

Chart 1: AARP Organizational Structure in 2010

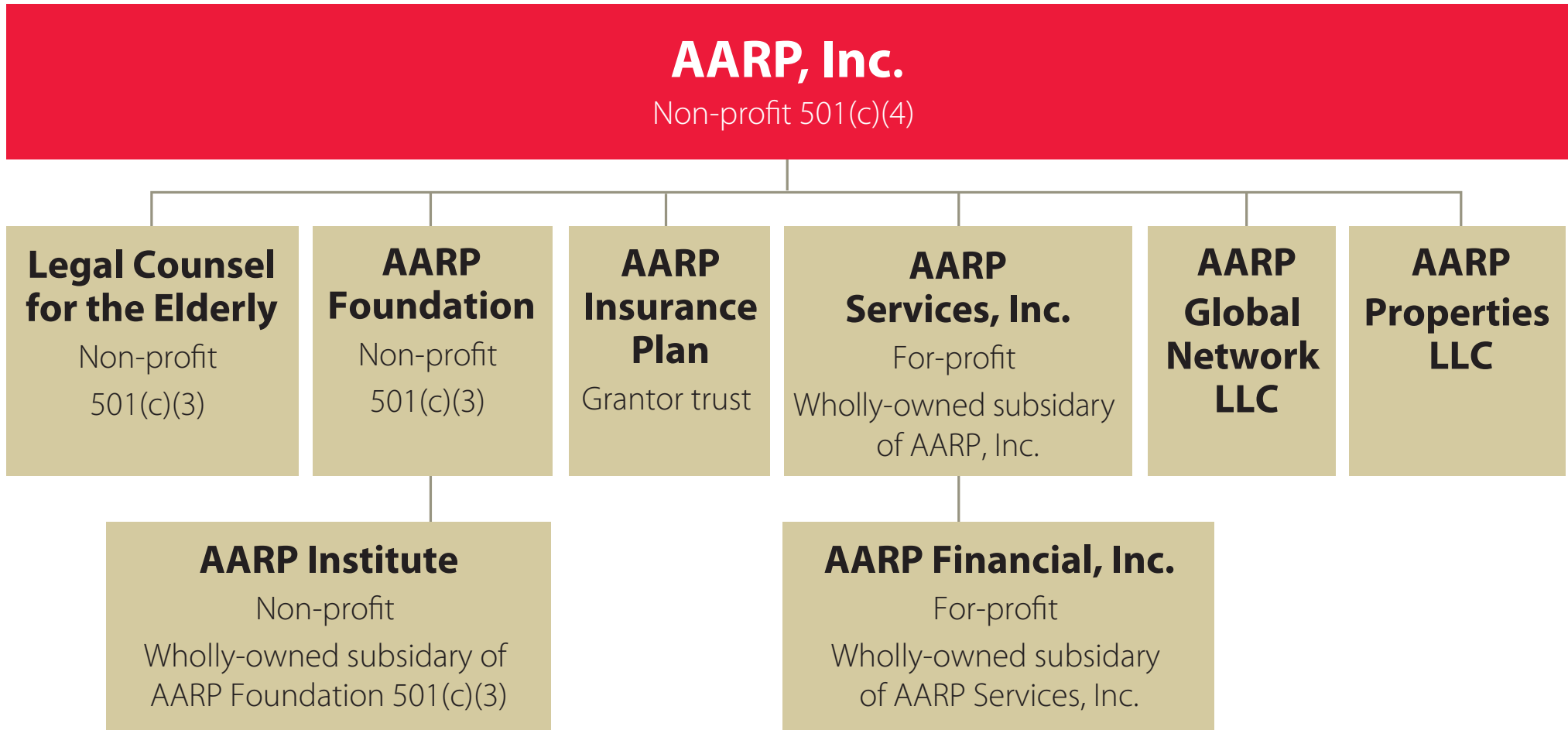


CHART 2: AARP's Boards Overlap (2010)

AARP, Inc.
Board of Directors

- W. Lee Hammond, *President* ■
- Gail E. Aldrich, *Vice Chair*
- Leobardo Estrada
- William J. Hall
- Hubert H. Humphrey III ■
- Mara Mayor ■ ■
- Maeona Mendelson ■
- J. David Nelson
- John Penn
- Robert Romasco ■ ■
- George Rowan
- Fernando Torres-Gil
- Phil Zarlengo ■

