

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

INCOME:	JUNE 30, 2017 CURRENT MONTH	JUNE 30, 2017 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2016 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	208,111,399	2,726,625,523	68.14%	2,792,667,334	67.54%	
FAST PLAY	10,249,871	55,007,649	1.37%	0	0.00%	
DRAW	110,565,359	1,219,402,201	30.49%	1,342,497,476	32.46%	
PICK 2	516,358	7,011,306	0.18%	8,610,484	0.21%	
PICK 3	22,588,891	283,826,984	7.09%	293,974,904	7.11%	
PICK 4	18,611,769	229,633,798	5.74%	232,711,271	5.63%	
PICK 5	3,575,346	45,873,222	1.15%	45,766,531	1.11%	
WILD BALL	2,048,793	23,438,224	0.59%	0	0.00%	
CASH 5	11,358,977	129,926,506	3.25%	137,072,754	3.31%	
MATCH 6	10,480,146	79,601,492	1.99%	67,189,562	1.62%	
TREASURE HUNT	2,740,874	31,814,460	0.80%	29,128,664	0.70%	
POWERBALL/POWERPLAY	25,673,071	252,588,752	6.31%	357,998,640	8.66%	
MEGAMILLIONS/MEGAPLIER	8,132,980	94,406,907	2.36%	106,368,028	2.57%	
CASH4LIFE	1,646,274	22,492,390	0.56%	32,124,518	0.78%	
RAFFLE	3,191,880	18,788,160	0.47%	31,552,120	0.76%	
TOTAL GAME SALES	\$328,926,629	\$4,001,035,373	100.00%	\$4,135,164,810	100.00%	(\$134,129,437)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	3,547	55,506	0.00%	67,610	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	3,561,065	41,700,912	1.04%	41,316,455	1.00%	
INSTANT GAMES	2,241,305	26,428,277	0.66%	37,043,927	0.90%	
RETAILER COMMISSION	16,560,512	211,420,782	5.28%	218,298,755	5.28%	
TOTAL COMMISSION	22,362,882	279,549,971	6.99%	296,659,137	7.17%	
LIABILITY FOR PRIZES	211,136,401	2,588,266,918	64.69%	2,639,838,073	63.84%	
TOTAL COST OF SALES	233,502,830	2,867,872,395	71.68%	2,936,564,820	71.01%	(\$68,692,425)
NET REVENUE BEFORE OPERATING EXPENSES	95,423,799	1,133,162,978		1,198,599,990		
LOTTERY BUREAU EXPENSES						
Advertising	6,424,704	44,000,000		44,000,000		
Personnel	2,678,744	22,861,384		22,185,379		
Operating	2,282,331	14,974,708		11,976,423		
Fixed Assets	758,204	7,012,156		201,740		
Sub Total	5,719,279	44,848,248		34,363,542		
Augmentations	(1,660)	(153,555)		(153,266)		
TOTAL ADMINISTRATIVE COSTS	12,142,323	88,694,693	2.22%	78,210,276	1.89%	\$10,484,417
NET OPERATING REVENUE	\$83,281,476	\$1,044,468,285		\$1,120,389,714		(\$75,921,429)
% OF SALES	25.32%	26.10%		27.09%		
OTHER:						
INTEREST	159,960	1,263,033		927,780		
MISCELLANEOUS	0	20		43		
TOTAL	159,960	1,263,053		927,823		
NET REVENUE	\$83,441,436	\$1,045,731,338		\$1,121,317,537		(\$75,586,199)
% OF SALES	25.37%	26.14%		27.12%		