

DC POWER LINE UNDERGROUNDING

CONTRACTOR AND SUPPLIER FORUM

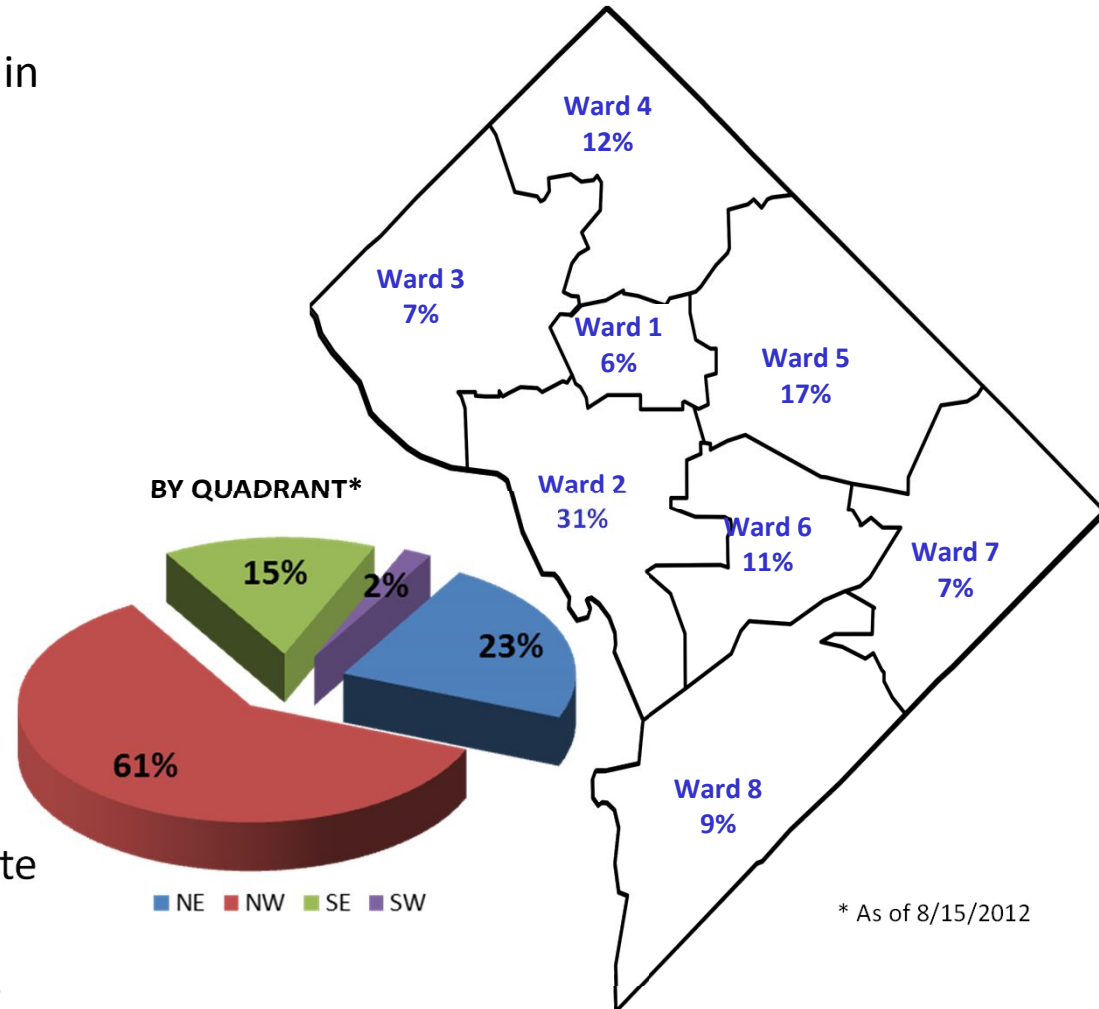
“Certified Business Enterprise (CBE) Program”



