



Startup World Cup 2024

Innovate Hampton Roads, in partnership with the **Virginia Beach HIVE Business Resource Center**, is proud to announce the Startup World Cup Virginia Regional that will kick off with entrepreneur workshops at The HIVE on August 27th and culminate with the pitch competition the evening of August 28th at Zeiders American Dream Theater in Virginia Beach. Anis Uzzaman, Chairman of Startup World Cup, expressed his enthusiasm about the new partnership: "We are thrilled to partner up with Innovate Hampton Roads for the Startup World Cup Virginia Regional."

Open to all startups across Virginia, the event encourages wide participation and promises attendees an evening of networking, pitch competitions, and insights into the world of global startup ecosystems. The winner of the regional competition will represent Virginia at the Startup World Cup Grand Finale in San Francisco, competing for a \$1 million investment prize. The regional event is limited to 100 startups; there isn't a specific vertical, and startups can range from pre-seed to Series A companies.

Startup founders and CEOs interested in becoming contestants for the \$1,000,000 investment prize can enter an application using the following **Jotform by Innovate Hampton Roads and the City of Virginia Beach Economic Development.**

Tim Ryan, Executive Director of Innovate Hampton Roads, commented, "Hosting the Startup World Cup Virginia Regional is a testament to our organization's commitment to showcasing the region's innovation and entrepreneurship ecosystem. We are excited to showcase Virginia's talented entrepreneurs and connect them with unparalleled opportunities worldwide."

For more information or to register as an attendee for the event, please visit the **Startup World Cup website** or the **Innovate Hampton Roads website.**

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Celebrate Black Business Month!

Black Business Month, celebrated every August since 2020, is a significant time to recognize and appreciate black-owned businesses across the nation.

Support Black-Owned Businesses:

Supporting black-owned businesses during Black Business Month and beyond is crucial, especially as many are still recovering from the pandemic's impact. During the pandemic, 53% of black business owners saw revenues fall by 50% or more, compared to 37% of white business owners.

1. **Shop at Black-Owned Businesses:** Seek out black-owned businesses and become a regular customer for your favorites. Check out this article highlighting [Black-Owned Businesses in Virginia Beach](#) and the Virginia State Directory of Black-Owned Businesses.
2. **Write Reviews:** Reviews sell! People rely heavily on reviews. They are easy to write so take a minute to do it and encourage others to do the same. Spreading awareness from anywhere from family to friends can cause a ripple effect for that business.
3. **Attend events that highlight Black businesses:** Look for events around your community and the state. For example, consider attending the [Virginia Black Business Expo](#).
4. **Invest in a business:** If you are able, seek out growing businesses that offers stock or other investment opportunities. Don't just buy local, invest local!

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In-Person Training Schedule

Why Long-Term Care Matters & How to Minimize Tax Legally

World Financial Group
August 1st
6:00 PM – 7:00 PM

Small Businesses Pivoting to New Niches

SWaM Office
August 12th
10:30 AM – 12:00 PM

The Wealth Transfer Series – Part I

NAACP
August 3rd
9:30 AM – 11:30 AM

Non-Traditional Funding Options for Business & Commercial Real Estate

Trust Financing Solutions
August 13th
11:00 AM – 12:00 PM

The Wealth Transfer Series – Part

II
NAACP
August 10th
9:30 AM – 11:30 AM

SWaM Information Session

SBSD
August 14th
1:00 PM – 3:00 PM

In-Person Training Schedule

Cyber Attacks: How They Work and Tips on How to Combat Them

SBN Solutions
August 15th
6:00 PM – 7:00 PM

Business Building Series – Non Profit

NAACP
August 17th
9:30 AM – 11:30 AM

Weiss Ratings: The Tool That Helps Business Owners Make Informed Financial Decisions

VB Public Libraries
August 19th
11:30 AM – 12:30 AM

Create Your Life's Vision

Karen Price Owen Life Coaching
August 20th
10:00 AM – 12:00 PM

Small Business Financial Wellness

SWaM Office
August 20th
10:30 AM – 12:00 PM

Managing Risk as a Small Business Owner

VBOC
August 21st
10:00 AM – 12:00 PM

In-Person Training Schedule

Credit Card Processing ... A Little Help From a Friend!

Clear Choice Payment Processing
August 21st
11:00 AM - 12:00 PM

(Lunch & Learn) Cyber Attacks: How They Work and Tips on How to Combat Them

SBN Solutions
August 21st
11:30 AM - 12:30 PM

Procurement Industry Day Region 757

VACC
August 22nd
10:00 AM - 3:00 PM

Potential Criminal Penalties for Owning a Business? After January 1st, the Answer Will be "Yes" for Many

Williams Mullen
August 26th
12:00 PM - 1:00 PM

Current & Future Opportunities in the Virginia Cannabis Industry

Armintia
August 29th
11:00 AM - 12:00 PM

Legal-Ease: Contract Break-Down

JMA LAW, PLC
August 29th
12:00 PM - 2:00 PM

Virtual Training Schedule

Access to Capital & Understanding Business Plans

SBA

August 1st

12:00 PM - 1:00 PM

Building Strong Credit

Operation HOPE

August 5th

1:00 PM - 2:00 PM

8-Night Small Business Development Series

Operation HOPE

August 5th

5:00 PM

How to Earn Royalties and Expand Your Market Through Strategic Licensing

SCORE

August 6th

1:00 PM - 2:00 PM

Marketing 101 For Federal Contractors: Attract The Primes, Attract The Government

