ | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Globe Life and Accident Insurance Company | 1 | 1 | 0 | 0 | 0 | 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 |
| State Farm Mutual Automobile Insurance Company | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| BCS Life Insurance Company | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| National Benefit Life Insurance Company | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Total Medicare Supplement Policyholders | 21,035 | 9,191 | 23,388 | 1,516 | 30,542 | 2,072 | 12,110 | 4,851 | 48,975 | 768 | 27,144 | 21,781 | 12,047 | 16,159 | 231,579 |
| Number of Medicare Eligibles ¹⁵ | 67,012 | 31,042 | 107,179 | 3,846 | 137,230 | 15,193 | 91,006 | 27,724 | 241,609 | 1,615 | 117,092 | 93,088 | 97,764 | 135,695 | 1,167,095 |
| % of Medicare Eligibles | 31% | 30% | 22% | 39% | 22% | 14% | 13% | 17% | 20% | 48% | 23% | 23% | 12% | 12% | 20% |

¹ 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.

² 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.

³ 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.

⁴ Persons in companies newly reported in 2013 as move-ins from other 14 states from the following Wellpoint companies: Anthem Health Plans of New Hampshire, Inc., Anthem Insurance Companies, Inc. (CT), Anthem Health Plans of Maine, Inc., Empire Healthchoice HMO, Inc; Empire Healthchoice Assurance, Inc., Anthem Health Plans of Virginia, Inc., Blue Cross of California, Blue Cross Blue Shield Healthcare Plan of Georgia; Blue Cross Blue Shield of Georgia, HMO Missouri, Inc., Community Insurance Company, Anthem Health Plans of Kentucky, Inc., Anthem Insurance Companies, Inc.(CO), Anthem Insurance Companies, Inc.(IN) Anthem Insurance Companies, Inc.(NV), Compare Health Services insurance Corporation.

⁵ Formerly known as Bankers Multiple Line Insurance Company.

⁶ Monumental Life Insurance Company ("Monumental") notified the Division that in calendar year 2007, Monumental assumed Peoples Benefit Life Insurance Company's block of business.

⁷ Persons in companies newly reported in 2013 as move-ins from other states from the following Mutued of Omaha companies: United of Omaha Life Insurance Company, United World Life Insurance Company, Woodmen of the World Life Insurance Company, Government Personnel Mutual Life Insurance Company, and Gerber Life Insurance Company.

⁸ Life Investors Insurance Company of America merged with Transamerica Life Insurance Company in 2008.

⁹ Formerly known as Pioneer Life Insurance Company.

¹⁰ Formerly known as CareFirst of Maryland; includes membership from Blue Cross Blue Shield of DC and MD.

¹¹ Aetna Life Insurance Company acquired this block of business from Genworth Financial, Inc. in October of 2011.

¹² 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.

¹³ Effective April 1, 2010, AIG Premier Insurance Company's name changed to 21st Century Premier Insurance Company.

¹⁴ Formerly known as Mennonite Mutual Aid Association.

¹⁵ Source: Centers for Medicare and Medicaid Services as of December 2013.