



Massachusetts State Lottery Commission

DEBORAH B. GOLDBERG
Treasurer and Receiver General

BETH BRESNAHAN
Executive Director

February 17, 2015

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

January sales were up \$18 million as compared to January 2014. Instant Ticket sales for the month were up \$7 million; while the multi-state jackpot games, Mega Millions and Powerball, saw respective increases of \$6 million and \$5 million thanks to larger top prize offerings; and, KENO sales increased by \$2 million. Additionally, Megabucks Doubler and Mass Cash experienced slight sales increases.

The games in the online/draw game portfolio, Lucky for Life, Jackpot Poker, and The Numbers Game, each saw minimal sales declines in January.

The estimated prize payout for the month was 73.21 percent, as compared to 75.48 percent in January 2014. As explained in previous correspondence, the payout percentage fluctuates based on the timing at which players cash in their prizes. While the year-over-year decrease was significant, the estimated FY15 prize payout through January is 72.46 percent as compared to 71.37 percent for the first seven months of FY14. This has decreased year-over-year net profit by an estimated \$8.1 million. Notwithstanding, the Lottery remains on track to meet its FY15 net profit projection of \$947 million.

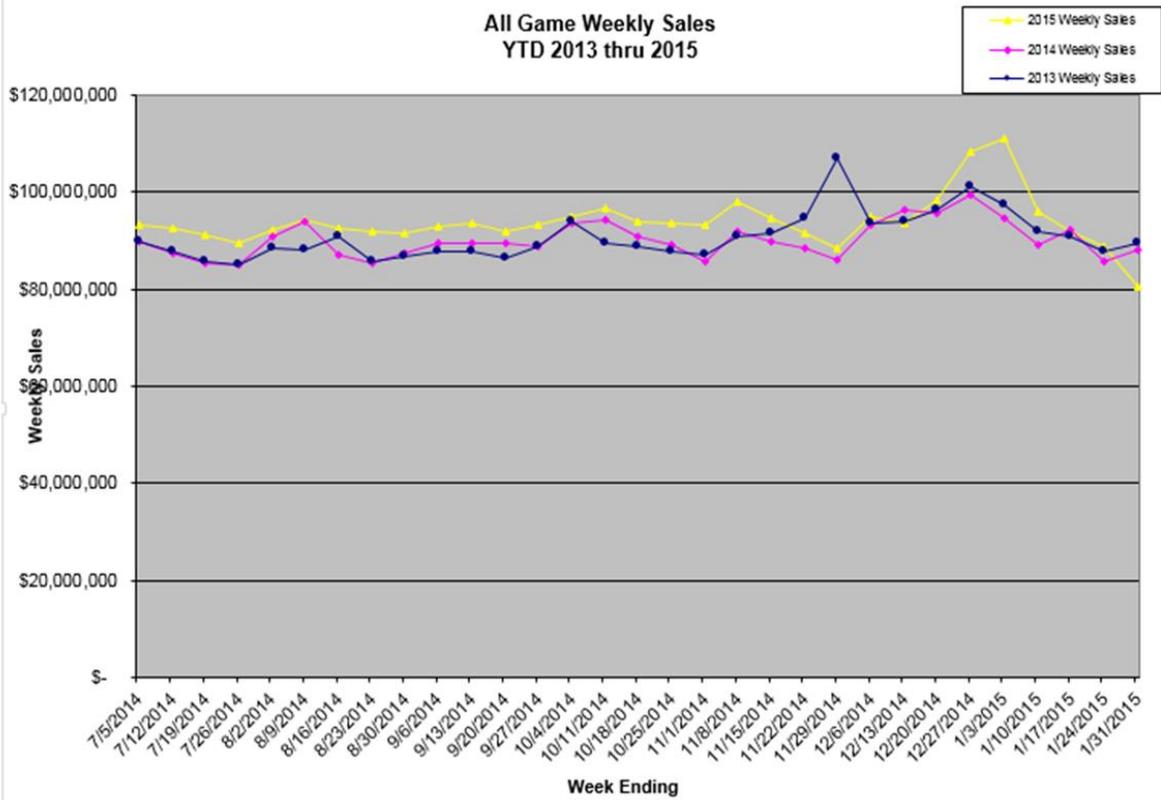
As always, I am happy to answer any questions you may have about the aforementioned figures or concerning the Lottery's fiscal performance. I can be reached directly at (781) 849-5500.

Sincerely,
Beth Bresnahan
Beth Bresnahan
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

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



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MSLC Revenue Results							
January FY15 vs. FY14							
(\$ millions)							
Through January 31, 2015							
	FY15	% of Total	FY14	% of Total	\$ Change	% Change	
Instant Tickets	\$327	69.8%	\$320	71.1%	\$7	2.2%	
MegaMillions	11	2.3%	5	1.0%	6	125.5%	
Powerball	12	2.6%	7	1.6%	5	65.7%	
Keno	77	16.5%	76	16.8%	2	2.2%	
Mass Cash	7	1.5%	7	1.5%	0	1.3%	
Race Game	0	0.0%	0	0.0%	0	0.0%	
Lucky For Life	2	0.5%	3	0.6%	0	-16.3%	
Numbers Game	30	6.4%	30	6.7%	0	-1.5%	
Super 50-50 Raffle	0	0.0%	0	0.1%	0	-100.0%	
Megabucks	2	0.4%	2	0.4%	0	10.3%	
Jackpot Poker	0	0.1%	0	0.1%	0	-47.4%	
Total	\$468	100.0%	\$450	100.0%	\$18	4.1%	
Instant Tickets	\$327	69.8%	\$320	71.1%	\$7	2.2%	
Online Games	141	30.2%	130	28.9%	11	8.6%	
Total	\$468	100.0%	\$450	100.0%	\$18	4.1%	



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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								
Year-to-Date FY15 vs. FY14								
(\$ millions)								
Through January 31, 2015								
	FY15	% of Total	FY14	% of Total	\$ Change	% Change		
Instant Tickets	\$2,052	70.5%	\$1,931	69.1%	\$121	6.3%		
MegaMillions	51	1.8%	51	1.8%	0	0.2%		
Powerball	52	1.8%	70	2.5%	-18	-25.3%		
Keno	491	16.9%	471	16.9%	20	4.2%		
Mass Cash	44	1.5%	42	1.5%	2	4.7%		
Race Game	0	0.0%	0	0.0%	0	0.0%		
Lucky For Life	16	0.5%	20	0.7%	-4	-20.3%		
Numbers Game	190	6.5%	190	6.8%	0	0.1%		
Super 50-50 Raffle	0	0.0%	1	0.0%	-1	-100.0%		
Megabucks	11	0.4%	12	0.4%	-1	-6.7%		
Jackpot Poker	2	0.1%	5	0.2%	-3	-62.4%		
Total	\$2,909	100.0%	\$2,793	100.0%	\$116	4.2%		
Instant Tickets	\$2,052	70.5%	\$1,931	69.1%	\$121	6.3%		
Online Games	857	29.5%	862	30.9%	-5	-0.5%		
Total	\$2,909	100.0%	\$2,793	100.0%	\$116	4.2%		



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