

THE 21ST ANNUAL CONFERENCE AUGUST 10-12, 1989 THE CENTRE PLAZA HOLIDAY INN HOSTED BY THE FRESNO PHILHARMONIC





Artists Roster 1990-91

Sopranos

Martina Arrovo Martina Arroyo Julianne Baird Judith Blegen Barbara Bonney Karen Bureau * Teresa Cahill Kaaren Erickson Kaaren Erickson Sylvia Greenberg * Lorna Haywood Beverly Hoch Rita Hunter Julie Kierstine Young Mi Kim Bretta Lundell Bretta Lundell Edith Mathis * Andrea Matthews Kay Paschal Nadia Pelle Donna Robin Nancy Shade Mary Shearer Gudrun Volkert * Siv Wennberg Karen Williams

Mezzo-Sopranos

Karen Brunssen D'Anna Fortunato Shirley Love Judith Malafronte Patricia Miller Marta Senn Patricia Spence Melissa Thorburn Wendy White Margaret Yauger

Contraito

Jane Henschel

Tenors

Riccardo Calleo • Carroll Freeman Jon Garrison David Gordon David Gordon Marcus Haddock Grayson Hirst Richard Leech Warren Mok William Neill Rodney Nolan Glenn Siebert Glenn Siebert Edward Sooter Frederick Urrey Louis Welcher • Heinz Zednik * Jianyi Zhang

Baritones

Walter Berry *
Keith Buterbaugh
Rodney Gilfry
Håkan Hagegård * Håkan Hagegård * Ben Holt Nickolas Karousatos Chester Ludgin Urban Malmberg * Kevin McMillan William Parker Julian Patrick Peter Van Derick

Basses

Basses
Richard Best
Michael Burt
John Cheek
Terry Cook
Richard Cross *
Mark S. Doss
Herbert Eckhoff
Leslie Guinn
John Ostendorf
Stephen Owen Stephen Owen Marius Rintzler Malcolm Smith Dieter Weller * Andrew Wentzel

Conductors

Marin Alsop *
Erich Bergel
Aaron Copland •
David Effron •
David Epstein •
Bruce Ferden •
Heinz Fricke * Heinz Fricke *
Leopold Hager *
Patricia Handy *
Skitch Henderson *
Isaiah Jackson *
Berislav Klobucar *
Michael Korn * Michael Korn *
Fabio Mechetti *
Reinhard Peters *
Joel Revzen
Thomas Schuback *
Klauspeter Seibel *
Yoshimi Takeda * Loris Tjeknavorian

Stage Directors

James de Blasis Bodo Igesz Thaddeus Motyka Richard Pearlman Sarah Ventura *

Stage & Costume Designer

Guenther Schneider-Siemssen *

Ory Shihor *

Violinists

James Buswell *
Stephanie Chase
Glenn Dicterow
Christiane Edinger
Aaron Stolov *
Peter Zazofsky

Wolfgang Laufer • Siegfried Palm * Leslie Parnas * Gustav Rivinius * Marcy Rosen *

Harpist

Heidi Lehwalder *

Flutist

Bonita Boyd

French Horn

Hermann Baumann *

Oboist

Franck Avril *

Guitar

David Tanenbaum *

Selected singers are available for recital evenings of vocal duets, trios and quartets

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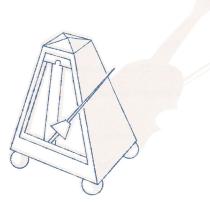
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Orchestras Preparing For The Nineties

21st Annual Conference

of the

Association of California **Symphony Orchestras**



hosted by the

Fresno Philharmonic Orchestra Andrew Massey, Music Director

> August 10 - 12, 1989 Centre Plaza Holiday Inn Fresno

FROM ACSO'S PRESIDENT



Dear Friends,

On behalf of the Board of Directors and staff, I welcome you to Fresno and to ACSO's 21st Annual Conference.

