

Department of Small and Local Business Development



CERTIFIED BUSINESS ENTERPRISE PROGRAM











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.





DSLBD is comprised of four organizational divisions that work collaboratively to support small and local businesses.







- The Business Certification Division evaluates businesses headquartered in the District to determine their eligibility to become a Certified Business Enterprise (CBE).
- The DC Government directs spending to CBEs, and they in turn support and contribute to job creation and the city tax base, strengthening the local economy.
- The CBE Program provides contracting preference for local businesses so they can better compete for DC Government contracts and procurement opportunities.

PERCENT OF CERTIFIED BUSINESS ENTERPRISES BY WARD*



10/18/2012



Businesses may be certified in any of the following categories; however, only a **maximum of 12 points** can be applied toward any contract award. In evaluating invitations for bids (IFBs), contracting personnel apply a **percentage reduction in price** according to the CBE designation. In evaluating requests for proposals (RFPs), contracting personnel apply **points to proposal evaluations** according to CBE designation. DSLBD also certifies joint ventures in the CBE Certification Program.

Certification Categories	<u>Authority</u>	<u>Preference</u>	# of CBEs (as of 8/15/2012)	<u>% of CBEs</u> <u>by Category</u> (as of 8/15/2012)
Local Business Enterprise (LBE)	§2-218.31 27 DCMR 802	2 or 2%	1101	100%
Small Business Enterprise (SBE)	§2-218.32	3 or 3%	1042	95%
Disadvantaged Business Enterprise (DBE)	§2-218.33 27 DCMR 803	2 or 2%	596	54%
Resident Owned Business (ROB)	§2-218.35 27 DCMR 804	5 or 5%	548	50%
Development Zone Enterprise (DZE)	§2-218.37	2 or 2%	632	57%
Longtime Resident Business (LRB)	§2-218.36 27 DCMR 805	5 or 10%	83	8%
Veteran Owned Business (VOB)	§2-218.38	2 or 0%	40	4%
Local Manufacturing Business Enterprise (LME)	§2-218.39	2 or 0%	1	0%
Joint Venture Certifications (JV)	§2-218.39a 27 DCMR 811	Varies	88	N/A





Local Business Enterprise (LBE) Definition

- Principal office physically located in the District;
- Chief executive officer and highest level managerial employees *maintain their offices* and perform their managerial functions in the District;
- Meets **one of the four** following standards:
 - More than 50% of the assets, excluding bank accounts, are located in the District;
 - More than 50% of the employees are residents of the District;
 - The owners of more than 50% of the business enterprise are residents of the District; or
 - More than 50% of the total sales or other revenues are derived from transactions in the District
- Is properly licensed under DC law; and
- Is subject to tax under DC law (Chapter 18 of Title 47)

Note: If you are certified with the Virginia Small, Women-owned, and Minority-owned Business (SWaM) certification program you are not eligible for CBE certification. Site visits are conducted within the Washington Metropolitan area to verify that the firm meets the local business enterprise definition.



- Primary office based upon the totality of the business activities in which routine and essential business functions occur, such as:
 - Bookkeeping and recordkeeping
 - Payroll maintenance
 - Receipt of business telephone calls
 - Receipt of correspondence
 - Storage of books and records
 - Directing, controlling, and coordinating activities and policies by officers, principals, and managers
- In order to be considered a principal office, the applicant must:
 - Own or lease office for a minimum of 12 months.
 - If the applicant owns or leases other locations, the applicant shall have no more employees reporting to or working from any single location outside of the District than the employees working from principal office.
 - In addition, all signage and/or printed material for the business must display the principal office location.



Small Business Enterprise (SBE) Definition

- Is a local business enterprise
- Is independently owned, operated, and controlled
- Meets the U.S. Small Business Administration definition of a small business concern under the Small Business Act (<u>http://www.sba.gov/content/am-i-small-business-</u> <u>concern</u>); or
- Has average annualized gross receipts for prior 3 years not exceeding the following limits:

_	Construction, Heavy (Street and Highways, Bridges, etc.)	\$23M
_	Construction, Building (General Construction, etc.)	\$21M
_	Construction, Specialty Trades	\$13M
—	Goods & Equipment	\$20M
_	General Services	\$19M
-	Professional Services, Personal Services	\$5M
	(Hotel, Beauty, Laundry, etc.)	
_	Professional Services, Business Services	\$10M
_	Professional Services, Health & Legal Services	\$10M
_	Professional Services, Health Facilities Management	\$19M
_	Manufacturing Services	\$10M
_	Transportation & Hauling Services	\$13M
_	Financial Institutions	\$300M
10/18/2012	DSLBD Certified Business Enterprise (CBE) Program	



