

## BOB J. NASH

---

TO: Arkansas Lottery Commission Chair, Dianne Lamberth  
Arkansas Lottery Commission Members

FROM: Bob J. Nash

Subject: Application for Director of the Arkansas Lottery Commission

Date: January 2, 2011

Chairman and commissioners, I am honored to submit to you my application for the position of Director of the Arkansas Lottery Commission (ALC).

I strongly believe in the mission and the overall goals of the Arkansas Lottery Commission. I also believe that I have the experience that can help grow and manage lottery income, and enable more postsecondary students to benefit from these resources. Maintaining the integrity, transparency and respect of the Arkansas legislature and the people of Arkansas is critical to the long term success of the Lottery program. I humbly submit that I have both the leadership experience, and the sensitivity to Arkansas' unique needs, which are both very much needed to manage the significant resources and relationships of this commission, and to build on the ALC's record of accomplishment. Those accomplishments, as I see them, have been:

- 1) Successfully organizing and quickly implementing the Arkansas Lottery Commission;
- 2) Successfully utilizing the funds generated by the ALC to help increase educational attainment by Arkansans;
- 3) Ensuring that Arkansas youth receive financial support to obtain a quality education in this state; thus, increasing the likelihood that more of our youth remain in Arkansas, and contribute to our economic and social growth and improvements; and
- 4) Ensuring that the Arkansas Lottery is not marketed as a "get rich quick" mechanism, but as one form of simple adult entertainment only – with the very important goal of underwriting education opportunities for our youth.

Lastly, please allow me to clarify two issues referencing the employment application: In regards to my residency, during the last three years I have resided and worked part-time in Arkansas, but have also maintained an apartment and worked primarily in Washington, D.C. As of January 15, 2012, however; I will vacate my D.C. apartment and resume fulltime residency with my family who already resides in Little Rock. I will also continue my role as Senior Advisor with the Witt Associates Arkansas office.

Secondly, because my career and work experiences spans over 40 years, I have included two addendums – one addendum cites additional work experiences and contact information; and the second addendum is a comprehensive current resume covering my career that has included state, federal and private industry employment. Please feel free to contact me with any questions regarding this information.

Again, it would be a great honor to serve as Director of the ALC, and to work for the lottery commissioners, to build on the success you have achieved to date.

# Bob J. Nash

---

---

## Executive Profile

- Thirty years of progressive executive-level experience in the areas of public and private management, community development, development finance, philanthropy, as well as human resource and diversity recruitment.
- A high-performance top executive with federal and state government, community development banking, and not-for-profit organizations.
- Overcame complex business political and policy challenges, while making high-stakes decisions within fast-paced, high-pressure environments using experience-backed judgment, innovation, strong work ethic, and high integrity.
- Years of success in directing program and human resource activities, reorganization, turnarounds, business rightsizing, downsizing for not-for-profit organizations, and government agencies.
- Respected as a strong motivational leader who led by example, as well as a change agent.
- Effectively articulates and generates public support for corporate, government, and not-for-profit initiatives.
- Major strengths include: business development, strategic planning, staff reorganization, team-focused leadership, change agent, and economic development programs.
- High level business development and national networking among policy makers, opinion leaders and elected officials.
- Utilized national contacts to recruit clients for Witt Associates' emergency planning and representation business.

---

## Performance

- Led governor's effort to reorganize and redirect the state's economic development strategy, resulting in an increase in the state's ranking in job growth, small business starts and new plant locations.
- Led effort to recruit the most diverse group of presidential appointees in the country's history.
- Increased infrastructure and business resources to underserved rural areas throughout the country.
- Issued taxable and tax-exempt bonds to finance single and multi-family housing, industrial facilities, water and sewer, health facilities, state office buildings, prisons and college savings bond program. Achieved interest rates and bond issuer costs in the lowest 15% of all state issuers during the 1990, and 1991 fiscal years.
- Recruited over 5,000 former President Clinton administration personnel to support Senator Hillary Clinton for President Campaign.
- Led and performed board development training programs for over 40 not-for-profit organizations resulting in increased board engagement and leadership.
- Co-Led effort to reduce the number of USDA local offices by 25% over a two year period.
- Successfully disbursed \$8 billion dollar a year in loans and grants
- Managed over 12,000 federal employees, 50 state offices, and over 2,500 local offices; for business, public facilities, housing, water, sewer and nonprofit community development.

# Bob J. Nash

---

---

- Authorized loans, grants and equity investments for business development, housing, water, sewer, telephone and electric facilities, as well as health care facilities, which generated accolades from local governments and congressional committee members.
- Led effort to increase foundation and government funding for not-for-profit affiliates of ShoreBank Corporation. The result was new and expanded program services to low and moderate income communities.
- Increased public awareness of foundation and government programs and services by utilizing print and television media.
- Led the effort to create a new marketing and public affairs program for ShoreBank Corporation, which resulted in increased media coverage, deposits, customers, and positive press for ShoreBank Corporation.

---

## Career Development

**JAMES LEE WITT ASSOCIATES**, Washington, D.C.

August 2009-Present

### Senior Advisor

- Senior Consultant focusing on government relations for private sector companies, cities, and states
- Business development for Witt Associates emergency management services and products
- Liaison to Congressional committee members regarding emergency management, disaster recovery, community development and other Witt client goals.

**BOB J. NASH & ASSOCIATES**, Washington, D. C.

June 2008 – August 2009

### President

- Researched Foundations and Federal government programs to identify resources for community development and housing.
- Led the company's efforts to provide information and advice to client companies, regarding the acquisition of government and financial resources.
- Assisted clients in understanding the local and national marketplace in order to raise funds and improve the delivery of services to their customers.
- Conducted business development activities for James Lee Witt Associates.

# Bob J. Nash

---

---

**SENATOR HILLARY CLINTON FOR PRESIDENT, Fairfax, VA**  
**Deputy Campaign Manager**

April 2007 - June 2008

- Generated broad based organizational and individual participation from former appointees of President Bill Clinton in the roll-out of major policy announcements by the campaign.
- Recruited state and local officials to support the campaign through endorsements and using their political organizations to get out the vote during the primary.
- Advised Senator Hillary Clinton on policy issues regarding housing, rural development policy, minority outreach, and community development banking.
- Interviewed with radio, print and television regarding the operation of the Hillary Clinton for President Campaign.

**SHOREBANK CORPORATION, Chicago, Illinois**  
**Vice Chairman**

April 2001 – March 2007

- Served on the management committee of the first and largest community development bank holding company in the United States. Along with other management committee members, was responsible for the overall policy, strategy, and business planning for the bank holding company.
- Led the governmental and community affairs activities of the corporation, which resulted in positive and strong support by federal, state and local officials, as well as community-based organizations.
- Led the recruitment of top personnel, career development, diversity and employee evaluation programs of the corporation resulting in an overall increase in employee satisfaction, expanded diversity, and increased retention of top managers.
- Led the development of a new marketing program for the corporation and its affiliates resulting in increased bank deposits, new business borrowers, expanded service areas, and community support in our major markets.
- Represented and spoke for the corporation at major local, national and international conferences regarding community development banking, micro-business development, and housing development.

**THE WHITE HOUSE, Washington, DC**  
**Assistant to President Clinton & Director of Presidential Personnel**

April 1995 – February 2001

- Successfully directed the recruitment, nomination and appointment process for approximately 11,000 full and part-time federal non-career appointees, who served as cabinet secretaries, ambassadors, senior managers, U.S. Marshall, U.S. attorneys and members of board and commissions.
- Led the effort to recruit the most diverse group of Presidential appointees in the history of the United States.
- Consulted with key Senators and Congressmen on an ongoing basis regarding presidential nominations, and confirmations, which resulted in positive relations and an increase in successful confirmations.
- Reorganized the engagement with democrats and Republicans in U. S. Congress resulting in increased positive relations and support for President Clinton's nominees.

# Bob J. Nash

---

---

- Worked with the White House Office of General Counsel, Internal Revenue Service, and the Federal Bureau of Investigations to complete tax and background checks on potential presidential nominees.
- Held Federal top secret security clearance.

**U. S. DEPARTMENT OF AGRICULTURE, Washington, D.C.**  
**Undersecretary for Rural & Community Development**

May 1993 – April 1995

- Senior advisor to the Secretary of Agriculture focusing on improving the effectiveness of policies and programs impacting the growth and development of rural communities in the United States.
- Managed USDA's Small Community and Rural Development programs by providing loans, grants and equity investments in rural areas of the United States for business development, housing, water, sewer, telephone, electric, and community facilities.
- Oversight and responsibility for 12,000 federal employees, 50 state offices, over 2,500 local offices and an \$8 billion dollar per year budget.
- Board member of USDA's \$100 million Commodity Credit Corporation, which supports and protects farm income and prices.
- Chairman of the Rural Telephone Bank Board, responsible for authorizing loans to rural telephone cooperatives, which resulted in restructured loans and reduced delinquencies.
- Led the development of USDA's reorganized rural development program, Enterprise Zones designations, departmental downsizing and new housing development program.
- Served as special advisor to President Clinton on rural development issues.

**ARKANSAS DEVELOPMENT FINANCE AUTHORITY, Little Rock, AR**

**President**

January 1989 – November 1992

- Directed the operation of the Arkansas Development Finance Authority (ADFA), a \$3 billion quasi-public multi-purpose finance authority, which financed housing, economic development, communications and public facilities.
- Hired investment bankers, trustees, financial advisors, and bond lawyers, as well as negotiated fees and terms to accomplish a variety of housing and economic development programs.
- Made presentations to bond rating agencies in New York, regarding ADFA bond issues. Maintained strong bond rating on financing programs.
- Prepared legislation and testified before the state legislature to expand and improve the capacity of ADFA to provide long-term fixed rate financing for public and private projects. The result was increase lending authority and infusion of new capital into the state of Arkansas.
- Accountable to the Governor of the State of Arkansas and a ten member private sector board

# Bob J. Nash

---

---

**OFFICE OF THE GOVERNOR, STATE OF ARKANSAS**  
**Senior Executive Assistant for Economic Development**

January 1983 – January 1989

- Served as primary economic policy advisor to the Governor of the State of Arkansas.
- Developed and recommended state policy in the areas of industrial recruitment, development finance, economic development, rural development, employment and training, applied research and technology, and small business development.
- Led effort to convince the Arkansas State Legislature to pass new economic policy and legislation resulting in the creation of new resources of capital and programs to create jobs and new business starts.
- Chaired the Governor's Economic Development Policy Team. Responsible for policy development and interdepartmental coordination between: Arkansas Industrial Development Commission, Arkansas Science and Technology Authority, Arkansas Development Finance Authority, Employment Security Division and the Arkansas Capital Corporation. The result was increased cooperation, teamwork and individual program performance.
- Served as key Governor's liaison with eight (8) Planning and Development Districts, local Jobs Training Partnership Act (JTPA) service delivery areas, state and local chambers of commerce, Arkansas Home Builders Association, Agriculture Council, Arkansas Entrepreneurial Association, NAACP Fair Share Programs, Small Business Development Centers, Southern Development Bank Corporation, and private and non-profit economic development organizations. The result was increased support by these organizations for Governor's policies and programs.
- Led the states effort to utilize economic development, employment and training, research and technology, small business and industrial development programs to promote the state's economy. The result was an increase in the state's ranking in job growth, small business starts and new plant locations.
- Served as senior advisor to Governor Clinton on his economic development work with the National Governors Association, Southern Governors Association, Southern Growth Policy Board, and the Lower Mississippi Delta Development Commission.

**WINTHROP ROCKEFELLER FOUNDATION, Little Rock, AR**  
**Vice President**

September 1975 – January 1983

- Served as a vice president of a 140 million dollar foundation, primarily responsible for rural economic development, human services and education grant programs.
- Developed and implemented a capacity building and training program for grantees and their non-profit boards, which resulted in increased effectiveness and additional revenue sources.
- Co-Led as effort to create a statewide community foundation, designed to provide a vehicle for high net worth individuals and corporations to make grants for community needs without setting up their own foundation.
- Recommended, managed and evaluated grants to over two hundred not-for-profit organizations and public institutions. The result was an increase in the quantity and quality of community economic and educational programs in the State of Arkansas.

# Bob J. Nash

---

---

**ARKANSAS DEPARTMENT OF PLANNING, Little Rock, AR**  
**Director of Community & Regional Affairs**

February 1974 – September 1975

- Provided overall policy development and management of \$9 million annual budget, three (3) division heads and 30 employees engaged in rural community development.
- Assisted the Cabinet Head with policy development, budget preparation, presentation and federal legislative relations.
- Provided financial, technical and information services to 110 local governments in the areas of local planning assistance, comprehensive land use planning, and infrastructure grants.
- Managed the development and operation of Arkansas State Outdoor Recreation Plan and the administration of grants to local governments for recreation projects. The result was an increase in land set-aside for recreation purposes.
- Assisted personnel officer with development and implementation of departmental affirmative action Plan.

