

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

INCOME:	MARCH 31, 2024 CURRENT MONTH	MARCH 31, 2024 CURRENT FISCAL YEAR TO DATE	% Of Sales	MARCH 31, 2023 PRIOR FISCAL YEAR TO DATE	% Of Sales	Inc or (Dec)
GAME SALES:						
SCRATCH-OFFS	260,266,824	2,330,388,954	63.73%	2,531,179,352	66.29%	
FAST PLAY	17,419,460	128,681,225	3.52%	107,331,428	2.81%	
DRAW	151,612,609	1,159,870,324	31.72%	1,141,676,315	29.90%	
MONITOR GAMES	4,293,589	37,863,940	1.04%	38,192,011	1.00%	
SMART CHIP PLAY	119,653	119,653	0.00%	0	0.00%	
PICK 2	535,066	4,534,803	0.12%	4,590,374	0.12%	
PICK 3	21,835,958	185,294,295	5.07%	194,897,036	5.10%	
PICK 4	19,012,302	161,528,611	4.42%	168,819,550	4.42%	
PICK 5	4,810,477	40,422,621	1.11%	40,578,347	1.06%	
WILD BALL	4,130,288	34,360,445	0.94%	33,275,202	0.87%	
CASH 5	8,283,902	79,281,658	2.17%	76,825,846	2.01%	
MATCH 6	8,439,260	96,726,682	2.65%	86,459,286	2.26%	
TREASURE HUNT	2,718,901	22,760,220	0.62%	21,266,286	0.56%	
POWERBALL/POWERPLAY/DOUBLEPLAY	44,629,020	321,642,478	8.80%	269,611,258	7.06%	
MEGAMILLIONS/MEGAPLIER	35,202,295	186,006,955	5.09%	218,126,182	5.71%	
CASH4LIFE	2,015,140	17,311,556	0.47%	17,226,948	0.45%	
RAFFLE	0	10,000,000	0.27%	10,000,000	0.26%	
KENO	3,264,531	28,456,937	0.78%	28,187,574	0.74%	
XPRESS SPORTS	1,029,058	9,407,003	0.26%	10,004,437	0.26%	
TOTAL TRADITIONAL GAME SALES	\$433,712,135	\$3,656,924,096	100.00%	\$3,818,379,106	100.00%	(\$161,455,010)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	1,188	25,580	0.00%	40,594	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	7,156,399	57,228,652	1.56%	55,005,154	1.44%	
INSTANT GAMES	5,446,372	31,096,593	0.85%	24,381,052	0.64%	
RETAILER COMMISSION	24,146,308	185,208,987	5.06%	202,105,379	5.29%	
TOTAL COMMISSION	36,749,079	273,534,232	7.48%	281,491,585	7.37%	
LIABILITY FOR PRIZES	277,945,491	2,419,604,150	66.17%	2,537,861,516	66.46%	
TOTAL COST OF SALES	314,695,758	2,693,163,962	73.65%	2,819,393,695	73.84%	(\$126,229,733)
NET REVENUE BEFORE OPERATING EXPENSES	119,016,377	963,760,134		998,985,411		
LOTTERY BUREAU EXPENSES						
Advertising	3,471,338	31,246,711		32,617,828		
Personnel	2,306,308	21,203,363		18,799,889		
Operating	977,072	16,587,152		16,295,562		
Fixed Assets	0	31,704		14,999,662		
Sub Total	3,283,380	37,822,219		50,095,113		
Augmentations	(375)	(13,105)		(155,825)		
TOTAL ADMINISTRATIVE COSTS	6,754,343	69,055,825	1.89%	82,557,116	2.16%	(\$13,501,291)
NET OPERATING REVENUE	\$112,262,034	\$894,704,309		\$916,428,295		(\$21,723,986)
% OF TRADITIONAL SALES	25.88%	24.47%		24.00%		
OTHER:						
INTEREST	3,701,424	29,154,671		15,128,489		
MISCELLANEOUS	2,863	13,034		0		
TOTAL	3,704,287	29,167,705		15,128,489		
NET TRADITIONAL REVENUE	\$115,966,321	\$923,872,014		\$931,556,785		(\$7,684,771)
% OF TRADITIONAL SALES	26.74%	25.26%		24.40%		
RETAIL INCENTIVE PROGRAM	\$4,063,477	\$24,923,511		\$25,043,829		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.50%				
NET GAMING REVENUE	\$10,894,622	\$72,519,485		\$60,263,385		
TOTAL NET REVENUE	\$122,797,466	\$971,467,988		\$966,776,341		

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INCOME:	MARCH 31, 2024 CURRENT MONTH	MARCH 31, 2024 CURRENT FISCAL YEAR TO DATE	MARCH 31, 2023 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	93,775,180	742,536,006	664,704,679	
PRIZE PAYOUT	81,889,271	657,285,367	588,582,259	
PROMOTION & BONUSES	1,226,780	12,786,388	13,671,934	
GROSS GAMING REVENUE	\$10,659,129	\$72,464,251	\$62,450,486	\$10,013,765
PICK 2	23,413	182,069	130,213	
PICK 3	320,290	2,398,978	1,615,526	
PICK 4	294,865	2,329,215	1,555,660	
PICK 5	153,128	1,184,399	857,856	
WILD BALL	207,735	1,661,383	1,224,293	
MATCH 6	467,642	5,118,152	3,454,626	
TREASURE HUNT	192,996	1,585,801	1,320,812	
POWERBALL/POWERPLAY/DOUBLEPLAY	2,987,090	20,977,391	15,364,540	
MEGAMILLIONS/MEGAPLIER	2,265,019	11,847,274	12,160,514	
CASH4LIFE	331,474	2,784,118	2,379,624	
TRADITIONAL GAME SALES	7,243,652	50,068,780	40,063,664	
TRADITIONAL PRIZES	1,759,295	13,365,117	10,243,572	
PROMOTION & BONUSES	398,785	2,904,199	1,533,256	
GROSS TRADITIONAL REVENUE	\$5,085,572	\$33,799,464	\$28,286,836	\$5,512,628
AFFILIATE COSTS	31,073	305,806	128,544	
LOST TICKETS	156	156	0	
VENDOR COMMISSIONS	1,719,615	12,936,402	12,356,420	
PRIZE LIABILITY	2,161,051	11,598,367	10,444,528	
ADVERTISING	778,662	7,003,289	5,632,172	
PERSONNEL	148,362	1,348,145	1,238,153	
OPERATING	11,490	552,905	674,645	
AUGMENTATIONS	(330)	(840)	(525)	
TOTAL COSTS	\$4,850,079	\$33,744,230	\$30,473,937	\$3,270,293
NET GAMING REVENUE	\$10,894,622	\$72,519,485	\$60,263,385	\$12,256,100