

## **Midwinter Managers Meeting—Group 1 Agenda**

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

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

**Meeting Location:** Zoom. Details to follow

### **Monday, January 26, 2026**

**2:00pm-2:30pm**

#### **Welcome**

#### **League Update**

- Advocacy update
- “Intensives” update
- Conservatories
- League Strategic Priorities FY27-29: feedback

**2:30pm-3:30pm**

#### **Audience Trends**

- Trends in attendance/earned revenue
- Strategies that are working: examples from across Group 1.

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

Break

**4:00pm-5:00pm**

#### **General Session**

#### **Fundraising for What’s Next: Preparing for the Great 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.

**Tuesday, January 27, 2026**

- |                       |  |
|-----------------------|--|
| <b>12:00pm-1:00pm</b> | <b>Fundraising and Philanthropy</b><br>Discussion with <a href="#">Laura MacDonald</a><br>(following her Monday keynote)   |
| 1:00pm-1:30pm         | Break  |
| <b>1:30pm-3:00pm</b>  | <b>Building a Culture of Curiosity: An Organization's Superpower in the Age of AI</b><br>Discussion with <a href="#">Nathan Chappell</a><br>Facilitated by Martha Gilmer |
| <b>3:00pm-3:30pm</b>  | <b>Debrief</b> on philanthropy and AI conversations<br><b>Other business and wrap-up</b>   |

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

*Boomerang Carnets | CIB  
Classical Movements  
Double Eagle  
Notation AI  
Sametz Blackstone Associates  
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.*