



## A Special “Thank you” to our Volunteers!

This month, the HIVE honors the crucial contributions of Virginia Beach’s dedicated volunteers who are the heart and soul of our community. April is National Volunteer Month which presents a perfect opportunity to recognize the selfless efforts of thousands of citizens who generously donate their time and talents to enrich the lives of others.

In the spirit of gratitude, we extend our sincere appreciation to the volunteers who generously give their time across various City initiatives. Together, these individuals collectively contributed over 790,000 hours of service which amounted to a staggering \$23,663,777 in support. These statistics are a testament to the vast impact of volunteerism on our community.

As The HIVE reflects on the significance of their efforts we recognize that every hour volunteered represents not just a moment of altruism but a tangible investment in the well-being and future of our community. We are proud of the impact that The HIVE has had since its inception. It would not have been possible without the dedication of the more than 100 business resource partners who freely share themselves with our small business clients.

With this month-long celebration of our volunteers, we invite The HIVE community to join us in embracing the spirit of service by exploring the diverse array of volunteer opportunities available throughout Virginia Beach. Whether it's leading guided tours at our history museums, participating in local environmental conservation efforts with the Chesapeake Bay Foundation or supporting the country’s largest volunteer-based EMS program, there's a role for everyone to make a meaningful difference.

Established in 1978, the City of Virginia Beach Office of Volunteer Resources stands as a hub for community engagement by allowing residents to actively participate in shaping the future of our city. To learn more about how you can get involved and make a difference, visit [Virginia Beach Volunteer Resources](#) and discover the endless possibilities of service.

Together, The HIVE is celebrating the spirit of giving back and inspiring a legacy of volunteering that will continue to resonate throughout Virginia Beach for generations to come.

"Volunteers do not necessarily have the time; they just have the heart."  
- Elizabeth Andrew

## What's Inside:

April Training  
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# In-Person Training Schedule

