

NEWSLETTER



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Monthly Highlights

Black Business Month is celebrated in August — it's a time to acknowledge and appreciate black-owned businesses across the nation and all that they represent in the country's continual strive for diversity and equality. Black Business Month is exciting because it gives us an opportunity to focus on a community that is far too often underrepresented when it comes to access to capital and opportunities to build wealth.

When we celebrate the contribution of black business owners and entrepreneurs, it pays homage to them and their legacies, especially since celebrating this month recognizes the importance of black-owned businesses when it comes to contributing to the nation's economy as well. Approximately 10% of all American businesses are black-owned, and if we look at what statistics say about minority-owned businesses, about 30% of these would belong to black business owners. The primary sectors in which black-owned businesses operate include health care, social work, repair and maintenance, beauty salons, restaurants, and more. **As of 2017, the Census Bureau recorded 9,407 businesses in Virginia Beach. Of those 9,407 businesses 1,168 business are minority owned. Virginia Beach landed on the top spot of cities where African Americans fare best economically and where black businesses thrive...more than five percent of businesses are Black owned in the Virginia Beach-Norfolk-Newport News metro area, the seventh-highest percentage overall for the metric.**

This historic annual event provides a chance for consumers and proprietors to not only support Black businesses but provide them a platform to grow their enterprises and build wealth for current and future generations of African Americans. It too has been estimated that Black entrepreneurs can earn over 10 times more than non-Black business owners, helping trim the racial wealth gap and promoting economic balance.

Observers say it's crucial consumers and business owners support Black business owners during the month for several other reasons. For instance, more than ever, patronage is needed as many Black firms are rebounding from the pandemic and have experienced a tougher time doing so than other groups. In fact, some 53% of Black business owners saw revenues fall by 50% or more since COVID-19 became a widespread concern, versus just 37% of white business owners.

Others add that backing is needed due to systemic racism throughout the nation, and Black businesses need assurance they are not fighting those conditions alone. Moreover, such advocacy and consumerism promote diversity and inclusion as Black businesses tend to hire more diverse employees and invest in their communities.

Ways to provide support include:

A. Celebrates Black businesses & entrepreneurs

Black Business Month is an opportunity to recognize the hard work and dedication of Black entrepreneurs. It's a way to promote their achievements and successes, as well as celebrate their contributions to our economy.

B. Support economic growth in the Black community

By purchasing from a minority owned business, you are actively supporting economic growth in the Black community. Every dollar spent helps keep more money in your local neighborhood and creates more job opportunities for people in the area.

C. Educates others on the importance of diversity

Taking part in Black Business Month is a great way to show solidarity with members of the Black community and start conversations about why it's important to support minority owned businesses. The celebration also helps spread awareness about why diversity is important for businesses and communities.

REFERENCES

Holiday Calendar (2023). "Black Business Month". <https://www.holidaycalendar.io/holiday/black-business-month>

McKinney, J. (2022). "What National Black History Month Means to America". <https://www.blackenterprise.com/what-black-businesses-month-means-to-america/>

The Washington Informer. QuickFacts Virginia Beach City, Virginia. <https://www.census.gov/quickfacts/fact/table/virginiabeachcityvirginia/PST045221>. United States Census Bureau.

Radcliffe, K. (2022). "Black Owned Small Business | Understanding how the pandemic affected small businesses in Central Texas". <https://www.kcentv.com/article/money/business/small-business/black-owned-small-business-understanding-how-pandemic-affected-small-businesses-in-central-texas/500-70ed2a4d-ad3f-452f-8c8b-cl90c9b3eac6>. KCEN-TV, 2023.



AUGUST TRAINING SCHEDULE

COME THRIVE AT THE HIVE BUSINESS CENTER

Small Business Counseling Sessions

SBSD

August 1st

9:00 AM – 5:00 PM

SWaM Certification Info Session with Angela Barber

SBSD

August 3rd

10:00 AM – 12:00 PM

Why Long Term Care Matters

World Financial Group

August 8th

6:00 PM – 8:00 PM

Meet the Banker

Fulton Bank

August 11th

1:00 PM – 3:00 PM

Credit and Money Management Program **Operation HOPE/Fulton Bank**

August 14th

6:00 PM – 8:00 PM

How to Use ChatGPT for Your Business Series

Artisan-Preneur Consulting

August 14th & 21st

6:00 PM – 8:00 PM

How to Effectively Represent Your Brand with Barbara Williams

SBSD

August 15th

10:00 AM – 12:00 PM

Women Wealth and Well Being with Edward Jones

SBSD

August 16th

9:00 AM – 11:00 AM

Unlocking Loyalty: 3 Keys to Acquiring Returning Customers

Able Workspace

August 16th

10:00 AM – 12:00 PM

AUGUST TRAINING SCHEDULE

COME THRIVE AT THE HIVE BUSINESS CENTER

Alternative Finance for Business

(Lunch & Learn)