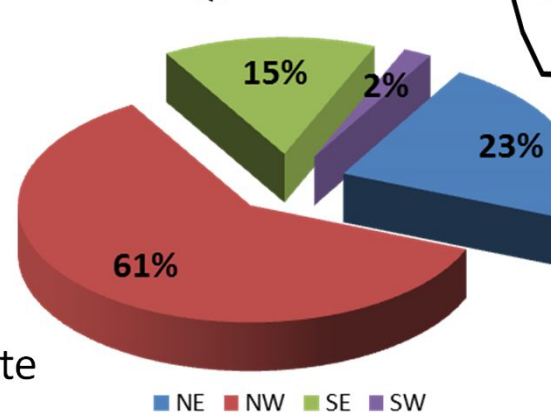
CBE Demographics

- The Business Certification Division evaluates businesses headquartered in the District to determine their eligibility to become a Certified Business Enterprise (CBE).
- The D.C. Government directs spending to CBEs, which in turn, supports and contributes to job creation and the city tax base, strengthening the local economy.
- The CBE Program provides contracting preference for local businesses so they can better compete in contract and procurement opportunities with D.C. Government.

PERCENT OF CERTIFIED BUSINESS ENTERPRISES BY WARD*



BY QUADRANT*



* As of 8/15/2012

Businesses may be certified in any of the following categories; however, only a [maximum of 12 points](#) that can be applied toward any contract award. In evaluating requests for bids (RFB), contracting personnel apply a [percentage reduction in price](#) according to CBE designation. In evaluating requests for proposals (RFP), contracting personnel apply [points to proposal evaluations](#) according to CBE designation. DSLBD also certifies joint ventures, and vendors in the CBE Certification Program.

Certification Categories	Preference
Local Business Enterprise (LBE)	2 or 2%
Small Business Enterprise (SBE)	3 or 3%
Disadvantage Business Enterprise (DBE)	2 or 2%
Resident Owned Business (ROB)	5 or 5%
Development Zone Enterprises (DZE)	2 or 2%
Longtime Resident Business (LRB)	5 or 10%
Veteran Owned Business (VOB)	2 or 0%
Local Manufacturing Business (LMB)	2 or 2%

CBE Local Business Definition

Applicant's principal office is physically located in the District

- **Chief Executive Officer and highest level managerial employees maintain their offices and perform their managerial functions in the District;**
- Meets one of the four following standards:
 - More than 50% of the assets, excluding bank accounts, are located in the District;
 - More than 50% of the employees are residents of the District;
 - The owners of more than 50% of the business enterprise are residents of the District; or
 - More than 50% of the total sales or other revenues are derived from transactions in the District
- Properly licensed under DC law; and
- Subject to tax under DC law (Chapter 18 of Title 47)

Site visits are conducted within the Washington Metropolitan area to verify that the firm meets the local business enterprise definition.

National Institute of Government Purchasing (NIGP) Commodity Codes

- **NIGP Codes** are used primarily to classify products and services procured by the District government.
- Within a CBE application, businesses can select NIGP Codes that describe the services/good they provide. The selection is not a wish list of services or goods the business plans to provide in the future. **Evidence of past performance (i.e. contracts, invoices and proof of payment) will be required to demonstrate capability and validate/support the requested codes, as part of the CBE application process.**

