



# district business advisors llc

## Business Certification Facts:

### Certification Benefits:

- CBEs can earn up to \$12,000 more on every \$100,000 bid than non-certified businesses.

### Certification Applied:

CBE bid        \$100,000  
 Minus 12%    - 12,000  
 Adjusted bid   \$ 88,000

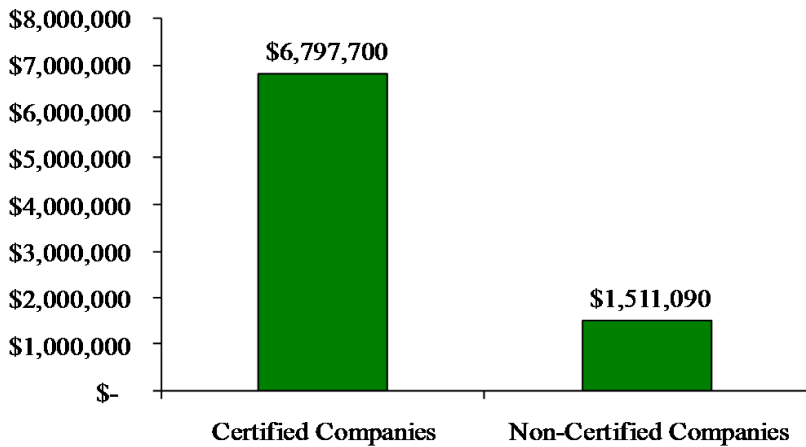
Non-CBE  
 bid                \$ 88,500

Lowest bid = CBE bid

Contracts offered by every District Agency must apply the preference points. CBEs are also eligible for set-aside contracts and subcontracting opportunities.

- Businesses certified by the Department of Small and Local Business Development (DSLBD) earn nearly 4.5 times more annual revenue than businesses that are denied certification by DSLBD. (See chart below).
- DSLBD denies certification to businesses that fail to meet the legal requirements regarding certification, including not meeting the “local” test, not having the principal office in the District, and committing fraud in the application process.\*
- A business whose certification is denied must wait six months before it can reapply.

### Average Annual Revenue



## Don't Leave Certification to Chance

district business advisors is headed by the former general counsel of the Department of Small and Local Business Development who wrote the rules on certification. Don't miss out on the opportunity to earn up to \$12,000 more than your competitors on every \$100,000 bid. Call now for a free certification assessment.

Telephone: (202) 821-1827

\*Fraud against the District of Columbia may also be prosecuted by the Office of the Attorney General for the District of Columbia or the United States Attorneys Office and includes the possibility of a fine, imprisonment, or both.



1629 K Street, NW  
Suite 300  
Washington, DC 20006

Phone: (202) 821-1827  
E-mail:  
duane.kokesch@districtBIZ.com