

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

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

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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 results through March 2012.

Lottery sales continue to climb with March sales coming in a remarkable \$45 million higher than March 2011 sales. These strong sales, coupled with a 7 percent decrease in the monthly prize payout from 75.3 percent in March 2011 to 68.3 percent in March 2012, raised the Lottery's net profit for the year by \$81.7 million. This represents a \$40.9 million increase over last month's net profit. As noted in last month's correspondence, it is important to note that despite the favorable payout figures cited above, the Lottery continues to produce its projections for budget purposes using the historical average prize payout percentage of 72.3%.

March's significant sales increase was driven by a \$26 million bump in Instant Ticket sales; a \$17 million increase in Mega Millions due to the world record-setting \$656 million jackpot in the March 30<sup>th</sup> drawing; a \$2 million increase in Mass Cash sales; and, \$4 million in additional revenue from the new multi-state Lucky For Life draw game which debuted on March 11<sup>th</sup> replacing CASH WinFall on Monday and Thursday evenings.

Two games saw sales decreases in March. Powerball was down \$1 million due to a larger jackpot offering at this time last year and sales for the Numbers Game were also down \$1 million, likely due to Mass Cash's expansion to a seven day a week draw schedule. Also note, CASH WinFall sales were down \$2 million compared to last year because the game officially came to a close on January 23<sup>rd</sup>.

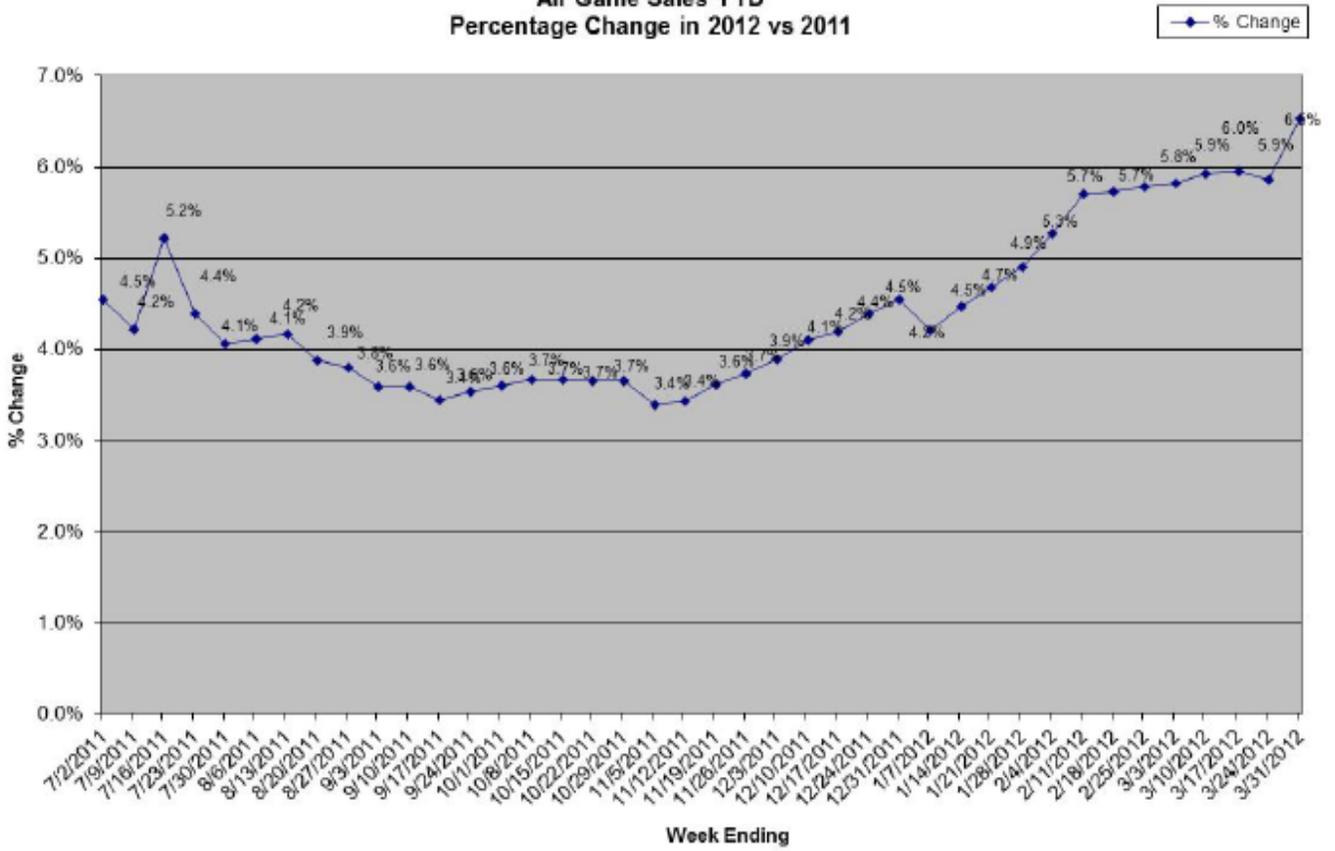
As always I am happy to answer any questions you may have about the above mentioned figures or concerning the Lottery's overall fiscal performance. I can be reached directly at 781-849-5500.