Trust Financial Solutions

August 16th

12:00 PM – 1:00 PM

Early Education Business Director/Owner Leadership Kick-Off Training

Growsmart

August 22nd

12:30 PM – 2:00 PM

Career Certificate Classes in Child Development

Growsmart/Tide Water
Community College

Tuesdays & Thursdays

August 22nd – December 8th

5:30 PM – 8:30 PM

Lawyer On Call

Archangel Law Group

August 24th

9:00 AM – 12:00 PM

Take Your Wealth to the Next Level

(Dinner & Learn)

Primerica

August 24th

6:00 PM – 8:00 PM

ISO Certifications: What Is It and Why Do We Need Them?

PTAC

August 28th

10:00 AM – 12:00 PM

Introduction to Foreign Ownership, Control, Influence aka FOCI

PTAC

August 28th

2:00 PM – 4:00 PM

Small Business Development Class

Operation HOPE/Fulton Bank

August 28th

6:00 PM – 8:00 PM



SMALL BUSINESS GRANTS & LOANS

VIRGINIA MINORITY BUSINESS

DEVELOPMENT AGENCY

THE NON-PROFIT, SBA BACKED CENTER OFFERS A NUMBER OF FREE SERVICES TO WOMEN, VETERANS AND MINORITIES. GET FREE COACHING SERVICES, ACCESS TO CAPITAL (LOANS OR FREE GOVERNMENT GRANTS), CERTIFICATION ASSISTANCE AND MORE. THEY HELP PEOPLE CREATE A BUSINESS PLAN, MANAGE CASH, GET FINANCING AND SUPPORT THE MWBE COMMUNITY IN ANY WAY POSSIBLE.

TORY BURCH FOUNDATION FELLOWS PROGRAM GRANTS

EACH YEAR THE TORY BURCH FOUNDATION CHOOSES 50 WOMEN AS FOUNDATION FELLOWS. THESE WOMEN TAKE PART IN PROFESSIONAL DEVELOPMENT AND NETWORKING OPPORTUNITIES IN ADDITION TO BEING AWARDED A \$5,000 GRANT TO APPLY TOWARDS THEIR BUSINESS EDUCATION. THESE WOMEN ARE PRESENTED WITH AN OPPORTUNITY TO SHARE THEIR BUSINESS PLAN WITH POTENTIAL INVESTORS.

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.

VIRGINIA BEACH SMALL BUSINESS CAPITAL ACCESS PROGRAM -REOPEN

THE CITY OF VIRGINIA BEACH ANNOUNCED THE REOPENING OF THE CAPITAL ACCESS PROGRAM TO PROVIDE FUNDING TO QUALIFYING SMALL BUSINESSES IN THE FORM OF ZERO-INTEREST LOANS. APPLICATIONS ACCEPTED UNTIL FUNDS EXPIRE.

SO GAL FOUNDATION

THE SO GAL FOUNDATION AWARDS SEVERAL SMALL BUSINESS GRANTS ANNUALLY, INCLUDING \$5,000 AND \$10,000 STARTUP GRANTS FOR BLACK FEMALE AND NONBINARY ENTREPRENEURS. TO QUALIFY, YOU MUST BE A BLACK WOMAN OR NONBINARY ENTREPRENEUR. YOU MUST LEGALLY REGISTER YOUR BUSINESS, AND YOU MUST PLAN ON SEEKING INVESTOR FINANCING TO SCALE EITHER PRESENTLY OR IN THE FUTURE. APPLICANTS SHOULD HAVE THE "AMBITION TO BE THE NEXT BILLION-DOLLAR BUSINESS.

ECONOMIC EQUITY FUND

A \$10 MILLION LOAN FUND THAT PROVIDES LOW-COST FINANCING FOR SMALL, BIPOC- AND/OR WOMEN-OWNED BUSINESSES THAT WERE DISPROPORTIONATELY AFFECTED BY THE ECONOMIC IMPACT OF THE PANDEMIC. AVAILABLE BETWEEN NOW AND DECEMBER 2024.

AMAZON BLACK BUSINESS ACCELERATOR

GROW YOUR BUSINESS WITH DEDICATED RESOURCES, FINANCIAL ASSISTANCE, BUSINESS EDUCATION & COACHING, MARKETING & ADVERTISING SUPPORT.

