

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

INCOME:	CURRENT MONTH <u>June 30, 2013</u>	June 30, 2013 CURRENT FISCAL <u>YEAR TO DATE</u>	%	June 30, 2012 CURRENT FISCAL <u>YEAR TO DATE</u>	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
INSTANT	188,697,806	2,305,099,594	62.30%	2,134,578,653	61.32%	
DAILY NUMBER	27,175,653	345,146,613	9.32%	359,924,415	10.34%	
BIG 4	19,091,384	242,894,421	6.57%	245,600,821	7.06%	
CASH 5	12,151,537	167,505,246	4.53%	159,853,249	4.59%	
POWERBALL	16,550,796	368,089,655	9.95%	244,345,588	7.02%	
POWERPLAY	1,783,641	32,766,469	0.89%	33,346,262	0.96%	
MEGAMILLIONS	5,215,015	71,273,445	1.93%	131,589,844	3.78%	
MEGAPLIER	1,180,102	12,521,317	0.34%	19,643,855	0.56%	
RAFFLE	5,008,800	20,399,160	0.55%	20,946,320	0.60%	
MATCH 6	5,175,276	65,125,856	1.76%	66,008,050	1.90%	
TREASURE HUNT	1,918,505	25,654,457	0.69%	24,313,690	0.70%	
QUINTO	3,447,011	43,189,461	1.17%	40,749,942	1.17%	
TOTAL GAME SALES	\$287,395,526	\$3,699,665,694	100.00%	\$3,480,900,689	100.00%	\$218,765,005
GROSS REVENUE	287,395,526	3,699,665,694		3,480,900,689		
LESS COST OF SALES:						
LOST/STOLEN TICKETS	0	57,419	0.00%	81,361	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	2,529,535	37,896,869	1.02%	34,212,692	0.98%	
INSTANT GAMES	2,907,246	24,379,282	0.66%	22,057,485	0.63%	
RETAILER COMMISSION	14,540,206	196,069,704	5.30%	183,888,592	5.28%	
TOTAL COMMISSION	19,976,987	258,345,855	6.98%	240,158,769	6.90%	
LIABILITY FOR PRIZES	171,938,276	2,299,005,529	62.14%	2,120,499,549	60.92%	
TOTAL COST OF SALES	191,915,263	2,557,408,803	69.13%	2,360,739,679	67.82%	\$196,669,124
NET REVENUE BEFORE OPERATING EXPENSES	95,480,263	1,142,256,891		1,120,161,010		
LOTTERY BUREAU EXPENSES						
Advertising	4,023,526	36,847,065		37,000,000		
Personnel	1,865,308	18,866,254		18,451,875		
Operating	4,210,269	16,580,205		13,606,595		
Fixed Assets	142,468	4,417,421		4,196,451		
Sub Total	6,218,045	39,863,880		36,254,921		
Augmentations	(1,520)	(179,685)		(163,035)		
TOTAL ADMINISTRATIVE COSTS	10,240,051	76,531,260	2.07%	73,091,886	2.10%	\$3,439,374
NET OPERATING REVENUE	\$85,240,212	\$1,065,725,631		\$1,047,069,124		\$18,656,507
% OF SALES	29.66%	28.81%		30.08%		
OTHER:						
INTEREST	121,219	1,649,737		2,121,100		
MISCELLANEOUS	62	1,298		3,936		
SALE OF SECURITIES	0	0		11,697,386		
TOTAL	121,281	1,651,035		13,822,422		
NET REVENUE	\$85,361,493	\$1,067,376,666		\$1,060,891,546		\$6,485,120
% OF SALES	29.70%	28.85%		30.48%		