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ORGANIZATION & ARTISTIC DIRECTOR PROFILE



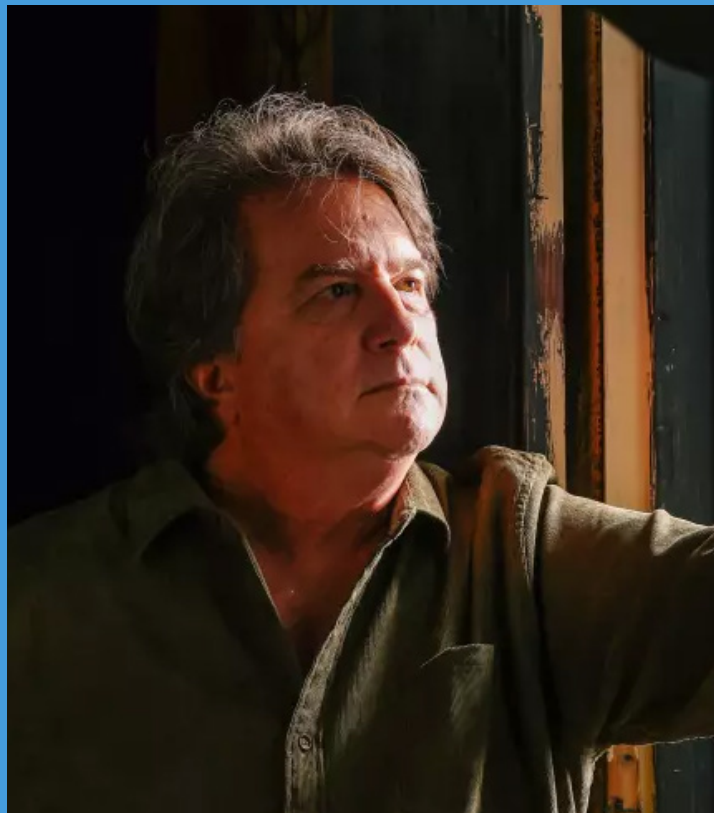
5060 FOUNTAIN AVENUE LOS ANGELES CALIFORNIA 90029

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FROM FOUNDING ARTISTIC DIRECTOR STEPHEN SACHS



After thirty-four years of serving Los Angeles and the national field as Artistic Director of the Fountain Theatre, I have chosen to retire by the end of this year.

A flurry of feelings swirls through me as I reach this decision. Launching, nurturing, developing, and leading the growth of the Fountain Theatre for more than three decades have been the most joyous and meaningful years of my professional life.

When Deborah Lawlor and I acquired the building in 1990, we stood in the empty office, looked at each other, and asked, “What do we do now?” Today, the Fountain is one of the leading theaters in Los Angeles. Thousands of artists have worked on our stage and in our arts education programs. Hundreds of thousands have walked through our door, have sat in our seats, and been transported. Fountain plays are now produced around the world. We’ve been home to Pulitzer and Tony Award winners. We played a vital role in the birth of Deaf West Theatre and blossomed into the preeminent presenter of Flamenco in Los Angeles.

My co-founder and beloved friend, Deborah, passed away last May. This year, I turn sixty-five. Now is the time for me to ask myself: How do I wish to enjoy the future time I am blessed with? I look forward to many pleasant years traveling with my wife, relishing our two adult sons, perhaps writing a novel or two.

I will leave the Fountain Theatre in the strongest financial position of its thirty-four-year history. We stand strong as an organization. Our artistic integrity is respected locally and across the country. Our position of leadership in the Los Angeles theatre community is secure. Our arts education programs are thriving.

The Fountain is honored by a devoted Board of Directors. These are good people who firmly believe in our mission of diversity, artistic excellence, and our commitment to producing meaningful work that illuminates the urgent social and political issues of our time. The Board will oversee the transition of leadership. I will be a key part of that process.

