

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
hnoonan@americanorchestras.org

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

Monday, January 26, 2026

11:30am-6:00pm **Registration**
Broadway Foyer, 3rd Floor

12:30pm-3:30pm **Executive Directors, Group 2 Constituency Meetings**
Booth Boardroom, 3rd Floor

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.
(Case studies—30 minutes per case with a 15-minute break)

3:00pm-3:30pm **League Update with Simon Woods and Heather Noonan**
Feedback on League Strategic Priorities
Conservatory Conversation Update

4:00pm-5:00pm **General Session**
Broadway Ballroom II and III, 3rd Floor

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.

5:00pm-6:00pm	Welcome Reception Ambassador III, 2nd Floor Sponsored by Boomerang Carnets / CIB
7:00pm	Group Dinner: Location of pay-your-way dinner. Please RSVP to: sebastiansack@laco.org

Benoit New York
60 West 55th Street
New York, NY 10019
Between Fifth & Sixth Avenues
www.benoitny.com

Tuesday, January 27, 2026

7:30am-11:00am	Registration Broadway Foyer, 3rd Floor
8:00am-9:00am	Networking Breakfast Broadway Foyer, 3rd Floor Sponsored by Notation-AI
9:00am-4:00pm	Executive Directors, Group 2 Constituency Meetings Booth Boardroom, 3rd Floor
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-10:15am	Break
10:15am-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-1:30pm	Lunch on Your Own
1:30pm-3:00pm	The Big Why: What Business are we in? Hear the findings of a recent study of the Charlotte Symphony by renowned strategic consulting firm McKinsey & Company, which included some comparative, opinion-seeking interviews with 10 other orchestras' CEOs from Group 1 and Group 2. Reflect on what our communities are asking of us and what may have to change within our organizations to better respond to these community needs. How might orchestras be required to adapt—what do we need to invest in and what do we need to let go of—as we answer the question of relevance?
3:00pm-3:15pm	Break
3:15pm-4:00pm	Tailwinds Roundtable/Open Discussion Return to topics that surfaced during the meeting and share your latest good news.
4:00pm-5:00pm	Cross-Constituency Debrief (Officers Only) Broadway I, 3rd Floor

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

Boomerang Carnets | CIB
Classical Movements
Double Eagle
Notation AI
Sametz Blackstone
Stages Consultants

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.