



**City of Riverside
Inland Empire SBDC Activity Summary
January 1, 2025 through March 2, 2026**

The Inland Empire SBDC partnership delivers direct economic impact inside the City of Riverside. Services focus on strengthening existing businesses, expanding opportunity, and building long term local capacity aligned with the City’s economic development priorities.

**Activity Report
City of Riverside
January 1, 2025 - March 2, 2026**

Activity Description	Total for Period
CASE TOTALS (Number of Cases)	256
CASE TOTALS (Hours)	1535
CASE TOTALS (Hours per Case)	6.00
A. TYPE OF BUSINESS	
Retail	34
Service	179
Wholesale	3
Manufacturing	6
Construction	15
Other	19
B. OWNERSHIP GENDER	
Male	112
Female	100
Male/Female	30
No Response	14
C OWNERSHIP VET. STATUS	
Veteran	14
E. ETHNIC BACKGROUND - RACE	
American Indian or Alaskan Native	5
Asian	13
Black or African American	51
Hispanic or Latinx	106
Native Hawaiian or Pacific Islander	1
No response	

Summary of Economic Impact and Training

Economic Impact Item YTD	
Business Start-ups	16
Jobs Created	49
Jobs Supported	576
Change in Sales	\$ 16,091,462.00
SBA Loans, Number of	4
SBA Loans, Dollar Amount	\$ 1,943,200.00
Non-SBA Loans	3
Non-SBA Loans - Amount	\$ 2,105,000.00
Equity Investments	\$ 15,486,336.00
Government Contract awards	\$ 15,011,689.00
Total Economic Impact	\$ 50,637,687.00

Training Activity	
Number of workshops	12
Number of attendees	114
Contracting Conference	752
Total Trained	866
Training hours	45

Business Retention and Expansion

Local businesses received sustained technical support focused on stability and growth.

- 256 Riverside businesses received one on one advising
- 1,535 counseling hours delivered to local firms
- 576 jobs supported across existing businesses
- Businesses generated over \$16 million in increased sales
- Advisors supported expansion planning, facility acquisition, capital structuring, and operational scaling

SBDC advisors work directly with owners facing rising costs, access to capital challenges, and workforce pressures. This hands on engagement helps Riverside businesses remain operational and competitive.

Small Business Support

Entrepreneurs gained practical tools to start and grow sustainable companies.

- 16 new businesses launched in Riverside
- Over \$4 million in loan capital accessed
- \$15.4 million in equity investment supported
- Targeted programs supported retail, service, construction, and manufacturing sectors

Programs such as Contractor Academy, capital access training, and retail readiness initiatives strengthened early stage and growth stage firms across the city.

Inclusive Economic Growth

Services intentionally reached underserved and women owned businesses.

- 100 women owned businesses actively served
- Multilingual advising and culturally responsive training delivered
- Direct support provided to childcare, retail, and home based enterprises

Women entrepreneurs participated in procurement training, capital readiness programs, and marketplace activation initiatives designed to reduce entry barriers and improve long term sustainability.

Workforce Development

Business growth translated into employment outcomes.

- 49 new jobs created
- 576 jobs retained or supported
- Training delivered in AI adoption, contracting readiness, and operational management

By strengthening small employers, the partnership directly supports Riverside's local workforce pipeline and income stability.

Commercial Corridor Revitalization

SBDC activity drives economic movement within Riverside's commercial districts.

- Hosted Contracting Connections with the City of Riverside connecting local vendors to municipal procurement opportunities
- Supported government contract awards totaling over \$15 million
- Delivered the SoCal Contracting Conference in downtown Riverside with 480 attendees and 35 public agency buyers

These efforts increase local supplier participation and keep public spending circulating within Riverside businesses.

Total Measured Economic Impact

\$50.6 million generated within the City of Riverside economy during the reporting period.

Current Small Business Research and Market Intelligence (see survey report)

In addition to direct business advising and training, the Inland Empire SBDC serves as an active intelligence partner for the City of Riverside by conducting ongoing research focused on local small business conditions. Through participation in the 2025 OCIE SBDC Small Business Survey, which gathered more than 1,200 responses across Riverside, San Bernardino, and Orange counties, the SBDC captured detailed insight into the operational realities facing Riverside's small business community. This effort positions the SBDC as an on the ground listening post for the City, translating real business experiences into actionable economic development insight.

