



WASHINGTON, DC INTERNATIONAL BUSINESS GUIDE



DC Chamber of Commerce
DELIVERING THE CAPITAL



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Dear Investor:

Washington, DC, is a thriving global marketplace. With one of the most educated workforces in the country, stable economic growth, established research institutions, and a business-friendly government, it is no surprise the District of Columbia has experienced significant growth and transformation over the past decade.

I am excited to present you with the second edition of the *Washington, DC International Business Guide*. This book highlights specific business justifications for expanding into the nation's capital and guides foreign companies on how to establish a presence in Washington, DC. In these pages, you will find background on our strongest business sectors, economic indicators, and foreign direct investment trends. In addition, there are a number of recommended steps to take as you consider bringing your business to the District of Columbia.

Washington, DC, is at the forefront of inclusive innovation. My Administration is implementing solutions that reduce bureaucracy and increase efficiency, such as the recent establishment of an all-online business registration system which reduces registration times, enhances tax incentives for specific sectors, and streamlines contract processes. After successful InvestDC summits in Beijing and Shanghai, we are planning to increase promotion of District investment opportunities for foreign firms. Allowing for good business opportunities to flourish is what the private sector expects and experiences in our city. Washington, DC, is an excellent place to do business.

As you look for your next overseas investment, I hope you will take a close look at Washington, DC. We look forward to having you join our great city.

Sincerely,

A handwritten signature in black ink, reading "Muriel Bowser". The signature is fluid and cursive, with the first name "Muriel" written in a larger, more prominent script than the last name "Bowser".

Muriel Bowser
Mayor



Dear Investor:

Washington, D.C., the nation's capital, serves as the foundation for one of the strongest regional economies in North America, and has the affluence and opportunity that are extremely attractive to companies and entrepreneurs desiring to invest and do business in the District of Columbia.

Home to some of the world's most brilliant minds and competitive firms, the Washington Metropolitan Area consistently ranks as one of the most accomplished regions in the country. It possesses an education level significantly higher than the national average in the United States, and it hosts the headquarters of more than a dozen Fortune 500 companies.

The DC Chamber of Commerce (Chamber) is honored to partner with the Mayor of the District of Columbia, the Honorable Muriel Bowser, and the Office of the Deputy Mayor for Planning and Economic Development, under the leadership of Deputy Mayor Brian Kenner, to produce the *Washington, DC International Business Guide*. The *Guide* is designed to introduce you to the District and the many resources available for launching a business here.

The Chamber's international initiatives are intended to advance global trade, foreign direct investment, and business opportunities. Its local and international partners play a critical role in promoting and advancing international trade and investment in our region. And the Chamber's programs and services have a strong focus on export promotion, job creation, and assisting local businesses in building international partnerships to expand their global reach.

We encourage you to consider the nation's capital for investment purposes, and to become one of our many success stories. Let the Chamber open the doors to investment, opportunity, and growth for you in our great city and region. Call on the DC government and the Chamber to learn more about the city and its agencies and organizations that can assist you in doing business locally and globally.

Sincerely,

A handwritten signature in black ink, reading "Vincent B. Orange, Sr." The signature is fluid and cursive, with a large, stylized "V" and "O".

Vincent B. Orange, Sr.
President & CEO
DC Chamber of Commerce



Introduction

Timeless yet modern, Washington, DC, is a magnetic place drawing tourists who seek to visit the monuments, entrepreneurs looking to build businesses, and families hoping for a fresh start and a new life.

Washington is considered one of the most accessible and welcoming of U.S. cities, with its low-profile skyline and with a lifestyle and culture that are the envy of other world capitals. Washington, DC, has many faces. While it is the home to the U.S. government,

it is remarkably international with some 180 resident embassies and respected global economic and policy organizations. Some 90,000 DC residents or 16 percent of the population speak more than a dozen different languages. The Greater Washington region is home to 400 international associations and 1,000 international companies.

Washington, DC, formally known as the District of Columbia and frequently referred to as the District, is a cultural phenomenon, featuring some of the world's finest museums, theaters, and arts companies. DC is also home to eight major professional sports teams. It is small in size, but large in influence.

The District was established in the Constitution of the United States for the express purpose of housing the three branches of U.S. government—the Executive, Legislative, and Judicial. The President of the United States resides in Washington, and it also hosts the U.S. Supreme Court and the U.S. Congress. George Washington, the first president and namesake of the city, chose the site between the Potomac and Anacostia rivers.

Washington is unique in the United States not just for its prominence, but also for its local government. The District stands alone as a city with its own stature and power. Governed by its Mayor and City Council, the

District's fortunes are intertwined with the Federal Government yet they are unencumbered by the layers of bureaucracy that define the states around them. The District is agile in responding to opportunity within its borders and regionally, and there is less bureaucracy in moving projects and incentives through the system.

As of 2015, the population of the District exceeds 670,000, and another half a million commuters come in daily from Maryland and Virginia, bringing its weekday population to well over a million people. The District is served by three international airports, an expansive subway and bus system that serves the metropolitan area, and the national highway system.

The District has identified the diversification of its economy as one of its highest priorities, and that is one of the central reasons it seeks to encourage more foreign direct investment (FDI) in the city. In 2015 the Washington region ranked as the second-best place to build wealth out of the United States' 18 largest metro areas, and it ranked No. 1 for savable income, a financial ranking source noted. By fostering investment from overseas, the city hopes to accelerate technological innovation, job creation, capital formation, and economic diversification to build a stronger and more globalized economy.



CHEF DANIEL BOUVI

DB
GB
KITCHEN
AND BAR

Cooking is history and I want my food to reflect the times in which I live.
~Pascal Carbol~

The tissue wrapping is parted to reveal a Champagne bottle; The wire cage unhooked to release the cork, with a sigh or a pop; and the foaming beer poured with loving care, into a glass with the shapely elegance to hold the bouquet, the subtleties of colour, the persistent bead and the complexities of flavour. "Great Beers of Belgium!"
~Michael Jackson~

Sauce Rouge Dite "Pauvre Homme" - Put into a bowl two or three spoons of good red wine vinegar, parsley, onion and shallot, chopped fine, no salt, freshly ground pepper. Serve cold with oysters and shellfish.
~Toulouse-Lautrec~

The water was boiling we were waiting for the eggs. The toasted bread was ready to receive a drop of Laguiole cheese-in moderation because enough is as good as a feast. The kitchen was perfumed with the aroma of toasted bread and melted cheese. The moment was growing in intensity, our minds watering.
~Michel Bras~



Why Washington, DC?

Washington, DC, is a thriving marketplace for ideas, innovation, and invention.

Fifteen of the Fortune 500 companies are headquartered in the region, representing a wide variety of industries. From global hospitality leaders, such as Hilton Worldwide and Marriott International, to finance institutions such as Capitol One and Fannie Mae. Corporations flourish here. Engineering and defense giants, General Dynamics, Lockheed Martin, and the Computer Sciences Corporation, make this region their home as do technology firms such as Advisory Board and Blackboard. Here, business opportunities abound.

Among U.S. metropolitan areas, the Washington, DC, region has the highest

percentage of college graduates, according to the U.S. Census Bureau. More than 100 academic institutions operate programs and degrees in this region. The 14 institutions in the area are ranked internationally: Georgetown University, The University of Maryland College Park, The George Washington University, The University of the District of Columbia, Howard University, American University, Gallaudet University, and more. These institutions attract, educate, and help retain exceptional talent. If your business is looking for highly educated employees and leaders, this is the place for you.

Washington, DC, is a hub for thought leadership and global policy makers. Organizations such as the World Bank, the International Monetary Fund, the Organization of American States, the Inter-American Development Bank, and the Carnegie Endowment for International Peace consider Washington, DC, as a focal point for critical international conversations about the world economy, global politics, the environment, and peace.

If your business is seeking international impact, this is the place for you.



Marriott Marquis (Ward 2)

Designed to reflect its surroundings and complement the adjacent Walter E. Washington Convention Center, the 1.1 million-square-foot Marriott Marquis opened its doors in May 2014. With 1,175 rooms, the Marriott Marquis serves as the headquarters hotel for many meetings and conferences, and guests enjoy direct access to the convention center via an underground concourse. The hotel is conveniently located near Penn Quarter, CityCenterDC and the Verizon Center. The project's value is \$520 million, with some \$5 million in foreign direct investment.

