

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

INCOME:	FEBRUARY 29, 2024 CURRENT MONTH	FEBRUARY 29, 2024 CURRENT FISCAL YEAR TO DATE	%	FEBRUARY 28, 2023 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	250,794,205	2,070,122,130	64.23%	2,240,424,042	65.74%	
FAST PLAY	14,318,901	111,261,765	3.45%	94,659,321	2.78%	
DRAW	97,512,580	1,008,257,715	31.28%	1,039,555,155	30.50%	
MONITOR GAMES	4,047,523	33,570,351	1.04%	33,390,964	0.98%	
PICK 2	508,771	3,999,737	0.12%	4,047,347	0.12%	
PICK 3	20,170,551	163,458,337	5.07%	171,563,947	5.03%	
PICK 4	17,565,662	142,516,309	4.42%	149,230,322	4.38%	
PICK 5	4,515,700	35,612,144	1.10%	35,752,319	1.05%	
WILD BALL	3,847,007	30,230,157	0.94%	29,195,960	0.86%	
CASH 5	6,198,930	70,997,756	2.20%	69,385,864	2.04%	
MATCH 6	8,601,646	88,287,422	2.74%	73,537,424	2.16%	
TREASURE HUNT	2,763,833	20,041,319	0.62%	18,684,693	0.55%	
POWERBALL/POWERPLAY/DOUBLEPLAY	16,866,685	277,013,458	8.59%	257,189,484	7.55%	
MEGAMILLIONS/MEGAPLIER	14,675,003	150,804,660	4.68%	205,711,767	6.04%	
CASH4LIFE	1,798,792	15,296,416	0.47%	15,256,028	0.45%	
RAFFLE	0	10,000,000	0.31%	10,000,000	0.29%	
KENO	3,086,933	25,192,406	0.78%	24,632,413	0.72%	
XPRESS SPORTS	960,590	8,377,945	0.26%	8,758,551	0.26%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$366,673,209</b>	<b>\$3,223,211,961</b>	<b>100.00%</b>	<b>\$3,408,029,482</b>	<b>100.00%</b>	<b>(\$184,817,521)</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	(420)	24,392	0.00%	36,571	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	5,851,332	50,072,253	1.55%	49,424,480	1.45%	
INSTANT GAMES	1,898,628	25,650,221	0.80%	22,375,172	0.66%	
RETAILER COMMISSION	18,373,107	161,062,679	5.00%	170,856,903	5.01%	
TOTAL COMMISSION	26,123,067	236,785,153	7.35%	242,656,555	7.12%	
LIABILITY FOR PRIZES	253,908,617	2,141,658,659	66.44%	2,252,761,144	66.10%	
<b>TOTAL COST OF SALES</b>	<b>280,031,264</b>	<b>2,378,468,204</b>	<b>73.79%</b>	<b>2,495,454,270</b>	<b>73.22%</b>	<b>(\$116,986,066)</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>86,641,945</b>	<b>844,743,757</b>		<b>912,575,212</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,471,338	27,775,373		28,989,829		
Personnel	2,270,292	18,897,055		16,712,558		
Operating	4,605,752	15,610,080		14,695,113		
Fixed Assets	25,108	31,704		14,999,662		
Sub Total	6,901,152	34,538,839		46,407,333		
Augmentations	(1,190)	(12,730)		(13,905)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>10,371,300</b>	<b>62,301,482</b>	<b>1.93%</b>	<b>75,383,257</b>	<b>2.21%</b>	<b>(\$13,081,775)</b>
<b>NET OPERATING REVENUE</b>	<b>\$76,270,645</b>	<b>\$782,442,275</b>		<b>\$837,191,955</b>		<b>(\$54,749,680)</b>
<b>% OF TRADITIONAL SALES</b>	<b>20.80%</b>	<b>24.28%</b>		<b>24.57%</b>		
<b>OTHER:</b>						
INTEREST	3,896,392	25,453,247		13,047,013		
MISCELLANEOUS	815	10,171		0		
<b>TOTAL</b>	<b>3,897,207</b>	<b>25,463,418</b>		<b>13,047,013</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$80,167,852</b>	<b>\$807,905,693</b>		<b>\$850,238,969</b>		<b>(\$42,333,276)</b>
<b>% OF TRADITIONAL SALES</b>	<b>21.86%</b>	<b>25.07%</b>		<b>24.95%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$9,500</b>	<b>\$20,860,034</b>		<b>\$24,781,482</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$4,984,702,192</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.42%</b>				
<b>NET GAMING REVENUE</b>	<b>\$6,697,831</b>	<b>\$61,624,863</b>		<b>\$53,371,117</b>		
<b>TOTAL NET REVENUE</b>	<b>\$86,856,183</b>	<b>\$848,670,522</b>		<b>\$878,828,604</b>		

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ILOTTERY

INCOME:	FEBRUARY 29, 2024 CURRENT MONTH	FEBRUARY 29, 2024 CURRENT FISCAL YEAR TO DATE	FEBRUARY 28, 2023 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	76,338,323	648,760,826	585,444,813	
PRIZE PAYOUT	68,954,164	575,396,096	518,311,182	
PROMOTION & BONUSES	1,004,933	11,559,608	12,219,425	
<b>GROSS GAMING REVENUE</b>	<b>\$6,379,226</b>	<b>\$61,805,122</b>	<b>\$54,914,206</b>	<b>\$6,890,916</b>
PICK 2	20,872	158,656	115,816	
PICK 3	280,715	2,078,688	1,405,595	
PICK 4	269,354	2,034,350	1,352,464	
PICK 5	143,840	1,031,271	750,490	
WILD BALL	189,699	1,453,648	1,072,531	
MATCH 6	448,872	4,650,510	2,897,276	
TREASURE HUNT	200,557	1,392,805	1,161,519	
POWERBALL/POWERPLAY/DOUBLEPLAY	1,161,988	17,990,301	14,569,856	
MEGAMILLIONS/MEGAPLIER	1,035,653	9,582,255	11,312,577	
CASH4LIFE	277,622	2,452,644	2,118,074	
TRADITIONAL GAME SALES	4,029,172	42,825,128	36,756,198	
TRADITIONAL PRIZES	1,375,434	11,605,822	9,397,429	
PROMOTION & BONUSES	302,061	2,505,414	1,359,391	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$2,351,677</b>	<b>\$28,713,892</b>	<b>\$25,999,378</b>	<b>\$2,714,514</b>
AFFILIATE COSTS	24,482	274,733	89,120	
VENDOR COMMISSIONS	1,188,734	11,216,787	10,932,744	
PRIZE LIABILITY	(378,401)	9,437,316	9,777,418	
ADVERTISING	778,662	6,224,627	5,010,171	
PERSONNEL	148,032	1,199,783	1,104,108	
OPERATING	271,563	541,415	629,356	
AUGMENTATIONS	0	(510)	(450)	
<b>TOTAL COSTS</b>	<b>\$2,033,072</b>	<b>\$28,894,151</b>	<b>\$27,542,467</b>	<b>\$1,351,684</b>
<b>NET GAMING REVENUE</b>	<b>\$6,697,831</b>	<b>\$61,624,863</b>	<b>\$53,371,117</b>	<b>\$8,253,746</b>