

K I N O S M I T H

FORWARD THINKING

313.828.9109 | kinosmith.solutions@gmail.com | kinosmith.solutions

ABOUT

Over two decades of experience in the areas of finance, marketing, sales, logistics and community engagement. Proficient in web and graphic design.

LEADERSHIP EXPERIENCE

OPPORTUNITY RESOURCE FUND | COMMERCIAL LENDER | 2018-2020

- Originated, assist in analysis and underwriting, and the closing of small business loans.
- Provided staff support to the Loan Committee, including the preparation and presentation of recommendations for loans.
- Conducted training, technical assistance, organizational capacity-building efforts, and financial structuring to borrowers or lenders.
- Technical assistance that included program design and financial packaging to other nonprofit organizations through contracted service arrangements.
- Represent the organization by serving on outside task forces, committees, and boards.

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LEADERSHIP EXPERIENCE

FLAGSTAR BANK | FINANCIAL CONSULTANT | 2017 -2018

- Created 5 year strategic approach
- Managed day-to-day operations of a 10 million dollar public/private partnership
- Originated a private partnership for a 327 million dollar development
- Managed stakeholder group programs
- Public Relations
- Made recommendations to the public/private partnership.

ADDITIONAL EXPERIENCE

SAMARITAN | BUSINESS MANAGER | CONSULTANT | 2003-CURRENT
MICHIGAN BANKING CRA ASSOCIATION | CONSULTING | 2014- CURRENT
CITY OF PONTIAC | COMMUNITY DEVELOPMENT | 2017-2018

COMMUNITIES OF HOPE | OPERATIONS | CONSULTANT | 2013- 2017

CDC | BUSINESS DEVELOPMENT MANAGER | 2012-2014

E.M.E.R.G. CDC | CONSULTANT | 2008-2016

REMODEL AMERICA | CHIEF FINANCIAL OFFICER | 2007- 2008

SIGMAN & SIGMAN | CHIEF FINANCIAL OFFICER | 2003- 2007

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F O R W A R D T H I N K I N G

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EDUCATION

| GRAND VALLEY STATE UNIVERSITY |
| ACCOUNTING, B.B.A. | 1994

| GEORGIA INSTITUTE OF TECHNOLOGY | BUSINESS
ADMINISTRATION MBA | 1998