

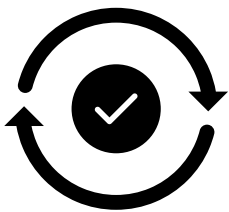


Jacksonville Small & Emerging Business

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>.

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.





AI IN ACTION

Practical Digital Tools to
Scale Your Small Business



Learn How To:

- ✓ Use AI marketing tools to increase lead generation
- ✓ Automate workflows for greater efficiency
- ✓ Utilize data dashboards to guide decisions
- ✓ Evaluate the ROI of new technology investments
- ✓ Implement a 30-60-90 day digital transformation plan

FEATURING GUEST SPEAKERS



TRISHA

STALAKER, MBA, M.Ed
Business Growth Consultant



ANGELINA GRISSOM

Global Technologist
& Founder, CMG3 Tech

 **Wednesday, March 18 | 1:00 PM – 2:30 PM** | FSCJ Deerwood

FSCJ Deerwood Center Auditorium (G1709)

9911 Old Baymeadows Rd., Jacksonville, FL 32256

FSCJ

Upcoming Events

03/18
10AM

JSEB Non-Profit Certification Training
Flyer Attached

03/18
2PM

Legal Foundations for Small & Emerging Business
Flyer Attached

03/18
2PM

Digital Storytelling for Entrepreneurs
Flyer Attached

03/19
2PM

Credit 101: Unlocking the Power of Personal Credit for Business Growth
Flyer Attached

03/19
6PM

Foundations First: Building Fundable Organizations From Day One
Flyer Attached

www.jseb.jacksonville.gov/events



Upcoming Events

03/20
10AM

10X Your Business

Flyer Attached

03/20
10AM

Pricing Your Serices

Flyer Attached

03/24
12PM

Coffee, Cash Flow & Clarity

Flyer Attached

03/25
2:30PM

AI For Entrepreneurship

Flyer Attached

03/26
1:30PM

**Your Next Chapter: Selling Your Business
with Confidence**

Flyer Attached

www.jseb.jacksonville.gov/events





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

03/18/2026

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

STRIVER²THRIVER, LLC

PRESENTS....

LEGAL FOUNDATIONS FOR SMALL &
EMERGING BUSINESSES

FEATURING:

ATTORNEY SANDY A. MILLINGTON, ESQ.



In This Workshop, You'll Learn:

- The importance of proper legal structure and liability protection
- How contracts reduce risk and prevent costly misunderstandings
- Key compliance and regulatory obligations
- Smart risk management strategies
- How to prevent disputes — and resolve them effectively

Whether you're launching or scaling, this session will give you clarity and practical next steps to safeguard your business.

Downtown Jacksonville Public Library

303 N Laura St, Jacksonville, FL

March 18th 2:00 PM – 3:00 PM



Scan To Register



Join us for an educational workshop designed specifically for Small Business Owners.

Attorney Sandy A. Millington, Esq. will walk you through the legal essentials every business owner must understand to operate confidently and grow responsibly.

Move from Striver to Thriver — with the right legal foundation.

**STRIVER
THRIVER** **2**

ELEVATE YOUR BUSINESS

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 of the month
(except for May, July, December)



Time: Promptly @ 2:00 pm - 3:00 pm



Location: JSEB Workforce Development Center
865 Golfair Blvd., Jacksonville, FL 32209

Eventbrite

RSVP

<http://bit.ly/4slQ5Gc>



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

ICYMI

view stub



CREDIT 101

UNLOCKING THE POWER OF PERSONAL CREDIT FOR BUSINESS GROWTH



KENYON SUTTON

Founder and Financial Coach
NeuroWISE Financial

What You'll Learn:

- How credit scores are calculated
- How to read your credit report
- Important differences between business and personal credit
- How you can leverage both for long-term success



MARCH 19, 2026

2:00 - 3:30 PM

Jacksonville Public Library
303 N. Laura St.
Jacksonville, FL 32202

Register Here





**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



10X YOUR BUSINESS

Friday March 20, at 10am - 11:30am

For founders & CEOs ready to break through their next growth ceiling— scale without working harder.



