



# Massachusetts State Lottery Commission

DEBORAH B. GOLDBERG  
*Treasurer and Receiver General*

BETH BRESNAHAN  
*Executive Director*

June 9, 2015

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

Overall sales fell by \$472,530 as compared to sales in May 2014. An \$8 million decrease in Instant Ticket sales that can be attributed simply to the timing of the second \$30 game release, which launched one week later than its predecessor's debut in 2014, led to the slight year-over-year sales dip.

Mega Millions experienced a \$4 million increase, while KENO sales grew by \$3 million and Powerball sales increased by \$1 million in May. There were minimal changes in the other offerings within the Lottery's draw game portfolio.

The estimated prize payout for the month was 71.44 percent, as compared to 72.05 percent in May 2014. This brings the estimated prize payout for the first 11 months of FY15 to 72.43 percent, as compared to 72.13 percent for the same time period in FY14. While the estimated prize payout percentage has increased slightly over last year, overall games sales have grown significantly and are \$136 million, or 3.1 percent, over last year's sales through the end of May. Accordingly, the year-over-year net profit has increased by an estimated \$8.3 million, setting the Lottery on course to meet the projected FY15 return.

With just a few weeks remaining in the fiscal year, we anticipate posting our fourth consecutive year of record-breaking sales and marking the highest point in the Lottery's 43 year sales history. The continued excitement around our April games, including \$30 *Supreme Millions*, along with the four new Instant Tickets (\$1 *Hit \$50*; \$2 *Money, Money, Money*; \$5 *\$1,000,000 Jackpot*; and \$10 *\$4,000,000 Payout*) that are slated for release on June 23<sup>rd</sup> should help us to solidify yet another banner year.

I would also like to take this opportunity to share with you that an Interim Executive Director, Michael Sweeney, joined the Lottery on June 1<sup>st</sup>. I will be vacating the position and leaving the organization on June 30<sup>th</sup>. It has been a tremendous pleasure working with you and serving the Commonwealth in this and other roles at the Lottery over the course of the last decade.

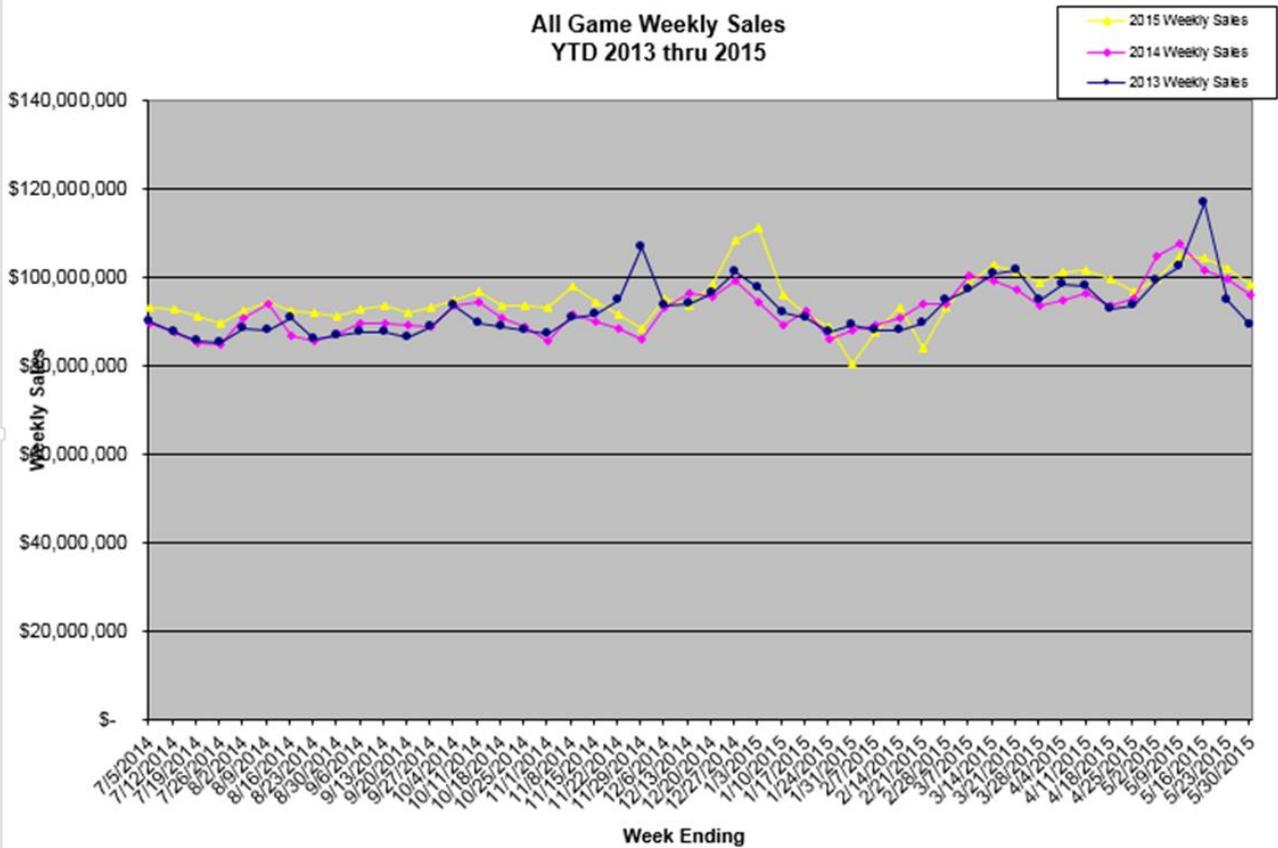
As always, I am happy to answer any questions you may have about the aforementioned figures and initiatives, or concerning the Lottery's fiscal performance. I can be reached directly at (781) 849-5500.

