



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

January 2013

As part of the continuing effort to uphold State Treasurer Steve Grossman's commitment to transparent and open operations at the Lottery, enclosed are fiscal performance documents accounting for December 2012.

Lottery sales were down \$4 million for the month of December. This is the first month in fiscal year 2013 that sales have not surpassed those in fiscal year 2012. The prize payout for the month was 74.9 percent, as compared to 68.5 percent for December 2011, a 6.4 percent increase. This increase in our prize expense for the month caused our overall net profit to drop \$13 million compared to FY12's record setting figures. Lottery net profit is now \$9 million behind FY12 through December.

Games experiencing sales increases were our Instant Ticket portfolio, which was up \$5 million; Powerball, which was up \$1 million due to higher a higher jackpot; and Keno, which was up \$2 million. Additionally, we were able to bring in \$3 million in new sales with the regional Lucky for Life game, which debuted in March 2012, and \$1 million in new sales from the \$10 Super 50/50 raffle.

The decrease in December sales can be attributed to a \$5 million decrease in Mega Millions sales due to a much larger jackpot in December of 2011; a \$1 million decrease in Megabucks due to a decreased jackpot in FY13; a \$2 million decrease in Cash WinFall, which has not generated sales since the game officially ended in January 2012; and, a \$7 million decrease in our online raffle game, a \$20 game which we did not offer this year.

I would also like to note that while last year's raffle accounted for \$7 million in sales during the month of December, the game essentially broke even. This year's raffle offering, the Super 50-50 Raffle, was able to turn a profit of over \$1 million despite far lower dollar amount sold. We continue to have a strong year, with overall sales up \$83 million for the first half of FY 13.

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

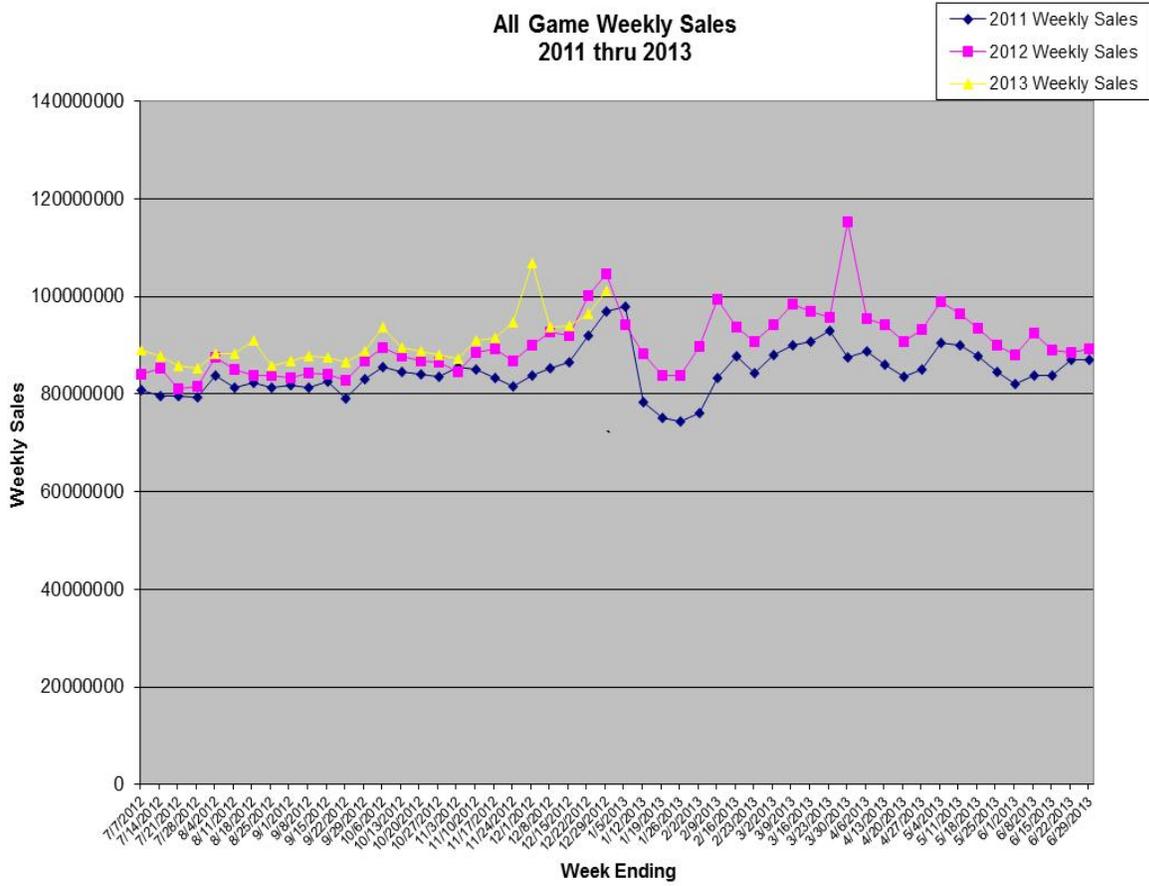
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

