



# ANNUAL REPORT | 2014-2015

## The Guilds of The Santa Fe Opera, Inc.



Photo Credit: Minesh Bacrania, © 2015

The Guilds of The Santa Fe Opera, Inc.  
**ANNUAL REPORT**  
 Fiscal Year October 2014 to September 2015

## Table of Contents

|  |    |
|--|----|
| Message from the President _____   | 3  |
| Message from the President-Elect _____                                     | 4  |
| Guild Development _____  | 4  |
| Treasurer's Report _____   | 5  |
| One-Time Fund-Raising Initiatives _____                                    | 6  |
| The Guilds' \$50,000 Pledge to the Capital Campaign _____                  | 6  |
| The John Webber Memorial Bench Campaign _____                              | 6  |
| Guilds, Inc. Financial Statement _____                                     | 7  |
| Membership of the Guilds _____   | 8  |
| Guild Membership Over the Last Five Years Table _____                      | 8  |
| Membership Income Comparison _____   | 8  |
| Dress Rehearsal Nights _____   | 9  |
| Graph of Attendees _____   | 10 |
| Participating Youth Organizations _____                                    | 10 |
| Education Activities _____   | 11 |
| Opera Insiders _____   | 11 |
| Spring Tour _____  | 11 |
| Arts Advocacy Night _____  | 11 |
| Educational Community Activities _____                                     | 11 |
| Preview Dinners _____  | 12 |
| Guild Activities and Accomplishments _____                                 | 13 |
| Albuquerque Opera Guild _____  | 13 |
| Española Valley Opera Guild _____  | 15 |
| Los Alamos Opera Guild _____   | 16 |
| Las Vegas Opera Guild _____  | 17 |
| Santa Fe Opera Guild _____   | 18 |
| Taos Opera Guild _____   | 20 |
| Individual Guilds' Financial Statements _____                              | 21 |
| Volunteers Make a Difference - The Six Guilds in Action _____              | 27 |
| Board of Directors of the Guilds of the Santa Fe Opera, Incorporated _____ | 28 |

## Message from the President

**The state of the Guilds of The Santa Fe Opera, Inc. is strong!**

**Our financial position is sound.**

**Our enthusiasm for The Santa Fe Opera has never been better.**

The Guilds of The Santa Fe Opera, Inc. celebrates its six Guilds as they continue to kindle and nurture interest in and support for The Santa Fe Opera. We have been doing so for the past 52 years. We have been true to our mission of spreading love for opera and in particular, for The Santa Fe Opera through volunteering, participating in Guild-assisted Opera events and raising money, in support of Education and Community Programming. Through our six Guilds, located around the state of New Mexico, and with the help of our national members, we have:



**Elaine F. Ré**

- Raised and contributed \$27,000 through membership and quality activities designed and presented to the public by our six Guilds.
- Launched a special \$50,000 multi-year fund-raising campaign to support the Opera's Capital Campaign, "Setting the Stage," thereby increasing our total funding for the Opera;
- Collected private contributions toward \$10,000 naming rights to memorialize our past-treasurer, John Webber, by naming a stone bench on Opera grounds in his honor;
- Invested in our infrastructure to reflect our emphasis on inter-guild convergence and collaboration;
- Strengthened shared services offered to the Guilds to support activities and extend their reach;
- Reorganized staffing and procedures for our largest fundraiser – Preview Dinners;
- Instituted a program for Guild-leadership development, focusing on:
  - Growing awareness and skills our leaders can use within their own Guilds;
  - Increasing leaders' knowledge of the inner-workings of The Santa Fe Opera.

The past year has been fulfilling and successful. I am proud to be president of an organization comprised of loyal, dedicated, talented individuals who always say, "Yes", no matter what we ask. The strength of this organization comes from its members and their belief in the importance and mission of The Santa Fe Opera. This year, in addition to our cash donations, our Guild members volunteered 11,669 hours, valued at \$234,297, up 2% from last year. Their involvement includes time invested in both Guild-related programs and in guild-assisted Opera programs, such as the Preview Dinners, Dress Rehearsal Nights, the Pueblo Opera Program, Opera Insiders and Backstage Tours. The total net funds from Guild's Opera-Assisted Programs amounted to \$135,138.05.

I am deeply grateful to all members of the staff at The Santa Fe Opera who help and encourage us throughout the year. In particular, I personally thank our managing director, Charles MacKay, for his belief in the importance and support of the Guilds; Andrea Fellows Walters, Director of the Education and Community Programs Department, and Kyle Gray, (our omniscient) Community Engagement Liaison, as well as the other members of the Education and Community Programs Department. I would also like to thank Susan Marineau, the President of the Board of Directors of The Santa Fe Opera, for her guidance, encouragement and vote of confidence.

On behalf of the Guilds, it is my sincere pleasure to present you with the highlights of all that we have accomplished together in 2014-2015. Please appreciate, as I do, the efforts of all of our members.

## Message from the President-Elect

A strength of the management structure of Guilds Inc. is to have a president-elect in training for two years during the tenure of the current president. This ensures a smooth transition of leadership while maintaining activities and responsibilities supporting the member Guilds. I am humbled to be in this role of following a string of outstanding Guilds, Inc. presidents and am grateful to our current president, Elaine Ré, for her mentorship and unending commitment to this organization. It is sometimes hard to believe we are an all-volunteer organization with so many talented people who give so much of their time. Having been past co-president of the Española Valley Opera Guild, gives me a unique perspective of bringing opera out to the rural communities of Northern New Mexico and of bringing Northern New Mexico youth to the Santa Fe Opera. We view The Santa Fe Opera as a true gem in our state that can and should be enjoyed by all. I look forward to taking over the helm of Guilds, Inc. in the Fall of 2016 and continuing our many-faceted efforts in supporting the Education and Community Program Department of The Santa Fe Opera.



Norman Doggett

## Mission of the Guilds of The Santa Fe Opera, Incorporated

The mission of The Guilds of The Santa Fe Opera, Inc. is to support the work and goals of The Santa Fe Opera's Education and Community Programs Department (herein referred to as "the Opera") through volunteering, fundraising, and community activities.

## Guild Development by Karen Henderson

After looking at the possibility of developing a chapter guild in Rio Rancho because of the population growth in this area and discussing this possibility with the President of the Albuquerque Guild, we were encouraged that the Albuquerque Guild is focusing on including this market in their activities and announcements. As a result, we decided not to pursue an individual guild in Rio Rancho.

Instead, this year we focused development on strengthening the smaller chapter Guilds. By working to connect the chapter Guilds in joint activities and cooperative efforts, renewed enthusiasm and new opportunities resulted, as Chapter guilds supported each other.

The Los Alamos chapter worked with the Las Vegas chapter to schedule a pre-performance rehearsal in Las Vegas of Mozart's opera, **Bastien and Bastienne** that was going to be presented at the, "Opera on the Rocks" event. The Las Vegas event was well attended and brought attention to the Las Vegas Guild within their community.

The Española Valley Guild members supported the Los Alamos main event, by pouring wine for Black Mesa Winery. These smaller Chapter guild are doing well in supporting each other and in lining with The Santa Fe Opera Guilds' mission.