WASHINGTON, DC / A POWERFUL ECONOMY

DC Vital Stats

Source: U.S. Census Bureau, Bureau of Economic Affairs

Population:

672,228 in 2015, ▲ 11.7% from 2010

Gross Domestic Product:

\$122.5 billion in current dollars

Per Capita Personal Income:

\$71,496 in 2015 the highest in the nation

Real Estate Investment Sales:

\$6 billion in 2014, up from 4.7 billion in 2013

Households:

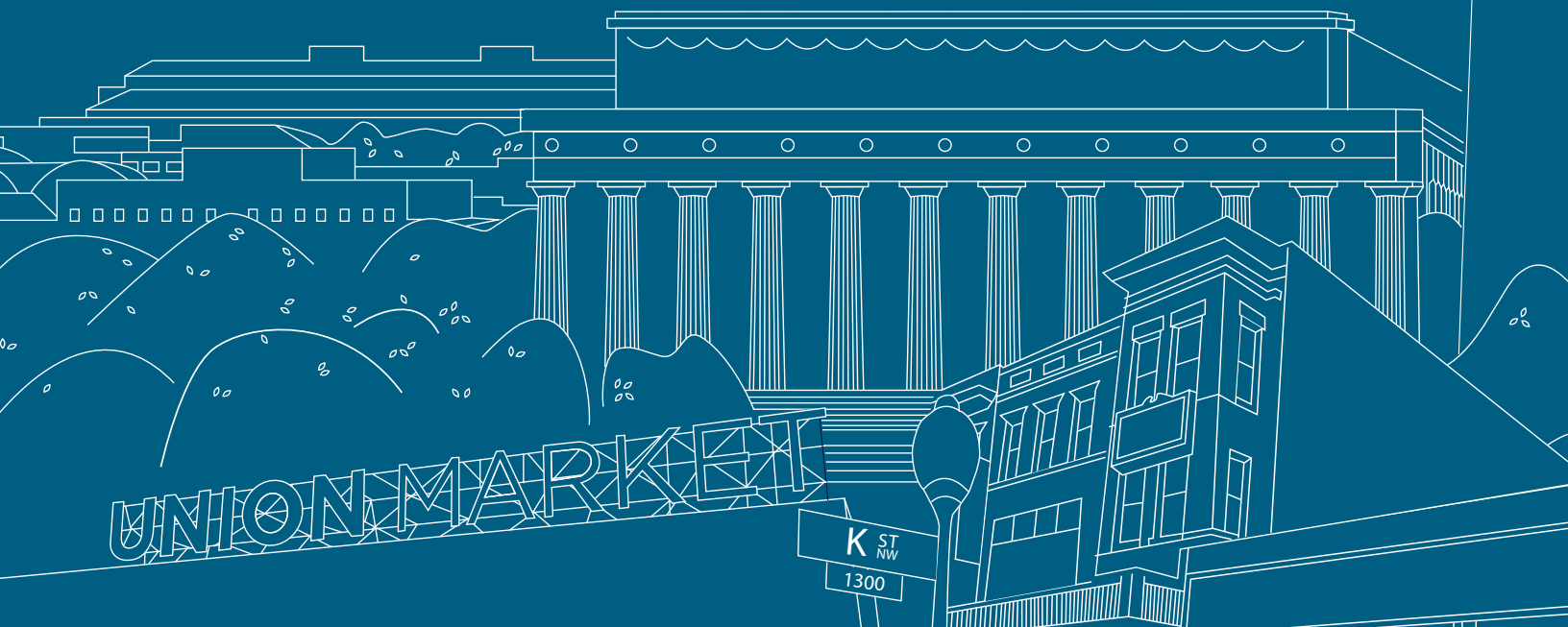
267,415 and 2,112,551 in the metro area

Foreign Born:

14% compared to 13% nationally

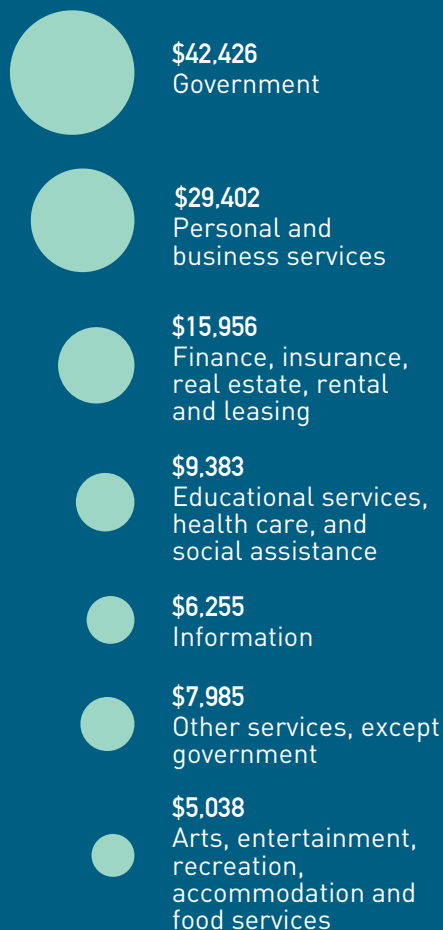
Bachelor's Degree or Higher (age 25+):

53.4% compared to 29.3% nationally



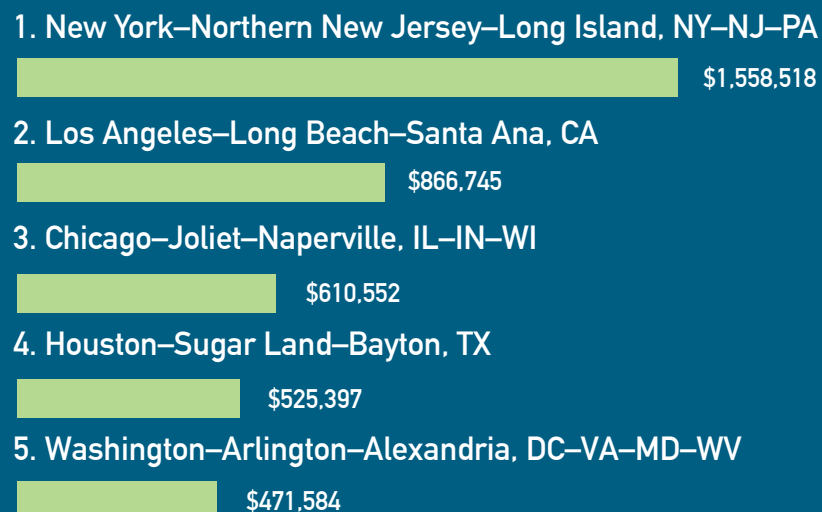
DC GDP by Sector in millions of dollars 2015

Source: Bureau of Economic Analysis



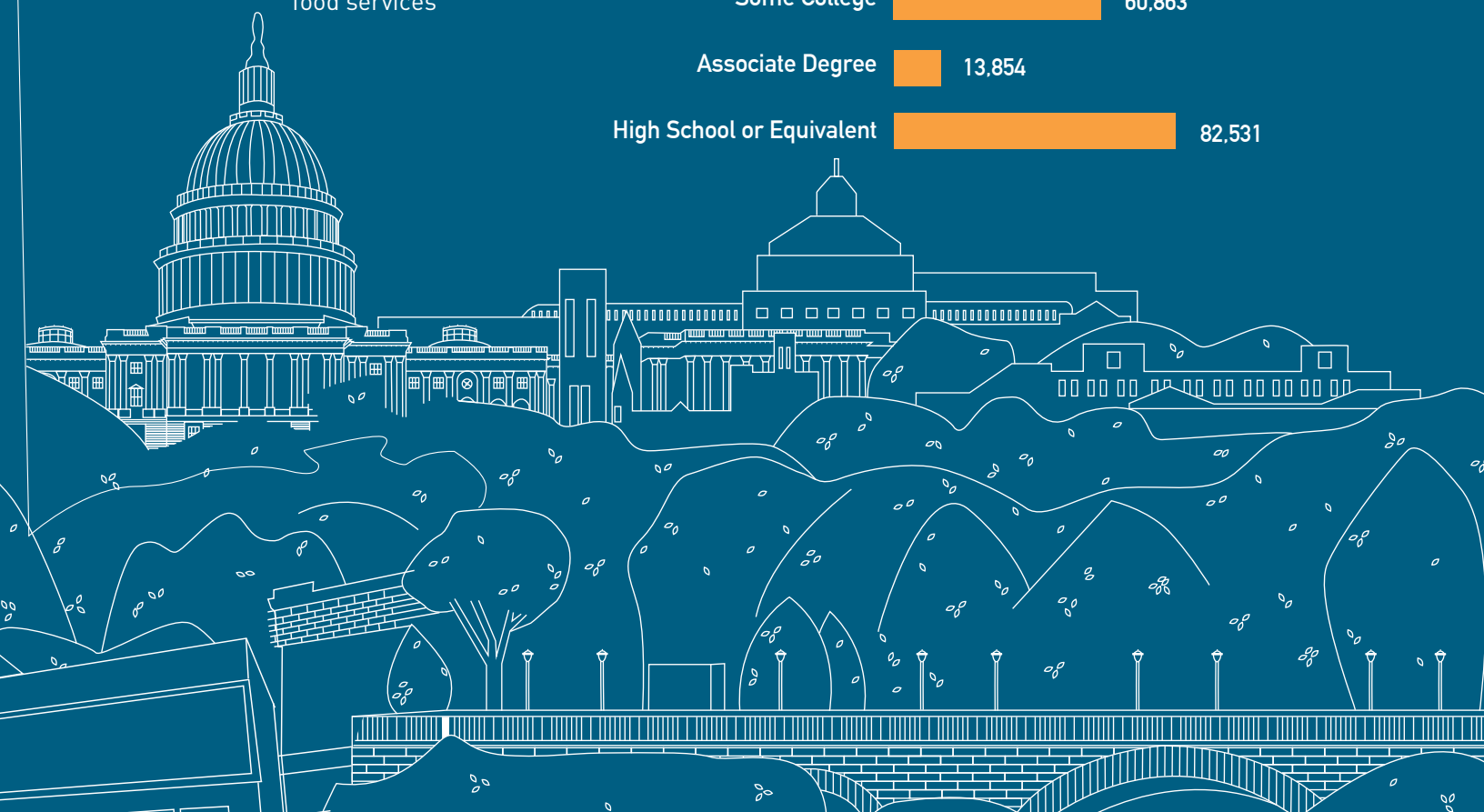
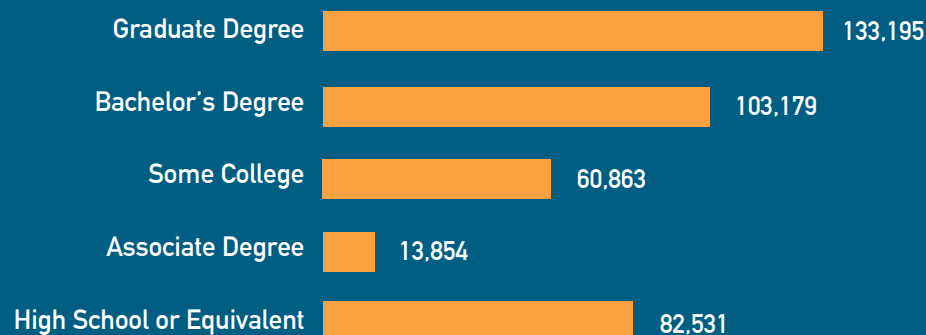
5 Largest U.S. Metro Areas by GDP in millions of dollars 2014

