

Pennsylvania Lottery
Reports

Annual Report - Fiscal Years Ending June 30, 2004 and 2003

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF REVENUE
PENNSYLVANIA LOTTERY
COMPARATIVE STATEMENT OF INCOME AND EXPENDITURES
FOR THE FISCAL YEARS ENDING JUNE 30, 2004 AND 2003

| INCOME: | JUNE 2004 | | % | JULY YEAR |
|---|-----------------------------------|---------------------------------------|----------------|--------------|
| | CURRENT MONTH <u>JUNE 2004</u> | CURRENT FISCAL <u>YEAR TO DATE</u> | | |
| GAME SALES: | | | | |
| INSTANT | 93,366,328 | 989,201,706 | 42.06% | |
| DAILY NUMBER | 35,059,539 | 438,349,357 | 18.64% | |
| BIG 4 | 21,811,195 | 265,225,442 | 11.28% | |
| CASH FIVE | 16,764,960 | 225,114,108 | 9.57% | |
| POWERBALL | 13,885,037 | 259,484,200 | 11.03% | |
| POWERPLAY | 2,900,336 | 48,423,311 | 2.06% | |
| SUPER/MATCH 6 | <u>11,845,608</u> | <u>126,273,328</u> | 5.37% | |
| TOTAL GAME SALES | \$195,633,003 | \$2,352,071,452 | 100.00% | \$2, |
| OTHER: | | | | |
| INTEREST (1) | (806,951) | 18,156,273 | | |
| MISCELLANEOUS | <u>0</u> | <u>97,196</u> | | |
| GROSS REVENUE | 194,826,052 | 2,370,324,921 | | 2, |
| LESS: | | | | |
| VENDOR COMMISSION | | | | |
| S G I ONLINE SYSTEM | 4,500,283 | 46,970,000 | 2.00% | |
| SCIENTIFIC GAMES | 2,252,187 | 20,856,000 | 0.89% | |
| RETAILER COMMISSION | <u>9,781,650</u> | <u>121,886,395</u> | 5.18% | |
| LIABILITY FOR PRIZES | 85,290,692 | 1,305,859,367 | 55.52% | 1, |
| NET REVENUE BEFORE OPERATING EXPENSES | 93,001,240 | 874,753,159 | 36.90% | |
| LOTTERY FUND EXPENSES | | | | |
| Advertising/Exp Sales | <u>10,314,699</u> | <u>38,347,478</u> | 1.63% | |
| NET TO LOTTERY FUND | 82,686,541 | 836,405,681 | | |
| GENERAL FUND EXPENSES AND ENCUMBRANCES | | | | |
| Personnel | 1,192,591 | 10,687,297 | | |
| Operating | 819,963 | 8,570,996 | | |
| Fixed Assets | <u>34,285</u> | <u>34,285</u> | | |
| Sub Total | 2,046,839 | 19,292,578 | | |

| | | | |
|---------------------------------------|---------------------|----------------------|--------------|
| Augmentations | 9,270 | 141,495 | |
| GENERAL FUND COSTS | 2,037,569 | 19,151,083 | 0.81% |
| NET REVENUE BEFORE ADJUSTMENTS | \$80,648,972 | \$817,254,598 | \$ |
| PRIOR YEAR ADJUSTMENTS (2) | 0 | 1,415,090 | |
| NET REVENUE AFTER ADJUSTMENTS | \$80,648,972 | \$818,669,688 | \$ |
| % OF SALES | 41.22% | 34.75% | |

* This statement has been revised to reflect the calendar month rather than Sales weeks ending during the month.

FOOTNOTES:

- (1) INTEREST EARNED ON LOTTERY FUND BALANCE
- (2) PRIOR YEAR ADJUSTMENTS:
OVERSTATED LOTTERY FUND EXPENSES
UNCOLLECTABLE ACCOUNTS