

NEWSLETTER



Celebrate National Hispanic Heritage Month!

As we celebrate National Hispanic Heritage Month, the HIVE- VB Business Resource Center is highlighting the contributions of Hispanic entrepreneurs and businesses to the local economy. This annual observance recognizes the history, culture, and achievements of individuals with roots in Spanish-speaking countries.

Hispanic Business Impact in Virginia

Hispanic-owned businesses play a significant role in Virginia's economy:

- In Virginia, Hispanics/Latinos make up 10.6% of the state's population.
- The Hispanic population in Virginia is projected to double over the next two decades.
- Hispanic entrepreneurs are starting businesses at a faster rate than any other demographic group in the United States.

HIVE Initiatives

The HIVE is actively supporting Hispanic entrepreneurs through various programs:

- Partnerships: Collaborations with [Chamber for Hispanic Progress](#) and [ExpandLogy](#) to provide resources and education.
- One-on-One: Recent consultations like "[Comienza Tu Futuro Financiero](#)" by Chartway Federal Credit Union offers financial skills training for Hispanic businesses.
- HIVE Newsletter: A dedicated Hispanic page "[Creciendo Juntos @ The HIVE](#)" is added to the newsletter.
- Ongoing Support: The HIVE continues to develop programs tailored to the needs of Hispanic entrepreneurs.

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Monthly Newsletter &
Weekly Updates



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In-Person Training Schedule

Business Model Canvas

SCORE
September 7th
10:00 AM - 12:00 PM

Small Business Program on Pricing

SBDC
September 9th
10:00 AM - 11:00 AM

Review Your Business Plan

Veterans Business Outreach Center
September 10th
10:00 AM - 3:00 PM

Business Formation Basics

Williams Mullen
September 10th
10:00 AM - 12:00 PM

Retirement Income Solutions

World Financial Group
September 10th
6:00 PM - 7:00 PM

State Financing Options with the Virginia Small Business Financing Authority

(VSBFA)

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

Echoes of Honor: Military Thriving Hampton Roads

Zero Mills
September 17th
8:30 AM - 4:30 PM

SWaM Information Session

SBSD
September 18th
10:00 AM - 12:00 PM

Non-Traditional Funding Options for Businesses

Trust Financing Solutions
September 18th
11:00 AM - 12:00 PM

Positive Intelligence for Courageous Leadership

Karen Price Owen Life Coaching
September 19th
10:00 AM - 12:00 PM

In-Person Training Schedule

**From Green Beret to Green Thumb:
Cultivating Wellness**

Armintia
September 19th
11:00 AM - 12:00 PM

**Grants & State/Federal Funding Services
Workshop**

Woolpert
September 19th
11:00 AM - 12:30 PM

**Cyber Attacks: How They Work and How
to Combat Them**

SBN Solutions
September 19th
6:00 PM - 7:00 PM

**A.I. for Your Business: Friend or Foe with
Barbara Smith**

SBSD & BHS Associates
September 24th
10:00 AM - 12:00 PM

**Empower Your Business: Master Financial
Management to Thrive and Grow**

B.D. Smith Financial Services
September 24th
11:00 AM - 12:00 PM

**Employee Benefits: Health Care Insurance
Explained**

Full Circle Insurance
September 26th
12:00 PM - 2:00 PM

**Make Your Mark: Understanding the
Trademark Process from Start to Finish**

JMA LAW, PLC
September 26th
12:00 PM - 2:00 PM

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

VB Public Libraries
September 30th
11:30 AM - 12:30 PM

Virtual Training Schedule

8-Night Business Development Program

Operation HOPE
September 2nd
5:00 PM

I Don't Need a lot. I Just Need a Little: Let's Talk Microloans

SBA
September 3rd
9:00 AM - 10:00 AM

Start a Business (Legal & Administrative Steps)

SBA
September 4th
10:00 AM - 12:00 PM

The 7 Deadly Sins of Marketing

SBA
September 4th
10:00 AM - 11:30 AM

E-Commerce Bootcamp: Introductory Session

SBA
September 5th
5:00 PM - 7:00 PM

How to Write a One-Page Business Plan: A Step by Step Guide

SCORE
September 5th
1:00 PM - 2:30 PM

8-Night Small Business Workshop

Operation HOPE
September 10th
6:30 PM - 8:00 PM

Budgeting & Saving

Operation HOPE
September 10th
7:00 PM - 7:30 PM

Intro to Selling to Virginia - Workshop #1

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

HUD Credit & Money Management Workshop

Operation HOPE
September 11th
10:00 AM - 1:00 PM

Virtual Training Schedule

Elevate Your Marketing with Canva - Creating Marketing Graphics Like a Pro

SCORE

September 12th
1:00 PM - 2:30 PM

Small Business Workshop

Operation HOPE
September 12th
6:00 PM

Banking 101

Operation HOPE
September 17th
12:00 PM - 1:00 PM

Building Strong Credit

Operation HOPE
September 17th
6:00 PM - 7:00 PM

Generating Leads Using eVA - Workshop #2

Virginia Department of General Services
September 18th
10:00 AM - 12:00 PM

The Ultimate Guide to Becoming a Business Owner - Resale, Startup or Franchise

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

Loans, Grants and Other Funding Options for Hispanic-Owned Businesses

SCORE
September 25th
1:00 PM - 2:00 PM

Step-by-Step Email Marketing Guide for Your Business

SCORE
September 26th
1:00 PM - 2:30 PM

ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

Meet the Banker (Fulton Bank)

September 13th
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

Access to Capital (Promise Land Capital)

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

Small Business Counseling Sessions (SCORE)

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

CPA on Call (Pixel Financial Group)

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

Virginia APEX Accelerator Program

Wednesdays
9:00 AM - 4:00 PM

One-on-One Business Counseling (SBSD)

September 10th
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 Lawyer on Call (JMA LAW, PLC)

September 26th
2:00 PM - 4:00 PM

Website Strategies for Small Businesses (AMJ Solutions)

Wednesdays
10:00 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)**

September 25th
11:00 AM - 1:00 PM

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

September 3rd
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

The Economic VB UPLIFT Capital Accelerator Program

September 18 - November 6th
Application Deadline is September 4th

Virginia Wesleyan University Professional Development No- Cost Courses

In-Person
September 30th -
November 21st, 2024

Online
Self-paced tutorials

Startup Runway Virginia

Founders, Apply for a \$10k Grant
September 17, 2024

VB Open Solicitations

VB SWaM Office Vendor Information & Opportunities

Virginia Contracting Opportunities

Federal Government Contracting Opportunities

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.

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.

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.

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.

USDA Rural Business Development Grant (RBDG)

Provides funding, training, and technical assistance to small rural businesses, with a typical award range of \$10,000–\$500,000. Rural Business Development Grants (RBDGs) support targeted technical assistance, training, and other activities that promote the development and expansion of small and emerging private businesses in rural areas. Eligible businesses must have fewer than 50 employees and less than \$1 million in gross annual revenues. RBDG funding is separated into either enterprise or opportunity-type grant activities.

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.

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.

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.

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.