

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

INCOME:	NOVEMBER 30, 2023 CURRENT MONTH	NOVEMBER 30, 2023 CURRENT FISCAL YEAR TO DATE	%	NOVEMBER 30, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	241,376,579	1,270,286,057	62.41%	1,370,348,078	65.00%	
FAST PLAY	13,046,147	66,348,222	3.26%	57,221,030	2.71%	
DRAW	102,254,477	677,871,432	33.30%	660,451,565	31.33%	
MONITOR GAMES	4,206,823	21,018,001	1.03%	20,311,767	0.96%	
PICK 2	477,479	2,472,180	0.12%	2,472,377	0.12%	
PICK 3	19,797,483	101,901,879	5.01%	107,804,215	5.11%	
PICK 4	17,604,113	88,544,122	4.35%	93,778,838	4.45%	
PICK 5	4,262,926	22,053,803	1.08%	22,433,422	1.06%	
WILD BALL	3,667,760	18,677,671	0.92%	18,081,774	0.86%	
CASH 5	13,860,758	48,446,576	2.38%	43,058,156	2.04%	
MATCH 6	9,540,518	47,496,980	2.33%	44,546,058	2.11%	
TREASURE HUNT	2,293,794	11,720,530	0.58%	12,030,761	0.57%	
POWERBALL/POWERPLAY/DOUBLEPLAY	16,388,890	205,939,121	10.12%	185,063,855	8.78%	
MEGAMILLIONS/MEGAPLIER	9,210,668	117,475,998	5.77%	118,404,831	5.62%	
CASH4LIFE	1,791,848	9,784,332	0.48%	9,568,438	0.45%	
RAFFLE	3,358,240	3,358,240	0.16%	3,208,840	0.15%	
KENO	3,063,332	15,641,378	0.77%	14,922,637	0.71%	
XPRESS SPORTS	1,143,491	5,376,623	0.26%	5,389,130	0.26%	
TOTAL TRADITIONAL GAME SALES	\$360,884,026	\$2,035,523,712	100.00%	\$2,108,332,440	100.00%	(\$72,808,728)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	3,142	22,783	0.00%	30,073	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,512,726	30,528,084	1.50%	29,509,231	1.40%	
INSTANT GAMES	1,524,536	7,970,281	0.39%	14,128,831	0.67%	
RETAILER COMMISSION	18,095,647	101,552,868	4.99%	105,770,143	5.02%	
TOTAL COMMISSION	25,132,909	140,051,233	6.88%	149,408,205	7.09%	
LIABILITY FOR PRIZES	237,385,454	1,323,974,014	65.04%	1,391,845,455	66.02%	
TOTAL COST OF SALES	262,521,505	1,464,048,030	71.92%	1,541,283,733	73.10%	(\$77,235,703)
NET REVENUE BEFORE OPERATING EXPENSES	98,362,521	571,475,682		567,048,707		
LOTTERY BUREAU EXPENSES						
Advertising	3,472,005	17,360,025		18,115,593		
Personnel	2,693,719	10,902,135		9,528,924		
Operating	1,607,681	5,388,292		5,209,643		
Fixed Assets	0	0		14,999,662		
Sub Total	4,301,400	16,290,427		29,738,229		
Augmentations	(1,335)	(8,810)		(9,360)		
TOTAL ADMINISTRATIVE COSTS	7,772,070	33,641,642	1.65%	47,844,462	2.27%	(\$14,202,820)
NET OPERATING REVENUE	\$90,590,451	\$537,834,040		\$519,204,245		\$18,629,795
% OF TRADITIONAL SALES	25.10%	26.42%		24.63%		
OTHER:						
INTEREST	3,400,083	14,032,729		5,206,385		
MISCELLANEOUS	1,130	6,832		0		
TOTAL	3,401,213	14,039,561		5,206,385		
NET TRADITIONAL REVENUE	\$93,991,664	\$551,873,601		\$524,410,630		\$27,462,971
% OF TRADITIONAL SALES	26.04%	27.11%		24.87%		
RETAIL INCENTIVE PROGRAM	\$28,000	\$12,664,003		\$9,768,108		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.25%				
NET GAMING REVENUE	\$6,659,690	\$38,803,300		\$30,526,925		
TOTAL NET REVENUE	\$100,623,354	\$578,012,898		\$545,169,447		

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

INCOME:	NOVEMBER 30, 2023 CURRENT MONTH	NOVEMBER 30, 2023 CURRENT FISCAL YEAR TO DATE	NOVEMBER 30, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	81,234,889	396,090,603	348,579,457	
PRIZE PAYOUT	71,699,822	350,930,086	310,268,964	
PROMOTION & BONUSES	1,815,834	7,864,568	7,212,451	
GROSS GAMING REVENUE	\$7,719,233	\$37,295,949	\$31,098,042	\$6,197,907
PICK 2	18,030	95,494	70,068	
PICK 3	246,171	1,211,648	803,114	
PICK 4	250,384	1,197,468	774,078	
PICK 5	126,430	599,891	444,366	
WILD BALL	177,180	873,471	629,662	
MATCH 6	480,000	2,394,136	1,655,572	
TREASURE HUNT	158,247	789,034	735,527	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,148,238	13,013,094	9,853,278	
MEGAMILLIONS/MEGAPLIER	628,109	7,170,811	6,278,968	
CASH4LIFE	279,168	1,554,404	1,287,850	
TRADITIONAL GAME SALES	3,511,957	28,899,451	22,532,483	
TRADITIONAL PRIZES	953,720	7,063,338	5,841,593	
PROMOTION & BONUSES	293,971	1,519,846	804,468	
GROSS TRADITIONAL REVENUE	\$2,264,266	\$20,316,267	\$15,886,422	\$4,429,845
AFFILIATE COSTS	62,892	193,675	62,120	
VENDOR COMMISSIONS	1,541,202	6,995,430	6,619,467	
PRIZE LIABILITY	713,861	6,888,281	5,877,679	
ADVERTISING	777,995	3,889,975	3,134,407	
PERSONNEL	170,950	677,963	636,336	
OPERATING	56,909	163,952	127,770	
AUGMENTATIONS	0	(360)	(240)	
TOTAL COSTS	\$3,323,809	\$18,808,916	\$16,457,539	\$2,351,377
NET GAMING REVENUE	\$6,659,690	\$38,803,300	\$30,526,925	\$8,276,375