



DC Chamber of Commerce
DELIVERING THE CAPITAL



WASHINGTON, DC INTERNATIONAL BUSINESS GUIDE

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Dear Investor,

Washington, DC, is a thriving, global marketplace. Over the past decade, we have experienced significant growth and transformation. The District of Columbia has one of the most educated workforces in the country, stable economic growth, an established research community, and a business-friendly government.

I am proud to present you with the *Washington, DC International Business Guide*. This book contains relevant information for foreign firms interested in establishing a presence in our nation's capital. 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 suggested steps as you consider bringing your business to DC.

Washington, DC, is on the cutting edge of innovation for companies that operate in the District. My Administration is implementing solutions that lessen bureaucracy and increase efficiency, such as reduced business registration times, enhanced tax incentives for specific sectors, and streamlined contract processes. This kind of adaptation is what the business community expects and experiences in our city. Simply put, we are a good 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



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 approximately 180 resident embassies and respected global economic and policy organizations. Some 90,000 DC residents or 15 percent of the population speak more than a dozen different languages. The Greater Washington region is home to 400 international associations and 1,000 internationally owned 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 2014, the population of the District exceeds 650,000, 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.



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

The tissue wrapping is parted to reveal a Champagne bottle; The wire is unhooked to release the cork, with a sigh or a pop; and the foaming is poured with loving care, into a glass with the shapely elegance to hold the bouquet, the subtleties of colour, the persistent bead and the complex 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 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 as our mouths watered.
~Michel



Why Washington, DC?

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

Fifteen of the Fortune 500 companies call this region home, and they represent a variety of industries from international hospitality with Hilton Worldwide and Marriott International to finance with Capitol One and Fannie Mae. The region is home to engineering and defense giants with General Dynamics, Lockheed Martin, and the Computer Sciences Corporation, as well as technology firms like Advisory Board, and Blackboard. If your business is looking for opportunity, this is the place for you.

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 fourteen 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 estimated value is \$520 million, with some \$5 million in foreign direct investment.

WASHINGTON, DC A POWERFUL ECONOMY

DC Vital Stats

Population: **658,890** in 2014,
up **9.5 percent** from 2010.

Per capita personal income:
\$75,329 in 2013,
the highest in the nation.

Households: **263,649**, and
2,133,062 in the metro area.

Gross Domestic Product:
\$115.2 billion
in current dollars.

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

5 Largest U.S. Metro Areas by GDP In millions of dollars 2013

1. New York–Northern New Jersey–Long Island, NY–NJ–PA	\$1,471,170
2. Los Angeles–Long Beach–Santa Ana, CA	\$826,826
3. Chicago–Joliet–Naperville, IL–IN–WI	\$590,248
4. Houston–Sugar Land–Bayton, TX	\$517,367
5. Washington–Arlington–Alexandria, DC–VA–MD–WV	\$463,925

