

## Midwinter Managers Meeting—Group 1 Agenda

*All times below are Eastern. Agenda subject to change.*

**Constituent Liaison:** Simon Woods, President and CEO  
[swoods@americanorchestras.org](mailto:swoods@americanorchestras.org)

**Meeting Location:** The Westin New York at Times Square  
270 W. 43rd Street, New York, NY 10036

### Sunday, January 26, 2025

Note: Group 1 and 2 will meet together on Sunday afternoon and separately on Monday.

**12:00pm–6:00pm Registration**  
New York Atrium, 9th Floor

**12:30pm–3:30pm Group 1 Meeting**  
Royale, 9th Floor

**12:30pm Group 1 and 2 Informal Meet and Greet**

**1:00pm–2:00pm Introductions**

#### **Orchestras and Conservatories: Update**

Simon Woods, President and CEO, League of American Orchestras  
Other speakers TBD

**2:00pm–2:15pm Break**

**2:15pm–3:30pm Discussion with Erika James: Crisis Leadership**

Facilitated by:

Matías Tarnopolsky, President and Chief Executive Officer, The Philadelphia Orchestra

Erika James, Dean of Wharton School, University of Pennsylvania

**4:00pm–5:00pm General Session**, featuring keynote by Dean Erika James  
Broadway Ballroom, 3rd Floor

Erika James, Dean of Wharton School, University of Pennsylvania.  
Simon Woods, President and CEO, League of American Orchestras

*Sponsored by Sametz Blackstone Associates*

**5:00pm–6:00pm Welcome Reception**

New York Atrium, 9th Floor

*Sponsored by Boomerang Carnets | CIB*

**7:00pm**                    **Group dinner: Location TBD**

**Monday, January 27, 2025**

**8:30am-11:00am**    **Registration**  
New York Atrium, 9th Floor

**8:00am-9:00am**    **Networking Breakfast**  
New York Atrium, 9th Floor

*Sponsored by Schiedmayer Celesta GmbH*

**9:00am-4:00pm**    **Group 1 Meeting (cont.)**  
Royale, 9th Floor

**9:00am-10:00am**    **Round Robin**

**10:00am-10:30am**    **League Updates**  
Simon Woods, President and CEO, League of American Orchestras  
Heather Noonan, Vice President for Advocacy, League of American Orchestras

**10:30am-11:30am**    **The Legal Landscape around Equity, Diversity, and Inclusion**  
Simon Woods, President and CEO, League of American Orchestras  
Heather Noonan, Vice President for Advocacy, League of American Orchestras  
Legal counsel to be confirmed

**11:30am-1:00pm**    **Lunch on your own**

**1:00pm-2:30pm**    **San Diego Symphony Case Study: Major Capital Projects from Genesis to the Finish Line and Beyond**  
  
Martha Gilmer, President and Chief Executive Officer, San Diego Symphony

**2:30pm-3:30pm**    **Uptick in Sales, including Subscriptions: What's Going On?**

Come prepared to share :

- An outline sales comparison from Fall 2019 to Fall 2024
- What's driving it?
- How are you building on it ?

**4:00pm-5:00pm**      **Cross-Constituency Debrief (Officers Only)**  
Royale, 9th Floor

***Generous support for the League's Midwinter Managers Meeting  
provided by:***

*Boomerang Carnets | CIB - Opening Reception  
Made Media – General Operating Support  
Sametz Blackstone Associates - Opening Session  
Schiedmayer Celesta GmbH - Monday Morning Networking Breakfast  
Stages Consultants – General Operating Support*

**Notice:** It is important to keep in mind antitrust rules governing competition that apply to this group discussion. While the agenda for this group includes discussion of a variety of issues that are crucial to orchestras' planning and strategies, the goal is not to agree on a single approach to these issues. With the benefit of analysis and discussion, each orchestra will be able to decide independently what course of action is best for its own organization. We ask you to avoid comments that relate to your orchestra's current or future plans for *ticket or event pricing (actual ticket prices, discount amounts), bargaining (including collective bargaining agreements or with vendors), or compensation.*