

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

INCOME:	JUNE 30, 2019 CURRENT MONTH	JUNE 30, 2019 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2018 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	242,207,585	2,989,692,745	66.39%	2,824,238,704	67.24%	
FAST PLAY	8,515,985	103,261,400	2.29%	114,448,817	2.72%	
DRAW	95,821,457	1,363,679,943	30.28%	1,254,263,128	29.86%	
MONITOR GAMES	4,283,338	46,694,590	1.04%	7,614,162	0.18%	
PICK 2	439,035	5,738,457	0.13%	5,998,196	0.14%	
PICK 3	21,871,796	269,180,879	5.98%	270,442,958	6.44%	
PICK 4	18,177,846	225,297,578	5.00%	220,658,083	5.25%	
PICK 5	3,836,303	46,470,053	1.03%	44,812,727	1.07%	
WILD BALL	2,341,677	28,375,302	0.63%	25,803,796	0.61%	
CASH 5	9,579,453	115,013,575	2.55%	109,602,125	2.61%	
MATCH 6	10,430,004	130,529,470	2.90%	113,378,538	2.70%	
TREASURE HUNT	2,067,521	26,374,315	0.59%	27,435,104	0.65%	
POWERBALL/POWERPLAY	12,852,527	260,487,788	5.78%	272,715,402	6.50%	
MEGAMILLIONS/MEGAPLIER	12,941,547	229,530,094	5.10%	133,885,243	3.19%	
CASH4LIFE	1,283,748	16,682,432	0.37%	17,825,596	0.42%	
RAFFLE	0	10,000,000	0.22%	11,705,360	0.28%	
KENO	4,097,556	44,485,120	0.99%	7,614,162	0.18%	
XPRESS SPORTS	185,782	2,209,470	0.05%	0	0.00%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$350,828,365</b>	<b>\$4,503,328,678</b>	<b>100.00%</b>	<b>\$4,200,564,811</b>	<b>100.00%</b>	<b>\$302,763,867</b>
<b>iLOTTERY:</b>						
PLAYS	0	0		20,816,386		
COSTS	0	0		680,782		
MODIFIED GAMING REVENUE	0	0		20,135,604		
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	4,536	59,082	0.00%	20,134	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	3,831,819	54,120,928	1.20%	44,537,871	1.06%	
INSTANT GAMES	4,217,712	32,625,226	0.72%	33,267,641	0.79%	
RETAILER COMMISSION	26,440,294	245,000,058	5.44%	224,175,702	5.34%	
TOTAL COMMISSION	34,489,825	331,746,212	7.37%	301,981,214	7.19%	
LIABILITY FOR PRIZES	234,047,412	2,927,074,532	65.00%	2,733,773,913	65.08%	
<b>TOTAL COST OF SALES</b>	<b>268,541,773</b>	<b>3,258,879,826</b>	<b>72.37%</b>	<b>3,035,775,261</b>	<b>72.27%</b>	<b>\$223,104,565</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>82,286,592</b>	<b>1,244,448,852</b>		<b>1,184,925,154</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	5,391,885	43,207,094		48,180,000		
Personnel	2,630,658	22,566,312		22,908,588		
Operating	2,389,587	28,789,893		14,555,040		
Fixed Assets	12,860,263	20,655,087		8,516,134		
Sub Total	17,880,508	72,011,292		45,979,762		
Augmentations	(3,045)	(159,630)		(162,948)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>23,269,348</b>	<b>115,058,756</b>	<b>2.55%</b>	<b>93,996,814</b>	<b>2.24%</b>	<b>\$21,061,942</b>
<b>NET OPERATING REVENUE</b>	<b>\$59,017,244</b>	<b>\$1,129,390,096</b>		<b>\$1,090,928,340</b>		<b>\$38,461,756</b>
<b>% OF TRADITIONAL SALES AND iLOTTERY SALES (FY 17)</b>	<b>16.82%</b>	<b>25.08%</b>		<b>25.84%</b>		
<b>OTHER:</b>						
INTEREST	319,846	3,528,095		2,717,436		
MISCELLANEOUS	0	26		200		
<b>TOTAL</b>	<b>319,846</b>	<b>3,528,121</b>		<b>2,717,636</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$59,337,090</b>	<b>\$1,132,918,217</b>		<b>\$1,093,645,976</b>		<b>\$39,272,241</b>
<b>% OF TRADITIONAL SALES AND iLOTTERY SALES (FY 17)</b>	<b>16.91%</b>	<b>25.16%</b>		<b>25.91%</b>		
RETAIL INCENTIVE PROGRAM	\$0	\$21,002,824				
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,200,564,811				
RETAIL INCENTIVE %		0.50%				
NET GAMING REVENUE	\$3,755,642	\$31,310,356		\$0		
<b>TOTAL NET REVENUE</b>	<b>\$63,092,732</b>	<b>\$1,143,225,749</b>		<b>\$1,093,645,976</b>		

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PLAYS	45,159,669	381,464,634	0	
PRIZE PAYOUT	39,109,950	332,051,899	0	
PROMOTION & BONUSES	580,229	3,836,519	0	
<b>GROSS GAMING REVENUE</b>	<b>\$5,469,490</b>	<b>\$45,576,216</b>	<b>\$0</b>	<b>\$45,576,216</b>
VENDOR COSTS	579,679	5,071,175	0	
ADVERTISING	760,314	7,792,906	0	
PERSONNEL	142,473	1,070,766	0	
OPERATING	231,667	331,298	0	
AUGMENTATIONS	(285)	(285)	0	
<b>TOTAL COSTS</b>	<b>\$1,713,848</b>	<b>\$14,265,860</b>	<b>\$0</b>	
<b>NET GAMING REVENUE</b>	<b>\$3,755,642</b>	<b>\$31,310,356</b>	<b>\$0</b>	<b>\$31,310,356</b>