



Massachusetts State Lottery Commission

DEBORAH B. GOLDBERG
Treasurer and Receiver General

MARK WILLIAM BRACKEN
Executive Director

February 26, 2025

Her Excellency Maura Healey
Governor, Commonwealth of Massachusetts
State House
Boston, MA 02133

Dear Governor Healey:

In compliance with the provisions of Chapter 10 Section 24 of the Massachusetts General Laws, attached please find the Statement of Operations for the Massachusetts State Lottery Commission for the month of January 2025.

Please note that we have changed the format of the Statement of Operations and included a summary report to provide a more representative description and comparison of the current fiscal year results over the prior fiscal year.

Sincerely,

Mark William Bracken
Executive Director

cc: Deborah B. Goldberg
Treasurer and Receiver General



Supporting the 351 Cities and Towns of Massachusetts

150 Mount Vernon Street • Dorchester • Massachusetts • 02125 • Tel: 781-849-5555 • Fax: 781-849-5547 • TTY: 781-849-5678 • www.masslottery.com

Governor's Report MSLC Statement of Operations

January, 2025

Comments / Observations

YTD amounts for January, 2025 (includes 7/1/24 – 2/1/25) have two (-2) less days of activity * than the YTD amounts for January, 2024 (7/1/23 – 2/3/24).

	<u>Statement of Operations</u>	<u>Adjusted (+2 days) **</u>
• Instant Games sales	down 0.4% / \$9.7M	up 0.5% / \$12.0M
• Draw Games + KENO sales***	down 7.4% / \$94.6M	down 6.6% / \$83.7M
• Total Revenues	down 2.9% / \$104.7M	down 2.0% / \$72.0M
• Prize Payout %	74.4% <i>(compared to 73.8% at January, 2024)</i>	74.4%
• Prizes (Paid)	down 2.1% / \$55.7M	down 1.2% / \$31.4M
• Agent Commissions	down 2.8% / \$5.0M	down 1.9% / \$3.4M
• Agent Bonuses	down 0.7% / \$0.2M	up 0.2% / \$0.1M
• Administrative Expenses	up 3.6% / \$2.2M	up 4.5% / \$2.8M
• Net Profit	down 6.7% / \$46.0M	down 5.9% / \$40.1M

Red – Reduces profit vs. prior year

*

Black – Increases profit vs. prior year

* The Lottery operates on a weekly (not monthly) close schedule. There are 12 accounting periods in a fiscal year; eight (8) periods have 4 weeks and four (4) periods have five (5) weeks. Because the calendar changes each year, the accounting period for one year does not align with the comparable accounting period for the previous year. The amount of “misalignment” changes from year to year. For the month of January 2025, Fiscal Year 2025, the misalignment is one (-2) days.

** See attached “Adjusted” MSLC Statement of Operations dated January, 2025.

*** Draw Games + KENO sales was previously referred to as Online Game Sales. The change was made to provide a better description of what the games sales actually represent. Draw Games + KENO refers to games that have a drawing to select winning numbers. The Draw Games include The Numbers Game, Mega Millions, Powerball, Mass Cash, Lucky for Life, On-Line Raffle and Megabucks. KENO also includes Wheel of Luck.

Massachusetts State Lottery Commission
Statement of Operations
Lottery and Arts Lottery Funds
January, 2025
(\$000's)

