



**PRESIDENT AND CEO**  
**LA JOLLA MUSIC SOCIETY**  
San Diego (La Jolla), California  
[La Jolla Music Society](#)

# LA JOLLA MUSIC SOCIETY

The Aspen Leadership Group is proud to partner with La Jolla Music Society in the search for a President and CEO.

La Jolla Music Society (LJMS) is seeking an experienced senior executive with an achievement-oriented record of leading performing arts organizations. The President and CEO of LJMS provides vision, leadership, and management to ensure that the organization fulfills its mission and achieves its goals for excellence, earned and contributed income, and community engagement.

La Jolla Music Society is one of the West Coast's premier performing arts organizations, enhancing the vitality and deepening the cultural life of the San Diego community. For over 50 years, LJMS has presented inspired and innovative live performances, from the most widely respected orchestras to young artist winners of international music competitions to world-renowned performers of jazz and dance.

In 2019, after a successful \$82 million capital and endowment campaign, LJMS opened a new facility in La Jolla that is the foremost entertainment venue of its kind in San Diego. The Conrad Prebys Performing Arts Center (The Conrad) has a 513-seat concert hall, a 2,000 square foot flexible performance space, a 1,500 square foot meeting and reception area, generous back of house and technical spaces, and administrative offices for LJMS. Key hallmarks of the new performing arts center are superb acoustics, devised by Yasuhisa Toyota of Nagata Acoustics, and a distinctive architecture, designed by Epstein Joslin, and inspired by the surrounding coastal community. The Conrad is positioned to gain national and international renown for its state-of-the-art facility and exceptional programming.

La Jolla Music Society presents approximately 50 live performances annually in its eight-series winter season and at SummerFest, its nationally acclaimed annual chamber music festival. LJMS consistently delivers on its longstanding motto of "We bring the world to San Diego."

LJMS is governed by a board of 32 plus 7 honorary directors. It has a full-time staff of 22, plus 4 part-time employees. It engages 9 teachers and administrators for educational programs. LJMS has an annual operating budget of \$6.2 million.

## **REPORTING RELATIONSHIPS**

The President and CEO is a member of the Board of Directors and reports to the Board of Directors through the Chair.

## **PRINCIPAL OPPORTUNITIES**

The opening of The Conrad Prebys Performing Arts Center in April 2019 was a transformational moment for the La Jolla Music Society. Located in the heart of La Jolla with state-of-the-art acoustics and architectural design, The Conrad is uniquely situated to be a performing arts destination throughout the West Coast.

For the first time in its over-50-year history, LJMS has a permanent home—a performance hall to present a significant portion of its programming, a venue to rent to the community for a variety of uses, and a base for its administrative offices. The new President and CEO will be charged with management of the 49,000 square foot facility and the essential generation of rental income to support the building, in addition to execution of successful, high quality presentations under the LJMS banner.

Also in 2019, LJMS welcomed new SummerFest Music Director, Inon Barnatan, as the orchestrator of its annual August chamber music festival of live performances and community engagement activities. The new President and CEO will oversee Mr. Barnatan and the Director of Programming as they set the artistic vision and programmatic direction to advance SummerFest to the next level. Furthermore, the new President and CEO will lead LJMS to expand its year-round multidisciplinary presentations including chamber and orchestral music, as well as established and emerging artists in the worlds of jazz, dance, cabaret, and new world music.

With the completion of The Conrad building project, LJMS is creating a new strategic plan and has an opportunity to expand its endowment. The new President and CEO and the Board will champion the expansion of the current endowment to 1) fund imaginative music education opportunities; 2) offer creative new arts experiences; and 3) initiate innovative collaborations and community engagement around San Diego County.

The next President and CEO will have key priorities, focused specifically on 1) leadership of all aspects of the organization; 2) fundraising for LJMS; 3) rental and promotion of The Conrad; 4) artistic and educational oversight; 5) fiscally sound management of both LJMS and The Conrad; and 6) finalizing and executing a strategic plan for the sustainable growth and distinctive identity of LJMS and The Conrad. This exciting unfolding chapter in LJMS's history will provide the new President and CEO a prominent platform in the center of the San Diego artistic community and an opportunity to position The Conrad as a showcase cultural and entertainment center.

