



2023 IEDC Award
Winning Newsletter!

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yesviriniaworks!

NATIONAL VETERANS & MILITARY FAMILIES MONTH

Virginia Beach-Norfolk-Newport News is classified as the number one metro area among 15 others in terms of Veteran-owned businesses. In this region, Veteran-owned businesses make up a significant **10.9%** of the total businesses, totaling **2,905**. These businesses **employ 43,697** people and generate annual **revenues of \$5 billion** or more. This statistic highlights the strength and resilience of the Veteran-owned business community in the area.

The greater Virginia Beach metro area, which includes cities like Hampton, Newport News, Norfolk, and Portsmouth, is home to **204 Military and Veterans' organizations**. These organizations collectively employ 70 people and generate **annual revenues exceeding \$5 million**, with combined **assets of \$12 million**. This underscores the substantial impact that Veteran-centric organizations have on the local community.

In Virginia Beach, the Veteran community is significant and thriving, with a total **Veteran population of 58,287**. This places Virginia Beach as the city with the third largest Veteran population in the state. Notably, there are **1,064 Veteran-owned employer firms**, demonstrating a strong entrepreneurial spirit within this community. These Veteran-owned businesses play a crucial role in contributing to the local economy.

With a Veteran **population share of 16.0%**, Virginia Beach is not only home to a substantial number of Veterans but also a thriving ecosystem of Veteran-owned businesses. These businesses not only contribute to the local economy but also provide valuable employment opportunities and support to the Veteran community in the region.

Data Source: US Census Bureau, July 2022, Cause IQ, Hire A Helper, May 2022

NOVEMBER TRAINING SCHEDULE

THE
HIVE
Where Businesses Thrive

COME THRIVE AT THE HIVE BUSINESS CENTER

Socioeconomic Certifications:

Are You Eligible?

PTAC

November 2nd
12:30 PM-2:00 PM

Business Insurance Workshop

VBOC

November 3rd
10:00 AM-12:00 PM

The Sociology of Marketing: What's in the Mind of Your Prospect?

SCORE

November 8th
10:00AM-12:00PM

Women-Owned Small Business Certification Bootcamp

PTAC

November 8th
9:00AM-12:00PM

Generating Leads Using eVA - Virginia's Online Procurement Portal (Virtual Workshop)

SBSD

November 8th
10:00AM-12:00PM

Introduction to the Business Model Canvas

SCORE

November 9th
6:00PM-8:00PM

Credit and Money Management

Operation HOPE/Fulton Bank

November 13th
6:00PM-8:00PM

Alternative Finance for Business (Lunch and Learn)

Trust Financing Solutions

November 16th
12:00PM-1:00PM

NOVEMBER TRAINING SCHEDULE



COME THRIVE AT THE HIVE BUSINESS CENTER

The Importance of Language with Young Children

Grow Smart
November 18th
10:00AM - 12:00PM

Early Education Business Training

Grow Smart
November 18th
9:30AM-12:00PM

Demographic Profiles for Marketing Success

VB Library
November 20th
10:00AM-11:00AM

SWaM Information Session

SBSD
November 21st
10:00AM-12:00PM

Virginia MBDA Business Center Overview and Resources Program/Invest Wisely

Minority Business Development Agency
November 21st
10:00AM-11:00AM

Long Term Care

World Financial Group
November 21st
6:00PM-8:00PM

Small Business Development Workshop (Virtual)

Operation HOPE
November 27th
6:00PM-8:00PM

Veteran Small Business Certification Bootcamp

PTAC
November 30th
1:00PM-4:00PM



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.

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.

ECONOMIC EQUITY FUND

A \$10 MILLION LOAN FUND THAT PROVIDES LOW-COST FINANCING FOR SMALL, BIPOC- AND/OR WOMEN-OWNED BUSINESSES THAT WERE DISPROPORTIONATELY AFFECTED BY THE ECONOMIC IMPACT OF THE PANDEMIC. AVAILABLE BETWEEN NOW AND DECEMBER 2024.

AMAZON BLACK BUSINESS ACCELERATOR

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

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.



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.

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.

SMALL BUSINESS INNOVATION RESEARCH AND SMALL BUSINESS TECHNOLOGY TRANSFER PROGRAMS

THESE TWO SMALL-BUSINESS PROGRAMS PROVIDE CONTRACTS AND GRANTS FOR EARLY-STAGE SMALL BUSINESSES THAT ARE LOOKING TO COMMERCIALIZE INNOVATIVE RESEARCH AND DEVELOPMENT.

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.

ONE-STOP-SHOP

In-House Resource Partners

(By Appointment Only)

LEADERSHIP COACH
ON CALL
ENJOYING LIFE LEADERSHIP

Wednesdays
11:00 AM - 2:00 PM

VIRGINIA DEPARTMENT
SMALL BUSINESS SUPPLIER
& DIVERSITY (SBSD)

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

FINANCIAL ADVISOR ON CALL
RAYMOND JAMES & ASSOC.

Wednesdays
11:00 AM - 2:00 PM

HAMPTON ROADS
WORKFORCE COUNCIL

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

SMALL BUSINESS
COUNSELING ON CALL
SCORE

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

CPA ON CALL
PIXEL FINANCIAL GROUP

Wednesdays
11:00 AM - 2:00 PM

SWaM ONE-ON-ONE

SBSD
November 14th
9:00AM-5:00PM

VIRGINIA PROCUREMENT
TECHNICAL ASSISTANCE
CENTER (PTAC)

Wednesdays
9:00 AM - 4:00 PM

1 MILLION CUPS

3rd Wednesdays
9:00 AM

LAWYER ON CALL
ARCHANGEL LAW GROUP LLC

Thursday, November 2nd
9:00AM-12:00PM

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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*In Honor of our Nations
Veterans*

VALUING VETERANS COMMEMORATION

THE
VETERANS BUSINESS OUTREACH CENTER

Cordially invites you
To attend a ceremony honoring
Those who have served in times of peace as
well as in war.

THURSDAY, NOVEMBER 9, 2023
NETWORKING RECEPTION 9:30 - 10:30 A.M.
COMMEMORATION CEREMONY 10:30-11:00 A.M.
CAKE CUTTING 11:00—11:30 A.M.

Rsvp 

140 Independence Blvd Virginia Beach, VA
23462

UPCOMING *Opportunities*

2023 MBC



CONFERENCE & FALL EXPO



SAVE THE DATE!



Virginia Beach Convention Center, 1000
19th Street, Virginia Beach

NOV | **09th** | **2023**

VENDING AND
CONTRACTING
OPPORTUNITIES



VB SWaM Office

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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.