- Allen Douma ■
- Jeannine English
- A. James Forbes, Jr.
- Catherine Georges ■
- Barbara O'Connor
- Carol Raphael
- Charles E. Reed ■

- Jacob Lozada ■
- Diane Pratt

- Serving (or previously served) on AARP's National Policy Council
- Previously served on AARP's Insurance Plan Board of Directors

AARP
Insurance Plan
(collects insurance premiums)
In addition to serving on
AARP, Inc. Board of Directors

AARP Services
(negotiates contracts with insurance companies)
In addition to serving on
AARP, Inc. Board of Directors

CHART 3: AARP's Reliance on Royalty Revenue

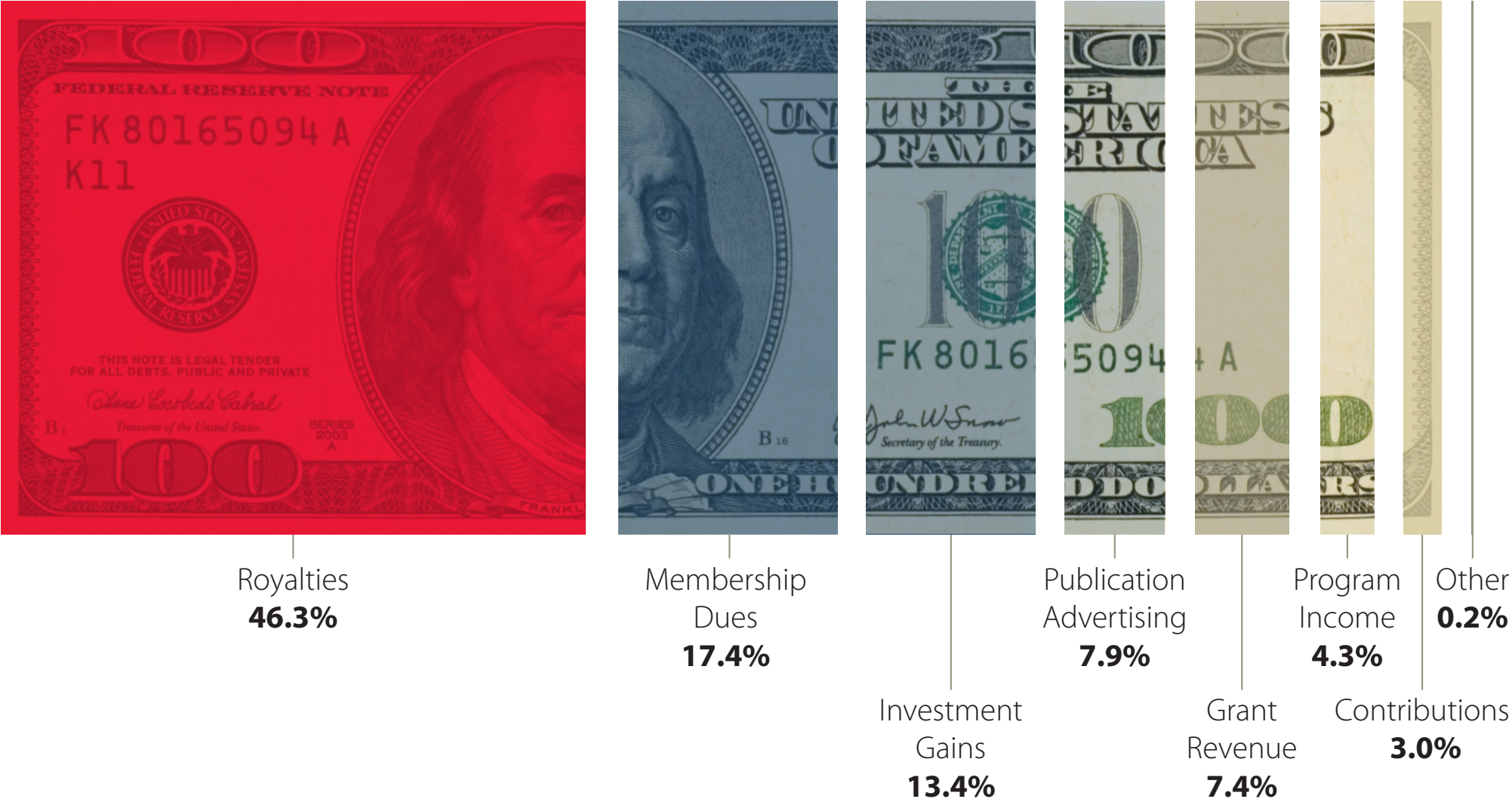


CHART 4: AARP Revenue Sources

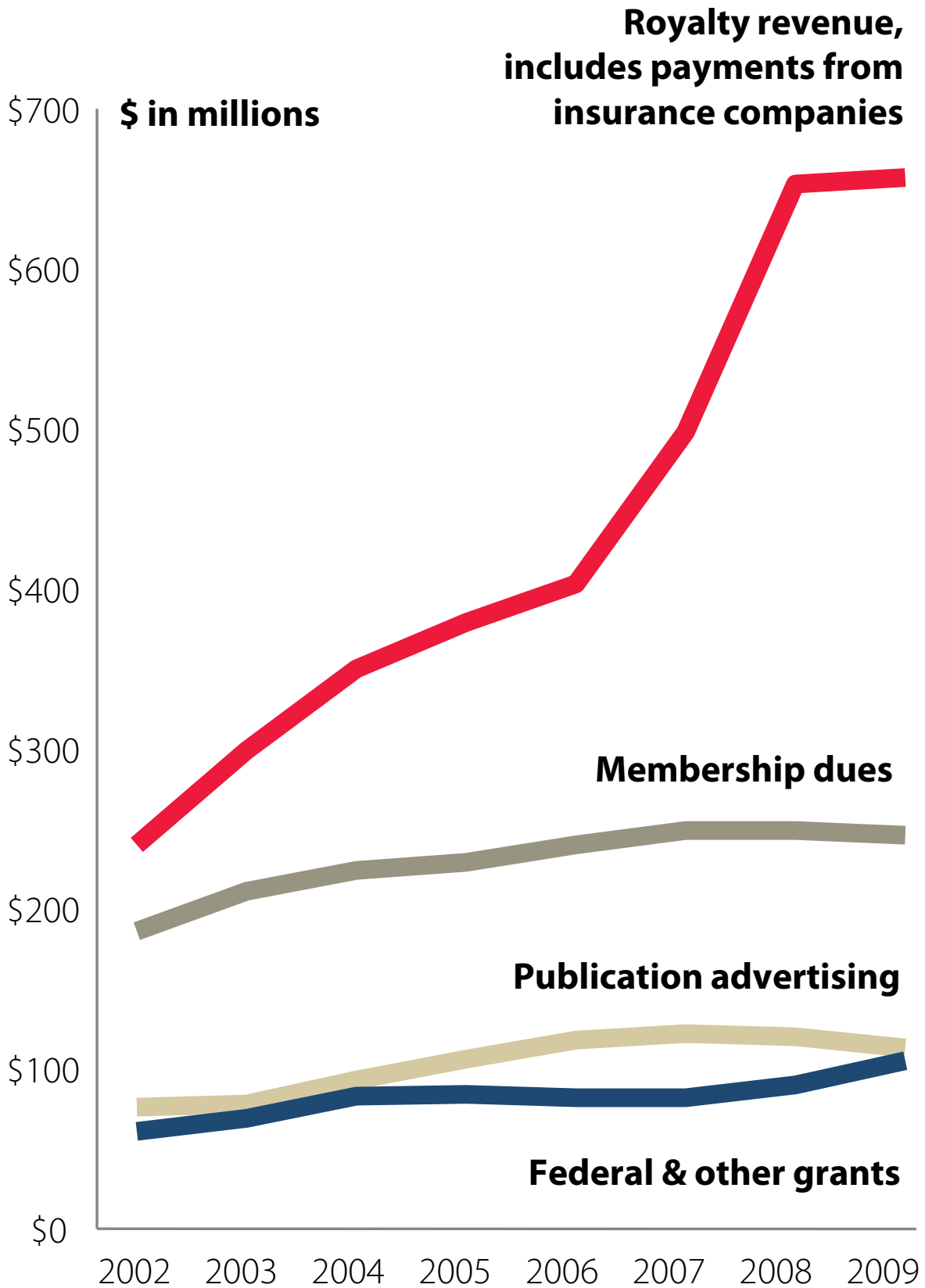


TABLE 1: Top 10 For-profit Insurance Companies by Total Profit (2009)

