

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

INCOME:	SEPTEMBER 30, 2021 CURRENT MONTH	SEPTEMBER 30, 2021 CURRENT FISCAL YEAR TO DATE	%	SEPTEMBER 30, 2020 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	275,353,704	876,378,025	68.54%	942,573,947	74.03%	
FAST PLAY	13,362,785	39,115,831	3.06%	31,575,834	2.48%	
DRAW	130,396,463	348,588,618	27.26%	286,560,326	22.51%	
MONITOR GAMES	4,690,023	14,499,868	1.13%	12,537,634	0.98%	
PICK 2	536,198	1,624,373	0.13%	1,647,698	0.13%	
PICK 3	24,652,035	74,358,984	5.82%	76,549,648	6.01%	
PICK 4	21,100,546	63,919,829	5.00%	64,134,811	5.04%	
PICK 5	4,908,608	15,109,451	1.18%	15,271,199	1.20%	
WILD BALL	3,935,960	11,843,445	0.93%	11,084,553	0.87%	
CASH 5	9,628,836	31,653,174	2.48%	19,688,671	1.55%	
MATCH 6	10,952,718	35,781,186	2.80%	32,787,562	2.58%	
TREASURE HUNT	2,732,941	9,135,652	0.71%	8,756,118	0.69%	
POWERBALL/POWERPLAY/DOUBLEPLAY	36,706,478	66,385,431	5.19%	29,879,161	2.35%	
MEGAMILLIONS/MEGAPLIER	13,245,415	32,486,965	2.54%	20,008,395	1.57%	
CASH4LIFE	1,996,728	6,290,128	0.49%	6,752,510	0.53%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,499,289	10,858,503	0.85%	9,750,812	0.77%	
XPRESS SPORTS	1,190,734	3,641,365	0.28%	2,786,822	0.22%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$423,802,975</b>	<b>\$1,278,582,342</b>	<b>100.00%</b>	<b>\$1,273,247,741</b>	<b>100.00%</b>	<b>\$5,334,601</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	5,366	5,366	0.00%	36,319	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,314,059	15,523,877	1.21%	14,814,837	1.16%	
INSTANT GAMES	3,589,075	9,331,910	0.73%	8,800,119	0.69%	
RETAILER COMMISSION	21,304,341	64,221,546	5.02%	64,061,517	5.03%	
TOTAL COMMISSION	30,207,475	89,077,333	6.97%	87,676,473	6.89%	
<b>LIABILITY FOR PRIZES</b>	<b>294,553,846</b>	<b>859,103,814</b>	<b>67.19%</b>	<b>859,823,403</b>	<b>67.53%</b>	
<b>TOTAL COST OF SALES</b>	<b>324,766,687</b>	<b>948,186,513</b>	<b>74.16%</b>	<b>947,536,195</b>	<b>74.42%</b>	<b>\$650,318</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>99,036,288</b>	<b>330,395,829</b>		<b>325,711,546</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,441,837	10,325,511		8,626,810		
Personnel	1,882,352	5,316,386		5,216,399		
Operating	625,391	2,837,248		2,557,118		
Fixed Assets	0	0		0		
Sub Total	2,507,743	8,153,634		7,773,517		
Augmentations	(3,155)	(8,310)		(6,730)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>5,946,425</b>	<b>18,470,835</b>	<b>1.44%</b>	<b>16,393,597</b>	<b>1.29%</b>	<b>\$2,077,238</b>
<b>NET OPERATING REVENUE</b>	<b>\$93,089,863</b>	<b>\$311,924,994</b>		<b>\$309,317,949</b>		<b>\$2,607,045</b>
<b>% OF TRADITIONAL SALES</b>	<b>21.97%</b>	<b>24.40%</b>		<b>24.29%</b>		
<b>OTHER:</b>						
INTEREST	19,860	60,528		246,244		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>19,860</b>	<b>60,528</b>		<b>246,244</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$93,109,723</b>	<b>\$311,985,522</b>		<b>\$309,564,193</b>		<b>\$2,421,329</b>
<b>% OF TRADITIONAL SALES</b>	<b>21.97%</b>	<b>24.40%</b>		<b>24.31%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$10,182,436</b>	<b>\$10,554,625</b>		<b>\$16,057,028</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,302,468,750</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.20%</b>				
<b>NET GAMING REVENUE</b>	<b>\$6,394,172</b>	<b>\$18,036,116</b>		<b>\$22,644,773</b>		
<b>TOTAL NET REVENUE</b>	<b>\$89,321,459</b>	<b>\$319,467,013</b>		<b>\$316,151,938</b>		

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ILOTTERY

INCOME:	SEPTEMBER 30, 2021 CURRENT MONTH	SEPTEMBER 30, 2021 CURRENT FISCAL YEAR TO DATE	SEPTEMBER 30, 2020 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	60,575,962	191,412,421	230,505,261	
PRIZE PAYOUT	52,777,439	167,022,655	200,426,734	
PROMOTION & BONUSES	919,391	2,936,057	3,198,930	
<b>GROSS GAMING REVENUE</b>	<b>\$6,879,132</b>	<b>\$21,453,709</b>	<b>\$26,879,597</b>	<b>(\$5,425,888)</b>
TREASURE HUNT	157,805	494,871	243,543	
POWERBALL/POWERPLAY/DOUBLEPLAY	2,136,332	3,561,861	1,320,469	
MEGAMILLIONS/MEGAPLIER	744,445	1,761,602	1,045,194	
CASH4LIFE	261,070	732,596	458,234	
TRADITIONAL GAME SALES	3,299,652	6,550,930	3,067,440	
TRADITIONAL PRIZES	531,107	1,070,059	591,683	
PROMOTION & BONUSES	79,362	160,357	0	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$2,689,183</b>	<b>\$5,320,514</b>	<b>\$2,475,757</b>	<b>\$2,844,757</b>
AFFILIATE COSTS	10,575	43,842	0	
VENDOR COMMISSIONS	1,190,425	3,721,356	4,066,488	
PRIZE LIABILITY	1,049,724	2,166,425	919,236	
ADVERTISING	808,163	2,424,489	1,324,806	
PERSONNEL	105,846	301,660	311,971	
OPERATING	9,410	80,740	88,620	
AUGMENTATIONS	0	(405)	(540)	
<b>TOTAL COSTS</b>	<b>\$3,174,143</b>	<b>\$8,738,107</b>	<b>\$6,710,581</b>	<b>\$2,027,526</b>
<b>NET GAMING REVENUE</b>	<b>\$6,394,172</b>	<b>\$18,036,116</b>	<b>\$22,644,773</b>	<b>(\$4,608,657)</b>