



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

October 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 September 2013.

Overall sales for the month were \$7 million higher than September 2012. The prize payout percentage for the fiscal year through September 30th was 70.7 percent, compared to 73.9 percent in FY13. This 3.2 percent decrease in prize payout has caused our overall net profit for the first quarter of the year to be \$36.5 million higher than the first quarter of last year. This is an improvement of \$12.5 million over last month. We are hopeful that as the fiscal year progresses our prize payout continues on this trend. As explained in previous correspondence, the payout percentage fluctuates based on the timing of when players cash in/redeem their prizes.

September's sales increase can be attributed to a \$7 million dollar increase in Powerball due to a higher jackpot this year as compared to last year at this time; Mega Millions also saw a \$1 million increase in sales because of a higher jackpot; Keno was up \$1 million; and, \$1 million in new sales were brought in from Jackpot Poker, the Lottery's new second monitor game that debuted in June.

There were two games in our portfolio that experienced sales decreases in September. Lucky for Life sales decreased by \$1 million and The Daily Race Game sales decreased by \$2 million because there have been no 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.

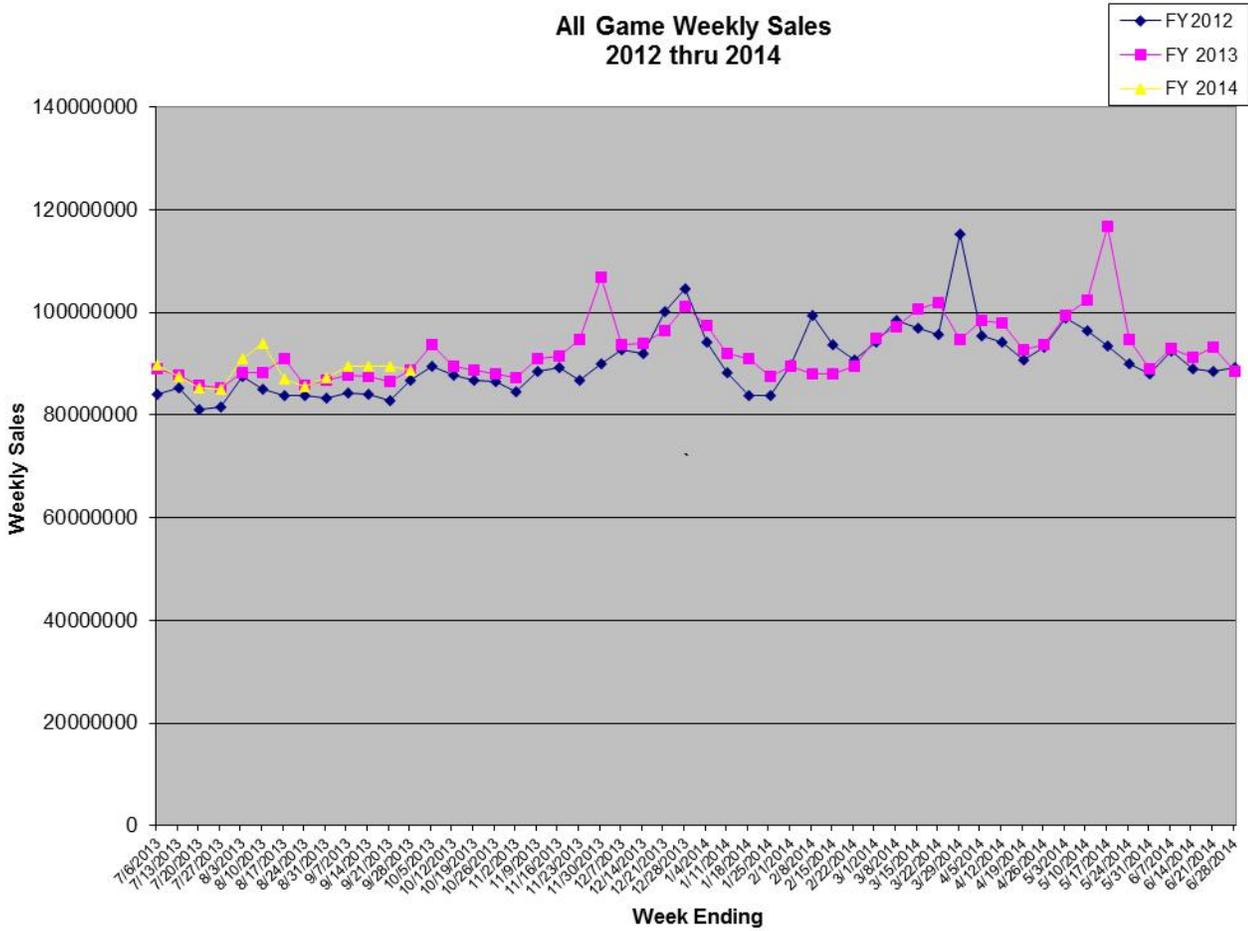
Sincerely,

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								
September FY14 vs. FY13								
(\$ millions)								
Through September 30, 2013								
	FY14	% of Total		FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$242	67.7%		\$242	69.1%	-\$1	-0.2%	
MegaMillions	6	1.6%		4	1.3%	1	25.9%	
Powerball	15	4.1%		7	2.1%	7	99.7%	
Keno	61	17.0%		60	17.1%	1	1.5%	
Mass Cash	5	1.5%		5	1.5%	0	3.8%	
Race Game	0	0.0%		2	0.6%	-2	-100.0%	
Lucky For Life	3	0.7%		3	1.0%	-1	100.0%	
Numbers Game	25	6.9%		24	7.0%	0	0.3%	
Super 50-50 Raffle	0	0.0%		0	0.0%	0	100.0%	
Megabucks	1	0.4%		2	0.5%	0	-7.8%	
Jackpot Poker	1	0.2%		0	0.0%	1	100.0%	
Total	\$357	100.0%		\$351	100.0%	\$7	1.9%	
Instant Tickets	\$242	67.7%		\$242	69.1%	-\$1	-0.2%	
Online Games	115	32.3%		108	30.9%	7	6.6%	
Total	\$357	100.0%		\$351	100.0%	\$7	1.9%	



Supporting the 351 Cities and Towns of Massachusetts

MSLC Revenue Results

Year-to-Date FY14 vs. FY13

(\$ millions)

Through September 30, 2013

	FY14	% of Total	FY13	% of Total	\$ Change	% Change
Instant Tickets	\$785	68.3%	\$785	68.9%	\$0	0.0%
MegaMillions	13	1.1%	14	1.2%	-1	-4.3%
Powerball	42	3.6%	28	2.4%	14	49.2%
Keno	196	17.1%	193	16.9%	4	1.9%
Mass Cash	18	1.5%	17	1.5%	1	3.6%
Race Game	0	0.0%	6	0.5%	-6	-100.0%
Lucky For Life	8	0.7%	11	1.0%	-3	100.0%
Numbers Game	79	6.9%	80	7.0%	0	-0.6%
Super 50-50 Raffle	0	0.0%	0	0.0%	0	100.0%
Megabucks	5	0.4%	6	0.5%	-1	-12.3%
Jackpot Poker	3	0.2%	0	0.0%	3	100.0%
Total	\$1,149	100.0%	\$1,139	100.0%	\$10	0.9%
Instant Tickets	\$785	68.3%	\$785	68.9%	\$0	0.0%
Online Games	364	31.7%	354	31.1%	10	2.8%
Total	\$1,149	100.0%	\$1,139	100.0%	\$10	0.9%



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