All families go through moments of change and growth. Still, they stay a family, as will we. The Fountain is more than one person. It is all of us. Together. And it will become those who carry it forward into the future.

Onward,
Stephen

A handwritten signature in black ink, appearing to read "Stephen Sachs". The signature is fluid and cursive, with a long horizontal line extending to the right.

WHO WE ARE

The award-winning Fountain Theatre is one of the most acclaimed and highly regarded theaters in Los Angeles. An intimate venue with 80 seats indoors and a custom-built 99-seat amphitheater alongside the building, we consider ourselves an up close and personal regional theatre. We dramatize urgent, timely stories that bring local community issues to life with a national vision. We strive to bring forth meaningful work of the highest artistic caliber that changes minds, opens eyes, and touches hearts. With two busy theaters, inside and outdoors, we lead the way in Los Angeles with provocative new plays, music and dance concerts, and life-changing arts education programs for young people.

Empathy is fundamental to our artistic choices and the community relationships we build. Our work demonstrates our belief that humanity is enhanced when we see the world from another's point of view. When emotionally investing in the story of another, we discover ourselves.

We rise from the COVID pandemic with a heightened sense of purpose and robust financial health. Our artistic integrity remains high. Our national profile is secure. Our leadership in the Los Angeles theatre community is strong. Our arts education programs flourish. As our passionately dedicated Board of Directors and staff march forward, the future looks bright.





OUR MISSION

The Fountain Theatre creates, develops, and produces new plays by emerging playwrights and established masters that bring to life the immediate social, political, and cultural issues of our time, reflecting the vibrant diversity of Los Angeles and the nation. We empower students through our educational outreach programs, inspiring young people to become engaged citizens and leaders of tomorrow, making the world a better place.



OUR PROGRAMS

Creating, developing, and producing new plays is the heartbeat of the Fountain Theatre's artistic programming. Dramatizing vital social, political, and cultural issues urgent to communities and the nation.

Fountain for Youth changes the lives of young people across Los Angeles through its suite of innovative arts education programs, providing visceral theater-based learning experiences that students would not otherwise access.

Forever Flamenco establishes the Fountain as the premiere flamenco music and dance presenter in Los Angeles, offering patrons the thrill of world-class artists performing onstage just a few feet away.

THE FOUNTAIN FAMILY

It cannot be said that the Fountain has a staff turnover problem. Our founding artistic director, Stephen Sachs, is at the helm until December 2024 (34 years). Technical director Scott Tuomey came on board with our first production in 1990 and never left (34 years). Simon Levy joined us in 1993 (31 years). Barbara Goodhill, director of development (11 years), publicist Lucy Pollak (16 years), café manager Terri Roberts (15 years), and producer James Bennett (15 years) complete the core staff.

Being in Hollywood, Fountain actors include Academy Award winner Troy Kotsur (*CODA*), Emmy winner Taraji P. Henson (*Empire*, Fox), Emmy winner Sam Waterston (*Law & Order*), Tony winner Tonya Pinkins (Broadway's *Caroline or Change*), Simone Missick (*All Rise*, CBS), Diarra Kilpatrick (*Diarra from Detroit*, BET), Bradley Whitford (*The West Wing*), Maya Lynne Robinson (*The Conners*, ABC), Tina Lifford (*Queen Sugar*), J. Alphonse Nicholson (*P-Valley*, STARZ), Elizabeth Frances (*The Son*, AMC), and Oscar nominee Paul Raci (*Sound of Metal*).

Our family of playwrights includes Tony Award, Academy Award, Emmy Award, and Pulitzer Prize honorees. We've premiered new plays by Athol Fugard, Tarell Alvin McCraney, Martyna Majok, Robert Schenkkan, Branden Jacobs-Jenkins, Stephen Adly Guirgis, Lisa Loomer, Tonya Saracho, Steven Levenson, and Dael Orlandersmith.



