

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

INCOME:	JUNE 30, 2018 CURRENT MONTH	JUNE 30, 2018 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2017 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	232,560,005	2,824,238,704	67.24%	2,726,625,523	68.14%	
FAST PLAY	7,265,741	114,448,817	2.72%	55,007,649	1.37%	
DRAW	89,043,699	1,254,263,128	29.86%	1,219,402,201	30.49%	
MONITOR GAMES	3,944,282	7,614,162	0.18%	0	0.00%	
PICK 2	480,929	5,998,196	0.14%	7,011,306	0.18%	
PICK 3	22,199,526	270,442,958	6.44%	283,826,984	7.09%	
PICK 4	17,799,898	220,658,083	5.25%	229,633,798	5.74%	
PICK 5	3,778,697	44,812,727	1.07%	45,873,222	1.15%	
WILD BALL	2,094,877	25,803,796	0.61%	23,438,224	0.59%	
CASH 5	7,694,717	109,602,125	2.61%	129,926,506	3.25%	
MATCH 6	8,599,052	113,378,538	2.70%	79,601,492	1.99%	
TREASURE HUNT	2,261,548	27,435,104	0.65%	31,814,460	0.80%	
POWERBALL/POWERPLAY	12,358,255	272,715,402	6.50%	252,588,752	6.31%	
MEGAMILLIONS/MEGAPLIER	10,400,306	133,885,243	3.19%	94,406,907	2.36%	
CASH4LIFE	1,375,894	17,825,596	0.42%	22,492,390	0.56%	
RAFFLE	0	11,705,360	0.28%	18,788,160	0.47%	
KENO	3,944,282	7,614,162	0.18%	0	0.00%	
TOTAL TRADITIONAL GAME SALES	\$332,813,727	\$4,200,564,811	100.00%	\$4,001,035,373	100.00%	\$199,529,438
ILOTTERY:						
PLAYS	18,330,760	20,816,386		0		
COSTS	606,277	680,782		0		
MODIFIED GAMING REVENUE	17,724,483	20,135,604		0		
LESS COST OF SALES:						
LOST/STOLEN TICKETS	0	20,134	0.00%	55,506	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	4,315,867	44,537,871	1.06%	41,700,912	1.04%	
INSTANT GAMES	2,934,866	33,267,641	0.79%	26,428,277	0.66%	
RETAILER COMMISSION	16,947,543	224,175,702	5.34%	211,420,782	5.28%	
TOTAL COMMISSION	24,198,276	301,981,214	7.19%	279,549,971	6.99%	
LIABILITY FOR PRIZES	234,911,437	2,733,773,913	65.08%	2,588,266,918	64.69%	
TOTAL COST OF SALES	259,109,713	3,035,775,261	72.27%	2,867,872,395	71.68%	\$167,902,866
NET REVENUE BEFORE OPERATING EXPENSES	91,428,497	1,184,925,154		1,133,162,978		
LOTTERY BUREAU EXPENSES						
Advertising	4,970,108	48,180,000		44,000,000		
Personnel	2,790,409	22,908,588		22,861,384		
Operating	1,393,840	14,555,040		14,974,708		
Fixed Assets	7,761,278	8,516,134		7,012,156		
Sub Total	11,945,527	45,979,762		44,848,248		
Augmentations	(2,185)	(162,948)		(153,555)		
TOTAL ADMINISTRATIVE COSTS	16,913,450	93,996,814	2.24%	88,694,693	2.22%	\$5,302,121
NET OPERATING REVENUE	\$74,515,047	\$1,090,928,340		\$1,044,468,285		\$46,460,055
% OF TRADITIONAL AND ILOTTERY SALES	21.22%	25.84%		26.10%		
OTHER:						
INTEREST	850,579	2,717,436		1,263,033		
MISCELLANEOUS	0	200		20		
TOTAL	850,579	2,717,636		1,263,053		
NET REVENUE	\$75,365,626	\$1,093,645,976		\$1,045,731,338		\$47,914,638
% OF TRADITIONAL AND ILOTTERY SALES	21.46%	25.91%		26.14%		