



Empowering Success:

The HIVE's Dynamic Achievements in 2023

In 2023, the HIVE- Virginia Beach Business Resource Center has achieved significant milestones in fostering the growth and success of businesses in the Virginia Beach region. The center organized **144 workshops**, attracting over **1,350 attendees**, providing valuable insights and knowledge to entrepreneurs.

Moreover, the HIVE facilitated over **120 one-on-one counseling sessions** covering a spectrum of crucial areas such as financial advice, marketing, legal matters, and leadership coaching. These sessions, involving experts like financial advisors, CPAs, business attorneys, SCORE, and PTAC, offered personalized guidance to startups and established businesses alike.

In the realm of business certifications, from January 1 to November 27, **189 Virginia Beach businesses** received their SWaM certifications from the state, showcasing the HIVE's commitment to supporting local businesses in navigating regulatory processes.

Furthermore, the HIVE played a pivotal role in providing technical assistance to over **120 Virginia Beach small businesses**, with **90 personalized one-on-one sessions**. This hands-on approach has proven instrumental in addressing specific challenges and fostering the overall development of these enterprises.

In the first two quarters of 2023, Operation Hope-Fulton Bank, achieved remarkable accomplishments in empowering entrepreneurs and fostering business development. Operation Hope conducted **14 credit and money management sessions** and **127 one-on-one sessions**, offering personalized guidance to entrepreneurs. These sessions played a crucial role in empowering clients to make informed financial decisions, laying a strong foundation for their businesses. **10 entrepreneurs** successfully graduated with comprehensive business plans and **six new businesses** were created.

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The City of Virginia Beach's dedication to workforce development is evident through its strategic partnership with Virginia Wesleyan University (VWU). Together, they have conducted a total of **38 in-person courses** at the HIVE or VWU, engaging **377 registrants** and accumulating **1,411 contact hours**. Additionally, **25 online courses** offered by VWU garnered **138 registrants**, with an impressive **3,312 contact hours**. The course topics span a wide range, including IT certifications, project management essentials, business plan creation, and more, contributing significantly to the professional development of the local workforce.

In recent months, the HIVE- Virginia Beach Business Resource Center, in collaboration with the Hampton Roads Workforce Council (HRWC), has demonstrated a steadfast commitment to workforce development, making significant strides in enhancing the skills and employability of individuals in the Virginia Beach community.

HRWC has provided essential Workforce Recruitment Services, Rapid Response, Incumbent Worker Training, On-the-Job Training, Employer Information/Supportive Services, and Strategic Planning to **28 Virginia Beach businesses**. This comprehensive support aims to strengthen the workforce ecosystem and facilitate the growth of local businesses.

The impact on individual residents is equally noteworthy, with **154 Virginia Beach residents** benefiting from training and career counseling services. Among them, **69 individuals** have enrolled in diverse training programs, ranging from Medical Billing & Coding, Phlebotomy, CDL-A, Clinical Medical Assistant, to various other fields such as Personal Care Aid, Nail Technician, and more. Currently, 26 residents are actively engaged in training, reflecting the ongoing commitment to skill development and career advancement.

In addition to training initiatives, HRWC has enrolled **33 Virginia Beach residents** into the VB Relief Program, providing crucial support during challenging times.

The training programs offered by the HIVE cover a broad spectrum of fields, including but not limited to Medical Billing & Coding, CDL-A, Clinical Medical Assistant, Dental Assistant, Licensed Practical Nurse, Plumbing, Massage Therapy, and Paralegal, among others. This diverse array of courses underscores the HIVE's dedication to meeting the varied needs of the community and ensuring that residents are equipped with the skills necessary for success in a dynamic job market.

In summary, the HIVE- Virginia Beach Business Resource Center has made substantial strides in 2023, providing a comprehensive support system for businesses and contributing to the economic growth and innovation of the Virginia Beach region.

DECEMBER TRAINING SCHEDULE



COME THRIVE AT THE HIVE BUSINESS CENTER

Credit and Money Management

Operation HOPE/Fulton Bank
December 4th
6:00 PM-8:00 PM

FAST: Fundamentals in Accelerated Startup Training

Part I: Money

SBDC
December 4th
11:00AM-1:00 PM

How to Use ChatGPT for Your Business: Part I

Artisan-Preneur Consulting
December 4th
6:00 PM-8:00 PM

HR for Small Business Owners: The Silent Cost of Attrition

BempHR
December 5th
5:00 PM-6:30 PM

Small Business Development Workshop

Operation HOPE/Fulton Bank
December 11th
6:00 PM-8:00 PM

FAST: Fundamentals in Accelerated Startup Training

Part II: Marketing

SBDC
December 11th
11:00 AM-1:00 PM



COME THRIVE AT THE HIVE BUSINESS CENTER

How to Use ChatGPT for Your Business: Part II

Artisan-Preneur Consulting
December 11th
6:00 PM-8:00 PM

Alternative Finance For Business (Lunch & Learn)

Trust Financing Solutions
December 13th
12:00 PM-1:00 PM

Business Planning Workshop

VBOC
December 14th
10:00 AM-12:00 PM

Small Business Marketing is War!

