

**2014 Vermont  
Annual Statement Supplement  
Market Share Reports**

Presented by



## 2014 Vermont Annual Statement Supplement Market Share Reports

This report is a compilation of information reported by commercial insurers that sold Vermont residents health, accident, or medical insurance during 2014. Two types of adjustments were made on pages 6-8 to correct the reported information.

First, the number of covered lives were adjusted to avoid counting lives twice. Second, some TPA/ASO insurers did not correctly include the full premium amount so we completed the report to align with other reported insurer information.

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Types of Insurance	Definition
<b>Accident Only or AD&amp;D</b>	Policies that provide coverage, for accidental death, dismemberment, disability, or hospital and medical care caused by or necessitated as a result of accident or specified kinds of accidents. Types of coverage include student accident, sports accident, travel accident, blanket accident, specific accident or accidental death and dismemberment (AD&D).
<b>Catamount Health Insurance</b>	An individual health insurance product for uninsured Vermonters who do not have access to employer (group) insurance and do not qualify for other state subsidized health programs.
<b>Comprehensive Major Medical</b>	These policies include, but are not limited to, policies that provide indemnity, HMO, PPO, POS or expense based coverage for hospital, medical and surgical expenses. This category excludes limited benefit plans such as short term medical insurance, hospital only, medical only, hospital confinement indemnity, surgical, outpatient indemnity, specified disease, intensive care, and organ and tissue transplant coverage as well as coverage described in the other categories of this exhibit <b>Note: Non-HDHP plans should be reported independently of HDHP plans.</b>
<b>Dental</b>	Policies providing only dental treatment benefits such as routine dental examinations, preventative dental work, and dental procedures needed to treat tooth decay and diseases of the teeth and jaw. If dental benefits are part of a comprehensive medical plan, this data should be included under comprehensive/major medical category.
<b>Disability - Long Term</b>	Policies that provide a weekly or monthly income benefit for more than five years for individual coverage and more than one year for group coverage for full or partial disability arising from accident and/or sickness. Include policies that provide overhead expense benefits. This does not include credit disability.
<b>Disability - Short Term</b>	Policies that provide a weekly or monthly income benefit for up to five years for individual coverage and up to one year for group coverage for full or partial disability arising from accident and/or sickness. Include policies that provide Overhead Expense Benefits. This does not include credit disability.
<b>Discretionary Groups</b>	This line pertains to groups that do not meet the statutory requirements of employer groups, associations or trusts, and have received discretionary approval by the Department of Financial Regulation. Column totals should be calculated so as to include the total number covered lives in each discretionary group.
<b>High Deductible Health Plan (HDHP)</b>	As defined in the Medicare Modernization and Prescription Drug Act of 2003.
<b>Non-Exempt Associations</b>	Business subject to the statewide community rate. Column totals should be calculated in a such a manner so as to include the number of covered lives in each association.
<b>Exempt Associations</b>	Applied and received exemption from the Vermont Department of Financial Regulation. Exempt associations are community rated within the association. Column totals should be calculated so as to include the number of lives covered in each association.
<b>Federal Employees</b>	Coverage administered by the Office of Personnel Management under the FEHBP (Federal Employees Health Benefit Program) for federal employees, retirees and their survivors.
<b>Limited Benefit</b>	Policies that provide coverage that is designed to provide specified health benefits in certain limited and clearly specified circumstances. Only include policies that are not requested elsewhere in the submission. For example include hospital confinement only, vision care only and short term major medical, but not dental only, specified disease and accident only & accidental death and dismemberment.
<b>Long Term Care - Tax Qualified</b>	Policies that provide coverage for not less than one year for diagnostic, preventive, therapeutic, rehabilitative, maintenance, or personal care services provided in a setting other than an acute care unit of a hospital including policies that provide benefits for cognitive impairment, or loss of functional capacity. This includes policies providing nursing home care plus home health care and/or community based care. This coverage meets the federal IRS requirements to qualify for a tax deduction.