## **PRIMARY RESPONSIBILITIES**

### **Leadership and Organization**

The President and CEO will

- provide full oversight of all aspects of the organization, including fundraising, finance, administration, marketing, community presence, operations, and property management of The Conrad;

- advised by the Director of Programming, oversee the long-term artistic budget and operating plan for The Conrad, including concert presentations, education programs, revenue-producing rental activities, as well as the organizational structure and personnel to maintain the facility; and
- supervise a high caliber administrative staff.

### **Fundraising**

The President and CEO will

- act as the fundraising leader for LJMS, including identification, cultivation, and solicitation of gifts for the annual fund, endowment, capital campaigns, special projects and events;
- give guidance, support, and impetus to the fundraising efforts of the Board; and
- ensure excellent stewardship of gifts.

### **Artistic Vision and Education**

The President and CEO will

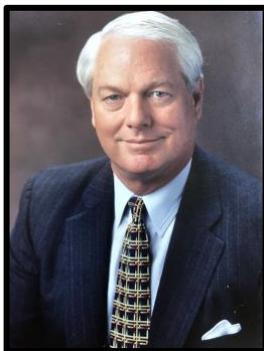
- supervise/collaborate with the Director of Programming and SummerFest Music Director, who are responsible for programming, artist relations, educational programs, and concert production; and
- partner with the Director of Programming and the SummerFest Music Director to expand LJMS's audience and base of support.

### **Financial Management**

The President and CEO will

- be responsible for the development of the annual operating budget for LJMS and The Conrad; and
- monitor performance to consistently meet/exceed goals for earned and contributed income.

## **KEY COLLEAGUES**



**Steve Baum**  
**Chair, Board of Directors**

Steve Baum is Chair of the Board of La Jolla Music Society and led the construction of the \$82 Million Conrad Prebys Performing Arts Center (the Conrad) as Chair of the Building Committee. He and his wife, Brenda Baker, were the donors of the Baker-Baum Concert Hall at the Conrad. Steve is the retired Chairman and CEO of Sempra Energy, a Fortune 500 company. A lawyer by training, he was formerly General Counsel of San Diego Gas and Electric and the Power Authority of The State of New York. He serves as Chair of the National Wine Committee of the Confrérie des Chevaliers du Tastevin, Commanderie d’Amerique. He is a graduate of

Harvard College and the University of Virginia Law School and served as a Captain in the United States Marine Corps.



**Leah Rosenthal**  
**Director of Programming**

Leah Rosenthal currently serves as the Director of Programming for La Jolla Music Society, where she manages the planning and execution of a dynamic, multi-disciplinary presenting season as well as the production of an annual chamber music festival, SummerFest. She is also the Vice President of California Presenters, a statewide coalition of organizations committed to advancing professional touring and presenting of the performing arts.

Before moving to California, Leah was active in the Chicago arts scene, holding coveted positions with the Chicago Symphony Orchestra, PBS (WTTW), Ravinia Festival, Chicago International Film Festival, and NARAS (GRAMMYS). Leah earned her Master's degree in Performing Arts Management at Columbia College of Chicago after completing undergraduate studies in Vocal Performance.



**Inon Barnatan**  
**SummerFest Music Director**

Celebrated Israeli pianist Inon Barnatan – “one of the most admired pianists of his generation” (*New York Times*) – is the fourth Music Director of SummerFest, La Jolla Music Society's internationally acclaimed celebration of chamber music. Barnatan took over the role in 2019 following Music Director Cho-Liang Lin. Barnatan's tenure at SummerFest began during the festival's first season in residence at the The Conrad Prebys Performing Arts Center.