Based on: 2025 City of Riverside Small Business Survey

Executive Summary

Small businesses in Riverside are optimistic about 2026 growth, but they remain financially fragile and heavily micro-enterprise driven.

Key findings:

- 76% of surveyed firms have five or fewer employees
- 57% generate under \$100,000 in annual revenue
- 36% experienced revenue decline in 2025
- 62% anticipate needing capital in 2026
- 43% struggle with reaching customers and growing sales

Despite these pressures:

- 73% expect revenue growth in 2026
- 52% expect to increase employment

The data presents a clear opportunity for IESBDC to serve as the operational partner advancing Riverside's economic development goals through targeted stabilization and growth programs.

Profile of Riverside Small Businesses

Business Size & Structure

- 44% have no employees
- 32% have 1–5 employees
- Majority are micro-enterprises
- 35% have operated 10+ years

Revenue

- 57% under \$100,000 annually
- Only 23% above \$500,000

This is a capital-constrained ecosystem with limited margin for disruption.

Ownership Diversity

- 50% women-owned
- 30% Hispanic-owned
- 20% Black-owned

This aligns strongly with inclusive economic development objectives.

Current Business Conditions

A. Revenue Trends

- 36% report decreased revenue in 2025
- 37% report increased revenue
- Revenue volatility remains significant

B. Operational Challenges

Top issues:

1. Reaching customers / growing sales (43%)
2. Hiring/retaining staff (19%)
3. Regulatory compliance (18%)
4. Technology utilization (13%)

Sales growth is the dominant constraint.

C. Financial Pressures

- 26% cite increased costs of goods and wages
- 21% struggle with operating expenses
- 16% report weak sales

To manage:

- 32% used personal funds
- 21% used cash reserves
- 15% took on repayable financing

Owners are self-funding stability.

Capital Demand Outlook

- 62% expect to need capital in 2026
- 56% need under \$100,000
- 33% need \$100,000–\$350,000

This is primarily micro-growth and working capital demand, not large expansion capital.

Access to properly structured small-dollar financing remains a gap.

Growth Interests for 2026

Top learning priorities:

- Marketing strategy
- Financing opportunities
- AI adoption
- Government/corporate procurement

There is clear demand for growth-oriented technical assistance.

Alignment with City of Riverside Economic Development Goals

Riverside's economic development priorities include:

- Business retention and expansion
- Small business support
- Inclusive economic growth
- Workforce development
- Commercial corridor revitalization

The survey findings strongly reinforce these priorities.

IESBDC is well positioned as the implementation partner delivering technical assistance, capital readiness, and growth programming aligned with city objectives.

Strategic Implications for IESBDC

The Riverside small business ecosystem is:

- Diverse
- Micro-enterprise dominant
- Revenue-constrained
- Growth-oriented but undercapitalized

Stabilization and scaling support must occur simultaneously.

IESBDC's role is to:

- Strengthen financial management capacity
- Improve sales and revenue generation
- Facilitate access to right-sized capital
- Modernize digital and AI capabilities
- Support hiring and workforce alignment

Recommended Strategic Action Priorities (2026)

1. Riverside Micro-Capital Initiative

Focus on loans and grants under \$100,000 bundled with technical assistance.

Objective:

Reduce personal financial strain and improve growth capacity.

2. Sales & Market Growth Accelerator

Target the 43% struggling with customer acquisition.

Components:

- Sales-focused training (not theory-based marketing only)
- Digital growth implementation
- Procurement readiness pathway
- “Buy Riverside” alignment opportunities

3. Digital & AI Adoption Program

Offer applied workshops and one-on-one implementation support.

Focus:

- AI for marketing and operations
- Financial automation
- Digital marketing effectiveness

Goal:

Increase productivity and margin resilience.

4. Financial Resilience Initiative

Address heavy reliance on informal financial decision-making.

Components:

- Cash flow management clinics
- Financial dashboard training
- Capital readiness certification

5. Small Employer Hiring Support

Support the 52% planning to increase employment.

Actions:

- Workforce board partnerships
- Simplified hiring toolkits
- Internship and wage subsidy alignment

Conclusion

Riverside businesses are not in crisis, but they are financially tight and structurally small. The majority are optimistic about growth, yet lack the capital, systems, and sales infrastructure to scale sustainably.

