

Rebecca Paul Hargrove

The Making of an Industry Leader

November 21, 2018: Elected President of the World Lottery Association

2016: Founder of Women's Initiative in Lottery Leadership (WILL)

2012-2018: Senior Vice President of the World Lottery Association

2011: Board President of the Multi-State Lottery Association

2009: Chair of Powerball Group

2005: Charter Member of the Lottery Industry Hall of Fame

2003: President and CEO of the Tennessee Education Lottery Corporation

1997: President of North American Association of State & Provincial Lotteries (NASPL)

1993: President and CEO of the Georgia Lottery Corporation

1990: President of International Association of State Lotteries (AILE)

1987: Secretary (i.e. Director) of the Florida Lottery

1985: Director of the Illinois Lottery
Rebecca Hargrove is a native of Indianapolis, Indiana, and an alumna of Butler University, where she earned a BS degree (1970) and an MS degree (1974) from the College of Education. She was Miss Indiana and the fourth runner-up in the 1973 Miss America Pageant. Gymnastics was her performance specialty. She then honed her skills as a TV weather-person, first in Indianapolis and then in Springfield, Illinois. While living in the state capital, Rebecca became involved with Republican party politics, rising to the position of Chair of the Republican Party in Illinois, before being tapped to run the Illinois Lottery.

When Rebecca moved to Tennessee, she met state legislator Jere Hargrove, who was a Democratic member of the Tennessee House of Representatives (Majority Leader from 1996-2000). Since state law prohibits marriage between a state representative and Lottery employees, Jere did not seek re-election in 2006, and the day after the election (November 8, 2006), Rebecca and Jere were married by Governor Phil Bredesen in the governor's mansion.

Over the last three decades, Rebecca has built three of the nation's most successful state lotteries from scratch — Florida, Georgia and Tennessee — turning them into multibillion-dollar enterprises that have helped fuel the industry's explosive growth. At each turn, she has re-shaped state-sponsored gaming into highly sophisticated commercial enterprises. This resulted in increased sales and net funds to the beneficiary year after year, with a focus on Responsible Gaming and growing playership as the cornerstone to sustainable success.

Before she moved to Florida, Rebecca led the Illinois Lottery to post a record \$1.3 billion in sales in 1987. When she got to Florida, she wasted no time setting more records. — \$95 million in sales in the first week, then on to become the highest-selling lottery in the country, including

Rebecca was selected as the Tennessee Education Lottery's first president and CEO in September 2003. After starting ticket sales three weeks ahead of schedule on January 20, 2004, the Tennessee Lottery closed out its first fiscal year of five months by transferring more than \$123 million to the state's education fund - roughly 40 percent more than the initial goal of \$88 million.

At the 13th General Meeting of the World Lottery Association (WLA), held November 2018 in Buenos Aires, Argentina, Rebecca was unanimously elected President of the WLA. The election of the first woman to the position of president of the WLA was a landmark occasion both for the Association and the global lottery community. Rebecca succeeds outgoing WLA President Jean-Luc Moner-Banet, Director General of Switzerland's Société de la Loterie de la Suisse Romande, who led the Association for the last six years



Launch of Lotto7 in Illinois in 1987

California, which had a population of twice the size of Florida.

During Rebecca's 10 years in the Peach State, ticket sales increased 10 percent a year as the Georgia Lottery generated more than \$6 billion for education, funded scholarships for more than one million students attending in-state colleges and universities and more than 500,000 four-year-olds who attended Lottery-funded pre-Kindergarten programs.

in glorious fashion. His service and ongoing counsel is appreciated by Rebecca and the global community of government lotteries.

Rebecca is a charter member of the PGRI Lottery Industry Hall of Fame (class of 2005). More recently, she founded WILL, Women's Initiative in Lottery Leadership. As chair of WILL, Rebecca is fulfilling a mission that is especially personal to her — helping women achieve their goals and live their dreams. ■