**NATIONAL TRAINING & DEVELOPMENT SERVICE, Washington DC**

May 1972 – January 1974

**Administrative Officer**

- Managed budget, personnel, grant applications, contracts, logistical support for training programs, and office operations.
  - Provided administrative support for management training programs designed for city and county officers across the United States.
- 

## **Education & Professional Development**

*MASTERS DEGREE*, Urban Studies from Howard University, Washington, D.C.; 1972

*MANAGEMENT CERTIFICATE*, USDA Graduate School, Washington, DC; 1971

*BACHELORS DEGREE*, Sociology from the University of Arkansas in Pine Bluff, AR; 1969

---

## **Civic Board Memberships**

### **Former Board Memberships**

- Board chair, Winthrop Rockefeller Foundation; Little Rock, AR
- Board member, Winthrop Rockefeller Foundation; Little Rock, AR
- Board member, Mercy Housing, Inc.; Denver, CO



# Bob J. Nash

---

---

## *Civic Board Memberships cont'd*

- Board member, St. Vincent Infirmary Foundation, Little Rock, AR
- Governor's Alternate Board Member, Lower Mississippi Delta Development Commission; Memphis, TN
- Governor's Alternate Board Member, Anthony Commission on Public Finance; New York, NY
- Board member, Association of Black Foundation Executives; New York, NY
- Board chair, Mercy Transitional Housing Corporation; Chicago, IL
- Board member, Illinois Medical District Commission; Chicago, IL

## **Current Board Memberships**

- Board member, Jobs for the Future; Boston, MA
  - Board member, Environmental Law & Policy Center; Chicago, IL
-

PRINT IN BLACK INK OR TYPE

**Personal Information**

**Name:** \_\_\_\_\_  
 (Last) (First) (Middle)

**Mailing Address:** \_\_\_\_\_  
 (Street) (Apt. #)  
 \_\_\_\_\_  
 (City) (State) (Zip) (County)

**Phone Number:** \_\_\_\_\_  
 (home) (cell) (other)

**Email Address:** \_\_\_\_\_

**List any other names previously used:** \_\_\_\_\_

**List exact title of position or type of work (position number if applicable) and location for which you wish to apply:**  
 \_\_\_\_\_

*It is the policy of the ALC that no relative of an ALC employee or official either by blood or marriage may work for the ALC, nor does the ALC employ relatives of currently serving legislators.*

**Do you have any relatives working for this agency or currently serving as a state legislator?**  
 Yes No

**If yes, list names and relationship:** \_\_\_\_\_

**Are you currently authorized to work in the United States?** Yes No

**Employment Status**

**Will you accept employment anywhere in the state of Arkansas?** Yes No

If no, where would you accept employment? \_\_\_\_\_

**Check which type of employment you will accept (check all that apply):**  
 Full Time Part Time Temporary Day Shift Evening Shift Night Shift

**Are you able to:** Work Overtime Travel

**Have you ever filed an application for employment with this agency?** Yes No

If yes, what was your name at the time? \_\_\_\_\_

**Have you ever been employed by the Arkansas State Government?**  Yes  No

If yes, please list the agency(ies) here:

Employment History	<p>List all prior work experience, including military service, beginning with most recent employer. Include all work experience, even if you do not believe that experience to be related to the position or positions for which you are applying. You may include volunteer or unpaid work as part of your history; however, you should include the number of hours per week which you performed these duties.</p>			
	<b>Employer #1 (Current or Most Recent)</b>			<b>May We Contact</b> <input type="checkbox"/> Yes <input type="checkbox"/> No
	Name of Employer		Salary	
			\$	\$
			Lowest	Highest
	Company Phone Number	Type of Business	Average Hours Worked/Week	
	Company Mailing Address	City	State	Zip
	Job Title	Supervisor's Name	Employment Dates	
			From	To
	<p><b>Specific Job Duties</b> ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)</p>			
Reason for Leaving:				
<b>Employer #2</b>			<b>May We Contact</b> <input type="checkbox"/> Yes <input type="checkbox"/> No	
Name of Employer		Salary		
		\$	\$	
		Lowest	Highest	
Company Phone Number	Type of Business	Average Hours Worked/Week		
Company Mailing Address	City	State	Zip	
Job Title	Supervisor's Name	Employment Dates		
		From	To	
<p><b>Specific Job Duties</b> ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)</p>				
Reason for Leaving:				

Employment History (continued)

**Employer #3** **May We Contact**    **Yes**    **No**

Name of Employer		Salary	
		\$ <input type="text"/>	\$ <input type="text"/>
		Lowest	Highest
Company Phone Number	Type of Business	Average Hours Worked/Week	
Company Mailing Address	City	State	Zip
Job Title	Supervisor's Name	Employment Dates	
		From	To
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)			
Reason for Leaving:			

**Employer #4** **May We Contact**    **Yes**    **No**

Name of Employer		Salary	
		\$ <input type="text"/>	\$ <input type="text"/>
		Lowest	Highest
Company Phone Number	Type of Business	Average Hours Worked/Week	
Company Mailing Address	City	State	Zip
Job Title	Supervisor's Name	Employment Dates	
		From	To
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)			
Reason for Leaving:			

**If you do not have enough space to list all your work experience,  
please ensure to attach a resume.**

Education and Skills Information

**Applicants may be required to provide proof of diploma, degree, licenses, certification, or GED.**

Do you have a high school diploma or GED?    Yes    No

Do you have a college degree?    Yes    No

Type of School	Name and Location of School	Dates Attended		Date Graduated or Expected Date	Hours Completed	Diploma or Degree Sought
		From	To			
Undergraduate Colleges or Universities						
Graduate Schools						
Technical or Vocational Schools						

If a license, certificate, or other authorization is required or related to the position for which you are applying, complete the following:

License/Certification	Date Issued	Date Expires	Issuing Authority	License Number	State Issued

**Special Training / Skills / Qualifications:**

List all job related training or skills you possess and machines or office equipment you can use such as calculators, printing or graphics equipment, computer equipment, types of software and hardware (Attach additional page if necessary.)

Do you have a valid driver's license?     Yes     No

License #:                         State:

<b>Criminal History</b>	<b>ALC conducts a thorough criminal background check on all candidates for employment.</b>	
	Have you <u>ever</u> been convicted of a misdemeanor?	Yes      No
	Have you <u>ever</u> been convicted of a felony?	Yes      No
	Have you <u>ever</u> been subjected to deferred adjudication?	Yes      No
	If "YES," explain in concise detail, giving dates and nature of the offense.	

<b>References</b>	Please list three (3) persons not related to you, who have knowledge of your work qualifications and can serve as a reference for you.				
		<b>Name</b>	<b>City/State</b>	<b>Phone</b>	<b>Relation</b>
	1.				
	2.				
	3.				

**Before you sign this application**

*Check over your answers to make sure that all questions have been completed properly.*

- I, the below signed individual, hereby declare that, to the best of my knowledge and my ability, the information on this application is true and factual.
- I understand that if I am hired, that my employment is not for any definite period of time, and I may be terminated at any time.
- I understand that if I state that I have a college degree, and do not have one, that my application will be rejected or, if hired, I will be terminated in accordance with Arkansas Code 21-12-102.
- I understand that my application may be subject to public disclosures as public record under the Arkansas Freedom of Information Act.
- I understand that certain jobs may require an acceptable driver's safety record and that if my current or future driver's record is unacceptable under the State Driver's Risk Program, my application may be rejected and if hired, I may be subject to termination.
- I understand that I will be required to provide proof of eligibility to work in the United States pursuant to the Immigration Reform and Control Act of 1986 as a condition of employment.
- I understand that false, misleading, or incomplete statements could lead to my dismissal as an employee or rejection as an applicant.
- I also understand that some jobs require special background checks, security clearance, or compliance with other specific agency hiring policies prior to my employment or as a condition of employment; and that failure to meet these requirements may lead to my rejection as an applicant for, or termination from, that job.
- I affirm that it is my genuine intent to seek, and if offered, employment in Arkansas State Government and this application is submitted solely for that purpose and for no other purpose.

\_\_\_\_\_  
**Print Name**

\_\_\_\_\_  
**Sign Name**

\_\_\_\_\_  
**Date**

Employer # 5

May we contact Yes  No **Name of Employer:****Salary: Lowest/ Highest**

The White House

\$125,000 - \$125,000

**Company Phone Number:****Type of Business****Average Hrs. Worked/Week:**

\*212-348-1774

U.S. President

80

**Company Mailing Address****City****State/Zip**

1600 Pennsylvania Ave.

Washington

DC 20016

**Job Title:****Supervisors Name:****Employment Dates:**Assistant to the President and  
Director of Presidential Personnel

William Jefferson Clinton

04/95 – 01/2001

**Specific Job Duties:**

- Managed the recruitment, nomination and appointment process for full and part-time presidential appointees who served in leadership positions in the Clinton Administration
- Consulted with key Senators and Congressmen of both parties to increase confirmations of Presidential appointees.
- Consulted with major interest groups, IRS, FBI and White House Legal Counsel to complete recruitment, background checks and capability assessments of potential nominees;
- Successfully recruited the most diverse administration in the history of the United States
- Assisted President with development and operation of the One America Race Initiative

**Reason for Leaving:**

The Clinton Administration ended after two terms, in January 2001.

\*contact information for former President Clinton

Employer # 6

May we contact Yes  No

**Name of Employer:**

**Salary: Lowest/ Highest**

U.S. Department of Agriculture

\$125,000 / \$125,000

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

\*601-853-4556

Government Agency

60

**Company Mailing Address**

**City**

**State/Zip**

1400 Independence Ave.

Washington

DC

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

Undersecretary for  
Rural Development

Former Secretary Mike Espy

5/93 – 4/95

**Specific Job Duties:**

- Managed and Directed 12,000 Federal employees, 50 State Officers, and over 2,500 local officers; with responsibility for a budget of \$8 billion, annually.
- Managed and Directed USDA's Rural Development Programs by providing loans, grants and equity investments in rural America for business development, housing, water, sewer, telephone, electric and community facilities
- Chaired the Rural Telephone Bank Board which made loans to Rural Telephone Companies
- Reorganized and downsized USDA's Rural Development state and local offices;
- Served as Advisor to President Clinton and Secretary Espy on Rural Development policies;
- Recommended budget for USDA Rural Development Program;
- Testified before Congress on Rural Development Programs.
- Briefed congressmen and senators on rural development programs in their districts, and states.

**Reason for Leaving:**

President Clinton asked me to serve as Director of Presidential Personnel.

\*contact number for former Secretary Mike Espy



Employer # 7

May we contact Yes  No

**Name of Employer:**

**Salary: Lowest/ Highest**

Arkansas Development Finance Authority \$70,000 - \$80,000

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

\*501-860-1098

Public Bond Issuer

60

**Company Mailing Address**

**City**

**State/Zip**

200 Main Street

Little Rock

AR 72201

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

President

Lib Carlisle, former Vice Chair

6/1989 – 11/1992

**Specific Job Duties:**

- Directed the operations of the \$3 billion, self-funded quasi-public finance authority, which financed housing, economic development, business and public facilities;
- Recruited, vetted, hired and managed investment bankers, commercial bankers, financial advisers and bond lawyers to bring bond issues to market for Arkansas individuals, businesses and units of local government;
- Made presentations to the Arkansas Legislature and agencies, regarding ADFA's financial condition and bond issues;
- Directed the investment of ADFA's capital reserves;
- Directed the preparation of ADFA's Annual Operation Budget;
- Responded to a 10-member board and the Governor, for the integrity and financial stability of the Agency

**Reason for Leaving:**

To assist President-elect Clinton with the Presidential Transition operation, in Washington, D.C.

\*contact number for Former Board Vice-Chair, Lib Carlisle

Employer # 8

May we contact Yes  No

**Name of Employer:**

**Salary: Lowest / Highest**

Governor's Office – State of Arkansas \$40,000 - \$60,000

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

\*212-348-1779

State Government

70

**Company Mailing Address**

**City**

**State/Zip**

Arkansas State Capital

Little Rock,

Arkansas 72201

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

Senior Executive Assistant  
For Economic Development

Governor Bill Clinton

01/1983 – 01/1989

**Specific Job Duties:**

- Proposed new policy and programs to support Arkansas' Economic Development
- Led effort to implement new and revitalized economic development programs in landmark 1985 Economic Development Legislative program;
- Chaired Governor's Economic Development Policy Team of five(5) state agencies, designed to work cooperatively to support Arkansas' economic development and job creation;
- Served as Governor's liaison with the major Arkansas public, private and non-profit organizations involved in economic development;
- Served as Lead Advisor on Governor's economic development efforts, with national and regional organizations, including: the National Governors' Association, Southern Governors' Association, the Anthony Commission on Public Finance, the Lower Mississippi Delta Development Commission, and the Southern Growth Policies Board.

**Reason for Leaving:**

Governor Clinton and the ADFA Board asked that I serve as President of the Arkansas Finance and Development Authority.

\*contact number for former Governor Clinton

Employer # 9

May we contact Yes X No \_\_\_

**Name of Employer:**

**Salary: Lowest/ Highest**

Winthrop Rockefeller Foundation

\$30,000 - \$40,000

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

\*501-225-6695

Private Foundation

50

**Company Mailing Address**

**City**

**State/Zip**

308 East 8<sup>th</sup> Street

Little Rock

Arkansas 72202

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

Vice President

Jack Meriwether,

09/1975 – 01/1983

Former Board Chair

**Specific Job Duties:**

- Responsible for evaluation and recommendations on grants for rural economic development, human service and education programs;
- Co-led effort to create a statewide community foundation to provide new sources of grant-making for Arkansas public and non-profit organizations;
- Managed and monitored over two hundred non-profit and public grantees.
- Provided board training for existing and potential non-profit grantees, on proper board roles and responsibilities;
- Assisted with internal administrative, operational and budget preparation.

**Reason for Leaving:**

Governor Clinton recruited me to join his staff.

\*contact number for former board chair, Jack Meriwether

Employer # 10

May we contact Yes  No

**Name of Employer:**

**Salary: Lowest/ Highest**

Arkansas Department of Planning

\$18,000 - \$20,000

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

\*501-534-1602

State Agency

50

**Company Mailing Address**

**City**

**State/Zip**

Little Rock Train Station

Little rock

Arkansas 72201

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

Director of Community and  
Regional Affairs

Charlie Crow, former Director

02/1974 – 09/1975

**Specific Job Duties:**

- Provided policy development and management of the \$9 million annual budget; supervised three division heads and 30 staff members who worked with city and county government on rural and economic development;
- Assisted Cabinet Head with policy development, program management, budget preparations and Arkansas state legislative relations;
- Provided financial and technical information services to approximately 110 local governments;
- Assisted with development and implementation of the Department's Affirmative Action Plan.

**Reason for Leaving:**

The Director of the Winthrop Rockefeller Foundation recruited me to join the foundation as Vice President.

\*contact number for former Agency Director Charlie Crow

**Employer # 11**

**May we contact Yes \_ No \_X\_**

**Name of Employer:**

**Salary: Lowest/ Highest**

National Training & Development Service

\$15,000 - \$18,000

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

N/A – no longer exists

Non-profit Management  
Organizations

50

**Company Mailing Address**

**City**

**State/Zip**

1140 Connecticut Ave.

Washington

DC 20005

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

Administrative Officer

Tom Fletcher, President  
(deceased)

05/1972 – 01/1974

**Specific Job Duties:**

- Managed budget, personnel, grant applications, contracts, logistical support for training programs and office operations;
- Provided administrative support for management training programs designed for city and county officers across the country.

