



Massachusetts State Lottery Commission

DEBORAH B. GOLDBERG
Treasurer and Receiver General

BETH BRESNAHAN
Executive Director

March 9, 2015

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

Lottery sales performance, like most products sold through brick and mortar retail locations, is substantially impacted by weather. The near-record amount of snow that fell across the state over the last several weeks took its toll with game sales for February falling \$11 million as compared to February 2014. Instant Ticket sales for the month were down \$12 million; while Mega Millions, the NUMBERS Game and KENO each experienced a \$1 million sales declines. Mass Cash and Jackpot Poker both saw minimal sales declines.

There were a few games in the portfolio that had sales increases in February, including: Powerball, which increased by \$5 million thanks to a jackpot that grew to \$564.1 million mid-month; and, both Megabucks Doubler and Lucky for Life saw slight sales increases.

The estimated prize payout for the month was 72.44 percent, as compared to 73.84 percent in February 2014. While there was a slight year-over-year decrease, the estimated FY15 prize payout through February is 72.32 percent as compared to 71.59 percent for the first eight months of FY14. This has decreased the year-over-year net profit by an estimated \$4.3 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 budgeted a 72.7 percent prize payout for FY15.

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,

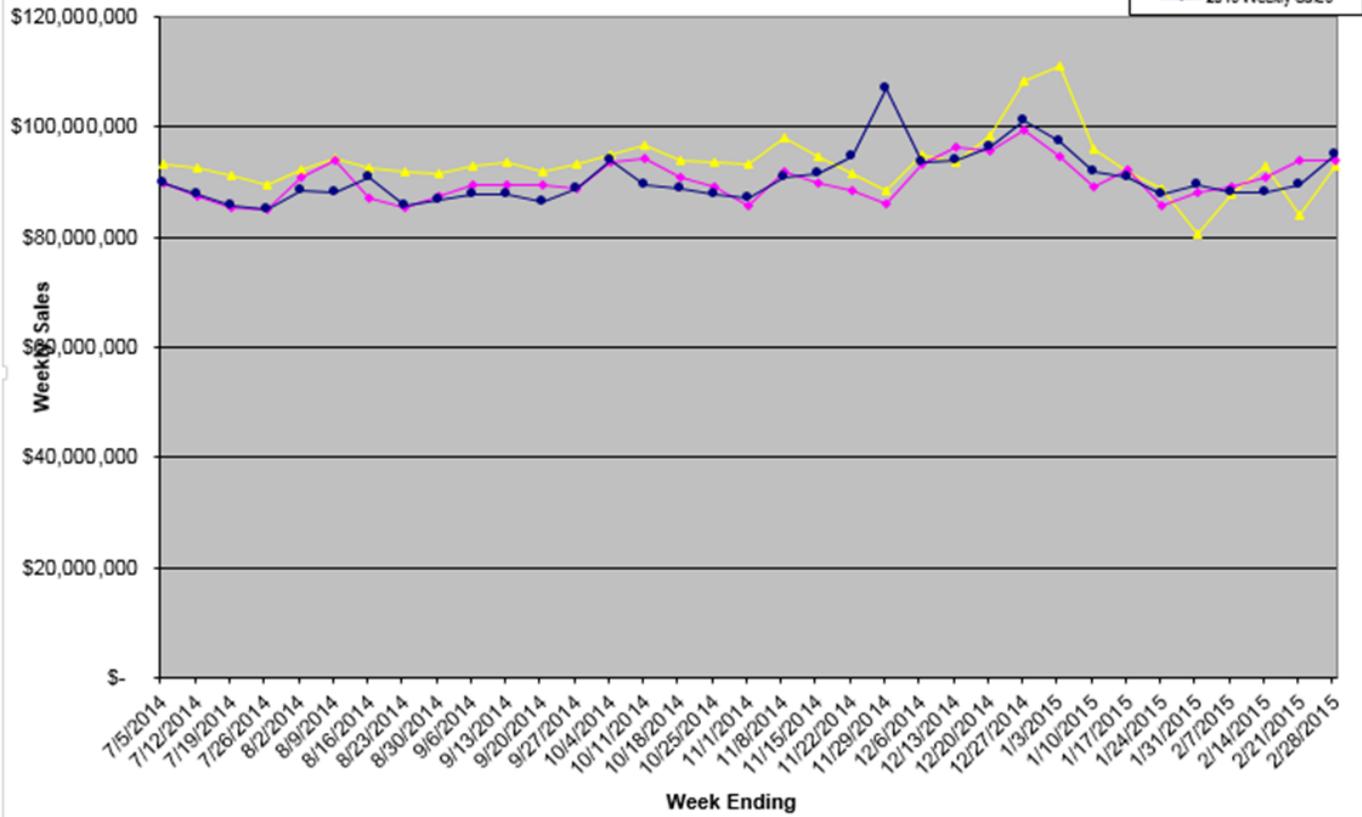
Beth Bresnahan

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Supporting the 351 Cities and Towns of Massachusetts

All Game Weekly Sales YTD 2013 thru 2015



