

CHARLES W. GRAY, JR.

DENVER, CO

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Community Outreach & Legal Services Professional

Accomplished and dedicated outreach and legal services professional with over 25 years of unique experience leading high-impact programs and initiatives. Hands-on leader and mentor seasoned in forming and guiding teams to reach their full potential. Energetic collaborator with a personal commitment to driving community impact events and priorities. Creative team player and resourceful problem solver with excellent communication, organization, analytical, problem solving, and negotiation skills.

Areas of Expertise

- Financial Services Experience
 - Event promotion
 - Contracts expertise
 - Team Leadership
 - Risk Mitigation
 - Budget Management
 - Recruiting and Training
 - Public Relations
 - Community Relations
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Professional Experience

SCREAMING EAGLE DELIVERY SERVICE, INCORPORATED, DENVER, CO

VICE-PRESIDENT, LEAD COUNSEL

2022-PRESENT

- SOURCED, NEGOTIATED AND PROVIDED LEADERSHIP AND COUNSEL FOR ACQUISITION OF A MULTI-STATE LOGISTICS COMPANY THAT RESULTED IN AN INCREASE IN GROSS ANNUAL REVENUE FROM \$9.3M TO \$28.5M AND A TOTAL INCREASE OF \$4M IN ASSETS OWNED WITHIN SEVEN MONTHS OF ASSUMING ROLE OF LEAD COUNSEL.
- PROVIDED COUNSEL FOR CORPORATE AND EMPLOYMENT RELATED ISSUES FOR ALL INDEPENDENT CONTRACTORS AND EMPLOYEES OF SCREAMING EAGLE DELIVERY, INC.
- DEVELOPED NEW SEGMENT OF MARKET FOR DELIVERY SERVICES AND SOURCED NUMEROUS ACQUISITION TARGETS WHILE DEVELOPING TEAM MEMBERS TO ASSUME LEADERSHIP ROLES IN ACQUIRED COMPANIES.

UNITED STATES POSTAL SERVICE, DENVER, CO

2018 – 2022

CONTRACT TRANSPORTATION SPECIALIST

- Conduct research and draft responses for disputes and appeals related to the approximately 7,500 USPS Delivery Services contracts.
- Developed and implemented negotiation strategy to reduce outstanding contract claims related to Dynamic Route Optimization contracts saving the USPS \$54 Million and reducing claim backlog by 95% in 6 months.
- Negotiated over 400 new contracts for delivery services.

MSLP, LLC, CLAYTON, MO

2011 – 2018

PARTNER

- Drive a range of structured settlement and estate planning services as a leading expert in the industry by working strictly from referrals and representing clients before courts throughout the State of Missouri.

- Directly assist clients in structured settlement transfers by presenting contracts for sale and transfer of annuities in a manner that consistently results in Court approval.
- Provide consulting services to numerous factoring companies, investment firms, and insurance companies on matters related to structured settlements, including negotiating terms of contracts for transfers and stipulations.
- Deliver expert testimony and analysis of the structured settlement industry through affiliation with Gerson Lehrman Group.

THE GRAY LAW FIRM, ST. CHARLES, MO
FOUNDER | MANAGING PARTNER

2000 – 2011

- Conceptualized, built, and managed a successful general practice law firm without an initial capital investment by extensively networking, creating key community relationships, recruiting talented employees, and mentoring all staff.
- Trained all Gray Law Firm employees and advanced the careers and professional capabilities of all staff, from Receptionists to Associate Attorneys, resulting in continued employment with the firm.
- Represented a diverse range of clients before administrative hearings and in courts, including litigating in over 180 different courts across five states as Supervisory Attorney for this multi-state corporation. Selected cases included:
 - Advocated for a highly successful client challenged by temporary layoffs of an excellent labor force by studying problems in detail, forming a client partnership, and forming a second company that provided personnel to other contractors, thereby generating \$14M in revenue over six months.
 - Supported an active-duty military member pro bono in obtaining sole legal and physical custody of a child with numerous health challenges by utilizing existing client and community networks to identify and obtain both short and long-term care options, and assisting with all aspects of custody issues.
- Supported the local community through numerous charity functions, including founding and leading an annual community Pub Crawl fundraising event to benefit local charities such as AutismSpeaks.
 - Managed all aspects of fundraising event planning and coordination. Collaborated with local merchants to gain support and market event information to the community. The first event raised over \$19,000 in donations from 975 participants and the event continued to grow each year.
 - Negotiated with the City of St. Charles and numerous merchants to pass an ordinance that blocked traffic for three blocks during charity event hours, thereby enabling even larger crowds to participate and obtaining festival status.
 - Ensured safety for all event guests by liaising with local police to negotiate cost-effective security rates.
- Served as a consultant to the secondary settlement market and arranged a summit of the most legitimate factoring company leaders to successfully address challenges created by electronic court filing systems.
- Served as a key committee member and educational leader of the Bar Association of Metropolitan St. Louis.

COMPLETE PROPERTY SERVICES, INC., ST. LOUIS, MO
LEGAL REAL ESTATE EXPERT | ASSET MANAGEMENT

1998 – 2000

- Specialized in mortgage foreclosures, home sales and closing of real property owned by lenders.
- Provided price opinions and counseled out-of-state lenders on the economic feasibility of foreclosing.
- Coordinated complex efforts of companies involved in the foreclosure process.

Early Career Experience

LAW CLERK, ALBERT E. ANDERSON, PC, WHEAT RIDGE, CO
LAW CLERK, FERRIGNO AND ASSOCIATES, PC, WHEAT RIDGE, CO

Education & Licensure

Juris Doctor, University of Denver College of Law, Denver, CO

Bachelor of Arts in Political Science, University of Colorado at Boulder, Boulder, CO

Admitted to practice law in the State of Missouri and the Eastern District 8th Circuit Federal Court

Professional Affiliations

Affiliate Member, National Association of Settlement Purchasers
Council Member, Gerson Lehrman Group

Military Service

Air Force Veteran
Hydraulics System Mechanic and Crash Recovery Team Member