**Reason for Leaving:**

Made decision to return to the state of Arkansas during my father's illness.

Employer # 10

May we contact Yes \_ No X

**Name of Employer:**

**Salary: Lowest/ Highest**

Arkansas Employment Security  
Division

\$6,000 - \$6,500

**Company Phone Number:**

**Type of Business**

**Average Hrs. Worked/Week:**

(Now Dept of Workforce Services)

State Agency

40

**Company Mailing Address**

**City**

**State/Zip**

Texarkana

Arkansas 75501

**Job Title:**

**Supervisors Name:**

**Employment Dates:**

Recruiter

Jack Scates (deceased)

07/1969 - 08/1970

**Specific Job Duties:**

- Recruited, counseled and placed unemployed and unskilled Arkansans in training programs, and placed them in private and public sector jobs.

**Reason for Leaving:**

Won national scholarship to attend graduate school in Washington, DC

Richard Knight  
[REDACTED]

Bruce Engstrom  
611 Main St.  
North Little Rock, Ar 72114

Dear Bruce,

It certainly has been a long time, but after my sister, Jo Light, contacted me regarding the Arkansas Lottery, I felt it might be a good time to contact you. By the way, congratulations on your appointment as a Commissioner on the Arkansas Lottery. I don't want to waste your time so I will get straight to the point.

By the accounts of numerous articles written about the situation surrounding the lottery, it appears the state is in need of competent management. I have enclosed my resume but as you will see, I have spent the vast majority of my working life in the gaming industry. While I have never worked directly for a lottery, the operations of casinos and race tracks, especially casinos, are very similar. My experience has run the gamut to include the positions of CEO, President, COO, Chief Financial Officer, Senior Vice President of Marketing, etc. My specialty seems to have been developing new operations and resurrecting struggling ones. I have held key licenses in the highly regulated states of Pennsylvania, New Jersey and Illinois. I have a spotless record in all of them. That is enough of a quick sales pitch, but I felt it must be said. My resume will give the details.

As for my reasoning concerning my interest in the position (or positions), I have several. First and foremost is my desire to get back to Arkansas. Secondly, there is finally a job(s) I am familiar with open in the state. I still avidly follow the Razorbacks and return frequently to Little Rock to visit my sister. My roots to Arkansas have remained steadfast! Finally, given my previous experience and specialties, I could offer Arkansas expertise that was incubated and home grown from DeQueen to the U of A.

As for one final brief point which relates to the articles I have read, it does appear the state was overpaying for the top job as well as the other ones. As I am sure you are also aware, your organizational structure was a bit top heavy as well. As for me, I believe in very horizontal org charts.

With all this being said, I hope I have not come on too strong given this is also a "hello from the past letter". Even if this letter doesn't resonate with you and the needs of the lottery, it is always good to hear friends from the past are doing well. I still remember the days you and your brothers would come to DeQueen for visits. Now that was a long time ago!

Kindest personal regards,

Dick

## Richard Knight

Senior Executive with success in P&L management, operations and marketing within startup, turnaround and rapid-growth environments; improved bottom line performance of several companies through effective, hands-on operations management in the casino/hotel industry.

**A results-oriented leader with consistent track record of improving profitability.**

- As COO took a start-up company in a highly competitive industry from startup to \$80 million EBITDA.
- As CEO and President, exceeded all projections for three years while increasing revenue and EBITDA for start-up company during economically challenging timeframe of 2007-2009.

**Proven change agent adept at leading troubled operations back to competitive viability.**

- Turned around a distressed operation at 500-room casino/resort and adding \$8 million in EBITDA over 1 year.
- Increased capital reserves from zero to \$40 million in two years for declining business while EBITDA increased 15 percent.

**Strong financial manager with experience in diverse areas of corporate financing.**

- Played key role in two public debt offerings for start-up company.
- Strategically involved in two other public debt offerings for established companies.
- Played key supporting role in taking industry leader public on the NYSE.
- Sent by parent company to lead distressed affiliated company through Chapter 11.

### Professional Experience

**PRESQUE ISLE DOWNS, Inc.**

October 2006 to March 2010 (contract expires 10/11)

**CEO and PRESIDENT**

**Erie, PA**

Aided in development, staffed and managed a new thoroughbred racetrack and casino located in Northwestern Pennsylvania. Responsible for all aspects of the operation including 2,000 slot machines, four restaurants, racing simulcast operations and live thoroughbred racing. Responsible for 800 plus employees. Increased revenues and EBITDA three consecutive years while operating in one of the highest gaming tax, (61 percent), environment in the United States.

**SELF-EMPLOYED**

October 1998 to September 2006

**PROFESSIONAL TRADER OF STOCKS,  
BONDS AND FUTURES  
Naperville, IL**

Registered Trader, Chicago Mercantile Exchange Member, June 1999-May 2001; Professional trader of S&P500, NASDAQ 100 and Cattle Futures.

Professional Trader, from home office via high speed exchange trading platform; Trader of stocks, bonds and futures.



## Richard Knight

-Page 2-

---

### HOLLYWOOD CASINO CORPORATION

June 1992 to October 1998

EXECUTIVE VICE PRESIDENT/COO  
Aurora, IL and Dallas, TX

Managed all operations of two very profitable riverboat casinos for a new public company from development to maturity. Held various positions within organization. While COO managed all operations for well themed and highly profitable casinos in the Chicago area (1993-1998) and a 500-room casino/resort in Tunica, MS (1994-1998). Had key responsibilities for corporate financing. Held position of Executive Vice President of Operations, (Dallas, TX, 1994-1998). Started significant turnaround of 500-room casino/hotel, taking it through Chapter 11 as President and Chief Executive Officer, Greate Bay Hotel & Casino, Inc. (dba. Sands Hotel & Casino), Atlantic City, NJ, 1997-98

### BALLY'S/BALLY MANUFACTURING CORPORATION

1979 to 1992

SENIOR VICE PRESIDENT/COO/CFO  
Atlantic City, NJ and Chicago, IL

Improved casino operations at 1300-room casino/resort taking EBITDA from \$70 million to \$80 million. Managed underperforming hotel/casino with 2,800 employees and increased its EBITDA and capital reserves. Supervised construction of 800 room expansion to an existing 500 room hotel. Created brand awareness along east coast for Bally's. Key member of a team that took parent company public. Aided in establishing the financial systems and controls necessary for startup hotel and casino in Atlantic City, NJ. (Bally's Park Place, Atlantic City, NJ). Led financial management and the Special Attractions division of a nationwide theme park acquired by Bally Manufacturing Corp. (Six Flags Corporation, Chicago, IL).

---

### Civic and Professional Activities

- Adjunct Professor, Mercyhurst College, 2007-Present
- F.B.I. Citizens Academy, 2009
- Board member, Manufacturers and Business Association, 2009-Present
- Chairman/Board member, Roar on the Shore, Civic /Charity 2007- Present
- Board member, VisitErie/Convention and Visitors Bureau, 2007-2010
- Registered State of Illinois Lobbyist 1996-1998
- Chairman/Board member Aurora, IL Chamber of Commerce, 1997-2000

---

### Education

Bachelor of Science in Hotel Administration, University of Nevada, Las Vegas.

Bachelor of Science in Business Administration, University of Arkansas.

---

Married, in excellent health; Honorable discharged Army Officer

January 4, 2012

Chairman Dianne Lamberth  
Arkansas Scholarship Lottery  
Post Office Box 3238  
Little Rock, AR 72203-3238

RE: Director Posting

Dear Chairman Lamberth and members of the Arkansas Scholarship Lottery,

Please find attached to this transmission my resume, which will serve to express my interest in the available position of Director of the Arkansas Scholarship Lottery. I hope that you will find my experience and accomplishments to be consistent with the needs of the vacancy.

I have had the great honor of being the Executive Director of the New Hampshire Lottery for the past eighteen months. During this time, I have had the satisfaction of both growing sales and reducing expenses. Based upon a strategic plan created during my first sixty days, the New Hampshire Lottery has gone from a negative -6% in YOY sales growth, to a positive 7% in FY 2012. I anticipate being one of the top five lotteries in the US in overall growth in Fiscal Year 2012, from absolute dead last in Calendar Year 2010. I have attached an unsolicited editorial from the Union Leader, New Hampshire's largest newspaper, about the positive impacts of the changes, written by the chief of their Editorial Dept.

Prior to being named the Director of the New Hampshire Lottery, I spent seven years as the Massachusetts Lottery Assistant Executive Director and its General Counsel. The Mass. Lottery is the most profitable and cost efficient lottery, in the United States, with gross sales of over four billion dollars. The same efficiencies I learned in Massachusetts I was able to transfer to New Hampshire with tremendous timing. Despite one of the largest budget cuts in this state's history, we were able to reduce costs and meet reduced budget targets without a single layoff – one of the only state agencies to do so

My commitment to public service started as a criminal prosecutor, where I discovered early the value of integrity and honor. While rising through the office to become the Chief of Special Investigations, I learned the value of inclusion, loyalty and follow through. Many of the investigations I led ended up as the lead story on the evening news, whether it was for major drug arrests or organized crime indictments.

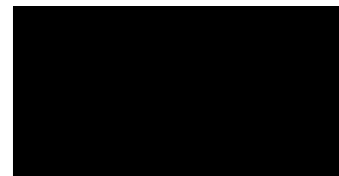
I have attached my resume for your review, and given the difficulty in expressing important ideas in so few words, would welcome the opportunity to discuss plans and strategies that would benefit the Arkansas Scholarship Lottery.

I thank you for your time and consideration

Kind regards,

Charles R. McIntyre

# Charles R. McIntyre



## Executive Summary

- Lottery executive with a proven track record in responsible, ethical and cost effective management of two distinct lotteries
- Fifteen years of experience in the practice of the law, as a private sector attorney, prosecutor and as a government official
- Extensive experience working for and representing high profile and controversial businesses and agencies
- Lead trial counsel on over 100 cases to verdict

## Key Accomplishments

- Assumed leadership of the nation's oldest modern lottery in 2010 and within one year sales have climbed over 7% year over year - the first such growth in four years - without adding any new product offerings, while simultaneously reducing overall costs
- An integral part of the five best years in Massachusetts lottery history, which are the highest gross and net per capita sales years in US lottery history, while maintaining the lowest cost ratio in the US (>2% of sales)
- A decorated former senior state prosecutor with a background in criminal enterprise audits, asset seizure and forfeiture in major felony cases with an expertise in gambling and related offenses
- Member of the North American State and Provincial Lotteries (NASPL) seven-member committee that conducted the due diligence review of the merger between GTECH and Lottomatica, valued at approximately \$5 billion

## Work History

### New Hampshire Lottery Commission – Concord, NH

#### Executive Director, June 2010 – Present

- Chief Executive Officer of largest gambling operation in Northern New England overseeing the Lottery's operation to the various constituencies: Lottery Commission, the Governor and the State Legislature, and the citizens
- Responsible for all phases of budget preparation, revenue forecasting, strategic planning and metrics driven performance, within the confines of ethical and moral growth and practices
- Developed a communications plan through both earned and paid media to effectively communicate the Lottery's message in a positive and responsible manner, through all available communications channels
- Regularly speak with the public, government officials, and the media at events and public hearings; fostered and continue to maintain excellent relationships with both branches of the New Hampshire State Legislature
- Created excellent working relationships with every member of the New Hampshire media
- Testified as an expert on gambling before the various state boards, legislative bodies, municipalities and the United States Congress

**Massachusetts State Lottery Commission – Braintree, MA**

***Assistant Executive Director and General Counsel, May 2003-June 2010***

- Responsible for all counsel aspects including: litigation, vendor contract negotiation, real estate, employment, intellectual property, collective bargaining, budget analysis, supervision of outside counsel and legislation drafting
- Drafted, revised and enforced regulations and licensing agreements that govern statewide conduct of 7,500 agents and \$4.7 billion in annual ticket sales, developed the first lottery agent testing program in the US
- Directly supervised staff of four attorneys and four support staff, overall responsibility for lottery staff of 420 employees
- Regularly confer with elected officials to promote lottery and mission, primarily before large gatherings
- Enforced diversity compliance in both lottery employees and agent conduct

**Norfolk District Attorney – Canton, MA**

***Assistant District Attorney, Task Force Director April 1999 – May 2003***

- Director of the Special Investigations Unit
- Chief Prosecutor for narcotics and organized crime related offenses
- Numerous cross prosecutions with the United States Attorney
- Lead investigator on all electronic surveillance warrants in Norfolk District
- Prosecutor on every major asset forfeiture, totaling more than three million dollars in illegal funds converted for law enforcement use
- Conducted multiple Grand Jury investigations including: drug trafficking, perjury, grand larceny, public official corruption, gaming offenses, extortion, and usury

**Finneran, Byrne, Drechsler & O'Brien, Boston, MA**

***Senior Litigation Associate, January 1998 – April 1999***

- Litigation associate of AV-rated law firm
- Represented numerous clients including: Boston Police Patrolman's Association, Commerce Insurance, Arbella Insurance, and Liquor Industry Underwriters
- Defended municipalities in civil rights actions
- Lead trial counsel in state and federal court for civil and criminal defense

**Norfolk District Attorney, Canton, MA**

***Assistant District Attorney, January 1995 – January 1998***

- Chief prosecutor, Dedham Court, more than 3,000 cases opened annually
- Lead trial prosecutor for felonies and misdemeanors including larceny, prison escape, home invasions, crimes of violence, motor vehicle homicide and other motor vehicle offenses
- Instructor for junior prosecutors and area police officers

Charles McIntyre

## **Education**

### **Connecticut College**

- Bachelor of Arts, History 1989

### **Suffolk University Law School**

- *Juris Doctor* 1994

## **Bar Admissions**

Massachusetts 1994

Federal District Court 1995

## **Awards and Memberships**

International Masters of Gaming Law, Member – Regulator

Timothy Spillane Award, Prosecutor of the Year 1998

Ironman World Championship, *Hometown Hero*, 2006

**PRINT IN BLACK INK OR TYPE**

Personal Information

Name: McIntyre Charles Read  
(Last) (First) (Middle)

Mailing Address: [Redacted]  
(Street) (Apt. #)  
[Redacted]  
(City) (State) (Zip) (County)

Phone Number: [Redacted]  
(home) (cell) (other)

Email Address: [Redacted]

List any other names previously used: N/A

List exact title of position or type of work (position number if applicable) and location for which you wish to apply:  
Director

*It is the policy of the ALC that no relative of an ALC employee or official either by blood or marriage may work for the ALC, nor does the ALC employ relatives of currently serving legislators.*

Do you have any relatives working for this agency or currently serving as a state legislator?  
 Yes  No

If yes, list names and relationship: \_\_\_\_\_

Are you currently authorized to work in the United States?  Yes  No

Employment Status

Will you accept employment anywhere in the state of Arkansas?  Yes  No  
If no, where would you accept employment? \_\_\_\_\_

Check which type of employment you will accept (check all that apply):  
 Full Time  Part Time  Temporary  Day Shift  Evening Shift  Night Shift

Are you able to:  Work Overtime  Travel

Have you ever filed an application for employment with this agency?  Yes  No  
If yes, what was your name at the time? Charles McIntyre

Have you ever been employed by the Arkansas State Government?  Yes  No  
If yes, please list the agency(ies) here:

List all prior work experience, including military service, beginning with most recent employer. Include all work experience, even if you do not believe that experience to be related to the position or positions for which you are applying. You may include volunteer or unpaid work as part of your history; however, you should include the number of hours per week which you performed these duties.

