

SEPTEMBER 2023

# NEWSLETTER



VIRGINIA  
WESLEYAN  
UNIVERSITY



## What's Inside:

Talent Development Highlights

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Small Business Grants, Loans & Resources

In-House Resource Partners

Upcoming Opportunities



[yesviriniaworks!](http://yesviriniaworks!)

Virginia Wesleyan University and Virginia Beach Economic Development have cultivated a successful partnership spanning three years, aimed at nurturing Talent Development Programs. These initiatives operate within The Hive-VB Business Resource Center at Town Center, various local businesses, and the Virginia Beach Talent Development Center situated at VWU.

As Virginia Beach's university, the oldest institution founded and based in the City, we take immense pride in this enduring alliance.

Over the **2022-23** period, we've served a substantial **2,600 learners** focused on workforce enhancement, resulting in the issuance of more than **1,000 certificates**," said Dr. Scott D. Miller, President of the University.

Since its inception in **2020**, this program has brought significant benefits to the Coastal Virginia community. Over **13,000 Hampton Roads residents**, including more than **10,000 from Virginia Beach**, have reaped the rewards of these offerings.

During the **2022-23** academic year, approximately **1,700 participants** engaged in workshops and programs, leveraging facilities at The Hive, on-campus conveniences, and the premises of Virginia Beach enterprises. Additionally, **900 individuals** accessed the VWU Online platform for flex time Workforce Development offerings.

In a concerted effort to benefit the local community, a diverse array of **23 workforce-centric classes** were presented this year at **zero cost for Virginia Beach residents**.

Topics ranged from career exploration to mastering effective communication, personal finance, professional sales skills, cybersecurity certifications and more. Parallely, numerous other courses were conducted at The Hive and on-site at various commercial establishments.

Register Today at [VWU.edu/workshops](http://VWU.edu/workshops)



# HAMPTONROADS WORKFORCECOUNCIL

ONE REGION. ONE WORKFORCE. ONE ECONOMY.

The HIVE is incredibly grateful for our partnership with the Hampton Roads Workforce Council (HRWC).

Established by the Hampton Roads Workforce Development Board, the Hampton Roads Workforce Council oversees **federally funded workforce development programs** for **ALL** localities in the **Hampton Roads region**. The HRWC provides strategic workforce development solutions designed to assist businesses in accessing qualified workers and job seekers in search of suitable job openings and training opportunities to bolster their earning potential. The HRWC is currently working with over **120 Virginia Beach Businesses**. For each company HRWC is providing either hiring, recruiting, training, and/or retaining services.

Between **July 1st, 2022 – June 30th, 2023**

HRWC assisted **350 VB businesses** with Workforce Recruitment Services, Rapid Response, Incumbent Worker Training, On-the-Job Training, Employer Information/Supportive Services, and Strategic Planning.

HRWC assisted **2,559 VB residents** with training and career counseling.

Enrolled **108 VB residents** into training programs.

Enrolled **22 VB residents** into the VB Relief Program

\*Training includes but not limited to : Helpdesk Admin ,Mariner Boot Camp, ARMED PRIVATE SECURITY PROGRAM, Phlebotomy, CDL-A, Medical Billing & Coding, 1-On-1 Computer Basics, Medication Aide, HI-7000 Patient Care Technician, CAN, Sterile Processing Technician, IT-2000 – IT Helpdesk Administrator

THURSDAY,  
SEPTEMBER 21ST  
5:30 - 7:30PM

## 2023 WORKFORCE INNOVATION AWARDS

Join us as we celebrate workforce innovators in our region.

HAMPTONROADS  
WORKFORCECOUNCIL  
ONE REGION. ONE WORKFORCE. ONE ECONOMY.

RIVERS CASINO  
PORTSMOUTH

# SEPTEMBER TRAINING SCHEDULE



# COME THRIVE AT THE HIVE BUSINESS CENTER

## The Sociology of Marketing

SCORE

September 5th  
10:00 AM-12:00 PM

## Financial Literacy

### Principles of Investing

Raymond James & Associates,  
Inc.

