

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

INCOME:	JANUARY 31, 2023 CURRENT MONTH	JANUARY 31, 2023 CURRENT FISCAL YEAR TO DATE	%	JANUARY 31, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	299,258,923	1,973,997,858	65.26%	2,032,526,579	68.59%	
FAST PLAY	11,180,305	82,692,997	2.73%	85,088,656	2.87%	
DRAW	157,502,539	938,974,745	31.04%	812,349,664	27.41%	
MONITOR GAMES	4,427,742	29,180,935	0.96%	33,194,943	1.12%	
PICK 2	528,286	3,558,533	0.12%	3,707,442	0.13%	
PICK 3	21,210,238	151,130,284	5.00%	168,434,189	5.68%	
PICK 4	18,222,722	131,860,266	4.36%	147,636,741	4.98%	
PICK 5	4,414,780	31,445,149	1.04%	34,539,174	1.17%	
WILD BALL	3,606,404	25,549,783	0.84%	27,204,280	0.92%	
CASH 5	7,661,580	61,473,712	2.03%	72,844,204	2.46%	
MATCH 6	9,682,056	61,865,998	2.05%	71,653,516	2.42%	
TREASURE HUNT	2,267,880	16,699,855	0.55%	19,907,682	0.67%	
POWERBALL/POWERPLAY/DOUBLEPLAY	34,184,097	233,877,492	7.73%	172,327,690	5.82%	
MEGAMILLIONS/MEGAPLIER	53,409,354	198,081,357	6.55%	69,952,822	2.36%	
CASH4LIFE	1,996,382	13,432,316	0.44%	14,141,924	0.48%	
RAFFLE	318,760	10,000,000	0.33%	10,000,000	0.34%	
KENO	3,236,364	21,522,534	0.71%	24,555,053	0.83%	
XPRESS SPORTS	1,191,378	7,658,401	0.25%	8,639,890	0.29%	
TOTAL TRADITIONAL GAME SALES	\$472,369,509	\$3,024,846,535	100.00%	\$2,963,159,842	100.00%	\$61,686,693
LESS COST OF SALES:						
LOST/STOLEN TICKETS	4,209	36,571	0.00%	21,784	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	6,106,286	43,846,545	1.45%	42,617,799	1.44%	
INSTANT GAMES	2,575,368	18,609,361	0.62%	26,765,552	0.90%	
RETAILER COMMISSION	23,715,159	151,652,151	5.01%	148,663,883	5.02%	
TOTAL COMMISSION	32,396,813	214,108,057	7.08%	218,047,234	7.36%	
LIABILITY FOR PRIZES	316,389,404	1,991,802,175	65.85%	1,987,491,144	67.07%	
TOTAL COST OF SALES	348,790,426	2,205,946,803	72.93%	2,205,560,162	74.43%	\$386,641
NET REVENUE BEFORE OPERATING EXPENSES	123,579,083	818,899,732		757,599,680		
LOTTERY BUREAU EXPENSES						
Advertising	3,623,118	25,361,830		24,092,859		
Personnel	2,043,567	14,592,015		13,845,436		
Operating	450,021	7,283,583		7,672,476		
Fixed Assets	0	14,999,662		80,000		
Sub Total	2,493,588	36,875,260		21,597,912		
Augmentations	(1,815)	(12,480)		(14,560)		
TOTAL ADMINISTRATIVE COSTS	6,114,891	62,224,610	2.06%	45,676,211	1.54%	\$16,548,399
NET OPERATING REVENUE	\$117,464,192	\$756,675,122		\$711,923,469		\$44,751,653
% OF TRADITIONAL SALES	24.87%	25.02%		24.03%		
OTHER:						
INTEREST	2,640,163	10,434,835		180,673		
MISCELLANEOUS	0	0		0		
TOTAL	2,640,163	10,434,835		180,673		
NET TRADITIONAL REVENUE	\$120,104,355	\$767,109,957		\$712,104,142		\$55,005,815
% OF TRADITIONAL SALES	25.43%	25.36%		24.03%		
RETAIL INCENTIVE PROGRAM	\$494,878	\$24,190,376		\$22,345,636		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,008,765,795				
RETAIL INCENTIVE %		0.48%				
NET GAMING REVENUE	\$7,671,405	\$45,717,886		\$41,664,352		
TOTAL NET REVENUE	\$127,280,882	\$788,637,467		\$731,422,858		

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

INCOME:	JANUARY 31, 2023 CURRENT MONTH	JANUARY 31, 2023 CURRENT FISCAL YEAR TO DATE	JANUARY 31, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	82,363,670	512,873,465	448,241,609	
PRIZE PAYOUT	73,453,093	455,686,048	391,747,701	
PROMOTION & BONUSES	1,686,216	10,831,650	7,269,921	
GROSS GAMING REVENUE	\$7,224,361	\$46,355,767	\$49,223,987	(\$2,868,220)
PICK 2	16,903	101,479	0	
PICK 3	216,811	1,216,360	0	
PICK 4	198,349	1,173,506	0	
PICK 5	106,386	653,926	0	
WILD BALL	154,361	932,561	0	
MATCH 6	424,620	2,389,078	0	
TREASURE HUNT	151,919	1,038,048	1,173,358	
POWERBALL/POWERPLAY/DOUBLEPLAY	2,306,783	13,139,018	9,515,507	
MEGAMILLIONS/MEGAPLIER	2,955,910	10,798,992	4,116,525	
CASH4LIFE	317,042	1,863,078	1,789,130	
TRADITIONAL GAME SALES	6,849,084	33,306,046	16,594,520	
TRADITIONAL PRIZES	1,602,578	8,395,530	2,867,259	
PROMOTION & BONUSES	222,272	1,193,884	386,946	
GROSS TRADITIONAL REVENUE	\$5,024,234	\$23,716,632	\$13,340,315	\$10,376,317
AFFILIATE COSTS	9,000	80,120	107,778	
VENDOR COMMISSIONS	1,484,162	9,653,863	8,729,908	
PRIZE LIABILITY	2,308,288	9,065,190	5,386,007	
ADVERTISING	626,882	4,388,170	5,657,141	
PERSONNEL	134,054	970,064	806,692	
OPERATING	14,894	197,481	213,174	
AUGMENTATIONS	(90)	(375)	(750)	
TOTAL COSTS	\$4,577,190	\$24,354,513	\$20,899,950	\$3,454,563
NET GAMING REVENUE	\$7,671,405	\$45,717,886	\$41,664,352	\$4,053,534