

T. K. THOMPSON

(505) 699-5803 • tkthompson@artsmps.com • www.artsmps.com

FOUNDER & PRINCIPAL CONSULTANT -

ARTS MANAGEMENT & PERFORMANCE SOLUTIONS – SANTA FE, NM

2007 - Present

Arts Management & Performance Solutions (ArtsMPS) offers a broad range of consulting services to not-for-profit organizations—organizational support, administration & operations, financial management, artistic direction, and venue development. Recent clients have included performing arts organizations and human services non-profits.

ArtsMPS assists developing organizations with corporate formation and start-up challenges, trouble-shooting and mid-course correction, and reorganization and expansion. Work closely with the client to evaluate needs, create unique solutions to meet temporary or long-term challenges, and produce mission-driven documentation to assist in program development. Arts Management & Performance Solutions can help identify strengths, minimize weaknesses, and harness administrative structures and personnel resources in a unified and productive process.

PRESIDENT & EXECUTIVE DIRECTOR -

CAPE COD PERFORMING ARTS CENTER - HYANNIS, MA

1992 - 2006

Founder of CCPAC, Inc. with the mission to expand cultural opportunities in the region with performances and educational programs by internationally known artists and ensembles. Created corporate structure and recruited individuals regionally and from across the country to serve on the Board of Directors. Developed a comprehensive descriptive statement and long-range business plan for achieving the mission of the organization. Sole staff member responsible for administrative and artistic management. Assisted by one additional full-time staff member 1998-2006.

Administrative duties and responsibilities include annual and long-range budget development and oversight; bookkeeping and financial reporting; fund raising for annual and capital funds; public relations, marketing and sales for performances and events. Design and implementation of custom computer based management systems for patron tracking, financial management, ticketing and general office systems. Raised nearly \$13 million of annual funds and capital development funds.

Artistic direction of performance programs, including selection of artists; contract negotiation with booking agencies and artist management; technical production management; coordinating artists' travel, lodging and hospitality; oversight of box office and front-of-house volunteer staff oversight. Eclectic program mix of musical theatre, classical music, popular music, jazz, dance and educational programs.

Coordinate the planning of capital building program for proposed construction of Cape Cod's first and only year round professional performing arts venue, including 900-seat theatre, 2,000-seat outdoor seasonal performance venue, administrative offices and complete design and production facilities. Consultation and design planning with internationally known architects, theatre consultants, acousticians, engineering firms, and construction contractors.

DIRECTOR OF ADMINISTRATION & OPERATIONS -

BOWERS MUSEUM OF CULTURAL ART - SANTA ANA, CA

1991 - 1992

Museum's staff/consultant project manager for the \$15 million expansion of the Bowers from an 11,000 square foot facility to a 70,000 square foot facility. Project included restoration/renovation of the original 1932 structure and addition of new front-of-house areas, special exhibit galleries, restaurant, gallery store and conference center. Museum's liaison with the City of Santa Ana Community Development Agency to cultivate continued City support of museum programs. Reviewed, negotiated and monitored all museum contracts for operational and artistic matters.

Assisted the Executive Director in long-term planning of museum marketing and promotion, security and facility maintenance and community relations. Formulated, implemented and enforced administrative policies. Coordinated the efforts of the Finance Department in formulating the annual budget and monitoring revenues and expenditures. Developed and implemented long-range financial plans. Collaborated with department heads and committees of the Board of Governors in planning and executing public relations and fund raising programs for the museum.

MARKETING & SALES -

EXPLORER TECHNOLOGY, INC. - EMERYVILLE, CA

1988 - 1990

Sales and marketing of fully integrated turn-key computer management systems designed for museums. Responsibilities included identifying and cultivating prospects through direct mail, telephone, and attendance and demonstrations at market specific trade shows; managing prospect data base; qualifying and scheduling leads for onsite meetings and demonstrations; making sales calls and following up with system specifications, quotations and implementation schedules; contract negotiating and closing sales.

DEVELOPMENT CONSULTANT -

SACRAMENTO THEATRE COMPANY – SACRAMENTO, CA

1987 - 1988

Designed and implemented computer database system to facilitate fund development leading to a 92% increase in revenues during the nine-month consultation period. Planned and managed all fund raising activities including coordination of solicitations by the Board of Directors, staff and volunteers; researching and writing of foundation, corporate and government grant applications; managing telemarketing campaign.

GENERAL MANAGER & MUSIC DIRECTOR -

MUSIC THEATRE OF WICHITA – WICHITA, KS

1980 – 1986

Strategic planning for corporate and artistic growth including budget formulation and financial planning. Comprehensive fund raising through personal solicitations, grant proposals to government, corporate and private foundations, and creation of corporate sponsorship program. Reorganization of administrative structure and activities resulting in 100% increase in revenues from 1982 to 1986, with focus on developing new sources of earned income and increasing revenues from foundation, corporate and private donors.

General management of more than 100 employees including nationwide search and staff recruitment, contracting and negotiations with professional unions (AEA, AFM, AGMA, IATSE), design of computerized management systems, supervision of administrative staff, and scheduling of all artistic, marketing, advertising and development activities. Copy writing and design consultation for collateral materials. Planning/scheduling of print and media advertising campaigns.

Artistic management of professional performing ensemble and orchestra. Nationwide auditions, recruitment and casting. Consultation on hiring of directorial and technical staff. Rehearsal scheduling and supervision of music staff. Conducting, vocal coaching and chorus preparation for productions of Broadway musical theatre, European and American operetta. Served simultaneously as Music Director for Wichita Camerata Musica chamber orchestra, the Wichita Symphony Youth Orchestra, and Wichita Children's Theatre.

DIRECTOR OF OPERA/MUSIC THEATRE -

STATE UNIVERSITY OF NEW YORK - POTSDAM, NY

1978 - 1981

Department Head/Sole Staff for Crane School of Music Opera/Music Theatre department. Administrative and artistic management, stage direction, vocal coaching, chorus preparation and conducting of fully staged opera and musical theatre. Initiated the employment of professional guest artist scenic, costume, and technical design staff from New York City and other regional theatre centers. Instructor of classes in performing disciplines and musical theatre career preparation. Coordination of production, marketing and sales along with greatly improved artistic product resulted in a ten-fold increase of funds available within the department over three-year period.

PRINCIPAL CONDUCTOR -

COLLEGE LIGHT OPERA COMPANY – FALMOUTH, MA

1973 - 1978

Musical supervision of academic summer music theatre company in Falmouth, MA. Consulted with Producer on nationwide auditions, recruitment and casting. Consultation on hiring of directorial and technical staff. Rehearsal scheduling and supervision of music staff. Conducting, vocal coaching and chorus preparation for productions of Broadway musical theatre, European and American operetta.

EDUCATION:

Master of Fine Arts/Conducting (1977)
Carnegie-Mellon University
Pittsburgh, PA

Bachelor of Music Education (1972)
Jordan College of Music
Butler University, Indianapolis, IN