

Duncan M. Webb, President Webb Management Services, Inc.

Founded in March 1997, Webb Management Services is a management consulting practice that supports creative ventures with sound and imaginative planning and services. Through consulting and research, WMS works to support management and planning strategies for those who create and sustain places and communities for arts and entertainment. Specific services include facility development studies, facility and organization business plans, project management, presenting and programming support, and organizational advancement plans. WMS delivers effective, efficient, comprehensive and collaborative services with the belief that the arts and entertainment play a vital role in shaping our world. Since inception, the firm has completed more than 180 projects, all of which relate to the development of cultural facilities and the organizations that use them.



Duncan M. Webb, President, founded Webb Management Services, Inc. to provide management consulting services to the arts and cultural industries. The firm has now successfully completed more than 180 consulting assignments for the development of facilities and districts, and for the advancement of cultural organizations.

Webb's career in the arts began onstage as a lovesick maiden in a 1969 production of Gilbert and Sullivan's *Patience*. After college, he became a banker, spending seven years in commercial lending and international finance. In 1986, after many years of volunteer work in the arts, he came into the field as a producer of experimental, industrial and commercial theatre, with such credits as the Canadian premieres of *Changing Bodies*, *Children of a Lesser God*, *Blood Brothers*, *Orphans*,

Marshall Braveheart and *Barbie and the Rockers*. He also developed marketing and sponsorship programs for the Canadian premiere of *Les Misérables*.

In 1989, Webb joined Theatre Projects Consultants as a management consultant, writing feasibility studies for a range of performing arts facilities and ultimately becoming the general manager of the North American practice of this theatre consulting firm. He then spent two additional years at AMS Planning and Research, doing similar work before starting Webb Management Services in March 1997.

A Certified Management Consultant (CMC), Webb has been an active speaker and published writer on arts management and the development, operation and financing of arts facilities. In January 2005, Webb's book "Running Theaters: Best Practices for Managers and Leaders" was published, the first book ever written on the management of performing arts facilities. He is also a professor in New York University's Graduate Program in Performing Arts Administration, where he teaches Finance and Planning for the Performing Arts and Principles & Practices of Performing Arts Administration.

Duncan has a bachelor's degree in Economics from the University of Western Ontario and a master's degree in Business Administration from the University of Toronto. He currently lives in New York City with his wife and two children.