cbe.feedback@dc.gov



Doing Business with D.C. Government

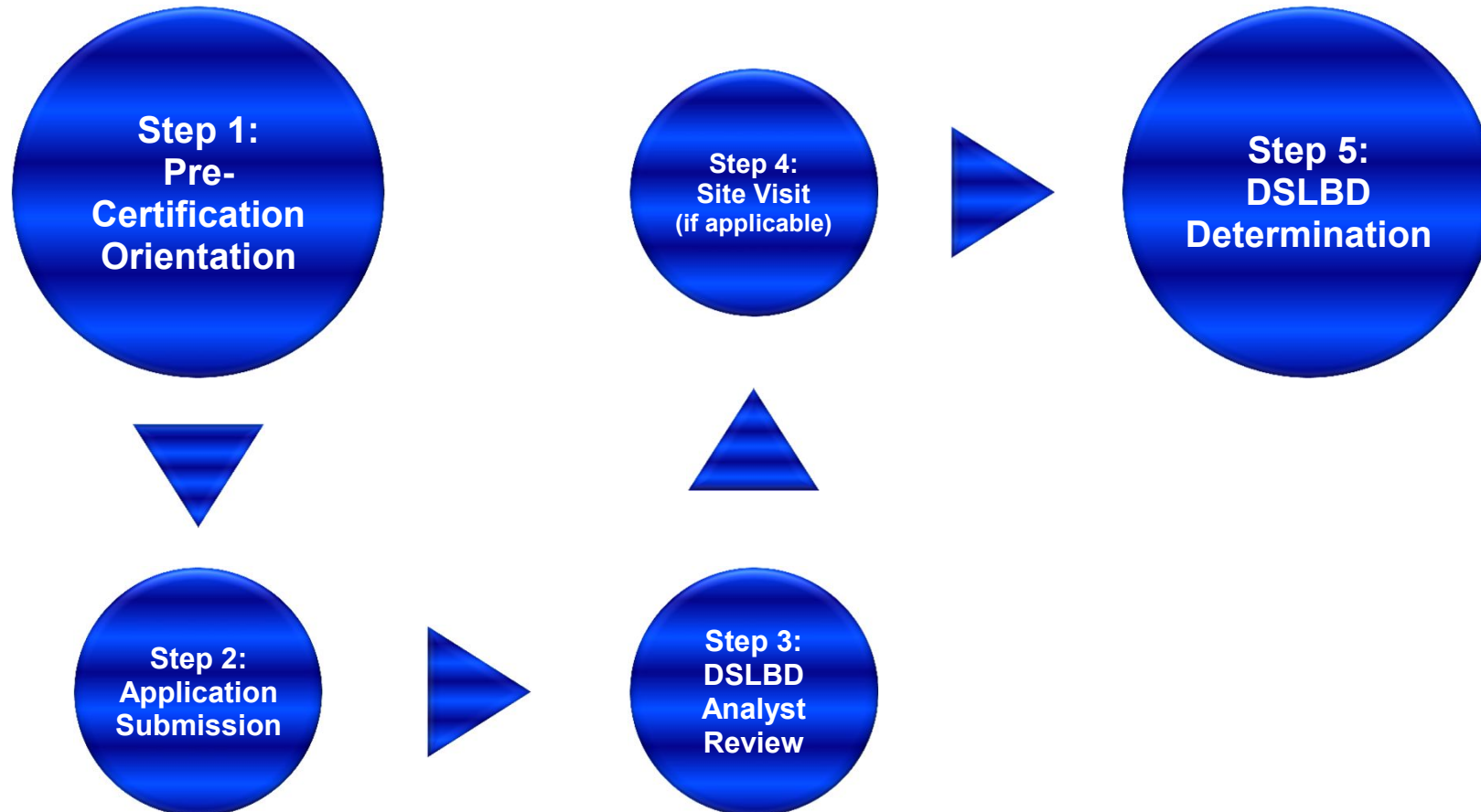
D.C. Office of Contracting and Procurement will deliver its monthly Vendor Education Workshop with the D.C. Department of Small and Local Business Development

- ✓ Requirements for doing business with the District of Columbia,
- ✓ E-sourcing registration, independent procuring agencies
- ✓ Information on small business services provided through the District Government

This workshop is best suited for those looking to expand their business into government procurement work **for the first time.**

<http://dslbd.dc.gov/page/small-business-resource-center>

Business Certification Process





Business Opportunities

-Connecting with opportunities to grow your business-

–Do you have the resources to get started? –

Business Opportunities

Connecting Businesses to Opportunities

The role of Business Development is to develop and strengthen the relationship between DC Government agencies and regional companies with the CBE community through a variety activities, events and programs to strategically position CBEs for economic growth.

