

NEWSLETTER



Honoring Veteran Entrepreneurs: A Veterans Day Tribute from The HIVE

As we celebrate Veterans Day, we pause to honor the courageous men and women who have served in the military, as well as those who continue to contribute through their entrepreneurial endeavors. Virginia Beach, home to [NAS Oceana](#), [Joint Expeditionary Base Little Creek-Fort Story](#), and [Dam Neck Naval Base](#), is uniquely positioned to benefit from the presence of veterans

transitioning into civilian life. Many of these veterans have chosen to launch businesses, leveraging the leadership, resilience, and strategic skills honed during their military service.

7% of businesses in Hampton Roads are owned by veterans, which is almost three times the national average, according to Old Dominion University's Dragas Center for Economic Analysis and Policy. These businesses are making significant contributions to the local economy, driving innovation, job creation, and community growth. They serve a diverse range of industries - from technology to construction and professional services - demonstrating the versatility and ingenuity of veteran entrepreneurs.

At The HIVE, we are proud to work with many veterans, transitioning military service members and military spouse entrepreneurs, providing resources and support as they navigate new careers or launch businesses. We also want to take this opportunity to thank our key partners who help serve the veteran community:

- [HRWC Veterans Employment Center](#) assists veterans in accessing job training, educational opportunities, and other critical services that support workforce reintegration and business success.
- [Virginia APEX Accelerator](#) helps veteran-owned businesses navigate federal and state contracting, providing valuable guidance to unlock government procurement opportunities.
- [ODU VBOC \(Veterans Business Outreach Center\)](#) offers entrepreneurial training, mentorship, and resources to veterans, transitioning service members, and their spouses, empowering them to start and grow successful businesses.
- [Veteran Small Business Roundtable at the HIVE](#): a monthly gathering for veteran small business owners and entrepreneurs designed to create a supportive community where participants can share Tactics, Techniques, and Procedures (TTPs) aimed at empowering their businesses from a veteran's perspective.

We are excited to announce that HIVE Socials is expanding its presence!

Starting November 2024, you can connect with us on:

[Instagram](#), [Facebook](#), and [LinkedIn](#)

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



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The HIVE at Virginia Beach
Economic Development



thehivevb



The HIVE - VB Business Resource Center

In-Person Training Schedule

Mastering the Art of Pitching Your Business

VB SWaM Office
November 4th
9:00 AM - 11:00 AM

Coffee & Human Resource Consultation: Employee or Contractor

HPI Consulting LLC
November 5th
9:00 AM - 10:00 AM

Virginia Beach Uplift Graduation

VB SWaM Office
November 6th
9:30 AM - 12:00 PM

SWaM Information Session

SBSD
November 6th
1:00 PM - 3:00 PM

Minority Business Council Fall Conference & Expo

VB SWaM Office
November 7th
12:00 PM - 5:00 PM

Money Mindset: Money is the new sexy!

Weiss Financial Consulting LLC
November 7th
10:00 AM - 11:30 AM

Business Model Canvas SCORE

November 9th
10:00 AM - 12:00 PM

Introduction to Project Management: Key to Project Success

Invisara
November 12th
11:00 AM - 12:00 PM

Entrepreneur's Guide to Overcoming Overwhelm:

Boost Your Productivity & Business Growth

Karen Price Owen Life Coaching
November 12th
1:00 PM - 3:00 PM

Non-Traditional Funding Options for Businesses

Trust Financing Solutions
November 13th
11:00 AM - 12:00 PM

In-Person Training Schedule

Design Thinking for Business Planning

Veterans Business Outreach Center
November 14th
10:00 AM - 12:00 PM

(Lunch & Learn) Speed 2 Lead: How Faster Follow-up Equals More Revenue

Jeraud Marketing Group
November 14th
11:00 AM - 1:00 PM

Networking 101: How's YOUR Intro

Michelle Olivia Travels
November 18th
10:00 AM - 12:00 PM

Learn to Profile Your Customer Base

VB Public Libraries
November 18th
11:30 AM - 12:30 PM

Coffee & Human Resource Consultation:

Finding Your Talent!

HPI Consulting LLC
November 19th
9:00 AM - 10:00 AM

Employee Benefits:

Health Care Insurance Explained

Full Circle Insurance
November 19th
11:00 AM - 12:00 PM

Hampton Roads Veterans Business Network

SBDC
November 21st
8:30 AM - 10:30 AM

Savoring Safely:

Infused Oils & Spices for Your Thanksgiving Spread

Armintia
November 21st
11:00 AM - 12:00 PM

(Lunch & Learn) The World of Philanthropy: Starting & Maintaining a Nonprofit Organization

