

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

INCOME:	JANUARY 31, 2022 CURRENT MONTH	JANUARY 31, 2022 CURRENT FISCAL YEAR TO DATE	%	JANUARY 31, 2021 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	288,377,054	2,032,526,579	68.59%	2,145,567,321	70.25%	
FAST PLAY	10,064,774	85,088,656	2.87%	70,540,839	2.31%	
DRAW	121,300,143	812,349,664	27.41%	808,373,635	26.47%	
MONITOR GAMES	4,525,565	33,194,943	1.12%	29,501,597	0.97%	
PICK 2	476,868	3,707,442	0.13%	3,716,308	0.12%	
PICK 3	22,170,189	168,434,189	5.68%	176,181,515	5.77%	
PICK 4	19,232,308	147,636,741	4.98%	151,212,282	4.95%	
PICK 5	4,608,252	34,539,174	1.17%	34,928,774	1.14%	
WILD BALL	3,670,794	27,204,280	0.92%	26,668,016	0.87%	
CASH 5	12,078,334	72,844,204	2.46%	47,135,508	1.54%	
MATCH 6	9,400,370	71,653,516	2.42%	77,855,932	2.55%	
TREASURE HUNT	2,607,765	19,907,682	0.67%	18,587,569	0.61%	
POWERBALL/POWERPLAY/DOUBLEPLAY	29,728,278	172,327,690	5.82%	128,389,264	4.20%	
MEGAMILLIONS/MEGAPLIER	15,279,943	69,952,822	2.36%	118,072,727	3.87%	
CASH4LIFE	1,900,302	14,141,924	0.48%	15,625,740	0.51%	
RAFFLE	146,740	10,000,000	0.34%	10,000,000	0.33%	
KENO	3,384,933	24,555,053	0.83%	22,592,636	0.74%	
XPRESS SPORTS	1,140,632	8,639,890	0.29%	6,908,961	0.23%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$424,267,536</b>	<b>\$2,963,159,842</b>	<b>100.00%</b>	<b>\$3,053,983,392</b>	<b>100.00%</b>	<b>(\$90,823,550)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	0	21,784	0.00%	160,292	0.01%	
VENDOR COMMISSIONS						
ONLINE GAMES	4,823,588	42,617,799	1.44%	40,419,206	1.32%	
INSTANT GAMES	2,679,472	26,765,552	0.90%	23,056,731	0.75%	
RETAILER COMMISSION	21,324,965	148,663,883	5.02%	161,562,335	5.29%	
TOTAL COMMISSION	28,828,025	218,047,234	7.36%	225,038,272	7.37%	
<b>LIABILITY FOR PRIZES</b>	<b>309,599,409</b>	<b>1,987,491,144</b>	<b>67.07%</b>	<b>2,034,039,962</b>	<b>66.60%</b>	
<b>TOTAL COST OF SALES</b>	<b>338,427,434</b>	<b>2,205,560,162</b>	<b>74.43%</b>	<b>2,259,238,526</b>	<b>73.98%</b>	<b>(\$53,678,364)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>85,840,102</b>	<b>757,599,680</b>		<b>794,744,866</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,441,837	24,092,859		23,831,459		
Personnel	1,863,494	13,845,436		13,803,804		
Operating	1,591,018	7,672,476		5,903,739		
Fixed Assets	80,000	80,000		25,075		
Sub Total	3,534,512	21,597,912		19,732,618		
Augmentations	(1,890)	(14,560)		(11,670)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>6,974,459</b>	<b>45,676,211</b>	<b>1.54%</b>	<b>43,552,407</b>	<b>1.43%</b>	<b>\$2,123,804</b>
<b>NET OPERATING REVENUE</b>	<b>\$78,865,643</b>	<b>\$711,923,469</b>		<b>\$751,192,459</b>		<b>(\$39,268,990)</b>
<b>% OF TRADITIONAL SALES</b>	<b>18.59%</b>	<b>24.03%</b>		<b>24.60%</b>		
<b>OTHER:</b>						
INTEREST	33,390	180,673		356,078		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>33,390</b>	<b>180,673</b>		<b>356,078</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$78,899,033</b>	<b>\$712,104,142</b>		<b>\$751,548,537</b>		<b>(\$39,444,395)</b>
<b>% OF TRADITIONAL SALES</b>	<b>18.60%</b>	<b>24.03%</b>		<b>24.61%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$549,369</b>	<b>\$22,345,636</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>\$6,547,862</b>	<b>\$41,664,352</b>		<b>\$53,319,367</b>		
<b>TOTAL NET REVENUE</b>	<b>\$84,897,526</b>	<b>\$731,422,858</b>		<b>\$782,520,536</b>		

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ILOTTERY

INCOME:	JANUARY 31, 2022 CURRENT MONTH	JANUARY 31, 2022 CURRENT FISCAL YEAR TO DATE	JANUARY 31, 2021 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	69,274,019	448,241,609	518,475,144	
PRIZE PAYOUT	60,830,371	391,747,701	450,269,427	
PROMOTION & BONUSES	1,210,888	7,269,921	8,183,611	
<b>GROSS GAMING REVENUE</b>	<b>\$7,232,760</b>	<b>\$49,223,987</b>	<b>\$60,022,106</b>	<b>(\$10,798,119)</b>
TREASURE HUNT	186,646	1,173,358	766,577	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,837,427	9,515,507	5,501,119	
MEGAMILLIONS/MEGAPLIER	1,048,933	4,116,525	5,466,963	
CASH4LIFE	307,754	1,789,130	1,488,984	
TRADITIONAL GAME SALES	3,380,760	16,594,520	13,223,643	
TRADITIONAL PRIZES	566,011	2,867,259	3,204,429	
PROMOTION & BONUSES	71,187	386,946	0	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$2,743,562</b>	<b>\$13,340,315</b>	<b>\$10,019,214</b>	<b>\$3,321,101</b>
AFFILIATE COSTS	17,470	107,778	0	
VENDOR COMMISSIONS	1,361,148	8,729,908	9,096,397	
PRIZE LIABILITY	1,069,753	5,386,007	3,338,741	
ADVERTISING	808,163	5,657,141	3,274,103	
PERSONNEL	118,403	806,692	833,409	
OPERATING	53,598	213,174	180,068	
AUGMENTATIONS	(75)	(750)	(765)	
<b>TOTAL COSTS</b>	<b>\$3,428,460</b>	<b>\$20,899,950</b>	<b>\$16,721,953</b>	<b>\$4,177,997</b>
<b>NET GAMING REVENUE</b>	<b>\$6,547,862</b>	<b>\$41,664,352</b>	<b>\$53,319,367</b>	<b>(\$11,655,015)</b>