

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

INCOME:	SEPTEMBER 30, 2022 CURRENT MONTH	SEPTEMBER 30, 2022 CURRENT FISCAL YEAR TO DATE	%	SEPTEMBER 30, 2021 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	262,060,647	817,428,835	67.45%	876,378,025	68.54%	
FAST PLAY	11,525,474	33,525,285	2.77%	39,115,831	3.06%	
DRAW	91,147,250	348,862,809	28.79%	348,588,618	27.26%	
MONITOR GAMES	3,956,739	12,142,678	1.00%	14,499,868	1.13%	
PICK 2	467,484	1,449,981	0.12%	1,624,373	0.13%	
PICK 3	21,185,678	66,304,466	5.47%	74,358,984	5.82%	
PICK 4	18,361,358	56,174,231	4.63%	63,919,829	5.00%	
PICK 5	4,429,015	13,616,760	1.12%	15,109,451	1.18%	
WILD BALL	3,526,688	10,734,114	0.89%	11,843,445	0.93%	
CASH 5	6,591,192	27,824,208	2.30%	31,653,174	2.48%	
MATCH 6	7,635,032	24,647,312	2.03%	35,781,186	2.80%	
TREASURE HUNT	2,490,828	7,686,598	0.63%	9,135,652	0.71%	
POWERBALL/POWERPLAY/DOUBLEPLAY	13,936,059	41,128,296	3.39%	66,385,431	5.19%	
MEGAMILLIONS/MEGAPLIER	10,702,128	93,589,499	7.72%	32,486,965	2.54%	
CASH4LIFE	1,821,788	5,707,344	0.47%	6,290,128	0.49%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	2,885,677	8,826,650	0.73%	10,858,503	0.85%	
XPRESS SPORTS	1,071,062	3,316,028	0.27%	3,641,365	0.28%	
TOTAL TRADITIONAL GAME SALES	\$368,690,110	\$1,211,959,607	100.00%	\$1,278,582,342	100.00%	(\$66,622,735)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	11,364	29,972	0.00%	5,366	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	4,950,473	15,628,703	1.29%	15,523,877	1.21%	
INSTANT GAMES	3,053,144	7,851,803	0.65%	9,331,910	0.73%	
RETAILER COMMISSION	18,512,483	60,839,464	5.02%	64,221,546	5.02%	
TOTAL COMMISSION	26,516,100	84,319,970	6.96%	89,077,333	6.97%	
LIABILITY FOR PRIZES	257,829,223	807,148,692	66.60%	859,103,814	67.19%	
TOTAL COST OF SALES	284,356,687	891,498,634	73.56%	948,186,513	74.16%	(\$56,687,879)
NET REVENUE BEFORE OPERATING EXPENSES	84,333,423	320,460,973		330,395,829		
LOTTERY BUREAU EXPENSES						
Advertising	3,623,119	10,869,356		10,325,511		
Personnel	1,968,269	5,571,485		5,316,386		
Operating	718,658	3,039,568		2,837,248		
Fixed Assets	0	0		0		
Sub Total	2,686,927	8,611,053		8,153,634		
Augmentations	(3,330)	(6,285)		(8,310)		
TOTAL ADMINISTRATIVE COSTS	6,306,716	19,474,124	1.61%	18,470,835	1.44%	\$1,003,289
NET OPERATING REVENUE	\$78,026,707	\$300,986,849		\$311,924,994		(\$10,938,145)
% OF TRADITIONAL SALES	21.16%	24.83%		24.40%		
OTHER:						
INTEREST	1,153,896	2,170,368		60,528		
MISCELLANEOUS	0	0		0		
TOTAL	1,153,896	2,170,368		60,528		
NET TRADITIONAL REVENUE	\$79,180,603	\$303,157,217		\$311,985,522		(\$8,828,305)
% OF TRADITIONAL SALES	21.48%	25.01%		24.40%		
RETAIL INCENTIVE PROGRAM	\$8,269,044	\$9,028,352		\$10,554,625		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$5,008,765,795				
RETAIL INCENTIVE %		0.18%				
NET GAMING REVENUE	\$6,193,245	\$16,534,700		\$18,036,116		
TOTAL NET REVENUE	\$77,104,804	\$310,663,565		\$319,467,013		

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LOTTERY

INCOME:	SEPTEMBER 30, 2022 CURRENT MONTH	SEPTEMBER 30, 2022 CURRENT FISCAL YEAR TO DATE	SEPTEMBER 30, 2021 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	64,844,983	196,119,516	191,412,421	
PRIZE PAYOUT	56,717,231	174,368,330	167,022,655	
PROMOTION & BONUSES	1,183,428	3,752,102	2,936,057	
GROSS GAMING REVENUE	\$6,944,324	\$17,999,084	\$21,453,709	(\$3,454,625)
PICK 2	11,656	42,461	0	
PICK 3	152,121	482,355	0	
PICK 4	145,637	446,860	0	
PICK 5	86,170	269,972	0	
WILD BALL	119,308	375,948	0	
MATCH 6	270,034	826,496	0	
TREASURE HUNT	147,650	459,249	494,871	
POWERBALL/POWERPLAY/DOUBLEPLAY	901,310	2,754,825	3,561,861	
MEGAMILLIONS/MEGAPLIER	642,021	4,588,542	1,761,602	
CASH4LIFE	217,266	758,774	732,596	
TRADITIONAL GAME SALES	2,693,173	11,005,482	6,550,930	
TRADITIONAL PRIZES	666,175	2,973,560	1,070,059	
PROMOTION & BONUSES	102,471	358,386	160,357	
GROSS TRADITIONAL REVENUE	\$1,924,527	\$7,673,536	\$5,320,514	\$2,353,022
AFFILIATE COSTS	9,000	44,120	43,842	
VENDOR COMMISSIONS	1,286,554	3,943,066	3,721,356	
PRIZE LIABILITY	610,355	2,801,151	2,166,425	
ADVERTISING	626,881	1,880,644	2,424,489	
PERSONNEL	131,867	373,842	301,660	
OPERATING	11,024	95,262	80,740	
AUGMENTATIONS	(75)	(165)	(405)	
TOTAL COSTS	\$2,675,606	\$9,137,920	\$8,738,107	\$399,813
NET GAMING REVENUE	\$6,193,245	\$16,534,700	\$18,036,116	(\$1,501,416)