

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

INCOME:	MARCH 31, 2022 CURRENT MONTH	MARCH 31, 2022 CURRENT FISCAL YEAR TO DATE	%	MARCH 31, 2021 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	326,680,677	2,638,692,587	69.61%	2,782,426,757	70.71%	
FAST PLAY	15,385,255	111,293,920	2.94%	97,068,718	2.47%	
DRAW	98,905,474	998,200,907	26.33%	1,015,932,071	25.82%	
MONITOR GAMES	4,921,390	42,528,085	1.12%	39,814,357	1.01%	
PICK 2	525,708	4,708,079	0.12%	4,751,044	0.12%	
PICK 3	24,101,193	214,224,182	5.65%	226,836,939	5.76%	
PICK 4	20,807,729	187,071,704	4.93%	193,384,486	4.91%	
PICK 5	5,092,827	44,232,457	1.17%	45,044,198	1.14%	
WILD BALL	4,125,503	34,989,339	0.92%	34,770,483	0.88%	
CASH 5	9,401,754	88,606,692	2.34%	63,177,718	1.61%	
MATCH 6	10,220,014	90,450,918	2.39%	109,612,014	2.79%	
TREASURE HUNT	2,414,295	25,173,533	0.66%	23,693,420	0.60%	
POWERBALL/POWERPLAY/DOUBLEPLAY	14,002,583	198,739,596	5.24%	151,688,852	3.85%	
MEGAMILLIONS/MEGAPLIER	6,257,078	82,117,089	2.17%	132,947,833	3.38%	
CASH4LIFE	1,956,790	17,887,318	0.47%	20,025,084	0.51%	
RAFFLE	0	10,000,000	0.26%	10,000,000	0.25%	
KENO	3,741,944	31,692,610	0.84%	30,408,616	0.77%	
XPRESS SPORTS	1,179,446	10,835,475	0.29%	9,405,741	0.24%	
TOTAL TRADITIONAL GAME SALES	\$445,892,796	\$3,790,715,499	100.00%	\$3,935,241,903	100.00%	(\$144,526,404)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	760	22,544	0.00%	211,241	0.01%	
VENDOR COMMISSIONS						
ONLINE GAMES	4,994,032	52,450,451	1.38%	51,204,942	1.30%	
INSTANT GAMES	3,025,502	39,728,916	1.05%	37,307,465	0.95%	
RETAILER COMMISSION	24,148,681	191,917,475	5.06%	225,940,998	5.74%	
TOTAL COMMISSION	32,168,215	284,096,842	7.49%	314,453,405	7.99%	
LIABILITY FOR PRIZES	301,994,313	2,546,220,223	67.17%	2,619,459,769	66.56%	
TOTAL COST OF SALES	334,163,288	2,830,339,609	74.67%	2,934,124,415	74.56%	(\$103,784,806)
NET REVENUE BEFORE OPERATING EXPENSES	111,729,508	960,375,890		1,001,117,488		
LOTTERY BUREAU EXPENSES						
Advertising	3,441,837	30,976,533		30,178,442		
Personnel	1,874,448	17,709,864		17,608,082		
Operating	890,471	15,153,851		14,788,775		
Fixed Assets	0	80,000		60,615		
Sub Total	2,764,919	32,943,715		32,457,472		
Augmentations	(142,515)	(158,855)		(153,585)		
TOTAL ADMINISTRATIVE COSTS	6,064,241	63,761,393	1.68%	62,482,329	1.59%	\$1,279,064
NET OPERATING REVENUE	\$105,665,267	\$896,614,497		\$938,635,159		(\$42,020,662)
% OF TRADITIONAL SALES	23.70%	23.65%		23.85%		
OTHER:						
INTEREST	29,458	249,671		406,273		
MISCELLANEOUS	0	0		20		
TOTAL	29,458	249,671		406,293		
NET TRADITIONAL REVENUE	\$105,694,725	\$896,864,168		\$939,041,452		(\$42,177,284)
% OF TRADITIONAL SALES	23.70%	23.66%		23.86%		
RETAIL INCENTIVE PROGRAM	\$4,016,100	\$26,512,344		\$22,347,368		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,302,468,750				
RETAIL INCENTIVE %		0.50%				
NET GAMING REVENUE	\$8,231,583	\$55,024,050		\$68,474,670		
TOTAL NET REVENUE	\$109,910,208	\$925,375,874		\$985,168,754		

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ILOTTERY

INCOME:	MARCH 31, 2022 CURRENT MONTH	MARCH 31, 2022 CURRENT FISCAL YEAR TO DATE	MARCH 31, 2021 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	69,130,863	576,962,962	670,440,838	
PRIZE PAYOUT	58,168,485	501,211,581	581,794,531	
PROMOTION & BONUSES	1,223,785	9,659,787	10,372,890	
GROSS GAMING REVENUE	\$9,738,593	\$66,091,594	\$78,273,417	(\$12,181,823)
PICK 2	1,035	1,035	0	
PICK 3	8,055	8,055	0	
PICK 4	6,324	6,324	0	
PICK 5	3,629	3,629	0	
WILD BALL	5,874	5,874	0	
MATCH 6	16,474	16,474	0	
TREASURE HUNT	152,886	1,524,821	1,107,304	
POWERBALL/POWERPLAY/DOUBLEPLAY	912,514	11,244,506	6,809,639	
MEGAMILLIONS/MEGAPLIER	397,453	4,921,758	6,435,878	
CASH4LIFE	261,046	2,311,012	2,072,088	
TRADITIONAL GAME SALES	1,765,290	20,043,488	16,424,909	
TRADITIONAL PRIZES	527,197	3,934,379	3,979,310	
PROMOTION & BONUSES	50,307	495,491	0	
GROSS TRADITIONAL REVENUE	\$1,187,786	\$15,613,618	\$12,445,599	\$3,168,019
AFFILIATE COSTS	15,788	140,251	0	
VENDOR COMMISSIONS	1,303,189	11,203,226	11,860,348	
PRIZE LIABILITY	439,874	6,394,361	4,153,238	
ADVERTISING	808,163	7,273,467	4,530,600	
PERSONNEL	118,718	1,043,582	1,051,560	
OPERATING	9,169	627,130	649,365	
AUGMENTATIONS	(105)	(855)	(765)	
TOTAL COSTS	\$2,694,796	\$26,681,162	\$22,244,346	\$4,436,816
NET GAMING REVENUE	\$8,231,583	\$55,024,050	\$68,474,670	(\$13,450,620)