Jacksonville Small & Emerging Business

JSEB NEWSLETTER

Jacksonville Small and Emerging Business

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 October 27th, JSEB and Coastal Construction hosted an event at the Downtown Library that had a great turn out. Keep an eye out for flyers like this as many more projects and opportunities are coming to our JSEBs!

Jacksonville Small & Emerging Business
JSEB
Jacksonville Small and 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

11/10 2PM	**JSEB Certification Training** Flyer Attached
11/10 2PM	**Grants Workshop for Small Businesses & Non-Profit Organizations** Flyer Attached
11/12 2PM	**Customer Service Workshop** Flyer Attached
11/13 12PM	**Live Website Audits** Flyer Attached
11/18 2PM	**Beyond the 501 (c)(3)** Flyer Attached
11/19 11AM	**Elevate Your Business** Flyer Attached

www.jseb.jacksonville.gov/events

JSEB
Jacksonville Small and Emerging Business

JSEB CERTIFICATION TRAINING
For Profit Businesses

📍 Location:
865 Golfair Blvd.
Jacksonville, FL 32209

📅 Recurring every second Tuesday of the month at 2PM

🧑‍🏫 Hosted by: Bingham Parkinson

What You'll Learn:

- Overview of the JSEB Process
- Pre-Certification Requirements
- Application Guidance
- Site Visit Expectations

Key Program Requirements:

- Business cannot be pass-through
- Must perform at least 40% of contract work
- Open to For-Profit entities
- Business must be located in Duval County and Business Owners personal residence must be located in Duval, Baker, Clay, Nassau, or St Johns County.
- Business must be 51% owned, operated, and controlled by an eligible individual

Why Join the JSEB Program?

- Maximize procurement opportunities with the City of Jacksonville
- Increase visibility and contract access
- Gain tools for long-term business sustainability
- Receive training, technical assistance, and community support

JSEB Builds Opportunities Through:

- Legislative Advocacy
- Education Equity
- Community Engagement
- Capital Access
- Contract Opportunities



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'$ My Money



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

10 NOV 2026

Start at 2:00PM

EWD CENTER (CONFERENCE ROOM)

2320 N. LIBERTY ST. JACKSONVILLE, FL 32206

SCAN ME

PROUDLY PRESENTED BY

It's My Money

JSEB



ALL LEVELS

CUSTOMER SERVICE x CONFLICT MANAGEMENT

Join us for this combined workshop that highlights the importance of Customer Service and Conflict Management. Erica Allgood is a communication consultant, coach and professor with over 30 years of experience. Ivana Gavric, owner of Your Eventors, Inc. has over 10 years of Customer Service experience.
In this workshop, you will learn how to manage conflict with internal & external customers, while learning how to better service them.

ERICA ALLGOOD, PH.D.
Speaker



IVANA GAVRIC
Speaker



REGISTER TODAY!

THURSDAY, NOVEMBER 12TH

2:00PM - 3:00PM

DOWNTOWN LIBRARY - ENTREPRENEURSHIP & WORKFORCE DEVELOPMENT CENTER
303 N LAURA ST. JACKSONVILLE, FL 32202

Enhanced Communication Associates LLC

JSEB
Jacksonville Small and Emerging Business

ABSOLUTE marketing

JSEB

ALL LEVELS

ABSOLUTE MARKETING + JSEB PRESENTS

Live Website Audits

Tips from an expert marketer

Watch a marketer audit a real website live, then get DIY tips you can use to fix your own site. Bring your URL and we will audit it for free during class, so you leave with a clear to-do list for your specific website.

SPEAKER:

ELIZABETH PAMPALONE

MARKETER + AI EXPERT

FRIDAY

NOV 13

NOON–1:30PM

SCAN ME

REGISTER



JSEB EWD CENTER @ THE DOWNTOWN LIBRARY
303 N LAURA STREET

EWD Center
303 N. Laura St.
Jacksonville, Fl 32202

JSEB
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BEYOND THE 501 (c)(3)

LEVEL 1

Building a Nonprofit That Thrives

Move beyond formation and focus on the leadership, structure, governance, and strategy your nonprofit needs to grow with purpose.



November 18, 2026 | 2:00 PM

SCAN ME TO REGISTER

PRESENTED BY BNX BUSINESS ADVISORS

BNX Business Advisors

LEVEL 1

STRIVER2THRIVER, LLC

PRESENTS...

ELEVATE YOUR BUSINESS

PROTECT. AUTOMATE. GROW.



FEATURING

JOHN MOTT

Founder, Striver2Thriver, LLC

BILL ANDERSON

AI Consultant | AI Agent Builder

In This Workshop, You'll Learn:

1. **Four Pillars. One Stronger Business.** — Legal, Accounting & Taxation, Access to Capital & Commercial Banking, and Insurance Brokerage.
2. **From Challenges to Solutions** — identify the challenge, connect to the right resources, create a plan, take action, and measure results.
3. **Watch AI Work in a Real Business** — a live demonstration of an AI assistant handling email, scheduling, and customer follow-up.
4. **Protect What You Build** — how AI can expose your personal information, and the simple rules that keep your business safe.

Walk away with the resources, the connections, and the AI tools to move your business forward.

Jacksonville Small and Emerging Business Downtown Library

303 N Laura St, Jacksonville, FL 32202

Thursday, November 19 11:00 AM – 1:00 PM

Building Stronger Businesses. Brighter Futures.