**Employer #1 (Current or Most Recent)****May We Contact**  Yes  No

Name of Employer <b>New Hampshire Lottery Commission</b>		Salary \$ 99,000   \$ 99,000 Lowest   Highest	
Company Phone Number <b>603-271-3391</b>	Type of Business <b>State Lottery</b>	Average Hours Worked/Week <b>50+</b>	
Company Mailing Address <b>14 Integra Dr</b>	City <b>Concord</b>	State <b>NH</b>	Zip <b>03301</b>
Job Title <b>Executive Director</b>	Supervisor's Name <b>Chairman Debra Douglas</b>	Employment Dates 06/10   Present From   To	
<b>Specific Job Duties</b> ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)  As the Chief Executive Officer, my fundamental duty is to maximize revenues to the State of New Hampshire in a responsible and ethical manner. That includes supervision of: all sales and marketing functions - with an emphasis on metric driven performance - for the short and long term outlook; human resources for fifty employees; media and public relations; government finance; legislative outreach; retailer and vendor relations and ultimately being accountable for almost a quarter of a million dollars in yearly gross revenue to the citizens of New Hampshire.			
Reason for Leaving: <b>N/A</b>			

**Employer #2****May We Contact**  Yes  No

Name of Employer <b>Massachusetts State Lottery Commission</b>		Salary \$ 95,000   \$ 105,000 Lowest   Highest	
Company Phone Number <b>617-849-5555</b>	Type of Business <b>State Lottery</b>	Average Hours Worked/Week <b>50+</b>	
Company Mailing Address <b>60 Columbian St</b>	City <b>Braintree</b>	State <b>MA</b>	Zip <b>02184</b>
Job Title <b>Assistant Executive Director/General Counsel</b>	Supervisor's Name <b>Joe Sullivan/Mark Cavanagh</b>	Employment Dates 5/03   06/10 From   To	
<b>Specific Job Duties</b> ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)  My specific duty was to perform the General Counsel function for the second largest lottery in the US, and what was the ninth largest in the world (now 12th). I directly managed all litigation, human resources, retailer licensing and relationships, legislation drafting, and all procurement functions. As General Counsel, all major procurements were handled in my department, with Massachusetts having the lowest cost of any lottery in the industry - 2% of total sales. That figure includes all vendor fees and advertising, every employee salary and all other expenses.			
Reason for Leaving: <b>Became Executive Director of the New Hampshire Lottery Commission</b>			

Employment History

Employment History (continued)

**Employer #3**

**May We Contact**  Yes  No

Name of Employer <b>Norfolk District Attorney</b>		Salary \$ 45,000   \$ 55,000 Lowest   Highest	
Company Phone Number <b>(781) 830-4800</b>	Type of Business <b>Law Enforcement</b>	Average Hours Worked/Week <b>50+</b>	
Company Mailing Address <b>45 Shawmut Road</b>	City <b>Canton</b>	State <b>MA</b>	Zip <b>02021</b>
Job Title <b>Assistant District Attorney</b>	Supervisor's Name <b>Hon. William Keating</b>	Employment Dates 04/99   05/03 From   To	
<p><b>Specific Job Duties</b> ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)</p> <p>As Chief of the Special Investigations Unit, I oversaw a task force for the investigation and prosecution of organized crime elements in Norfolk County, Massachusetts. I would start the investigation, proceed through indictment and discovery, and follow the case to trial, if necessary. I conducted numerous cross-prosecutions with the office of the United States Attorney. I was the applicant on every electronic surveillance warrant, which included numerous wiretaps.</p>			
Reason for Leaving: <b>Offered position of General Counsel with the Massachusetts Lottery</b>			

**Employer #4**

**May We Contact**  Yes  No

Name of Employer <b>Finneran Byrne Drechsler &amp; O'Brien</b>		Salary \$ 45,000(+)   \$ 45,000(+) Lowest   Highest	
Company Phone Number <b>(617) 265-3900</b>	Type of Business <b>Law Firm</b>	Average Hours Worked/Week <b>50+</b>	
Company Mailing Address <b>50 Redfield Office Park</b>	City <b>Boston</b>	State <b>MA</b>	Zip <b>02122</b>
Job Title <b>Attorney</b>	Supervisor's Name <b>Tom Drechsler</b>	Employment Dates 01/98   04/99 From   To	
<p><b>Specific Job Duties</b> ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)</p> <p>Served as Senior Litigation associate with an AV-rated law firm, specializing in criminal and civil defense. I was responsible for all litigation aspects through trial, at every level of the Court system.</p>			
Reason for Leaving: <b>Offered Position as Senior Prosecutor with Norfolk District Attorney</b>			

**If you do not have enough space to list all your work experience, please ensure to attach a resume.**



Education and Skills Information

**Applicants may be required to provide proof of diploma, degree, licenses, certification, or GED.**

Do you have a high school diploma or GED?  Yes  No

Do you have a college degree?  Yes  No

Type of School	Name and Location of School	Dates Attended		Date Graduated or Expected Date	Hours Completed	Diploma or Degree Sought
		From	To			
Undergraduate Colleges or Universities	Connecticut College	9/85	6/89	June 1989		BA
Graduate Schools	Suffolk Law School	9/90	6/94	June 1994		JD
Technical or Vocational Schools						

If a license, certificate, or other authorization is required or related to the position for which you are applying, complete the following:

License/Certification	Date Issued	Date Expires	Issuing Authority	License Number	State Issued

**Special Training / Skills / Qualifications:**

List all job related training or skills you possess and machines or office equipment you can use such as calculators, printing or graphics equipment, computer equipment, types of software and hardware (Attach additional page if necessary.)

Do you have a valid driver's license?  Yes  No

License # XXXXXXXXXX

<b>Criminal History</b>	<b>ALC conducts a thorough criminal background check on all candidates for employment.</b>
	Have you <u>ever</u> been convicted of a misdemeanor? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
	Have you <u>ever</u> been convicted of a felony? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
	Have you <u>ever</u> been subjected to deferred adjudication? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
	If "YES," explain in concise detail, giving dates and nature of the offense.

<b>References</b>	Please list three (3) persons not related to you, who have knowledge of your work qualifications and can serve as a reference for you.				
		<b>Name</b>	<b>City/State</b>	<b>Phone</b>	<b>Relation</b>
	1.	Mr. Tom Drechsler, Esq.			Previous Employer
	2.	Mr. Robert Launie, Esq.			Criminal Defense Atty.
	3.	Mayor Joseph Sullivan			Former Supervisor

**Before you sign this application**

*Check over your answers to make sure that all questions have been completed properly.*

- I, the below signed individual, hereby declare that, to the best of my knowledge and my ability, the information on this application is true and factual.
- I understand that if I am hired, that my employment is not for any definite period of time, and I may be terminated at any time.
- I understand that if I state that I have a college degree, and do not have one, that my application will be rejected or, if hired, I will be terminated in accordance with Arkansas Code 21-12-102.
- I understand that my application may be subject to public disclosures as public record under the Arkansas Freedom of Information Act.
- I understand that certain jobs may require an acceptable driver's safety record and that if my current or future driver's record is unacceptable under the State Driver's Risk Program, my application may be rejected and if hired, I may be subject to termination.
- I understand that I will be required to provide proof of eligibility to work in the United States pursuant to the Immigration Reform and Control Act of 1986 as a condition of employment.
- I understand that false, misleading, or incomplete statements could lead to my dismissal as an employee or rejection as an applicant.
- I also understand that some jobs require special background checks, security clearance, or compliance with other specific agency hiring policies prior to my employment or as a condition of employment; and that failure to meet these requirements may lead to my rejection as an applicant for, or termination from, that job.
- I affirm that it is my genuine intent to seek, and if offered, employment in Arkansas State Government and this application is submitted solely for that purpose and for no other purpose.

Charles R McIntyre

Print Name

/S/

Sign Name

1/4/12

Date

Joan S. Schoubert



Arkansas Lottery Commission  
P.O. Box 3238  
Little Rock, AR 72203

January 2, 2012

Dear Commissioners:

I am respectfully submitting my resume' for the position of Director at the Arkansas Scholarship Lottery. This opportunity appears to match my extensive experience in senior and executive management as the strategic business planner and chief financial officer of a diverse, multi-billion dollar lottery.

I have been a Certified Public Accountant for 26 years and have spent the past twelve years within the executive management team of the Georgia Lottery Corporation. After working ten years at the Florida Lottery, I had the fantastic opportunity of joining the Georgia team in its earlier years and helped grow annual revenue from approximately \$2 billion to nearly \$4 billion. *I am committed to solid business planning and execution.* As Senior Vice President of Finance, Planning and Development, I was responsible for all financial operations of the corporation, as well as strategic business planning, revenue and game management. I have extensive experience in planning, leading, and accounting for large, multiple projects in this sales and marketing industry where operations are deeply tied to technology. My experience is broad and encompasses a unique mix of extensive analytical (left brained) and creative (right brained) skills.

I eagerly welcome the opportunity to apply for this position. The attached resume' provides a brief overview of my lottery and job experience. However, I would be honored to meet with you and provide you with as much information and background about myself as you like. I am a highly self-motivated individual who thrives on leading diverse teams of people to mutual success. I am very experienced and comfortable working with every level within a large, complex entity and I feel very confident that I have unique strengths and experiences that I could offer to this lottery.

I respectfully submit my application and resume' for your consideration and hope to hear from you soon.

Very truly yours,

Joan S. Schoubert

**JOAN SKIPPER SCHOUBERT**



**Contacts:**



**Work History and Experience:**

Senior Vice President – Finance, Planning & Development  
Georgia Lottery Corporation  
Atlanta, Georgia  
2006 – August 2011

*In addition to duties and responsibilities of SVP-Planning and Development (listed below), added corporate responsibility of SVP-Finance (chief financial officer) in 2006. Additional duties included routine and non-routine financial and strategic plan communication and reporting to Board of Directors and various State of Georgia officials; all Finance Division activities for \$3.7 Billion in annual lottery revenue including financial accounting and reporting, budget preparation and administration, banking and cash management, financial planning and strategic analysis, contract procurement and management, purchasing, accounts receivable, accounts payable, federal and state tax reporting, coordination of external financial and operational audits.*

Senior Vice President – Planning & Development  
Georgia Lottery Corporation  
Atlanta, Georgia  
2005 – 2011

Responsible for corporate-wide strategic business planning, analysis and development including writing and administration of annual Strategic Business Plan, Operating Plan and Budget; driving corporate revenue plan through product analysis, lottery game planning, development and creation to ensure continual revenue maximization of all products (*resulting in 2<sup>nd</sup> highest Per Capita industry sales in the world for instant game products*); leading product planning and development for corporate, as well as multi-state initiatives; coordinating weekly cross-divisional business executive planning meetings; coordinating market and product research and development; writing Requests for Proposal on major vendor contracts; review/selection committee member for major contract vendor proposals; reviewing, negotiating and approving routine and non-routine contracts; continual process improvement leader for various functions; developing and writing

corporate Board policies and procedures; attending relevant national and international industry conferences to remain abreast of leading future initiatives to ensure company remains an industry leader.

Senior Vice President – Administration  
Georgia Lottery Corporation  
Atlanta, Georgia  
July 2001 – 2005

As a member of the executive team, responsible for administration and management of all corporate facilities and fleet, customer operations (retailer contracting and prize validation), warehouse operations; product planning, development and administration; writing and reviewing Requests for Proposal on major vendor contracts; process improvement development for major business functions; writing and reviewing corporate operational policies and procedures.

Vice President of Financial Management  
Georgia Lottery Corporation  
Atlanta, Georgia  
July 1999 – July 2001

Lead Controller responsibility for all corporate financial activities including financial accounting and reporting, games accounting and reporting, budget coordination and administration, cash management, financial planning and analysis, purchasing, accounts receivable and collections, accounts payable, payroll, federal and state tax reporting, coordination of external financial and operational audits.

Games Accounting Manager  
Florida Department of Lottery  
Tallahassee, Florida  
(Various advancing positions within Division of Finance)  
June 1989 – June 1999

Ten years of increasingly responsible management positions for a new lottery, coordinating development of operational policies and procedures, leading continual process improvements projects (*received STERLING Award from State of Florida for process improvement excellence*); managing all functions of Games Accounting with responsibility for 140 employees; leading numerous “change management” initiatives related to operational and technological improvements.

Senior Auditor  
Ernst & Young, CPAs  
Tallahassee, Florida  
December 1987 – June 1989

Lead on-site field auditor in charge of financial audits for various sized companies, from small businesses to publicly-traded companies. Prepared related audited financial statements, reports, and corporate tax returns.

Audit Staff advanced to Audit Manager  
Hevia, Beagles & Company, CPAs  
St. Petersburg, Florida  
October 1983 – November 1987

On-site field auditor for various sized companies within many industries; preparation of financial accounting records, reports, financial statements, federal and state income tax and payroll returns.

