

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

INCOME:	AUGUST 31, 2021 CURRENT MONTH	AUGUST 31, 2021 CURRENT FISCAL YEAR TO DATE	%	AUGUST 31, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	309,089,676	601,024,321	70.31%	631,925,648	73.88%	
FAST PLAY	12,767,337	25,753,046	3.01%	21,332,172	2.49%	
DRAW	111,008,285	218,192,155	25.53%	193,591,827	22.63%	
MONITOR GAMES	4,957,063	9,809,845	1.15%	8,451,891	0.99%	
PICK 2	545,227	1,088,175	0.13%	1,123,097	0.13%	
PICK 3	24,631,152	49,706,949	5.82%	51,867,275	6.06%	
PICK 4	21,312,762	42,819,283	5.01%	43,123,337	5.04%	
PICK 5	5,082,261	10,200,843	1.19%	10,318,825	1.21%	
WILD BALL	3,958,854	7,907,485	0.93%	7,489,517	0.88%	
CASH 5	10,522,122	22,024,338	2.58%	13,493,982	1.58%	
MATCH 6	12,003,418	24,828,468	2.90%	21,949,596	2.57%	
TREASURE HUNT	3,158,088	6,402,711	0.75%	5,405,064	0.63%	
POWERBALL/POWERPLAY/DOUBLEPLAY	16,781,371	29,678,953	3.47%	20,915,074	2.45%	
MEGAMILLIONS/MEGAPLIER	10,912,078	19,241,550	2.25%	13,340,240	1.56%	
CASH4LIFE	2,100,952	4,293,400	0.50%	4,565,820	0.53%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,693,127	7,359,214	0.86%	6,576,333	0.77%	
XPRESS SPORTS	1,263,936	2,450,631	0.29%	1,875,558	0.22%	
TOTAL TRADITIONAL GAME SALES	\$437,822,361	\$854,779,367	100.00%	\$855,301,538	100.00%	(\$522,171)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	0	0	0.00%	23,038	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	4,818,661	10,209,818	1.19%	10,213,753	1.19%	
INSTANT GAMES	2,569,315	5,742,835	0.67%	6,245,839	0.73%	
RETAILER COMMISSION	21,900,335	42,917,205	5.02%	43,062,901	5.03%	
TOTAL COMMISSION	29,288,311	58,869,858	6.89%	59,522,493	6.96%	
LIABILITY FOR PRIZES	281,877,834	564,549,968	66.05%	588,867,266	68.85%	
TOTAL COST OF SALES	311,166,145	623,419,826	72.93%	648,412,797	75.81%	(\$24,992,971)
NET REVENUE BEFORE OPERATING EXPENSES	126,656,216	231,359,541		206,888,741		
LOTTERY BUREAU EXPENSES						
Advertising	3,441,837	6,883,674		5,854,118		
Personnel	1,856,469	3,434,034		3,413,914		
Operating	796,341	2,211,857		1,596,399		
Fixed Assets	0	0		0		
Sub Total	2,652,810	5,645,891		5,010,313		
Augmentations	(3,670)	(5,155)		(4,855)		
TOTAL ADMINISTRATIVE COSTS	6,090,977	12,524,410	1.47%	10,859,576	1.27%	\$1,664,834
NET OPERATING REVENUE	\$120,565,239	\$218,835,131		\$196,029,165		\$22,805,966
% OF TRADITIONAL SALES	27.54%	25.60%		22.92%		
OTHER:						
INTEREST	22,045	40,668		187,756		
MISCELLANEOUS	0	0		0		
TOTAL	22,045	40,668		187,756		
NET TRADITIONAL REVENUE	\$120,587,284	\$218,875,799		\$196,216,921		\$22,658,878
% OF TRADITIONAL SALES	27.54%	25.61%		22.94%		
RETAIL INCENTIVE PROGRAM	\$181,006	\$372,189		\$409,398		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,302,468,750				
RETAIL INCENTIVE %		0.01%				
NET GAMING REVENUE	\$5,809,059	\$11,641,944		\$16,067,442		
TOTAL NET REVENUE	\$126,215,337	\$230,145,554		\$211,874,965		

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LOTTERY

INCOME:	AUGUST 31, 2021 CURRENT MONTH	AUGUST 31, 2021 CURRENT FISCAL YEAR TO DATE	AUGUST 31, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	66,624,283	130,836,459	160,541,184	
PRIZE PAYOUT	58,370,798	114,245,216	139,449,532	
PROMOTION & BONUSES	1,121,105	2,016,666	2,266,907	
GROSS GAMING REVENUE	\$7,132,380	\$14,574,577	\$18,824,745	(\$4,250,168)
TREASURE HUNT	152,659	337,066	94,559	
POWERBALL/POWERPLAY/DOUBLEPLAY	816,031	1,425,529	956,604	
MEGAMILLIONS/MEGAPLIER	563,778	1,017,157	721,677	
CASH4LIFE	226,990	471,526	237,402	
TRADITIONAL GAME SALES	1,759,458	3,251,278	2,010,242	
TRADITIONAL PRIZES	269,363	538,952	384,412	
PROMOTION & BONUSES	44,672	80,995	0	
GROSS TRADITIONAL REVENUE	\$1,445,423	\$2,631,331	\$1,625,830	\$1,005,501
AFFILIATE COSTS	17,301	33,267	0	
VENDOR COMMISSIONS	1,246,491	2,530,931	2,847,562	
PRIZE LIABILITY	582,930	1,116,701	700,465	
ADVERTISING	808,163	1,616,326	562,656	
PERSONNEL	105,845	195,814	200,139	
OPERATING	8,344	71,330	72,716	
AUGMENTATIONS	(330)	(405)	(405)	
TOTAL COSTS	\$2,768,744	\$5,563,964	\$4,383,133	\$1,180,831
NET GAMING REVENUE	\$5,809,059	\$11,641,944	\$16,067,442	(\$4,425,498)