



VIRGINIA LOTTERY

# COMMONWEALTH OF VIRGINIA

VIRGINIA LOTTERY

EXECUTIVE DIRECTOR

## ABOUT VIRGINIA LOTTERY

“At Virginia Lottery, we take playing seriously. Fun matters. Excitement matters. And so does the education of Virginia’s youngest residents. It’s the reason we play so enthusiastically. Every time you scratch a ticket or pick your numbers for the big jackpot, you are creating winners in education all over Virginia. In Fiscal Year 2023, the Virginia Lottery contributed more than \$867 million to Virginia’s public schools.”

## CULTURE

“Virginians love games and will make a game out of anything.”

“Whether it comes in a box, with a scratcher spontaneously while standing in line at the movies, we never tire of playing, watching or inventing games. Got a wastebasket? We’ve got game. Got a football? We’ve got game. Got five minutes? Time for a game! We are game gurus with a passion for playtime and we love inspiring everyone to join in the fun.”

“Community Service: At Virginia Lottery, we do more in our community than simply sell lottery tickets. In addition to generating nearly \$1.6 million per day for public education, Virginia Lottery employees also volunteer for Thank a Teacher Community Service Projects. This community outreach initiative brings employees together from across the state to provide a variety of services, including landscaping, cafeteria duty and classroom assistance, for some schools. The success of our Thank a Teacher program has inspired more and more Lottery employees to get involved with this rewarding experience.”



## GIVING BACK TO VIRGINIA PUBLIC SCHOOLS

In Fiscal Year 2023, the Virginia Lottery had sales of more than \$4.6 billion. Of this total, the Lottery generated more than \$867 million for K-12 public education; more than \$3.4 billion went back to players in the form of prizes, more than \$137 million went to the retailers who sell Virginia Lottery tickets, and \$195 million went to operational expenses.

Since 1999, all Virginia Lottery profits have been used for K-12 public education in Virginia. On this page, you can find the breakdown of historical Lottery sales figures. Below that data, you can see how much of the FY2023 profits were given to each public-school division in Virginia.

When Virginians voted in 1987 for a state-operated lottery, some people may have assumed that they voted on how to spend the Lottery's proceeds. This was not the case. Lottery proceeds were to be used as determined by the General Assembly. The use of the proceeds has changed over time. In 1989, Lottery proceeds were dedicated to capital-construction projects. From 1990 to 1998, Lottery proceeds were transferred to the state's General Fund. Starting in 1999, a state budget amendment sent Lottery proceeds to local public-school divisions to be used solely for educational purposes. In 2000, more than 80% of Virginia voters said yes to the creation of the State Lottery Proceeds Fund. The measure, now a permanent part of Virginia's Constitution, directs all Virginia Lottery profits to be used solely for educational purposes.



# POSITION DESCRIPTION – EXECUTIVE DIRECTOR

Salary Range: \$208,000 \$225,000

The Virginia Lottery was established in 1988 and is a 400-employee independent agency of the Commonwealth of Virginia constitutionally created to benefit K-12 public education. In 2020, the Lottery was tasked with additional responsibilities regulating land-based casinos and mobile sports betting. In FY23, Virginia Lottery sold over \$4.6 billion in products, bringing in profits of more than \$876 million for K-12 public education. Our Gaming Compliance division oversees regulation, licensing, auditing, and compliance for three land-based casinos and 16 mobile sports betting operators. The Executive Director provides leadership to the dual roles of the Lottery as both a business enterprise and regulatory agency.

## Responsibilities

- › Manage a lottery leadership team comprised of Directors that oversee sales, marketing, finance, human resources, information technology, cybersecurity, public relations, audit, administration, and security
  - › Steer omnichannel strategy to grow lottery sales at 5,300 retail locations and online through the web and app
  - › Serve as a member on national lottery organizations that oversee the implementation of jackpot games and work with industry associations to share best practices
- › Manage a gaming compliance leadership team comprised of licensing, gaming technology, compliance, and audit
  - › Direct mission and goals to ensure the highest levels of transparency and accountability from gaming operators, equipment manufacturers and distributors, supplies, and onsite casino employees
  - › Oversee enforcement of all regulatory violations and necessary sanctioning
- › Engage with the Lottery Board to provide recommendations on regulatory action and approval of the annual official forecast of lottery sales included in the state budget
- › Liaise with government officials and legislators to offer input on policy departments and constituent issues