## How to Represent Your Brand: Your Business Introduction

SBSD  
April 2nd  
9:30 AM-12:00 PM

## Authoring Your Vision: From Aspiration to Achievement- Part II (Lunch & Learn Series)

Promise Land Capital  
April 4th  
12:00 PM-1:00 PM

## Authoring Your Vision: From Aspiration to Achievement- Part III (Lunch & Learn Series)

Promise Land Capital  
April 11th  
12:00 PM-1:00 PM

## Alternative Financing for Business

Trust Financing Solutions  
April 16th  
11:00 AM-12:00 PM

## Marketing to the Federal Government

APEX Accelerator  
April 16th  
9:30 AM-12:00 PM

## Marketing Master Class: Lunch & Learn - Branding and Pitching

SWaM Business Office  
April 17th  
12:00 PM-4:00 PM

## What is a "Bot" and How Can It Benefit Your Small Business (Lunch & Learn)

Diamond Bots  
April 17th  
12:00 PM-1:00 PM

## Latest Updates on SBA Procurement Programs & Small Business Financing

VACC  
April 18th  
1:00 PM-3:30 PM

# In-Person Training Schedule

## Business Model Canvas

SCORE  
April 20th  
10:00 AM-12:00 PM

## Grow Your Customer Base with Data Axle Reference Solutions

VB Library  
April 22nd  
11:30 AM-12:30 PM

## SWaM Information Session

SBSD  
April 22nd  
10:00 AM-12:00 PM

## Cutting Costs with AI: A Roadmap for Small Businesses

Artisan-Preneur  
April 24th  
10:00 AM-11:00 AM

## Turning Strangers into Customers Using AI

Jeraud Marketing Group  
April 25th  
11:00 AM-12:00 PM

## How to Protect Your Small Businesses from Digital Threats (Lunch & Learn)

SBN Solutions  
April 25th  
12:00 PM-1:00 PM

# Virtual Training Schedule

## Federal Solicitations and Proposal Management, 7 Cs of Good Proposal Writing

Virginia APEX  
April 2nd  
12:30 PM-2:00 PM

## Foreign Direct Investment in the Defense Sector

Virginia APEX  
April 4th  
12:30 PM-2:00 PM

## How to Write a Business Plan – Your Roadmap to Success

SCORE  
April 4th  
1:00 PM

## Benefits of Volunteering with SCORE as a Business Mentor

SCORE  
April 9th  
1:00 PM

## Intro to Selling to Virginia- Workshop #1

Virginia Department of General  
Services  
April 10th  
10:00 AM-11:30 AM

## Federal Contracting: WOSB (Woman Owned Small Business)

Certification  
Virginia APEX  
April 10th  
12:30 PM-2:00 PM

## Successful Teaming Agreements and Subcontracts

Virginia APEX  
April 11th  
10:00 AM-1:00 PM

## How to Manage Your Debt – Strategies for Financial Health and Growth

SCORE  
April 11th  
1:00 PM

# Virtual Training Schedule

## The Entrepreneurial Equation: Working for You and Your Business

SBSD  
April 16th  
11:00 AM

## A Basic QuickBooks Guide for Small Business Owners

SCORE  
April 16th  
1:00 PM

## Generating Leads Using eVA Workshop #2

Virginia Department of General  
Services  
April 17th  
10:00 AM-12:00 PM

## Summer Hiring – Compliance Considerations and Tips for Success

SCORE  
April 18th  
1:00 PM

## Opportunity Identification for Government Contracting

Virginia APEX  
April 22nd  
12:30 PM-2:00 PM

## Intro to State Government Contracting

SBSD  
April 23rd  
12:00 PM

# ONE-ON-ONE Business Consultations

(By Appointment Only)

## **Meet the Banker (Fulton Bank)**

April 5th                      April 12th  
1:00 PM-3:00 PM      1:00 PM-3:00 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

## **Hampton Roads Workforce Council**

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

## **Access to Capital (Promise Land Capital)**

Tuesdays & Thursdays  
10:00AM-4:00PM

## **CPA On Call (Pixel Financial Group)**

Every Other Wednesdays  
11:00 AM - 2:00 PM

## **Transformational Leadership Coaching (Sharonda Mitchell Coaching)**

Tuesdays  
10:00 AM - 2:00 PM

## **Virginia APEX Accelerator**

Wednesdays  
9:00 AM - 4:00 PM

## **Marketing On Call (Artisan-Preneur Consulting)**

Thursdays  
11:00 AM - 1:00 PM

## **One-on-One Business Counseling (SBSD)**

April 4th  
9:00 AM-5:00 PM

# UPCOMING *Opportunities*

## VENDING AND CONTRACTING OPPORTUNITIES



VB Open Solicitations  
(Construction of Winston  
Salem Avenue  
Improvements)

VB SWaM Office  
Vendor Information &  
Opportunities

Virginia  
Contracting  
Opportunities

Federal Government  
Contracting  
Opportunities

2024

## SPRING CONTRACTORS ROUNDTABLE

This annual event is primed to deliver valuable information to the business owner about upcoming subcontracting opportunities in Hampton Roads and how you can CAPITALIZE on these opportunities. Network with financiers, City of Virginia Beach Procurement Specialists, and best of all, the prime contractors themselves.

REGISTRER TODAY  
[virginiaibeach.gov/mbc](http://virginiaibeach.gov/mbc)



VIRGINIA BEACH  
RIPPLIE EFFECT

THURSDAY  
APRIL 11, 2024

ATC TCC VA BEACH CAMPUS



THE CONLAN  
COMPANY



THE FRANKLIN  
JOHNSON  
GROUP



FLATIRON



HAMPTON  
ROADS  
CONNECTOR  
PARTNERS

# UPCOMING Opportunities

## VENDING AND CONTRACTING OPPORTUNITIES



VB Open Solicitations (Construction of Winston Salem Avenue Improvements)

VB SWaM Office Vendor Information & Opportunities

Virginia Contracting Opportunities

Federal Government Contracting Opportunities

## Marketing Master Class: Lunch & Learn



Wednesday, April 17th, 2024  
The HIVE in VB. 140 Independence Blvd. 23462



Marketing & Branding



Perfecting Your Pitch

Attendees will get a big-picture view of marketing and close-up interactive opportunities to put these concepts to good use.

### Learn How To

Create Your Own Marketing Campaign  
Find Your Perfect Audience  
Create a BOLD Brand

Concur Your Nerves  
Leave a Lasting Impression  
Build Relationships + Win Business

### Event Schedule

- 12 -1:30 Free Lunch and Learn, (Register by 4/15) Marketing & Branding Presented By Simon P. Matthews, MBA. CEO of Open Door Media Solutions, LLC
- 1:30 - Networking
- 2 - 4 Perfecting Your Pitch + 15 minute one on ones Presented By Kevin Gatlin. CEO of PlayTime Edventures, LLC

Register Now



<https://rb.gy/g2mzm5>

### SPONSORS





# UPCOMING *Opportunities*

## VENDING AND CONTRACTING OPPORTUNITIES



VB Open Solicitations  
(Construction of Winston  
Salem Avenue  
Improvements)

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Federal Government  
Contracting  
Opportunities



The Virginia Department of Small Business and Supplier Diversity invites you to attend the 2024 Small Business Symposium: Meet Your Business Resources.

