



Giuliano Kornberg is the current Executive Director Designate for the Sacramento Philharmonic & Opera (SP&O) and will become Executive Director of the organization on February 1, 2022. Previously, he was the Chief Revenue and Development Officer, where he worked with the Board of Directors, Executive Staff, and Consultants to create and implement the revenue-generating strategy of the organization. In this role, Giuliano helped oversee major donor cultivation and stewardship, worked with corporate sponsors, foundations, government entities, and other organizations on partnerships, coordinated the organization's Planned Giving program, oversaw the day-to-day execution of marketing and box office tasks, and assisted in crafting the SP&O's overall message to the community. Through his efforts, Giuliano doubled the Philharmonic & Opera's Annual Fund, helped increase the Endowment and Planned Gift commitments by 50%, raised hundreds of thousands of dollars in COVID-relief funding, and secured enough revenue to help ensure that the SP&O achieved a balanced budget for the past four years.

Giuliano is also active in the national/statewide orchestral field as well as the Sacramento community. He facilitates the monthly League of American Orchestras Development calls and was a featured speaker in two sessions at the League's 2021 Conference. He served on the 2021 Association of California Symphony Orchestras (ACSO) Conference Planning Committee, and formerly co-facilitated the 2020 ACSO Conference Development Forum. In Sacramento, he is an active Board Member of the Downtown Sacramento Rotary Club; formerly served on the Leadership Council of Metro Edge, Sacramento's largest young professional group; and previously served on the Board of Directors for the First Tee of Greater Sacramento, Sacramento Stanford Alumni Association, and Sacramento's Council for Giving.

For his work, he has been recognized as a Sacramento Magazine Top 100 Notable Business Leader (2021), a Comstock's Magazine Top Young Professional (2021), and a Sacramento Business Journal 40 Under 40 Winner (2018). Additionally, he participated in the League of American Orchestras' Emerging Leaders Program (2020), Sacramento's Nehemiah Emerging Leaders Program (2018), and the League's Essentials of Orchestra Management Program (2016).