RECOGNITION FOR EXCELLENCE

Fountain productions have won hundreds of awards for artistic excellence. The L.A. City Council commended us for “producing meaningful new plays of social and political importance that enrich the lives of the citizens of Los Angeles.” The Fountain is the recipient of the L.A. Drama Critics’ Circle’s Margaret Harford Award for sustained excellence in theater, presented for “outstanding productions of meaningful new plays and first-class performances spanning three decades.” L.A. Times theater critic Charles McNulty hails the Fountain as “one of the city’s most dynamic intimate theaters. No L.A. theater has done a better job of asking us to reexamine our lives through the lens of contemporary drama.”



THE FOUNTAIN AND FUGARD

International theatrical icon Athol Fugard chose the Fountain Theatre as his West Coast artistic home in 2000 after seeing our L.A. premiere of *The Road to Mecca*. We were honored to produce the 2014 world premiere of *Exits and Entrances*, followed by an Off-Broadway run at Primary Stages and the Edinburgh Festival in Scotland. Fugard's residency at the Fountain lasted ten years, debuting seven new plays. We cherish his friendship and artistic partnership. "People come to the Fountain Theatre because they've got hearts that are working, and they've got heads that are working," he says. "They use the Fountain Theatre because it puts them in touch with the world that they're living in."



HAND IN HAND WITH DEAF THEATRE

We are proud to have been instrumental in the birth of Deaf West Theatre, giving the company its first office and performance space at the Fountain in 1991. Deaf West's first three productions were produced on our stage before acquiring their own venue. They later won a special Tony Award for their groundbreaking Broadway production of the musical *Big River*. Our relationship with the company and our commitment to deaf audiences remains steadfast. We've created three world premieres of new plays written for deaf audiences, two starring Academy Award winner Troy Kotsur. The play *Sweet Nothing in My Ear* was made into a T.V. film starring Marlee Matlin and Jeff Daniels.

FROM COVID CRISIS TO OUTDOOR OPPORTUNITY

The pandemic prohibited us from producing indoors in 2020. In response, we installed a magnificent Outdoor Stage in our parking lot. Leading our theatre community out of the crisis in 2021, our Outdoor Stage was the first performance venue permitted to serve the public by the City of Los Angeles and Actors' Equity Association during COVID-19. Artists and audiences were so enthralled, we've kept our handsome urban amphitheater in place, giving birth to new summer seasons of performances under the stars.



OUR HISTORY

Deborah Culver Lawlor and Stephen Sachs shared a vision: establishing a theatre family to create bold and inclusive work known for its high artistic quality, diversity, and dedication to social justice. In 1990, they acquired the Fountain Theatre, a charming two-story Spanish-style building in East Hollywood. Now in its 34th year, the Fountain bursts with activity year-round, serving hundreds of thousands throughout Southern California. With “family” as our guiding philosophy, the Fountain team includes six full-time staff, three part-time staff, and fourteen Board members, serving an audience base of more than 16,000 people.



FOUNTAIN MILESTONES:



1993
Simon Levy joins staff as Producing Director. 25th Anniversary production of *The Boys in the Band*.

1994
Fountain launches workshop for persons with HIV/AIDS.

1995
Levy acquires first-ever stage rights to F. Scott Fitzgerald's *Tender is the Night*. *The Last Tycoon* follows in 1998.

1996
L.A. premiere of Oyamo's *I Am a Man* earns acclaimed, extended run.

2000
Richard Kalinoski's Armenian family drama, *Beast on the Moon*, runs 5 months.

2001
Central Avenue by Stephen Sachs, chronicling L.A.'s black jazz scene, extends for 8 months. First Fountain play to gross \$100,000 in ticket sales.

2008
Film version of *Sweet Nothing in My Ear* airs on CBS.



2011
Bakersfield Mist by Stephen Sachs runs for seven months.

2012
Tarrell Alvin McCraney's Los Angeles debut with *In the Red and Brown Water*. *The Brothers Size* opens in 2014.

2015
Sachs' award-winning stage adaptation of Claudia Rankine's *Citizen: An American Lyric* runs for 3 months. Future productions nationwide.

