

# Mike Russo

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## OVERVIEW

From 1995 to 2011, I worked to help produce over 4,000 live events across the country at fieldhouses, theaters, outdoor fields and stadiums – and covering nearly every genre of nationally-touring music, as well as comedy and public speaking engagements. I specialized in talent buying, show planning, contract negotiation, day-of-show logistics, and staff training. I have worked with everyone from Taylor Swift to Jay-Z, Billy Joel and Kevin Hart.

In 2011, I made the transition to full-time touring, logging an additional 1,000 shows over 12 years as a tour manager and musician for clubs, theaters, and festivals in North America and Europe. I handled all travel for 5-15 people, accounting, day-of-show, and merchandising duties, as well as being the official liaison for all of the venues where we performed.

In February of 2023, I was contracted as the talent buyer and production manager for this year's CelebrateErie, where I have been responsible for booking and show logistics for nearly 70 acts over 3 days (including all Mainstage talent). This is a seasonal position ending after the Festival plays on August 18-20, 2023.

Seeing events from both sides of the aisle has made me an effective mediator, and I pride myself in helping others to perform at their best by removing as many obstacles and distractions from their paths as possible. I have maintained longstanding relationships with artist agents, managers, touring personnel, and venue staff across the country.

## HIGHLIGHTED SKILLS

- **TALENT BUYING:** Researching Artist Selection and Availability | Talent and Contract Negotiation
- **LIVE SHOW PRODUCTION:** Venue Logistics | Advancing | Production | Hospitality | Budgeting
- **TOUR MANAGEMENT:** Stage Management | Merchandise Coordination | Budgeting | Accounting | Travel

## HIGHLIGHTED WORK EXPERIENCE

**TALENT BUYER / PRODUCTION MANAGER | CelebrateErie, Erie, PA (02/2023) – (09/2023)**

CONTRACTED. Artist selection and acquisition for 4 Festival Stages over 3 days, for a projected attendance around 200,000 throughout the course of the event. Involved in all aspects of talent buying, contract negotiation, budgeting, scheduling, production planning, security assignments, and artist hospitality. Working closely with artist agents, tour managers and production managers. Working closely with local production, law enforcement and city officials. This year's Mainstage headliners feature Flo Rida, Parmalee, and the Erie All-Stars performing the music of Fleetwood Mac.

**TALENT BUYER / PRODUCTION MANAGER | 814 Concert Series, Erie, PA (02/2023) – (09/2023)**

CONTRACTED. Artist selection, acquisition and production planning for 6 separate Sunday events in local parks.

**TOUR MANAGER | David Bromberg, LLC, Wilmington, DE (01/2012) – (06/2023)**

Tour and Stage Management for David Bromberg (Grammy-nominated, Bob Dylan, Grateful Dead, George Harrison), David Bromberg Quintet, David Bromberg Big Band, and many guest configurations. Approximately 100 shows a year, in 500-3,000 seat rooms, plus festivals and radio and television appearances throughout all 50 US states, as well as England, Germany, Canada, and Italy. All travel, hotel, and merchandise coordination. All tour accounting.

**TOUR MANAGER | Bandshell Artists Management, New York, NY**

**(01/2015) – (06/2023)**

Tour and Stage Management for The American Crossroads Trio featuring David Bromberg, David Hidalgo (Grammy-winning, Los Lobos), and Larry Campbell (Grammy-winning, Bob Dylan/ Levon Helm). Tour Management (physical and remote) for Larry Campbell and Teresa Williams.

**SENIOR AGENT | Concert Ideas, Woodstock, NY**

**(06/2001) – (05/2011)**

Worked as a Middle Agent for Colleges, Universities, and select Private Promoters to secure national music, comedy, and public speaking artists. A small sampling of Artists we produced includes Taylor Swift, Billy Joel, John Mayer, Jay-Z, Kelly Clarkson, Maroon5, Rhianna, Kevin Hart, Jon Stewart, Jim Gaffigan, Lewis Black, and Gabriel Iglesias.

Consulted for talent selection, contract negotiation, production acquisition, ticketing, show advancing, and show-day staff training. Venues ranged from ballrooms to fieldhouses, athletic fields, and stadiums. Show attendances ranged from 1,000 - 30,000. This was a small company of 6 employees and produced approximately 400 shows a year with 250 different schools. We also worked to produce exclusive brand-sponsored tours (Crocs, Rock Band) for campuses.

In addition to agent duties, I co-wrote educational guidebooks and led concert production workshops for students interested in learning more about the live entertainment industry.

## **E D U C A T I O N**

**BACHELOR OF SCIENCE, COMMUNICATIONS MEDIA | Indiana University of PA (09/1995) - (12/1999)**

## **F U L L R E F E R E N C E S**

AVAILABLE UPON REQUEST