Benefit	Employer/Employee Paid
Health Plans	<p>There is an option to choose from <u>a variety of health plan options</u> that can include:</p> <ul style="list-style-type: none"> <li>• COVA Care</li> <li>• COVA Healthaware</li> <li>• COVA HDHP</li> <li>• Kaiser Permanente HMO</li> <li>• Optima Health Vantage HMO</li> <li>• Tricare</li> </ul>
PTO	<p>Leave is determined by <u>Governor Glen Youngkin's Leave Policy</u> with possible additional family person and sick leave dependent on the retirement plan selected.</p> <p>13 paid holidays</p>
Retirement	<p>Choice of two plans</p> <ul style="list-style-type: none"> <li>• <u>Optional Retirement Plan for Political Appointees</u></li> <li>• <u>Hybrid Retirement Plan</u></li> </ul>

## A REASON TO CHOOSE A CAREER WITH THE COMMONWEALTH OF VIRGINIA

### Opportunity For Impact

This is a highly visible and transformative role for the Commonwealth

### Great Benefits

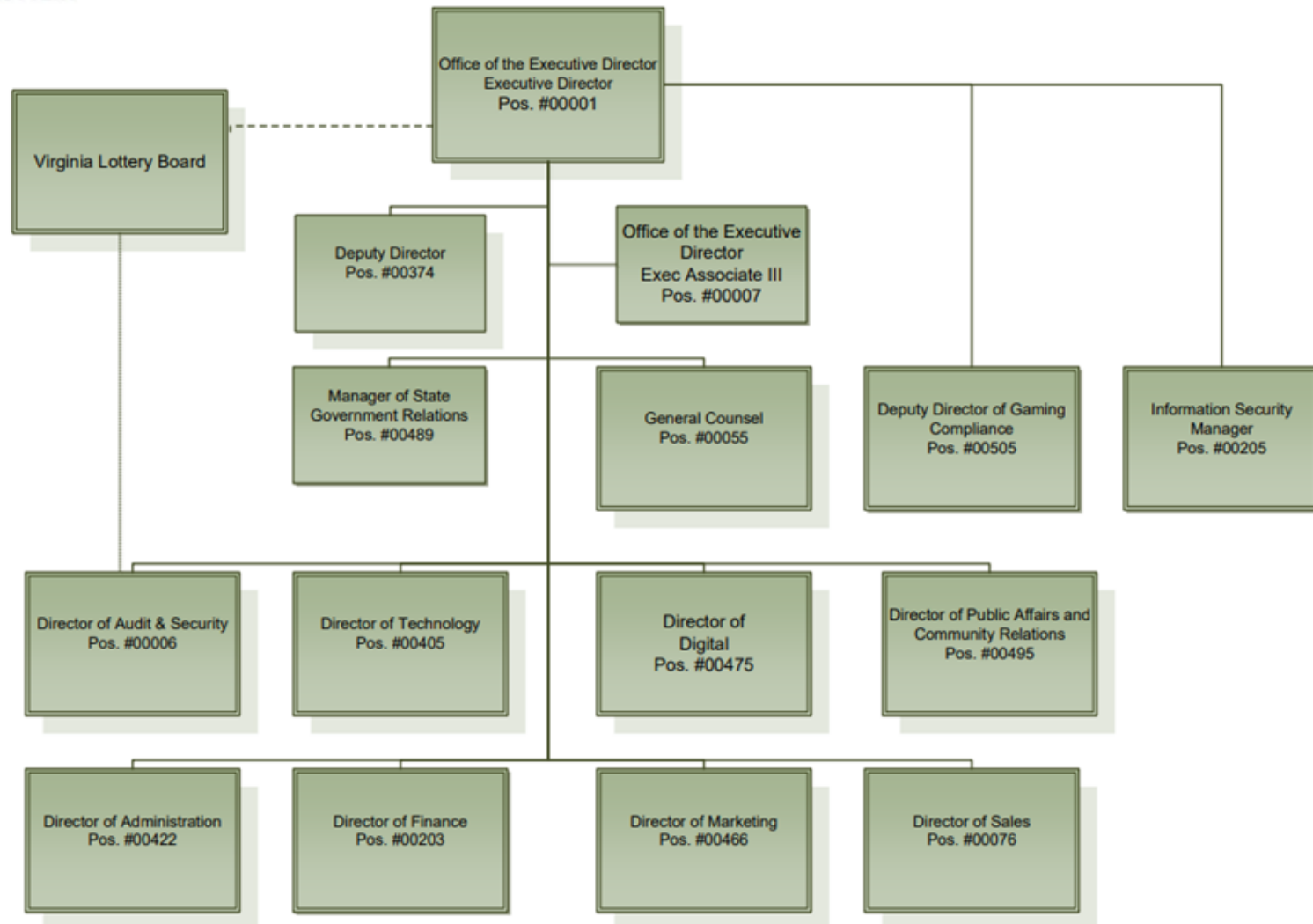
"We offer an excellent package of benefits to help you take care of you and your family."



