

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

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
Plymouth, 9th Floor

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

1:00pm–2:00pm Introductions

Orchestras and Conservatories

Report and discussion following the meeting that Simon Woods, Jim Roe, and Melia Tourangeau recently attended with the “Seven Springs”—the major conservatories and university music schools.

Simon Woods, President and CEO, League of American Orchestras
Melia Tourangeau, President & CEO, Pittsburgh Symphony
James Roe, President & Executive Director, Orchestra of St. Luke’s

Orchestra Music Licensing Association Update

Daniel Beckley, Executive Director, Kansas City Symphony

2:00pm–2:15pm Break

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

Facilitated by:

Matías Tarnopolsky, President and CEO, New York Philharmonic
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

The Art of Influence: Leadership and Organizational Culture
Erika James, Dean of Wharton School, University of Pennsylvania.
Keynote and Discussion with League President and CEO, Simon Woods

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: Molyvos**, 402 West 43rd Street, New York, NY 10036
www.molyvos.com

Monday, January 27, 2025

7:30am-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.)**
Plymouth, 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
Alexander Reid, Partner, BakerHostetler
(<https://www.bakerlaw.com/professionals/alexander-l-reid/>)

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

1:00pm-2:30pm **San Diego and St. Louis Symphonies Case Studies: Major Capital - Projects from Genesis to the Finish Line and Beyond**

Presentation and discussion (Martha Gilmer, Marie-Hélène Bernard)

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

Come prepared to share :

- An outline sales comparison, including details of subscriptions, memberships, and single tickets, between fall 2019 and fall 2024
- What's driving it?
- How are you building on it ?

4:00pm-5:00pm Cross-Constituency Debrief (Officers Only)
Plymouth, 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.*