

## Rebecca Paul Hargrove Celebrating Her 30th Anniversary ... continued from page 12

by former Illinois Governor James Thompson to lead the Illinois Lottery. Under her management, Illinois Lottery sales climbed to more than \$1.3 billion annually. In 1987, she moved to Florida to launch the Sunshine State's lottery where she set industry records for first-year sales. In 1993, Rebecca accepted a new assignment to launch the Georgia Lottery, where she continued to set industry records. During her 10 years in the Peach State, the Georgia Lottery generated more than \$6 billion for education and scholarship funds. That track record of success led to her current position as the first President and CEO of the Tennessee Education Lottery, where she is celebrating 12 years at the helm with a track record of raising more than \$3.3 billion for specific education programs.



Rebecca's accomplishments include a long list of lottery industry, business and civic accomplishments and honors, including serving as President of the North American Association of State and Provincial Lotteries, Senior Vice-President of the World Lottery Association, President of A.I.L.E. (the predecessor to the World Lottery Association), and Vice-Chairman of the Public Sector Gaming Study Commission. She is a recipient of Public Gaming Research Institute's Peter O'Connell Lifetime Achievement Award; was one of the first inductees to the Lottery Industry Hall of Fame; won the Robert Todd Duncan Alumni Achievement Award from her alma mater of Butler University; was named Entrepreneur of the Year by the Stanford Graduate School of Business Alumni Association; won the Corporate Leadership Award from the Georgia Association of Minority Entrepreneurs and was named one of The Tennessean newspaper's Tennesseans of the Year in 2005. Throughout her career, Rebecca has served on a variety of boards and continues to support many causes.

Rebecca holds a bachelor's degree and a master's degree in Education from Butler University, is a native of Indiana, and now calls Tennessee home with her husband Jere.

And now, Rebecca is pleased to report that the Tennessee Education Lottery Corporation has posted its 11th consecutive year



of record sales growth for Fiscal Year 2015. The Lottery reported \$1.475 Billion in total sales for the period from July 1, 2014, through June 30, 2015, an increase of \$58.7 Million, or 4.1%, over last year's previous sales record of \$1.417 Billion. This year's sales resulted in a contribution of \$347.7 Million for all education programs funded by the Lottery, also a record.

Once again, robust growth in instant ticket sales fueled the record year. Forty-six new instant ticket games were introduced during the year. Sales of these popular games reached an all-time high of \$1.2 Billion during FY 2015, amounting to 83 percent of all Lottery sales.

*"We work hard developing fresh and innovative games that respond to the market demand and offer value and entertainment for our players,"* said Rebecca Hargrove. *"In so doing, we stay focused on the Corporation's mission to serve Tennessee students and their families by responsibly raising proceeds for the designated education programs funded by the Lottery. With first-rate support for our retailer channel and the use of best practices throughout the organization, I am proud to report that this approach has delivered record sales for the eleventh consecutive fiscal year."*

Since January 20, 2004, more than 900,000 scholarships, grants and dual-enrollment awards have been awarded to Tennessee students, including more than 100,000 during the past academic year alone. Lottery funds are also used to support other education-related activities, such as after-school programs, an ongoing project to make schools more energy efficient, and the new Tennessee Promise initiative.

Moreover, the Tennessee lottery also has provided a significant boost for the state's economy, both in individual winnings at more than \$8.4 billion and more than \$872 million in commissions for retailers selling lottery tickets since the program began in 2004. ■

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