



Jacksonville Small & Emerging Business

NEWSLETTER

CURRENT UPDATES

Take a look at our upcoming events!



Important: See below flyers we receive from Prime contractors or other agencies.



We have a digital library now! Please visit:

<https://libbyapp.com/library/jpl/curated-1799286/page-1>
to see recommended books from our administrator.

EVENTS HAPPENING



On September 10th, JSEB attended an event at the Prime Osbourn that was hosted by A&W and Clark Construction. Keep an eye out for flyers like this as many more projects and opportunities are coming to our JSEBs!



Jacksonville Small & Emerging Business

NEWSLETTER

Each workshop will be assigned a level based on our three-tier system, which reflects the academic complexity of the content. The levels are defined as follows:

Level 1: Emerging Businesses

- Businesses operating less than 2 years
- Focus on foundational knowledge, early-stage operations, and establishing core business processes

Level 2: Developing Businesses

- Businesses operating 2 to 4 years
- Focus on growth strategies, strengthening systems, and refining operations as the business gains stability

Level 3: Established Businesses

- Businesses operating 4+ years
- Focus on scaling, advanced strategy, and long-term sustainability

Upcoming Events

09/17
2PM

Can Your Business Handle Bigger Opportunities?

Flyer Attached

09/17
2PM

Grants Workshop For Small Businesses & Nonprofit Organizations

Flyer Attached

09/18
10AM

Scaling Logistics, Trucking & Transportation Companies

Flyer Attached

09/21
1PM

The Culture You Are Unintentionally Building

Flyer Attached

09/24
11AM

How Money Works

Flyer Attached

09/25
1PM

Digital Leverage for Entrepreneurs

Flyer Attached

www.jseb.jacksonville.gov/events



Free Business Growth Workshop

LEVEL 2

Jacksonville Small Enterprise Services

CAN YOUR BUSINESS HANDLE BIGGER OPPORTUNITIES?

*Build the Structure You Need Before
Growth Creates More Stress*

For business owners ready for bigger opportunities, more customers, larger projects, or stronger growth, but who want to make sure their business can handle it without adding more stress, confusion, or pressure on the owner.

WHAT YOU'LL DISCOVER



What to fix before bigger opportunities create bigger problems



How to stop every decision from landing on you



Where your business is strong, stretched, or exposed



How small improvements can unlock more profit



SEPTEMBER 17, 2026



2:00PM–3:30PM



JSEB CENTER JACKSONVILLE LIBRARY

303 N. Laura St
Jacksonville, FL 32202



**RESERVE
YOUR SEAT**

Don't miss this free workshop designed to help your business grow without adding more stress on you.

SCAN TO REGISTER



PRESENTER

Steve Goranson, MBA
ActionCOACH
Business Coach



BizGrowthSeminar.com >>



ALL LEVELS

Grants Workshop for Small Businesses & Nonprofit Organizations

- ✓ How Can Grants Help your business
- ✓ Tips to prepare for your application
- ✓ Where can you find grant opportunities



Patrina Dixon
Founder & CEO,
It's My Money® of FL



Dana Warsop,
Nonprofit Program
Coordinator, will be present
to discuss becoming JSEB
certified



17 SEPT
2026

Start at
2:00PM

JSEB CENTER
865 GOLFAIR
BLVD

SCAN HERE



PROUDLY
PRESENTED BY

It's My
Money





SCALING LOGISTICS, TRUCKING & TRANSPORTATION COMPANIES

LEVEL 3

How carriers, freight brokers, and logistic companies can move beyond daily firefighting and build operating systems for profitable growth



EVENT DETAILS



September 18



10:00 AM – 12:00 Noon



Cecil Field Center – Westside
13541 Lake Newman Street, 32221



FEATURED SPEAKER



Kent Irwin
President and Author
Strategic Vision Coaching
Business Consultant & Coach



WHO SHOULD ATTEND

- Owners
- CEOs
- Presidents
- Key leaders in:
 - Trucking
 - Transportation
 - Freight brokerage
 - Logistics companies

WHAT YOU WILL WALK AWAY WITH

1. Key areas to manage your business with less stress
2. Vision, Strategy, and Tactics for success
3. Essential practices for leading others
4. Leader mindsets that fuel success, resilience, and happiness
5. How to identify operational gaps that create chaos
6. How to reduce owner-dependence through better systems and accountability
7. How to begin building a more scalable and profitable transportation, logistics, or freight brokerage company



SAVE YOUR SEAT



or visit:
Eventbrite.com



Keyword:
Kent Irwin



Or email
kent@10Xsvc.com

LEVEL 2



The Culture You Are Unintentionally Building

Reducing founder dependency through authority distribution, documented process, and real feedback loops.

