

Michael Sag

6 Garfield Place
Montclair, NJ 07043

(917) 821 9480
Michaelsag@gmail.com

Managing Director

WP Theater

Nov 2016-present

In partnership with Artistic Director, leading the institution through a period of growth and leadership change following the 2014 exit of the then-artistic director and simultaneous exit of a substantial part of the board including a new artistic director, new chairperson of the board and board officers, and new board members. Turning the institution from one running an annual deficit to one which is self-sustaining and primed for growth by maximizing use of existing assets, and by increasing all lines of contributed income. Leading organization through 40th Anniversary planning and events in 2018 including finding strategic corporate partnerships and a funder to take naming rights for a new 10-year lease on our hope at the McGinn/Cazale Theater.

Duties included:

Supervising full and part-time staff of WP. Negotiating and drafting all author, director (SDC), actor (AEA), designer (USA), and other agreements, supervising the box office and all front of house operations (including bar), company management, marketing, stage management and business management departments, including human resources as required. Participation in the negotiation of all relevant CBA's. Preparation of annual budget and reporting to finance committee and full board of directors.

General Manager

Williamstown Theatre Festival

July 2015-Oct 2016

General manager for the 2016 summer season of seven Actors' Equity productions including five world or American premieres and oversight of 11 full time staff and summer staff of 350. Oversight of many additional programs including fellowship productions, directing projects, special events and concerts. Creation and monitoring of seasonal budget as well as reporting on same to board of directors and finance committee. Lead on restructure of employment of seasonal staff according to changing state and federal regulations.

Duties included:

Negotiating and drafting all author, director (SDC), actor (AEA), designer (USA), and other agreements, supervising the box office and all front of house operations, production, company management, marketing, stage management and business management departments, monitoring of production specific expenses, human resources as required, obtaining and maintaining insurance policies as well as insurance reporting as needed. Preparation of annual budget and reporting to finance committee and full board of directors.

Associate General Manager

Richards/Climan, Inc.

June 2009-July 2015

Associate general manager and general manager for over 40 Broadway and touring productions including *Driving Miss Daisy*; David Mamet's *Race*, *A Life in the Theatre*, and *Glengarry Glen Ross*; *La Bete*; *The Scottsboro Boys*; *Bengal Tiger at the Baghdad Zoo*, *The Mountaintop*, *The Gershwins' Porgy and Bess* (Broadway and Tour); *Edward Albee's Who's Afraid of Virginia Woolf?*; *Rodgers and Hammerstein's Cinderella* (Broadway and Tour); *Anything Goes* Tour; *All The Way*; *Lady Day at Emerson's Bar & Grill*; and *Bullets Over Broadway*.

Duties for each production include:

Negotiating and drafting all contracts including: enhancement agreements, author agreements, theatre contracts, investor offering documents, director/designer/actor contracts, technical supervisor agreements, scenic build contracts, rental agreements, license agreements, crew agreements, musician staff agreements, work-for-hire agreements etc.; duties also include: collaboration on budget creation and modification, obtaining and maintaining insurance policies, initiating production payroll, maintaining rights for over 40 pipeline productions and monitoring ongoing participation for about 20 others, processing capital distributions, day-to-day coordination with producers, company manager, and tech staff on all aspects of production, union liaison (AEA, SDC, USA), coordination with press, marketing, and advertising offices.

Senior Manager

Broadway Asia Entertainment

May 2006-June 2009

Served as General Manager the first western musical produced in Mandarin in China (*I Love You, You're Perfect, Now Change*), Associate General Manager for *Cinderella* starring Lea Salonga, US Manager for UK tour of *SpongeBob SquarePants*.

Duties included:

Negotiating and drafting rights licenses, creative and vendor contracts, budgeting, and local logistics management. Opening and operating the first Foreign Representative Office for musical theatre production in Shanghai, China; Searching for, designing, and supervising renovation of new office premises; Creating new financial and legal structure for Chinese/American co-production, traveling to Chinese and Southeast Asian cities to coordinate with local management to create a network for future live production collaboration. Operations Manager for international merchandise sourcing and costume shop.

Education

James Madison University: B.A. Theatre – 1999

Commercial Theatre Institute 14 Week Program – spring 2004

Skills

Basic Mandarin, Extensive computer knowledge including proficiency on all Microsoft programs, hardware/software/basic networking, QuickBooks

References available upon request