Virginia APEX Accelerator

August 6th

1:00 PM - 3:00 PM

Social Media Marketing for Small Businesses - Basics and Latest Trends

SCORE

August 8th

1:00 PM - 2:30 PM

Banking 101

Operation HOPE

August 12th

1:00 PM - 2:00 PM

Credit and Money Management

Operation HOPE

August 12th

5:00 PM - 6:00 PM

Virtual Training Schedule

Setting Financial Goals

Operation HOPE
August 13th
6:00 PM - 7:00 PM

Intro to Selling to Virginia - Workshop #1

Virginia Department of General
Services
August 14th
10:00 AM - 11:30 AM

Budgeting and Saving

Operation HOPE
August 14th
7:00 PM - 8:00 PM

Small Business Workshop

Operation HOPE
August 14th
8:00 PM - 9:00 PM

Marketing on a Budget: Boost Your Brand Without Breaking the Bank

SCORE
August 20th
1:00 PM - 2:00 PM

Generating Leads Using eVA - Workshop #2

Virginia Department of General
Services
August 21st
10:00 AM - 12:00 PM

How to Optimize Your Google Business Profile to Boost Your Online Presence

SCORE
August 22nd
1:00 PM - 2:00 PM

How Leverage A.I. in Proposal and Capture Process Improvement

Virginia APEX Accelerator
August 28th
10:00 AM - 12:00 PM

ONE-ON-ONE

BUSINESS CONSULTATIONS

(By Appointment Only)

Meet the Banker (Fulton Bank)

August 9th
1:00 PM – 3:00 PM

Transformational Leadership Coaching (Sharonda Mitchell Coaching)

Tuesdays
10:00 AM – 2:00 PM

Financial Advisor on Call (Reservoir Financial)

Wednesdays
11:00 AM – 2:00 PM

Marketing on Call (Artisan-Preneur Consulting)

Thursdays
11:00 AM – 1:00 PM

Access to Capital (Promise Land Capital)

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

Small Business Coaching Sessions (SCORE)

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

CPA on Call (Pixel Financial Group)

Every Other Wednesday
11:00 AM – 2:00 PM

Virginia APEX Accelerator Program

Wednesdays
9:00 AM – 4:00 PM

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

Wednesdays
1:00 PM – 3:00 PM

One-on-One Business Counseling (SBSD)

August 20th
9:00 AM – 12:00 PM

CRECIENDO JUNTOS @ THE HIVE (CHAMBER FOR HISPANIC PROGRESS) (By Appointment Only)

Posicionamos tu Marca e
incrementamos tus Ventas
(ExpandLogy).

Español

English

Comienza tu Futuro Financiero
(Chartway Federal Credit Union).

August 12th & August 20th

11:00 AM - 2:00 PM

Desarrollo y Emprendimiento de
Empresas
(Chamber for Hispanic Progress).

August 7th

10:00 AM - 11:00 AM

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*

Vending and Contracting Opportunities



VB Open Solicitations (Construction of Winston Salem Avenue Improvements)

Virginia Contracting Opportunities

VB SWaM Office Vendor Information & Opportunities

Federal Government Contracting Opportunities

VWU Professional Development No-Cost Online Courses

Enhance Your Skills AND Increase Your Employability

The fully **online self-paced tutorials** are part of the continuing education offerings through VWU Global Campus and join the University's other non-credit course options. Register today and get access to self-paced training and improve your professional skill set—perfect for job seekers, business owners, students, recent graduates, and volunteers. These courses will commence on August 1st.

Register today at vwu.edu/academics

Professional Development No-Cost Online Courses

- **Business Budgeting for Beginners**
- **Professional Sales Skills**
- **Managing Customer Service**
- **Six Sigma: Total Quality Applications**
- **Intro to Microsoft Excel 2019/Office 365**
- **Intermediate Microsoft Excel 2019/Office 365**
- **Using Social Media in Business**
- **Introduction to Nonprofit Management**



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.

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.

Amazon Black Business Accelerator

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

Virginia Beach Community Organization Grant

The Community Organization Grant (COG) program provides an opportunity for qualified nonprofit organizations that deliver services to Virginia Beach residents to receive funding from the City. The City Council-appointed COG Review and Allocation Committee evaluates applications and determines how best to allocate funds among the organizations.

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.



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.

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.

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.

for women only

SMALL BUSINESS GRANTS & LOANS



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.

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.

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.

Backstage Capital

Backstage invests in startup founders who identify as a Woman, Person of Color, and/or LGBTQ. They believe these founders are underestimated and have the most potential for unlocking innovation and creating valuable businesses. To support more founders, they're growing a global community of local accelerator programs.

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.

Minority and Women Farmers and Rancher Loans

Loans to historically underserved and women farmers and ranchers are not a special type of loan program or loan type. Rather, this designation refers to a specific funding source known as Socially Disadvantaged Applicant (SDA) funding. To be considered for targeted funding, loan applicants must voluntarily provide race, ethnicity, and gender information.


Jane M. Klausman Women in Business Scholarship

The Jane M. Klausman (JMK) Women in Business Scholarship program helps women pursue undergraduate and master's degrees in business management and overcome gender barriers from the classroom to the boardroom.

Available Office Workspace



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

 (757) 385-2470

 [thehive@vb.gov.com](mailto:thehive@vb.gov)



THE
HIVE
Where Businesses Thrive

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.