



What's Inside:

VB Small Business Survey

January Training Schedule

Small Business Grants, Loans & Resources

In-House Resource Partners

Upcoming Opportunities

Thrive @ The HIVE



yesvirginiaworks!

YOUR INPUT MATTERS!

Help Shape the Future of Virginia Beach Businesses in 2024

Dear Virginia Beach Business Owners and Startups,

As we start the new year, we are excited to continue our mission of supporting and fostering the growth of businesses in Virginia Beach.

Your success is our priority, and we believe that your input is invaluable in shaping the programs and initiatives that will drive economic growth and innovation in our community.

The HIVE's team is reaching out to you for your insights. We are in the process of planning programs and initiatives for 2024, and we want to ensure that they align with the needs and aspirations of our vibrant business community.

To achieve this, we have created a brief Business Survey that covers various aspects of your business, challenges you may be facing, and areas where you see opportunities for growth. Your responses will play a crucial role in guiding the HIVE- Virginia Beach Business Resource Center's efforts to provide tailored support to businesses of all sizes.

[Take the Survey](#)

Your participation will not only contribute to the development of effective programs but also enable us to better understand the unique needs of Virginia Beach businesses. Together, we can create a thriving environment for innovation, collaboration, and success.

We appreciate your time and commitment to the growth of our community. If you have any questions or would like to discuss your input further, please feel free to reach out to us.

Thank you for being a vital part of the Virginia Beach business community. We look forward to your valuable input.

The HIVE Team

JANUARY TRAINING SCHEDULE



COME THRIVE AT THE HIVE BUSINESS CENTER

SWaM Information Session

SBSD

January 3rd

10:00 AM – 12:00 PM

SBA Lending: The Difference Between Conventional Business Loans and SBA Business Loans

Fulton Bank

January 10th

11:00AM-12:00 PM

Navigating Financial Success: Strategies for Small Businesses

Promise Land Capital

January 11th

10:00AM-11:00AM

Resume Building Workshop

Randstad USA

January 11th

10:30 AM – 11:30 AM

Intro to Online Success: Digital Marketing for Beginners

Anmara Digital

January 18th

11:00AM-12:00 PM

Dominating the Next 12 Months for Your Business

Entr.

January 18th

12:00 PM – 1:30 PM

Creating a Magnet Vision

Sharonda Mitchell Coaching

January 18th

6:30 PM – 8:00 PM

Empowering Entrepreneurs – Basics of Creating a Business

SCORE

January 20th

10:00 AM – 12:00 PM

JANUARY TRAINING SCHEDULE



COME THRIVE AT THE HIVE BUSINESS CENTER

Expand Your Business Potential with Data Axle Reference Solutions

VB Public Library
January 23rd
10:00AM-11:00AM

How to Make Business Introductions and Represent Your Brand w/ Barbara Smith

SBSD
January 23rd
10:00AM-12:00PM

Diamond Bots Knowledge Share: Intro to Robotic Process Automation for Small Business

Diamond Bots
January 24th
10:30AM-11:15AM

Finding Government Contracting Opportunities

APEX
January 25th
10:00AM-12:00PM

Building Wealth as an Entrepreneur

Live More
January 25th
6:00PM-7:00PM

SWaM Information Session

SBSD
January 30th
9:00AM-11:30AM



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

Small Business Counseling
On Call
SCORE

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

Vision to Victory with Promise
Land Capital

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

Transformational
Leadership Coaching

Sharonda Mitchell Coaching
Tuesdays
10:00 AM - 6:00 PM

Marketing On Call
Artisan-Prenuer Consulting

Thursdays
11:00 AM - 1:00 PM

Meet the Banker with
Fulton Bank

January 5th & January 12th
1:00 PM - 3:00 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

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

One-on-One Business
Counseling (SBSD)

January 10th
9:00 AM - 5:00 PM

One-on-One Business
Counseling (SBSD)

January 30th
1:00 PM - 5:00 PM

Lawyer on Call (Archangel
Law Group)

January 18th & January 25th
9:00 AM - 12:00 PM

UPCOMING Opportunities

VENDING AND CONTRACTING OPPORTUNITIES



VB Open Solicitations
(Construction of Winston
Salem Avenue
Improvements).

VB SWaM Office
Vendor Information &
Opportunities

Virginia Beach City
Public Schools
Business
Opportunities

Virginia
Contracting
Opportunities

Federal Government
Contracting
Opportunities

The HIVE
Where Businesses Thrive
Entrepreneur Certificate Course

A comprehensive 9-class series designed to equip you with the knowledge and tools needed to successfully start or grow your business.