SMALL BUSINESS INNOVATION RESEARCH AND SMALL BUSINESS TECHNOLOGY TRANSFER PROGRAMS

THESE TWO SMALL-BUSINESS PROGRAMS PROVIDE CONTRACTS AND GRANTS FOR EARLY-STAGE SMALL BUSINESSES THAT ARE LOOKING TO COMMERCIALIZE INNOVATIVE RESEARCH AND DEVELOPMENT.

SAMHSA: THE SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION

IS A BRANCH OF THE U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES. THEY REGULARLY AWARD GRANTS TO INDIVIDUALS, COMMUNITIES, ORGANIZATIONS AND BUSINESSES WORKING TO IMPROVE MENTAL HEALTH.

#STANDWITHSTUDIOS GRANT PROGRAM

OWN A FITNESS STUDIO OR FITNESS SMALL BUSINESS? THIS GRANT SUPPORTS A FITNESS BUSINESS THAT HAS STRUGGLED IN THE WAKE OF THE PANDEMIC, OFFERING UP TO \$150,000 IN GRANT FUNDS TO GET BACK ON THEIR FEET.



SMALL BUSINESS GRANTS & LOANS

PASSION COLLECTIVE ATOMIC GRANTS

ATOMIC® GRANTS ARE FOR PEOPLE WHO ARE PASSIONATE ABOUT MAKING CHANGE HAPPEN, FOR THEMSELVES AND OTHERS.

DO NOT APPLY IF YOU ARE VIEWING THIS AS SIMPLY FUNDING FOR YOUR BUSINESS, OR YOU ARE IN FINANCIAL NEED. WE NEED TO SEE A CLEAR PICTURE OF YOUR PASSION IN YOUR APPLICATION, YOUR JOURNEY SO FAR AND YOUR DETAILED PLANS FOR HOW YOU WOULD USE THIS GRANT TO MOVE YOUR PASSION FORWARD SEPTEMBER 22ND AND DECEMBER 15TH DEADLINE.

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.

COVID-19 MENTAL HEALTH RESEARCH:

IF YOU'RE WILLING TO BE PART OF RESEARCH CONDUCTED BY THE NATIONAL INSTITUTES OF HEALTH ON THE MENTAL HEALTH IMPACT OF COVID-19, THIS COULD BE THE GRANT FOR YOU.

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.

ENRICHHER GRANT

DOES YOUR SMALL BUSINESS NEED NEW EQUIPMENT, A NEW MARKETING CAMPAIGN, OR PRODUCT EXPANSION? THIS PROGRAM GIVES ELIGIBLE ENTREPRENEURS — ESPECIALLY WOMEN AND PEOPLE OF COLOR — AND BUSINESSES \$5,000 TO HELP WITH SMALLER EXPENSES. THERE IS A \$37 APPLICATION FEE, AND THIS APPLICATION ROUND IS ROLLING.

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.

FRESH START BUSINESS GRANT

FRESH START BUSINESS GRANT. IF YOU'RE A NEW BUSINESS OWNER OR AN ASPIRING ENTREPRENEUR LOOKING FOR CAPITAL TO GROW OR LAUNCH YOUR BUSINESS, THE FRESH START BUSINESS GRANT WAS MADE FOR YOU. INCFILE, A COMPANY THAT HELPS FORM BUSINESSES, WANTS TO SUPPORT THOSE LOOKING TO START NEW VENTURES. RECIPIENTS OF THE GRANT WILL RECEIVE \$2,500 IN ADDITION TO INCFILE'S FREE GOLD PLAN. THE 2023 DEADLINES ARE MARCH 31, JUNE 30, AND SEPTEMBER 30.

ANTLER GLOBAL START UP PROGRAM

ANTLER IS A GLOBAL EARLY-STAGE VC THAT RUNS MULTIPLE PROGRAMS FOR BUSINESS STARTUPS AROUND THE WORLD. WE GIVE YOU AN EDGE FROM THE VERY BEGINNING. BUILD AND SCALE YOUR COMPANY FASTER WITH OUR GLOBAL COMMUNITY OF CO-FOUNDERS AND ACCESS TO TALENT, EXPERT ADVISORS, EXPANSION SUPPORT, AND CAPITAL AROUND THE WORLD.



SMALL BUSINESS GRANTS & LOANS

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.