**Education and Certifications:**

Certified Public Accountant  
Licensed February 1985 through Current

Florida State University  
Tallahassee, Florida  
Bachelor of Science in Accounting, August 1983

Bainbridge Junior College  
Bainbridge, Georgia  
Associate of Arts in Business Administration, June 1981

Bainbridge High School  
Bainbridge, Georgia  
Graduated 2<sup>nd</sup> in Class of 325, June 1978

**Professional Memberships:**

American Institute of Certified Public Accountants  
Georgia Society of Certified Public Accountants

**PRINT IN BLACK INK OR TYPE**

**Personal Information**

**Name:** \_\_\_\_\_  
 (Last) (First) (Middle)

**Mailing Address:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 (City) (State) (Zip) (County)

**Phone Number:** \_\_\_\_\_  
 (home) (cell) (other)

**Email Address:** \_\_\_\_\_

**List any other names previously used:** \_\_\_\_\_

**List exact title of position or type of work (position number if applicable) and location for which you wish to apply:**  
 \_\_\_\_\_

*It is the policy of the ALC that no relative of an ALC employee or official either by blood or marriage may work for the ALC, nor does the ALC employ relatives of currently serving legislators.*

**Do you have any relatives working for this agency or currently serving as a state legislator?**  
 Yes No

**If yes, list names and relationship:** \_\_\_\_\_

**Are you currently authorized to work in the United States?** Yes No

**Employment Status**

**Will you accept employment anywhere in the state of Arkansas?** Yes No

If no, where would you accept employment? \_\_\_\_\_

**Check which type of employment you will accept (check all that apply):**  
 Full Time Part Time Temporary Day Shift Evening Shift Night Shift

**Are you able to:** Work Overtime Travel

**Have you ever filed an application for employment with this agency?** Yes No

If yes, what was your name at the time? \_\_\_\_\_

**Have you ever been employed by the Arkansas State Government?**  Yes  No

If yes, please list the agency(ies) here:

List all prior work experience, including military service, beginning with most recent employer. Include all work experience, even if you do not believe that experience to be related to the position or positions for which you are applying. You may include volunteer or unpaid work as part of your history; however, you should include the number of hours per week which you performed these duties.

Employment History

Employer #1 (Current or Most Recent)		May We Contact <input type="checkbox"/> Yes <input type="checkbox"/> No	
Name of Employer		Salary	
		\$	\$
		Lowest	Highest
Company Phone Number	Type of Business	Average Hours Worked/Week	
Company Mailing Address	City	State	Zip
Job Title	Supervisor's Name	Employment Dates	
		From	To
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)			
Reason for Leaving:			

Employer #2		May We Contact <input type="checkbox"/> Yes <input type="checkbox"/> No	
Name of Employer		Salary	
		\$	\$
		Lowest	Highest
Company Phone Number	Type of Business	Average Hours Worked/Week	
Company Mailing Address	City	State	Zip
Job Title	Supervisor's Name	Employment Dates	
		From	To
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)			
Reason for Leaving:			



Employment History (continued)

**Employer #3** **May We Contact**    **Yes**    **No**

Name of Employer		Salary	
		\$ Lowest	\$ Highest
Company Phone Number	Type of Business	Average Hours Worked/Week	
Company Mailing Address	City	State	Zip
Job Title	Supervisor's Name	Employment Dates	
		From	To
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)			
Reason for Leaving:			

**Employer #4** **May We Contact**    **Yes**    **No**

Name of Employer		Salary	
		\$ Lowest	\$ Highest
Company Phone Number	Type of Business	Average Hours Worked/Week	
Company Mailing Address	City	State	Zip
Job Title	Supervisor's Name	Employment Dates	
		From	To
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)			
Reason for Leaving:			

**If you do not have enough space to list all your work experience,  
please ensure to attach a resume.**

Education and Skills Information

**Applicants may be required to provide proof of diploma, degree, licenses, certification, or GED.**

Do you have a high school diploma or GED?    Yes    No

Do you have a college degree?    Yes    No

Type of School	Name and Location of School	Dates Attended		Date Graduated or Expected Date	Hours Completed	Diploma or Degree Sought
		From	To			
Undergraduate Colleges or Universities						
Graduate Schools						
Technical or Vocational Schools						

If a license, certificate, or other authorization is required or related to the position for which you are applying, complete the following:

License/Certification	Date Issued	Date Expires	Issuing Authority	License Number	State Issued

**Special Training / Skills / Qualifications:**

List all job related training or skills you possess and machines or office equipment you can use such as calculators, printing or graphics equipment, computer equipment, types of software and hardware (Attach additional page if necessary.)

Do you have a valid driver's license?     Yes     No

License #: [REDACTED] \_\_\_\_\_

<b>Criminal History</b>	<b>ALC conducts a thorough criminal background check on all candidates for employment.</b>	
	Have you <u>ever</u> been convicted of a misdemeanor?	Yes      No
	Have you <u>ever</u> been convicted of a felony?	Yes      No
	Have you <u>ever</u> been subjected to deferred adjudication?	Yes      No
	If "YES," explain in concise detail, giving dates and nature of the offense.	

<b>References</b>	Please list three (3) persons not related to you, who have knowledge of your work qualifications and can serve as a reference for you.				
		<b>Name</b>	<b>City/State</b>	<b>Phone</b>	<b>Relation</b>
	1.		Atlanta, GA		
	2.		Atlanta, GA		
	3.		Suwanee, GA		

**Before you sign this application**

*Check over your answers to make sure that all questions have been completed properly.*

- I, the below signed individual, hereby declare that, to the best of my knowledge and my ability, the information on this application is true and factual.
- I understand that if I am hired, that my employment is not for any definite period of time, and I may be terminated at any time.
- I understand that if I state that I have a college degree, and do not have one, that my application will be rejected or, if hired, I will be terminated in accordance with Arkansas Code 21-12-102.
- I understand that my application may be subject to public disclosures as public record under the Arkansas Freedom of Information Act.
- I understand that certain jobs may require an acceptable driver's safety record and that if my current or future driver's record is unacceptable under the State Driver's Risk Program, my application may be rejected and if hired, I may be subject to termination.
- I understand that I will be required to provide proof of eligibility to work in the United States pursuant to the Immigration Reform and Control Act of 1986 as a condition of employment.
- I understand that false, misleading, or incomplete statements could lead to my dismissal as an employee or rejection as an applicant.
- I also understand that some jobs require special background checks, security clearance, or compliance with other specific agency hiring policies prior to my employment or as a condition of employment; and that failure to meet these requirements may lead to my rejection as an applicant for, or termination from, that job.
- I affirm that it is my genuine intent to seek, and if offered, employment in Arkansas State Government and this application is submitted solely for that purpose and for no other purpose.

\_\_\_\_\_  
**Print Name**

\_\_\_\_\_  
**Sign Name**

\_\_\_\_\_  
**Date**

[REDACTED]

---

**Subject:**

RE: Job Application for Director's Position

---

**From:** Bill Stovall [mailto:[REDACTED]]

**Sent:** Wednesday, January 04, 2012 3:57 PM

**To:** ALC Jobs

**Subject:** Job Application for Director's Position

Please accept this as my application for the ALC Director's position. Should you need anything else, please feel free to contact me.

Thank you for your consideration.

Bill

[REDACTED]

# Bill H. Stovall, III

## WORK HISTORY

**Arkansas House of Representatives** • Little Rock, AR • January 2007–Current

**Chief of Staff** • August 2010–Current

**Director of Constituency Services** • June 2007–August 2010

**Assistant to Speaker of the House** • January 2007–June 2007

- Responsibilities Attached

**Gateway Country Junction** • Quitman, AR • May 1986–Current

**Owner and Operator**

- Responsible for all aspects of operating a mid-level convenience store
- Responsible for hiring and management of all employees
- Responsible for all purchases, expenditures and inventory
- Responsible for negotiating and approving all contracts

**Bowen Enterprises** • Conway, AR • August 1985–December 1986

**Retail Specialist/Meat Cutter**

- Assistant Market Manager for high volume retail market
- Responsible for all aspects of managing the market in the manager's absence
- Responsible for building volume without sacrificing gross profit
- Specifically responsible for minimizing shrinkage and maximizing profit

**Milgram Food Company** • Morrilton, AR • July 1979–June 1985

**Retail Specialist/Meat Cutter**

- Learned and developed skills for creating efficiencies in retail work product
- Learned and developed skills for increasing retail sales and volume
- Learned and developed skills for increasing gross profit in high volume retail sales environment

## PUBLIC SERVICE

**Justice of the Peace** • Cleburne County • 1993–2001

**State Representative** • District 42 and 59 • 2001–2006

**Speaker of the Arkansas House of Representatives** • 2005–2006

## PROFESSIONAL HONORS AND ACHIEVEMENTS

- Arkansas Democrat-Gazette Top Ten Legislators of 2005
- Recognized by Arkansas Educators Association for outstanding legislative achievement
- Arkansas Trial Lawyer Association Consumer Advocate of the Year 2005

## EDUCATION

- Pulaski Technical College • Little Rock, AR • Associate of Arts Degree • Awarded 2011
- University of Arkansas/Little Rock • Little Rock, AR • Bachelor of Arts Degree Political Science • Awarded 2011
- University of North Carolina/Greensboro • Greensboro, NC • Master of Liberal Arts Degree • Award Scheduled 2012

## REFERENCES

Bobby Roberts  
Library Director/Central Arkansas Library System

Martha Perry  
Retired Chief of Staff/Senator Bumpers

Additional References available upon request

## **Chief of Staff**

### **SUMMARY:**

Appointed by the Speaker, serves as the principal aide to the Speaker, handles a wide range of matters of legislative importance, oversees all operations of the House including management of staff, administration, policies and procedures. Provides coordination and oversight in the development of legislative initiatives and serves as the Speaker's primary strategic liaison with other legislative officials, governmental officials, and a wide range of constituencies.

### **DUTIES AND RESPONSIBILITIES:**

1. Serves as the principal aide to the Speaker; supports the Speaker in dealing with a range of legislative officials, industry officials, local, state and federal government officials and members of the public; manages all public affairs issues on behalf of the Speaker; directly handles matters of institutional legislative importance at the direction of the Speaker.
2. Assists the Speaker in designing, establishing and maintaining an organizational structure and staffing to effectively accomplish the goals and objectives of the House; recruits, employs, trains and supervises staff as directed by the Speaker.
3. Serves as the chief aide and liaison for the Speaker handling program support activities and complex legislative matters to ensure effective operation of the House.
4. Interacts regularly, at Speaker's direction, with Office of the Governor, Senate, industry, government and community officials in the representation and development of strategic program initiatives designed to improve all facets of governmental services for the citizens of Arkansas.
5. Prepares and/or contributes to the preparation of reports, briefings, presentations and responses on strategic legislative issues as appropriate.
6. Oversees all facets of the daily operation of the House ensuring compliance with all Rules of the House, all local, state and federal laws, policies, regulations and policy statements.
7. Coordinates preparation for General, Fiscal and Special Sessions of the House of Representatives.
8. Coordinates special projects on behalf of the Speaker of the House; participates with the Speaker and leadership in planning, policy development, legislative review, amendment preparation and complex analysis of proposed and existing legislation.
9. Oversees the full production of live and recorded sessions of the full House. Designs schedules, sets program content and supervises staff in the use of equipment and records of all sessions.

10. Manages and oversees Budget review and related legislation.

**EXAMPLES OF WORK PERFORMED:**

- Analyzes bills and resolutions.
- Helps coordinate the Speaker's schedule.
- Serves as liaison between House members and the Speaker.
- Conducts research for the Speaker.
- Proof and edit letters, talking points and speeches on Speaker's behalf.
- Monitors constituent affairs.
- Helps prepare the Speaker's legislative agenda.
- Helps prepare agendas for leadership meetings.
- Consults with lobbyists, state agency officials, and national and regional legislative organizations.
- Oversees office expenditures and the office budget.
- Assists the Speaker with House members' travel.
- Reviews and proposes language, at the Speaker's request, for bills and resolutions.
- Tracks the progress of major bills during legislative sessions.
- Coordinates joint legislative sessions and special pre-sessions events.
- In the absence of the Speaker, speaks to the media on the Speaker's behalf and on behalf of the House of Representatives
- Contacts the media when necessary and monitors news reports about state government and the Legislature.
- Attends meetings on behalf of the Speaker.
- Provides advice and guidance to the Speaker and members of the House on legislative policy and management issues.
- Assists in the development and implementation of policies on personnel and operational issues.
- Supervises staff.
- Coordinates special management and legislative projects for the Speaker and members of the House.
- Performs other duties as assigned.

**KNOWLEDGE, SKILLS AND ABILITIES:**

- Ability to supervise others.
- Ability to understand and apply rules, policies and procedures.
- Ability to work as part of a team.
- Extensive knowledge of legislative process and terminology.
- Extensive knowledge of state government officials, lobbyists, and national and regional legislative organizations.
- Considerable knowledge of the English language and an ability to communicate effectively in writing.
- Knowledge of administrative principles and practices.
- Knowledge of planning principles and techniques.
- Knowledge of applicable computer word processing and database programs.

- Ability to conduct legislative and policy research.
- Ability to maintain confidentiality and handle sensitive work.
- Ability to work independently and manage a variety of projects.
- Ability to maintain composure and meet deadlines under time pressure.
- Ability to conduct meetings and make presentations.
- Ability to plan, organize and direct work and evaluate results and alternative strategies.
- Ability to implement sound management practices.
- General knowledge about the workings of the news media, and the skill to draft news releases and organize news conferences.
- An ability to work long hours and travel.
- An ability to deal politely and effectively with the public.
- Knowledge of House Rules, the Joint Rules, the Arkansas Code, the House and Senate Journals, and Mason's Manual of Legislative Procedure.
- General knowledge about members of Arkansas's congressional delegation.
- Skill at typing.

**MINIMUM QUALIFICATIONS OR EQUIVALENT:**

- Bachelor's degree preferred, and ten years of relevant work experience.



