

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

INCOME:	CURRENT MONTH <u>JUNE 30, 2014</u>	JUNE 30, 2014 CURRENT FISCAL <u>YEAR TO DATE</u>	%	JUNE 30, 2013 PRIOR FISCAL <u>YEAR TO DATE</u>	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
INSTANT	197,494,590	2,444,853,338	64.34%	2,305,099,594	62.30%	
DAILY NUMBER	25,635,005	329,686,503	8.67%	345,146,613	9.32%	
BIG 4	19,087,012	238,553,154	6.28%	242,894,421	6.57%	
CASH 5	13,809,834	151,527,692	3.99%	167,505,246	4.53%	
POWERBALL	20,399,204	274,661,692	7.23%	368,089,655	9.95%	
POWERPLAY	1,949,986	26,715,639	0.70%	32,766,469	0.89%	
MEGAMILLIONS	4,889,400	126,741,523	3.34%	71,273,445	1.93%	
MEGAPLIER	920,909	19,165,985	0.50%	12,521,317	0.34%	
RAFFLE	4,599,440	19,949,300	0.53%	20,399,160	0.55%	
MATCH 6	7,141,314	95,948,402	2.53%	65,125,856	1.76%	
TREASURE HUNT	2,870,151	28,603,647	0.75%	25,654,457	0.69%	
QUINTO	<u>3,550,460</u>	<u>43,161,619</u>	1.14%	<u>43,189,461</u>	1.17%	
TOTAL GAME SALES	\$302,347,305	\$3,799,568,494	100.00%	\$3,699,665,694	100.00%	\$99,902,800
GROSS REVENUE	302,347,305	3,799,568,494		3,699,665,694		
LESS COST OF SALES:						
LOST/STOLEN TICKETS	13,545	92,731	0.00%	57,419	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	2,730,575	38,670,275	1.02%	37,896,869	1.02%	
INSTANT GAMES	2,273,795	24,773,058	0.65%	24,379,282	0.66%	
RETAILER COMMISSION	<u>15,289,753</u>	<u>202,369,523</u>	5.33%	<u>196,069,704</u>	5.30%	
TOTAL COMMISSION	<u>20,294,123</u>	<u>265,812,856</u>	7.00%	<u>258,345,855</u>	6.98%	
LIABILITY FOR PRIZES	<u>190,332,389</u>	<u>2,376,681,975</u>	62.55%	<u>2,299,005,529</u>	62.14%	
TOTAL COST OF SALES	210,640,057	2,642,587,562	69.55%	2,557,408,803	69.13%	\$85,178,759
NET REVENUE BEFORE OPERATING EXPENSES	91,707,248	1,156,980,932		1,142,256,891		
LOTTERY BUREAU EXPENSES						
Advertising	331,376	34,310,962		36,847,065		
Personnel	2,115,915	20,442,968		18,866,254		
Operating	657,432	12,905,325		16,580,205		
Fixed Assets	45,227	9,894,780		4,417,421		
Sub Total	<u>2,818,574</u>	<u>43,243,073</u>		<u>39,863,880</u>		
Augmentations	<u>(1,325)</u>	<u>(175,175)</u>		<u>(179,685)</u>		
TOTAL ADMINISTRATIVE COSTS	3,148,625	77,378,860	2.04%	76,531,260	2.07%	\$847,600
NET OPERATING REVENUE	\$88,558,623	\$1,079,602,072		\$1,065,725,631		\$13,876,441
% OF SALES	29.29%	28.41%		28.81%		
OTHER:						
INTEREST	122,807	1,895,900		1,649,737		
MISCELLANEOUS	<u>5</u>	<u>1,187</u>		<u>1,298</u>		
TOTAL	<u>122,812</u>	<u>1,897,087</u>		<u>1,651,035</u>		
NET REVENUE	\$88,681,435	\$1,081,499,159		\$1,067,376,666		\$14,122,493
% OF SALES	29.33%	28.46%		28.85%		