Our yearly meetings

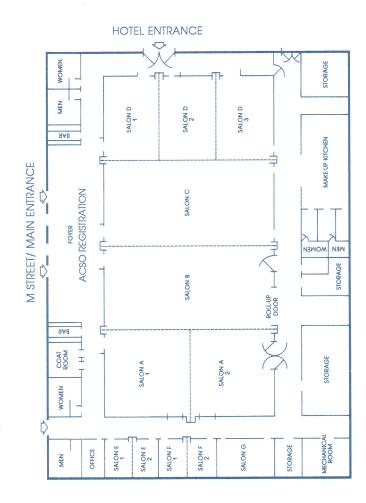
together are important in building and sustaining the relationships and network for mutual support that are vital to each of us and our orchestras. Thank you for your involvement and participation, without which our sessions together would have less impact. The statewide network of individuals and orchestras is integral to our growing strength as an Association.

As we look to the Nineties and take stock in the history and current position of our orchestras, I clearly believe there will be changes. As music sustains our souls, our audiences must sustain our institutions. I hope you find that this conference meets your needs, answers your questions, and helps with the transition into the Nineties.

Have a great conference!







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Guillermo Fierens

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Margaret Cusack Ruth Golden Nikki Li Hartliep Constance Hauman Elizabeth Holleque Linda Kelm Marilyn Mims Laurinda Nikkel Carmen Pelton Faye Robinson Christine Seitz Carol Webber

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4-400 Larry Balakian, President, Fresno Philharmonic Orchestra Louis G. Spisto, Executive Director, Pacific Symphony Orchestra

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Host Orchestra

The Fresno Philharmonic Orchestra

YIrene Klug Nielsen, General Manager Phoebe Farnam, Development Director Marjorie Imfeld, Board of Directors, Volunteer Coordinator

Conference Registration & Tickets: Foyer

Hours: Thursday, August 10 8:00 am 5:00 pm 8:00 am 5:00 pm Friday, August 11 Saturday, August 12 8:00 am 12:00 pm

Conference registration and special event tickets can be paid for by cash or check only payable to ACSO. Tickets for meals or concerts cannot be exchanged or refunded.

Display Area • Message Board • Orchestra Brochures Artists Managers' Brochures & Rosters

Note: Due to the size of the meeting rooms, smoking will be limited to session breaks.

> Please wear your name badge at all times.

Brochure design and cover illustration by CHASEDESIGN, Sacramento, CA

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The Association of California Symphony Orchestras gratefully acknowledges the support of its many good friends whose contributions help ACSO to continue its service to the orchestra community.

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HURSDAY, AUGUST 10, 1989

8:00 am - 5:00 pm Foyer

CONFERENCE REGISTRATION

9:00 am - 11:00 am Salon D2

ACSO BOARD OF DIRECTORS

11:00 am - 12:30 pm Salon D1

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12:45 pm - 2:15 pm Salon C



Zdenek Macal

OPENING LUNCHEON

Speaker:

Zdenek Macal, Music Director, Milwaukee Symphony,

San Antonio Symphony

ale sold the Holder

HURSDAY, AUGUST 10, 1989 Continued

DEVELOPMENT Bradley G. Morison,

Julie Gordon Dalgleish

OPENING GENERAL SESSION

THE FUTURE OF AUDIENCE

and Julie Gordon Dalgleish, coauthors of Waiting in the Wings and

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the past, present and future of

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These two dynamic individuals don't

what's possible in attendance. Just the

believe you've reached the limits of

limits of the methods you're using.

Keynote speakers Bradley G. Morison

2:30 pm - 4:30 pm

Salon D2 & D3



Bradley G. Morison and Julie Gordon Dalgleish

5:00 pm - 6:00 pm

President's Reception (by invitation only)

6:00 pm

Board Buses to Fresno Art Museum

6:30 pm - 8:30 pm

WELCOME!

