

NEWSLETTER

Spring into Success: Embracing Renewal in Q2 at the Virginia Beach HIVE

As April arrives, business owners at the Virginia Beach HIVE have the perfect opportunity to embrace the season of renewal. Just as spring brings fresh blooms and longer days, the second quarter of 2025 presents a chance to refocus goals, revitalize strategies, and foster growth. Whether it's launching a new product, refreshing marketing efforts, or strengthening community connections, this is the time to cultivate fresh energy and momentum.

For many entrepreneurs, the daily grind of running a business can be exhausting. Managing operations, handling finances, and juggling responsibilities can leave little time to step back and reset. That's why National Month of Hope serves as an important reminder to pause, reflect, and find renewed inspiration. Hope fuels resilience and taking a moment to recharge—whether through mentorship, networking, or simply celebrating small wins—can make all the difference in long-term success.

April is also National Internship Awareness Month, highlighting the value of internships in shaping the future workforce. The Virginia Beach HIVE continues to benefit from talented interns from the Entrepreneurship and Business Academy at Kempsville High School as well as colleges across the state. These students gain hands-on experience in business development, marketing, and operations while providing fresh perspectives to local businesses. Investing in interns not only strengthens the pipeline of future entrepreneurs but also offers business owners a unique opportunity to mentor and develop emerging talent.

To help entrepreneurs seize new opportunities this quarter, the Virginia Beach HIVE is hosting a series of workshops covering key business topics. These include Artificial Intelligence for Business, which explores how AI can streamline operations and boost efficiency, and From Chaos to Clarity – How to Structure Your Business for Growth, a hands-on session designed to help business owners organize and refine their processes for long-term success. Additionally, the "Finding Financing that Fits" symposium will feature a panel of commercial lenders, including microloan providers, non-bank financing options, state loan programs, and a regional bank, offering valuable insights into funding sources. As we move forward, let's embrace the season of renewal and take advantage of the tools, knowledge, and connections available to spring into success in Q2!

Scan to sign up
for our monthly
newsletter &
weekly
updates!



(757)385-2470

thehive@vbgov.com

yesvirginiabeach.com



The HIVE - VB Business Resource
Center



thehivevb



The HIVE - VB Business Resource Center

In-Person Training Schedule

Business Essentials for Entrepreneurs: Navigating Commercial Real Estate

BP Real Estate
April 2nd
6:00 PM - 7:30 PM

Business Model Canvas

SCORE
April 5th
10:00 AM - 12:00 PM

Let's Talk Retirement!

W.I.N. Group
Various Mondays
7:00 PM - 8:30 PM

The Resilient Entrepreneur's Toolkit

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

Resumes Reimagined with Generative A.I. - A Hands-On Workshop Offered by

Veterans Forge
Veterans Forge
April 11th
9:00 AM - 11:00 AM

Next Level Networking! How to Elevate YOUR Networking Game!

THE Michelle Olivia
April 14th
10:00 AM - 12:00 PM

Non-Traditional Funding Options for Small Businesses

Trust Financing Solutions
April 15th
11:00 AM - 12:00 PM

Out of the Mud & Into Profit: Build Your Impact Portfolio Using Simple Systems

VBF Global Network
April 15th
6:30 PM - 7:30 PM

In-Person Training Schedule

4-Steps to Financial Security for Entrepreneurs

TJS Financial Solutions, LLC
April 16th
9:00 AM - 11:00 AM

Navigating Cannabis Accounting: A Workshop for Financial Compliance and Success

Armintia
April 17th
11:00 AM - 12:00 PM

Communicating and Creating Exceptional Customer Service

Managing Communications
April 22nd
10:00 AM - 12:00 PM

(Lunch & Learn) From Chaos to Clarity - How to Structure Your Business for Growth

Invisara
April 22nd
12:00 PM - 1:00 PM

(Lunch & Learn) Authentic Leadership

Karen Price Owen Life Coaching
April 22nd
12:00 PM - 2:00 PM

Foundations in Generative A.I. - A Hands-On Workshop Offered by Veterans Forge

Veterans Forge
April 23rd
9:00 AM - 12:00 PM

Fix Your Website Fast: 3 Easy Upgrades for Small Businesses

Courtney Jacobs Web Design
April 23rd
9:00 AM - 10:30 AM

SWaM Certification Information Session

SBSD
April 29th
10:00 AM - 12:00 PM

Customer Service: Kindness is the Key!

