

Stephen Napier Jr.

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Professional Summary

Accomplished economic development professional, Income Tax Accountant, and political consultant with extensive experience in municipal administration, community development, income tax accounting, and strategic campaign management. Proven track record of securing substantial grant funding, fostering local business growth, and leading successful political campaigns across New York State. Adept at policy analysis, economic revitalization, and tax preparation, with expertise in both public and private sector operations.

Education

- **Master's Degree in Regional and Urban Planning**, University at Albany
- **Certificate of Graduate Study in Urban Policy**, University at Albany
- **Bachelor's Degree in History**, Excelsior University
- **Associate's Degree in Individual Studies**, Hudson Valley Community College

Certifications & Licenses

- AICP Certified Planner
- Licensed Income Tax Preparer, New York State

Professional Experience**Director of Community and Economic Development**

City of Cohoes | 2020 – Present

- Lead economic and community development initiatives, securing millions in grant funding for local projects.
- Spearheaded Cohoes' successful application for the \$10 million Downtown Revitalization Initiative in New York State's competitive Round 6.

- Develop and implement policies to support local businesses and promote urban revitalization.
- Collaborate with government agencies, nonprofits, and private sector stakeholders to enhance economic growth and quality of life in Cohoes.

Owner & Tax Preparer

Harmony Tax Preparation Service | 2021 – Present

- Provide comprehensive tax preparation services for individuals, corporations, and fiduciaries.
- Ensure compliance with New York State tax regulations and federal tax laws.
- Offer strategic tax planning and advisory services to maximize client benefits.

Political Consultant

Harmony Campaign Consulting | 2024 – Present

Southpaw Strategies | 2011 – 2019

- Managed and consulted on successful mayoral, state legislative, county, and local election campaigns across the Capital Region and Hudson Valley.
- Designed and implemented strategic field operations, messaging, and outreach plans.
- Executed successful direct mail and television paid advertising campaigns.

City of Cohoes Common Council Member, 5th Ward

City of Cohoes | 2016 – 2019

- Chaired the Public Safety & Personnel Committee of the Common Council.
- Advocated for public policy initiatives.
- Engaged with constituents and stakeholders to address community concerns and develop solutions.

Regional Field Director

Democratic National Committee | 2009 – 2010

- Oversaw field operations in Upstate New York, coordinating grassroots organizing and voter outreach efforts.

- Acted as a media spokesperson for the DNC, providing statements and interviews to local news outlets.

Regional Field Director

Scott Murphy for Congress / 2009 Special Election

- Led field operations and voter engagement strategies for the campaign.
- Built coalitions with local leaders and community organizations to drive electoral success.

Skills & Expertise

- Urban & Regional Planning
- Economic & Community Development
- Political Campaign Strategy
- Public Policy & Legislative Advocacy
- Grant Writing & Administration
- Tax Preparation & Financial Consulting
- Media & Public Relations
- Stakeholder Engagement & Coalition Building

Professional Associations

- Member, New York State Democratic Committee (Since 2023)
- American Institute of Certified Planners (AICP)

Awards and Recognition

- 2014 Pollie Award (Winner) in Direct Mail
- 2014 40 Under 40 Rising Stars: City & State
- 2018 Reed Award (Finalist) in Direct Mail