This presents a strategic opportunity for IESBDC to lead a targeted, data-informed initiative that directly advances both small business resilience and the City of Riverside's economic development goals.

Partnership Value to the City

The SBDC operates as an extension of Riverside's economic development team.

- Retains existing employers
- Creates new local businesses

- Expands access to capital
- Connects firms to public contracting
- Strengthens neighborhood business corridors

Continued partnership positions Riverside to accelerate inclusive growth while protecting and expanding its small business base.

The faces to the numbers – SBDC Success Stories

Business Name: Electric Life

Small Business Owner Name: Rebecca Delgado

Small Business website: <https://electriclifejuice.com/>

Assembly District and Name: California's 58th State Assembly district — Representative: Leticia Castillo (R)

Senate District and Name: California's 31st State Senate district — Senator: Sabrina Cervantes (D)

Business Address: 1242 University Ave STE 3, Riverside, CA 92507

County: Riverside

Please indicate all that apply: Women-owned

Media Release on file (Y/N): Yes

Business Consultant: Jose Navarrete Cruz

NEOSERA ID: 28214

Business Location Type: Brick-and-mortar

-Introduction

Electric Life began as a mobile / pop-up juice business operating at farmers markets (in Orange and Riverside Counties). In 2025, the owner decided to expand into a brick-and-mortar shop to better serve customers with a stable location and broader offerings. With support from the SBDC, Electric Life secured a lease for a shop space formerly occupied by Jamba Juice at 1242 University Ave., Riverside. The business has transitioned from a pop-up model to a full retail storefront, complemented by an online presence and strategic marketing.

Electric Life's founder was motivated by a passion for healthy beverages and a desire to deliver consistent, quality service — beyond what fleeting pop-ups could provide. The owner saw an opportunity to turn a successful pop-up concept into a reliable, long-term business serving local communities near Riverside (including potential customers from nearby universities, working adults, families, and health-conscious individuals). The move to a storefront represented a commitment to growth, stability, and delivering value on a larger scale.

-What challenge did the SBDC help the business owner overcome

The transition to a brick-and-mortar store posed multiple challenges:

- **Lease negotiations and compliance:** The client faced a complex lease agreement for the space, with issues around signage, tenant improvements (T.I.'s), CAM charges, options

to renew, and other lease terms. Without expert guidance, these terms could have resulted in unfavorable conditions or unexpected costs.

- **Entity formation and regulatory compliance:** Moving from a mobile/pop-up model to a permanent retail location required forming an LLC, obtaining Employer Identification Number (EIN), filing a Statement of Information (SOI), setting up business licensing and permits (seller's permit, health department approvals), as well as separating personal vs business financials.
- **Marketing and customer acquisition:** As a new storefront, Electric Life needed to build visibility — foot traffic had been low post-opening despite initial marketing efforts (flyers, business listings, open sign). The owner needed a more strategic, consistent marketing plan to attract local customers and boost sales.
- **Financial stability during the startup phase:** With recent lease, equipment (fixtures, FF&E) costs, and other startup expenses, the business needed to manage cash flow carefully to avoid financial strain, especially as sales ramped up.

-What did the owner feel was most important part of the assistance received

The owner valued the personalized consulting and hands-on support from the SBDC consultants. Specifically:

- Expert guidance on lease negotiation and understanding lease clauses, which gave them confidence in committing to the space.
- Step-by-step assistance with entity formation, permitting, and compliance — critical for a smooth transition to a storefront.
- A structured marketing plan tailored for local outreach, including recommendations for signage, local market testing, and a grand-opening event to raise awareness.
- Ongoing support, follow-up and responsiveness from the consultant — providing a resource small business owners often lack.

-How did the SBDC positively impact the business owners outcomes

Since working with the SBDC, Electric Life has achieved important milestones and laid a strong foundation for growth:

- Secured a commercial lease for a brick-and-mortar shop in a high-potential location (former Jamba Juice space).
- Completed entity formation for the business: LLC registration, EIN, SOI filed, and working toward all required permits (seller's permit, health license, business license).
- Resolved lease-signage issues: after consultant review and landlord negotiations, Electric Life obtained the promised pylon-sign location, improving visibility.
- Developed a concrete marketing strategy including local outreach, planning for a grand-opening event, and building a stronger digital presence (online listings and website).
- Established an action plan for responsible financial management — careful monitoring of credit card usage, tracking marketing ROI, and avoiding deferred interest issues on startup debt.