Source: Bureau of Economic Analysis

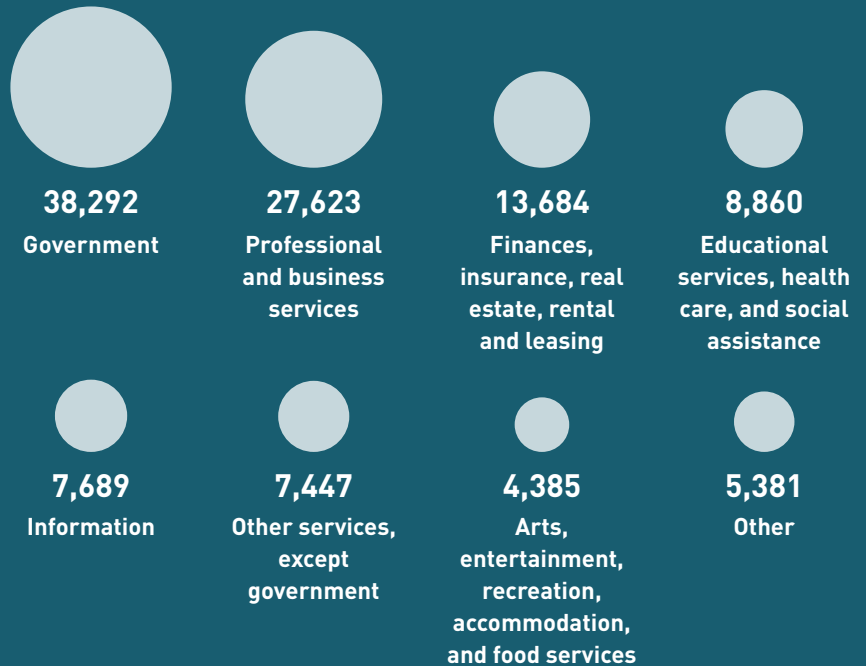
DC GDP by Sector

Real estate investment sales:

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

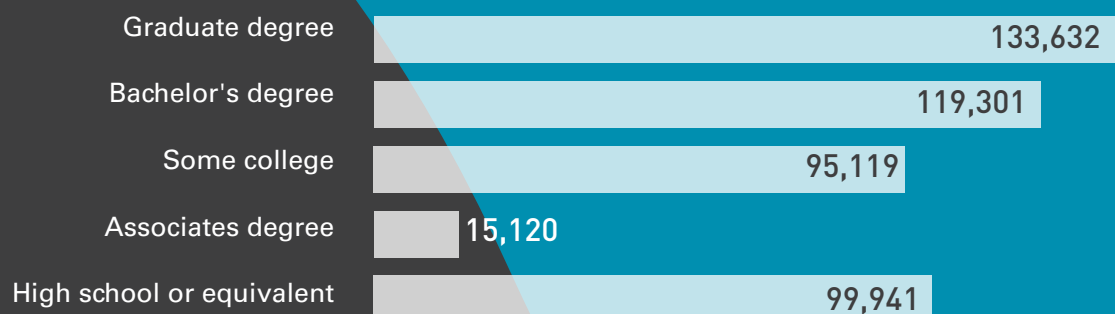
Foreign born: **13.8 percent**,
compared to 12.9 percent nationally.

Bachelor's degree or higher,
age 25 or higher:
52.4 percent,
compared to 28.8 percent nationally.



Source: Bureau of Economic Analysis

Educational Attainment of DC Population 2012



Source: U.S. Census ACS



Awards and Recognition



**#1
STRONGEST
ECONOMY IN
THE U.S.**
POLICOM, 2013



**#1
NEW TECH
HOT SPOT**
Forbes, January 2013



**#1
IN GREEN
BUILDING
LEADERSHIP**
Clean Edge, 2012



**#1
COOLEST
U.S. CITY**
Forbes, August 2014



**BEST U.S.
FAMILY
DESTINATION**
ABC Travel Guides
for Kids, 2013



**TOP 5:
U.S.
CITIES FOR
NEW
CONSTRUCTION**
Forbes, June 2013



**#2
FITTEST
U.S. CITY**
American College of
Sports Medicine, 2013



**TOP
10 U.S.
RETAIL
INVESTMENT
MARKET**
Marcus & Millichap, 2013



**TOP 5:
BEST U.S.
CITY FOR A
VACATION**
U.S. News and World
Report—
travel.usnews.com



**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 2013



**TOP 5:
GLOBAL
CITY FOR
REAL ESTATE
INVESTMENT**
AFIRE, 2013



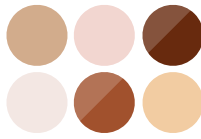
**TOP TEN IN
VENTURE
CAPITAL
INVESTMENT**
Entrepreneur, 2014



**#1
IN U.S. BEST
CITIES FOR
COLLEGE GRADS**
Forbes, 2015



**TOP
DEPARTURE
CITY FOR
INTERNATIONAL
TRAVEL**
Cardhub.com, 2013



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 658,890, in 2014, a 9.5 percent increase over the four-year period. Moreover, according to Census figures, 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 2013, according to the Census. The Washington region's median household income was \$90,149, significantly leading No. 2 San Francisco, with a median household income of \$79,624. The Boston region ranked third at \$72,907. The national median household income was \$51,939.