Source: Bureau of Economic Analysis



Educational Attainment of DC Pop. 2014

Source: U.S. Census Bureau, American Community Survey





Awards and Recognition



#2 STRONGEST ECONOMY IN THE U.S.

Business Insider, January 2016



#1 TOP 10 SOFTWARE HOT SPOT

Forbes, April 2016



#1 IN GREEN BUILDING LEADERSHIP

Clean Edge, 2016



#1 COOLEST U.S. CITY

Forbes, August 2014



TOP 5 BEST CITY PARKS IN THE U.S.

Trust for the Public Land,
May 2016



TOP 10: U.S. CITIES FOR NEW CONSTRUCTION

Forbes, June 2015



#1 FITTEST U.S. CITY

USA Today, May 2016



RESTAURANT CITY OF THE YEAR

Bon Appetit, August 2016



#1 BEST CITY TO VISIT

Lonely Planet, 2015



BEST EDUCATED CITY IN AMERICA

Forbes, 2014



TOP 5: CITIES FOR BIOTECH INVESTMENT

NVCA/Reuters, 2014



TOP 10: MOST WALKABLE CITY IN THE U.S.

Walkscore.com, July 2016



TOP 10 BEST U.S. CITY FOR GLOBAL INVESTMENT

Forbes, 2016



TOP TEN IN VENTURE CAPITAL INVESTMENT

Entrepreneur, 2014



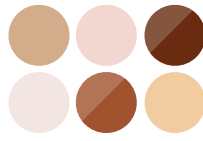
#1 BEST CITY FOR COLLEGE GRADS IN U.S.

Forbes, 2015



52 PLACES TO GO IN 2016

New York Times, 2016



Washington, DC Demographics

As a vibrant and multicultural capital with a strong economy, Washington, DC, serves as a destination for singles and families, and it has proven to be especially attractive to young, educated professionals.

The District's population grew from 601,723 in 2010 to an estimated 672,228 in 2015, an 11.7 percent increase over the five-year period. Moreover, according to census data, the District attracts nearly 1,000 new residents on a monthly basis and has registered

constant growth in total employment. The Washington metro area had the highest median household income among the 25 largest U.S. metro areas in 2014, according to the Census Reporter. The Washington region's median household income was \$91,193, significantly leading No. 2 San Francisco, with a median household income of \$83,222. The Boston region ranked third at \$75,667. The national median household income was \$53,657.

The Washington metropolitan region is consistently ranked as one of the most educated in the country, and the city itself boasts an education level much higher than that of the national average. The Census Reporter reported that 90 percent of the DC population has attained a high school diploma or a higher degree, compared to 86 percent for the national population. In fact, 55 percent of persons over the age of 25 in the District hold a bachelor's degree or higher, which is almost 25 percentage points higher than the national average of 30.1 percent.

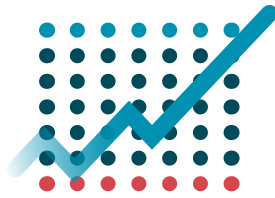
While the United States may be aging, the District has been getting younger. From 2000 to 2010, the city's 18-to-34-year-old population grew by some 37,000, and now makes up 35 percent of the population compared to only 23 percent of the U.S. population, according to Neighborhood Information DC. During that period, DC gained about 8,000 more adults age 35 to 64.

This influx of new faces has built up newly popular neighborhoods such as Mt. Vernon Triangle, Shaw, and Logan Circle as well as up-and-coming areas such as Ivy City, Trinidad, Congress Heights, Edgewood, Hillcrest, Kingman Park, and Michigan Park.

Nearly 40 percent of the District's residents do not own a car, and there is a growing number of professionals who ride their bikes to work. According to the District's Department of Transportation, in 2000, less than three miles of bike lanes existed in the District. Since then, the District has constructed 69 miles of bike lanes and six miles of cycle tracks. The District also has installed more than 3,000 bike racks. An estimated 3.3 percent of the District's residents rode a bicycle to work in 2014, making the city the sixth-highest urban area for bike commuters in the United States.

In addition to its three international airports—Baltimore/Washington International Thurgood Marshall Airport, Washington Dulles International Airport, and Ronald Reagan Washington National Airport—travel along the East Coast corridor is facilitated by train with major Amtrak and regional carriers. Via train and bus, the District is within several hours travel time of Baltimore, Philadelphia, Atlantic City, New York City, and Boston.





Washington, DC Economy

Economic development initiatives in Washington, DC, have been enormously successful.

Citywide development programs have transformed DC's neighborhoods, producing a city that is better able to weather regional, national, and international economic downturns.

In fact, Washington's thriving economy has been a critical part of the region's economic success story. In 2015, the District realized a gross domestic product (GDP) of \$122.5 billion, according to the Bureau of

Economic Affairs (BEA). That ranks the city, in regards to GDP, ahead of the nation of Hungary (\$120.6 billion), the World Bank reports.

The District's GDP has climbed steadily despite the 2008 recession. The District's GDP was \$93.8 billion in 2007, grew to \$108 billion in 2011, and continued to rise to \$122.5 in 2015. The top three sectors contributing to the District's GDP growth were government, professional services, and real estate.

The Washington Metropolitan Area (WMA) has the fifth largest GDP in the United States, the BEA notes. The region includes the District as well as Northern Virginia, parts of Southern Maryland, and Jefferson County in West Virginia. At that level, the region's GDP is comparable to that of Austria (\$471.584 billion in 2014), according to the World Bank. This positive yield reinforces the fact that DC is a low-risk locale for entrepreneurs and companies seeking investment opportunities.



City Market at O (Ward 2)

Set in one of the District's most iconic neighborhoods—the birthplace of Duke Ellington and the local jazz scene—the City Market at O is an urban-infill project in the historic Shaw neighborhood. The two-block project features nearly 90,000 sq. ft. of retail, 550 luxury rental apartments, 90 affordable senior rental units, a 182-room Cambria Suites Hotel, and a 500-car parking garage. One of 10 winners of the 2015 Urban Land Institute Global Awards for Excellence, the City Market at O includes the historic O Street Market at 7th and O streets NW, which was restored into a state-of-the-art Giant Food Store. The project's value is \$315 million, with some \$102 million in foreign direct investment.

Economic Sectors of the District of Columbia

The District's economy is composed of eight critical sectors: the Federal Government and Federal Contractors, Professional Services, Technology and Innovation, Hospitality and Tourism, Retail, Real Estate and Construction, Higher Education and Healthcare and the Creative Economy. Descriptions of the District's economic sectors are detailed below.

Federal Government and Federal Contractors

The Federal Government is the largest employer in the region, with more than 330,000 civilian employees. Approximately 213,000 of those employees in the Washington Metropolitan Area (WMA) are located within the District and represent roughly 30 percent of the total employment in the city. The largest Federal Government Employer in the District is the Department of Homeland Security, with more than 18,800 employees.

Professional and Business Services

The professional services sector is one of the most robust and important sectors in the DC economy, providing work for one in nine employees in the city. Four professional services subsectors provide work for more than 66,000 employees in the District, the largest of which is legal services.

