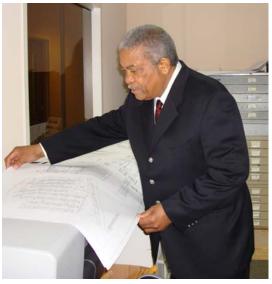


LSBDC Technology Center at Louisiana State University 8000 GSRI Ave., LBTC Bldg 3000, Baton Rouge, LA 70820

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

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 procurement procurement

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.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Louisiana Economic Development Center, and participating universities

