



## Under The Ark Enterprises Capability Statement

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**Strategy. Coaching. Innovation. Impact.**



### ABOUT US:

At **Under The Ark Enterprises (UTAE)**, we are a premier consulting firm based in New York City, dedicated to empowering non-profits, for-profits, start-ups, and small businesses. Our mission is to help organizations articulate their identity—defining who they are, why they exist, and how to effectively implement their vision. We offer comprehensive organizational management services that cover the full cycle of business operations. This includes program coordination and alignment, securing federal, state, and local contracts, as well as evaluation and performance measurement. Our expertise extends to financial management, human resources, and operational strategies, ensuring that every aspect of your organization is optimized for efficiency and effectiveness. At UTAE, our goal is to anchor your organizational framework in systems that facilitate measurable growth and impact, guiding your strategic initiatives as you scale. Together, we can navigate the complexities of the business landscape and unlock your full potential

### **CORE COMPETENCIES**

-  Strategic Planning & Organizational Design
-  Federal, State & Local Grant Writing and Procurement
-  Full-Scope Project & Program Management
-  HR Systems, Fiscal Controls, and Operations Strategy
-  Evaluation, Monitoring & Performance Measurement
-  Business Formation, Pitch Development, and Capital Readiness
-  Leadership Development & Executive Coaching
-  Technical Assistance for MWBE/DBE/MBE Compliance

### INDUSTRY LICENSES & CERTIFICATIONS

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### MANTRA

From inertia to ignition- the kinetic possibilities of transformational impact are within reach.

### VALUES

I. Interconnection | II. Collaboration | III. Equity | IV. Respect |  
V. Organizational Relentlessness | VI. Iwa-Pele: Best Self to Best Serve

### NAICS | SIC

541611: Admin. Mgmt & Gen Mgmt Consulting Services  
611430: Professional and Management Development Training  
923120: Administration of Public Health Programs  
8742: Management Consulting Services  
8299: Schools and Educational Services, Not Elsewhere Classified  
8399: Social Services, Not Elsewhere Classified  
9431: Administration of Public Health Program

### **CALL TO ACTION**

Partner with us. Whether you're launching a venture or scaling an impact strategy, Under The Ark Enterprises offers the strategy, systems, and support to guide your next level of growth.

Reach out to schedule a discovery call at [solutions@utaenterprises.com](mailto:solutions@utaenterprises.com) or (347) 765-3179.

### **DIFFERENTIATORS**

-  \$30M+ in Secured Funding across OCFS, NYSED, NYC H+H, and municipal clients
-  Bicultural & Intergenerational Team offering 21st-century insights and culturally grounded strategy
-  The Iwa-Pele Standard: A unique leadership development approach rooted in character, ethics, and cultural humility
-  End-to-End Service Model: From startup ideation to public sector scaling
-  Deep Network Access: Strategic relationships across education, health, workforce, and government sectors

### INDUSTRY LICENSES & CERTIFICATIONS

NMSDC-Certified | NYS/NYC MBE-Certified  
MBE-Certified & SBE-Certified

### **PAST PERFORMANCE | NOTABLE ACCOMPLISHMENTS**

1. Secured (2) Five-Year \$2.25 Million dollar contracts from the New York State Office of Children and Family Services (OCFS) through the LEAPS Program, totalling \$22,500,000 dollars.
2. Secured 6.5 Million Dollars in NYSED Funding for Health and Science STEM Programs from the New York State Department of Education (NYSED).
  3. Secured \$650,000 Capital Investment for The Vin Baker Bouncing Back Foundation.
  4. MBE Grants Procurement Consultant for Ulster County Government.
5. Established partnership with New York State Health & Hospitals Corporation to launch 500,000 Dollar MOSAIC Program: Medical Opportunities for Students and Aspiring Inclusive Clinicians.

### **CORE SERVICES & CAPABILITIES**

#### **Direct and Consultative Early Stage Services:**

- I. Business Formation & Start-Up Strategy | Business Ideation Strategy
- II. Full-Cycle Project Management & Operations Support
- III. Contractual & Licensing Supportive Service
- IV. Products & Services Development | Branding, Marketing & Positioning Support
- IV. Business Writing: Business Plans | Grants Writing | Pitch Decks
- VI. Access to Capital | Start-Up Technical Assistance

#### **Incubation & Acceleration Stage Services:**

- I. Full Scope Strategic Mgmt. Consulting Services
- II. Operations Management | Marketing & Sales | HRM | Fiscal
- III. Program Design & Intervention Development & Support
- IV. Professional Development & Organizational Leadership Training
- V. Capacity Building | Access to Networks | Access to Capital
- VI. Grants & Contracts Proposal Writing

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### **UNIQUE APPROACH**

*21st Century Insight:* Our team is comprised of highly educated young professionals with a deep understanding of the current global business climate and a fresh perspective on how industries operate. With 21st century foresight, we provide consulting services that disrupt the status quo and challenge organizations to think differently about the systems and processes they need to employ to achieve success in the 21st and into the 22nd century. Our approach is innovative, data-driven, and grounded in a deep understanding of the trends and technologies shaping the business landscape today. We are committed to helping organizations navigate the challenges and opportunities of the modern era and position themselves for long-term success.

*Inter-Organizational Alliance:* At our consulting firm, we believe that fostering inter-organizational alliances is essential for achieving transformative impact in today's rapidly globalizing world. Too often, organizations work in silos, representing singular microcosms of a shared mission. We strive to break down these barriers and rally organizations together in an effort to support their work both individually and collectively. By building capacity within individual organizations, we enable them to expand their scope of work and increase their impact. At the same time, we encourage collaboration and partnership among organizations, recognizing that collective action can be far more powerful than individual efforts alone. Our approach is grounded in a deep understanding of the complex challenges facing organizations today, and we are committed to helping them build the alliances and partnerships they need to achieve lasting, transformative impact.

*UTAE's Iwa-Pele Standard:* At our consulting firm, we recognize that organizations are fundamentally shaped by the behavior and character of their people, particularly those in leadership roles. As such, we strive to develop the leadership capacity and character of the organizations we work with, understanding that this is critical to achieving lasting change and success. Our approach to organizational design is grounded in a deep understanding of the complex interplay between people, culture, and systems. We believe that by investing in leadership development, we can help organizations unlock their full potential and achieve their goals. Our framework is designed to support organizations in building a culture of leadership excellence, fostering the development of key leadership

competencies and character traits, and promoting a shared vision and purpose among all members of the organization. Through our work, we aim to empower organizations to achieve lasting, transformative impact.

PARTNERS & CLIENTS



**FACES, Inc.**  
Family and Community  
Engagement Services, Inc.



**Mentoring**  
in Medicine



THE TEMPLE OF DIVINITY



Saj



UNDISPUTED  
Physiques



Sinner Nation Elevator



**Kreative**  
UPRISING



Tree of Life



**Blessing  
With A Purpose**  
Shaping The World One Child At A Time

PAPILLON FINANCIAL

US DYNAMIC SERVICES



**BOUNCING BACK**  
VIN BAKER FOUNDATION



BRC