



RANDALL W. LEWIS

Center *for*
Entrepreneurship

CALIFORNIA STATE UNIVERSITY, SAN BERNARDINO

RLCE ANNUAL IMPACT REPORT

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The Randall W. Lewis Center for Entrepreneurship (RLCE) of the Jack H. Brown College of Business and Public Administration at California State University, San Bernardino serves as a leading engine for entrepreneurship, small business development, and innovation across the Inland Empire.

Through a dynamic network of programs, partnerships, and resource centers, RLCE supports entrepreneurs at every stage; from students exploring their first venture to established small businesses pursuing growth and expansion. By connecting education, mentorship, and practical business support, the Center helps strengthen the regional economy while empowering individuals to turn ideas into opportunity.

At its core, RLCE is driven by a mission to expand access to entrepreneurship and to cultivate the next generation of innovators, founders, and community leaders. Through hands-on educational programs, small business advising, pitch competitions, and entrepreneurial resource centers, RLCE bridges the gap between academic learning and real-world business creation. Guided by collaboration, community engagement, and a deep commitment to economic opportunity, RLCE works every day to help entrepreneurs launch, grow, and succeed in creating lasting impact across the Inland Southern California.



We work with individuals who believe in the power of entrepreneurship to transform lives, communities, and regional economies.

Each year, thousands of participants engage with our programs, including aspiring founders, early-stage entrepreneurs, experienced business owners, investors, educators, and community leaders. They come from across the Inland Empire and beyond, representing a diverse range of industries, backgrounds, and ideas, all united by a shared commitment to building something meaningful.

We believe meaningful economic growth happens when education, innovation, resources and community support move together. Entrepreneurship does not thrive in isolation; it grows within strong ecosystems that connect people, knowledge, and opportunity. That is why our work focuses on strengthening the entire entrepreneurial ecosystem.

We do this in three ways:

Cultivating entrepreneurs and innovators through experiential education and venture development.

Accelerating business growth through advising, mentorship, and access to capital and opportunity.

Strengthening the regional ecosystem by connecting partners, expanding resources, and building communities that support entrepreneurship at every stage.

who's behind the **IMPACT**

Special recognition is given to our Entrepreneurial Resource Center (ERC) champions, whose partnership fuels the programs and services that help entrepreneurs launch, grow, and succeed.

Our Entrepreneurial Resource Center Partners



OUR WORK IS POWERED BY PARTNERSHIP

The Randall W. Lewis Center for Entrepreneurship is proud to collaborate with the partners represented here to expand opportunity for entrepreneurs across our region.



The Randall W. Lewis Center for Entrepreneurship is proud to be part of the Jack H. Brown College of Business and Public Administration, whose leadership and commitment to innovation create an environment where entrepreneurship can thrive. As members of the JHBC family, we are fortunate to work alongside colleagues who share a belief in preparing the next generation of business leaders and changemakers.



We are grateful for the collaborative efforts of our Randall W. Lewis School of Entrepreneurship & Innovation, whose dedication to entrepreneurial education strengthens the academic foundation of our work.

Together, we are able to connect students, faculty, and real-world entrepreneurs in ways that expand opportunity both inside and beyond the classroom and into the community.



Many of our programs are also made possible through funding support from the U.S. Small Business Administration (SBA), whose significant investment helps expand access to critical resources for small businesses and aspiring entrepreneurs.



Economic Development



RLCE PROGRAM NETWORK

The Randall W. Lewis Center for Entrepreneurship serves as the engine behind a network of programs advancing entrepreneurship across the Inland Empire and Coachella Valley.

These programs provide business advising, training, mentorship, capital access support, and entrepreneurial education to thousands of entrepreneurs each year. From students exploring their first venture to experienced business owners scaling operations, RLCE programs provide the resources and connections entrepreneurs need to succeed.

This ecosystem approach allows RLCE to support entrepreneurs at every stage, from idea to startup to expansion, while strengthening the region's economic vitality.

POWERING ENTREPRENEURSHIP ACROSS INLAND SOUTHERN CALIFORNIA

Individually, each program serves a critical role in the entrepreneurial ecosystem. Together, they form one of the most comprehensive networks of entrepreneurial support in Inland Southern California.



Inland Empire Small Business Development Center (IESBDC) Expert advising and training for small businesses across the Inland Empire.



IE | WOMEN'S BUSINESS CENTER

Inland Empire Women's Business Center (IEWBC) Empowering women entrepreneurs through mentorship, training, and business support.



CV | WOMEN'S BUSINESS CENTER

Coachella Valley Women's Business Center (CVWBC) Supporting women entrepreneurs across the Coachella Valley region.

