League of American Orchestras

## **Building a Compelling Case**

June 13, 2025



Charlotte Symphony Orchestra

## More than music...

## A Community Origin

- Founded as a community orchestra in 1932 by Guillermo de Roxlo, a Spanish conductor/ composer who emigrated with his family to Charlotte from Cuba
- Oldest continuously operating orchestra in the Carolinas
- Sponsored by the Charlotte Parks and Recreation Commission
- No major benefactor(s) to build up a large endowment, like many cities
- Temporary city-pooled funding for Arts eliminated
- Need to build a substantial endowment to create a sustainable model

## NEW ORCHESTRA Well Received

Large Crowd of Music Lovers Present at First Public Appearance of Organization.

#### BY HAZEL MIZELLE

Charlotte's Symphony orchestra made its first public appearance yesterday afternoon with a presentation that brought splendid ap-

The 1932 Charlotte Symphony Orchestra



# **C** Know Your City—Facts about Charlotte



- Ambitious growth—one of the fastest-growing cities in the US
  - Often seen as Atlanta's smaller cousin, Charlotte is quickly crafting its own legacy—rooted in innovation, culture, and community.
- Growing prominence as regional healthcare hub
- City investing in equity and access for all
- Explosive growth of neighboring towns in the Charlotte Metropolitan Area
- More than banks and football—criticism of Charlotte as limited to a banking and sports town

## Reaching Beyond the Concert Hall is Important to Emphasize

HARLOTTE SYMPHONY ORCHESTRA

# Articulating CSO's Work in Schools

- CSO partners with Charlotte Mecklenburg Schools to soften public funding cuts
  - 445 students served through school lessons
  - CSO acquires instruments for students for instruction
  - CSO coaches, consults, and mentors 25 teachers annually
- CSO reaches 12,000 fifth-graders in 120 schools, through One Musical Family
- Four youth orchestras, serving over 200 students
  - 70% of participants identify as students of color



## Link Economic Development and City Image to the Orchestra

- Symphonies are iconic symbols of a vibrant city; the financial failure of an orchestra is damaging to the city's reputation
- Arts are an important corporate recruitment and retention tool
  - Employees relocating here have expectations of amenities found in other large cities like New York, Boston, Chicago, and San Francisco
- CSO is the largest employer of performing artists in Charlotte



## How the Charlotte Symphony Reaches the Community

- 150+ concerts/programs each year, reaching 150,000+ people
  - Classical, Pops, Film, Family
- Resident orchestra for Charlotte Ballet and Opera Carolina
- Serves as ambassador for major civic events across city life
- Serves as tool for interfaith gatherings
  - Jewish community commemorations, Gospel choir collaborations, etc.
- Brings live music to regional audiences regardless of the ability to pay
- Musicians perform for local weddings, funerals, bar mitzvahs, etc.

## Play on the City's Competitiveness in Charlotte: WRONG League on Symphony Endowments







# Use Key Developments to Add Energy to Your Fundraising



CSO Appoints New Music Director Kwamé Ryan

# Kwamé Ryan: A Global Citizen



- Born in Canada and raised in Trinidad
- Studied Music at Cambridge University
- Former General Music Director of Freiburg Opera
- Former Musical and Artistic Director of the National Orchestra of Bordeaux Aquitaine
- New York Philharmonic debut in May 2024
- Washington National Opera debut in May 2025
- The Metropolitan Opera debut in December 2025

Funders invest in leadership, both artistic and administrative with vision and big ideas!

# \$50 Million Campaign Launched

- \$40M for endowment
  - Added to current \$12M
  - New total of \$52M will generate between \$1.5M & \$2M per year
- \$10M for operating support while endowment is vesting

### Total Raised to Date: \$50.1M

Rather than make our case, we developed a donor-centric approach that matched the philanthropic goals of the leading philanthropists in our community.

Active volunteer leadership as solicitors was key: people give to people!

