

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

INCOME:	OCTOBER 31, 2023 CURRENT MONTH	OCTOBER 31, 2023 CURRENT FISCAL YEAR TO DATE	%	OCTOBER 31, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	264,002,922	1,028,909,478	61.44%	1,082,847,611	66.23%	
FAST PLAY	14,603,042	53,302,075	3.18%	45,167,403	2.76%	
DRAW	143,876,392	575,616,955	34.37%	490,703,757	30.01%	
MONITOR GAMES	4,355,506	16,811,178	1.00%	16,253,437	0.99%	
PICK 2	514,972	1,994,701	0.12%	1,968,285	0.12%	
PICK 3	20,443,723	82,104,396	4.90%	87,481,886	5.35%	
PICK 4	18,236,018	70,940,009	4.24%	75,318,971	4.61%	
PICK 5	4,454,287	17,790,877	1.06%	18,130,251	1.11%	
WILD BALL	3,843,184	15,009,911	0.90%	14,473,473	0.89%	
CASH 5	8,628,300	34,585,818	2.07%	35,236,964	2.16%	
MATCH 6	9,155,048	37,956,462	2.27%	34,193,406	2.09%	
TREASURE HUNT	2,470,351	9,426,736	0.56%	9,922,991	0.61%	
POWERBALL/POWERPLAY/DOUBLEPLAY	63,505,883	189,550,231	11.32%	100,282,739	6.13%	
MEGAMILLIONS/MEGAPLIER	10,560,880	108,265,330	6.46%	106,046,691	6.49%	
CASH4LIFE	2,063,746	7,992,484	0.48%	7,648,100	0.47%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,286,042	12,578,046	0.75%	11,870,097	0.73%	
XPRESS SPORTS	1,069,464	4,233,132	0.25%	4,383,340	0.27%	
TOTAL TRADITIONAL GAME SALES	\$426,837,862	\$1,674,639,686	100.00%	\$1,634,972,208	100.00%	\$39,667,478
LESS COST OF SALES:						
LOST/STOLEN TICKETS	9,418	19,641	0.00%	29,972	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,855,596	25,015,358	1.49%	23,400,941	1.43%	
INSTANT GAMES	1,668,579	6,445,745	0.38%	12,375,366	0.76%	
RETAILER COMMISSION	20,974,481	83,457,221	4.98%	82,006,230	5.02%	
TOTAL COMMISSION	28,498,656	114,918,324	6.86%	117,782,537	7.20%	
LIABILITY FOR PRIZES	269,623,992	1,086,588,560	64.88%	1,081,592,618	66.15%	
TOTAL COST OF SALES	298,132,066	1,201,526,525	71.75%	1,199,405,127	73.36%	\$2,121,398
NET REVENUE BEFORE OPERATING EXPENSES	128,705,796	473,113,161		435,567,081		
LOTTERY BUREAU EXPENSES						
Advertising	3,472,005	13,888,020		14,492,474		
Personnel	2,180,489	8,208,416		7,555,761		
Operating	770,952	3,780,611		4,227,467		
Fixed Assets	0	0		0		
Sub Total	2,951,441	11,989,027		11,783,228		
Augmentations	(1,455)	(7,475)		(7,590)		
TOTAL ADMINISTRATIVE COSTS	6,421,991	25,869,572	1.54%	26,268,112	1.61%	(\$398,540)
NET OPERATING REVENUE	\$122,283,805	\$447,243,589		\$409,298,969		\$37,944,620
% OF TRADITIONAL SALES	28.65%	26.71%		25.03%		
OTHER:						
INTEREST	2,947,718	10,632,646		3,460,210		
MISCELLANEOUS	1,362	5,702		0		
TOTAL	2,949,080	10,638,348		3,460,210		
NET TRADITIONAL REVENUE	\$125,232,885	\$457,881,937		\$412,759,179		\$45,122,758
% OF TRADITIONAL SALES	29.34%	27.34%		25.25%		
RETAIL INCENTIVE PROGRAM	\$411,717	\$12,636,003		\$9,394,215		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.25%				
NET GAMING REVENUE	\$9,052,840	\$32,143,610		\$22,496,168		
TOTAL NET REVENUE	\$133,874,008	\$477,389,544		\$425,861,132		

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ILOTTERY

INCOME:	OCTOBER 31, 2023 CURRENT MONTH	OCTOBER 31, 2023 CURRENT FISCAL YEAR TO DATE	OCTOBER 31, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	87,817,087	314,855,714	267,638,248	
PRIZE PAYOUT	77,812,739	279,230,264	239,253,414	
PROMOTION & BONUSES	1,400,582	6,048,734	5,159,240	
GROSS GAMING REVENUE	\$8,603,766	\$29,576,716	\$23,225,594	\$6,351,122
PICK 2	22,565	77,464	55,244	
PICK 3	244,342	965,477	640,695	
PICK 4	241,233	947,084	609,223	
PICK 5	123,203	473,461	361,192	
WILD BALL	182,350	696,291	502,028	
MATCH 6	467,150	1,914,136	1,224,144	
TREASURE HUNT	177,018	630,787	597,085	
POWERBALL/POWERPLAY/DOUBLEPLAY	3,901,948	11,864,856	6,284,364	
MEGAMILLIONS/MEGAPLIER	709,619	6,542,702	5,354,444	
CASH4LIFE	327,498	1,275,236	1,008,168	
TRADITIONAL GAME SALES	6,396,926	25,387,494	16,636,587	
TRADITIONAL PRIZES	1,678,674	6,109,618	4,384,372	
PROMOTION & BONUSES	312,615	1,225,875	534,202	
GROSS TRADITIONAL REVENUE	\$4,405,637	\$18,052,001	\$11,718,013	\$6,333,988
AFFILIATE COSTS	14,129	130,783	53,120	
VENDOR COMMISSIONS	1,621,750	5,454,228	5,030,598	
PRIZE LIABILITY	1,391,487	6,174,420	4,240,120	
ADVERTISING	777,995	3,111,980	2,507,526	
PERSONNEL	136,151	507,013	505,738	
OPERATING	15,141	107,043	110,532	
AUGMENTATIONS	(90)	(360)	(195)	
TOTAL COSTS	\$3,956,563	\$15,485,107	\$12,447,439	\$3,037,668
NET GAMING REVENUE	\$9,052,840	\$32,143,610	\$22,496,168	\$9,647,442