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Types of Insurance	Definition
<b>Long Term Care - Non-Tax Qualified</b>	Policies that provide coverage for not less than one year for diagnostic, preventive, therapeutic, rehabilitative, maintenance, or personal care services provided in a setting other than an acute care unit of a hospital including policies that provide benefits for cognitive impairment, or loss of functional capacity. This includes policies providing nursing home care plus home health care and/or community based care. This coverage does NOT meet the federal IRS requirements to qualify for a tax deduction.
<b>Medicare Part C</b>	Refers to private managed care plans that offer Parts A and B services together. Also known as Medicare Advantage program, which offers the option of enrolling in a managed care plan to receive Medicare benefits (both medical and drug coverage). Types of plans authorized under The Federal Balanced Budget Act of 1997 include preferred provider organizations (PPOs), provider-sponsored organizations (PSOs), private fee-for-service (PFFS) plans and high deductible plans linked to Medical Savings Accounts (MSAs), and as of 2003, Special Needs Plans (SNPs) for dual eligibles and other vulnerable populations.
<b>Medicare Part D</b>	Created under the Medicare Modernization Act of 2003 (MMA), it is a voluntary outpatient prescription drug benefit for Medicare beneficiaries that began in 2006. Medicare Part D does not need to be licensed by the state of Vermont as it is licensed by Centers for Medicare and Medicaid Services (CMS).
<b>Medicare Supplement (MEDIGAP) Standardized Plans</b>	Standardized Plans are policies sold by insurance companies to fill "gaps" in a policyholder's Medicare coverage. These policies were issued after July 1, 1992.
<b>Medicare Supplement (MEDIGAP) Pre-Standardized Plans</b>	Policies sold by insurance companies to fill "gaps" in a policyholder's Medicare coverage. These policies were issued before July 1, 1992.
<b>Other</b>	Plans that do not fit into the categories listed in this document and must be identified.
<b>Other Medical (Non-Comprehensive)</b>	This includes policies such as hospital only, hospital confinement, surgical, outpatient indemnity, intensive care, mental health/substance abuse, and organ and tissue transplant (including scheduled type policies). Expense reimbursement and indemnity plans should be included. This category does not include TRICARE/CHAMPUS supplement, Medicare supplement, or Federal Employee Health Benefit Program coverage, comprehensive major medical or limited benefit coverage.
<b>Specified or Named Disease</b>	This includes policies that provide benefits only for the diagnosis and/or treatment of a specifically named disease or diseases. Benefits can be paid as expense incurred, per diem, or as a principle sum.
<b>Stop Loss / Excess Loss</b>	This insurance or other risk-transfer arrangement that is purchased by a group health plan or by the sponsor or trustee of such plan to limit the exposure of such person against losses sustained by such plan.
<b>Student Policies</b>	This includes policies that cover students for both accident and health benefits while they are enrolled and attending school or college. These can be either individual policies or group policies sponsored by the school or college.
<b>Third Party Administrator (TPA) and Administrative Services Only (ASO)</b>	An entity or person contracting to provide any combination of services in administering health benefits for a health insurer or other entity such as self-insured employer plans, to include claims processing, underwriting, premium collection, case management, authorizations and customer service. <b>Note: Please estimate your comprehensive major medical business separately.</b>
<b>Trusts</b>	The total number of policies issued to a trust, or to one or more trustees of a fund established or adopted by two or more employers or one or more labor unions or similar employee organizations. The total number of policies includes the number of trusts not the number of groups within the trust. The total number of lives includes all the members/employees and all dependents of all the groups that belong to every trust.