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 U.S. Census Bureau reported that 88 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, 51.2 percent of persons over the age of 25 in the District hold a bachelor's degree or higher, which is more than 20 percentage points higher than the national average of 28.5 percent, according to the Census. Moreover, in 2012, the *Washington Business Journal* ranked the Washington Metropolitan Area (WMA) the second most educated region in the country, only two percentage points behind Boston.

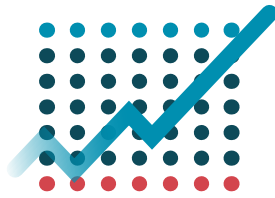
While the United States may be aging, the District has been getting younger. From 2000 to 2010, the city's 18- to 34-year-old population grew by some 37,000, and now makes up 35 percent of the population compared to only

23 percent of the U.S. population, according to the 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 Square, Shaw, and Logan Circle as well as up-and-coming areas such as Ivy City, Trinidad, Congress Heights, and LeDroit Park.

There are also growing numbers 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 57 miles of bike lanes, three miles of cycle tracks, and 10 miles of multi-use trails. 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—

transforming DC's neighborhoods and 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. The District realizes a gross domestic product (GDP) of approximately \$105.2 billion, according to the Bureau of Economic Affairs (BEA). That ranks the

city, in regards to GDP, between Puerto Rico (\$103.35 billion) and Morocco (\$107.05 billion), the World Bank reports.

The District's GDP has climbed steadily over the last seven years despite the 2008 recession. The District's GDP was \$93.8 billion in 2007 and moved steadily up to \$105.2 billion in 2014. 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, an 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 estimated value was \$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. The following brief 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 18,819 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

Washington DC growing and dynamic technology sector employs over 29,000 individuals, dispersed through startups and large companies. The city claims home to tech companies

such as LivingSocial and Blackboard, 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, 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.

Ninety-two percent of the District's technology jobs are in the information technology subsector. The other 8 percent of jobs are divided between software publishers, Internet publishing and Web portals, and data processing and related services. The WMA employs 229,000 technology employees, 74 percent of whom work in IT, 14 percent in biotech and life sciences, and 11 percent in telecommunications.

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 more than 66,000 employees, the majority of whom work in food services and accommodation at 57 and 23 percent of the hospitality workforce, respectively.

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

The daytime swelling of the city population to more than one million people and the millions of visitors each year provide ample opportunity for the realization of quick growth in retail. The last decade has seen unprecedented growth in this sector, and its expansion beyond the traditional downtown and Georgetown communities. Although the Gallery Place Chinatown, CityCenterDC and the new Convention Center complex have brought fresh vitality to downtown, it is the newly thriving cultural centers of



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 (120,000 sq. ft. for Walmart) and 250 to 270 apartments. The project's estimated value is \$150 million, with some \$55 million in foreign direct investment.

U Street, H Street, the Riverfront and neighborhoods like Shaw and Brookland that area residents talk about.

Real Estate and Construction

The DC real estate market remains the largest source of the city's tax revenues, accounting for approximately 35 percent of tax revenues in 2011. From 2001 to August of 2013, the city saw 130.4 million square feet of projects completed, with 20.1 million square feet of projects still under construction, and another 130 million square feet in the pipeline. The two largest categories of projects completed were office and residential properties, consisting of 48.3 and 47.6 million square feet, respectively. JBG Group was the most active developer with 41 projects over the last 14 years, followed by WC Smith and Jair Lynch Development Partners, both with 30 projects, 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 like 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 and above. The city and surrounding area possesses a collection of 13 universities, under the Consortium of Universities of the Washington Metropolitan Area, which educate at any given time roughly 155,000 students from all around the world. These universities are both talent and knowledge centers for the District, and attract 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.