Disadvantaged Business Enterprise (DBE) Definition

- Is a local business enterprise; and
- Is more than 50% owned, operated, and controlled by <u>socially and economically</u> <u>disadvantaged individuals.</u>
 - An individual is socially disadvantaged if the individual has reason to believe that the individual has been subjected to prejudice or bias because of his or her identity as a member of a group without regards to his or her qualities as an individual.
 - An individual whose ability to compete in the free market system is impaired because of diminished opportunities to obtain capital and credit as compared to others in the same line of business where such impairment is related to the individual's status as economically disadvantaged.

Note: The personal net worth of the applicant seeking DBE certification must be less than \$1,000,000, excluding the value of his/her primary residence and value of his/her ownership interest in the CBE.





Resident Owned Business (ROB) Enterprise Definition

- Is a local business enterprise; and
- Owned by an individual who is, or majority of individuals who are, subject to personal income tax *solely* in the District.

Local Business with Principle Office Located in an Enterprise Zone (DZE) Definition

- Is a local business enterprise; and
- Principal office is located in designated enterprise zones in the District.
 - Enterprise Zones are areas of the city that are targeted by law for increased economic development activity.

Longtime Resident Business (LRB) Enterprise Definition

- Is a local business enterprise;
- Has been continuously eligible for certification as a local business enterprise for 20 consecutive years;
- Or is a small business enterprise that has been continuously eligible for certification as a local business enterprise for 15 consecutive years.



Veteran-Owned Business (VOB) Definition

- Is a local business enterprise;
- Meets the definition of a small business enterprise;
- Is not less than 51% owned and operated by one or more veterans (as defined in 38 U.S.C.S. 101 (2)); Veteran means a person who served in the active military, naval, or air service, and who was discharged or released therefore under conditions other than dishonorable;
- In the case of any publicly owned business, not less than 51% of the stock which is owned by one or more veterans; and
- One or more veterans control the management and daily operations

Local Manufacturing Business (LMB) Definition

- Is a local business enterprise;
- Makes a product through a process involving raw materials, components, or assemblies, usually on a large scale with different operations divided among different workers;
- Has an annual revenue of \$2 million or more in the manufactured product; and
- Has its principal location of manufacturing in the District.





Sole Proprietorship:

- Affidavit (Notarized)
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- Certificate of occupancy or home occupation permit
- Certificate of Good Standing or Notice of Tax Registration issued by Office of Tax and Revenue (no older than 6 months)
- Company capability statement, including a brief description of products or services
- Personal or Business District or state and federal tax returns, last three years, and all schedules (signed)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Lease or deed for business site (signed)
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resumes of key personnel





Partnership:

- Affidavit (Notarized)
- Company capability statement, including a brief description of product or service
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- Certificate of Good Standing or Notice of Tax (no older than 6 months)
- Certificate of Good Standing issued by Department of Consumer and Regulatory Affairs (no older than 6 months)
- Certificate of occupancy or home occupation permit
- District or state and federal tax returns for each partner, or Business Partnership Tax Returns, last three years, and all schedules (signed)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Lease or deed for business site (signed)
- Partnership agreement, buy-out rights and profit sharing agreement
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resume for each partner





Corporation:

- Affidavit (Notarized)
- Articles of incorporation
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- By-laws of corporation and any amendment(s)
- Certificate of incorporation
- Certificate of occupancy or home occupation permit
- Company capability statement, including a brief description of products or services
- Business District or state and federal tax returns, last three years, and all schedules (signed)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Lease or deed for business site (signed)
- Minutes of first and most recent organizational meeting
- Certificate of Good Standing or Notice of Tax (no older than 6 months)
- Certificate of Good Standing issued by Department of Consumer and Regulatory Affairs (no older than 6 months)
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resumes of key personnel

10/18/2012



Limited Liability Corporation (LLC):

- Affidavit (Notarized)
- Articles of organization
- Operating agreement
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- Certificate of organization
- Certificate of occupancy or home occupation permit
- Company capability statement, including a brief description of products or services
- Business District or state and federal tax returns, last three years, and all schedules (signed)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Lease or deed for business site (signed)
- Certificate of Good Standing or Notice of Tax Registration issued by Office of Tax and Revenue (no older than 6 months)
- Certificate of Good Standing issued by Department of Consumer and Regulatory Affairs (no older than 6 months)
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resumes of key personnel



Documents (5 of 5)

