
Massachusetts State Lottery Commission Meeting

Executive Director's Report

Delivered by: Mark William Bracken

June 25, 2024



Lottery Sales Update – May

Figures for the month of May 2024

- Overall unadjusted sales for May of 2024 were **down \$26.2 million** from May 2023.
- Estimated May 2024 net profit and prize payout figures do not include accruals for prizes won that have not yet been paid.
 - Due in part to a \$27.3 million decrease in Instant Ticket sales compared to May of 2023 and an \$18.4 million decrease in prize payouts compared to May of 2023:
 - Estimated net profit for May 2024 was \$114.3 million compared to \$117.0 million in May 2023, resulting in **an estimated \$2.7 million decrease in net profit.**
 - Estimated prize payout for May 2024 was 72.92 percent, compared to 72.68 percent in May 2023.

Figures for Fiscal Year 2024

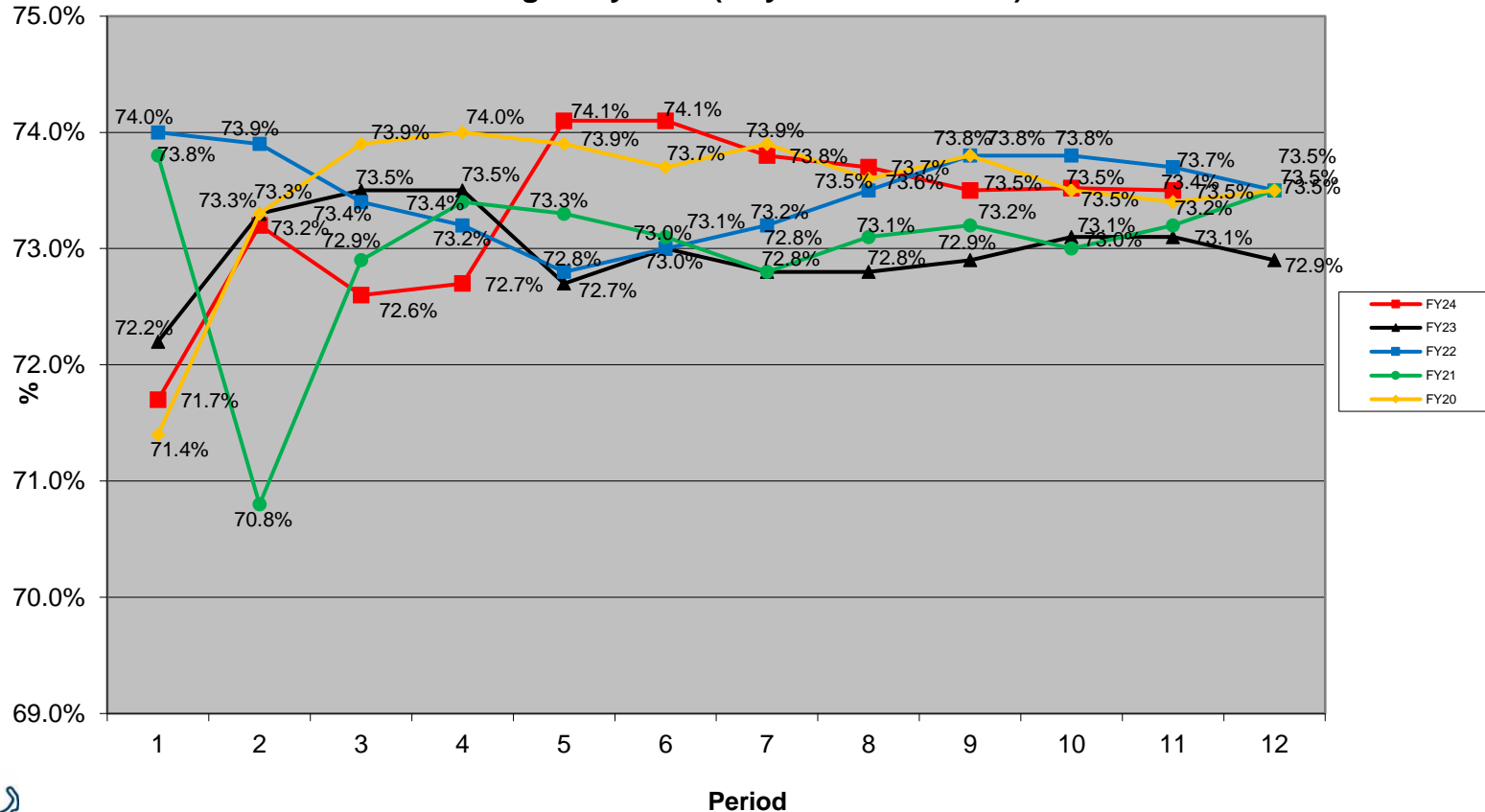
- Overall unadjusted sales for the first 11 months of FY24 were **up \$40.7 million** from the first 11 months of FY23.
- Our estimated FY24 year-to-date net profit and prize payout figures both include accruals for prizes won that have not yet been paid.
 - Due in part to a \$47.5 million increase in Instant Ticket grand prizes claimed in the first 11 months of FY24 compared to the first 11 months of FY23 (\$288.2 million vs. \$240.7 million):
 - Our estimated year-to-date net profit for the first 11 months of FY24 is \$1.084 billion compared to \$1.107 billion for the first 11 months of FY23. After adding a 1-day average net profit figure of \$3.2 million due to a shift in the calendar, the adjusted year-over-year change for the first 11 months of FY24 vs. the first 11 months of FY23 is **an estimated \$19.7 million decrease in net profit.**
 - Our estimated year-to-date prize payout for the first 11 months of FY24 is 73.46 percent, compared to 73.12 percent for the first 11 months of FY23.

May 2024 sales breakdown

- **Mega Millions** sales were **up \$4 million** (high jackpot of \$522 million vs. \$187 million in May 2023), **Megabucks** sales were **up \$573,335** (high jackpot of \$5.37 million vs. \$6.4 million in May 2023), **Powerball** sales were **up \$327,652** (high jackpot of \$214.9 million vs. high jackpot of \$239 million), **Lucky for Life** sales were **up \$324,536**, and **Mass Cash** sales were **up \$118,319**.
- Compared to May of 2023, **Instant Ticket** sales were **down \$27.3 million**, **Keno** sales were **down \$2.4 million**, **Wheel of Luck** sales were **down \$1 million**, and **Numbers Game** sales were **down \$777,480**.