A recipient of both the Avery Fisher Career Grant and Lincoln Center's Martin E. Segal Award, Barnatan has performed extensively with many of the world's foremost orchestras, including the Cleveland Orchestra, Los Angeles Philharmonic, San Francisco Symphony, Chicago Symphony, Leipzig Gewandhaus Orchestra, BBC Symphony, Hong Kong Philharmonic, Royal Stockholm Symphony Orchestra, and was named the New York Philharmonic's first Artist in Association by then-Music Director Alan Gilbert in 2014, a three-year position created specifically for him. Gilbert describes Barnatan as “the complete artist: a wonderful pianist, a probing intellect, passionately committed, and a capable contemporary music pianist as well.” A sought-after chamber musician, Barnatan was a member of the Chamber Music Society of Lincoln Center's CMS Two program from 2006 to 2009, and frequently collaborates with other top chamber artists. His passion for contemporary music has led him to commission and perform many works by living composers including premieres of works by Thomas Adès, Sebastian Currier, Avner Dorman, Matthias Pintscher, Alasdair Nicolson, Andrew Norman, Alan Fletcher, and others.

## **PREFERRED QUALIFICATIONS**

The La Jolla Music Society seeks a President and CEO with

- proven capacity both as a visionary impresario and as a business leader;
- a demonstrated history of significant time and energy devoted to donor cultivation, solicitation, and stewardship as a seasoned and successful fundraiser;

- the stature, presence, and personality to build and retain relationships and represent LJMS throughout the local community, region, and nation as appropriate;
- ability to form warm, productive working relationships with key constituencies including key donors, artists, staff, the Director of Programming, and the Board, involving active socializing with these constituencies together with her or his spouse or partner as applicable and appropriate;
- outstanding communication skills;
- strong and persuasive presentation skills to key constituents as well as one-on-one;
- compelling communication skills in written form;
- strong strategic/problem solving skills and out-of-the-box thinking ability;
- ability to prioritize and adapt to growth and change;
- financial literacy with demonstrated ability to develop and balance budgets and to annually achieve goals for earned and contributed income;
- clear artistic vision, experience with concert productions, operations, electronic media, and contract negotiations;
- demonstrated ability to present and produce dance, jazz, cabaret, world music, and other art forms (festival background is a plus);
- marketing skill including engaging, retaining, and expanding audiences for music, dance, and other performing arts;
- experience in overseeing subscription and single ticket sales;
- knowledge of music, artists, and repertoire appropriate to managing the business and promoting the mission of LJMS and The Conrad;
- a personal interest in classical music (required);
- the effective collaboration skills needed to continue LJMS's role as a collegial partner organization throughout the San Diego cultural community;
- demonstrated ability to collaborate with other cultural and educational organizations and with political and community leaders;
- exceptional comfort working cross-functionally;
- skill mentoring, developing, and coaching staff members;
- experience in facilities management (preferred); and
- possession of a sophisticated understanding of musical and artistic excellence at the highest international level and a desire to become a full and visible participant in the life of the greater San Diego community.

A minimum of ten years of arts leadership or commensurate experience is required for this position.

### **SALARY & BENEFITS**

La Jolla Music Society offers a competitive salary and benefits package.

### **LOCATION**

This position is located in La Jolla, 15 miles north of downtown San Diego, California. Surrounded on three sides by the Pacific Ocean and backed by the steep slopes of Mt. Soledad, La Jolla offers an unlimited abundance of activities. La Jolla is consistently voted one of the top beach

destinations in the world and offers a wide range of coastal retreats, museums, art galleries, and cultural activities.

### **DIVERSITY AND INCLUSION**

LJMS is an equal opportunity employer, and prohibits any unlawful discrimination. All recruiting, screening, hiring, training, promotion, conditions of employment, and administration of personnel actions, including compensation, benefits, transfers, layoffs or terminations, returns from layoff, training, education and social and recreational programs, will be conducted without discrimination due to sex, race, color, religion, national origin, pregnancy, marital status, disability, sexual orientation, age, or any other status protected by federal, state or local law. Selection for employment is based on the merits of the individual in relation to the requirements of the position. The qualifications considered include aptitudes, abilities, experience, education, personal characteristics, talent, enthusiasm for the industry, business necessity, and potential for future development.

### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected. The start date is flexible.

*To apply for this position, visit:*

*[President and CEO, La Jolla Music Society.](#)*

*To nominate a candidate, please contact Ron Schiller:*

*[ronschiller@aspenleadershipgroup.com](mailto:ronschiller@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*