

The Hive Newsletter

September 2026

The HIVE e-newsletter brings you the latest updates, resources, and success stories from Virginia Beach's hub for entrepreneurs and small business growth.



Featured News

SMALL BUSINESS GRANT PROGRAM



The Virginia Beach Small Business Grant Program provides up to \$10,000 to help small, underserved businesses strengthen operations and support growth. For more details visit yesvirginiabeach.com/sbg



Pre-Application Workshops (Hybrid Format)

All applicants must attend a workshop before submitting their application. For details on upcoming sessions and registration The HIVE Virginia Beach Business Resource Center [Eventbrite](#).



Application cycles open in 30-day windows beginning **October 1, 2026**.

Who's Eligible?

- Micro-businesses or service-disabled veteran-owned businesses with fewer than 25 employees.
- Valid Virginia Beach business license.
- One year of operation in Virginia Beach.
- Current on all local taxes and fees.
- Haven't received a City/Authority grant in the past 12 months.



THE HIVE – BUSINESS RESOURCE CENTER



757-385-2470



<https://yesvirginiabeach.com/the-hive>



thehive@vbgov.com

Move Your Business Forward: The 2026 Small Business Grant Program Opens This Fall

Qualifying Virginia Beach small businesses may be eligible for up to **\$10,000 in grant funding** through the 2026 Small Business Grant Program.

The program supports micro-businesses with fewer than 25 employees. **Applicants must attend a HIVE pre-application workshop** before applying. Hybrid sessions will be offered September 9, 14, 22, and 28, with morning and evening options, and attendees will receive the application link following the workshop

Grant funds can help businesses grow through investments in equipment and supplies, marketing and advertising, business expansion, and other approved business development needs. Applications open October 1 and will be reviewed on a first-come, first-served basis.

[Explore Eligibility](#)[Workshop Registration](#)

Featured Event



Virginia Cup: Pre-Party Celebration

Sept. 17, 2026 | 3:00 - 5:00 PM | The HIVE

Connect with founders, funders, creatives, and business leaders from across Virginia over complimentary drinks and light bites. Arrive early to network, avoid the rush, and kick off an evening celebrating the region's startup and innovation community.

[Reserve Your Spot](#)

Opportunities to Know this Month

THE HIVE WORKSHOP HOW TO START A BUSINESS



GOT AN IDEA? LET'S
TURN IT INTO A
BUSINESS.

You've got the idea. But what comes next?
LLC? EIN? Licenses? Bank account? Insurance? Sales tax?
Starting a business can quickly feel like a maze of forms, acronyms and conflicting advice. This practical, interactive workshop will show you what to do and in what order.

TUESDAY
1ST
SEP

How to Start a Business

Paula Short

140 Independence Blvd., Virginia Beach, VA 23462

Time: 6:00 PM - 8:00PM

[Sign Up Today](#)



140 Independence Blvd.,
Virginia Beach, VA 23462



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How to Start a Business

September 1, 2026 | 6:00 PM - 8:00 PM | The HIVE

Turn your big idea into a real business with this practical, interactive workshop that cuts through the confusion and walks you step by step through essentials like LLCs, EINs, licenses, banking, insurance, sales tax, and more.

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THE HIVE WORKSHOPS

FUNDING READY: PREPARING YOUR BUSINESS FOR CAPITAL



Howard Hesson

Howard Hesson is a business development and capital-access professional with experience helping entrepreneurs strengthen their businesses and prepare for funding.

Hesson's workshops provide practical guidance to help business owners understand funding options, strengthen financial readiness, and confidently prepare for capital opportunities.

TUESDAY
8
SEP

Capital Jumpstart Session 1: Funding Foundations
⌚ Time: 6:00PM-8:00PM

THURSDAY
24
SEP

Capital Jumpstart Session 2: KIVA Readiness Lab
⌚ Time: 6:00PM-8:00PM




140 Independence Blvd.,
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Funding Foundations — Are You Fundable?

September 8, 2026 | 6:00 PM - 8:00 PM | The HIVE

Learn what lenders look for, assess your financial readiness, and explore funding options to build a practical path toward securing capital for your business.

[Reserve Your Spot](#)

Funding Foundations — KIVA Readiness Lab

September 24, 2026 | 6:00 PM - 8:00 PM | The HIVE

Turn funding readiness into action by developing your KIVA borrower story, defining your use of funds, preparing documentation, and creating a plan for launch.

[Reserve Your Spot](#)

Real Estate & Your Small Business

September 8, 2026 | 9:30 AM - 11:30 AM | The HIVE

Learn how location, zoning, leasing, market segmentation, and local resources can shape smarter real estate decisions for your small business.

Reserve Your Spot



THE HIVE WORKSHOPS

BUILDING A STRONGER WORKFORCE



Houston T. Kidd

Houston Kidd is a Navy veteran, Virginia Beach business owner, and talent acquisition leader with more than a decade of experience helping startups.

Kidd's workshop series provides practical strategies to help businesses attract top talent, improve employee retention, reduce turnover, and plan for future workforce growth.