Helping Businesses Succeed

- Assistance in knowing and using DSLBD services
- Understanding and navigating the DC Government agencies for opportunities
- Capturing private sector opportunities



Access to Capital

This is by far the greatest challenge facing entrepreneurs today. You have a great idea, but you do not have the capital to get the business started or help it grow. DSLBD has the ability to connect you with the right resources.

Access to Capital Options

- Traditional Banking
- Micro-Lending
- SBA Lending
- Crowd Funding
- DISB Cash Collateral Program

How to Be Prepared

- Do you know the business – do you have experience?
- Can you pay back the loan?
- Do you have the necessary collateral to secure the loan?
- Do you have “Skin in the Game?”



Small Business Resource Center

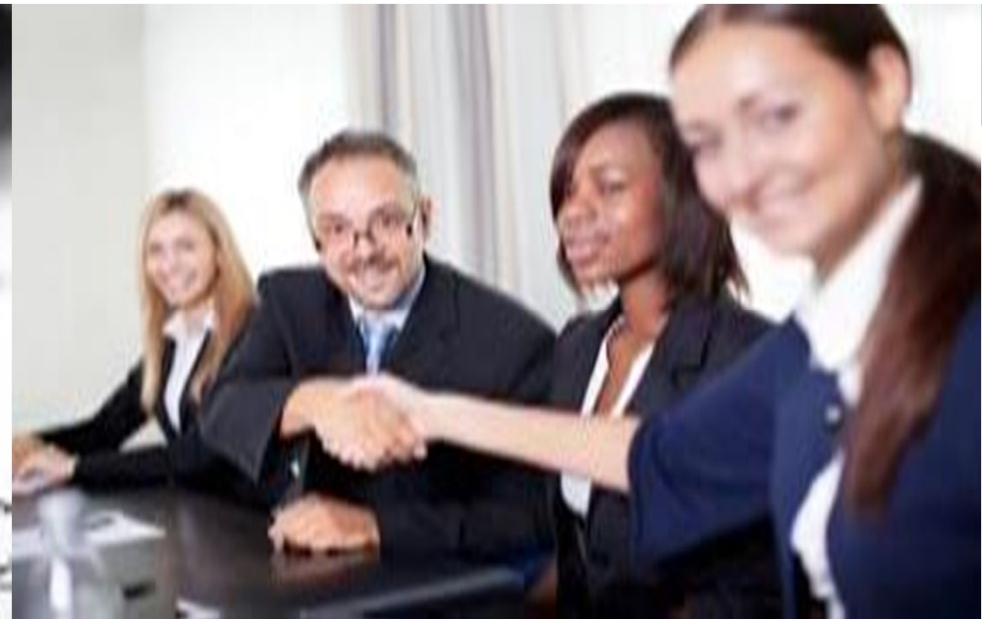
Start Your Business by Starting at the SBRC!

The District of Columbia Small Business Resource Center (SBRC) provides information and services to entrepreneurs and companies to launch and strengthen and grow their business in the District. SBRC is your one stop shop, bringing together resources from key District agencies including DSLBD, the Department of Consumer and Regulatory Affairs (DCRA), and non-profit and Federal organizations that serve District businesses.



Tools to start, manage, and expand your business.

A component of the SBRC is our Small Business University—a comprehensive suite of business courses facilitated by industry experts. Courses are provided free of charge, or in some cases, a nominal fee.



Procurement Technical Assistance

- Strengthen small business technical capacity–*
- Contract award of federal, state and local procurements–*

DC Procurement Technical Assistance Center (PTAC)

What do we do...

- Determines a company's readiness for government contracting.
- Assists businesses to secure necessary certifications and registrations.
- Assists businesses in the capture of federal, state and local contracts.
- Provides counseling and training to help you perform on your contracts effectively
- Offers marketing, technical consulting, workshops and training.
- Serve as the government contracting bridge between the buyer and seller.

DC Procurement Technical Assistance Center (PTAC)

