

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

INCOME:	JUNE 30, 2015 CURRENT MONTH	JUNE 30, 2015 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2014 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
INSTANT	220,976,034	2,591,597,309	67.84%	2,444,853,338	64.34%	
PICK 2	820,157	7,047,429	0.18%	0	0.00%	
PICK 3	23,693,019	310,920,184	8.14%	329,686,503	8.67%	
PICK 4	18,512,689	234,832,113	6.15%	238,553,154	6.28%	
PICK 5	3,552,936	43,763,437	1.15%	43,161,619	1.14%	
CASH 5	11,887,016	136,196,470	3.57%	151,527,692	3.99%	
MATCH 6	4,366,850	68,022,478	1.78%	95,948,402	2.53%	
TREASURE HUNT	2,760,653	28,622,099	0.75%	28,603,647	0.75%	
POWERBALL / POWERPLAY	12,860,043	239,842,761	6.28%	301,377,331	7.93%	
MEGAMILLIONS / MEGAPLIER	8,099,568	124,931,241	3.27%	145,907,508	3.84%	
MONOPOLY MILLIONAIRES CLUB	0	5,009,770	0.13%	0	0.00%	
CASH4LIFE	3,622,730	11,300,080	0.30%	0	0.00%	
RAFFLE	3,713,820	17,557,540	0.46%	19,949,300	0.53%	
<b>TOTAL GAME SALES</b>	<b>\$314,865,515</b>	<b>\$3,819,642,911</b>	<b>100.00%</b>	<b>\$3,799,568,494</b>	<b>100.00%</b>	<b>\$20,074,417</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	5,209	54,525	0.00%	92,731	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	2,994,318	38,540,943	1.01%	38,670,275	1.02%	
INSTANT GAMES	5,378,530	31,201,644	0.82%	24,773,058	0.65%	
RETAILER COMMISSION	15,911,155	203,238,185	5.32%	202,369,523	5.33%	
<b>TOTAL COMMISSION</b>	<b>24,284,003</b>	<b>272,980,772</b>	<b>7.15%</b>	<b>265,812,856</b>	<b>7.00%</b>	
LIABILITY FOR PRIZES	188,821,066	2,411,651,816	63.14%	2,376,681,975	62.55%	
<b>TOTAL COST OF SALES</b>	<b>213,110,278</b>	<b>2,684,687,113</b>	<b>70.29%</b>	<b>2,642,587,562</b>	<b>69.55%</b>	<b>\$42,099,551</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>101,755,237</b>	<b>1,134,955,798</b>		<b>1,156,980,932</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	4,213,263	39,997,608		34,310,962		
Personnel	2,254,928	21,577,168		20,442,968		
Operating	535,262	11,518,921		12,905,325		
Fixed Assets	2,397,150	2,838,412		9,894,780		
Sub Total	5,187,340	35,934,501		43,243,073		
Augmentations	(1,705)	(159,990)		(175,175)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>9,398,898</b>	<b>75,772,119</b>	<b>1.98%</b>	<b>77,378,860</b>	<b>2.04%</b>	<b>(\$1,606,741)</b>
<b>NET OPERATING REVENUE</b>	<b>\$92,356,339</b>	<b>\$1,059,183,679</b>		<b>\$1,079,602,072</b>		<b>(\$20,418,393)</b>
<b>% OF SALES</b>	<b>29.33%</b>	<b>27.73%</b>		<b>28.41%</b>		
<b>OTHER:</b>						
INTEREST	103,911	1,677,311		1,895,900		
MISCELLANEOUS	36	481		1,187		
<b>TOTAL</b>	<b>103,947</b>	<b>1,677,792</b>		<b>1,897,087</b>		
<b>NET REVENUE</b>	<b>\$92,460,286</b>	<b>\$1,060,861,471</b>		<b>\$1,081,499,159</b>		<b>(\$20,637,688)</b>
<b>% OF SALES</b>	<b>29.37%</b>	<b>27.77%</b>		<b>28.46%</b>		

Effective with FY 14, all payments made to the on-line vendor are recorded in the On-Line Vendor Commissions Fund. In previous fiscal years, various expenses were charged to Operating expenses in the General Operating Fund.