

Success Story

- Topic:** SBA Certified 8(a) Contractor – Provides research and engineering service to federal, state and local entities and private sector.
- Location:** 4811 Harding Boulevard
East Baton Rouge Parish
Baton Rouge, LA 70811
- Contact:** James A. & Anniece Smith
Smith Research Corporation
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Outline of Need:

SRC saw the need to become better qualified to receive better paying contractual service agreements. The need was to position himself to be recognized as a government contractor. Smith Research Corporation (SRC) is a Louisiana corporation formed for the purpose of providing research and engineering services to governmental agencies, universities and private industries. SRC is owned by James and Anniece Smith of Zachary, Louisiana. The corporation was established in 1994 while James A. Smith, Jr., an employee at Southern University (SU), was working to promote additional NASA research at the university, other historically black colleges and universities (HBCUs) and other minority universities (OMUs).



SRC became a mediator, a researcher or technical monitor (TM) and a communicator who provided assistance to the university's principal investigators (PI) to produce the engineering talent desired by NASA, other government entities and private industries. SRC continued to build on other pilot projects which consisted of retired NASA managers to bridge the communication gap between the university's principal investigators and government project managers to achieve the desired results. The company continued to promote and facilitate successful research and technical initiatives by minority businesses and minority universities working with government agencies and industry.

How CRSBD Assisted:

In June 1998, SRC management visited Southern University's Center for Rural and Small Business Development (SU-CRSBD) and requested assistance with becoming an SBA Sea certified contractor. The CRSBD staff assembled all forms, financial statements, documents, applications and information required to complete the Sea) certification package. SRC's management was notified, several months after submission of the package, that the qualification process was completed and the company was a qualified 8(a) contractor. SRC attributes its successful completion of the Sea) certification proposal to the SU-CRSBD's staff.

Results and Outcome:

As a result of assistance provided by the Center, the company was awarded an S(a) contract (disaster-hurricanes--areas) totaling (not to exceed) \$100,000,000 for a five-year period to maintain and deactivate manufactured homes and travel trailers for the Federal Emergency Management Agency (FEMA). This significant contract, awarded April 5, 2006, will create and/or retain jobs in the disaster areas. SRC's staff proclaims much of its success to the staff of Southern University's Center for Rural and Small Business Development for their professionalism and promotion of the entrepreneurial spirit.