Entr.
December 14th
12:30 PM - 1:30 PM

What's Got Your Focus?

Sharonda Mitchell
Coaching
December 14th
6:30PM-8:00PM

FAST: Fundamentals in Accelerated Startup Training

Part III: Management
SBDC
December 18th
11:00 AM-1:00 PM



SMALL BUSINESS GRANTS & LOANS

VIRGINIA MINORITY BUSINESS DEVELOPMENT AGENCY

THE NON-PROFIT, SBA BACKED CENTER OFFERS A NUMBER OF FREE SERVICES TO WOMEN AND MINORITIES. GET FREE COACHING SERVICES, ACCESS TO CAPITAL (LOANS OR FREE GOVERNMENT GRANTS), CERTIFICATION ASSISTANCE AND MORE. THEY HELP PEOPLE CREATE A BUSINESS PLAN, MANAGE CASH, GET FINANCING AND SUPPORT THE MWBE COMMUNITY IN ANY WAY POSSIBLE.

THE AMBER GRANT

THIS GRANT IS FOR WOMEN ONLY, AND THERE IS AN AWARD EVERY MONTH. THIS GRANT WAS FOUNDED AFTER THE UNTIMELY DEATH OF A YOUNG WOMAN NAMED AMBER. SHE PASSED BEFORE SHE COULD REALIZE HER DREAMS OF STARTING A BUSINESS.

SBA MICROLOANS

THESE GOVERNMENT-BACKED LOANS OF UP TO \$50,000 CAN BE A GOOD CHOICE FOR NEW OR VERY SMALL BUSINESSES. THEY'RE TYPICALLY ISSUED BY NONPROFIT COMMUNITY FINANCIAL INSTITUTIONS, MANY OF WHICH OFFER ADDITIONAL TRAINING AND RESOURCES.

AMAZON BLACK BUSINESS ACCELERATOR

GROW YOUR BUSINESS WITH DEDICATED RESOURCES, FINANCIAL ASSISTANCE, BUSINESS EDUCATION & COACHING, MARKETING & ADVERTISING SUPPORT.

SAMHSA: THE SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION

IS A BRANCH OF THE U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES. THEY REGULARLY AWARD GRANTS TO INDIVIDUALS, COMMUNITIES, ORGANIZATIONS AND BUSINESSES WORKING TO IMPROVE MENTAL HEALTH.

ETSY EMERGENCY RELIEF FUND

IF YOU'RE AN ETSY BUSINESS OWNER, YOU MAY BE QUALIFIED TO APPLY FOR RELIEF FUNDING COURTESY OF A PARTNERSHIP WITH CERF+, A NONPROFIT ORGANIZATION DEDICATED TO HELPING ARTISTS PREPARE FOR AND RECOVER FROM EMERGENCIES AND DISASTERS. TO APPLY, YOU MUST HAVE BEEN A REGISTERED ETSY BUSINESS FOR AT LEAST ONE YEAR AND HAVE BEEN AFFECTED BY A NATURAL DISASTER. THIS GRANT OPPORTUNITY IS ROLLING.

37 ANGELS

37 ANGELS IS AN ORGANIZATION MADE UP OF FEMALE ANGEL INVESTORS THAT INVEST IN WOMEN-OWNED SMALL BUSINESSES. THE ORGANIZATION RECOGNIZES THE DISADVANTAGES THAT FEMALE ENTREPRENEURS FACE IN THE LOAN MARKET AND SEEKS TO CLOSE THAT GAP. TO HELP WOMEN KEEP THEIR COMPANIES AFLOAT, 37 ANGELS OFFERS GRANTS AS LARGE AS \$150,000.

