

# Aero:Ba:Sou

Collaborate • Communicate • Connect

**Kecia Palmer-Cousins, MBA** 

### **DIFFERENTIATORS**

PMP Certified, George Washington University Master's Certificate in Project Management, Boston University (B.S. Manufacturing Engineering), Northwestern University (B.S.Civil Engineering), Long Island University (MBA in Marketing). Project Managers and engineers with over 25 years of customer service experience.

Self-starters with a high level of initiative, entrepreneurial attitude and strategic and organizational planning skills to conceptualize and apply innovative solutions to problems.

Strong relationship management skills, effective in holistically, managing stakeholders, progress tracking and establishing External Communications plans.

Peekskill Youth Bureau. Peekskill NAACP. Hudson Valley Gateway Chamber of Commerce, Peekskill Planning Commission & Feeding Westchester Board Member.

# **NIGP CODES**

918 Consulting Services, 924 Educational Services, 92566 Manufacturing Engineering, 952 Human Services. 958 Management Services, 95877 Project Management Services, 961 Miscellaneous Professional Services, 91821 Business Consulting, 91879 Minority, Women, Veteran and Small Business Consulting, 92416 Course Development Services, Instructional and Training, 95816 Business Management Services

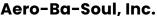
#### NAICS CODES

541611 Administrative & General Management 611430 Professional & Management **Development Training** 812990 Life Coach Services

















Kecia Palmer-Cousins, MBA, CEO/ Kevin Cousins, PMP, COO NYC, NYS & WOSB Certified MWBE/Federal Certifications (AABE, MBE, SBE, SDB, WBE, WOSB), MWBE Registered in Westchester County | NYC Department of Education Vendor Duns #: 03-729-8089

Work: 914-737-7237 Cell: 914-512-4373

www.aerobasoul.com

2044 Oakwood Drive. Peekskill, NY 10566



# kecia@aerobasoul.com MISSION STATEMENT

Aero-Ba-Soul, Inc. is a Peekskill, NY based, WOSB, NYC & NYS Certified MWBE Business Management Company specializing in Manufacturing Engineering, MWBE Consulting, Project Management and Workforce Development Training. We help Minority and Women-owned Business Enterprises navigate corporate and government procurement. We partner with non-profits, government and educational institutions by providing technical assistance, professional development and leadership training to their clients.

## CORE COMPETENCIES

- **Business Management Consulting**
- Career Development Training
- Life & Wellness Coaching Manufacturing Engineering
- MWBE Certification Assistance
- Technical Assistance

- Professional Development & Leadership Training
- Project Management
- Strategic and Organizational Planning
- MWBE Capacity Building Mental Health First Aid Training
- **EAP Training**

### **PAST PERFORMANCE**

#### O THE CAYEMITTE GROUP

Facilitate Marketing Your Diversity Status Workshops. Provide technical assistance and business coaching to 35 Construction CEO's participating in New York Power Authority's Bonding Program.

#### **O JEAN KRISTENSEN ASSOCIATES, LLC**

Conducted candidate outreach and business process reviews for WEDC MWBE Business Growth Accelerator. Facilitated "Selling to the Government", "Procurement Readiness" Workshops. Provided technical assistance to over 150 NYC Department of Small Business Services Procurement Technical Assistance Center clients annually.

### MINORITY BUSINESS DEVELOPMENT INSTITUTE

Provide candidate outreach. Facilitate Marketing Your Diversity Status Workshops. Provide technical assistance and business coaching to 35 Small Business CEO's for New York Power Small Business Capacity Building Program.

#### NEW YORK WOMEN'S CHAMBER OF COMMERCE

Provided technical assistance to over 125 ContractHER entrepreneurs. Prepare MWBE Certification Applications. Facilitated On-Demand "Capabilities Statement" workshop at 2022 NYS MWBE Forum. Facilitate MWBE Series on Capabilities Statement, MWBE Certification and selling to the Government Workshops.

O COMPREHENSIVE ACTION MODEL PROGRAM (ELTON BRAND LEADERSHIP ACADEMY AT PEEKSKILL HS) AND MERCY UNIVERSITY (COLLEGE SCIENCE TECHNOLOGY ENTRY PROGRAM/ SCIENCE TECHNOLOGY ENTRY PROGRAM

Develop and facilitate Advocacy, Empowerment, Leadership, Self-Esteem, Career Preparation, Goal Setting, Entrepreneurship, Networking, Professional Development and Life Coaching Workshops for HS, College, STEM Students and Parents.

#### THE COUNTY OF WESTCHESTER

Provide business coaching, MWBE Certification Application Preparation & Technical Assistance to over 100 Westchester County based MWBEs annually. Facilitate NYS MWBE Certification Workshops.