

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

INCOME:	FEBRUARY 28, 2023 CURRENT MONTH	FEBRUARY 28, 2023 CURRENT FISCAL YEAR TO DATE	%	FEBRUARY 28, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	266,426,184	2,240,424,042	65.74%	2,312,011,910	69.12%	
FAST PLAY	11,966,324	94,659,321	2.78%	95,908,665	2.87%	
DRAW	100,580,410	1,039,555,155	30.50%	899,295,433	26.89%	
MONITOR GAMES	4,210,029	33,390,964	0.98%	37,606,695	1.12%	
PICK 2	488,814	4,047,347	0.12%	4,182,371	0.13%	
PICK 3	20,433,663	171,563,947	5.03%	190,122,989	5.68%	
PICK 4	17,370,056	149,230,322	4.38%	166,263,975	4.97%	
PICK 5	4,307,170	35,752,319	1.05%	39,139,630	1.17%	
WILD BALL	3,646,177	29,195,960	0.86%	30,863,836	0.92%	
CASH 5	7,912,152	69,385,864	2.04%	79,204,938	2.37%	
MATCH 6	11,671,426	73,537,424	2.16%	80,230,904	2.40%	
TREASURE HUNT	1,984,838	18,684,693	0.55%	22,759,238	0.68%	
POWERBALL/POWERPLAY/DOUBLEPLAY	23,311,992	257,189,484	7.55%	184,737,013	5.52%	
MEGAMILLIONS/MEGAPLIER	7,630,410	205,711,767	6.04%	75,860,011	2.27%	
CASH4LIFE	1,823,712	15,256,028	0.45%	15,930,528	0.48%	
RAFFLE	0	10,000,000	0.29%	10,000,000	0.30%	
KENO	3,109,879	24,632,413	0.72%	27,950,666	0.84%	
XPRESS SPORTS	1,100,150	8,758,551	0.26%	9,656,029	0.29%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$383,182,947</b>	<b>\$3,408,029,482</b>	<b>100.00%</b>	<b>\$3,344,822,703</b>	<b>100.00%</b>	<b>\$63,206,779</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	0	36,571	0.00%	21,784	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,577,935	49,424,480	1.45%	47,456,419	1.42%	
INSTANT GAMES	3,765,811	22,375,172	0.66%	36,703,414	1.10%	
RETAILER COMMISSION	19,204,752	170,856,903	5.01%	167,768,794	5.02%	
TOTAL COMMISSION	28,548,498	242,656,555	7.12%	251,928,627	7.53%	
LIABILITY FOR PRIZES	260,958,969	2,252,761,144	66.10%	2,244,225,910	67.10%	
<b>TOTAL COST OF SALES</b>	<b>289,507,467</b>	<b>2,495,454,270</b>	<b>73.22%</b>	<b>2,496,176,321</b>	<b>74.63%</b>	<b>(\$722,051)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>93,675,480</b>	<b>912,575,212</b>		<b>848,646,382</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,627,999	28,989,829		27,534,696		
Personnel	2,120,543	16,712,558		15,835,416		
Operating	7,411,530	14,695,113		14,263,380		
Fixed Assets	0	14,999,662		80,000		
Sub Total	9,532,073	46,407,333		30,178,796		
Augmentations	(1,425)	(13,905)		(16,340)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>13,158,647</b>	<b>75,383,257</b>	<b>2.21%</b>	<b>57,697,152</b>	<b>1.72%</b>	<b>\$17,686,105</b>
<b>NET OPERATING REVENUE</b>	<b>\$80,516,833</b>	<b>\$837,191,955</b>		<b>\$790,949,230</b>		<b>\$46,242,725</b>
<b>% OF TRADITIONAL SALES</b>	<b>21.01%</b>	<b>24.57%</b>		<b>23.65%</b>		
<b>OTHER:</b>						
INTEREST	2,612,178	13,047,013		220,213		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>2,612,178</b>	<b>13,047,013</b>		<b>220,213</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$83,129,011</b>	<b>\$850,238,969</b>		<b>\$791,169,443</b>		<b>\$59,069,526</b>
<b>% OF TRADITIONAL SALES</b>	<b>21.69%</b>	<b>24.95%</b>		<b>23.65%</b>		
RETAIL INCENTIVE PROGRAM	\$591,106	\$24,781,482		\$22,496,244		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,008,765,795				
RETAIL INCENTIVE %		0.49%				
NET GAMING REVENUE	\$7,653,231	\$53,371,117		\$46,792,467		
<b>TOTAL NET REVENUE</b>	<b>\$90,191,136</b>	<b>\$878,828,604</b>		<b>\$815,465,666</b>		

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LOTTERY

INCOME:	FEBRUARY 28, 2023 CURRENT MONTH	FEBRUARY 28, 2023 CURRENT FISCAL YEAR TO DATE	FEBRUARY 28, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	72,571,348	585,444,813	507,832,099	
PRIZE PAYOUT	62,625,134	518,311,182	443,043,096	
PROMOTION & BONUSES	1,387,775	12,219,425	8,436,002	
<b>GROSS GAMING REVENUE</b>	<b>\$8,558,439</b>	<b>\$54,914,206</b>	<b>\$56,353,001</b>	<b>(\$1,438,795)</b>
PICK 2	14,337	115,816	0	
PICK 3	189,235	1,405,595	0	
PICK 4	178,958	1,352,464	0	
PICK 5	96,564	750,490	0	
WILD BALL	139,970	1,072,531	0	
MATCH 6	508,198	2,897,276	0	
TREASURE HUNT	123,471	1,161,519	1,371,935	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,430,838	14,569,856	10,331,992	
MEGAMILLIONS/MEGAPLIER	513,585	11,312,577	4,524,305	
CASH4LIFE	254,996	2,118,074	2,049,966	
TRADITIONAL GAME SALES	3,450,152	36,756,198	18,278,198	
TRADITIONAL PRIZES	1,001,899	9,397,429	3,407,182	
PROMOTION & BONUSES	165,507	1,359,391	445,184	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$2,282,746</b>	<b>\$25,999,378</b>	<b>\$14,425,832</b>	<b>\$11,573,546</b>
AFFILIATE COSTS	9,000	89,120	124,463	
VENDOR COMMISSIONS	1,278,881	10,932,744	9,900,037	
PRIZE LIABILITY	712,228	9,777,418	5,954,487	
ADVERTISING	622,001	5,010,171	6,465,304	
PERSONNEL	134,044	1,104,108	924,864	
OPERATING	431,875	629,356	617,961	
AUGMENTATIONS	(75)	(450)	(750)	
<b>TOTAL COSTS</b>	<b>\$3,187,954</b>	<b>\$27,542,467</b>	<b>\$23,986,366</b>	<b>\$3,556,101</b>
<b>NET GAMING REVENUE</b>	<b>\$7,653,231</b>	<b>\$53,371,117</b>	<b>\$46,792,467</b>	<b>\$6,578,650</b>