Prize Payout Percentage, Fiscal Year-to-Date by Month

5 Year Comparison
Prize Payout as a % of Sales
Through May 2024 (May 2024 Estimated)



May Sales

MSLC Gross Sales Results								
MAY FY24 vs. FY23 Unadjusted Non Fiscal Year								
(\$ millions)								
Through June 1, 2024								
		FY24	% of Total		FY23	% of Total	\$ Change	% Change
Instant Tickets		\$384.9	66.8%		\$412.3	68.4%	-\$27.3	-6.6%
Numbers Game		\$32.1	5.6%		\$32.9	5.5%	-\$0.8	-2.4%
Mass Cash		\$8.0	1.4%		\$7.9	1.3%	\$0.1	1.5%
Megabucks		\$2.4	0.4%		\$1.8	0.3%	\$0.6	31.5%
Mega Millions		\$10.1	1.7%		\$6.1	1.0%	\$4.0	66.0%
Powerball		\$8.3	1.4%		\$8.0	1.3%	\$0.3	4.1%
Lucky for Life		\$4.6	0.8%		\$4.3	0.7%	\$0.3	7.6%
Keno		\$123.9	21.5%		\$126.3	21.0%	-\$2.4	-1.9%
Wheel of Luck		\$1.9	0.3%		\$2.9	0.5%	-\$1.0	-34.7%
Holiday Raffle		\$0.0	0.0%		\$0.0	0.0%	\$0.0	0.0%
Total		\$576.2	100.0%		\$602.4	100.0%	-\$26.2	-4.3%
Instant Tickets		\$384.9	66.8%		\$412.3	68.4%	-\$27.3	-6.6%
Draw Games		\$65.5	11.4%		\$60.9	10.1%	\$4.6	7.5%
Monitor Games		\$125.8	21.8%		\$129.3	21.5%	-\$3.4	-2.7%
Total		\$576.2	100.0%		\$602.4	100.0%	-\$26.2	-4.3%
Unadjusted	Month	4/28/24-6/1/24		Month	4/30/23-6/3/23			
		5 weeks			5 weeks			
		35 days			35 days			

FY 2024 vs. FY 2023 Sales

MSLC Gross Sales Results								
YEAR-TO-DATE FY24 vs. FY23 Unadjusted Non Fiscal Year								
(\$ millions)								
Through June 1, 2024								
	FY24	% of Total	FY23	% of Total	\$ Change	% Change		
Instant Tickets	\$3,772.9	65.4%	\$3,785.3	66.1%	-\$12.4	-0.3%		
Numbers Game	\$311.1	5.4%	\$320.7	5.6%	-\$9.5	-3.0%		
Mass Cash	\$78.6	1.4%	\$78.6	1.4%	\$0.0	0.0%		
Megabucks	\$24.2	0.4%	\$18.2	0.3%	\$6.0	33.1%		
Mega Millions	\$140.9	2.4%	\$154.1	2.7%	-\$13.2	-8.6%		
Powerball	\$207.3	3.6%	\$162.1	2.8%	\$45.1	27.8%		
Lucky for Life	\$44.3	0.8%	\$42.1	0.7%	\$2.2	5.2%		
Keno	\$1,169.0	20.3%	\$1,148.9	20.0%	\$20.1	1.7%		
All or Nothing	\$0.0	0.0%	\$3.5	0.1%	-\$3.5	-100.0%		
Wheel of Luck	\$19.2	0.3%	\$17.0	0.3%	\$2.2	12.9%		
Holiday Raffle	\$3.8	0.1%	\$0.0	0.0%	\$3.8	100.0%		
Total	\$5,771.2	100.0%	\$5,730.5	100.0%	\$40.7	0.7%		
Instant Tickets	\$3,772.9	65.4%	\$3,785.3	66.1%	-\$12.4	-0.3%		
Draw Games	\$810.1	14.0%	\$775.8	13.5%	\$34.3	4.4%		
Monitor Games	\$1,188.2	20.6%	\$1,169.5	20.4%	\$18.8	1.6%		
Total	\$5,771.2	100.0%	\$5,730.5	100.0%	\$40.7	0.7%		
Unadjusted	Year	6/25/23-6/1/24	Year	6/26/22-6/3/23				
		49 weeks		49 weeks				
		343 days		343 days				

"State of Winning Day" at Polar Park – Saturday, July 6

Pre-Game Party

25 winners were selected to receive 4 tickets to the game, plus an invitation to a private pre-game event in the ballpark with food and non-alcoholic beverages provided.

20 winners from a drawing at the Worcester regional office, 5 winners from online entries.

Cash Wheel Live

Anyone 18 or older attending the pre-game event can enter for a chance to play Cash Wheel Live and spin to win up to \$1,000. Five in-person contestants will be selected to spin the wheel. Five additional contestants will be selected from online entries and paired with an in-person contestant. The online contestants will win the same prize that their in-person partner wins.

In-Game Cash Wheel

All game attendees over the age of 18 can enter for a chance to spin the Cash Wheel as part of an in-game promotion. One contestant will be selected to spin the wheel. A second contestant will be selected to win the same prize as the person who spins the wheel.



Win up to \$1000!

CASH WHEEL *Live*

Enter at
MassLottery.com

June 14 - July 2

Watch Live July 6 on
Facebook and YouTube

WooSox

THE LOTTERY

Must be 18 or older to enter

Social Media

Summer of Winning: Celtics & Spinning



Keno 2X Bonus Promotion

June 16-30

During this promotion, an additional multiplier of 2X has been added to Keno Bonus, resulting in more games having a Bonus multiplier.

Playing Keno Bonus doubles the price of a wager, while offering players the chance to multiply their prizes 2, 3, 4, 5 or 10 times.

When you play the Bonus and win a prize, the prize is multiplied by the value of the Bonus multiplier.



Monitor Game Promotions



July 4th Weekend

During this promotion, an additional multiplier of 7X will be added to Keno Bonus, resulting in more games having a Bonus multiplier.

Playing Keno Bonus doubles the price of a wager, while offering players the chance to multiply their prizes 3, 4, 5, 7 or 10 times.

When you play the Bonus and win a prize, the prize is multiplied by the value of the Bonus multiplier.



Every Wednesday in July and August

Buy \$10 or more of The Wheel of Luck on a single ticket, get a free \$1 Keno 4-Spot Quic Pic

National Lottery Week



The Massachusetts State Lottery, in collaboration with lotteries across the United States and Canada, will be observing National Lottery Week, a celebration of lotteries throughout North America in acknowledgement of their collective contributions to the communities they serve.

The Mass Lottery established the first National Lottery Day on July 17, 2018. In 2019, the Mass Lottery and other lotteries collaborated to create the first National Lottery Week.

Draw and Monitor Game Promotion
Play \$5 or more on a single The Wheel of Luck, The Numbers Game or Mass Cash ticket for a chance to win a free \$1 Quic Pic.



JAWS “Bonus Bite” Promotion

Lottery Week and Shark Week
July 15-28

All registered Mass Lottery Player Account holders will have the chance to win cash prizes in our JAWS “Bonus Bite” Promotion.