## 2014 Vermont Annual Statement Supplement Market Share Reports

### Summary of Insurer Reported Data

	2013			2014		
	Vermont Lives	Earned Premium Total	% of Total	Vermont Lives	Earned Premium Total	% of Total
TPA - ASO (Self-Insured) as Reported	248,216	\$392,497,648	23.6%	266,727	\$479,589,893	27.8%
Stoploss	78,888	\$34,608,883	2.1%	77,675	\$50,631,687	2.9%
Large Employer-Major Medical	52,397	\$262,978,774	15.8%	47,400	\$227,321,739	13.2%
Small Employer-Major Medical	31,122	\$152,695,817	9.2%	37,231	\$175,703,274	10.2%
Non-Group-Major Medical	4,386	\$15,425,243	0.9%	32,038	\$134,414,445	7.8%
Medicare Supplement	40,336	\$75,858,585	4.6%	41,277	\$77,548,177	4.5%
Federal	14,514	\$67,866,462	4.1%	14,535	\$75,471,233	4.4%
Accident, Short & Long-Term Disability, and Other	677,434	\$60,404,562	3.6%	659,361	\$61,672,319	3.6%
Medicare Part D	54,235	\$49,028,589	2.9%	68,934	\$56,940,595	3.3%
Dental	84,416	\$37,279,235	2.2%	85,631	\$39,890,811	2.3%
Medicare Part C	6,566	\$46,299,129	2.8%	4,050	\$31,839,425	1.8%
Long Term Care (Tax and Non-Tax Qualified)	16,201	\$26,773,467	1.6%	15,283	\$24,974,845	1.4%
Limited Benefit, Special Diseases, Student, and Other Health	131,438	\$18,932,152	1.1%	138,023	\$19,804,592	1.1%
Catamount-Major Medical	17,026	\$83,840,989	5.0%	0	\$13,133,107	0.8%
Associations-Major Medical	63,262	\$335,058,448	20.1%	39,758	\$259,033,158	15.0%
Other Major Medical (Discretionary, Trusts)	591	\$4,347,894	0.3%	2	\$2,528	0.0%
<b>Grand Total</b>	<b>1,521,028</b>	<b>\$1,663,895,877</b>		<b>1,527,925</b>	<b>\$1,727,971,828</b>	

**2014 Vermont Annual Statement Supplement Market Share Reports  
Summary of Insurer Reported Data**

Line of Business	Type of Insurance	2014 As Reported		Adjustments		2014 Adjusted for Health Only		
		Vermont Lives	Earned PremiumTotal	Vermont Lives	Earned PremiumTotal	Vermont Lives	Earned PremiumTotal	% of Total
Associations-Major Medical	Major Medical	39,758	\$259,033,158	0	\$0	39,758	\$259,033,158	27%
Large Employer-Major Medical	Major Medical	47,400	\$227,321,739	25,143	\$133,886,706	72,543	\$361,208,445	38%
Small Employer-Major Medical	Major Medical	37,231	\$175,703,274	0	\$0	37,231	\$175,703,274	19%
Non-Group-Major Medical	Major Medical	32,038	\$134,414,445	0	\$0	32,038	\$134,414,445	14%
Other Major Medical (Discretionary, Trusts)	Major Medical	2	\$2,528	0	\$1,138	2	\$3,666	0%
Catamount-Major Medical	Major Medical	0	\$13,133,107	0	\$0	0	\$13,133,107	1%
<b>Total Major Medical</b>		<b>156,429</b>	<b>\$809,608,251</b>	<b>25,143</b>	<b>\$133,887,844</b>	<b>181,572</b>	<b>\$943,496,095</b>	<b>100%</b>
Federal	Self Insured	14,535	\$75,471,233	0	\$0	14,535	\$75,471,233	11%
TPA - ASO (Self-Insured) as Reported	Self Insured	266,727	\$479,589,893	-129,400	\$143,003,551	137,327	\$622,593,444	89%
Military - Vt Household Health Insurance Survey	Self Insured			18,578	\$0	18,578	\$0	0%
<b>Total Self Insured</b>		<b>281,262</b>	<b>\$555,061,126</b>	<b>-110,822</b>	<b>\$143,003,551</b>	<b>170,440</b>	<b>\$698,064,677</b>	<b>100%</b>
<b>Vermont Resident Insured Lives</b>		<b>437,691</b>	<b>\$1,364,669,377</b>	<b>-85,679</b>	<b>\$276,891,395</b>	<b>352,012</b>	<b>\$1,641,560,773</b>	
Dental	Other Insurance	85,631	\$39,890,811			85,631	\$39,890,811	
Medicare Supplement	Other Insurance	41,277	\$77,548,177			41,277	\$77,548,177	
Medicare Part D	Other Insurance	68,934	\$56,940,595			68,934	\$56,940,595	
Medicare Part C	Other Insurance	4,050	\$31,839,425			4,050	\$31,839,425	
Long Term Care (Tax and Non-Tax Qualified)	Other Insurance	15,283	\$24,974,845			15,283	\$24,974,845	
Limited Benefit, Special Diseases, Student, and Other Health	Other Insurance	138,023	\$19,804,592			138,023	\$19,804,592	
Stoploss	Other Insurance	77,675	\$50,631,687			77,675	\$50,631,687	
Accident, Short & Long-Term Disability, and Other	Other Insurance	659,361	\$61,672,319			659,361	\$61,672,319	
<b>Total All Other Insurance</b>		<b>1,090,234</b>	<b>\$363,302,450</b>			<b>1,090,234</b>	<b>\$363,302,450</b>	
<b>Grand Total</b>		<b>1,527,925</b>	<b>\$1,727,971,828</b>	<b>-85,679</b>	<b>\$276,891,395</b>	<b>1,442,246</b>	<b>\$2,004,863,223</b>	

