

## JSEB OFFICE HIGHLIGHTS

**JSEB SPOTLIGHT**— August has already proven to be an exciting month for one JSEB in particular! Sylvia Walker, owner of Natural as I Wanna Be (NAIWBE) has just opened a store inside the Jacksonville Landing. NAIWBE is an eco-friendly company specializing in organic skin care products, health and wellness consulting and sustainable products and services. Allow Sylvia and her staff to spoil you with natural manicure and pedicure treatments, massages, and organic shaving treatment. Walker has been a part of the JSEB program since 2011, and within those years her business has blossomed. Stop by and show your support! Schedule an appointment today by calling 866-740-2381 or visit [www.naiwbellc.com](http://www.naiwbellc.com).



Natural Beauty Products Available!



NAIWBE Opens its Doors at the Jacksonville Landing



Pamper Yourself with a Manicure or Massage!

**JSEB'S INTERNS**—A HUGE thanks to the four interns who spent most of their Summer working in the JSEB office! Under the direction of our staff, Pedro Barreras, Brittany Cooks, Carl Green, and Faith Jordan exceeded our expectations. Each intern quickly learned the ropes of what the JSEB program is all about, and helped us complete everyday tasks, allowing our office to run smoothly. On Friday, July 26th, our interns, along with other participants of the Mayor's Summer Jobs Program, were honored by Mayor Brown for their hard work. We hope to see our interns again in future, in a PERMANENT role here with the City of Jacksonville.

**COMING TO A DISTRICT NEAR YOU!** — The JSEB office is preparing to re-launch our Small Business Workshops alongside Councilmembers in each district. We are thrilled about the cooperation and encouragement we have received from Councilmembers and are excited to introduce business owners throughout the city to our wonderful program. As the dates for these workshops are confirmed, they will be posted on the JSEB calendar, found at [www.jseb.coj.net](http://www.jseb.coj.net).

### WELCOME OUR NEW JSEBS!

LaVerne Alston—**Mom and 3 Daughters, LLC**

Jason Hurst & Sherman Joseph—**Sparkling Spots, LLC**

Tracy Leddy—**Insulation Technology, Inc.**

Johnny E. Moore—**Johnny's Jack of Traits Handyman Service**

Brenda Williams—**Eagle Lawn Care of NE Florida, Inc.**

For additional information on these vendors or any JSEB or Section 3 business, please go to our directory at [www.jseb.coj.net](http://www.jseb.coj.net)

# JACKSONVILLE SMALL AND EMERGING BUSINESSES

**JSEB STATS**— Included in each newsletter is a monthly breakdown of the applications submitted into our office, projects reviewed as well as the race/ethnicities of our vendors. This month, we decided to show how much our office has grown since last September. We hope these comparisons will show how dedicated our office is in helping small businesses in our area thrive.

## Contracts Awarded

### September FY 12 to January FY 13

JSEB Set- Aside Contractor Category	# of Contracts Awarded	% of Contracts Awarded	Dollar Amount Awarded
African American	4	22%	\$747,191
Asian American	4	22%	\$445,687
Hispanic American	1	6%	\$20,986
Native American	1	6%	\$323,000
Non- MBE	5	28%	\$633,000
Woman Owned	3	17%	\$404,943
Total	18	100%	\$2,574,807

### February FY 13 to July FY 13

JSEB Set-Aside Contractor Category	# of Contracts Awarded	% of Contracts Awarded	Dollar Amount Awarded
African American	9	47%	\$860,245
Asian American	3	16%	\$396,211
Hispanic American	1	5%	\$84,830
Native American	0	0%	\$ 0
Non- MBE	4	21%	\$408,407
Woman Owned	2	11%	\$247,500
Total	19	100%	\$1,997,193

Sub-Contractor Category	# of Contracts Awarded	% of Contracts Awarded	Dollar Amount Awarded
African American	2	29%	\$255,000
Asian American	2	29%	\$266,092
Hispanic American	1	14%	\$350,000
Native American	0	0%	\$ 0
Non- MBE	1	14%	\$895,000
Woman Owned	1	14%	\$620,000
Total	7	100%	\$2,386,092

Sub-Contractor Category	# of Contracts Awarded	% of Contracts Awarded	Dollar Amount Awarded
African American	2	17%	\$150,000
Asian American	2	17%	\$673,207
Hispanic American	2	17%	\$630,000
Native American	1	8%	\$81,103
Non- MBE	1	8%	\$13,480
Woman Owned	4	33%	\$4,375,000
Total	12	100%	\$5,922,790

Program Overview	September FY12 to January FY 13	February FY 13 to July FY 13	% Increase / Decrease
Total # of RFPs/Bids Reviewed	64	188	66%
Average # of Days to Review Project Specification for Goal Assignment	4	4	0%
Total # of JSEB Applications Reviewed	140	161	13%
Total Number of Section 3 Applications Reviewed	33	41	20%
Average # of Days to Process JSEB Applications	15	18	17%
Customer Service Assistance / Inquiries	169	227	26%
# of Communication Outreach Events	4	6	33%
Contract Dollars Awarded to JSEBs	\$4,960,899	\$7,919,983	37%