



Jacksonville Small & Emerging Business

NEWSLETTER

CURRENT UPDATES

Take a look at our upcoming events!



Check out additional flyers below.



Give us your feedback on upcoming workshops you would like to see! Visit <https://jseb.jacksonville.gov/newsletter/workshop-feedback> and share your ideas.



We have a digital library now! Please visit: <https://libbyapp.com/library/jpl/curated-1799286/page-1> to see recommended books from our administrator.

DISTINCTIVE SERVICE. EFFECTIVE ADVICE

Please Join Us for a

Small Business Mastermind 6 Week Series

This program brings small business owners together in a 6-week study of the E-Myth Revisited by Michael Gerber. The goal is to increase awareness and understanding of how owners can grow their businesses in a productive, successful way. Our associates host and facilitate the discussion.

Please RSVP for this event.

Brenda.BellardHarris@pnfp.com or
Austin Davis: austin.davis@pnfp.com
or (904) 892-5115



**Thursday
June 11,
2026**

10-11:30 am

Pinnacle Financial Partners
501 Riverside Ave, Ste 116
Jacksonville, FL 32202



**Member
FDIC**



City of Jacksonville
OFFICE OF THE OMBUDSMAN

Master Blankets: Keeping You Covered



A discussion on master blanket
contracts and invoices

For departments and suppliers

Friday, June 12th
10-10:30 AM

Scan the QR Code or register online at:
TinyURL.com/OmbudsmanWebinarJune2026

*Eligible for JSEB Continuing Education
Credit*

For questions, please email
ombudscomplaint@coj.net



REGISTER NOW

Upcoming Events

06/09
12PM

Coffee, Cash Flow, & Clarity
Flyer Attached

06/09
2PM

JSEB Certification Training
Flyer Attached

06/10
3PM

Intro to Quickbooks
Flyer Attached

06/11
2PM

Customer Service & Conflict Management
Flyer Attached

06/12
10AM

10X Your Business
Flyer Attached

06/17
11:30AM

Coaching For Impact: Business 201
Flyer Attached

06/17
2PM

Digital Storytelling for Entrepreneurs
Flyer Attached

06/18
1PM

Building Donor Relations with Key Donors of Jacksonville
Flyer Attached

www.jseb.jacksonville.gov/events





COFFEE, CASH FLOW & CLARITY

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



June 9th and 23rd

10am-12pm

SIGN UP HERE



**JSEB Center - Jacksonville Library -
(Downtown)
303 N Laura Street**



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



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



An interactive session designed to help you get focused and financially organized. Enjoy real conversations while gaining practical strategies to better manage your money and grow your business.



Enjoy free coffee while we chat.



itsmymoney.info



JSEB CERTIFICATION TRAINING For Profit Businesses

📍 Location:
865 Golfair Blvd.
Jacksonville, FL 32209

📅 June 9th 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 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



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



CUSTOMER SERVICE \times CONFLICT MANAGEMENT




Join us for this combined workshop that highlights the importance of Customer Service and Conflict Management. Erica Allgood is a communication consultant, coach and professor with over 30 years of experience. Ivana Gavric, owner of Your Eventors, Inc. has over 10 years of Customer Service experience. In this workshop, you will learn how to manage conflict with internal & external customers, while learning how to better service them.

**ERICA ALLGOOD,
PH.D.**
Speaker

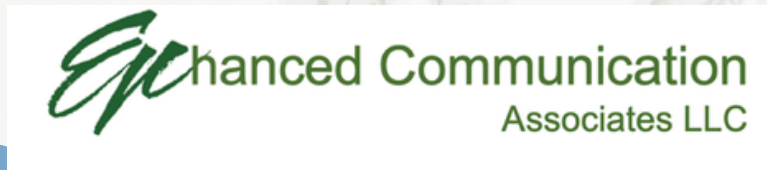


IVANA GAVRIC
Speaker



-  THURSDAY, JUNE 11TH
-  2:00PM - 3:00PM
-  DOWNTOWN LIBRARY - ENTREPRENEURSHIP & WORKFORCE DEVELOPMENT CENTER
303 N LAURA ST. JACKSONVILLE, FL 32202

REGISTER TODAY!





JSEB Workshop

June 12

10:00 am

Scale Your Business 10x in 2026

- 9 Drivers of Top Companies
- 7 Mindsets of Great Leaders



JSEB Workforce & Dev Center
2320 N Liberty St. 32206



Strategic Vision Coaching
Kent Irwin



COACHING FOR IMPACT: BUSINESS 201

LEVEL UP YOUR BUSINESS PRESENCE

DATE: WEDNESDAY, JUNE 17, 2026

TIME: 11:30 AM TO 12:30 PM

LOCATION:

MAIN LIBRARY

**ENTREPRENEURSHIP & WORKFORCE
DEVELOPMENT CENTER (EWD CENTER)**

303 N. LAURA ST.

JACKSONVILLE, FL 32202

Marketing in a Digital World:

Topics Include:

- How to Get Noticed and Build Community Online.
- Maximize Your Online Presence
- Understanding Your Unique Business in a Digital Space

Registration link and QR code:

<https://events.chase.com/300086008>



**Strengthen Your
Business Position
with Business
Health Coaching for
Impact**

**Presented by:
Jermaine White,
Senior Business
Consultant &
Patrice Fuller,
Community
Manager**

**Support Business
Growth**

**Explore Smart
Options**

**Learn Strategies for
Financial Long-
Term Success**



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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

Eventbrite®
RSVP

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



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



**JIM MORAN INSTITUTE
FOR GLOBAL ENTREPRENEURSHIP**

FLORIDA STATE UNIVERSITY | JIM MORAN COLLEGE OF ENTREPRENEURSHIP

Small Business Executive Program

Designed for leaders of established businesses, this program fosters long-term growth, collaboration, and community. Participants learn to think strategically and lead more effectively through practical and applicable content, while also building a valuable network of peers facing similar challenges.