September 6th  
1:00PM-2:00 PM

## SBSD One-On-One Meetings

SBSD

September 6th  
9:00 AM- 3:00 PM

## How to Start a Non-Profit

SCORE

September 7th  
6:00 PM- 8:00PM

## How Community

### Demographics Can Help Start & Grow

#### a Business

VB Library  
September 11th

## Money Management

Operation HOPE  
September 11th  
6:00 PM-8:00 PM

## How to Use ChatGPT for Your Business Series: Part One

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

## SWaM Certification Info Session

SBSD  
September 12th  
10:00 AM-12:00 PM

## SBSD One-On-One Meetings

SBSD  
September 12th  
1:30 PM-5:00 PM

## Money Matters

TransAmerica  
September 12th  
6:00 PM- 7:00 PM

# SEPTEMBER TRAINING SCHEDULE



# COME THRIVE AT THE HIVE BUSINESS CENTER

## Small Business Development Program

Operation HOPE  
Wednesdays  
6:00 PM-8:00 PM

## Alternative Finance for Business (Lunch and Learn)

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

## Nurturing Start Talent- HR Essentials for Beginnings

BEMP Consulting  
September 22  
4:00 PM-5:00 PM

## How to Use ChatGPT for Your Business Series: Part Two

Artisan-Preneur Consulting  
September 18th  
6:00 PM-8:00 PM

## Un-Suck your Website: How to get your website to show up on search results

Anchor Business Solutions  
September 18th  
6:00 PM-8:00 PM

## Hampton Roads Amplify Military Spouses

U.S Chamber of Commerce  
Foundation  
September 20th & 21st  
8:30 AM- 4:30 PM

## Small Business Development Class

Operation HOPE  
September 25th  
6:00 PM-8:00 PM

## Let's Get SWaMmed!: Hands-On Certification Application Assistance

SBSD  
September 28th  
Session 1: 9:00 AM-11:00 AM  
Session 2: 1:00 PM- 3:00PM

## Master Class Part II: Marketing & Pitching

SWaM Business Office  
September 29th  
11:00 AM-4:00 PM





# SMALL BUSINESS GRANTS & LOANS

## **VIRGINIA MINORITY BUSINESS**

### **DEVELOPMENT AGENCY**

THE NON-PROFIT, SBA BACKED CENTER OFFERS A NUMBER OF FREE SERVICES TO WOMEN, VETERANS 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.

### **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.

### **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.

## **VIRGINIA BEACH SMALL BUSINESS CAPITAL ACCESS PROGRAM**

### **-REOPEN**

THE CITY OF VIRGINIA BEACH ANNOUNCED THE REOPENING OF THE CAPITAL ACCESS PROGRAM TO PROVIDE FUNDING TO QUALIFYING SMALL BUSINESSES IN THE FORM OF ZERO-INTEREST LOANS. APPLICATIONS ACCEPTED UNTIL FUNDS EXPIRE.

## **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.

## **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.

## **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.

## **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

## **PASSION COLLECTIVE ATOMIC GRANTS**

Atomic® Grants are for people who are passionate about making change happen, for themselves and others. Do not apply if you are viewing this as simply funding for your business, or you are in financial need. We need to see a clear picture of your passion in your application, your journey so far and your detailed plans for how you would use this grant to move your passion forward  
**September 22nd and December 15th Deadline.**

## **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 names Amber. She passed before she could realize her dreams of starting a business.

## **COVID-19 MENTAL HEALTH RESEARCH:**

If you're willing to be part of research conducted by the National Institutes of Health on the mental health impact of COVID-19, this could be the grant for you.

## **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.

## **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.

## **FRESH START BUSINESS GRANT**

Fresh Start Business Grant. If you're a new business owner or an aspiring entrepreneur looking for capital to grow or launch your business, the Fresh Start Business Grant was made for you. Incfile, a company that helps form businesses, wants to support those looking to start new ventures. Recipients of the grant will receive \$2,500 in addition to Incfile's free gold plan. The 2023 deadlines are March 31, June 30, and September 30.

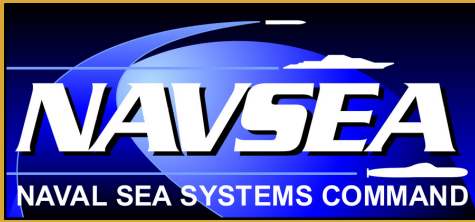
## **BELLE CAPITAL**

Belle Capital is an investment firm focused on companies led by women. Their mission is to help mitigate the unfair gap in funding that women receive compared to men. Although women continue to prove themselves as successful entrepreneurs; their businesses even proving to do better than that of their male counterparts' in some cases, they still receive less funding than men. To learn more about Belle Capital's investment criteria, visit their website.