From July 15-28, for every non-winning \$10 JAWS instant ticket entered through the Mass Lottery app or on the Mass Lottery website, players will earn one entry for a chance to win a cash prize in addition to being entered into the next JAWS Second Chance Drawing.

A total of \$20,000 in prizes is being offered:

20 \$500 prizes

50 \$100 prizes

100 \$50 prizes



BONUS BITE PROMOTION

Enter for a chance to win up to \$500!

JAWS THE LOTTERY
WIN UP TO \$1,000,000!

Enter the JAWS Second Chance Drawing to win a trip to Marlin's Vineyard and a chance to win \$1,000,000! See back for details.

BONUS SPOT
Get a Shark-Fin in the BONUS SPOT, win \$100 automatically.

Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win prize shown. Get a Bear symbol, win prize shown and automatically get a Bear symbol. Get a Shark-Fin symbol and win \$10,000 or 50 TIMES the prize (maximum). Get a Shark Mask symbol, win ALL 15 prizes shown.

WINNING NUMBERS
YOUR NUMBERS

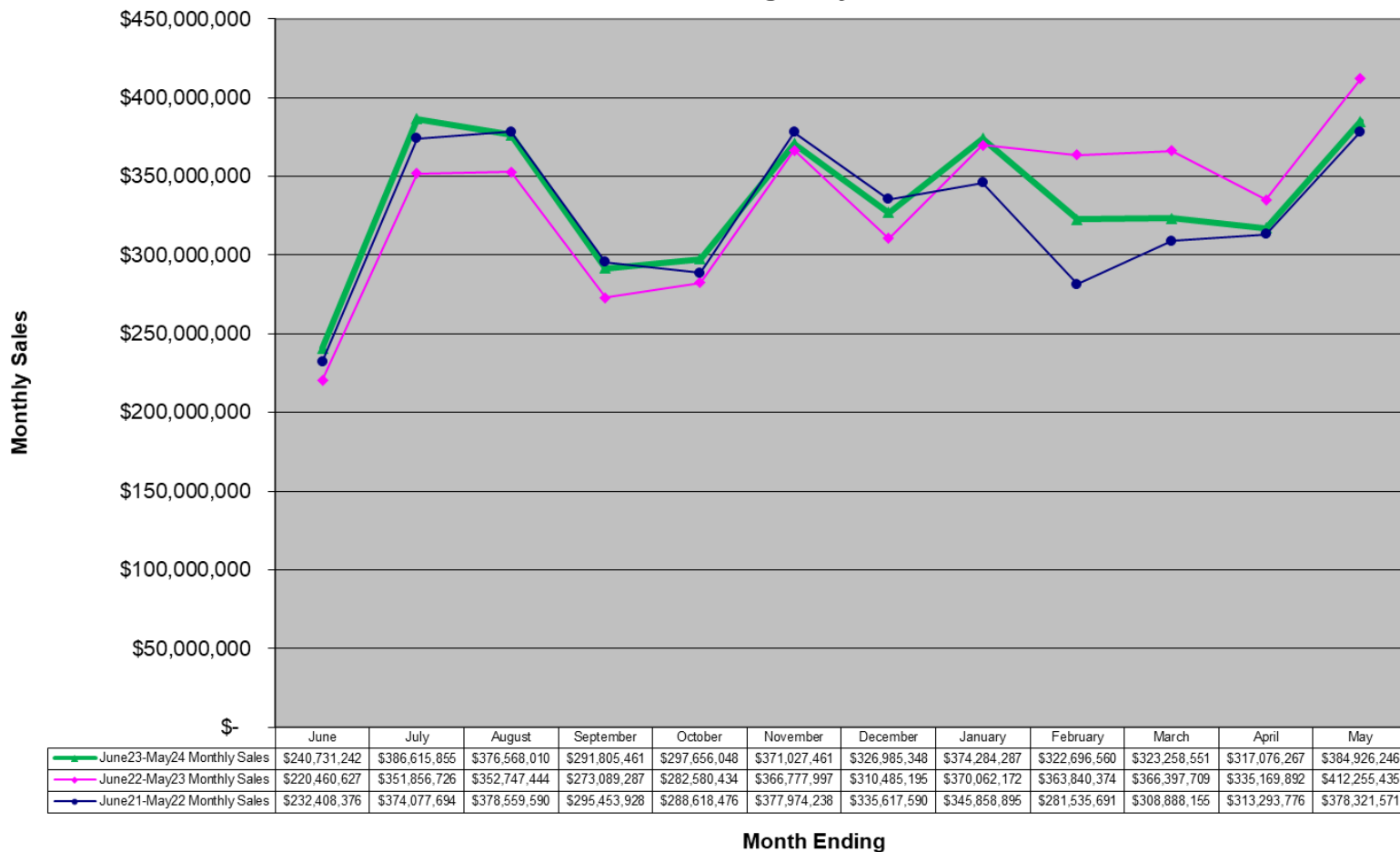
LEARN MORE

Problem Gambling Helpline: 800-327-5050
Must be 18 or older to play. © Universal City Studios LLC. All Rights Reserved.

