

NEWSLETTER

Virginia Beach Development Authority Awards Over \$144,000 in Small Business Grants

From cutting-edge eye care technology to innovative youth automotive training, 17 local businesses are set to revolutionize their operations thanks to a total of \$144,811 in Small Business Grants from the Virginia Beach Development Authority (VBDA). These strategic investments will catalyze small business growth across the city, providing essential funding for expansion, innovation, and economic development.

The VBDA launched the Small Business Grant Program in September 2024 to support small-, women-, minority-, veteran-, and disabled veteran-owned businesses in Virginia Beach. Offering grants of up to \$10,000, the program aims to empower local entrepreneurs by providing the financial resources needed to enhance services, create jobs, and drive long-term success within the community.

A total of 17 businesses from various districts have been awarded grants, enabling growth across multiple sectors, including technology, entertainment, automotive, business consulting, and publishing. Businesses utilizing grants for digital transformation and innovation include [Snapqube Corp](#), [Security Scholars LLC](#), [Open Door Media Solutions](#), [Executive Decisions](#) and [Vault Athletics & Fitness](#). Others, like [Unique Skin and Beauty Bar](#) and [F.L.Y. Enterprises Inc.](#), are investing in education and training initiatives. Physical expansion projects are being undertaken by [First Class Beauty Suites](#) and [Bounce Hoppers](#), while [Food Temptress Cookbook Store LLC](#), [Greight Company Limited](#) and [The Book Artist LLC](#) are leading marketing innovations. Other companies like [EauBleue Solutions 757 Transport](#), [Elizabeth M Borza O.D. Inc.](#), [Brush It On Paint Co](#), [Type A Virtual Solutions](#) and [Freedom Title & Escrow](#) will add new equipment.

“Virginia Beach’s entrepreneurial spirit is getting a significant boost,” said Virginia Beach Deputy City Manager Amanda Jarratt. “These investments represent more than just business growth – they’re about creating new opportunities, enhancing services, and strengthening our local economy. When our small businesses thrive, Virginia Beach thrives.” These grants will help recipients implement strategic growth initiatives, ensuring a lasting impact on the city’s business landscape and economic vitality.

Congratulations to the awardees and stay tuned for upcoming programs from the HIVE!

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



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yesvirginiabeach.com



The HIVE - VB Business Resource Center



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



The HIVE - VB Business Resource Center

In-Person Training Schedule

Zero to Website:

Build Your Website in 90 Minutes!

Courtney Jacobs Web Design
March 6th
9:00 AM - 10:30 AM

The Future of Cannabis Education

Armintia
March 6th
11:00 AM - 12:30 PM

The Future of Cannabis Education

Armintia
March 6th
5:00 PM - 6:00 PM

NAACP Business Building Series

NAACP
March 8th
10:00 AM - 12:00 PM

My Story, My Brand: How Your Experience Can Benefit Your Business!

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

Millionaire Monday Money & Business

Overview
W.I.N. Group
March 10th
7:30 PM - 8:30 PM

Non-Traditional Funding Options for Small Businesses

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

From Chaos to Clarity -

How to Structure Your Business for Growth

Invisara
March 11th
12:00 PM - 1:00 PM

Navigating SAM and the Dynamic Small Business Search (DSBS)

Virginia APEX Accelerator
March 11th
12:00 PM - 2:30 PM

SWaM Certification Information Session

SBSD
March 13th
10:00 AM - 12:00 PM

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

SCORE
March 15th
10:00 AM - 12:00 PM

Workforce Strategy Planning: The Keys to Success

People Solutions & Insights/HPI Consulting, LLC
March 18th
9:00 AM - 10:30 AM

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

Veterans Forge
March 20th
9:00 AM - 12:00 PM

Patience is a Virtue?

Amann LLC
March 20th
10:00 AM - 12:00 PM

In-Person Training Schedule

(Lunch & Learn) Marketing Series:

Part 2 - Marketing Strategy

VB SWaM Office & Open Door Media Solutions
March 20th
12:00 PM - 1:30 PM

Government Contracting 101 Bids & Proposals:

Part 5 - Teaming Agreements and NDAs for Partnering

SBSD
March 20th
3:00 PM - 5:00 PM

Out of the Mud Into Profit

VB Global Network
March 24th
6:30 PM - 7:30 PM

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

Forge
Veterans Forge
March 25th
9:00 AM - 12:00 PM

Identifying and Creating Your Ideal Customer Profile (ICP)

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

(Lunch & Learn) Sustainable Success: Building Mental Wellbeing for Long-Term Entrepreneurial Growth

Karen Price Owen Life Coach
March 25th
12:00 PM - 2:00 PM

A.I. for Your Small Business:

Friend or Foe?

