



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

December 2012

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 November 2012.

Lottery sales are continuing to climb with overall sales for the month up \$32 million over November 2011 sales. The prize payout for the month of November was 72.3 percent as compared to 70.6 percent for November 2011. This normally would have caused our prize payout to remain at approximately 72.6 percent, but because a top prize in the Lucky for Life game that was sold in Connecticut expired without a winner coming forward to claim, we recouped \$3.6 million which would have funded the prize.

We also made a change to the way Lucky for Life prizes are accrued, as suggested by our outside auditor, which resulted in another \$4 million reduction in prize expenses for the month. These one-time savings events helped lower our overall prize payout from 72.6 percent for the year to 72.2 percent. Last year through November, our overall prize payout was 71.7 percent. The combination of a .5 percent higher prize payout and \$87.6 million in additional sales leaves our overall net profit \$4 million ahead of last year.

The sales increase in November can be attributed to a \$7 million jump in the Instant Ticket portfolio; a \$29 million increase in Powerball sales following the game's record-high \$587 million jackpot; and, \$4 million in new sales brought in from the regional Lucky for Life draw game, which debuted in March 2012.

Three draw games in the portfolio experienced sales decreases in November, including a \$1 million decline in Mega Millions sales due to smaller jackpots as compared to last year's offerings; a \$1 million decrease in Megabucks Doubler that was also due to smaller jackpots; a \$1 million decrease in the Numbers Game due to continued cannibalization, and a \$2 million decrease in Cash WinFall, which has not generated sales since the game officially ended in January 2012.

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.

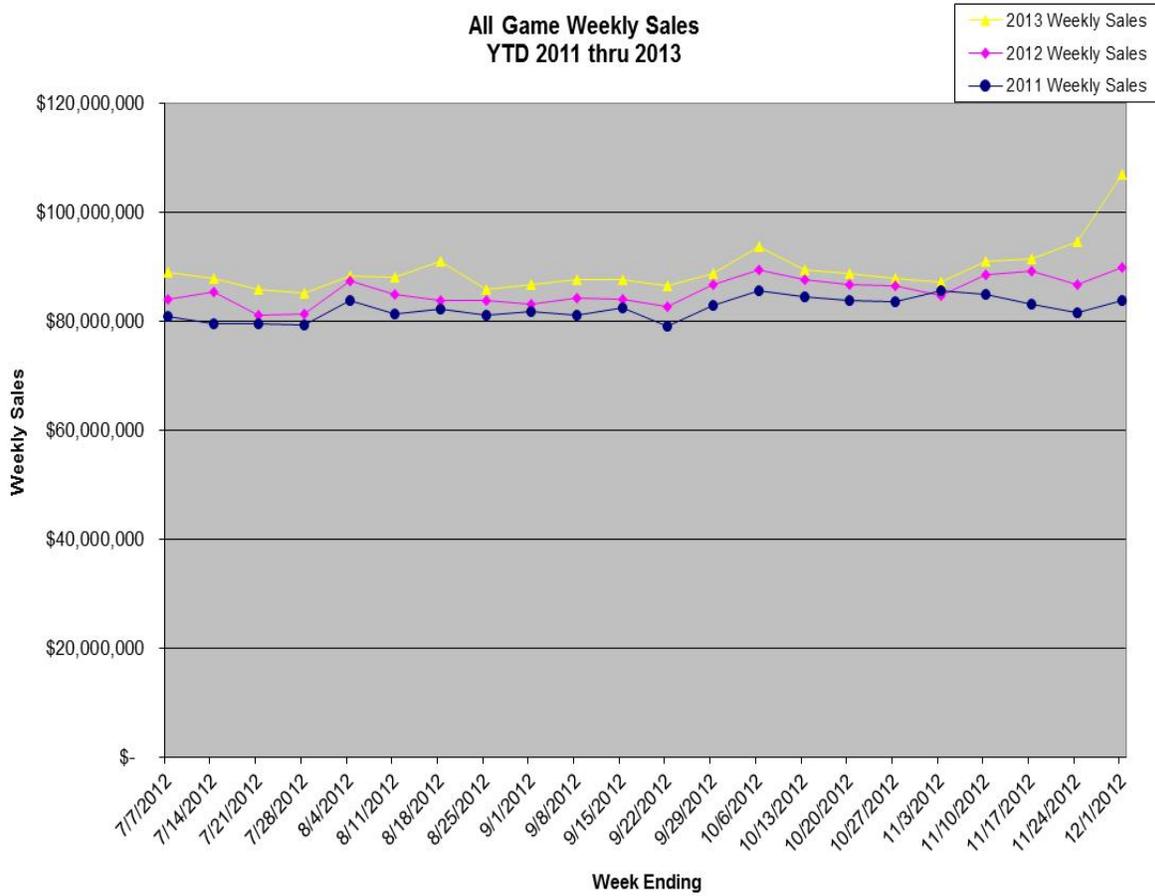
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

**All Game Weekly Sales
YTD 2011 thru 2013**



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MSLC Revenue Results

November FY13 vs. FY12

(\$ millions)
Through December 1, 2012

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$310	65.8%	\$303	69.0%	\$7	2.2%
MegaMillions	5	1.0%	6	1.4%	-1	-23.3%
Powerball	36	7.6%	6	1.4%	29	463.2%
Keno	75	16.0%	75	17.1%	0	0.2%
Mass Cash	7	1.4%	7	1.6%	0	-3.6%
Race Game	2	0.5%	2	0.5%	0	2.9%
Lucky For Life	4	0.8%	0	0.0%	4	100.0%
Cash WinFall	0	0.0%	2	0.4%	-2	-100.0%
Numbers Game	31	6.6%	32	7.2%	-1	-1.9%
Online Raffle	0	0.0%	3	0.7%	-3	-100.0%
Super 50-50 Raffle	0	0.1%	0	0.0%	0	100.0%
Megabucks	2	0.4%	3	0.7%	-1	-43.1%
Total	\$471	100.0%	\$439	100.0%	\$32	7.2%
Instant Tickets	\$310	65.8%	\$303	69.0%	\$7	2.2%
Online Games	161	34.2%	136	31.0%	25	18.5%
Total	\$471	100.0%	\$439	100.0%	\$32	7.2%



Supporting the 351 Cities and Towns of Massachusetts

MSLC Revenue Results

Year-to-Date FY13 vs. FY12

(\$ millions)

Through December 1, 2012

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$1,348	68.4%	\$1,298	68.9%	\$50	3.9%
MegaMillions	22	1.1%	28	1.5%	-6	-20.3%
Powerball	69	3.5%	31	1.6%	38	122.8%
Keno	329	16.7%	322	17.1%	7	2.2%
Mass Cash	29	1.5%	29	1.5%	0	0.0%
Race Game	10	0.5%	9	0.5%	1	12.4%
Lucky For Life	18	0.9%	0	0.0%	18	100.0%
Cash WinFall	0	0.0%	12	0.6%	-12	-100.0%
Numbers Game	136	6.9%	139	7.4%	-3	-2.5%
Online Raffle	0	0.0%	3	0.2%	-3	0.0%
Super 50-50 Raffle	1	0.0%	0	0.0%	1	100.0%
Megabucks	9	0.5%	13	0.7%	-4	-30.6%
Total	\$1,971	100.0%	\$1,883	100.0%	\$88	4.7%

Instant Tickets	\$1,348	68.4%	\$1,298	68.9%	\$50	3.9%
Online Games	622	31.6%	585	31.1%	37	6.4%
Total	\$1,971	100.0%	\$1,883	100.0%	\$88	4.7%



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