We believe such cooperation will bring renewal to small Guilds.

All six chapter Guilds came together in the major Fledermarket event, by volunteering their time and donations. Additionally, all six Guilds worked together this year during Preview Dinners.

## Treasurer's Report by Gene Wampfler



Gene Wampfler

The 2014-2015 fiscal year was very successful and exceptional for the Guilds' finances. Revenues and expenses were at record levels due to increased contributions/fundraising for the Guild's Capital Campaign effort, and the addition of three new general and fundraising programs undertaken this year.

Contributions from member Guilds were comparable to last year, while the donation to the SFO Education Department was increased from \$25,000 to \$27,000. In addition, Guilds, Inc. annually funds the Opera-Assisted Program, Opera Insiders, each Saturday morning during the season by providing refreshments to attendees; these expenses are generally in the range of \$2,600 each year in addition to our annual \$27,000 contribution.

The Guild's primary fundraising program, Opening Night, continued its success this year with a net profit of \$6,300.

The cash contributions from individuals and member Guilds to the Guild's Capital Campaign effort increased this year from \$5,775 to over \$13,730. In addition, over \$26,855 was raised by the Guild's Fleaview/Fledermarket fundraiser, held in May. Accordingly, an additional donation of \$36,100 was made to the Opera on behalf of the Guild's effort to fund a wardrobe dressing/storage area in the new artistic wing. The Guild's contribution to this program now totals \$41,875, just a little more than \$8,000 remaining to reach our \$50,000 goal. This program is still active with, additional donations being received each month.

An undertaking to fund an engraved bench in memory of John Webber on the grounds of the Opera was begun this year, and the finances were managed by Guilds, Inc. This funding came from individual donors, not from the Guilds. By fiscal year end, \$7,390 had been donated to the Opera for this effort. This program will continue to reach the \$10,000 cost of the bench's Naming Rights as part of the Opera's Capital Campaign.

An additional new program this year was to manage the finances for The Los Alamos Opera Guild's annual "Opera on the Rocks" fundraiser. In the past, the admissions were collected by the Santa Fe Opera Guild through their PayPal account. This year, through the Guilds, Inc. expanded services to the smaller Guilds, the admission income was handled by Guilds, Inc. The admission income was received through Guilds, Inc.'s PayPal service and \$2,476.60 was returned to LAOG for this program.

The Guild's efforts to attract new members on both the local and national levels through brochures at preview dinners and other venues continue to be successful. This year, \$2,395 in new memberships was realized through this endeavor.

In summary, the net income for the year was \$2,496.93 leaving a well-funded balance for the upcoming fiscal year.

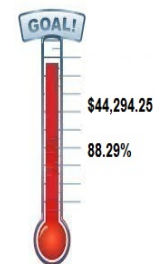


## The One-Time Financial Initiatives

### The Guilds' \$50,000 Pledge to the Capital Campaign

The Guilds extended their financial commitment to The Opera over the next three fiscal years in order to support the Opera's Capital Campaign, "Fund for the Future." The targeted amount of the pledge is \$50,000. The challenge to raise this money is being met in three ways:

1. Donations from individual Guild Members and Friends of the Guilds.
2. Cash contribution from individual Guild Chapters raised by special events.
3. "Fledermarket" and "Fleaview" were the names of our collaborative estate sales that were supported by all of the Guilds.

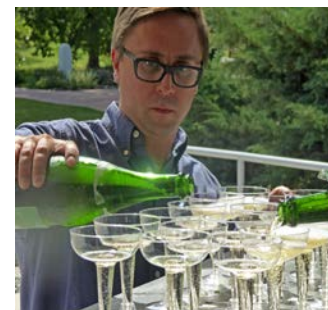


Ian Ritchie, past-president of Guilds, Inc., and president of the Santa Fe Opera Guild, is spearheading this very successful effort. Ian reported that cash contributions from member renewals make up 22% of the total. Our Fledermarket grossed \$23,000.

### The John Webber Memorial Bench Campaign

Guilds, Inc. solicited private donations from individuals who wanted to honor Guilds, Inc.'s late Past-President and Treasurer, John Russell Webber, a quintessential volunteer. \$10,000 has been raised to secure the naming rights to a stone bench as part of the Opera's Capital Campaign. This bench will be engraved with the name of John Russell Webber and his favorite saying, "Viva Verdi." Fittingly, it will be located in the lower garden area of the Opera's Campus, among the beautiful trees, lawn and flowers - a lovely peaceful location.

In August, the Guilds held a memorial *Celebration of Life* for John, attended by 75 close friends and relatives. Charles MacKay, the Opera's General



Director delivered a speech honoring John. Nicole Webber, John's daughter, gave a moving eulogy. Ian Ritchie read a letter from one of John's friends who could not attend. Two accomplished opera singers, soprano Heather Phillips and tenor, Aaron Short, sang Verdi arias as Elaine Ré made the toast and we lifted our glasses to John's life and memory.

**The Guilds of The Santa Fe Opera, Inc.**  
**Financial Statement for Fiscal Year 2015**

Opening balance: October 1, 2014

**INCOME**

**1. Contributions from Member Guilds**

|                   |             |
|-------------------|-------------|
| * Albuquerque     | \$9,000.00  |
| * Espanola Valley | \$2,000.00  |
| * Las Vegas       | \$3,500.00  |
| * Los Alamos      | \$2,000.00  |
| * Santa Fe        | \$11,000.00 |
| * Taos            | \$2,000.00  |

**Total Contributions: \$29,500.00**

**2. General Programs**

|                                      |            |
|--------------------------------------|------------|
| a) Membership meetings:              | \$323.00   |
| b) National Members - dues           | \$935.00   |
| c) Membership Income from GI website | \$1,460.00 |
| d) John Webber Memorial              | \$7,320.00 |
| e) LAOG - Opera on the Rocks         | \$2,560.00 |

**Total Program Services: \$12,598.00**

**3. Fundraising Programs**

|  |             |
|--|-------------|
| a) Opening Night 2015                                  | \$15,999.63 |
| b) Capital campaign contribution to The Santa Fe Opera | \$13,732.89 |
| c) Fleaview/Fledermarket 2015                          | \$26,855.09 |

**Total Fundraising Income: \$56,587.61**

**TOTAL INCOME (Gross revenue): \$98,685.61**

**EXPENSES**

**4. Administration / Management**

|  |            |
|--|------------|
| a) Administrative (Annual Report/ banking/ reg. fees/ postage/ office supplies/ subscriptions) | \$3,488.98 |
| b) Assets acquired   | \$0.00     |
| c) Legal/ accounting   | \$559.13   |
| d) Promotion/ Publicity (advertising; web site annual fee)                                     | \$1,174.00 |
| e) Quarterly meetings  | \$444.83   |
| f) Travel reimbursement (Kyle Gray to OPERA America Conference)                                | \$0.00     |