[Print Application](#)

## Application for Employment

Last Name: Stovall, III

First Name: William

Middle Name: Harry

Home Phone: Work Phone: Message Phone: Mailing Address: City: State: Zip Code: County: E-mail Address: 

### Employment Status Section

Will you accept employment anywhere in the State?  Yes  No

If no, where would you accept employment? Little Rock

Will you accept any type of employment?  Yes  No

If no, check which type(s) of employment you will accept: Full

Have you ever been employed by Arkansas State Government?  Yes  No

If yes, what was your name at that time? Bill H. Stovall, III

May we contact your current employer?  Yes  NoMay we contact your former employer(s)?  Yes  No

### Professional Licenses

Please list professional license(s) relevant to position(s) for which you are applying.  
Provide type of license, license number, date of expiration and issuing state.

### Work History

List all prior work experience, including military service, beginning with your most recent employment. Include all work experience even if you do not believe that experience is related to the position or positions for which you are applying. You may include volunteer or unpaid work as part of your history; however, you should include the number of hours per week which you performed these duties. If you wish to include a resume instead of completing the work history section, make sure all the requested information is included.

#### Employment History:

Arkansas House of Representatives

#### Employment Dates

From: 01 2007

**Mailing Address:**

Suite 350 State Capitol Building |

City: Little Rock

State: AR Zip Code: 72201

Business Phone: 5016827771

Type of Business: Legislature

Supervisor's Name: Speaker Robert S. Moore, Jr.

Name under which you were employed:  
Bill H. Stovall, III

Your job title:  
Chief of Staff

To: Still Employed 0000

Average hours worked per week: 40

**Salary Information**

Lowest: \$ 92,000.00 per Year

Highest: \$ 131,000.00 per Year

Reason for leaving:

Still Employed

**Your job duties. Please be specific.**

Attached with Resume

**Employment History:**

Gateway Country Junction

**Mailing Address:**

2324 Heber Springs Road West |

City: Quitman

State: AR Zip Code: 72131

Business Phone: 5015892505

Type of Business: Convenience Store

Supervisor's Name: Owner/Operator

Name under which you were employed:  
Bill H. Stovall, III

Your job title:  
Owner/Operator

**Employment Dates**

From: 05 1986

To: Still Employed 0000

Average hours worked per week: 10

**Salary Information**

Lowest: \$ 35,000 per Year

Highest: \$ 45,000 per Year

Reason for leaving:

Currently Still Owner/Operator

**Your job duties. Please be specific.**

Owner/Operator See Resume

**Employment History:**

Bowen Enterprises

**Mailing Address:**

Plaza Shopping Center |

City: Conway

State: AR Zip Code: 72032

**Employment Dates**

From: 08 1985

To: 12 1986

Average hours worked per week: 40

**Salary Information**

**Business Phone:** 501-111-1111**Lowest:** \$ 13.50 per Hour**Type of Business:** Grocery Store**Highest:** \$ 15.50 per Hour**Supervisor's Name:** Jimmy Holland**Reason for leaving:****Name under which you were employed:**  
Bill H. Stovall, III

Became store owner

**Your job title:**

Retail Specialist/Meat Cutter

**Your job duties. Please be specific.**

Retail Specialist/Meat Cutter See Resume

**Employment History:**

Milgram Food Company

**Employment Dates****From:** 07 1979**Mailing Address:**

Riverdale Shopping Center |

**To:** 06 1985**City:** Morrilton**Average hours worked per week:** 40**State:** AR**Zip Code:** 72110**Salary Information****Business Phone:** 501-111-1111**Lowest:** \$ 7.50 per Hour**Type of Business:** Grocery Store**Highest:** \$ 13.50 per Hour**Supervisor's Name:** John Power**Reason for leaving:****Name under which you were employed:**  
Bill H. Stovall, III

Store Closed

**Your job title:**

Retail Specialist/Meat Cutter

**Your job duties. Please be specific.**

Retail Specialist/Meat Cutter See Resume

**Educational History****High School Education****Received Diploma:** HS Diploma Certificate Type:**If none, highest grade completed:** 12**Post-Secondary, College, University, Trade/Vocational Schools Attended**

School Name:

University of Arkansas

Location:

Little Rock

Major/Minor: Political Science/History

From: 01 2008

To: 04 2011

Hours Completed: 124 Semester

Graduation: 05 2011

Degree or Diploma Awarded:

Bachelor--Other:

### Special Skills

Typing Speed - Corrected words per minute: 45

Stenographic Speed - Words per minute:

Can you transcribe machine dictation? Yes  No

List the business machines, computers and word PC processors you can operate:

List any other skills relative to the job(s) for which you are applying:

### References

Please list three (3) persons not related to you, who have knowledge of your work qualifications, are not previous or current employer(s), and can serve as a reference for you.

Name: Bobby Roberts

Address, City, State, Zip:

Phone Number:

Name: Martha Perry

Address, City, State, Zip:

Phone Number:

### Disclosure Requirements

Governor's Executive Order 98-04, Governor's Policy Directive #8, and ACA §21-8-304 require that the following information be disclosed to be considered for employment with the State of Arkansas.

1. Are you one of the following

- current member of the AR General Assembly?  former member of the AR General Assembly?
- current constitutional officer?  former constitutional officer?
- current state employee?  former state employee?

2. Is your spouse, brother, sister, parent and/or child of yourself or your spouse one of the following
- current member of the AR General Assembly?       former member of the AR General Assembly?
- current constitutional officer?       former constitutional officer?
- current state employee?       former state employee?
3. None of the above applies

4. If any block is checked in #1 or #2 above, you will be required to disclose additional information if you are selected for interview.

**Note to Hiring Official:** If the applicant marks #3 above, no additional forms must be completed. If the applicant marks any box in # 1 or 2 above, s/he must complete the Employee Certification and Disclosure form (revised 10/02).

## Before You Sign this Application

**Check over your answers to make sure that all questions have been completed properly. If the job you are applying for requires a college degree or certification, a copy of your transcript, certificate, or license may be required as a condition of employment.**

I, the undersigned, hereby declare that, to the best of my knowledge and my ability, the information provided on this application is true and factual.

I understand that, should I become an employee of the State of Arkansas, I will be required to disclose any benefit obtained from a state contract by a business in which I have a financial interest, pursuant to ACA §19-11-706, and will be subject to civil, criminal, and/or administrative remedies if I fail to report such benefits.

I understand that, should I become an employee of the State of Arkansas, I will be restricted both during and after state employment from certain activities concerning procurement and selling to the state, pursuant to ACA §19-11-709, and will be subject to civil, criminal, and/or administrative remedies if I violate any of these restrictions.

I understand that, if I am hired, my employment is not for any definite period of time, and I may be terminated at any time.

I understand that if I state that I have a college degree, and do not have one, my application will be rejected or, if already hired, I will be terminated in accordance with ACA §21-12-102.

I understand that my application may be subject to disclosure as a public record under the Arkansas Freedom of Information Act.

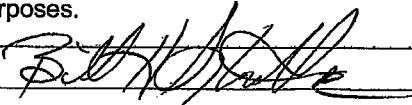
I understand that certain jobs may require an acceptable driver's safety record, and that if my current or future driver's record is unacceptable under the State Vehicle Safety Program, my application may be rejected or, if already hired, I may be subject to termination.

I understand that I will be required to provide proof of eligibility to work in the United States pursuant to the Immigration Reform and Control Act of 1986 as a condition of any employment.

I understand that false, misleading, or incomplete statements could lead to my dismissal as an employee or rejection as an applicant.

I also understand that some jobs require special background checks, security clearance, or compliance with other specific agency hiring policies prior to my employment, or as a condition of employment, and that failure to meet these requirements may lead to my rejection as an applicant for, or termination from, that job.

I affirm that it is my genuine intent to seek, and if offered accept, employment in Arkansas State Government, and this application is submitted solely for that purpose and for no other purposes.

Signature: 	Date: 1/4/12
--	--------------

## Equal Employment Data

This section is designed to collect information which will be used in the completion of various state and federal reports and will not be used in the processing of, or remain part of, your application. The completion of this section is voluntary.

Name: William Harry Stovall, III

Gender: Male  Female

Date of birth: [REDACTED]

Social Security Number: [REDACTED]

Check one of the five (5) listed races which you consider yourself to be:

White

Black

American Indian or Alaskan Native

Asian or Pacific Islander

Hispanic

If you do not consider yourself to any of the above please enter other

## Military History

Certain applicants may be eligible for veterans preference consideration, in compliance with the Arkansas Veterans Preference Act, A.C.A. § 21-3-301 et seq. For specific information and requirements, contact the Human Resources Office of the agency to which you are applying.

Have you served at least six (6) years in the National Guard or U.S. Reserve, or have you been honorably discharged from active duty in the United States military, excluding Active Duty for Training (AcDuTra) and Reserve Military Annual Training (AT)? Yes  No

Are you the spouse, widow, or widower of such a veteran? Yes  No

If "yes" to either of the above, please submit a DD-214 and other appropriate document with your application.

Are you a disabled veteran? Yes  No

Are you the spouse, widow, or widower of a disabled veteran? Yes  No

If "yes" to either of the above, please submit a current letter from the Veterans Administration and other appropriate document with your application.

Branch of Service:

Date of Entry:

Date of Discharge:

Type of Discharge:

## Edwin A. Van Petten

---

December 21, 2011

Re: Director, Arkansas Lottery Commission

Dear Members of the Search Committee:

Please accept this letter and the accompanying materials as my application for the position of Director of the Arkansas Lottery Commission. I am enthusiastic about applying for this position as I had a very successful tenure as the Executive Director of the Kansas Lottery. I believe that the qualities you are seeking for this position match my experience in providing superior leadership and management in accordance with state laws and rules, in a manner that will safeguard the lottery's integrity and build public and stakeholder confidence in its operation.

Serving as the Executive Director of the Kansas Lottery for nearly 11 years, I provided day-to-day leadership in a variety of forms—from working with all levels of Lottery employees, to reporting to the Governor on questions regarding casino operations, to testifying to Senate and House of Representative Committees to explain Lottery budget and annual plans, and conducting meetings of the Lottery Commission to ensure compliance of Lottery operations within the guidelines as specified in statute. Operations were maintained with integrity, security and transparency; encompassing lottery products, promotions and activities.

When I initially took over operation of the Kansas Lottery in 2000, it was mired in controversy. There was an ongoing criminal investigation which resulted in the conviction of the Director of IT for embezzlement, as well as an administrative investigation regarding allegations of harassment in the workplace. I quickly sought to restore the integrity of the system and respect in the workplace. I am proud to say that during my 11-year tenure, there were no further allegations of impropriety, and public confidence in the lottery was restored. I worked hard to instill diversity and minority inclusion in lottery staffing, retailers and vendors with which the lottery contracted.

Other achievements of which I am proud are the games I initiated to promote the State of Kansas. In recognition of our "Made in Kansas" promotions, I received the 2009 Kansas Travel Industry Association Achievement Award. Among the Kansas Lottery's partners in these promotions were: the Kansas Arts Commission, the Kansas Travel Industry Association, the Kansas Department of Transportation, the Kansas Department of Commerce, and an extensive list of successful Kansas businesses. Our "Made in Kansas" games sold well and created tremendous goodwill among citizens and legislators.

Director – Arkansas Lottery Commission  
Van Petten – Page Two

In terms of generating important revenue for Kansas, our overall sales increased by approximately 30 percent in my first five years and were maintained throughout the economic downturn. Instant ticket sales were especially strong, showing a 63 percent increase overall during the time I led the Kansas Lottery.

Even though revenue generation is a prime concern for all state lotteries, we are also charged to ensure compliance with all responsible gambling guidelines. My work in that regard was recognized by the Kansas Responsible Gambling Alliance, which presented me with its 2010 Outstanding Leadership Award.

Realizing that public trust in the state lottery is essential, I initiated a "Retailer Honesty Assurance Program." This statewide undercover investigation resulted in several arrests of unscrupulous retail clerks who sought to defraud lottery players. My staff and I worked hand-in-hand with the Kansas Attorney General's Office to ensure the successful prosecution of these criminals. We know that most lottery retailers are honest, but the few who are not cannot be allowed to erode lottery players' confidence in having a fair chance to win.

During my time as the Kansas Lottery Executive Director, I worked with both Republican and Democratic administrations. While they differed in their political views, they all agreed that I served the State of Kansas well as Lottery Director, and was forthright and honest in my performance. In reviewing the listing of Job Duties for the Director of the Arkansas Lottery Commission, it is clear they are the same duties I successfully performed in Kansas.

I would be happy to provide additional information if requested. I look forward to hearing from you. Thank you for your time and consideration of this application.

Sincerely,

A handwritten signature in black ink that reads "Edwin A. Van Petten". The signature is written in a cursive style with a long, sweeping underline.

Edwin A. Van Petten



# Edwin A. Van Petten

## EXECUTIVE DIRECTOR Sales • Marketing • Operations

Transformational leader with performance record of success in sales, marketing and management of the Kansas Lottery. Recognized by Governors and Legislature for management, marketing, and integrity of the Lottery operations. Initiated new games promoting Kansas sites, heritage, and business in partnership with tourism groups and businesses that demonstrated increases in revenues to the state and international visibility for Kansas.

"Senate Federal and State Affairs Committee Chairman Pete Brungardt, a Salina Republican whose committee handles gambling issues, said Van Petten did an outstanding job as executive director, but he called Van Petten's replacement 'the natural order of things'." Topeka Capital-Journal, April 28, 2011

### Core Competencies

- Relationship Building
- P&L
- Startup Ops
- Strategic Planning
- Business Partnerships
- Policy Development
- New Business Development
- Vendor Management
- Operational Streamlining
- Leadership with Integrity
- Technology Solutions
- Negotiations

### Professional Experience

#### KANSAS LOTTERY

May 2000-July 2011

The Kansas Lottery sells \$1, \$2, \$5, \$10 and \$20 scratch tickets, \$1 and \$2 instant pull tab games, and 8 lotto style and monitor games. Kansas Lottery products are sold at approximately 1,825 retail locations.

#### Executive Director (October 2000-July 2011)

Challenged to maximize revenue to the state while protecting the integrity of the games and optimizing the operational efficiency of the Kansas Lottery. Accountable for the \$113M budget and 80 employees. Oversaw daily operations (sales, marketing, finance, IT, personnel, warehouse, security, communication, and casinos) and developed plans for future operations of both the Lottery and the casino operations, with projected sales in FY2012 of \$240M for traditional lottery and \$102M from expanded lottery (casinos). Served at the pleasure of the Governor and reported to legislative committees on financial and operation issues.

