

Eliot Winder

winder.eliot@gmail.com | 805-729-7902 | linkedin.com/in/eliot-winder | Santa Barbara, CA — Open to Relocation

PROFESSIONAL SUMMARY

Festival Producer and Director of Live Events with 20+ years of end-to-end festival planning and large-scale event leadership. Co-founder of Lucidity Festival (3,500+ attendees; 8 consecutive sell-out years; \$200K budget across 800 vendors, staff, and artists). Currently Production Manager at UCSB Arts & Lectures: 100+ annual events across 11 venues, \$3M+ production budget, 50+ direct reports, full department head coordination. Festival circuit credits: Symbiosis, Envision, Enchanted Forest, Serenity Gathering (events up to 30,000 attendees). IATSE Local 442 Journeyman Stagehand. Electronic music roots as DJ and party crew founder — combining grassroots cultural authenticity with institutional production rigor to deliver world-class festival experiences.

CORE COMPETENCIES

Festival End-to-End Production

Department Head Coordination

Pressure Point Management

Festival Org Chart Design

Budget & P&L Management (\$200K–\$3M+)

Artist Relations & Rider Negotiation

Vendor Ecosystem (800+ vendors)

Site Operations & 3D Topographic Mapping

Permit Coordination & Local Agencies

Union Compliance (IATSE)

Staff Training & Development

Outdoor Concert Production

WORK EXPERIENCE

Lucidity Festivals LLC

Oct 2010 – Nov 2018 | Santa Barbara, CA

Event Producer / Co-Owner / Department Head — Production & Site Operations

- **Co-founded 3,500+ attendee integrated music and arts festival**; consistently sold out in advance of event date for 8 consecutive years.
- Created and managed \$200K festival budget across 800 vendors, staff, and artists; full P&L ownership from concept through wrap.
- Led all department heads across production, site ops, sound, artist relations, hospitality, and volunteer management; issued festival org charts and assigned pressure point managers.
- Designed and implemented complete site operations on greenfield property: power, water, sewage, stage placement, vendor layout, crew flow; created 3D topographic site maps.
- Coordinated licensed contractors for all hard-lined infrastructure; built volunteer delegation system for high-consequence, time-sensitive build and strike.
- Sourced and contracted all AV, sound, lighting, electrical, catering, and transportation vendors; liaised with industry-leading sound engineers for multi-stage integrated sound design.
- Managed staff and volunteer relations; gathered and applied customer feedback for continuous artistic and operational improvement across all 8 editions.

University of California, Santa Barbara — Arts & Lectures

Aug 2021 – Present | Santa Barbara, CA

Production Manager / Event Producer

- **Produces 100+ performing arts, film, lecture, and specialty events per year** across 11+ venues; supervises 50+ employees as head of the Production Services Department.
- Manages a production budget exceeding \$3 million annually; secures \$100,000+ per year in in-kind sponsorships and legacy donations as reporting lead for sponsor solicitation.
- Redlines technical and hospitality riders; negotiates directly with artists and artist management at world-class level across all production categories.
- Initiates and negotiates outside vendor contracts for sound, lights, LED walls, catering, livestream services, transportation, and accommodations.
- Serves as central event scheduler, approving use flows for 5 primary venues, 6 secondary venues, and residency schedules; hires and oversees Front of House Managers.
- Technical head for all event live streaming and hybrid event integration, from concept through execution; upholds IATSE union and collective bargaining agreements.
- Conversant on state and local ordinances for live events, venue use, and legal regulations related to contracted entertainment.

Spark Creative Events

Oct 2018 – Aug 2020 | Santa Barbara, CA

Production Manager

- Managed end-to-end production lifecycle for events ranging from intimate weddings to 4,000-attendee corporate events; managed 30+ vendor RFQ/RFI interfaces (\$100K–\$500K annual expenditures).
- Led 20+ employees; managed scheduling, budgeting, vendor contracting, payroll, and annual performance reviews; oversaw fleet of 10 trucks and 5 generators.

Independent Contractor — Production Services

Jan 2012 – Feb 2019

Festival & Event Production (50 – 30,000 attendees)

- **Major festival circuit:** Symbiosis Festival (Fleet Manager; Sound A2/Monitor Tech) · Envision Festival (Assistant Technical Manager) · Enchanted Forest Gathering (Sound, Lighting & Stage Manager) · Serenity Gathering (Mainstage FOH Sound) · Lunacy Festival (Production Manager) · Emerald Exchange (Production Manager, 2016–2018) · Star Star Roadhouse (Tech Director & FOH Sound, 2012–2016).
- Local production companies (Sound, Light & Electrical): Bella Vista Designs · Full Moon Audio · Automated Lighting Systems · Luners Pro Sound & Lighting · DSR Audio.

IATSE Local 442 Union

Jan 2014 – Present

Journeyman Stagehand

- Active union stagehand for contracted events at local venues; roles spanning initial site setup, sound/light management, and strike operations.

PRODUCTION HIGHLIGHTS

Lucidity Festival — Festival Founding & 8-Year Production Record

Built from zero: greenfield site ops, integrated multi-stage sound, 800-vendor ecosystem, artist programming, \$200K budget. Grew to 3,500+ attendees; sold out 8 consecutive years while maintaining community culture. Site design template used every year of operation.

UCSB Arts & Lectures — Production Department Rebuild

Restructured 50-person Production Services Department mid-flight (100+ simultaneous annual events): clarified roles, introduced tiered onboarding and performance review cycles, built communication and escalation systems. Resulted in improved staff retention and fewer show-day escalations.

Festival Circuit Portfolio — Electronic Music Production (2012–2019)

Nearly a decade of independent contractor work across the electronic music festival circuit: production management, stage management, FOH sound, fleet operations, and technical direction. Events ranging from 500 to 30,000 attendees across California and internationally.

EDUCATION

Self-Directed Industry Education

2005 – Present

20+ years of hands-on production experience across festivals, performing arts, corporate events, and higher education. IATSE apprenticeship and journeyman progression. Industry certifications across safety, audio networking, and equipment operation.

CERTIFICATIONS

IATSE Local 442 — Journeyman Stagehand

Active since 2014

OSHA 10 Certified

DANTE Network Certified

Forklift / VR Certified

Aerial Work Platform (Boom Lift) Certified

SKILLS

Production: Festival org chart design · Pressure point management · Site operations & 3D topographic mapping · Technical and hospitality rider negotiation · Live streaming & hybrid event technical direction · P&L management (\$200K–\$3M+)

Technical: Industry-standard sound & lighting consoles (FOH & monitors) · SketchUp · AutoCAD · DANTE audio networking · Live streaming platforms

Software: Asana · Salesforce CRM · FLEX Inventory Management · MS Office Suite · Cloud document services

Compliance: IATSE collective bargaining · State & local ordinances for live events · OSHA 10 · Venue services agreements