



Jacksonville Small & Emerging Business

NEWSLETTER

CURRENT UPDATES

Take a look at our upcoming events!



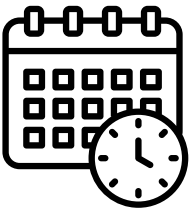
Reminder! If you have not already, please complete our annual survey.

Visit:

<https://lp.constantcontactpages.com/sv/IU85HVo/jsebannualsurvey>



See the attached flyer from APEX Accelerator to learn how your business can get help with procurement technical assistance.



Check out our upcoming events and see what interests you.

Visit our website for full details and to register:

<https://jseb.jacksonville.gov/events>

EVENTS HAPPENING

On August 8th, we partnered with Jacksonville Black Chamber of Commerce and It's My Money to host a Book Bag Drive. There were many supplies and backpacks given out to school kids. Two original authors attended and read excerpts from their books. They also gave away copies of their books to these students.





Florida APEX Accelerators at the University of North Florida

Government Contracting Assistance

How can we help your business?

Scan code to complete the Request for Consulting to get started today!



The Florida APEX Accelerator serves as a resource for large and small businesses, including newly started businesses, to obtain procurement technical assistance. We empower businesses to identify, compete for and win government contracts. Our team of experienced consultants are ready to provide **no-cost, confidential** guidance and support every step of the way. Our government contracting consulting, training, and information services are available at no cost to Florida businesses, that possess the interest and potential to perform work for federal, state or local government agencies.

Our knowledgeable, experienced consultants are able to assist you with:

- Contracting readiness
- Capability Statements and Marketing Plans
- Understand basics of contracting
- Federal, state, and local registrations and certifications
- Identify potential buyers and prime contractors
- Identify proposal and bid opportunities
- Bid match services
- Review solicitations, proposals and bids
- Connect to Federal R&D Opportunities (i.e. SBIR/STTR)
- Cybersecurity training



Learn more!
Contact Mark Cooper,
APEX Accelerator Coordinator:

mark.cooper@unf.edu

800-450-4624

Or visit www.unf.edu/sbdc



The Florida APEX Accelerator at UNF is a member of the Florida APEX Accelerator, a statewide network powered by the University of West Florida and funded in part by the State of Florida and local partners, including UNF. This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

Upcoming Events

08/19
10AM

Powering Projects: How Lending and Insurance Work Together For You
Flyer Attached

08/20
12PM

Real Estate: Investing Like A Pro
Flyer Attached

08/21
12PM

JSEB Non-Profit Certification Training
Flyer Attached

08/27
10AM

Commercial Leasing 101
Flyer Attached

08/27
12PM

AI-Powered Business Strategy & Profits Workshop
Flyer Attached

08/27
2:30PM

AI For Entrepreneurs
Flyer Attached

www.jseb.jacksonville.gov/events





 **Jacksonville Small and Emerging Businesses Present**

Powering Projects: How Lending and Insurance Work Together for You

From application to approval—hear how Zelen Risk Solutions and Cogent Bank have helped contractors and businesses secure financing and insurance to grow their business.



**TUESDAY
AUGUST 19 AT 10AM**



**JACKSONVILLE
PUBLIC LIBRARY**

303 N. Laura Street
Jacksonville, FL 32202

RSVP

Radha Weeder at
rweeder@cogentbank.net
or by calling **904.323.0716**

GUEST SPEAKERS



Radha Weeder
VP, Cogent Bank Business
Development Officer



Equal Housing Lender | Member FDIC



Vicky M. Zelen
President & Founder
Zelen Risk Solutions



TOPICS WILL INCLUDE:

- ✓ Tools, resources, and partnerships that help small and emerging businesses qualify for large-scale contracts.
- ✓ What businesses need to know about additional insured wording, waivers of subrogation, and policy limits.

REAL ESTATE: INVESTING LIKE A PRO

**TURN JACKSONVILLE PROPERTIES INTO PROFITS:
START YOUR INVESTING JOURNEY TODAY!**

Knowledge you will gain

1

3 Easy Steps to Start Investing

2

How to Identify High-Potential Investment Properties

3

Pros and Cons of Long-Term Rental vs. Buy and Sell



EVERY 3RD WEDNESDAY
Starting August 20, 2025



TIME
12:00 PM to 1:30 PM



LOCATION
MAIN LIBRARY
303 N LAURA ST,
JACKSONVILLE, FL 32202

Reserve your Seat Here:



Tina Pham, Broker®

- Licensed Real Estate Instructor
- Broker/Owner:
 - Golden Pen Realty
 - Golden Pen Property Management
 - Golden Pen Real Estate School
 - Golden Pen Consulting
- Decades of experience in residential and commercial real estate
- Founder of Asian Chamber of Commerce of North Florida
- Founder of Phamily Pantry

Contact Information:



www.goldenpenrealty.com



info@goldenpenrealty.com

Follow us on:



/GoldenPenRealty



Scan QR Code
for Contact Info



08/21/2025

JSEB NONPROFIT CERTIFICATION TRAINING

TIME: 12:00 NOON TO 1:00 PM
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!