- Positioned the business for a full-scale launch with stronger potential for sustained customer acquisition and sales growth over time.

-Client Testimonial/Quote

Jay Allis, Rachel Jimenez, Bob Kirkpatrick, Jose Narvarrete, and Edgar They have all had an amazing impact on my business. Especially Bob Kirkpatrick, his knowledge in real estate has guided me to land my very first brick and mortar. Rachel has helped me launch my website. Jose has helped me create the projects that helped me land the deal for my brick and mortar and review the lease draft with excellent notes to consider for negotiations. All of these consultants have played a vital role in my business and I am so grateful for this program and SBDC services.”

-Client Photos:



Business Name: Remix Protein
Small Business Owner Name: Ty Baddley
Small Business website: <https://remixprotein.com/>
Assembly District and Name: CA-063 Natasha Johnson (R)
Senate District and Name: CA-032 Kelly Seyarto (R)
Business Address: 1481 Kirkmichael Cir., Riverside CA 92507-8404
County: Riverside
Please indicate all that apply: n/a
Media Release on file Yes
Consultant: Sara Green
File: 38326

-Introduction

Remix Protein is a high-protein trail mix company founded by Ty Baddley, a 19-year-old student at the University of California at Riverside. Originally from Roseville, near Sacramento, Ty lives in Riverside while attending UCR and returns home during academic breaks. A passionate bodybuilder and fitness enthusiast, Ty created Remix Protein to meet the demand for tasty, nutritious, and convenient protein-rich snacks. He was inspired to start the business after struggling to find healthy, ready-to-eat options that could keep up with his athletic lifestyle. Ty found the SBDC's services through the UCR campus and sought support in launching his vision.

-What challenge did the SBDC help the business owner overcome

When Ty first approached the SBDC, his business was only a concept. He needed assistance navigating the complex compliance landscape for food-based businesses, including setting up an LLC, obtaining the correct licenses and permits, understanding labeling regulations, and preparing for a Cottage Food Operation (CFO) Class B inspection. Through a series of consultations with the food industry and marketing specialists from the SBDC, the SBDC helped Ty move step-by-step through business registration, FBN filing, EIN acquisition, food safety certifications and permits, sales tax compliance, and final preparations for inspection and market readiness.

-What did the owner feel was most important part of the assistance received

Ty valued the hands-on, personalized consulting the most—especially the guidance he received in navigating regulatory compliance and preparing for farmers' market sales. He worked closely with consultants to refine his marketing strategy, build a digital presence, and prepare for his first public sales opportunity. The ability to receive targeted advice on pricing, product display, signage, and licensing was instrumental in building his confidence and ensuring a smooth launch. Working hand in hand with customers at the SBDC Marketplace in March 2025 helped Ty solidify his business foundation and prepare for real-world operations.

-How did the SBDC positively impact the business owner's outcomes

With the SBDC's support, Ty launched Remix Protein on January 10, 2025, after successfully passing his in-home CFO Class B inspection. He invested \$1,500 of his own funds to start the business and created one job for himself as the owner/operator. Ty debuted at the Menifee Foodie Friday Marketplace on March 7, 2025, and made \$115 in initial sales. He is now actively

participating in local farmers markets, exploring B2B opportunities, and preparing to expand into e-commerce and subscription box services.

-Client Testimonial/Quote

“All of them are very cool.” -Ty Baddley, Founder of Remix Protein, age 19



TRY UNTRADITIONAL PROTEIN AT REMIXPROTEIN.COM

Business Name: Wainwright Advisory

Small Business Owners Name: Keith Rafael Wainwright

Small Business website: <https://wainwrightadvisory.com/>

Assembly District and Name: CA-058 Leticia Castillo (R)

Senate District and Name: CA-031 Sabrina Cervantes (D)

Business Address: 4551 Springleaf Ln., Riverside CA 92505-5106

County: Riverside

Please indicate all that apply:

Media Release on file (Y/N): Yes

Business Consultant: Damon Santos/Edgar Mejia/Jackie Guilfucci

NEOSERA ID: 39800

Business Location Type: Office Space

-Introduction

Keith Wainwright holds a law degree and founded Wainwright Advisory, a consulting firm specializing in mediation and consulting services. The business focuses on helping clients navigate workplace disputes, compliance issues, and general employment challenges. Mr. Wainwright, a veteran of the Air National Guard, specifically caters his services to fellow veterans and federal employees. While he possesses a law degree, he has not yet taken the California Bar exam.

