



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.

# Upcoming Events

**06/23**  
**10AM**

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

**06/24**  
**2:30PM**

**AI for Entrepreneurship**  
Flyer Attached

**06/25**  
**11AM**

**SBDC Market Research & Market Tools**  
Flyer Attached

**06/25**  
**12:30PM**

**Health & Wellness Workshop**  
Flyer Attached

**06/25**  
**2PM**

**Can Your Business Handle Bigger Opportunities?**  
Flyer Attached

**07/02**  
**10AM**

**Federal Government Contracting 101 by SBA**  
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.



**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](http://itsmymoney.info)



# AI WON'T REPLACE YOU. SOMEONE USING AI MIGHT.

FREE MONTHLY WORKSHOP  
FOR ENTREPRENEURS

## LEARN TO:



SAVE HOURS  
EVERY WEEK



AUTOMATE  
REPETITIVE TASKS



CREATE CONTENT  
FASTER



GROW  
SMARTER



LAST WEDNESDAY  
OF EVERY MONTH



2:30 PM – 3:30 PM



JACKSONVILLE  
MAIN LIBRARY  
303 N. Laura Street  
Jacksonville, FL 32202



## ANGELINA GRISSOM

Founder, CMG<sup>3</sup>Tech & CMG<sup>3</sup> University  
AI STRATEGIST • TECH EDUCATOR



NO REGISTRATION REQUIRED

Visit [CMG3U.com](https://CMG3U.com)  
to sign up for regular updates.

FREE TO ATTEND!

# SBDC Training Sessions

## Entrepreneurship & Workforce Development Centers

### Training Topics & Schedule

#### June 25 - SBDC Market Research & Marketing Tools

This session will help business owners 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.

#### July 23 - One-Page Marketing Plan

Learn how to distill your business strategy into a concise and powerful one-page marketing plan. In this hands-on session, you'll be guided through the key elements of creating a comprehensive marketing strategy that fits on a single page. Whether you're a small business owner or marketing enthusiast, this workshop is designed to empower you with practical knowledge and actionable insights.

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

**Times:** All sessions will be held at  
11:00am until 12:00pm

**Cost:** FREE!

**Learn More and Register:**

<https://events.blackthorn.io/en/6g3Q8Wa7/?keywords=JSEB>

or call 904-620-2476



The Florida SBDC has partnered with the City of Jacksonville's Jacksonville Small and Emerging Business (JSEB) Program to bring local small businesses a new series of seminars focused on growing your business.

Presented by SBDC at UNF Senior Business Consultant, Mark Wideman, and hosted at the City's Entrepreneurship & Workforce Development Centers in Brentwood/Golfair, these sessions are designed to help small businesses understand and maximize their business strategy for growth.

Bonus!

After each workshop, our senior business consultant will be taking one-on-one time with any entrepreneur seeking additional guidance...at no-cost!

## Register Today!

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



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.

# STRIVER<sup>2</sup>THRIVER, LLC

PRESENTS...

## HEALTH & WELLNESS WORKSHOP FOR SMALL BUSINESS OWNERS

FEATURING:

BODYMIND PRACTITIONER **KEINA BRYANT WORRELL**

Thoughtful Therapy



### In This Workshop, You'll Learn:

- Stress responses common to business owners
- How caring for your Bodymind supports better work-life balance
- An Acupoint Tapping routine that releases tension and emotional pressure
- Simple daily practices to restore energy and focus

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

### Jacksonville Small and Emerging Business Downtown Library

303 N Laura St, Jacksonville, FL 32202

Thursday, June 25th 12:30 PM – 2:00 PM

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

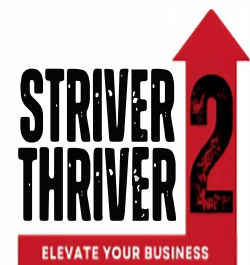
Keina Bryant Worrell, Bodymind Practitioner and owner of Thoughtful Therapy, uses Acupuncture, Herbal Medicine, Massage, Fitness, and Nutrition to return the body to its "rest and restore" state.

Keina specializes in helping entrepreneurs manage stress and restore balance through holistic, evidence-based practices.

**Go from striving to thriving –  
with the right wellness practices.**



Scan To Register



Free Business Growth Workshop




# CAN YOUR BUSINESS HANDLE BIGGER OPPORTUNITIES?

*Build the Structure You Need Before Growth Creates More Stress*

For business owners ready for bigger opportunities, more customers, larger projects, or stronger growth, but who want to make sure their business can handle it without adding more stress, confusion, or pressure on the owner.



## WHAT YOU'LL DISCOVER

-  What to fix before bigger opportunities create bigger problems
-  How to stop every decision from landing on you
-  Where your business is strong, stretched, or exposed
-  How small improvements can unlock more profit



**JUNE 25, 2026**



**2:00PM-3:30PM**



**JSEB CENTER JACKSONVILLE LIBRARY**  
303 N. Laura St  
Jacksonville, FL 32202



**RESERVE YOUR SEAT**

Don't miss this free workshop designed to help your business grow without adding more stress on you.

