

Medicare Advantage, Medicaid Advantage/ MAP/ MLTC Market Penetration -

New York State Outside NYC -- Updated Feb. 2013

COUNTY	# Medicare BENES	# MA Members	% Medicare members in MA plans	PLAN	# Medicare Advantage BENES	% of MA members in various plans	# MEDICAID Advantage	# Medicaid Advantage PLUS	PACE	MLTC (NO Medicare)
ALBANY	52,526	19,993	38.06%	Today's Options (PFFS)	236	1.2%				
				Care Improvement Plus	48	0.2%				
				CDPHP	11,493	57.5%				
				EMPIRE BCBS	1,302	6.5%				
				FIDELIS	558	2.8%	132	52		39
				HEALTH NOW NY	2,120	10.6%				
				HEALTH NOW NY (MSA)	28	0.1%				
				HUMANA (PPO)	72	0.4%				
				MVP	1,816	9.1%				
				SecureHorizons (UHC)	1,101	5.5%				
				WELLCARE	1,219	6.1%	109			
ALLEGANY	9,419	2,922	31.02%	Today's Options (PFFS)	340	11.6%				
				EXCELLUS	321	11.0%				
				HEALTH NOW NY	798	27.3%				
				HUMANA (PFFS)	41	1.4%				
				HUMANA (PPO)	231	7.9%				
				INDEPENDNT HLTH	785	26.9%				
				Total Senior Care (PACE)						9
				SecureHorizons (UHC)	406	13.9%				
				AETNA	2,101	17.0%				
				Today's Options (PPO)	964	7.8%				
BROOME	41,664	12,339	29.62%	Today's Options (PFFS)	613	5.0%				
				CDPHP	256	2.1%				
				EXCELLUS	5,251	42.6%				
				HUMANA (PPO)	633	5.1%				
				HUMANA (PFFS)	51	0.4%				
				MVP	318	2.6%				
				SecureHorizons (UHC)	1,692	13.7%				
				WELLCARE	460	3.7%	105			
				Today's Options (PFFS)	212	3.0%				
				EXCELLUS	775	11.1%				
				HEALTH NOW NY	1,822	26.2%				
CATTARAUGUS	16,297	6,967	42.75%	HEALTH NOW NY (MSA)	15	0.2%				
				HUMANA (PPO)	203	2.9%				
				HUMANA (PFFS)	28	0.4%				
				INDEPENDNT HLTH	3,477	49.9%				
				SecureHorizons (UHC)	435	6.2%				
				Total Senior Care (PACE)	77	1.1%				81
				AETNA	328	9.9%				
				Today's Options (PFFS)	694	21.0%				
				EXCELLUS	974	29.5%				
				HUMANA (PPO)	98	3.0%				
CAYUGA	14,519	3,303	22.75%	HUMANA (PFFS)	62	1.9%				
				MVP	156	4.7%				
				SecureHorizons (UHC)	991	30.0%				
				Today's Options (PFFS)	624	5.2%				
				EXCELLUS	2,911	24.1%				
				FIDELIS						2
CHAUTAQUA	28,440	12,077	42.46%	HEALTH NOW NY	2,288	18.9%				
				HEALTH NOW NY (MSA)	53	0.4%				
				HUMANA (PPO)	590	4.9%				
				INDEPENDNT HLTH	4,346	36.0%				
				SecureHorizons (UHC)	1,265	10.5%				
				Today's Options (PFFS)	981	20.2%				
CHEMUNG	18,446	4,852	26.30%	EXCELLUS	2,754	56.8%				
				HUMANA (PFFS)	37	0.8%				
				HUMANA (PPO)	460	9.5%				
				SecureHorizons (UHC)	620	12.8%				
				Today's Options (PFFS)	988	31.6%				
CHENANGO	11,035	3,127	28.34%	CDPHP	87	2.8%				
				EXCELLUS	1,163	37.2%				
				HUMANA (PPO)	132	4.2%				
				HUMANA (PFFS)	37	1.2%				
				MVP	84	2.7%				
				SecureHorizons (UHC)	636	20.3%				
CLINTON	15,731	2,374	15.09%	Today's Options (PFFS)	152	6.4%				
				Today's Options (PPO)	344	14.5%				
				EMPIRE BCBS	150	6.3%				
				EXCELLUS	320	13.5%				
				HUMANA (PPO)	310	13.1%				
				SecureHorizons (UHC)	1,098	46.3%				

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COLUMBIA	13,561	3,317	24.46%	Today's Options (PFFS)	89	2.7%				
