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**President & CEO**

October 11, 2013

The Honorable Michael B. Coleman  
Mayor  
City of Columbus  
90 West Broad Street  
Columbus, OH 43215

Dear Michael:

The appointment of Dwight E. Smith to the Board of Directors of the Columbus Regional Airport Authority will expire on December 31, 2013, and he has expressed his strong desire to continue his service on this board for an additional four-year term.

Dwight has served as Board Chairman for the past four years, and although he will be stepping down as Chairman effective December 1, 2013, his continued leadership and contributions would be very valuable to the Board. Dwight is also a member of the very important Human Resources Committee, which oversees human resources and compensation policies, ensures that there is a plan for the development and orderly succession of executive and other key positions, and reviews the major provisions of all bargaining unit contracts and significant employee benefit offerings.

Dwight has been a great resource to both the Board and management team as it relates to his expertise in the technologies arena. With his astute business acumen, quick grasp of complex issues, and high level of integrity, he is an exceptional CRAA Board member and we respectfully request your favorable consideration to reappoint Dwight E. Smith to a term of four years commencing January 1, 2014, pursuant to ORC 4582.27.

Sincerely,

A handwritten signature in blue ink that reads "Susan Tomasky".

Susan Tomasky  
Vice Chair, Board of Directors

Attachment: Biography of Dwight Smith

## **Dwight Eric Smith** **Professional Profile**

**Mr. Smith has thirty years of experience in the I/T industry. His background includes sales, marketing, and management experience with IBM, P&L responsibility with Software Alternatives Incorporated and, for the past twenty years serving as CEO of Sophisticated Systems Incorporation, an I/T consulting firm that he founded in 1990.**

### **EMPLOYMENT SUMMARY**

July 1990 to Present

**SOPHISTICATED SYSTEMS, INC.**

*Founder, President & CEO*

Successfully established and lead an I/T consulting firm headquartered in Columbus, Ohio

- Dynamic leadership has generated tremendous growth
- Provide oversight and maintain ultimate responsibility for all internal operations; including strategy, finance/accounting, sales/marketing, service delivery, human resources, and recruiting teams
- Maintain positive, high level relationships with clients and partner firms
- Generate new business and foster increased company growth using personal resources and relationships as well as company driven initiatives
- Promote personal growth among employees, providing mentoring and opportunities for skill and career development

April 1988 to August 1990

**SOFTWARE ALTERNATIVES, INCORPORATED**

**Branch Manager (Columbus, OH & Detroit, MI)**

- Responsible for profit and loss objectives assigned by the corporation
- Each branch functioned as an autonomous unit (P&L) with decision-making responsibilities for P&L, marketing strategy, personnel management, and customer satisfaction.
- Support/Assisted the headquarters staff as required
- In one year as Branch Manager in Columbus, revenue increased approximately 100% and profits by 200+%. Profit improvements ranked the branch in the top 25% of the company's twelve locations
- In Detroit, the financial performance for the branch moved from a net loss to a significant net positive position (P&L) in sixteen months. This location was the company's largest single operation
- In both Columbus and Detroit customer satisfaction and employee morale increased significantly.

July 1987 to April 1988

**CULLINET SOFTWARE, INCORPORATED**

**Account Executive**

- Responsibilities included the development and execution of marketing plans to market Cullinet offerings to established and prospective clients
- Marketing strategies involved executive marketing, application justification, financial analysis, and implementation planning
- Coordination of marketing/sales efforts of individuals on the district, regional, and corporate staffs

March 1986 to June 1987

**INTERNATIONAL BUSINESS MACHINES**

**Marketing Manager**

- Responsibilities included managing a team of marketing representatives with an annual revenue objective of \$20,000,000
- Major responsibilities were divided into three areas.
  - Marketing responsibilities involved executive marketing and the review of marketing plans that would ensure that revenue objectives would be met.
  - Personnel duties involved assigning objectives, appraising individuals against those objectives, and establishing aggressive development plans to ensure that each individual's skills were enhanced and opportunities for growth provided.
  - Staff functions included reporting required information (ie. Forecast) to regional, divisional, and corporate levels as required.

January 1984 to February 1986

**INTERNATIONAL BUSINESS MACHINES**

**Advisory Regional Marketing Representative**

- Responsibilities included assisting marketing representatives in the field with the development of marketing strategies to close business in the large account environment.
- Activities included high-level customer calls, and leading planning meeting for IBM internal staff and customers to develop specific plans to meet objectives.
- Marketing activities also included documenting and presenting business cases to IBM executive management to justify special bid contracts for large accounts.
- Staff responsibilities included briefing IBM management on opportunities, competitive situations and marketing strategy.

September 1979 to December 1983

**INTERNATIONAL BUSINESS MACHINES**

**Marketing Representative**

- Responsibilities included marketing IBM products to several intermediate and large accounts.
- Activities included the development and execution of marketing plans, coordination of resources required to close business, and a significant amount of executive and financial marketing.

Additional Pertinent Information:

**Mr. Smith's Company Board Involvement:**

- Board of Directors – GoHow
- Board of Directors - CTL Engineering Inc. (2002 – Current)
- Board of Directors - State Auto Mutual Insurance Company (2005 – Current)  
Member of the Investment Committee, Independence Committee,  
Audit Committee

In addition Mr. Smith served as an Adjunct Professor in the MBA Program at Franklin University. Mr. Smith has been a guest lecturer in the past at The Fisher College of Business at The Ohio State University.

**EDUCATION**

Bachelor of Science in Marketing	Ohio State University	1978
MBA in Finance	Ohio State University	1979
Minority Business Executive Program (MBEP)	Dartmouth College	
Advanced MBEP Program	Dartmouth College	

**COMMUNITY SERVICE**

Mr. Smith is very active in the Columbus community. He and his company have a philosophy that "giving back" is not an option but an absolute requirement.

**Mr. Smith's Community Service Board involvement includes:**

- Trustee and Chair – Columbus Regional Airport Authority
- Vice Chair – Tech Columbus
- Past Board Member – Project Grad
- Past Commission – Third Frontier Commission
- Past Commission – Workforce Policy Board
- Past Member of the Governor's Small Business Advisory Council
- Past Board Member - Columbus Chamber of Commerce (Six years)
- Past Board Chair - Big Brothers/Big Sisters
- Past Trustee and Past Board Chair - Columbus State Community College

In addition, Mr. Smith provides consulting and coaching services for several small business owners and entrepreneurs in Central Ohio on a regular basis. He also provides input to the Columbus Chamber of Commerce and Columbus State Community College regarding the programs offered by these organizations to support small and emerging businesses.

Mr. Smith believes that it is an honor to be in a position to contribute to the community.

In 1998 Mr. Smith established a non-profit foundation, TBTG – Thanks Be To God, to provide assistance to children in our community. He is committed to increasing the funding available to support multiple causes to enhance our community. In addition a second fund was established to provide support for faith based organizations. More information on TBTG can be found at [www.TBTGfoundation.org](http://www.TBTGfoundation.org).

## Recognition and Honors:

Sophisticated Systems' ability to generate results based on the company's Vision/Mission/Values has been recognized on many occasions by the business community. Some of this recognition includes the following:

- Columbus Fast Fifty
- Corporate Caring Award
- ITC Top C.A.T. Award Winner
- Inc. Magazine 500 Fastest Growing Business in America
- US Small Business Administration Region V District Director CHOICE AWARD: 2004
- U.S. SBA Entrepreneurial Success Award: 2002
- Ernst and Young Entrepreneur of the Year: 2001