December 15, 2020
Welcome

Deputy Mayor John Falcicchio,
Planning and Economic Development (DMPED)
Updates on Bridge Fund

Sybongile Cook
Director, Business Development
DMPED
Retail Bridge Fund

**About:** $15 Million grant fund to provide financial relief to retailers that have experienced significant economic distress since the beginning of the COVID-19 public health emergency.

**Eligible Applicants:** Local brick-and-mortar retail establishments, such as bookstores, clothing stores, salons, massage establishments, art galleries, fitness studios, and dry cleaners are eligible to apply.

**Eligible Use:** The funds will support general operational expenses (rent/mortgage expense, payroll, insurance, and/or utilities), as well as operating expenses related to COVID-19.

**Award:** $5,000.00-$25,000.00

**Number of Awards:** At least 575

**Timeline:** Applications opened **YESTERDAY,** December 14, 2020 at 11:00 AM
The deadline to apply is **January 8, 2020 by 5:00 PM/EST.**
# Retail Bridge Fund

| Art Gallery | Art Supply Store | Bookstore |
| Cards, Gifts, Party Store | Clothing/Specialty Apparel Store | Consignment Shop |
| Convenience Store | Corner Store | Dry Cleaner |
| Electronics Store | Flooring Center | Florist |
| Manufacturer with On-Site Retail | Furniture Store | Grocery Store |
| Wine Shop | Hair Salon / Barbershop | Hardware Store |
| Home Goods | Jeweler | Laundromat |
| Massage Establishment | Nail Salon | Pet Supply Store |
| Pharmacy | Printing & Signage Shop | Specialty Foods Store |
| Waxing Center | Specialty Retail Store | Tuxedo/Dress Rental Shop |
| Specialty Products (e.g. beads, incense, candles) | Gyms / Yoga, Dance, or Fitness Studios | Winery, Brewery, Distillery (with manufacturer license) |
Eligibility Requirements

- Physically located in the District of Columbia
- For-profit, storefront retail business (online only businesses are ineligible)
- Physical location must be currently open & operating
- Revenue generating prior to March 17, 2020
- Have an active DC Business License
- Maximum of $6 million in annual revenue for 2019 and/or $4.5 million in revenue as of September 30, 2020
- Franchises must be independently owned & operated
- Must demonstrate financial distress (25% decrease in revenue) during the COVID-19 pandemic
- Local Business Enterprise (LBE) eligible
- Have a Certificate of Clean Hands from the Office of Tax and Revenue dated within 90 days prior to application date
- Sole proprietors with a storefront location are eligible if the owner is a DC resident

*Additional application criteria is outlined on the coronavirus.dc.gov/bridgefund website.
Equity Consideration

Additionally, 15% of the funds ($2.25M) will be set aside for businesses that meet the following conditions:

• Are eligible to be a Resident-Owned Business (ROB)
• Are eligible to be a Small Business Enterprise (SBE); and
• **ONE of the following:**
  • Majority owned by economically disadvantaged individual(s)
  • Majority owned by woman/women
  • Certified Disadvantaged Business Enterprise (DBE)

Applicants qualifying for the set-aside must also meet the general eligibility requirements of the Retail Bridge Fund
Are you Retail Bridge Fund Ready?

Prepare these documents before you apply:

1. 2018 & 2019 tax returns with all schedules (or EIN letter if established in 2020)
2. 2019 Monthly Income Statements
3. 2020 Monthly Income Statements through September 30, 2020
4. Copy of active DC Basic Business License
5. Certificate of Clean Hands dated within 90 days prior to application date
6. Copy of Certificate of Occupancy
7. Proof of valid identification for owner(s) (valid Driver’s License, State Issued Identification Card, or Passport)
For more information

Sign up for an information session

coronavirus.dc.gov/bridgefund

December 16, 2020 at 3 PM
December 17, 2020 at 10 AM

Not able to make it? A session recording will be posted to the website afterwards.
The application, application guidance, and FAQs can be found by visiting: [www.coronavirus.dc.gov/bridgefund](http://www.coronavirus.dc.gov/bridgefund)

Deadline: January 8, 2020 by 5 PM/EST.

Application Questions?
Email: [retailbridgefund@dc.gov](mailto:retailbridgefund@dc.gov)
Small and Local Business Updates

Kristi Whitfield
Director, Department of Small and Local Business Development
The #iBuyDC Challenge

1. Buy from a local District business (online, in-person, curbside pickup—it all counts!)
2. Take a photo or video
3. Post the photo on social media (don’t forget to include the name of the business!)
4. Use the hashtag #iBuyDC
5. Challenge your friends & family to do the same
Robust Retail Grants

The Department of Small and Local Business Development is offering grants of up to $7500 for existing, District-based retail stores!

Local businesses are vital to the vibrancy of the District’s diverse neighborhoods and the Robust Retail Grant Program will help businesses maintain their operations.

For more information visit https://bit.ly/2021ROBUSTRFA

The deadline to apply is January 28, 2021
The Downtown Holiday Market is in full swing!

Featuring dozens of local makers and businesses, the Downtown Holiday Market is one of the premier holiday shopping destinations in the DC area.

There are many other holiday markets happening across the District. To find one in your neighborhood, visit: https://dslbd.dc.gov/page/holiday-market-central-2020
Special Guests

• Reynolds Allen, Managing Director, Strategy & Operations, EDENS/La Cosecha Market

• Anabella Arcay & Dario Berti, Owners, Arcay Chocolates
Arcay Chocolates by Anabella Arcay

• Arcay Chocolates is the product of Anabella Arcay, a Venezuelan Master Chocolatier. A vast experience with chocolate and cocoa has positioned Arcay Chocolates as one of the premier collections of bonbons and truffles in the world.

• Arcay Chocolates is an internationally acclaimed Chocolatier with 42 international awards, providing a colorful combination of flavors and art, offering a variety of superb and mouth-watering chocolates and desserts. Years in the business have helped Anabella Arcay develop a unique business catered, literally, to every client, taste or need for an unforgettable fusion of art and chocolate.

• Arcay Chocolates started to confection chocolates in its native country Venezuela in 2006 with the production of 1 kilo and continued progressively to reach approximately 200 tons of chocolate annually by the end of 2016.

• After spending more than two years searching for a convenient and strategic location to open a storefront in Washington, DC, Arcay Chocolates decided to join La Cosecha, a contemporary Latin market, located on 1280 4th Street N.E. of Nation’s Capital. That decision came true after successfully testing a sample of our products through a pop-up kiosk, which started as a soft-opening in September 2019.

• Arcay Chocolates opened our permanent location at La Cosecha in November 2019.
Contact Arcay Chocolates

Website: arcaychocolates.com

Email: info@arcaychocolates.com
Special Guests

• Sunyatta Amen, Owner, Calabash Tea & Tonic
• Anika Hobbs, Owner, Nubian Hueman
Calabash Tea & Tonic

5th Generation Master Herbalists & Tea Decolorizers

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