- **Recognized in 2007 by Kansas lawmakers with the new gaming bill** that extended the Lottery for 15 years and added responsibility of owning and operating racetrack slot operations and destination casinos.
  - **Negotiated contracts** with casino management companies for 4 gaming zones. Completed 3 bid processes due to economic downturn and withdrawal of bids. One casino currently in operation in Dodge City and two will open in 2012, one in Kansas City and one in Mulvane.
  - **Finished one casino operating at 10% above** projections. Initiated cross-promotion with the Lottery through the "Kansas Hold'Em" online game through a voucher to win \$5,000 trip to Dodge City. The promotion increased traffic from eastern Kansas where there was little awareness of the location of the first casino.
  - **Approved all specifications and details of the casino** construction, in addition to submitting the management contracts for approval by the Lottery Gaming Review Board and the Racing and Gaming Commission for final approval.
- **Revitalized the Lottery and increased sales** by 30% in 6 years from \$185M to \$240M. Maintained sales at \$230M or more throughout the recession.
  - **Introduced the \$5, \$10, and \$20 price points** for scratch tickets. Scratch ticket sales now account for \$120M in sales, a 50% increase since 2001.
  - **Initiated partnerships** to increase business and tourism through the "Made in Kansas" lottery promotion, featuring prizes from Kansas businesses. Sponsors included GM plant in Kansas City, Cobalt Boats, Big Dog Motorcycles, Cougar Boats, Garmin, Cabela's, Bass Pro Shops, and tourism groups. Feedback included one

business that increased sales by 300% and another business that doubled customer contacts during the promotion.

- **Created the "Kansas 150" and "Scenic Byways" promotions** with a \$2 ticket and chance to win original works of art of Kansas heritage and history, resulting in increased tourism and awareness of Kansas as a destination.
- **Collaborated with Kansas Speedway** for the "Kansas Lottery 300" Nationwide Series in October. The event provides international exposure and, according to economic indicators, generates business development inquiries and a market multiplier effect of 6:1.
- **Assisted in development of a variable image pull tab lottery ticket**, driving sales from \$5K/wk to \$180K/wk, that included a bar code for better inventory control.
- **Increased revenues by \$6-8M. per year and additional retailers by 800** for the "Kansas Hold'Em" game by adding play on the Keno monitors at retailers.
- **Increased morale** through an open door policy, flex time, weekly employee chats, and anonymous comment drop box. Responded to anonymous comments through an all employee email.
- **Interviewed for radio and TV** on Lottery events and issues. Recognized by reporters for accessibility and responsiveness to inquiries.

#### **Deputy Executive Director (May 2000-October 2000)**

Selected by Governor Graves to supervise the investigation by the Kansas Bureau of Investigation (KBI), resulting in employee terminations, conviction of the Director of IT, and resignation of the Executive Director.

#### **PRIOR POSITIONS:**

- **Deputy Disciplinary Administrator**, Kansas Supreme Court, Topeka, KS
- **Assistant Attorney General, Criminal Litigation Division**  
**Deputy Attorney General, Chief of the Criminal Division**  
Office Of Attorney General, Topeka, KS
- **Assistant Attorney General**, Kansas Bureau Of Investigation, Topeka, KS
- **Wabaunsee County Attorney**, Wabaunsee County, Alma, KS
- **Private Practice Attorney** in Wamego and Eskridge, KS

*"While I was Kansas Attorney General, Ed Van Petten was in charge of the criminal division. He was not only an excellent trial lawyer but was always knowledgeable as to relevant laws that applied to any case he worked on. It was a privilege to have him on the staff." —Robert T. Stephan, Attorney at Law, Overland Park, KS*

#### **Education**

- **Juris Doctorate**, Washburn University School of Law, Topeka, KS
- **Bachelor of Science in Animal Science and Industry**, Kansas State University, Manhattan, KS

#### **Affiliations**

- **President, Multi-State Lottery Association** FY 2008
- **Chairman, Powerball Group of the Multi-State Lottery Association** FY 2007
- **Kansas County and District Attorneys Association** Since 1981

#### **Awards**

- **Kansas Responsible Gambling Alliance, Outstanding Leadership Award** 2010
- **Kansas Tourism Partnership Award, Kansas Dept. of Commerce, Travel and Tourism** 2009
- **Outstanding Achievement Award, Public Gaming Research Institute** 2006

**Edwin A. Van Petten**  
**References**

**Bill Graves, President and CEO**

American Trucking Association  
950 N. Glebe Road, Suite 210  
Arlington, VA 22203

Work: 703-838-7966

[billgraves@trucking.org](mailto:billgraves@trucking.org)

Appointed to the Lottery position in 2000 by Bill Graves, then Governor of Kansas; he can testify to the condition and advances of the Lottery since my appointment.

**Kathleen Sebelius**

United States Secretary of Health and Human Services

Contact: Lynda Gyles, Assistant to Secretary Sebelius

[lynda.gyles@hhs.gov](mailto:lynda.gyles@hhs.gov)

C/O Health and Human Services

200 Independence, SW

Washington, D.C. 20201

202-690-5553

Re-Appointed to the Lottery position in 2003 with the change of Administration; worked closely with then Governor Sebelius to implement the 2007 Expanded Gaming Legislation.

**Bob Stephan**

Attorney at Law

12548 W. 123<sup>rd</sup> Street

Overland Park, KS 66213

Work: 913-685-1953

Known for over 30 years since elected as Attorney General of Kansas; served in the Attorney General's Administration for 8 years, served 5 years as Deputy Attorney General.

**Gordon Pollard, CEO**

Pollard Banknote, Limited

1499 Buffalo Place

Winnipeg MB R3T1L7

Canada

Work: 204-474-2323

Known for over 10 years while at the Lottery; his company had the primary printing contract with the Kansas Lottery.

**Chuck Brooke**

Senior Vice President of Government Relations (globally), Retired 6/2011

International Gaming Technologies

8628 Lakeridge Circle

Las Vegas, NV 89117

Mobile: [REDACTED]

[REDACTED] 02-256-4964

Known for over 10 years; worked together on governmental relations issues.

**Tim Nyman, Consultant**

(Retired as Senior Vice President of Global Operations)

GTECH Corporation

[REDACTED]

Known for over 10 years since joined the Lottery.

**Dee Likes, Executive Vice President/CEO**

Kansas Livestock Association

6031 SW 37<sup>th</sup> St.

Topeka, KS 66614

Work: 785-273-5115

[dee@kla.org](mailto:dee@kla.org)

Known for over 30 years; worked together on promotional projects at the Lottery.

# Thank you for your interest in working with us at the Arkansas Lottery Commission!

## **Important:**

In order to be considered an applicant, you must apply for an active position.  
Applications received outside of a posting period will not be considered or kept on file.

You must apply for each position of interest.

What if I applied for the same position 2 months ago and now there is another posting for the position?

*Yes, you still must submit an application.*

What if there are two positions currently posted that I want to apply for?

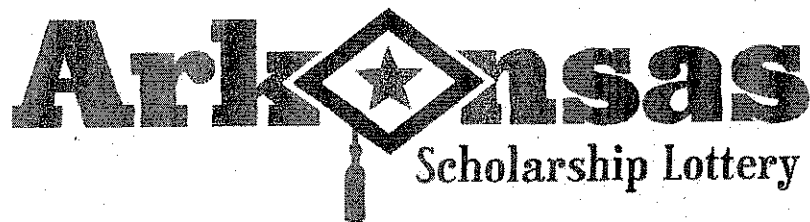
*Submit an application indicating the title of each position in the subject line.*

*Or*

*Submit one application per email; meaning, send one email with the name of one position in the subject line, send a second email with the name of the other position in the subject line, etc.*

## **Instructions:**

- 1.) Save the application to your computer and complete the application as thoroughly and accurately as possible.
- 2.) Once complete, email all documents (including saved application, resume, cover letter, etc.) to [alcjobs@arkansas.gov](mailto:alcjobs@arkansas.gov).



## Application for Employment

These instructions must be followed exactly. Fill out the application form completely. If questions are not applicable, enter "N/A." **Do not leave questions blank.** Be sure to sign when completed. The Arkansas Lottery Commission (ALC) is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, sex (including pregnancy), national origin, age (40 or older), disability or genetic information. You may make copies of this application and enter different position titles, but **each copy must be signed. Résumés will not be accepted in lieu of applications**, unless specifically stated in the job vacancy notice. This application becomes public record and is subject to disclosure in compliance with state and federal laws.

Qualified applicants with disabilities, as defined in the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, may request any reasonably needed accommodations to participate in the application process.

It is the policy of the ALC to maintain a drug-free workplace. Therefore, the unlawful manufacture, distribution, dispensation, possession or use of a controlled substance in the State's workplace is prohibited. Any individual who is hired as an employee of the ALC and who violates the ALC's Drug-free Workplace policy will be subject to discipline up to and including termination.

An applicant may be eligible for Veterans Preference as a Five Point Veteran if he or she is:

- (a) An honorably discharged veteran and submits a DD-214 Form with his or her application for employment.
- (b) The widow or widower of a veteran and submits proof of his or her spouse's enlistment, induction of entry on active duty, marriage license or certification of marriage, and death certificate or acceptable proof showing date of spouse's death.

An applicant may be eligible for Veterans Preference as a Ten Point Veteran if he or she is:

- (a) A service-connected disabled veteran and submits his or her DD-214, and service-connected disability letter from Veterans Administration dates within the last six (6) months.
- (b) The spouse of a service-connected disabled veteran whose disabilities disqualifies him or her from appointment to the position for which application is being made and submits veterans DD-214, a service-connected disability letter from the Veterans Administration dated within the last six (6) months and marriage license or certificate of marriage.
- (c) A veteran over 55 years of age who is disabled and entitled to pension or compensation under existing laws and submits his or her DD-214, birth certificate, and an affidavit showing proof of disability.
- (d) The spouse of a veteran listed in (c) above whose disability disqualifies him or her from appointment and who submits his or her spouse's DD-214, marriage license or certificate of marriage and birth certificate or other acceptable proof of veteran's age.

**Note:** Veterans Preference Points will be awarded only after submission of appropriate documentation.

**The language used in this document does not create an employment contract between the employee and the ALC. This document does not create any contractual rights or entitlements. The ALC reserves the right to revise the content of this document, in whole or in part. No promises or assurances, whether written or oral, which are contrary to, or inconsistent with, the terms of this paragraph and the Arkansas Scholarship Lottery Act create any contract of employment. Employees of the ALC are "At-Will", which means that employment may be terminated at any time, either by the employee or by the ALC, with or without cause.**

**ALC is an Equal Opportunity Employer and does not discriminate in any of its hiring and employment practices.**

PRINT IN BLACK INK OR TYPE

Personal Information

Name: Van Petten, Edwin Alfred  
(Last) (First) (Middle)

Mailing Address: [Redacted]  
(Street) (Apt. #)  
[Redacted]  
(City) (State) (Zip) (County)

Phone Number: [Redacted]  
(home) (cell) (other)

Email Address: [Redacted]

List any other names previously used: N/A

List exact title of position or type of work (position number if applicable) and location for which you wish to apply:

Director, Arkansas Lottery Commission

It is the policy of the ALC that no relative of an ALC employee or official either by blood or marriage may work for the ALC, nor does the ALC employ relatives of currently serving legislators.

Do you have any relatives working for this agency or currently serving as a state legislator?

Yes  No

If yes, list names and relationship: \_\_\_\_\_

Are you currently authorized to work in the United States?  Yes  No

Employment Status

Will you accept employment anywhere in the state of Arkansas?  Yes  No

If no, where would you accept employment? \_\_\_\_\_

Check which type of employment you will accept (check all that apply):

Full Time  Part Time  Temporary  Day Shift  Evening Shift  Night Shift

Are you able to:  Work Overtime  Travel

Have you ever filed an application for employment with this agency?  Yes  No

If yes, what was your name at the time? \_\_\_\_\_

Have you ever been employed by the Arkansas State Government?  Yes  No

If yes, please list the agency(ies) here:

[Empty box for listing agencies]

List all prior work experience, including military service, beginning with most recent employer. Include all work experience, even if you do not believe that experience to be related to the position or positions for which you are applying. You may include volunteer or unpaid work as part of your history; however, you should include the number of hours per week which you performed these duties.

**Employer #1 (Current or Most Recent)****May We Contact**  Yes  No

Name of Employer <b>Kansas Lottery</b>		Salary \$ 87,000   \$ 133,250 Lowest   Highest	
Company Phone Number <b>(785) 296-5700</b>	Type of Business <b>State Lottery</b>	Average Hours Worked/Week <b>50-60</b>	
Company Mailing Address <b>128 N. Kansas Avenue</b>	City <b>Topeka</b>	State <b>KS</b>	Zip <b>66603</b>
Job Title <b>Executive Director</b>	Supervisor's Name <b>Governor-Four Administrations</b>	Employment Dates 10/2000   07/2011 From   To	
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)  Oversight of agency operations on all levels, report on operational and budget issues to the Governor and Legislative committees, work with the Governor and staff on legislative issues and developing legislation, 2007 implemented the Kansas Expanded Lottery Act, and was the public face of the Kansas Lottery with media, retailers and constituents.			
Reason for Leaving: I was not reappointed after Governor Brownback was elected.			