THURSDAY 10 SEP	Session 1- Attracting better candidates in VB 🕒 9:00am-12:00pm
THURSDAY 24 SEP	Session 2- Reducing Turnover and Improving Retention 🕒 9:00am-12:00pm
THURSDAY 8 OCT	Session 3- Workforce Planning for Growth 🕒 9:00am-12:00pm



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Attracting Better Candidates in VB

September 10, 2026 | 9:00 AM - 12:00 PM | The HIVE

Strengthen your hiring strategy with practical guidance on job postings, pay positioning, messaging, and candidate expectations to attract stronger talent in today's local market.

Reserve Your Spot

Reducing Turnover and Improving Retention

September 24, 2026 | 9:00 AM - 12:00 PM | The HIVE

Discover why new hires succeed or struggle and learn practical ways to improve employee fit, onboarding, communication, and expectations to build a more reliable workforce.

Reserve Your Spot

Procurement Café: Doing Business with the City of Virginia Beach

Learn how to navigate City procurement, strengthen your approach to RFPs, and connect directly with procurement professionals who can help position your business for opportunities.

[Reserve Your Spot](#)

2026 City of Virginia Beach Industry Day

September 15, 2026 | 9:00 AM - 12:00 PM | The HIVE

Hear directly from City departments about upcoming projects, contracting needs, and procurement forecasts while building connections that can help position your business for future opportunities.

[Reserve Your Spot](#)

THE HIVE WORKSHOP
FIND YOUR CUSTOMER.
GROW YOUR SALES.

DO YOU FEEL LIKE YOU'RE WORKING HARD BUT NOT GROWING?

The problem often isn't your product or service — it's that you're trying to reach everyone instead of focusing on the customers most likely to buy, stay, and refer others.

In this practical workshop, Paula Short will help you build a clear picture of your ideal customer, understand how they think and buy, and align your message, your offer, and your sales approach around them.

Find Your Customer. Grow Your Sales.
How to charge what you're worth — and raise your prices without losing your customers
Paula Short
140 Independence Blvd., Virginia Beach, VA 23462
Time: 6:00 PM - 8:00 PM

TUESDAY 15TH SEP
[Sign Up Today](#)

THE HIVE
Where Business Thrives

virginia beach

140 Independence Blvd.,
Virginia Beach, VA 23462

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Find Your Customer. Grow Your Sales.

September 15, 2026 | 6:00 PM - 8:00 PM | The HIVE

Learn how to identify your ideal customer, understand how they think and buy, and align your messaging, offers, and sales approach to reach the people most likely to become loyal customers.

Reserve Your Spot

Ignite Your Innovation: Unlock NASA Technology

September 29, 2026 | 1:00 PM - 4:00 PM | The HIVE

Explore how NASA-developed and tested technologies can help entrepreneurs, startups, researchers, and innovators accelerate new ideas, strengthen existing solutions, and uncover new opportunities.

Reserve Your Spot

THE HIVE WORKSHOP
CREDIT FOUNDATIONS - FOUNDATION (LEVEL 1)

**BUILD STRONG CREDIT.
UNLOCK OPPORTUNITY.
CREATE FINANCIAL FREEDOM.**

For individuals who want to understand how credit works, gain confidence in managing their financial profile, & avoid costly mistakes.

TUESDAY 29TH SEP
Sign Up Today

Credit Foundations - Foundation (Level 1)
Micaiah Wallace
140 Independence Blvd., Virginia Beach, VA 23462
Time: 6:00PM-8:00PM

THE HIVE **virginia beach** **140 Independence Blvd., Virginia Beach, VA 23462** **CONTACT US**
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Credit Foundations — Foundation Level 1

