

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

INCOME:	JUNE 30, 2016 CURRENT MONTH	JUNE 30, 2016 CURRENT FISCAL YEAR TO DATE	% Of Sales	JUNE 30, 2015 PRIOR FISCAL YEAR TO DATE	% Of Sales	Inc or (Dec)
GAME SALES:						
INSTANT	220,048,927	2,792,667,334	67.54%	2,591,597,309	67.84%	
PICK 2	593,822	8,610,484	0.21%	7,047,429	0.18%	
PICK 3	24,464,578	293,974,904	7.11%	310,920,184	8.14%	
PICK 4	18,990,962	232,711,271	5.63%	234,832,113	6.15%	
PICK 5	3,864,783	45,766,531	1.11%	43,763,437	1.15%	
CASH 5	9,229,772	137,072,754	3.31%	136,196,470	3.57%	
MATCH 6	4,782,288	67,189,562	1.62%	68,022,478	1.78%	
TREASURE HUNT	3,507,953	29,128,664	0.70%	28,622,099	0.75%	
POWERBALL/POWERPLAY	17,492,151	357,998,640	8.66%	239,842,761	6.28%	
MEGAMILLIONS/MEGAPLIER	21,299,711	106,368,028	2.57%	124,931,241	3.27%	
MONOPOLY	0	0	0.00%	5,009,770	0.13%	
CASH4LIFE	2,360,724	32,124,518	0.78%	11,300,080	0.30%	
RAFFLE	3,492,200	31,552,120	0.76%	17,557,540	0.46%	
TOTAL GAME SALES	\$330,127,871	\$4,135,164,810	100.00%	\$3,819,642,911	100.00%	\$315,521,899
LESS COST OF SALES:						
LOST/STOLEN TICKETS	5,070	67,610	0.00%	54,525	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	3,469,817	41,316,455	1.00%	38,540,943	1.01%	
INSTANT GAMES	3,544,185	37,043,927	0.90%	31,201,644	0.82%	
RETAILER COMMISSION	16,617,965	218,298,755	5.28%	203,238,185	5.32%	
TOTAL COMMISSION	23,631,967	296,659,137	7.17%	272,980,772	7.15%	
LIABILITY FOR PRIZES	211,368,164	2,639,838,073	63.84%	2,411,651,816	63.14%	
TOTAL COST OF SALES	235,005,201	2,936,564,820	71.01%	2,684,687,113	70.29%	\$251,877,707
NET REVENUE BEFORE OPERATING EXPENSES	95,122,670	1,198,599,990		1,134,955,798		
LOTTERY BUREAU EXPENSES						
Advertising	5,818,666	44,000,000		39,997,608		
Personnel	2,480,517	22,185,379		21,577,168		
Operating	1,000,788	11,976,423		11,518,921		
Fixed Assets	147,340	201,740		2,838,412		
Sub Total	3,628,645	34,363,542		35,934,501		
Augmentations	(615)	(153,266)		(159,990)		
TOTAL ADMINISTRATIVE COSTS	9,446,696	78,210,276	1.89%	75,772,119	1.98%	\$2,438,157
NET OPERATING REVENUE	\$85,675,974	\$1,120,389,714		\$1,059,183,679		\$61,206,035
% OF SALES	25.95%	27.09%		27.73%		
OTHER:						
INTEREST	114,198	927,780		1,677,311		
MISCELLANEOUS	0	43		481		
TOTAL	114,198	927,823		1,677,792		
NET REVENUE	\$85,790,172	\$1,121,317,537		\$1,060,861,471		\$60,456,066
% OF SALES	25.99%	27.12%		27.77%		