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FY 2021 DC Local Equity, Access and Preservation Funds – Locally Made Manufacturing Grant (“DC Locally Made”) incentivizes and bolsters the Great Streets initiative to grow the District’s local small business economy and bolster neighborhoods with inadequate access to retail opportunities.

- The purpose of the Great Streets Initiative is to transform certain designated emerging commercial corridors into thriving, walkable, shoppable and inviting neighborhood experiences.
- DMPED invests in 13 retail priority areas, “Great Streets Corridors,” with the goal of creating livable, walkable, shoppable, community-serving retail experiences across all eight wards. The Great Streets Initiative does this by supporting existing businesses, attracting new businesses, increasing the District’s tax base, and creating new job opportunities for District residents.
- Award – up to \$1 million

Notice of Funding Availability: January 29, 2021

Request for Applications: February 12, 2021 – March 15, 2021 at 4:00pm/ET

For more information: www.dmped.dc.gov



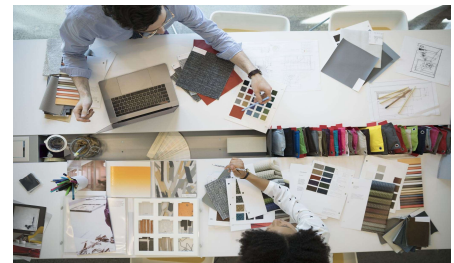
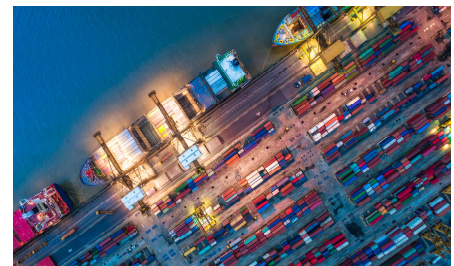
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It is the intention of DC Locally Made to incentivize the development of single-tenant buildings that can accommodate small manufacturing concerns or a multi-tenant building that can provide accommodations for manufacturers, post-incubator and/or emerging growth companies engaged in consumer goods and/or some durable good production.

- The Office of the Deputy Mayor for Planning and Economic Development (DMPED) recognizes manufacturing supply chains have become more complicated due to multiple suppliers, challenging international trade and import and export regulations, and the rapid acceleration of e-commerce demands and absorption, and the exacerbation of the COVID-19 global pandemic and public health emergency.
- Supply chains were distressed and, in some cases, disrupted.
- There is increasing need to manufacture and procure consumer goods locally.
- DMPED believes that the industrial sector can and will flourish in the District, increase employment opportunities for local residents, and offer light manufacturing opportunities that provide economic stability, mitigate blight, and add vibrancy to our designated Great Streets corridors.



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Funding Priorities

The Grant identified the following program funding priorities.

1. The Great Streets program grows the District's local small business economy and bolsters neighborhoods with inadequate access to retail opportunities. DMPED seeks to invest in 13 retail priority areas, "Great Streets Corridors," with the goal of creating livable, walkable, shoppable, community-serving retail experiences across all eight wards.
2. DMPED seeks to invest in small businesses:
 - (a) That are Local Business Enterprise (LBE) eligible;
 - (b) Have core operations which align with small to medium light manufacturing of fast consumer goods (i.e., dry goods, processed foods, beverages, baby food, consumer electronics, frozen food) and/or consumer durables (appliances, furniture, equipment);
 - (c) That currently operates or will operate within a designated Great Streets Corridor;
 - (d) That maintain and/or create new jobs, with a commitment to hire District residents;
 - (e) That serves or may serve a community anchor and impacts the Great Streets corridor and community by its presence; and,
 - (f) That can support existing retailers and the designated Great Streets corridors economic vitality by attracting new consumers and/or visitors to the area.



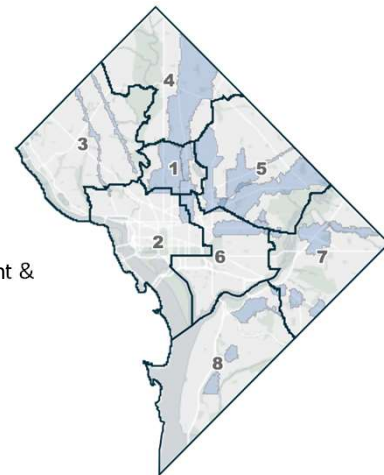
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Great Streets Corridors

- | | |
|---|--|
| 1. Connecticut Ave NW | 9. Pennsylvania Ave SE |
| 2. Georgia Ave NW | 10. Rhode Island Ave NE |
| 3. H St/Bladensburg Rd
NE/Benning Rd NE | 11. Wisconsin Ave NW |
| 4. Martin Luther King Jr.
Ave/South Capitol St SE/SW | 12. 7th St NW |
| 5. Minnesota Ave/Benning Rd NE | 13. 14th & U St NW [including
Adams Morgan, Mt. Pleasant &
Columbia Heights] |
| 6. Nannie Helen Burroughs Ave
NE | |
| 7. New York Ave NE (expanded) | |
| 8. North Capitol St NW/NE | |



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For the purposes of this RFA:

“Consumer goods” is defined as goods that are immediately consumed in one use or have a lifespan of less than three years.

