

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

INCOME:	CURRENT MONTH <u>JUNE 30, 2011</u>	JUNE 30, 2011 CURRENT FISCAL <u>YEAR TO DATE</u>	% Of Sales	JUNE 30, 2010 CURRENT FISCAL <u>YEAR TO DATE</u>	% Of Sales	Inc or (Dec)
GAME SALES:						
INSTANT	154,019,340	1,922,112,455	59.92%	1,748,708,347	57.04%	
DAILY NUMBER	29,677,841	379,674,036	11.84%	387,751,383	12.65%	
BIG 4	20,097,853	254,494,038	7.93%	260,350,750	8.49%	
CASH 5	13,926,154	172,249,332	5.37%	180,424,864	5.89%	
POWERBALL	13,296,600	178,163,756	5.55%	265,134,911	8.65%	
POWERPLAY	2,660,731	36,011,488	1.12%	48,340,600	1.58%	
MEGAMILLIONS	5,899,024	107,928,559	3.36%	34,624,232	1.13%	
MEGAPLIER	1,087,861	18,292,287	0.57%	6,202,201	0.20%	
RAFFLE	4,713,600	19,965,360	0.62%	18,413,960	0.60%	
MIX & MATCH	0	0	0.00%	16,628,902	0.54%	
MATCH 6	4,080,096	56,324,340	1.76%	3,037,818	0.10%	
SUPER 7	0	0	0.00%	42,334,332	1.38%	
TREASURE HUNT	2,052,256	22,703,721	0.71%	19,464,176	0.63%	
QUINTO	3,391,370	39,988,678	1.25%	34,300,934	1.12%	
TOTAL GAME SALES	\$254,902,726	\$3,207,908,050	100.00%	\$3,065,717,410	100.00%	\$142,190,640
GROSS REVENUE	254,902,726	3,207,908,050		3,065,717,410		
LESS COST OF SALES:						
LOST/STOLEN TICKETS	2,372	81,376	0.00%	99,378	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	2,588,393	30,579,021	0.95%	29,126,634	0.95%	
INSTANT GAMES	3,123,365	21,727,781	0.68%	17,742,737	0.58%	
RETAILER COMMISSION	12,883,343	168,592,817	5.26%	160,113,860	5.22%	
TOTAL COMMISSION	18,595,101	220,899,619	6.89%	206,983,231	6.75%	
LIABILITY FOR PRIZES	161,273,994	1,958,432,018	61.05%	1,867,081,059	60.90%	
TOTAL COST OF SALES	179,871,467	2,179,413,013	67.94%	2,074,163,668	67.66%	\$105,249,345
NET REVENUE BEFORE OPERATING EXPENSES	75,031,259	1,028,495,037		991,553,742		
LOTTERY BUREAU EXPENSES						
Advertising	3,824,833	36,861,709		41,229,465		
Augmentations	0	0		(3,329,136)		
	3,824,833	36,861,709		37,900,329		
Personnel	2,398,733	18,175,487		17,603,327		
Operating	1,764,531	14,201,114		12,933,360		
Fixed Assets	4,611,288	4,620,788		8,313,010		
Sub Total	8,774,552	36,997,389		38,849,697		
Augmentations	(2,665)	(161,048)		(149,385)		
TOTAL ADMINISTRATIVE COSTS	12,596,720	73,698,050	2.30%	76,600,641	2.50%	(\$2,902,591)
NET OPERATING REVENUE	\$62,434,539	\$954,796,987		\$914,953,101		\$39,843,886
% OF SALES	24.49%	29.76%		29.84%		
OTHER:						
INTEREST	131,566	5,654,794		652,276		
MISCELLANEOUS	3,315	158,990		131,759		
TOTAL	134,881	5,813,784		784,035		\$5,029,749
NET REVENUE	\$62,569,420	\$960,610,771		\$915,737,136		\$44,873,635
% OF SALES	24.55%	29.95%		29.87%		

* Expanded Sales fund combined with General Operations fund, prior year restated for comparison.