

NEWSLETTER

Supporting the LGBTQ+ Small Businesses of Virginia Beach

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- In-House Resource Partners
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Virginia Beach has been a popular tourist destination for many reasons. One of those reasons is its reputation as a gay-friendly city. Virginia Beach has a long history of being a tolerant and inclusive place. It was one of the first cities in the United States to pass an anti-discrimination ordinance that included sexual orientation. The city is also home to a vibrant LGBTQ community. There are several gay-friendly businesses and organizations in Virginia Beach, including Virginia Wesleyan University being named a 2022 Best College for LGBTQ+ students and #1 College in Virginia for LGBTQ+ by [BestColleges.com](https://www.bestcolleges.com/). Virginia Beach is a great place to visit for anyone, regardless of their sexual orientation. The city offers a wide range of activities and attractions that appeal to all types of travelers.

Many people consider it to be a resort city...but for more than 30 years, the LGBTQ Life Center has been a vital part of the Virginia Beach community by providing support, education, and celebrations for the LGBTQ community. Virginia Beach is home to other support organizations such as the Virginia Beach Human Rights Commission, an advisory agency to the City Council that assures and the Hampton Roads LGBT Chamber of Commerce (HRBOR) that serves as a community resource for organizations and government entities and maintains a strong presence in local higher education. Members actively mentor upcoming business leaders from the area's colleges and universities. HRBOR promotes LGBT influence through business ownership, workforce equality and active consumerism, creating prosperity to support equality, diversity and inclusion.

References

Hubbard, T.H (2022) Friendly City with a Vibrant LGBTQ Community. SDLGBTN

BEQPride Magazine (2017).HRBOR Celebrates 10 years of Business Outreach.

University News. (2023) VWU Named a 2022 Best College for LGBTQ+ Students. Virginia Wesleyan University.



JUNE TRAINING SCHEDULE

COME THRIVE AT THE HIVE BUSINESS CENTER

Meet the Banker

Fulton Bank

2nd Fridays

June 9th

1:00 PM – 3:00 PM

Dive into Entrepreneurship –

How to Start and Manage
Your Business in Virginia

SCORE

June 10th

10:00 AM – 12:00 PM

Credit & Money Management

Operation Hope/Fulton Bank

June 12th

6:00 PM–8:00 PM

How to Execute an Effective

Business Introduction

SBSD

June 13th

10:00 AM – 12:00 PM

Money Matters

TransAmerica

June 13th

6:00 PM–8:00 PM

Business Credit Made EAZI

Business Made EAZI

June 14th

6:00 PM – 8:00 PM

One-on-One Business

Counseling Sessions

SBSD

June 20th

9:00 AM – 5:00 PM

The Entrepreneurial Equation

Edward Jones

June 21st

9:00 AM – 11:00 PM

JUNE TRAINING SCHEDULE

COME THRIVE AT THE HIVE BUSINESS CENTER

Alternative Lending Solutions (Lunch & Learn)

Trust Financing Solutions
June 21st
12:00 PM – 1:00 PM

Email Marketing and Text Marketing

B.E. Suite
June 21st
6:00 PM – 8:00 PM

Lawyer on Call
Archangel Law Group
June 22nd
9:00 AM – 12:00 PM

Answering the Big Questions
Raymond James
June 22nd
5:30 PM – 7:00 PM

Small Business Development Class

Operation Hope/Fulton Bank
June 26th
6:00 PM–8:00 PM

Introduction to QuickBooks Fenix Financial

June 28th
12:00 PM–2:00 PM

S Corporations – Is It All It's Cracked Up To Be?

Pixel Financial Group
June 28th
6:00 PM – 8:00 PM

SWaM Certification Class SBSD

June 29th
10:00 AM – 12:00 PM

JUNE TRAINING SCHEDULE

COME THRIVE AT THE HIVE BUSINESS CENTER

Banker on Call

Atlantic Union Bank
Wednesdays
11:00 AM – 2:00 PM

Financial Advisor on Call

Raymond James
Wednesdays
11:00 AM – 2:00 PM

CPA on Call

Pixel Financial Group
Wednesdays
11:00 AM – 2:00 PM

Marketing Coach on Call

BE Suite
Wednesdays
11:00 AM – 2:00 PM

Small Business Counseling on Call

SCORE
Tuesdays & Thursdays
10:00 AM – 1:00 PM



SMALL BUSINESS GRANTS & LOANS

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.

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.

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.

SMALL BUSINESS READINESS FOR RESILIENCY (R4R) PROGRAM

HELPS SMALL BUSINESSES PUT PLANS IN PLACE TO PREPARE FOR DISASTER AND PROVIDES IMMEDIATE EMERGENCY FUNDING WHEN NECESSARY. AVAILABLE TO BE DISTRIBUTED BETWEEN NOW AND JUNE 2023.

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.

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.

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.

VIRGINIA TOURISM GRANT CORPORATION GRANTS

THE VIRGINIA TOURISM CORPORATION OFFERS SEVERAL FUNDING PROGRAMS TO ASSIST THE VIRGINIA TRAVEL INDUSTRY



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
DEADLINE JUNE 16TH.

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.

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.

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.

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.

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

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.

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.

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.

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.

