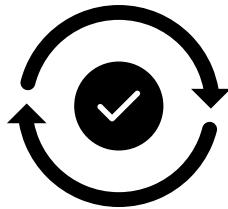




Jacksonville Small & Emerging Business

# NEWSLETTER

## CURRENT UPDATES



### RENEWALS!

Please visit our website to recertify:

<https://jseb.jacksonville.gov/jseb-application/jseb-recertification-application>.

Due to recent system errors, you may have received notifications regarding your expiration. If you feel this is inaccurate or have questions, please reach out to our office or email [igavric@coj.net](mailto:igavric@coj.net)

**TO NOTE:** If you have not met the continued education requirement, attending any one of the workshops contained in the letter will count towards that requirement. You will need to take a picture of the sign-in sheet to provide as proof in your application.



Check out additional flyers below.

**Your certification opens doors.  
Think **Bold** opens the room.**

# **JSEB CERTIFIED? NOW LEVEL UP.**

## **WHAT YOU'LL GAIN AT TB26**

- New Business Opportunities
- Actionable Growth Insights
- Citywide Exposure
- Relationship Capital

**APRIL 8-12, 2026**

[WWW.THINKBOLDFEST.COM](http://WWW.THINKBOLDFEST.COM)

**Exclusive 15% OFF for  
JSEB-Certified Businesses  
Promo Code: JSEB15**



**THINK **BOLD**  
Festival & Conference  
2026**

# Upcoming Events

**02/18  
10AM**

**JSEB Non-Profit Certification Training**  
Flyer Attached

**02/18  
1PM**

**Valley Bank Small Business Insight Forum**  
Flyer Attached

**02/18  
2PM**

**Digital Storytelling for Entrepreneurs**  
Flyer Attached

**02/20  
10AM**

**Building A Strong Business Base**  
Flyer Attached

**02/20  
4PM**

**Mastering Grant Writing Fundamentals -  
Graduation**  
Flyer Attached

**02/25  
10AM**

**Business Mastermind 1.0**  
Flyer Attached

**02/25  
12PM**

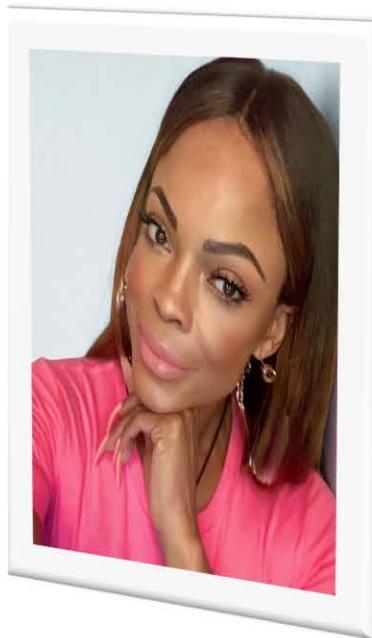
**Commercial Real Estate Education**  
Flyer Attached

**02/25  
2:30PM**

**AI For Entrepreneurship**  
Flyer Attached

[www.jseb.jacksonville.gov/events](http://www.jseb.jacksonville.gov/events)





*Hosted by: Dana Warsop,  
EBO/JSEB Program Coordinator*

# 02/18/2026

## JSEB NONPROFIT CERTIFICATION TRAINING

**TIME: 10:00 AM TO 11:00 AM  
LOCATION: 865 GOLFAIR BLVD.  
JACKSONVILLE, FL 32209**



### Unlock Opportunity: Get Certified with JSEB as a Nonprofit!

Are you a nonprofit in Duval County that is ready to grow your impact and tap into government contracting? The Jacksonville Small and Emerging Business (JSEB) program is now certifying eligible 501(C)(3) organizations! Join our monthly training to learn how to qualify, apply, and access exclusive city contracts, technical support, and long-term growth opportunities. From capital access to community connections, JSEB helps you build where you serve. Don't miss out YOUR MISSION DESERVES A SEAT AT THE TABLE!