# What are the elements of your narrative?

- Know your strengths
- Know your unique qualities
- What do you add to the community?
- Recognize what you do that resonates in the community
- What are the realities and aspirations of your city?
- What would be lacking if your organization did not exist?
- Be realistic about your reputation
- Own your history, warts and all



- Artistic Excellence
- Financial stability
- Beloved in the community
- Amazing education programs
- Creative programs to educate people about repertoire
- Programs with seniors or people in transition

# **Elements That Resonate in the Community**

- Classical/Pops/Film/Family concerts
- Concerts in the Parks
- Concerts in the schools
- Presence of orchestra musicians living in your city; what would the city be like without them?
- Concerts in under-resourced communities
- Concerts in stadiums
- Teaching in the public schools

# **The Realities and Aspirations of Your City**

- Regional cultural hub
- Sports town that needs cultural diversity
- City that gets viewed as one dimensional
- Competitive city wanting to be viewed on the same level as other large cities
- Growing city that wants to offer all cultural amenities
- Businesses want to be able to attract and retain talent
- City with a rich cultural history that has waned with a lack of resources and attention
- Prospering city with resources going to areas other than arts
- Large ethnic communities to whom outreach would be wise?
- City whose businesses have declined



- Excellent across the board
- For the elite
- For a small group of cultural literati
- A community-based organization
- Out of touch
- Financially challenged
- Poor leadership
- People not aware of your orchestra's community outreach
- Showpiece of the city
- Simply not known or irrelevant



- Excellent history of concerts
- Poor management
- Beloved in the community
- Orchestra strongly identified with the image of the city
- Financially on the edge
- Known for reaching people across the community
- Past that includes raiding endowment funds in challenging times
- Some conductors beloved and others not



- Help us reach inhabitants across the metropolitan region into neighboring counties
- Become a cultural leader in the region
- Reach all districts of your city
- Become known for a special repertoire: does that match the heritage of your city's early inhabitants?
- For every citizen to be proud of its city's symphony

Elevating, celebrating, and orchestrating a campaign to build awareness and engagement—and bring forward the state's rich heritage of orchestras Steve Collins Hartford Symphony Orchestra Dan Kohn Orchestra Lumos Roger Sametz Sametz Blackstone

connection Occhestna Orchestna

March 202

## **Why Connecticut Orchestra Month?**

#### Opportunity

- Connecticut has the greatest concentration of orchestras per capita
- Orchestras are (literally) in people's back yards
  - but they may not know it...
  - and have never experienced orchestral music
- Chance to harness our strengths and break down barriers

#### Goals

- Raise awareness and engagement
- Attract new, more diverse audiences
- Elevate, celebrate, orchestrate!
- Build a foundation to increase connection to civic leaders and media

### **Getting started**

#### Leadership partners

- Hartford Symphony Orchestra, Steve Collins
- New Haven Symphony Orchestra, Elaine Carroll
- Orchestra Lumos, Russell Jones
- Brand / communications consultants, Sametz Blackstone

#### Pilot program: March 2025

Will it work? What can we learn?

#### • Really tight timeframe!

### **Engaging others + building consensus**

"Recruitment" zoom sessions across the state

#### Participation

- No cost: list in orchestra directory
- Financial participation = annual budget x .001
  - directory, marketing assets, event listing

#### Signed up 29 orchestras, 19 towns, 48 concerts



## Bringing the idea to life

Guiding criteria: accessible, welcoming, break down barriers

### Brand identity

- Logo: a "badge" easily used by others, will hold up over complex imagery, have "legs" for subsequent years
- Color palette: bright, vibrant, energetic, celebratory... not complicated
- Typography: bold, informal, freely available to all orchestras

#### High-level messaging

Inviting, straightforward, benefit- and outward-focused

#### Website

- Punchy, easily navigable and maintained, future-focused
- Social, ad, and email assets
  © Sametz Blackstone Associates





### **Color palette**

#### Warm



#### Cool



### Logo: building in flexibility



### **High-level message: about**

Connecticut Orchestra Month celebrates the essential role that orchestras play in our diverse communities, provides extraordinary experiences for people from all regions and backgrounds, and spotlights the many gifted musicians who make our state home.

