



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

September 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 August 2013.

Overall sales for the month were \$5 million higher than August 2012. The FY14 prize payout was 71.7 percent as compared with 71.3 percent for August FY13. Even though the payout percentage for FY14 was 0.4 percent higher this year, our overall monthly net profit for the month was \$11 million higher because of fewer accrued prizes.

Our overall prize payout for the first two months of FY14 is 70.9 percent, as compared FY13's payout for the first two months of 74.0 percent. This 3.1 percent difference is driving a net profit increase of \$24 million for the first two months. As explained in previous correspondence, the prize payout percentage fluctuates based on the schedule or rate at which players cash in prizes.

August's sales increase can be attributed to a \$2 million spike in the Instant Ticket portfolio; a \$5 million increase in Powerball sales due to the \$425 million jackpot that was the third largest in Powerball history and \$100 million more than last year's jackpot during the same time frame; and, \$1 million in new sales from Jackpot Poker, which debuted in June 2013.

There were four draw games that experienced sales decreases in August, including a \$1 million decline in Mega Millions sales due to a smaller jackpot as compared to last year's offerings; a \$1 million decrease in Lucky for Life sales; a \$1 million decrease in Megabucks Doubler sales due to a smaller jackpot this year; and, a \$2 million decrease in Race Game sales because there have been no ticket sales since the game officially ended on June 11, 2013.

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.

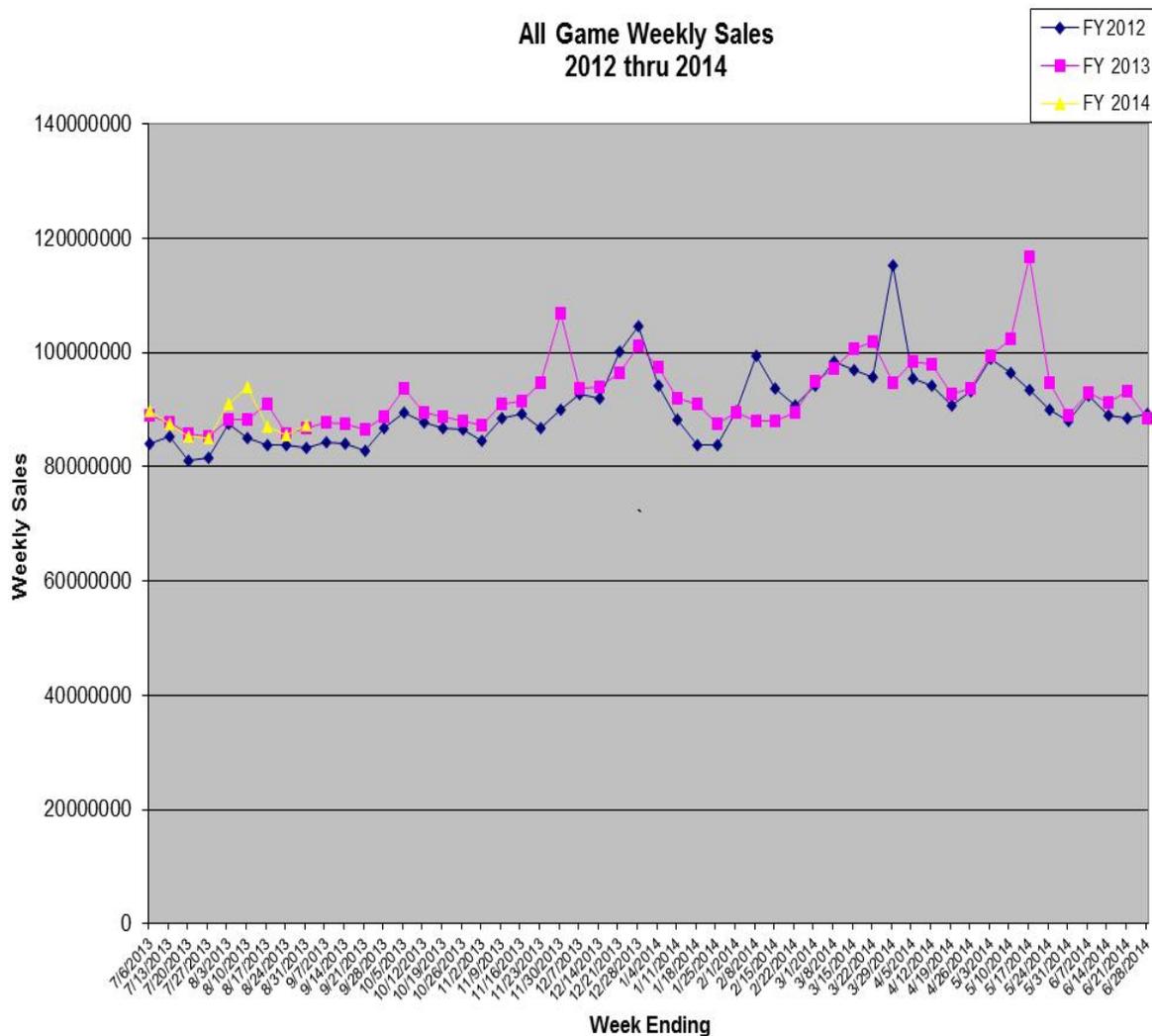
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