# POSITION DESCRIPTION – EXECUTIVE DIRECTOR



## Virginia Lottery Organizational Structure Effective October 1, 2021



# ABOUT RICHMOND, VIRGINIA

Right here in the Richmond region, an eclectic culture has popped up through the cobblestones. Here, murals cover the walls of local restaurants and shops. Richmond has charming neighborhoods like the Fan District, which was named one of The South's Best Neighborhoods by *Southern Living*. Major art museums draw national attention. Artisans share their talents in shops and markets. Food is an art here, too. In fact, *National Geographic* put Richmond on their list of the world's – yep, the world's – “top 10 places to travel for food.”

Running through it all: the James River. You can whitewater raft through downtown on its class III and IV rapids. Bike the Virginia Capital Trail – it runs right alongside the James. Or, just hang out on the river rocks with your dog. People enjoy Richmond's intricate canals and easy access to the James River. It also has an abundance of up-and-coming nightlife and neighborhoods.

Richmond is a place of stories, with 300+ historic markers to prove it. A place of architectural eye candy. Richmond is a particularly walkable city, and you can easily spend a day wandering its beautiful streets and admiring its stunning, well-preserved architecture. A place where you can drive from one great experience to another, and it's within a day of most of the east coast. So read on. Dive in like a local.

Virginia's capital city has it all. From buildings that date back to as early as 1742 to plentiful outdoor green space and a wide selection of modern craft breweries, this city has a lively mix of old and new. Richmond is an up-and-coming destination for those interested in visiting Virginia.

Richmond has a deep and rich culture, wrenched from history, art, diversity, and unleashed creativity. There's a lot more than eye candy in this beautiful place. There's conversation – dialogue about the works of art, the nation-shaping events that happened here, and how it all creates who we are.

Richmond has a huge (and free) art museum, the Virginia Museum of Fine Arts, with barrier-breaker art like Kehinde Wiley's Rumors of War Statue. Next door is the Virginia Museum of History and Culture. Drive past the monuments to check out the Children's Museum of Richmond, the Science Museum of Virginia, and the Institute for Contemporary Art at VCU. Peppered between all these attractions are more than 100 murals, dancers, designers who are changing the fashion world, and musicians who draw crowds from all over. Richmond has concerts and festivals. Richmond is a destination with art at its epicenter.



[Richmondgov.com](http://Richmondgov.com)  
[Visitrichmondva.com](http://Visitrichmondva.com)

# ABOUT RICHMOND, VIRGINIA

**FAHRENHEIT**  
ADVISORS

## FACTS & FIGURES

- › 23,000 residents have moved to Richmond since 2010
- › 18% of households do *not* own a car
- › People biking or walking to work nearly doubled since 2000
- › New GRTC bus system triples number of residents within ½ mile of a frequent bus
- › 74 Walk Score
- › 75% of Richmonders live within a 10-minute walk of a park
- › There are nearly 3,000 acres of parkland in the City
- › Annual Rent Growth Up 3%
- › 7 Bus Stops Downtown

[Venturerichmond.com](http://Venturerichmond.com)

## FORTUNE 500 COMPANIES IN RICHMOND

- › Dominion Energy
- › Genworth Financial
- › Performance Food Group
- › Owens & Minor
- › Markel
- › Altria
- › Capital One
- › CarMax
- › ARKO

[Richmondbizsense.com](http://Richmondbizsense.com)

## RELOCATION INFORMATION

For relocation information click [HERE](#)

## Downtown Employment



53%  
CITY'S JOBS



63%  
CITY'S KNOWLEDGE  
INDUSTRY JOBS



43%  
CITY'S CREATIVE  
JOBS



65%  
CITY'S PUBLIC  
ADMINISTRATION JOBS

## Job Totals

	Downtown	City	Region
NUMBER OF JOBS	77,465	147,251	540,534
PRIVATE JOBS	50,910	119,258	502,249
KNOWLEDGE INDUSTRY JOBS	35,100	55,915	192,297
CREATIVE JOBS	1,246	2,914	9,895
PUBLIC ADMINISTRATION JOBS	10,865	16,813	29,509

[Venturerichmond.com](http://Venturerichmond.com)



**RVA**



Fahrenheit Advisors' client portfolio demonstrates successful search engagements across the U.S., from C-suite positions to middle-management roles. Our experience encompasses organizations of all sizes, across a wide variety of industries and in public, privately held, PE-owned, nonprofit and government organizations.

Fahrenheit Advisors' uniqueness and years of expertise add up to sophisticated insight: Knowledge and know-how to help companies navigate the difficult task of selecting high-impact team additions and candidates in making the right choices on career transitions.

I will partner with you to ensure you have everything you need to make an informed decision about your next career opportunity. We will work together from start to finish to navigate this opportunity and make sure it's a great fit for the next step in your career.

## TO APPLY:

If you think your qualifications are a match and you are interested in further pursuing this position, please click [HERE](#) to view the entire job description and formally apply.



**MARY RADFORD**

Senior Consultant

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