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2014 CFO of the Year winner: Robert Hodgkins

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James Ritchie, Courier Contributor

Robert Hodgkins has served as chief financial officer of Dental Care Plus Group for 11 years, but his job hardly looks the same as when he started.

The Sharonville-based provider of dental insurance has seen its annual revenue increase to $95 million from about $30 million during Hodgkins' tenure. With that growth, Hodgkins has gradually spent less of his time on accounting and more on strategy.

"I'm involved in all aspects of the business," he said. "In some ways, that means being an internal consultant to the CEO, the chief operating officer, the sales leadership.

Put another way, Hodgkins' job has gotten bigger. He has played a key role in Dental Care Plus Group's success in recent years, ensuring that it maintains enough capital reserves while funding geographic expansion and other investments.

Hodgkins hopes the company's revenue will soon exceed $100 million. In Greater Cincinnati, 95 percent of licensed practicing dentists are in Dental Care Plus Group's network.

The company boasted about 292,000 members in its dental benefits plans and 27,200 in its vision plans at the end of 2013, and it's gaining market share in areas such as Louisville, the Miami Valley, central Ohio and eastern Indiana.

In his time with the company, Hodgkins has raised about $700,000 from dentist shareholders and $2.3 million from institutional investors. More than 500 dentists own voting shares in Dental Care Plus Group, which was founded in 1986.

The company's board and employees appreciate Hodgkins' integrity and judgment, said Julie Lange, Dental Care Plus Group's director of marketing and corporate communications. She nominated him for the Business Courier's CFO awards program.

Jenn Prine

Robert Hodgkins is vice president and chief financial officer of Dental Care Plus Group.

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