Healthcare institutions in the District employ more than 50,000 professionals. Fifty-seven percent of healthcare professionals in the city work for hospitals,

while 27 percent work for ambulatory services and 16 percent work for nursing facilities. The largest contributor to the District economy from healthcare is MedStar Washington Hospital Center, followed by Children's National Medical Center and MedStar Georgetown University Hospital. There are also major research and direct services providers in the region, such as the National Naval Medical Center and the National Institutes of Health in close proximity to the District. In addition to the large population of healthcare workers, the city realized a significant growth in employment numbers in that sector from 2007 to 2010.

Creative Economy

The Creative Economy—the segment of the economy driven by human innovation and creativity—is critical to the District's success. Collectively, the Creative Economy in the District accounts for more than 112,400 private sector employment positions, which is some 16 percent of all District employment. By comparison, the Creative Economy makes up 13 percent of employment nationally. In dollar terms, creative businesses contribute \$14.1 billion to the District Gross State Product (GSP) and an estimated \$200 million to the District's tax base annually.

Some of the jobs and investments in the Creative Economy sector overlap other sectors, such as Technology, Hospitality, and Education. There were nearly 7,500 creative enterprises in the District in 2011, according to the Census Bureau's County Business Pattern 2011 survey, the latest data available.

The District's Creative Economy is diverse and includes Media and Communications, Performing Arts, Culinary Arts, Visual Arts and Crafts, Building Arts, and Museum and Heritage.



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 or FDI.

In 2014, the District had \$6 billion dollars in real estate investment sales, a significant jump from \$4.7 billion in 2013. And because it is a cosmopolitan city with an educated and diverse workforce, Washington, DC, 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 major effects on the District's job market. In 2011, around 21,500 jobs were created due to U.S.-affiliated or foreign firms. New FDI project announcements have increased from seven in 2003 to twenty-two in 2011. Since 2003 there have been 125 FDI projects announced in Washington, DC, and when completed they will represent more than \$785 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 2013, for example, \$17.3 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, respectively. 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.

