

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

INCOME:	DECEMBER 31, 2021 CURRENT MONTH	DECEMBER 31, 2021 CURRENT FISCAL YEAR TO DATE	%	DECEMBER 31, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	320,263,766	1,744,149,525	68.70%	1,833,850,014	72.78%	
FAST PLAY	11,498,791	75,023,882	2.95%	59,597,388	2.37%	
DRAW	129,307,453	691,049,521	27.22%	601,381,853	23.87%	
MONITOR GAMES	4,883,772	28,669,378	1.13%	24,751,708	0.98%	
PICK 2	525,285	3,230,574	0.13%	3,179,371	0.13%	
PICK 3	24,883,047	146,264,000	5.76%	150,832,476	5.99%	
PICK 4	22,061,348	128,404,433	5.06%	129,853,302	5.15%	
PICK 5	5,018,262	29,930,922	1.18%	29,988,464	1.19%	
WILD BALL	3,962,298	23,533,486	0.93%	22,716,115	0.90%	
CASH 5	12,299,590	60,765,870	2.39%	39,792,353	1.58%	
MATCH 6	7,864,028	62,253,146	2.45%	65,804,486	2.61%	
TREASURE HUNT	2,475,513	17,299,917	0.68%	16,209,871	0.64%	
POWERBALL/POWERPLAY/DOUBLEPLAY	32,202,578	142,599,412	5.62%	70,904,591	2.81%	
MEGAMILLIONS/MEGAPLIER	9,098,420	54,672,879	2.15%	49,364,024	1.96%	
CASH4LIFE	1,977,164	12,241,622	0.48%	13,176,900	0.52%	
RAFFLE	6,939,920	9,853,260	0.39%	9,559,900	0.38%	
KENO	3,485,423	21,170,120	0.83%	18,944,358	0.75%	
XPRESS SPORTS	1,398,349	7,499,258	0.30%	5,807,350	0.23%	
TOTAL TRADITIONAL GAME SALES	\$465,953,782	\$2,538,892,306	100.00%	\$2,519,580,963	100.00%	\$19,311,343
LESS COST OF SALES:						
LOST/STOLEN TICKETS	985	21,784	0.00%	152,016	0.01%	
VENDOR COMMISSIONS						
ONLINE GAMES	11,805,608	37,794,211	1.49%	33,254,629	1.32%	
INSTANT GAMES	4,067,567	24,086,080	0.95%	19,728,752	0.78%	
RETAILER COMMISSION	23,323,459	127,338,918	5.02%	134,633,128	5.34%	
TOTAL COMMISSION	39,196,634	189,219,209	7.45%	187,616,509	7.45%	
LIABILITY FOR PRIZES	297,660,755	1,677,891,735	66.09%	1,666,132,519	66.13%	
TOTAL COST OF SALES	336,858,374	1,867,132,728	73.54%	1,853,901,044	73.58%	\$13,231,684
NET REVENUE BEFORE OPERATING EXPENSES	129,095,408	671,759,578		665,679,919		
LOTTERY BUREAU EXPENSES						
Advertising	3,441,837	20,651,022		19,972,218		
Personnel	2,831,492	11,981,942		10,918,696		
Operating	713,587	6,081,458		5,204,628		
Fixed Assets	0	0		0		
Sub Total	3,545,079	18,063,400		16,123,324		
Augmentations	(1,635)	(12,670)		(10,660)		
TOTAL ADMINISTRATIVE COSTS	6,985,281	38,701,752	1.52%	36,084,882	1.43%	\$2,616,870
NET OPERATING REVENUE	\$122,110,127	\$633,057,826		\$629,595,037		\$3,462,789
% OF TRADITIONAL SALES	26.21%	24.93%		24.99%		
OTHER:						
INTEREST	25,901	147,283		336,704		
MISCELLANEOUS	0	0		0		
TOTAL	25,901	147,283		336,704		
NET TRADITIONAL REVENUE	\$122,136,028	\$633,205,109		\$629,931,741		\$3,273,368
% OF TRADITIONAL SALES	26.21%	24.94%		25.00%		
RETAIL INCENTIVE PROGRAM	\$10,313,854	\$21,796,267		\$22,347,368		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,302,468,750				
RETAIL INCENTIVE %		0.41%				
NET GAMING REVENUE	\$6,246,016	\$35,116,490		\$42,374,410		
TOTAL NET REVENUE	\$118,068,190	\$646,525,332		\$649,958,783		

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ILOTTERY

INCOME:	DECEMBER 31, 2021 CURRENT MONTH	DECEMBER 31, 2021 CURRENT FISCAL YEAR TO DATE	DECEMBER 31, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	66,033,857	378,967,590	433,775,522	
PRIZE PAYOUT	57,472,784	330,917,330	377,559,584	
PROMOTION & BONUSES	1,324,881	6,059,033	6,569,735	
GROSS GAMING REVENUE	\$7,236,192	\$41,991,227	\$49,646,203	(\$7,654,976)
TREASURE HUNT	153,663	986,712	594,799	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,870,692	7,678,080	3,108,941	
MEGAMILLIONS/MEGAPLIER	536,945	3,067,592	2,478,486	
CASH4LIFE	263,592	1,481,376	1,066,928	
TRADITIONAL GAME SALES	2,824,892	13,213,760	7,249,154	
TRADITIONAL PRIZES	459,974	2,301,248	2,258,181	
PROMOTION & BONUSES	84,732	315,759	0	
GROSS TRADITIONAL REVENUE	\$2,280,186	\$10,596,753	\$4,990,973	\$5,605,780
AFFILIATE COSTS	16,251	90,308	0	
VENDOR COMMISSIONS	1,318,096	7,368,760	7,514,700	
PRIZE LIABILITY	950,039	4,316,254	1,124,586	
ADVERTISING	808,163	4,848,978	2,793,858	
PERSONNEL	167,668	688,289	658,954	
OPERATING	10,265	159,576	171,433	
AUGMENTATIONS	(120)	(675)	(765)	
TOTAL COSTS	\$3,270,362	\$17,471,490	\$12,262,766	\$5,208,724
NET GAMING REVENUE	\$6,246,016	\$35,116,490	\$42,374,410	(\$7,257,920)