

DSLBD Grant Opportunities and Requirements

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Doing Business with the District Government Workshop
District Government Grant Resource Development Forum
November 13, 2012





Mission

The Department of Small and Local Business Development (DSLBD):

- ✓ **Supports** the development, economic growth, and retention of District-based businesses, and
- ✓ **Promotes** economic development throughout the District's commercial districts.



Primary Areas

- ✓ Business technical assistance
- ✓ Improving storefront appearance
- ✓ Commercial Clean Teams
- ✓ Comprehensive services to commercial districts



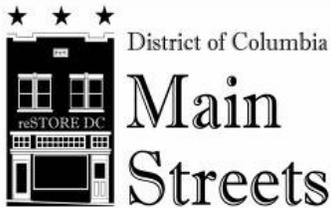
BEFORE



AFTER

Skills and Subject Matters

- ✓ **Business Technical Assistance**
 - Financial management
 - Marketing and Branding
 - Market analysis
 - Business needs assessment
- ✓ **Improving Storefront Appearance**
 - Construction
- ✓ **Commercial Clean Teams**
 - Litter & graffiti removal
 - Street tree maintenance
 - Landscaping
 - Recycling



Recent Grants (FY12)

- ✓ **Business Technical Assistance**
Upper Georgia Avenue
Healthy Retail Food Stores
- ✓ **Improving Storefront Appearance**
Ward 4 Storefront Improvement
- ✓ **Commercial Clean Teams**
19 commercial districts
- ✓ **Comprehensive Services for
Commercial District**
DC Main Streets

Current Grants (FY13)



- ✓ **Business Technical Assistance**
Wards 3 and 5
Brookland
Logan Circle
- ✓ **Improving Storefronts**
12th Street NE
- ✓ **Clean Teams**
19 commercial districts
- ✓ **Comprehensive Services for Commercial Districts**
7 DC Main Streets in 7 wards



Notification of Opportunities

- ✓ DC Register
- ✓ [OPGS Funding Alert](#)
- ✓ Citywide Grants Database
- ✓ DSLBD Biz Mail
- ✓ DSLBD press releases (dslbd.dc.gov)

311 Online | District Residents | Businesses | Visitors | Media | Online Services

DC Home > DSLBD > About DSLBD > News Room

Department of Small and Local Business Development

Press Releases | DSLBD Newsletter | Solicitation Announcements | Testimonies

October 05, 2012

DC Department of Small and Local Business Development (DSLBD) Solicits Commercial Clean Team Applications

Applications Requested to Manage Clean Team Programs on Georgia Ave NW, Kennedy St NW, and Rhode Island Ave NE

Media Contacts

- Brendon Miller (DSLBD), (202) 741-0960

Story at a Glance Share Print

(WASHINGTON, DC) The Department of Small and Local Business Development (DSLBD) is soliciting applications from eligible entities to manage its DC Commercial Clean Team Program in three service areas—Georgia Avenue, NW, Kennedy Street, NW, and Rhode Island Avenue, NE.

The objective of the DC Commercial Clean Team Program is to provide neighborhood commercial districts with the following services: litter removal, graffiti removal, recycling and landscaping. These services will: 1) Improve the appearance of the commercial district to help increase foot traffic, and consequently, the opportunity for increased customer sales; 2) Reduce litter, graffiti and rodents to lessen the perception of an unsafe commercial area; 3) Maintain an

DSLBD
DC Department of Small & Local Business Development

Department of Small and Local Business Development

Office Hours
Monday through Friday 8:30 am

RFA Sections & Criteria



Proposed Program

- ✓ Scope of work (service delivery)
- ✓ Deliverables
- ✓ Measuring impact (performance)

Budget

- ✓ Cost – Direct & Indirect
- ✓ Expenditures with small/local businesses

Grantee Risk

- ✓ Performance on past grants
- ✓ Feedback from past funders

DSLBD Commercial Clean Teams Online ORGANIZATIONS GRANT APPLICATIONS CLEAN TEAM REPORTS QUARTERLY REPORTS LITTER REPORTS, etc.

B. APPLICANT EXPERIENCE [20%]

PRIOR CLEAN TEAM EXPERIENCE

Indicate if your Organization has provided Clean Team services by selecting Yes or No .
If Yes , provide details for each service area contract. If No , proceed to *Prior Related Experience* Section below. A *clean team* service shall include litter, graffiti and illegal sticker/poster removal.

Service Area 1

Add Service Area Experience 1
Yes

* Service Area Name 1 Pleasant Plains	* Client/Funder Name University Services	* Grant/Contract Amount 48,000.00
* Start Date 10-01-2011	* End Date 09-30-2012	* Period of Service 365 days
* Description Litter and graffiti removal three times a week. Removed 3000 bags of litter and 150 graffiti tags.	* Boundaries Georgia Ave, NW from Florida to Euclid	

Service Area 2

Add Service Area Experience 2
Yes

* Service Area Name 2 Shaw	* Client/Funder Name Shaw Main Streets, Inc.	* Grant/Contract Amount 86,000.00
* Start Date 10-01-2010	* End Date 10-01-2011	* Period of Service 365 days
* Description Litter and graffiti removal five times a week. Recycling as needed.	* Boundaries 7th and 9th between New York and U Street	



District of Columbia
City-Wide Grants
Manual and Sourcebook

Office of the City Administrator
December 2010

Review Process

- ✓ Preliminary Review (DSLBD)
Review stops if eligibility not met
- ✓ Independent Panel Review
- ✓ Agency Director Review
- ✓ Agency Director Selection

Avoid Common Pitfalls



DO submit on time.

DON'T overlook required documents

DON'T Assume reviewers know industry or organization

DO submit "optional" attachments

DON'T send materials separately

DO underscore key message

DO **Offer solutions.** Be a partner

**Think and Operate like a Business
to Distinguish yourself from the Pack**



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and Local Business Development**

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