



STEVEN GROSSMAN  
*Treasurer and Receiver General*

BETH BRESNAHAN  
*Executive Director*

March 14, 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 February 2014.

Lottery sales were up \$8 million for the month of February as compared to February 2013. The cash prize payout for February 2014 was 74 percent, far less than the 75.1 percent payout of last February. The year-to-date prize payout is now 71.6 percent, well below the budgeted rate of 72.3 percent. Consequently, our net profit is \$46 million ahead of last year's pace despite a sales decrease of \$13 million through the first eight months of the year.

The Lottery experienced sales increases in several games in February, including Powerball, which was up \$6 million; KENO, which was up \$3 million; Mega Millions, which was up \$2 million; and, The Numbers Game and Mass Cash, which both saw slight increases. In addition, the Lottery benefited from nearly \$500,000 in new sales from Jackpot Poker, which was not in operation last February.

Instant Tickets and Lucky for Life sales were down \$1 million in February, while Megabucks sales declined slightly. The Daily Race Game did not generate any sales last month because the game officially ended on June of 2013; the game generated over \$2 million in sales in February 2013.

As I mentioned in last month's letter, the Massachusetts Lottery has several programs underway to ensure a strong finish to fiscal year 2014 and to position us for future success. One of those innovations is the introduction of a \$30 Instant Ticket in late April.

*World Class Millions*, the Lottery's first game at the \$30 price point, will celebrate the innovative and exciting lottery product that was created and launched here in Massachusetts 40 years ago. The ticket will be released on April 22<sup>nd</sup> along with three (\$1, \$2, \$5) other new Instant games. The game's top instant prize is \$15 million - the highest "scratch & win" prize ever offered by the Massachusetts Lottery. There will also be five Second Chance Drawings offered during the sales period of the game that players who enter non-winning tickets via our website will have the chance to win cash prizes of up to \$1 million.

This strategic business decision will not only serve to increase overall Lottery revenues and net profit, but also best position our Instant portfolio in a rapidly changing gaming environment in the state.



I am happy to answer any questions you may have about the aforementioned figures or Lottery initiatives. I can be reached directly at 781-849-5500.

Sincerely,

*Beth Bresnahan*  
Beth Bresnahan  
Executive Director



*Supporting the 351 Cities and Towns of Massachusetts*

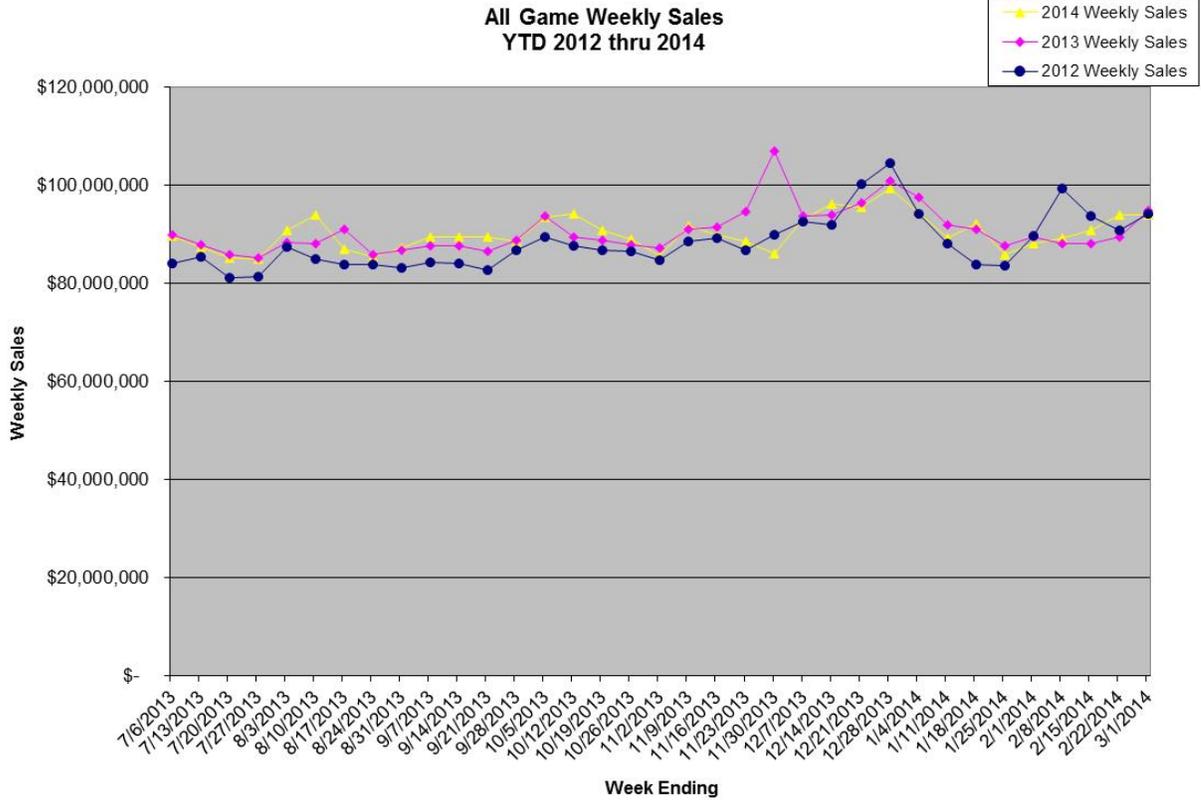
60 Columbian Street • Braintree • Massachusetts • 02184-1738 • Tel: 781-849-5555 • Fax: 781-849-5547 • TTY: 781-849-5678 • [www.masslottery.com](http://www.masslottery.com)



