



September 9, 2025
2 pm
Public Market
Complex
Request for
Qualifications
Pre-Proposal Meeting

AGENDA

- I. Welcome & Meeting Overview
- II. Background on SAGE & Project
- III. Overview of RFQ
- IV. Timeline
- V. Q&A



What is SAGE?



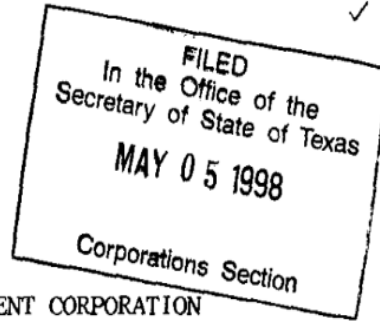
San Antonio for
Growth on the
Eastside is a 501(c)(3)
**economic
development**
nonprofit corporation
serving the Eastside
of San Antonio for
over **25 years.**

Our shared story

- ▶ San Antonio's Eastside is a **beautiful community** with a proud history and culture that has also been challenged by **historical disinvestment** and **concentrated poverty**.
- ▶ The Eastside of San Antonio is a diverse, multilingual community with some of the city's oldest and most distressed neighborhoods.
- ▶ Once a thriving area and the heart of the city's African American community, the Eastside has over time experienced **significant neglect** and **increased poverty**.



ARTICLES OF INCORPORATION
OF
SAN ANTONIO EASTERN COMMUNITY ECONOMIC DEVELOPMENT CORPORATION
A Nonprofit Corporation



ARTICLE 3

The purposes for which this corporation is organized are: To establish an organization to coordinate activities of public and private agencies, individuals, and firms dedicated to utilizing resources to promote the general welfare and economic development of the City of San Antonio. These activities will include developing publicly approved real estate projects, developing community development projects, promoting and engaging in real estate acquisitions and development of other related programs directed toward achieving the economic stability and empowerment of the City of San Antonio Eastern Community. The corporation's objectives include: (1) to facilitate business development (2) to generate jobs (3) to serve as a principal planning agency (4) to coordinate development of "bricks and mortar projects" (5) to build economic development credibility through partnership and real estate development (6) to actively seek financial investors for Eastern Community projects and (7) to establish strong positive relationships with neighborhood organizations, faith communities and other Eastern Community groups and individuals.

Objectives:

- (1) to facilitate **business development**
- (2) to generate **jobs**
- (3) to serve as a principal **planning** agency
- (4) to **coordinate development** of "bricks and mortar projects"
- (5) to build economic development credibility through partnership and **real estate development**
- (6) to actively **seek financial investors** for Eastern Community projects and
- (7) to establish **strong positive relationships** with neighborhood organizations, faith communities and other Eastern Community groups and individuals