Technology and Innovation

The growing and dynamic technology sector of Washington, DC, employs nearly 35,000 individuals who are dispersed through startups and large

companies. The city claims home to tech companies such as Blackboard, LivingSocial, SocialTables, and TrackMaven, but it also has a vibrant ecosystem of small, independent startups making their way with the help of local co-working spaces, such as WeWork and Cove, and incubators, such as Union Kitchen and 1776, which has gained an international reputation for its work. Having such spaces available in the District has helped grow a technology ecosystem, attracting and retaining smart, entrepreneurial minds in the District.

There are more than 30,000 tech jobs in the District, with the lion's share in information technology (76 percent), 17 percent in biotech and life sciences, and 7 percent in telecommunications. Venture capital spending on technology was some 1.4 billion in 2015, according to the Washington, DC Economic Partnership.

Hospitality and Tourism

The District's unique international position and constant cycle of visitors make it a ripe location for the hospitality industry. The hospitality sector currently employs 74,570 people, the majority of whom work in food service and accommodations. That accounts for \$3.86 billion in wages.

There are nearly 30,000 hotel rooms and more than 2,000 restaurants in the District.

In 2014, the District welcomed a total of 20.2 million visitors, setting a new record for the city. Overseas visitors, except for Canada and Mexico, totaled 1.9 million, up from 1.6 million in 2013. DC's visitors are expected to continue to grow by 2 percent to 3 percent each year through 2018.

Visitor spending in Washington was \$6.81 billion in 2014, a slight increase from \$6.69 billion in 2013. Lodging accounted for the largest percentage of spending in the District in 2014, with \$2.29 billion in sales. It was followed by food and beverage at \$1.194 billion and entertainment at \$1.14 billion. Travel and tourism spending supported 74,570 jobs annually in the District in 2014, supporting \$3.86 billion in local wages.

Retail

During the day, the city's population swells to more than one million people, providing ample opportunity for the realization of rapid growth in the retail sector. In the last decade, the retail expansion beyond the traditional downtown and Georgetown communities is unprecedented. Although the Gallery Place Chinatown, CityCenterDC, and the



Skyland Town Center (Ward 7)

Skyland Town Center is a mixed-use project under development in Ward 7, which is located east of the Anacostia River. The 18.5-acre site will include some 340,000 sq. ft. of first-floor retail space and 480 residential units set in a town-square setting. The redevelopment of the former Skyland Shopping Center will occur in phases and result in up to 323,000 sq. ft. of retail space, 485 residential units and nearly 1,700 parking spaces. Phase I is scheduled to include 220,000 sq. ft. of retail space and 250 to 270 apartments. The project's estimated value is \$150 million, with some \$55 million in foreign direct investment.

new Convention Center complex have brought fresh vitality to downtown, it is the newly thriving cultural centers of U Street, H Street, the Navy Yard and neighborhoods such as Shaw and Brookland that show the city's continued retail promise.

Real Estate and Construction

The DC real estate market remains the largest source of the city's tax revenues, accounting for approximately 39 percent of tax revenues in 2015. From 2001 to August of 2015, the city saw 150 million square feet of projects completed, with 25.5 million square feet of projects still under construction, and another 133.2 million square feet in the pipeline. The two largest categories of projects completed were office and residential properties, consisting of 52.1 and 56.9 million square feet, respectively. JBG Group was the most active developer with 32 projects since 2010, followed by WC Smith and Jair Lynch Real Estate Partners, with 26 and 21 projects, respectively, according to the DC Development Report.

Real Estate is a major potential investment area for foreign businesses, with cranes in the air all around town. The District is booming and building and there are incentive programs, like

EB5 investment program, mentioned later in this document that can help your company decide where and how to invest. Projects such as CityCenterDC, a large mixed use retail, residential, and commercial development encompassing 10 acres in the heart of the District is a prime example of foreign and domestic investment coming together to advance the city's fortunes.

Higher Education and Healthcare

DC has a highly educated population, with more than a quarter of its residents possessing graduate or professional degrees, and roughly half of its residents with Bachelor's degrees. The city and surrounding area boasts a collection of 14 universities, under the Consortium of Universities of the Washington Metropolitan Area. These universities are both talent and knowledge centers for the District, attracting more than 165,000 students from around the world.

Higher education institutions within the District of Columbia employ more than 25,000 professionals, the vast majority, 97 percent, of which work for colleges and universities. Two of the largest educational employers are Georgetown University and The George Washington University.

With 10 hospitals, the District has experienced a major increase in health care employment, more notably responsible for nearly 9 percent of District jobs. The largest hospital is the MedStar Washington Hospital Center, which is located in a healthcare hub with neighboring health institutions such as the Children's National Medical Center, MedStar Rehabilitation Hospital, and the Veterans Affairs Medical Center. In addition, the District hosts The George Washington University Hospital, Georgetown University Hospital, and Howard University Hospital, which serve the community as well as their academic institutions.

Creative Economy

The District's Creative Economy—the segment of the economy driven by human innovation and creativity—is key to the city's success. Under Mayor Muriel Bowser, there has been an effort to grow DC's uniquely knowledge-based economy through incentives and programs that elevate technology and creative economic pursuits.

The District's Creative Economy is diverse and touches nearly every industry. It includes media and communications, professional services, performing arts, culinary arts, visual arts, architecture and building arts, and museums and heritage.

Some 400,000 people in the District are employed in Creative Class occupations, ranging from architects to lawyers to scientists. They made up 58.5 percent of the District's workforce in 2015, according to city data. The median income of Creative Class occupations was \$66,040 in 2015, up 10.6 percent from 2010. The highest earners among the Creative Class were lawyers, with a median income of \$147,290, followed by management executives (\$130,170), and computer and mathematical specialists (\$100,230).



The Wharf (Ward 6)

Situated at the confluence of the Potomac and Anacostia rivers and adjacent to DC's renowned National Mall, The Wharf is a mixed-use, three-million-square-foot, 27-acre development that is positioned to become the neighborhood center for the Southwest Waterfront. The Phase I redevelopment of the Southwest Waterfront is 1.86 million sq. ft. and will include 230,000 sq. ft. of office space, 190,000 sq. ft. of retail space, 872 residential units, 683 hotel rooms, 140,000 sq. ft. of cultural and entertainment space, and 1,475 underground parking spaces. The project's estimated value is \$806 million, with some \$300 million in foreign direct investment.





Washington, DC:

The Obvious Choice for International Companies

Washington, DC, is an increasingly attractive location for foreign direct investment (FDI).

In 2014, the region had \$6 billion dollars in real estate investment sales, a significant jump from \$4.7 billion in 2013. And at its center, the cosmopolitan city of Washington, DC, with its educated and diverse workforce, is a high-quality living and working center for business.

This steady flow of investment and business growth provides mutual benefits, such as an excellent source of capital, employment growth, innovation, increased product and service competitiveness, and cross-border trade. Washington, DC, is the ideal location to invest. The economic benefits are numerous. As

a firm looking to grow in a competitive marketplace with a supportive government infrastructure and highly capable employee pool, this city is the obvious choice.

FDI in the District has marked effects on the workforce. A Brookings Institution analysis from 2014 estimates that foreign-owned establishments (FOEs) accounted for 5.5 percent of jobs in the Washington region. The impact continues to grow as new FOEs come on line and as FDI project announcements increase the importance of the investment in the region. Since 2003 there have been 137 FDI projects announced in Washington, DC, and when completed they will represent more than \$3.36 billion million in capital investments.

In 2014, *fDi* magazine ranked Washington, DC, third among its major “American Cities of the Future 2015-16” for its human capital and lifestyle in attracting FDI to the market. It was behind Boston and San Francisco. The District ranked seventh in the magazine’s assessment of FDI-related interest in terms of connectivity.

Directly investing in Washington, DC, creates the opportunity for strong firms to bring new and innovative practices to the city and region, which is ripe with federal contracting opportunities. In 2014, for example, \$19.2 billion worth of contractor work was performed in Washington, DC, according to State Smart. Foreign businesses have a unique advantage of introducing innovative products and services in a diverse business landscape, increasing competition and operational structures.

The steady climb of private sector job opportunities in the District is meeting the supply of capable employees, especially those who graduate from local and internationally reputable universities. An increase in employment opportunities for DC residents is a mutual benefit for the city and foreign businesses, with gainful employment for residents and top talent for employers. In addition, the District is continuing to offer training to local residents so that they are competitive for the shifting business landscape and prepared for technology and innovation-oriented jobs.

THE DISTRICT

Washington, DC's vibrant economy stretches into every corner of the city.

Designed by Pierre Charles L'Enfant, a Frenchman who fought in the American Revolutionary War, the District is a city of dramatic contrasts—broad avenues and quaint, narrow terraces, the breathtaking vistas of the National Mall and the wooded hiking trails of Rock Creek Park.