BELLE CAPITAL

BELLE CAPITAL IS AN INVESTMENT FIRM FOCUSED ON COMPANIES LED BY WOMEN. THEIR MISSION IS TO HELP MITIGATE THE UNFAIR GAP IN FUNDING THAT WOMEN RECEIVE COMPARED TO MEN. ALTHOUGH WOMEN CONTINUE TO PROVE THEMSELVES AS SUCCESSFUL ENTREPRENEURS; THEIR BUSINESSES EVEN PROVING TO DO BETTER THAN THAT OF THEIR MALE COUNTERPARTS' IN SOME CASES, THEY STILL RECEIVE LESS FUNDING THAN MEN. TO LEARN MORE ABOUT BELLE CAPITAL'S INVESTMENT CRITERIA, VISIT THEIR WEBSITE.

ETSY EMERGENCY RELIEF FUND

IF YOU'RE AN ETSY BUSINESS OWNER, YOU MAY BE QUALIFIED TO APPLY FOR RELIEF FUNDING COURTESY OF A PARTNERSHIP WITH CERF+, A NONPROFIT ORGANIZATION DEDICATED TO HELPING ARTISTS PREPARE FOR AND RECOVER FROM EMERGENCIES AND DISASTERS. TO APPLY, YOU MUST HAVE BEEN A REGISTERED ETSY BUSINESS FOR AT LEAST ONE YEAR AND HAVE BEEN AFFECTED BY A NATURAL DISASTER. THIS GRANT OPPORTUNITY IS ROLLING.

WISH LOCAL EMPOWERMENT GRANT

BLACK BUSINESS OWNERS CAN APPLY FOR \$500 - \$2,000 GRANTS THROUGH THE WISH LOCAL EMPOWERMENT GRANT PROGRAM. TO BE ELIGIBLE, YOU MUST BE AT LEAST 18 YEARS OLD, HAVE 20 OR FEWER EMPLOYEES AND MUST OWN A BRICK-AND-MORTAR LOCATION IN THE UNITED STATES.

EXPIRING SOON:

NATIONAL BLACK MBA ASSOCIATION SCALE-UP PITCH CHALLENGE

THREE BUSINESSES WIN CASH PRIZES FROM THE NATIONAL BLACK MBA ASSOCIATION SCALE-UP PITCH CHALLENGE EACH YEAR, WITH THE OVERALL WINNER TAKING HOME A \$50,000 GRANT PRIZE. SECOND PLACE WINS A \$10,000 GRANT AND THIRD PLACE RECEIVES \$7,500. TO APPLY, YOUR BUSINESS MUST HAVE A BLACK FOUNDER AND AT LEAST ONE MEMBER OF YOUR PITCH TEAM HAS TO BE A NATIONAL BLACK MBA ASSOCIATION MEMBER.

**APPLICATIONS FOR THE 2023
CYCLE WILL BE ACCEPTED
BETWEEN JUNE 18 - AUGUST 4.**

FEARLESS STRIVERS

THIS MASTERCARD-FUNDED GRANT IS AVAILABLE TO BLACK WOMEN BUSINESS OWNERS. THE MENTAL BURDEN OF THE PANDEMIC AFFECTED THIS GROUP DISPROPORTIONATELY, AS THEY FACED HARDER ECONOMIC IMPACT IN THE AFRICAN AMERICAN COMMUNITY AND GREATER BURDEN AT HOME AS CARE PROVIDERS.

ENDS AUGUST 8TH, 2023

FRIENDLY REMINDER:

The HIVE can assist with the following:
BUSINESS PLANS
FINANCIAL STATEMENTS
CREDIT REPAIR MANAGEMENT
LOAN APPLICATIONS
PROCUREMENT TECHNICAL ASSISTANCE
MARKET RESEARCH

ONE-STOP-SHOP

In-House Resource Partners

(By Appointment Only)