				CDPHP	895	27.0%				
				EMPIRE BCBS	275	8.3%				
				FIDELIS	170	5.1%	7			3
				HEALTH NOW NY	1,116	33.6%				
				HEALTH NOW NY (MSA)	28	0.8%				
				HUMANA (PPO)	56	1.7%				
				MVP	142	4.3%				
CORTLAND	8,403	1,719	20.46%	SecureHorizons (UHC)	546	16.5%				
				Today's Options (PFFS)	626	36.4%				
				EXCELLUS	526	30.6%				
				HUMANA (PPO)	97	5.6%				
				MVP	82	4.8%				
				SecureHorizons (UHC)	388	22.6%				
				Today's Options (PFFS)	281	13.0%				
				CDPHP	310	14.3%				
DELAWARE	10,322	2,168	21.00%	EMPIRE BCBS	176	8.1%				
				EXCELLUS	282	13.0%				
				HUMANA (PPO)	133	6.1%				
				SecureHorizons (UHC)	986	45.5%				
				ArchCare (SNP)	144	1.8%				
				AETNA	1,578	19.9%				
				Today's Options (PFFS)	90	1.1%				
				CDPHP	956	12.1%				
DUTCHESS	50,998	7,922	15.53%	ELANT						24
				EMPIRE BCBS	1,278	16.1%				
				FIDELIS	446	5.6%	28			7
				MVP	903	11.4%				
				SecureHorizons (UHC)	1,248	15.8%				
				VNS CHOICE						
				WELLCARE	1,279	16.1%	15			
				Today's Options (PFFS)	463	0.5%				
				Today's Options (PPO)	494	0.5%				
				Care Improvement Plus	342	0.4%				
				Catholic Health Sys (PACE)	114	0.1%				119
				EXCELLUS	13,710	14.1%				
				FIDELIS						
ERIE	180,426	97,451	54.01%	HEALTH NOW NY	30,189	31.0%				
				HEALTH NOW NY (MSA)	32	0.0%				
				INDEPENDNT HLTH	46,768	48.0%				
				MVP	141	0.1%				
				SecureHorizons (UHC)	2,820	2.9%				
				WELLCARE	2,378	2.4%	508			
				Today's Options (PFFS)	256	22.0%				
				CDPHP	73	6.3%				
				EMPIRE BCBS	72	6.2%				
				EXCELLUS	219	18.8%				
				HUMANA (PPO)	93	8.0%				
ESSEX	8,263	1,164	14.09%	MVP	39	3.4%				
				SecureHorizons (UHC)	412	35.4%				
				Today's Options (PPO)	896	49.5%				
				EXCELLUS	199	11.0%				
				HUMANA (PPO)	55	3.0%				
FRANKLIN	9,916	1,810	18.25%	SecureHorizons (UHC)	660	36.5%				
				Today's Options (PFFS)	1,473	33.5%				
				CDPHP	293	6.7%				
				EMPIRE BCBS	223	5.1%				
FULTON	11,507	4,401	38.25%	EXCELLUS	46	1.0%				1
				FIDELIS						
				HEALTH NOW NY	1,171	26.6%				
				HEALTH NOW NY (MSA)	22	0.5%				
				MVP	764	17.4%				
				SecureHorizons (UHC)	409	9.3%				
				Today's Options (PFFS)	213	3.4%				
GENESEE	11,656	6,246	53.59%	EXCELLUS	636	10.2%				
				HEALTH NOW NY	786	12.6%				
				INDEPENDNT HLTH	1,383	22.1%				
				MVP	2,840	45.5%				
				SecureHorizons (UHC)	388	6.2%				

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GREENE	10,578	2,735	25.86%	Today's Options (PFFS)	55	2.0%					
				Care Improvement Plus (SN)	16	0.6%					
				CDPHP	757	27.7%					
				EMPIRE BCBS	217	7.9%					
				FIDELIS	245	9.0%	9				
				HEALTH NOW NY	727	26.6%					
				HUMANA (PPO)	55	2.0%					
				MVP	85	3.1%					
				SecureHorizons (UHC)	578	21.1%					
HAMILTON	1,391	248	17.83%	Today's Options (PFFS)	44	17.7%					
				CDPHP	26	10.5%					
				EXCELLUS	55	22.2%					
				MVP	62	25.0%					
				SecureHorizons (UHC)	61	24.6%					
HERKIMER	13,765	4,418	32.10%	Today's Options (PFFS)	1,107	25.1%					
