



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

BETH BRESNAHAN
Executive Director

August 15, 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 July 2014, the first month of fiscal year 2015.

Sales for July 2014 were up \$19 million as compared to July 2013 thanks to a spike in Instant Ticket sales. The prize payout for July 2014 was 71.07 percent, as compared 70.76 percent in July 2013. This increase in prize payout decreased net profit by \$1 million as compared to last year's figure.

The Instant Ticket portfolio saw a significant \$22 million sales increase in July following the release of four new games (\$1, \$2, \$5, \$10) in mid-June and continued excitement in the marketplace around the \$30 *World Class Millions* ticket that launched in April. Additionally, KENO experienced an increase of just over \$1.4 million.

Powerball sales were down \$3 million due to a smaller jackpot offering as compared to last year; Megabucks Doubler sales dropped approximately \$500,000; Lucky for Life sales were down approximately \$495,000; and, Jackpot Poker, the second monitor game that debuted in June 2013, saw a sales decline of \$1 million.

We are looking forward to the release of a *New England Patriots*-themed Instant Ticket on August 26th. The \$5 game marks the Lottery's fourth ticket offering with the Patriots since 2009. To date, the Lottery's Patriots-branded games have amassed \$209 million in sales and generated approximately \$33.8 million in net profit. The new \$5 game offers over \$46.2 million in immediate "scratch and win" cash prizes and experiential prizes awarded through second chance drawings, including: 7 top prizes of \$250,000, and 2,812,068 prizes ranging from \$5 to \$4,000; away game trips for 2 to Miami for 10 years; Super Suite ticket packages; game day ticket packages; "Chalk Talk" experiences and autographed footballs; and, front row ticket packages.

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,

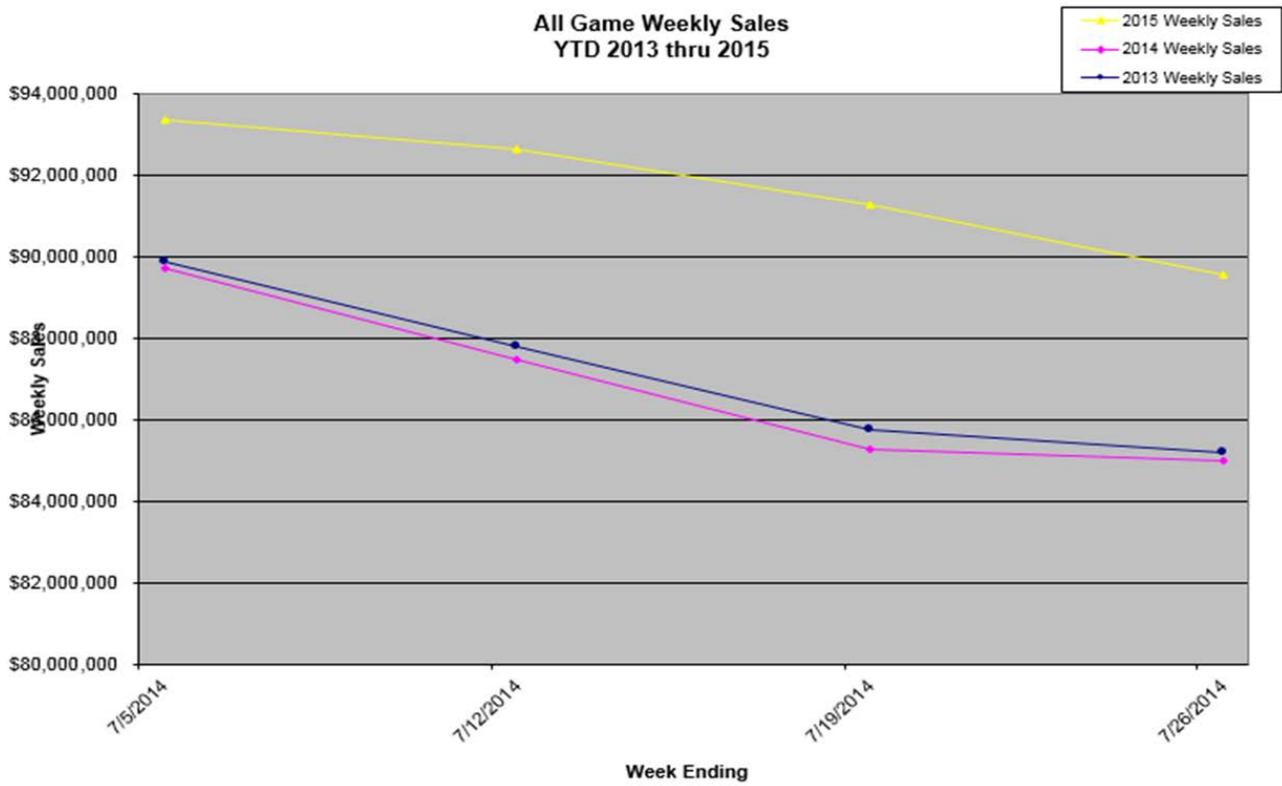
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Supporting the 351 Cities and Towns of Massachusetts

All Game Weekly Sales YTD 2013 thru 2015



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MSLC Revenue Results							
July FY15 vs. FY14							
(\$ millions)							
Through July 26, 2014							
	FY15	% of Total	FY14	% of Total	\$ Change	% Change	
Instant Tickets	\$264	72.0%	\$242	69.5%	\$22	9.3%	
MegaMillions	3	0.9%	3	0.9%	0	-0.8%	
Powerball	5	1.4%	8	2.2%	-3	-32.5%	
Keno	61	16.6%	59	17.1%	1	2.4%	
Mass Cash	6	1.6%	5	1.6%	0	4.5%	
Race Game	0	0.0%	0	0.0%	0	0.0%	
Lucky For Life	2	0.6%	3	0.7%	0	-19.6%	
Numbers Game	24	6.6%	24	7.0%	0	0.1%	
Super 50-50 Raffle	0	0.0%	0	0.0%	0	0.0%	
Megabucks	1	0.4%	2	0.5%	-1	-27.9%	
Jackpot Poker	0	0.1%	1	0.4%	-1	-81.6%	
Total	\$367	100.0%	\$347	100.0%	\$19	5.6%	
Instant Tickets	\$264	72.0%	\$242	69.5%	\$22	9.3%	
Online Games	103	28.0%	106	30.5%	-3	-2.9%	
Total	\$367	100.0%	\$347	100.0%	\$19	5.6%	



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