

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

INCOME:	DECEMBER 31, 2022 CURRENT MONTH	DECEMBER 31, 2022 CURRENT FISCAL YEAR TO DATE	%	DECEMBER 31, 2021 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	304,390,857	1,674,738,935	65.61%	1,744,149,525	68.70%	
FAST PLAY	14,291,662	71,512,692	2.80%	75,023,882	2.95%	
DRAW	121,020,641	781,472,206	30.62%	691,049,521	27.22%	
<b>MONITOR GAMES</b>	4,441,426	24,753,193	0.97%	28,669,378	1.13%	
PICK 2	557,870	3,030,247	0.12%	3,230,574	0.13%	
PICK 3	22,115,831	129,920,046	5.09%	146,264,000	5.76%	
PICK 4	19,858,706	113,637,544	4.45%	128,404,433	5.06%	
PICK 5	4,596,947	27,030,369	1.06%	29,930,922	1.18%	
WILD BALL	3,861,605	21,943,379	0.86%	23,533,486	0.93%	
CASH 5	10,753,976	53,812,132	2.11%	60,765,870	2.39%	
MATCH 6	7,637,884	52,183,942	2.04%	62,253,146	2.45%	
TREASURE HUNT	2,401,214	14,431,975	0.57%	17,299,917	0.68%	
POWERBALL/POWERPLAY/DOUBLEPLAY	14,629,540	199,693,395	7.82%	142,599,412	5.62%	
MEGAMILLIONS/MEGAPLIER	26,267,172	144,672,003	5.67%	54,672,879	2.15%	
CASH4LIFE	1,867,496	11,435,934	0.45%	12,241,622	0.48%	
RAFFLE	6,472,400	9,681,240	0.38%	9,853,260	0.39%	
KENO	3,363,533	18,286,170	0.72%	21,170,120	0.83%	
XPRESS SPORTS	1,077,893	6,467,023	0.25%	7,499,258	0.30%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$444,144,586</b>	<b>\$2,552,477,026</b>	<b>100.00%</b>	<b>\$2,538,892,306</b>	<b>100.00%</b>	<b>\$13,584,720</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	2,289	32,362	0.00%	21,784	0.00%	
<b>VENDOR COMMISSIONS</b>						
ONLINE GAMES	8,231,028	37,740,259	1.48%	37,794,211	1.49%	
INSTANT GAMES	1,905,162	16,033,993	0.63%	24,086,080	0.95%	
RETAILER COMMISSION	22,166,849	127,936,992	5.01%	127,338,918	5.02%	
<b>TOTAL COMMISSION</b>	<b>32,303,039</b>	<b>181,711,244</b>	<b>7.12%</b>	<b>189,219,209</b>	<b>7.45%</b>	
<b>LIABILITY FOR PRIZES</b>	<b>283,567,316</b>	<b>1,675,412,771</b>	<b>65.64%</b>	<b>1,677,891,735</b>	<b>66.09%</b>	
<b>TOTAL COST OF SALES</b>	<b>315,872,644</b>	<b>1,857,156,377</b>	<b>72.76%</b>	<b>1,867,132,728</b>	<b>73.54%</b>	<b>(\$9,976,351)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>128,271,942</b>	<b>695,320,649</b>		<b>671,759,578</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,623,119	21,738,712		20,651,022		
Personnel	3,019,524	12,548,448		11,981,942		
Operating	1,623,919	6,833,562		6,081,458		
Fixed Assets	0	14,999,662		0		
Sub Total	4,643,443	34,381,672		18,063,400		
Augmentations	(1,305)	(10,665)		(12,670)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>8,265,257</b>	<b>56,109,719</b>	<b>2.20%</b>	<b>38,701,752</b>	<b>1.52%</b>	<b>\$17,407,967</b>
<b>NET OPERATING REVENUE</b>	<b>\$120,006,685</b>	<b>\$639,210,930</b>		<b>\$633,057,826</b>		<b>\$6,153,104</b>
<b>% OF TRADITIONAL SALES</b>	<b>27.02%</b>	<b>25.04%</b>		<b>24.93%</b>		
<b>OTHER:</b>						
INTEREST	2,588,287	7,794,672		147,283		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>2,588,287</b>	<b>7,794,672</b>		<b>147,283</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$122,594,972</b>	<b>\$647,005,602</b>		<b>\$633,205,109</b>		<b>\$13,800,493</b>
<b>% OF TRADITIONAL SALES</b>	<b>27.60%</b>	<b>25.35%</b>		<b>24.94%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$13,927,390</b>	<b>\$23,695,498</b>		<b>\$21,796,267</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,008,765,795</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.47%</b>				
<b>NET GAMING REVENUE</b>	<b>\$7,519,556</b>	<b>\$38,046,481</b>		<b>\$35,116,490</b>		
<b>TOTAL NET REVENUE</b>	<b>\$116,187,138</b>	<b>\$661,356,585</b>		<b>\$646,525,332</b>		

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LOTTERY

INCOME:	DECEMBER 31, 2022 CURRENT MONTH	DECEMBER 31, 2022 CURRENT FISCAL YEAR TO DATE	DECEMBER 31, 2021 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	81,930,338	430,509,795	378,967,590	
PRIZE PAYOUT	71,963,991	382,232,955	330,917,330	
PROMOTION & BONUSES	1,932,983	9,145,434	6,059,033	
<b>GROSS GAMING REVENUE</b>	<b>\$8,033,364</b>	<b>\$39,131,406</b>	<b>\$41,991,227</b>	<b>(\$2,859,821)</b>
PICK 2	14,508	84,576	0	
PICK 3	196,435	999,549	0	
PICK 4	201,079	975,157	0	
PICK 5	103,174	547,540	0	
WILD BALL	148,538	778,200	0	
MATCH 6	308,886	1,964,458	0	
TREASURE HUNT	150,602	886,129	986,712	
POWERBALL/POWERPLAY/DOUBLEPLAY	978,957	10,832,235	7,678,080	
MEGAMILLIONS/MEGAPLIER	1,564,114	7,843,082	3,067,592	
CASH4LIFE	258,186	1,546,036	1,481,376	
TRADITIONAL GAME SALES	3,924,479	26,456,962	13,213,760	
TRADITIONAL PRIZES	951,359	6,792,952	2,301,248	
PROMOTION & BONUSES	167,144	971,612	315,759	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$2,805,976</b>	<b>\$18,692,398</b>	<b>\$10,596,753</b>	<b>\$8,095,645</b>
AFFILIATE COSTS	9,000	71,120	90,308	
VENDOR COMMISSIONS	1,550,234	8,169,701	7,368,760	
PRIZE LIABILITY	879,223	6,756,902	4,316,254	
ADVERTISING	626,881	3,761,288	4,848,978	
PERSONNEL	199,674	836,010	688,289	
OPERATING	54,817	182,587	159,576	
AUGMENTATIONS	(45)	(285)	(675)	
<b>TOTAL COSTS</b>	<b>\$3,319,784</b>	<b>\$19,777,323</b>	<b>\$17,471,490</b>	<b>\$2,305,833</b>
<b>NET GAMING REVENUE</b>	<b>\$7,519,556</b>	<b>\$38,046,481</b>	<b>\$35,116,490</b>	<b>\$2,929,991</b>