

Massachusetts Division of Insurance Annual Report
 Membership in DENTAL Insured Preferred Provider Plans by County
 as of December 31, 2016

	DENTAL Insured Preferred Provider Plan Members ¹ By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA
		Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016	Members at End of 2016
1	Aetna Life Insurance Company	210	2	276	5	499	298	119	18	2,102	0	640	426	610	395	5,600
2	Altus Dental Insurance Company, Inc.	3,094	1,998	23,043	111	14,418	1,526	8,839	3,953	15,067	146	9,947	10,127	3,347	27,626	123,242
3	American General Life Insurance Company ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4	Ameritas Life Insurance Corporation	135	138	720	106	632	55	283	180	1,578	15	698	855	598	1,530	7,523
5	Blue Cross and Blue Shield of Massachusetts, Inc.	749	262	3,480	10	4,041	140	731	146	8,432	2	3,518	3,233	3,127	5,531	33,402
6	Cigna Health and Life Insurance Company ³	386	432	778	7	2,948	225	15,099	1,657	6,887	10	2,014	1,198	1,356	8,169	41,166
7	Dearborn National Life Insurance Company ⁴	0	0	0	0	1	0	0	0	62	0	3	0	0	17	83
8	Dental Service of Massachusetts, Inc. ⁵	8,098	2,362	17,138	519	37,318	2,573	8,358	3,945	99,640	439	45,935	30,618	29,564	33,089	319,596
9	Dentegra Insurance Company	0	0	0	0	0	0	0	0	0	0	2	0	2	0	4
10	Dentegra Insurance Company of NE	221	58	180	17	361	42	127	60	757	4	359	231	252	261	2,930
11	DSM Massachusetts Insurance Company, Inc.	2,176	572	3,156	232	5,220	393	1,702	784	9,953	137	4,358	3,029	3,580	4,290	39,582
12	First Health Life & Health Insurance Company	28	0	48	3	54	4	83	22	115	0	50	32	57	25	521
13	Humana Insurance Company	451	92	499	18	649	270	522	127	1,321	601	601	499	548	721	6,919
14	Metropolitan Life Insurance Company	2,646	1,591	9,360	204	14,093	3,512	9,351	11,396	33,892	61	15,312	9,827	10,355	20,716	142,316
15	Principal Life Insurance Company	503	316	417	0	3,507	155	2,213	105	5,834	16	1,002	1,166	3,817	2,104	21,155
16	Reliance Standard Life Insurance Company	83	20	380	3	158	28	13	20	253	0	68	130	68	73	1,297
17	Renaissance Life and Health Ins. Co. of America	200	81	113	8	222	10	59	24	442	5	161	139	93	190	1,747
18	Security Life Insurance Company of America	5	2	2	0	5	1	6	2	11	0	11	1	6	5	57
19	Standard Insurance Company	8	0	48	0	355	0	5	8	418	0	95	53	103	165	1,258
20	Sun Life Assurance Company of Canada	78	10	331	1	215	11	425	130	628	0	1,592	1,073	194	173	4,861
21	The Chesapeake Life Insurance Company	17	28	250	1	325	0	98	33	591	0	315	188	151	393	2,390
22	(The) Guardian Life Insurance Company of America	1,055	3,941	4,862	289	6,112	739	2,822	4,144	22,029	80	9,534	2,128	9,052	6,278	73,065
23	The Lincoln National Life Insurance Company	61	197	187	0	761	289	1,066	331	1,328	3	439	455	359	631	6,107
24	UniCare Life and Health Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
25	Union Security Insurance Company	59	205	671	0	1,317	0	466	44	1,397	0	813	359	486	452	6,268
26	United Concordia Insurance Company	18	7	107	0	116	39	381	118	340	13	149	124	152	186	1,750
27	United of Omaha Life Insurance Company	0	0	0	0	265	0	0	0	2	0	0	0	0	2	269
28	UnitedHealthcare Insurance Company	103	38	1,081	0	381	27	37	36	1,054	5	584	424	268	340	4,378
	Total Members	20,384	12,352	67,127	1,534	93,973	10,337	52,805	27,283	214,133	1,537	98,200	66,315	68,145	113,362	847,486
	2016 Massachusetts Population⁶	214,276	126,903	558,324	17,246	779,018	70,382	468,467	161,816	1,589,774	11,008	697,181	513,565	784,230	819,589	6,811,779
	2016 Market Penetration Rate⁷	9.5%	9.7%	12.0%	8.9%	12.1%	14.7%	11.3%	16.9%	13.5%	14.0%	14.1%	12.9%	8.7%	13.8%	12.4%

¹ Information reported by carriers offering a DENTAL insured preferred provider plan, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.2,"

which instructs carriers to exclude members for whom the carrier did not bear any financial risk.

² As of December 31, 2016, American General Life Insurance Company has left the Massachusetts market for its dental business.

³ Connecticut General Life Insurance Company began transferring membership of some of its products to CIGNA Health and Life Insurance Company in 2013.

⁴ Dearborn National Life Insurance Company stopped marketing its dental PPO product in 2012.

⁵ Doing business as Delta Dental Plan of Massachusetts.

⁶ 2016 Population Source: U.S. Census Bureau; Vintage 2016 Population Estimates: Population Estimates

⁷ Total DENTAL insured preferred provider plan members in each county divided by the 2016 population in each county.