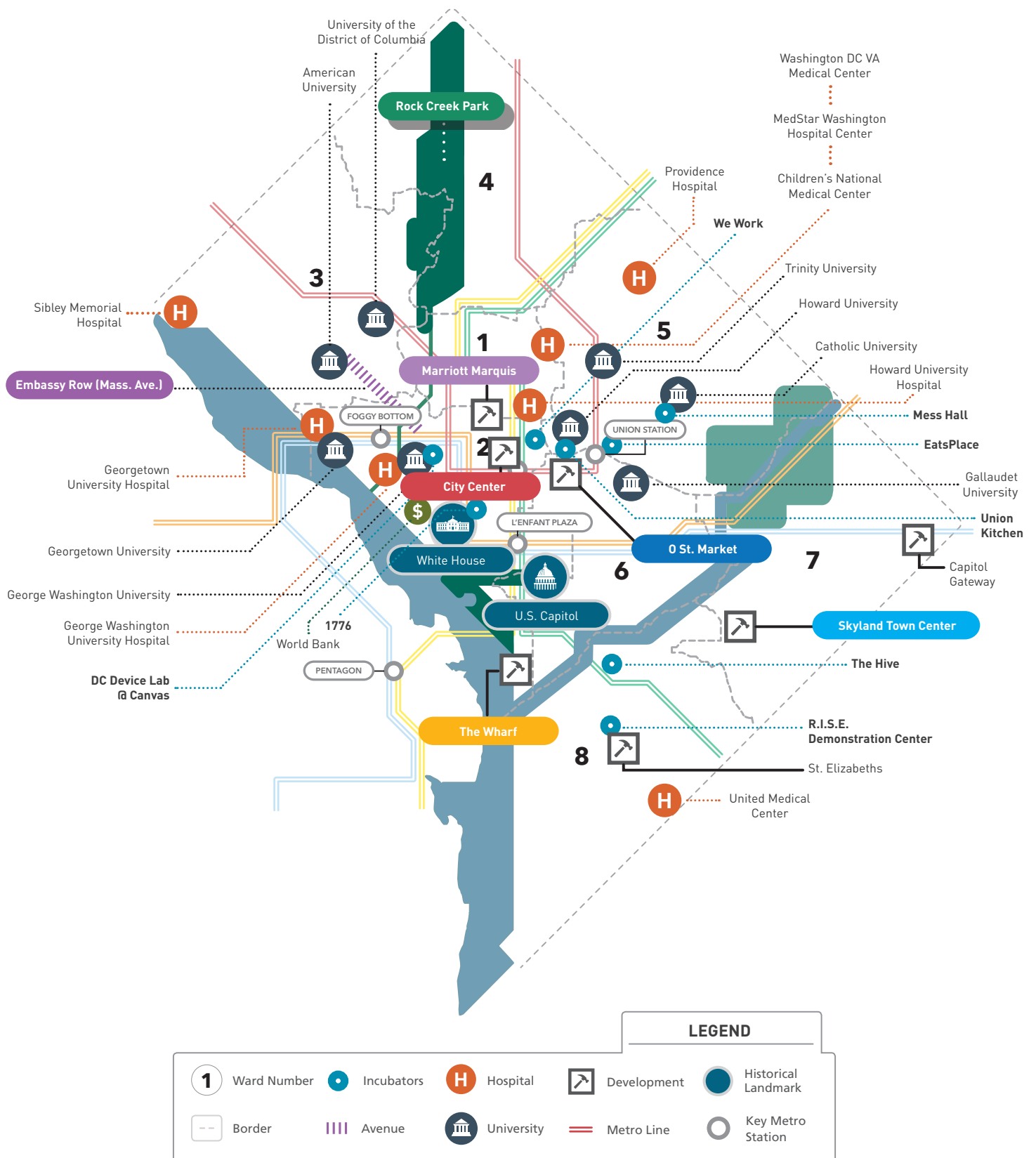
Designed by Pierre Charles L'Enfant, a Frenchman who fought in the American Revolutionary War, the District is a city of dramatic contrasts—broad avenues and quaint, narrow terraces, the breathtaking vistas of the National Mall and the wooded hiking trails of Rock Creek Park.

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.

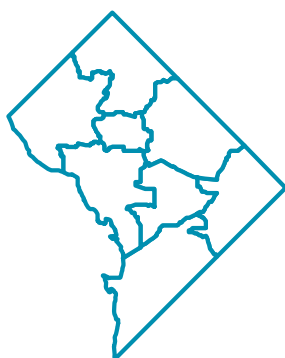
Getting around in Washington is made easier knowing it's built in a quadrant configuration. The District is divided into four quadrants—Northwest, Northeast,

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.







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. 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, 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 will be home 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, 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.



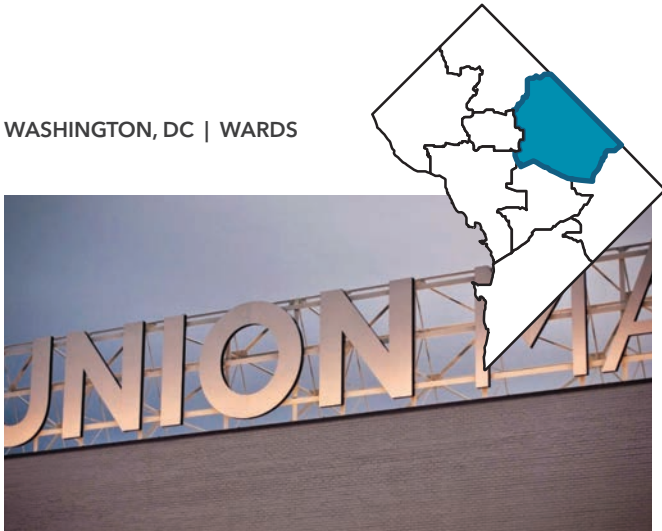
WARD 4

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 La-mond-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, a college 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.