This March celebration showcases the significant cultural, economic, and educational impact that orchestras have statewide. Through performances, educational events, and additional programming, Connecticut Orchestra Month illuminates how our orchestras enrich lives and are central to providing the vibrant arts opportunities that make our state a great place to live, work, and visit.



### All music, all CT, all March

29 orchestras. 19 towns. 48 concerts.



© Sametz Blackstone Associates

This March, come celebrate our state's extraordinary musical talents! With classic masterpieces, beloved movies with live scores, diverse musical styles, exciting new works, and more, Connecticut Orchestra Month is your chance to explore—and find the music that's perfect for you.

All across the state, 29 Orchestras are bringing you captivating concerts and educational programs: a month of inspiring experiences and dazzling date nights, lighthearted family fun and virtuosic feats.

#### YOUR ORCHESTRAS



#### GC

Connecticut Orchestra Month is an opportunity for orchestras to work together to raise awareness of the excellent live performances and education programs that we offer throughout the state! Whether you're new to orchestras or a devoted classical fan, you and your family can discover a nearby concert to experience in the month of March (and beyond)!

#### **Elaine Carroll**

CEO, New Haven Symphony Orchestra

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#### **Great Music is Never Far**

Connecticut Orchestra Month brings you music from professional, community, collegiate, and youth orchestrasstatewide, all month long!



© Sametz Blackstone Associates

Experience the magic of live music with Connecticut Orchestra Month! Led by the Hartford Symphony Orchestra, New Haven Symphony Orchestra, and Orchestra Lumos, this statewide celebration brings together incredible musicians from across Connecticut.

Participating Orchestras include:

1. American Chamber Orchestra • Norwalk • Community 2. Cheshire Symphony Orchestra • Cheshire • Community 3. Civic Orchestra of New Haven • New Haven • Community 4. Connecticut College Orchestra • New London • Collegiate 5. Connecticut Symphony Orchestra • West Hartford • Community 6. Eastern Connecticut Symphony Orchestra • New London • Professional 7. Farmington Valley Symphony Orchestra • Farmington • Community 8. Greater Bridgeport Symphony • Bridgeport • Professional 9. Greater Connecticut Youth Orchestras • Fairfield • Youth 10. Greenwich Symphony Orchestra • Greenwich • Professional 11. Hamden Symphony Orchestra • Hamden • Community 12. Hartford Symphony Orchestra • Hartford • Professional 13. Manchester Symphony Orchestra and Chorale • Manchester • Community 14. New England Chamber Orchestra • New London • Professional 15. New Haven Symphony Orchestra • New Haven • Professional 16. Norwalk Gamer Symphony Orchestra • Norwalk • Community 17. Norwalk Symphony Orchestra • Norwalk • Professional 18. Orchestra Lumos • Stamford • Professional 19. Orchestra New England • New Haven • Professional 20. Ridgefield Symphony Orchestra • Ridgefield • Professional 21. Southeastern Connecticut Community Orchestra • Waterford • Community 22. The Hartt Community Division • West Hartford • Youth 23. Torrington Symphony Orchestra • Torrington • Community 24. University of Connecticut Symphony Orchestra • Storrs London • Collegiate 25. Waterbury Symphony Orchestra • Waterbury • Professional 26. West Hartford Symphony Orchestra • West Hartford • Community 27. Western Connecticut Youth Orchestra • Ridgefield • Youth 28. Willimantic Orchestra • Willimantic • Community 29. Yale Symphony Orchestra • New Haven • Collegiate





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### **State-wide campaign**



All across the state, 29 Orchestras are bringing you captivating concerts and educational programs: a month of inspiring experiences and dazzling date nights, lighthearted family fun and virtuosic feats.





THIS MARCH Experience the power of LIVE MUSSICE



This month-long celebration offers something for everyone from timeless classical masterpieces to beloved movie scores, dynamic new works, and more!