# Massachusetts State Lottery Commission

STEVEN GROSSMAN  
*Treasurer and Receiver General*

BETH BRESNAHAN  
*Executive Director*



*Supporting the 351 Cities and Towns of Massachusetts*

<b>MSLC Revenue Results</b>							
<b>February FY14 vs. FY13</b>							
(\$ millions)							
Through March 1, 2014							
	<b>FY14</b>	<b>% of Total</b>	<b>FY13</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>	
<b>Instant Tickets</b>	\$251	68.1%	\$252	69.8%	-\$1	-0.4%	
<b>MegaMillions</b>	6	1.5%	3	0.9%	2	66.7%	
<b>Powerball</b>	13	3.6%	7	2.1%	6	77.0%	
<b>Keno</b>	64	17.4%	62	17.1%	3	4.1%	
<b>Mass Cash</b>	6	1.5%	5	1.5%	0	5.7%	
<b>Race Game</b>	0	0.0%	2	0.6%	-2	-100.0%	
<b>Lucky For Life</b>	2	0.6%	3	0.8%	-1	-24.1%	
<b>Numbers Game</b>	25	6.7%	25	6.8%	0	0.4%	
<b>Super 50-50 Raffle</b>	0	0.0%	0	0.0%	0	0.0%	
<b>Megabucks</b>	1	0.4%	2	0.4%	0	-1.1%	
<b>Jackpot Poker</b>	0	0.1%	0	0.0%	0	0.0%	
<b>Total</b>	<b>\$368</b>	<b>100.0%</b>	<b>\$361</b>	<b>100.0%</b>	<b>\$8</b>	<b>2.1%</b>	
<b>Instant Tickets</b>	\$251	68.1%	\$252	69.8%	-\$1	-0.4%	
<b>Online Games</b>	117	31.9%	109	30.2%	8	7.8%	
<b>Total</b>	<b>\$368</b>	<b>100.0%</b>	<b>\$361</b>	<b>100.0%</b>	<b>\$8</b>	<b>2.1%</b>	



Supporting the 351 Cities and Towns of Massachusetts



# Massachusetts State Lottery Commission

STEVEN GROSSMAN  
*Treasurer and Receiver General*

BETH BRESNAHAN  
*Executive Director*

<b>MSLC Revenue Results</b>							
<b>Year-to-Date FY14 vs. FY13</b>							
(\$ millions)							
Through March 1, 2014							
	<b>FY14</b>	<b>% of Total</b>	<b>FY13</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>	
<b>Instant Tickets</b>	\$2,182	69.0%	\$2,194	69.1%	-\$12	-0.5%	
<b>MegaMillions</b>	56	1.8%	35	1.1%	22	63.5%	
<b>Powerball</b>	83	2.6%	91	2.9%	-8	-8.7%	
<b>Keno</b>	536	16.9%	530	16.7%	6	1.1%	
<b>Mass Cash</b>	48	1.5%	47	1.5%	1	2.6%	
<b>Race Game</b>	0	0.0%	17	0.5%	-17	-100.0%	
<b>Lucky For Life</b>	22	0.7%	28	0.9%	-6	-21.9%	
<b>Numbers Game</b>	215	6.8%	217	6.8%	-2	-1.0%	
<b>Super 50-50 Raffle</b>	1	0.0%	2	0.1%	-1	-43.5%	
<b>Megabucks</b>	14	0.4%	14	0.5%	-1	-6.0%	
<b>Jackpot Poker</b>	5	0.2%	0	0.0%	5	100.0%	
<b>Total</b>	<b>\$3,161</b>	<b>100.0%</b>	<b>\$3,174</b>	<b>100.0%</b>	<b>-\$13</b>	<b>-0.4%</b>	
<b>Instant Tickets</b>	\$2,182	69.0%	\$2,194	69.1%	-\$12	-0.5%	
<b>Online Games</b>	979	31.0%	980	30.9%	-1	-0.1%	
<b>Total</b>	<b>\$3,161</b>	<b>100.0%</b>	<b>\$3,174</b>	<b>100.0%</b>	<b>-\$13</b>	<b>-0.4%</b>	



*Supporting the 351 Cities and Towns of Massachusetts*