-What challenge did the SBDC help the business owner overcome

Mr. Wainwright's request for assistance was twofold: first, he needed to ensure he had the proper documentation to legally start his business, and second, he sought guidance on finding financial assistance.

The SBDC consultant first provided comprehensive support in securing all the required legal and administrative documents to officially launch Wainwright Advisory. Once the business plan was complete, the consultant assisted the client with detailed financial projections, including cash flow analysis. This critical financial work enabled Mr. Wainwright to clearly see the necessary revenue targets to cover his loan payments and operating expenses, which in turn increased his comfort and confidence in pursuing the business loan

-What did the owner feel was most important part of the assistance received

The client found the one-on-one advising sessions to be particularly invaluable. These personalized sessions provided a unique and focused opportunity to ask specific questions regarding their complex financial projections and the intricate process of loan preparation. This customized guidance proved instrumental in building the financial roadmap for the business.

-How did the SBDC positively impact the business owner's outcomes

With the detailed financial projections and foundational business preparation provided by the SBDC, Mr. Wainwright achieved significant success:

- Secured Funding: He successfully secured a \$35,000 loan to start up the business.
- Owner Investment: The owner personally invested \$10,000 of his own funds into the startup.
- Job Creation: One new job was created.
- Early Success: The business achieved an early \$15,000 sale.
- Startup Qualification: The business officially qualified as a Startup.

-Client Testimonial/Quote

SBDC provided expert consulting to develop a realistic financial roadmap for this endeavor. This involved creating detailed income and expense projections, evaluating different funding strategies, and stress-testing our financial model to ensure the property will be a sustainable asset for our community for years to come. It was a huge Blessing and very beneficial.

-Client Photos:



Business Name: Juiced Rite LLC

Small Business Owner Name: Barbara Stancliff, Stephanie Bryan, and David Elbert

Small Business website: <https://juicedrite.com/>

Assembly District and Name: CA-060 Corey A. Jackson (D)

Senate District and Name: CA-031 Sabrina Cervantes (D)

Business Address: 1229 Columbia Ave., Riverside CA 92507

County: Riverside

Please indicate all that apply: HUBZone Manufacturer

Media Release on file (Y/N): Yes

Business Consultant: Sara Green

NEOSERA ID: 38523

Business Location Type: Manufacturing

Introduction

Juiced Rite LLC, a family-owned manufacturing company based in Riverside, California, specializes in the production of commercial-grade cold-pressed juicers. Founded in 2018 by brothers Dave and Greg Elbert, the company was born from Dave's vision of building a transparent and ethical manufacturing operation. Over time, Greg exited the company and sisters Stephanie and Barbara joined, with Debbie as a silent partner. Today, Dave oversees manufacturing, Stephanie drives operations and marketing, and Barbara manages finance and HR. Despite significant adversity, Juiced Rite has maintained its commitment to high-quality, innovative juicing solutions for commercial clients.

What challenge did the SBDC help the business owner overcome

Juiced Rite approached the Inland Empire SBDC in late 2024 during a dire financial crisis, teetering on the edge of bankruptcy. They were grappling with severe cash flow shortages, unpaid payroll, supply chain disruptions, and the aftermath of several failed sales and R&D efforts. Compounding these issues was a potential involuntary bankruptcy case from a customer who canceled a large custom machine order. The business also faced compliance problems due to disorganized financial records and missed tax filings. With consultants Sara Green, Giovandi Lewis, Robert Usher, Victor Londot, Jay Allis, and Rosalinda Delgado, the SBDC provided comprehensive guidance to stabilize the business.

What did the owner feel was most important part of the assistance received

Stephanie and her siblings highlighted the multi-faceted and comprehensive support from the SBDC team as vital to their survival and recovery. Sara Green's marketing and operations consulting helped reposition their product strategy and rebuild customer engagement. Giovandi Lewis' patient and detailed guidance through QuickBooks, payroll compliance, and financial reporting was especially transformative for Barbara. Robert Usher assisted with business structure, Jay Allis provided feedback from a restaurant owner and Chef's perspective, Victor Londot offered critical insights into the GSA registration process and federal contracting, while Rosalinda Delgado supported the owners with understanding business dissolution options, offering clarity during high-stress decision points. The comprehensive and compassionate approach taken by the SBDC's team of consultants empowered Juiced Rite LLC to regain control over its operations and finances.

