

# NEWSLETTER

## Celebrating Small Business Month with You!

Small Business Month is a time dedicated to celebrating the vital role that small businesses play in our economy and communities. Small businesses are the backbone of many economies around the world; what they lack in size, they often make up for in dedication and tight-knit relations to their communities. We also celebrate Small Business Week, which is a dedicated time, usually held during the first week of May (4th – 10th), to recognize and celebrate the impact of small businesses on the economy and their communities. Organized by the U.S. Small Business Administration (SBA) and other partners, the week features events such as workshops, panel discussions, networking opportunities, and award ceremonies that honor outstanding small business owners and entrepreneurs. During this month, we also observe Military Appreciation Month, where it is a time to honor and recognize the sacrifices and contributions of service members past and present. To show their duality, 8.2% of small businesses in Hampton Roads are owned by veteran entrepreneurs, while continuing to also make up 8.5% of the workforce. By participating in Small Business Month, people help create momentum for small business growth, inspire new entrepreneurs, and contribute to the ongoing health and diversity of the local and national economy. And, here at The HIVE VB Business Resource Center, we continue to shine a light on the wonderful small business in Hampton Roads by gearing topics toward small business needs brought by small businesses!



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



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[yesvirginiabeach.com](http://yesvirginiabeach.com)



The HIVE - VB Business Resource  
Center



thehivevb



The HIVE - VB Business Resource Center

# In-Person Training Schedule

## SWaM Certification Information

### Session

SBSD

May 7th

10:00 AM - 12:00 PM

## Content Creation Crash Course |

### Capture. Create. Convert.

EQ Hacker, LLC

May 8th

10:00 AM - 12:00 PM

## Empowering Entrepreneurs: A Comprehensive Guide to Launching Your Business in VA

SCORE

May 10th

10:00 AM - 12:00 PM

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

### Forge

Veterans Forge

May 14th

9:00 AM - 12:00 PM

## Buy a Business, Build a Legacy: How to Skip the Startup Struggle and Step into Ownership

Trust Financing Solutions

May 14th

11:00 AM - 12:00 PM

## Build Your Very Own Marketing Director - Powered by A.I.

Jeraud Marketing Group

May 19th

10:00 AM - 12:00 PM

## Entrepreneurship is Stressful: The Mental Health Benefits of Sewing

Stretch Couture by Sonya Z

May 19th

6:00 PM - 8:00 PM

## Out of the Mud & Into Profit: How to Start a Podcast to Optimize Your Business

VBF Global Network

May 19th

6:30 PM - 7:30 PM

# In-Person Training Schedule

**The Big 3 in Business:  
Mindset, Skillset, Toolset Leads to  
Assets**

12 Stone Consulting  
May 20th  
10:00 AM - 12:00 PM

**Communicating and Creating  
Exceptional Customer Service**

Managing Communications  
May 20th  
1:00 PM - 3:00 PM

**Business Succession Planning:  
Securing Your Business's Future**

TJS Financial Solutions, LLC  
May 21st  
10:00 AM - 12:00 PM

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

Veterans Forge  
May 22nd  
9:00 AM - 11:00 AM

**Adaptive Mindset Mastery**

Karen Price Owen, Executive & Life  
Coach  
May 22nd  
10:00 AM - 12:00 PM

**Navigating the Cannabis Industry:  
PTCB Course Information Session**

Armintia  
May 22nd  
11:00 AM - 12:00 PM

**The Resilient Entrepreneur's Toolkit**

SBSD  
May 27th  
10:00 AM - 12:00 PM

# Virtual Training Schedule

## **Soar Above Stress**

Sharonda Michell Coaching  
Various Dates & Times

## **How to Start a Business**

SBA  
May 5th  
1:00 PM - 1:45 PM

## **Helping Your Business Thrive: Financing Options & Moving Money**

SCORE  
May 6th  
1:10 PM - 1:30 PM

## **Credit and Money Management Suite**

Operation HOPE  
May 6th  
6:00 PM - 7:30 PM

## **Into to Selling to Virginia - Workshop #1**

Virginia Department of General Services  