Running a business shouldn't mean doing everything yourself. Bring the challenges you face as an owner and leave with the resources, relationships, and practical systems to solve them.

Striver2Thriver founder John Mott covers the four pillars of a strong business, then AI consultant Bill Anderson shows, live, how AI saves time, follows up with customers, and protects your information.

Go from striving to thriving — with Striver2Thriver.

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Scan To Register

STRIVER THRIVER 2
ELEVATE YOUR BUSINESS

Life Lab:
Introduction to Small Business Resources at the Library



Did you know the library has a collection of tools to help small businesses?

If learning about your competition, marketing to customers or helping your staff to improve their skills sounds like money to your ears, join us and learn how!

Scan to Register
jaxlibrary.org/LifeLab

Second Thursday of each Month
3:00 - 4:00 pm
Room 124 E-Classroom

JACKSONVILLE PUBLIC LIBRARY

MAIN LIBRARY
303 Laura St. N.
255-2665 | jaxpubliclibrary.org

Accommodations for persons with disabilities are available upon request. Please ask for Learning Services at 255-2665 or email JPLPrograms@coj.net.

*Presented by the **City of Jacksonville Disabled Services Division**, **Mayor's Disability Council**, and **Jacksonville Small & Emerging Business***

EMPOWERING ENTREPRENEURS WITH DISABILITIES

Turn your idea into a thriving business—right here in Jacksonville.



Thursday
November 12, 2026
6:00 PM - 7:00 PM
FJCJ Downtown Campus
Urban Resource Ctr, Rm. 103
601 W. State St., 32202

Do you have entrepreneurial dreams?

Our **free eight-week program** is designed to help members of Jacksonville's disabled community bring their ambitions to life. Through workshops, one-on-one mentorship, networking, and accessible resources, participants will learn how to build strong, sustainable small businesses.Gain practical tools, connect with mentors who understand your journey, and leave with an actionable business plan to make your vision a reality.

Workshops
Explore essential strategies for starting and growing your own business.

Mentorship
One-on-one guidance from entrepreneurs with disabilities sharing their expertise and experiences.

Networking Opportunities
Connect with partners, investors, and customers to grow your professional network.

Resource Accessibility
Access tools and materials in Braille, large print, and screen reader-compatible formats.

Action Plan Development
Create an actionable business plan tailored to your unique needs and abilities.

SCAN ME

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Jacksonville Small and Emerging Business

DISABLED SERVICES
CITY OF JACKSONVILLE

FOR QUESTIONS, CONTACT (904) 255-5466

RESERVE YOUR SPOT TODAY!

jacksonville.gov/EMPOWERJAX

Accommodations for persons with disabilities are available upon request.Please contact Disabled Services at VM (904) 255-5466, TTY (904) 255-5475, or email your request to KaraT@coj.net.

JIM MORAN INSTITUTE
FOR GLOBAL ENTREPRENEURSHIP
FLORIDA STATE UNIVERSITY | JIM MORAN COLLEGE OF ENTREPRENEURSHIP

Small Business Executive Program

Designed for leaders of established businesses, this program fosters long-term growth, collaboration, and community. Participants learn to think strategically and lead more effectively through practical and applicable content, while also building a valuable network of peers facing similar challenges.

APPLY NOW

- **Strategic Thinking**
- **Financials**
- **Marketing**
- **Leadership**
- **HR and Operations**
- **Communication**
- **Exit Strategy**
- **Mitigating Risk**

Over five half-day sessions, participants work on their business with subject matter experts, their peer participants, and JMI staff.

Program Dates: 1/26, 2/2, 2/16, 3/2, 3/9.

Scan to learn more.
Apply by Dec. 4, 2026



- **For companies with 3+ employees and 3+ years of operating history.**
- **No cost to participate for accepted applicants!**



SAVE THE DATE

VETrepreneur SUMMIT

10 YEARS OF TURNING SERVICE INTO SUCCESS

BEYOND THE UNIFORM

★ ★ ★

CELEBRATING
A DECADE OF EMPOWERING
VETERAN ENTREPRENEURS

DATE & TIME
Friday, Dec 4
9:00 AM – 2:00 PM

LOCATION
Advanced Technology Center at FSCJ
401 W. State Street,
Jacksonville, FL 32202

COST
Free
Lunch Provided
Registration Required

WHAT TO EXPECT

SUCCESS STORIES from veteran entrepreneurs

HOW TO DO BUSINESS with government contractors

FUNDING YOUR BUSINESS — capital & resources

BRING YOUR BUSINESS PLAN for professional feedback

PLUS: PRI WILL BE ON SITE OFFERING COMPLIMENTARY PROFESSIONAL HEADSHOTS.

SCAN TO REGISTER:

HONORING SERVICE. ★ EMPOWERING ENTREPRENEURS. ★ BUILDING LEGACIES.

City of Jacksonville, Florida
MAVD
MILITARY AFFAIRS & VETERANS DEPARTMENT

PRESENTED BY MAVD IN COLLABORATION WITH

AMERICA'S SBDC FLORIDA

FSCJ Florida State College at Jacksonville

SPONSORING OUR COOKIES & TUMBLERS

BERKSHIRE HATHAWAY HOMESERVICES FLORIDA NETWORK REALTY

COMMUNITY FIRST Credit Union

CLICK HERE TO REGISTER:

https://events.blackthorn.io/en/6g3Q8Wa7/10th-annual-vetrepreneur-summit-5a1eVOGNY2z/overview

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 – 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 –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.



Marketing SnapShot Report

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.

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.