



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.

EVENTS HAPPENING



On May 21st, JSEB hosted a “Contracting with the City” workshop to show JSEBs how to understand bids in the City. This had a great turn out and will be repeated on a regular basis. Stay tuned for more workshops like this!

Upcoming Events

05/27
2:30PM

AI for Entrepreneurship
Flyer Attached

05/28
2PM

Can Your Business Handle Bigger Opportunities?
Flyer Attached

05/28
2PM

Health & Wellness Workshop
Flyer Attached

06/02
2PM

JSEB Non-Profit Certification Training
Flyer Attached

06/03
1PM

Hiring Like A Pro
Flyer Attached

06/04
10AM

**Disaster Preparedness Recovery Workshop
by SBA**
Flyer Attached

06/04
2PM

Understanding The Certificate of Use
Flyer Attached

www.jseb.jacksonville.gov/events



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



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

MAY 28, 2026

2:00PM-3:30PM



JSEB CENTER

865 GOLFAIR BOULEVARD
JACKSONVILLE, FL 32209

**RESERVE
YOUR
SEAT**

**Scan to
Register**



» BizGrowthSeminar.com

Steve Goranson, MBA
ActionCOACH Business Coach



STRIVER2THRIVER, LLC

PRESENTS...

HEALTH & WELLNESS WORKSHOP

FOR SMALL BUSINESS OWNERS



FEATURING GUEST SPEAKER

RYAN 'SNACKS' MILLER

CEO & Philanthropreneur
Ascend Wellness Florida

In This Workshop, You'll Learn:

- The link between wellness and business success
- Building mental resilience as an entrepreneur
- Nutrition habits that fuel peak performance
- Work-life balance strategies

Join us for an educational workshop designed for entrepreneurs and small business owners.

Ryan 'Snacks' Miller, CEO of Ascend Wellness Florida, brings expertise in holistic wellness and personal development.

Free admission — open to all small business owners!

📍 **Downtown Library — Jacksonville, FL**

📅 **Thursday, May 28th | 2:00 PM - 3:00 PM**



Scan To Register



JSEB NONPROFIT CERTIFICATION TRAINING



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

DATE: JUNE 02, 2026
TIME: 2:00 PM TO 3:00 PM
LOCATION: MAIN LIBRARY
EWD CENTER
303 N. LAURA ST.
JACKSONVILLE, FL 32202



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!**



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)

Executive Director 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



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.



Wednesday, June 3
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)



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.

Disaster Preparedness/Recovery 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 a Business

Business in Need of Funding Business Facing Challenges

Registration Link: <https://www.eventbrite.com/e/jsebsba-your-day-with-the-sba-tickets-1989097721831?aff=oddtcreator>

1st Thursday of Every Month
10:00am – 2:00pm – June 4, 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.



CITY OF
JACKSONVILLE
FLORIDA

WORKSHOP

FOR SMALL BUSINESS OWNERS



UNDERSTANDING THE CERTIFICATE OF USE

A step-by-step workshop for small businesses opening a brick and mortar location in the City of Jacksonville.

Learn what a Certificate of Use is, why it's required, and how to complete the process with confidence.



THURSDAY
JUNE 4TH



STARTING AT
2:00 PM



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

YOU WILL LEARN:



- What a Certificate of Use is
- Why it's required for your business
- Step-by-step process to complete it
- What to expect after submission

Presented by

Robin Mullaly

Zoning Supervisor and Consultant

Here to Help You **Grow in Jacksonville.**



OPEN TO ALL SMALL BUSINESS OWNERS



SPACE IS LIMITED.
REGISTER TODAY!

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 | 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.



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 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.