SCAN TO REGISTER



**PRESENTER**

**Steve Goranson, MBA**  
ActionCOACH  
Business Coach



[BizGrowthSeminar.com](https://BizGrowthSeminar.com) >>



**Looking to start, grow,  
expand, or recover  
your business?**



## YOUR Day with SBA

Join JSEB as they host the SBA to conduct an informative monthly workshop and welcoming in-person tailored for small business owners and aspiring entrepreneurs in our local community. Our team will be on site to answer your questions about programs, services, and resources available to support your business growth—whether you're just starting out, looking to expand, or exploring financing options and federal assistance.

Federal Government Contracting 101 Workshop - 10:00 am – 11:00 am

SBA staff on-site for face-to-face assistance - 11:00 am – 2:00 pm

**Come See Us If You Are**

**Starting a Business**

**Growing Business**

**Business in Need of Funding Business Facing Challenges**

Registration Link: <https://www.eventbrite.com/e/your-day-with-sba-federal-government-contracting-101-workshop-sbajseb-tickets-1989100395829?aff=oddtcreator>

**1<sup>st</sup> Thursday of Every Month  
10:00am – 2:00pm – July 2, 2026**

Location: Golfair Center (Northside), 865 Golfair Blvd., Jacksonville, FL

(904)255-4097

All SBA programs and services are extended to the public on a nondiscriminatory basis.

# Small Business Bootcamp Series

Presented by the SBDC at UNF in partnership with:



## Effective Communications | May 28

The Effective Communicating session will discuss ways to create trust, credibility and confidence with your internal staff and external customers using effective communication skills. Creating common goals and improving collaboration not only helps internal relations, but brings customers back for more by ensuring your company satisfies the contracting partners and completes the job smoothly. This class will cover the following topics:

- Challenges of building a high performing team
- Improve team communication
- Create common goals
- Clarify roles and increase collaboration

[Click here to register.](#)

## QuickBooks | June 25

This session will help users of QuickBooks Online understand the system including navigation, major features, tips and tricks and reporting. We will walk through the QuickBooks Online test drive company and demonstrate each of the features we cover. This session will be jam packed with information and you should bring your laptop to follow along. **\*\*Bonus:** Attendees currently using QuickBooks will receive a 30% discount link for monthly or annual subscriptions – New users to QuickBooks will receive a link to receive 50% off annual subscription.

[Click here to register.](#)

## Financial Management | July 23

ProfitCents is a web-based financial analysis tool used by consultants, accounting professionals, and outsourced CFOs to help their business clients better understand their financial performance. The presentation will assist entrepreneurs with the following learning objectives:

- Research of Industry Averages, Trends
- Side by side comparison of Client vs. Industry
- Benchmarking Report
- Improving Cash Flow & Profit Management

[Click here to register.](#)

**Questions:** Contact Ali Stephens, SBDC at UNF:  
[ali.stephens@unf.edu](mailto:ali.stephens@unf.edu) | 904-620-2441

## Marketing & Market Research | August 27

Unlock the power of Artificial Intelligence to strengthen your marketing strategy and understand your target customers like never before. This session is designed for small business owners who want practical, accessible tools to enhance visibility, improve customer engagement, and make more informed business decisions. Participants will learn how to use AI-powered platforms to research their market, analyze trends, create marketing content, and streamline everyday promotional tasks. business.

[Click here to register now.](#)

## Business Planning | September 24

A Business Model Canvas is a visual representation of a business, highlighting all key strategic factors. It is an easy to digest version of the business plan as a general overview of the company's workings, customers, revenue streams and more. The Business Model is the main idea of the business together with the description of how it is working. The nine blocks cover the three main areas of a business: desirability, feasibility and viability.

[Click here to register now.](#)

## 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

## Register Now!

Scan the code to register for all classes in the series.





**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



# Invest in Jacksonville's Future Workforce



## What is MYAWP?

A City of Jacksonville initiative connecting youth and young adults (ages 16–21) to **meaningful, paid work experiences** with local employers.



## Why Participate?



- Build your future workforce pipeline



- Strengthen your community impact



- Access motivated, local talent



- Support economic mobility in Jacksonville



## PRIORITY HIRING AREAS

These areas have a high number of eligible youth seeking opportunities.

### Westside

- 32220
- 32222
- 32244
- 32210
- 32221
- 32244
- 32210
- 32234

### Northside

- 32226
- 32218



## Sign Up Today to Host a MYAWP Intern

- ➔ Scan to Become a Host Employer
- ➔ Scan the QR Code to Get Started



# 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](http://www.unf.edu/SBDC) and click “Training & Events”.
- Find information on doing business with the government at [www.unf.edu/sbdc/government-contracting.html](http://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](http://www.unf.edu/sbdc/locations) for all locations.



[www.unf.edu/sbdc](http://www.unf.edu/sbdc) | 800-450-4624 | [smallbiz@unf.edu](mailto:smallbiz@unf.edu)



# Tools for Success

**ReferenceUSA**<sup>®</sup>  
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.



**Biz Miner**– 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.