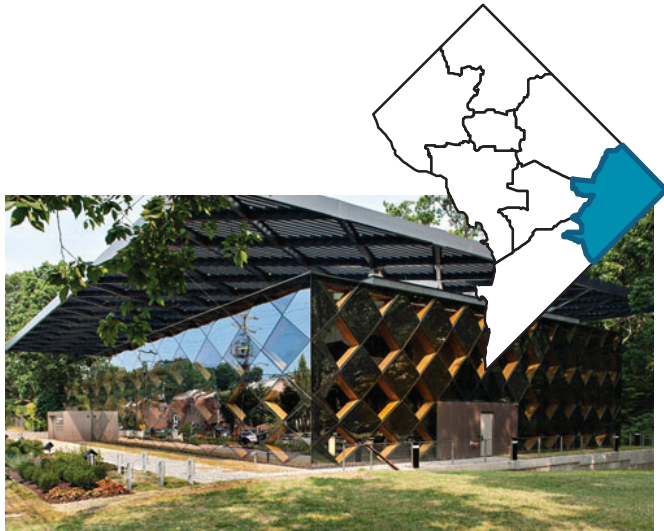
WARD 6

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, and restaurants, hotels, museums, and 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 new 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.

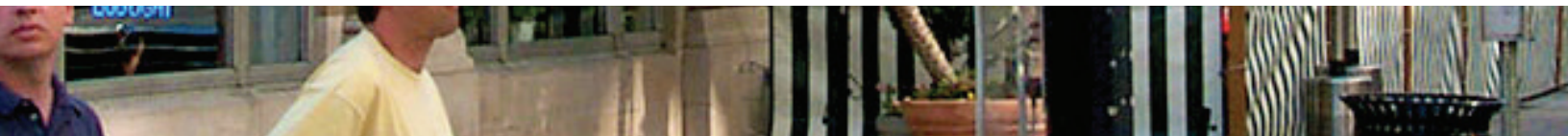


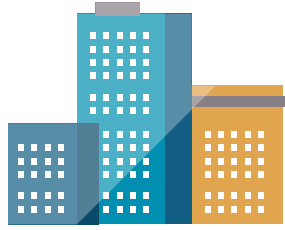
WARD 8

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 has the largest commercial area in the ward, which runs along Martin Luther King Jr. and Malcolm X Avenues, 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 a 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.

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 unique number given to all organizations for tax purposes. 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
- Exempt organization business income tax returns
- Estates, Real estate mortgage investment conduits
- 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 building, you might be able to get a copy of the certificate from the owner. However, if not, then you will need to apply for the Certificate of Occupancy.
- Again, 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 an employing unit'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 BBL's 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 BBL 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 DCRA by filling out Trade Name Registration, TN-1 form. You can register as an individual or an organization, for ease of transacting with vendors and financial institutions, official record and to undertake legal action.

Doing Business with 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. For additional information about permits, visit the dcra.dc.gov.

Financial Incentives

Washington, DC, offers a number of attractive incentive programs where qualifying companies can receive tax credits based on a company's office location, industry focus, and job creation plans. For more information on incentives that your company may be eligible for, please visit 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. For more information on finding talent for your company, please visit 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.

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). For more information about BIDs, please visit the DC BID Council (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 fund and

investing in them at later stages. (dcicorps.org/what-is-dc-i-corps/).

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. For assistance, please visit dslbd.dc.gov.

Visas

Employment-based visas are issued through the 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. Additionally, the EB5 is the immigrant investor visa created by 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 U.S. Citizenship and Immigration Service (uscis.gov).