**Total Admin/Management: \$5,666.94**

**5. General Programs (Services Expenses)**

|  |             |
|--|-------------|
| a) Donation to The Santa Fe Opera (Education Dept)   | \$27,000.00 |
| b) Donation to The Santa Fe Opera (Capital Campaign) | \$36,100.00 |
| c) Guilds/Opera Joint Programs (Opera Insiders)      | \$1,788.34  |
| d) Pass through of memberships from GI website       | \$1,460.00  |
| e) Donation to the John Webber Memorial              | \$7,390.00  |
| f) LAOG - Opera on the Rocks                         | \$2,476.60  |

**Total Program Services Expenses: \$76,214.94**

**6. Fundraising Expenses**

|                               |            |
|-------------------------------|------------|
| a) Opening Night 2015         | \$9,699.54 |
| b) Fleaview/Fledermarket 2015 | \$4,416.46 |
| c) Capital Campaign 2015      | \$24.50    |
| d) John Webber Memorial       | \$166.30   |

**Total Fundraising Expenses: \$14,306.80**

**TOTAL EXPENSES: \$96,188.68**

Closing balance: September 30, 2015: **\$11,371.98**

## Guild Membership by Lesley Mortimer

Guild members join others who dedicate their time and talents to support the activities of The Santa Fe Opera. The Guilds benefit from the stability and experience of long-standing members and from the vitality of new members who carry on our legacy with a sense of energy and dedication. Memberships range from \$35 per member to \$300. Each Guild holds an annual membership meeting and continues to attract new members at events and activities throughout the year. While membership numbers steadily increase, the composition of the membership continues to change as new members replace parting or non-renewing members.



Lesley Mortimer

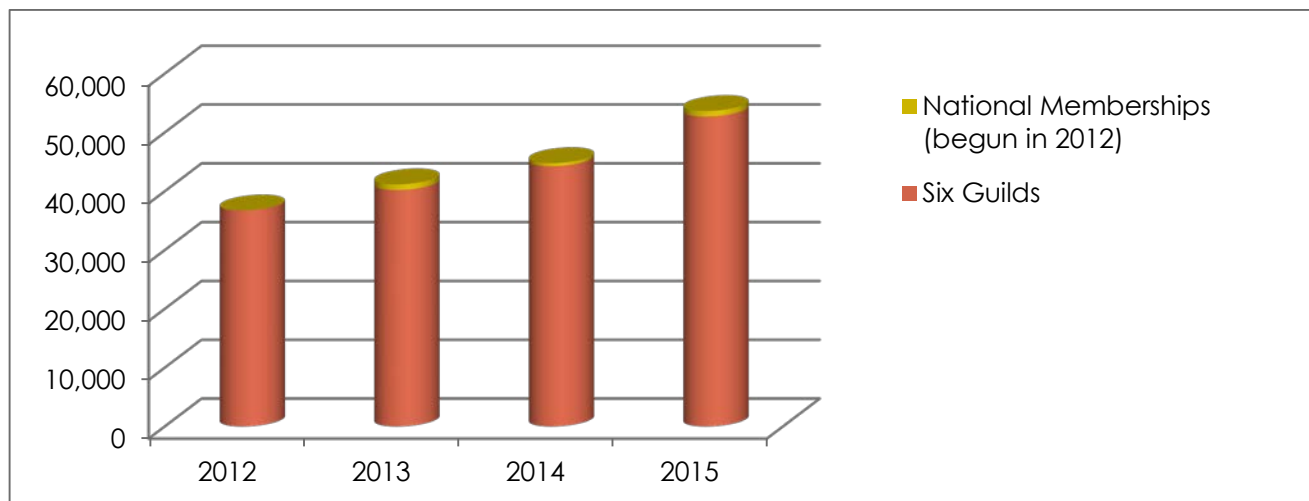
### National Membership Category

Offered to opera lovers out of state, or to those who live far from New Mexico cities where Guilds operate, National Members are counted as part of the Santa Fe Opera Guild and receive email issues of the monthly newsletter, "Operagram," so that they can stay abreast of the activities of the Guilds. When in Santa Fe, they are accorded all rights and privileges of Santa Fe Opera Guild membership. This market category offers untapped growth potential for the future.

### Guild Membership: The Last Five Years

| Years Ending | Albuquerque | Espanola | Las Vegas | Los Alamos | Santa Fe | Taos | Totals |
|--------------|-------------|----------|-----------|------------|----------|------|--------|
| 2015         | 178         | 84       | 71        | 53         | 358      | 100  | 871    |
| 2014         | 166         | 81       | 67        | 60         | 374      | 108  | 856    |
| 2013         | 151         | 74       | 69        | 47         | 348      | 100  | 789    |
| 2012         | 140         | 64       | 78        | 72         | 371      | 88   | 813    |

### Membership Income Comparison





## Guild - Assisted Opera Programs

### Dress Rehearsal Nights by Isabel Becker-Hudson

The Dress Rehearsal Nights performances for the 2015 season were *Daughter of the Regiment* on Tuesday, June 30 and *La Finta Giardiniera* on Tuesday, July 21. Both were successful and well attended. The various Guilds' volunteers helped to ensure everything ran smoothly and their assistance is appreciated. Below are the attendance numbers.



Isabel Becker

### Guilds, Students, Young Voices, Youth Organizations,

Tuesday, June 30 – *Daughter of the Regiment*

584 Youth; 371 Adults (including Policymakers 220) – **955 total**

Tuesday, July 21 – *La Finta Giardiniera*

746 Youth; 224 Adults – **970 total**

### Pueblo Opera Program

Tuesday, June 30 – *Daughter of the Regiment*

403 Youth; 101 Adults – **504 total**

Tuesday, July 21 – *La Finta Giardiniera*

450 Youth; 113 Adults – **563 total**

### Grand Total for all Dress Rehearsals

Tuesday, June 30 – *Daughter of the Regiment*

987 Youth; 472 Adults – **1,459 total**

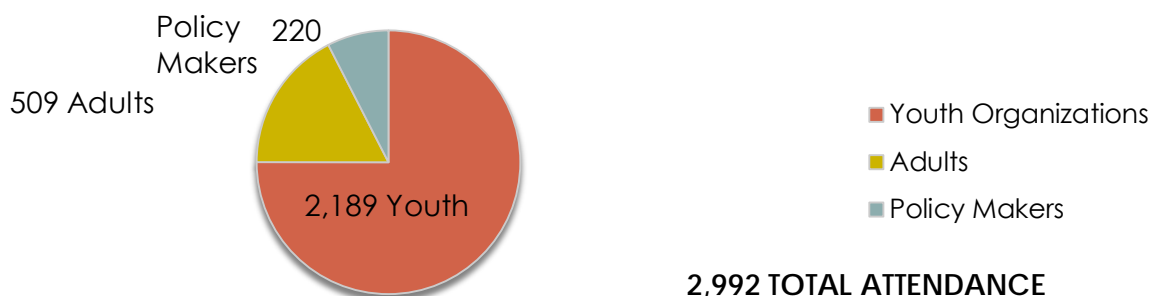
Tuesday, July 21 – *La Finta Giardiniera*