Disadvantaged Business Enterprise (DBE):

- DBE Form (Notarized)
- DBE Narrative Letter (on letterhead, signed and dated)
- Submit personal District or state and federal tax returns for the last year (signed)
- Personal Financial Statement

Resident Owned Business (ROB):

- Residential lease or deed
- Submit personal District or state and federal tax returns for the last year (signed)
- Proof of residency of principal owner(s) (e.g. copy of driver's license or DMV picture ID, copy of current residential utility bill or voter registration card)

Local Business with a Principal Offices Located within an Enterprise Zone (DZE):

• Verification from the Enterprise Zone Finder Map (please verify at http://lsdbe.dslbd.dc.gov/public/ezl/)

Longtime Resident Business (LRB):

• Submit proof that business has filed twenty (20) or fifteen (15) years of Business District tax returns as proof of continuous eligibility

Veteran Owned Business (VOB):

• Submit proof of DD Form 214 Certificate of Release or Discharge from Active Duty

All Businesses Less Than One Year Old:

- Business Plan
- Proof of capital injection (e.g. current bank statement)





- The District of Columbia Small and Local Business Opportunity Commission (SLBOC) is a nine (9) member commission appointed by the Mayor
 - One commissioner is appointed from each of the District's eight wards and one At-Large member. One of the nine (9) commissioners is appointed by the Mayor as the Chair.
- Commissioners have two (2) year terms and must be residents of the District of Columbia in the respective wards.
- Commissioners shall among other things:
 - Determine whether to grant a request for appeal of a denial of certification;
 - If an appeal is granted, conduct a hearing open to the public; and
 - Consider complaints requesting revocation of the certification status of a business enterprise, and if warranted conduct a hearing.





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How to Reach Us 441 4th Street NW, 970 North Washington, DC 20001			'DSLBD Small Business Resource Center' in the 'Center:' dropdown menu. Please note that consultations must be held within ten (10) business days of submitting a certification application. Please contact DSLBD at dslbd@dc.gov with any questions.							
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	Veteran-Owned Business (VOB) Local-Manufacturing Business Enterprise (LME)	
Business Structure*	○ Corporation ④ Limited Liability Corporation ○ Partnership ○ Sole Proprietorship	
Business Identifier*	Federal Employer ID (FEIN) 283733340 Business Name:* Lemons For Life	
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	Address: Address:	
	First Name:* Mickey Last Name:* Mouse	
Principal Contact*	Title:* CEO	
	Phone:* 202 - 333 - 3333 Email Address:* mmouse@mm.com	
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Enter the application data by completing the steps below. To move between screens, use the **Previous** and **Save & Continue** buttons. <u>Note</u>: You may proceed until the end of the application without entering all of the required information; however, you will <u>not</u> be able to **Submit Final Application** until all the required fields are filled out.

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Online Business Processing District Enterprise Zone Finder		
A variety of incentive programs are available to help District businesses obtain financing, reduce their costs, and compete for business opportunities with the District.		
View Enterprise/Economic Development Zones		
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Training Events Calendar

The search filter below can be used to find upcoming events being hosted throughout the Network. You may use any combination of parameters (Center, Keyword, Topics, Dates, Status) to locate events that you might be interested in.

Sort by:	Start Date
Center:	DSLBD Small Business Resource Center
Keyword Search:	DCRA Small Business Resource Center DSLBD Small Business Resource Center
Start Date Range:	(All Centers)
Search	

Event Status:	Full	Event Fee:	\$0.00
Event Date:	3/7/2012	Register By:	3/3/2012
Time:	10:00 am - 11:00 am		
Event Location:	1100 4TH Street, SW, 2nd Floor, Washington, DC 200	24-4451	
Description:	At this session counselors from the D.C. Women's Business Center (DCWBC) will provide assistance with navigating through the regulatory environment. During this session, DCWBC will provide access to ongoing counseling from WBC Business Development		

DC Bar Pro Bono Program					
DC Small Business Development Center (SBDC) Network	One-on-One B	usiness Counseling Sessions (DCWB	<u>3C)</u>		
DC Chamber of Commerce Foundation	Event Status:	Full	Event Fee:	\$0.00	
DC Women's Business Center (DCWBC)	Event Date:	3/7/2012	Register By:	3/3/2012	
Latino Economic Development Corporation (LEDC)	Time:	12:00 am - 1:00 am			
Small Business Administration (SBA)	Event Location:	<u>1100 4TH Street, SW, 2nd Floor, Washington, DC 20024-4451</u> At this session counselors from the D.C. Women's Business Center (DCWBC) will provide assistance with navigating through the regulatory environment. During this session, DCWBC will provide access to ongoing counseling from WBC Business Development			
Washington Area Community Investment Fund (WACIF)	Description:				
Washington DC Economic Partnership					