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

From Vision to Volume: Self-Publish Your Book In Ease

Sharonda Michell Coaching
March 27th
11:00 AM - 12:30 PM

(Lunch & Learn) Building Wealth, Brick by Brick: Smart Investing & Strategic Real Estate Moves

Wealth Avenue
March 27th
12:00 PM - 2:00 PM

Government Contracting 101 Bids & Proposals: Part 6 - Get Started on a Government Proposal

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

A.I. for All Boot Camp

VA Asian Chamber
March 28th
10:00 AM - 12:00 PM

Saturday Money & Business Overview

W.I.N. Group
March 29th
10:00 AM - 11:30 AM

Virtual Training Schedule

How to Start a Business

SBA
March 3rd
1:00 PM - 1:45 PM

Federal Solicitations and Proposal Management, Understanding the Different Types of Solicitations

Virginia APEX Accelerator
March 4th
12:30 PM - 2:00 PM

Capital Readiness for Existing Businesses

SBA
March 5th
10:00 AM - 11:30 AM

Critical Considerations in Negotiating Federal Subcontracts

Virginia APEX Accelerator
March 5th
12:00 PM - 1:00 PM

Credit and Money Management

Operation HOPE
March 10th
5:00 PM - 7:00 PM

How to Use Productivity Tools in Your Business to Get Things Done

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

Small Business Workshop

Operation HOPE
March 12th
1:00 PM - 2:30 PM

From Vision to Volume: Self-Publish Your Book In Ease

Sharonda Michell Coaching
March 12th
7:00 PM - 8:30 PM

How to Use A.I. to Grow Your Business

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

Virtual Training Schedule

**Engage, Grow, Succeed:
Effective Social Media Strategies for
Businesses**

SCORE
March 18th
1:00 PM - 2:00 PM

Banking 101
Operation HOPE
March 18th
1:30 PM - 2:30 PM

Small Business Workshop
Operation HOPE
March 18th
6:00 PM - 7:00 PM

**Intro to Selling to Virginia -
Workshop #1**
Virginia Department of General Services
March 19th
10:00 AM - 11:30 AM

**How to Start and Run a Business That
Works for You**

SCORE
March 20th
1:00 PM - 2:00 PM

**Federal Contracting:
Preparing an Effective Capability
Statement**
Virginia APEX Accelerator
March 25th
10:00 AM - 11:30 AM

**How to Create a Landing Page for Your
Business -
A Step-by-Step Guide**
SCORE
March 25th
1:00 PM - 2:00 PM

**Generating Leads Using eVA -
Workshop #2**
Virginia Department of General Services
March 26th
10:00 AM - 12:00 PM

ONE-ON-ONE BUSINESS CONSULTATIONS

(By Appointment Only)

Meet the Banker (Fulton Bank)

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

Transformational Leadership Coaching (Sharonda Michell Coaching)

Tuesdays Thursdays
11:00 AM - 4:00 PM 11:00 AM - 7:00 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 Consultation with Simon (Open Door Media Solutions, LLC)

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

Small Business Counseling Sessions (SCORE)

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

Business Counseling (SBSD)

March 6th
9:00 AM - 5:00 PM

March 26th
9:00 AM - 5:00 PM

Website Audit & Strategy Session (Courtney Jacobs Web Design)

March 6th
11:00 AM - 1:00 PM

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

March 11th
12:00 PM - 1:00 PM

HR Consulting (HPI Consulting, LLC)

March 18th
10:30 AM - 1:00 PM

Customer Service Consulting (Amann LLC)

March 20th
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)**

March 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

Start Peninsula 2025

As Hampton Roads' premier entrepreneurial launchpad, Start Peninsula is thrilled to announce its 2025 season, packed with opportunities for innovators and entrepreneurs to turn their visionary ideas into viable businesses. With a robust schedule designed to educate, mentor, and elevate participants, Start Peninsula continues its mission to foster the region's economic growth through entrepreneurship.

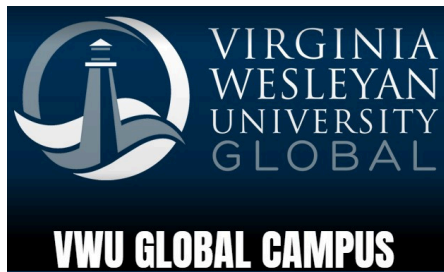
Start Peninsula invites all aspiring entrepreneurs in the Hampton Roads area to join this empowering ecosystem. Whether you're polishing a business idea or ready to pitch to investors, Start Peninsula offers a structured pathway to success. Don't miss your chance to be a part of this transformative experience—mark your calendars and prepare to ignite your entrepreneurial spirit!