All Game Weekly Sales 2012 thru 2014



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MSLC Revenue Results							
August FY14 vs. FY13							
(\$ millions)							
Through August 31, 2013							
	FY14	% of Total	FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$302	67.8%	\$300	68.1%	\$2	0.6%	
MegaMillions	4	1.0%	5	1.2%	-1	-18.5%	
Powerball	19	4.3%	15	3.3%	5	31.3%	
Keno	76	17.2%	74	16.9%	2	2.9%	
Mass Cash	7	1.5%	7	1.5%	0	3.0%	
Race Game	0	0.0%	2	0.5%	-2	-100.0%	
Lucky For Life	3	0.7%	4	1.0%	-1	100.0%	
Numbers Game	31	6.9%	31	7.0%	0	-0.7%	
Super 50-50 Raffle	0	0.0%	0	0.0%	0	100.0%	
Megabucks	2	0.4%	2	0.5%	-1	-26.2%	
Jackpot Poker	1	0.2%	0	0.0%	1	100.0%	
Total	\$445	100.0%	\$440	100.0%	\$4	1.0%	
Instant Tickets	\$302	67.8%	\$300	68.1%	\$2	0.6%	
Online Games	143	32.2%	140	31.9%	3	1.9%	
Total	\$445	100.0%	\$440	100.0%	\$4	1.0%	



Supporting the 351 Cities and Towns of Massachusetts

MSLC Revenue Results							
Year-to-Date FY14 vs. FY13							
(\$ millions)							
Through August 31, 2013							
	FY14	% of Total	FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$543	68.6%	\$543	68.8%	\$0	0.1%	
MegaMillions	8	0.9%	9	1.2%	-2	-19.1%	
Powerball	27	3.4%	21	2.6%	6	31.2%	
Keno	136	17.1%	133	16.9%	3	2.1%	
Mass Cash	12	1.5%	12	1.5%	0	3.7%	
Race Game	0	0.0%	4	0.5%	-4	-100.0%	
Lucky For Life	6	0.7%	8	1.0%	-2	100.0%	
Numbers Game	55	6.9%	55	7.0%	-1	-1.0%	
Super 50-50 Raffle	0	0.0%	0	0.0%	0	100.0%	
Megabucks	4	0.4%	4	0.5%	-1	-14.6%	
Jackpot Poker	2	0.3%	0	0.0%	2	100.0%	
Total	\$792	100.0%	\$789	100.0%	\$3	0.4%	
Instant Tickets	\$543	68.6%	\$543	68.8%	\$0	0.1%	
Online Games	249	31.4%	246	31.2%	3	1.1%	
Total	\$792	100.0%	\$789	100.0%	\$3	0.4%	



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