

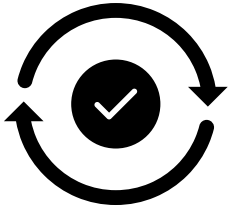


Jacksonville Small & Emerging Business

NEWSLETTER

CURRENT UPDATES

Take a look at our upcoming events!



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

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.

Upcoming Events

03/10
2PM

JSEB Certification Training

Flyer Attached

03/11
2PM

Alternative Business Funding Workshop

Flyer Attached

03/11
3PM

Tax Workshop

Flyer Attached

03/12
12PM

Coffee, Cash Flow & Clarity

Flyer Attached

03/12
2PM

Enhance Your Communication

Flyer Attached

www.jseb.jacksonville.gov/events





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



LEARN THE ALTERNES

BUSINESS FUNDING WORKSHOP

Unlock the Capital Your Business Needs

Join us for a powerful, information-packed educational workshop designed for entrepreneurs and small business owners interested in practical, accessible funding solutions beyond traditional bank loans.



What You'll Learn:

- Detailed Fundamentals of Alternative Business Funding
- Full Descriptions of a Variety of Funding Platforms
- Potential Benefits/Risks of Each Funding Option
- How to Gain Access to Participating Alternative Funding Lenders

Who Should Attend:

- ✓ *Early-Stage Entrepreneurs*
- ✓ *Small Business Owners*
- ✓ *Consultants, Creators, and Service Providers*
- ✓ *Anyone Seeking Capital to Launch or Scale*

Facilitator: Vickey Tiggs, M.A.O.L.

Fellow business owner and advocate with over 30 years of administrative and business operations experience in both the corporate and nonprofit sector, including financial literacy education.

DATE: MARCH 11, 2026

TIME: 2PM-4PM

**JSEB ENTREPRENEURSHIP &
WORKFORCE DEVELOPMENT
CENTER**

**865 GOLFAIR RD
JACKSONVILLE, FL 32206**

REGISTER NOW:



<https://form.jotform.com/260556995853171>





Jesica Viviana Martinez
Accounting Services

JSEB WORKSHOP

2nd WEDNESDAY OF THE MONTH at 3PM

— DOWNTOWN MAIN LIBRARY —

Entrepreneurship & Workforce Development Center

— INTRO TO —

qb QuickBooks!

HANDS-ON TRAINING!

**BRING YOUR LAPTOP
OR IPAD/TABLET ALONG WITH
YOUR COMPANY INFORMATION
& BANK ACCOUNT LOGINS!**

Get your QuickBooks set up and
learn the basics of bookkeeping
for your business!



FREE WORKSHOP!

**LEARN THE BASICS TO
MANAGE YOUR BUSINESS!**

WHATSAPP / CALL:  **904-889-2326**



jseb.jacksonville.gov

COFFEE, CASH FLOW & CLARITY

This in-person pop-up series is designed for individuals, new and aspiring business owners.



MARCH 12 & 24

12:00 PM – 2:00 PM



**JSEB Golfair Center - (Northside)
865 Golfair Blvd. Jacksonville, FL**

**Patrina Dixon, CFEI, RFC
CEO of Its My Money of FL**



**These are short, 10-15
minute, real
conversations over
coffee.**



**This is a space where
entrepreneurs and community
members can get ask questions,
get clarity and resisted to move
forward with confidence.**



**Enjoy free coffee
while we chat.**



HIGHLY RATED WORKSHOP

Start. Nurture. Enhance... Your Communication Skills.

EMPOWERING BUSINESS OWNERS AND EMPLOYEES FOR PROFESSIONAL SUCCESS

1- Hour Workshop – Second Thursday Each Month – 2:00pm

CHOOSE ONE DATE:

January 8, February 12, March 12, April 9, May 14, June 11

Downtown Jacksonville Library, 303 North Laura Street

Unlock essential elements of effective communication and begin your own self-awareness journey in these focus areas:



Presentation Skills



Leadership Development



Conflict Management/Team Dynamics



Erica L. Allgood, Ph.D.
Communication Consultant, Coach, and Professor
30+ Years Experience

In Partnership With



For More Information:
Erica@theallgoods.net

[https://jseb.jacksonville.gov/
events](https://jseb.jacksonville.gov/events)

Register for this FREE Workshop:



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

Learning



**VIRTUAL
WEBINAR**

FOUNDATIONS FIRST: BUILDING FUNDABLE ORGANIZATIONS FROM DAY ONE

A 5-Part Capacity-Building Training Series






Are you starting or growing a nonprofit or mission-driven organization and want to be prepared for funding opportunities from the start? This five-part training series, presented in partnership with the **Jacksonville Small and Emerging Business (JSEB)** Program, is designed to help organizations build strong foundations, implement effective systems, and position themselves to be fundable and sustainable.

Participants will gain practical tools, strategic insight, and a clear roadmap to strengthen their organization's structure, programs, and funding readiness.



REGISTER NOW!

WHAT YOU'LL LEARN:

-  1. **How to Be Fundable from Day One - March 5th**
-  2. **Vision, Mission & Alignment - March 19th**
-  3. **Legal Structure, Governance & Compliance - April 2nd**
-  4. **Programs, Products & Operations - April 16th**
-  5. **Funding, Revenue & Sustainability - May 7th**

FACILITATED BY:

Willie Finklin, CFRE - The Grant GOAT

Nonprofit strategist with over 15 years of experience and more than \$35 million raised in development funding

WHO SHOULD ATTEND:

- Aspiring nonprofit founders
- New and emerging nonprofits
- Mission-driven organizations seeking funding readiness
- Leaders looking to strengthen internal systems and sustainability

PROGRAM START:

March 5, meeting on the 1st and 3rd Thursdays, 6-8 PM

JAA Vendor Meet and Greet



The Jacksonville Aviation Authority (JAA) is hosting a Vendor Meet and Greet (in-person) on March 9, 2026, 5:00 p.m. – 7:00 p.m. Please join us to obtain information on the procurement process of doing business with JAA and upcoming bidding opportunities.

Vendors will have the opportunity to:

- ✔ Meet with JAA Staff
- ✔ Connect with 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: March 9, 2026, 5:00 -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



flyjacksonville.com