2017
World premiere of Robert Schenkkan's *Building the Wall*.



2019
Los Angeles premiere of *Between Riverside and Crazy* by Stephen Adly Guirgis before Broadway run. Wins Pulitzer Prize.

2022
5-month run of Steven Levenson's *If I Forget* in L.A. premiere. Hyper-staged reading of *Roe* on the Outdoor Stage is live-streamed to a national audience.

2024
Founding artistic director Stephen Sachs announces retirement.

1990
Fountain Theatre opens its doors. World premiere *The Golden Gate* travels to Zephyr Theatre in San Francisco.

1991
Deaf West Theatre is born at Fountain Theatre. *Forever Flamenco* begins a 30-year run of concerts.

1999-2008
Award-winning revivals of works by Tennessee Williams and August Wilson draw audiences and critical acclaim.



2002
Arthur Miller gives Sachs permission to stage *After the Fall*. The award-winning run extends for five months.

2010
Fountain sweeps Ovation Awards, including Best Season. Ifa Bayeza's *The Ballad of Emmett Till* wins the L.A. Drama Critics Circle Award for Best Production.

2013
Barbara Goodhill joins the staff as Director of Development.

2014
Athol Fugard selects the Fountain as his artistic home. *Exits and Entrances* premieres. A long-term relationship with Fugard begins. *Bakersfield Mist* opens in London starring Kathleen Turner.

2018
L.A. premiere of Martyna Majok's *Cost of Living* before Broadway run. Celebrity reading of *All the President's Men* at L.A. City Hall.



2020
Closed by the COVID pandemic. Fountain honored by L.A. Drama Critics Circle with Margaret Harford Award for sustained excellence in theatre.

2021
Outdoor Stage opens with *An Octoroon* by Branden Jacobs-Jenkins.

2023
Co-founder Deborah Culver Lawlor passes away. Sold-out houses for L.A. debut of *Freight* starring J. Alphonse Nicholson.



CHANGING YOUNG LIVES

Two innovative programs highlight Fountain for Youth activities.

Walking the Beat LA brings together city youth with police officers in a multi-week workshop of sharing stories, shedding preconceptions, and revealing vulnerabilities. The sessions culminate in a devised piece created and performed by the cops and young people. Our remarkable program is supported by Warner Media, the Los Angeles Unified School District, and LAPD.

Fountain Voices introduces professional teaching artists into classrooms to provide high school students with an arts education program that strengthens their academic proficiency while empowering them to “find their voice” as citizens and advocates. With city schools facing crippling budget deficits, Fountain Voices fills the void at multiple campuses in Los Angeles, Hollywood, and Compton.



OUR VILLAGE OF SUPPORT



Barbara Goodhill, director of development, plays an essential role in the Fountain’s stability and growth. In 2023, contributed giving totaled \$986,322, or 73% of our budget. In addition to our society of generous individual donors, top institutional funders are the Ahmanson Foundation, Annenberg Foundation, Vladimir and Araxia Buckhantz Foundation, Carl and Roberta Deutsch Foundation, The Audrey & Sydney Irmis Charitable Foundation, David E. Lee Foundation, National Endowment for the Arts, Ring Foundation, Shubert Foundation, and Warner Media.

Professional affiliations: Founding member of The National New Play Network and the Los Angeles Theatre Producer’s League. Member of Theatre Communications Group, Theatrical Producers of Southern California, Hollywood Chamber of Commerce, and other arts organizations.



PARTNERSHIP WITH CITY HALL

What other major city in the country would hand over City Hall to its artists? The Los Angeles City Council did just that in 2018 when the Fountain presented cast members from *The West Wing* in a free, one-night public reading of the screenplay *All the President's Men*. 4,000 ticket requests poured in for the 200 seats in the chamber gallery. We presented a modern spin on the classic *Mr. Smith Goes to Washington* the following year, starring Sam Waterston (*Law & Order*). We believe that when local arts organizations and city government work together, all citizens benefit.