Insurance Company	Profits
WellPoint	\$4,746,000,000
UnitedHealth Group	\$3,822,000,000
Cigna	\$1,302,000,000
Aetna	\$1,277,000,000
Humana	\$1,040,000,000
AARP	\$427,033,000
Coventry Health Care	\$242,000,000
Amerigroup	\$149,000,000
Universal American	\$140,000,000
Centene	\$84,000,000

TABLE 2: Insurance Leaders in Medicare Market by Enrollment in 2010

Insurance Company	Medigap	Medicare Advantage ⁶⁷	Part D	Total
AARP/United	2,933,065⁶⁸	2,003,838*	4,500,000⁶⁹	9,436,903
Humana ⁷⁰	33,700	1,477,666	1,917,100	3,428,466
Wellpoint ⁷¹	772,687	444,358	1,227,118	2,444,163
Universal American ⁷²	102,735	245,093	1,881,948	2,229,776
Mutual of Omaha ⁷³	925,000	0	0	925,000

*United sells both AARP branded MA plans as well as other branded plans, 2,003,838 is the total number of MA covered lives, of which AARP accounts for approximately 1.2 million.

CHART 5: Flow of AARP Medicare-Related Royalty Payments

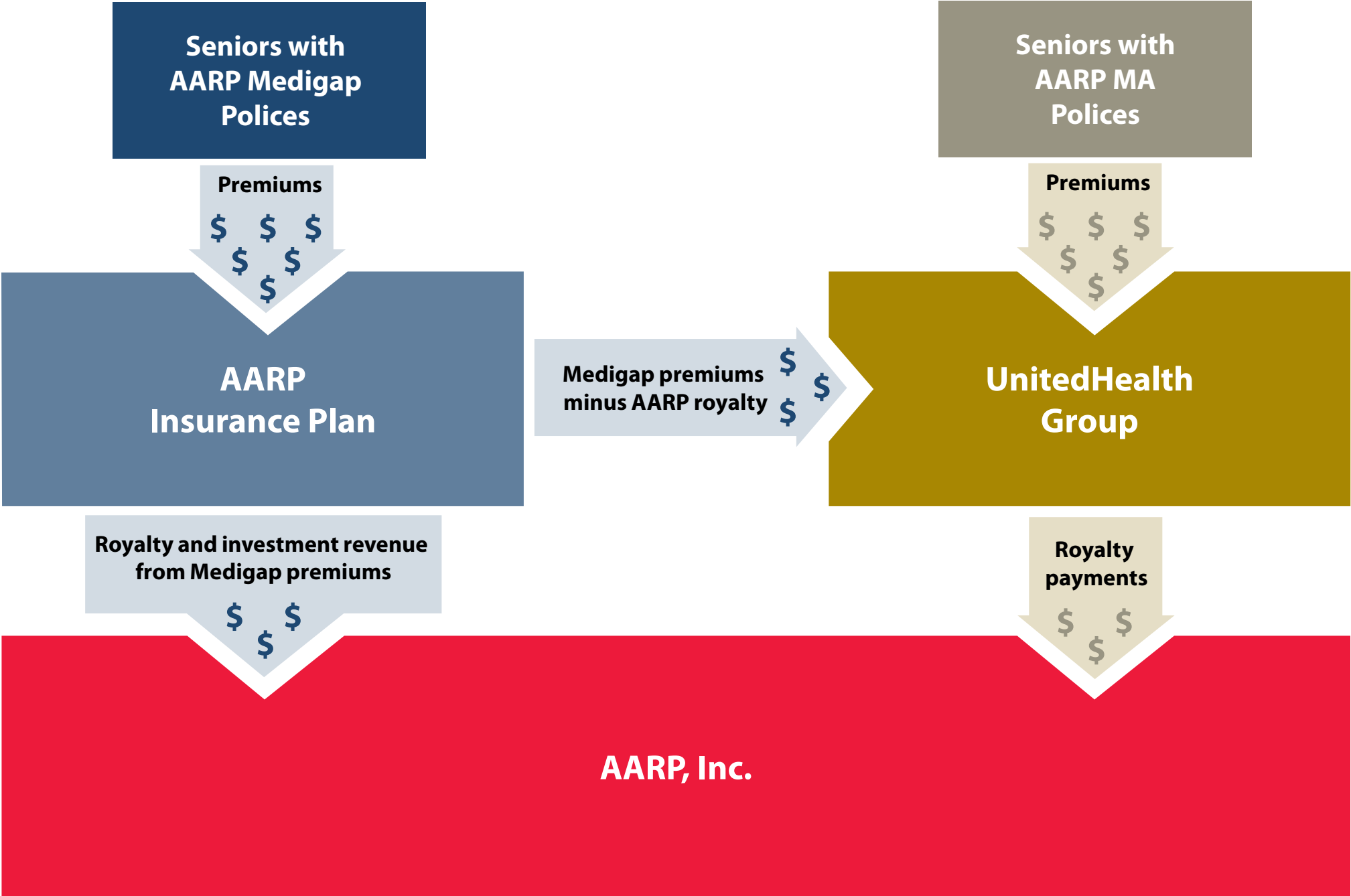


TABLE 3: Sources of Medicare Beneficiaries' Supplemental Coverage in 2006 ¹⁰⁴

Source of Supplemental Coverage	Percentage of Medicare Beneficiaries
Employer retiree coverage	32%
Medigap	26%
Medicare Advantage (MA) ¹⁰⁵	19%
Medicaid ("dual eligible")	13%
Other	1%
None (Traditional Medicare only)	9%

TABLE 4: AARP's Financial Windfall in 2014 as a Result of the Health Care Law

	Low-Range Estimate	Mid-Range Estimate	High-Range Estimate
Estimated number of beneficiaries newly enrolled in Medigap instead of MA	1,248,500	2,497,000	3,745,500
AARP's share of new Medigap enrollees based on their current market share (34%)	424,490	848,980	1,273,470
Estimated standard annual premium for AARP's Medigap plan ¹³³	\$2,638	\$2,638	\$2,638
Total Medigap premiums collected by AARP for new AARP Medigap plan enrollees (<i>who would have otherwise stayed in MA if not for the cuts in the health care law</i>)	\$1,119,804,620	\$2,239,604,240	\$3,359,413,860
Additional premium money AARP could expect to retain as a result of increased enrollment in AARP's Medigap insurance plan (AARP retains 4.95% of the premium)	\$55,430,328	\$110,860,657	\$166,290,986

