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**LEADERSHIP  
EXPERIENCE**

**Director, Performing Arts & Producing Artistic Director**      **June 2011-Present**  
**Fine Arts Center Theatre Company**      **Colorado Springs, CO**

Currently serving as Managing and Artistic Leader for the Performing Arts Department of the Colorado Springs Fine Arts Center at Colorado College, a significant 100-year old multi-disciplinary arts institution with an annual budget of \$6 Million, located in Colorado's second largest city. Responsible for the Fine Arts Center Theatre Company, the third largest professional Equity company in the state, producing a dozen productions across two historic stages annually and the largest "all-ages" education program in Southern Colorado (the FAC Theatre School). Primary responsibilities and accomplishments by category include:

**Strategic Planning & Institution Building:**

- Serve on the Executive Leadership Team of the FAC, charged with developing long-term strategic planning for the annual operations of the institution
- Responsible for developing and implementing strategic plan related to the merger between the Colorado Springs Fine Arts Center and Colorado College (July 2017). Led year-long theatre company/Performing Arts planning, served on Implementation Committee and currently standing member of the Performing Arts Council for Colorado College

**Budget and Financial Management**

- Annually create and track the direct operating and capital budgets for the Performing Arts/Theatre Company and influence the annual budget for the entire institution
- Devised, developed and implemented new earned income technology for entire institution; negotiated and signed contract for new CRM system; developed and implemented Revenue Management and Patron Building strategies

**Human Resources Management**

- Manage a direct report staff of 12 full-time production/administrative staff, and approximately 200 artists each season
- Provide oversight for institution-shared administrative staff including the departments of: human resources, marketing & communications, development, facilities, security, patron experience & box office

**Curriculum Development**

- Developed and implemented all courses in year-round training for all ages via the FAC Theatre School. Highlights of the program currently include: a stepped curriculum to provide professional theatre training via after-school, weekend and summer intensives for students aged 6-18
- Developed adult classes inclusive of Dance, Acting, Stand-Up Comedy
- Oversee the curriculum and students engaged in Fordham-style 5-week conservatory training program each summer, offering tracks in performance and design/tech
- Enhance production activities by providing student matinees, backstage tours of the theatre spaces, post-show salons and audience "talk-back" sessions

**LEADERSHIP  
EXPERIENCE  
CONT.)**

**Marketing & Fundraising**

- Responsible for the oversight of all marketing & development initiatives, resulting in a 200% increase in total audience over a 24-month period. Specific initiatives include out-of-home advertising strategies, increasing first-time ticket buyers and the rate of their conversion into subscribers and advocates by 100%. For the 2017-2018 season, this represents \$1.5 million in earned revenue from ticket sales, tuitions & rentals and \$1.2 million in contributed and endowment revenue
- Developed affinity donor group for theatre patrons (Curtain Call Society), fundraising theatre trips to NYC, serve on annual Gala committee and as auctioneer raise +/- \$100K in 45 minutes, and developed new revenue through foundation, corporate and individual sources

**Contract Negotiation**

- Successfully negotiated the first multi-season agreements with Actor's Equity Association, to convert the theatre company from Guest Artist to LOA/LORT, on path to become a full LORT Theatre
- Successfully negotiated agreement with third-party accounting firm to provide payroll services for all contracted artists and technicians
- Execute contracts with all artists (and their agents), inclusive of AEA, SDC and USA-829 members
- Negotiate and execute contracts for all presented events including comedians, musicians, film festivals (e.g.: Paul Reiser, Paula Poundstone, Margaret Cho, The Wailers, Ben Vereen, Kenny Loggins), and all venue rentals

**Diversity, Equity & Inclusion**

- Developed long-term programming with The Butler Center (the diversity and inclusion center on the Colorado College campus) to provide contextual opportunities for audiences
- Reached gender parity with regard to Playwrights and creative staff produced on our stages beginning in the 2015-2016 season
- Completed Certificate course in Diversity, Equity & Inclusion training offered by Colorado College
- Commitment to telling diverse stories on our stages has resulted in wide-ranging programming inclusive of the Colorado Premieres of such work as *Anna In The Tropics* by Nilo Cruz, *Intimate Apparel* by Lynn Nottage, and *Fun Home* by Lisa Kron & Jeanine Tesori

**LEADERSHIP  
EXPERIENCE  
CONT.)**

**Producing Artistic Director  
Penobscot Theatre Company**

**June 2005-May 2011  
Bangor, Maine**

Served as the Managing and Artistic Leader of America's Northeastern-most professional theatre company for six seasons. Penobscot Theatre Company produces an annual slate of plays and musicals, is the largest outsourcer of Arts Education in the state of Maine, and owns and manages the 100-year old Bangor Opera House, originally a Vaudeville Theatre built in 1919. Responsibilities and accomplishments included:

- Developed largest arts educational outreach program in the state of Maine, touring productions and providing theatre in education residencies at public schools throughout the state
- Oversaw the development of the "Penobscot Theatre Dramatic Academy" and internship program, providing theatre training for students aged 4-21
- Created *Northern Writes*, annual 2-week new play festival
- Successfully led and implemented all Board of Director activities, inclusive of Board Development and long-term strategic plan for the theatre during last year of tenure
- Increased earned and contributed revenue 300% through tenure; by end of tenure annual operating budget increased 100% from \$600,000 to \$1.2million
- Planned, raised & completed \$1 Million capital campaign for the restoration of the historic art-deco Bangor Opera House

**Managing Producer  
Playwrights Horizons, Inc.**

**September 2002-May 2005  
New York, New York**

Served as the Managing leader for theater school of the off-Broadway theater company, under contract with New York University to provide training for BFA candidates. Responsible for all productions and festivals for the theater school, producing 60 shows each academic year. Additional responsibilities included teaching courses in producing and serving as mentor for directing students, served as curator for internationally-renowned HotInk New Play Festival at NYU. Produced the 2002 Edinburgh Festival Fringe production of *Project 9/11*.