Amann LLC
April 30th
10:00 AM - 12:00 PM

Simple Strategies to Protect Your Home and Small Business from Cyber Attacks

SBN Solutions
April 30th
11:30 AM - 12:30 PM

Virtual Training Schedule

Capital Readiness for New and Startup Businesses

SBA
April 2nd
10:00 AM - 11:30 AM

Federal Proposal Writing 101

Virginia APEX Accelerator
April 2nd
10:00 AM - 1:00 PM

Simple Business Plan Bootcamp

Virginia SBDC
April 3rd
10:00 AM - 12:00 PM

Building Strong Credit

Operation HOPE
April 7th
6:00 PM - 7:00 PM

Intro to Selling to Virginia - Workshop #1

Virginia Department of General Services
April 9th
10:00 AM - 11:30 AM

Credit and Money Management Workshop

Operation HOPE
April 9th
12:00 PM - 1:00 PM

Generate Leads Using eVA - Workshop #2

Virginia Department of General Services
April 15th
10:00 AM - 12:00 PM

Mastering Small Business Financial Management - Keys to Growth and Profitability

SCORE
April 15th
1:00 PM - 2:00 PM

Virtual Training Schedule

Building the Foundation for Your New Business

Virginia SBDC
April 17th
10:30 AM - 12:00 PM

Integrating A.I. in Your Business - Harnessing Workstations for SMB A.I.

Operations
SCORE
April 17th
1:00 PM - 2:00 PM

Business Development Program

Operation HOPE
April 17th
6:30 PM - 8:00 PM

Budgeting & Saving

Operation HOPE
April 22nd
9:30 AM - 10:30 AM

Federal Solicitations and Proposal Management, How to Read a Solicitation

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

Digital Marketing Strategies to Boost Your Business Growth

SCORE
April 22nd
1:00 PM - 2:15 PM

Microloans Available to Small Businesses in Virginia

SBA
April 23rd
12:00 PM - 1:30 PM

How to Fund Your Business Without a Loan - Alternative Funding Sources

SCORE
April 24th
1:00 PM - 2:00 PM

ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

Meet the Banker (Fulton Bank)

April 11th
1:00 PM - 3:00 PM

Marketing Consultation with Simon (Open Door Media Solutions, LLC)

Wednesdays, Thursdays, & Fridays
10:00 AM - 4:00 PM

Financial Advisor on Call (Wealth Avenue)

Wednesdays
11:00 AM - 2:00 PM

Transformational Leadership Coaching (Sharonda Michell Coaching)

Tuesdays
11:00 AM - 4:00 PM

Thursdays
11:00 AM - 7:00 PM

CPA on Call (Pixel Financial Group)

April 2nd, April 16th, & April 30th
11:00 AM - 2:00 PM

Discover the Power of Coaching (Karen Price Owen Life Coaching)

Wednesdays
1:00 PM - 3:00 PM

Business Counseling (SBSD)

April 1st
9:00 AM - 5:00 PM

April 23rd
9:00 AM - 5:00 PM

Website Audit & Strategy Session (Courtney Jacobs Web Design)

April 23rd
11:00 AM - 1:00 PM

Small Business Counseling Sessions (SCORE)

Tuesdays & Thursdays
10:00 AM - 1:00 PM

Customer Service Consulting (Amann LLC)

April 30th
12:00 PM - 3:00 PM

Virginia APEX Accelerator Program

Select Wednesdays
10:00 AM - 4:00 PM

CRECIENDO JUNTOS @ THE HIVE

(By Appointment Only)

Posicionamos tu Marca e incrementamos tus Ventas (ExpandLogy)

Spanish

English

Desarrollo y Emprendimiento de Empresas (Chamber for Hispanic Progress)

April 7th
11:00 AM - 12:00 PM

NUESTRA MISIÓN

El HIVE es un centro de recursos empresariales que tiene el objetivo de promover un ecosistema innovador y empresarial en Virginia Beach. El HIVE se compromete a prestar servicios a las pequeñas empresas, en particular a aquellas que se encuentran en comunidades con desventajas sociales y económicas.

QUÉ

El HIVE ofrece consultoría individualizada, programas de capacitación, seminarios, asistencia de adquisición, formación de capital, mentoría, redes y una variedad de recursos fundamentales para pequeñas empresas que comienzan y las ya establecidas dentro de una red cooperativa de agencias gubernamentales, instituciones educativas, sectores privados y organizaciones comunitarias.

DÓNDE

El HIVE se encuentra en el centro de Virginia Beach, en el corazón del distrito empresarial de la ciudad, donde algunas de las empresas más destacadas de la región tienen su sede. Es un lugar conveniente para reunirse con mentores y acceder a una variedad de recursos.