				CDPHP	45	1.0%					
				EXCELLUS	1,996	45.2%	8				
				FIDELIS	238	5.4%					
				HUMANA (PPO)	117	2.6%					
				MVP	148	3.3%					
				SecureHorizons (UHC)	767	17.4%					
JEFFERSON	17,836	3,802	21.32%	Today's Options (PPO)	1,167	30.7%					
				EXCELLUS	923	24.3%					
				SecureHorizons (UHC)	1,712	45.0%					
LEWIS	4,614	1,058	22.93%	Today's Options (PFFS)	281	26.6%					
				EXCELLUS	282	26.7%					
				HUMANA (PPO)	36	3.4%					
				SecureHorizons (UHC)	459	43.4%					
LIVINGSTON	11,469	6,629	57.80%	EXCELLUS	2,810	42.4%					
				HEALTH NOW NY	13	0.2%					
				HUMANA (PPO)	136	2.1%					
				MVP	3,083	46.5%					
				SecureHorizons (UHC)	587	8.9%					
MADISON	12,419	3,539	28.50%	Today's Options (PFFS)	991	28.0%					
				CDPHP	11	0.3%					
				EXCELLUS	1,203	34.0%					
				HEALTH NOW NY (MSA)	17	0.5%					
				HUMANA (PPO)	37	1.0%					
				MVP	111	3.1%					
				Northeast Comm Care (Arc)	46	1.3%					
				SecureHorizons (UHC)	1,123	31.7%					
MONROE	135,223	84,123	62.21%	Today's Options (PFFS)	28	0.0%					
				ELDERPLAN							48
				EXCELLUS	32,571	38.7%					
				HEALTH NOW NY	46	0.1%					
				HEALTH NOW NY (MSA)	44	0.1%					
				Independent Living - Senior	391	0.5%					387
				MVP	42,601	50.6%					
				SecureHorizons (UHC)	4,377	5.2%					
				WELLCARE	4,065	4.8%	269				
MONTGOMERY	11,268	3,774	33.49%	Today's Options (PFFS)	888	23.5%					
				CDPHP	507	13.4%					
				EMPIRE BCBS	338	168.2%					
				EXCELLUS	42	1.1%					
				FIDELIS	377	10.0%	25	5			2
				HEALTH NOW NY	544	14.4%					
				MVP	684	18.1%					
				SecureHorizons (UHC)	394	10.4%					

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NASSAU	235,614	51,837	22.00%	AETNA	1,574	3.0%				7			
				AgeWell NY						54			
				Managed Health (Centene)	0	0.0%	11						
				Centerlight (PACE/MLTC)	22	0.0%				27	3		
				Centerlight (SNP)	26	0.1%							
				ELDERPLAN	95	0.2%					8		
				Elderserve								44	
				EMPIRE BCBS	19,703	38.0%							
				FIDELIS	286	0.6%						8	
				GHI	3,380	6.5%							
				Guildnet									587
				HealthPlus AMERIGROUP	181	0.3%							
				HIP	19,280	37.2%	128	34				3	
				Liberty Health Advan	1,249	2.4%	55						
				HEALTH FIRST	2,366	4.6%							
				Quality Health Plans	22	0.0%							
SecureHorizons (UHC)	2,878	5.6%	124										
SeniorHealthPartners/Healthfirst									69				
VNS CHOICE	21	0.0%							270				
WELLCARE	754	1.5%											
NIAGARA	45,017	22,104	49.10%	Today's Options (PFFS)	217	1.0%							
				Care Improvement Plus (SNP)	61	0.3%							
				Complete Senior Care (PAC)	62	0.3%				67			
				EXCELLUS	1,954	8.8%							
				HEALTH NOW NY	6,617	29.9%							
				INDEPENDNT HLTH	11,769	53.2%							
				MVP	53	0.2%							
				SecureHorizons (UHC)	739	3.3%							
				WELLCARE	632	2.9%	136						
				Today's Options (PFFS)	1,263	9.0%							
ONEIDA	48,460	13,982	28.85%	Today's Options (PPO)	1,653	11.8%							
				CDPHP	99	0.7%							
				EXCELLUS	5,771	41.3%							
				FIDELIS	876	6.3%	57				9		
				HEALTH NOW NY (MSA)	14	0.1%							
