



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

Take a look at our upcoming events!



We have a digital library now! Please visit:

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

Upcoming Events

08/31
11AM

Blue Zones Project

Flyer Attached

09/03
10AM

Federal Contracting 101 with SBA

Flyer Attached

09/04
11AM

Working with JBOS, A Government Contractor

Flyer Attached

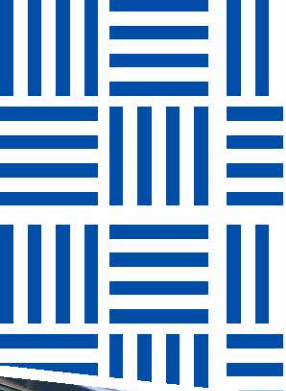
09/08
2PM

JSEB Certification Training

Flyer Attached

www.jseb.jacksonville.gov/events





BLUE ZONES PROJECT®
JACKSONVILLE



ALL LEVELS

RESTAURANT & FOOD TRUCK SUMMIT

Learn about becoming Blue Zones Approved, incentives, and community partners that can support long-term sustainability for your business.



**10
AUGUST**

SPECIAL FOCUS ON FOOD TRUCKS
10 am - 11 am

Golfair Center
865 Golfair Blvd, Jax, FL 32209



**31
AUGUST**

SPECIAL FOCUS ON FOOD TRUCKS
11 am - 12 pm

Jacksonville Library
303 N Laura St, Jax, FL 32202

**28
SEPTEMBER**

FOCUSED ON ALL RESTAURANTS
10 am - 11 am

Phoenix Arts & Innovation District
2320 N Liberty St, Jax, FL 32206

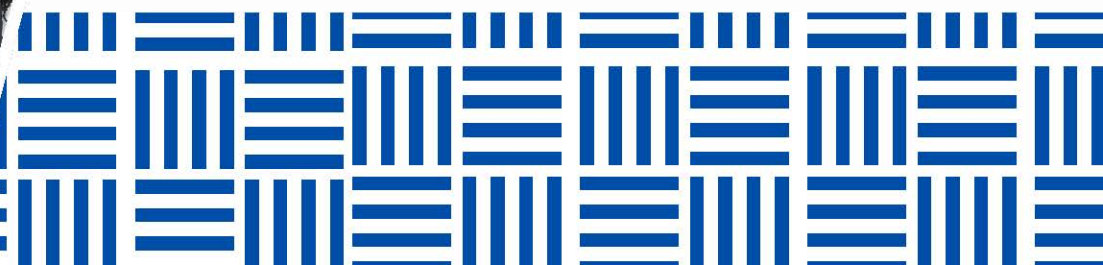
**20
NOVEMBER**

FOCUSED ON ALL RESTAURANTS
11 am - 12 pm

Cecil Field Center
13541 Lake Newman St, Jax, FL 32221



Learn more at BlueZonesProjectJacksonville.com/Events



ALL LEVELS

**Looking to start, grow,
expand, or recover
your business?**



YOUR Day with SBA

Join JSEB as they host the SBA to conduct an informative monthly workshop and welcoming in-person tailored for small business owners and aspiring entrepreneurs in our local community. Our team will be on site to answer your questions about programs, services, and resources available to support your business growth—whether you're just starting out, looking to expand, or exploring financing options and federal assistance.

Federal Government Contracting 101 Workshop - 10:00 am – 11:00 am

SBA staff on-site for face-to-face assistance - 11:00 am – 2:00 pm

Come See Us If You Are

Starting a Business

Growing Business

Business in Need of Funding Business Facing Challenges

Registration Link: <https://www.eventbrite.com/e/your-day-with-sba-federal-government-contracting-101-workshop-sbajseb-tickets-1989100395829?aff=oddttdtcreator>

**1st Thursday of Every Month
10:00am – 2:00pm – July 2, 2026**

Location: Golfair Center (Northside), 865 Golfair Blvd., Jacksonville, FL

(904)255-4097

II SBA programs and services are extended to the public on a nondiscriminatory basis.



ALL LEVELS

WORKING WITH JBOS, A GOVERNMENT CONTRACTOR

HOW TO BECOME A JBOS SUBCONTRACTOR

Join us for an informative session designed for business owners and companies interested in partnering with JBOS. Learn how to navigate the process, prepare your business, and position yourself for subcontracting opportunities.



DATE: SEPTEMBER 4, 2026



TIME: 11:00 AM – 12:00 PM



LOCATION: 13541 Lake Newman Street
Jacksonville, FL 32221

SPEAKERS



JOHN NUNEZ

Project Estimator, JBOS



YOLANDA M. TUCKER

Contracts Manager, JBOS



TOPICS WILL INCLUDE:

- ✓ Overview of JBOS and our mission
- ✓ Subcontracting opportunities
- ✓ Registration & qualification process
- ✓ Best practices for success
- ✓ Q&A with JBOS leaders



WHO SHOULD ATTEND?

Small Business Owners, Vendors, Service Providers, and Companies interested in doing business with a government contractor.



BUILD RELATIONSHIPS. GROW YOUR BUSINESS. PARTNER WITH JBOS.

Don't miss this opportunity to learn how your business can thrive as a valued subcontractor with JBOS.



LEVEL 1

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



**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.

- ✓ 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: 8/26, 9/2, 9/16, 9/30, 10/7.

***Scan to learn more.
Apply by June 30!***



APPLY NOW



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.

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



U.S. Small Business
Administration



Beaver Street Enterprise Center
A Fresh Ministries Initiative





Trade Contractor Outreach Event

University of Florida Jacksonville Campus

About the Event

Clark/AWC is looking to assemble a deep team of trade subcontractors to deliver the University of Florida Jacksonville Campus.

Join us at this event to gain insight into the project scope and schedule, connect with the Clark/AWC team, and learn about our prequalification process.

Project Details

Building 1A is a 190,000 SF new graduate education building anchoring UF's downtown Jacksonville campus.

Scan the QR code to register for the event, or visit <https://clrk.cc/UFJacksonville>

Thursday, September 10th
4:30 p.m. – 6:00 p.m.

**The Prime F. Osborn III
Convention Center**
1000 Water St
Jacksonville, FL 32204



CLARK/AWC, A JOINT VENTURE

**Let's build what matters,
together.**