ENTREPRENEURIAL RESOURCE CENTERS

ERC Temecula

ERC San Bernardino

ERC Palm Desert

one center
SIX PROGRAMS
THOUSANDS OF ENTREPRENEURS SERVED.

Through this network, RLCE delivers measurable outcomes for entrepreneurs and small businesses across the region. Each year, thousands of participants engage in advising sessions, training programs, and business development initiatives that help launch new ventures, create jobs, and expand economic opportunity.

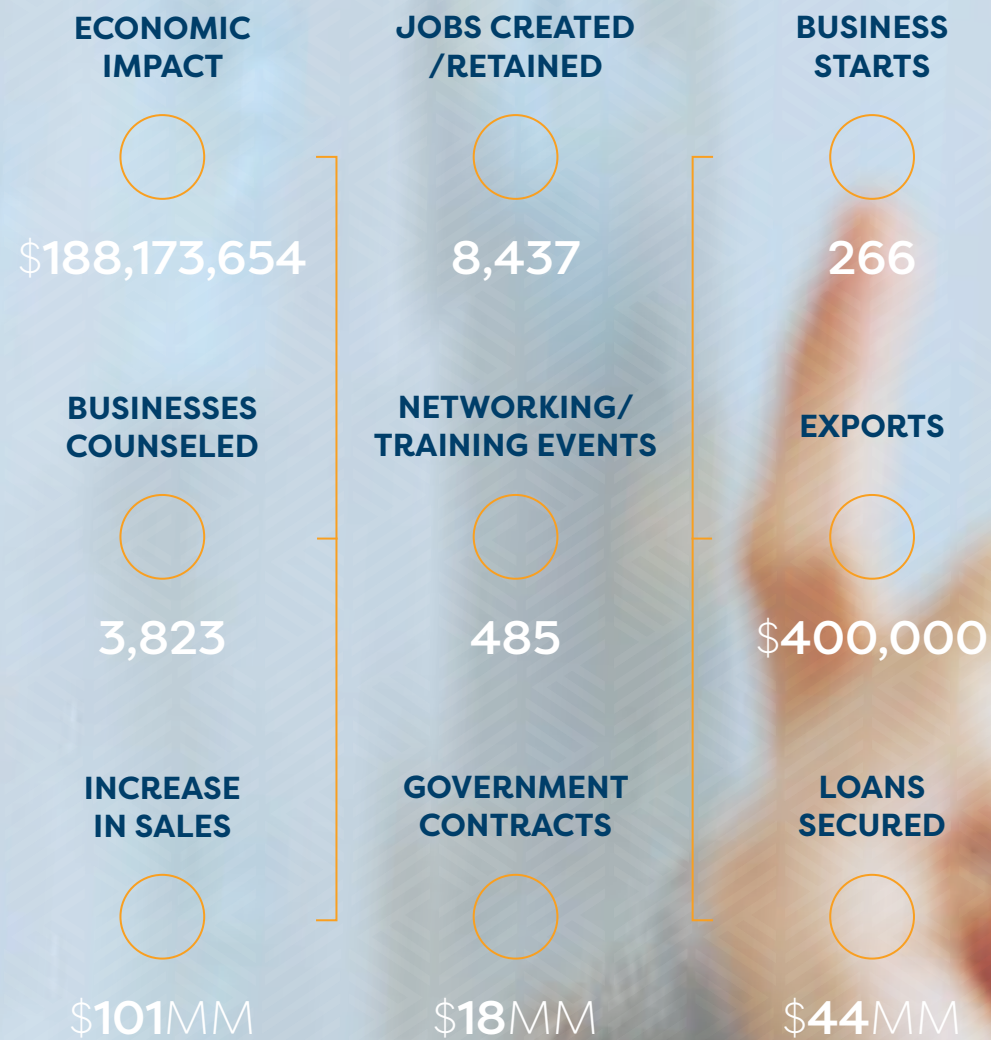
2025 IMPACT

Through its network of programs, the Randall W. Lewis Center for Entrepreneurship continues to deliver measurable outcomes for entrepreneurs and small businesses across Inland Southern California.

ENTREPRENEURSHIP IN ACTION

From new business starts to job creation and increased revenue, these results reflect the real-time impact of entrepreneurship in action.

The following indicators represent 2025 activity from all RLCE programs.



people DATA



These outcomes contribute to a broader, long-term impact built over years of supporting entrepreneurs across the region.

A MILESTONE FOR THE INLAND EMPIRE

Entrepreneurship is a powerful driver of economic growth, job creation, and community development.