LEADERSHIP COACH
ON CALL
ENJOYING LIFE LEADERSHIP
Wednesdays
11:00 AM – 2:00 PM

VIRGINIA DEPARTMENT
SMALL BUSINESS SUPPLIER
& DIVERSITY (SBSD)
Monday – Friday
8:00 AM – 5:00 PM

FINANCIAL ADVISOR ON CALL
RAYMOND JAMES & ASSOC.
Wednesdays
11:00 AM – 2:00 PM

BANKER ON CALL
ATLANTIC UNION BANK
Wednesdays
11:00 AM – 2:30 PM

SMALL BUSINESS
COUNSELING ON CALL
SCORE
Tuesday – Thursdays
10:00 AM – 1:00 PM

CPA ON CALL
PIXEL FINANCIAL GROUP
Wednesdays
11:00 AM – 2:00 PM

MARKETING COACH
ON CALL
B.E. SUITE
Wednesdays
11:00 AM – 2:00 PM

VIRGINIA PROCUREMENT
TECHNICAL ASSISTANCE
CENTER (PTAC)
Wednesdays
9:00 AM – 4:00 PM

1 MILLION CUPS
3rd Wednesdays
9:00 AM

HAMPTON ROADS
WORKFORCE COUNCIL
Monday – Friday
8:00 AM – 5:00 PM

UPCOMING Opportunities

VENDING AND CONTRACTING OPPORTUNITIES



VB SWaM Office
Vendor Information &
Opportunities

Virginia Beach City
Public Schools
Business Opportunities

Virginia
Contracting Opportunities

Federal Government
Contracting Opportunities

Hosted by The Hive and the
Virginia Beach SWaM Office

ECONOMIC UPLIFT CAPITAL ACCELERATOR PROGRAM

Facilitated by AGH Advisory Services

ABOUT THE PROGRAM

AGH Advisory Services and Virginia Beach SWaM are partnering up to bring you The Economic Uplift Capital Accelerator (EUCA) - as it serves as an intensive 8-week program to promote growth for businesses that serve emerging communities through enhanced access to capital, business networks, and supply chains to helping fuel more equitable economic growth and wealth building in the region.

Accepting Applications
July 31, 2023 - August 25, 2023

www.aghadvisorsllc.com/euca



ECONOMIC
UPLIFT
CAPITAL
ACCELERATOR



What You Need to Know

Register & Submit Documents

- ✓ Register interest in attending the program no later than August 25, 2023. This 8 week course begins September 20, 2023 through November 8, 2023.

INTERVIEW PROCESS

- ✓ Applications will be processed and applicants will be notified of next steps

Eligibility

- ✓ -Businesses must have been in operation for at least 2 years. Businesses in operation for less than 2 years will be considered by a case by case basis.
- Businesses must be registered and in good standing to operate a business.
- Must have at least \$50,000 in annual gross revenue.



DEMANDSTAR ADVERTISED OPPORTUNITIES

DEMANDSTAR POSTS BID OPPORTUNITIES ONLINE, AND HAVE AN
AUTOMATED EMAIL LIST THAT YOU CAN JOIN.



2023-24

LEADERSHIP ACADEMY

Join child care leaders like yourself for our in-person kick-off for this inspiring mastermind group. Discover quick, simple ways to step up as a leader and implement new strategies. All tuition & fees covered by community sponsors!

Featured book: *A Great Place to Work*

REGISTER: hrssa.org/leadership-academy

Kick-off Event

August 22

12:30 -2:00pm

@The HIVE

Lunch provided +
Free copies of Book
while supplies last!



What to expect:

- ✓ Networking & Collaborating
- ✓ Community Connections
- ✓ Leadership Training
- ✓ Training certification for each session

ALL VIRTUAL!

Center-based Childcare:

Thursdays, 12:30-2pm

Family Childcare:

Thursdays, 7-8pm

Sept 21, Oct 19, Nov 16, Dec 14

Jan 18, Feb 15, Mar 21, Apr 18



Sponsored by:



Presented by:



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
COUNSELOR**



**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 this page. If you are interested in the program but you are not eligible, please check if you qualify for other resources here.

MONTHLY HIGHLIGHT



BUSINESS & RESOURCE PARTNER HIGHLIGHT

NP ON DEMAND LLC, K & D SCRUBS LLC & HEMOSTAT-VITAMINS

Owner, Dominique Hawkins

Dominique Hawkins attended LPN School in Virginia, graduating in 2008. The following summer, she enrolled in an LPN to RN Bridge Program, which she finished in 2011.

Ms. Dawkins ventured into entrepreneurship in 2021, and started two businesses: NP ON DEMAND LLC and K&D SCRUBS LLC. The former is a virtual telemedicine practice concentrating on weight loss services and medical clearances for cosmetic surgery, while also providing IV hydration services to our local patients in their homes or offices. The latter is a commercial cleaning company operating in Virginia Beach, specializing in cleaning apartments, offices, and other commercial entities. Ms. Hawkins also runs a thriving vitamin company called HEMOSTAT-VITAMINS. "As a relentless entrepreneur, the concept of failure does not cross my mind! I feel truly blessed to be living a purposeful life".

A few of Ms. Hawkins accomplishments included her being a recent graduate of the Economic Uplift Capital Accelerator (EUCA) program at The Hive VB Business Resource Center in July 2023. Prior to that, she was appointed to the Health Advisory Board for City, holds a board certification as a Family Nurse Practitioner and is licensed in eight (8) states as a Nurse Practitioner.

