

ARTISTIC DIRECTOR - THE CAPE PLAYHOUSE
Dennis, MA

2022-2023 Season

Tasked with reopening the Playhouse after a two-year period of being dark due to the pandemic. Responsible for day-to-day artistic initiatives, including, but not limited to:

- Producing the 7 show, 16-week 2022 season;
- Working with the Executive Director and the Board to realize the overall vision of the Playhouse with respect to long-term business plans;
- Preparing the annual artistic and 7 production budgets, including all expenses related to Main Show productions and children's theater, including models expanding the length of the season and additional "out of season" programming to develop new sources of programming-based revenue;
- Serving as the artistic spokesperson for the organization at speaking engagements, special events, and with media
- Oversight of Company and Production Management;
- Hiring and overseeing hires of all creative staff, including directors, choreographers, music directors, music contractor, and designers for each production; additionally, with the Production Manager, hiring and overseeing production staff, apprentices, and interns;
- Hiring and supervise company management staff and managing housing placement and transportation for each production;
- Creating programs and sourcing creatives for community engagement;
- Sourcing rehearsal location and coordinating auditions in accordance with union regulations;
- With the Executive Director, reviewing and contributing to Playhouse marketing and development efforts for digital and in marketing materials, social media posts, and advertising promoting all Playhouse programming;
- Acting as liaison with unions and the other Artistic Directors in the "COST family";
- Directing the final show of the season, (*The Fantasticks*);
- Selecting the 2023 season.

PERRY STREET THEATRICALS, INC.
New York, N.Y.

2004-2021

Founder and Co-Director of an award-winning, independent Producing and General Management office in New York City, offering a full breadth of services including acting as Executive Producers for other Producers. Since the date of founding, Perry Street has produced and/or managed over 35 productions, on Broadway and Off, the West End and on tours in both the U.S. and abroad with budgets ranging from \$150,000 to \$6.5 million.

In brief, responsibilities include:

- raising capital;
- creating and managing budgets (from \$50,000 - \$10mm);
- negotiation relevant contracts (including unions, AEA, SDC, USA, AFM, IATSE);
- meetings and hiring creatives required including legal, general management, director, casting director, stage managers, production managers and department heads;
- identifying and hiring marketing, and advertising teams, press agents;
- arranging rehearsal space;
- Managing payroll and the payroll services;

- working with the Production Management on technical hires, bids, load in/load out;
- sourcing and hiring technical personnel, and theatrical equipment;
- effectively overseeing and/or managing the project, including consulting on any and all areas of the project as required.

Notable Achievements:

Co-Producer 2013 Tony Award winning play, *Vanya and Sonia and Masha and Spike*

Lead Producer on *Lend Me A Tenor, The Musical* (London, West End); and *Dames at Sea* (Broadway)

THE PERRY STREET THEATRE COMPANY, INC.

2004 - 2006

New York, NY

Reopened and ran the nine-years-dark Perry Street Theatre, Off Broadway. Served as a Director of the Theatre and a member of the Board of Trustees.

Notable Achievements:

Shylock by Gareth Armstrong. Nominated for a 2004 Outer Critics Circle Award.

In the Continuum by Danai Gurira and Nikkole Salter (a co-production with Primary Stages). Received the 2006 OBIE, Outer Critics, Drama League Awards and Helen Hayes Award for “Outstanding Non-Resident Production” for its production at Woolly Mammoth Theater in D.C.

An Oak Tree by Tim Crouch. OBIE Award

PROJECT MANAGER/ CONSULTANT - NORTHERN BAY MANAGEMENT GROUP

2003-2005

Oyster Bay, Long Island

Led a year long, three-phase feasibility study to determine whether a pre-existing Knights of Columbus Hall could be re-purposed as a multi-functional performing arts center. This included a Community User Groups needs assessment of the regional arts community’s facility and programming platforms and dozens of interviews with Arts Councils, Theater Companies and Arts Groups. This assessment created a targeted idea of programming concepts measured against these user programs and needs and a “gap analysis” how arts organizations are currently meeting - or not meeting - their facility needs. Created specific models for the space, including acoustical and architectural requirements of the existing site and how the site could best be adapted as a more dynamic performing arts space, including acoustics, performance, and target budget cost predictions.