WISH LOCAL EMPOWERMENT GRANT

BLACK BUSINESS OWNERS CAN APPLY FOR \$500 - \$2,000 GRANTS THROUGH THE WISH LOCAL EMPOWERMENT GRANT PROGRAM. TO BE ELIGIBLE, YOU MUST BE AT LEAST 18 YEARS OLD, HAVE 20 OR FEWER EMPLOYEES AND MUST OWN A BRICK-AND-MORTAR LOCATION IN THE UNITED STATES.

ANTLER GLOBAL START UP PROGRAM

ANTLER IS A GLOBAL EARLY-STAGE VC THAT RUNS MULTIPLE PROGRAMS FOR BUSINESS STARTUPS AROUND THE WORLD. WE GIVE YOU AN EDGE FROM THE VERY BEGINNING. BUILD AND SCALE YOUR COMPANY FASTER WITH OUR GLOBAL COMMUNITY OF CO-FOUNDERS AND ACCESS TO TALENT, EXPERT ADVISORS, EXPANSION SUPPORT, AND CAPITAL AROUND THE WORLD.



SMALL BUSINESS GRANTS & LOANS

Friendly Reminder:

The HIVE can
assist with
the following:

- BUSINESS PLANS
- FINANCIAL STATEMENTS
- CREDIT REPAIR MANAGEMENT
- SMALL BUSINESS LOAN APPLICATIONS
- MARKET RESEARCH
- CAPITAL FORMATION

NATIONAL ASSOCIATION FOR THE SELF-EMPLOYED GROWTH GRANTS

THIS NONPROFIT TRADE ASSOCIATION PROVIDES EDUCATIONAL RESOURCES AND GRANTS FOR SMALL BUSINESSES AND ENTREPRENEURS. TO APPLY FOR A GRANT OF UP TO \$4,000, YOU'LL NEED TO BECOME AN ACTIVE MEMBER OF THE ASSOCIATION, PROVIDE A DETAILED EXPLANATION OF HOW YOU'LL USE THE FUNDS, SHOW HOW THE GRANT WILL SUPPORT YOUR BUSINESS GROWTH AND PROVIDE SUPPORTING DOCUMENTATION.

ACCION OPPORTUNITY FUND

ACCION OPPORTUNITY FUND IS A FINANCIAL SUPPORT SYSTEM FOR SMALL BUSINESSES THAT ADVANCES RACIAL, GENDER, AND ECONOMIC JUSTICE FOR ALL. TAKE A LOOK AT THE SMALL BUSINESS PROGRESS LOAN.

VIRGINIA SBDC FUNDING RESOURCES

THE SBDC OFFERS INFORMATION AND RESOURCES ON FEDERAL, STATE AND LOCAL LOAN PROGRAMS, TAX INCENTIVES, AND OTHER FINANCIAL RESOURCES AVAILABLE TO BOTH ESTABLISHED SMALL BUSINESSES AND STARTUPS.

SMALL BUSINESS INNOVATION RESEARCH PROGRAM

THE SMALL BUSINESS INNOVATION RESEARCH (SBIR) PROGRAM STRENGTHENS OPPORTUNITIES FOR INNOVATIVE SMALL BUSINESSES USING FEDERALLY FUNDED RESEARCH. THE PROGRAM STIMULATES TECHNOLOGICAL INNOVATION, USES SMALL BUSINESSES TO MEET FEDERAL RESEARCH NEEDS, AND ENABLES PARTICIPATION BY SOCIALLY AND ECONOMICALLY DISADVANTAGED BUSINESSES.

VERIZON SMALL BUSINESS GRANT

VERIZON'S DIGITAL READY PROGRAM GIVES BUSINESS OWNERS THE OPPORTUNITY TO ACCESS FREE COURSES AND EDUCATIONAL MATERIALS, AS WELL AS APPLY FOR GRANT FUNDING. TO BE ELIGIBLE FOR A \$10,000 SMALL-BUSINESS GRANT, ENTREPRENEURS MUST REGISTER THROUGH THE VERIZON WEBSITE AND COMPLETE AT LEAST TWO OF THE FOLLOWING: COURSES, LIVE COACHING OR COMMUNITY EVENTS. THE LATEST ROUND OF FUNDING IS OPEN FROM OCTOBER 12 - DECEMBER 20, 2023.

ONE-STOP-SHOP

In-House Resource Partners

(By Appointment Only)

LEADERSHIP COACH
ON CALL
ENJOYING LIFE LEADERSHIP

Monday - Friday
8:00 AM - 5:00 PM

FINANCIAL ADVISOR ON CALL
RAYMOND JAMES & ASSOC.

