

Midwinter Managers Meeting—Executive Directors, Group 2 Agenda

All times below are Eastern. Agenda subject to change.

Constituent Liaison: Heather Noonan, Vice President for Advocacy
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Monday, January 26, 2026

12:30pm-3:00pm **Introductions**

Group 2 Case Studies

Hear from your peers' experience in distinct case studies of problems solved or lessons learned in the role of an executive, and offer insights from your vantage point.

Break from 2:00-2:15pm

3:00pm-3:30pm **League Update with Simon Woods and Heather Noonan**

Feedback on League Strategic Priorities
Conservatory Conversation Update

3:30pm-4:00pm **Break**

4:00pm-5:00pm **General Session**

Navigating the Great Intergenerational Wealth Transfer with Laura MacDonald, Benefactor Group

Nearly \$124 trillion will transfer across generations by 2048—an unprecedented shift with profound implications for philanthropy. In this session, Laura will examine how donor behaviors evolve across generations and how orchestras can position themselves for long-term resilience. She will discuss ways to turn this research into adaptive approaches that deepen donor engagement and support lasting mission impact.

Speaker: Laura MacDonald, President and Founder, Benefactor Group

Tuesday, January 27, 2026

9:00am-10:00am **Trends in Philanthropy: Q & A with Laura MacDonald, Founder, The Benefactor Group**

Join keynote speaker Laura MacDonald, a nationally recognized expert in philanthropy, fundraising, and organizational endowments, for an

interactive hour focused on elevating your fundraising strategy. We'll gather your questions and reflections during the opening session to share with her in advance—but please also bring your real-time, burning fundraising questions.

Speaker: Laura MacDonald, President and Founder, Benefactor Group

10:00am - 10:30am Break

**10:30am-12:00pm Capacity-Building in Two Parts:
Strong Governance Partnerships and Organization-Wide
Approaches to Contributed Revenue**

Activating the full board and strengthening board chair partnerships are key to organizational health. And taking an all-of-organization approach to fundraising can make a measurable difference in contributed income. The League's Director of Learning & Leadership Programs, David Styers, will join us as we discuss new ideas and proven strategies that build your orchestra's capacity.

12:00pm-12:30pm Closing Tailwinds Roundtable

Return to topics that surfaced during the meeting and share your latest good news.

**Generous support for the League's Midwinter Managers Meeting
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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.