



Jacksonville Small & Emerging Business

# NEWSLETTER

## CURRENT UPDATES

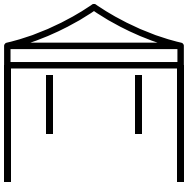
Take a look at our upcoming events!



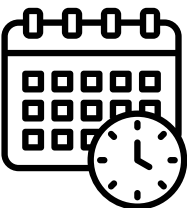
**Reminder!** If you have not already, please complete our annual survey.

Visit:

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



If you are interested in participating in the Downtown Vision ArtWalk for September, please email [igavric@coj.net](mailto:igavric@coj.net) for details. This is a great way to bring awareness of your company!



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



Since the new legislation in July, Non-Profits Organizations have been able to become JSEB certified. On August 21<sup>st</sup>, we had our first JSEB Non-Profit Certification training. If you have a non-profit and are interested in learning more, our next training is September 19<sup>th</sup>. In the meantime, if you have any questions, please contact Dana Warsop at [DWarsop@coj.net](mailto:DWarsop@coj.net).

# Upcoming Events

**09/05**  
**9:30AM**

**10X Your Business**  
Flyer Attached

**09/09**  
**10AM & 2PM**

**Encore Claim Services**  
Flyer Attached

**09/09**  
**12PM**

**JSEB Certification Training**  
Flyer Attached

**09/10**  
**10AM**

**“Leadership from Within” Workshop Series**  
Flyer Attached

**09/11**  
**11:30AM**

**Introduction to Government Contracting**  
Flyer Attached

**09/11**  
**2PM**

**Enhance Your Communication**  
Flyer Attached

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





# 10X YOUR BUSINESS

Learn the Key Pivots to break bottlenecks  
and reignite growth

## Why Attend?

- *65% of businesses are stagnating*
- *Owners tell me they feel frustrated, overwhelmed, and they've tried everything—yet nothing changes*

*If that sounds familiar, this is for you*

*Come and learn the techniques and mindsets successful business use to break through to success!*

**Friday Sep. 5, at 9:30am - 11am**

**Jacksonville Main Library  
303 N Laura Street 32202**



Registration: <https://linktw.in/gYmrTM>



Kent Irwin, President  
Strategic Vision Coaching  
Business and Entrepreneur Coach

Also serves as Dir. of Curriculum at  
AcceleratePV, Jacksonville's  
business accelerator & incubator

Questions?  
[kent@kirwincoaching.com](mailto:kent@kirwincoaching.com)





# Adjust your life. Insure your future.

Imagine helping family and friends.

Imagine having control of your work schedule.

Imagine making a substantial, sustainable income.

## LEARN MORE

Every 2nd Tuesday's starting September 9th

Library –  
303 N Laura Street Jacksonville, FL 32202 - 10am

Golfair –  
865 Golfair Blvd. Jacksonville, FL 32209 - 2pm

Whether you are a high school graduate looking for direction, a working adult looking for a new career, a retired military veteran looking a rewarding position, a retiree looking to supplement your income, or a college graduate looking for the best way to use your degree, this could be the right adjustment for you.



### Become an insurance adjuster.

Investigate insurance claims by interviewing and inspecting claims. As a career, becoming a claims adjuster is not only rewarding but constantly in demand.



### Encore will prepare you for the state certification with a self-paced course.

Pass our state-approved test and you are on your way to insuring your future.  
No college degree required.

- **Healthy income.**
- **Flexible hours.**
- **Reliable industry.**

*"Obtaining my license changed my life immediately. It gave me financial stability. It gave me control of my time. It opened my eyes to a new opportunity."*

– Lisa Evans

To enroll visit : [www.encoreclaimservices.com](http://www.encoreclaimservices.com)

For more information, write to [info@encoreclaimservices.com](mailto:info@encoreclaimservices.com)

or call 954-609-9564



# JSEB CERTIFICATION TRAINING

## For Profit & Nonprofit Businesses

📍 Location:  
865 Golfair Blvd.  
Jacksonville, FL 32209

📅 Starting: Tuesday, July 8  
Then recurring every second Tuesday of the month

👤🏠 Hosted by: Gregory Grant - EBO/JSEB Administrative Director



### 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 and Nonprofit 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

# Leading from Within



Grow your leadership from the inside out, without burnout.

Complimentary Monthly Workshops for Small Business Leaders

## WHAT YOU'LL LEARN:



**Emotional Intelligence in Leadership**



**Communicate to Lead**



**Resilient Decision-Making**

## WHO IS THIS FOR?

**Small business owners, team leaders & entrepreneurs ready to:**  
Reduce stress and burnout | Improve team communication | Lead with calm confidence

## ABOUT YOUR FACILITATOR:

**Roselyn Pérez Casiano** — Forbes-featured speaker, licensed therapist, and creator of the *From Burnout to Alignment Method*.

**WHEN:** 2nd Wednesday of every month at 10:00 AM  
**WHERE:** Main Library, 303 N Laura St, Jacksonville, FL



**RSVP:**



**Contact Us for more information**

✉ [roselyn@insightfulnessence.com](mailto:roselyn@insightfulnessence.com)

🌐 [www.insightfulnessence.com](http://www.insightfulnessence.com)





# Popup Training Sessions

## Entrepreneurship & Workforce Development Centers

### Training Topics & Schedule

#### **Introduction to Government Contracting**

September 11 --- Golfair Location

#### **Marketing & Prospecting**

October 9 --- Main Library Location

#### **Certifications & Small Business Programs**

November 13 --- Golfair Location

#### **Business Readiness for Contracting**

December 11 --- Main Library Location

### Locations:

865 Golfair Blvd., Jacksonville, FL 32209  
(Brentwood Neighborhood)

303 N. Laura Street, Jacksonville, FL 32202  
(Jacksonville Main Library, Downtown)

**Times:** All sessions will be held at  
11:30am until 12:30pm

**Cost:** FREE!

### **Learn More and Register:**

[www.unf.edu/sbdc/training-and-events](http://www.unf.edu/sbdc/training-and-events)  
or call 904-620-2476



The Florida SBDC at the University of North Florida 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 headquarters. Full funding disclosure available at [www.floridasbdc.org/funding-disclosures](http://www.floridasbdc.org/funding-disclosures). Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.



## Unlock Opportunities in Government Contracting

The Florida SBDC and APEX Accelerator at UNF have partnered with the City of Jacksonville's Jacksonville Small and Emerging Business (JSEB) Program to bring local small businesses a new series of popup seminars focused on government contracting.

Hosted at the City's Entrepreneurship & Workforce Development Centers in Brentwood and Downtown, these sessions are designed to help small businesses understand, prepare for, and pursue contracting opportunities at the local, state, and federal levels.

Whether you're new to contracting or looking to grow, these workshops will give you the tools, resources, and guidance to take the next step. Future events may expand the series based on community interest and needs.

## Register Today!

Scan code to learn more and register for all events in this series



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

EMPOWERING ENTREPRENEURS AND JOB SEEKERS FOR PROFESSIONAL SUCCESS

**One Hour Workshop – Second Thursday Each Month – 2:00pm**  
**July 10, August 14, September 11, October 9, November 13, December 11**  
**Downtown Jacksonville Library, 303 North Laura Street**

This workshop will 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](mailto:Erica@theallgoods.net)

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

**Register for this FREE Workshop:**

