


IAN STALLINGS

PRESIDENT & CEO

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 East Lansing, MI

EXECUTIVE SUMMARY

Dynamic leader with a proven ability to identify and cultivate diverse strategic relationships in the arts, tech, business, entertainment, and academia to support inclusive organizational objectives and success in future endeavors.

Entrepreneurial visionary with 16 years experience leveraging talent, resources and strategic relationships to achieve a 7-figure business, completing an average of 30+ annual projects on 3 continents and seven states. Proven ability to recruit, retain and engage a high performing internal team, 500+ vendors and 20+ contractors throughout the art and design industry.

COMPETENCIES

// PROFESSIONAL

Passion for the Arts
Visionary
Entrepreneurial
Fundraising
Planning and Forecasting
Business Development
Community Engagement
Committed to DEAI
Leadership and Training
Budgeting
Strategic Relationships
Business Management
Emotional Intelligence
Presentation Skills
Communication Skills
Team Building
Problem Solving
Creative
Strategic Marketing

AWARDS & ACHIEVEMENTS

Honorary Doctorate of Arts

Kendall College of Art & Design
2022

Graduate of Distinction Award

Wabash City Schools
2019

Eli and Edythe Broad Art Museum MSU

Board Member

PROFESSIONAL EXPERIENCE

President and Founder ISFAD Studio

2008-Present

- Creator of Business and Marketing Plan which enabled growing from a local market with three projects to a global market of 30 annual projects, achieving a 100% increase in annual growth for 10 years, resulting in \$1M+ in revenue annually
- Expanded into a national and an international market within the first five years
- Creator and Collaborator of overall customer and end user experience
- Recruits, retains and manages 500+ global vendor relationships to ensure optimal customer experiences and project deadlines are met, resulting in long-term customer retention for 10+ years
- Strategic lead for multiple international teams of 100s of vendors, 20+ contractors and employees, developing drawings, presentations, cost estimates, and coordination of the work across the world
- Consults with clients to acquire, manage and conserve their art collections
- Institutes professional training programs for young professionals in skills such as social media presence, professional development, customer engagement and inclusion to ensure the success and alignment of the user experience
- Operationalizes systems and processes to streamline the customer experience: ie. reducing billable time by utilized receivership, resulting in a reduction of customer costs by 15% and increased revenue by 5%
- Pioneered 98% remote work model in 2010 to increase engagement, attract and retain top talent and increase productivity
- Guides projects from inception through final installation, with support from a dedicated team of subject matter experts including Project Managers, Creative Technical Support, and Accounting Staff
- Develops, implements, and maintains a strategic marketing strategy, across multiple digital platforms, resulting in a revenue increase of 20% annually
- Spearheads all marketing and public relations initiatives

Founder Wabash International Artist Residency (WIAR)

Delphi, Wabash and Huntington, IN | 2019-Present

- Founder and visionary of strategy to bring national and international artists to rural Indiana, with a two-fold goal to increase access and support of DEIA initiatives for the community and provide artists the time and environment to explore and produce their work

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EDUCATION

Bachelor of Fine Arts in Filmmaking & Painting

California College of Art
Oakland/San Francisco,
CA
1995-1999

The School of the Art Institute of Chicago

- School Exchange Program: Selected courses in art history, painting, and drawing

Italian Study Abroad

- Rome, Italy Drawing and Painting Summer Workshop

INTERESTS

City Planning
Community Engagement
Community Organizing
Film/Media
Live Performance
Parks and Public Gardens
Food Production & Distribution
Ecology
History
Architecture & Design
Sociology
Social Sciences
Economics
Health & Well-being
Housing
Experiential Learning

PROFESSIONAL EXPERIENCE CONTINUED

- Partnered with the Honeywell Center in Wabash, Indiana to host the exhibitions for the artists and connect them to the regional community
- Collaborated with the local library to showcase and display works of art to increase visitation to the library
- Created and implemented three strategies to increase community engagement and access to an inclusive cultural experience of art and design
- Launched fundraising initiative in partnership with art exhibitions where 20% of the purchase price of artwork was donated to Honeywell Foundation
- Collaborated with Indiana Landmarks and local chapters to enhance community revitalization with donations, new buildings, and clean-up resulting in a profit of \$30K and secured the highest grant available of \$100K for restoration of a historic building
- Participating artist Tom Colcord, had a piece that was purchased and acquired for the permanent collection in the de Young Museum in San Francisco and Mary Ann Lawson's work was acquired by the Department of Entomology at Michigan State University

Founder and Director ISFAD Studio and Gladden Art Gallery 2017-Present

- Launched and cultivated an online community of fine art and design to expand audiences to 10,000 people, through in person and virtual monthly art shows, increasing art sales by an average 30% for each individual artist due to marketing exposure and public relation efforts

Television Advertising and Commercial Production

New York, NY | 1999-2001

- **Line Producer/ Assistant to Line Producer/ Set-Dresser** - City Lights Productions | 2001-2002
- **Production Assistant** - Nonunion - Oxygen Network | 2001-2002
- **Broadcast Library Associate** - MTV Network | 2001-2002
- **Assistant to the Executive Director Michael Lumpkin** - Frameline | 1999-2001

FUNDRAISING AND COMMUNITY ENGAGEMENT

- History of identifying, soliciting, and stewarding new and existing Donors
- Hosted, Organized, and Co-Chaired several committees collectively raising over \$1M, annually for Access Institute, Dining by Design, Enterprise for Youth, GSA Network, Lambda Legal Fund, University High School Scholarship Fund, and Glide Memorial Church Food-bank - 2015-2020
- Supported the Refugee Winter Coat Donation Drive for the MSU Broad Art Museum: acquired donations locally, and from 4 other states, generating 50% of the incoming donations - 2021
- Participated in fundraising for the local MSU Hillel Jewish Student Center - 2021
- Host Committee member, planning the 10 year anniversary celebration of the MSU Broad Museum Building designed by the late Zaha Hadid - 2022
- Secured 100K restoration grant from the state of Indiana for the renovation and restoration of a historic building in downtown Huntington, IN built in 1883 - 2022
- Wrote, Directed and Produced a 5-part short film series documenting the Huntington, IN restoration project- 2022