

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

INCOME:	JANUARY 31, 2020 CURRENT MONTH	JANUARY 31, 2020 CURRENT FISCAL YEAR TO DATE	% Of Sales	JANUARY 31, 2019 PRIOR FISCAL YEAR TO DATE	% Of Sales	Inc or (Dec)
GAME SALES:						
SCRATCH-OFFS	246,836,718	1,769,203,564	70.04%	1,723,694,724	65.70%	
FAST PLAY	8,381,778	61,354,090	2.43%	55,387,636	2.11%	
DRAW	103,309,737	659,374,812	26.10%	818,075,330	31.18%	
MONITOR GAMES	4,401,675	36,086,920	1.43%	26,422,849	1.01%	
PICK 2	442,768	3,161,410	0.13%	3,343,200	0.13%	
PICK 3	22,083,852	154,824,126	6.13%	157,784,208	6.01%	
PICK 4	18,547,467	131,737,795	5.22%	132,400,200	5.05%	
PICK 5	3,847,061	27,328,618	1.08%	26,844,167	1.02%	
WILD BALL	2,443,382	16,998,149	0.67%	16,046,853	0.61%	
CASH 5	7,208,757	57,247,403	2.27%	64,055,029	2.44%	
MATCH 6	11,066,842	71,530,544	2.83%	73,396,638	2.80%	
TREASURE HUNT	2,775,999	15,979,573	0.99%	16,597,999	0.99%	
POWERBALL/POWERPLAY	24,186,444	92,176,882	3.65%	136,519,976	5.20%	
MEGAMILLIONS/MEGAPLIER	7,946,471	63,019,303	2.49%	171,240,355	6.53%	
CASH LIFE	2,442,290	15,674,006	0.62%	9,857,484	0.38%	
RAFFLE	647,480	10,000,000	0.40%	10,000,000	0.38%	
KENO	3,568,923	33,544,613	1.33%	25,126,122	0.96%	
XPRESS SPORTS	832,752	2,542,307	0.10%	1,296,727	0.05%	
TOTAL TRADITIONAL GAME SALES	\$362,929,908	\$2,526,019,386	100.00%	\$2,623,580,539	100.00%	(\$97,561,153)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	1,729	45,462	0.00%	40,401	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,031,711	32,080,686	1.27%	31,877,498	1.22%	
INSTANT GAMES	2,699,485	18,743,212	0.74%	18,231,275	0.69%	
RETAILER COMMISSION	18,454,402	128,718,593	5.10%	143,801,603	5.48%	
TOTAL COMMISSION	26,185,598	179,542,491	7.11%	193,910,376	7.39%	
LIABILITY FOR PRIZES	261,937,421	1,647,542,093	65.22%	1,701,817,876	64.87%	
TOTAL COST OF SALES	288,124,748	1,827,130,046	72.33%	1,895,768,653	72.26%	(\$68,638,607)
NET REVENUE BEFORE OPERATING EXPENSES	74,805,160	698,889,339		727,811,886		
LOTTERY BUREAU EXPENSES						
Advertising	2,750,154	27,493,828		26,675,914		
Personnel	2,576,425	13,003,784		11,959,440		
Operating	656,378	28,176,717		4,965,756		
Fixed Assets	0	0		7,794,824		
Sub Total	3,232,803	41,180,501		24,720,020		
Augmentations	(1,620)	(12,555)		(13,275)		
TOTAL ADMINISTRATIVE COSTS	5,981,337	68,661,774	2.72%	51,382,659	1.96%	\$17,279,115
NET OPERATING REVENUE	\$68,823,823	\$630,227,565		\$676,429,227		(\$46,201,662)
% OF TRADITIONAL SALES AND ILOTTERY SALES (FY 17)	18.96%	24.95%		25.78%		
OTHER:						
INTEREST	235,129	2,082,168		2,151,074		
MISCELLANEOUS	0	0		26		
TOTAL	235,129	2,082,168		2,151,100		
NET TRADITIONAL REVENUE	\$69,058,952	\$632,309,733		\$678,580,327		(\$46,270,594)
% OF TRADITIONAL SALES AND ILOTTERY SALES (FY 17)	19.03%	25.03%		25.86%		
RETAIL INCENTIVE PROGRAM	\$116,119	\$10,971,694		\$8,888,038		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,503,328,678		\$4,200,564,811		
RETAIL INCENTIVE %		0.24%		0.21%		
NET GAMING REVENUE	\$4,989,053	\$28,733,513		\$12,815,235		
TOTAL NET REVENUE	\$73,931,886	\$650,071,552		\$682,507,524		

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ILOTTERY

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PLAYS	51,372,993	341,590,200	174,446,127	
PRIZE PAYOUT	44,596,994	297,642,140	152,033,408	
PROMOTION & BONUSES	748,872	4,953,796	1,501,448	
GROSS GAMING REVENUE	\$6,027,127	\$38,994,264	\$20,911,271	\$18,082,993
POWERBALL/POWERPLAY	212,686	212,686	0	
MEGAMILLIONS/MEGAPLIER	91,416	91,416	0	
TRADITIONAL GAME SALES	304,102	\$304,102	\$0	
TRADITIONAL PRIZES	28,732	28,732	0	
PROMOTION & BONUSES	0	0	0	
GROSS TRADITIONAL REVENUE	\$275,370	\$275,370	\$0	\$275,370
VENDOR COSTS	818,974	5,253,527	2,206,232	
PRIZE LIABILITY	119,102	119,102	0	
ADVERTISING	201,859	4,320,475	5,317,946	
PERSONNEL	162,309	771,554	547,142	
OPERATING	11,230	72,003	24,716	
AUGMENTATIONS	(30)	(540)	0	
TOTAL COSTS	\$1,313,444	\$10,536,121	\$8,096,036	\$2,440,085
NET GAMING REVENUE	\$4,989,053	\$28,733,513	\$12,815,235	\$15,918,278