CHART 6: Highest Federal Lobbying Expenditures 1998-2010

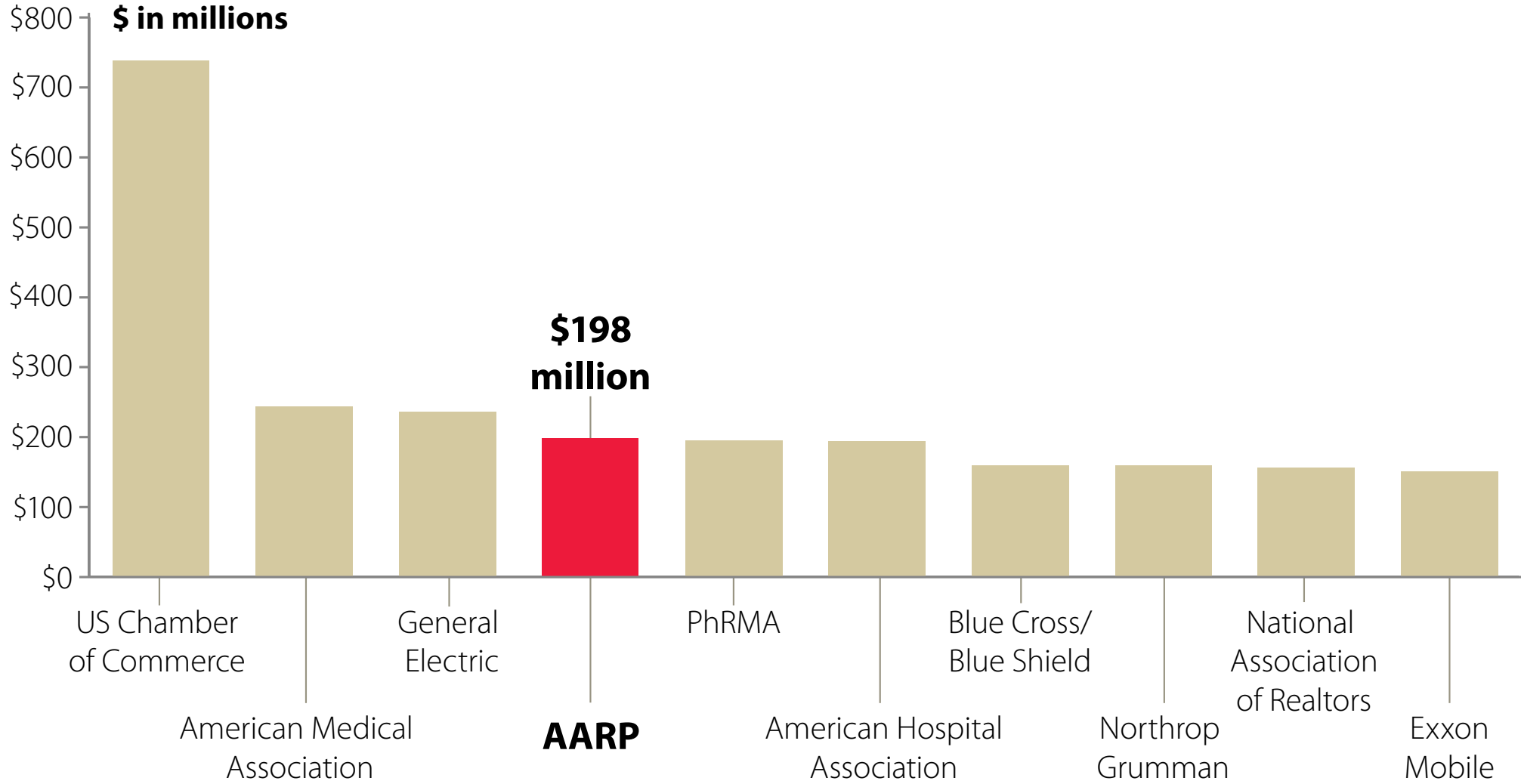


TABLE 5: Groups Receiving Funding
from Divided We Fail

Name of Organization	Amount
100 Black Men of America, Inc	\$100,750
African Methodist Episcopal Church	\$50,000
Alpha Kappa Alpha Inc	\$15,000
Business and Professional Women	\$22,500
Congressional Black Caucus Foundation	\$10,000
Human Rights Campaign (HRC)	\$5,000
Leadership Conference on Civil Rights	\$25,000
League of United Latin American Citizens (LULAC)	\$70,000
NAACP	\$35,000
National Association for Equal Opportunities in Higher Education (NAFEO)	\$10,000
National Association of Latino Elected and Appointed Officials (NALEO)	\$125,000
National Council of Churches	\$20,000
National Council of La Raza	\$10,000
National Hispanic Coalition on Aging	\$60,000
Samuel Dewitt Proctor Conference	\$25,000
US Hispanic Chamber of Commerce	\$25,000
US Hispanic Leadership Institute	\$5,000

CHART 7: The Disconnect: AARP revenue from its insurance business increased, but little is used to fund its charitable affiliates.