				HUMANA (PFFS)	37	0.3%							
				HUMANA (PPO)	663	4.7%							
				MVP	453	3.2%							
				Northeast Comm Care (ArchCare)	120	0.9%							
				SecureHorizons (UHC)	2,736	19.6%							
SeniorNetworkHealth								335					
WELLCARE	297	2.1%	94										
ONONDAGA	83,681	23,292	27.83%	AETNA	2,043	8.8%							
				Today's Options (PFFS)	1,142	4.9%							
				Today's Options (PPO)	1,612	6.9%							
				EXCELLUS	7,853	33.7%							
				FIDELIS	369	1.6%	56				6		
				HEALTH NOW NY (MSA)	15	0.1%							
				HUMANA (PFFS)	111	0.5%							
				HUMANA (PPO)	738	3.2%							
				Indep. Liv Seniors (PACE)	441	1.9%					427		
				MVP	939	4.0%							
				Northeast Comm Care (ArchCare)	386	1.7%							
				SecureHorizons (UHC)	5,700	24.5%							
VNA Healthcare Options								6					
WELLCARE	1,943	8.3%	201										
ONTARIO	21,378	11,986	56.07%	Today's Options (PFFS)	237	2.0%							
				EXCELLUS	5,790	48.3%							
				HEALTH NOW NY (MSA)	13	0.1%							
				MVP	5,090	42.5%							
				SecureHorizons (UHC)	856	7.1%							
ORANGE	53,638	7,248	13.51%	ArchCare (SNP)	43	0.6%							
				AETNA	498	6.9%							
				CDPHP	64	0.9%							
				Elant							131		
				EMPIRE BCBS	2,172	30.0%							
				FIDELIS	336	4.6%					256		
				MVP	149	2.1%							
				OXFORD	1,865	25.7%							
SecureHorizons (UHC)	822	11.3%											
TOUCHSTONE	330	4.6%	13										
WELLCARE	969	13.4%	30					11					
ORLEANS	7,922	4,026	50.82%	Care Improvement Plus (SNP)	14	0.3%							
				EXCELLUS	565	14.0%							
				HEALTH NOW NY	372	9.2%							
				INDEPENDNT HLTH	672	16.7%							
				MVP	2,028	50.4%							
SecureHorizons (UHC)	375	9.3%											
OSWEGO	22,180	6,647	29.97%	AETNA	933	14.0%							
				Today's Options (PFFS)	1,808	27.2%							
				EXCELLUS	1,167	17.6%							
				FIDELIS	229	3.4%	39				5		
				HUMANA (PPO)	568	8.5%							
				Indep. Liv Seniors (PACE)							1		
				MVP	180	2.7%							
SecureHorizons (UHC)	1,762	26.5%											
OTSEGO	12,599	2,133	16.93%	Today's Options (PFFS)	204	9.6%							
				CDPHP	313	14.7%							
				EXCELLUS	582	27.3%							
				MVP	130	6.1%							
SecureHorizons (UHC)	904	42.4%											
PUTNAM	15,738	2,181	13.86%	AETNA	663	30.4%							
				ArchCare (SNP)	34	1.6%							
				EMPIRE BCBS	1,061	48.6%							
				SecureHorizons (UHC)	423	19.4%							

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RENSSELAER	27,930	10,388	37.19%	Today's Options (PFFS)	150	1.4%								
				Today's Options (PPO)	254	2.4%								
				Care Improvement Plus (SN)	52	0.5%								
				CDPHP	5,407	52.1%								
				EMPIRE BCBS	879	8.5%								
				FIDELIS	361	3.5%	22	37						
				HEALTH NOW NY	1,217	11.7%								
				HUMANA (PPO)	85	0.8%								
				MVP	603	5.8%								
				SecureHorizons (UHC)	800	7.7%								
				WELLCARE	580	5.6%				37				
ROCKLAND	50,912	8,052	15.82%	AETNA	1,289	16.0%								
				CenterLight MLTC							137			
				Elant MLTC								122		
				EMPIRE BCBS	2,696	33.5%								
				FIDELIS	275	3.4%						221		
				GHI	797	9.9%								