MISSION

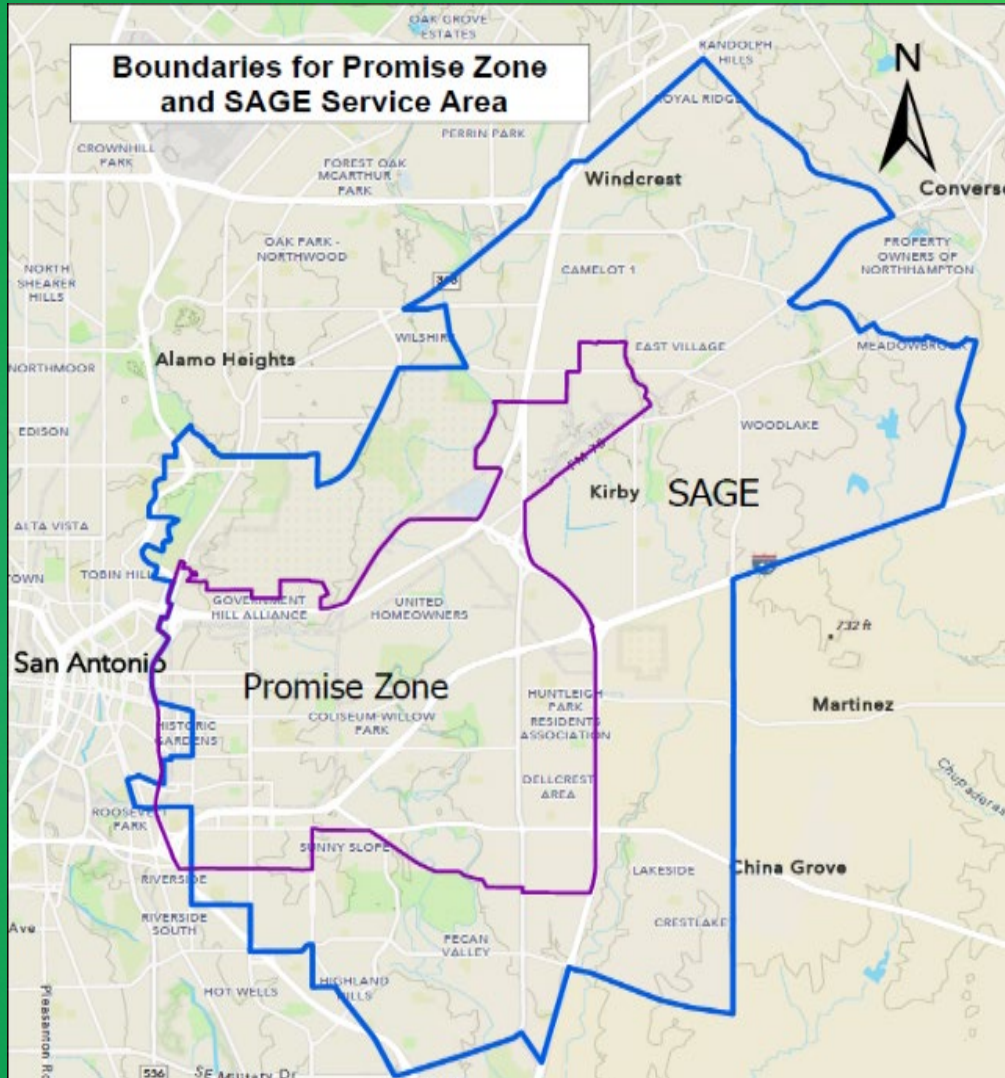
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SAGE
promotes the
**economic
development and
cultural vitality**
of the Eastside of
San Antonio.

