



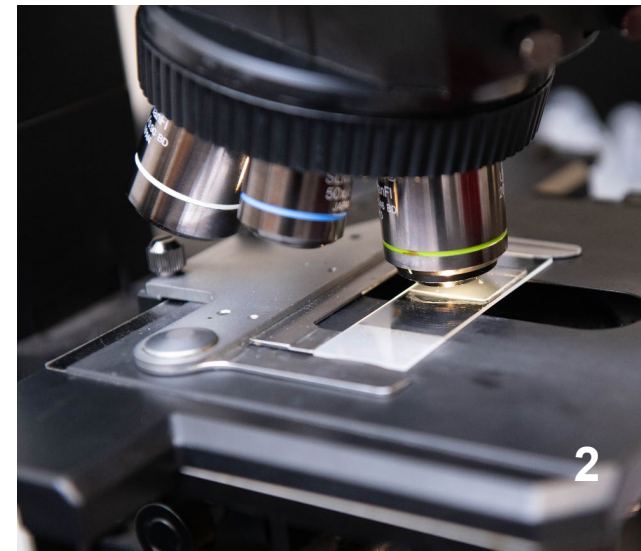
Economic Development FY 2026 Proposed Budget

City Council Budget Work Session
Presented by Brenda Hicks-Sorensen,
Director
August 26, 2025