Wednesdays
11:00 AM - 2:00 PM

SMALL BUSINESS
COUNSELING ON CALL
SCORE

Tuesday - Thursdays
10:00 AM - 1:00 PM

TRANSFORMATIONAL
LEADERSHIP COACHING
SHARONDA MICHELL COACHING

DECEMBER 5TH, 12TH, AND 19TH
10:00 AM - 2:00 PM

MEET THE BANKER WITH
FULTON BANK

December 8th
1:00 PM - 3:00 PM

VIRGINIA DEPARTMENT
SMALL BUSINESS SUPPLIER
& DIVERSITY (SBSD)

Monday - Friday
8:00 AM - 5:00 PM

HAMPTON ROADS
WORKFORCE COUNCIL

Monday - Friday
8:00 AM - 5:00 PM

CPA ON CALL
PIXEL FINANCIAL GROUP

Wednesdays
11:00 AM - 2:00 PM

VIRGINIA PROCUREMENT
TECHNICAL ASSISTANCE
CENTER (PTAC)

Wednesdays
9:00 AM - 4:00 PM

Marketing on Call
Artisan-Preneur Consulting

Thursdays
11:00 AM - 1:00 PM

UPCOMING Opportunities



Are you ready to take the leap into entrepreneurship? Do you want to scale your business? A comprehensive 9-class series designed to equip you with the knowledge and tools needed to successfully start or grow your business. Get started today with Startup Virginia's Entrepreneur Certificate Course!

Developed in partnership with industry experts, each class includes videos and resources, providing you with all the information you need to strategically build your business.

Thanks to a collaboration between **Startup Virginia, The HIVE - VB Business Resource Center** and the **Business Development Center at Old Dominion University (BDC)**.

If you are interested in this no-cost course, you will need to first register for business assistance as a new BDC client at: <https://odu.ecenterdirect.com/>

When asked for which Center to enroll please select "The Hive by the City of VA Beach". There are no registration fees.

To learn more about the program contact us:
Email: thehive@vb.gov
Phone: (757) 385-2470



**VENDING AND
CONTRACTING
OPPORTUNITIES**



**VB SWaM Office
Vendor Information &
Opportunities**

**Virginia Beach City
Public Schools
Business
Opportunities**

**Virginia
Contracting
Opportunities**

**Federal Government
Contracting
Opportunities**

UPCOMING Opportunities

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VB SWaM Office
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Opportunities

Federal
Government
Contracting
Opportunities

CITY OF VIRGINIA BEACH SMALL BUSINESS TUESDAY MORNING MIXER

JOIN US!



Scan The QR Code to
Register Your
Organization Today

December 12, 2023
10:00am - 12:00pm
140 Independence Blvd | The HIVE
Virginia Beach, Va 23462

Network



Learn



Grow



You are invited to join us for our Monthly Small Business Mixer!
The goal of this event is to establish a community for small business owners looking to Network, Learn, and Grow! Come out and learn about how your business can Unlock Potential, and Drive Impact with FaithWorks by Malon's Project Inc. Discussion will be focused on providing resources and opportunities for Re-Entry Citizens

Complimentary Refreshments will Be Provided



Aosouna@theworkforcecouncil.org
Jsheffield@theworkforcecouncil.org



(757) 629-4697
(757) 766-4912



Available Office Workspace

THRIVE @ THE HIVE

WHAT

The HIVE is offering a workspace at no cost to existing Virginia Beach startups, home-based businesses and military spouse entrepreneurs to help them grow and succeed.

WHO

The space is available to:


- Virginia Beach startups and/or
- Home-based businesses with current business licenses
- Hampton Roads military spouse entrepreneurs

WHEN

The workspace is available for two months (two business days a week).



For additional business resources, visit us at: yesvirginiabeach.com/thehive or contact us at:

 (757) 385-2470

 thehive@vb.gov



THE
HIVE
Where Businesses Thrive

Members of **Thrive @ The HIVE** have access to:



**PRIVATE
CONFERENCE ROOMS**



**SECURE
HIGH-SPEED WI-FI**



**FREE EVENTS &
BUSINESS FORUMS**



**UNLIMITED FREE
PARKING**



**BUSINESS
COUNSELOR**



**ACCESS TO COMPUTER
TECHNOLOGY**

At The HIVE, You Also Get Access To Our
Network of Applicable Organizations



www.yesvirginiabeach.com/thehive

WHERE

The HIVE is located in the Town Center of Virginia Beach at 140 Independence Blvd., Suite 100.

HOW

To learn more and apply, visit this [page](#). If you are interested in the program but you are not eligible, please check if you qualify for other resources here.