



**Charles C. Smith**  
*Venture Partner,  
Social Starts*



Charles C. Smith currently serves as a venture partner for Social Starts, a venture capital fund that invests in start-up social and mobile technology companies. He has a particular interest in content experiences and the changing media landscape.

He is also an active angel investor in early-stage companies assisting the leadership with strategy and operations as they get off the ground. One of the many companies he's helped launch is Etsy which grew from 6 to 75 employees in the 3 years he was there.

Smith entered into the startup world in the mid-90s through RealMedia, an internet advertising company. He was in charge of marketing and sales before launching the company internationally. After, he helped start another ad tech company, Tacoda where he ran sales until taking on more responsibility at his family business, Calkins Media.

Smith's media roots started at a young age. His mother was part owner of Calkins Media which owned and ran newspapers and TV stations for 80 years. From his teenage years, Smith attended board meetings and was on the sidelines for conversations ranging from the news of the day to the operations of the company. His father was the publisher of his hometown paper. He likes to say he has a "dinner table knowledge" of the newspaper business.

Smith grew up in Doylestown, PA, and received a Political Science degree from the University of Richmond. His parents forbid him from joining the family business right out of college so his career began with the Macy's Executive Training Program. He transitioned into the media world with a position with Gannett Newspapers in the circulation department.

Smith, his son, and daughter live in Brooklyn, NY. They love to spend time together cooking, baking and watching sports.