**Associate Producer  
David Singer Entertainment**

**January 2001-August 2003  
New York, New York**

Served as Associate Producer for off-Broadway productions of *Tuesdays With Morrie* (Minetta Lane Theatre) and *Berkshire Village Idiot* (The Zipper Theatre); Worked on \$30 Million deal to convert the Lyceum Theatre into the Broadway Hall of Fame; Developed work at New York Stage and Film, Classic Stage Company and the O'Neill Theatre Center.

**Various Positions  
Richard Frankel Productions**

**January 1997-August 1999  
New York, New York**

Served as the North American Booking Coordinator for *David Helfgott: The Shine Tour* (on tour, including Hollywood Bowl, Avery Fisher Hall & Philadelphia's Academy of Music); Planned and implemented marketing strategies for the national tour of *STOMP*; Management Assistant for Broadway productions of *The Producers*, *Forever Tango* and *Swing!*; Executive Assistant to both Richard Frankel and Marc Routh

**TEACHING  
EXPERIENCE**

- 2016-Present** Adjunct Faculty, Professor of Theatre Directing  
**University of Colorado, Colorado Springs**
- 2011-Present** Guest Lecturer, Various Courses  
**Colorado College**
- 2008-2011** Adjunct Faculty, Professor of Theatre Directing & Acting  
**University of Maine**
- 2001-2005** Faculty, Teacher of Courses in Voice & Speech, Business of Theatre,  
Producing, Directing, mentor for Student Directors  
**Playwrights Horizons Theater School/NYU**
- 1999-2005** Teaching Artist enhancing NYC elementary school curriculum in various  
public schools throughout Manhattan, Brooklyn & the Bronx  
**Solomon R. Guggenheim Museum**
- 1997-2000** Adjunct Faculty, Professor of Courses in Voice & Speech and Acting  
**Steinhardt School of Education/NYU**

**Additional Lecturing/Teaching Experience:** Hunter College's High School Summer Enrichment Program and the Jewish Association Services for the Aging, New York City; Graffiti Youth Theatre in Cork, Ireland; various Theatre Communications Group and National Association of Music Theatre conferences

**INDUSTRY &  
COMMUNITY  
AFFILIATIONS**

- Member of Actor's Equity Association**
- 2020-Present – Grant Panelist, National Endowment for the Arts**
- 2019-Present – Grant Panelist, Colorado Creative Industries**
- 2018-Present– National Alliance of Musical Theatre – Conference Committee**
- 2018-Present - National Alliance of Musical Theatre – Festival Adjudicator**
- 2017-Present – Community Member, Colorado Springs Forward – Arts Committee**
- 2014-Present – Grant Panelist, Downtown Colorado Springs**
- 2015 – Grant Panel Adjudicator, Theatre Communications Group**
- 2014-2015 – Treasurer, Mountain Song Community School**
- 2011-Present – Advisory Council Member, Downtown Colorado Springs**
- 2009-2011 – Vice-Chair, Board of Directors - Greater Bangor CVB**
- 2008-2011 – Grant Panel Adjudicator, Maine Arts Commission**
- 2008-2011 – Board Member – Downtown Bangor Partnership**
- 2008-2011 – President, Bangor Arts**
- 1997-2007 – Adjudicator, New York International Fringe Festival**

## SELECTED AWARDS

- July 2020 – 15<sup>th</sup> Annual Henry Awards/Colorado Theatre Guild**  
Winner – 10 Awards in creative and production categories including Best Play & Musical (most awards won by a single company in the history of the awards)
- July 2019 – 14<sup>th</sup> Annual Henry Awards/Colorado Theatre Guild**  
Nominated for 26 awards, winning 5 including Outstanding Season by a Theatre Company in Colorado
- December 2018 – True West Awards**  
Winner – Creative Couple award, won jointly with spouse  
Winner – for producing *Fun Home* in the state of Colorado  
Finalist – Colorado Theatre Person of the Year
- October 2018 – Pikes Peak Arts Council**  
Best Drama for *Intimate Apparel*  
Best Comedy for *Dirty Rotten Scoundrels*
- July 2018 – 13<sup>th</sup> Annual Henry Awards/Colorado Theatre Guild**  
Nominated for 24 awards, besting the Denver Center for the Performing Arts, including “Outstanding Season by a Theatre Company”
- May 2017 – National Alliance on Mental Illness**  
Partner of the Year Award for *Next To Normal* at FAC
- April 2017 – Arts/Business/Education Consortium**  
Excellence in Arts Education for Youth Repertory Theatre @ FAC
- May 2011 – City of Bangor**  
City Proclamation naming me “a true leader and champion of the arts”
- May 2009 – Greater Bangor Convention and Visitor’s Bureau**  
Organizational Impact Award
- April 2009 – Maine Preservation**  
Community Revitalization Award
- October, 2008 – MaineBiz Next List**  
Named one of 10 people shaping the future of Maine’s Economy
- October, 2006 – Fusion:Bangor Horizon Award**  
First Recipient of FLAVA (Leadership and Vision Award)

## EDUCATION

- 1999 – Master of Arts in Educational Theatre;**  
Steinhardt School of Education, New York University
- 1996 – Bachelor of Fine Arts in Drama;**  
Tisch School of the Arts, New York University