FRIENDLY REMINDER:

**The HIVE can
assist with the
following:**

- **BUSINESS PLANS**
- **FINANCIAL STATEMENTS**
- **CREDIT REPAIR MANAGEMENT**
- **LOAN APPLICATIONS**
- **PROCUREMENT TECHNICAL ASSISTANCE**
- **MARKET RESEARCH**



LGBTQ+ RESOURCES

SBA LGBTQ + BUSINESS RESOURCES

SBA's Network for LGBTQ+ Businesses aims to bring focus on economic empowerment in the LGBTQ+ business community by providing access to the U.S. Small Business Administration's programs and services.

HAMPTON ROADS PRIDE

The information provided through the Hampton Roads Pride Resource Directory about organizations, businesses, or services is for general informational purposes. Inclusion on this resource list does not mean that Hampton Roads Pride endorses any organization, business, or service. Further, Hampton Roads Pride cannot and does not make any guarantees whatsoever as to the quality of services, products, or information provided by any organization, business or service listed here.

HAMPTON ROADS LGBTQ CHAMBER OF COMMERCE

Empower and support LGBT and allied member businesses and professionals and provide the community an inclusive and welcoming environment to live, work, and grow.

ONE-STOP-SHOP

In-House Resource Partners

(By Appointment Only)

LAWYER ON CALL
ARCHANGEL LAW GROUP PLLC

Thursdays
9:00 AM – 12:00 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

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

HAMPTON ROADS
WORKFORCE COUNCIL

Monday – Friday
8:00 AM – 5:00 PM

1 MILLION CUPS

3rd Wednesdays
9:00 AM

ONE-STOP-SHOP

Wednesdays

Appointments Required

*Get all your business needs met
at the HIVE*

FINANCIAL ADVISORS

Meet with a financial expert from Raymond James & Assoc. and get answers to financial questions or issues

BUSINESS COUNSELING SESSIONS

Meet with a business coach to get business related questions answered

FINANCIAL INSTITUTIONS

Meet with a banker from Atlantic Union Bank or Fulton Bank and discuss lending opportunities

MARKETING COACH

Meet with a marketing specialist from BE Suite to learn how to market your business

CERTIFIED PROFESSIONAL ACCOUNTANT

Meet with a CPA from Pixel Financial Group to discuss business financial and tax questions
*Tax filing not available

PROCUREMENT ASSISTANCE

Meet with a government procurement coach to obtain government certifications and contracts

PITCH COMPETITIONS

1 Million Cups provides the opportunity to present your business idea to a panel of specialists and connect with resource partners

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



Educational Services of Hampton Roads, Inc.

in conjunction with

Dollar Bank & TCC's Workforce Solutions
Job Skills Training Program

Will host its

2nd Aspiring Business Owners' Shark Think Presentation

Graduates of the Aspiring Business Owners Program (ABOP) will be required to develop and write a Business Plan for their aspiring business. Each graduate will have the opportunity to pitch their written business plan to a group of local business leaders and the winner will receive a \$1000 cash prize.

Date & Time

Thursday, June 8, 2023
6:00 pm - 8:00 pm

Location

The Hive Virginia Beach
Business Resource Center
140 Independence Blvd.
Virginia Beach, VA 23462

For More Information, Contact:

Dr. Tyrone Davis

757-409-9044



DEMANDSTAR ADVERTISED OPPORTUNITIES

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



For additional business resources,
visit us at:
yesvirginiabeach.com/thehive
or contact us at:



(757) 385-2470



thehive@vbgov.com



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 HIGHLIGHT

Animal Palace Pet Grooming, Pups N Stuff and the Rainbow Cactus Company.

Owner, Krisha Lofland

A Virginia Beach native, Krisha Loftus grew up as a member of a Navy affiliated family, and is a graduate of Virginia Beach City Public Schools. She resides in Virginia Beach with her wife of 9 years and their menagerie of household pets. Ms. Loftus serves on the board of the Minority Business Council. In addition to her service Krisha's entrepreneurial endeavors began as a sole-proprietor of a small pet grooming business in 2007, Animal Palace Pet Grooming located at Thalia Village Shoppes. Those endeavors have since expanded to include ownership Pups N Stuff pet supplies located at Holland Plaza Shoppes, with partner Amber Durnbin, as well as a current partnership with Alan Phillips of Virginia Beach's sole LGBTQIA+ restaurant and nightclub, The Rainbow Cactus Company, which has been serving the Hampton Roads community for 25 years. Keep an eye out for the Grand Opening of their new location this summer at 475 S Lynnhaven Road.



MONTHLY HIGHLIGHT



RESOURCE PARTNER HIGHLIGHT

Hampton Roads LGBT Chamber of Commerce

The mission of the Hampton Roads LGBT Chamber of Commerce is to empower and support LGBT and allied member businesses and professionals and provide our community an inclusive and welcoming environment to live, work, and grow.

The core benefits to our members and sponsors are:

- Advocacy and Support for LGBT+ Businesses
- Networking/Social Events
- Educational Programming that supports business
- Complimentary LGTBTE Certification through the National Gay and Lesbian Chamber of Commerce
- Regular member events connecting LGBT owned and allied businesses throughout Hampton Roads



The HIVE Business Resource Center
140 Independence Blvd., Suite 100
Virginia Beach, VA 23462

www.yesvirginiabeach.com/thehive

thehive@vbgov.com

(757)385-2470