				OXFORD	1,933	24.0%								
				SecureHorizons (UHC)	548	6.8%								
				VNS CHOICE									13	
				WELLCARE	514	6.4%				25			8	
				ST. LAWRENCE	21,399	3,690	17.24%	Today's Options (PPO)	1,445	39.2%				
EXCELLUS	527	14.3%												
HUMANA (PPO)	68	1.8%												
SecureHorizons (UHC)	1,650	44.7%												
SARATOGA	38,550	14,233	36.92%	Today's Options (PFFS)	762	5.4%								
				Care Improvement Plus (SN)	71	0.5%								
				CDPHP	6,382	44.8%								
				EMPIRE BCBS	1,046	7.3%								
				HEALTH NOW NY	2,410	16.9%								
				HEALTH NOW NY (MSA)	38	0.3%								
				MVP	2,186	15.4%								
				SecureHorizons (UHC)	1,198	8.4%								
				WELLCARE	140	1.0%				24				
				SCHENECTADY	28,620	11,207	39.16%	Today's Options (PFFS)	148	1.3%				
								Today's Options (PPO)	135	1.2%				
Care Improvement Plus (SN)	43	0.4%												
CDPHP	3,830	34.2%												
EMPIRE BCBS	952	8.5%												
FIDELIS/ Catholic Health PL	655	5.8%	70					23						
HEALTH NOW NY	1,656	14.8%												
HEALTH NOW NY (MSA)	14	0.1%												
HUMANA (PPO)	46	0.4%												
MVP	2,583	23.0%												
SecureHorizons (UHC)	600	5.4%												
Sen'rCareConnect (PACE)	118	1.1%									Eddy			
WELLCARE	427	3.8%								51				
SCHOHARIE	5,922	1,281	21.63%					Today's Options (PFFS)	377	29.4%				
				Care Improvement Plus (SN)	18	1.4%								
				CDPHP	370	28.9%								
				EMPIRE BCBS	104	8.1%								
				MVP	242	18.9%								
				SecureHorizons (UHC)	170	13.3%								
SCHUYLER	4,167	960	23.04%	Today's Options (PFFS)	167	17.4%								
				EXCELLUS	440	45.8%								
				HUMANA (PFFS)	28	2.9%								
				HUMANA (PPO)	67	7.0%								
				SecureHorizons (UHC)	258	26.9%								
SENECA	6,830	2,774	40.61%	Today's Options (PFFS)	146	5.3%								
				EXCELLUS	1,158	41.7%								
				HUMANA (PPO)	60	2.2%								
				MVP	1,040	37.5%								
				SecureHorizons (UHC)	370	13.3%								
STEUBEN	20,166	5,265	26.11%	Today's Options (PFFS)	640	12.2%								
				EXCELLUS	1,765	33.5%								
				HUMANA (PFFS)	50	0.9%								
				HUMANA (PPO)	795	15.1%								
				MVP	686	13.0%								
SUFFOLK	254,987	49,299	19.33%	SecureHorizons (UHC)	1,329	25.2%								
				AETNA	1,605	3.3%					31			
				AgeWell NY								7		
				Centerlight (PACE/MLTC)	73	0.1%					70	13		
				ElderServe								21		
				EMPIRE BCBS	30,388	61.6%								
				FIDELIS	653	1.3%						6		
				GHI	4,138	8.4%								
				Guilnet	NA						4	590		
				HEALTH NOW NY (MSA)	11	0.0%								
				HIP	7,253	14.7%	66	11						
				Quality Health Plans	93	0.2%								
				SecureHorizons (UHC)	3,355	6.8%								
				VNS CHOICE									120	
WELLCARE	1,730	3.5%					4							
SULLIVAN	15,138	1,187	19.33%	EMPIRE BCBS	553	46.6%								
				SecureHorizons (UHC)	634	53.4%								

Medicare Advantage, Medicaid Advantage/ MAP/ MLTC Market Penetration -

New York State Outside NYC -- Updated Feb. 2013

COUNTY	# Medicare BENES	# MA Members	% Medicare members in MA plans	PLAN	# Medicare Advantage BENES	% of MA members in various plans	# MEDICAID Advantage	# Medicaid Advantage PLUS	PACE	MLTC (NO Medicare)				