- ✓ Strategic Thinking
- ✓ Financials
- ✓ Marketing
- ✓ Leadership
- ✓ HR and Operations
- ✓ Communication
- ✓ Exit Strategy
- ✓ Mitigating Risk

Over five half-day sessions, participants work on their business with subject matter experts, their peer participants, and JMI staff.

Program Dates: 8/26, 9/2, 9/16, 9/30, 10/7.

Scan to learn more.

Apply by June 30!



APPLY NOW





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
Thursday, June 18, 2026 – 2:30 P.M. – 4:30 P.M.

Posted: 3:00 p.m. June 1, 2026

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

NOTICE is hereby given that the **JSEB Monitoring Committee** will meet **Thursday, June 18, 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/meet/262730194624941?p=H97VoZxf1OdW25VMaJ>

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.

Small Business Assistance

The Florida SBDC at the University of North Florida (FSBDC at UNF) helps businesses grow and succeed. Starting a business, buying, expanding or selling a business or looking for financing, we can help!

Florida SBDC Services

The FSBDC at UNF employs professionally certified consultants who provide **no-cost** information and a **confidential** sounding board to existing business owners. Potential business owners receive low-cost training to improve their chances for a successful launch.



Pre-Venture Assistance:

- “How to STARTUP Your Own Business” workshop
- Startup Booklet & resource guide
- Help Desk: 904-620-1275



Business Plan Assistance:

- Business plan review and templates
- Strategic plan facilitation
- Contingency planning
- Exit strategy



Market/Growth Assistance:

- Government contracting
- International trade
- Growth-acceleration
- Market research



Capital Access Assistance:

- Debt and equity
- Loan package review
- Cash-flow projections
- Pitch practice



Financial Management Assistance:

- Financial statement trend analysis
- Industry benchmarking
- Cash-flow management



Other Assistance:

- Online visibility, digital marketing
- Organizational & staff assessments



Next Steps:

- To make an appointment for a no-cost, individual consulting session, scan the code to complete a Request for Consulting form. Once completed, you will receive notification and next steps for making an appointment within three business days.
- Training events are held in-person and virtually. Most are no-cost. For a full schedule and to register, go to www.unf.edu/SBDC and click “Training & Events”.
- Find information on doing business with the government at www.unf.edu/sbdc/government-contracting.html.



Request for Consulting

Connect with Us!

The Florida SBDC at UNF covers an 18-county area with full-service offices in Duval, St. Johns, Clay, Nassau, Putnam, and Marion counties. Go to www.unf.edu/sbdc/locations for all locations.



www.unf.edu/sbdc | 800-450-4624 | smallbiz@unf.edu



Tools for Success

ReferenceUSA[®]
from **infogroup** | Reference Division

ReferenceUSA – is a market research database with detailed information on 14 million+ U.S. businesses, 262 million U.S. consumers and their lifestyles, and international companies. Map-based geography searches and neighborhood data make this a useful tool in researching target markets and the competition.



Bid Match – government contracting consultants can offer free access to this resource to identify business opportunities, access solicitations and win more contracts. Qualified clients receive e-mail notifications of bid opportunities for specific products and services from over 800 federal, state and local bid-posting sites.



BizMiner– provides industry reports that track 9,000 lines of business at local and national levels. This tool also provides access to industry financial ratios and industry market statistics, offering industry financial analysis benchmarks for over 5,000 lines of business and industry market trends on thousands more to help clients establish business goals and benchmarks.



Profit Cents –offers clients access to the world’s leading business financial management system designed to help businesses improve profitability and cash flow, and to obtain financing.



Marketing SnapShot Report

Marketing Snapshot Report –online visibility and marketing analytics software. The service can provide intelligence data including website traffic information, keywords, projected AdWords spend, site audits, topic research, lead generation, and other SEO-related data to help boost business competitive edge online.



Turbo-Charge Any Team (Organizational Development Assessment Tool) – Assessments that help align an organization. This tool helps companies assess the talents of the team and align them with the tasks that need to be done within the organization. Aligning people with processes helps businesses increase profits.



Vertical IQ– Data research tool with hard-to-find intelligence on small- and medium-sized businesses in more than 920+ industries. Tracks local economic data, business growth, startup activity, and up-to-date local economic and real estate data for more than 400+ metro areas and 3,400 counties. Save time and attract more clients by gaining a clearer picture of a business’s main challenges with financial benchmark data and quickly compare metrics across industries.



LivePlan–Interactive business plan software. LivePlan has the tools, guidance, resources, and proven business planning method to support every stage of the business journey. Enabled with goal tracking, performance dashboards, and forecast scenarios to empower businesses to confidently secure funding, plan strategically and grow their market.



Government contracting consulting services offered through the Florida SBDC Network help businesses identify, compete for, and win government contracts. These services focus on assisting businesses that pursue and perform contracts with federal agencies, as well as state and local governments and government prime contractors.

State Designated as Florida’s Principal Provider of Business Assistance [§ 288.001, Fla. Stat.]

The Florida SBDC at UNF 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 lead host institution. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for limited English proficient individuals.