**Registration not Necessary**

**Scan QR Code for Application**

### What You'll Learn:

**Overview of the Nonprofit JSEB Process**

**Pre-Certification Requirements**

**Application Guidance**

### Key Program Requirements:

**Organization must have official nonprofit IRS status of 501(c)(3)**

**Nonprofit Board resides in Duval County for at least 12 months or surrounding counties: St. Johns, Nassau, Baker, or Clay County for at least 18 months**

**Nonprofit Principal address in Duval County for at least 12 months**

### 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**



### CONTACT:

Dana Warsop, EBO/JSEB Program Coordinator  
904-255-8833  
dwarsop@coj.net

# VALLEY BANK SMALL BUSINESS INSIGHT FORUM

Wednesday, February 18th • 1:00 PM – 2:30 PM

- ✓ Explore the B.A.I.L. Ecosystem:  
*Banking, Accounting, Insurance, Legal*
- ✓ Access Capital & Prepare for Government Contracts
- ✓ Network with Emerging Business Leaders
- ✓ Build a Local Consortium for Growth

## Industries:

- Manufacturing
- Logistics & Transportation
- Contractors and Construction
- Professional Services
- Medical, IT & Technology



**Chris Turner**  
Senior Business Banker  
Valley Bank



**Gregory Pease**  
EBO/JSEB Program  
Procurement Manager



**FSCJ** G1709 Small Auditorium  
9911 Old Baymeadows Road  
Jacksonville, Florida 32256

TO REGISTER OR LEARN MORE EMAIL  
[DBoykin@Valley.com](mailto:DBoykin@Valley.com)

# Digital Storytelling for



# Entrepreneurs™

## Your WHY Is Your Power

### Turn Your Story Into Strategy, Impact & Income

#### Why This Workshop Matters



Too many entrepreneurs focus on what they do – but clients, funders, sponsors, and decision-makers invest in who you are and WHY you do it.

- Your story is not “extra.”
- Your story is your lead generator.

#### Who This Workshop Is For



- ✓ Entrepreneurs & small business owners
- ✓ Nonprofit founders & social impact leaders
- ✓ Creatives, consultants, and subject-matter experts
- ✓ Anyone ready to monetize what they know, not just what they sell

When people understand your WHY, they choose you – before they compare you.

#### Your story answers:

- Who you serve
- Why you exist
- Why you're credible
- Why they should do business with you



When: 3rd Wednesdays Starting: February 18, 2026



Time: 2:00 pm - 3:00 pm



Location: JSEB Workforce Development Center  
Jacksonville Main Public Library  
303 North Laura Street, Jacksonville, FL 32202  
Downtown Jacksonville

Eventbrite  
RSVP



ICYMI

view stub



**Dr. Therese W. Gamble, EDD-TIP, EDD-SEL, E.MBA, M.Ed**

- Charismatic Executive Administrative Architect™ (CAO)
- Certified JSEB & Microsoft Innovator Trainer + Educator
- Critical Traumatic Social Emotional First Responder (dual doctoral graduate student (2025) Educational Leadership)
- Founder of Concierge Resource Professional Consultants, LLC (CRPCNOW) - (FL)
- Founder of E & T Gamble Enterprises, LLC (GA)
- Executive Producer CRPCNOW Media Storytelling Studio Broadcast & Streaming Division + Podcasts (Biz Blast, Socially Speaking, CRPC Podcast University™)
- Lifestyle & Wellness Innovator (Selfcare is Healthcare Accelerator, LLC + Motivational Marketplace Outreach Ministry)
- National + Global Engagement

Scan QR Code for Contact Information



Presented by:

Concierge Resource Professional Consultants, LLC dba CRPCNOW

Buma Solutions

# BUILDING A STRONG BUSINESS BASE

Working towards success

## Topics

- Creating a financial engine to power your business
- Its all about relationships
- Operating effectively



**February 20, 2026**

**At 10:00 am**

**Jacksonville Library  
- (Downtown)  
303 N Laura Street  
Jacksonville, FL  
32202**



**Doug Buma**  
*Business Consultant*

**Register Now:**



# Mastering Grant Writing Fundamentals



## COMPLETION CEREMONY

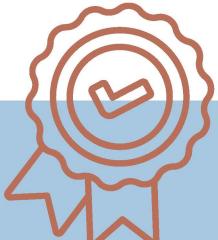
The CEO of Manifesting On More, Arnisha T Johnson, and Program Coordinator of the JSEB Program, Dana Warsop, cordially invite you to help us celebrate local nonprofit and small business owners who've attended and completed the **Mastering Grant Writing Fundamentals** Workshop Series.



**Arnisha T Johnson**  
Grant Writing Facilitator

These Visionaries have worked hard to ensure their ventures were **grant ready**, identified their **fundable programs**, created long-lasting budgets with our ADP Partners, crafted and met their **SMARTER Goals**, identified and created an **outreach, relational plan with local donors**, and sourced grants that have been added to their pipeline, all within the last 3 months. They are ready to conquer the grant world, fund their business with OPM (other people's money), and do it with **confidence and support**.

