



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!



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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

09/30
2:30PM

AI for Entrepreneurship

Flyer Attached

10/01
11AM

**Unlocking Financial Power, Sales Tax Revenue
& Growth for Business & Non-Profits**

Flyer Attached

10/01
11AM

Resources Available with SBA

Flyer Attached

10/05
11AM

Access to Capital

Flyer Attached

www.jseb.jacksonville.gov/events



AI WON'T REPLACE YOU. SOMEONE USING AI MIGHT.

ALL LEVELS

Jacksonville Small
and Emerging Business

FREE MONTHLY WORKSHOP
FOR ENTREPRENEURS

LEARN TO:



SAVE HOURS
EVERY WEEK



AUTOMATE
REPETITIVE TASKS



CREATE CONTENT
FASTER



GROW
SMARTER



LAST WEDNESDAY
OF EVERY MONTH



2:30 PM – 3:30 PM



JACKSONVILLE
MAIN LIBRARY
303 N. Laura Street
Jacksonville, FL 32202

FREE TO ATTEND!



ANGELINA GRISSOM

Founder, CMG³Tech & CMG³ University
AI STRATEGIST • TECH EDUCATOR



NO REGISTRATION REQUIRED

Visit CMG3U.com
to sign up for regular updates.



LEVEL 1

Monthly Workshop Series

Beyond the Ledger: Why Your Business Needs a Strategic Financial Squad

Unlocking Financial Power, Sales Tax Revenue & Growth for Businesses & Non-Profits

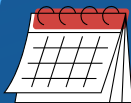


What You Will Learn

- ✦ The Financial Squad (Bookkeeper vs. CPA) Why relying solely on year-end tax prep leaves money on the table, and how a proactive bookkeeping team works alongside your CPA to preserve cash flow and drive strategy.
- ✦ Unlocking Non-Profit Revenue via Sales Tax How 501(c)(3) organizations can legally sell digital downloads, merchandise, and services—plus sales tax rules to build steady new income streams.
- ✦ Daily Receipt & Expense Tracking Habits Simple, time-saving bookkeeping systems to capture receipts, categorize transactions correctly, and eliminate year-end financial chaos.
- ✦ Clean Books for Tax Season Efficiency How organized monthly reconciliations keep your business tax-ready, reduce CPA cleanup fees, and ensure accurate financial reports.

For businesses less than 2 years all the way up to businesses operating 4+ years

Limited Spots Available!



October
1st, 2026
@ 3pm



303 N Laura
Street
Jacksonville
, FL 32202



SCAN TO
RSVP



Your Day with the SBA – at the Jacksonville Small and Emerging Business Entrepreneurship Center



Join the North Florida District Office (NFDO) Team for in-person assistance every first Thursday of the month at JSEB-Golfair Center, 865 Golfair Boulevard, Jacksonville, Florida 32206, until 1:00 pm!

Beginning at 10:00 am, the NFDO Team will provide a short overview of a focus topic (10:00 am – 11:00 am). After the presentation, in-person hands-on support will be available to discuss the topic and other business-related matters, tailored for startups or anyone interested in growing and expanding their business. This assistance will continue until 1:00 pm.

<u>Date</u>	<u>Focus Topics</u>
• June 4 th	Disaster Preparedness/Recovery
• July 2 nd	Government Contracting
• August 6 th	Access to Capital
• September 3 rd	SBA Programs and Services
• October 1 st	Resources Available
• November 5 th	Navigation of SBA's Webpage

To register for upcoming events, scan QRC or please visit the North Florida District Office's calendar of events at: <https://www.sba.gov/events?district=26> .





First
Citizen
Bank

ALL LEVELS

PRESENTED IN COLLABORATION

SMALL BUSINESS SUCCESS: ACCESS TO CAPITAL AND FRAUD PREVENTION

WORKSHOP

Practical guidance to help small business owners access capital and protect their business from fraud.

05

OCTOBER

ACCESS TO CAPITAL

EWD Center

2320 N Liberty St, Jacksonville, FL 32206

11 AM - 1 PM



12

OCTOBER

FRAUD PREVENTION

EWD Center

303 N Laura St, Jacksonville, FL 32202

11 AM - 1 PM



19

OCTOBER

FRAUD PREVENTION

EWD Center

2320 N Liberty St, Jacksonville, FL 32206

11 AM - 1 PM



26

OCTOBER

ACCESS TO CAPITAL

EWD Center

303 N Laura St, Jacksonville, FL 32202

11 AM - 1 PM



Scan QR Code to
Register



WORKSHOP SCHEDULE

11:00 AM-11:30 AM Networking Lunch

11:30 AM-12:30 PM Presentation

12:30-1:00 PM Meet the Banker

OPEN TO SMALL BUSINESS OWNERS AND ENTREPRENEURS

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.