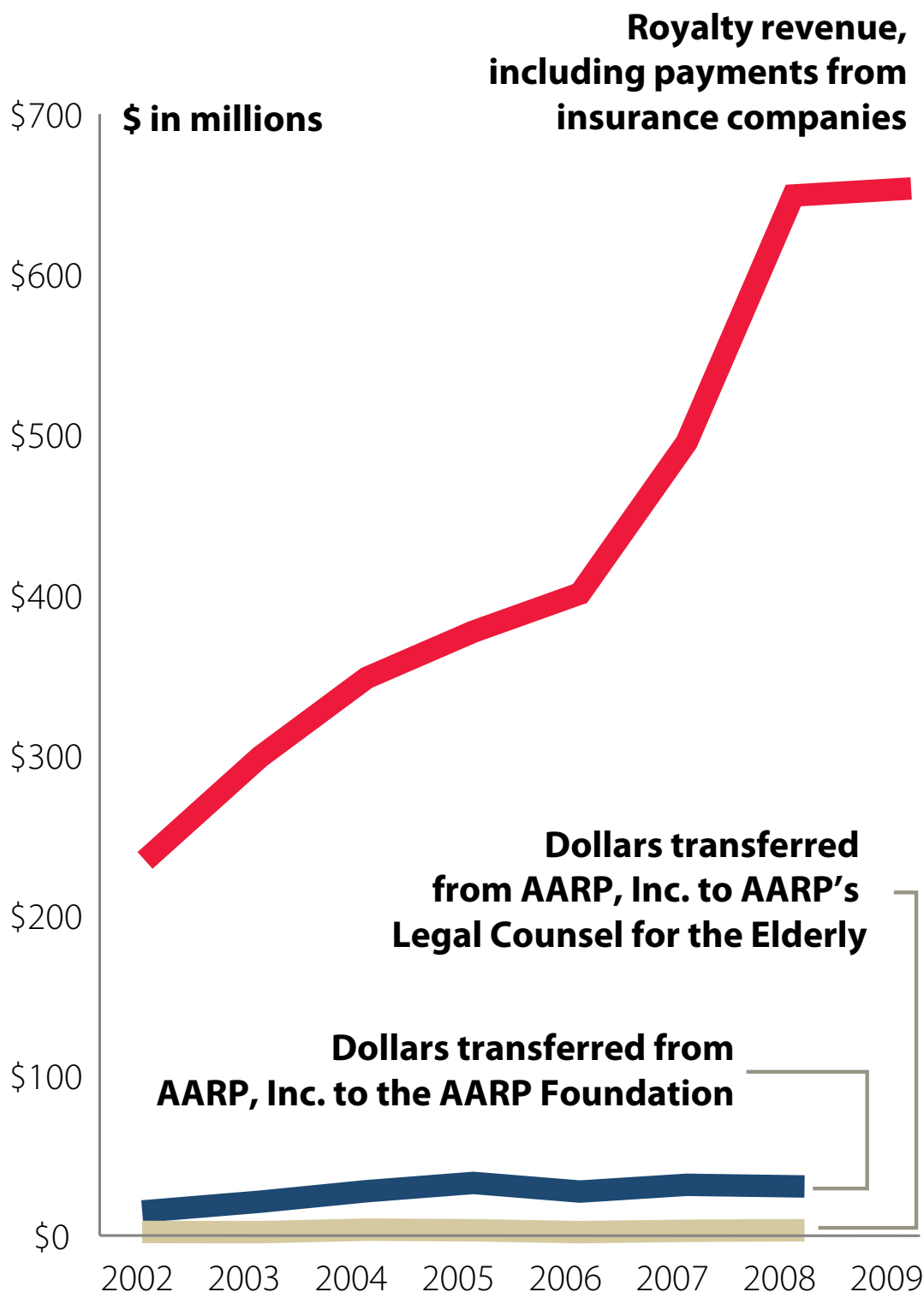


TABLE 6: Comparison of Compensation of AARP's Top Executives

	2007	2008	2009
William Novelli AARP CEO	\$902,171²⁰⁹	\$1,005,380²¹⁰	\$1,647,419²¹¹
Largest charities and foundations executive compensation ²¹²	\$462,037	\$695,379	N/A
Median senior income	\$28,305 ²¹³	\$29,631 ²¹⁴	\$31,354 ²¹⁵

CHART 8: Financial Transfers Between AARP, Inc. and the AARP Foundation in 2009

