

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

INCOME:	JUNE 30, 2016 CURRENT MONTH	JUNE 30, 2016 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2015 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
INSTANT	220,048,927	2,792,667,334	67.54%	2,591,597,309	67.84%	
PICK 2	593,822	8,610,484	0.21%	7,047,429	0.18%	
PICK 3	24,464,578	293,974,904	7.11%	310,920,184	8.14%	
PICK 4	18,990,962	232,711,271	5.63%	234,832,113	6.15%	
PICK 5	3,864,783	45,766,531	1.11%	43,763,437	1.15%	
CASH 5	9,229,772	137,072,754	3.31%	136,196,470	3.57%	
MATCH 6	4,782,288	67,189,562	1.62%	68,022,478	1.78%	
TREASURE HUNT	3,507,953	29,128,664	0.70%	28,622,099	0.75%	
POWERBALL/POWERPLAY	17,492,151	357,998,640	8.66%	239,842,761	6.28%	
MEGAMILLIONS/MEGAPLIER	21,299,711	106,368,028	2.57%	124,931,241	3.27%	
MONOPOLY	0	0	0.00%	5,009,770	0.13%	
CASH4LIFE	2,360,724	32,124,518	0.78%	11,300,080	0.30%	
RAFFLE	3,492,200	31,552,120	0.76%	17,557,540	0.46%	
<b>TOTAL GAME SALES</b>	<b>\$330,127,871</b>	<b>\$4,135,164,810</b>	<b>100.00%</b>	<b>\$3,819,642,911</b>	<b>100.00%</b>	<b>\$315,521,899</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	5,070	67,610	0.00%	54,525	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	3,469,817	41,316,455	1.00%	38,540,943	1.01%	
INSTANT GAMES	3,544,185	37,043,927	0.90%	31,201,644	0.82%	
RETAILER COMMISSION	16,617,965	218,298,755	5.28%	203,238,185	5.32%	
TOTAL COMMISSION	23,631,967	296,659,137	7.17%	272,980,772	7.15%	
LIABILITY FOR PRIZES	211,368,164	2,639,838,073	63.84%	2,411,651,816	63.14%	
<b>TOTAL COST OF SALES</b>	<b>235,005,201</b>	<b>2,936,564,820</b>	<b>71.01%</b>	<b>2,684,687,113</b>	<b>70.29%</b>	<b>\$251,877,707</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>95,122,670</b>	<b>1,198,599,990</b>		<b>1,134,955,798</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	5,818,666	44,000,000		39,997,608		
Personnel	2,480,517	22,185,379		21,577,168		
Operating	1,000,788	11,976,423		11,518,921		
Fixed Assets	147,340	201,740		2,838,412		
Sub Total	3,628,645	34,363,542		35,934,501		
Augmentations	(615)	(153,266)		(159,990)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>9,446,696</b>	<b>78,210,276</b>	<b>1.89%</b>	<b>75,772,119</b>	<b>1.98%</b>	<b>\$2,438,157</b>
<b>NET OPERATING REVENUE</b>	<b>\$85,675,974</b>	<b>\$1,120,389,714</b>		<b>\$1,059,183,679</b>		<b>\$61,206,035</b>
<b>% OF SALES</b>	<b>25.95%</b>	<b>27.09%</b>		<b>27.73%</b>		
<b>OTHER:</b>						
INTEREST	114,198	927,780		1,677,311		
MISCELLANEOUS	0	43		481		
<b>TOTAL</b>	<b>114,198</b>	<b>927,823</b>		<b>1,677,792</b>		
<b>NET REVENUE</b>	<b>\$85,790,172</b>	<b>\$1,121,317,537</b>		<b>\$1,060,861,471</b>		<b>\$60,456,066</b>
<b>% OF SALES</b>	<b>25.99%</b>	<b>27.12%</b>		<b>27.77%</b>		