JMA LAW, PLC
November 21st
12:00 PM - 2:00 PM

Virtual Training Schedule

Legal Series 1: Business Law

SBA
November 4th
12:00 PM - 1:30 PM

8-Part Entrepreneurial Training Series

Operation HOPE
November 4th
12:00 PM - 2:00 PM

Basic Elements of a Business Plan

SBA
November 6th
10:00 AM - 11:15 AM

Intro to Selling to Virginia - Workshop #1

Virginia Department of General
Services
November 6th
10:00 AM - 11:30 AM

Business Branding 101 - How to Create Your Brand Strategy

SCORE
November 7th
1:00 PM - 2:30 PM

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

Virginia APEX Accelerator
November 12th
12:30 PM - 2:00 PM

Time Management Strategies for Small Business Owners

SCORE
November 12th
1:00 PM - 2:00 PM

Generating Leads Using eVA - Workshop #2

Virginia Department of General
Services
November 13th
10:00 AM - 12:00 PM

Virtual Training Schedule

**Beneficial Ownership Reporting
Under the Corporate Transparency
Act - FinCEN Info Session**

SCORE
November 13th
1:00 PM - 2:00 PM

**Year-End Tax Preparation for Your
Business**

SCORE
November 14th
1:00 PM - 2:00 PM

QuickBooks For Business Growth

SBA
November 19th
9:00 AM - 10:30 AM

**Mastering Cash Flow Management -
Uncovering Hidden Business Profits**

SCORE
November 19th
1:00 PM - 2:00 PM

**Federal Contracting:
Veteran Certifications**

Virginia APEX Accelerator
November 20th
1:00 PM - 2:30 PM

**SBA Loan Opportunities for Minority-
Owned Businesses -
Programs, Benefits and Eligibility**

SCORE
November 21st
1:00 PM - 2:00 PM

**Legal Series 4:
Business Contracts**

SBA
November 26th
12:00 PM - 1:30 PM

**How to Build Your Personal Brand on
a Budget**

SCORE
November 26th
1:00 PM - 2:00 PM

ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

Meet the Banker (Fulton Bank)

November 8th
1:00 PM - 3:00 PM

Transformational Leadership Coaching (Sharonda Michell Coaching)

Tuesdays
10:00 AM - 1:00 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

CPA on Call (Pixel Financial Group)

Every Other Calendar Wednesday
11:00 AM - 2:00 PM

Small Business Counseling Sessions (SCORE)

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

One-on-One Business Counseling (SBSD)

November 13th
9:00 AM - 3:30 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 HR Consulting (HPI Consulting, LLC)

November 5th
10:00 AM - 1:00 PM

November 19th
10:00 AM - 1:00 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)**

November 14th
11:00 AM - 1:00 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



Black Diamond Weekend

November 7-9, 2024

Tickets available until **November 8, 2024**

2024's Theme: GOOD COMPANY

Entrepreneurs, Conference-Goers, Business Owners, Retirees, High School and College Students...

Get ready for three days of celebrations, networking, and an unforgettable, diamond level business conference. Learn from cutting-edge thinker, develop new game-changing skills, and walk away with powerful contacts and a deeper connection to community.

Join us in celebrating nine years of bringing together thousands of businesses large and small across Virginia. With immersive tracks like "Man Power", "Black Forbes List", "Commerce St", "Impactology", and "The Art of Possible", you are in for an all-start lineup complete with Continuing Education Credits.

UPCOMING OPPORTUNITIES

Virginia Wesleyan University

Entrepreneurship

November 25th, 2024 - December 20th, 2024

Monday/Wednesday

5:00 PM - 9:00 PM

Location: The HIVE

Embark on the entrepreneurial journey, exploring idea generation, business plan creation, and the startup process. Uncover the essentials of launching a small business, from recognizing opportunities to securing funding for your venture. Elevate your entrepreneurial skills with this comprehensive workshop. Completion of this workshop earns a microcredential and electronic badge from VWU.

Public Speaking Mastery

November 25th, 2024 - December 20,2024

Tuesday/Thursday

5:00 PM - 9:00 PM

Location: The HIVE

This comprehensive workshop is designed to enhance public speaking skills by teaching leaders and entrepreneurs how to captivate audiences, integrate humor, handle challenges, overcome public speaking fears and pitch with confidence. Learn how to elevate your leadership and influence, and increase your sales and impact by improving your public speaking and presentation skills. Whether you're deathly afraid of public speaking or relatively confident but want to become stronger, more polished speaker, this workshop will provide the personal and professional skill development you need. Completion of this workshop earns a microcredential and electronic badge from VWU.



2024 MBC CONFERENCE AND EXPO

DIAMOND SPONSOR



2024 Fall Conference & Expo

The 2024 Annual Fall MBC Conference and Expo is designed to provide education, inspiration, and one-on-one engagement with Hampton Roads resource partners, procurement professionals, and business owners looking for key opportunities to help in their quest for business excellence.

Register today to
save the date!



Virginia Beach Convention Center
1000 19th St, Virginia Beach, VA 23451



Thursday, November 7th



12:00 PM - 5:00 PM



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.

Bizee Entrepreneur Grant

Your ideas, your drive and your dedication could earn you an Bizee scholarship or grant, with the funds you need to learn more and do more to achieve your dreams of business ownership and entrepreneurial success.

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.

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.

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.

Shea Moisture Fund

The Shea Moisture Fund offers grants and propose programs to small, Black-owned businesses, including The Next Black Millionaires program. This program awards \$100,000 grants, along with business development services and retail distribution support. To be eligible, your business must have been in business for at least two years and have annual revenue of at least \$25,000.

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.

The Enthuse Foundation

The Enthuse Foundation offers a series of financial grants to assist entrepreneurs with critical business needs. Grants include funds for childcare, health or business insurance, business tools, and digital marketing.

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.

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 women named Amber. She passed before she could realize her dreams of starting a business.

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.

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.


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.

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.