

Jacques Brunswick

73 Payson Avenue
New York, NY 10034
(860) 857-7646
Jacquesbrunswick@mac.com

Jacques Brunswick & Associates, LLC

July 2018-Present

Consultant

Provide management consulting and project management services for several nonprofits including The Apollo Theater, The English Speaking Union and The Tree Fund.

The Apollo Theater, New York, NY

2013-2018

Real Estate Projects

January 2018 - June 2018

Managed multiple facility expansion and real estate projects for the "World Famous" Apollo Theater in Harlem, NY. Coordinating architects, consultants, attorneys, developers and several government agencies to assure the completion of three major projects. The completion of these projects support future Apollo programming and will allow the Apollo to take its place as one of the premier cultural institutions in the country.

Chief Operating Officer

2013-2017

Reported to the President and the Board of Directors. Managed the finances and the daily operation of the Apollo Theater. Worked with the President and staff to develop a strategic plan for the organization. Oversaw the following departments: General Management, Production, Facility Rentals, Theater Operations, Finance, Information Technology, and Human Resources. Managed union relations with IATSE Local One, Musican's union 802 and the Box Office Treasurers. Managed new business ventures at the Apollo including a Hologram Show, and other partnerships with commercial producers. Served the following board committees: Executive, Finance and Real Estate. The Apollo has launched a \$65 million capital campaign. Provided oversight for the \$45 million renovation/restoration and expansion of the facility.

The Guthrie Theater, Minneapolis, MN

2006-13

Chief Administrative Officer

Reported to the Artistic Director/CEO and the Board of Directors. Successfully managed the Theater through its first six seasons in a new \$125 million, 285,000- square foot facility designed by Jean Nouvel. Responsible for the business affairs, bottom line, and operations of the nation's premier regional theater with an operating budget of \$28 million and a \$46 million endowment. Administered three theaters, two restaurants, and 11 bars; facility is open 18 hours a day, 362 days a year. Annual attendance 420,000. Worked with the Senior Management team (Artistic Director, Director of External Relations, Director of Development, and Director of Production) to plan, budget, and produce 42 productions and 795 performances. Served the following board committees: Executive, Finance, Long Range Planning, Governance, Facilities, Government Affairs, and Investment. Negotiated enhancement deals/partnerships with Broadway Producers including: *Little House on the Prairie* (Sprecher/Florenza Productions); *The Intelligent Homosexual's Guide to Capitalism and Socialism with a Key to the Scriptures* (Scott Rudin Productions); *The Scottsboro Boys* (Barry and Fran Weissler, Producers); *The End of the Rainbow* (Joey Parnes, Producer); and *Roman Holiday* (Paul Blake, Producer). Supervised General Management, Company Management, Finance, Facilities, Information Systems, Human Resources, and Food Services Departments. Managed union contracts. Created a Long Range Plan with the Planning Committee that formed the basis of the current \$35 million Capital Campaign for operating support and endowment funds.

Mystic Seaport, Mystic, CT

1992-2006

Vice President, Finance and Administration, CFO

Reported to the Director and Board of Trustees. Managed finances and operations of America's premier 17-acre maritime museum with an operating budget of \$23 million and a staff of 330 with 300,000 annual visitors. Supervised the Finance, Facilities, Construction, Information Technology, Human Resources, Museum Stores, and Food Services departments. Provided staff leadership for the Investment, Finance, Audit, Facilities and I.T. committees of the Board. Managed the Museum's investments, insurance, legal, and governmental affairs. The Museum had a \$50 million endowment and

completed \$30 million of capital renovations. Led the effort to create a new Program and Campus Master plan. Secured the funding for the *Amistad* construction project and negotiated the location contract for the Spielberg film production.

BAM (Brooklyn Academy of Music), Brooklyn, NY

1980-1992

Vice President for Finance and Administration, CFO (1988-92)

Reported to the President and the Board of Directors. Directed the finances and administration of this four-theater performing arts center with a \$12 million operating budget. Developed and managed the annual budget. Supervised Finance, MIS, Box Office, Building Management, Construction, Personnel and Concessions. Additional administrative responsibilities: governmental relations, union contracts, and real estate development, including the renovation of the Majestic Theater, now the Harvey. Represented BAM as a member of New York City's Cultural Institutions Group.

Director of Marketing (1983 - 1988)

Designed and executed marketing campaigns for BAM's first NEXT WAVE Festival and other programs. Designed and implemented computerized ticketing, fund raising, financial systems and facility scheduling.

Related Experience

The English Speaking Union, New York, NY, Board Member

League of Resident Theaters (LORT) Executive Committee and Equity negotiating committee for 2008 and 2013

The Bolz Center for Arts Administration at the University of Wisconsin-Madison, Board Member

Vista Life Innovations, Westbrook, CT, Board Chair

651 Arts Center, Brooklyn, NY Founding Board Member

Amistad America, New Haven, CT Founding Board Member

Education

M.A. Business Administration Bolz Center for Arts Administration - **University of Wisconsin, Madison**, 1980

Bachelor of Arts, English - **Grinnell College**, Grinnell Iowa, 1976

Other

Dual citizen of Germany and the United States.