Agenda

- Department Overview
- FY 2026 Proposed Budget
- Ongoing Investments



Economic Development Department Overview

GUIDING PRINCIPLES



**ECONOMIC
OPPORTUNITY**



RESILIENCE



**INVESTMENT &
GROWTH**



ASSETS



EQUITY



GOALS

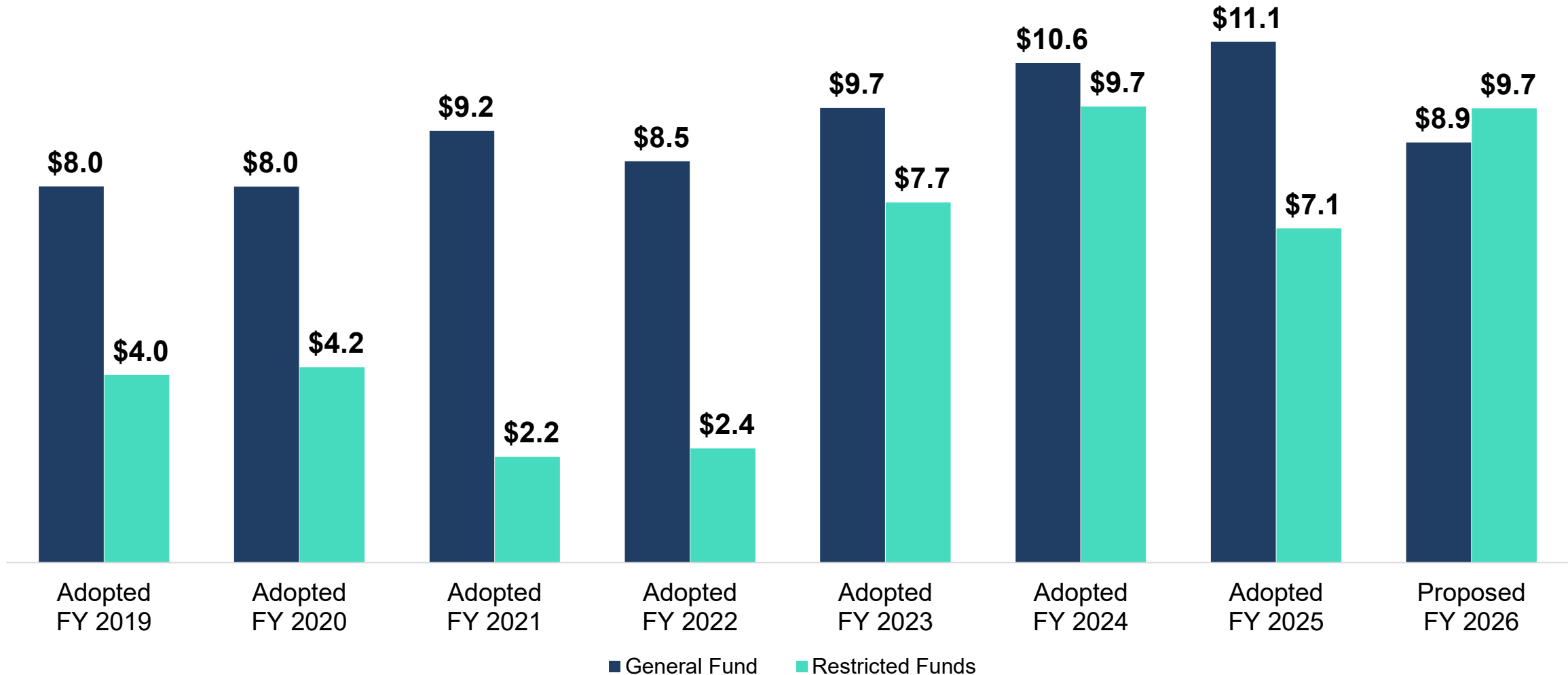
**INNOVATION &
INDUSTRY**

**PLACEMAKING
& REAL ESTATE**

**TALENT &
WORKFORCE**

**CAPACITY &
RESOURCES**

Economic Development Budget History (\$ in Millions)

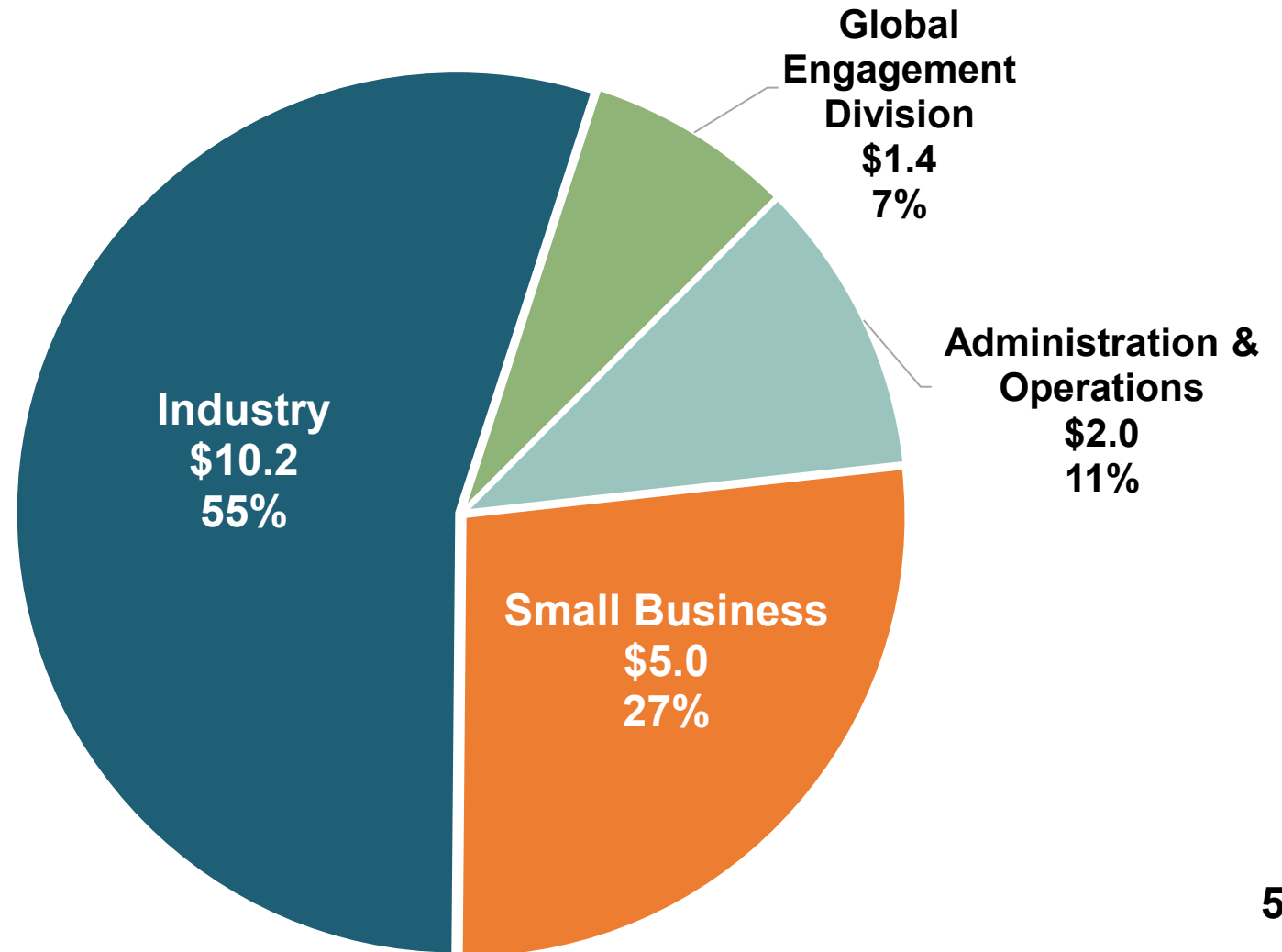


FY 2026 Proposed Budget:\$18.6 Million

Fund (\$ in Millions)	FY 2026 Proposed
General Fund*	\$8.9
Restricted Funds	9.7
Total	\$18.6

