

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

INCOME:	OCTOBER 31, 2021 CURRENT MONTH	OCTOBER 31, 2021 CURRENT FISCAL YEAR TO DATE	%	OCTOBER 31, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	266,821,368	1,143,199,393	68.17%	1,225,741,297	73.35%	
FAST PLAY	13,437,759	52,553,590	3.13%	42,701,563	2.56%	
DRAW	113,496,971	462,085,589	27.55%	385,735,188	23.08%	
MONITOR GAMES	4,748,935	19,248,803	1.15%	16,857,697	1.01%	
PICK 2	556,600	2,180,973	0.13%	2,184,882	0.13%	
PICK 3	23,670,286	98,029,270	5.85%	101,545,446	6.08%	
PICK 4	21,376,500	85,296,329	5.09%	86,449,547	5.17%	
PICK 5	5,011,845	20,121,296	1.20%	20,313,525	1.22%	
WILD BALL	3,915,145	15,758,590	0.94%	14,854,848	0.89%	
CASH 5	9,533,808	41,186,982	2.46%	27,498,453	1.65%	
MATCH 6	9,803,576	45,584,762	2.72%	45,903,058	2.75%	
TREASURE HUNT	2,633,536	11,769,188	0.70%	10,916,674	0.65%	
POWERBALL/POWERPLAY/DOUBLEPLAY	27,717,664	94,103,095	5.61%	40,255,815	2.41%	
MEGAMILLIONS/MEGAPLIER	7,180,379	39,667,344	2.37%	26,833,362	1.61%	
CASH4LIFE	2,097,632	8,387,760	0.50%	8,979,578	0.54%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,542,433	14,400,936	0.86%	13,124,861	0.79%	
XPRESS SPORTS	1,206,502	4,847,867	0.29%	3,732,836	0.22%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$398,505,033</b>	<b>\$1,677,087,375</b>	<b>100.00%</b>	<b>\$1,671,035,745</b>	<b>100.00%</b>	<b>\$6,051,630</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	0	5,366	0.00%	85,726	0.01%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,712,536	21,236,413	1.27%	20,274,564	1.21%	
INSTANT GAMES	4,511,746	13,843,656	0.83%	14,081,081	0.84%	
RETAILER COMMISSION	19,986,299	84,207,845	5.02%	84,070,628	5.03%	
TOTAL COMMISSION	30,210,581	119,287,914	7.11%	118,426,273	7.09%	
LIABILITY FOR PRIZES	264,474,666	1,123,578,480	67.00%	1,134,558,153	67.90%	
<b>TOTAL COST OF SALES</b>	<b>294,685,247</b>	<b>1,242,871,760</b>	<b>74.11%</b>	<b>1,253,070,152</b>	<b>74.99%</b>	<b>(\$10,198,392)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>103,819,786</b>	<b>434,215,615</b>		<b>417,965,593</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,441,837	13,767,348		13,788,888		
Personnel	1,912,312	7,228,698		7,102,123		
Operating	841,729	3,678,977		3,453,005		
Fixed Assets	0	0		0		
Sub Total	2,754,041	10,907,675		10,555,128		
Augmentations	(505)	(8,815)		(8,230)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>6,195,373</b>	<b>24,666,208</b>	<b>1.47%</b>	<b>24,335,786</b>	<b>1.46%</b>	<b>\$330,422</b>
<b>NET OPERATING REVENUE</b>	<b>\$97,624,413</b>	<b>\$409,549,407</b>		<b>\$393,629,807</b>		<b>\$15,919,600</b>
<b>% OF TRADITIONAL SALES</b>	<b>24.50%</b>	<b>24.42%</b>		<b>23.56%</b>		
<b>OTHER:</b>						
INTEREST	20,659	81,187		276,885		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>20,659</b>	<b>81,187</b>		<b>276,885</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$97,645,072</b>	<b>\$409,630,594</b>		<b>\$393,906,692</b>		<b>\$15,723,902</b>
<b>% OF TRADITIONAL SALES</b>	<b>24.50%</b>	<b>24.43%</b>		<b>23.57%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$438,184</b>	<b>\$10,992,809</b>		<b>\$16,247,977</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,302,468,750</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.21%</b>				
<b>NET GAMING REVENUE</b>	<b>\$5,495,990</b>	<b>\$23,532,106</b>		<b>\$28,944,691</b>		
<b>TOTAL NET REVENUE</b>	<b>\$102,702,878</b>	<b>\$422,169,891</b>		<b>\$406,603,406</b>		

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LOTTERY

INCOME:	OCTOBER 31, 2021 CURRENT MONTH	OCTOBER 31, 2021 CURRENT FISCAL YEAR TO DATE	OCTOBER 31, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	62,327,377	253,739,798	297,550,073	
PRIZE PAYOUT	54,777,001	221,799,656	258,988,067	
PROMOTION & BONUSES	878,611	3,814,668	4,113,378	
<b>GROSS GAMING REVENUE</b>	<b>\$6,671,765</b>	<b>\$28,125,474</b>	<b>\$34,448,628</b>	<b>(\$6,323,154)</b>
TREASURE HUNT	155,026	649,897	335,875	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,297,031	4,858,892	1,736,256	
MEGAMILLIONS/MEGAPLIER	425,035	2,186,637	1,368,417	
CASH4LIFE	258,390	990,986	651,366	
TRADITIONAL GAME SALES	2,135,482	8,686,412	4,091,914	
TRADITIONAL PRIZES	449,703	1,519,762	1,790,261	
PROMOTION & BONUSES	38,098	198,455	0	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$1,647,681</b>	<b>\$6,968,195</b>	<b>\$2,301,653</b>	<b>\$4,666,542</b>
AFFILIATE COSTS	16,275	60,117	0	
VENDOR COMMISSIONS	1,161,268	4,882,624	5,211,973	
PRIZE LIABILITY	717,471	2,883,896	204,816	
ADVERTISING	808,163	3,232,652	1,858,455	
PERSONNEL	106,978	408,638	426,004	
OPERATING	13,376	94,116	105,047	
AUGMENTATIONS	(75)	(480)	(705)	
<b>TOTAL COSTS</b>	<b>\$2,823,456</b>	<b>\$11,561,563</b>	<b>\$7,805,590</b>	<b>\$3,755,973</b>
<b>NET GAMING REVENUE</b>	<b>\$5,495,990</b>	<b>\$23,532,106</b>	<b>\$28,944,691</b>	<b>(\$5,412,585)</b>