

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

INCOME:	JUNE 30, 2020 CURRENT MONTH	JUNE 30, 2020 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2019 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	340,894,049	3,203,205,926	71.67%	2,989,692,745	66.39%	
FAST PLAY	9,741,546	102,734,076	2.30%	103,261,400	2.29%	
DRAW	93,866,896	1,109,852,718	24.83%	1,363,679,943	30.28%	
MONITOR GAMES	3,815,306	53,680,796	1.20%	46,694,590	1.04%	
PICK 2	540,836	5,616,681	0.13%	5,738,457	0.13%	
PICK 3	24,374,338	266,234,583	5.97%	269,180,879	5.98%	
PICK 4	20,142,140	224,939,270	5.03%	225,297,578	5.00%	
PICK 5	4,779,874	48,277,771	1.08%	46,470,053	1.03%	
WILD BALL	3,387,889	31,308,535	0.70%	28,375,302	0.63%	
CASH 5	6,322,779	93,630,759	2.09%	115,013,575	2.55%	
MATCH 6	11,093,722	131,600,860	2.94%	130,529,470	2.90%	
TREASURE HUNT	2,701,047	28,638,053	0.64%	26,374,315	0.59%	
POWERBALL/POWERPLAY	8,203,056	137,838,657	3.08%	260,487,788	5.78%	
MEGAMILLIONS/MEGAPLIER	10,182,485	106,171,227	2.38%	229,530,094	5.10%	
CASH4LIFE	2,138,730	25,596,322	0.57%	16,682,432	0.37%	
RAFFLE	0	10,000,000	0.22%	10,000,000	0.22%	
KENO	2,988,844	47,180,017	1.05%	44,485,120	0.99%	
XPRESS SPORTS	826,462	6,500,779	0.15%	2,209,470	0.05%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$448,317,797</b>	<b>\$4,469,473,516</b>	<b>100.00%</b>	<b>\$4,503,328,678</b>	<b>100.00%</b>	<b>(\$33,855,162)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	7,283	56,986	0.00%	59,082	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,216,954	55,314,902	1.24%	54,120,928	1.20%	
INSTANT GAMES	6,052,297	39,319,047	0.88%	32,625,226	0.72%	
RETAILER COMMISSION	31,476,651	234,934,551	5.26%	245,000,058	5.44%	
TOTAL COMMISSION	42,745,902	329,568,500	7.37%	331,746,212	7.37%	
LIABILITY FOR PRIZES	300,117,296	2,927,555,248	65.50%	2,927,074,532	65.00%	
<b>TOTAL COST OF SALES</b>	<b>342,870,481</b>	<b>3,257,180,734</b>	<b>72.88%</b>	<b>3,258,879,826</b>	<b>72.37%</b>	<b>(\$1,699,092)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>105,447,316</b>	<b>1,212,292,782</b>		<b>1,244,448,852</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	4,798,336	43,717,504		43,207,094		
Personnel	2,860,856	22,926,956		22,566,312		
Operating	1,704,415	40,279,221		28,789,893		
Fixed Assets	7,457,474	7,457,474		20,655,087		
Sub Total	12,022,745	70,663,651		72,011,292		
Augmentations	(660)	(156,060)		(159,630)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>16,820,421</b>	<b>114,225,095</b>	<b>2.56%</b>	<b>115,058,756</b>	<b>2.55%</b>	<b>(\$833,661)</b>
<b>NET OPERATING REVENUE</b>	<b>\$88,626,895</b>	<b>\$1,098,067,687</b>		<b>\$1,129,390,096</b>		<b>(\$31,322,409)</b>
<b>% OF TRADITIONAL SALES</b>	<b>19.77%</b>	<b>24.57%</b>		<b>25.08%</b>		
<b>OTHER:</b>						
INTEREST	87,836	2,873,105		3,528,095		
MISCELLANEOUS	0	0		26		
<b>TOTAL</b>	<b>87,836</b>	<b>2,873,105</b>		<b>3,528,121</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$88,714,731</b>	<b>\$1,100,940,792</b>		<b>\$1,132,918,217</b>		<b>(\$31,977,425)</b>
<b>% OF TRADITIONAL SALES</b>	<b>19.79%</b>	<b>24.63%</b>		<b>25.16%</b>		
RETAIL INCENTIVE PROGRAM	\$5,614,343	\$22,516,643		\$21,002,824		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,503,328,678		\$4,200,564,811		
RETAIL INCENTIVE %		0.50%		0.50%		
NET GAMING REVENUE	\$6,799,766	\$63,376,639		\$31,310,356		
<b>TOTAL NET REVENUE</b>	<b>\$89,900,154</b>	<b>\$1,141,800,788</b>		<b>\$1,143,225,749</b>		

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ILOTTERY

INCOME:	JUNE 30, 2020 CURRENT MONTH	JUNE 30, 2020 CURRENT FISCAL YEAR TO DATE	JUNE 30, 2019 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	81,758,996	731,257,004	381,464,634	
PRIZE PAYOUT	71,210,539	637,103,570	332,051,899	
PROMOTION & BONUSES	<u>1,944,710</u>	<u>11,198,952</u>	<u>3,836,519</u>	
<b>GROSS GAMING REVENUE</b>	<b>\$8,603,747</b>	<b>\$82,954,482</b>	<b>\$45,576,216</b>	<b>\$37,378,266</b>
POWERBALL/POWERPLAY	393,680	1,979,447	0	
MEGAMILLIONS/MEGAPLIER	<u>545,254</u>	<u>2,212,146</u>	<u>0</u>	
TRADITIONAL GAME SALES	938,934	\$4,191,593	\$0	
TRADITIONAL PRIZES	1,131,246	1,502,027	0	
PROMOTION & BONUSES	<u>0</u>	<u>0</u>	<u>0</u>	
<b>GROSS TRADITIONAL REVENUE</b>	<b>(\$192,312)</b>	<b>\$2,689,566</b>	<b>\$0</b>	<b>\$2,689,566</b>
VENDOR COSTS	0	9,739,648	5,071,175	
VENDOR COMMISSIONS	1,417,917	2,583,986	0	
PRIZE LIABILITY	(652,600)	584,858	0	
ADVERTISING	669,632	7,282,496	7,792,906	
PERSONNEL	167,669	1,383,665	1,070,766	
OPERATING	9,261	694,076	331,298	
AUGMENTATIONS	<u>(210)</u>	<u>(1,320)</u>	<u>(285)</u>	
<b>TOTAL COSTS</b>	<b>\$1,611,669</b>	<b>\$22,267,409</b>	<b>\$14,265,860</b>	<b>\$8,001,549</b>
<b>NET GAMING REVENUE</b>	<b>\$6,799,766</b>	<b>\$63,376,639</b>	<b>\$31,310,356</b>	<b>\$32,066,283</b>