**Tuesday, May 7th, 2024 | 9am-12pm**

**Sandler Center for the Performing Arts**  
**201 Market Street, Virginia Beach, VA 23462**

**This event is in partnership with the City of Virginia Beach Economic Development and the HIVE Business Resource Center.**

Join us to meet all the resources for your business: finance, economic development, mentoring, training, and more!

**SCAN HERE:**



**CLICK HERE TO REGISTER!**



# SMALL BUSINESS GRANTS & LOANS

## **VIRGINIA MINORITY BUSINESS DEVELOPMENT AGENCY**

FUNDED BY THE U.S. DEPT OF COMMERCE, MINORITY BUSINESS DEVELOPMENT AGENCY, THEY HELP MINORITY BUSINESS ENTERPRISES GAIN GREATER ACCESS TO CONTRACTS/MARKETS/CAPITAL IN THE FEDERAL/STATE/LOCAL/COMMERCIAL SPACE. THEY DELIVER STRATEGIC BUSINESS CONSULTING, TECHNICAL ASSISTANCE PROGRAMS & WORK TO UNDERSTAND YOUR CAPABILITIES TO DEVELOP NEAR & LONG-TERM STRATEGIC GROWTH.

## **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.

## **FAST BREAK FOR SMALL BUSINESS**

150 SMALL BUSINESSES WILL RECEIVE \$10,000 GRANTS AND A LEGALZOOM PRODUCT OF THEIR CHOOSING, VALUED UP TO \$500. 3,000 EMERGING ENTREPRENEURS WHO HAVEN'T YET LAUNCHED THEIR INTENDED BUSINESS WILL RECEIVE A LEGALZOOM PRODUCT OF THEIR CHOOSING, VALUED AT UP TO \$500.

## **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.

## **WALMART LOCAL COMMUNITY GRANTS**

LOCAL COMMUNITY GRANTS ARE AWARDED THROUGH AN OPEN APPLICATION PROCESS AND PROVIDE FUNDING DIRECTLY FROM WALMART AND SAM'S CLUB FACILITIES TO LOCAL ORGANIZATIONS IN THE U.S. LOCAL COMMUNITY GRANTS RANGE FROM A MINIMUM OF \$250 TO A MAXIMUM OF \$5,000



# 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.

**JOBBER GRANTS**  
JOBBER WANTS TO RECOGNIZE YOUR ACCOMPLISHMENTS AND ACCELERATE YOUR PLANS FOR THE FUTURE, AND HAVE 15 GRANTS WORTH \$10,000 EACH TO AWARD TO EVERY TYPE OF HOME SERVICE PROFESSIONAL. WHETHER YOU'RE JUST STARTING OUT OR YOU'RE AN EXPERIENCED BUSINESS OWNER, YOU'RE INVITED TO APPLY!

### **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.

**FEDEX SMALL BUSINESS GRANT**  
FEDEX AWARDS UP TO \$30,000 A PIECE TO 10 SMALL BUSINESSES ANNUALLY. ONE VETERAN-OWNED BUSINESS FROM AMONG THOSE 10 WINNERS CAN RECEIVE AN ADDITIONAL \$20,000 FROM USAA SMALL BUSINESS INSURANCE. WINNERS ALSO RECEIVE MONEY TO USE TOWARD FEDEX OFFICE PRINT AND BUSINESS SERVICES.

**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.

# For Women Only

## GRANTS & LOANS

### **CCWC WOMEN OF COLOR ENTREPRENEUR GRANT**

THE CORPORATE COUNSEL WOMEN OF COLOR WILL PROVIDE WOMEN OF COLOR ENTREPRENEURS IN THE UNITED STATES WITH FINANCIAL ASSISTANCE IN \$2,500 GRANTS.

### **LAUNCH PROGRAM**

THE LAUNCH PROGRAM PROVIDES WOMEN AND NON-BINARY SMALL BUSINESS OWNERS CAPITAL THROUGH A \$10,000 GRANT, MENTORSHIP FROM INDUSTRY EXPERTS, AND SIX MONTHS OF FREE EDUCATION THAT SUPPORTS THEM ON THEIR UNIQUE JOURNEYS.

