



James Smith
Vice President
Smith Flooring Inc.
903 Townsend St,
Chester, Pennsylvania
Delaware County, 19013

Industry:
Commercial flooring installation, facility management, general carpentry, plumbing, painting, HVAC, electrical installation, solar power projects

Year Founded:
2006

SBDC Assistance:
Government Marketing,
Procurement Technical
Assistance Center (PTAC)



The Widener SBDC helps businesses of all sizes market to the government -federal, state and local. Businesses that want to get into government contracting and needing assistance, can do no better than to talk to a PTAC counselor

Growing Beyond Your Sweet Spot, Smith Flooring Inc.

Construction is nothing new to James Smith, VP of Smith Flooring Inc. Throughout his childhood he worked with his father, installing residential flooring. In those years working for his father, he learned to master floors and went on to become a very successful union carpenter. As his experience grew, clients were impressed and encouraged him to start his own business. The journey began in 2006, when Kristin, his



“We are leading in quality and value on so many levels” - James Smith

replicate what we do.”

Today, James—along with his wife Kristin and step-daughter Angelique—owns and operates a 15 employee company that provides not only commercial flooring installation but a diverse selection of services that include all aspects of facility management, general carpentry, plumbing, painting, HVAC, electrical installation and solar power projects throughout the Tri-State Area. “Passion has made us a leader in this field”, says James. “We’ve been in business since 2006 and our solid reputation has continued,” he says. “We are leading in quality and value on so many levels – no one else can

They have credited mentors and advisors to their accelerated success. With the intense work and advisement of Bruce Downing at the Widener SBDC, Smith has found the Procurement Technical Assistance Center (PTAC) to be "extremely helpful in facilitating the contract process by ensuring we were taking the necessary steps at the planning phases. As a small business, we were given the right tools and direction from experts."

Having superior workers with a healthy work ethic helped Smith handle a growth period that started at the end of the 2008 recession. Going above and beyond ensures Smith maintains excellent relationships with their clients. The vast majority of the feedback on the firm in the field is highly complementary, says Angelique, who handles communication and client relations. “I get amazing feedback from clients regarding the great work we do and how smooth our projects are executed,” she says. “It’s because our guys are so good at what they do, and most of them have been here forever.” Attention to detail, focus on quality work and maintaining excellent relationships with clients, vendors and employees alike are the reasons the company remains at the top. James and Kristin have merged their skills to create a firm that delivers top-notch work in a professional, family oriented environment

Although flooring work is what James calls the company’s “sweet spot,” the firm has added several capabilities in the past year. Due to their commitment to quality, comprehensive management controls and competitive pricing combined with a passion for design and details, Smith Flooring, leader in construction management firm is near.