Note: Adjustments were made to account for duplicate lives and to adjust premiums to premium equivalents

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**All Major Medical**

Small and Large Employer Group, Non-Group, Associations, Catamount, Discretionary and Trusts

Company Name	Vermont Lives	Earned Premium/Premium Equivalents		
		Total	% of Total	Cumulative %
Blue Cross and Blue Shield of Vermont	124,855	\$639,022,653	68%	68%
The Vermont Health Plan, LLC	9,792	\$61,906,718	7%	74%
MVP Health Insurance Company	8,535	\$51,278,665	5%	80%
MVP Health Plan, INC.	6,365	\$23,705,270	3%	82%
Cigna Health and Life Insurance Company, Inc.	4,023	\$22,808,540	2%	85%
UnitedHealthcare Insurance Company	859	\$4,253,638	0%	85%
Aetna Life Insurance Company	561	\$2,486,360	0%	85%
MVP Health Insurance Company of New Hampshire, INC.	102	\$1,235,577	0%	86%
Connecticut General Life Insurance Company, Inc.	838	\$1,135,437	0%	86%
4 Ever Life Insurance Company	121	\$673,359	0%	86%
QCC Insurance Company	87	\$541,390	0%	86%
State Farm Mutual Automobile Insurance Company	49	\$258,592	0%	86%
MVP Health Services Corp	65	\$172,498	0%	86%
Mid-West National Life Insurance of Tennessee	8	\$29,222	0%	86%
United States Life Insurance Company	91	\$27,904	0%	86%
American Heritage Life Insurance Co.	0	\$19,810	0%	86%
The United States Business of The Great-West Life Assurance Co.	4	\$18,973	0%	86%
AXA Equitable Life Insurance Company	20	\$12,292	0%	86%
Golden Rule Insurance Company	4	\$8,753	0%	86%
American Progressive Life & Health Insurance Company of New York	2	\$3,962	0%	86%
Prudential Insurance Company of America	9	\$3,735	0%	86%
Metropolitan Life Insurance Company	1	\$3,716	0%	86%
Celtic Insurance Company	2	\$3,666	0%	86%
Mutual of Omaha Insurance Company	2	\$222	0%	86%
Centre Life Insurance Company	2	\$0	0%	86%
UniCare Life & Health Insurance Company	29	\$0	0%	86%
John Alden Life Insurance Company	0	-\$194	0%	86%
New York Life Insurance Company	3	-\$2,506	0%	86%
<b>Grand Total as reported</b>	<b>156,429</b>	<b>\$809,608,251</b>		
Large Employer Group Lives from VHCURES	25,143	\$133,886,706	14%	100%
<b>Grand Total</b>	<b>181,572</b>	<b>\$943,494,957</b>		

