

# JUSTIN T. CHAPMAN

justtchap@gmail.com | 704-890-3320

*Creative problem solver and critical thinker, striving for excellence everywhere.*

*Find out more about me at [ronlyconly.com](http://ronlyconly.com) or [linkedin.com/in/chaptinjustman](https://www.linkedin.com/in/chaptinjustman)*

## RELEVANT EXPERIENCE

### ArtZapp - Startup App for the Arts

January 2021 – Present

*Co-Founder, CEO*

- Managing the day-to-day operations and long-term vision of the company requires skill and knowledge in the areas of Networking, User Research, App and Web Development, Strategic Planning, Accounting and Financial Management, Forecasting Growth, among others.

### Buttercup's Lament - Animated Short Film

November 2022 – Present

*Associate Producer*

*Remote*

- In this comprehensive management role, I serve as Project Manager, Marketing Coordinator, Story Consultant, Recruiter, and Fundraising Specialist, raising over \$13,000 to date including a competitive \$10,000 grant from the New York State Council on the Arts.

### Ensemble Stage

May 2019 – Present

*Development and Technical Director, Marketing Manager, Board Member*

*Banner Elk, NC; Remote*

- Drafting fundraising appeals to donors and providing successful grant writing services, over \$100,000.
- Constructing scenic and lighting elements, coordinating with production departments, and ensuring safety requirements are met, all within a tight budget. Additional responsibilities include serving as run crew for performances, assisting the house and box office managers, and props making.

### Ballard Institute and Museum of Puppetry

August 2020 – May 2021

*Fundraising Assistant, UConn Gives Project Manager*

*Remote*

- Drafted fundraising appeal letters and served as a marketing assistant. Analyzed institutional data for use in marketing and fundraising, and designed an organization system for data collected from Facebook Live streams.
- Annual Appeal emails garnered a 27% open rate, the highest of all emails sent by the organization that year.
- Two-day fundraising event, "UConn Gives," raised \$6,568 from 136 donors, surpassing its goal, and unlocking a matching grant.

### Jorgensen Center for the Performing Arts

August – December 2019

*Marketing and Contract Compliance Assistant*

*Storrs, CT*

- Wrote press releases, radio ad scripts, media advisories, and research for eight touring performances.
- Revised contracts to ensure compliance with Connecticut statutes for public universities and other negotiated terms with artists.

### Connecticut Repertory Theatre

August 2018 – December 2019

*Group Sales Coordinator, House Manager*

*Storrs, CT*

- Marketed student matinee performances to teachers for each production. Created a comprehensive guidebook for matinee productions. Maintained a database of schools, teachers, contracts, and balance sheets. Processed subscriptions and ticket sales, in person and over the phone.
- Trained staff and volunteers, while coordinating audiences in a safe, friendly environment. Managed risk, sales, and customer experience.

### Discovery Place Science

February – July 2018

*InterActor*

*Charlotte, NC*

- Created characters based on museum exhibits and relevant research for presentation and instruction to guests on the museum floor.
- Produced short plays for performance during operating hours, culminating in the comprehensive design and creation of a tyrannosaurus musical.

### Central Piedmont Community College

August 2017 - April 2018

*Scenic Carpenter*

*Charlotte, NC*

## EDUCATION

UNIVERSITY OF CONNECTICUT, SCHOOL OF FINE ARTS

2018-2021

*Master of Fine Arts, Arts Leadership and Cultural Management, 3.89 GPA*

*Storrs, CT*

LENOIR-RHYNE UNIVERSITY, COLLEGE OF ARTS AND LETTERS

2013-2017

*Bachelor of Arts, Theatre, 3.01 GPA, Dean's List, Fall 2013.*

*Hickory, NC*

## RELEVANT SKILLS & INTERESTS

Storytelling, Logistics, Project Planning & Event Management, Strategic Planning, Stakeholder Relations, Creative Consulting, Copyediting, Set Construction; Member of North Carolina Theatre Conference, Theta Xi and Alpha Psi Omega Fraternities. Recipient of the Actor's Award (2017), The Ellis Boatman Award (2017), and the Excelsior Award (2016). Choral Scholar. Experience in the food service industry. Pro Wrestling fan.