



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

BETH BRESNAHAN
Executive Director

September 16, 2014

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 August 2014.

Sales for August 2014 were up \$18 million as compared to August 2013 thanks to a continued surge in Instant Ticket sales. The prize payout for August 2014 was 73.84 percent, as compared 71.55 percent in August 2013. This increase has driven the prize payout for the first two months of FY15 to 72.79 percent as compared to FY14's 70.82 percent, and has decreased net profit by \$12.7 million as compared to last year. As explained in previous correspondence, the payout percentage fluctuates based on the timing at which players cash in their prizes.

Instant Ticket sales were \$28 million higher this year thanks to a strong four game release (\$1, two \$2 and \$5) in early August and a new \$5 Patriots-themed game on the 26th of the month, along with continued excitement around the \$30 ticket that debuted in April. Additionally, Mega Millions sales were up \$3 million due a higher jackpot offering as compared to last year, and a KENO experienced an increase of \$1 million.

Powerball sales were down \$14 million due to a smaller jackpot offering as compared to last year (\$90 million vs. \$448.4 million); Lucky for Life sales were down approximately \$1 million; and, Jackpot Poker, the second monitor game that debuted in June 2013, saw a sales decline of \$1 million.

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,

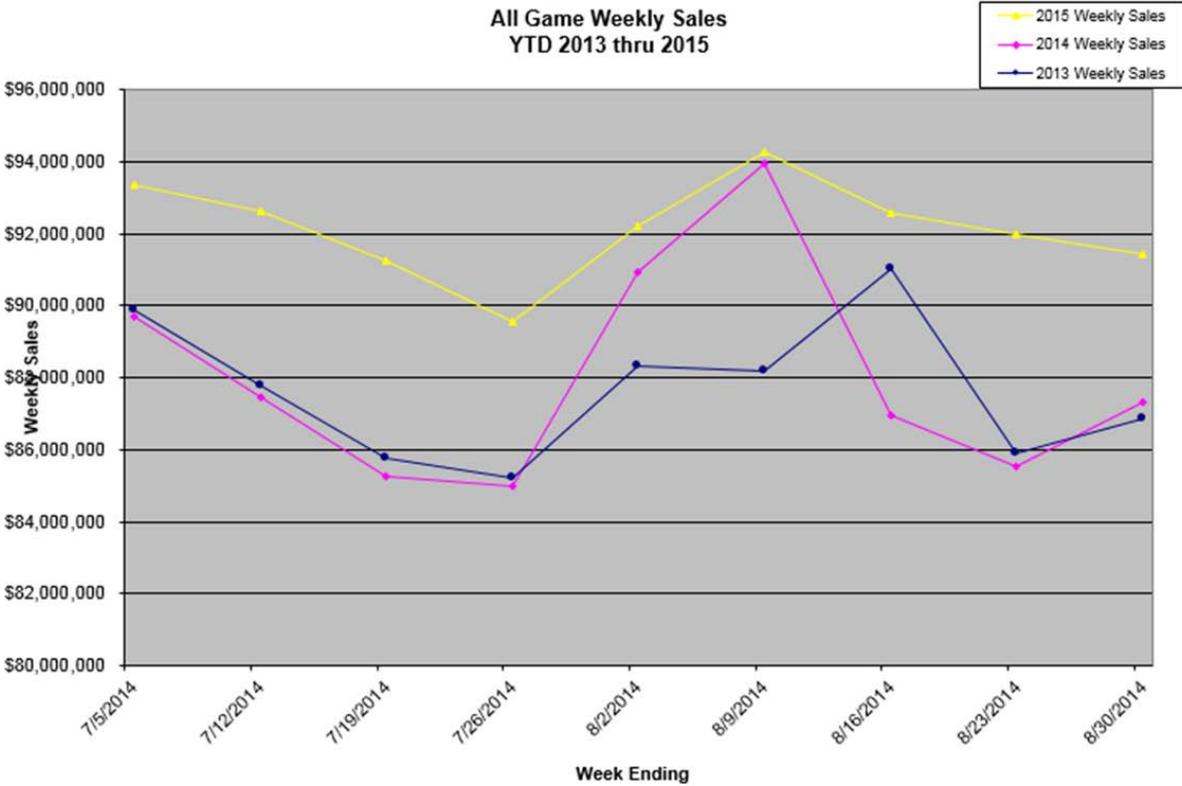
Beth Bresnahan

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Supporting the 351 Cities and Towns of Massachusetts

**All Game Weekly Sales
YTD 2013 thru 2015**



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MSLC Revenue Results							
August FY15 vs. FY14							
(\$ millions)							
Through August 30, 2014							
	FY15	% of Total	FY14	% of Total	\$ Change	% Change	
Instant Tickets	\$330	71.3%	\$302	67.8%	\$28	9.4%	
MegaMillions	7	1.6%	4	1.0%	3	76.0%	
Powerball	6	1.2%	19	4.3%	-14	-70.3%	
Keno	77	16.6%	76	17.2%	1	0.8%	
Mass Cash	7	1.5%	7	1.5%	0	5.3%	
Race Game	0	0.0%	0	0.0%	0	0.0%	
Lucky For Life	3	0.5%	3	0.7%	-1	-21.0%	
Numbers Game	31	6.6%	31	6.9%	0	0.2%	
Super 50-50 Raffle	0	0.0%	0	0.0%	0	0.0%	
Megabucks	2	0.4%	2	0.4%	0	4.1%	
Jackpot Poker	0	0.1%	1	0.2%	-1	-68.2%	
Total	\$462	100.0%	\$445	100.0%	\$18	4.0%	
Instant Tickets	\$330	71.3%	\$302	67.8%	\$28	9.4%	
Online Games	132	28.7%	143	32.2%	-11	-7.4%	
Total	\$462	100.0%	\$445	100.0%	\$18	4.0%	



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MSLC Revenue Results								
Year-to-Date FY15 vs. FY14								
(\$ millions)								
Through August 30, 2014								
	FY15	% of Total	FY14	% of Total	\$ Change	% Change		
Instant Tickets	\$594	71.6%	\$543	68.6%	\$51	9.3%		
MegaMillions	11	1.3%	8	0.9%	3	42.5%		
Powerball	11	1.3%	27	3.4%	-16	-59.5%		
Keno	138	16.6%	136	17.1%	2	1.5%		
Mass Cash	13	1.6%	12	1.5%	1	5.0%		
Race Game	0	0.0%	0	0.0%	0	0.0%		
Lucky For Life	5	0.6%	6	0.7%	-1	-20.4%		
Numbers Game	55	6.6%	55	6.9%	0	0.2%		
Super 50-50 Raffle	0	0.0%	0	0.0%	0	-100.0%		
Megabucks	3	0.4%	4	0.4%	0	-12.2%		
Jackpot Poker	1	0.1%	2	0.3%	-2	-76.0%		
Total	\$829	100.0%	\$792	100.0%	\$37	4.7%		
Instant Tickets	\$594	71.6%	\$543	68.6%	\$51	9.3%		
Online Games	235	28.4%	249	31.4%	-14	-5.5%		
Total	\$829	100.0%	\$792	100.0%	\$37	4.7%		



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