

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

INCOME:	MARCH 31, 2023 CURRENT MONTH	MARCH 31, 2023 CURRENT FISCAL YEAR TO DATE	%	MARCH 31, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	290,755,310	2,531,179,352	66.29%	2,638,692,587	69.61%	
FAST PLAY	12,672,107	107,331,428	2.81%	111,293,920	2.94%	
DRAW	102,121,160	1,141,676,315	29.90%	998,200,907	26.33%	
MONITOR GAMES	4,801,047	38,192,011	1.00%	42,528,085	1.12%	
PICK 2	543,027	4,590,374	0.12%	4,708,079	0.12%	
PICK 3	23,333,089	194,897,036	5.10%	214,224,182	5.65%	
PICK 4	19,589,228	168,819,550	4.42%	187,071,704	4.93%	
PICK 5	4,826,028	40,578,347	1.06%	44,232,457	1.17%	
WILD BALL	4,079,242	33,275,202	0.87%	34,989,339	0.92%	
CASH 5	7,439,982	76,825,846	2.01%	88,606,692	2.34%	
MATCH 6	12,921,862	86,459,286	2.26%	90,450,918	2.39%	
TREASURE HUNT	2,581,593	21,266,286	0.56%	25,173,533	0.66%	
POWERBALL/POWERPLAY/DOUBLEPLAY	12,421,774	269,611,258	7.06%	198,739,596	5.24%	
MEGAMILLIONS/MEGAPLIER	12,414,415	218,126,182	5.71%	82,117,089	2.17%	
CASH4LIFE	1,970,920	17,226,948	0.45%	17,887,318	0.47%	
RAFFLE	0	10,000,000	0.26%	10,000,000	0.26%	
KENO	3,555,161	28,187,574	0.74%	31,692,610	0.84%	
XPRESS SPORTS	1,245,886	10,004,437	0.26%	10,835,475	0.29%	
TOTAL TRADITIONAL GAME SALES	\$410,349,624	\$3,818,379,106	100.00%	\$3,790,715,499	100.00%	\$27,663,607
LESS COST OF SALES:						
LOST/STOLEN TICKETS	4,023	40,594	0.00%	22,544	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,580,674	55,005,154	1.44%	52,450,451	1.38%	
INSTANT GAMES	2,005,880	24,381,052	0.64%	39,728,916	1.05%	
RETAILER COMMISSION	31,248,476	202,105,379	5.29%	191,917,475	5.06%	
TOTAL COMMISSION	38,835,030	281,491,585	7.37%	284,096,842	7.49%	
LIABILITY FOR PRIZES	285,100,372	2,537,861,516	66.46%	2,546,220,223	67.17%	
TOTAL COST OF SALES	323,939,425	2,819,393,695	73.84%	2,830,339,609	74.67%	(\$10,945,914)
NET REVENUE BEFORE OPERATING EXPENSES	86,410,199	998,985,411		960,375,890		
LOTTERY BUREAU EXPENSES						
Advertising	3,627,999	32,617,828		30,976,533		
Personnel	2,087,331	18,799,889		17,709,864		
Operating	1,600,449	16,295,562		15,153,851		
Fixed Assets	0	14,999,662		80,000		
Sub Total	3,687,780	50,095,113		32,943,715		
Augmentations	(141,920)	(155,825)		(158,855)		
TOTAL ADMINISTRATIVE COSTS	7,173,859	82,557,116	2.16%	63,761,393	1.68%	\$18,795,723
NET OPERATING REVENUE	\$79,236,340	\$916,428,295		\$896,614,497		\$19,813,798
% OF TRADITIONAL SALES	19.31%	24.00%		23.65%		
OTHER:						
INTEREST	2,081,476	15,128,489		249,671		
MISCELLANEOUS	0	0		0		
TOTAL	2,081,476	15,128,489		249,671		
NET TRADITIONAL REVENUE	\$81,317,816	\$931,556,785		\$896,864,168		\$34,692,617
% OF TRADITIONAL SALES	19.82%	24.40%		23.66%		
RETAIL INCENTIVE PROGRAM	\$262,347	\$25,043,829		\$26,512,344		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,008,765,795				
RETAIL INCENTIVE %		0.50%				
NET GAMING REVENUE	\$6,892,268	\$60,263,385		\$55,024,050		
TOTAL NET REVENUE	\$87,947,737	\$966,776,341		\$925,375,874		

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LOTTERY

INCOME:	MARCH 31, 2023 CURRENT MONTH	MARCH 31, 2023 CURRENT FISCAL YEAR TO DATE	MARCH 31, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	79,259,866	664,704,679	576,962,962	
PRIZE PAYOUT	70,271,077	588,582,259	501,211,581	
PROMOTION & BONUSES	1,452,509	13,671,934	9,659,787	
GROSS GAMING REVENUE	\$7,536,280	\$62,450,486	\$66,091,594	(\$3,641,108)
PICK 2	14,397	130,213	1,035	
PICK 3	209,931	1,615,526	8,055	
PICK 4	203,196	1,555,660	6,324	
PICK 5	107,366	857,856	3,629	
WILD BALL	151,762	1,224,293	5,874	
MATCH 6	557,350	3,454,626	16,474	
TREASURE HUNT	159,293	1,320,812	1,524,821	
POWERBALL/POWERPLAY/DOUBLEPLAY	794,684	15,364,540	11,244,506	
MEGAMILLIONS/MEGAPLIER	847,937	12,160,514	4,921,758	
CASH4LIFE	261,550	2,379,624	2,311,012	
TRADITIONAL GAME SALES	3,307,466	40,063,664	20,043,488	
TRADITIONAL PRIZES	846,143	10,243,572	3,934,379	
PROMOTION & BONUSES	173,865	1,533,256	495,491	
GROSS TRADITIONAL REVENUE	\$2,287,458	\$28,286,836	\$15,613,618	\$12,673,218
AFFILIATE COSTS	39,424	128,544	140,251	
VENDOR COMMISSIONS	1,423,676	12,356,420	11,203,226	
PRIZE LIABILITY	667,110	10,444,528	6,394,361	
ADVERTISING	622,001	5,632,172	7,273,467	
PERSONNEL	134,045	1,238,153	1,043,582	
OPERATING	45,289	674,645	627,130	
AUGMENTATIONS	(75)	(525)	(855)	
TOTAL COSTS	\$2,931,470	\$30,473,937	\$26,681,162	\$3,792,775
NET GAMING REVENUE	\$6,892,268	\$60,263,385	\$55,024,050	\$5,239,335