

# NEWSLETTER

## Celebrating Black-Owned Businesses in Virginia Beach and Hampton Roads!

February marks Black History Month, a time to reflect on the remarkable contributions of Black Americans to our nation's history, culture, and economy. In Virginia Beach and the broader Hampton Roads region, Black-owned businesses are a cornerstone of economic vitality and community growth. These businesses, from family-owned eateries to innovative tech startups, showcase resilience, creativity, and entrepreneurial spirit. Supporting Black-owned businesses in Hampton Roads bolsters the local economy, promotes diversity, and fosters a sense of community and belonging.



Virginia Beach is home to a dynamic and growing network of Black entrepreneurs. Local businesses are making significant impacts in their fields while inspiring others to pursue their dreams. Organizations such as [Black BRAND](#) work tirelessly to provide resources, education, and advocacy for Black business owners. The HIVE Business Resource Center plays a pivotal role in connecting entrepreneurs with mentorship opportunities, funding sources, and a supportive network that helps businesses thrive.

Throughout February, Hampton Roads will celebrate the achievements and contributions of Black entrepreneurs with special events and programs. In addition to numerous Black History Month celebrations, February kicks off with the [Black BRAND Graduation + Day Party](#) sponsored by the City of Virginia Beach. It will be the first-ever combined B-Force Accelerator, Women Who Lead, and SURGE Community Business Academy graduations. In addition, the graduates will present their businesses in a pitch competition. This is not only a celebration of culture and innovation but also a chance to meet new local, Black-owned businesses.

For an easy way to find Black-owned businesses in Hampton Roads, go to the [Buy Black Hampton Roads website](#). By supporting Black-owned businesses in Virginia Beach and across the region, we ensure that the legacy of Black entrepreneurship continues to thrive for generations to come.

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



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The HIVE at Virginia Beach  
Economic Development



[thehivevb](https://www.instagram.com/thehivevb)



The HIVE - VB Business Resource Center

# In-Person Training Schedule

## Future-Proofing Your Business: Key Trends in Insurance and Risk Management

Every Entrepreneur Should Know  
Tank Commercial Insurance Brokers  
February 7th  
10:00 AM - 12:00 PM

## Seize the Day, Every Day: 7 Daily Actions to Significantly Improve YOUR Time Management

Michelle Olivia Travels  
February 10th  
10:00 AM - 12:00 PM

## Having the Right Team to Move Your Business Ahead Through Employee Relations

People Solutions & Insights / HPI Consulting  
February 11th  
9:00 AM - 10:30 AM

## Non-Traditional Funding Options for Businesses

Trust Financing Solutions  
February 11th  
11:00 AM - 12:00 PM

## Making the Leap: Expanding Your Business Into Government

Contracting  
SCORE  
February 12th  
6:00 PM - 8:00 PM

## Government Contracting 101 Bids & Proposals Series:

Part 3 - Past Performance/Experience  
SBSD  
February 13th  
3:00 PM - 5:00 PM

## Embracing A.I. In Business

NAACP  
February 15th  
10:00 AM - 12:00 PM

## Turning Strangers into Customers Using Paid Ads on Facebook and Instagram

Jeraud Marketing Group  
February 18  
10:00 AM - 12:00 PM

## SWaM Information Session

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

## (Lunch & Learn) Master the Inner Game of Business Leadership: A High-Impact Workshop Based on The Four Agreements

Karen Price Owen Life Coaching  
February 18th  
12:00 PM - 2:00 PM

## (Lunch & Learn) Employee Benefits: Health Care Insurance Explained

Full Circle Insurance  
February 18th  
12:00 PM - 2:00 PM

## Leading with Love Through Service

Amann LLC  
February 19th  
10:00 AM - 12:00 PM

# In-Person Training Schedule

## Simple Strategies to Protect Your Home and Small Business from Cyber Attacks

SBN Solutions  
February 20th  
11:00 AM - 12:00 PM

## Fresh Start: Key Cannabis Insights for the Year Ahead

Armintia  
February 20th  
11:00 AM - 12:00 PM

## Let's Talk Retirement!

W.I.N. Group  
February 20th  
12:30 PM - 2:00 PM

## Business Model Canvas

SCORE  
February 22nd  
10:00 AM - 12:00 PM

## Legacy, Land, and Latte: The Perfect Blend of Coffee and Community

RS Settlement Services/Black BRAND  
February 24th  
9:30 AM - 11:30 AM

## Workforce Strategy Planning: The Keys to Success

People Solutions & Insights / HPI Consulting  
February 25th  
9:00 AM - 10:30 AM

## Get Strategic with Your Networking!

Managing Communications  
February 25th  
10:00 AM - 12:00 PM

## Boost Your Business with Microlending!

Hampton Roads Capital Access Fund/MBL  
February 26th  
10:00 AM - 12:00 PM

## Government Contracting 101 Bids & Proposals Series: Part 4 - Tips on Responding to Sources Sought Notices or Request for Information (RFI) Requests