How did the SBDC positively impact the business owners outcomes

With the assistance of SBDC Consultants Sara Green, Giovandi Lewis, Victor Londot, Rosalinda Delgado, Jay Allis, and Robert Usher, Juiced Rite LLC has clawed back from the brink of bankruptcy to be a viable entity. Juiced Rite LLC increased its sales in 2025 for a total gross revenue of \$244,748.98 as of 5/13/2025. Due to the increase in sales, the owners have been able to cease injecting personal funds into the organization, and are now able to pay themselves, as they were not able to do before. They have been able to maintain 1 full-time employee position in addition to the 3 active owners, all thanks to the assistance of the SBDC. Additionally, they completed and filed overdue payroll and tax reports for multiple states, preventing legal repercussions and enabling progress on state and federal certification for contracting. Strategic marketing and new partnerships, including with JuicerNet, positioned them for renewed growth in the industrial food production sector.

Client Testimonial/Quote

"I have been getting exceptional help with payroll and accounting. I have learned a lot since working with Giovandi and feel that I will have my books straight in no time." — Barbara Stancliff, CFO, Juiced Rite LLC

“We have learned a lot about our company and practices since working with SBDC and feel that with this help we have a great chance at making our business better.” - Stephanie Bryan, CEO, Juiced Rite LLC



Business Name: WeKare Daycare & Preschool
Small Business Owner Name: Celeste Etheridge
Small Business website: <http://www.wekaredaycare.com/>
Assembly District and Name: CA-058 Leticia Castillo
Senate District and Name: CA-031 Sabrina Cervantes
Business Address: 6476 Streeter Ave, Riverside, CA 92504
County: Riverside
Please indicate all that apply: Woman Owned /Minority
Media Release on file (Y/N): Y
Business Consultant: Karla Gonzalez
NEOSERA ID: 3265
Business Location Type: Commercial Day Care – 3 Locations

-Introduction

Celeste and her husband started their first WeKare Daycare & Preschool in 2010 in the city of Riverside. They have a passion to provide quality education and services to children from ages 6 weeks to 6 years old and their families. They are licensed for 45 children and average an enrollment of about 30-35 children daily.

What Inspired the Owner to Start Their Business:

Owners wanted to expand their services beyond the current location and were presented with the opportunity to purchase the WeKare off Mobley Street. Purchasing this location would allow them to offer meals, transportation, and accept government funding for services. Within a week of submitting the offer to purchase the WeKare Mobley, Client was also presented with the opportunity to purchase the WeKare off Pedley. Celeste was both nervous and excited to take the leap of faith and proceed with both purchase simultaneously. By acquiring the two additional locations they would be able to expand their services further.

-What challenge did the SBDC help the business owner overcome

The SBDC's role in helping Celeste was instrumental in helping her **overcome financial challenges** associated with securing a loan for her two business purchases. By providing guidance on financial projections for each location, cash flow analysis, and loan application processes, the SBDC equipped Celeste with the necessary tools to successfully obtain the funding she needed for both the Mobley and the Pedley location.

Key benefits of the SBDC's assistance:

- **Financial guidance:** SBDC provided expertise in financial planning and analysis.
- **Loan application support:** SBDC helped navigate the loan application process.
- **Financial Projections:** SBDC assisted in creating projections and assumptions for both locations.

-What did the owner feel was most important part of the assistance received

The most valuable aspect of the **SBDC's assistance** was the **personalized one-on-one consulting** and **consistent communication** with the lender

-How did the SBDC positively impact the business owners' outcomes

SBDC's assistance had a significant **impact on Celeste** by enabling her to purchase the two locations at the same time and hire additional staff. This growth is a direct result of the financial stability and resources provided by the SBDC.

SBA Loan \$740,250

SBA Loan \$922,950

Capital investment \$102,550

Capital investment \$82,250

8 Job Created

-Client Testimonial/Quote

"I'm just super excited that you all were the ones that helped us accomplish our dream!!"