



MEMORANDUM

Appointment of Ellie Stefano to the Parks, Art, Recreation and Culture Advisory Commission

Item Type: Action Memorandum
Prepared For: Homer City Council
Date: July 17, 2024
From: Mayor Castner

Ellie Stefano is appointed to fill the remainder of the term for the seat vacated by Jessica Williams on the Parks, Art Recreation and Culture Advisory Commission. Term will expire October 31, 2027.

Recommendation

Confirm the appointment of Ellie Stefano to the Parks, Art, Recreation & Culture Advisory Commission.

Attachments:

Ellie Stefano Application and Resume

From: [Application for Appointment to an Advisory Body](#)
To: [Department Clerk](#)
Subject: ** Application for Appointment **
Date: Monday, June 17, 2024 3:14:39 PM

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Submitted on Monday, June 17, 2024 - 3:14pm

Submitted by anonymous user: 162.142.118.164

Submitted values are:

Applicant Information

Full Name Ellie Stefano

Physical Address Where you Claim Residency 3912
Lakeside Court

Mailing Address 3912 Lakeside Court

Phone Number(s) 215-939-7453

Email ellie@kbbi.org

Advisory Bodies Parks, Art, Recreation & Culture
Advisory Commission – Meetings held on the 3rd
Thursday of February through June and August
through November at 5:30 p.m.

Residency

Are you a City Resident? Yes

If yes, how long have you been a City Resident? 1 year

How long have you been a resident of the South Peninsula Area? 1 year

Background Information

Have you ever served on a similar advisory body?
Not in a governmental capacity, but I have worked in performing arts centers for the past ten years.

Other memberships

I was previously a member of TIPCON (the performing arts industry consortium) which is a consortium of PAC's around the country that meet twice a year, have bi-weekly phone calls and a list-serve email to share knowledge and information about the state of the non-profit arts industry in the country.

Special Training & Education I have a master's degree in Photography.

Why are you interested in serving on the selected Advisory Body?

As a new resident of Homer with an extensive background in the Arts, I think I have a lot to add to the Commission.

The results of this submission may be viewed at:

<https://www.cityofhomer-ak.gov/node/9051/submission/52182>



ELLIE STEFANO

3912 Lakeside Court | (215)939-7453 | eleanorstefano@gmail.com

OBJECTIVE

Innovative professional administrator with strong expertise in all areas of non-profit arts and for-profit management. Goal-oriented executive who drives multiple concurrent projects to successful completion.

EXPERIENCE

TEXAS PERFORMING ARTS

Associate Director of Booking & Sales | 2021-2023

- Texas Performing Arts (TPA) is the professional arts presenting and producing program of The University of Texas at Austin, and one of the largest and most active university-based performing arts centers in the United States.
- In this role, I am responsible for identifying, booking, and overseeing the non-curated presentations in TPA's programmatic portfolio, including outside rentals, co-presentations, and direct bookings of comedy, music, and other national touring attractions seeking to generate \$1M net revenue annually.
- Cultivate a wide variety of musical and entertainment genres including mainstream or established artists and new or independent talent. Gather research and compile insights to guide the booking process, all while maintaining knowledge of current industry trends and bookings in national peer venues.
- Continue to foster the relationships I've built over the years with a large network of booking and talent agents as well as local, regional, and national co-promoters and peers.
- Submit offers, negotiate agreements, and oversee the contracting process, as well as event settlements.
- Utilize my experience in developing high-quality, creative programming that aligns net revenue-generation with organizational mission and values.
- Developed and promoted a rental program that seeks to maximize financial return on available dates in TPA's venues.

TENNESSEE PERFORMING ARTS

Director of Programming & Sales | 2017-2020

- Curated and delivered a variety of high-quality public programs through self-presentations, co-promotions, resident company programming and special events while providing leadership to our staff and clients, staying attuned to their needs as well as industry standards and changes, while meeting or exceeding budget goals.
- Cultivated and fostered repeat external promoter, artist, agent, and vendors while optimizing opportunities through strong interpersonal communication with promoters, managers as well as potential co-promoter partners.
- Researched and developed programming opportunities for War Memorial Presents, TPAC Presents, new music events, co-pros and other events that mirror the faces and tastes of the community and are in alignment with TPAC/WMA's resources, budget needs and strategic plan.

- Primarily responsible for the TPAC Presents department budget of approximately six million dollars and 50-75 events per year.
- Active member of the Independent Presenters Concert Network.

BETHEL WOODS CENTER FOR THE ARTS

Director of Live Events | 2016-2017

- Responsible for managing all aspects of live talent acquisition, marketing and promotion for concerts and festivals in conjunction with Senior Management and our booking partners.
- Worked directly with Live Nation for the 16,000-person capacity outdoor amphitheater, as well as other promoters, talent agents and managers for the 500-person capacity indoor Event Gallery, and their ever-growing festival offerings.
- Identified and developed new revenue opportunities for live events, as well as develop new audiences by creating initiatives to increase visitation and engagement.
- Responsible for compiling research, projections and recommendations for booking opportunities across the campus, as well as preparing and managing both individual event budgets and the department's annual budget.

KIMMEL CENTER, INC.

Programming Manager | 2014-2016

- Primarily responsible for booking and/or producing shows, events and programs that met the organization's goals across the campus, which has a total of nine venues and over 9,000 seats.
- Maintained a high level of organization for the department as it relates to budgets, financial reports, board reports, sales and artist histories.
- Worked closely with the Marketing, PR and Development Departments to develop pricing plans, marketing budgets, targeted promotions, and outreach efforts to both sell tickets and raise funds for the organization to achieve fiscal year budget goals.
- Ensure each artist and program is maximized in audience reach, fundraising potential, corporate and individual sponsorships, educational value and community engagement.
- Coordinated with the Operations, House and Production departments before, during and after every event to ensure success.
- Active member of the Independent Presenters Concert Network.

EDUCATION

UNIVERSITY OF DELAWARE | 2007 | M.A. in Photography

ST. JOSEPH'S UNIVERSITY | 2000 | B.A. in Psychology

REFERENCES

Loren Dixon – ldixon@knba.org

(907) 441-8175

Fran Egler – fegler@kimmelcenter.org

(412) 915-6197

Christi Dortch – christidortch@gmail.com

(615) 497-4716

Val Hoeppepner. WMOT, Val.Hoeppepner@MTSU.edu

(615) 426-7160