



Metro DC Hispanic Contractors
Association

National Association of Minority
Contractors (DMV Chapter)

Matchmaking Event

December 2, 2021



Access to Procurement Opportunities

Mayor Bowser will release the Seventh Annual Small Business Enterprise (SBE) Opportunity Guide, also known as the “Green Book”.



WHERE

GreenBookDC.com

WHEN

The FY22 release date will be **December 15, 2021**

WHAT

- Provides details on District agency budgets
- Identifies planned acquisitions for the upcoming fiscal year
- Highlights area of potential new opportunities for SBEs

WHO

SBEs seeking contracts and procurements with District Government

WHY

Keeping local dollars local is a priority of this Administration and every District-based business deserves a Fair Shot at success

New Ways to Access Capital

DSLBD has partnered with Kiva Hub to offer District entrepreneurs no-barrier, favorable term microloans for the unbanked and underbanked.



DC kiva HUB
@ DSLBD

DC Businesses and DC resident entrepreneurs can access to loans crowdfunded from individual lenders that:

- Range from \$1000 to \$15,000 awarded in less than 60 days;
- Can be repaid at 0% interest over 12-36 months;
- Have \$0 fees and do not require collateral, credit history or revenue requirements; and
- Are available to businesses that experience barriers to financing.

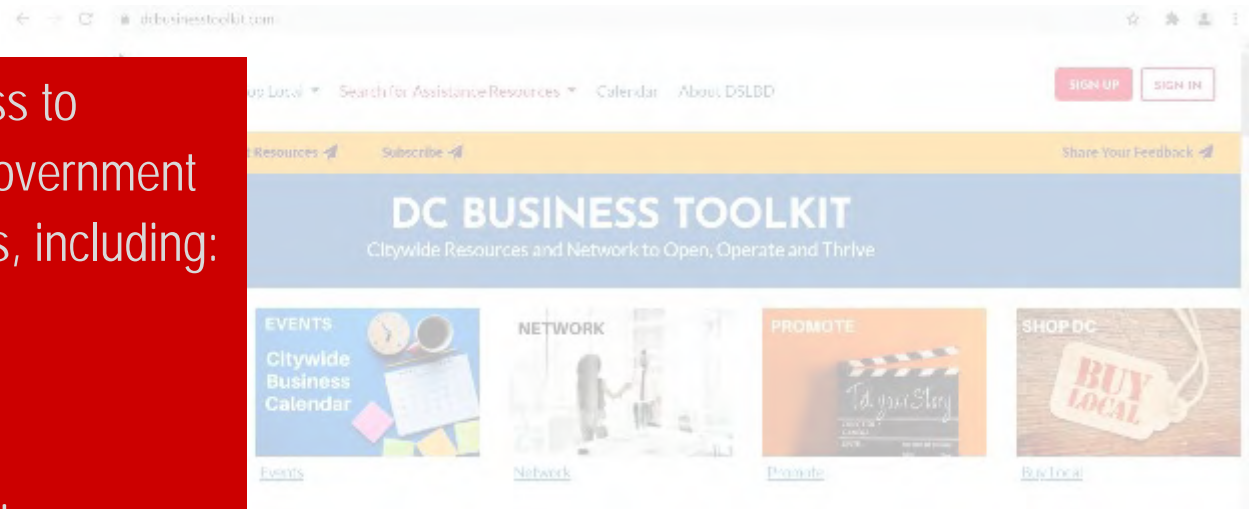
Visit dslbd.dc.gov/DCKivaHub for more assistance.

Centralized Access to Information

The **DC Business Toolkit** provides District-based businesses and its residents interested in exploring entrepreneurship a **centralized location** for important information on starting, operating and growing their business.

The Toolkit provides access to several types of District Government and partner agency events, including:

- Trainings
- Webinars
- Matchmaking events
- Roundtables/Discussions;
- And more.



Visit dcbusinesstoolkit.com.

Access to One-on-One Counseling

The **DC Procurement Technical Assistance Center (DC PTAC)** offers personalized business counseling and competitive insights for navigating the government contracting process successfully.

Assistance is tailored to meet your specific goals in areas such as:

- Contract research;
- Bid matching;
- Marketing plans;
- Subcontracting;
- Proposal preparation;
- GSA schedules;
- Certifications (e.g., HubZone, 8(a) etc.); and
- Post-award counseling.



Contact DC PTAC at (202) 727-3900 (Option #7) or dslbd.ptac@dc.gov.



Closing CBE Program Loopholes

In January 2021, Mayor Bowser reintroduced the *Supporting Local Business Enterprises Amendment Act of 2021* (B24-0046) to close legislative loopholes in the CBE Program.

If acted on by Council, this bill will:

**ENSURE CBE
SUBCONTRACTORS ARE
PAID ON TIME**

General contractors must invoice the District every 30 days for work performed by a CBE subcontractor, and following receipt of payment by the District, must pay the CBE subcontractors for work performed

**WEED OUT NON-LOCAL
CBEs**

Businesses need to be **independently-owned and operated** to thwart out-of-state parent companies from setting up "local" CBE subsidiaries

**PROTECT DISTRICT CBE
SPEND**

Beneficiaries will be required to pay the District the difference of what they were obligated to pay to CBEs and what they actually paid to CBEs