



Massachusetts State Lottery Commission

DEBORAH B. GOLDBERG
Treasurer and Receiver General

BETH BRESNAHAN
Executive Director

April 8, 2015

Continuing the commitment to transparent and open operations at the State Lottery, enclosed are fiscal performance documents accounting for March 2015.

Overall sales for March 2015 were \$11 million higher than the previous March. The increase was primarily due to a \$14 million sales surge in Instant Tickets; however, a \$4 million increase in KENO sales, along with a \$1 million jump in Powerball sales contributed to the year-over-year growth.

Mega Millions saw a \$7 million sales decrease because of significantly smaller jackpot offerings this March as compared to March 2014 (\$59 million vs. \$414 million). The remaining draw games in the portfolio experienced slight declines for the month.

An influx of Grand Prize claims (12 \$1 million prizes and one \$15 million prize) in March drove the estimated prize payout for the month to 74.95 percent, as compared to 73.07 percent in March 2014. This increase caused the estimated prize payout for the first nine months of FY15 to rise to 72.60 percent, as compared to 71.64 percent for the same time period in FY14, and has decreased the year-over-year net profit by an estimated \$15.8 million.

As explained in previous correspondence, the payout percentage fluctuates based on the timing of when players cash in their prizes. Over the course of a fiscal year, the prize payout typically averages out to the budgeted rate. The Lottery's FY15 budgeted prize payout is 72.7 percent.

I would also like to take this opportunity to share an overview some of the Lottery's most recent games and to preview our upcoming launch. Last week, we released a unique new Instant "Scratch" Ticket called the *Ultimate Garden Party*. The \$5 game, which was conceived/developed internally by Lottery staff, gives players the chance to win over \$30.7 million in instant cash and second chance prizes, including the unprecedented opportunity to win exclusive access to every single ticketed event held at the TD Garden for an entire year. Additionally, we are gearing up for the release of our second \$30 ticket, *Supreme Millions*, at the end of April that we believe matches the excitement level of last year's award-winning *World Class Millions* game and should generate a tremendous amount of buzz amongst lottery players.

As always, I am happy to answer any questions you may have about the aforementioned figures and initiatives, or concerning the Lottery's fiscal performance. I can be reached directly at (781) 849-5500.