1,196 Youth; 337 Adults – **1,533 total**



Pueblo Opera Program

## Dress Rehearsal Nights' Attendance

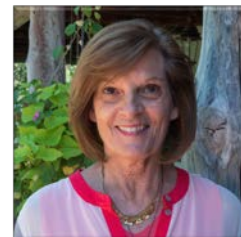


| The following groups participated in Dress Rehearsal Nights this year:   | The following Pueblos and Pueblo-affiliated groups attended as part of the Pueblo Opera Program; most received transportation to the Opera: |
|--|---|
| <ul style="list-style-type: none"> <li>Albuquerque Opera Guild</li> </ul>  | <ul style="list-style-type: none"> <li>Jemez</li> </ul>   |
| <ul style="list-style-type: none"> <li>Big Brothers, Big Sisters, Santa Fe</li> </ul>                              | <ul style="list-style-type: none"> <li>Laguna</li> </ul>  |
| <ul style="list-style-type: none"> <li>Church of Jesus Christ of Latter Day Saints, Santa Fe</li> </ul>            | <ul style="list-style-type: none"> <li>Nambe</li> </ul>   |
| <ul style="list-style-type: none"> <li>Delancey Street</li> </ul>  | <ul style="list-style-type: none"> <li>Nambe Pueblo Youth and Wellness</li> </ul>   |
| <ul style="list-style-type: none"> <li>Espanola Valley Opera Guild</li> </ul>                                      | <ul style="list-style-type: none"> <li>Ohkay Owingeh</li> </ul>   |
| <ul style="list-style-type: none"> <li>4-H, Las Vegas</li> </ul>   | <ul style="list-style-type: none"> <li>Ohkay Owingeh Library</li> </ul>   |
| <ul style="list-style-type: none"> <li>Georgia O'Keefe Museum interns, Santa Fe</li> </ul>                         | <ul style="list-style-type: none"> <li>Peñasco Boys and Girls Club</li> </ul>   |
| <ul style="list-style-type: none"> <li>Girl Scouts, Santa Fe and Los Alamos</li> </ul>                             | <ul style="list-style-type: none"> <li>Picuris</li> </ul>   |
| <ul style="list-style-type: none"> <li>La Puerta School for the Arts, Sciences and Agriculture, Abiquiu</li> </ul> | <ul style="list-style-type: none"> <li>Pojoaque Pueblo Boys and Girls Club</li> </ul>   |
| <ul style="list-style-type: none"> <li>Los Alamos Middle School</li> </ul>   | <ul style="list-style-type: none"> <li>San Ildefonso</li> </ul>   |
| <ul style="list-style-type: none"> <li>Los Alamos Mountain School</li> </ul>                                       | <ul style="list-style-type: none"> <li>San Felipe</li> </ul>  |
| <ul style="list-style-type: none"> <li>Los Alamos Swim Team</li> </ul>   | <ul style="list-style-type: none"> <li>Sandia</li> </ul>  |
| <ul style="list-style-type: none"> <li>Mariachi Group, Las Vegas</li> </ul>  | <ul style="list-style-type: none"> <li>Santa Clara</li> </ul>   |
| <ul style="list-style-type: none"> <li>New Mexico Behavioral Health Institute, Las Vegas</li> </ul>                | <ul style="list-style-type: none"> <li>Santa Fe Indian Hospital</li> </ul>  |
| <ul style="list-style-type: none"> <li>New Mexico School for the Arts, SF</li> </ul>                               | <ul style="list-style-type: none"> <li>Santa Fe Public Schools Indian Education</li> </ul>  |
| <ul style="list-style-type: none"> <li>Northern New Mexico Regional Arts Center, Espanola</li> </ul>               | <ul style="list-style-type: none"> <li>Taos</li> </ul>  |
| <ul style="list-style-type: none"> <li>Performance Santa Fe</li> </ul>   | <ul style="list-style-type: none"> <li>Tesuque</li> </ul>   |
| <ul style="list-style-type: none"> <li>Rio Gallinas School, Las Vegas</li> </ul>                                   | <ul style="list-style-type: none"> <li>Zuni</li> </ul>  |
| <ul style="list-style-type: none"> <li>Sandoval County Juvenile Drug Court</li> </ul>                              |   |
| <ul style="list-style-type: none"> <li>St. John's college Summer Undergraduate Program, Santa Fe</li> </ul>        |   |
| <ul style="list-style-type: none"> <li>University of New Mexico Los Alamos campus art class</li> </ul>             |   |
| <ul style="list-style-type: none"> <li>University of New Mexico Pre-College program, Albuquerque</li> </ul>        |   |
| <ul style="list-style-type: none"> <li>Taos Opera Guild</li> </ul>   |   |

## Education Activities by Nancie Dominic

### Opera Insiders

Hosted by volunteers from all six of the local Guilds, The OPERA INSIDERS' Saturday mornings drew 622 attendees, a 16% increase over last year, for the 13 Saturdays during which they were offered this past summer. Each week, the event began at 9:30am with a light breakfast of coffee, juice and a roll or pastry (funded by The Guilds - \$ 2.650) followed by a talk by one of the Opera's Staff on one aspect of the work of their department. Topics ranged from costumes and props, wigs and rehearsals to Education and Community Programs. The attendees then took a docent-led tour of the backstage.



Nancie Dominic

### Spring Tour

Guild members host the Opera's Spring Tour when the Tour is in their communities. This spring, the tour performed in cities in Colorado, New Mexico and Texas, offering free programs for school children and adults alike.

### Arts Advocacy Night

In June, many guild members and guild officers joined the Opera staff in meeting and welcoming more than 200 legislators from throughout the state. After a champagne reception on Twomey Terrace, docents led arts advocates on backstage tours of the new areas including the costume shop. Guests then attended a dinner at Dapples Pavilion where a recent alum of Young Voices of The Santa Fe Opera, Walker Durell, shared his experiences of the benefits of Young Voices and performed a Mozart aria. General Director, Charles MacKay, welcomed guests and reported on the economic benefits of the Opera to the state of New Mexico and gave an update on the capital campaign and building projects. Several legislators offered their support to Mr. MacKay. Following the dinner, guests attended the first dress rehearsal of Donizetti's *Daughter of the Regiment*.



Photo Credit : Robert Godwin@2015

### Educational Community Activities

Throughout the year, each of the Guilds continues to provide many educational community programs. Please consult each of the Guild Reports to find what each guild does during the year.

## Preview Dinners by Peggy Love Day

The 2015 Preview Dinners were colorful, entertaining and offered delectable food and wine. They were especially outstanding and successful due to several changes made from previous years.

A complete review of the Preview Process was undertaken this year by a task force composed of at least one representative of each Guild, led by the President and President-Elect of Guilds Inc. The purpose was to update the system used by the Guilds to staff and host Preview Dinners. After several meetings, discussions and decisions, two documents were developed – the Captain's Handbook and the Volunteer's Mini-Handbook. The Captain's Handbook contained all the new practices and duties of Volunteers, Captain and Coordinators so that roles, responsibilities and practices were standardized and clarified. The Mini-Handbook was prepared with information relating only to Volunteers and given to each volunteer to review before the assigned Dinner.