BEYOND FOUNTAIN AVENUE

Fountain plays are produced in regional theaters across the United States, translated into foreign languages, and performed worldwide. Our world premiere of Athol Fugard's *Exits and Entrances* premiered Off-Broadway at Primary Stages in 2007. *Bakersfield Mist* by Stephen Sachs ran for three months in 2014 on London's West End, starring Kathleen Turner. Simon Levy's *What I Heard About Iraq* earned a top prize in 2006 at Scotland's Edinburgh Fringe Festival. Sachs' *Sweet Nothing in My Ear* was made into a CBS TV movie in 2008 starring Marlee Matlin and Jeff Daniels.

2006 was a banner year for Fountain goodwill ambassadorship. Sachs was chosen by the Getty Villa to direct the inaugural production of its Outdoor Classical Theater in Malibu. Meanwhile, Levy's stage adaptation of *The Great Gatsby* opened the Guthrie Theater's new \$125 million complex in Minneapolis. Sachs' stage adaptation of *Citizen: An American Lyric* launched Center Theatre Group's Block Party at the Kirk Douglas Theatre in 2017.

The Fountain has produced vibrant flamenco concerts at the 1200-seat Ford Amphitheatre and mid-sized auditoriums up and down the West Coast.

ENGAGING OUR COMMUNITY

Community relationship-building is a grassroots operation. The Fountain thrives in Los Angeles' most ethnically diverse district in the city. Our loyal audience comes from a vast region that stretches from Santa Barbara to San Diego and Santa Monica to Riverside, serving a broad population.

Partnerships are formed for every production and arts education program we launch. We value collaborations with the City of Los Angeles, UCLA Law School, The LGBTQ Center, The Help Group, The Center on Reproductive Health, Law, and Policy, AIDS Project LA, The NAACP, The ACLU, The Feminist Majority, The Autry Museum, Inner City Arts, The Bresee Foundation, GLAAD, Los Angeles City College, the Los Angeles Police Department, the Los Angeles Unified School District, A Place Called Home, The Covenant House of California, UCLA Immigration Center for Law and Policy ... the list goes on.

Guest speakers, post-show discussions, community gatherings, and public events ensure the Fountain is a meeting place for civil discourse. Our interaction soars on the web, with weekly eblasts to 15,000+ patrons, and connecting with communities on Facebook (5,800), XTwitter (5,420), Instagram (2,908), and YouTube (1,006). Our blog has amassed 531,555 views to date.





EQUITY, DIVERSITY & INCLUSION

The Fountain's commitment to equity, diversity, and inclusion began on day one of its founding and reigns to this day. Our artistic voice calling out racism, antisemitism, sexism, and any denial of human rights has been loud and clear for thirty-four years. On stage and off, The Fountain is committed to fostering an equitable workplace where artists, staff, and team members, whatever their gender, race, ethnicity, national origin, age, sexual orientation or identity, education, or disability, have equal opportunities.

Our unwavering Board of Directors has led an in-depth process of self-examination, determined to strengthen The Fountain's stance as an anti-racist organization and increase BIPOC representation on our Board and staff.

FOUNTAIN THEATRE BOARD OF DIRECTORS

Officers: Dorothy Wolpert, Chair; Miles Benickes, Vice-Chair; Don Zachary, Secretary.
Directors: Rabbi Anne Brener, Diana Buckhantz, Carrie Chassin, Lois Fishman, Erin Aubrey Kaplan, Karen Kondazian, Theo Perkins, Margaret Phillips, David Volk, Jason Zelin.

