

# Sean-Michael Stephen, MBA

## Managing Partner



Sean-Michael joined Watson in 2014 having previously had a career in professional rugby. His experience leading teams in Canada and Europe has provided him with a strong strategic and analytical skill set. Having joined the firm initially as an analyst, Sean-Michael has progressed to his current role as one of the firm's managing partners.

Sean-Michael works primarily in the areas of municipal and local government finance and leads the firm's consulting practice with Ontario conservation authorities. Sean-Michael provides advisory services to our clients in a variety of areas, regularly leading development charges studies, water and wastewater rate studies, development- and non-development-related user fee studies, and fiscal impact assessments and long-term financial plans.

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## EDUCATION

*2017, International Association for Public Participation (IAP2)*

Foundations in Public Participation Program

- Planning for Effective Public Participation
- Techniques for Effective Public Participation

*2014, Edinburgh Business School, Heriot-Watt University*

Master of Business Administration (Awarded with distinction)

*2006, University of Western Ontario*

Bachelor of Arts, Kinesiology

## EMPLOYMENT HISTORY

*Current*

Managing Partner, Watson & Associates Economists Ltd.

- Prepares development charge studies, water and wastewater rate studies, user fee studies (related to development application approval processes, conservation authority user fees, and other municipal services), and long-term financial plans.

*2010-2013*

Internship positions, United Kingdom

- Contributed to marketing and promotions, and business analysis, for two local companies in the UK.

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Watson  
& Associates  
ECONOMISTS LTD.



## EXPERTISE

- Asset management/PSAB
- Developer/cost sharing
- Development application fees
- Development charges
- Economic impact of development
- Feasibility/business case studies
- Municipal financial planning and policy
- Municipal service master planning and EAs
- Water and sewer rate studies