



THE CONSULTING LEAD

**“LEADING THE WAY TO THINK
AND SHAPE THE FUTURE”**



UEI: GHUYA672LJD8

CAGE CODE: 7Q6P3

COMPANY OVERVIEW

The Consulting Lead is dedicated to aiding their customers in the Healthcare, Research and Development, Higher Education, Government, and Non-profit industries. Our company services these industries with regulatory compliance, program management, project management, public affairs, media relations, and strategic communications. We also have an experienced staff that is fluent in English and Spanish, allowing us to branch out further and assist our clientele in Florida and Puerto Rico.

PAST PERFORMANCE

- **Tidal Basin Caribe (PR Department of Housing):**
 - \$13M FEMA Non-Federal Match – Eligibility Analysis & Compliance (2022–2023)
 - Community Energy & Water Resiliency Installations – Case Management & Program Delivery (2022–Present)
- **Custom Group LLC (Cardiovascular Center for Puerto Rico and the Caribbean):**
 - FEMA/HUD Disaster Recovery Compliance – \$14M validated out of \$42M (2023–Present)
- **Institute for Building Technology and Safety (IBTS)**
 - **Weatherization Assistance Program (WAP)** - It is a program administered by the U.S. Department of Energy (DOE) that helps low-income households improve the energy efficiency of their homes.
 - **KBC Energy Solutions, LLC** - Contracted by the U.S. Department of Energy (DOE) under the \$1 billion Puerto Rico Energy Resilience Fund (PR-ERF), with a focus on vulnerable households. KBC has partnered with IBTS to provide independent quality assurance for solar photovoltaic (PV) installations across the island, ensuring high standards of performance, safety, and compliance.
- **Witt O'Brien's** - Grant Administration Services - The Puerto Rico Broadband Program of the Puerto Rico Office of Management and Budget.
 - Subcontracting and technical assistance across federal funding and mitigation programs
- Secured **\$250 million** in grants for clients in Puerto Rico over the past 8 years.
- **Hospital de la Concepcion** (San German, PR) - Grant Writing and Award Negotiation services for a nonprofit hospital; \$10 million CDBG-Disaster Recovery Mitigation program.

DIFFERENTIATORS

- Over 20 years of experience assisting the nonprofit sector
- Proven track record in CDBG-DR, FEMA, DHS, USDOJ, and the U.S. DoED funding, grants management, and compliance services
- Solid Knowledge of the Local, State, and Federal Government sectors
- Bilingual team (English & Spanish)
- Former federal employees with SECRET clearances
- Operational presence in both Puerto Rico and Florida
- Deep specialization in energy and water resiliency, broadband access recovery programs, case management, higher education programs, budget forecasting, and program auditing

CORE COMPETENCIES

- Program & Project Management
- Project Costing
- Research Administration
- Federal Grant Writing & Management (FEMA, HUD, FTA, USDA, EPA)
- Regulatory Compliance & Risk Mitigation
- Strategic Communications & Public Affairs
- Educational Support Services
- Disaster Recovery & Resiliency Planning
- Media & Outreach Strategy
- Data Analysis
- Case Management
- Training and Technical Assistance

MISSION STATEMENT

We support, advocate, and foster the creative endeavors of researchers, educators, and innovators across public and private sectors. Our mission is to be a trusted conduit for knowledge-based, innovation-centered solutions in Puerto Rico and globally.

CONTACT

- Gloria Fernandez, Owner
- gloria.fernandez@theconsultinglead.com
- 787-529-3871

NAICS

541611 - Administrative Management and General Management Consulting Services

541618 - Other Management Consulting Services

541613 - Marketing Consulting Services

541820 - Public Relations Agencies

541840 - Media Representatives

611710 - Educational Support Services

624230 - Emergency and Other Relief Services

541690 – Other Scientific and Technical Consulting Services

CERTIFICATIONS

Minority Business Enterprise (MBE): PR03598

Disadvantaged Business Enterprise (DBE): ACT-DTOP #1230

Research Administrators Certification Council (RACC)- Certified Research Administrator (Gloria Fernandez, Owner)

Memberships:

- National Grants Management Association
- Puerto Rico Chamber of Commerce
- PR Minority Supplier Development Council

GEOGRAPHIC LOCATION

Florida and Puerto Rico