

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

INCOME:	JUNE 30, 2023 CURRENT MONTH	JUNE 30, 2023 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	253,239,474	3,348,556,705	67.18%	3,513,376,188	70.14%	
FAST PLAY	13,602,286	145,234,423	2.91%	149,121,596	2.98%	
DRAW	98,716,015	1,440,194,559	28.89%	1,290,552,875	25.77%	
<b>MONITOR GAMES</b>	4,026,818	50,716,505	1.02%	55,715,136	1.11%	
PICK 2	489,659	6,100,583	0.12%	6,244,956	0.12%	
PICK 3	20,240,941	258,209,823	5.18%	282,260,036	5.65%	
PICK 4	17,519,425	222,941,481	4.47%	245,248,830	4.90%	
PICK 5	4,479,009	54,344,192	1.09%	58,291,619	1.16%	
WILD BALL	3,678,483	44,780,786	0.90%	46,101,432	0.92%	
CASH 5	9,327,058	104,983,360	2.11%	112,845,116	2.25%	
MATCH 6	9,358,240	125,903,512	2.53%	114,869,370	2.29%	
TREASURE HUNT	2,248,524	27,975,470	0.56%	32,977,132	0.66%	
POWERBALL/POWERPLAY/DOUBLEPLAY	19,250,360	315,623,198	6.33%	253,321,843	5.06%	
MEGAMILLIONS/MEGAPLIER	10,291,378	246,493,298	4.94%	104,876,003	2.09%	
CASH4LIFE	1,832,938	22,838,856	0.46%	23,516,538	0.47%	
RAFFLE	0	10,000,000	0.20%	10,000,000	0.20%	
KENO	3,028,637	37,501,653	0.75%	41,243,100	0.82%	
XPRESS SPORTS	998,181	13,214,852	0.27%	14,472,036	0.29%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$369,584,593</b>	<b>\$4,984,702,192</b>	<b>100.00%</b>	<b>\$5,008,765,795</b>	<b>100.00%</b>	<b>(\$24,063,603)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	1,577	47,661	0.00%	56,486	0.00%	
<b>VENDOR COMMISSIONS</b>						
ONLINE GAMES	6,604,405	73,634,799	1.48%	69,312,410	1.38%	
INSTANT GAMES	4,943,572	33,104,888	0.66%	52,089,758	1.04%	
RETAILER COMMISSION	26,505,607	269,619,515	5.41%	259,850,181	5.19%	
<b>TOTAL COMMISSION</b>	<b>38,053,584</b>	<b>376,359,202</b>	<b>7.55%</b>	<b>381,252,349</b>	<b>7.61%</b>	
<b>LIABILITY FOR PRIZES</b>	<b>252,381,490</b>	<b>3,317,492,786</b>	<b>66.55%</b>	<b>3,369,989,662</b>	<b>67.28%</b>	
<b>TOTAL COST OF SALES</b>	<b>290,436,651</b>	<b>3,693,899,649</b>	<b>74.10%</b>	<b>3,751,298,497</b>	<b>74.89%</b>	<b>(\$57,398,848)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>79,147,942</b>	<b>1,290,802,543</b>		<b>1,257,467,298</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,989,970	43,863,795		41,398,085		
Personnel	3,686,360	26,600,041		24,919,298		
Operating	4,028,598	22,489,295		20,477,613		
Fixed Assets	0	172,452,337		20,919,685		
Sub Total	7,714,958	221,541,673		66,316,596		
Augmentations	(1,325)	(160,525)		(164,010)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>11,703,603</b>	<b>265,244,943</b>	<b>5.32%</b>	<b>107,550,671</b>	<b>2.15%</b>	<b>\$157,694,272</b>
<b>NET OPERATING REVENUE</b>	<b>\$67,444,339</b>	<b>\$1,025,557,600</b>		<b>\$1,149,916,627</b>		<b>(\$124,359,027)</b>
<b>% OF TRADITIONAL SALES</b>	<b>18.25%</b>	<b>20.57%</b>		<b>22.96%</b>		
<b>OTHER:</b>						
INTEREST	2,747,642	23,314,080		713,758		
MISCELLANEOUS	0	0		0		
<b>TOTAL</b>	<b>2,747,642</b>	<b>23,314,080</b>		<b>713,758</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$70,191,981</b>	<b>\$1,048,871,681</b>		<b>\$1,150,630,385</b>		<b>(\$101,758,704)</b>
<b>% OF TRADITIONAL SALES</b>	<b>18.99%</b>	<b>21.04%</b>		<b>22.97%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$0</b>	<b>\$25,043,829</b>		<b>\$26,512,344</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$5,008,765,795</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.50%</b>				
<b>NET GAMING REVENUE</b>	<b>\$6,275,533</b>	<b>\$78,690,414</b>		<b>\$71,033,889</b>		
<b>TOTAL NET REVENUE</b>	<b>\$76,467,514</b>	<b>\$1,102,518,266</b>		<b>\$1,195,151,930</b>		

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LOTTERY

INCOME:	JUNE 30, 2023 CURRENT MONTH	JUNE 30, 2023 CURRENT FISCAL YEAR TO DATE	JUNE 30, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	64,965,572	872,543,589	746,583,826	
PRIZE PAYOUT	57,190,306	772,354,619	649,257,768	
PROMOTION & BONUSES	1,408,790	17,904,493	12,569,967	
<b>GROSS GAMING REVENUE</b>	<b>\$6,366,476</b>	<b>\$82,284,477</b>	<b>\$84,756,091</b>	<b>(\$2,471,614)</b>
PICK 2	15,304	175,646	33,074	
PICK 3	215,936	2,272,213	365,715	
PICK 4	213,463	2,184,838	333,807	
PICK 5	112,017	1,192,573	192,112	
WILD BALL	153,122	1,689,558	277,671	
MATCH 6	412,714	5,263,146	665,692	
TREASURE HUNT	139,454	1,735,069	1,978,008	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,308,085	18,445,187	14,610,894	
MEGAMILLIONS/MEGAPLIER	696,525	14,042,194	6,329,373	
CASH4LIFE	253,550	3,135,440	2,981,082	
TRADITIONAL GAME SALES	3,520,170	50,135,864	27,767,428	
TRADITIONAL PRIZES	926,498	13,148,680	6,134,043	
PROMOTION & BONUSES	220,416	2,127,784	712,167	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$2,373,256</b>	<b>\$34,859,400</b>	<b>\$20,921,218</b>	<b>\$13,938,182</b>
AFFILIATE COSTS	14,130	169,552	173,173	
VENDOR COMMISSIONS	1,227,151	16,234,895	14,406,719	
PRIZE LIABILITY	702,362	12,328,104	8,134,510	
ADVERTISING	260,030	7,136,205	9,601,915	
PERSONNEL	230,446	1,730,705	1,528,114	
OPERATING	30,170	854,677	799,964	
AUGMENTATIONS	(90)	(675)	(975)	
<b>TOTAL COSTS</b>	<b>\$2,464,199</b>	<b>\$38,453,463</b>	<b>\$34,643,420</b>	<b>\$3,810,043</b>
<b>NET GAMING REVENUE</b>	<b>\$6,275,533</b>	<b>\$78,690,414</b>	<b>\$71,033,889</b>	<b>\$7,656,525</b>