

**OFFICE OF THE DEPUTY MAYOR
FOR PLANNING AND ECONOMIC DEVELOPMENT**

FY2016 GREAT STREETS RETAIL SMALL BUSINESS REIMBURSEMENT GRANTS

TECHNICAL AMENDMENT

The Office of the Deputy Mayor for Planning and Economic Development (DMPED) invites the submission of applications from qualified small business owners who wish to improve their place of business. The purpose of the Great Streets Retail Small Business Reimbursement Grants is to support existing small businesses, attract new businesses, increase the District's tax base, create new job opportunities for District residents, and transform emerging commercial corridors into thriving and inviting neighborhood centers. The grants are competitive, partially-reimbursable, and up to \$50,000 each. Funding for this program is authorized from the Great Streets Neighborhood Retail Priority Area Amendment Act of 2013, effective December 24, 2013 (D.C. Law 20-61; D.C. Official Code § 2-1217.71 et seq.) and the H Street NE Retail Priority Area Incentive Act of 2010, effective April 8, 2011 (D.C. Law 18-354; D.C. Official Code § 1-325.171 et seq.).

The purpose of this technical amendment is to provide updates to the Request for Applications (RFA) that was issued for this grant program on Friday, August 7, 2015.

APPLICATION DEADLINE

The application deadline for this grant program has been extended to **FRIDAY, OCTOBER 2, 2015 at 4PM.**

CLARIFICATION OF ELIGIBLE APPLICANTS

On page 4 of the RFA, under Section IV. Eligible Applicants, the following three types of businesses are listed as *ineligible* to receive grant funding under this program:

- Construction/general contracting/architecture/design-build
- Financial services
- Realtors

Please note that construction and related businesses that serve clients on-site at their business property and drive day-time foot traffic to the corridor are eligible to apply for the grant.

Please note that "Financial services" refers to businesses whose main function is cash-checking. Thus, tax preparers and financial literacy consultants that serve clients on-site at their business property and drive day-time foot traffic to the corridor are eligible to apply for the grant.

Please note that "Realtors" that serve clients on-site at their business property and drive day-time foot traffic to the corridor are eligible to apply for the grant.

DEFINITION OF “ANNUAL REVENUE”

On page 5 of the RFA, under Section IV. Eligible Applicants, the following threshold is listed as a minimum requirement to apply for the grant: “Provide proof that the business’ average annual revenue (based on the last three (3) completed fiscal years), or the projected average annual revenue for the first three (3) years ‘in business,’ does not exceed \$1 million.” DMPED will measure an applicant business’ annual revenue based on business tax returns submitted with the application. Annual revenue will be calculated as **gross profit from sales and/or operations**, which is equivalent to gross receipts or sales minus the cost of goods sold. For new businesses, or those in operation for less than three years, DMPED will use a combination of business tax returns and financial projections from the business plan submitted with the application to determine annual revenue.

CLARIFICATION OF SCORING CRITERIA

On page 7 of the RFA, under Section XI. Scoring Criteria, there are 100 points assigned to the “Existing business” criterion. For this criterion, applicants will be scored as follows:

- 100 points if the applicant is an existing business on the Great Streets corridor where they seek funding
- 75 points if the applicant is an existing business regardless of location and is relocating their business to a Great Streets corridor
- 50 points if the applicant is an existing business regardless of location and is opening an additional storefront on a Great Streets corridor
- 0 points if the applicant is a new business

On page 8 of the RFA, under Section XI. Scoring Criteria, there are 30 points assigned to the “Job creation and retention” criterion. Under this criterion, applicants can earn 1 point for each District resident with at least one documented barrier to employment who is trained and hired as a full-time permanent employee (½ point for each part-time permanent hire) by the applicant due to the proposed improvement project. Please note that documented barriers to employment are as follows:

- Basic skills deficiency (determined by the Comprehensive Adult Student Assessment Systems (CASAS) testing score)
- Lack of a secondary education credential (no high school diploma or GED)
- A documented history of substance abuse
- Homelessness
- A history of job cycling (not maintaining steady employment)
- A felony conviction or previous incarceration

Please direct all inquiries to:

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