TIOGA	10,071	2,993	29.72%	AETNA	433	14.5%								
				Today's Options (PFFS)	669	22.4%								
				CDPHP	23	0.8%								
				EXCELLUS	1,052	35.1%								
				HUMANA (PFFS)	34	1.1%								
				HUMANA (PPO)	181	6.0%								
				MVP	75	2.5%								
				SecureHorizons (UHC)	526	17.6%								
TOMPKINS	13,672	2,362	17.28%	Today's Options (PFFS)	372	15.7%								
				EXCELLUS	1,280	54.2%								
				MVP	105	4.4%								
				SecureHorizons (UHC)	605	25.6%								
ULSTER	35,107	6,943	19.78%	Today's Options (PFFS)	29	0.4%								
				AETNA	516	7.4%								
				CDPHP	1,240	17.9%								
				EMPIRE BCBS	1,056	15.2%								
				FIDELIS	250	3.6%	17		14					
				MVP	920	13.3%								
				SecureHorizons (UHC)	1,326	19.1%								
				VNS CHOICE						1				
				WELLCARE	1,606	23.1%	32		16					
				Today's Options (PPO)	725	13.6%								
				WARREN	15,178	5,321	35.06%	CDPHP	525	9.9%				
EMPIRE BCBS	385	7.2%												
FIDELIS									1					
HEALTH NOW NY	1,908	35.9%												
HEALTH NOW NY (MSA)	20	0.4%												
HUMANA (PPO)	58	1.1%												
MVP	1,020	19.2%												
SecureHorizons (UHC)	680	12.8%												
Today's Options (PPO)	930	22.6%												
WASHINGTON	11,924	4,122	34.57%					CDPHP	373	9.0%				
				EMPIRE BCBS	266	6.5%								
				FIDELIS					7					
				HEALTH NOW NY	1,148	27.9%								
				HEALTH NOW NY (MSA)	15	0.4%								
				HUMANA (PPO)	39	0.9%								
				MVP	670	16.3%								
				SecureHorizons (UHC)	681	16.5%								
				Today's Options (PFFS)	175	1.7%								
				WAYNE	19,285	10,385	53.85%	EXCELLUS	4,765	45.9%				
HEALTH NOW NY (MSA)	12	0.1%												
MVP	4,179	40.2%												
SecureHorizons (UHC)	912	8.8%												
WELLCARE	342	3.3%	11											
WESTCHESTER	157,271	30,528	19.41%					AETNA	4,681	15.3%				
								AgeWell NY					2	
				ArchCare (SNP)	268	0.9%			138					
				Centerlight (SNP)	102	0.3%								
				Centerlight (PACE/MLTC)	139	0.5%		166	170					
				ELDERPLAN	50	0.2%			130					
				ElderServe					106					
				EMPIRE BCBS	11,048	36.2%								
				FIDELIS	470	1.5%			5					
				GHI	1,833	6.0%								
				Guildnet					19					
				HEALTH FIRST/SeniorHealth	939	3.1%								
				HHH Choices					11					
				HIP	1,770	5.8%	14	4						
				Managed Health (Centene)	0	0.0%	6							
				OXFORD	6,723	22.0%								
				TOUCHSTONE	787	2.6%	85							
SecureHorizons (UHC)	1,616	5.3%												
VNS CHOICE	21	0.1%			268									
WELLCARE	81	0.3%	1											
WYOMING	7,634	3,927	51.44%	Today's Options (PFFS)	107	2.7%								
				EXCELLUS	667	17.0%								
				HEALTH NOW NY	856	21.8%								
				INDEPENDNT HLTH	1,152	29.3%								
				MVP	954	24.3%								
				SecureHorizons (UHC)	191	4.9%								
YATES	5,225	2,516	48.15%	Today's Options (PFFS)	54	2.1%								
				EXCELLUS	1,133	45.0%								
				HUMANA (PPO)	67	2.7%								
				MVP	988	39.3%								
SecureHorizons (UHC)	274	10.9%												