### **IFUNDWOMEN UNIVERSAL GRANT**

AT IFUNDWOMEN, MEMBERS HAVE ACCESS TO A VARIETY OF GRANTS, FROM OUR MONTHLY PAY-IT-FORWARD CROWDFUNDING GRANT TO THOSE FROM CORPORATE PARTNERS LIKE VISA, UNILEVER, DIAGEO, VISTA, ADIDAS, AMERICAN EXPRESS, AND MORE.

### **GRANTSFORWOMEN.ORG**

GRANTS FOR WOMEN HELPS SMALL BUSINESS OWNERS FIND AND RESEARCH GRANT OPPORTUNITIES. THE GRANTS DIFFER IN SCOPE, REGION, QUALIFYING CRITERIA, AND AMOUNT, BASED ON THE INSTITUTION OFFERING THEM.

### **GIVING JOY GRANTS**

WOMEN OVER THE AGE OF 18 ARE ELIGIBLE TO APPLY FOR A GRANT FROM GIVING JOY. WINNERS WILL RECEIVE MICROGRANTS BETWEEN \$250-\$500, WHICH CAN BE PUT TOWARD LAUNCHING A BUSINESS OR NONPROFIT, OR EXPANDING AN EXISTING BUSINESS OR CHARITY ORGANIZATION. THE CURRENT APPLICATION WINDOW RUNS FROM JANUARY 1 - APRIL 30, 2024.

### **THE KITTY FUND MOTHER-LED BUSINESS GRANT**

THE KITTY FUND MOTHER-LED BUSINESS GRANT OFFERS \$1,000 GRANTS TO BUSINESSES FOUNDERS WHO IDENTIFY AS MOTHERS. YOUR BUSINESS MUST HAVE BETWEEN TWO AND 50 EMPLOYEES, BE U.S.-BASED AND HAVE REVENUE OF \$5 MILLION OR LESS.

### **ECHO360 TECH GRANT**

THE ECHO360 E3 TECH GRANT PROGRAM PROVIDES EDUCATORS, TRAINERS, AND FACILITATORS THE RESOURCES TO ADVANCE EQUITY, ENGAGEMENT, AND EVIDENCE IN ANY LEARNING ENVIRONMENT. ECHO360 E3 TECH GRANTS WILL AWARD UP TO 20 RECIPIENTS WITH CASH OR SOFTWARE GRANTS US \$2,000 IN CASH OR UP TO \$5,000 IN SOFTWARE IN EACH OF THE PROGRAM'S TWO CATEGORIES: ECHOIMACT GRANTS AND ECHOINNOVATION GRANTS.

### **EMPOWHER GRANTS**

FEMALE SMALL-BUSINESS OWNERS WHO ARE AT LEAST 22 YEARS OLD MAY BE ELIGIBLE FOR AN EMPOWHER GRANT FROM BOUNDLESS FUTURE FOUNDATION. YOUR BUSINESS MUST HAVE BEEN ESTABLISHED WITHIN THE LAST THREE YEARS IN ORDER TO BE ELIGIBLE. GRANT FUNDING IS AWARDED AS REIMBURSEMENT OF UP TO \$25,000 FOR BUSINESS-RELATED EXPENSES.

### **HALSTEAD GRANT**

THE HALSTEAD GRANT IS AN ANNUAL AWARD FOR ENTREPRENEURS LOOKING TO BREAK INTO THE SILVER JEWELRY INDUSTRY. THE WINNER RECEIVES A \$7,500 STARTUP GRANT, AS WELL AS \$1,000 IN JEWELRY MERCHANDISE. FIVE FINALISTS AND SEMI-FINALISTS ALSO RECEIVE \$250 OR \$500 AND HELP WITH PROMOTING THEIR BUSINESSES.

# 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).

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



**PRIVATE  
CONFERENCE  
ROOMS**



**SECURE HIGH-  
SPEED WI-FI**



**FREE EVENTS &  
BUSINESS  
FORUMS**



**UNLIMITED  
FREE PARKING**



**BUSINESS  
COUNSELORS**



**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.



For additional business resources, visit us at: [yesvirginiabeach.com/thehive](http://yesvirginiabeach.com/thehive) or contact us at:

 (757) 385-2470

 [thehive@vbgov.com](mailto:thehive@vbgov.com)



THE  
**HIVE**  
Where Businesses Thrive