

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

INCOME:	AUGUST 31, 2023 CURRENT MONTH	AUGUST 31, 2023 CURRENT FISCAL YEAR TO DATE	%	AUGUST 31, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	269,149,749	524,169,239	60.40%	555,368,188	65.86%	
FAST PLAY	14,002,542	26,064,337	3.00%	21,999,811	2.61%	
DRAW	133,020,596	309,246,092	35.63%	257,715,559	30.56%	
MONITOR GAMES	4,105,292	8,391,858	0.97%	8,185,939	0.97%	
PICK 2	490,433	987,073	0.11%	982,497	0.12%	
PICK 3	20,855,109	41,614,476	4.80%	45,118,788	5.35%	
PICK 4	17,801,546	35,310,114	4.07%	37,812,873	4.48%	
PICK 5	4,485,551	8,946,070	1.03%	9,187,745	1.09%	
WILD BALL	3,767,599	7,491,648	0.86%	7,207,426	0.85%	
CASH 5	7,464,468	18,905,126	2.18%	21,233,016	2.52%	
MATCH 6	9,494,986	17,463,998	2.01%	17,012,280	2.02%	
TREASURE HUNT	2,363,672	4,763,138	0.55%	5,195,770	0.62%	
POWERBALL/POWERPLAY/DOUBLEPLAY	21,913,239	81,512,794	9.39%	27,192,237	3.22%	
MEGAMILLIONS/MEGAPLIER	42,375,291	88,171,445	10.16%	82,887,371	9.83%	
CASH4LIFE	2,008,702	4,080,210	0.47%	3,885,556	0.46%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,077,023	6,271,130	0.72%	5,940,973	0.70%	
XPRESS SPORTS	1,028,269	2,120,728	0.24%	2,244,966	0.27%	
TOTAL TRADITIONAL GAME SALES	\$420,278,179	\$867,871,526	100.00%	\$843,269,497	100.00%	\$24,602,029
LESS COST OF SALES:						
LOST/STOLEN TICKETS	1,690	2,940	0.00%	18,608	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,739,190	12,397,482	1.43%	10,678,230	1.27%	
INSTANT GAMES	2,377,865	3,933,221	0.45%	4,798,659	0.57%	
RETAILER COMMISSION	21,064,691	43,486,684	5.01%	42,326,981	5.02%	
TOTAL COMMISSION	29,181,746	59,817,387	6.89%	57,803,870	6.85%	
LIABILITY FOR PRIZES	276,464,906	564,687,007	65.07%	549,319,469	65.14%	
TOTAL COST OF SALES	305,648,342	624,507,334	71.96%	607,141,947	72.00%	\$17,365,387
NET REVENUE BEFORE OPERATING EXPENSES	114,629,837	243,364,192		236,127,550		
LOTTERY BUREAU EXPENSES						
Advertising	3,472,005	6,944,010		7,246,237		
Personnel	2,219,150	3,839,212		3,603,216		
Operating	889,327	1,606,546		2,320,910		
Fixed Assets	0	0		0		
Sub Total	3,108,477	5,445,758		5,924,126		
Augmentations	(1,965)	(3,795)		(2,955)		
TOTAL ADMINISTRATIVE COSTS	6,578,517	12,385,973	1.43%	13,167,408	1.56%	(\$781,435)
NET OPERATING REVENUE	\$108,051,320	\$230,978,219		\$222,960,142		\$8,018,077
% OF TRADITIONAL SALES	25.71%	26.61%		26.44%		
OTHER:						
INTEREST	2,405,650	4,720,258		1,016,472		
MISCELLANEOUS	1,524	2,871		0		
TOTAL	2,407,174	4,723,129		1,016,472		
NET TRADITIONAL REVENUE	\$110,458,494	\$235,701,348		\$223,976,614		\$11,724,734
% OF TRADITIONAL SALES	26.28%	27.16%		26.56%		
RETAIL INCENTIVE PROGRAM	\$243,932	\$472,001		\$759,308		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.01%				
NET GAMING REVENUE	\$6,458,675	\$16,338,522		\$10,341,455		
TOTAL NET REVENUE	\$116,673,237	\$251,567,869		\$233,558,761		

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LOTTERY

INCOME:	AUGUST 31, 2023 CURRENT MONTH	AUGUST 31, 2023 CURRENT FISCAL YEAR TO DATE	AUGUST 31, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	77,650,675	152,504,360	131,274,533	
PRIZE PAYOUT	69,194,438	134,710,285	117,651,099	
PROMOTION & BONUSES	1,640,337	3,147,061	2,568,674	
GROSS GAMING REVENUE	\$6,815,900	\$14,647,014	\$11,054,760	\$3,592,254
PICK 2	18,083	37,564	30,805	
PICK 3	246,124	487,759	330,234	
PICK 4	241,383	474,629	301,223	
PICK 5	120,524	235,615	183,802	
WILD BALL	177,360	347,598	256,640	
MATCH 6	480,798	898,138	556,462	
TREASURE HUNT	154,628	312,527	311,599	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,520,671	5,178,676	1,853,515	
MEGAMILLIONS/MEGAPLIER	2,439,942	5,216,630	3,946,521	
CASH4LIFE	327,552	671,356	541,508	
TRADITIONAL GAME SALES	5,727,065	13,860,492	8,312,309	
TRADITIONAL PRIZES	1,351,713	3,140,449	2,307,385	
PROMOTION & BONUSES	306,702	635,517	255,915	
GROSS TRADITIONAL REVENUE	\$4,068,650	\$10,084,526	\$5,749,009	\$4,335,517
AFFILIATE COSTS	88,395	102,524	35,120	
VENDOR COMMISSIONS	1,335,686	2,837,516	2,656,512	
PRIZE LIABILITY	2,075,418	3,628,355	2,190,796	
ADVERTISING	777,995	1,555,990	1,253,763	
PERSONNEL	136,239	237,378	241,975	
OPERATING	12,247	31,450	84,238	
AUGMENTATIONS	(105)	(195)	(90)	
TOTAL COSTS	\$4,425,875	\$8,393,018	\$6,462,314	\$1,930,704
NET GAMING REVENUE	\$6,458,675	\$16,338,522	\$10,341,455	\$5,997,067