Through the entrepreneurs supported across its programs, the Randall W. Lewis Center for Entrepreneurship has helped generate more than **\$1 BILLION IN ECONOMIC IMPACT** across Inland Southern California.

BEHIND EVERY NUMBER IS A STORY OF INNOVATION, RESILIENCE, AND GROWTH.

This milestone reflects the collective efforts of thousands of entrepreneurs, individuals who launched businesses, expanded operations, created jobs, and contributed to the economic vitality of the region.

One billion in economic impact is the result of sustained investment in entrepreneurship, through education, advising, mentorship, and access to opportunity.

the right people.
the right plan.
the right momentum.
= \$1B+

This milestone represents not only economic output, but the strength of a regional ecosystem built to support innovation and small business success across the Inland Empire.

This marks the beginning of our next chapter **BEYOND ONE BILLION.**



STARTUP/ GROWTH FUNDING
INCREASE IN SALES CONTRACTS/ EXPORTS

\$1.013 BILLION

BUSINESSES ASSISTED



213,552

BUSINESS STARTS



2,839

JOBS CREATED /RETAINED



62,459



THIS IS WHERE PROGRAMS BECOME PROGRESS

Programs that turn knowledge into action, and action into results.

Entrepreneurship is not built through a single program. It is strengthened through a portfolio of initiatives designed to meet entrepreneurs where they are.

entrepreneurs build stronger businesses, access new markets, and generate measurable economic outcomes.

DESIGNED FOR GROWTH. BUILT FOR IMPACT.

Across the Inland Empire, RLCE programs deliver targeted support through specialized training, advising, and real-world application. These programs help

From early-stage ideation to revenue acceleration and procurement readiness, RLCE programs are designed to turn knowledge into action, and action into impact.



SCALE

RLCE continues to expand and evolve its program portfolio by introducing and scaling initiatives that deliver measurable outcomes.

In 2025, RLCE delivered a focused portfolio of programs designed to accelerate business growth through procurement access, capital investment, and real-world revenue generation. Through the **SBDC Center for Contracting, Finish Line Finance in partnership with U.S. Bank**, and the expansion of **Marketplace** initiatives, entrepreneurs gained direct pathways to opportunity, funding, and market validation.

contracting

Through the **SBDC Center for Contracting (C4C)**, RLCE connects small businesses directly with public-sector buyers. Events such as the 2025 SoCal Contracting Conference brought together more than 560 participants and 35 government agencies, creating direct pathways to procurement opportunities and long-term revenue streams.

The Center for Contracting continues to demonstrate strong growth by helping small businesses access public-sector opportunities and diversify revenue streams.

2025 HIGHLIGHTS:

- 560+ participants engaged in contracting events
- 35 public agencies connected directly with small businesses
- Expanded pathways into federal, state, and regional procurement opportunities.

finishline

Introduced as a targeted capital access initiative, Finish Line Finance supports entrepreneurs who are ready to take the next step in their business growth journey. The program is delivered by the **Inland Empire Women's Business Center** and **Coachella Valley Women's Business Center**, in partnership with **U.S. Bank**.

By combining funding with strategic guidance, the program equips entrepreneurs with the resources needed to scale.

PROGRAM OUTCOMES:

- \$12,000 in grants distributed
- 9 businesses awarded funding

SUPPORTED BUSINESSES INCLUDED:

- Clothing retailer
- Professional headshot photographer
- HR consulting firm
- Childcare provider
- Off-road vehicle repair business
- Home care services for veterans

This program reflects RLCE's commitment to helping entrepreneurs learn and access the capital needed to grow.



New in 2025, RLCE expanded its **Marketplace model** to bridge the gap between business education and real-world revenue generation.

The **Small Business Marketplace** initiative transforms traditional technical assistance into real-time economic activity. Entrepreneurs move from classroom learning into live selling environments, testing pricing, products, and customer engagement in real-world conditions

marketplace

Signature activations—including the **Holiday Marketplace at Temecula Promenade**—have connected over 100 small businesses with thousands of consumers, generating immediate revenue and market exposure.

- Expanded partnerships with Made Local to scale weekly and regional marketplace activations
- Featured 100+ small businesses at the Holiday Marketplace in Temecula
- Connected entrepreneurs with thousands of local consumers during peak retail seasons
- Integrated advising + live commerce to support real-time business growth and validation

By combining business advising with curated, high-traffic retail events, the program creates a direct pathway from learning to revenue.

This model transforms learning into revenue, and opportunity into growth.

CLIENT SUCCESS

Across our programs, entrepreneurs are building businesses, creating jobs, and driving economic impact in their communities.

