

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF REVENUE
PENNSYLVANIA LOTTERY BUREAU
COMPARATIVE STATEMENT OF INCOME AND EXPENDITURES

INCOME:	JUNE 30, 2021 CURRENT MONTH	JUNE 30, 2021 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	303,052,144	3,757,858,023	70.87%	3,203,205,926	71.67%	
FAST PLAY	13,985,560	143,898,223	2.71%	102,734,076	2.30%	
DRAW	104,354,993	1,345,799,561	25.38%	1,109,852,718	24.83%	
MONITOR GAMES	4,448,850	54,912,943	1.04%	53,680,796	1.20%	
PICK 2	512,964	6,387,009	0.12%	5,616,681	0.13%	
PICK 3	24,532,578	305,756,782	5.76%	266,234,583	5.97%	
PICK 4	21,098,405	260,946,766	4.91%	224,939,270	5.03%	
PICK 5	5,047,024	60,794,082	1.15%	48,277,771	1.08%	
WILD BALL	3,916,374	47,486,107	0.90%	31,308,535	0.70%	
CASH 5	8,954,194	93,583,248	1.76%	93,630,759	2.09%	
MATCH 6	17,815,654	146,235,634	2.76%	131,600,860	2.94%	
TREASURE HUNT	2,693,546	31,054,087	0.59%	28,638,053	0.64%	
POWERBALL/POWERPLAY	11,123,093	186,937,051	3.53%	137,838,657	3.08%	
MEGAMILLIONS/MEGAPLIER	6,533,047	170,043,087	3.21%	106,171,227	2.38%	
CASH4LIFE	2,128,114	26,575,708	0.50%	25,596,322	0.57%	
RAFFLE	0	10,000,000	0.19%	10,000,000	0.22%	
KENO	3,345,226	41,641,045	0.79%	47,180,017	1.05%	
XPRESS SPORTS	1,103,624	13,271,898	0.25%	6,500,779	0.15%	
TOTAL TRADITIONAL GAME SALES	\$425,841,547	\$5,302,468,750	100.00%	\$4,469,473,516	100.00%	\$832,995,234
LESS COST OF SALES:						
LOST/STOLEN TICKETS	0	261,627	0.00%	56,986	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,166,816	68,258,371	1.29%	55,314,902	1.24%	
INSTANT GAMES	4,164,994	50,117,715	0.95%	39,319,047	0.88%	
RETAILER COMMISSION	32,772,327	306,724,851	5.78%	234,934,551	5.26%	
TOTAL COMMISSION	42,104,137	425,100,937	8.02%	329,568,500	7.37%	
LIABILITY FOR PRIZES	274,048,556	3,539,943,169	66.76%	2,927,555,248	65.50%	
TOTAL COST OF SALES	316,152,693	3,965,305,733	74.78%	3,257,180,734	72.88%	\$708,124,999
NET REVENUE BEFORE OPERATING EXPENSES	109,688,854	1,337,163,017		1,212,292,782		
LOTTERY BUREAU EXPENSES						
Advertising	5,758,122	43,804,467		43,717,504		
Personnel	3,168,304	24,456,948		22,926,956		
Operating	2,119,218	18,480,000		40,279,221		
Fixed Assets	10,731,700	10,792,315		7,457,474		
Sub Total	16,019,222	53,729,263		70,663,651		
Augmentations	(1,980)	(158,340)		(156,060)		
TOTAL ADMINISTRATIVE COSTS	21,775,364	97,375,390	1.84%	114,225,095	2.56%	(\$16,849,705)
NET OPERATING REVENUE	\$87,913,490	\$1,239,787,627		\$1,098,067,687		\$141,719,940
% OF TRADITIONAL SALES	20.64%	23.38%		24.57%		
OTHER:						
INTEREST	27,236	485,285		2,873,105		
MISCELLANEOUS	68	88		0		
TOTAL	27,304	485,373		2,873,105		
NET TRADITIONAL REVENUE	\$87,940,794	\$1,240,273,000		\$1,100,940,792		\$139,332,208
% OF TRADITIONAL SALES	20.65%	23.39%		24.63%		
RETAIL INCENTIVE PROGRAM	\$0	\$22,347,368		\$22,516,643		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,469,473,516				
RETAIL INCENTIVE %		0.50%				
NET GAMING REVENUE	\$3,243,715	\$84,690,628		\$63,376,639		
TOTAL NET REVENUE	\$91,184,509	\$1,302,616,260		\$1,141,800,788		

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ILOTTERY

INCOME:	JUNE 30, 2021 CURRENT MONTH	JUNE 30, 2021 CURRENT FISCAL YEAR TO DATE	JUNE 30, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	62,808,707	886,997,060	731,257,004	
PRIZE PAYOUT	55,923,247	772,150,346	637,103,570	
PROMOTION & BONUSES	858,709	13,141,706	11,198,952	
GROSS GAMING REVENUE	\$6,026,751	\$101,705,008	\$82,954,482	\$18,750,526
TREASURE HUNT	150,146	1,551,477	0	
POWERBALL/POWERPLAY	517,693	8,560,299	1,979,447	
MEGAMILLIONS/MEGAPLIER	344,322	8,418,484	2,212,146	
CASH4LIFE	246,810	2,863,718	0	
TRADITIONAL GAME SALES	1,258,971	21,393,978	4,191,593	
TRADITIONAL PRIZES	247,919	4,959,225	1,502,027	
PROMOTION & BONUSES	25,465	589,844	0	
GROSS TRADITIONAL REVENUE	\$985,587	\$15,844,909	\$2,689,566	\$13,155,343
AFFILIATE / VENDOR COSTS	15,711	220,052	9,739,648	
VENDOR COMMISSIONS	1,823,844	17,815,566	2,583,986	
PRIZE LIABILITY	288,204	5,360,713	584,858	
ADVERTISING	1,442,650	7,195,533	7,282,496	
PERSONNEL	173,701	1,452,164	1,383,665	
OPERATING	24,828	816,341	694,076	
AUGMENTATIONS	(315)	(1,080)	(1,320)	
TOTAL COSTS	\$3,768,623	\$32,859,289	\$22,267,409	\$10,591,880
NET GAMING REVENUE	\$3,243,715	\$84,690,628	\$63,376,639	\$21,313,989