



# Massachusetts State Lottery Commission

STEVEN GROSSMAN  
*Treasurer and Receiver General*

PAUL STERNBURG  
*Executive Director*

December 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 November 2013.

Lottery sales were down \$30 million overall for the month as compared to sales in November 2012. The sales decline can be attributed to the jackpot level in multi-state Powerball game, which offered a \$130 million jackpot this year as compared to a record-breaking \$578 million jackpot in November 2012.

The prize payout for the month of November was 70.2 percent as compared to 72.3 percent for November 2012. Our overall prize payout is 70.5 percent through the first 5 months of the year, as opposed to 72.2 percent for the same time period last year. Because the prize payout is 1.7 percent lower this year, our net profit is \$28.4 million ahead of last year.

The games in our portfolio that experienced sales increases in November were: Mega Millions, which was up \$2 million due to higher jackpot offerings; KENO, which was up \$1 million; and, Jackpot Poker, which delivered \$1 million in new sales.

The games that saw sales decreases for the month were: Powerball, which was down \$29 million because of a significantly lower jackpot than last year; Instant Tickets, which experienced a \$2 million decrease; Lucky for Life, which was down \$1 million; and, the Daily Race Game, which was down \$2 million after game sales ceased in June 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.

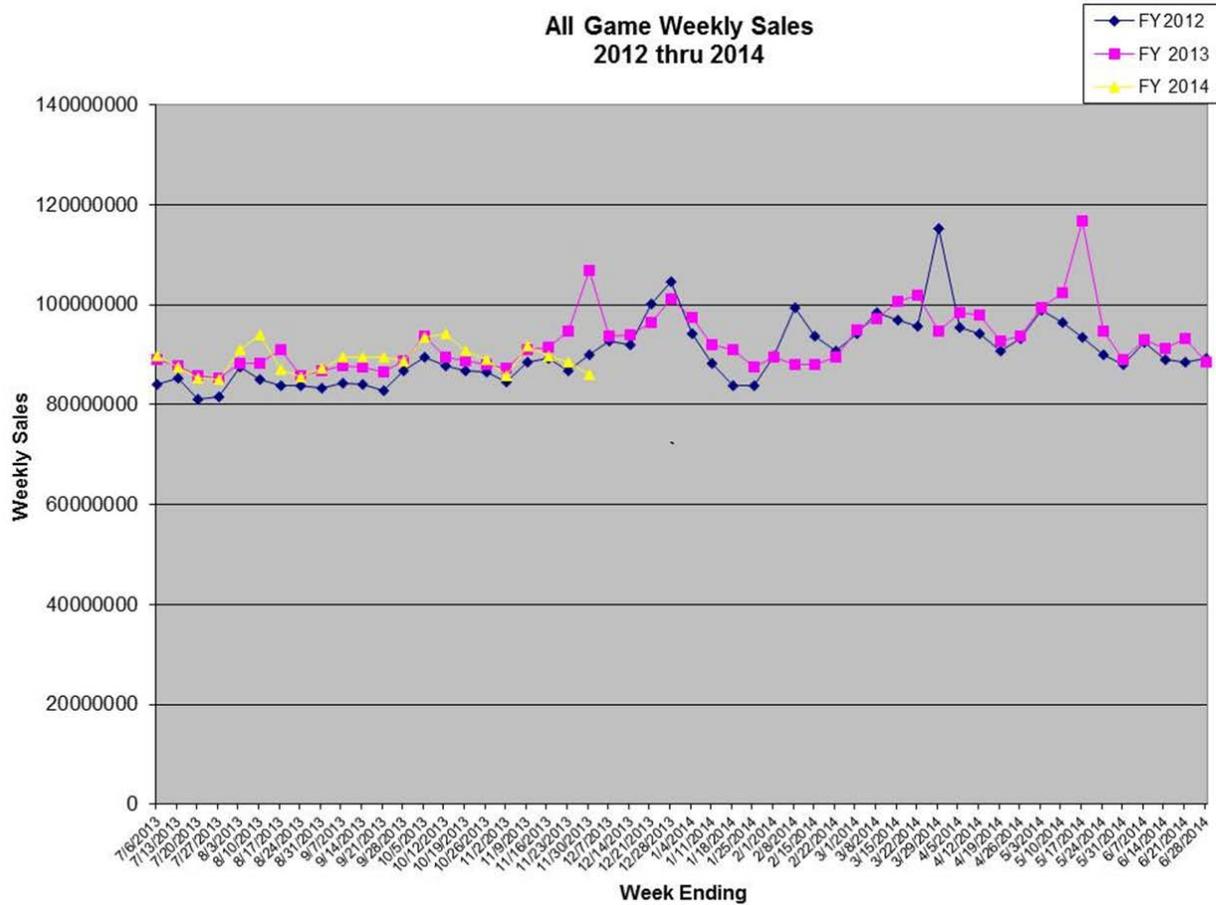
Sincerely,

Paul R. Sternburg  
Executive Director



*Supporting the 351 Cities and Towns of Massachusetts*

### All Game Weekly Sales 2012 thru 2014



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November FY14 vs. FY13									
(\$ millions)									
Through November 30, 2013									
		FY14	% of Total	FY13	% of Total	\$ Change	% Change		