SBSD  
February 27th  
3:00 PM - 5:00 PM

## Minding Your Business:

### Secure Start

VBOC  
February 27th  
10:00 AM - 12:00 PM

# Virtual Training Schedule

## **Email Marketing Strategies to Boost Your Business Growth**

SCORE  
February 4th  
1:00 PM - 2:00 PM

## **Credit and Money Management Workshop**

Operation HOPE  
February 4th  
5:30 PM - 6:30 PM

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

Virginia Department of General Services  
February 5th  
10:00 AM - 11:30 AM

## **Funding Your Business: Let's Talk 7a Loans**

SBA  
February 5th  
12:00 PM - 1:00 PM

## **Business Development Program**

Operation HOPE  
February 6th  
6:30 PM - 8:30 PM

## **Banking 101**

Operation HOPE  
February 10th  
1:00 PM - 2:00 PM

## **Strategies and Tips for Outsourcing for Small Business Owners**

SCORE  
February 11th  
1:00 PM - 2:00 PM

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

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

## **Small Business Workshop**

Operation HOPE  
February 12th  
6:00 PM - 8:00 PM

## **Successful Teaming Agreements and Subcontracts**

Virginia APEX Accelerator  
February 13th  
10:00 AM - 1:00 PM

# Virtual Training Schedule

## **Bookkeeping Basics for Small Business**

**Owners**

SCORE

February 13th

1:00 PM - 2:00 PM

## **Strategies for Increasing Cash Flow: Putting More Georges in Your Pocket**

SBA

February 18th

12:00 PM - 12:45 PM

## **Small Business Content Marketing - Planning and Creating Engaging Content**

SCORE

February 18th

1:00 PM - 2:00 PM

## **Banking 101**

Operation HOPE

February 19th

10:00 AM - 11:00 AM

## **Building Strong Credit**

Operation HOPE

February 20th

12:00 PM - 1:00 PM

## **The DoD Mentor Protégé Program**

Virginia APEX Accelerator

February 20th

12:30 PM - 2:00 PM

## **Credit and Money Management Workshop**

Operation HOPE

February 20th

6:00 PM - 8:00 PM

## **Tools for Your Entrepreneurial Journey:**

**MySBA Learning**

SBA

February 25th

12:00 PM - 1:00 PM

# ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

## Meet the Banker (Fulton Bank)

February 14th  
1:00 PM - 3:00 PM

## Transformational Leadership Coaching (Sharonda Michell Coaching)

Tuesdays  
10:00 AM - 12:00 PM

## Financial Advisor on Call (Reservoir Financial)

Wednesdays  
11:00 AM - 2:00 PM

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

Wednesdays  
1:00 PM - 3:00 PM

## CPA on Call (Pixel Financial Group)

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

## Virginia APEX Accelerator Program

Select Wednesdays  
10:00 AM - 4:00 PM

# ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

## Marketing on Call (Artisan-Preneur Consulting)

Thursdays  
11:00 AM - 1:00 PM

## Small Business Counseling Sessions (SCORE)

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

## Marketing Consultation with Simon (Open Door Media Solutions, LLC)

Wednesdays, Thursdays, & Fridays  
10:00 AM - 4:00 PM

## Business Counseling (SBSD)

February 6th  
9:00 AM - 12:00 PM

February 20th  
9:00 AM - 12:00 PM

## Website Strategies for Small Businesses (AMJ Web Solutions)

Wednesdays  
10:00 AM - 2:00 PM

## HR Consulting (HPI Consulting, LLC)

February 11th & February 25th  
10:30 AM - 1:00 PM

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

February 12th  
1:00 PM - 2:00 PM

## Customer Service Consulting (Amann LLC)

February 19th  
12:00 PM - 3:00 PM

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

**Posicionamos tu Marca e  
incrementamos tus Ventas  
(ExpandLogy).**

Spanish

English

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

February 3rd  
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

## Façade Improvement Grant (FIG) Program

This is a reimbursement program for significant exterior improvements for small, locally owned, and operated businesses located in any commercial or industrial zoned area within the City of Virginia Beach.

The program will match small business owners, or those who lease to small businesses, investments up to \$10,000, for exterior building, site and outdoor dining improvements. Please note this is only a 50% match of the actual capital investment. *(For instance, if you invest \$20,000, we will match 50% or \$10,000.)*



To learn more and apply, visit this page:  
[www.yesvirginiabeach.com/fig](http://www.yesvirginiabeach.com/fig)

## B-Force Accelerator Program

If you are a black-owned business with a Hampton Roads address and have been in business for two years or more, we'd like to invest up to \$15,000 in free services (legal, financial, marketing, accounting, contracting, and more!) for your business at no cost to you!

Join our 12-week intensive program for Black businesses to position your company to win grants, pitch competitions, lending, and business capital by preparing an investment and loan-ready business plan, five-year pro forma financials, and a rolodex of business advisors.



To learn more and apply, visit this page:  
[www.blackbrand.biz/b-force-accelerator/](http://www.blackbrand.biz/b-force-accelerator/)

# 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.

# 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.

## 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.

## 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 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](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.