May 7th  
10:00 AM - 11:30 AM

## **Financing Your Small Business**

SBDC  
May 8th  
10:00 AM - 12:00 PM

## **Business Foundations Series - Management**

SBDC  
May 13th  
12:00 PM - 1:00 PM

## **How to Write a One-Page Business Plan:**

### **A Step-by-Step Guide**

SCORE  
May 13th  
1:00 PM - 2:30 PM

## **Marketing 101**

SBDC  
May 14th  
10:00 AM - 12:00 PM

# Virtual Training Schedule

## **Generating Leads Using eVA - Workshop #2**

Virginia Department of General  
Services  
May 14th  
10:00 AM - 12:00 PM

## **Credit and Money Management Suite**

Operation HOPE  
May 20th  
6:00 PM - 8:00 PM

## **Business Foundations Series - Marketing**

SBDC  
May 20th  
12:00 PM - 1:00 PM

## **Small Business Workshop**

Operation HOPE  
May 22nd  
1:30 PM - 2:30 PM

## **Business Foundations Series - Money**

SBDC  
May 27th  
12:00 PM - 1:00 PM

## **The Google Ads Playbook: How to Advertise Your Business on Google**

SCORE  
May 27th  
1:00 PM - 2:00 PM

## **Federal Contracting: Marketing to the Government**

Virginia APEX Accelerator  
May 28th  
12:30 PM - 2:00 PM

## **Loans, Grants and Other Funding Options for Women-Owned Businesses**

SCORE  
May 29th  
1:00 PM - 2:00 PM

# ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

## Meet the Banker (Fulton Bank)

May 9th  
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

## Marketing on Call (Artisan-Preneur Consulting)

Monday - Friday  
9:00 AM - 4:00 PM

## CPA on Call (Pixel Financial Group)

Tuesday - Friday  
9:00 AM - 5:00 PM

## Release Your Radiance Coaching (Sharonda Michell Coaching)

Tuesdays  
11:00 AM - 4:00 PM

## Business Counseling (SBSD)

Monday - Friday  
9:00 AM - 5:00 PM

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

Wednesdays  
1:00 PM - 3:00 PM

## Small Business Counseling Sessions (SCORE)

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

## Financing for Business Operations or Commercial Real Estate Acquisition (Trust Financing Solutions)

May 14th  
12:00 PM - 1:00 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)**

May 5th  
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**

Thursday, May 8th  
1:00 PM - 2:00 PM

"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**



# FLATIRON





# ***UPCOMING OPPORTUNITIES***

## **Walker Business Leaders Conference & MIC Awards**

Thursday, June 5th

3:00 PM - 7:00 PM

4100 Virginia Beach Blvd | Virginia Beach, VA 23452

"Join us for an afternoon of networking, learning, and celebration! We will be honoring outstanding achievers in the business community!"

### **Offering Sessions in:**

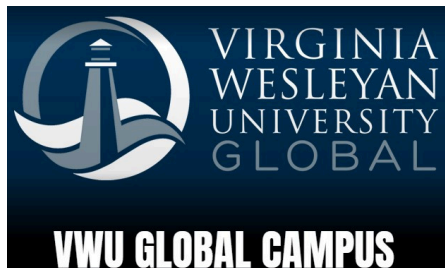
- Public Speaking
- Operations & Human Resources
- Finances & Investments
- Health & Wellness

### **Tickets Available Now**

- \$30 General Admission
- \$40 VIP

*Serving Heavy Hors D'oeuvres*





# Enhance Your Skills & Increase Your Employability

Low- and No-Cost Professional Development Workshops  
At Virginia Wesleyan University and The HIVE

Summer I 2025 | May 12 - July 3, 2025

In-Person Workshops at Virginia Wesleyan University & The HIVE

## IT Certification Prep Workshop

**May 12 - July 2**

Mon/Wed | 6 - 8:00 PM

Instructor: Leon Burke

Clarke Hall, Room 125 | VWU

This workshop is the prerequisite for the CompTIA Certification workshops. Students will learn and review basic computer concepts and terminology to prepare them for the CompTIA A+ and Security workshops. The prep workshop is designed for those students seeking to enroll in the A+ and Security+ workshops. *Completion of this workshop earns a microcredential and electronic badge from VWU.*

## CompTIA Security+

**May 13 - July 3**

Tue/Thur | 6 - 9:00 PM

Instructor: Annie Gallup

Social Science Lab 107 | VWU

CompTIA Security+ is the first security certification a candidate should earn. It establishes the core knowledge required of any cybersecurity role and provides a springboard to intermediate-level cybersecurity jobs. *Participants are responsible for course material costs. Completion of this workshop earns a microcredential and electronic badge from VWU.*