29 orchestras will spotlight the vital role that orchestras in Connecticut play in the state's cultural life and in the arts education of



### **Getting the word out**

#### For Immediate Release

Media Contact: Name, Title Email I Phone Number

#### [Insert Orchestra Name] Joins 28 Orchestras Statewide in Celebrating Connecticut Orchestra Month This March

CONNECTICUT (February 12, 2025) — [Insert Orchestra Name] will join 28 other orchestras this March to celebrate *Connecticut Orchestra Month*, a statewide initiative that highlights the joy and accessibility of live orchestral music.

Connecticut Orchestra Month spotlights the vital role that orchestras in Connecticut play in the state's cultural life and in the arts education of students across the state. The 29 orchestras which are participating in Connecticut Orchestra Month illustrate the richness of Connecticut's orchestral resources. Together, they represent:



- 2,400 musicians performing in orchestras across Connecticut.
- 282 performances taking place each year, reaching audiences of over 186,000 people.
- 350 community and educational events engaging 45,000 student participants, including students at 230 schools.

Audiences across Connecticut and in [insert orchestra town] can experience a wide variety of performances, from classic masterpieces and live film scores to diverse musical styles and exciting new works. With 29 participating orchestras offering captivating concerts and educational programs, the month promises something for everyone—whether it's an inspiring evening out, a dazzling date night, or a fun-filled family outing.

#### As part of the musical celebration, [Insert Orchestra Name] will present:

[list performances and events if available].

First-time concertgoers and seasoned audience members alike are encouraged to attend and experience the power of live orchestral music.

[Insert Orchestra Name Leadership Name] says: "[Quote from Music Director or Executive Director, e.g., 'Connecticut Orchestra Month is an exciting time for orchestras across the state. It provides an opportunity to share our music with new audiences and showcase how accessible and meaningful orchestral performances can be.']"







About Connecticut Orchestra Month

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### **Mobilizing in March**

• 90% of orchestras engaged their audiences



### **Mobilizing in March**



Mozart's Requiem | March 14-16 Notes and Narrative with Clayton Stephenson | March 18 Harry Potter and the Deathly Hallows Part 1 in Concert | March 29





### **Mobilizing in March**



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350 community and educational events engaging 45,000 student participants, including students at 230 schools.





#### 🔶 Al Overview

In 2025, Connecticut celebrates <u>Connecticut Orchestra Month</u> in <u>March</u>. This initiative highlights the state's vibrant orchestral scene and the 29 orchestras that participate. The month features numerous performances, educational programs, and community events, showcasing the joy and accessibility of live orchestral music.

#### Here's a more detailed look: 🥏

#### Purpose:

Connecticut Orchestra Month aims to raise awareness of the state's orchestras and their contributions to culture, education, and the arts.

Show more 🗸

#### Hartford Symphony Orchestra

https://hartfordsymphony.org > the-hartford-symphony...

#### The HSO Joins with 28 CT Orchestrs to Celebrate ...

Feb 13, 2025 — Connecticut Orchestra Month is a statewide celebration of the vibrant orchestral scene across Connecticut. With 29 participating orchestras ...

New Haven Symphony Orchestra https://newhavensymphony.org > News

#### NHSO Joins 28 Orchestras Statewide to Celebrate ..

Feb 11, 2025 — Connecticut Orchestra Month is a statewide celebration of the vibrant orchestral scene across Connecticut. With 29 participating orchestras ...

#### Musical America

https://www.musicalamerica.com > news > newsstory

#### By Orchestra Lumos

Feb 12, 2025 — Connecticut Orchestra Month is a statewide celebration of the vibrant orchestral scene across Connecticut. With 29 participating orchestras ...

#### Connecticut by the Numbers

https://ctbythenumbers.news > ctnews > celebrate-the-mu...

#### Celebrate the Music! March is Connecticut Orchestra Month

Mar 3, 2025 - March is being celebrated around the state as Connecticut Orchestra Month. Across the

#### Connecticut by the Numbers

https://ctbythenumbers.news > ctnews > celebrate-the-mu...

#### Celebrate the Music! March is Connecticut Orchestra Month

Mar 3, 2025 — March is being celebrated around the state as Connecticut Orchestra Month. Across the state, 29 Connecticut Orchestras have joined together ...

