



# Massachusetts State Lottery Commission

STEVEN GROSSMAN  
*Treasurer and Receiver General*

PAUL STERNBURG  
*Executive Director*

March 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 February 2013.

As a result of inclement weather, particularly heavy snowfall, Lottery sales for the month of February were down \$18 million. The storms that hit the state during the month had a devastating impact on sales of approximately \$30 million.

Additionally, the prize payout for February 2013 was 75.1 percent, as compared to 71.0 percent for February 2012. The 4.1 percent increase in payout caused our overall net profit to drop \$40.5 million behind last year's record-setting pace.

Only one game in the portfolio experienced a sale increases in February. Lucky for Life, the regional draw game which launched in March 2012, brought in \$3 million in new sales.

Games experiencing sales declines in February were: Instant Tickets, which were down \$7 million as a result of weather; Mega Millions which were down \$2 million due to smaller jackpot offerings as compared to last year, as well as weather; Powerball, which was down \$5 million also due to smaller jackpots and weather; KENO, which was down \$3 million due to weather; Mass Cash, which was down \$1 million; Numbers Game, which was down \$2 million; and, Megabucks, which was down \$1 million due to a smaller jackpot this year as compared to last.

While winter weather in Massachusetts is unfortunately unpredictable, we are confident that Lottery sales will rebound as we move toward spring.

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.