<b>Instant Tickets</b>	69.9 to 80.4	\$308	69.8%	\$310	65.8%	-\$2	-0.5%		
<b>MegaMillions</b>	50.0	7	1.6%	5	1.0%	2	50.0%		
<b>Powerball</b>	50.0	7	1.6%	36	7.6%	-29	-80.3%		
<b>Keno</b>	70.0	76	17.3%	75	16.0%	1	1.1%		
<b>Mass Cash</b>	55.0	7	1.5%	7	1.4%	0	1.5%		
<b>Race Game</b>	70.0	0	0.0%	2	0.5%	-2	-100.0%		
<b>Lucky For Life</b>	50.0	3	0.7%	4	0.8%	-1	-16.2%		
<b>Numbers Game</b>	63.0	31	7.0%	31	6.6%	0	-0.6%		
<b>Super 50-50 Raffle</b>		0	0.0%	0	0.1%	0	-50.0%		
<b>Megabucks</b>	55.0	2	0.5%	2	0.4%	0	11.1%		
<b>Jackpot Poker</b>		1	0.1%	0	0.0%	1	0.0%		
<b>Total</b>		\$442	100.0%	\$471	100.0%	-\$30	-6.3%		
<b>Instant Tickets</b>	69.9 to 80.4	\$308	69.8%	\$310	65.8%	-\$2	-0.5%		
<b>Online Games</b>	50.0 to 70.0	133	30.2%	161	34.2%	-28	-17.4%		
<b>Total</b>		\$442	100.0%	\$471	100.0%	-\$30	-6.3%		



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<b>MSLC Revenue Results</b>								
<b>Year-to-Date FY14 vs. FY13</b>								
(\$ millions)								
Through November 30, 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>	\$1,353	69.0%	\$1,348	68.4%	\$4	0.3%		
<b>MegaMillions</b>	24	1.2%	22	1.1%	2	7.7%		
<b>Powerball</b>	57	2.9%	69	3.5%	-12	-17.5%		
<b>Keno</b>	334	17.1%	329	16.7%	6	1.7%		
<b>Mass Cash</b>	30	1.5%	29	1.5%	1	3.1%		
<b>Race Game</b>	0	0.0%	10	0.5%	-10	-100.0%		
<b>Lucky For Life</b>	14	0.7%	18	0.9%	-4	-23.1%		
<b>Numbers Game</b>	135	6.9%	136	6.9%	-1	-0.6%		
<b>Super 50-50 Raffle</b>	0	0.0%	1	0.0%	0	-45.6%		
<b>Megabucks</b>	9	0.4%	9	0.5%	0	-4.4%		
<b>Jackpot Poker</b>	4	0.2%	0	0.0%	4	100.0%		
<b>Total</b>	<b>\$1,959</b>	<b>100.0%</b>	<b>\$1,971</b>	<b>100.0%</b>	<b>-\$12</b>	<b>-0.6%</b>		
<b>Instant Tickets</b>	\$1,353	69.0%	\$1,348	68.4%	\$4	0.3%		
<b>Online Games</b>	606	31.0%	622	31.6%	-16	-2.6%		
<b>Total</b>	<b>\$1,959</b>	<b>100.0%</b>	<b>\$1,971</b>	<b>100.0%</b>	<b>-\$12</b>	<b>-0.6%</b>		



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