Examples include cosmetics, cleaning products, food, fuel, beer and/or spirits, some household items, paper products, rubber, textiles, clothing, footwear, and personal protective equipment (PPE)

“Durable goods” is defined as home appliances, consumer electronics, furniture, sports equipment, and children’s toys

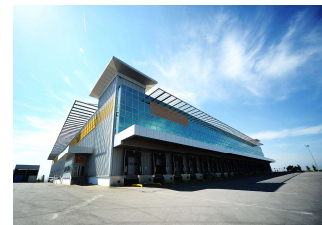
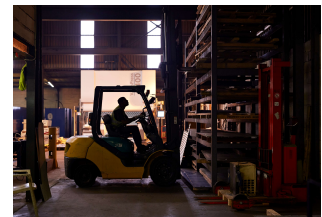


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- The responsive proposal should provide a strategy whereby an entity or entities of the Locally Made would promote development and/or improvement of a shell-building up to 60,000 square feet in the District.
- An eligible shell building project can include the redevelopment and/or improvements of an existing structure pending the building can be cost-effectively delivered for industrial use.
- The DC Locally Made grant will support qualified small businesses for the capital or tenant improvements of commercial property with a designated industrial use and which is located within a designated Great Streets Corridor.
- Any building that is developed or improved because of this program should fully completed for use by an industrial tenant or owner/occupant **within 60 days following the completion of approved improvements.**



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Eligible Applicants

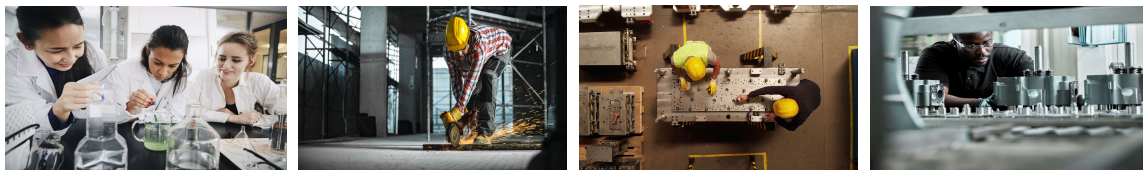
- Eligible applicants include real estate developers and/or existing small business whose core business aligns with light manufacturing and is located either within or plans to move to a Great Street Corridor are eligible (see map at: <http://ht.ly/m90F30cM0bz>)

Location

- Projects must be within the statutory boundaries of a Great Streets corridor. Prospective applicants can verify their location eligibility via the interactive mapping tool found at www.greatstreets.dc.gov
- Projects located outside of a qualifying Great Streets corridor will not be considered.**

Eligible Funding Uses

- DC Locally Made grant may be used for exterior and/or interior improvements including the purchase of furniture, fixtures, and equipment (up to 50% of the grant).



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Minimum Requirements

Eligible applicants must meet the following minimum requirements to be considered for a grant:

- Located within a Great Streets Corridor
- Licensed business in Good Standing with the DC Department of Consumer and Regulatory Affairs (DCRA), the Office of Tax and Revenue (OTR), the Department of Employment Services (DOES), and Internal Revenue Service (IRS). Must maintain their Good Standing status with the aforementioned entities throughout the pre-award process and the grant's period of performance.
- Retain site control of the business property through fee simple ownership, letter of intent, or an executed contract or lease with the property owner with a minimum unexpired term of at least five (5) years. Applicants who lease their business property are required to submit a notarized affidavit from their landlord authorizing the proposed improvement project.
- Provide proof of property and liability insurance (an insurance quote is permitted for new businesses) compliant with the requirements set forth in the RFA.



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Ineligible Applicants

- Adult entertainment
- Auto body repair
- Bank
- Bar or Nightclub
- Construction/general contracting/architecture/design-build
- E-commerce business
- Financial services
- Home-based
- Hotel
- Liquor store
- Phone store
- Professional services
- Property management/realtor
- Seasonal (open only part of the year)
- Previously awarded businesses that are expanding existing operations and/or relocating to another location are not eligible.
- Businesses which have received a total of \$150,000 or more of funding from the Great Streets or H Street Grants Programs are not eligible.