September 29, 2026 | 6:00 PM - 8:00 PM | The HIVE

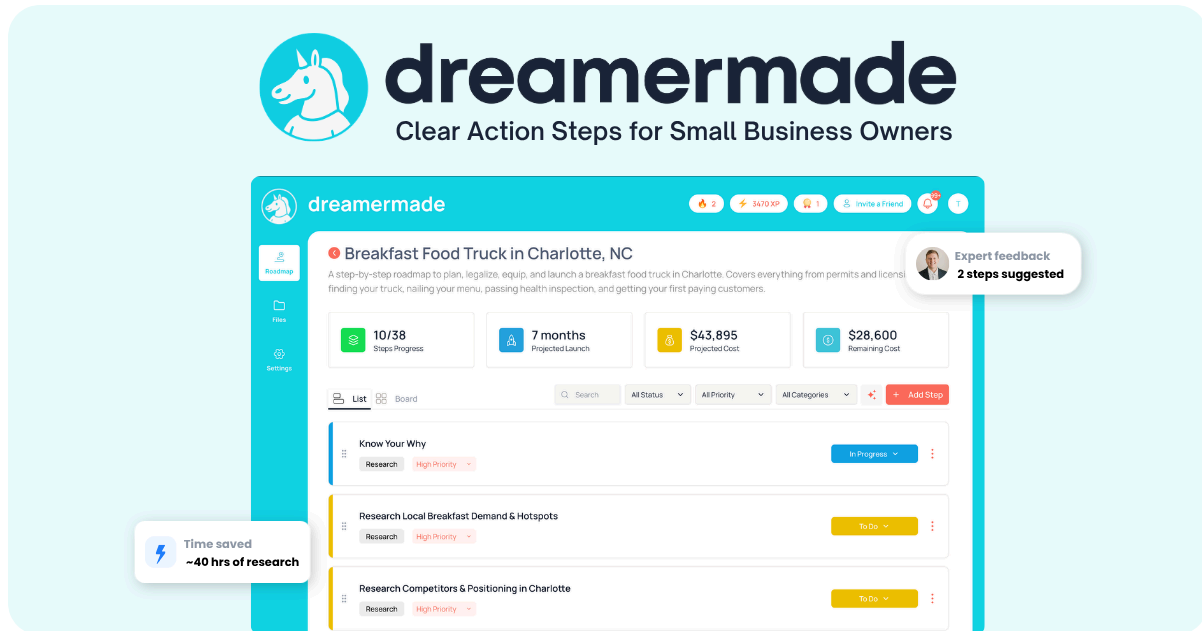
Learn how credit works, understand your financial profile, avoid common mistakes, and build practical strategies to strengthen your credit and unlock future financial opportunities.

Reserve Your Spot



September Featured Entrepreneur

Ryan A. Dean, DreamerMade



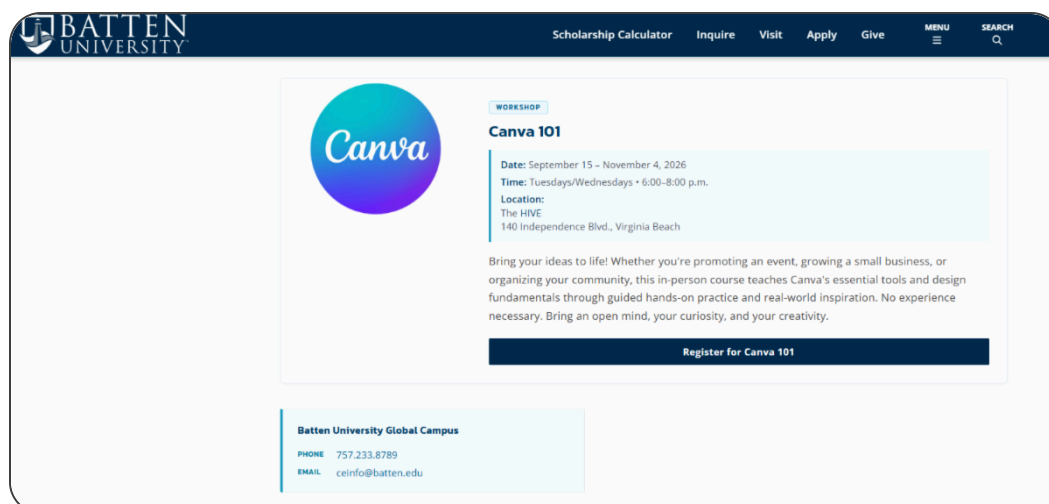
Ryan Dean, founder of DreamerMade, is an entrepreneur and innovator focused on helping ideas become viable businesses. With experience launching startups, physical products, and digital ventures—and raising more than \$250,000 through crowdfunding—Dean brings practical insight to early-stage growth.

Today, he is building DreamerMade, an AI-powered roadmap platform designed to give creators and aspiring entrepreneurs the clarity, resources, and support they need to move from idea to launch with confidence.

[Get Connected Today](#)



The Small Business Toolkit



Batten University - Canva 101

September 15 - November 4, 2026 | Tuesdays & Wednesdays 6:00 PM - 8:00 PM | The HIVE

The HIVE, in conjunction with Batten University, is offering a free, in-person Canva course designed to help entrepreneurs, organizers, and community leaders create eye-catching visual content with confidence. Through hands-on exercises, participants will learn essential Canva tools and practical design principles they can immediately put to work—no experience required.

[Register Today](#)



September Featured Partner

Hillary Boyce, BAFO Services



September's HIVE Partner, Hillary Boyce, founder and CEO of BAFO Services, helps small businesses compete and grow in the federal contracting marketplace.

A U.S. Army veteran with more than 20 years of experience in government procurement and business development, Boyce leads a 50-member team providing proposal management, capture strategy, and growth support.

Named Virginia's 2025 Small Business Veteran of the Year, she brings mission focus, practical expertise, and mentorship to businesses pursuing government opportunities.

[Get Connected Today](#)

Support Starts Here

Help strengthen Virginia Beach's small business ecosystem by partnering with The HIVE. We're looking for organizations, mentors, and experts ready to support local entrepreneurs through guidance, training, and shared resources.

[Join Our Partner Network](#)



Additional Resources

[Workspaces](#)

[Business Development Initiatives](#)

[1-On-1 Consultations](#)

[Grants & Loans](#)



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