

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

INCOME:	DECEMBER 31, 2023 CURRENT MONTH	DECEMBER 31, 2023 CURRENT FISCAL YEAR TO DATE	% Of Sales	DECEMBER 31, 2022 PRIOR FISCAL YEAR TO DATE	% Of Sales	Inc or (Dec)
GAME SALES:						
SCRATCH-OFFS	286,991,597	1,557,277,654	62.92%	1,674,738,935	65.61%	
FAST PLAY	16,523,789	82,872,011	3.35%	71,512,692	2.80%	
DRAW	131,386,946	809,258,378	32.70%	781,472,206	30.62%	
MONITOR GAMES	4,400,197	25,418,198	1.03%	24,753,193	0.97%	
PICK 2	518,286	2,990,466	0.12%	3,030,247	0.12%	
PICK 3	21,352,578	123,254,457	4.98%	129,920,046	5.09%	
PICK 4	18,844,050	107,388,172	4.34%	113,637,544	4.45%	
PICK 5	4,568,794	26,622,597	1.08%	27,030,369	1.06%	
WILD BALL	3,942,991	22,620,662	0.91%	21,943,379	0.86%	
CASH 5	9,573,774	58,020,350	2.34%	53,812,132	2.11%	
MATCH 6	14,446,596	61,943,576	2.50%	52,183,942	2.04%	
TREASURE HUNT	2,550,239	14,270,769	0.58%	14,431,975	0.57%	
POWERBALL/POWERPLAY/DOUBLEPLAY	38,671,376	244,610,497	9.88%	199,693,395	7.82%	
MEGAMILLIONS/MEGAPLIER	8,476,284	125,952,282	5.09%	144,672,003	5.67%	
CASH4LIFE	1,868,558	11,652,890	0.47%	11,435,934	0.45%	
RAFFLE	6,573,420	9,931,660	0.40%	9,681,240	0.38%	
KENO	3,324,938	18,966,316	0.77%	18,286,170	0.72%	
XPRESS SPORTS	1,075,259	6,451,882	0.26%	6,467,023	0.25%	
TOTAL TRADITIONAL GAME SALES	\$439,302,529	\$2,474,826,241	100.00%	\$2,552,477,026	100.00%	(\$77,650,785)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	1,090	23,873	0.00%	32,362	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	7,729,371	38,257,455	1.55%	37,740,259	1.48%	
INSTANT GAMES	5,234,817	13,205,098	0.53%	16,033,993	0.63%	
RETAILER COMMISSION	21,932,094	123,484,962	4.99%	127,936,992	5.01%	
TOTAL COMMISSION	34,896,282	174,947,515	7.07%	181,711,244	7.12%	
LIABILITY FOR PRIZES	278,134,552	1,602,108,566	64.74%	1,675,412,771	65.64%	
TOTAL COST OF SALES	313,031,924	1,777,079,954	71.81%	1,857,156,377	72.76%	(\$80,076,423)
NET REVENUE BEFORE OPERATING EXPENSES	126,270,605	697,746,287		695,320,649		
LOTTERY BUREAU EXPENSES						
Advertising	3,472,005	20,832,030		21,738,712		
Personnel	3,413,140	14,315,275		12,548,448		
Operating	3,827,154	9,215,446		6,833,562		
Fixed Assets	6,596	6,596		14,999,662		
Sub Total	7,246,890	23,537,317		34,381,672		
Augmentations	(1,815)	(10,625)		(10,665)		
TOTAL ADMINISTRATIVE COSTS	10,717,080	44,358,722	1.79%	56,109,719	2.20%	(\$11,750,997)
NET OPERATING REVENUE	\$115,553,525	\$653,387,565		\$639,210,930		\$14,176,635
% OF TRADITIONAL SALES	26.30%	26.40%		25.04%		
OTHER:						
INTEREST	3,642,373	17,675,102		7,794,672		
MISCELLANEOUS	1,223	8,055		0		
TOTAL	3,643,596	17,683,157		7,794,672		
NET TRADITIONAL REVENUE	\$119,197,121	\$671,070,722		\$647,005,602		\$24,065,120
% OF TRADITIONAL SALES	27.13%	27.12%		25.35%		
RETAIL INCENTIVE PROGRAM	\$7,482,404	\$20,146,407		\$23,695,498		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.40%				
NET GAMING REVENUE	\$8,318,614	\$47,121,914		\$38,046,481		
TOTAL NET REVENUE	\$120,033,331	\$698,046,229		\$661,356,585		

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ILOTTERY

INCOME:	DECEMBER 31, 2023 CURRENT MONTH	DECEMBER 31, 2023 CURRENT FISCAL YEAR TO DATE	DECEMBER 31, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	89,065,423	485,156,026	430,509,795	
PRIZE PAYOUT	78,453,981	429,384,067	382,232,955	
PROMOTION & BONUSES	1,421,285	9,285,853	9,145,434	
GROSS GAMING REVENUE	\$9,190,157	\$46,486,106	\$39,131,406	\$7,354,700
PICK 2	19,563	115,057	84,576	
PICK 3	270,727	1,482,375	999,549	
PICK 4	274,260	1,471,728	975,157	
PICK 5	134,832	734,723	547,540	
WILD BALL	182,448	1,055,919	778,200	
MATCH 6	768,598	3,162,734	1,964,458	
TREASURE HUNT	176,140	965,174	886,129	
POWERBALL/POWERPLAY/DOUBLEPLAY	2,601,712	15,614,806	10,832,235	
MEGAMILLIONS/MEGAPLIER	573,911	7,744,722	7,843,082	
CASH4LIFE	302,268	1,856,672	1,546,036	
TRADITIONAL GAME SALES	5,304,459	34,203,910	26,456,962	
TRADITIONAL PRIZES	1,665,331	8,728,669	6,792,952	
PROMOTION & BONUSES	347,480	1,867,326	971,612	
GROSS TRADITIONAL REVENUE	\$3,291,648	\$23,607,915	\$18,692,398	\$4,915,517
AFFILIATE COSTS	28,510	222,185	71,120	
VENDOR COMMISSIONS	1,476,102	8,471,532	8,169,701	
PRIZE LIABILITY	1,651,570	8,539,851	6,756,902	
ADVERTISING	777,995	4,667,970	3,761,288	
PERSONNEL	218,722	896,685	836,010	
OPERATING	10,292	174,244	182,587	
AUGMENTATIONS	0	(360)	(285)	
TOTAL COSTS	\$4,163,191	\$22,972,107	\$19,777,323	\$3,194,784
NET GAMING REVENUE	\$8,318,614	\$47,121,914	\$38,046,481	\$9,075,433