COCKTAIL RECEPTION

Fresno Art Museum

Hosted by the Fresno Philharmonic

Board of Directors

6:30 pm - 7:00 pm

Musicale

Haslop/Sanders Duo

Graciously provided by CCS International

EVENING ON YOUR OWN

riday, August 11, 1989

RIDAY, AUGUST 11, 1989 Continued

8:00 am - 5:00 pm Foyer

CONFERENCE REGISTRATION

9:00 am - 10:30 am Salon D1

A WINNING GRANT PROPOSAL

Caroline Colburn, Grants Manager, San Francisco Symphony Susan Stamberger, Development Director, Los Angeles Chamber Orchestra

9:00 am - 10:30 am Salon D2

WHO ARE THE NEW **SUPPORT GROUPS?**



Moderator: Louis G. Spisto, Executive Director, Pacific Symphony Orchestra

Speakers:

George Sebastian, Director of Marketing, Los Angeles Chamber Orchestra Sally Ketchum, President, Metropolitan League, San Francisco Symphony Lisa Chase, Marketing & Sales Director, San Diego Symphony

9:00 am -10:30 am Salon D3

ALL ABOUT BUDGETS



Cheryl A. Jordan, Business Manager, Los Angeles Chamber Orchestra Betty Fingold, Financial Analyst, San Francisco Symphony

10:45 am - 12:15 pm Salon D1

CONTRACTS -WHO NEEDS THEM? WHAT SHOULD THEY SAY?



Moderator:

Deborah Rutter, Executive Director, Los Angeles Chamber Orchestra

Speakers:

Kate Akos, Assistant Manager, San Francisco Symphony Mary Newkirk, General Manager,

Long Beach Symphony George A. Sinclair, Orchestra Manager, Sacramento Symphony

10:45 am - 12:15 pm Salon D-2

CHALLENGES OF THE YOUTH **ORCHESTRA**

Moderator:

John Larry Granger, Music Director, South Coast Symphony

Panelists:

Richard Bains, Education Director. San Francisco Youth Orchestra Eric Gratz, Education Director, Fresno Philharmonic Association Ethel London, Board of Directors, Oakland Youth Orchestra

10:45 am - 12:15 pm Salon D3

CAN WE DEVELOP MULTI-CULTURAL AUDIENCES?

Moderator:

Donald E. Osborne, California Artists Management

Panelists:

Robert Arroyo, Associate Dean of Instructional Support Services, Fresno City College Robert Barrett, Executive Director, Fresno Art Museum Catherine French, Chief Executive Officer, American Symphony Orchestra League Gloria Smith, Former Board Member, Fresno Art Museum

12:15 pm 2:00 pm

LUNCHEON Holy Trinity Armenian Church 2226 Ventura Avenue (within walking distance)

Speaker:

Andrew Massey, Music Director, Fresno Philharmonic Orchestra Conjectures and Refutations, or "Beware of the British"



Andrew Massey

FRIDAY, AUGUST 11, 1989 Continued

2:00 pm - 3:00 pm Salon A1 ACSO ANNUAL MEETING

3:15 pm - 4:30 pm Salon D1 EXCITING NEW PROGRAMMING

Moderator:

Miriam Abrams, Executive Director, Bay Area Women's Philharmonic

Panelists:

Ara Guzelemian, Music Administrator, Los Angeles Philharmonic

Steven Hartke, Composer-in-Residence, Los Angeles Chamber Orchestra

Elliot Klein, Organizational Grants Coordinator Music, California Arts Council

Nan Washburn, Artistic Director, Bay Area Women's Philharmonic

3:15 pm - 4:30 pm Salon D2 SPECIALIZED MARKETING

Moderator:

David L. Brown, Director of Marketing, Los Angeles Philharmonic

Speakers:

George Boomer, Boomer Enterprises Steven Linder, Asst. Director of Marketing, Los Angeles Philharmonic Woods Silleroy, Telemarketing Manager, Los Angeles Philharmonic

3:15 pm - 4:30 pm Salon D3

THE DEDUCTIBILITY DILEMMA: Orchestras, Patrons, and the IRS

Moderator:

George A. Sinclair, Orchestra Manager, Sacramento Symphony

5:00 pm

Board buses to Woodward Park

5:45 pm

WOODWARD PARK DINNER Sponsored by: Columbia Artists Management Inc.

