

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

INCOME:	JULY 31, 2021 CURRENT MONTH	JULY 31, 2021 CURRENT FISCAL YEAR TO DATE	%	JULY 31, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	291,934,645	291,934,645	70.02%	319,416,489	74.03%	
FAST PLAY	12,985,709	12,985,709	3.11%	11,232,133	2.60%	
DRAW	107,183,870	107,183,870	25.71%	96,540,185	22.38%	
MONITOR GAMES	4,852,782	4,852,782	1.16%	4,267,410	0.99%	
PICK 2	542,948	542,948	0.13%	564,788	0.13%	
PICK 3	25,075,797	25,075,797	6.01%	25,919,201	6.01%	
PICK 4	21,506,521	21,506,521	5.16%	21,451,593	4.97%	
PICK 5	5,118,582	5,118,582	1.23%	5,119,473	1.19%	
WILD BALL	3,948,631	3,948,631	0.95%	3,738,031	0.87%	
CASH 5	11,502,216	11,502,216	2.76%	7,110,854	1.65%	
MATCH 6	12,825,050	12,825,050	3.08%	9,554,918	2.21%	
TREASURE HUNT	3,244,623	3,244,623	0.78%	3,126,921	0.72%	
POWERBALL/POWERPLAY	12,897,582	12,897,582	3.09%	10,293,927	2.39%	
MEGAMILLIONS/MEGAPLIER	8,329,472	8,329,472	2.00%	7,393,709	1.71%	
CASH4LIFE	2,192,448	2,192,448	0.53%	2,266,770	0.53%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,666,087	3,666,087	0.88%	3,318,983	0.77%	
XPRESS SPORTS	1,186,695	1,186,695	0.28%	948,427	0.22%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$416,957,006</b>	<b>\$416,957,006</b>	<b>100.00%</b>	<b>\$431,456,217</b>	<b>100.00%</b>	<b>(\$14,499,211)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	0	0	0.00%	18,763	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,391,157	5,391,157	1.29%	5,544,853	1.29%	
INSTANT GAMES	3,173,520	3,173,520	0.76%	3,153,537	0.73%	
RETAILER COMMISSION	21,016,870	21,016,870	5.04%	21,768,556	5.05%	
TOTAL COMMISSION	29,581,547	29,581,547	7.09%	30,466,946	7.06%	
<b>LIABILITY FOR PRIZES</b>	<b>282,672,134</b>	<b>282,672,134</b>	<b>67.79%</b>	<b>302,219,870</b>	<b>70.05%</b>	
<b>TOTAL COST OF SALES</b>	<b>312,253,681</b>	<b>312,253,681</b>	<b>74.89%</b>	<b>332,705,579</b>	<b>77.11%</b>	<b>(\$20,451,898)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>104,703,325</b>	<b>104,703,325</b>		<b>98,750,638</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,441,837	3,441,837		3,326,081		
Personnel	1,577,565	1,577,565		1,611,533		
Operating	1,415,516	1,415,516		582,699		
Fixed Assets	0	0		0		
Sub Total	2,993,081	2,993,081		2,194,232		
Augmentations	(1,485)	(1,485)		(3,145)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>6,433,433</b>	<b>6,433,433</b>	<b>1.54%</b>	<b>5,517,168</b>	<b>1.28%</b>	<b>\$916,265</b>
<b>NET OPERATING REVENUE</b>	<b>\$98,269,892</b>	<b>\$98,269,892</b>		<b>\$93,233,470</b>		<b>\$5,036,422</b>
<b>% OF TRADITIONAL SALES</b>	<b>23.57%</b>	<b>23.57%</b>		<b>21.61%</b>		
<b>OTHER:</b>						
INTEREST	18,623	18,623		102,652		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>18,623</b>	<b>18,623</b>		<b>102,652</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$98,288,515</b>	<b>\$98,288,515</b>		<b>\$93,336,122</b>		<b>\$4,952,393</b>
<b>% OF TRADITIONAL SALES</b>	<b>23.57%</b>	<b>23.57%</b>		<b>21.63%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$191,183</b>	<b>\$191,183</b>		<b>\$191,600</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,302,468,750</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.00%</b>				
<b>NET GAMING REVENUE</b>	<b>\$5,832,885</b>	<b>\$5,832,885</b>		<b>\$8,272,641</b>		
<b>TOTAL NET REVENUE</b>	<b>\$103,930,217</b>	<b>\$103,930,217</b>		<b>\$101,417,163</b>		

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ILOTTERY

INCOME:	JULY 31, 2021 CURRENT MONTH	JULY 31, 2021 CURRENT FISCAL YEAR TO DATE	JULY 31, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	64,212,176	64,212,176	84,493,909	
PRIZE PAYOUT	55,874,418	55,874,418	73,512,341	
PROMOTION & BONUSES	895,561	895,561	1,161,479	
<b>GROSS GAMING REVENUE</b>	<b>\$7,442,197</b>	<b>\$7,442,197</b>	<b>\$9,820,089</b>	<b>(\$2,377,892)</b>
TREASURE HUNT	184,407	184,407	0	
POWERBALL/POWERPLAY	609,498	609,498	484,535	
MEGAMILLIONS/MEGAPLIER	453,379	453,379	409,390	
CASH4LIFE	244,536	244,536	0	
TRADITIONAL GAME SALES	1,491,820	1,491,820	893,925	
TRADITIONAL PRIZES	269,589	269,589	135,569	
PROMOTION & BONUSES	36,323	36,323	0	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$1,185,908</b>	<b>\$1,185,908</b>	<b>\$758,356</b>	<b>\$427,552</b>
AFFILIATE / VENDOR COSTS	15,966	15,966	0	
VENDOR COMMISSIONS	1,284,440	1,284,440	1,485,068	
PRIZE LIABILITY	533,771	533,771	323,427	
ADVERTISING	808,163	808,163	378,925	
PERSONNEL	89,969	89,969	91,777	
OPERATING	62,986	62,986	26,922	
AUGMENTATIONS	(75)	(75)	(315)	
<b>TOTAL COSTS</b>	<b>\$2,795,220</b>	<b>\$2,795,220</b>	<b>\$2,305,804</b>	<b>\$489,416</b>
<b>NET GAMING REVENUE</b>	<b>\$5,832,885</b>	<b>\$5,832,885</b>	<b>\$8,272,641</b>	<b>(\$2,439,756)</b>