

<b>Exhibit M.1</b>			
<b>Selected Characteristics of Firms in the Survey Sample, 2012</b>			
	<b>Sample Size</b>	Sample Distribution After Weighting	Percentage of Total for Weighted Sample
<b>FIRM SIZE</b>			
3-9 Workers	120	1,938,250	61.1%
10-24 Workers	193	748,360	23.6
25-49 Workers	147	257,274	8.1
50-199 Workers	264	179,328	5.7
200-999 Workers	511	40,360	1.3
1,000-4,999 Workers	509	7,522	0.2
5,000 or More Workers	377	2,028	0.1
<b>ALL FIRM SIZES</b>	<b>2,121</b>	<b>3,173,121</b>	<b>100%</b>
<b>REGION</b>			
Northeast	435	624,584	19.7%
<b>Midwest</b>	<b>604</b>	724,214	22.8
South	695	1,084,540	34.2
West	387	739,783	23.3
<b>ALL REGIONS</b>	<b>2,121</b>	<b>3,173,121</b>	<b>100%</b>
<b>INDUSTRY</b>			
Agriculture/Mining/Construction	119	352,644	11.1%
Manufacturing	217	189,016	6.0
Transportation/Communications/Utilities	120	117,933	3.7
Wholesale	99	176,918	5.6
Retail	181	388,629	12.2
Finance	128	206,891	6.5
Service	766	1,283,872	40.5
State/Local Government	140	50,587	1.6
Health Care	351	406,631	12.8
<b>ALL INDUSTRIES</b>	<b>2,121</b>	<b>3,173,121</b>	<b>100%</b>

Source: Kaiser/HRET Survey of Employer-Sponsored Health Benefits, 2012.

**Exhibit M.3**  
**States by Region, 2012**

<b>Northeast</b>	<b>Midwest</b>	<b>South</b>	<b>West</b>
Connecticut	Illinois	Delaware	Arizona
Maine	Indiana	District of Columbia	Colorado
Massachusetts	Michigan	Florida	Idaho
New Hampshire	Ohio	Georgia	Montana
Vermont	Wisconsin	Maryland	Nevada
Rhode Island	Iowa	North Carolina	New Mexico
New Jersey	Kansas	South Carolina	Utah
New York	Minnesota	Virginia	Wyoming
Pennsylvania	Missouri	West Virginia	Alaska
	Nebraska	Alabama	California
	North Dakota	Kentucky	Hawaii
	South Dakota	Mississippi	Oregon
		Tennessee	Washington
		Louisiana	
		Oklahoma	
		Texas	
		Arkansas	

Source: Kaiser/HRET Survey of Employer-Sponsored Health Benefits, 2012; From, U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, available at [http://www.census.gov/geo/www/us\\_regdiv.pdf](http://www.census.gov/geo/www/us_regdiv.pdf).