*Total General Fund FY 2026 Proposed Budget is \$12,828,251 of which \$3,896,546 is transferred to other funds

Positions	
Civilian Positions	40
Total	40



FY 2026 Priority Implementation Areas

STRATEGIC ACCOUNT MANAGEMENT



- Business Recruitment including Foreign Direct Investment (FDI)
- Business Retention & Growth
- Small Business Outreach
- Supplier Engagement
- Partnerships & Relationships

SMALL BUSINESS SUPPORT & ECOSYSTEM ENHANCEMENTS



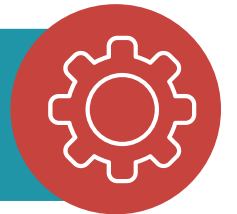
- Access to Flexible Capital
- Sustainability & Resiliency
- Access & Networks
- Ecosystem Coordination

REAL ESTATE & PLACEMAKING



- RevitalizeSA: Corridor Leadership Program
- San Antonio Economic Development Corporation (SAEDC) Resources & Workplan

SYSTEMS & PROCESSES



- Enhanced Marketing & Communications
- Contract & Incentive Compliance
- Salesforce Enhancements & Integration
- Expanded Business Intelligence Portfolio

FY 2026 Reductions: \$2.6 Million

Reductions

- Eliminate Construction Mitigation Grants: \$1.4 Million
- Right-size Construction Mitigation Program: \$150,000
- Restructure greater:SATX Agreement: \$70,000
- Align Workforce Development Funds into Ready to Work: \$247,052
- Reduce 2 Vacant Positions: \$293,794
- Additional adjustments: \$444,021

FY 2026 Investments 🌱

Zero Percent Interest Rate Loan Program: \$500,000

- Assists small businesses to strengthen financial standing, build credit, and grow their business
- FY 2024 and FY 2025 Program leveraged ARPA, General Fund, and matching resources
- \$2M investment: \$1M in FY 2024 & \$1M FY 2025
- FY 2025 Results: \$2.5M in capital disbursed through 91 loans as of July 31, 2025
- FY 2026 Target: 26 Loans and \$1M in capital



FY 2026 Investments

RevitalizeSA: Corridor Leadership Program: \$250,000

- Cultivates community leaders to revitalize and grow local commercial corridors.
- 2-year pilot program leveraged \$1M in ARPA resources
- FY 2024/2025 Results:
 - Cohort participants: 32
 - Corridor projects: 22 (10 in progress)
- FY 2026 Target:
 - 15 participants



“ I was inspired to apply for RevitalizeSA because I thought it was the perfect opportunity for community and city to come together and build leaders from the ground up...so that we could solve the problems within our neighborhoods as people working together with our city government to see positive changes. ”

-Erica Benavides
RevitalizeSA Cohort 1 Participant
District 5

FY 2026 Investments



Small Business Construction Mitigation Program: \$350,000

Outreach Engagements

FY 2025: 11,020

FY 2026: 10,000



Touch point to support businesses typically via block walking, emails, calls, and/or events

Business Retention & Growth Visits

FY 2025: 591

FY 2026: 750



Significant dialogue to assist businesses navigate with changing economic conditions, internal company needs, or other challenges.

FY 2026 Investments

Economic Development Incentive Fund:
\$7,000,000

Current Incentive Investments*

Jobs

- Total Required: 16,157
- Total Reported: 19,687

Capital Investment

- Total Required: \$3.532 Billion
- Total Reported: \$7.295 Billion

Return on Investment

- City Incentives Received: \$62.990 Million**
- Private Capital Investment/City Incentives: \$116 to \$1

**Pipeline projects
could add:**

8,400

JOBS

&

\$8.9 Billion

CAPITAL INVESTMENT

*32 active incentive agreements as of 12/31/2024

**Abated/rebated taxes and grants disbursed

Summary

General Fund

- **\$500,000** for Zero Percent Interest Rate Loan Program
- **\$250,000** for RevitalizeSA: Corridor Leadership Program
- **\$350,000** for Small Business Construction Mitigation Program



Economic Development Incentive Fund

- **\$7.8 Million** to support targeted industries and economic generators
 - **\$802,280** to support small business
 - \$200,000 for Supply SA
 - \$602,280 for Launch SA





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