Ineligible Funding Uses

The following are NOT eligible uses of funds:

- Debts
- Expenses associated with preparing this application
- Inventory
- Legal fees
- Marketing
- Payroll
- Rent
- All expenses not listed above as eligible uses of funds.



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Scoring Criteria

Applications will be evaluated based on the following criteria outlined below. Failure to demonstrate how the proposed Project meets these criteria may reduce the application's score.

Content and Form of Application Submission

- Content Requirement - The application must provide sufficient information for the agency to make a determination of merit of the proposal.
- Complete Application - Applications should include the elements for each section to be eligible for the maximum consideration. Applications that fail to include all the necessary elements may not be reviewed or considered and may be disqualified.



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Scoring Criteria

The criteria used to evaluate the submissions will include, but not be limited to:

- The quality and functionality of the building proposed.
- The sufficiency of the Major Participant(s) experience of individual(s) and/or firm(s) The economic development impact of the proposed project.
- The strength of the financial proposal.
- The location of the proposed site and the level of site control established.
- Project readiness.
- Risk level to the partnership and/or individual entity participating.
- The ability to scale the relationship to additional projects.
- Return-on-Investment Timeline



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Application Overview

DMPED is requesting applications with the following sections in PDF format to respond to the FY21 DC Locally Made Manufacturing Grant. Applications will be evaluated based on the following criteria outlined below. Failure to demonstrate how the proposed Project meets these criteria may reduce the application's score.

- Applications should be prepared on 8 ½ by 11-inch page format, using 11 – or -12-point Arial, Calibri, or Times New Roman type and submitted electronically to DMPED through GiftsOnline.
- The application includes only the requested information below:
 - Cover page with the Contact Information for the Applicant
 - Business Name
 - Key Contact
 - Mailing Address
 - Telephone
 - Email
 - Narrative for FY21 DC Locally Made Manufacturing Grant



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Application Overview

- Executive Summary – 10%
- Market & Financial Feasibility of the Project – 30%
- Major Participants Identities & Details – 20%
- Proposed Job Creation & Economic Benefits – 20%
- Certified Business Enterprise Commitment – 20%
- Statement Regarding Debarments, Suspensions, Bankruptcy, or Loan Defaults (Mandatory)

Please refer to the Request for Application for details and guidance.



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Application Overview

Appendices

- Appendix A – [Arrest and Conviction Statement](#)
- Appendix B – Statement of Certification
- Appendix C – Certificate of Insurance
- Appendix D – [Debarment Affidavit](#)

Attachments

- Attachment A – Basic Business License
- Attachment B – DCRA – Certificate of Good Standing (issued between 01/01/21 and 03/15/21)
- Attachment C – Clean Hands Certificate (issued between 01/01/21 and 03/15/21)
- Attachment D – Evidence of Site Control - (Copy of Fully Executed, Unexpired Lease or Deed)
- Attachment E – [Landlord Affidavit](#) (if applicable)
- Attachment F – Business Tax returns for the past three years
- Attachment G – Annual Financial Statements for the past three years
- Attachment H – Job Creation Chart
- Attachment I – Development pro forma financial statement
- Attachment J – Sources and Uses
- Attachment K – Project Budget
- Attachment L – Majority Participants Resumes
- Attachment M – Picture of proposed Project



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Application Review

1. Initial Screening

Prior to the formal review process, each application will receive an initial administrative screening to ensure that all required forms, signatures, and documents are present. An application will not be evaluated by the review panel if:

- The application is received after the closing date.
- The application package is not complete
- The project synopsis/description fails to address the program priorities; and,
- The application does not fall within the scope the RFA.

2. Independent Review Panel

Approved applications will be reviewed by external independent review panel that will submit scoring, ranking and comments to DMPED.

3. Final Review

Based on the external and internal review panel recommendations, the Mayor's budget priorities, the resources available, the goal of achieving a balance as to communities served, and the goals of the program, DMPED will make the final funding decision.

The final funding decision cannot be contested or appealed.



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QUESTIONS ABOUT THE GRANT SHOULD BE DIRECTED TO

GRANTS TEAM

DMPED.GRANTS@DC.GOV



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Stephanie Thomas
Director of Great Streets and Retail

Government of the District of Columbia
Office of the Deputy Mayor for Planning & Economic
Development

Email: GreatStreets@dc.gov



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