## Logistics Supply Chain Management -> Including Tariffs and Customs Rules and Regulations

**May 12 - July 2**

Mon/Wed | 6 - 8:00 PM

Instructor: Ron Roistacher

The HIVE | 140 Independence Blvd., Virginia Beach

This workshop covers fundamental aspects of supply chain management, operations, logistics, and customer service. Participants will gain insights into transportation and logistics, shipment management, and handling export and import documents. Key topics include shipping processes, document management for international trade, and effective management of transportation costs. *Completion of this workshop earns a microcredential and electronic badge from VWU.*

## CompTIA A+ Core 2

**May 13 - July 3**

Tue/Thur | 6 - 9:00 PM

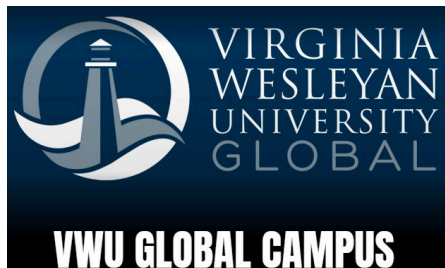
Instructor: Christina Todd

Clarke Hall, Room 125 | VWU

Prepare for success with the CompTIA A+ Core 1 workshop. This workshop prepares participants for the CompTIA A+ exam. CompTIA A+ is the industry standard for launching IT careers into today's digital world. The CompTIA A+ Core Series requires candidates to pass two exams: Core 1 (220-1101) and Core 2. Preferred prerequisites: IT Certification Prep or CompTIA A+ Core 1 workshops, or relevant IT Experience (email resume to [ceinfo@vwu.edu](mailto:ceinfo@vwu.edu)). *Participants are responsible for course material costs. Completion of this workshop earns a microcredential and electronic badge from VWU.*

**Register today at**  
[vwu.edu/workshops](http://vwu.edu/workshops)

*If you've completed a previous workshop and would like to enroll in another, please email*  
[ceinfo@vwu.edu](mailto:ceinfo@vwu.edu).



# Enhance Your Skills & Increase Your Employability

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## CompTIA Network+

**May 13 - July 3**

Tue/Thur | 6 - 9:00 PM

Instructor: Michael Skipper

Clarke Hall, Room 125 | VWU

Enhance Your Networking Expertise with CompTIA Network+! As the backbone of modern communication and technology, networking is essential for every IT professional. This workshop equips you with the skills to design, manage, and troubleshoot both wired and wireless networks, ensuring seamless connectivity and security. Gain experience in configuring network devices, understanding protocols, and implementing best practices. Elevate your ability to support organizational infrastructure and prepare for the CompTIA Network+ certification. *Participants are responsible for course material costs. Completion of this workshop earns a microcredential and electronic badge from VWU.*

## Public Speaking 1: Skill Mastery

**May 12 - July 2**

Mon/Wed | 6 - 8:00 PM

Instructor: Allison Moore

Greer Center, Room 255 | VWU

Focused on helping participants build confidence, overcome fear, and deliver effective presentations. *Completion on this workshop earns a microcredential and electronic badge from VWU.*

## Project Management Essentials with CAPM Prep

**May 13 - July 10 (break June 1-6)**

Tue/Thur | 6 - 8:00 PM

Instructor: Dr. Charmaine Wilson

The HIVE | 140 Independence Blvd, Virginia Beach

Equip yourself with crucial project management skills tailored for both project managers and support roles. Our course materials adhere to globally recognized project management standards. Focused on key concepts including time, cost, risk, and communication, participants will not only meet but exceed the educational prerequisites for the Certified Associate in Project Management (CAPM®) certification by PMI®. These hours contribute to the 35 hours of required project management education/training for CAPM® certification. *Completion of this workshop earns a microcredential and electronic badge from VWU.*

## Microsoft Office Specialist: Introduction to Excel

**May 13 - July 3**

Tue/Thur | 6 - 9:00 PM

Instructor: Will White

The HIVE | 140 Independence Blvd, Virginia Beach

As a candidate for this certification, you demonstrate your ability to apply the main features of Excel. In this first session, participants will learn to master creating and managing worksheets and workbooks and creating cells and ranges. This session will cover the skills measured for managing worksheets, workbooks, data cells, and ranges. The Microsoft Office Specialist certification demonstrates the skills needed to get the most out of Excel. *Completion of this workshop earns a microcredential and electronic badge from VWU.*

**Register today at**  
[vwu.edu/workshops](http://vwu.edu/workshops)

*If you've completed a previous workshop and would like to enroll in another, please email*  
[ceinfo@vwu.edu](mailto:ceinfo@vwu.edu).

# 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 (VIPC)**

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



(757) 385-2470



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