For more information and to keep updated on event specifics, including the TBD Meetup date, visit [Start Peninsula](#).

Join us as we continue to build a vibrant community of innovators in Hampton Roads, nurturing ideas that promise to redefine industries and enhance our regional economy. Together, we're not just launching businesses; we're launching futures.

**Pitchers must apply to pitch: <https://bit.ly/SP24PA>
[Micro pitch #1: March 26th, 6:00 - 8:00 pm \(Zoom\)](#)**

The public can watch for free: <https://bit.ly/SP25MP1>



Enhance Your Skills & Increase Your Employability

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

Spring II 2025 | March 10 - May 2, 2025

In-Person Workshops at Virginia Wesleyan University & The HIVE

IT Certification Prep Workshop

March 10 - April 30

Mon/Wed | 6-8:00 PM

Instructor: Leon Burke

Social Science Lab 107 | 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 A+ Core 1

March 11 - May 1

Tue/Thur | 6-9:00 PM

Instructor: Christina Todd

Clarke Hall, Room 125 | VWU

Prepare for success with the CompTIA A+ Core 1 workshop. Unlock the gateway to a thriving IT career with this comprehensive workshop designed to equip participants for the CompTIA A+ exam. Delve into essential concepts, practical skills, and invaluable insights necessary to excel in information technology. Join us to embark on a journey towards professional growth in the digital age. *Participants are responsible for course material costs. Completion of this workshop earns a microcredential and electronic badge from VWU.*

CompTIA Security +

March 11 - May 1

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.*

CompTIA Data+

March 11 - May 1

Tue/Thur | 6-9:00 PM

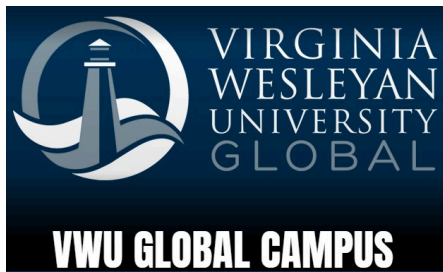
Instructor: Michael Skipper

Clarke Hall, Room 125 | VWU

Elevate Your Data Analysis Prowess with CompTIA Data+! In an era where the significance of data analytics is paramount, the demand for skilled professionals to contextualize and effectively communicate critical business intelligence is on the rise. Uncover the skills needed for collecting, analyzing, and reporting data, influencing priorities, and steering business decision-making. *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](https://www.vwu.edu/workshops)

If you've completed a previous workshop and would like to enroll in another, please email
ceinfo@vwu.edu.



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Entrepreneurship

March 10 - April 30

Mon/Wed | 6-8:00 PM

Instructor: Tracy Lamar-Ray

The HIVE | 140 Independence Blvd., Virginia Beach

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.*

Public Speaking 2: Keynote Speaking & Business Development

March 10 - April 30

Mon/Wed | 6-8:00 PM

Instructor: Allison Moore

The HIVE | 140 Independence Blvd., Virginia Beach

Advanced techniques for crafting keynote speeches and using public speaking to drive business growth and career advancement. *Completion of this workshop earns a microcredential and electronic badge from VWU*

Project Management Plus PMP

March 10 - April 30

Tue/Thur | 6-9:00 PM

Instructor: Dr. Charmaine Wilson

The HIVE | 140 Independence Blvd., Virginia Beach

The Project Management Professional (PMP) certification is globally recognized and offered by the Project Management Institute (PMI). To qualify for the PMP exam, candidates must meet specific educational and experience requirements. This course provides the 35 credit hours needed to sit for the PMP exam. *Completion of this workshop earns a microcredential and electronic badge from VWU. Cost: Participants are responsible for the \$217.00 course material before the start of the workshop.*

Register today at
vwu.edu/workshops

If you've completed a previous workshop and would like to enroll in another, please email
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.

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.

Galaxy Grant

This grant program, which is presented by Hidden Star, a nonprofit organization, is open to women and minority small-business owners. Winners can currently receive a \$1,500 grant.

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.


Her Village Grants

Her Village grants awarded to qualifying nonprofit organizations support work that advances and strengthens entrepreneurial skills, resources, ecosystems, access to capital, and educational opportunities for female founders. In 2025, the Her Village Grant Program will evolve to meet our goal of making deep impact alongside likeminded organizations.

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.