DC CHAMBER OF COMMERCE

Business Resources

The District of Columbia Government has a number of key agencies that can assist international companies and entrepreneurs looking to locate in Washington, DC. Most of these agencies can be found through the DC government's main Web portal, dc.gov, but a handful of DC 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 or DMPED (dmped.dc.gov), which is responsible for creating jobs and increasing the District's tax base through attracting domestic and foreign businesses and investors.
- The DC Chamber of Commerce (dcchamber.org) is the largest chamber in the Washington region, and provides its members with advocacy services, valuable networking opportunities, and educational programs.
- The Washington, DC Economic Partnership (wdcep.com) 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.
- Destination DC (washington.org) serves as the lead organization to successfully manage and market Washington, DC as a premier global convention, tourism and special events destination, with a special emphasis on the arts, cultural and historical communities.
- Events DC is the official convention and sports authority for the District of Columbia, (eventsdc.com) and is the face of conventions, sports, entertainment and cultural events within our nation's capital.
- The DC Department of Small and Local Business Development's ExportDC (dslbd.dc.gov/service/exportdc) team works closely with local businesses that are new to exporting, as well as seasoned exporters looking for assistance in accessing new markets.
- 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. The DC government has signed Sister City Agreements or Protocols of Friendship with 14 cities around the globe, and the Office oversees those relationships. These relationships serve as a way to involve District residents in special projects to help them better understand and appreciate their cultural differences. (<http://os.dc.gov/page/office-protocol-and-international-affairs>).
- Washington, DC, is unique in this country because it plays host to 186 foreign embassies, which represent their country in the United States. These embassies can be reached through the U.S. Department of State listing of embassies (state.gov/s/cpr/rls/dpl/32122.htm) located in the United States and serving their citizens here.
- The Greater Washington Board of Trade (bot.org) 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.
- 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. Here is a list of the other local Chambers of Commerce in the District.

- The Consortium of Universities of the Washington Metropolitan Area (consortium.org) represents the institutions of higher education that call Washington home, as well as universities that are located outside of the city limits. Eleven of its 14 members are based in the District.
- District of Columbia Public Schools (dcps.dc.gov) are dedicated to excellence at every level. The DCPS serves the District's some 47,500 students in 111 facilities, including 60 elementary schools, 11 middle schools and 15 high schools.
- District of Columbia Hospital Association (dcha.org) is a non-profit

organization whose mission is to provide leadership in improving the health care system in the District, advocating for the interests of member hospitals as they support the interests of the community.

- Metropolitan Washington Airports Authority (mwaa.com) 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.
- U.S. Federal Government Agencies are headquartered in the District and throughout the region.

Due to the nature and number of legal documents required to set up a business in District, the District government has provided the full list of federal agencies to which one should refer (<https://www.usa.gov/branches-of-government>).

- SelectUSA (selectusa.commerce.gov) 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.

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). A QHTC can leverage the program to develop their workforce, secure affordable facilities for their business 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, DSLBD 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
MPTD	Office of Motion Picture and Television Development
MWAA	Metropolitan Washington Airports Authority
OCFO	Office of the Chief Financial Officer
OCP	Office of Contracting and Procurement
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 President Harry Wingo, and that imperative informed the production of this publication.

These Acknowledgments must begin with the inspiration of the DC Chamber of Commerce International Committee in conceptualizing the guide, especially its chairman, J. Scott Kilbourn, Perkins Eastman. Additionally, the counsel of Karima Woods, Acting Director of Business Development and Strategy, Office of the Deputy Mayor for Planning and Economic Development, was integral in the guide's planning and execution.

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WASHINGTON, DC DELIVERS

Opportunity

Ranked 4th hottest startup city in the United States in 2014. (Tech.Co)

Connections

Ranked 2nd most educated city in the United States in 2015. (WalletHub 2015)

Diversity

Ranked 4th in U.S. metro areas for diversity in 2012. (CityLab)

Economic Momentum

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

Culture

Ranked 10th in U.S. cities for culture, art and recreation in 2014. (Business Insider)

Talent

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

Quality of Life

Ranked 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