



4/30/2013

To Whom It May Concern

**RE: East Franklinton Review Board**

I have been the Executive Director for the Franklinton Board of Trade since January 2010. Before that I served on the Board of Directors for the Franklinton Development Association and have been active with groups like Gladden Community House, Boys and Girls Club and Lower Lights. The Board of Trade regularly partners with Keep Columbus Beautiful to engage local businesses and residents to clean up the streets.

We have seen so much progress, but with so much more to do, I am excited to offer this letter of interest to serve on the East Franklinton Review Board. I am in a good position to represent the interests of the business community and be a voice for their opinions and concerns. More importantly, I am in a position to help them understand the need for changes and improvements that might not necessarily satisfy everyone.

I also am a resident of Franklinton and will have an even keener interest in making sure that things are accomplished methodically and logically, but with the spirit of diversity, inclusion, creativity and innovation that East Franklinton is all about.

Trent E. Smith  
Executive Director  
Franklinton Board of Trade

**Franklinton Board of Trade**  
P.O. Box 23315 Columbus, OH 43223  
(614) 398-2435 [franklintonbot@gmail.com](mailto:franklintonbot@gmail.com)  
[www.franklintonboardoftrade.org](http://www.franklintonboardoftrade.org)



**Franklinton Board of Trade**  
P.O. Box 23315 Columbus, OH 43223  
(614) 398-2435 [franklintonbot@gmail.com](mailto:franklintonbot@gmail.com)  
[www.franklintonboardoftrade.org](http://www.franklintonboardoftrade.org)

## **Trent E. Smith**

51 Hayden Ave. Columbus, OH 43222  
(614) 746-0287 trenteds@gmail.com

### **EDUCATION**

- **09-1993 to 12-1996: Franklin University, Columbus, OH**

**Graduate:** Bachelor of Science

**Major:** Employee Assistance

- **09-1989 to 06-1992: The Ohio State University, Columbus, OH**

**Major:** Social Work

Successfully completed three years in the Bachelor of Science program.

### **EXPERIENCE**

- **5-2011 to Present: The Builders Exchange of Central Ohio**

1175 Dublin Rd. Columbus, OH 43215

**Director of Membership Development:** Responsible for recruiting new prospects and securing their investments to become members of the Builders Exchange. This position requires exceptional people skills, negotiating and selling skills, as well as a strong ability for maintaining patience and persistence in the membership sales process. Other requirements include organizing and maintaining a prospect data base, keeping detailed records of conversations and follow-up plans, and working collaboratively with all other staff members.

- **1-2010 to Present: Franklinton Board of Trade**

924 W Broad St Columbus, OH 43222

**Executive Director:** Responsible for working throughout the entire commercial corridor with Board of Trade members and others to revitalize, develop and sustain the economic health for the businesses of Franklinton. This position requires very strong verbal, writing, interpersonal, problem solving, relationship building and collaboration skills.

- **10-2001 to 11-2009: WesBanco Bank, Inc. (fka Wheeling Ntl. Bank)**

116 S Stygler Rd. Gahanna, OH 43230

**AVP / Banking Center Manager:** Responsible for all aspects of managing business development, staff and customer relations, business retention, profit and loss maximization and community involvement for a multimillion dollar branch office. This position required very strong verbal, writing, problem solving, interpersonal and negotiating skills.

- **10-1999 to 10-2001: WesBanco Bank, Inc. (fka Wheeling Ntl. Bank)**

148 E. Broad St. Columbus, OH 43215

**Credit Analyst:** Responsible for reviewing and summarizing commercial loan financial data for the Executive Loan Committee for large loan requests. This position required very strong verbal, writing and analytical skills.

- **10-1997 to 09-1999: Alliance Data Systems**

4590 E. Broad St., Columbus, OH 43213

**Supervisor:** Responsible for managing a large team of customer service representatives for a very large private label credit card service provider. This position required very strong verbal, writing, problem solving, conflict resolution and team building skills.

- **04-1992 to 10-1997: National City Card Services, 4653 E. Main St., Columbus, OH 43213**

**Credit Evaluator:** Provided direct customer service to cardholders, bank branch personnel and merchants for credit bureau evaluations. This position required very strong interpersonal, analytical and conflict resolution skills.

- **09-1988 to 03-1992: Howard's Office Supplies, Eastland Square Shopping Center, Columbus, OH**

**Manager Trainee:** Trained on all aspects of managing a retail business operation.

### **CERTIFICATIONS**

**2009:** Licensed to sell Accident & Health, Life and Variable Annuities products in the State of Ohio.

**2011:** Completed certification as an Economic Development Finance Professional (EDFP) through NDC.

### **RECOGNITION**

**1996:** Graduated Summa Cum Laude from Franklin University, Columbus, OH

**1996:** Included in the "Who's Who in American Universities and Colleges"

**1988:** Inducted into the National Honor Society

### **COMMUNITY INVOLVEMENT**

**2004 to 2009:** Gahanna Area Chamber of Commerce Board of Directors  
**2005 to 2010:** Habitat for Humanity Greater Columbus Board of Directors  
**2006 to 2009:** Franklinton Development Association Board of Directors  
**2009 to 2010:** Gahanna Noon Lions Club Trustee  
**2009 to Present:** Graham Expeditionary Middle School Board of Directors  
**2011 to Present:** Lower Lights Incorporated Board of Directors