21-Feb-25

	January, 2025	%	Year-to-Date FY2025	%	Period Close Sales Adj (+2 days)	Adjusted Year-to-Date FY2025	%	Year-to-Date FY2024	%	\$ Change	Adjusted \$ Change	% Change	Adjusted % Change
Revenues													
Instant Games	382,153	66.8%	2,343,797	66.4%	21,702	2,365,499	66.4%	2,353,462	64.8%	-9,665	12,037	-0.4%	0.5%
MegaMillions	5,648	1.0%	79,403	2.2%	735	80,139	2.2%	99,001	2.6%	-13,598	-12,862	-14.6%	-13.8%
Powerball	12,396	2.2%	57,707	1.6%	534	58,241	1.6%	148,729	4.1%	-91,022	-90,488	-61.2%	-60.8%
Numbers Game	30,453	5.3%	191,173	5.4%	1,770	192,943	5.4%	197,199	5.4%	-6,026	-4,256	-3.1%	-2.2%
Mass Cash	7,835	1.4%	48,256	1.4%	447	48,702	1.4%	50,730	1.4%	-2,475	-2,028	-4.9%	-4.0%
Keno	122,781	21.5%	748,170	21.2%	6,928	755,098	21.2%	726,612	20.0%	21,558	28,486	3.0%	3.9%
Wheel of Luck	2,000	0.3%	11,603	0.3%	107	11,710	0.3%	12,000	0.3%	-397	-290	-3.3%	-2.4%
Lucky for Life	4,686	0.8%	28,591	0.8%	265	28,856	0.8%	27,867	0.8%	724	989	2.6%	3.5%
On-Line Raffle Game	0	0.0%	0	0.0%	0	0	0.0%	3,816	0.1%	-3,816	-3,816	100.0%	100.0%
Charity Game Tickets	125	0.0%	838	0.0%	8	846	0.0%	858	0.0%	-20	-12	-2.3%	-1.4%
Beano Tax (2/5)	30	0.0%	183	0.0%	2	185	0.0%	167	0.0%	16	18	9.9%	10.9%
Pull Tabs	0	0.0%	0	0.0%	0	0	0.0%	440	0.0%	-440	-440	100.0%	100.0%
License Fees	9	0.0%	63	0.0%	0	63	0.0%	70	0.0%	-7	-7	-10.3%	-9.5%
Bond Fees and Fines	213	0.0%	1,310	0.0%	12	1,322	0.0%	1,305	0.0%	5	17	0.4%	1.3%
Service Fees	501	0.1%	3,106	0.1%	29	3,135	0.1%	3,100	0.1%	6	35	0.2%	1.1%
Mega bucks	2,845	0.5%	15,734	0.4%	146	15,879	0.4%	13,300	0.4%	433	579	2.8%	3.8%
Miscellaneous Income	1	0.0%	7	0.0%	0	7	0.0%	6	0.0%	1	1	19.8%	20.9%
Interest	0	0.0%	0	0.0%	0	0	0.0%	0	0.0%	0	0	0.0%	0.0%
Subtotal Revenues	571,678	100.0%	3,529,941	100.0%	32,685	3,562,626	100.0%	3,634,662	100.0%	-104,721	-72,036	-2.9%	-2.0%
Subtotal Prizes	434,583	76.0%	2,627,104	74.4%	24,325	2,651,429	74.4%	2,682,798	73.8%	-55,694	-31,369	-2.1%	-1.2%
Operating Expenses													
Commissions	28,392	5.0%	176,020	5.0%	1,630	177,650	5.0%	181,059	5.0%	-5,039	-3,409	-2.8%	-1.9%
Bonuses	4,298	0.8%	25,816	0.7%	239	26,055	0.7%	25,996	0.7%	-180	59	-0.7%	0.2%
Subtotal Operating Expenses	32,690	5.7%	201,836	5.7%	1,869	203,705	5.7%	207,055	5.7%	-5,219	-3,350	-2.5%	-1.6%
Operating Revenue	104,405	18.3%	701,001	19.9%	6,491	707,492	19.9%	744,809	20.5%	-43,808	-37,317	-5.9%	-5.0%
Administrative Expenses													
Salaries	3,161	0.6%	23,800	0.7%	220	24,020	0.7%	22,470	0.6%	1,330	1,550	5.9%	6.9%
Advertising	360	0.1%	1,446	0.0%	13	1,460	0.0%	1,758	0.0%	-312	-299	-17.7%	-17.0%
Equip Rental	3	0.0%	19	0.0%	0	19	0.0%	28	0.0%	-9	-9	-33.6%	-33.0%
Admin/Facilities	2,780	0.5%	21,199	0.6%	196	21,396	0.6%	21,304	0.6%	-105	92	-0.5%	0.4%
Facilities Rental	522	0.1%	3,411	0.1%	32	3,443	0.1%	3,305	0.1%	106	137	3.2%	4.2%
Telephone	485	0.1%	3,395	0.1%	31	3,426	0.1%	3,400	0.1%	-5	27	-0.1%	0.8%
Travel	-7	0.0%	46	0.0%	0	46	0.0%	49	0.0%	-3	-2	-5.8%	-4.9%
Employee Benefits	186	0.0%	896	0.0%	8	904	0.0%	858	0.0%	38	46	4.4%	5.3%
Off/Other Equipment	66	0.0%	478	0.0%	4	482	0.0%	603	0.0%	-126	-121	-20.8%	-20.1%
Postage & Freight	548	0.1%	2,289	0.1%	21	2,310	0.1%	2,202	0.1%	87	108	3.9%	4.9%
Maintenance	123	0.0%	740	0.0%	7	747	0.0%	766	0.0%	-27	-20	-3.5%	-2.6%
Professional Services	741	0.1%	5,593	0.2%	52	5,645	0.2%	4,480	0.1%	1,113	1,165	24.8%	26.0%
Other	6	0.0%	148	0.0%	1	150	0.0%	113	0.0%	36	37	31.7%	32.9%
Vehicles	0	0.0%	102	0.0%	1	103	0.0%	0	0.0%	102	103	100.0%	100.0%
Building Improvements	74	0.0%	450	0.0%	4	454	0.0%	462	0.0%	-12	-8	-1.7%	-1.7%
Prior Year Adjustment	0	0.0%	0	0.0%	0	0	0.0%	0	0.0%	0	0	0.0%	0.0%
Estimated Fringe Benefit Alloc.	0	0.0%	0	0.0%	0	0	0.0%	0	0.0%	0	0	0.0%	0.0%
Subtotal Admin. Expenses	9,048	1.6%	64,012	1.8%	593	64,605	1.8%	61,799	1.7%	2,213	2,806	3.6%	4.5%
Net Profit Before Distributions	95,357	16.7%	636,989	18.0%	5,898	642,887	18.0%	683,010	18.8%	-46,021	-40,123	-6.7%	-5.9%

Notes to Financial Statement:

- 1 Year-to-Date amounts have been adjusted for price accruals.
- 2 Year-to-Date amounts for FY 2025 (7/1/24-2/1/25) include two (2) less lines of activity over FY2024 (7/1/23-2/3/24). For comparative purposes, two (2) additional days of revenue in FY25 would total approximately \$32.7 million, increasing revenues to \$3,563 billion, resulting in a (\$72.0) million or (2.0%) change over FY24. Two (2) additional days of revenue would increase net profit by approximately \$5.9 million to \$642.9 million, resulting in a (\$40.1) million or (5.9%) change over FY24.
- 3 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).