



**LSBDC Technology Center at  
Louisiana State University**  
8000 GSRI Ave., LBTC Bldg 3000, Baton Rouge, LA 70820

Serving Ascension, East Baton Rouge, East Feliciana, Iberville, Pointe Coupee,  
West Baton Rouge, and West Feliciana Parishes

## Smith Research Corp.

5459 Prescott Rd., Baton Rouge, LA 70802



James Smith, Jr., owner of Smith Research Corp

### Economic Impact

- 70 jobs created
- Increased sales revenue by 100-fold
- Multi-million dollar annual sales

James Smith, Jr. founded Smith Research Corp., an architectural, engineering, and program management company in 1994. He came to the **LSBDC Technology Center at LSU in Baton Rouge** for help growing his business.

LSBDC consultants helped Smith apply for certification under the Small & Emerging Business Program through LED. That certification increased opportunities for Smith to bid for state and federal contracts as a minority business owner. Consultants also provided guidance on the government procurement process, which helped Smith obtain a Kennedy Space Center grant to assist historically black colleges and minority universities.

Smith often confers with LSBDC consultants, using them as a sounding board for his ideas before applying for government grants and contracts. In 2006, Smith was awarded a major FEMA contract, which allowed him to more than triple his staff from 20 to 70 employees.

In just 8 years with LSBDC assistance, Smith has been able to increase his sales 100-fold. He projects his future revenue reaching millions of dollars.

### LSBDC Technology Center Services Given to Client

- Assisted client with a business plan
- Helped client apply for Small & Emerging Business Program
- Provided Business Training
- Provided guidance on government procurement process