JSEB Entrepreneurship & Workforce Dev. Center
Golfair Center
865 Golfair Blvd. Jacksonville, FL

Kent Irwin

Founder of Strategic Vision Coaching
Teacher at AcceleratePV Jacksonville's
premier startup & growth accelerator

Questions? kent@10Xsvc.com
www.10Xsvc.com



 **REGISTER NOW**



PRICE IT RIGHT. SELL IT CONFIDENTLY.

- How to price your services for real profit
- The most common pricing mistakes business owners make
- How to communicate value instead of competing on price
- How to handle price objections with confidence
- The connection between clear leadership, clarity, and sales growth



Seth Buma

Business Consultant

March 20, 2026

At 10:00 am

Jacksonville Library

- (Downtown)

303 N Laura Street

Jacksonville, FL

32202

Register Now:



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.**



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



Quorum Business Advisors



YOUR NEXT CHAPTER

Selling Your Business with Confidence

A workshop designed for seasoned business owners who are preparing to plan their exit strategy.

Topics we'll cover:

- The Basics of Business Valuation
- The Step by Step Process of Business Sales
- Common Mistakes Sellers Make

You will walk away with:

- An understanding of how to prepare yourself & your business for sale.
- A list of pitfalls to avoid as you prepare your exit.
- A resource guide with practical next steps and document checklist.



Hosted by Ruth Simpson
Business Intermediary

Register Now!



<https://SellYourBizwithConfidence.eventbrite.com>

MARCH 26TH
1:30 PM

865 Golfair Blvd
Jacksonville, FL 32209

With Guest Speaker
Anthony Rigney

Owner/Broker of Quorum
Business Advisors



A NEW DAY.

**JACKSONVILLE SMALL & EMERGING BUSINESS (JSEB)
MONITORING COMMITTEE MEETING**
City Hall, St. James Building, 117 West Duval Street, 1st floor
Don Davis Room, Jacksonville, FL 32202
Wednesday, March 25, 2026 – 2:30 P.M. – 4:30 P.M.

Posted: 5:15 p.m. February 24, 2026

**JACKSONVILLE SMALL & EMERGING BUSINESS (JSEB)
MONITORING COMMITTEE
NOTICE OF PUBLIC MEETING**

NOTICE is hereby given that the **JSEB Monitoring Committee** will meet **Wednesday, March 25, 2026, at 2:30 p.m. to 4:30 p.m.**, in **Don Davis Room at City Hall, St. James Building**, located at **117 West Duval Street, 1st floor, Jacksonville, FL 32202**. This meeting will be available both in person and virtually. To access the virtual session, please register at https://teams.microsoft.com/l/meetup-join/19%3ameeting_MTFiNWY0M2UtODk3Yi00MGmXLWlyNDEtMzcxYWFiMzI4ZGUz%40thead.v2/0?context=%7b%22id%22%3a%2269b7a791-5a9c-4661-b6cf-1c6fb3d271c6%22%2c%22oid%22%3a%227f52c648-5301-446d-81d7-d65347b07b8f%22%7d

The Jacksonville Small and Emerging Business (JSEB) Monitoring Committee will meet pursuant to City Ordinance 2025-0148-E and Chapter 126, Part 6, Subpart B, *Ordinance Code*. The purpose of this meeting is to discuss the status of the Program Goals, training programs, the "AC Program", program participation, financial matters and funding of the program, the need for legislation, and any other matters within the purview of the Committee as expressed in Section 126.607, *Ordinance Code*.

All interested parties are invited to attend.

A recording of this meeting will be available within 48 hours of its conclusion a copy of which can be obtained by contacting Ivana Gavric by email at igavric@coj.net or phone 904-255-8852.

An Agenda can be found prior to the meeting at:
<https://jseb.jacksonville.gov/resources/jseb-monitoring-committee>

Please contact igavric@coj.net with questions regarding this notice.

If you have a disability that requires accommodations to participate in the above meeting, please contact the Disabled Services Division at: (904) 255-5466, TTY-(904) 255-5476, or email your request to KaraT@coj.net and we will provide reasonable assistance for you. The Florida Relay Service can be reached at 711. All requests must be received no later than 12:00 p.m. on the day prior to the date of the meeting; requests for accommodation received after this time may not be met.