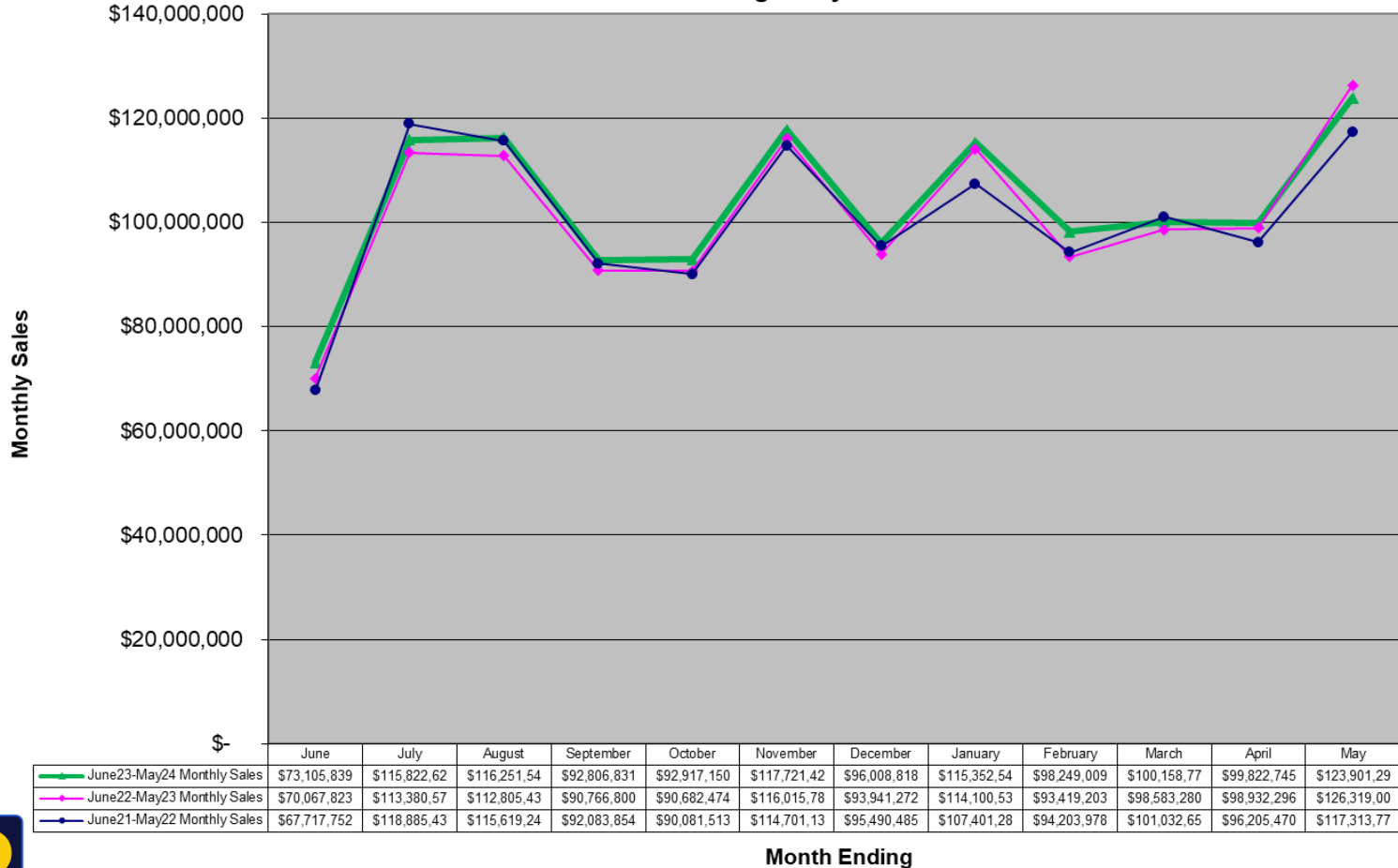
Instant Ticket Games Monthly Sales

Unadjusted Non Fiscal Year

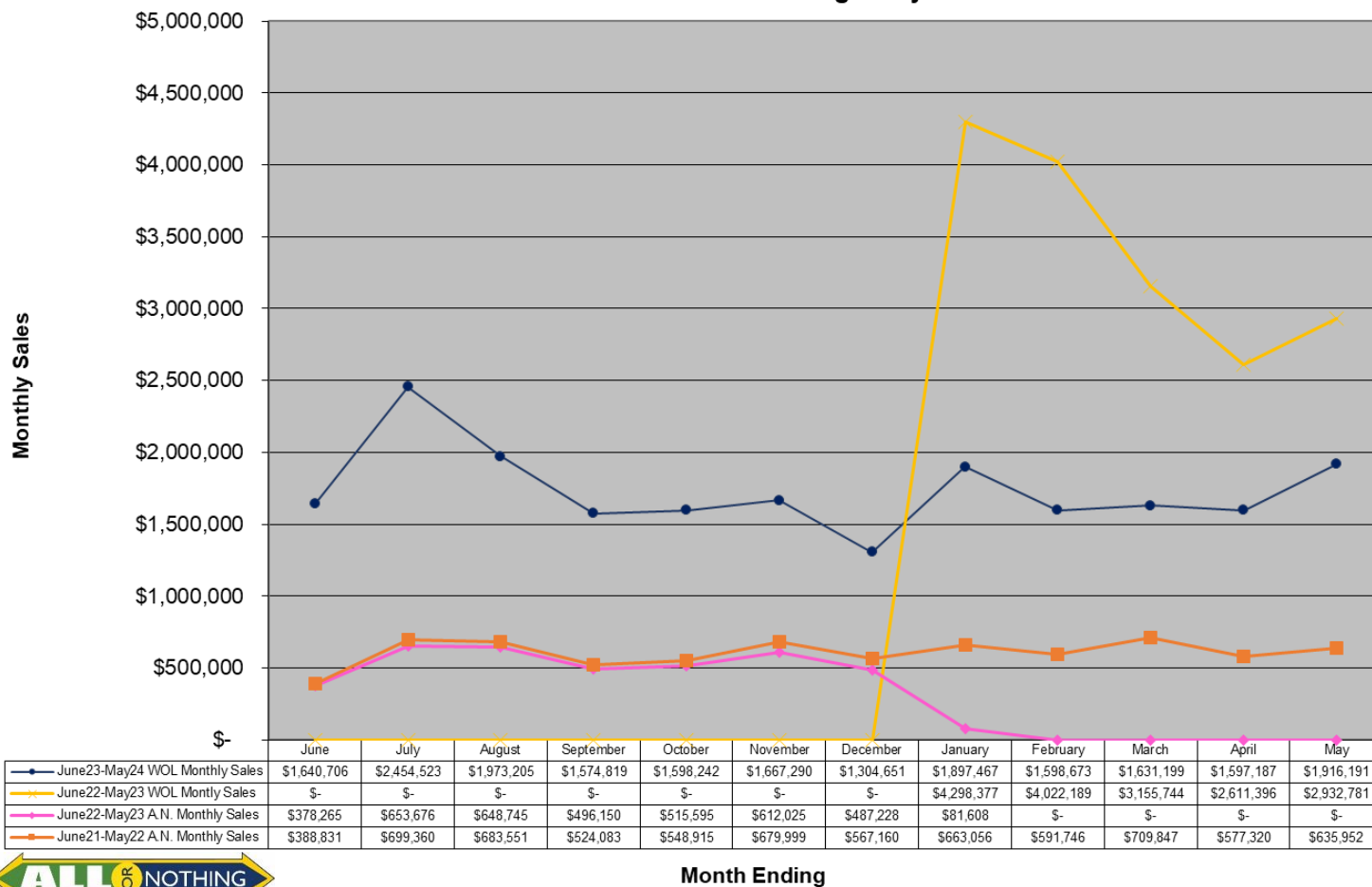
June 2021 through May 2024



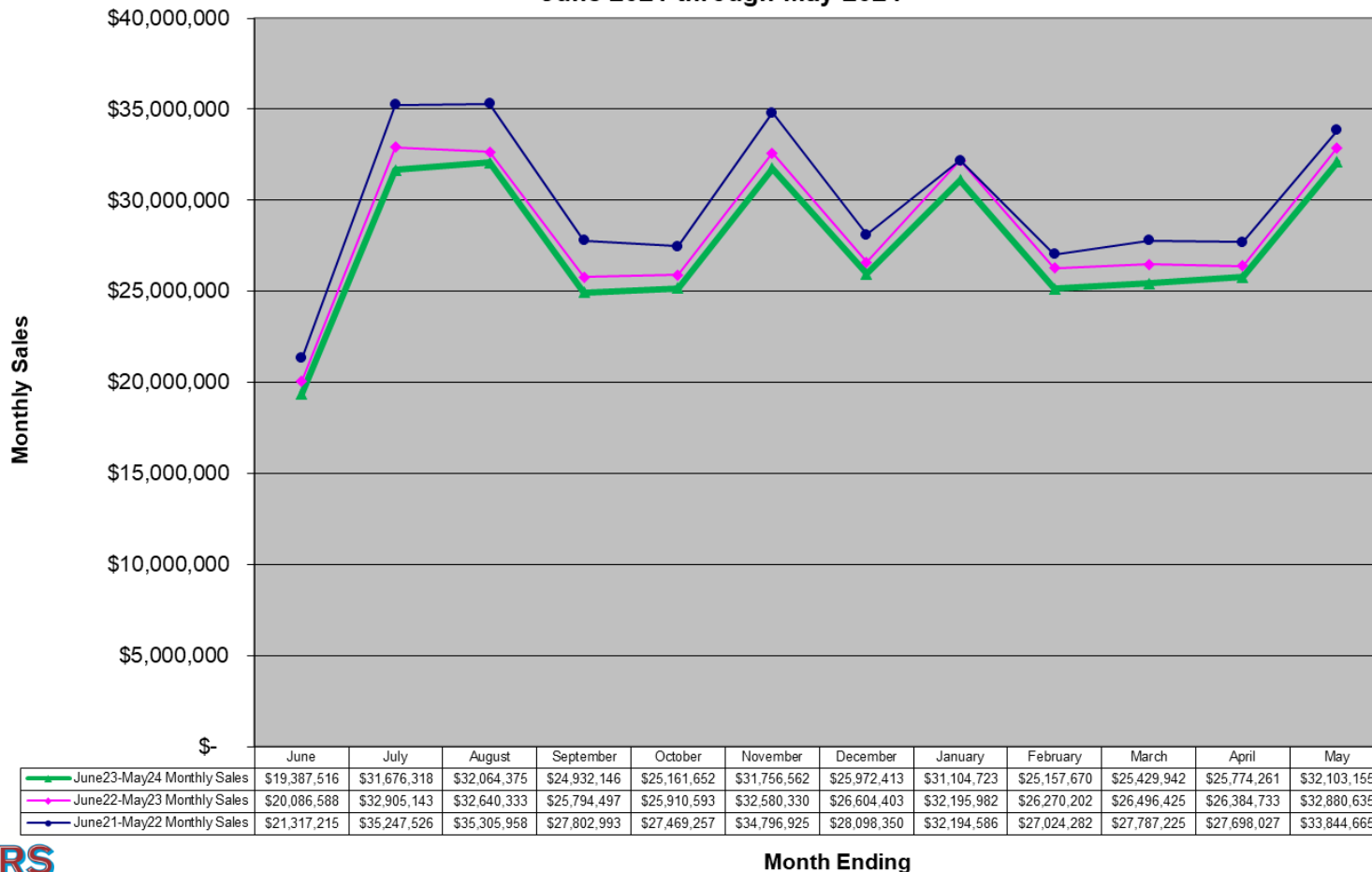