The District is also a city defined by two rivers—the Anacostia and the Potomac. The Anacostia River divides the Southeast and Northeast quadrants, with Wards 7 and 8 falling to the east side of the river. The Potomac River serves as the border between the District and Virginia. In the map below,

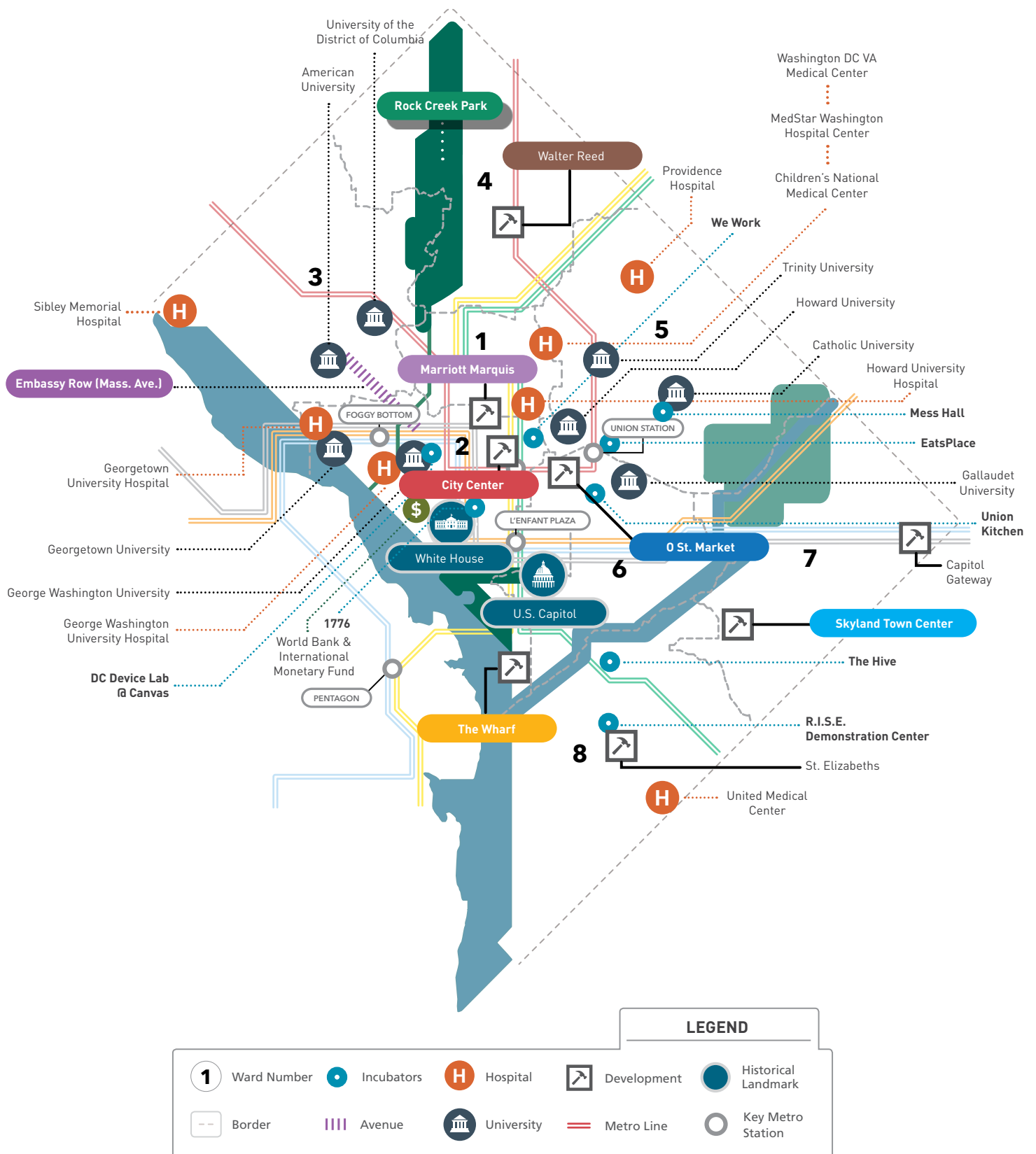
prominent Washington, DC, landmarks such as the White House and U.S. Capitol are marked, as are universities, hospitals, downtown Metro stations, incubators, and prominent international institutions, including the World Bank and the International Monetary Fund.

Getting around in Washington is made easier knowing it's built in a quadrant configuration. The District is divided into four quadrants—Northwest, Northeast, Southwest and Southeast—that move out from the U.S. Capitol to dissect the city. The horizontal lettered streets extend north and south, while the numbered streets run vertically east and west. Because there are four quadrants, it is possible to have four locations for a single address in the District, so it's important to know the quadrant.

As the nation's capital, Washington is also decorated with streets that carry the names of all 50 states and Puerto Rico. The most recognized state streets are the busy avenues named for Connecticut, Massachusetts, New York, Pennsylvania, and Wisconsin.

The release of the Washington, DC Neighborhood Profiles, 2016 Edition, by the Washington, DC Economic Partnership (WDCEP) illustrates the enormous economic renaissance in the 54 neighborhoods profiled. "New investments are occurring beyond the downtown and revitalizing several sub-markets at the same time. Neighborhoods such as Capitol Riverfront, Mount Vernon Triangle, and NoMa have transitioned from emerging to established mixed-use districts, and corridors such as 7th and F Streets in Downtown DC, 14th & U Streets as well as H Street, NE are re-establishing their historical status as shopping and entertainment destinations," the report noted.

Since 2001, 7 million square feet of retail space has been built in the District and another 1.3 million square feet is under construction at this time. It is estimated that more than 60 percent of that retail space will deliver in 2016, according to the report. Since 2010, there has been a 23 percent increase in taxable retail and restaurant sales in the District.



CHILI



MOKES

*Ben's
Chili Bowl*

CHI



BURGO

A WASHINGTON LANDMARK



Chili Bowl



Chili
BOWL



Chili
SMOKES



Washington, DC Wards

Choosing where to locate a company inside Washington, DC, is a critical decision for any enterprise.

A city as diverse as Washington offers great contrasts in neighborhoods and wards, and great opportunities for entrepreneurs who prize diversity and community cohesion.

Like other cities, Washington's neighborhoods have their own cultural lives that allow them to fit into geographically distinct parts of the city, whether along the Potomac River or deep in the wooded recesses of Rock Creek Park.

And the District's neighborhoods are not connected by streets and Metro stations alone, but also by hidden alleys and

secret paths that add mystery and fun to any exploration of the city.

The highlight for any visitor to the District is the National Mall, which is a lush expanse of manicured lawns and monuments, as well as thousands of cherry trees that blossom to their fullest beauty every spring. Neighborhoods get to share in the glory as cherry trees secreted away in local parks or circles blossom on cue.

What is especially attractive about the District is that the cultural life of its many neighborhoods is shaped by the anchor institutions that define them, whether it be a world-class museum, highly ranked university, a popular ball park or a public library.

The District is composed of eight wards, each with multiple neighborhoods and at least one central business district. These political jurisdictions trace the lines of neighborhoods and encompass the full breadth of the District. The city government offers different incentive programs for new businesses, and some of them are based on locating in a particular ward or neighborhood. The eight wards are:



CityCenterDC (Ward 2)

Encompassing 10-acres in the heart of the District, CityCenterDC is a 2.5 million-square-foot neighborhood development enlivened with a mix of condominiums, apartments, offices, public spaces, a hotel, restaurants, and high-end shops. A centerpiece of downtown DC, its prominent location puts CityCenterDC near the region's many cultural destinations, two of the city's busiest Metro stations, and the convention center. Opened in 2014, it encompasses three city blocks and is home to seven buildings, a park, a plaza, and three entrances to an underground public parking garage. The project's estimated value is \$700 million, with some \$1.2 billion in foreign direct investment.



WARD 1

The smallest ward in terms of area, Ward 1 is the most densely populated one in the District. It is dominated by some of the best known residential neighborhoods in the city, many of which have great historic significance for the local African-American and Latino populations.

While most of these neighborhoods are populated by rowhouses, they are all distinct. Columbia Heights sits right in the middle of the ward, boasting beautiful historic townhomes, a major commercial core anchored by Target, the popular big box retailer, and landmarks such as the Tivoli Theater. The Adams Morgan neighborhood is home to an eclectic mix of shops, restaurants, and bars, and has long been a center for city nightlife for millennials. This activity extends along the U Street Corridor, much

of which serves as the southern boundary of the ward.

Mount Pleasant is known for its unique townhouses, strong international cultural mix, and leafy streets that push into Rock Creek Park and up against the National Zoo. The Pleasant Plains neighborhood is home to Howard University, which also abuts the townhouses and gracious Victorian homes of historic LeDroit Park and portions of the Shaw neighborhood. Serving as a grand boulevard running through the center of the ward, 16th Street Northwest is lined with impressive apartment buildings, embassies, churches, and Meridian Hill/Malcolm X Park. Ward 1 is a culturally rich, intricate section of the city that serves many roles for many different people.



