

**Massachusetts State Lottery Commission**

**Statement of Operations**

**Lottery and Arts Lottery Funds**

**June, 2018**

**(\$000's)**

12-Oct-18

	June, 2018	%	Year-to-Date FY2018	%	Year-to-Date FY2017	%	\$ Change	% Change
<b>Revenues</b>								
Instant Games	278,886	67.7%	3,592,661	67.9%	3,517,783	69.0%	74,878	2.1%
MegaMillions	8,191	2.0%	92,552	1.7%	60,985	1.2%	31,567	51.8%
Powerball	5,527	1.3%	130,832	2.5%	119,334	2.3%	11,498	9.6%
Numbers Game	25,051	6.1%	325,158	6.1%	324,506	6.4%	653	0.2%
Mass Cash	6,370	1.5%	81,808	1.5%	78,861	1.5%	2,947	3.7%
Keno	78,000	18.9%	996,794	18.8%	914,787	17.9%	82,007	9.0%
Jackpot Poker	0	0.0%	0	0.0%	2	0.0%	-2	-100.0%
All or Nothing	694	0.2%	9,679	0.2%	18,814	0.4%	-9,135	-48.6%
Lucky for Life	1,894	0.5%	25,028	0.5%	25,614	0.5%	-586	-2.3%
Charity Game Tickets	115	0.0%	1,605	0.0%	1,639	0.0%	-34	-2.1%
Beano Tax (2/5)	47	0.0%	487	0.0%	525	0.0%	-38	-7.2%
Pull Tabs	55	0.0%	686	0.0%	748	0.0%	-62	-8.3%
License Fees	25	0.0%	119	0.0%	119	0.0%	0	0.2%
Bond Fees and Fines	164	0.0%	2,156	0.0%	2,129	0.0%	26	1.2%
Service Fees	428	0.1%	5,579	0.1%	5,649	0.1%	-70	-1.2%
Megabucks	1,276	0.3%	21,700	0.4%	23,345	0.5%	-1,644	-7.0%
Miscellaneous Income	0	0.0%	24	0.0%	29	0.0%	-5	-17.1%
Interest	5,084	1.2%	5,084	0.1%	2,897	0.1%	2,187	75.5%
<b>Subtotal Revenues</b>	<b>411,806</b>	<b>100.0%</b>	<b>5,291,951</b>	<b>100.0%</b>	<b>5,097,765</b>	<b>100.0%</b>	<b>194,187</b>	<b>3.8%</b>
<b>Subtotal Prizes</b>	<b>314,068</b>	<b>76.3%</b>	<b>3,891,554</b>	<b>73.5%</b>	<b>3,669,653</b>	<b>72.0%</b>	<b>221,901</b>	<b>6.0%</b>
<b>Operating Expenses</b>								
Commissions	20,172	4.9%	263,176	5.0%	253,715	5.0%	9,461	3.7%
Bonuses	3,301	0.8%	39,822	0.8%	38,193	0.7%	1,629	4.3%
<b>Subtotal Operating Expenses</b>	<b>23,473</b>	<b>5.7%</b>	<b>302,999</b>	<b>5.7%</b>	<b>291,908</b>	<b>5.7%</b>	<b>11,090</b>	<b>3.8%</b>
<b>Operating Revenue</b>	<b>74,265</b>	<b>18.0%</b>	<b>1,097,398</b>	<b>20.7%</b>	<b>1,136,203</b>	<b>22.3%</b>	<b>-38,805</b>	<b>-3.4%</b>
<b>Administrative Expenses</b>								
Salaries	3,414	0.8%	33,749	0.6%	32,485	0.6%	1,264	3.9%
Advertising	393	0.1%	3,230	0.1%	2,523	0.0%	708	28.1%
Equip Rental	8	0.0%	102	0.0%	173	0.0%	-71	-41.1%
Admin/Facilities	3,772	0.9%	24,677	0.5%	21,745	0.4%	2,932	13.5%
Facilities Rental	398	0.1%	3,642	0.1%	3,645	0.1%	-4	-0.1%
Telephone	1,078	0.3%	6,592	0.1%	6,896	0.1%	-304	-4.4%
Travel	5	0.0%	27	0.0%	33	0.0%	-6	-18.7%
Employee Benefits	166	0.0%	1,239	0.0%	1,252	0.0%	-13	-1.0%
Off./Other Equipment	3,855	0.9%	4,520	0.1%	4,329	0.1%	191	4.4%
Postage & Freight	405	0.1%	2,914	0.1%	2,821	0.1%	94	3.3%
Maintenance	212	0.1%	1,662	0.0%	1,857	0.0%	-195	-10.5%
Professional Services	720	0.2%	5,695	0.1%	6,941	0.1%	-1,245	-17.9%
Other	31	0.0%	92	0.0%	79	0.0%	13	16.4%
Vehicles	0	0.0%	464	0.0%	683	0.0%	-219	-32.0%
Building Improvements	105	0.0%	580	0.0%	613	0.0%	-33	-5.4%
Prior Year Adjustment	0	0.0%	1	0.0%	32	0.0%	-31	-97.6%
Fringe Benefit Alloc.	11,155	2.7%	11,155	0.2%	10,400	0.2%	755	7.3%
<b>Subtotal Admin. Expenses</b>	<b>25,718</b>	<b>6.2%</b>	<b>100,342</b>	<b>1.9%</b>	<b>96,506</b>	<b>1.9%</b>	<b>3,836</b>	<b>4.0%</b>
<b>Net Profit</b>								
<b>Before Distributions</b>	<b>48,547</b>	<b>11.8%</b>	<b>997,057</b>	<b>18.8%</b>	<b>1,039,697</b>	<b>20.4%</b>	<b>-42,641</b>	<b>-4.1%</b>

**Notes to Financial Statement:**

**1** Year-to-Date amounts have been adjusted for prize accruals.

**2** Administrative Expenses reflect the costs against the Lottery's General Fund Accounts appropriated in the annual budget (General Appropriation Act). The costs against these accounts are broken down by type of expenditures based upon the object classes and object codes contained in the Expenditure Classification Handbook used in all accounting for expenditures under the Massachusetts Management Accounting and Reporting System (MMARS).