



Downtown Recovery Grants Information Session

February 13, 2024



FOR MORE INFORMATION: GRANTANDGROWEXPO@DC.GOV

DMPED
OFFICE OF THE DEPUTY MAYOR FOR
PLANNING & ECONOMIC DEVELOPMENT

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DOWNTOWN RECOVERY GRANTS



Program Purpose

The Downtown Recovery Grant program provides funding to businesses that are opening or expanding in retail or commercial space located in the DowntownDC BID or Golden Triangle BID that has been vacant for at least six months, with the goals of:

1. Reducing retail vacancy Downtown
2. Generating foot traffic and economic activity
3. Providing new amenities Downtown

What is a qualifying vacant space?

For the purposes of the Downtown Recovery Grant, a space qualifies as having been vacant for at least six months if, as of July 26, 2023, the space:

- Existed and was available to be occupied (i.e. not new construction)
- Was unoccupied by a retail or commercial tenant

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Program Overview

ELIGIBLE APPLICANTS	For-profit businesses in an eligible industry (see next slide) that intend to lease retail or commercial space in the DowntownDC or Golden Triangle BID that has been vacant for at least six months
AVAILABLE FUNDING	\$3,000,000
AWARD RANGE	\$200,000 to \$3,000,000 (estimated)
MATCHING FUNDS	Applicant must demonstrate all sources and uses of funding to complete the project, and the grant award cannot cover 100% of project costs
PERIOD OF PERFORMANCE	April/May 2024 - September 2025

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Program Eligibility

PROJECT REQUIREMENTS

- Applicants must be for-profit entities
- Applicants must intend to lease space that has been vacant for at least six months (since July 26, 2023)
- Projects must be located within the eligible geography (see next slide)
- Project location must be designated for retail or commercial use
- Applicants must be an eligible business type
- Projects must be complete and open to the public no later than September 30, 2025
- Applications should demonstrate how Projects will drive foot traffic and generate economic activity Downtown
- Applications should demonstrate the feasibility of the business model and the likelihood that the business will be successful in the Project location
- Projects must abide by all District laws and regulations
- Applicants should demonstrate site control of the Project site
- Preference will be given to businesses that occupy or will occupy at least 4,000 square feet of space for a minimum of three years from completion of the Project.

What is an eligible business?

Businesses must be one of the following types to be eligible for the Downtown Recovery Grant:

- Childcare center
- Educational institution
- Entertainment (arts, museum, music, sports, theater)
- Grocery store
- Restaurant
- Retail store or service
- Urgent care center
- Business occupying commercial office space and operating in one of the following industries:
 - Communications and Design
 - Consulting Services
 - Education and Research
 - Hospitality, Tourism, Entertainment
 - Life Sciences and Health Technology
 - Technology (including innovation and entrepreneurship)