Employment History

**Employer #2****May We Contact**  Yes  No

Name of Employer <b>Kansas Lottery</b>		Salary \$ 75,000   \$ 75,000 Lowest   Highest	
Company Phone Number <b>(785) 296-5700</b>	Type of Business <b>State Lottery</b>	Average Hours Worked/Week <b>50-60</b>	
Company Mailing Address <b>128 N. Kansas Avenue</b>	City <b>Topeka</b>	State <b>KS</b>	Zip <b>66603</b>
Job Title <b>Deputy Executive Director</b>	Supervisor's Name <b>Greg Ziemack</b>	Employment Dates 05/2000   10/2000 From   To	
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)  Assisted the Executive Director with agency operations, as described above. I was asked by then Gov. Graves to assist with two ongoing investigations. One investigation was criminal, involving an embezzlement by the Director of IT, the other was regarding an allegation of harassment in the workplace.			
Reason for Leaving: Appointed Executive Director			



Employment History (continued)

**Employer #3****May We Contact**  Yes  No

Name of Employer <b>Kansas Supreme Court</b>		Salary \$ 62,000   \$ 65,000 Lowest   Highest	
Company Phone Number <b>(785) 296-2486</b>	Type of Business Disciplinary Administrator	Average Hours Worked/Week <b>40</b>	
Company Mailing Address <b>701 SW Jackson</b>	City <b>Topeka</b>	State <b>KS</b>	Zip <b>66603</b>
Job Title Deputy Disciplinary Administrator	Supervisor's Name <b>Stanton Hazlett</b>	Employment Dates 02/1998   05/2000 From   To	
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)  Investigated allegations of ethical misconduct of attorneys licensed in Kansas and prosecuted when warranted. The cases filed were tried to a hearing panel, with automatic appeal to the Supreme Court. Presented lectures to attorney groups for continuing education on ethics.			
Reason for Leaving: Appointed Deputy Executive Director of Kansas Lottery			

**Employer #4****May We Contact**  Yes  No

Name of Employer <b>Kansas Attorney General</b>		Salary \$ 56,000   \$ 60,000 Lowest   Highest	
Company Phone Number <b>(913) 296-2215</b>	Type of Business Criminal Prosecution	Average Hours Worked/Week <b>60</b>	
Company Mailing Address <b>Memorial Hall, 2nd Floor</b>	City <b>Topeka</b>	State <b>KS</b>	Zip <b>66603</b>
Job Title Assistant Attorney General	Supervisor's Name <b>David Debenham</b>	Employment Dates 06/1996   02/1998 From   To	
Specific Job Duties ("See Resume" is not an acceptable answer. Please enter job duties. You may attach a resume with your submission.)  I was part of the Death Penalty Unit that worked on murder investigations and prosecutions which had the potential for the death penalty. I also worked on investigations and prosecutions of other murders and serious felony cases.			
Reason for Leaving: Employed by the Supreme Court with less travel and better salary			

**If you do not have enough space to list all your work experience,  
please ensure to attach a resume.**

Education and Skills Information

**Applicants may be required to provide proof of diploma, degree, licenses, certification, or GED.**

Do you have a high school diploma or GED?  Yes  No

Do you have a college degree?  Yes  No

Type of School	Name and Location of School	Dates Attended		Date Graduated or Expected Date	Hours Completed	Diploma or Degree Sought
		From	To			
Undergraduate Colleges or Universities	Kansas State University	1971	1975	May 1975	138	BS
Graduate Schools	Washburn University	1976	1979	May 1979	86	JD
Technical or Vocational Schools						

If a license, certificate, or other authorization is required or related to the position for which you are applying, complete the following:

License/Certification	Date Issued	Date Expires	Issuing Authority	License Number	State Issued

**Special Training / Skills / Qualifications:**

List all job related training or skills you possess and machines or office equipment you can use such as calculators, printing or graphics equipment, computer equipment, types of software and hardware (Attach additional page if necessary.)

I have served for over eleven years with the Kansas Lottery and have performed all of the functions of this position. I have attended many of the national and international seminars and training sessions on developing lottery programs and the operation of lotteries. Led implementation of the Kansas Expanded Lottery Act of 2007 which involved drafting of initial application guidelines for casino managers. After final approval, I oversaw the construction of three casinos and final opening and operations of one.

Do you have a valid driver's license?  Yes  No

License #: XXXXXXXXXX State: XXXXXX

<b>Criminal History</b>	<b>ALC conducts a thorough criminal background check on all candidates for employment.</b>		
	Have you <u>ever</u> been convicted of a misdemeanor? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
	Have you <u>ever</u> been convicted of a felony? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
	Have you <u>ever</u> been subjected to deferred adjudication? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
If "YES," explain in concise detail, giving dates and nature of the offense.			

<b>References</b>	Please list three (3) persons not related to you, who have knowledge of your work qualifications and can serve as a reference for you.				
		<b>Name</b>	<b>City/State</b>	<b>Phone</b>	<b>Relation</b>
	1.	Kathleen Sebelius	Washington, DC		Friend & Former Boss
	2.	Chuck Brooke	Las Vegas, NV		Worked on gaming issues
	3.	Dee Likes	Topeka, KS		Friend

**Before you sign this application**

Check over your answers to make sure that all questions have been completed properly.

- I, the below signed individual, hereby declare that, to the best of my knowledge and my ability, the information on this application is true and factual.
- I understand that if I am hired, that my employment is not for any definite period of time, and I may be terminated at any time.
- I understand that if I state that I have a college degree, and do not have one, that my application will be rejected or, if hired, I will be terminated in accordance with Arkansas Code 21-12-102.
- I understand that my application may be subject to public disclosures as public record under the Arkansas Freedom of Information Act.
- I understand that certain jobs may require an acceptable driver's safety record and that if my current or future driver's record is unacceptable under the State Driver's Risk Program, my application may be rejected and if hired, I may be subject to termination.
- I understand that I will be required to provide proof of eligibility to work in the United States pursuant to the Immigration Reform and Control Act of 1986 as a condition of employment.
- I understand that false, misleading, or incomplete statements could lead to my dismissal as an employee or rejection as an applicant.
- I also understand that some jobs require special background checks, security clearance, or compliance with other specific agency hiring policies prior to my employment or as a condition of employment; and that failure to meet these requirements may lead to my rejection as an applicant for, or termination from, that job.
- I affirm that it is my genuine intent to seek, and if offered, employment in Arkansas State Government and this application is submitted solely for that purpose and for no other purpose.

Edwin A. Van Petten

Print Name

*Edwin A. Van Petten*

Sign Name

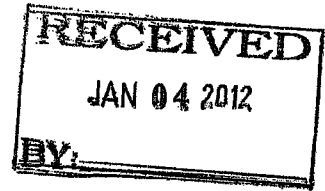
12/22/11

Date

**Thank you for completing the application for employment.  
You are now ready to email your application.**

- ✓ Please review and make sure the application is thoroughly and accurately completed and all required fields (those outlined in red) are filled in.
- ✓ Remember, you can attach any other relevant documents to the email (i.e. cover letter, resume).
- ✓ Put the title of the job you are applying for in the subject line.  
(Remember, applications will only be considered for open positions.)

Okay, click the link below to email your application to [alcjobs@arkansas.gov](mailto:alcjobs@arkansas.gov).  
(You may also simply attach your saved file to an email message.)



**W. BISHOP WOOSLEY**



Arkansas Lottery Commission  
P.O. Box 3238  
Little Rock, AR 72203

Dear Commissioners,

Please accept this letter as my formal application for the position of Director of the Arkansas Lottery Commission (ALC). I am enclosing a resume for your consideration.

As you know, I have served as both the Chief Legal Counsel and Director of Procurement for the ALC since December 2009. Prior to being hired as the Director of Procurement in July 2009, I represented the commission in my capacity as an Assistant Attorney General. With two exceptions, I have attended every ALC meeting and every legislative meeting involving the lottery since April of 2009. I am involved with management decisions concerning every division of the ALC on a daily basis. I have represented the agency before the General Assembly numerous times over the past two and a half years regarding issues related to major procurement contracts, legislative changes, legislative audit issues and proposed constitutional amendments to the Arkansas Scholarship Lottery Act. I know the lottery staff, the history of this organization, the vendors and the retailers. Due to my service in state government, I have also developed good relationships with other administrators and staff at numerous other state agencies, boards and commissions.

In short, I am intimately familiar with all facets of this agency. Further, I am committed to ensuring that this agency acts with integrity, accountability and transparency. That commitment, institutional knowledge, my experience as an attorney in private and government practice, and the fact that I am a lifelong Arkansan makes me uniquely qualified to serve as the Director of the Arkansas Lottery Commission. I humbly ask for your consideration for this position.

Thank you for the opportunity to apply. Please contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to be "B. Woosley".

Bishop Woosley

Enclosure

# W. BISHOP WOOSLEY



---

Attorney with broad based legal experience in lottery, administrative, procurement, human resource, contract and collections law. Skilled in legislative relations, policy development, vendor management and relations, litigation, negotiations and public relations.

---

## PROFESSIONAL EXPERIENCE

### ARKANSAS LOTTERY COMMISSION

#### Chief Legal Counsel (December 2009 – Present)

- Direct the day-to-day legal activities of the Arkansas Lottery Commission (ALC) and oversee and direct the daily operations of the Legal Division.
- Participate in management decisions on a regular basis regarding finance, accounting, audit, security, retailer licensing, sales, product development, advertising and marketing, budget and human resources issues.
- Advise the ALC, the Director of ALC, and management personnel on legal implications of proposed rules, policies and procedures, administrative decisions and actions.
- Represent, or assist in the representation of, the ALC in civil proceedings and administrative adjudication related to issues involving the day-to-day operations of the ALC.
- Responsible for the review, interpretation of and agency compliance with the Arkansas Scholarship Lottery Act and other state and federal laws which govern the agency.
- Responsible for the promulgation, filing, interpretation of and enforcement of agency rules and for the presentation of those rules before the ALC and the Arkansas Lottery Commission Legislative Oversight Committee (LOC).
- Review procurement contracts with ALC management and lottery vendors and reviews and advises on the terms of procurements recommended by the Director to ensure compliance with the Arkansas Procurement Code and the Arkansas Scholarship Lottery Act. Responsible for the drafting, review and enforcement of contracts with lottery retailers.
- Share in the responsibility of representing the agency before the General Assembly and in communicating directly with legislators regarding ALC matters.
- Share in the responsibility for communication on behalf of the agency regarding legislative audit issues, prepares responses to inquiries or findings made by the Division of Legislative Audit and presents agency responses before legislative committees regarding audit issues.
- Shares in the responsibility of responding to ALC employment matters and advising the agency regarding those matters.
- Serves as an ALC point of contact with the LOC and prepares and coordinates the filing of all documentation and reports which must be statutorily filed with the LOC.
- Drafts and interprets legislative bills, resolutions and amendments related to the Arkansas Scholarship Lottery Act.
- Represent the ALC on the North American Association of State and Provincial Lotteries Legal Sub-Committee

#### Director of Procurement (July 2009 – Present)

- Responsible for all major procurements for the ALC during one of the most successful start-ups in U.S. Lottery History.
- Responsible for, or co-authored, the initial Request for Proposals for Online Ticket Services Vendor, Instant Ticket Services Vendor, Advertising and Marketing Vendor, Comprehensive Banking Services Vendor, Regional Banking Claims Center Vendor, Quality Assurance Testing Vendor and Retailer Surety Bonding Vendor.

## **W. Bishop Woosley**

---

- Responsible for the review, oversight and coordination of the evaluation process and processing of the initial major procurement contracts for presentation to the ALC and LOC.
- Participated in the presentation of all major procurement contracts before the ALC and the LOC.
- Responsible for the drafting, review and presentation of Request for Proposals or Request for Qualifications for Outside Legal Counsel, Employee Fidelity Bonds, Comprehensive Annual Financial Report and Directors and Officers Insurance for review before the necessary bodies.
- In two and a half years as the Director of Procurement the ALC never received a successful protest regarding any general or major procurement contract.
- Responsible for day-to-day procurement of larger items for the ALC.

### **ARKANSAS ATTORNEY GENERAL'S OFFICE**

#### **Assistant Attorney General (February 2007-July 2009)**

- Responsible for legal representation of 23 Arkansas state agencies and commissions, including Arkansas Lottery Commission, Arkansas State Police Commission, Auditor of State, Arkansas Department of Emergency Management, Arkansas Rural Medical Student Loan and Scholarship Board, Arkansas Fusion Center, Arkansas Fair Housing Commission, Board of Registration for Professional Engineers and Land Surveyors and Arkansas Crime Victims Reparations Board.
- Provided day-to-day legal advice to the board members, executive staff and investigators regarding agency-enabling statutes, state ethics laws, the promulgation of agency rules and regulations and appearances before the Legislative Council to explain and defend agency rules at the conclusion of the promulgation process pursuant to the Administrative Procedure Act.
- Provided legal representation for start-up for both the Arkansas Lottery Commission and Arkansas Fusion Center.
- Served as a member of the Arkansas Attorney General's Office legislative team for the 2007 and 2009 legislative sessions. Responsibilities included review and analysis of assigned bills, attendance at legislative committee meetings and communication with legislators regarding issues related to proposed legislation.
- Served as Attorney General's Office Lottery Co-Liaison to the Legislature during the 2009 legislative session. Responsibility included internal review of proposed lottery legislation and providing advice on behalf of the office as requested from the legislature.
- Served as Attorney General's Office Education Co-Counsel from December 2008 to July 2009. Duties included representation of the State of Arkansas for all education related legal issues including school district education funding and adequacy, consolidation, school choice issues and district desegregation issues.

### **PRIVATE LAW PRACTICE – STUTTGART, ARKANSAS**

#### **Woosley Law Firm (November 2001-February 2007)**

#### **Henry Law Firm/Green & Henry Law Firm (August 1999-October 2001)**

- Managed a general law practice with cases ranging from simple to complex corporate, commercial, real estate and probate matters to the handling of litigation and legal research related to individual clients in the areas of collections, contracts, domestic relations, personal injury and criminal law.

### **DEPUTY PROSECUTING ATTORNEY – 11<sup>TH</sup> JUDICIAL CIRCUIT EAST (JULY 2001 – FEBRUARY 2007)**

- Served as legal counsel for Arkansas County Quorum Court as to matters of government and municipal law. Responsible for prosecution of all criminal matters in the Stuttgart and DeWitt District Courts and for the handling of all involuntary mental, alcohol and drug commitments for the county.

## **W. Bishop Woosley**

---

---

### **EDUCATION / CERTIFICATIONS**

- **Juris Doctorate (Spring 1999) – University of Arkansas Little Rock, Bowen School of Law**
- **Bachelor of Science (Summer 1996) – University of Central Arkansas (Major – Political Science/Minor – Geography)**
- **Licensed Attorney in the State of Arkansas (1999-Present)**
- **Federation of Associations of Regulatory Boards (October 2007)**

---

### **PRESENTATIONS**

- **Arkansas Player Affinity Club Program – North American Association of State and Provincial Lotteries Legal Subcommittee meeting – New Orleans, LA – July 2011**
- **Retailer Fraud - North American Association of State and Provincial Lotteries Legal Subcommittee meeting – Madison, WI – July 2010**