



TENNESSEE EDUCATION LOTTERY CORPORATION

HIGHLIGHTS FROM FISCAL YEAR 2019 | JULY 1, 2018–JUNE 30, 2019

Message from the President & CEO and the Board Chair



Rebecca Paul Hargrove
President and CEO



Susan Lanigan
Chair of the Board of Directors

On behalf of the Tennessee Education Lottery Corporation, it is my distinct pleasure to present an overview of Fiscal Year 2019. This year's highlights include new records for sales and proceeds for education furthering our mission to provide a valuable source of funding for programs that inspire Tennesseans to achieve their educational goals.

With record gross total sales of \$1.81 billion, the TEL returned an all-time high of \$447.1 million in proceeds for all Lottery-funded education programs, which exceeds the prior year's education funding by 6 percent. This brings the total raised to more than \$5 billion since the Lottery began selling tickets on January 20, 2004.

This year's tremendous results were made possible thanks to dedicated retailers, enthusiastic players, our Board of Directors and an amazing team of Lottery employees. We are proud of this success and remain committed to the strategies that have led to the billions of dollars raised for the students of Tennessee.

Education

Since the first awards were given in the fall of 2004, Lottery-funded programs have grown to include 14 different scholarships and grants for Tennessee students seeking higher education, including HOPE Scholarships, Tennessee Promise, Wilder-Naifeh grants and the Drive to 55 initiatives. Lottery monies are also used to fund after-school programs and an energy-efficient schools initiative.

- FY19 contribution: \$447.1 million — an increase of 6% over the previous year.
- Total education funding since inception: More than \$5 billion.

Education Beneficiaries

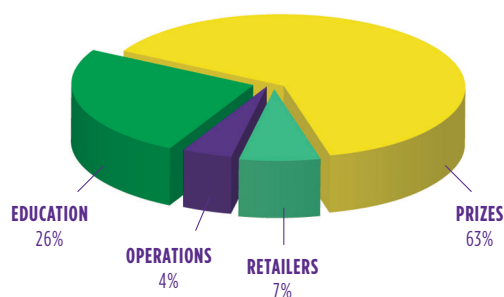
- \$393.7 million was awarded to 147,534 students in Academic Year 2018–2019, including 30,937 students in dual-enrollment classes.
- Total number of student awards since inception: Nearly 1.5 million.

Additionally, more than \$13.5 million in unclaimed prize money was used to support K-12 after-school programs for 65 grantees at 230 individual sites. These programs served 21,486 students.

SOURCE: Tennessee Student Assistance Corporation, Tennessee Department of Education Extended Learning Programs

Where the Money Goes

FISCAL YEAR 2019



Prizes

During Fiscal Year 2019, Tennessee Lottery players won more than \$1.139 billion in prizes, including one Win For Life instant ticket prize winner who receives \$3,000 a week for life.

There were 33 winning tickets of \$1 million or more sold during the Fiscal Year, bringing the total since the Lottery's inception to 272.

Total prizes won since inception: More than \$13.8 billion.

Retailers

Tennessee Lottery games are sold at more than 5,000 locations throughout the state. These retailers are the Lottery's primary connection between the Corporation and Lottery players.

- During Fiscal Year 2019, 5,085 retailers earned more than \$118.1 million in retailer commissions and incentives.
- Total earned since inception: \$1.315 billion.

The TEL Retailer Advisory Board, a diverse group of retailers that represents a variety of trade styles, continued to provide valuable feedback and insight to help recruit and maintain a dynamic retailer network.



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Board of Directors

By statute, a seven-member Board of Directors is appointed by the Governor and confirmed by the General Assembly. The Board provides governance and sets overall policy. During FY19, two board member appointees were pending.

Fiscal Year 2019



Susan Lanigan
Chair



William Carver
Vice Chair



Pearl Shaw



Carolyn Hardy



Eleanor Yoakum

Management

The TEL Team includes over 165 talented, dedicated professionals working throughout the following divisions:



Executive: Rebecca Hargrove
President and Chief Executive Officer

The President and CEO oversees all daily operations, develops a broad vision for the Corporation, and ensures the Lottery achieves its mission of maximizing revenues for education. This division also includes:

Legislative and Government Affairs

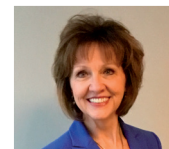
Internal Controls: Reports directly to the Board of Directors, monitors internal controls to ensure integrity and accountability in TEL operations.