FOUNTAIN THEATRE KEY STAFF

Stephen Sachs, Founding Artistic Director
Simon Levy, Producing Director
Barbara Goodhill, Director of Development
Scott Tuomey, Technical Director
James Bennett, Producer
Peter Carrisoza, Accountant
Nathan James, Theatre Education Manager
Terri Roberts, Café Manager

FINANCIALS

FINANCIALS STATEMENT OF ACTIVITY & STATEMENT OF FINANCIAL POSITION YEAR ENDING 12/31/23

STATEMENT OF ACTIVITY

SUPPORT & REVENUE

Contributions & Grants (Non-Gov)	\$693,422
Government Grants & Contracts	\$292,900
Ticket Sales from Theatrical Performances & Related	\$195,316
Producer Fee Income	\$10,000
Interest & Other Income	\$7,307

Total Support & Revenue	\$1,198,945
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EXPENSES

Program Production	\$633,685
Admin & Marketing	\$553,730
Facilities	\$162,975

Total Expenses	\$1,350,390
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ASSETS & EQUITY

Change in Net Assets	\$(151,445)
Net Assets - Beginning of Year	\$713,933

Net Assets - End of the Year	\$562,488
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STATEMENT OF FINANCIAL POSITION

ASSETS

Cash & Equivalents	\$110,596
Accounts Receivable	\$34,715
Prepaid Expenses	\$5,984

Total Current Assets	\$151,295
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Total Assets

LIABILITIES / NET ASSET & EQUITY

Accounts Payable	\$12,380
Credit Cards	\$5,125
Accrued Expenses	\$23,394
Deferred Revenue	\$80,000
Payroll Tax Liabilities	\$4,809

Total Current Liabilities	\$125,708
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Notes Payable	\$18,084
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Total Liabilities	\$143,792
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Fixed Assets	\$554,985
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Total Non-Current Assets	\$554,985
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Total Equity/Net Assets	\$562,488
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Total Liabilities/Net Assets	\$706,280
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THE CANDIDATE PROFILE

POSITION: ARTISTIC DIRECTOR
CLASSIFICATION: SENIOR, FULL TIME,
SALARIED, EXEMPT

THE FOUNTAIN MISSION

Founded in 1990, the Fountain Theatre is one of the most acclaimed intimate theaters in Los Angeles. As a non-profit producing company, the Fountain Theatre is deeply committed to creating, developing and producing new plays by important emerging playwrights and established masters in the American theater that inspire, and express the immediate issues and cultural diversity of Los Angeles and the nation. Located in East Hollywood in its wholly-owned facility, the Fountain provides a supportive home for theater and dance artists of diverse ethnic, cultural and economic backgrounds to enable the creation of new work that illuminates the communities from which they are drawn. The Fountain Theatre is also dedicated to empowering students through its educational outreach programs, which enrich the lives of young people by making the benefits of the arts accessible to all.

After founding and leading the organization since 1990, Stephen Sachs, the Artistic Director, will be retiring. Stephen has been one of the most influential figures in the intimate theater scene in Los Angeles, not only as an Artistic Director but also as a playwright and director. This search seeks to find the individual best suited to honor and build upon Stephen's legacy to lead the Fountain into the future and the next phase of its mission.

THE ARTISTIC DIRECTOR

The Artistic Director is the senior executive of the management team and is the primary face of the organization, embodying and communicating the artistic vision and mission of the Fountain Theatre. The AD oversees and maintains the artistic excellence of the organization, ensuring that the Fountain continues to be seen as one of the premier theaters in Los Angeles while advancing the national reputation of the organization.

The Artistic Director serves as the public spokesperson for the organization to the press, media, subscribers, donors, patrons and the public. The AD actively works to build practices that increase the Fountain's profile, and forges and maintains artistic relationships with theater companies and individual artists across Southern California, the nation, and abroad. Reporting to and working closely with the Board of Directors, the successful candidate takes pride in the work of the theater: telling the story of the Fountain's mission in compelling ways to all the communities it serves.