Keno Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



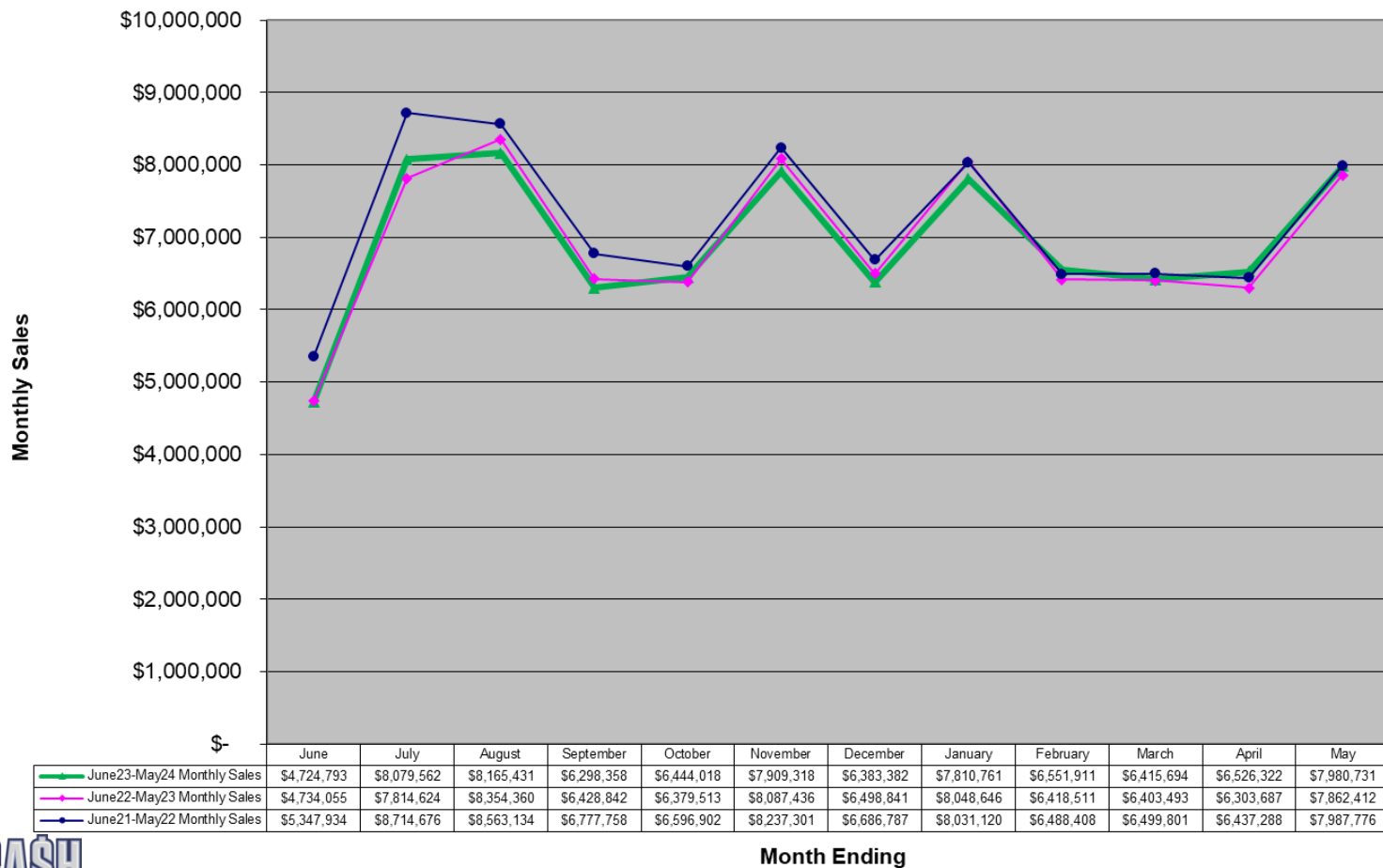
Wheel of Luck and All or Nothing Games Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