Washington DC Economic Partnership (WDCEP)

Sign Up for SBRC Training Events

Useful Links & Partner Websites

DCRA HOME PAGE

BUSINESS LICENSING

License Categories

Licensing Information

Development (DSLBD)

Certify Your Business

DC Bar Pro Bono Program

PROFESSIONAL LICENSING

One-on-One Certified Business Enterprise (CBE) Application Consultation

Video Web Tip: How to Use the Search Function on DCRA Home Page CORPORATE REGISTRATIONS Register Your Corporation Online

Renew Your Business License Online View A Directory of All Basic Business

Video Web Tip: How to Find Business

Department of Small and Local Business

IRS SMALL BUSINESS TAX SERVICES

Apply for an Employer Identification Number (EIN) Online with the IRS

View Helpful Documents

Find the SBRC



Training Events Calendar

The search filter below can be used to find upcoming events being hosted throughout the Network. You may use any combination of parameters (Center, Keyword, Topics, Dates, Status) to locate events that you might be interested in.

Center:	DSLBD Small Business Resource Center			
Keyword Search:		Topic:	(All Topics)	
Start Date Range:	3/12/2012 to 5/6/2012	Event Status:	All Events	
Search				

Event Date: 3/12/2012 Register By: 3/8/2012 8:30 am - 9:00 am Event Location: 441 4TH St. NW Ste. 970N, Washington, DC 20001-2714 Description: To submit the supplemental documents for Certification, Recertification and Upgrade online CBE applications, all applicants must sign-up for a one-on-one consultation. At this consultation, the Business Certification Specialist will review the ap...

Sign Up

Time:

Event Status:	Full	Event Fee:	\$0.00	
Event Date:	3/12/2012	Register By:	3/8/2012	
Time:	9:30 am - 10:00 am			
Event Location:	441 4TH St. NW Ste. 970N, Wash	ington, DC 20001-2714		
Description:	To submit the supplemental documents for Certification, Recertification and Upgrade online CBE applications, all applicants must sign-up for a one-on-one consultation. At this consultation, the Business Certification Specialist will review the ap			

Sign Up for SBRC Training Events

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Useful Links & Partner Websites One-on-One Certified Business Enterprise (CBE) Application Consultation

DCRA HOME PAGE

Video Web Tip: How to Use the Search Function on DCRA Home Page

CORPORATE REGISTRATIONS

Register Your Corporation Online

BUSINESS LICENSING

Renew Your Business License Online

View A Directory of All Basic Business License Categories

Video Web Tip: How to Find Business Licensing Information

PROFESSIONAL LICENSING

Department of Small and Local Business Development (DSLBD)

Certify Your Business

IRS SMALL BUSINESS TAX SERVICES

Apply for an Employer Identification Number (EIN) Online with the IRS

DC Bar Pro Bono Program

DC Small Business Development Center (SBDC) Network

DC Chamber of Commerce Foundation

DC Women's Business Center (DCWBC)

Latino Economic Development Corporation (LEDC)

Small Business Administration (SBA)

Washington Area Community Investment Fund (WACIF)

Washington DC Economic Partnership (WDCEP)

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	Training Event Signup: One-on-One Certified Business Enterprise (CBE) Application Ce	onsultation (3/12/2012)
Sign Up for SBRC Training Events	Thank you for your interest in our program's services! To start your training event sign-up,	please enter your e-mail address and name
View Helpful Documents	below. If you already have an eCenter login account, please enter your e-mail address ar	
Find the SBRC		
Useful Links & Partner Websites	First Name: Last Name:	
One-on-One Certified Business Enterprise (CBE) Application Consultation	E-mail Address:	
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CORPORATE REGISTRATIONS		
Register Your Corporation Online		
BUSINESS LICENSING		
Renew Your Business License Online		
View A Directory of All Basic Business License Categories		
Video Web Tip: How to Find Business Licensing Information		
PROFESSIONAL LICENSING		
Department of Small and Local Business Development (DSLBD)		
Certify Your Business		
IRS SMALL BUSINESS TAX SERVICES		
Apply for an Employer Identification Number (EIN) Online with the IRS		
DC Bar Pro Bono Program		
DC Small Business Development Center (SBDC) Network		
DC Chamber of Commerce Foundation		
DC Women's Business Center (DCWBC)		
Latino Economic Development Corporation (LEDC)		
Small Business Administration (SBA)		
Washington Area Community Investment Fund (WACIF)		
Washington DC Economic Partnership (WDCEP)		