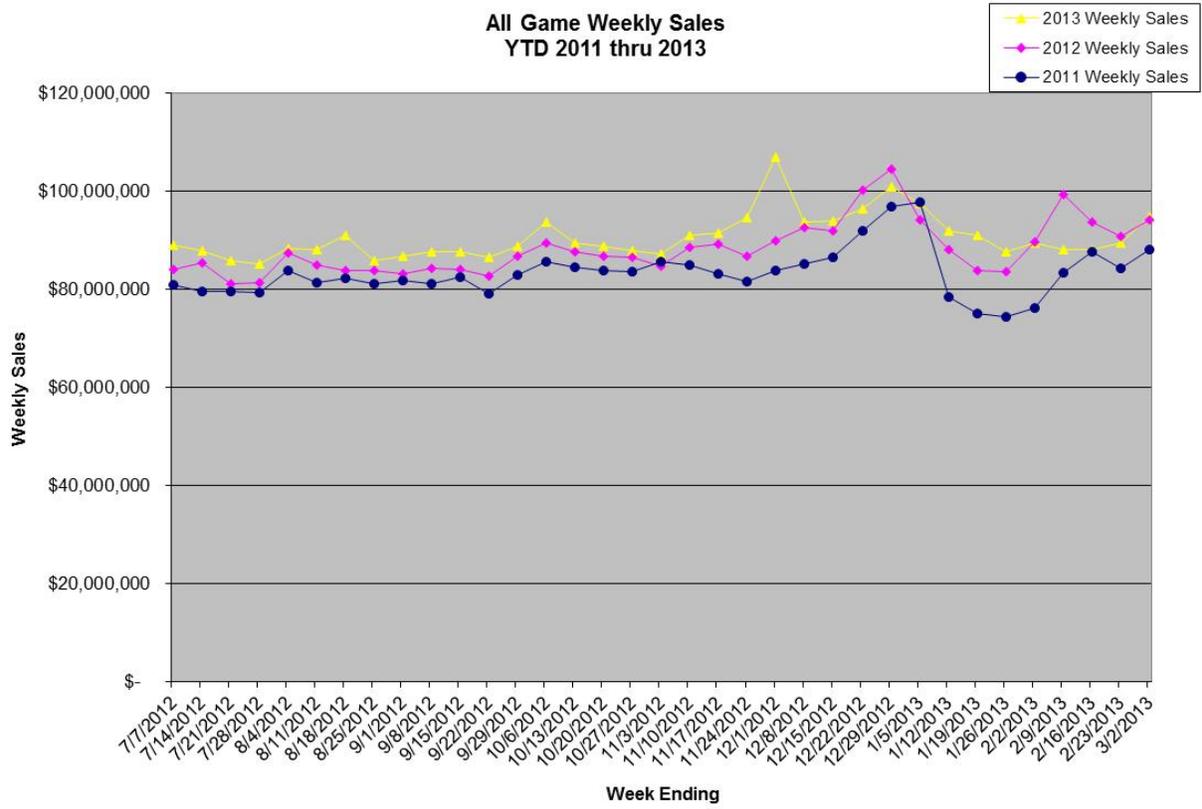
Sincerely,

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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<b>MSLC Revenue Results</b>							
<b>February FY13 vs. FY12</b>							
(\$ millions)							
Through March 2, 2013							
	<b>FY13</b>	<b>% of Total</b>	<b>FY12</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>	
<b>Instant Tickets</b>	\$252	69.8%	\$259	68.4%	-\$7	-2.7%	
<b>MegaMillions</b>	3	0.9%	5	1.4%	-2	-38.9%	
<b>Powerball</b>	7	2.1%	12	3.3%	-5	-39.8%	
<b>Keno</b>	62	17.1%	65	17.1%	-3	-4.6%	
<b>Mass Cash</b>	5	1.5%	6	1.5%	-1	-8.6%	
<b>Race Game</b>	2	0.6%	2	0.5%	0	10.5%	
<b>Lucky For Life</b>	3	0.8%	0	0.0%	3	100.0%	
<b>Cash WinFall</b>	0	0.0%	0	0.0%	0	0.0%	
<b>Numbers Game</b>	25	6.8%	26	7.0%	-2	-6.4%	
<b>Online Raffle</b>	0	0.0%	0	0.0%	0	0.0%	
<b>Super 50-50 Raffle</b>	0	0.0%	0	0.0%	0	100.0%	
<b>Megabucks</b>	2	0.4%	3	0.8%	-1	-48.3%	
<b>Total</b>	<b>\$361</b>	<b>100.0%</b>	<b>\$378</b>	<b>100.0%</b>	<b>-\$18</b>	<b>-4.7%</b>	
<b>Instant Tickets</b>	\$252	69.8%	\$259	68.4%	-\$7	-2.7%	
<b>Online Games</b>	109	30.2%	119	31.6%	-11	-8.8%	
<b>Total</b>	<b>\$361</b>	<b>100.0%</b>	<b>\$378</b>	<b>100.0%</b>	<b>-\$18</b>	<b>-4.7%</b>	



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<b>MSLC Revenue Results</b>							
<b>Year-to-Date FY13 vs. FY12</b>							
(\$ millions)							
Through March 2, 2013							
	<b>FY13</b>	<b>% of Total</b>	<b>FY12</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>	
<b>Instant Tickets</b>	\$2,194	69.1%	\$2,130	68.9%	\$64	3.0%	
<b>MegaMillions</b>	35	1.1%	48	1.6%	-14	-28.3%	
<b>Powerball</b>	91	2.9%	56	1.8%	35	62.9%	
<b>Keno</b>	530	16.7%	522	16.9%	8	1.4%	
<b>Mass Cash</b>	47	1.5%	47	1.5%	-1	-1.1%	
<b>Race Game</b>	17	0.5%	15	0.5%	2	12.0%	
<b>Lucky For Life</b>	28	0.9%	0	0.0%	28	100.0%	
<b>Cash WinFall</b>	0	0.0%	16	0.5%	-16	-100.0%	
<b>Numbers Game</b>	217	6.8%	223	7.2%	-6	-2.6%	
<b>Online Raffle</b>	0	0.0%	10	0.3%	-10	0.0%	
<b>Super 50-50 Raffle</b>	2	0.1%	0	0.0%	2	100.0%	
<b>Megabucks</b>	15	0.5%	23	0.7%	-8	-36.4%	
<b>Total</b>	<b>\$3,174</b>	<b>100.0%</b>	<b>\$3,090</b>	<b>100.0%</b>	<b>\$84</b>	<b>2.7%</b>	
<b>Instant Tickets</b>	\$2,194	69.1%	\$2,130	68.9%	\$64	3.0%	
<b>Online Games</b>	980	30.9%	960	31.1%	20	2.1%	
<b>Total</b>	<b>\$3,174</b>	<b>100.0%</b>	<b>\$3,090</b>	<b>100.0%</b>	<b>\$84</b>	<b>2.7%</b>	



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