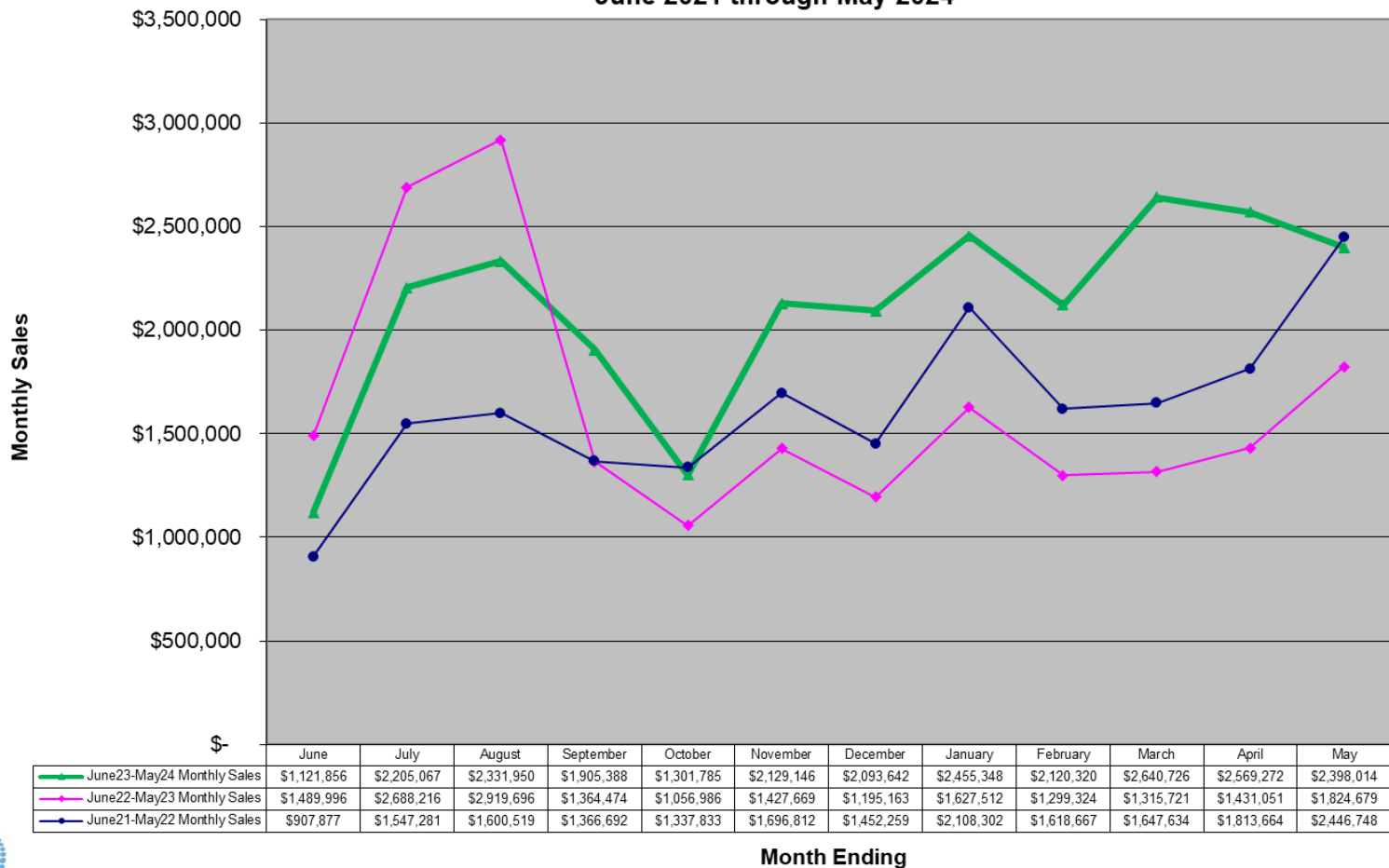
Numbers Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



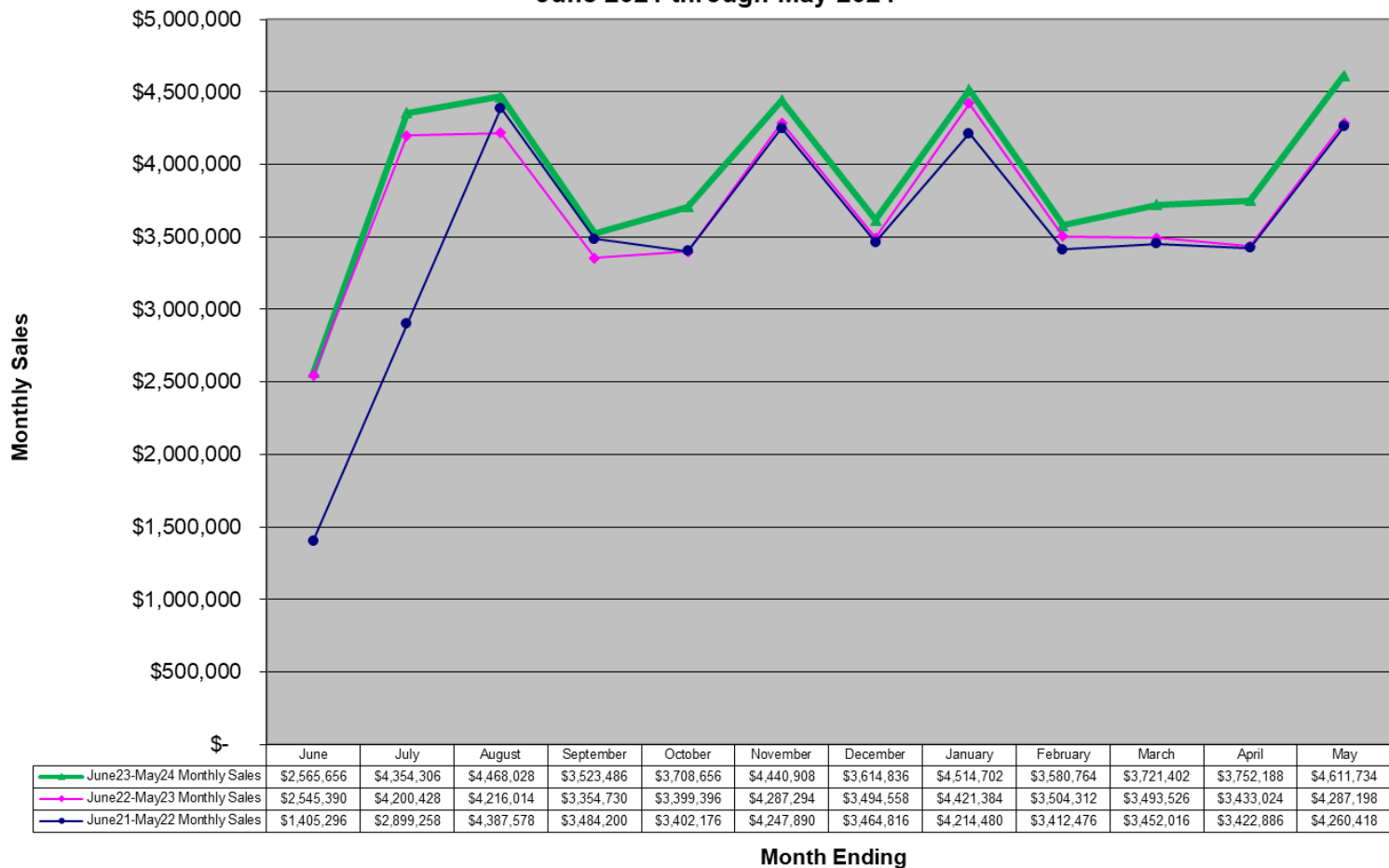
Mass Cash Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