**You are busy building a business.
You are also building a culture.**

In the session we will cover:

1

Authority Distribution

Who is allowed to decide what without you and does anyone know it.

2

Documented Process

What lives only in one person's head and what happens when that person is out.

3

Feedback Loops

Whether people hear how they're doing once a year, all year long, or at all.



SPEAKER

Grace Deyo is the founder of The True North Strategy Advisors and the creator of the TRUE framework. She helps founder-CEOs find the structural gaps beyond the people problems. She speaks regularly to business owners and peer advisory groups on execution, accountability, and building organizations that do not depend on the founder to function.



RESERVE YOUR SEAT

Scan the code to register

Additional parking available at lot behind the center

DATE

Monday, September 21

TIME

1:00pm – 2:00pm · Doors open 12:55

LOCATION

JSEB Golfair Center
865 Golfair Blvd, Jacksonville, FL 32209

STRIVER²THRIVER, LLC
PRESENTS...

HOW MONEY WORKS

**BUILD WEALTH, INVEST SMARTER & INCREASE
YOUR INCOME**

FEATURING

JOSEPH TOLBERT JR.

CEO of Harvest Group
Harvest Group Institute



In This Workshop, You'll Learn:

1. **How Money Works** — The fundamentals of how money flows and grows
2. **How Investing Works** — Practical ways to put your money to work for you
3. **Increase Your Income** — Strategies to grow your revenue and earnings

Walk away with a clearer understanding of money, investing, and the steps to increase your income and revenue.

Phoenix Arts & Innovation District (JSEB)

2320 N. Liberty St, Jacksonville, FL 32206

Thursday, September 24th 11:00 AM – 1:00 PM

Join us for an interactive financial empowerment workshop.

Joseph Tolbert Jr. of Harvest Group Institute leads a practical, plain-language session designed to help you understand how money works, how to start investing, and real ways to increase your income and revenue.

Whether you're just starting out or ready to grow, you'll leave with actionable steps you can use right away.

**Go from striving to thriving —
with money that works for you.**



Scan To Register



DIGITAL LEVERAGE FOR ENTREPRENEURS

LEVEL 1

PRODUCTIVITY
GROWTH
FREEDOM



SMARTER
BUSINESS
BRIGHTER
TOMORROW

AI FOR BEGINNERS
5 CLEAR STEPS YOU CAN USE

1



CHOOSE A TASK

Begin with one repetitive job.

2



WRITE A CLEAR PROMPT

Tell AI the role, goal, details, and format.

3



CREATE FASTER

Draft emails, posts, and customer replies.

4



REVIEW EVERY RESULT

Check facts, tone, and privacy.

5



SAVE AND REPEAT

Build your reusable prompt library.

WORKSHOP PRESENTERS
SHEA LEON & ANTONIO LEON



DATE:
SEPTEMBER 25, 2026



TIME:
1:00 PM – 2:00 PM



LOCATION:
**JSEB GOLFAIR CENTER (NORTHSIDE)
865 GOLFAIR BLVD, JACKSONVILLE, FL**

LEARN | APPLY | GROW | SUCCEED

LET'S TALK MONEY!

Learn how BBIF, Truist, & small business-focused community partners work together to move your business forward.



Terrance Brisbane

Beaver Street
Enterprise Center



Lamont Jackson

BBIF Capital



Jill Godard

Truist Bank



Alex Aguilar

Truist Bank



Rosalind Gibson

Small Business
Administration



SPONSORED BY:



WHEN

September 16, 2026

9 AM - 11 AM

Free Breakfast & Networking
begins at 9 AM

WHERE

The Jessie
40 E Adams St,
Jacksonville FL, 32202

RSVP TODAY

bit.ly/letstalkmoneyjax



Beaver Street Enterprise Center
A Fresh Ministries Initiative



JAA Vendor Meet and Greet



The Jacksonville Aviation Authority is hosting a Vendor Meet and Greet (in-person) on October 12, 2026, 5:30 p.m. – 7:00 p.m. Please join us to obtain information on JAA's procurement process and upcoming bidding opportunities.

Vendors will have the opportunity to:

- ✓ Meet with JAA Staff
- ✓ Learn about best practices on Formal Solicitations
- ✓ Connect with Representatives from other Local Authorities and Small Business Resource Providers
- ✓ Network with Small and large firms present
- ✓ Receive information on contract opportunities with JAA and other entities
- ✓ Formally introduce your company to attendees

Date: October 12, 2026, 5:30 -7:00 P.M.

Location: JAA Administrative Building, 2nd Floor Training Room, 14201 Pecan Park Road, Jacksonville, Florida 32218

RSVP: <https://flyjacksonville.diversitycompliance.com/>

(Space is limited to the first 55 people who registered).

