

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

INCOME:	JANUARY 31, 2024 CURRENT MONTH	JANUARY 31, 2024 CURRENT FISCAL YEAR TO DATE	%	JANUARY 31, 2023 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
GAME SALES:						
SCRATCH-OFFS	262,050,271	1,819,327,925	63.69%	1,973,997,858	65.26%	
FAST PLAY	14,070,853	96,942,864	3.39%	82,692,997	2.73%	
DRAW	101,486,757	910,745,135	31.88%	938,974,745	31.04%	
MONITOR GAMES	4,104,630	29,522,828	1.03%	29,180,935	0.96%	
PICK 2	500,500	3,490,966	0.12%	3,558,533	0.12%	
PICK 3	20,033,329	143,287,786	5.02%	151,130,284	5.00%	
PICK 4	17,562,475	124,950,647	4.37%	131,860,266	4.36%	
PICK 5	4,473,847	31,096,444	1.09%	31,445,149	1.04%	
WILD BALL	3,762,488	26,383,150	0.92%	25,549,783	0.84%	
CASH 5	6,778,476	64,798,826	2.27%	61,473,712	2.03%	
MATCH 6	17,742,200	79,685,776	2.79%	61,865,998	2.05%	
TREASURE HUNT	3,006,717	17,277,486	0.60%	16,699,855	0.55%	
POWERBALL/POWERPLAY/DOUBLEPLAY	15,536,276	260,146,773	9.11%	233,877,492	7.73%	
MEGAMILLIONS/MEGAPLIER	10,177,375	136,129,657	4.77%	198,081,357	6.55%	
CASH4LIFE	1,844,734	13,497,624	0.47%	13,432,316	0.44%	
RAFFLE	68,340	10,000,000	0.35%	10,000,000	0.33%	
KENO	3,139,157	22,105,473	0.77%	21,522,534	0.71%	
XPRESS SPORTS	965,473	7,417,355	0.26%	7,658,401	0.25%	
TOTAL TRADITIONAL GAME SALES	\$381,712,511	\$2,856,538,752	100.00%	\$3,024,846,535	100.00%	(\$168,307,783)
LESS COST OF SALES:						
LOST/STOLEN TICKETS	939	24,812	0.00%	36,571	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,963,466	44,220,921	1.55%	43,846,545	1.45%	
INSTANT GAMES	10,546,495	23,751,593	0.83%	18,609,361	0.62%	
RETAILER COMMISSION	19,204,610	142,689,572	5.00%	151,652,151	5.01%	
TOTAL COMMISSION	35,714,571	210,662,086	7.37%	214,108,057	7.08%	
LIABILITY FOR PRIZES	285,641,476	1,887,750,042	66.09%	1,991,802,175	65.85%	
TOTAL COST OF SALES	321,356,986	2,098,436,940	73.46%	2,205,946,803	72.93%	(\$107,509,863)
NET REVENUE BEFORE OPERATING EXPENSES	60,355,525	758,101,812		818,899,732		
LOTTERY BUREAU EXPENSES						
Advertising	3,472,005	24,304,035		25,361,830		
Personnel	2,311,488	16,626,763		14,592,015		
Operating	1,788,882	11,004,328		7,283,583		
Fixed Assets	0	6,596		14,999,662		
Sub Total	4,100,370	27,637,687		36,875,260		
Augmentations	(915)	(11,540)		(12,480)		
TOTAL ADMINISTRATIVE COSTS	7,571,460	51,930,182	1.82%	62,224,610	2.06%	(\$10,294,428)
NET OPERATING REVENUE	\$52,784,065	\$706,171,630		\$756,675,122		(\$50,503,492)
% OF TRADITIONAL SALES	13.83%	24.72%		25.02%		
OTHER:						
INTEREST	3,881,753	21,556,855		10,434,835		
MISCELLANEOUS	1,301	9,356		0		
TOTAL	3,883,054	21,566,211		10,434,835		
NET TRADITIONAL REVENUE	\$56,667,119	\$727,737,841		\$767,109,957		(\$39,372,116)
% OF TRADITIONAL SALES	14.85%	25.48%		25.36%		
RETAIL INCENTIVE PROGRAM	\$704,127	\$20,850,534		\$24,190,376		
PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS		\$4,984,702,192				
RETAIL INCENTIVE %		0.42%				
NET GAMING REVENUE	\$7,805,118	\$54,927,032		\$45,717,886		
TOTAL NET REVENUE	\$63,768,110	\$761,814,339		\$788,637,467		

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ILOTTERY

INCOME:	JANUARY 31, 2024 CURRENT MONTH	JANUARY 31, 2024 CURRENT FISCAL YEAR TO DATE	JANUARY 31, 2023 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	87,266,477	572,422,503	512,873,465	
PRIZE PAYOUT	77,057,865	506,441,932	455,686,048	
PROMOTION & BONUSES	1,268,822	10,554,675	10,831,650	
GROSS GAMING REVENUE	\$8,939,790	\$55,425,896	\$46,355,767	\$9,070,129
PICK 2	22,727	137,784	101,479	
PICK 3	315,598	1,797,973	1,216,360	
PICK 4	293,268	1,764,996	1,173,506	
PICK 5	152,708	887,431	653,926	
WILD BALL	208,030	1,263,949	932,561	
MATCH 6	1,038,904	4,201,638	2,389,078	
TREASURE HUNT	227,074	1,192,248	1,038,048	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,213,507	16,828,313	13,139,018	
MEGAMILLIONS/MEGAPLIER	801,880	8,546,602	10,798,992	
CASH4LIFE	318,350	2,175,022	1,863,078	
TRADITIONAL GAME SALES	4,592,046	38,795,956	33,306,046	
TRADITIONAL PRIZES	1,501,719	10,230,388	8,395,530	
PROMOTION & BONUSES	336,027	2,203,353	1,193,884	
GROSS TRADITIONAL REVENUE	\$2,754,300	\$26,362,215	\$23,716,632	\$2,645,583
AFFILIATE COSTS	28,066	250,251	80,120	
VENDOR COMMISSIONS	1,556,521	10,028,053	9,653,863	
PRIZE LIABILITY	1,275,866	9,815,717	9,065,190	
ADVERTISING	777,995	5,445,965	4,388,170	
PERSONNEL	155,066	1,051,751	970,064	
OPERATING	95,608	269,852	197,481	
AUGMENTATIONS	(150)	(510)	(375)	
TOTAL COSTS	\$3,888,972	\$26,861,079	\$24,354,513	\$2,506,566
NET GAMING REVENUE	\$7,805,118	\$54,927,032	\$45,717,886	\$9,209,146