QUIÉN

El HIVE está reservado para el uso exclusivo de nuevas empresas y ya existentes que necesitan recursos in situ para orientarlas hacia el crecimiento y el éxito.

El HIVE es perfecto para:

- Empresas nuevas y en la fase de madurez
- Nuevos participantes de la comunidad empresarial de Virginia Beach
- Empresas internacionales nuevas en los EE. UU. o la ciudad
- Personas que buscan ampliar sus habilidades para aprovechar las oportunidades de educación continua que se ofrecen en el HIVE
- Empresas existentes que desean crecer y expandirse

UPCOMING OPPORTUNITIES

Flatiron Hosted Virginia Beach Project SWaM & MBE Opportunities Event

Wednesday, April 2nd
10:00 AM - 11:00 AM

"Flatiron invites you to our SWaM and MBE Informational Session for the Windsor Woods, Princess Anne Plaza & The Lakes Drainage Improvements Project. Come meet the team to learn more about the project details, schedule, SWaM/MBE opportunities, and the bidding process/platform for the project. Potential SWaM/MBE Scopes of work include, but are not limited to:"

- Landscaping
- Trucking/Hauling
- Fencing
- F&I Rebar
- Concrete Flatwork
- Surveying
- Office Trailers
- Building Finishes
- Erosion Control
- Traffic Control
- Project Signage
- Quality Control
- Site Security
- Street Sweeping
- Fueling/Greasing
- Masonry
- Photo and Video Documentation
- Safety supplies
- Site Restrooms
- Structure Demolition
- Concrete Ready-Mix
- Aggregates
- Rip Rap
- Asphalt Paving
- Underground Utilities
- Electrical
- Waterproofing
- Welding
- Concrete Pumping
- Painting
- Geotech I&M
- Office Cleaning
- Dewatering
- Pavement Markings
- Joint Sealing
- Saw Cutting
- And more!

Register with QR Code



<https://bit.ly/4bY9xkH>

FLATIRON



Questions? Email: ACaprari@flatironcorp.com



The HIVE VB Business Resource Center
140 Independence Blvd, Suite 100

**Seating is limited so
register TODAY!**



Thursday, April 24th



9:00 AM - 12:00 PM



2025 Financing Symposium

"FINDING YOUR FINANCING FIT"

The seminar will help start-up and current business owners learn about loans that range from \$5,000 microloans to multi-million-dollar loans for equipment and real estate. The panel of experts will explain their respective programs and will be on hand afterward for your specific questions.

Microlending,
Rufus Tyler,
Capital Access Hub

State of Virginia Financing Programs
Terrance Rogers,
Virginia Small Business Finance
Authority



Commercial Lending
Craig Palmore,
Trust Financing Solutions

Bank Financing
Carin Schneller-Carr,
Southern Bank





Commonwealth
Cyber Initiative
COASTAL VIRGINIA



OLD DOMINION UNIVERSITY

School of Cybersecurity

Cybersecurity Clinic

We are looking for small businesses, non-profits, or other organizations who need help understanding their cybersecurity risks.

COVA CCI, the southeastern node of Virginia's Commonwealth Cyber Initiative, in partnership with Valor Cybersecurity will use teams of selected students to provide free Cybersecurity-as-a-Service to small and medium businesses to assess these organizations cybersecurity preparedness and risk posture. This is a pro-bono 15-week course that will be offered during the Fall and Spring academic semesters.

If interested in applying for this program submit an application using this QR Code.



Send questions to:
covacci@odu.edu

Why Apply?

Free cybersecurity risk assessment to your business.

Gives hands-on, real-world experience to students pursuing a career in cybersecurity.

Creates connections with cybersecurity professionals.



FOOD, BEVERAGE & RETAIL CONCESSION OPPORTUNITIES

NON-MANDATORY WORKSHOP

Date: April 23, 2025

Time: 9 A.M. - 4 P.M.

Location: Main Boardroom

Norfolk International Airport (ORF)

2200 Norview Ave, Norfolk VA 23518

The Norfolk Airport Authority will be soliciting proposals through a Request for Proposals (RFP) process during the second quarter of 2025 that will include a complete update to all current food, beverage and retail concessions at ORF. The concessions program will be broken into packages that will be individually awarded with the contracts commencing July 1, 2026.

The RFP will include food and beverage offerings from national name brands as well as popular local brands that can be operated effectively in a busy airport environment. For retail, the venues should include products that are regularly used by the traveling public and positively represent the southeastern coastal Virginia and northeastern North Carolina regions.