Service Area

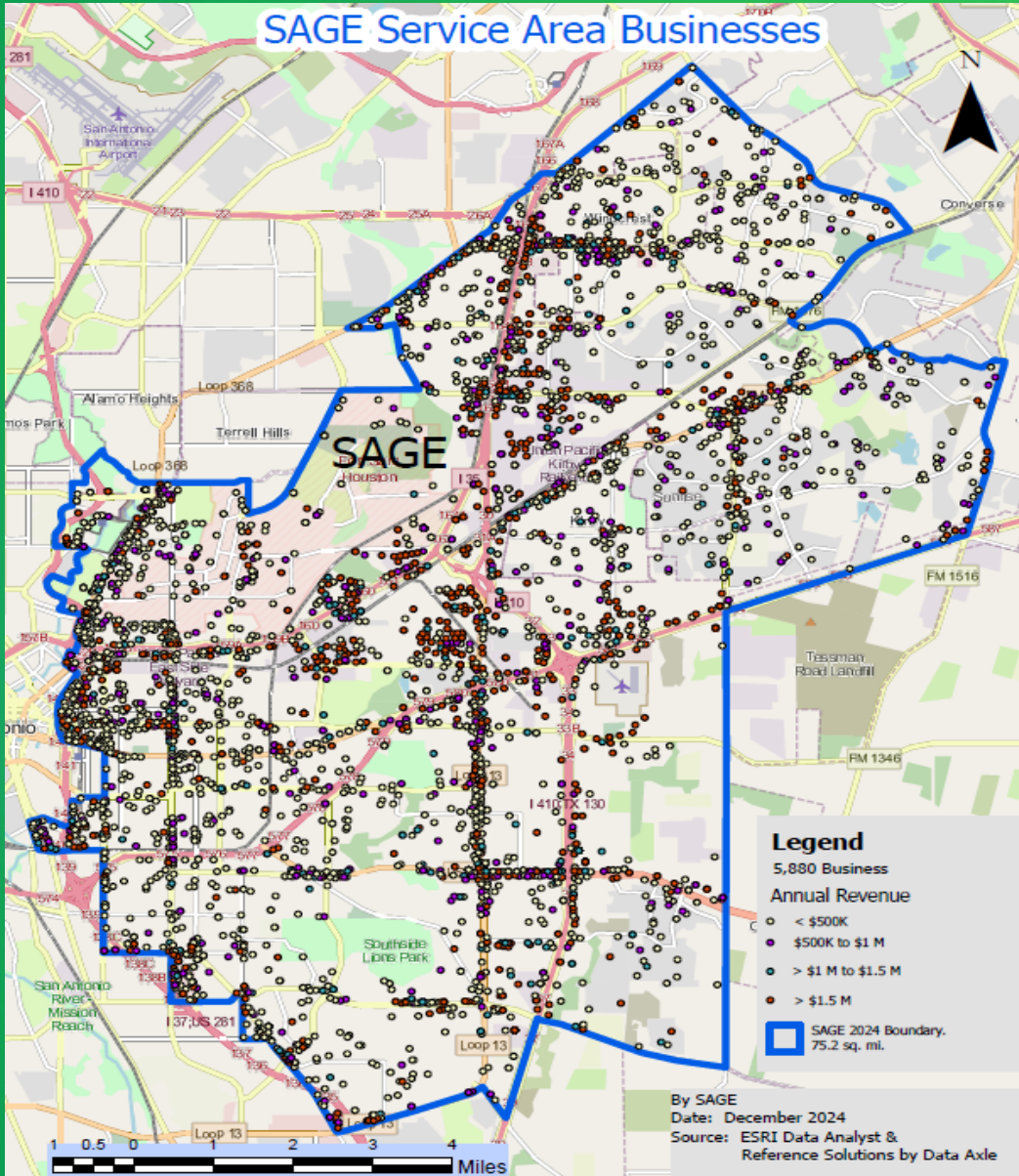
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- ▶ **Increased service area** by 3.3x, allowing SAGE to serve more constituents
- ▶ Allows for **greater engagement** with Bexar County & Eastern region
- ▶ **Promise Zone designation ended** in January 2024
- ▶ **Limits confusion** about SAGE's service area

Service Area

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- ▶ **16.13%** of San Antonio Population
- ▶ ~5,880 businesses
- ▶ ~234,298 residents
- ▶ **59%** identifying as Hispanic or **Latino**
- ▶ **19%** as **Black**/African American.
- ▶ Owner-Occupied Housing: 57%
- ▶ Renter-Occupied Housing: 43%
- ▶ Median household income = **\$55,361**, which is lower than Bexar County's median income of \$66,854.
- ▶ **Unemployment rate** of **6.3%**, compared to the county's average of 5.5%, the Texas state rate of 5.2%, and the national rate of 5.3%.
- ▶ **Poverty rate** is **19.9%**, exceeding the Bexar County rate of 15.2%, the Texas state rate of 13.9% and the national rate of 12.5%

A close-up photograph of sage leaves with prominent yellow and green variegation. The leaves are textured and pointed. A semi-transparent green banner is overlaid across the middle of the image.

What do we do?

3 Priorities

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Support Small
Businesses

Preserve
Culture &
Heritage

Community
Development
(without
Displacement)



The Vision:

- ▶ Many small business owners want low barriers to accessing an affordable space, and maximum flexibility.
- ▶ They may not see a benefit in purchasing a commercial space and taking on property management responsibilities in addition to running their business.



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- ▶ SAGE will **acquire properties**, remove them from the speculative market to provide **long-term affordable rental** and ownership opportunities to community members who live or work in the space.
- ▶ This effort preserves affordable commercial rents, provides space for small community-serving businesses and organizations, promotes **quality jobs**, providing another **source of income** for SAGE.

OVERVIEW OF RFQ

TIMETABLE

Pre-proposal Meeting	September 9, 2025
Deadline for Questions	September 16, 2025
Submittals Due	September 19, 2025
Interview Shortlisted Firms	October 19, 2025

Q&A





Thank you

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