

ORCHESTRAL 2015 SUMMIT SCHEDULE

Venue: Macquarie Group, 50 Martin Place, Sydney. Enter via Elizabeth or Castlereagh Street.

Day 1 – Thursday 26 November 2015

9.00am Registration, networking, coffee/refreshments *Conference Room 1, Level 10*

9.45am Official opening/welcome by Tony Grybowski,
CEO of the Australia Council for the Arts *Conference Room 2, Level 10*

10.00am Session 1 – The Mind of a Donor (Russell Willis Taylor) *Conference Room 2, Level 10*

Private philanthropy is playing an increasingly important role in the sustainability of arts organisations. Individual giving is the fastest growing area of global philanthropy, and the donors of today have a very different approach to their philanthropy than the donors of the past generation. Without understanding what donor expectations are, we run the risk of mortgaging our organizations to the aspirations of others, often without realizing that this is what we are doing. How can we understand and educate the donors of tomorrow so that their wish to do good supports our wish to do well?

Russell Willis Taylor will examine how we can anticipate donor behaviour from a diverse group of funders, and how to develop an institutional strategy that works for your particular orchestra.

11.15am Morning tea/networking *Conference Room 1, Level 10*

11.30am Session 2 – Individual Philanthropists: What represents success? (Antonia Ruffell) and Donor Panel *Conference Room 2, Level 10*

The Australian philanthropic scene is still different to that of America. What's happening here, how do orchestras engage with donors, what represents success from the philanthropists' perspective?

CEO of Australian Philanthropic Services, Antonia Ruffell, will provide an overview of current trends in Australia, and provide insights into private ancillary funds (PAFs) and the ways in which major donors are using them to structure their philanthropy. Antonia's presentation will be followed by a panel session featuring SSO donors Terrey Arcus, Jane Morschel and Tom Breen, who will share their views on philanthropy. The panel will be moderated by SSO's Director of External Relations, Yvonne Zammit.

1.00pm Lunch/networking *Conference Room 1, Level 10*

2.00pm Constituency Meeting – Chief Executives (Chaired by Nicholas Heyward) *Conference Room 2, Level 10*

Constituency Meeting – Artistic Administrators (Chaired by Ben Schwartz) *Conference Room 1, Level 10*

Constituency Meeting – Development (Chaired by Rosemary Swift) *Board Room 4, Level 11*

5.15-6.15pm Drinks/networking provided by Macquarie Group *Terrace, Level 10*

Delegates are free to make their own plans for the evening.

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Day 2 – Friday 27 November 2015

9.30am Registration, networking, coffee/refreshments *Conference Room 1, Level 10*

10.00am Session 3 – Governance for Tomorrow (Russell Willis Taylor) *Conference Room 2, Level 10*

Governing bodies for cultural institutions around the world are having to adapt to new roles, new responsibilities, and a new level of scrutiny that can originate with social media as often as with a regulatory body. One of the top three reasons for nonprofit leadership burnout is having to work with “difficult” boards — but the board that is intentionally difficult is very rare indeed. We need boards to guide our work and help us attain the resources, reputation and influence required to achieve our mission. How can groups of people who genuinely want to help the organization fulfill its mission become the highest performing teams possible as a governing body, and what might we learn about managing and motivating these governing boards so that they become a unique asset for the organization and for its audiences?

This session will look at social theory as it can be practically applied to creating the best boards possible. Particular note will be given to how to manage team dynamics in a new way, how to create active advocates by engaging a board, and how to nurture the next generation of board leadership.

11.15am Morning tea/networking *Conference Room 1, Level 10*

11.30am Session 4 – Reports from Professional Development recipients *Conference Room 2, Level 10*

A number of staff from the orchestras have received Professional Development grants from SSI to attend conferences, courses and placements with orchestras overseas. This session will include presentations by:

- Gaelle Lindrea (Director of Philanthropy, QSO), experienced the Patron Growth program at the League of American Orchestras conference
 - Eleasha Mah (Artistic Administration Manager, SSO), visited US orchestras to examine symphonic interdisciplinary partnerships and cross-over collaborations
 - Anna Melville (Artistic Administrator, ACO), attended the Association of British Orchestras conference in Leeds and undertook a secondment with the London Philharmonic Orchestra.
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1.00pm Close

Symphony Services International is grateful for the support of the Macquarie Group Foundation and the Australian Government through its arts funding and advisory body, the Australia Council.