Peggy Love Day



In June, 2015, Guild's, Inc. President, Elaine Ré, visited each Guild to conduct a training session for the Captains in charge of hosting each Preview Dinner for that Guild. The training consisted of a review of the new Handbook followed by a question and answer period.

Some of the new Guidelines included: having the SFO Representative check in the guest, using table charts to seat guests and groups at assigned tables, designing and printing name badges for all to wear and streamlining and digitizing the Captain's Evaluation Form.

We hosted thirty eight Preview Dinners and served between 180-210 guests each evening. The season income for the dinners was \$432,322, expenses were \$273,998 and net profit was \$158,324.

We were delighted to hear so many positive comments and passionate stories from some of the guests. One evening an elegant, elderly lady caught my eye and after a brief conversation with her, I learned she was a former Opera Star (sang at the Met). She wanted to introduce her granddaughter, who was studying opera, to Preview Dinners. It was the Granddaughter's great hope that one day she could sing at the Santa Fe Opera.

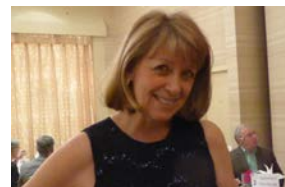
One enthusiastic couple from Denver elaborated about how they had attended the Preview Dinners every year since they were first introduced. They were looking forward to attending many more in the future and enjoying the scrumptious food and wine, Desiree's talks and the surrounding beauty.

There were so many heart-warming stories and one, in particular involved a young lady (about 14) with her Mother. She was so ecstatic to be at the Preview Dinners and expressed an interest in knowing more about the Young Voices. One of the SFO Representatives gave her detailed information on how she could join. She left the Dinner full of enthusiasm and hope for the future.

It is extraordinary anecdotes such as these that spurs us on each year to do everything possible to make the next Preview Dinner better than the last one.

## Albuquerque Opera Guild by J.T. Schneider, President

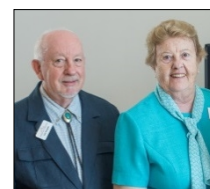
This was a special year for the Albuquerque Opera Guild. We are reinvigorated by the enthusiasm of Guild members and the interest in opera from the community-at-large.



J.T. Schneider

Volunteers are the heart and soul of the Guild! They are an integral and invaluable asset and important to the accomplishments and future of our Guild. Over 60 volunteers represented the Guild this past year enhancing outreach opportunities and advocating arts in the Greater Albuquerque and Rio Rancho communities; 21 events (to include 7 preview dinner events), and an estimated 3,665 total hours!

Our Board consisted of 12 members and 5 standing chairpersons. We bid farewell and special thanks to Lesley Mortimer (1998-2015) and Gene Wampfler (2010-2015). Lesley has worked as an enthusiastic volunteer and leader for 15 years; she has done a tremendous job keeping our Guild on a successful path. Gene was our dedicated and skilled Treasurer for 5 years and was integral in automating our finances, produced reliable reports for the Board to make informed business decisions. His experience and leadership also proved to be invaluable when creating annual projected budgets. In July, the Board approved Kathryn Burton as our incoming Treasurer.



Our membership drive in July 2014 proved to be quite successful. Membership last year was 175 members (\$10,480 in annual dues compared to \$9,010 in 2013). Many members were new to the Guild and eager to meet new opera friends and get involved. Members received invitations, announcements, and email alerts of local Guild and Santa Fe Opera events. Membership VP Mandy Pons and an exemplary Membership Committee managed an information table at all events, provided a friendly welcome, followed-up with prospective members, hosted a holiday party, promoted a no-host lunch prior to five Spotlight Series lectures, and coordinated a luncheon to inform attendees about the *Setting the Stage* Capital Campaign.

The annual meeting and membership party held on September 20 was a great success; approximately 90 guests attended, many joined or renewed their membership. The event was held in a private home and membership committee and board members provided the food and beverages; also, \$610 was raised in a raffle.

The education and community engagement programs informed and inspired the children and adults in our community. Thanks to Education VP Fran A'Hern Smith, Board members, and many volunteers, over 5,000 students and adults were served this year by the Albuquerque Guild through programs such as ALTO, Spring Tour, Dress Rehearsal performances, opera lectures, community concerts, and other educational and outreach events. Fran says, "Volunteers are the backbone of what we do and it makes my role as Education VP delightful and gratifying. The youngsters and smiles are also so rewarding."

The Guild seeks opportunities to promote non-partisan advocacy for the arts and create partnerships with like-minded non-profit organizations. This year, the guild participated in two activities:



- The Vocal Artistry Art Song Festival (NMMEA), which encourages further study of Art Song repertoire for New Mexico-based students was held April 24-26. Several Young Voice students participated in the Festival. "Friends of the Albuquerque Opera Guild" donated \$500 toward a 2<sup>nd</sup> place award in the high school division. Guild volunteers set up and served lunch and a tea reception, and welcomed attendees. A table with the Guild's display board, membership information, and SFO promotional material were available; our logo and acknowledgements were in all brochures. The event provided great exposure for the Guild and the SFO.
- The collaborative fundraising event with Albuquerque's Company, Opera Southwest, was successful and raised benefitted Guilds, Inc. Capital Campaign pledge. A "Interview" with *Cold Mountain* baritone Nathan Gunn Sam Donaldson, was held on July 19.



Regional Opera  
\$1,500; proceeds  
"One-on-One  
and news anchor

The Guilds, Inc. Capital Campaign was an extraordinary \$50,000 fundraising effort. Through the efforts of the six Guilds, we've been highly successful! The Albuquerque Guild made significant contributions, such as personal donations of \$4,045 and donations for goods toward the Fleaview/Fledermarket Estate Sale. It is estimated that several thousands in sales resulted from Albuquerque donations. In addition, the Albuquerque Board approved a Guild donation of \$3,000.

Arts Advocacy Chair Vi Johnson formed a committee to contact over 100 policymakers and community leaders to invite them to each community concert, arts advocacy dinner, and Italian Night. Many community leaders, to include Maggie Hart-Stebbins, William Rehm, Gerald Ortiz y Pino, and Billy Handmaker attended one or more events.

One of the fundraisers this year included the ever-popular and successful Opening Night on July 3. Two luxury coaches, 75 guests, champagne, wine, gourmet dinner and dessert, and pre-opera talk; it was a wonderful evening! The Guild contributed \$1,950 toward the All-Guilds fundraiser (based on tax deductions from dinner cost).

Our annual fundraising event, *Italian Night featuring the Young Voices of The Santa Fe Opera* is an



extraordinary and highly successful event with food, wine, raffle, and a vocal concert. This year's Italian Night was fabulous! The vocal performance from the Young Voices was outstanding – in fact, people are still talking about the evening. The event was well attended and well represented; 200 guests attended to include the families, community leaders, community sponsors, reps from the Opera, Guild members, and interested people in the community. The event was held at the Sheraton Uptown Ballroom, bedazzled by glass chandeliers, beautiful centerpieces, and a

grand piano. Thanks to Co-Chairs Joan Punt and Jacqueline Hockey, the many sponsors, donors, and volunteers, the event raised \$2,400. The endowed James E. Hesse \$1,000 annual scholarship was awarded to a very talented Walker Durell. The Guild Scholarship Committee selects the recipient based upon a rubric, which includes a student application, reference letter, an interview and audition. Mr. Durell is attending University of Michigan and studying vocal performance.