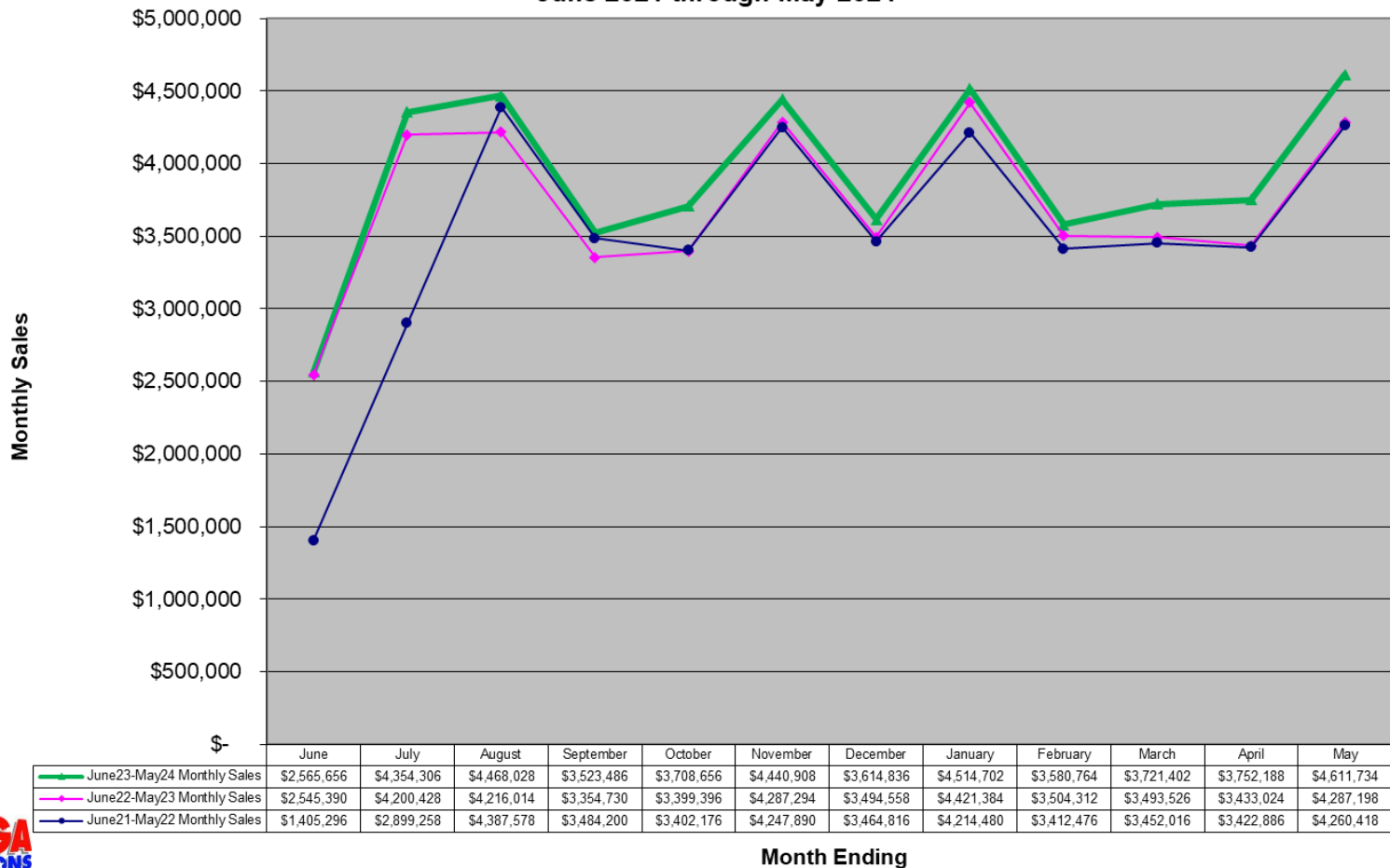
Megabucks Doubler Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



