



# Massachusetts State Lottery Commission

STEVEN GROSSMAN  
*Treasurer and Receiver General*

PAUL STERNBURG  
*Executive Director*

August 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 July 2013, the first month of fiscal year 2014.

Sales for July 2013 were down \$1 million as compared to July 2012. We attribute this decline in sales to a decrease in customer traffic at Lottery retailers during the stretch of extremely hot weather that occurred throughout the month.

While July sales were slightly lower, we also had a lower prize payout percentage for the month, which served to increase our overall net profit. The prize payout for July 2013 was 71 percent, as compared 75.5 percent in July 2012. This 4.5 percent decrease in prize payout raised our net profit by \$13 million over last year's figure.

Two games saw significant sales increases in July: Powerball was up \$2 million due to a larger jackpot offering this year as compared to last year; and KENO saw a \$1 million increase. Additionally, Jackpot Poker, the new second monitor game that launched in mid-June 2013, provided a \$1 million bump in sales.

There were two games that experienced significant sales decreases in July: Mega Millions sales were down \$1 million due to a smaller jackpot offering this year as compared to last year; and Lucky for Life was down \$1 million as compared to last year. Also, the Daily Race Game officially ended on June 12, 2013, resulting in loss of \$2 million compared to last year.

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

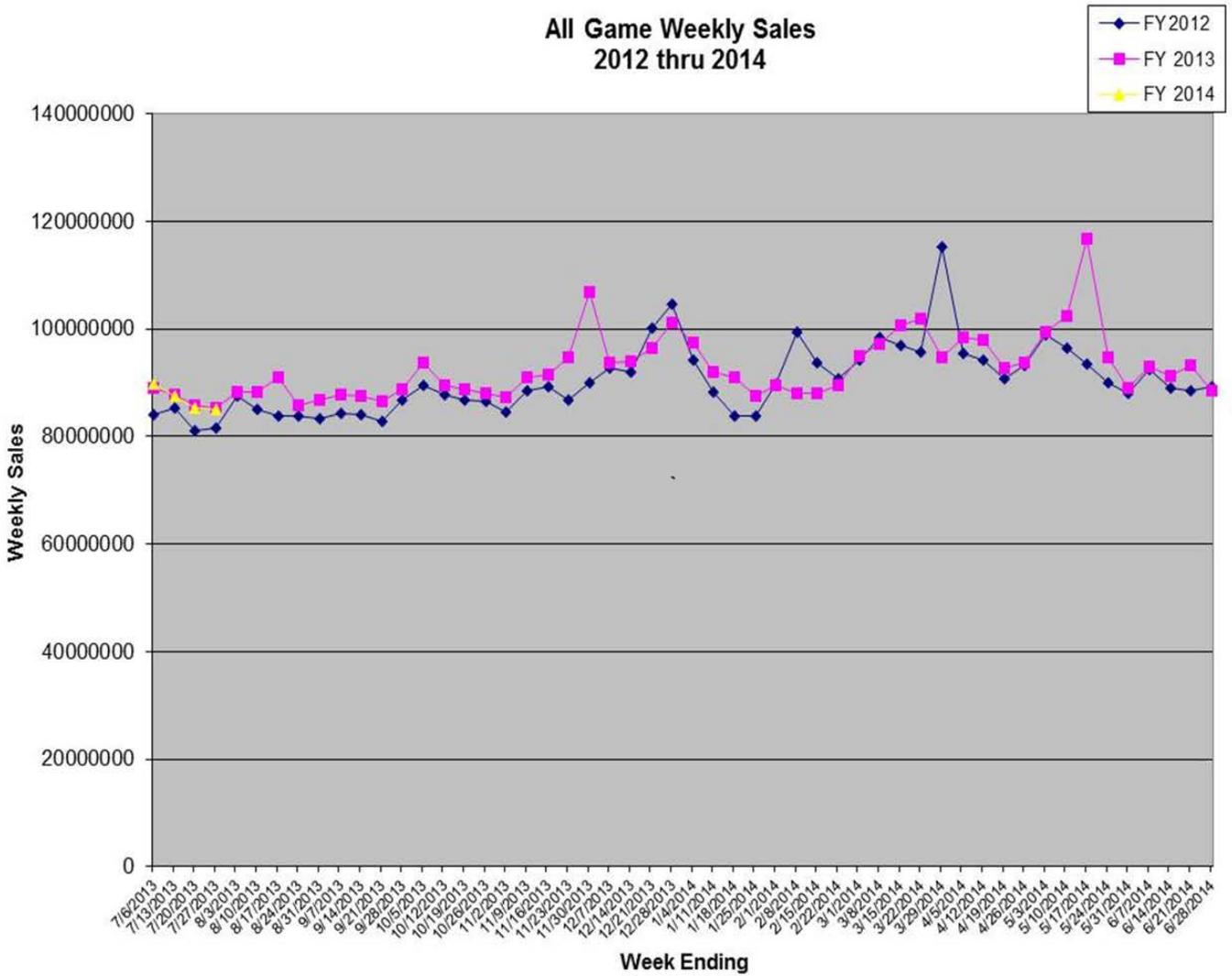
Sincerely,

Paul R. Sternburg  
Executive Director



*Supporting the 351 Cities and Towns of Massachusetts*

### All Game Weekly Sales 2012 thru 2014



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<b>MSLC Revenue Results</b>							
<b>Year-to-Date FY14 vs. FY13</b>							
(\$ millions)							
Through July 27, 2013							
	<b>FY14</b>	<b>% of Total</b>	<b>FY13</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>	
<b>Instant Tickets</b>	\$242	69.5%	\$243	69.7%	-\$1	-0.6%	
<b>MegaMillions</b>	3	0.9%	4	1.2%	-1	-19.7%	
<b>Powerball</b>	8	2.2%	6	1.7%	2	31.7%	
<b>Keno</b>	59	17.1%	59	16.9%	1	1.1%	
<b>Mass Cash</b>	5	1.6%	5	1.5%	0	4.0%	
<b>Race Game</b>	0	0.0%	2	0.5%	-2	-100.0%	
<b>Lucky For Life</b>	3	0.7%	4	1.0%	-1	100.0%	
<b>Numbers Game</b>	24	7.0%	25	7.0%	0	-1.3%	
<b>Super 50-50 Raffle</b>	0	0.0%	0	0.0%	0	100.0%	
<b>Megabucks</b>	2	0.5%	2	0.5%	0	2.1%	
<b>Jackpot Poker</b>	1	0.4%	0	0.0%	1	100.0%	
<b>Total</b>	<b>\$347</b>	<b>100.0%</b>	<b>\$349</b>	<b>100.0%</b>	<b>-\$1</b>	<b>-0.3%</b>	
<b>Instant Tickets</b>	\$242	69.5%	\$243	69.7%	-\$1	-0.6%	
<b>Online Games</b>	106	30.5%	106	30.3%	0	0.2%	
<b>Total</b>	<b>\$347</b>	<b>100.0%</b>	<b>\$349</b>	<b>100.0%</b>	<b>-\$1</b>	<b>-0.3%</b>	



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