Why Attend?

- ✪ **Open to all interested national and local operators.** This workshop will outline the basics of the program and seek input from proven operators on elements that will position ORF to develop a leading concessions program with world-class operators.
- ✪ **Find out more about ORF** and how TransformORF is changing the landscape of our concessions offerings.
- ✪ **The one-day workshop will include a networking session** where national operators can interact with local operators to pursue joint venturing opportunities.

Nearly 5M passengers in 2024

Skytrax 4-Star Regional Airport Rating



Nine airlines serving more than 40 nonstop markets

More than \$1B in capital improvements planned

To register for the workshop: please confirm your attendance through this link by April 15, 2025:



orfconcessionsworkshop.eventbrite.com

**HERE & THERE
FOR YOU**

SMALL BUSINESS GRANTS & LOANS



Virginia Minority Business Development Agency

Funded by the U.S. Department of Commerce, Minority Business Development Agency, they help Minority Business Entrepreneurs gain greater access to contracts/markets/capital in the Federal/State/Local/Commercial space. They deliver strategic business consulting, technical assistance & work to understand your capabilities to develop near & long-term strategic growth.

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.

Amazon Black Business Accelerator

Grow your business with dedicated resources, financial assistance, business education & coaching, and marketing & advertising support.

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.

The Freed Fellowship Grant

Each month, a small-business owner can receive a \$500 micro-grant from the Freed Fellowship. Monthly grant recipients are also eligible for a \$2,500 annual grant. Applications are accepted on a rolling basis. While this grant is open to all small-business owners, women and minority entrepreneurs are encouraged to apply.

The Commonwealth of Virginia's Business and Economic Development Financing Arm

Aligned within Virginia's Department of Small Business and Supplier Diversity, the VSBFA offers programs to provide businesses, not-for-profits, and economic development authorities with the financing needed for economic growth and expansion throughout the Commonwealth. To accomplish this goal, we offer loans directly to businesses & non-profits, credit enhancements to banks that are lending to businesses & non-profits, as well as bond financings to benefit for-profit businesses, 501 (c) (3) not-for-profit entities, and to support clean energy and P3 transportation projects. We also help small businesses seeking to attract equity investments by providing an equity incentive grant

SMALL BUSINESS GRANTS & LOANS



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.

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.

Hello Alice Grants

Hello Alice provides a single application for multiple grants, as well as knowledge, networking, and connections for entrepreneurs. New grants are constantly being added.

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.

Virginia Innovation Partnership Corporation (VIPIC)

VIPIC grows and diversifies Virginia's economy by investing in and accelerating innovation, commercialization, and entrepreneurship. Its funding programs are designed to bridge critical financial gaps that startups, researchers, and innovators face, including through grants, seed funding, and other investments. Learn more about the funding opportunities VIPIC offers to best support you and your technology throughout the "innovation continuum".

757 Angels

757 Angels, part of the 757 Collab network or programs in Hampton Roads, connects qualified investors with vetted companies. Since its inception, 757 Angels has invested more than \$105 million into 52 companies. Its angels network, is a thriving network of more than 130 regionally minded, accredited investors who, in addition to providing capital, offer a variety of expertise to support entrepreneurs on their journey.

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.

SMALL BUSINESS GRANTS & LOANS



Community Business Partnership (CBP)

The CBP serves startups and existing small business owners including women, veterans, and minorities primarily located in the DMV Metropolitan region. The business owners we serve are across most business sectors and have a wide range of financial positions. However, we focus on supporting micro-enterprises that are underbanked and underserved in our community.

Virginia Economic Development Incentive Grant (VEDIG)

The Virginia Economic Development Incentive Grant program (VEDIG) assists and encourages companies to invest and create new employment opportunities by locating significant headquarters, administrative, or service sector operations in Virginia. There must be an active and realistic competition between Virginia and another state or country for attracting the project.

Grants.gov


Grants.gov is one of the first resources you may want to investigate for business grants —both minority grants and other opportunities. The database, maintained by the Office of Management and Budget (OMB), contains information about more than 1,000 federal grants. It also includes details about the eligibility requirements for each program

To apply for a grant through the Grants.gov system, you'll need to first establish a Workspace account that you (and your team) use to access the system's applications. Once you complete this step, you'll be free to search for federal grants that align with your business goals and apply for those you believe are a good match for you.

Available Office Workspace



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

 (757) 385-2470

 thehive@vbgov.com



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

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 the HIVE's [Thrive @ the HIVE page](#). If you are interested in the program but you are not eligible, please check if you qualify for other resources here.