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<b>TPA - ASO (Self-Insured) as Reported</b>					
Company Name	Vermont Lives	Earned Premium/Premium Equivalents			
		Total	% of Total	Cumulative %	
Cigna Health and Life Insurance Company, Inc.	94,827	\$224,923,837	47%	47%	
Blue Cross and Blue Shield of Vermont	43,598	\$202,199,244	42%	89%	
Delta Dental Plan of Vermont	106,627	\$37,910,168	8%	97%	
Connecticut General Life Insurance Company, Inc.	38	\$9,688,248	2%	99%	
Aetna Life Insurance Company	7,508	\$2,602,456	1%	100%	
MVP Select Care	11,961	\$2,265,940	0%	100%	
QCC Insurance Company	1,068	\$0	0%	100%	
UniCare Life & Health Insurance Company	316	\$0	0%	100%	
United of Omaha Life Insurance Company	784	\$0	0%	100%	
<b>Grand Total as Reported</b>	<b>266,727</b>	<b>\$479,589,893</b>			
<b>Adjustment TPA - ASO (Self-Insured)</b>					
Company Name	Vermont Lives - Adj. for Major Medical	Earned Premium/Premium Equivalents			
		Adjustment for Premium Equivalent			
Cigna Health and Life Insurance Company, Inc.	(33,634)				
Blue Cross and Blue Shield of Vermont					
Delta Dental Plan of Vermont	(106,627)				
Connecticut General Life Insurance Company, Inc.					
Aetna Life Insurance Company		\$33,354,765			
MVP Select Care		\$56,348,004			
QCC Insurance Company		\$3,376,060			
UniCare Life & Health Insurance Company					
United of Omaha Life Insurance Company					
Self Insured Lives from VHCURES	10,861	\$49,924,722			
<b>Total Adjustments</b>	<b>(129,400)</b>	<b>\$143,003,551</b>			
<b>TPA - ASO (Self-Insured) Adjusted</b>					
Company Name	Vermont Lives	Earned Premium/Premium Equivalents			
		Total	% of Total	Cumulative %	
Cigna Health and Life Insurance Company, Inc.	61,193	224,923,837	36%	36%	
Blue Cross and Blue Shield of Vermont	43,598	202,199,244	32%	69%	
Delta Dental Plan of Vermont	-	37,910,168	6%	75%	
Connecticut General Life Insurance Company, Inc.	38	9,688,248	2%	76%	
Aetna Life Insurance Company	7,508	35,957,221	6%	82%	
MVP Select Care	11,961	58,613,944	9%	91%	
QCC Insurance Company	1,068	3,376,060	1%	92%	
UniCare Life & Health Insurance Company	316	0	0%	92%	
United of Omaha Life Insurance Company	784	0	0%	92%	
Self Insured Lives from VHCURES	10,861	49,924,722	8%	100%	
<b>Grand Total</b>	<b>137,327</b>	<b>\$622,593,444</b>			

<b>Federal</b>					
Company Name	Vermont Lives	Earned Premium/Premium Equivalents			
		Total	% of Total	Cumulative %	
Blue Cross and Blue Shield of Vermont	14,420	\$74,982,812	99%	99%	
Aetna Life Insurance Company	109	\$436,029	1%	1%	
MVP Health Plan, INC.	6	\$52,392	0%	1%	
<b>Grand Total</b>	<b>14,535</b>	<b>\$75,471,233</b>			

Military - Vt Household Health Insurance Survey	18,578				
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<b>Total Self Insured</b>	<b>170,440</b>	<b>\$698,064,677</b>			
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2014 Vermont Annual Statement Supplement Market Share Reports

**All Other**

Medicare Supplement, Medicare Part C & D, Dental, Long Term Care, Student, Special Diseases, Other Medical, Limited Benefit, Accident, Short & Long-Term Disability, and Other

	<b>193 Insurers</b>	<b>Vermont Lives</b>	<b>Earned Premium/Premium Equivalents</b>
7 Insurers with More than \$10,000,000 in premiums		261,638	\$194,133,975
45 Insurers with Between \$9,999,999 and \$1,000,000 in premiums		569,084	\$147,950,365
141 Insurers with Less than \$1,000,000 in premiums		259,521	\$21,218,110
<b>Grand Total</b>		<b>1,090,243</b>	<b>\$363,302,450</b>

Note: Grouped for convenience, for detail contact Lori Perry at GMCB

**Source:**

**The Annual Statement Supplement Market Share report is prepared from a compilation of the ASSR.**

**The Annual Statement Supplement Report (ASSR) is in statute 8 V.S.A. § 3561.**

**Commercial insurers are required to report if they have sold active Health or Medical related insurance to Vermont Residents during the calendar year.**

**If you have questions about this report, please contact Lori Perry at the GMCB (802)828-2177.**