## **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 GRANTS & LOANS



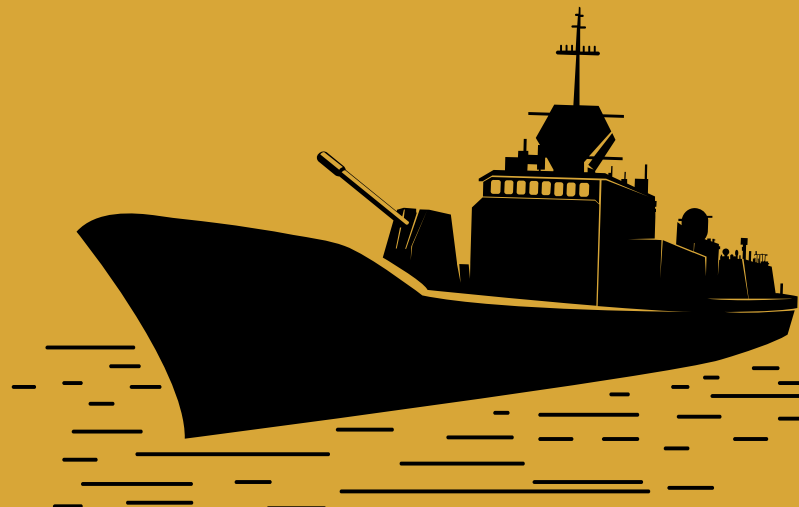
**SBIR** Small Business Innovation Research  
**STTR** Small Business Technology Transfer

## PROGRAM DESCRIPTION

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. Additionally, the program facilitates the transition of the resulting research into the commercial sector, a strategy that increases competition, productivity and economic growth.

The Small Business Technology Transfer (STTR) program is a sister program to SBIR that requires the small business to partner with a University, a Federally Funded Research and Development Center, or a qualified non-profit research institution. The STTR standards require the small business to serve as the prime contractor and perform at least 40 percent of the work, with the research partner performing at least 30 percent of the work. The remaining work may be done either the small business, the research partner, or by a third party.

Visit [www.navysbir.com](http://www.navysbir.com) for more information on eligibility requirements.



# 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

**MARKETING COACH**  
**ON CALL**  
**B.E. SUITE**  
Wednesdays  
11:00 AM - 2:00 PM

**VIRGINIA PROCUREMENT**  
**TECHNICAL ASSISTANCE**  
**CENTER (PTAC)**  
Wednesdays  
9:00 AM - 4:00 PM

**1 MILLION CUPS**  
3rd Wednesdays  
9:00 AM



# UPCOMING Opportunities

BUSINESS NETWORK FOR OFFSHORE WIND  
INDUSTRY EDUCATION

## OffshoreWindREADY

Hosted by the Business Network for Offshore Wind in partnership with the City of Virginia Beach, Offshore Wind Ready is a one-day educational program designed for businesses who want to learn more about specific business opportunities in the U.S. offshore wind industry. This training is free for all Virginia-based businesses. With the help of the Network's skilled industry trainers, you will learn about project development, a project's supply chain components, and where your company fits into the growing industry.

**DATE:**

Thursday, September 21, 2023

**LOCATION:**

Brock Environmental Center  
3663 Marlin Bay Drive  
Virginia Beach, VA 23455

**REGISTRATION**

**COST:** FREE for all Virginia-based businesses

REGISTER TODAY



## Master Class Part II: Marketing and Pitching

Friday, September 29th, 2023

The HIVE in VB. 140 Independence Blvd. 23462

- |         |  |        |   |
|---------|--|--------|---|
| 11-12   | -Doing Business with the City of Virginia beach<br>-Presented by the Finance/Purchasing Director of the SWAM Business Office | 1:30-2 | Networking  |
| 12-1:30 | -Free Lunch and Learn, Marketing Strategies & AI<br>Presented by Simon P. Matthews<br>(Must Register by 9/27)                | 2-4    | -Perfecting Your Pitch + 15 minute one on ones<br>Presented By Kevin Gatlin |

VENDING AND CONTRACTING OPPORTUNITIES



VB SWaM Office

Vendor Information & Opportunities

Virginia Beach City Public Schools  
Business Opportunities

Virginia Contracting Opportunities

Federal Government Contracting Opportunities



FINANCE SWaM Business Office



## Hiring Our Heroes

U.S. Chamber of Commerce Foundation

## Hampton Roads Amplify

Two-Day Career Event for Military Spouses

September 20-21, 2023

### Day 1 | Wednesday, Sept. 20

- 8:30 a.m. – 4:30 p.m. ET
- Public & Professional Speaking
- Resume Prep
- Mentorship Guide
- Local Resource Networking Hour

### Day 2 | Thursday, Sept. 21

- 8:30 a.m. – 4:30 p.m. ET
- LinkedIn for Military Spouses
- Salary Negotiation
- Networking
- Interview Skills

Scan to register



# 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](http://yesvirginiabeach.com/thehive) or contact us at:

 (757) 385-2470

 [thehive@vb.gov](mailto: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](http://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.