STARTUP
VIRGINIA

Business Development Center
at ODU

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@vbgov.com
Phone: (757) 385-2470



UPCOMING Opportunities

VIRGINIA WESLEYAN UNIVERSITY GLOBAL CAMPUS

Enhance Your Skills AND Increase Your Employability

LOW- AND NO-COST PROFESSIONAL DEVELOPMENT WORKSHOPS

AT VIRGINIA WESLEYAN UNIVERSITY AND THE HIVE
Register today at vwu.edu/workshops

If you've completed a previous workshop and would like to enroll in another, please email ceinfo@vwu.edu.

Logistic Supply Chain Management Including Tariffs and Customs Rules and Regulations

January 22 - March 13 Mon/Wed | 6-8 pm

THE HIVE | 140 INDEPENDENCE BLVD., VIRGINIA BEACH
This workshop covers essential aspects of supply chain management, operations, and logistics, encompassing tariffs, customs rules, and regulations. Topics include logistics fundamentals, shipment management, export/import document handling, determination of trade restrictions, and product classification. Learn about shipping processes, document management, proper product classification, and transportation costs. Equip yourself with practical skills for effective supply chain and logistics management.

Medical Coding Entrepreneurship: Medical Terminology & Anatomy

January 22 - March 14

Mon/Tues/Wed/Thurs | 6-9 pm
THE HIVE | 140 INDEPENDENCE BLVD., VIRGINIA BEACH
Medical Terminology & Anatomy for Coding gives a step-by-step approach to introduce students to the anatomy of body systems and the corresponding medical terms related to them. For each body system, broad coverage of anatomy, physiology, pathology, diagnostic procedures, treatment procedures, and pharmacology is provided. Students begin with an introduction to Greek and Latin word parts and rules for building medical terms.

Project Management Essentials with CAPM® Prep

January 22 - March 13 Mon/Wed | 6-8 pm

THE HIVE | 140 INDEPENDENCE BLVD., VIRGINIA BEACH
Participants will gain skills essential to project managers and those in support roles, with course materials aligned with the internationally recognized standards of project management. Course is oriented to concepts such as time, cost, risk, and communication. Once completed, participants can meet or exceed the educational prerequisites for the Certified Associate in Project Management (CAPM®) certification offered through the Project Management Institute (PMI®). Note: Hours count towards the 35 hours of project management education/training or CAPM® certification.

CompTIA A+ Certification Workshop Core 1

January 23 - March 14 Tues/Thurs | 6-9 pm

CLARKE HALL, ROOM 125 | WWU (HYBRID)
This workshop prepares participants for the CompTIA A+ exam. CompTIA A+ is the industry standard for launching IT careers in today's digital world. The CompTIA A+ Core Series requires candidates to pass two exams: Core 1 (220-1101) and Core 2. Prerequisite: A+ Certification Prep Workshop or IT experience (resume required).

Participants are responsible for course material costs.

CompTIA Security+

January 23 - March 14 Tues/Thurs | 6-9 pm
SOCIAL SCIENCE LAB 107, ALLEN VILLAGE | WWU (HYBRID)

The first security certification a candidate should earn. This workshop provides the basic knowledge required for any cybersecurity role and provides a springboard to intermediate-level cybersecurity jobs.

Participants are responsible for course material costs.

CompTIA Data+

January 23 - March 14 Tues/Thurs | 6-9 pm

CLARKE HALL, ROOM 217 | WWU (HYBRID)
Data+ brings data analysis to life. As the importance for data analytics grows, more job roles are required to set context and better communicate vital business intelligence. Learn to collect, analyze and report on data in this workshop. Prerequisite: Excel.

Participants are responsible for course material costs.

Intermediate and Advanced Excel Training

January 22 - March 13 Mon/Wed | 6-9 pm

CLARKE HALL, ROOM 125 | WWU
This workshop gives an overview of Microsoft Excel basics and then gradually builds a solid foundation for those looking to use this software in their careers. Perfect for entry-level professionals interested in learning to use Excel in their daily tasks.

VENDING AND
CONTRACTING
OPPORTUNITIES



VB SWaM Office
Vendor
Information &
Opportunities

Virginia Beach
City
Public Schools
Business
Opportunities

Virginia
Contracting
Opportunities

Federal
Government
Contracting
Opportunities



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@vbgov.com



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.