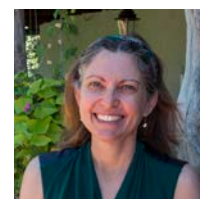


We look forward to another successful year!

## Española Valley Opera Guild –

by **Gretchen Yost and Dominic Roybal, Co-Presidents**

The Española Valley Opera Guild enjoyed another successful year of fundraising, outreach, social events, and evenings at The Santa Fe Opera. We are extremely proud that we have showed improvement and growth over recent years. The secret to EVOG's success is the united desire to make a difference in the Española community. You need only to look at our membership and our Board to understand our motivation.



**Gretchen Yost**

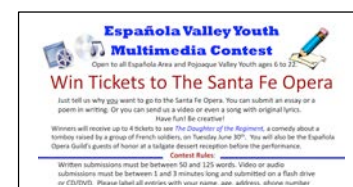
We individually work or volunteer for the local hospital, the Rio Arriba Adult Literacy program, the Animal Shelter, the Soup Kitchen, Moving Arts Española, the Mainstreet Community theatre and other non-profit organizations struggling to function. We come together as a group, the Española Valley Opera Guild, trying in yet a different way to make a positive difference in our community. When we find ways to get local kids (of all ages) to experience the magic of a performance at the Santa Fe Opera it thrills us. When we host a gathering like our "Posole Party" or "Opera Wine and Cheese" in places that show off the beauty of our Valley we are very proud. When we celebrate a young choir with their families, encouraging them to continue their musical training with our applause, we have had a good day. And when we all get together as new and old friends to learn a bit about this art form called opera, we are making our community better.



**Dominic Roybal**

Our Winter Posole Party is a prime example of what defines us as an organization. We always love to showcase the talents of our local youth and this year we invited the Pojoaque Valley High School choir to perform for us. The EVOG Board makes all of the posole and donates most of the raffle prizes, members bring desserts and Anthony's at the Delta donates the beautiful space. We also talk about the upcoming SFO season during the party. One first time attendee told us that this event was incredible because, "We get to hear these young voices who just may be on that SFO stage one day." The kids always bring their extended families and we are told that all of the seniors proudly listed their participation in this performance on their musical and academic resumes.

EVOG's focus on youth is also illustrated by one of our absolute favorite outreach projects – Our Annual Youth Contest. By writing an essay telling us "Why I want to attend a performance at the Santa Fe Opera"



contest winners receive 4 tickets for their entire family to attend a dress rehearsal performance. EVOG invites them to a pre-performance tailgate dessert reception called "Top Hats and Tiaras." The kids are truly in the spot light as they are crowned with tiaras, are toasted with bubbling apple cider, are given framed certificates and are asked to pose for pictures by the EVOG paparazzi. Year after year we are inspired by these joyful kids who never thought they'd be able to go to the opera. They are so proud that they are able to treat their parents who have also always thought that they'd never be able to attend. Truth is, the Espanola Valley is closer to the Opera than much of Santa Fe and yet the vast majority of residents feel a disconnect. "That's for rich white people."



EVOG hopes that kid by kid, year by year, we'll be able to eliminate this disconnect and that every Española family makes the magic of the opera a part of their lives.

## Los Alamos Opera Guild by Karen Henderson, President

Our seven Board Members tried to use this year's events as education tools for attracting members, non-members, and young people to Opera. Our chapter Guild was able to contribute to Guilds, Inc. more than our pledge amount due to the successful fundraising event, "Opera on The Rocks". We successfully worked with many local organizations in the process: Los Alamos Commerce and Development Department, Los Alamos Atomic City Transit, Bandelier National Monument, PAC 8, Black Mesa Winery and Don Quixote Distillery and Winery, the Los Alamos Rotary Club (STARS), and Los Alamos Schools teachers. Our membership ended with 53 members. We had sponsorship from Los Alamos National Bank for the event programs to Opera on the Rocks as well as a contribution from Zia Credit Union.



Karen Henderson

**November 2014: Membership Renewal Social with Young Voices** Two Los Alamos youth who are a part of The Santa Fe Opera's Young Voices performed to a sellout crowd. Singers were Devon and Laura with Kirt Pavitt at piano. The event was a success with several members renewing.

**July & August Preview Dinners** Wendy Lott coordinated members from the board and at large to host 4 dinners. Stephanie Sydoriak captained several of the dinners that our chapter guild hosted.

**June: Dress Rehearsal Night at the Opera** Karen Henderson coordinated ticket sales and transportation for 100 young people to the *Daughter of the Regiment*, working with various teachers at the schools and Art Center for the ticket distribution.

**July: Opera Apprentice Concert** The concert was much enjoyed by the audience at the Los Alamos United Church, and we gained new members as well as several old members renewing.

**Sept. 26: "Opera on the Rocks", Opera at Bandelier**, our season grand finale, was held at the amphitheater in Juniper campground at Bandelier National Monument. Jason Lott, superintendent and Jorge Maldonado, assistant, made the event possible providing help in many ways: site preparation, buses, publicity, PAC 8 filming. They arranged for the beautiful sound of Native singers and drummers under the trees nearby during the wine and cheese time. The NPS staff arranged for a youth activity in line with the mission of The Santa



Fe Opera's family nights. The activity included decorating birds and crowns to tie into the themes of Mozart's *Magic Flute*. Opera Alta performed selections from Mozart's *Magic Flute* and *Bastien and Bastienne*. The program started off with Sing-along's in honor of National Public Lands Day. Two wineries and one Brewery sold their wares, and the Rotary Club provided cheese trays with Bandelier Trading Post selling food. Atomic City transit provided

transportation. The event sold over 300 tickets with campers & hikers free. The event had over 400 in attendance.



## Las Vegas Opera Guild by Ursel Albers, Co-President

The Las Vegas Opera Guild continues its support of The Santa Fe Opera through its involvement in Guilds, Inc. events such as: preview dinners, dress rehearsal night, Opera Insiders, Guilds, Inc. meetings, opening night festivities, the capital campaign and the John Webber memorial. The Guild has 70 members, many of whom do not live in the immediate area and some whom even live out of state. The Guild was able to give Guilds, Inc. \$4500. Many of the guild's members are elderly and no longer go to opera. However, a few of them sponsor younger individuals who cannot afford this pastime but love opera and certainly appreciate this generosity.

