

CHARLES D. HODGKINS III

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EXPERIENCE

STATERA CAPITAL, LLC – *\$80 million commercial litigation finance fund* **Chicago, IL**
Managing Director & Co-Founder **January 2019 – Present**

- Integral to all firm activity, including fundraising, investing (sourcing/diligence/execution), and fund finances.

VANDERBILT UNIVERSITY LAW SCHOOL **Nashville, TN**
Adjunct Professor **September 2022 – Present**

INNERWORKINGS, INC. – *\$1 billion marketing execution agency (Nasdaq: INWK)* **Chicago, IL**

Chief Financial Officer **December 2017 – January 2019**

- Led a 150-person global finance team through a turbulent period involving CEO transition, accounting restatement, earnings guidance revision, activist investor campaign, shareholder lawsuit, and bank facility renegotiation.
- Oversaw material weakness remediation and operational transformation processes to restore \$25 million in EBITDA.
- Represented the company before the Board of Directors, external investors, clients, vendors, and other partners.

Senior Vice President, Corporate Development & Strategic Initiatives **December 2013 – November 2017**

- Created three new businesses from start-up to \$50 million in aggregate revenue, including a Puerto Rico-based freight forwarding operation, a commodity sourcing desk, and a commercial printing consulting practice.
- Executed massive payment terms renegotiation involving \$500 million of COGS across 4,000+ vendors.

Head of Mergers & Acquisitions **January 2007 – November 2013**

- Led all phases of the acquisition process including lead generation, sourcing, financial and business due diligence, deal terms negotiations, and legal documentation.
- Completed 40+ acquisitions globally, representing over \$500 million in revenue and \$350 million in deal value.
- Architected the company's strategic expansion into higher product categories such as retail environments and luxury packaging, as well as into new geographic markets across the UK, continental Europe, and Latin America.

EDGEWATER FUNDS – *\$1 billion middle-market growth private equity focused on services industries* **Chicago, IL**
Summer Associate **May 2006 – December 2006**

- Performed due diligence and investment analysis for several live transactions.

COLLINSON, HOWE & LENNOX – *\$250 million early-stage venture capital partnership* **Stamford, CT**
Associate **September 2003 – July 2005**

- Sourced, evaluated, and executed investments in start-up companies. Performed broad operational and financial due diligence. Designed comprehensive valuation and returns models. Worked extensively with portfolio companies.

THOMAS WEISEL PARTNERS – *Boutique investment bank focused on new growth economy* **New York, NY**
Investment Banking Group, Analyst **July 2001 – August 2003**

EDUCATION

THE UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS **Chicago, IL**
Master of Business Administration – Entrepreneurship, Finance concentrations **September 2005 – June 2007**

- *Beta Gamma Sigma* (graduated with honors). Winner, VC Investment Competition. *Rath Scholarship*.
- Teaching Assistant for Scott Meadow's Commercializing Innovation capstone course.

DUKE UNIVERSITY **Durham, NC**
Bachelor of Arts – Economics and Political Science (dual major) **August 1997 – May 2001**

- *Cum laude*. Student Union Major Attractions Committee. Sigma Alpha Epsilon fraternity. *Robert F. Corroon Scholar*.