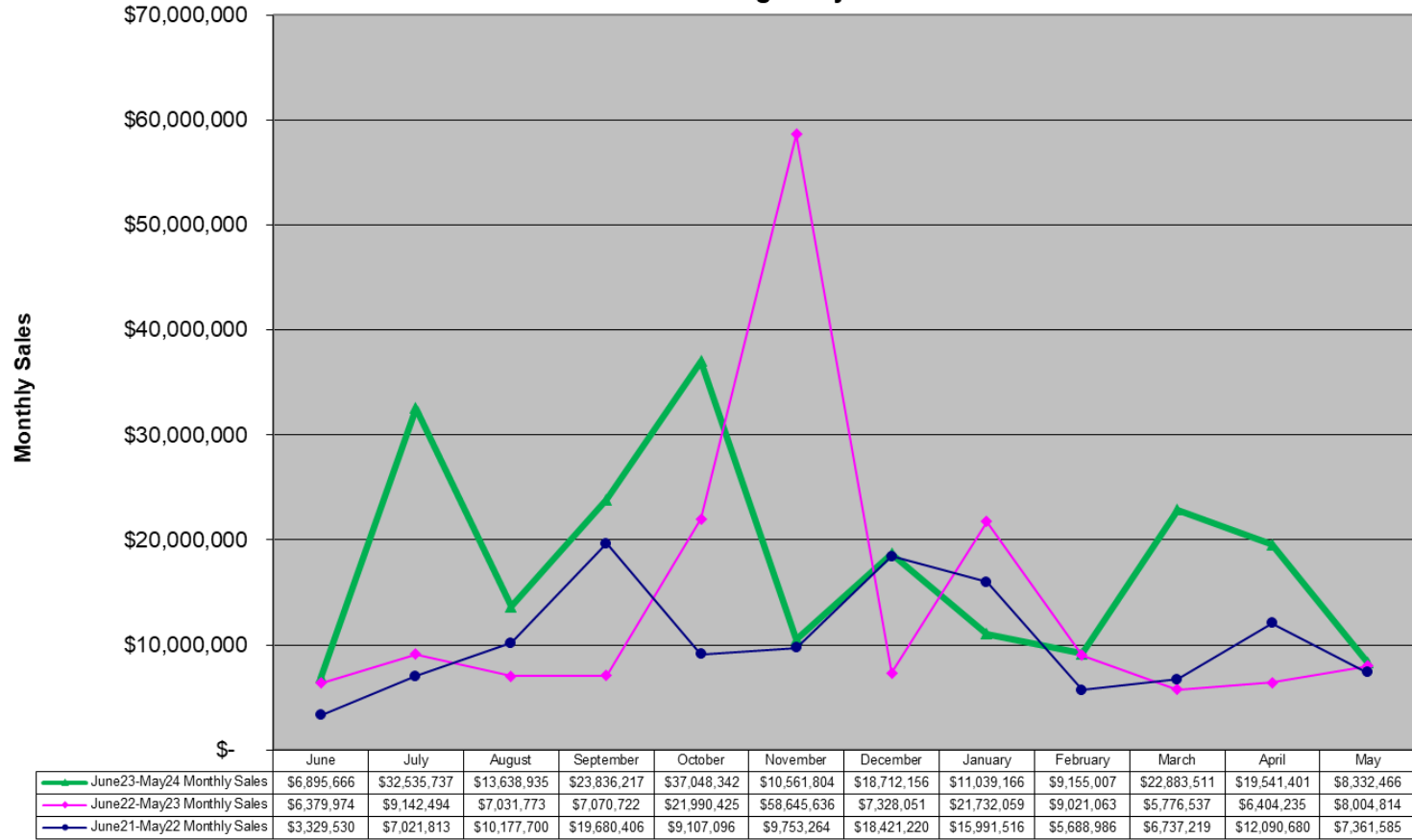
Lucky for Life Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



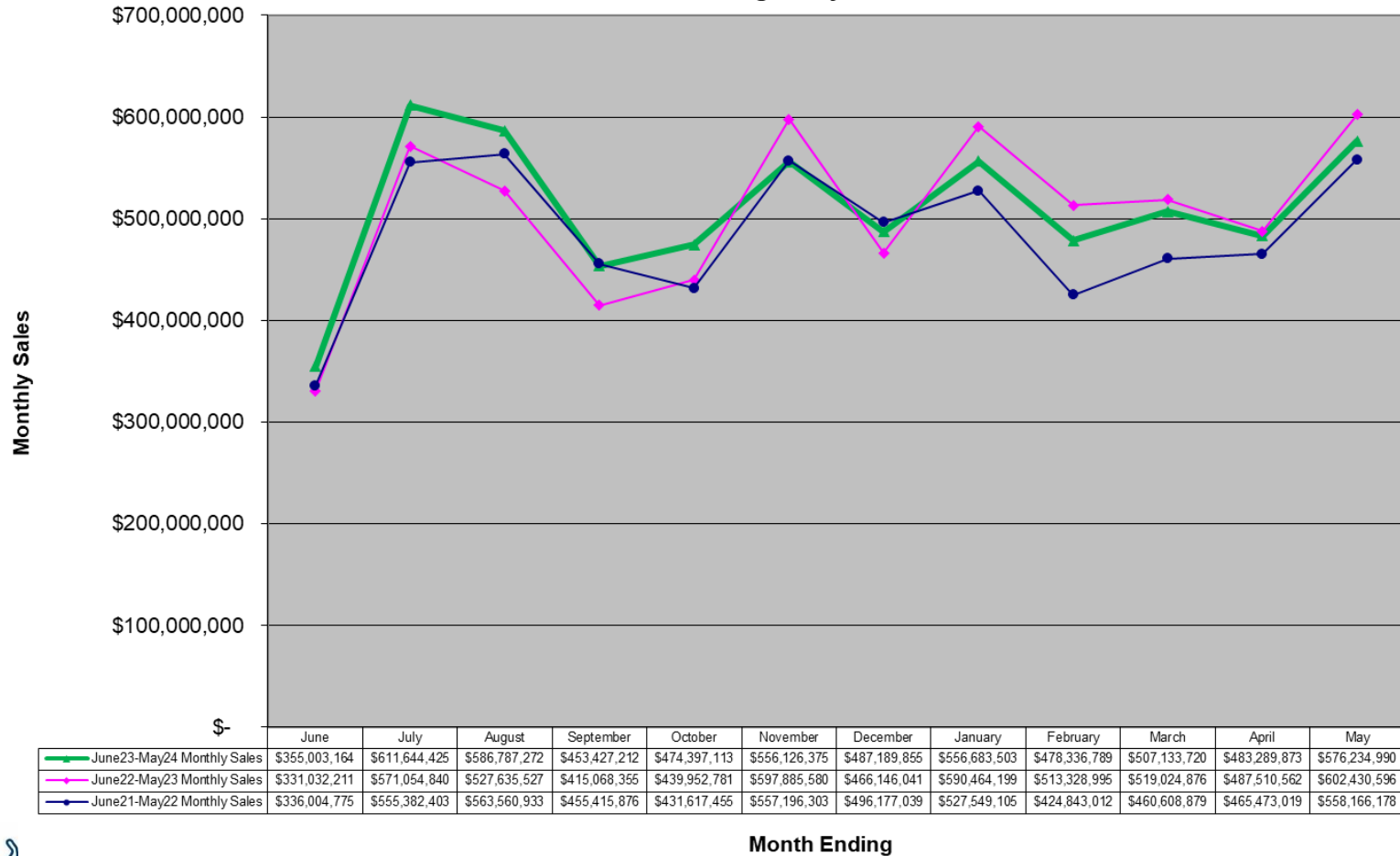
Lucky for Life Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



Powerball Game Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



All Games Monthly Sales Unadjusted Non Fiscal Year June 2021 through May 2024



Monthly Net Profit
June 2021 through May 2024
(Estimated Figure for May 2024)

