



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 recently had a few graduates out of the FSCJ Entrepreneurship Mindset program. Congrats to the group!



## EVENTS HAPPENING

On April 2<sup>nd</sup>, we had a Fireside chat in combination with “It’s My Money” and JSEB Administrator. This was a interactive session with a great turn out. If you have thoughts on workshops, please fill out our feedback link above.

# Upcoming Events

**05/12**  
**10AM**

**Coffee, Cash Flow, & Clarity**  
Flyer Attached

**05/13**  
**3PM**

**Introduction to Quickbooks**  
Flyer Attached

**05/14**  
**2PM**

**Customer Service & Conflict Management**  
Flyer Attached

**05/15**  
**10AM**

**10X Your Business**  
Flyer Attached

**05/15**  
**1PM**

**Digital Leverage for Entrepreneurs**  
Flyer Attached

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



# Upcoming Events

**05/15**  
**1PM**

**Hiring Like a Pro**

Flyer Attached

**05/20**  
**11:30AM**

**Financial Health Coaching For Impact:  
Business 201**

Flyer Attached

**05/20**  
**2PM**

**Contracting with the City**

Flyer Attached

**05/21**  
**1PM**

**AI & Grants with AI Experts**

Flyer Attached

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



# COFFEE, CASH FLOW & CLARITY

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



**May 12th and 26th**

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.





**Jesica Viviana Martinez**  
Accounting Services

# JSEB WORKSHOP

**2<sup>nd</sup> 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](http://jseb.jacksonville.gov)



# CUSTOMER SERVICE *x* 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*




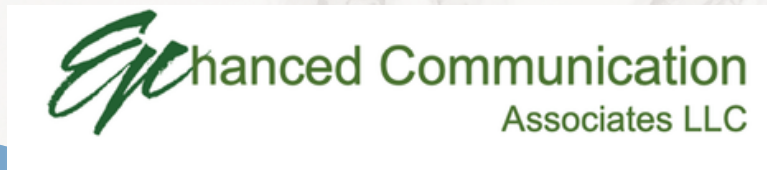
**IVANA GAVRIC**  
*Speaker*



 THURSDAY, MAY 14TH

 2:00PM - 3:00PM

 DOWNTOWN LIBRARY - ENTREPRENEURSHIP & WORKFORCE DEVELOPMENT CENTER  
303 N LAURA ST. JACKSONVILLE, FL 32202





## JSEB Workshop

May 15  
10:00 am

# Scale Your Business 10x in 2026

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

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JSEB Workforce & Dev Center  
Main Library 303 Laura Street 32202

More Information & Registration



Strategic Vision Coaching  
Kent Irwin

# Digital Leverage for Entrepreneurs

Learn How to Leverage Digital Tools  
& Automation to Grow and Scale Your Business

We help service-based business owners implement AI-powered systems that improve lead response, automate follow-up, and increase revenue.

## What You'll Learn:


- 1 Identify & Capture Quality Leads
- 2 Automate Your Follow-Up System
- 3 Implement Simple Digital Workflows
- 4 Track, Optimize & Scale Your Results




## FEATURING TRAINERS:



**Cheana Leon** | AI Certified Consultant  
**Antonio Leon** | Business Owner and Author

 Friday, May 15 @ 1:00pm

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





HR4U Consulting &  
Tele-HR Solutions



# HIRING LIKE A PRO

## Workshop

Join us for an informative training workshop designed to equip you with practical tools and insights you can put to work right away.



Friday, 15 May  
1:00 pm - 2:00 pm  
303 N Laura St.

### JENNIFER BAKER, HRM

Founder & Owner, HR4U  
Serial Mom-Preneur

**PRACTICAL, REAL-WORLD  
INSIGHTS FROM INDUSTRY  
EXPERT. SEATS ARE  
LIMITED—REGISTER NOW**

[https://www.eventbrite.com/e/1988799334346?  
aff=oddtcreator](https://www.eventbrite.com/e/1988799334346?aff=oddtcreator)



[www.HR4U.vip](http://www.HR4U.vip)



JSEB CENTER - Library (Downtown)



904-300-6069

# FINANCIAL HEALTH COACHING FOR IMPACT: BUSINESS 201

## YOUR NEXT LEVEL BUSINESS

**DATE: WEDNESDAY, MAY 20, 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**

How to build a foundation that lasts:

Topics Include:

- Think Like an Entrepreneur
- Establish a Foundation for Business Growth
- Develop Agility and Resilience
- Put People First
- Level Up Your Business

Registration link and QR code:

<https://events.chase.com/300084419>



**Strengthen Your  
Financial Position  
with Financial  
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**



Deposit and Home lending products  
provided by JPMorgan Chase Bank,  
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# Contracting with the City

Join us for a workshop on navigating the City's Supplier Portal, viewing active solicitations, and understanding how the City's contracting process works.

**May 20, 2026**

**2:30 PM - 3:30 PM**

**Downtown Library - EWD  
Center**

**303 N. Laura St. Jacksonville,  
FL 32202**



## Our Best Speakers:



**Donald Farley**

Supplier Support  
Specialist of  
Procurement Services



**Gregory Pease**

JSEB Procurement  
Manager

# FREE BUSINESS WORKSHOPS: GRANTS



Looking to grow your business / nonprofit through grant acquisition? Located or do business in Jacksonville, FL? These FREE in-person workshops are designed to help you get granted, making meaningful connections with Grantmakers, and utilize technology to ease the grant writing process. Drop in and I'll see you there.

## **April 30<sup>th</sup> : Sourcing & Applying for Grants**

Golfair - 865 Golfair Blvd. Jacksonville, FL 32209,  
1pm - 3pm

## **May 21<sup>st</sup> : AI & Grants with AI Experts**

PHX - Phoenix Art District - (Eastside) - 2320 N Liberty St, Jacksonville, FL 32206,  
1pm - 3pm

## **June 18<sup>th</sup> : Building Donor Relations with Key Donors of Jacksonville**

Library - Jacksonville Library - (Downtown) - 303 N Laura Street Jacksonville, FL 32202 - EWD Center  
1pm - 3pm



**Arnisha T Johnson**  
Grant Writing Facilitator



This is a Manifesting On More - a Grant Writing and Management Company - and JSEB collaboration