

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

INCOME:	FEBRUARY 28, 2022 CURRENT MONTH	FEBRUARY 28, 2022 CURRENT FISCAL YEAR TO DATE	%	FEBRUARY 28, 2021 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	279,485,331	2,312,011,910	69.12%	2,416,041,028	70.33%	
FAST PLAY	10,820,009	95,908,665	2.87%	81,066,660	2.36%	
DRAW	86,945,769	899,295,433	26.89%	903,807,616	26.31%	
<b>MONITOR GAMES</b>	4,411,752	37,606,695	1.12%	34,172,600	0.99%	
PICK 2	474,929	4,182,371	0.13%	4,186,470	0.12%	
PICK 3	21,688,800	190,122,989	5.68%	199,191,081	5.80%	
PICK 4	18,627,234	166,263,975	4.97%	170,464,172	4.96%	
PICK 5	4,600,456	39,139,630	1.17%	39,533,407	1.15%	
WILD BALL	3,659,556	30,863,836	0.92%	30,364,191	0.88%	
CASH 5	6,360,734	79,204,938	2.37%	53,074,748	1.55%	
MATCH 6	8,577,388	80,230,904	2.40%	95,305,052	2.77%	
TREASURE HUNT	2,851,556	22,759,238	0.68%	21,190,950	0.62%	
POWERBALL/POWERPLAY/DOUBLEPLAY	12,409,323	184,737,013	5.52%	138,026,118	4.02%	
MEGAMILLIONS/MEGAPLIER	5,907,189	75,860,011	2.27%	124,800,573	3.63%	
CASH4LIFE	1,788,604	15,930,528	0.48%	17,670,854	0.51%	
RAFFLE	0	10,000,000	0.30%	10,000,000	0.29%	
KENO	3,395,613	27,950,666	0.84%	26,165,769	0.76%	
XPRESS SPORTS	1,016,139	9,656,029	0.29%	8,006,831	0.23%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$381,662,861</b>	<b>\$3,344,822,703</b>	<b>100.00%</b>	<b>\$3,435,087,904</b>	<b>100.00%</b>	<b>(\$90,265,201)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	0	21,784	0.00%	166,997	0.00%	
<b>VENDOR COMMISSIONS</b>						
ONLINE GAMES	4,838,620	47,456,419	1.42%	45,146,705	1.31%	
INSTANT GAMES	9,937,862	36,703,414	1.10%	25,745,106	0.75%	
RETAILER COMMISSION	19,104,911	167,768,794	5.02%	180,767,562	5.26%	
TOTAL COMMISSION	33,881,393	251,928,627	7.53%	251,659,373	7.33%	
<b>LIABILITY FOR PRIZES</b>	<b>256,734,766</b>	<b>2,244,225,910</b>	<b>67.10%</b>	<b>2,289,045,187</b>	<b>66.64%</b>	
<b>TOTAL COST OF SALES</b>	<b>290,616,159</b>	<b>2,496,176,321</b>	<b>74.63%</b>	<b>2,540,871,557</b>	<b>73.97%</b>	<b>(\$44,695,236)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>91,046,702</b>	<b>848,646,382</b>		<b>894,216,347</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,441,837	27,534,696		27,269,548		
Personnel	1,989,980	15,835,416		15,800,674		
Operating	6,590,904	14,263,380		12,852,153		
Fixed Assets	0	80,000		25,075		
Sub Total	8,580,884	30,178,796		28,677,902		
Augmentations	(1,780)	(16,340)		(14,080)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>12,020,941</b>	<b>57,697,152</b>	<b>1.72%</b>	<b>55,933,370</b>	<b>1.63%</b>	<b>\$1,763,782</b>
<b>NET OPERATING REVENUE</b>	<b>\$79,025,761</b>	<b>\$790,949,230</b>		<b>\$838,282,977</b>		<b>(\$47,333,747)</b>
<b>% OF TRADITIONAL SALES</b>	<b>20.71%</b>	<b>23.65%</b>		<b>24.40%</b>		
<b>OTHER:</b>						
INTEREST	39,540	220,213		382,652		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>39,540</b>	<b>220,213</b>		<b>382,652</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$79,065,301</b>	<b>\$791,169,443</b>		<b>\$838,665,629</b>		<b>(\$47,496,186)</b>
<b>% OF TRADITIONAL SALES</b>	<b>20.72%</b>	<b>23.65%</b>		<b>24.41%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$150,608</b>	<b>\$22,496,244</b>		<b>\$22,347,368</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,302,468,750</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.42%</b>				
<b>NET GAMING REVENUE</b>	<b>\$5,128,115</b>	<b>\$46,792,467</b>		<b>\$60,097,201</b>		
<b>TOTAL NET REVENUE</b>	<b>\$84,042,808</b>	<b>\$815,465,666</b>		<b>\$876,415,462</b>		

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ILOTTERY

INCOME:	FEBRUARY 28, 2022 CURRENT MONTH	FEBRUARY 28, 2022 CURRENT FISCAL YEAR TO DATE	FEBRUARY 28, 2021 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	59,590,490	507,832,099	587,839,034	
PRIZE PAYOUT	51,295,395	443,043,096	510,180,921	
PROMOTION & BONUSES	<u>1,166,081</u>	<u>8,436,002</u>	<u>9,227,270</u>	
<b>GROSS GAMING REVENUE</b>	<b>\$7,129,014</b>	<b>\$56,353,001</b>	<b>\$68,430,843</b>	<b>(\$12,077,842)</b>
TREASURE HUNT	198,577	1,371,935	948,695	
POWERBALL/POWERPLAY/DOUBLEPLAY	816,485	10,331,992	6,071,137	
MEGAMILLIONS/MEGAPLIER	407,780	4,524,305	5,942,874	
CASH4LIFE	<u>260,836</u>	<u>2,049,966</u>	<u>1,781,550</u>	
TRADITIONAL GAME SALES	1,683,678	18,278,198	14,744,256	
TRADITIONAL PRIZES	539,923	3,407,182	3,570,909	
PROMOTION & BONUSES	<u>58,238</u>	<u>445,184</u>	<u>0</u>	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$1,085,517</b>	<b>\$14,425,832</b>	<b>\$11,173,347</b>	<b>\$3,252,485</b>
AFFILIATE COSTS	16,685	124,463	0	
VENDOR COMMISSIONS	1,170,129	9,900,037	10,369,918	
PRIZE LIABILITY	568,480	5,954,487	3,704,160	
ADVERTISING	808,163	6,465,304	3,899,873	
PERSONNEL	118,172	924,864	942,429	
OPERATING	404,787	617,961	591,374	
AUGMENTATIONS	<u>0</u>	<u>(750)</u>	<u>(765)</u>	
<b>TOTAL COSTS</b>	<b>\$3,086,416</b>	<b>\$23,986,366</b>	<b>\$19,506,989</b>	<b>\$4,479,377</b>
<b>NET GAMING REVENUE</b>	<b>\$5,128,115</b>	<b>\$46,792,467</b>	<b>\$60,097,201</b>	<b>(\$13,304,734)</b>