



2007 Existing Business of the Year

The KSBDC assisted Smith Audio Visual to get started and grow, including:

- **Reviewing the business plan and financial projections**
- **Providing small business seminars**
- **Providing marketing research**
- **Marketing advice including working on implementing *Hypergrow Your Business!* strategies**

**Washburn University
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Development Center**

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Name of Business	Smith Audio Visual, Inc.
Owner	Larry Heilman
Nature of Business	Professional sound installation, presentation, digital surveillance, controlled access and home theatre.
City	Topeka, KS
County	Shawnee County
Phone	785-235-3481
Web Site	www.smithav.com
Business Structure	S-Corp
Business Began	1983
Employees at Start Up	6
Employees in 2006	19
KSBDC Counselor	Washburn University KSBDC

Attend a boardroom, banquet hall, or sports stadium designed with audio or visual equipment installed by Smith Audio Visual, and you quickly appreciate the quality of perfect site and sound. Larry Heilman would have it no other way and now is widely recognized by his peers as a visionary and leader in the audio visual industry, not only for his innovations but also his contributions to the profession.

Larry regularly provides training at the national level and has written numerous articles about trends in the audio visual field. In 2005, Larry received an Excellence in Business Award from the National Systems Contractor Association. The same year, Smith Audio Visual was named a Top 50 System Integrator in the nation.



Example of Smith AV's Workmanship

Larry has come a long way from his first days at Steve Smith Audio Visual and Camera (originally founded in 1918), where as a high school student he helped as an AV tech. After college, Larry got the opportunity to rejoin the company where he ascended the ranks to the general manager role. In 1983, he bought controlling interest from the Smith family and began building the business. It was then that Larry first worked with the Washburn SBDC and has maintained a relationship ever since. "Look at every angle before you start your business, because you don't have the time once you are up and running – the SBDC can help you review your plan," commented Larry. He also has found success in the old adage, "Hire Good People." When family illness required him to spend significant time away from his business in 2006, Smith Audio Visual employees proceeded to grow sales 90%. Once a local and regional business, Larry has grown Smith Audio Visual to national levels. His latest design and installation of audio equipment was for the College Football Hall of Fame in South Bend, Indiana.