Fresno Philharmonic Orchestra Pops Concert

Andrew Massey, Music Director

Special Guests:

The McLain Family Band

SATURDAY, AUGUST 12, 1989 Bour Ourstaline 8: 30 Am

8:00 am - 12:00 pm Foyer CONFERENCE REGISTRATION

9:00 am - 10:30 am *Salon D1*

STAFF PEER FORUMS II
Coordinator:

Jrene Klug Neilsen, Executive Director,
Fresno Philharmonic Orchestra

9:00 am - 10:30 am *Salon D2*

SYMPHONY LEAGUE PART I Structure, By-laws, Requirements, Committees

The state of the s

Philharmonia Baroque Orchestra

Dallas, Texas

Speakers:

Mitch Jericho
9:00 am - 10:30 am
Salon D3

FOR BOARDS ONLY (No Staff Allowed!) Moderator:

Mitch Jericho, Consultant,

Ann Vander Ende, President,

John Hartman, President, San Luis Obispo Symphony

11:00 am - 12:30 pm *Salon D1*

CORPORATE SPONSORSHIPS: How to Get and Manage the New Corporate Philanthropy

45)4

Speaker:

Douglas Kingey, Director of Marketing, Dallas Symphony Orchestra

11:00 am - 12:30 pm Salon D2

SYMPHONY LEAGUE PART II Motivation and the Future of Volunteerism



Speaker: Mitch Jericho, Consultant, Dallas, Texas

11:00 am - 12:30 pm *Salon D3*

LABOR RELATIONS
Musicians: Love 'em or Leave 'em

30

Speaker: Wesley O. Brustad, Executive Director, San Diego Symphony

11

SATURDAY, AUGUST 12, 1989 Continued

12:30 pm - 2:00 pm



LUNCHEON

Yturri Basque Hotel 2546 Kern Street (within walking distance)

Speaker:

H. Roger Tatarian, Retired President, United Press International

3:00 pm - 4:30 pm Salon D1



EMERGING TRENDS IN PLANNING, STAFFING AND VOLUNTEER FUNDRAISING LEADERSHIP

Speaker:

Robert C. Sharp, CFRE, Orange County Fundraising Consultant

3:00 pm - 4:30 pm Salon D2 SYMPHONY LEAGUE PART III WOW!! Fundraising Events



Speaker:

Mitch Jericho, Consultant, Dallas, Texas

Moderator:

Pamela Lee, Board of Directors, Stockton Symphony

Speakers:

A Series of Fabulous Festivals

Sue Wood, President,
Santa Rosa Symphony League
Morton Gould 75th Birthday Gala

Morton Gould 75th Birthday Gala

Sherrie McCullough, Board of Directors,

Montery County Symphony

Tafelmusik

Am Vander Ende, President,
Philharmonia Baroque Orchestra
Music for the Heart

Henrietta Hogopian, Past President, Fresno Women's Symphony League Race to the White House

Ruth Van Luven, President, Inland Empire Symphony Guild

SATURDAY, AUGUST 12, 1989 Continued

3:00 pm - 4:30 pm Salon D3

20 pm

ORCHESTRA MERGERS: A Trend for the Nineties?

Speaker:

Dale Needles, Executive Director, The Chamber Symphony of San Francisco

5:30 pm

Board buses to Sunnyside Ranch

6:00 pm



SUNNYSIDE RANCH BBQ DINNER

Special Guests:

The Make Believe Brass

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The Make Believe Brass

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Paul Lustig Dunkel CONDUCTOR "magical personality

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New York Times



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PIANO "a russian gypsy heart" St. Louis Post-Dispatch



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Diana Kacso, piano
Nina Kennedy, piano
Mary Sadovnikoff, fortepiano

Strings

*Margaret Batjer, violin
Nancy Green, cello
Ora Shiran, violin
Hans Roelofsen & Rudolf Senn
Dutch double bass duo

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