WARD 2

Best known as the home of the National Mall, the White House, the Washington Monument, and world-class museums, Ward 2 is the place where many tourists and other visitors spend the bulk of their time. The iconic images that define Washington are most associated with this ward. It also includes the mostly non-residential, federal office enclaves of Federal Triangle and Southwest Federal Center.

Ward 2 is a thriving commercial center for the city, stretching along Pennsylvania Avenue Northwest from Georgetown to Foggy Bottom to Downtown. Retail and commercial outlets range from quirky shops to luxury retailers. The storied K Street Corridor houses government affairs, lobbyist offices, and law firms, another economic engine in the District. The Downtown neighborhood has seen tremendous growth and redevelopment over the

past 10 years as vacant buildings have been renovated, vacant lots built on, and empty storefronts filled with new retail, restaurants, entertainment venues, and museums.

But Ward 2 is so much more than government and retail. It encompasses some of the oldest residential neighborhoods in the city, and includes a mix of historic townhouses, apartment, and office buildings. Sheridan-Kalorama and Dupont Circle are home to grand Victorian townhomes and stand-alone mansions, many of which are occupied by foreign embassies and chanceries. The Logan Circle, Mount Vernon Square, and Shaw neighborhoods have undergone significant changes in the last few years as houses are renovated and new multi-family and commercial development are completed, particularly along the 14th Street corridor.



WARD 3

Ward 3 is a largely residential area located in the upper Northwest quadrant of the city. In many ways, its neighborhoods are a series of villages clustered around local commercial centers.

Some of these neighborhoods grew up along the Connecticut Avenue streetcar line that connected DC with Chevy Chase in suburban Maryland. Woodley Park, Cleveland Park, North Cleveland Park/Forest Hills and the DC-portion of Chevy Chase all follow a similar pattern of a commercial core with local shops and restaurants, surrounded by a cluster of dense apartment buildings and/or townhouses, and spreading out into single-family homes.

Tenleytown, Palisades, and Spring Valley, straddling Wisconsin Avenue, MacArthur Boulevard, and Massachusetts Avenue

respectively, follow a similar, though more single-family, home-oriented, pattern. Friendship Heights also follows this pattern, but its commercial core has grown tremendously over the past 10 years, stretching into Maryland, and is now a regional draw with its high-end shops and restaurants.

Much of the remainder of the ward consists of single-family homes set among tall trees and parks, including the beloved Smithsonian National Zoological Park and Conservation Biology Institute. Some are modest in size, while others are veritable mansions, home to some of the wealthiest DC residents and a large number of foreign ambassadorial residences. The character of these areas is more suburban in nature, with a greater concentration of cul-de-sacs than anywhere else in the city.



WARD 4

Largely a residential area located in the northernmost portion of the city, Ward 4 straddles the Northwest and Northeast quadrants. Georgia Avenue bisects the ward, and serves as its major commercial spine, extending from the Petworth neighborhood into downtown Silver Spring, Maryland, to the north. Smaller, local commercial areas include 4th Street, Northwest in Takoma, Kennedy Street, Northwest in Brightwood, and portions of 14th Street within the ward. Petworth is the southernmost neighborhood in Ward 4, notable for its rich architectural variety of townhouses, broad boulevards, and circles. And recently it has become a thriving area for offbeat restaurants and shops.

Brightwood, one of the largest neighborhoods in the city, sits in the middle of the ward, and is made up of a variety of townhouses, small apartment buildings, and comfortable single-

family homes. Grand and gracious buildings line 16th Street, Northwest, including churches, schools, ambassadorial residences, and private homes.

Fort Totten and Lamond-Riggs are both solid, middle-class neighborhoods of apartments, townhouses, and single-family detached homes. The neighborhoods along 16th Street, such as Crestwood, 16th Street Heights, Colonial Village, and Shepherd Park, contain large single-family detached homes and townhouses, nestled against Rock Creek Park and its tributary parks.

The Takoma neighborhood abuts the City of Takoma Park, Maryland. Together, they made up a late 19th-century streetcar suburb, and now share a commercial center that straddles the DC/Maryland border and an architectural heritage emphasizing Victorian and bungalow-style single-family homes.



WARD 5

Extremely diverse in character and history, Ward 5 ranges from quiet residential neighborhoods and local shopping streets, to new high-rise development and industrial uses. The Brookland neighborhood sits in the middle of the ward in the northeast quadrant. Developed as a commuter rail village in the late 19th century, it is full of charming Victorian homes and a number of Catholic institutions such as Catholic University of America and the Franciscan Monastery of the Holy Land in America. Brookland gives way to early 20th century bungalow neighborhoods such as Michigan Park to the north and Woodridge to the east.

To the west, neighborhoods such as Eckington and Bloomingdale, on either side of North Capitol Street, are more typical of the townhouse neighborhoods of central Washington, DC. To the south, Trinidad and Carver Langston are dominated by 20th century

porch-front townhouses. To the east, Fort Lincoln is a modern “new town” development, with a mix of townhouses and apartments from the 1960s and 1970s. Ward 5 has a great deal of both industrial land and open space. Florida Avenue Market is the city’s wholesale center, with other industrial spaces in Eckington and Fort Totten, and along the railroad tracks, New York Avenue and Bladensburg Road. The Ward is also home to the rolling hills of the National Arboretum and the great lawns of the U.S. Soldiers’ and Airmen’s Home.

The northern portion of the NoMA neighborhood and Gallaudet University, the world’s only four-year university for deaf and hard-of-hearing students, sit within Ward 5, and a number of mixed-use, high-rise developments are finished or in the works in the Union Market neighborhood, bringing a bit of the hustle and bustle of downtown to the ward.



WARD 6

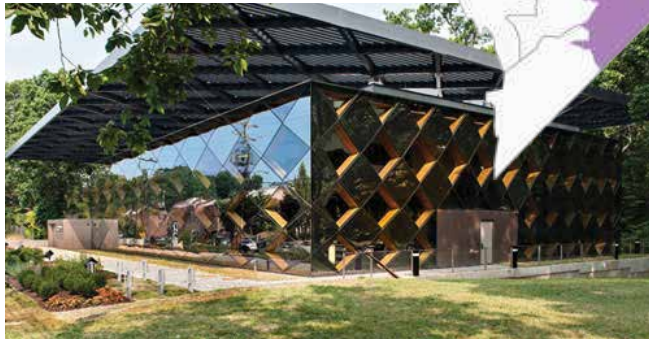
Ward 6 is located in the heart of Washington, DC, and is the only ward to include portions of each of the four quadrants of the city. As a consequence, it has a highly diverse population and housing stock, and a myriad of neighborhood characteristics. To the west, Ward 6 covers parts of Downtown and the Penn Quarter, Gallery Place, and Chinatown neighborhoods, home to office buildings, major retail, restaurants, hotels, museums, theaters, federal buildings, and, particularly over the past ten years, a growing number of residential buildings. To the south are the modern high-rises and townhouses of the Southwest Waterfront, and the major new development of the Capitol Riverfront neighborhood, anchored by the Nationals Stadium and soon to include a variety of housing, retail, and office buildings as well as two new parks.

The center of the ward is the historic Capitol Hill

neighborhood, with its townhouses and local commercial corridors. While this area includes major national symbols such as the United States Capitol building and the Library of Congress, it is also a tight-knit community with local resources such as Eastern Market and the Old Naval Hospital.

While many of the Federal Government’s majestic buildings and facilities are located in the ward, it also is home to a diversity of small businesses, cultural attractions, and restaurants that serve their neighborhoods and are a magnet for tourists and local visitors.

As the most recognizable ward in the District, it includes many of the city’s most iconic neighborhoods, including Capitol Hill, Hill East, H Street, the Navy Yard, the Southwest Waterfront, NoMa, Shaw and Mount Vernon Triangle.



WARD 7

This diverse section of the District is distinguished by its leafy streets, single-family homes, transit stations, and above all, its green space. It is home to a number of Civil War fort sites that have since been turned into parkland including: Fort Mahan Park, Fort Davis Park, Fort Chaplin Park, and Fort Dupont Park, the largest city-owned park in the District. Ward 7 is also home to green spaces such as Kenilworth Aquatic Gardens, Watts Branch Park, Anacostia River Park, and Kingman Island.

The neighborhoods of Ward 7 are proud, distinct, and numerous. Deanwood, situated on the north end of the ward, is one of the oldest communities in the Northeast quadrant, and has a pleasant small-town character with its

many wood-frame and brick houses. To the south of Deanwood are neighborhoods such as Capitol View, Benning Heights, and Marshall Heights, characterized by a variety of single-family homes, duplexes, garden apartments, and apartment buildings. Further south, neighborhoods including Hillcrest, Dupont Park, and Penn Branch have a very suburban character, dominated by single-family detached homes with large yards and lawns. Ward 7 also has an extensive waterfront along the Anacostia River, which will likely see a rebirth as the District looks to revitalize stretches of the waterfront. River Terrace, Mayfair, and Eastland Gardens abut the east side of the river, while Kingman Park sits to the west.



