

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

INCOME:	NOVEMBER 30, 2021 CURRENT MONTH	NOVEMBER 30, 2021 CURRENT FISCAL YEAR TO DATE	%	NOVEMBER 30, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	280,686,366	1,423,885,759	68.69%	1,502,144,070	73.09%	
FAST PLAY	10,971,501	63,525,091	3.06%	50,446,691	2.45%	
DRAW	99,656,479	561,742,068	27.10%	481,539,044	23.43%	
<b>MONITOR GAMES</b>	4,536,803	23,785,606	1.15%	21,045,526	1.02%	
PICK 2	524,316	2,705,289	0.13%	2,682,063	0.13%	
PICK 3	23,351,683	121,380,953	5.86%	125,201,730	6.09%	
PICK 4	21,046,756	106,343,085	5.13%	107,426,536	5.23%	
PICK 5	4,791,364	24,912,660	1.20%	25,001,400	1.22%	
WILD BALL	3,812,598	19,571,188	0.94%	18,588,396	0.90%	
CASH 5	7,279,298	48,466,280	2.34%	32,993,091	1.61%	
MATCH 6	8,804,356	54,389,118	2.62%	55,650,502	2.71%	
TREASURE HUNT	3,055,216	14,824,404	0.72%	13,143,721	0.64%	
POWERBALL/POWERPLAY/DOUBLEPLAY	16,293,739	110,396,834	5.33%	51,995,099	2.53%	
MEGAMILLIONS/MEGAPLIER	5,907,115	45,574,459	2.20%	34,994,540	1.70%	
CASH4LIFE	1,876,698	10,264,458	0.50%	11,049,966	0.54%	
RAFFLE	2,913,340	2,913,340	0.14%	2,812,000	0.14%	
KENO	3,283,761	17,684,697	0.85%	16,235,684	0.79%	
XPRESS SPORTS	1,253,042	6,100,909	0.29%	4,809,842	0.23%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$395,851,149</b>	<b>\$2,072,938,524</b>	<b>100.00%</b>	<b>\$2,055,175,331</b>	<b>100.00%</b>	<b>\$17,763,193</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	15,433	20,799	0.00%	149,675	0.01%	
<b>VENDOR COMMISSIONS</b>						
ONLINE GAMES	4,752,190	25,988,603	1.25%	24,738,228	1.20%	
INSTANT GAMES	6,174,857	20,018,513	0.97%	17,041,772	0.83%	
RETAILER COMMISSION	19,807,614	104,015,459	5.02%	103,379,802	5.03%	
TOTAL COMMISSION	30,734,661	150,022,575	7.24%	145,159,802	7.06%	
<b>LIABILITY FOR PRIZES</b>	<b>256,652,500</b>	<b>1,380,230,980</b>	<b>66.58%</b>	<b>1,382,974,155</b>	<b>67.29%</b>	
<b>TOTAL COST OF SALES</b>	<b>287,402,594</b>	<b>1,530,274,354</b>	<b>73.82%</b>	<b>1,528,283,632</b>	<b>74.36%</b>	<b>\$1,990,722</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>108,448,555</b>	<b>542,664,170</b>		<b>526,891,699</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,441,837	17,209,185		16,708,472		
Personnel	1,921,752	9,150,450		9,013,171		
Operating	1,688,894	5,367,871		3,897,238		
Fixed Assets	0	0		0		
Sub Total	3,610,646	14,518,321		12,910,409		
Augmentations	(2,220)	(11,035)		(9,625)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>7,050,263</b>	<b>31,716,471</b>	<b>1.53%</b>	<b>29,609,256</b>	<b>1.44%</b>	<b>\$2,107,215</b>
<b>NET OPERATING REVENUE</b>	<b>\$101,398,292</b>	<b>\$510,947,699</b>		<b>\$497,282,443</b>		<b>\$13,665,256</b>
<b>% OF TRADITIONAL SALES</b>	<b>25.62%</b>	<b>24.65%</b>		<b>24.20%</b>		
<b>OTHER:</b>						
INTEREST	40,195	121,382		315,994		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>40,195</b>	<b>121,382</b>		<b>315,994</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$101,438,487</b>	<b>\$511,069,081</b>		<b>\$497,598,437</b>		<b>\$13,470,644</b>
<b>% OF TRADITIONAL SALES</b>	<b>25.63%</b>	<b>24.65%</b>		<b>24.21%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$489,604</b>	<b>\$11,482,413</b>		<b>\$16,451,437</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,302,468,750</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.22%</b>				
<b>NET GAMING REVENUE</b>	<b>\$5,338,368</b>	<b>\$28,870,474</b>		<b>\$35,283,844</b>		
<b>TOTAL NET REVENUE</b>	<b>\$106,287,251</b>	<b>\$528,457,142</b>		<b>\$516,430,844</b>		

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ILOTTERY

INCOME:	NOVEMBER 30, 2021 CURRENT MONTH	NOVEMBER 30, 2021 CURRENT FISCAL YEAR TO DATE	NOVEMBER 30, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	59,193,935	312,933,733	363,288,299	
PRIZE PAYOUT	51,644,890	273,444,546	316,238,215	
PROMOTION & BONUSES	919,484	4,734,152	5,301,637	
<b>GROSS GAMING REVENUE</b>	<b>\$6,629,561</b>	<b>\$34,755,035</b>	<b>\$41,748,447</b>	<b>(\$6,993,412)</b>
TREASURE HUNT	183,152	833,049	438,063	
POWERBALL/POWERPLAY/DOUBLEPLAY	948,496	5,807,388	2,258,392	
MEGAMILLIONS/MEGAPLIER	344,010	2,530,647	1,774,426	
CASH4LIFE	226,798	1,217,784	846,214	
TRADITIONAL GAME SALES	1,702,456	10,388,868	5,317,095	
TRADITIONAL PRIZES	321,512	1,841,274	1,977,545	
PROMOTION & BONUSES	32,572	231,027	0	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$1,348,372</b>	<b>\$8,316,567</b>	<b>\$3,339,550</b>	<b>\$4,977,017</b>
AFFILIATE COSTS	13,940	74,057	0	
VENDOR COMMISSIONS	1,168,040	6,050,664	6,317,308	
PRIZE LIABILITY	482,319	3,366,215	547,377	
ADVERTISING	808,163	4,040,815	2,282,795	
PERSONNEL	111,983	520,621	543,806	
OPERATING	55,195	149,311	113,632	
AUGMENTATIONS	(75)	(555)	(765)	
<b>TOTAL COSTS</b>	<b>\$2,639,565</b>	<b>\$14,201,128</b>	<b>\$9,804,153</b>	<b>\$4,396,975</b>
<b>NET GAMING REVENUE</b>	<b>\$5,338,368</b>	<b>\$28,870,474</b>	<b>\$35,283,844</b>	<b>(\$6,413,370)</b>