This year's accomplishments include:

- Receiving a \$500 grant from Community First Bank in Las Vegas that was used to partially underwrite our third annual bus trip to dinner and the Opera to see the magical production of *Rigoletto*. Twenty four people (1/2 of whom had never been to an opera before) joined the outing for the cost of \$60.00 each. It was a perfect evening, enjoyed by all.
- Elizabeth Johnston, a guild member, is a charter school teacher who took 5 students and 3 mothers to see both dress rehearsals and ignited a desire to see future operas. When Elizabeth told her 5th grade class that they would be going to the opera in the summer, one girl told her mother that the class was going to see "Oprah!" Elizabeth plans to continue this endeavor next season and hopes to take an entire class on a backstage tour next Spring.
- The Guild has reconnected with the United World College of the American West, New Mexico Highlands University and the Las Vegas Arts Council. We are aiming for involvement and support during the next few years. This is an important effort to unite the arts in Las Vegas.

*"What made my day this year? When strangers and acquaintances told me that not only were they now going to opera performances, but that they were enjoying this new experience!"*  
URSEL ALBERS

- Fourteen individuals attended the opening night opera and eight of them went to the Guilds, Inc. dinner. We certainly appreciated the care and professionalism taken at that dinner.
- The guild had a few get together's during the year including a holiday party hosted by the Daves. Attendance at these events ranged between 10 and 20 members. Many thanks to the SFO Education and Community Programs Department, to the box office staff and to Elaine Ré, as without her encouragement this Guild would no longer exist.



Ursel Albers



Frances Casey

## Santa Fe Opera Guild by Ian K. Ritchie, President

The Santa Fe Opera Guild has a strong commitment to educational programming designed to engage our community and promote The Santa Fe Opera and the operatic art form in general. Over the last six years, we have seen increased guild membership and participation in our events from the surrounding community due in large part to these offerings. Our communications are bolstered by the monthly newsletter, *Operagram*, which keeps our membership informed of guild, Santa Fe Opera, and community arts events and activities. We also advertise to the community at large through ads in *The Santa Fe New Mexican* and on local radio stations. The Santa Fe Opera Guild also sponsors annual social events that allow our members to meet each other and discuss topics of common interest – operatic or otherwise.



Ian K. Ritchie

### Education:

Our educational series started in October with "*Mama mia! Now that's Italian.*" featuring Maestro Anthony Barrese, Artistic Director and Principle Conductor of Opera Southwest. Always an engaging speaker, Maestro Barrese talked about what makes Italian opera Italian – illustrating his points with musical examples that he played on the piano from memory. A goal of The Santa Fe Opera Guild is to engage with other art groups in Northern New Mexico. A group of 18 Guild members travelled to Albuquerque in November to attend Opera Southwest's production of *Amleto*, Maestro Barrese's reconstruction of a long-forgotten opera by Franco Faccio.

In November, we combined education with social and held our second operatic salon at La Posada de Santa Fe. This salon was a series of roundtable discussions on various opera questions and members were encouraged to float between tables and join in the discussions. A roaring fire and a selection of wines fueled the conversation.



Furthering our engagement with other arts groups, January saw a sold-out luncheon at Hotel Santa Fe with guest speaker Joe Illick, music director of Fort Worth Opera and Artistic Director of Performance Santa Fe. Joe spoke about "*Commissioning New Opera - Finding the Mozarts, Verdis and Puccinis of the 21st Century*" a particularly germane topic given the anticipated world premier of Jennifer Higdon's *Cold Mountain*.

In February, Eric Moore, The Santa Fe Opera's Technical Director, presented set models and costume sketches for several of the scheduled operas. This heavily attended event is always one of our most anticipated. Held in the Opera's Scene Shop, it provides our members with a truly "behind the scenes" look at the upcoming season.

In March, Kathleen Clawson, co-director of The Opera's Young Voices program, presented "*So, Ya Wanna be an Opera Singer.*" a program about the challenges and rewards of a career in



opera. She was assisted by two of the Young Voices singers, accompanied on the piano by Kirt Pavitt.

April saw our perennial favorite, Desiree Mays, present "*Opera Unveiled*", her yearly preview of the upcoming opera season. This event is always a capacity crowd and we continue to receive new guild members, who join at this event.

Finally, in July guest speaker Beckie Kravetz, opera makeup artist and sculptor, showed examples of her opera-themed artwork, spoke about her experience as makeup artist for the LA Opera, and conducted a live demonstration of how she transforms singers into operatic characters.



### Social:

Each year, The Santa Fe Opera Guild hosts a welcome party and buffet dinner to welcome the season's singing apprentices. Once hosted in a private residence, the overwhelming popularity of this event and increasing attendance led us to move this to a public venue. Increased costs were offset by the generosity of our membership, many of whom offer to "host" an apprentice for the evening. The opportunity to meet our young singers "up close and personal" is something that is truly appreciated by our members. Our *Operagram* now includes periodic updates that follow the careers of the apprentices after they leave Santa Fe.

The Social Committee of The Santa Fe Opera Guild once again took a leadership role in planning the All-Guilds Opening Night Gala at Dapples Pavilion. We were pleased to have the participation of many of the guilds this year, both on the planning committee and at the event itself. It's a great way to kick off the new season.

Finally, our programming year concluded in September with our Annual Guild Membership Meeting. This meeting is a great wrap-up to the past year and a preview of coming events. The Santa Fe Opera Guild ended the year with a membership of 386, an increase of 13 over the previous year.



2015 SFOG Membership Party!  
Photograph by Rodney Cyr

## Taos Opera Guild by Suzanne Marier, President

The Taos Opera Guild is pleased to report a total of 99 members at the end of fiscal year 2015.

During the year, nine simulcasts of the Metropolitan Opera, shown at the Taos Center for the Arts (the TCA) and sponsored in part by the Guild, were preceded by a Guild-hosted breakfast and a brief Guild member talk in the dining room of the nearby Taos Inn. The tenth, *Die Meistersinger von Nurnberg*, due to its length, was preceded by a fireside dinner and talk the evening before the simulcast.



Taos Presidents: ( L-R )  
Sadie Knight, Suzanne Brock,  
Susan Benedetti (back),  
Suzanne Marier

In October, the music director of the Taos High-and-Middle Schools entertained Guild members at a Fireside Supper by giving a talk recounting some of his experiences as a member of the chorus in the Santa Fe Opera's 2014 production of *Fidelio*. In November, fifty-four high school students from Taos, among them a few from Peñasco, were treated to tickets for the simulcast of *Carmen*, received vouchers for the luncheon offered in the TCA's Encore Gallery, and participated in a panel discussion. The Christmas Gala, the Guild's only fund-raiser, was delightful, musical, entertaining, well-attended.

In February the Guild hosted *The Arts in Opera*, a one-day educational event at the TCA featuring Oliver Prezant, frequent speaker and lecturer for the Santa Fe Opera; eighty-nine people attended and response was extremely positive.

During the winter months, two members of the Board participated in the Guilds, Inc. task force that strove to improve all aspects of Guilds involvement in the Preview Dinners. Board and Guild members alike contributed time and "lovely" possessions to *Fledermarket*.

In April, The Santa Fe Opera's Spring Tour appeared at the Harwood Museum in Taos to an appreciative "sold-out" house. In June the Taos Ski Valley was, for the eighth season, the venue for the Taos Opera Institute (the TOI) whose students and professionals performed often in recital and performance as well as at the Taos Opera Guild's Member Brunch in June.