Contact Yetunde Oyewole at (904) 741-3172 for questions

JAX Concourse B Construction



JAA
Jacksonville
Aviation
Authority

flyjacksonville.com

Small Business Assistance

The Florida SBDC at the University of North Florida (FSBDC at UNF) helps businesses grow and succeed.

Starting a business, buying, expanding or selling a business or looking for financing, we can help!

Florida SBDC Services

The FSBDC at UNF employs professionally certified consultants who provide **no-cost** information and a **confidential** sounding board to existing business owners. Potential business owners receive low-cost training to improve their chances for a successful launch.



Pre-Venture Assistance:

- “How to STARTUP Your Own Business” workshop
- Startup Booklet & resource guide
- Help Desk: 904-620-1275



Business Plan Assistance:

- Business plan review and templates
- Strategic plan facilitation
- Contingency planning
- Exit strategy



Market/Growth Assistance:

- Government contracting
- International trade
- Growth-acceleration
- Market research



Capital Access Assistance:

- Debt and equity
- Loan package review
- Cash-flow projections
- Pitch practice



Financial Management Assistance:

- Financial statement trend analysis
- Industry benchmarking
- Cash-flow management



Other Assistance:

- Online visibility, digital marketing
- Organizational & staff assessments



Next Steps:

- To make an appointment for a no-cost, individual consulting session, scan the code to complete a Request for Consulting form. Once completed, you will receive notification and next steps for making an appointment within three business days.
- Training events are held in-person and virtually. Most are no-cost. For a full schedule and to register, go to www.unf.edu/SBDC and click “Training & Events”.
- Find information on doing business with the government at www.unf.edu/sbdc/government-contracting.html.



Request for Consulting

Connect with Us!

The Florida SBDC at UNF covers an 18-county area with full-service offices in Duval, St. Johns, Clay, Nassau, Putnam, and Marion counties. Go to www.unf.edu/sbdc/locations for all locations.



www.unf.edu/sbdc | 800-450-4624 | smallbiz@unf.edu



Tools for Success

ReferenceUSA®
from **infogroup** | Reference Division

ReferenceUSA – is a market research database with detailed information on 14 million+ U.S. businesses, 262 million U.S. consumers and their lifestyles, and international companies. Map-based geography searches and neighborhood data make this a useful tool in researching target markets and the competition.



Bid Match – government contracting consultants can offer free access to this resource to identify business opportunities, access solicitations and win more contracts. Qualified clients receive e-mail notifications of bid opportunities for specific products and services from over 800 federal, state and local bid-posting sites.



BizMiner– provides industry reports that track 9,000 lines of business at local and national levels. This tool also provides access to industry financial ratios and industry market statistics, offering industry financial analysis benchmarks for over 5,000 lines of business and industry market trends on thousands more to help clients establish business goals and benchmarks.



Profit Cents –offers clients access to the world's leading business financial management system designed to help businesses improve profitability and cash flow, and to obtain financing.



Marketing SnapShot Report

Marketing Snapshot Report –online visibility and marketing analytics software. The service can provide intelligence data including website traffic information, keywords, projected AdWords spend, site audits, topic research, lead generation, and other SEO-related data to help boost business competitive edge online.



Turbo-Charge Any Team (Organizational Development Assessment Tool) – Assessments that help align an organization. This tool helps companies assess the talents of the team and align them with the tasks that need to be done within the organization. Aligning people with processes helps businesses increase profits.



Vertical IQ— Data research tool with hard-to-find intelligence on small- and medium-sized businesses in more than 920+ industries. Tracks local economic data, business growth, startup activity, and up-to-date local economic and real estate data for more than 400+ metro areas and 3,400 counties. Save time and attract more clients by gaining a clearer picture of a business's main challenges with financial benchmark data and quickly compare metrics across industries.



LivePlan—Interactive business plan software. LivePlan has the tools, guidance, resources, and proven business planning method to support every stage of the business journey. Enabled with goal tracking, performance dashboards, and forecast scenarios to empower businesses to confidently secure funding, plan strategically and grow their market.



Government contracting consulting services offered through the Florida SBDC Network help businesses identify, compete for, and win government contracts. These services focus on assisting businesses that pursue and perform contracts with federal agencies, as well as state and local governments and government prime contractors.

State Designated as Florida's Principal Provider of Business Assistance [§ 288.001, Fla. Stat.]

The Florida SBDC at UNF is a member of the Florida SBDC Network, a statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. Small Business Administration, Department of Defense, State of Florida and other private and public partners, with the University of West Florida serving as the network's lead host institution. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for limited English proficient individuals.