Sincerely,

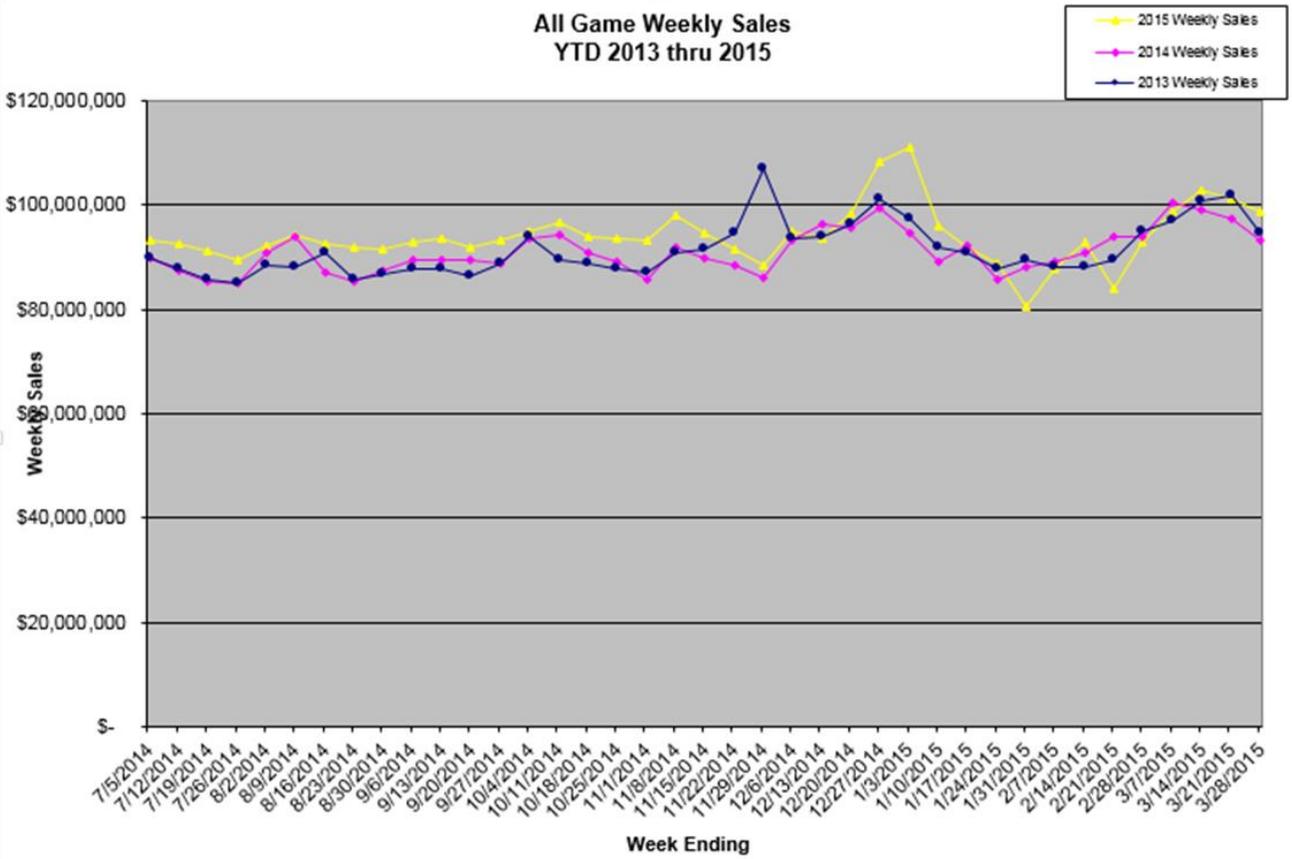
Beth Bresnahan

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Executive Director



Supporting the 351 Cities and Towns of Massachusetts

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



Supporting the 351 Cities and Towns of Massachusetts

MSLC Revenue Results								
March FY15 vs. FY14								
(\$ millions)								
Through March 28, 2015								
	FY15	% of Total	FY14	% of Total	\$ Change	% Change		
Instant Tickets	\$286	71.2%	\$272	69.6%	\$14	5.3%		
MegaMillions	4	0.9%	10	2.6%	-7	-65.1%		
Powerball	5	1.3%	5	1.2%	1	11.8%		
Keno	72	17.9%	68	17.3%	4	6.1%		
Mass Cash	6	1.5%	6	1.5%	0	-0.4%		
Race Game	0	0.0%	0	0.0%	0	0.0%		
Lucky For Life	2	0.6%	2	0.6%	0	-3.2%		
Numbers Game	26	6.4%	26	6.6%	0	-0.4%		
Super 50-50 Raffle	0	0.0%	0	0.1%	0	-100.0%		
Megabucks	1	0.3%	2	0.4%	0	-20.0%		
Jackpot Poker	0	0.1%	0	0.1%	0	-49.2%		
Total	\$402	100.0%	\$391	100.0%	\$11	2.9%		
Instant Tickets	\$286	71.2%	\$272	69.6%	\$14	5.3%		
Online Games	116	28.8%	119	30.4%	-3	-2.6%		
Total	\$402	100.0%	\$391	100.0%	\$11	2.9%		



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MSLC Revenue Results								
Year-to-Date FY15 vs. FY14								
(\$ millions)								
Through March 28, 2015								
	FY15	% of Total	FY14	% of Total	\$ Change	% Change		
Instant Tickets	\$2,578	70.3%	\$2,454	69.1%	\$124	5.0%		
MegaMillions	59	1.6%	67	1.9%	-8	-11.4%		
Powerball	75	2.1%	87	2.5%	-12	-13.9%		
Keno	626	17.1%	603	17.0%	23	3.8%		
Mass Cash	56	1.5%	54	1.5%	2	3.4%		
Race Game	0	0.0%	0	0.0%	0	0.0%		
Lucky For Life	20	0.5%	24	0.7%	-4	-16.8%		
Numbers Game	239	6.5%	240	6.8%	-1	-0.6%		
Super 50-50 Raffle	0	0.0%	1	0.0%	-1	-100.0%		
Megabucks	14	0.4%	15	0.4%	-1	-6.7%		
Jackpot Poker	2	0.1%	5	0.2%	-3	-61.1%		
Total	\$3,669	100.0%	\$3,551	100.0%	\$118	3.3%		
Instant Tickets	\$2,578	70.3%	\$2,454	69.1%	\$124	5.0%		
Online Games	1,091	29.7%	1,097	30.9%	-6	-0.6%		
Total	\$3,669	100.0%	\$3,551	100.0%	\$118	3.3%		



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