

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

INCOME:	JUNE 30, 2017 CURRENT MONTH	JUNE 30, 2017 CURRENT FISCAL YEAR TO DATE	%	JUNE 30, 2016 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	208,111,399	2,726,625,523	68.14%	2,792,667,334	67.54%	
FAST PLAY	10,249,871	55,007,649	1.37%	0	0.00%	
DRAW	110,565,359	1,219,402,201	30.49%	1,342,497,476	32.46%	
PICK 2	516,358	7,011,306	0.18%	8,610,484	0.21%	
PICK 3	22,588,891	283,826,984	7.09%	293,974,904	7.11%	
PICK 4	18,611,769	229,633,798	5.74%	232,711,271	5.63%	
PICK 5	3,575,346	45,873,222	1.15%	45,766,531	1.11%	
WILD BALL	2,048,793	23,438,224	0.59%	0	0.00%	
CASH 5	11,358,977	129,926,506	3.25%	137,072,754	3.31%	
MATCH 6	10,480,146	79,601,492	1.99%	67,189,562	1.62%	
TREASURE HUNT	2,740,874	31,814,460	0.80%	29,128,664	0.70%	
POWERBALL/POWERPLAY	25,673,071	252,588,752	6.31%	357,998,640	8.66%	
MEGAMILLIONS/MEGAPLIER	8,132,980	94,406,907	2.36%	106,368,028	2.57%	
CASH4LIFE	1,646,274	22,492,390	0.56%	32,124,518	0.78%	
RAFFLE	3,191,880	18,788,160	0.47%	31,552,120	0.76%	
<b>TOTAL GAME SALES</b>	<b>\$328,926,629</b>	<b>\$4,001,035,373</b>	<b>100.00%</b>	<b>\$4,135,164,810</b>	<b>100.00%</b>	<b>(\$134,129,437)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	3,547	55,506	0.00%	67,610	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	3,561,065	41,700,912	1.04%	41,316,455	1.00%	
INSTANT GAMES	2,241,305	26,428,277	0.66%	37,043,927	0.90%	
RETAILER COMMISSION	16,560,512	211,420,782	5.28%	218,298,755	5.28%	
TOTAL COMMISSION	22,362,882	279,549,971	6.99%	296,659,137	7.17%	
LIABILITY FOR PRIZES	211,136,401	2,588,266,918	64.69%	2,639,838,073	63.84%	
<b>TOTAL COST OF SALES</b>	<b>233,502,830</b>	<b>2,867,872,395</b>	<b>71.68%</b>	<b>2,936,564,820</b>	<b>71.01%</b>	<b>(\$68,692,425)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>95,423,799</b>	<b>1,133,162,978</b>		<b>1,198,599,990</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	6,424,704	44,000,000		44,000,000		
Personnel	2,678,744	22,861,384		22,185,379		
Operating	2,282,331	14,974,708		11,976,423		
Fixed Assets	758,204	7,012,156		201,740		
Sub Total	5,719,279	44,848,248		34,363,542		
Augmentations	(1,660)	(153,555)		(153,266)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>12,142,323</b>	<b>88,694,693</b>	<b>2.22%</b>	<b>78,210,276</b>	<b>1.89%</b>	<b>\$10,484,417</b>
<b>NET OPERATING REVENUE</b>	<b>\$83,281,476</b>	<b>\$1,044,468,285</b>		<b>\$1,120,389,714</b>		<b>(\$75,921,429)</b>
<b>% OF SALES</b>	<b>25.32%</b>	<b>26.10%</b>		<b>27.09%</b>		
<b>OTHER:</b>						
INTEREST	159,960	1,263,033		927,780		
MISCELLANEOUS	0	20		43		
<b>TOTAL</b>	<b>159,960</b>	<b>1,263,053</b>		<b>927,823</b>		
<b>NET REVENUE</b>	<b>\$83,441,436</b>	<b>\$1,045,731,338</b>		<b>\$1,121,317,537</b>		<b>(\$75,586,199)</b>
<b>% OF SALES</b>	<b>25.37%</b>	<b>26.14%</b>		<b>27.12%</b>		