RESPONSIBILITIES

A. ARTISTIC LEADERSHIP

The Artistic Director leads all artistic activities of the organization, including:

- Selecting and implementing full seasons of plays (new and established work) for the indoor theater and outdoor stage
- Leading the development of new plays and the nurturing of new theater artists
- Directing one production of a play per year (if a director), as needed and when available
- Overseeing the hiring of artistic staff for each production
- Attending pertinent meetings, rehearsals, previews and Opening Nights
- Providing notes to the director and designers throughout the process, as needed
- Constructing annual (or) multi-year program roadmaps for all areas of work by identifying strategic priorities for the organization, in collaboration with the Administrative staff and the Board of Directors
- Championing and sustaining the Fountain Theatre's programs of theater production, arts education, and dance, and increasing their reach, scope, and support
- Building and maintaining long-term relationships with a wide range of practicing artists and arts organizations
- Establishing and maintaining relationships with community-based organizations whose work aligns with the mission and values of the Fountain Theatre
- Identifying and inviting theater artists of local, national and international prominence to create, develop and perform new work at The Fountain and seeking new voices in the American theater to invite to The Fountain

B. ADMINISTRATIVE LEADERSHIP

- The AD, working in collaboration with the Board, is instrumental in creating and advancing the organizational structure of the Fountain, including the hiring of key Administrative support.
- The Artistic Director reports to the Board and approves all key staff positions and contractors needed to accomplish artistic and administrative activities. The AD determines the final hiring and firing decisions across all key personnel.
- The AD supervises the full and part time artistic staff, maintaining a strong collaborative relationship with the Administrative staff and the Board of Directors.
- Along with the Administrative staff and the Director of Development, the AD actively participates in all fundraising/development activities of the organization, providing support for all campaigns and initiatives. These responsibilities include:
 - Actively collaborating with the Administrative staff and the Director of Development in writing and securing grants (government and private) as needed;
 - Participating in major gift solicitations and in all annual fundraising activities. Fundraising campaigns include The Fountain Fund, underwriting for Main Stage productions, Fountain for Youth, special events and capital campaigns.
- The AD supports and champions Fountain for Youth and the Fountain's arts education programming, and provides leadership and support for the Theatre Education Manager.
- The AD oversees the creation and finalizing of all financial budgets in collaboration with other staff members and the Board.
- The AD cultivates and provides stewardship of donors.
- The AD partners with the Administrative staff to manage union negotiations and agreements as necessary.



SKILLS & QUALIFICATIONS

The successful candidate should have:

- A passion for the Fountain Theatre's mission
- A Bachelor's degree (preferably in the arts) and a minimum of 5 years of experience as an artistic leader in a non-profit theater
- Excellent writing and interpersonal skills
- The ability to multitask effectively
- The self-motivation and eagerness to take the initiative
- A proven track record as an artistic leader with established relationships in the theatrical community
- A familiarity and comfort in working with fundraising campaigns and solicitations; a familiarity with the Los Angeles philanthropic community is a plus

PERSONAL LEADERSHIP ATTRIBUTES

The successful candidate should have:

- A commitment to equity, diversity and inclusion in all forms
- A firm belief in the arts and culture as a fundamental pillar of a healthy community
- A dedication to advancing the Fountain's work in furtherance of its mission, vision, values, and history
- A high standard of personal ethics, confidentiality and accountability
- A positive, welcoming, and engaging attitude with respect to workplace interactions, with a willingness to listen and learn.

TO APPLY

Please submit a cover letter, resume and writing sample using this [link](#). No phone calls please. All questions can be sent via email to ADSearch@fountaintheatre.com

THE FOUNTAIN THEATRE

(<https://www.fountaintheatre.com/>) is an equal opportunity employer committed to diversity in all aspects of its programming and organization.

BENEFITS

- Compensation commensurate with experience: \$80,000 - \$100,000
- Flexible schedule policies
- Some employer-paid health benefits may be provided
- Paid time off includes major holidays, sick and vacation days.



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323-663-1525

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