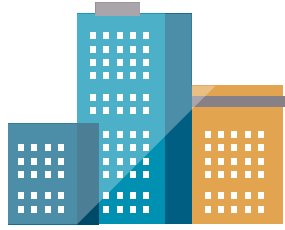
WARD 8

Much of what is now Ward 8 was farmland during the early history of Washington, DC, and a rural character is occasionally evident among the houses, apartment buildings, and institutions of the ward. The historic Anacostia neighborhood is the oldest in the ward, having been founded as Uniontown, one of Washington's first suburbs, in 1854. It has a variety of wood frame, brick houses, and townhouses, as well as grander homes such as Cedar Hill, the Frederick Douglass House. Further south is the neighborhood of Congress Heights, which runs along Martin Luther King Jr. and Malcolm X Avenues. It has the largest commercial area in the ward as well as a number of garden apartments and single-family bungalows. Washington Highlands is located further south, and

is home to many apartment complexes, as well as new single-family homes at Walter Washington Estates.

The neighborhood of Bellevue sits at the far southern end of the District, and has many garden apartments and 1940s era detached homes with yards. Ward 8 also has several large federal and local institutions. Bolling Air Force Base, for example, is in many ways a small town of its own, stretching along the Anacostia riverfront. Saint Elizabeths Hospital is a large campus with sweeping views of the city that has become home to local and federal government agencies. The Blue Plains Wastewater Treatment Plant and DC Village both take up significant acreage at the southern tip of the city.





Establishing a Business in Washington, DC

As a first step to establishing your business in Washington, DC,

it is critical that an international company and entrepreneur study the market and make sure that it is primed for your products and services. If your review of the District and region proves positive, then the next steps follow the same pattern whether you're a local or international company. The information below will help you in this process, and there are additional resources in the back of this publication for local for-profit and non-profit organizations that offer business assistance.

Depending on the type of business you have and the products and services you provide, some of the requirements for setting up a business in DC are as follows:

Legal Forms in DC

The Department of Consumer and Regulatory Affairs (DCRA) requires all businesses in DC to be registered and licensed with the District as well as the federal government. DCRA provides most (if not all) the legal forms required to set up a business in DC, on their website. (dcra.dc.gov/)

Business Registration

If you are a registered business outside the U.S. and are bringing your business to the District, you must file for a Certificate of Registration (DCRA permit).

Following are the organizations that do not require a DCRA permit to start a business:

- Sole Proprietorship
- General Proprietorship
- Unincorporated Non-profit Association

Following are the organizations that do require a DCRA permit to start a business:

- Non-profit or For-profit Corporation
- Limited Liability Company
- Limited Partnership
- Limited Liability Partnership
- General Cooperative Association
- Limited Cooperative Association or Statutory Trust

Employer Identification Number (EIN)

An EIN is a nine-digit number given to all organizations for tax purposes. The IRS uses this number to identify business tax payers who are required to file various tax returns. You will need to fill out your EIN application form if you answer yes to any one or more of the following questions:

- Do you have employees?
- Do you operate your business as a corporation, LLC, or partnership?
- Do you file any of these tax returns: Employment; Excise; or Alcohol, Tobacco and Firearms?
- Do you withhold taxes on income, other than wages, paid to a non-resident alien?
- Do you have a Keogh plan (a tax deferred pension account)?

Are you involved with any of the following types of organizations?

- Trusts (except certain grantor-owned revocable trusts)
- IRAs
- Non-profit organizations
- Farmers' cooperatives or plan administrators

Certificate of Occupancy (CRA-5)

- To ensure the safety of a commercial building you plan to operate out of, you need to file a certificate of occupancy. This evaluates that the building meets the building and zoning code requirements for its intended use.
- If you are renting office space or a building, you might be able to get a copy of the certificate from the owner. If not, then you will need to apply for the Certificate of Occupancy.
- If you choose to operate from your house or apartment, you will need to apply for Home Occupation Permit.
- Once you have completed your application, you are required to submit the application in person to the Permit Service Center.

DC Business Tax Identification Number

- The FR-500 is a DC Combined Business Tax Registration document used to provide information on ownership, location, and type of business. This information is needed to make a determination of a business's liability to pay unemployment taxes.

Certificate of Registration

- You will receive a Certificate of Registration on completion of the application and approval from the Department of Consumer and Regulatory Affairs. If you wish to cancel your registration, fill out an Application for Cancellation of Registration of Foreign LLC.

Clean Hands Certificate

- The Clean Hands Certificate is an affidavit stating that you do not owe more than \$100 to the District Government. If you owe more than \$100, you will need to resolve the outstanding debt before you can proceed.

Basic Business License

- A Basic Business License (BBL) allows you to do business in the District of Columbia. All BBLs are valid for two years. If you are planning on establishing more than one business in the district you will need separate licenses for each of them. However, if you have several business activities you can use one license for all of them. A directory of BBLs currently offered by the DCRA provides more information on how to apply for a license and other required forms.

Business Trade Name

- You must register your trade name with the DCRA by filling out the Trade Name Registration, TN-1 form. You can register as an individual or an organization, for ease of transacting with vendors and financial institutions, creating an official record or undertaking legal action.

Doing Business with the Government

Setting up a business is a complex enterprise, and it requires a number of key decisions made at critical steps along the way. The listing below includes important decision points for any business, whether domestic or international, and these agencies or organizations can provide assistance to new businesses.

Permits and Licenses

The type of business you are interested in operating will directly affect the number of permits and licenses you will need to receive to operate in Washington, DC. (dcra.dc.gov)

Financial Incentives

Washington, DC, offers a number of attractive incentive programs that allow qualifying companies to receive tax credits based on a company's office location, industry focus, and job creation plans. (dmped.dc.gov)

Finding Talent

Washington, DC, has one of the most diverse and highly educated workforces in the world. The Department of Employment Services (DOES) provides comprehensive employment services to ensure a competitive workforce, full employment, life-long learning, economic stability, and the highest quality of life for all District residents. (does.dc.gov)

Taxes

The DC Office of Tax and Revenue (OTR) encourages businesses and individuals to comply with District tax laws and it offers detailed information about how to comply with business and employee taxes. It also offers a program to encourage companies and employers to voluntarily come forward to bring their accounts into compliance through the Voluntary Disclosure Program. (otr.cfo.dc.gov)

Office Space

Washington, DC, offers a wide variety of office and residential real estate options for international businesses and entrepreneurs. One of the best ways to get connected to Washington's neighborhoods is through its Business Improvement Districts (BIDs). (dcbidcouncil.org).

Business and Professional Services

The District offers start-up businesses resources to become successful. There are several incubators, accelerators, and co-working facilities in the District that help startups by not only setting up programs and helping with networking, but also providing seed funding and later-stage investment. (dcicorps.org)

Small Business Services

The DC 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.dc.gov)

Visas

Employment-based visas are issued through the U.S. Federal Government to individuals with unique skills or abilities who wish to work in the U.S. for a limited period of time. There are multiple categories of visas issued to foreign citizens seeking entry into the United States, permanently and temporarily, including the EB5 visa. The EB5 is the immigrant investor visa created by the U.S. Congress in 1990 to stimulate the U.S. economy through job creation and capital investment by foreign investors. The source of information for visas is the U.S. Citizenship and Immigration Service (uscis.gov)



Business Resources

The government of the District of Columbia has a number of key agencies that can assist international companies and entrepreneurs looking to locate to Washington, DC. Most of these agencies can be found through the DC government's main web portal, dc.gov, but several key agencies and non-profit institutions have close ties to foreign business owners and investors. They include the following:

Foreign Business Resources

The Office of the Deputy Mayor for Planning and Economic Development (DMPED) is responsible for creating jobs and increasing the District's tax base by attracting domestic and foreign businesses and investors. (dmped.dc.gov)

The DC Chamber of Commerce is the largest chamber in the Washington region, and provides its members with advocacy services, valuable networking opportunities, and educational programs. (dcchamber.org)

The Washington, DC Economic Partnership (WDCEP) is an important point of contact for development and business opportunities in the District of Columbia. WDCEP partners with all parties—public and private, foreign or domestic—interested in making DC a great place to do business. (wdcep.com)

Destination DC serves as the lead organization to successfully market Washington, DC, as a premier global convention, tourism, and special events destination, with a special emphasis on the arts, cultural and historical communities. (washington.org)

Events DC is the official convention and sports authority for the District of Columbia, and is the face of conventions and sports, entertainment, and cultural events within our nation's capital. (eventsdc.com)

The DC Department of Small and Local Business Development's ExportDC team works closely with local businesses that are new to exporting, as well as seasoned exporters looking for assistance in accessing new markets. (dslbd.dc.gov/service/exportdc)

The Office of Protocol and International Affairs is located within the Office of the Secretary of the District of Columbia and is the District government's primary liaison with the diplomatic and international community for both substantive and ceremonial matters. This office serves as the primary link to the foreign embassies, two special interest sections and oversees the Sister City Agreements or Protocols of Friendship with 14 cities worldwide. (os.dc.gov/page/office-protocol-and-international-affairs)

Washington, DC, is home to one of the largest diplomatic communities in the world and hosts **186 foreign embassies** that represent their countries in the United States. These embassies can be reached through the U.S. Department of State listing of embassies that are located in the United States and serve their citizens here. (state.gov/s/cpr/rls/dpl/32122.htm)

The Greater Washington Board of Trade addresses business concerns that span geographic boundaries. Pro-business and bipartisan, the Board of Trade convenes business, civic, and government leaders to collaborate on important issues throughout the District of Columbia, Suburban Maryland and Northern Virginia. (bot.org)

The District also has a variety of **Chambers of Commerce** in order to support the diverse population of business owners and entrepreneurs in the city, including the U.S. Chamber of Commerce, which serves the entire country.

