

Current Medicare Advantage Enrollment Penetration: State and County-Level Tabulations

5 Slide Series, Volume 40

September 2016

The Menges Group

Summary of Tabulations and Findings

- As of September 2016, 17.9 million of the nation's 56.1 million Medicare beneficiaries (32.0%) were enrolled in some component of the Medicare Advantage program.
- Currently, more than half of Minnesota's Medicare-covered population (55.5%) is enrolled in Medicare Advantage program. The next highest states are Hawaii (45.6%), Oregon (44.2%), California (41.2%), Florida (41.1%), and Pennsylvania (40.0%).
- Alaska has the lowest penetration rate (0.4%). The next-lowest states are Wyoming (3.3%), Vermont (7.6%), New Hampshire (8.2%), Delaware (9.2%), and Maryland (9.7%).
- 137 counties in the U.S. have 50% or greater Medicare Advantage enrollment penetration; another 210 counties have 40% - 49% penetration.
- Meeker County (MN) has the highest penetration rate (65.9%). The next five highest counties are Todd, MN (65.5%), Miami-Dade, FL (64.3%), Monroe, NY (64.2%), Roseau, MN (64.1%), and Westmoreland, PA (63.7%).
- The above statistics include the 50 states and the District of Columbia, but exclude Puerto Rico and other U.S. territories. Puerto Rico has 74% penetration due to a high profit margin situation whereby Medicare capitation payments have perennially been far above fee-for-service per capita costs.

Ranking of States by Medicare Advantage Penetration as of September 2016 – Top 25 States

State	Medicare MCO Enrollees	Medicare Covered Persons	Penetration Rate	Penetration Rate Ranking
Minnesota	528,565	951,735	55.5%	1
Hawaii	115,253	252,779	45.6%	2
Oregon	348,314	787,916	44.2%	3
California	2,407,979	5,844,015	41.2%	4
Florida	1,713,714	4,167,171	41.1%	5
Pennsylvania	1,040,112	2,601,224	40.0%	6
Wisconsin	422,467	1,089,769	38.8%	7
Arizona	450,887	1,174,984	38.4%	8
New York	1,287,969	3,431,033	37.5%	9
Ohio	826,855	2,216,870	37.3%	10
Colorado	302,883	830,589	36.5%	11
Rhode Island	74,296	208,766	35.6%	12
Tennessee	452,472	1,272,148	35.6%	13
Utah	124,666	359,469	34.7%	14
Michigan	675,698	1,954,509	34.6%	15
Nevada	160,984	473,092	34.0%	16
Georgia	528,459	1,588,526	33.3%	17
Texas	1,253,361	3,780,617	33.2%	18
New Mexico	125,091	386,696	32.3%	19
Idaho	94,703	294,968	32.1%	20
Louisiana	257,444	819,689	31.4%	21
North Carolina	562,725	1,832,792	30.7%	22
Washington	373,583	1,241,995	30.1%	23
Missouri	350,437	1,170,118	29.9%	24
Kentucky	243,122	884,760	27.5%	25

Ranking of States by Medicare Advantage Penetration as of September 2016 – Bottom 25 States

State	Medicare MCO Enrollees	Medicare Covered Persons	Penetration Rate	Penetration Rate Ranking
West Virginia	115,410	426,006	27.1%	26
Connecticut	171,507	645,222	26.6%	27
Alabama	263,315	993,674	26.5%	28
Maine	79,875	315,875	25.3%	29
Indiana	296,463	1,184,952	25.0%	30
South Carolina	238,710	978,142	24.4%	31
Illinois	465,180	2,127,120	21.9%	32
South Dakota	34,411	161,197	21.3%	33
Massachusetts	265,613	1,253,243	21.2%	34
Arkansas	126,381	610,453	20.7%	35
Montana	41,474	209,951	19.8%	36
North Dakota	23,675	121,804	19.4%	37
Virginia	257,259	1,404,693	18.3%	38
Iowa	102,396	590,098	17.4%	39
Oklahoma	119,594	700,351	17.1%	40
New Jersey	254,961	1,535,769	16.6%	41
Mississippi	89,684	575,753	15.6%	42
Washington D.C.	13,128	90,647	14.5%	43
Kansas	72,549	501,347	14.5%	44
Nebraska	40,333	324,688	12.4%	45
Maryland	93,825	966,657	9.7%	46
Delaware	17,217	187,002	9.2%	47
New Hampshire	22,502	274,051	8.2%	48
Vermont	10,323	136,179	7.6%	49
Wyoming	3,275	99,101	3.3%	50
Alaska	338	86,242	0.4%	51
Total	17,941,437	56,116,447	32.0%	

Distribution of Counties by Medicare Advantage Penetration Cohort, as of September 2016

MCO Penetration Cohort	Medicare MCO Enrollees	Medicare Covered Persons	Penetration Rate	Number of Counties	% of MCO Enrollees	% of Medicare Eligibles	% of Counties
0% - 9.9%	185,483	3,105,168	6.0%	629	1.0%	5.5%	20.0%
10.0% - 19.9%	1,501,778	9,650,233	15.6%	842	8.4%	17.2%	26.8%
20.0% - 29.9%	3,166,217	12,724,330	24.9%	839	17.6%	22.7%	26.7%
30.0% - 39.9%	4,504,434	12,914,851	34.9%	481	25.1%	23.0%	15.3%
40.0% - 49.9%	5,494,839	12,294,689	44.7%	210	30.6%	21.9%	6.7%
50.0% or higher	3,088,686	5,427,176	56.9%	137	17.2%	9.7%	4.4%
Total	17,941,437	56,116,447	32.0%	3,138	100.0%	100.0%	100.0%

- Medicare Advantage serves more than half of the Medicare-covered population in 137 of the nation's counties.
- 31.6% of the nation's Medicare beneficiaries reside in a county where Medicare Advantage penetration is 40% or higher.
- Conversely, only 5.5% of Medicare beneficiaries reside in a county where the Medicare Advantage enrollment penetration is less than 10%.

5 Year Trend Comparisons: Medicare Advantage Penetration in September 2011 vs. September 2016

- Nationwide Medicare Advantage penetration increased from 25.8% to 32.0% during the five-year timeframe.
- Medicare's covered population increased by 19% during this 60 month timeframe -- from 48.4 million to 57.4 million.
- Medicare Advantage enrollment increased by 48% during this timeframe -- from 12.5 million to 18.5 million.

5 Slide Series Overview and Data Source

CMS Website Data were drawn upon for all the tabulations we conducted in this edition of the Series.

Our 5 Slide Series is a monthly publication whereby we briefly discuss/address a selected topic. We strive to create new information in each edition – through our own data tabulations and/or through conveying our ideas and opinions.

Our website contains all editions of the 5 Slide Series and several of our client reports.

To be added to our list to receive these as they are published (or to be removed), please email us at jmenges@themengessgroup.com or call 571-312-2360.

Address: 4001 9th Street N., Suite 227, Arlington VA 22203

Website: www.themengessgroup.com