#### Visit Connecticut

The HSO

Celebrate

Feb 13, 202

Orchestra -

Hartford

NHSO Joi

Celebrate

Feb 11, 20

http://ctvisit.com > articles > celebre-el-mes-de-la-orquest...

#### Celebrate Connecticut Orchestra Month

Mar 15, 2025 — March is the perfect time to experience it, as orchestras statewide are joining together to celebrate Connecticut Orchestra Month. ... CT ...

#### Instagram · hartfordsymphony

60+ likes · 2 months ago

#### It's officially Connecticut Orchestra Month! March is here, ...

It's time to celebrate Connecticut Orchestra Month! From timeless classics to exciting new works, there's a concert for everyone to enjoy this month.

#### Hey Stamford!

https://www.heystamford.com > celebrating-connecticut-...

#### Celebrating Connecticut Orchestra Month with Stamford's ...

Feb 24, 2025 – This statewide celebration highlights the rich cultural landscape of live orchestral music and makes it more accessible to audiences of all ages ...

Facebook · Norwalk Symphony Orchestra

9 reactions · 2 months ago

#### Norwalk Symphony Orchestra

Connecticut Orchestra Month has begun! 29 orchestras statewide join in celebrating Connecticut Orchestra Month for the month of March which ...

#### WTNH.com

https://www.wtnh.com > on-air > nyberg > nyberg-celebr...

#### Nyberg: Celebrate orchestra month with Connecticut's 29 ...

Feb 19, 2025 — March is orchestra month in Connecticut a time to celebrate with the 29 orchestras that we have across our state.

Instagram · hartfordsymphony 10+ likes · 3 months ago



#### Hartford Symphony Orchestra | Celebrate Connecticut ...

hartfordsymphony on February 12, 2025: "Celebrate Connecticut Orchestra Monthl



INSPIRATION

CELEBRATE CONNECTICUT ORCHESTRA MONTH

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### Looking to the future

### Build on all we've learned—and the buzz generated

Boost from the League on April 15: Simon convened
CT orchestra leadership to celebrate CT Orchestra Month

### Ideally...

- Build in longer lead time
- Expand participation
- Market more strategically

### Potentially...

- Expand website event calendar to year-round
- Collaborate on artistic themes, repertoire, artists
- Host CT legislator / tourism awareness events

© Sametz Blackstone Associates

# Thank you

# Orchestra Month

March 202

onnection

Steve Collins Hartford Symphony Orchestra SCollins@hartfordsymphony.org

Dan Kohn Orchestra Lumos dkohn@orchestralumos.org

Roger Sametz Sametz Blackstone roger@sametz.com



Our commitment in this next era is to foster "Artistic-Driven Civic Leadership," by being an organization that is accessible to all people and a vital public service supporting the reach and vitality of the performing arts for all citizens.



## free events!

Unprecedented initiative; a series of free concerts and events across the state of Kentucky

### 32,00 Kentuckians

Since November 2022, reached over 32,000 Kentuckians in 40 counties over 139 events

### collabs

Collaborations with award winning artists including Michael Cleveland & Flamekeeper, Chris Thile, Tessa Lark, and Ben Sollee

For more information on In Harmony, see <u>here</u>





# Collaborations



Michael Cleveland & Flamekeeper In Harmony Tour with Louisville Orchestra Chris Thile In Harmony Tour with Louisville Orchestra







# Social Media





### **Funding & Lobbying Strategy**

- What social and political opportunity are you helping lawmakers to solve?
- Hire a lobbyist non-negotiable
- Do your research with lawmakers these are going to be personal relationships you build
- This is a continual effort listen to your lobbyist
- Every decision is put through a political lens
- Ask for what you want big numbers don't scare lawmakers. Small vision will make them lose interest
- This is hard and the most rewarding work you will do.



Dan Mosely, Judge Executive of Harlan County



# Happy Top Park - Beattyville, KY



### **Mobile Stage**



- Allows access and CBA align performance spaces for community engagement services.
- More strategic footprint while on tour.
- Literally can have a stage anywhere, eliminating performance barriers.





League of American Orchestras

## **Building a Compelling Case**

June 13, 2025