



**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

# Aero·Ba·Soul

Collaborate • Communicate • Connect

## Aero-Ba-Soul, Inc.

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



kecia@aerobasoul.com



[www.aerobasoul.com](http://www.aerobasoul.com)



2044 Oakwood Drive,  
Peekskill, NY 10566



## 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

### 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.

### 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.

### 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.