Sincerely,



Paul R. Sternburg  
Executive Director

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



**MSLC Revenue Results**  
**March FY12 vs. March FY11**  
(\$ millions)

	<u>Payout %</u>	<u>FY12</u>	<u>% of Total</u>	<u>FY11</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	69.9% to 80.4%	\$265	66.2%	\$239	66.2%	\$26	10.9%
MegaMillions	50%	33	8.1%	16	4.5%	17	101.0%
Powerball	50%	5	1.3%	6	1.8%	-1	-19.3%
Keno	70%	64	15.6%	63	17.5%	0	0.5%
Mass Cash	55%	6	1.4%	4	1.0%	2	56.6%
Race Game	70%	2	0.5%	2	0.5%	0	13.2%
Cash WinFall	60%	0	0.0%	2	0.5%	-2	-100.0%
Numbers Game	63%	26	6.4%	27	7.5%	-1	-4.0%
Megabucks	55%	2	0.5%	2	0.5%	0	5.3%
Raffle Game	50%	0	0.0%	0	0.0%	0	100.0%
Lucky For Life	60%	4		0		4	
<b>Total</b>		<b>\$406</b>	<b>100.0%</b>	<b>\$361</b>	<b>100.0%</b>	<b>45</b>	<b>12.5%</b>
Instant Tickets		\$265	66.2%	\$239	66.2%	\$26	10.9%
Online Games		141	34.8%	122	33.8%	19	15.7%
<b>Total</b>		<b>\$406</b>	<b>100.0%</b>	<b>\$361</b>	<b>100.0%</b>	<b>45</b>	<b>12.5%</b>

## MSLC Revenue Results

FY12 vs. FY11

(\$ millions)

	Payout %	FY12	% of Total	FY11	% of Total	\$ Change	% Change
Instant Tickets	69.9% to 80.4%	\$2,456	68.5%	\$2,288	68.0%	\$168	7.3%
MegaMillions	50%	83	2.3%	86	2.5%	-3	-3.1%
Powerball	50%	62	1.7%	45	1.3%	16	36.2%
Keno	70%	601	16.8%	584	17.4%	17	2.8%
Mass Cash	55%	54	1.5%	35	1.0%	19	52.7%
Race Game	70%	17	0.5%	16	0.5%	2	10.8%
Cash WinFall	60%	17	0.5%	26	0.8%	-9	-35.6%
Numbers Game	63%	255	7.1%	263	7.8%	-8	-2.9%
Megabucks	55%	25	0.7%	22	0.6%	4	17.4%
Raffle Game	50%	10	0.3%	0	0.0%	10	100.0%
Lucky For Life	60%	4		0		4	
<b>Total</b>		<b>\$3,584</b>	<b>100.0%</b>	<b>\$3,364</b>	<b>100.0%</b>	<b>\$220</b>	<b>6.5%</b>
Instant Tickets		\$2,456	68.5%	\$2,288	68.0%	\$168	7.3%
Online Games		1,128	31.5%	1,076	32.0%	52	4.8%
<b>Total</b>		<b>\$3,584</b>	<b>100.0%</b>	<b>\$3,364</b>	<b>100.0%</b>	<b>\$220</b>	<b>6.5%</b>

