

# Santiago Garcia Jr.

202 W. Silver Sands Dr. ■ San Antonio, TX 78216  
(210) 421-1464 ■ MetroSanto@gmail.com

## Experience

---

### **Director of Development Mission Heritage Partners**

**2022-Present**

- Source and pursue all fundraising activities for organization whose mission is to preserve, protect and promote the San Antonio Missions National Historical Park

### **Research and Policy Analyst Methodist Healthcare Ministries**

**2020-2022**

- Managed portfolio of 25+ advocacy contracts with a value of circa \$1.5 million annually to regional and statewide organizations and coalitions
- Submitted annual federal lobbying and state ethics reports
- Monitored various policy issues of organization and partners across 74-county catchment area

### **Program Officer Methodist Healthcare Ministries**

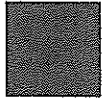
**2014-2020**

- Monitored five-year, \$50 million federal grants portfolio of nine grantees
- Ensured programmatic accountability, compliance, and subgrantee progress
- Ensured complete and timely reporting from grantees to organization, up to federal agency
- Identified, provided and facilitated capacity building services to grantees
- Identified capacity issues and challenges in their early stages to connect subgrantees with technical assistance and risk mitigation resources

### **Senior Program Manager for Economic Development National Association for Latino Community Asset Builders**

**2013-2014**

- Provided operational oversight in the planning, implementation and evaluation of national asset-building programs and initiatives
- Provided direct technical assistance to 100+ member organizations focused primarily on opening access to capital, supporting entrepreneurship and small business development, and job creation
- Assisted members to grow all aspects of their small business development programs including impact assessment, program design, strategic partnerships, strategic planning, integration of asset building services, financial capability training, credit building, client direct-assistance training, curriculum design and organizational capacity
- Provided technical assistance to members including program design and monitoring, advice, guidance, compliance support, and problem-solving through one-on-one interactions, convenings, meetings, research and sharing of best practices and facilitation of peer-to-peer consultations within the member network
- Participated in the planning, coordination, and implementation of conferences, webinars, and conference calls, including a flagship annual conference and a national training event
- Assisted with grant making activities by providing outreach, review of grant applications, monitoring of grantees, receiving grantee reports, establishing impact assessment methodology and guidelines and reporting to funders
- Managed grants to organizations and consortia including drafting of grantee RFPs, creating work plans and budgets, cost allocation plans, funder communication, quantitative and qualitative impact studies, and interim and final reports to funders



**Assistant Director for Special Projects  
San Antonio Housing Authority**

**2012-2013**

- Assisted in the development of short- and long-term implementation strategies, goals, objectives, policies and priorities for development, acquisition, disposition and redevelopment projects undertaken by the housing agency
- Carried out complex professional project development and management involving highly complex planning and real estate functions
- Scheduled, conducted meetings, and delivered presentations to advisory boards, elected officials and the general public to discuss and make recommendations for the creation or modification of residential development with ancillary economic and community development plans and ordinances
- Evaluated and made recommendations for potential development, redevelopment and acquisition projects within the context of the housing agency's mission and goals including preparing recommendations for project partnerships, financial implications and options, market feasibility, amenities and other factors necessary to make informed project decisions
- Developed project plans and coordinated the implementation of these plans between divisions and departments
- Provided advanced technical assistance to staff, other governmental agencies and the public regarding plans, policies and affordable housing regulations and proposed development activities

**Senior Economic Development Specialist  
Westside Development Corporation**

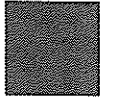
**2007-2012**

- Assisted in the creation of the organization by San Antonio City Council
- Assisted in the creation and development of the "Grow West" Business Expansion Program, a program designed to offer free consulting to businesses and organizations
- Assisted in organizational short- and long-term planning and strategic thinking to establish implementation strategies, goals, objectives and priorities for economic and community development
- Provided technical assistance and consulting to governmental agencies and clients regarding plans, policies, programs and current and proposed development activities
- Facilitated economic development growth by marketing all relevant economic development programs and by providing technical assistance with respect to financing, real estate development and research, city permitting and other required approvals and market analysis and data
- Analyzed, developed, and recommended policy designed to address the needs of the target area
- Managed the organizational and legal requirements of the board of directors
- Represented the organization and its mission on various committees, task forces, and planning groups
- Advocated for target area with positive and influential messaging

**Council Aide  
San Antonio City Council, District 5**

**2004-2007**

- Responsible for policy issue review, research, tracking and interpretation in the context of city guidelines, codes and ordinances
- Apprised council member of sensitive issues, citizen concerns and resolutions
- Involved in all aspects of the city council action process including communicating closely with council staff, council members and city staff
- Represented council member at various events and meetings by reading statements, public speaking and being an excellent listener to report back questions and concerns
- Wrote press releases, conducted media relations, organized press conferences, produced monthly district television show and produced quarterly newsletter distributed to 4,500 registered voters
- Communicated effectively and consistently with assigned neighborhood associations and constituents
- Performed information and referral duties related to individuals and groups of citizens requesting city assistance and services, with tact, clarity and respect



- Prepared for and attended city council meetings in support of council member

## Education

---

St. Mary's University

Bachelor of Arts -1989

## Training

---

Mediation, Federal Grants Management, Systems Thinking Certificate

## Technical Skills

---

Proficient in MS Office Suite, PowerPoint, Publisher, GIFTS Alta, Smartsheet

## References

---

Ray Flores (Senior Vice President, Design Development Construction & Delivery, Port San Antonio) (210) 872-4968

Patti Radle (Co-Executive Director, Inner City Development) (210) 385-4225

Stephanie McClain (Senior Director of Corporate & Foundation Relations, UTHealth San Antonio) (409) 599-9377