

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

INCOME:	JULY 31, 2024 CURRENT MONTH	JULY 31, 2024 CURRENT FISCAL YEAR TO DATE	% Of Sales	JULY 31, 2023 PRIOR FISCAL YEAR TO DATE	% Of Sales	Inc or (Dec)
GAME SALES:						
SCRATCH-OFFS	262,633,721	262,633,721	70.57%	255,019,490	56.98%	
FAST PLAY	13,723,990	13,723,990	3.69%	12,061,795	2.69%	
DRAW	91,981,943	91,981,943	24.72%	176,225,496	39.37%	
MONITOR GAMES	3,809,532	3,809,532	1.02%	4,286,566	0.96%	
SMART CHIP PLAY	17,309	17,309	0.00%	0	0.00%	
PICK 2	488,645	488,645	0.13%	496,640	0.11%	
PICK 3	20,590,166	20,590,166	5.53%	20,759,367	4.64%	
PICK 4	18,228,548	18,228,548	4.90%	17,508,568	3.91%	
PICK 5	4,632,492	4,632,492	1.24%	4,460,519	1.00%	
WILD BALL	4,025,755	4,025,755	1.08%	3,724,049	0.83%	
CASH 5	7,253,828	7,253,828	1.95%	11,440,658	2.56%	
MATCH 6	9,502,394	9,502,394	2.55%	7,969,012	1.78%	
TREASURE HUNT	2,584,544	2,584,544	0.69%	2,399,466	0.54%	
POWERBALL/POWERPLAY/DOUBLEPLAY	11,890,723	11,890,723	3.20%	59,599,555	13.32%	
MEGAMILLIONS/MEGAPLIER	10,903,398	10,903,398	2.93%	45,796,154	10.23%	
CASH4LIFE	1,881,450	1,881,450	0.51%	2,071,508	0.46%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	2,869,283	2,869,283	0.77%	3,194,107	0.71%	
XPRESS SPORTS	940,249	940,249	0.25%	1,092,459	0.24%	
TOTAL TRADITIONAL GAME SALES	\$372,166,495	\$372,166,495	100.00%	\$447,593,347	100.00%	(\$75,426,852)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	0	0	0.00%	1,250	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,074,882	5,074,882	1.36%	6,658,292	1.49%	
INSTANT GAMES	1,777,384	1,777,384	0.48%	1,555,356	0.35%	
RETAILER COMMISSION	18,654,567	18,654,567	5.01%	22,421,993	5.01%	
TOTAL COMMISSION	25,506,833	25,506,833	6.85%	30,635,641	6.84%	
LIABILITY FOR PRIZES	236,896,814	236,896,814	63.65%	288,222,101	64.39%	
TOTAL COST OF SALES	262,403,647	262,403,647	70.51%	318,858,992	71.24%	(\$56,455,345)
NET REVENUE BEFORE OPERATING EXPENSES	109,762,848	109,762,848		128,734,355		
LOTTERY BUREAU EXPENSES						
Advertising	3,737,488	3,737,488		3,472,005		
Personnel	1,729,984	1,729,984		1,620,062		
Operating	646,101	646,101		717,219		
Fixed Assets	0	0		0		
Sub Total	2,376,085	2,376,085		2,337,281		
Augmentations	(1,145)	(1,145)		(1,830)		
TOTAL ADMINISTRATIVE COSTS	6,112,428	6,112,428	1.64%	5,807,456	1.30%	\$304,972
NET OPERATING REVENUE	\$103,650,420	\$103,650,420		\$122,926,899		(\$19,276,479)
% OF TRADITIONAL SALES	27.85%	27.85%		27.46%		
OTHER:						
INTEREST	3,267,488	3,267,488		2,314,608		
MISCELLANEOUS	0	0		1,347		
TOTAL	3,267,488	3,267,488		2,315,955		
NET TRADITIONAL REVENUE	\$106,917,908	\$106,917,908		\$125,242,854		(\$18,324,946)
% OF TRADITIONAL SALES	28.73%	28.73%		27.98%		
RETAIL INCENTIVE PROGRAM	\$426,737	\$426,737		\$228,069		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,798,169,321				
RETAIL INCENTIVE %		0.01%				
NET GAMING REVENUE	\$4,368,124	\$4,368,124		\$9,879,847		
TOTAL NET REVENUE	\$110,859,295	\$110,859,295		\$134,894,632		

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INCOME:	JULY 31, 2024 CURRENT MONTH	JULY 31, 2024 CURRENT FISCAL YEAR TO DATE	JULY 31, 2023 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	71,322,767	71,322,767	74,853,685	
PRIZE PAYOUT	63,307,225	63,307,225	65,515,847	
PROMOTION & BONUSES	1,582,536	1,582,536	1,506,724	
GROSS GAMING REVENUE	\$6,433,006	\$6,433,006	\$7,831,114	(\$1,398,108)
PICK 2	20,303	20,303	19,481	
PICK 3	328,595	328,595	241,635	
PICK 4	330,611	330,611	233,246	
PICK 5	170,941	170,941	115,091	
WILD BALL	216,009	216,009	170,238	
MATCH 6	566,290	566,290	417,340	
TREASURE HUNT	195,192	195,192	157,899	
POWERBALL/POWERPLAY/DOUBLEPLAY	865,210	865,210	3,658,005	
MEGAMILLIONS/MEGAPLIER	828,082	828,082	2,776,688	
CASH4LIFE	309,270	309,270	343,804	
TRADITIONAL GAME SALES	3,830,503	3,830,503	8,133,427	
TRADITIONAL PRIZES	1,219,929	1,219,929	1,788,736	
PROMOTION & BONUSES	388,421	388,421	328,815	
GROSS TRADITIONAL REVENUE	\$2,222,153	\$2,222,153	\$6,015,876	(\$3,793,723)
AFFILIATE COSTS	13,500	13,500	14,129	
LOST TICKETS	0	0	0	
VENDOR COMMISSIONS	1,213,189	1,213,189	1,501,830	
PRIZE LIABILITY	2,087,128	2,087,128	1,552,937	
ADVERTISING	845,845	845,845	777,995	
PERSONNEL	108,322	108,322	101,139	
OPERATING	19,051	19,051	19,203	
AUGMENTATIONS	0	0	(90)	
TOTAL COSTS	\$4,287,035	\$4,287,035	\$3,967,143	\$319,892
NET GAMING REVENUE	\$4,368,124	\$4,368,124	\$9,879,847	(\$5,511,723)