The Consortium of Universities of the Washington Metropolitan Area represents the institutions of higher education that call Washington home, as well as universities that are located outside of the city limits. (consortium.org)

District of Columbia Public Schools are dedicated to excellence at every level. The DCPS serves the District's some 49,00 students. (dcps.dc.gov)

District of Columbia Hospital Association is a non-profit organization with a mission to provide leadership to improve the health care system in the District and advocate for the interests of member hospitals as they support the interests of the community. (dcha.org)

Metropolitan Washington Airports Authority actively manages the nation's capital's two international airports—Dulles International Airport and Reagan Washington National Airport—as well as the Dulles toll road and metro rail. (mwaa.com)

U.S. Federal Government Agencies are headquartered in the District and throughout the region. (usa.gov/branches-of-government)

SelectUSA seeks to highlight the many advantages the United States offers as a location for business and investment. From a vast domestic market, to a transparent legal system, to the most innovative companies in the world. (selectusa.commerce.gov)



www.eventsdc.com



www.dmped.dc.gov

Business Incentives and Assistance

Employment/Recruiting Assistance

The expense to businesses to hire new employees can be a costly investment in both time and money. The DC Department of Employment Services (DOES) can help employers defray some of these costs by facilitating training, recruitment, and screening processes for potential hires as well as tax incentives and wage subsidies. Additional DOES programs, services and tax-based employer incentives include the following: Customized Training Program, Apprenticeship Program, Work Opportunity Tax Credit (WOTC), Project Empowerment (PE), Senior Community Service Employment Program (SCSEP), and Virtual DC Works! Career Center System.

Contact:
202.724.7000 / www.does.dc.gov

Enterprise Zone

The District of Columbia “Enterprise Zone” (EZ) Program was established in 1997 by the U.S. government to stimulate economic growth and job development in the nation’s capital. The program offers these benefits to qualified businesses:

- Employee Tax Credits: up to \$3,000 for each DC resident employee (full or part-time)*
- Work Opportunity Credits: up to \$9,600 for each employee from targeted demographic groups such as veterans, disabled individuals, recipients of family assistance, and others.
- EZ Bonds—Tax Exempt Bond Financing: up to \$15 million in below-market interest rate loans (as much as 200 basis points below the market rate). Activities such as construction and renovation of a building, equipment acquisition, land and building acquisition, and tenant improvements may be financed through EZ Bonds.*
- Exclusion of Capital Gains from DC Zone Assets: eliminates

capital gain in gross income from qualified property sale or exchange (properties must be held more than 5 years).*

*As of 2012 these specific incentives have expired, but are expected to be reauthorized by the Federal Government. However, tax exempt bonds are still available for non-profits and manufacturing businesses.

Contact:
202.727.6365 / www.dmped.dc.gov

DC Tech Incentives

The District offers one of the most attractive incentive packages for high-tech businesses in the country. DC Tech Incentives provides certain credits, exemptions, and other benefits for a Qualified High Technology Company (QHTC). QHTCs can leverage the program to develop their workforce, secure affordable facilities for their businesses, and benefit from reduced real estate, personal property, sales, and income taxes. A QHTC can expect a significant tax break with the following abatements from DC taxes: franchise tax reduction or exemption; real property tax abatement; personal property tax abatement; sales and use tax exemption; capital gains tax exemption; workforce development credits; relocation expense reimbursement; and training and wage credits.

Contact:
202.727.6365 / www.dmped.dc.gov

DC Main Streets

Through DC Main Streets, the Department of Small and Local Business Development provides comprehensive technical and financial assistance to build the capacity of neighborhood nonprofit organizations (i.e., DC Main Street organizations) to assist businesses and coordinate sustainable community-driven revitalization efforts. The DC Main Street organizations are Nationally Accredited Main Streets

through the National Trust for Historic Preservation. Local volunteers and community development professionals organize and lead the DC Main Street commercial district revitalization efforts. Main Street Neighborhoods: Barracks Row; Congress Heights; Deanwood; Dupont Circle; H Street, NE; North Capitol; Rhode Island Avenue, NE; and Shaw.

Contact:
202.727.3900 /
www.dslbd.dc.gov/service/dc-main-streets-program

Supermarket Tax Credits

Through the Supermarket Tax Exemption Act of 2000, the District waives certain taxes and fees to supermarkets that locate in a Priority Development Area. Qualifying supermarkets may receive the following benefits for 10 years: Real property tax exemption; business license fee exemption; personal property tax exemption; and sales and use tax exemption on building materials necessary for construction.

Contact:
202.727.6365 / www.dmped.dc.gov

Washington, DC Economic Partnership

The Washington, DC Economic Partnership (WDCEP) is a public/private partnership dedicated to facilitating economic development in the District of Columbia. The WDCEP promotes the creation of jobs, growth of tax revenues, attraction and retention of businesses, and distribution of community resources for local DC residents and business owners. The WDCEP offers the following services: site location assistance, economic development data, entrepreneurship seminars, and tech company mentorship.

Contact:
202.661.8670 / www.wdcep.com / @WDCEP

DC Government by the Letter

CAH	Commission on the Arts and Humanities
DCA	Ronald Reagan Washington National Airport
DCAH	DC Commission on the Arts and Humanities
DCHA	DC Housing Authority
DCHFA	DC Housing Finance Agency
DCOZ	DC Office of Zoning
DCPL	DC Public Library
DCPS	DC Public Schools
DCRA	Department of Consumer and Regulatory Affairs
DCWASA	DC Water and Sewer Authority
DDOE	DC Department of the Environment
DDOT	District Department of Transportation
DISR	Department of Insurance and Securities Regulation
DMPED	Deputy Mayor of Planning and Economic Development
DMV	Department of Motor Vehicles

DOES	Department of Employee Services
DPR	Department of Parks and Recreation
DSLBD	Department of Small and Local Business Development
IAD	Washington Dulles International Airport
MPD	Metropolitan Police Department
MWAA	Metropolitan Washington Airports Authority
OCFO	Office of the Chief Financial Officer
OCF	Office of Contracting and Procurement
OCFME	Office of Cable Television, Film, Music & Entertainment
OCTO	Office of the Chief Technology Officer
OLBD	Office of Local Business Development
OP	Office of Planning
OS	Office of the Secretary
OTR	Office of Tax and Revenue
WCCA	Washington Convention Center Authority
WMATA	Washington Metropolitan Area Transit Authority

Acknowledgements

The vision of Washington, DC, as a thriving and welcoming international city comes first from the leadership of DC Mayor Muriel Bowser and DC Chamber of Commerce Chief Executive Officer and President Vincent Orange, Sr., and that imperative informed this publication. The Guide's production has been shepherded by the discerning management of Margaret Singleton, the Chamber's Vice President of Contracts and Programs.

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Most importantly, we owe a debt of gratitude to the Office of the Deputy Mayor for Planning and Economic Development, which was integral in the guide's planning and execution. We thank Deputy Mayor Brian Kenner, Karima Woods, Director of Business Development and Strategy, and Gizachew Andargeh, International Business Manager, for their wise counsel and guidance.

WASHINGTON, DC DELIVERS

Opportunity

6th hottest startup hub in the United States in 2016. (Inc.)

Connections

First in U.S. cities for women in tech in 2016 (SmartAssets)

Innovation

9th most innovative U.S. city in 2014. (CNNMoney)

Economic Momentum

12th in U.S. cities in economic momentum and vitality in 2014. (Forbes)

Culture

6th most cultured city in America in 2015. (Travel + Leisure)

Talent

2nd U.S. city for its rising tide of well-educated transplant workers in 2015. (National Journal)

Quality of Life

2nd in U.S. cities for its well-rounded education market and high-powered education systems. (Portfolio)

The DC Chamber of Commerce is the region's largest and most dynamic business network, creating a better environment to work, play, and do business in the District.

No other business organization delivers what we do: **We deliver the capital.**

DC Chamber of Commerce
DELIVERING THE CAPITAL



LEARN MORE AT WWW.DCCHAMBER.ORG.

DC Chamber of Commerce | 506 9th Street, NW, Washington, DC 20004 | 202-347-7201

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DISTRICT OF COLUMBIA