

***Massachusetts State Lottery Commission
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***STEVEN GROSSMAN
Treasurer and Receiver General***

***PAUL R. STERNBURG
Executive Director***

August 2011

I am pleased to report that the Lottery has begun Fiscal Year 2012 with strong overall numbers. Enclosed are fiscal performance documents accounting for our sales results for July 2011.

As you will see in the enclosed documents, the Lottery's overall sales for the month were \$419 million – a \$16 million increase over last July. The majority of this sales increase is thanks to a significant bump in the Instant Ticket portfolio. Instant sales in July were \$12 million higher than last year, an increase we believe is a direct result of the Lottery releasing more appealing and innovative ticket offerings over the course of the last several months.

Other games that performed well in July include the multi-state Mega Millions, which offered higher jackpots this year that translated into a \$782,500 sales increase; and, Mass Cash saw a \$1 million increase in sales following the expansion of the game's drawing schedule on July 17th from three to seven nights-a-week. And as forecasted in last month's letter, Cash WinFall sales also increased over \$2 million following a roll down of the game's jackpot in mid-July.

While the overall sales for July increased significantly, the prize payout for month - 73.5 percent - was .4 percent higher than last year. As explained in previous correspondence, the prize payout schedule fluctuates at times of both heavy and light cashing activity from our players.

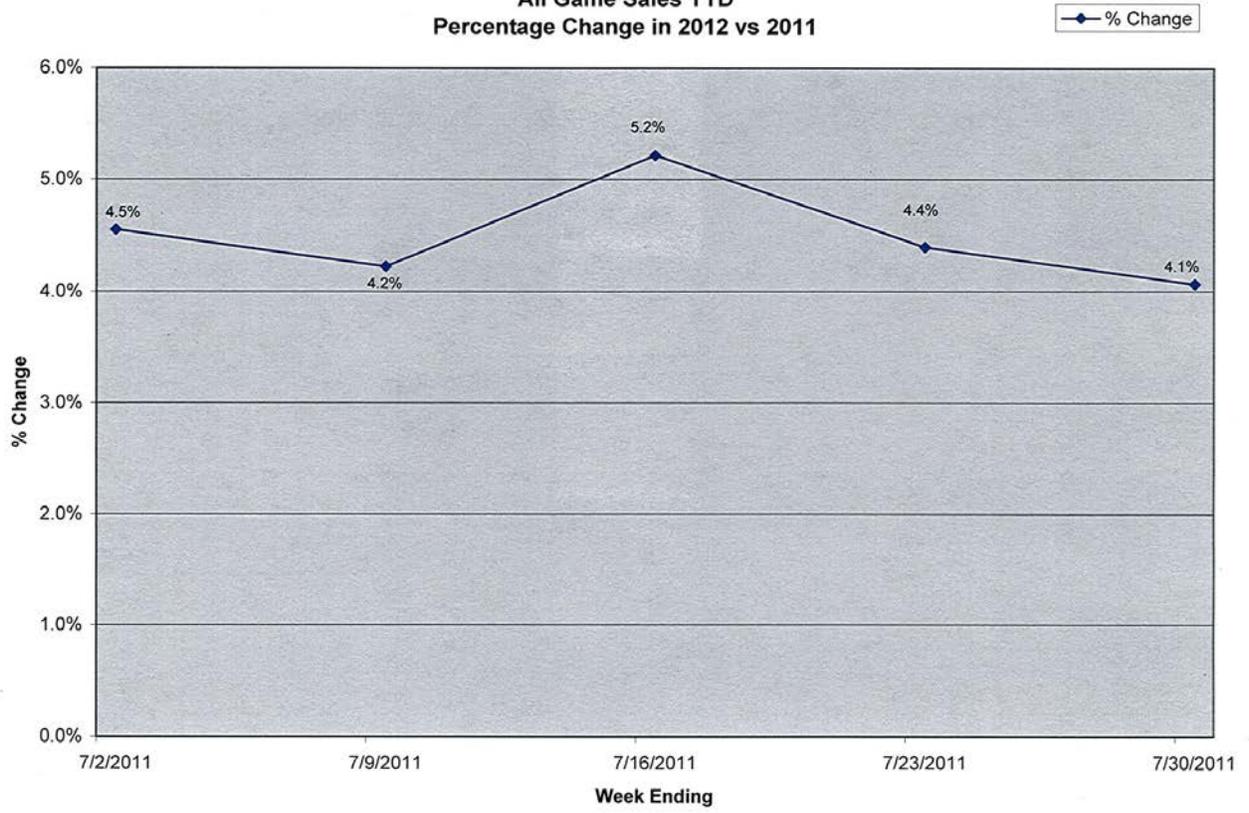
As always, I am happy to answer any questions you may have about the above mentioned figures or concerning the Lottery's overall fiscal performance. I can be reached directly at 781-849-5500.

Sincerely,



Paul R. Sternburg
Executive Director

**All Game Sales YTD
Percentage Change in 2012 vs 2011**



MSLC Revenue Results *

FY12 vs. FY11

Through July 30, 2011

(\$ millions)

	FY12**	% of Total	FY11***	% of Total	\$ Change	% Change
Instant Tickets	\$290	69%	\$277	69%	\$12	4.4%
MegaMillions	7	2%	6	1%	1	13.3%
Powerball	6	1%	5	1%	0	6.4%
Keno	70	17%	70	18%	0	-0.5%
Mass Cash	5	1%	4	1%	1	25.0%
Race Game	2	0%	2	0%	0	10.4%
Cash WinFall	5	1%	2	1%	2	96.8%
Numbers Game	32	8%	32	8%	0	-0.5%
Megabucks	3	1%	3	1%	0	3.4%
Total	\$419	100%	\$403	100%	\$16	4.1%

Instant Tickets	\$290	69%	\$277	69%	\$12	4.4%
Online Games	\$130	31%	\$125	31%	\$4	3.4%
Total	\$419	100%	\$403	100%	\$16	4.1%

* As reported on MSLC Weekly Sales Report dated July 30, 2011

** Sunday June 26, 2011 - Saturday, July 30, 2011 (5 weeks)

*** Sunday June 27, 2011 - Saturday, July 31, 2011 (5 weeks)