**All Game Weekly Sales
2011 thru 2013**



Supporting the 351 Cities and Towns of Massachusetts



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

MSLC Revenue Results

December FY13 vs. FY12

(\$ millions)

Through December 29, 2012

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$273	70.8%	\$268	68.9%	\$5	1.8%
MegaMillions	4	1.2%	9	2.4%	-5	-52.8%
Powerball	5	1.3%	4	1.2%	1	13.8%
Keno	63	16.4%	62	15.8%	2	2.5%
Mass Cash	6	1.5%	6	1.4%	0	0.2%
Race Game	2	0.5%	2	0.4%	0	11.8%
Lucky For Life	3	0.8%	0	0.0%	3	100.0%
Cash WinFall	0	0.0%	2	0.4%	-2	-100.0%
Numbers Game	26	6.7%	26	6.7%	0	-0.6%
Online Raffle	0	0.0%	7	1.9%	-7	-100.0%
Super 50-50 Raffle	1	0.3%	0	0.0%	1	100.0%
Megabucks	2	0.5%	3	0.9%	-1	-41.2%
Total	\$385	100.0%	\$389	100.0%	-\$4	-1.1%
Instant Tickets	\$273	70.8%	\$268	68.9%	\$5	1.8%
Online Games	112	29.2%	121	31.1%	-9	-7.4%
Total	\$385	100.0%	\$389	100.0%	-\$4	-1.1%



Supporting the 351 Cities and Towns of Massachusetts

MSLC Revenue Results
Year-to-Date FY13 vs. FY12
(\$ millions)
Through December 29, 2012

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$1,621	68.8%	\$1,566	68.9%	\$55	3.5%
MegaMillions	27	1.1%	37	1.6%	-11	-28.5%
Powerball	74	3.1%	35	1.6%	38	108.8%
Keno	392	16.6%	383	16.9%	9	2.2%
Mass Cash	35	1.5%	35	1.5%	0	0.0%
Race Game	12	0.5%	11	0.5%	1	12.4%
Lucky For Life	21	0.9%	0	0.0%	21	100.0%
Cash WinFall	0	0.0%	13	0.6%	-13	-100.0%
Numbers Game	162	6.9%	165	7.3%	-4	-2.2%
Online Raffle	0	0.0%	10	0.5%	-10	0.0%
Super 50-50 Raffle	2	0.1%	0	0.0%	2	100.0%
Megabucks	11	0.5%	16	0.7%	-5	-32.3%
Total	\$2,356	100.0%	\$2,273	100.0%	\$83	3.7%
Instant Tickets	\$1,621	68.8%	\$1,566	68.9%	\$55	3.5%
Online Games	735	31.2%	706	31.1%	28	4.0%
Total	\$2,356	100.0%	\$2,273	100.0%	\$83	3.7%



Supporting the 351 Cities and Towns of Massachusetts