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Program Eligibility

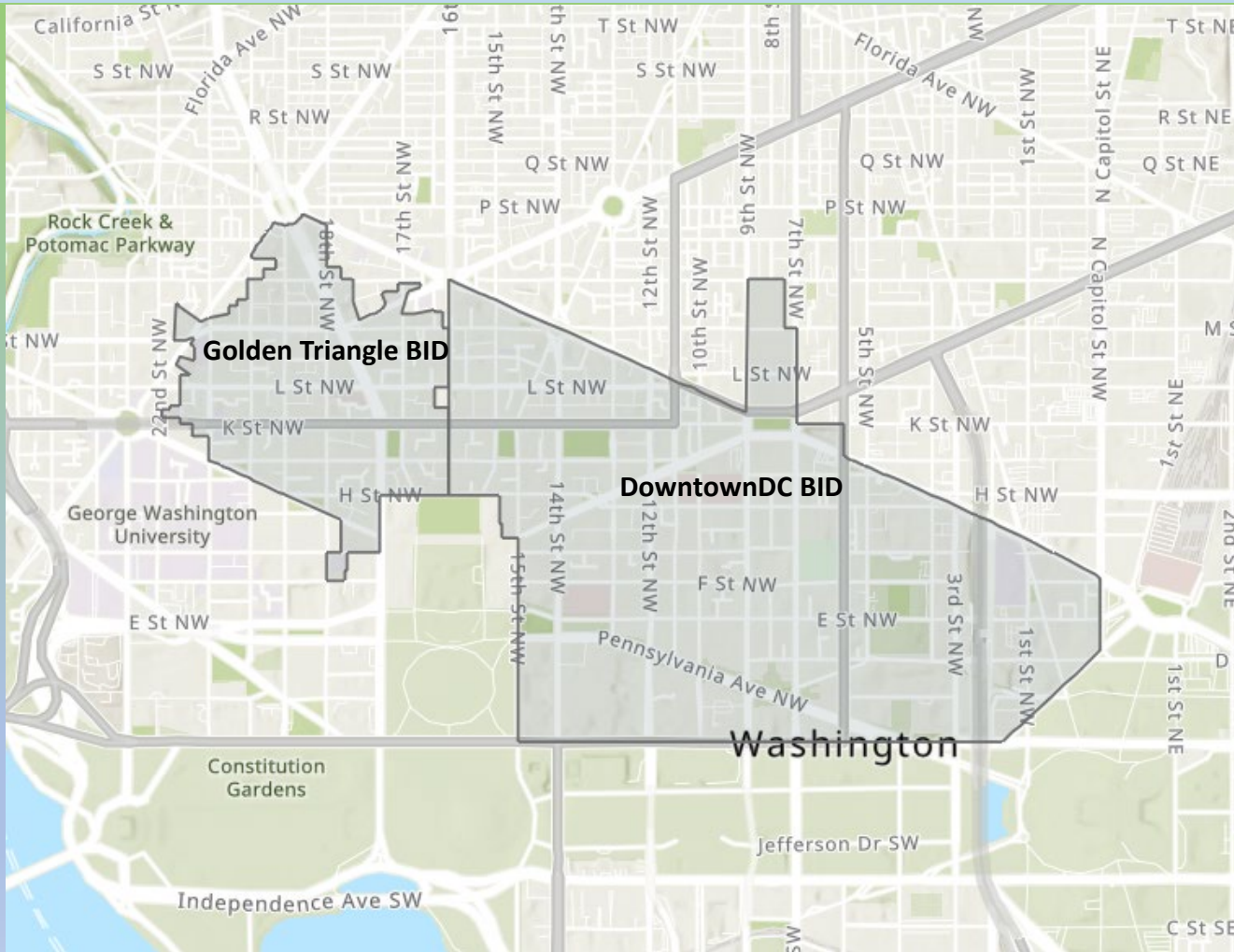
INELIGIBLE BUSINESSES

- Adult entertainment
- Auto body repair
- Bank (retail)
- Cannabis or entheogenic plants and fungus businesses
- E-commerce business without a brick-and-mortar location
- Home-based business
- Insurance office
- Liquor store
- Medical office (except urgent care center)
- Nightclub (CX/DX license from ABCA)
- Phone store
- Realtor office
- Seasonal businesses (only open part of the year)
- An electronic equipment facility that is primarily occupied by electronic and computer equipment that provides electronic data switching, transmission, or telecommunication functions between computer, both inside and outside the facility
- Tenants occupying commercial office space and operating in an industry other than one of the eligible industries

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Eligible Geography



Projects must be located within the DowntownDC BID or Golden Triangle BID boundaries

Visit obviouslydc.com/fy24-business-funding-opportunities for an interactive map to verify eligible Project location

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Project Expenses

ELIGIBLE EXPENSES

- Hard costs related to the build-out of the Project space:
 - Construction materials
 - Construction labor
 - Purchase and installation of heavy equipment, fixtures, or furniture that is permanently attached to a wall, floor, or ceiling
- Soft costs related to the build-out of a vacant space, including architectural and engineering services and project management services
- Rent incurred by the applicant for the Project location, beginning on or after the date of execution of a lease, and not earlier than October 1, 2023.

INELIGIBLE EXPENSES

- Personnel costs not related to the build-out of the Project location
- Inventory
- Organizational overhead
- General operating expenses or developers' fees
- Acquisition/purchase of vehicles
- Federal and District taxes and fees
- Any costs to satisfy liens and related penalties
- Government impositions
- Food and beverage
- Organizational capacity building
- Debt service
- Executive salaries or bonuses
- Expenses associated with preparing application
- Legal fees
- Travel costs

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Compliance Documents

COMPLIANCE DOCUMENTS for PREQUALIFICATION

- Business License (DLCP)
- Clean Hands Certificate from the District Office of Tax and Revenue (OTR)
- Most recent audited annual financials (2022 or later)
- Certificate of Good Standing (DLCP)
- OTR Tax Certification Affidavit
- Articles of Incorporation
- Signed By-laws
- Evidence of Site Control
- Organization Chart of Applicant Team
- Sources and Uses
- Statement of Financial Position (last 3 years: 2023, 2022, 2021)
- Landlord Affidavit
- Debarment Affidavit
- Arrest and Convictions Statement
- Ethics and Accountability Statement
- Statement of Certification
- Form W9

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Scoring

SCORING CRITERIA

- Program Description (15)
- Capacity of the Team (15)
- Vacancy Impact (20)
- Financial Viability (15)
- Estimated Economic Impact (20)
- Market Feasibility (15)

DOWNTOWN RECOVERY GRANTS



DMPED 's Retail Grant and Grow Expo
Feb 5, 2024, at MLK Library

Phase 1



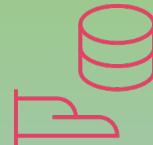
Prequalification Period

(RFA: Jan 26, 2024 – March 15, 2024)

Applicants must complete all eligibility compliance documents and submit a complete Project application.

Once completed and approved, applicants will receive notification to complete the second portion of the application and schedule their Live Technical Review.

Phase 2



LIVE Technical Review Appt

(March 18, 2024 – April 19, 2024)

Each applicant will have a LIVE digital Technical Review panel comprising District government representatives across multiple agencies. Applicants will be provided with template documents to use for the Technical Review panel.

Phase 3



Award/Compliance

(April 1, 2024 – April 30, 2024)

Applicants will receive a conditional award notification and additional compliance requirements from the procurement team within two weeks of the technical review

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Questions

Specific RFA questions
grantandgrowexpo@dc.gov

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