Join us for light refreshments, an evening of networking, and a time to celebrate their achievements! We can't wait to see you at this **FREE** event!



**DATE: Friday, February 20th**  
**TIME: 4:00 PM**

**LOCATION: Phoenix Arts & Innovation District**  
**2320 N Liberty St, Jacksonville, FL 32206**



## Business Mastermind 1.0 Series

Pinnacle's Business Mastermind 1.0 Series is specifically for owners and key employees of small businesses. Author Michael Gerber studied small businesses; in his book, *The E-Myth Revisited*, he addresses specific reasons that many of them fail. Participants engage in discussion with like-minded individuals and learn to implement systems, policies, and procedures that help ensure long-term success.

### Topics

- The E-Myth and American Small Business
- The Turn-Key Revolution: A New View of Business
- The Business Development Process and Business Development Program
- Primary Aim and Strategic Objective
- Organizational, Management, People, Marketing and Systems Strategies

Business Mastermind 1.0 Series is for you, if you want to:

- ✓ Work *on* your business rather than *in* your business.
- ✓ Build strong relationships within a network of like-minded people.
- ✓ Take your business to the next level.

### Series Details:

- Participation is free of charge
- Especially for owners and key employees
- Hosted and led by Pinnacle team members
- One meeting per week for either 6 or 8 weeks

### Our Commitment:

Learning is one of Pinnacle's seven core values. We live that value by offering educational opportunities to both clients and non-clients in the communities we serve.

For more information, scan the QR code below.



### Our Values:

Integrity • Partnership • Fairness • Results • Learning • Balance • Discipline



**FEBRUARY 25, 2026**  
**12:00 – 1:00 PM**  
**JACKSONVILLE PUBLIC LIBRARY**  
**303 N LAURA ST, JACKSONVILLE, FL 32202**

## **Commercial Real Estate Education Series for Business Owners**

Presented By: **Elias Hionides**  
**Ashleigh Shim**  
**Licensed Commercial**  
**Real Estate Professionals**

Brokerage: **Petra Management Inc.**  
[www.petrajax.com](http://www.petrajax.com)

## **PROJECT OBJECTIVE**

An educational series designed to empower Jacksonville business owners with essential knowledge for making informed commercial real estate decisions. Each session combines expert instruction, local market insights, and interactive Q&A.



## **SESSION TOPICS**

- Commercial Lease Fundamentals
- Commercial Property Types
- Jacksonville Market Intelligence
- Financial Considerations & Lease Negotiations
- Legal Considerations & Due Diligence

## **EDUCATIONAL OUTCOMES**

- Evaluate commercial properties with confidence
- Understand lease terms effectively
- Make decisions based on market knowledge
- Navigate lease process efficiently
- Avoid common pitfalls that cost time and money

## **OVERALL BENEFITS**

**Economic Development:**  
Better-informed business owners make smarter decisions which allows opportunity for business growth and expansion

**Business Retention:**  
Educated tenants are likely to succeed and remain in Jacksonville

**Professional Network Building:** Connects local businesses with trusted commercial real estate expertise beyond brokerage

**Community Investment:**  
Demonstrates city commitment to small business success

# AI FOR ENTREPRENEURS



## Learn. Build. Automate.

Turn Everyday Business Tasks  
into Smart Systems Using AI.

PRESENTED BY CMG<sup>3</sup> TECH & JSEB

### What You'll Learn

- 1 How to Use ChatGPT for Business
- 2 Intro to Automation:  
Docs, Emails, & CRMs
- 3 Boosting Marketing with AI Tools



### Session Details

Last Wednesday of the Month

**TIME:** 2:30 PM - 3:30 PM

**WHERE:** Jacksonville Main  
Library

**ADDRESS:** 303 N Laura Street  
Jacksonville, FL 32202



#### ANGELINA GRISSOM

Founder of CMG<sup>3</sup> Technologies  
& CMG<sup>3</sup> University

AI Strategist & Tech Educator  
Entrepreneurial Mentor

With a heart for community  
and a passion for automation,  
Angelina helps small business owners  
and future founders build smarter  
not harder using today's best AI tools.

Email [info@cmg3technologies.com](mailto:info@cmg3technologies.com) with any questions