



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

November 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 October 2013.

Overall sales for the month were \$8 million higher than October 2012. The prize payout for October 2013 was 71.8 percent as compared to 70.3 percent for October 2012. This 1.5 percent increase caused the overall prize payout percentage for the fiscal year to jump from 70.63 percent to 70.74 percent, which translated into a \$5.9 million decrease in net profit from the previous month; however, the prize payout for the first four months of FY13 was 72.6 percent, so our net profit in FY14 to-date is now \$29.7 million ahead of last year. As explained in previous correspondence, the payout percentage fluctuates based on the schedule or rate at which player's cash in prizes.

October's sales increase can be attributed to a \$6 million boost in the Instant Ticket portfolio; a \$3 million increase in Powerball due to a higher jackpot offering this year as compared to last year; and, a \$1 million increase in KENO sales.

Two draw games in our portfolio experienced sales decreases in October. Lucky for Life, a regional draw game, saw a \$1 million decrease in sales, and The Daily Race Game, a monitor game offering, saw a \$2 million decrease because there have been no ticket sales since the game officially ended 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.

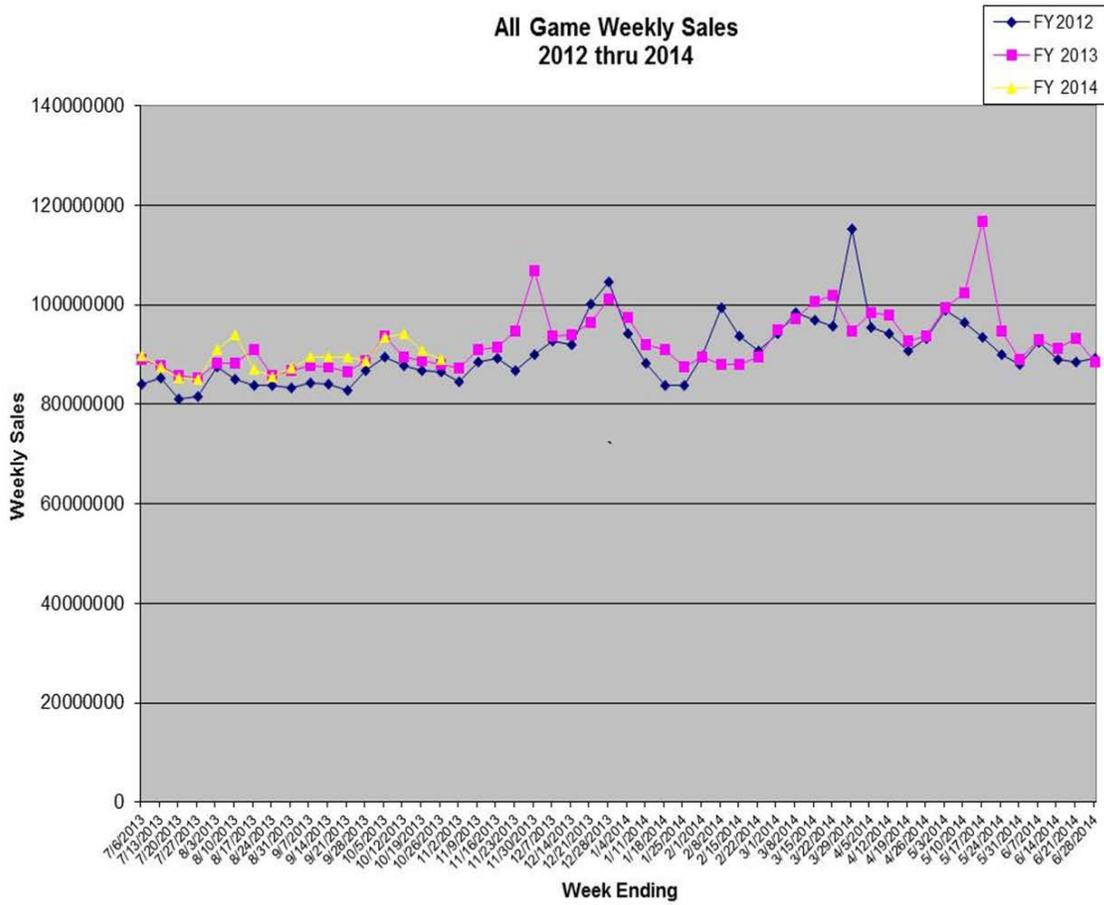
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

All Game Weekly Sales 2012 thru 2014



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MSLC Revenue Results							
October FY14 vs. FY13							
(\$ millions)							
Through October 26, 2013							
	FY14	% of Total	FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$259	70.5%	\$253	70.4%	\$6	2.3%	
MegaMillions	4	1.0%	4	1.1%	0	0.0%	
Powerball	8	2.2%	5	1.4%	3	58.8%	
Keno	62	16.8%	60	16.8%	1	2.0%	
Mass Cash	5	1.5%	5	1.5%	0	0.0%	
Race Game	0	0.0%	2	0.5%	-2	-100.0%	
Lucky For Life	3	0.7%	3	0.9%	-1	-18.8%	
Numbers Game	25	6.7%	25	6.9%	0	-0.8%	
Super 50-50 Raffle	0	0.1%	0	0.1%	0	-55.5%	
Megabucks	2	0.4%	1	0.4%	0	8.0%	
Jackpot Poker	0	0.1%	0	0.0%	0	0.0%	
Total	\$368	100.0%	\$360	100.0%	\$8	2.1%	
Instant Tickets	\$259	70.5%	\$253	70.4%	\$6	2.3%	
Online Games	109	29.5%	107	29.6%	2	1.7%	
Total	\$368	100.0%	\$360	100.0%	\$8	2.1%	



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MSLC Revenue Results							
Year-to-Date FY14 vs. FY13							
(\$ millions)							
Through October 26, 2013							
	FY14	% of Total	FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$1,044	68.8%	\$1,038	69.3%	\$6	0.6%	
MegaMillions	17	1.1%	17	1.2%	-1	-3.4%	
Powerball	50	3.3%	33	2.2%	17	50.6%	
Keno	258	17.0%	253	16.9%	5	1.9%	
Mass Cash	23	1.5%	22	1.5%	1	3.1%	
Race Game	0	0.0%	8	0.5%	-8	-100.0%	
Lucky For Life	11	0.7%	15	1.0%	-4	-24.5%	
Numbers Game	104	6.9%	105	7.0%	-1	-0.6%	
Super 50-50 Raffle	0	0.0%	0	0.0%	0	-35.9%	
Megabucks	7	0.4%	7	0.5%	-1	-8.3%	
Jackpot Poker	3	0.2%	0	0.0%	3	100.0%	
Total	\$1,517	100.0%	\$1,499	100.0%	\$18	1.2%	
Instant Tickets	\$1,044	68.8%	\$1,038	69.3%	\$6	0.6%	
Online Games	473	31.2%	461	30.7%	12	2.6%	
Total	\$1,517	100.0%	\$1,499	100.0%	\$18	1.2%	



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