Scan QR Code for Application
Registration not Necessary



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

HOSTED BY:

Dana Warsop, EBO/JSEB
Program Coordinator
904-255-8833

dwarsop@coj.net

Third Thursday of Every Month

COMMERCIAL LEASING 101



Wednesday, 27th August

10:00AM-12:00PM



Jax DT Library

303 N Laura St,

Jacksonville, FL 32202

Secure Your Spot Today!

**HOW TO WIN AT
NEGOTIATIONS**

**FREE SPOTLIGHT
OPPORTUNITIES**

**EXCLUSIVE LEASING
CHECKLIST**



Presented By:

Vasha Carter
VP of Leasing

Amanda Richards
Leasing Specialist



AI-POWERED BUSINESS STRATEGY & PROFITS WORKSHOP

LED BY EXPERT BUSINESS STRATEGISTS
DR. JAMAR SUBER AND HIS IA CERTIFIED TEAM OF COACHING PROFESSIONALS!

August 27th, 12PM to 2PM EST

Downtown Jacksonville Library, 303 N. Laura Street, Jacksonville, FL 32202

Come and Celebrate
Our Workshop Series Designed to Help

Workshop Provisions

Hors d'oeuvres

Life-Long Connections

➤ **Win up to \$400 in Giveaways!**

PRESENTED BY

Dr. Josh Danson

SVP of Operations IA Digital
Media & Strategy
WORKSHOP FACILITATOR

Coach Honie Bee

IA Certified Business Coach
HOST

Rapheal Dabney

Vice President of Technology
WORKSHOP FACILITATOR

Sponsored by:



REGISTER HERE



Limited RSVP Available – Reserve Yours Today!

| www.jaxworkshops.com

AI FOR ENTREPRENEURS



Learn. Build. Automate.

Turn Everyday Business Tasks
into Smart Systems Using AI.

PRESENTED BY CMG³ 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 CMG³ Technologies
& CMG³ 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 with any questions

Small Business Bootcamp Series

Presented by the SBDC at UNF in partnership with:



QuickBooks | May 22

This session will be an overview of QuickBooks Online. Attendees will be using a sample company file to walk through the primary functions of QuickBooks Online. Attendees will learn about the settings and function of a company file as well as look at reporting options and dashboards. This session is great for beginners and intermediate users alike who may need a refresher or learn new tricks to make budgeting easier.

[Click here to register.](#)

Marketing & Market Research | June 26

This session will help vendors maximize the right marketing weapons for their message and skillfully implement customer-winning strategies and face competition. The market research portion of the session teaches vendors to make educated decisions about your product of service by researching and collecting market information to support your goals.

[Click here to register.](#)

Cash Flow & Finance Health | July 24

How is your business's financial health? Learn about benchmarking against industry average. Attendees will gain insights into business performance measures that will help track growth, identify areas for improvement and to stay competitive in their market.

[Click here to register now.](#)

Questions:

Contact Ali Stephens, SBDC at UNF:

ali.stephens@unf.edu | 904-620-2441

Effective Communications & Team Building | August 28

Participants will get a chance to discuss ways to create trust, credibility and confidence with your internal staff and external customers using effective communication skills. Attendees will receive the Effective Communication workbook to learn how to better connect with customers and co-workers. **[Click here to register.](#)**

Business Model Strategy September 25

The Business Model is the main idea of the business together with the description of how it is working. This class will cover the three main areas of a business: desirability, feasibility and viability. Business models are important for both new and established businesses. Established Businesses should regularly update their business model, or they'll fail to anticipate trends and challenges ahead. **[Click here to register.](#)**

Series Details:

Cost: All classes are no cost!

Time: 6pm - 8pm

Location: Kids Hope Alliance - 1st Floor
1095 A. Philip Randolph Blvd.
Jacksonville FL, 32206