E-mail:

Password:

Remember password

Login

Retrieve password

	Event Title:	One-on-One Certified Business Enterprise	sultation	
Sign Up for SBRC Training Events	Event Date:	3/12/2012		
View Helpful Documents	Event Time:	8:30 am - 9:00 am		
Find the SBRC				
Useful Links & Partner Websites	Your Name:	Melissa Resil		
One-on-One Certified Business Enterprise (CBE) Application Consultation	Your E-mail:	melissa.resil@dc.gov		
DCRA HOME PAGE	(If you wish to alter	your name or e-mail address, please click yo	ur browser's "back" butt	on to return to the prior page)
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CORPORATE REGISTRATIONS				
Register Your Corporation Online	Salutation:	*	Middle Initial:	
BUSINESS LICENSING	Mailing Address:	441 4th Street, NW, Suite 970N		
Renew Your Business License Online	-		Ctata	
View A Directory of All Basic Business	City:	Washington	State:	Washington DC
License Categories	Zip Code:	20001-2714	Validate Address	
Video Web Tip: How to Find Business Licensing Information	Country:	United States		
PROFESSIONAL LICENSING	Phone:	(202) 727-3900	Mobile Phone:	
Department of Small and Local Business Development (DSLBD)	Company Name:		Date Established:	
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IRS SMALL BUSINESS TAX SERVICES		Please include me in future mailings	5	(reave blank in nor yet in business)

Please add any questions you have about the conference:



Small Business Administration (SBA)

Apply for an Employer Identification Number (EIN) Online with the IRS

DC Bar Pro Bono Program

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(LEDC)

Washington Area Community Investment Fund (WACIF)

Washington	DC	Economic	Partnership
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View Helpful Documents	000-00-00	e Certified Business Enterprise (CBE	Application Consulta	tion			
Find the SBRC Useful Links & Partner Websites		You have submitted a request for this event	Event Fee:	\$0.00			
One-on-One Certified Business Enterprise	Event Date:	10/17/2012	Register By:	10/15/2012			
(CBE) Application Consultation	Time:	9:30 am - 10:00 am					
DCRA HOME PAGE	Contact:	Monica McCall-Matey, (202) 727-3900					
Video Web Tip: How to Use the Search Function on DCRA Home Page	Center:	DSLBD Small Business Resource Center					
CORPORATE REGISTRATIONS	Event	441 4TH St. NW Ste. 970N, Washington, DC 20	001-2714		E		
Register Your Corporation Online	Location:						
BUSINESS LICENSING	Description:	To submit the supplemental documents for Ce applicants must sign-up for a one-on-one cons					
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Frequently Asked Questions:

- 1. Does the principal office of my business have to be in DC? Yes.
- 2. Is a non-profit eligible for certification? No.
- **3.** Who needs to maintain an office in the principal office location? The chief executive officer and highest level managerial employees of the business.
- 4. Is attendance to the CBE Pre-Certification Orientation mandatory? Yes.
- **5.** How long is attendance to the orientation valid? Attendance to CBE Seminar is valid for twelve (12) months.
- 6. How long will the CBE certification process take? The CBE Certification Process can take up to forty-five (45) business days (60 to 90 calendar days) once you submit the application.
- 7. How long is my certification valid? CBE Certification is valid for two (2) years. Companies must re-apply for recertification 45 days prior to their expiration date (online system sends a notification 90 days prior).
- 8. Does DSLBD grant reciprocity from other jurisdictions? No.



CBE Program: Frequently Asked Questions Cont.

- 9. If my business is certified as a DBE or CBE by the DC Department of Small and Local Business Development (DSLBD), then are we already certified for DDOT's DBE program? No. DSLBD certification will help when you bid on contracts with District Government agencies. It has no bearing on federally funded highway projects. Contact Ms. Glenda Payne by email at glenda.payne@dc.gov for more information.
- **10. Does the owner of my business have to live in DC?** No.
- **11. How do I reset my username and password?** Email Yolanda Roy (yolanda.roy@dc.gov) or Katina Bolden (katina.bolden@dc.gov), please include the name of your firm, notify us of any changes to the email address provided in the application, and ask for your login and password to be reset.

Tips: CBE Online is not compatible with Mozilla Firefox and iMac Products.

202-727-3900 dslbd@dc.gov

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