REVELATION THEATER - PRODUCING DIRECTOR

2002 - 2003

New York, NY

Served as a Founding Member and first Secretary of the Board of Trustees. Initial focus was on the construction of flexible theatre space from 150-199 seats in midtown Manhattan. Responsibilities included: creating initial business and financial models and operating budgets; managing day-to-day operations during construction including working with Architects, General Contractor, sub-contractors, lighting and sound designers and hiring support staff. Created key business relationships established with advertising, marketing and publicity agencies resulting in a wide range of New York media placement announcing our arrival, our mission and the goals of our first season. Additionally, served as Revelations’ first Producer of the inaugural production *Temporary Help*, by David Wiltse.

COLD PRODUCTIONS – ARTISTIC DIRECTOR

1998-2002

New York, NY

A founding member of a commercial Off-Broadway theatre company, the resident Production Company at New York Performance Works. Cold co-managed the operations of an 8000 sq/ft space, including marketing, programming, funding and ultimately refurbishing the facility. Responsibilities included selection of creative content and directing many of the plays featured in our seasons.

THE AMERICAN THEATER WING – ASST TO THE PRESIDENT, New York, NY

1997

Assisted Wing President, Isabelle Stevenson, in daily ATW operations. Worked extensively with Executive Director on the 1997 presentation of the Tony Awards and the ATW's many programs, including the annual fund-raising event and the ATW's Seminar series.

THEATRICAL DIRECTING CREDITS

1994-1998

A theatrical resume detailing these achievements is available upon request.

THE DILENSCHNEIDER GROUP, INC. – ASSOCIATE, New York, NY

1992 – 1994

BOUTIQUE PUBLIC RELATIONS FIRM

Clients: Ford Motor Company, Digital Pictures, WR Grace, CS First Boston

Responsibilities included extensive analysis of targeted media that created a quarterly positioning analysis for Ford, WR Grace and CS First Boston. For Ford, specifically, these reports targeted press of client and major competitors in key newspapers, trades and periodicals. For Ford, especially, during this period-of-time, these reports assisted our efforts to better position Ford with respect to Honda, as the Ford Taurus supplanted Honda's Accord as the number one selling car in America.

Digital Pictures hired DGI for crisis management as the video game industry was under attack by Sen. Joseph Lieberman for being "too realistic, graphic and violent" leading ultimately to the game ratings system in place on all video games sold in the U.S. today. And the title, ultimately, remained on the shelves.

TBWA ADVERTISING – DIRECTOR, TBWA VIDEO SERVICES

1990 – 1992

New York, NY

Solely responsible for the management of the A/V division of TBWA's Broadcast Production Department. Responsible for all in-house off-line editing, voice over directing and casting sessions for TBWA radio; filming and editing out-of-house production shoots and focus groups; the creation of all agency video and radio reels; the managing of the commercial and archival library; as well as the set up and maintenance of all A/V equipment. Assistant Producer for clients including Goldstar, Chock Full O' Nuts, Nivea and Club Med.

TEACHING, PANELS & GUEST ARTIST HISTORY

- Master Class: *"Producing in the 21st Century: the Good, the Bad, and the Ugly"* – a 15 session program covering a range of topics for producing in the commercial theatre.
- *Theatre Resources Unlimited (TRU)* – Producer Development & Mentorship Program – taught a year-long class on Producing in the professional theatre (12 sessions).
- *Theatre Resources Unlimited (TRU)* – Guest Panelist on multiple panels
- Guest Lecturer: Pace University – School of the Performing Arts – *"Taking a show to the West End"*, 2012
- *Commercial Theatre Institute (CTI)* – Guest Panelist

PROFESSIONAL VOICE OVER ARTIST with commercials including Cablevision, Samsung, Bloomberg Television, AdWeek, Windstream, AOL, Wise Potato Chips, Teenage Mutant Ninja Turtles (recurring character), Petro Oil among many others.

EDUCATION & AFFILIATIONS

Kenyon College, BA, Drama, 1990

Stage Directors and Choreographers (SDC)

Former Board Member of TRU - Theatrical Resources Unlimited