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60 Columbian Street • Braintree • Massachusetts • 02184-1738 • Tel: 781-849-5555 • Fax: 781-849-5547 • TTY: 781-849-5678 • www.masslottery.com

MSLC Revenue Results

February FY15 vs. FY14

(\$ millions)

Through February 28, 2015

	FY15	% of Total	FY14	% of Total	\$ Change	% Change
Instant Tickets	\$239	66.9%	\$251	68.1%	-\$12	-4.6%
MegaMillions	4	1.2%	6	1.5%	-1	-18.8%
Powerball	18	5.0%	13	3.5%	5	37.7%
Keno	63	17.7%	64	17.4%	-1	-1.6%
Mass Cash	6	1.5%	6	1.5%	0	-2.2%
Race Game	0	0.0%	0	0.0%	0	0.0%
Lucky For Life	2	0.6%	2	0.6%	0	0.1%
Numbers Game	23	6.5%	25	6.7%	-1	-5.4%
Super 50-50 Raffle	0	0.0%	0	0.1%	0	-100.0%
Megabucks	2	0.4%	1	0.4%	0	7.8%
Jackpot Poker	0	0.1%	0	0.1%	0	-58.9%
Total	\$358	100.0%	\$368	100.0%	-\$11	-2.9%
Instant Tickets	\$239	66.9%	\$251	68.1%	-\$12	-4.6%
Online Games	119	33.1%	118	31.9%	1	0.8%
Total	\$358	100.0%	\$368	100.0%	-\$11	-2.9%



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MSLC Revenue Results								
Year-to-Date FY15 vs. FY14								
(\$ millions)								
Through February 28, 2015								
	FY15	% of Total	FY14	% of Total	\$ Change	% Change		
Instant Tickets	\$2,292	70.1%	\$2,182	69.0%	\$109	5.0%		
MegaMillions	55	1.7%	56	1.8%	-1	-1.6%		
Powerball	70	2.1%	83	2.6%	-13	-15.3%		
Keno	554	17.0%	536	16.9%	19	3.5%		
Mass Cash	50	1.5%	48	1.5%	2	3.9%		
Race Game	0	0.0%	0	0.0%	0	0.0%		
Lucky For Life	18	0.5%	22	0.7%	-4	-18.3%		
Numbers Game	213	6.5%	215	6.8%	-1	-0.6%		
Super 50-50 Raffle	0	0.0%	1	0.0%	-1	-100.0%		
Megabucks	13	0.4%	14	0.4%	-1	-5.1%		
Jackpot Poker	2	0.1%	5	0.2%	-3	-62.1%		
Total	\$3,267	100.0%	\$3,161	100.0%	\$106	3.4%		
Instant Tickets	\$2,292	70.1%	\$2,182	69.0%	\$109	5.0%		
Online Games	976	29.9%	979	31.0%	-3	-0.3%		
Total	\$3,267	100.0%	\$3,161	100.0%	\$106	3.4%		



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