BLACK AMERICA RESOURCE DIRECTORY

With CVWBC guidance, Connie expanded her digital platform, increasing sales by 30% while connecting communities to critical resources.

RESORT CARPET & TILE CARE

With CVWBC advising, the business scaled to \$20,000+ in monthly revenue, shifted to commercial contracts, and expanded its team.

VAKUNAJ COFFEE

With CVWBC guidance, Wendy launched her coffee business, formed an LLC, and built a foundation for importing and retail growth.

SUNNY DESIGNS

With support from the "It's Your Time" program, Sunny rebranded her business and achieved a 70% increase in revenue.

RANCHO 3 AGAVEZ DE CIELO AZUL

With CVWBC support, Eva grew her wellness nonprofit, increased revenue by \$30,000, and secured grant funding to expand community programming.

PACIFIC POWER & SPORTZ

With IEWBC support, Christina Renner grew a high-performance motorcycle business and earned Top 3 in Finish Line Finance—advancing women in a male-dominated industry.

THREE LITTLE BLUE BYRDS BOUTIQUE

With IEWBC support, Tia launched a community-driven retail space, created jobs, and secured \$20,000 in investment, amplifying opportunities for local women entrepreneurs.



entrepreneurs in ACTION

THERESA ROSE PRESENTS

Theresa expanded her consulting business with SBDC support, increased sales by \$22,500, and hired an executive assistant, scaling her impact globally.

FORD + ELM

With SBDC guidance on site selection and leasing, Ford + Elm launched a retail storefront, created jobs, and invested \$50,000 into the local economy.

LITTLE SPROUTS THERAPY CENTER

With SBDC support, the center secured a \$20,000 grant and expanded staffing, strengthening long-term sustainability.

JEN NICOLE PHOTOGRAPHY

With SBDC support, Jennifer launched her photography business, secured licensing, and generated early revenue after transitioning from corporate employment.

AMERICAN PRECISION CONSULTING

With SBDC mentorship, Zack built his consulting firm from the ground up, establishing a strong foundation for long-term growth.

Building the Entrepreneurial Ecosystem

RLCE's impact is driven by more than programs—it is powered by connection.

We bring together entrepreneurs, educators, policymakers, and industry leaders to create an environment where innovation can thrive.

Our work strengthens the ecosystem through:

CONNECTION

Events, networks, and partnerships that bring people together

EDUCATION

Workshops, training, and experiential learning

ACCESS

Capital readiness, procurement pathways, and growth opportunities

COMMUNITY

Support systems that sustain long-term success



ERC

ENTREPRENEURIAL
RESOURCE CENTER

THINK LIKE
AN OWNER .ORG

ERCs are not just service centers—they are economic infrastructure, designed to deliver long-term, measurable impact at the local level.

The Entrepreneurial Resource Centers (ERCs) serve as localized engines for small business development—bringing training, advising, and capital access directly into the communities they serve.

Designed as accessible, community-centered resources, ERCs expand access to entrepreneurship while strengthening local economies. By bringing together core business

support and a network of vetted affiliate service partners, the centers connect entrepreneurs to both foundational guidance and specialized expertise in one coordinated setting.

Through partnerships with cities, counties, and regional stakeholders, ERCs align local resources to support small business development across Inland Southern California, creating clearer pathways for entrepreneurs to start, grow, and sustain their businesses.



CLIENTS SERVED
10,940
ACCESS TO CAPITAL/ INCREASE
IN SALES/ CONTRACTS
\$10.99MM

- 9,391 trained
- 1,549 counseled
- 76 new businesses
- 2,753 jobs supported



CLIENTS SERVED
4,035
ACCESS TO CAPITAL/ INCREASE
IN SALES/ CONTRACTS
\$1.69MM

- 2,438 trained
- 1,597 counseled
- 39 new businesses
- 1,040 jobs supported



CLIENTS SERVED
5,641
ACCESS TO CAPITAL/ INCREASE
IN SALES/ CONTRACTS
\$6.1+MM

- 4,570 trained
- 1,071 counseled
- 83 new businesses
- 2,164 jobs supported



\$1,000,000,000

ECONOMIC IMPACT

**ENTREPRENEURSHIP IS
A FORCE THAT CONTINUES
TO SHAPE THE FUTURE OF
OUR REGION.**

The \$1 Billion milestone reflects what is possible when entrepreneurs are supported, communities are connected, and opportunities are expanded.

BUT THE WORK CONTINUES.

Through innovation, partnership, and a commitment to access, the Randall W. Lewis Center for Entrepreneurship will continue building pathways for entrepreneurs to succeed.



**THE NEXT
CHAPTER IS
ALREADY UNDERWAY...**



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