

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

INCOME:	JULY 31, 2023 CURRENT MONTH	JULY 31, 2023 CURRENT FISCAL YEAR TO DATE	%	JULY 31, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	255,019,490	255,019,490	56.98%	269,688,248	60.58%	
FAST PLAY	12,061,795	12,061,795	2.69%	10,831,812	2.43%	
DRAW	176,225,496	176,225,496	39.37%	160,452,981	36.04%	
MONITOR GAMES	4,286,566	4,286,566	0.96%	4,196,612	0.94%	
PICK 2	496,640	496,640	0.11%	494,084	0.11%	
PICK 3	20,759,367	20,759,367	4.64%	22,749,474	5.11%	
PICK 4	17,508,568	17,508,568	3.91%	19,018,132	4.27%	
PICK 5	4,460,519	4,460,519	1.00%	4,625,349	1.04%	
WILD BALL	3,724,049	3,724,049	0.83%	3,634,096	0.82%	
CASH 5	11,440,658	11,440,658	2.56%	7,428,680	1.67%	
MATCH 6	7,969,012	7,969,012	1.78%	7,889,442	1.77%	
TREASURE HUNT	2,399,466	2,399,466	0.54%	2,756,493	0.62%	
POWERBALL/POWERPLAY/DOUBLEPLAY	59,599,555	59,599,555	13.32%	14,799,192	3.32%	
MEGAMILLIONS/MEGAPLIER	45,796,154	45,796,154	10.23%	75,094,535	16.87%	
CASH4LIFE	2,071,508	2,071,508	0.46%	1,963,504	0.44%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,194,107	3,194,107	0.71%	3,023,584	0.68%	
XPRESS SPORTS	1,092,459	1,092,459	0.24%	1,173,028	0.26%	
TOTAL TRADITIONAL GAME SALES	\$447,593,347	\$447,593,347	100.00%	\$445,169,653	100.00%	\$2,423,694
LESS COST OF SALES:						
LOST/STOLEN TICKETS	1,250	1,250	0.00%	2,642	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	6,658,292	6,658,292	1.49%	5,966,041	1.34%	
INSTANT GAMES	1,555,356	1,555,356	0.35%	2,536,222	0.57%	
RETAILER COMMISSION	22,421,993	22,421,993	5.01%	22,277,265	5.00%	
TOTAL COMMISSION	30,635,641	30,635,641	6.84%	30,779,528	6.91%	
LIABILITY FOR PRIZES	288,222,101	288,222,101	64.39%	289,311,942	64.99%	
TOTAL COST OF SALES	318,858,992	318,858,992	71.24%	320,094,112	71.90%	(\$1,235,120)
NET REVENUE BEFORE OPERATING EXPENSES	128,734,355	128,734,355		125,075,541		
LOTTERY BUREAU EXPENSES						
Advertising	3,472,005	3,472,005		3,623,119		
Personnel	1,620,062	1,620,062		1,541,065		
Operating	717,219	717,219		650,524		
Fixed Assets	0	0		0		
Sub Total	2,337,281	2,337,281		2,191,589		
Augmentations	(1,830)	(1,830)		(1,935)		
TOTAL ADMINISTRATIVE COSTS	5,807,456	5,807,456	1.30%	5,812,773	1.31%	(\$5,317)
NET OPERATING REVENUE	\$122,926,899	\$122,926,899		\$119,262,768		\$3,664,131
% OF TRADITIONAL SALES	27.46%	27.46%		26.79%		
OTHER:						
INTEREST	2,314,608	2,314,608		402,307		
MISCELLANEOUS	1,347	1,347		0		
TOTAL	2,315,955	2,315,955		402,307		
NET TRADITIONAL REVENUE	\$125,242,854	\$125,242,854		\$119,665,075		\$5,577,779
% OF TRADITIONAL SALES	27.98%	27.98%		26.88%		
RETAIL INCENTIVE PROGRAM	\$228,069	\$228,069		\$195,176		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.00%				
NET GAMING REVENUE	\$9,879,847	\$9,879,847		\$7,039,643		
TOTAL NET REVENUE	\$134,894,632	\$134,894,632		\$126,509,542		

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ILOTTERY

INCOME:	JULY 31, 2023 CURRENT MONTH	JULY 31, 2023 CURRENT FISCAL YEAR TO DATE	JULY 31, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	74,853,685	74,853,685	66,299,835	
PRIZE PAYOUT	65,515,847	65,515,847	58,216,669	
PROMOTION & BONUSES	1,506,724	1,506,724	1,351,609	
GROSS GAMING REVENUE	\$7,831,114	\$7,831,114	\$6,731,557	\$1,099,557
PICK 2	19,481	19,481	15,203	
PICK 3	241,635	241,635	163,842	
PICK 4	233,246	233,246	147,536	
PICK 5	115,091	115,091	87,461	
WILD BALL	170,238	170,238	123,279	
MATCH 6	417,340	417,340	249,884	
TREASURE HUNT	157,899	157,899	164,682	
POWERBALL/POWERPLAY/DOUBLEPLAY	3,658,005	3,658,005	989,462	
MEGAMILLIONS/MEGAPLIER	2,776,688	2,776,688	3,403,551	
CASH4LIFE	343,804	343,804	272,834	
TRADITIONAL GAME SALES	8,133,427	8,133,427	5,617,734	
TRADITIONAL PRIZES	1,788,736	1,788,736	1,410,287	
PROMOTION & BONUSES	328,815	328,815	158,940	
GROSS TRADITIONAL REVENUE	\$6,015,876	\$6,015,876	\$4,048,507	\$1,967,369
AFFILIATE COSTS	14,129	14,129	9,000	
VENDOR COMMISSIONS	1,501,830	1,501,830	1,308,194	
PRIZE LIABILITY	1,552,937	1,552,937	1,672,904	
ADVERTISING	777,995	777,995	626,881	
PERSONNEL	101,139	101,139	103,008	
OPERATING	19,203	19,203	20,464	
AUGMENTATIONS	(90)	(90)	(30)	
TOTAL COSTS	\$3,967,143	\$3,967,143	\$3,740,421	\$226,722
NET GAMING REVENUE	\$9,879,847	\$9,879,847	\$7,039,643	\$2,840,204