Sincerely,  
*Beth Bresnahan*  
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

### May FY15 vs. FY14

(\$ millions)

Through May 30, 2015

	<b>FY15</b>	<b>% of Total</b>	<b>FY14</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Instant Tickets</b>	\$365	71.7%	\$374	73.3%	-\$8	-2.2%
<b>MegaMillions</b>	9	1.7%	5	1.0%	4	68.4%
<b>Powerball</b>	8	1.6%	7	1.3%	1	20.0%
<b>Keno</b>	83	16.4%	80	15.8%	3	3.7%
<b>Mass Cash</b>	7	1.4%	7	1.4%	0	0.3%
<b>Race Game</b>	0	0.0%	0	0.0%	0	0.0%
<b>Lucky For Life</b>	3	0.5%	3	0.5%	0	2.1%
<b>Numbers Game</b>	32	6.2%	31	6.1%	0	1.6%
<b>Super 50-50 Raffle</b>	0	0.0%	0	0.1%	0	-100.0%
<b>Megabucks</b>	2	0.3%	2	0.4%	0	-20.1%
<b>Jackpot Poker</b>	0	0.0%	0	0.1%	0	-44.1%
<b>Total</b>	<b>\$509</b>	<b>100.0%</b>	<b>\$510</b>	<b>100.0%</b>	<b>-\$1</b>	<b>-0.2%</b>
<b>Instant Tickets</b>	\$365	71.7%	\$374	73.3%	-\$8	-2.2%
<b>Online Games</b>	144	28.3%	136	26.7%	8	5.6%
<b>Total</b>	<b>\$509</b>	<b>100.0%</b>	<b>\$510</b>	<b>100.0%</b>	<b>-\$1</b>	<b>-0.2%</b>



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<b>MSLC Revenue Results</b>							
<b>Year-to-Date FY15 vs. FY14</b>							
(\$ millions)							
Through May 30, 2015							
	<b>FY15</b>	<b>% of Total</b>	<b>FY14</b>	<b>% of Total</b>	<b>\$ Change</b>	<b>% Change</b>	
<b>Instant Tickets</b>	\$3,228	70.5%	\$3,096	69.7%	\$132	4.3%	
<b>MegaMillions</b>	72	1.6%	75	1.7%	-4	-5.2%	
<b>Powerball</b>	88	1.9%	99	2.2%	-12	-11.8%	
<b>Keno</b>	780	17.0%	751	16.9%	29	3.9%	
<b>Mass Cash</b>	69	1.5%	67	1.5%	2	2.7%	
<b>Race Game</b>	0	0.0%	0	0.0%	0	0.0%	
<b>Lucky For Life</b>	25	0.5%	29	0.6%	-4	-13.9%	
<b>Numbers Game</b>	297	6.5%	297	6.7%	-1	-0.2%	
<b>Super 50-50 Raffle</b>	0	0.0%	1	0.0%	-1	-100.0%	
<b>Megabucks</b>	17	0.4%	19	0.4%	-2	-9.7%	
<b>Jackpot Poker</b>	3	0.1%	6	0.1%	-4	-59.1%	
<b>Total</b>	<b>\$4,577</b>	<b>100.0%</b>	<b>\$4,441</b>	<b>100.0%</b>	<b>\$136</b>	<b>3.1%</b>	
<b>Instant Tickets</b>	\$3,228	70.5%	\$3,096	69.7%	\$132	4.3%	
<b>Online Games</b>	1,349	29.5%	1,345	30.3%	4	0.3%	
<b>Total</b>	<b>\$4,577</b>	<b>100.0%</b>	<b>\$4,441</b>	<b>100.0%</b>	<b>\$136</b>	<b>3.1%</b>	



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