The President and CEO also oversees the Executive Management Team, which includes:



Legal: Wanda Young Wilson
Chief Operating Officer and General Counsel

Legal Services, Human Resources, Security,
Retailer Contract Administration, Corporate Services,
Equal Business Opportunity Program



Advertising, Marketing and Communications: Lou Ann Russell
Executive Vice President

Advertising, Events and Sponsorships,
Retail and Digital Marketing, Internal and External Communications,
Player Services



Finance and Information Systems: Andy Davis
Chief Financial and Information Systems Officer

Accounting, Prize Payments, Retailer Receivables,
Purchasing, Fleet Management, Gaming Systems and Drawings,
Software Services, Quality Assurance



Sales: Wylie Dillard
Executive Vice President

Sales, Retailer Sales and Services, Corporate
Accounts, Warehouse Management and
Distribution, District Offices



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Diversity and Inclusion

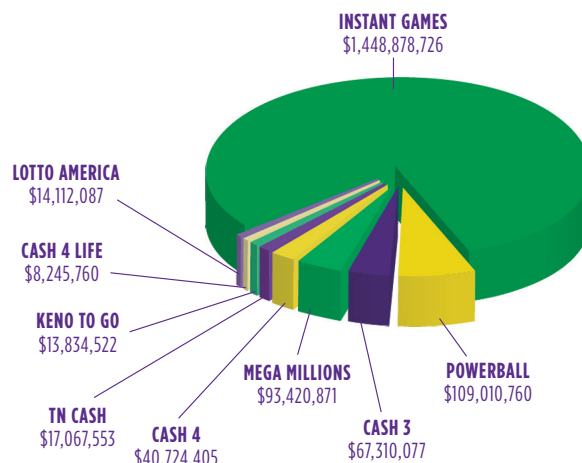
The TEL is committed to a diverse and inclusive workplace, including the active engagement and participation of the minority business community. Strategies to achieve these goals include:

- **TEL Advisory Council on Minority Business Participation** – A group of business leaders from each of Tennessee's three Grand Divisions that assist TEL management in developing economic, technical and educational strategies for increasing minority-owned business participation.
- **Wanda Young Wilson Summer Internship Program** – An annual 10-week paid internship program that offers professional corporate training and work experience to students attending Tennessee's Historically Black Colleges and Universities. There have been 223 interns who have benefited from the program since it began in 2004.
- **TEL Workforce Diversity** – The Lottery's workforce continues to represent an impressive level of diversity. Of the cumulative total of 166 TEL employees during Fiscal Year 2019, 52% were women; 48% were men; 49% were minority; and 51% were non-minority.
- **Equal Business Opportunity Program** – During Fiscal Year 2019, the Lottery and its major procurement vendors continued to exceed the statutory goal of purchasing a minimum of 15% of its goods and services from minority-owned businesses as follows:
 - The Buntin Group – 19%
 - IGT – 22%
 - Scientific Games – 16%
 - TEL – 15%

Sales

Total gross sales for Fiscal Year 2019 was \$1.81 billion, breaking all previous sales records. Other highlights include:

- Record instant game sales of \$1.448 billion.
- Record TN only drawing-style game sales of \$138.9 million.
- Record multi-jurisdictional games sales of \$224.7 million up 17% over the previous year. The significant driver of this increase was a \$1.5 billion Mega Millions jackpot in October 2018 and a full year of Lotto America sales.
- Total sales since inception: More than \$20.1 billion.



Corporate Social Responsibility

In addition to raising funds for education programs, the Tennessee Lottery is committed to its role as a socially responsible corporation. Strategies to fulfill this pledge include:

- A Responsible Gaming program that received a prestigious *Level 4 Responsible Gaming Certification*, the highest level awarded, from the World Lottery Association.
- An environmentally conscious workplace and anti-litter program.
- Diversity and inclusion initiatives.
- Social action projects benefiting the community.
- Employee programs to encourage professional growth, health and wellness.

Play RESPONSIBLY

Contact Us:

For more information, visit [tnlottery.com](https://www.tnlottery.com) or call 615-324-6500.

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