The Guild purchased thirty performance and dinner tickets to the Santa Fe Opera's Opening Night event on July 3, packaged them with bus transportation, and sold out. During the Opera's 2015 performance season, the Guild supported five preview dinners.

The Guild coordinated ticket distribution and transportation for 75 Taos-area children and adults to one Santa Fe Opera dress rehearsal, drawing children from the Taos Youth Music School, the Girl Scouts, the Embudo area, and others.

For differing reasons and at various times throughout the year, five of the eighteen members of the Board resigned their positions. In September, following my resignation, the Board selected, from among themselves, Susan Benedetti and Nancy Schultz to fulfill the remainder of my term; they will function as Co-Presidents during FY2016. I am confident that the Guild will thrive under their leadership.

## Albuquerque Opera Guild

A Member Guild of The Guilds of The Santa Fe Opera, Inc.

### Financial Statement for Fiscal Year 2015

|  |  |                    |
|--|--|--------------------|
| Opening Balance: October 1, 2014:                          |  | <b>\$12,546.46</b> |
| <b>INCOME</b>  |  |                    |
| <b>1. Contributions</b>                                    |  |                    |
| a) Membership dues   |  | \$9,035.00         |
| b) Other contributions / grants / misc. etc                |  | \$2,360.00         |
| <b>Total Contributions:</b>                                |  | <b>\$11,395.00</b> |
| <b>2. General Programs</b>                                 |  |                    |
| a) Social events (SFO Opening Night; Membership Meetings): |  | \$10,495.00        |
| b) Educational Events (youth programs; lecture series):    |  | \$210.00           |
| c) Community Programs (concerts; volunteer appr):          |  | \$0.00             |
| d) Other:  |  | \$0.00             |
| <b>Total Program Services:</b>                             |  | <b>\$10,705.00</b> |
| <b>3. Fundraising Programs</b>                             |  |                    |
| a) FY15 Italian Night w/YVSFO                              |  | \$11,967.00        |
| b) FY15 Cold Mountain event w/OSW                          |  | \$3,130.59         |
| <b>Total Fundraising Income:</b>                           |  | <b>\$15,097.59</b> |
| <b>TOTAL INCOME (Gross revenue):</b>                       |  | <b>\$37,197.59</b> |
| <b>EXPENSES</b>  |  |                    |
| <b>1. Administration / Management</b>                      |  |                    |
| a) Admin: postage, office supplies, bank fees, etc.        |  | \$3,124.93         |
| b) Promotion / publicity / advertising / newsletter        |  | \$0.00             |
| c) Membership (incl. FY14 and FY15 Membership Parties):    |  | \$3,286.87         |
| d) Assets acquired   |  | \$0.00             |
| <b>Total Admin/Management:</b>                             |  | <b>\$6,411.80</b>  |
| <b>2. General Programs (Services Expenses)</b>             |  |                    |
| a) Contributions to Guilds, Inc.                           |  | \$9,000.00         |
| b) Education programs                                      |  | \$1,328.54         |
| c) Community programs                                      |  | \$57.94            |
| d) Social programs   |  | \$9,500.00         |
| e) Misc. (including Capital Campaign expenses):            |  | \$4,187.60         |
| <b>Total Program Services Expenses:</b>                    |  | <b>\$24,074.08</b> |
| <b>3. Fundraising Expenses</b>                             |  |                    |
| a) FY15 Italian Night w/YVSFO                              |  | \$9,330.07         |
| b) FY15 Cold Mountain event w/OSW                          |  | \$2,381.31         |
| <b>Total Fundraising Expenses:</b>                         |  | <b>\$11,711.38</b> |
| <b>TOTAL EXPENSES:</b>                                     |  | <b>\$42,197.26</b> |
| Closing Balance: Sept 30, 2015:                            |  | <b>\$7,546.79</b>  |

## Española Valley Opera Guild

A Member Guild of The Guilds of The Santa Fe Opera, Inc.

### Financial statement for Fiscal Year 2015

Opening Balance: October 1, 2014 \$1,366.97

#### INCOME

##### 1. Contributions

|   |                    |
|---|--------------------|
| a) Membership dues                          | \$2,405.00         |
| b) Other contributions / grants / misc. etc | \$110.00           |
| b) Bank incentive for e-statements          | \$5.00             |
| <b>Total Contributions:</b>                 | <b>\$ 2,520.00</b> |

##### 2. General Programs

|  |                    |
|--|--------------------|
| a) Block Ticket Sales, 2015 (current) season | \$ 2,760.00        |
| b) Opera, Wine and Cheese event              | \$ 839.00          |
| <b>Total Program Services:</b>               | <b>\$ 3,599.00</b> |

##### 3. Fundraising Programs

|                                  |                    |
|----------------------------------|--------------------|
| a) Winter Posole party           | \$ 1,247.00        |
| <b>Total Fundraising Income:</b> | <b>\$ 1,247.00</b> |

**TOTAL INCOME (Gross revenue):** **\$ 7,366.00**

#### EXPENSES

##### 1. Administration / Management

|  |                  |
|--|------------------|
| a) Administrative: (PO Box rental)       | \$ 48.00         |
| b) Membership (cards and postage)        | \$ 98.00         |
| c) General advertising                   | \$ -             |
| d) Discretionary (Gifts, memorials, etc) | \$ -             |
| <b>Total Admin/Management:</b>           | <b>\$ 146.00</b> |

##### 2. General Programs (Services Expenses)

|  |                    |
|--|--------------------|
| a) Contributions to Guilds, Inc.                     | \$ 2,000.00        |
| b) Block Tickets, 2014 (current) season to the Opera | \$ 2,554.00        |
| c) Block tickets, 2015 (next) season, downpayment    | \$ 283.00          |
| d) Spring Education Lecture                          | \$ 32.79           |
| e) Essay contest                                     | \$ 8.33            |
| f) "Opera, Wine and Cheese" program                  | \$ 831.60          |
| g) "Top Hats and Tiaras" program                     | \$ 82.00           |
| h) Capital campaign donation (pass through)          | \$ 25.00           |
| <b>Total Program Services Expenses:</b>              | <b>\$ 5,816.72</b> |

##### 3. Fundraising Expenses

|                                    |                  |
|------------------------------------|------------------|
| a) Winter Posole Party             | \$ 565.82        |
| b) Recipe Book                     | \$ -             |
|                                    | \$ -             |
| <b>Total Fundraising Expenses:</b> | <b>\$ 565.82</b> |

**TOTAL EXPENSES:** **\$ 6,528.54**

Closing balance September 30, 2015 **\$ 2,204.43**

# Los Alamos Opera Guild

A Member Guild of the Guilds of The Santa Fe Opera, Inc.

## Financial Statement for Fiscal Year 2015

|   |  |                   |
|---|--|-------------------|
| Opening Balance: October 1, 2014                          |  | <b>\$2,805.97</b> |
| <b>INCOME</b>   |  |                   |
| <b>1. Contributions</b>                                   |  |                   |
| a) Membership dues  |  | \$2,288.58        |
| b) Other contributions - Opera on the Rocks donations     |  | \$452.00          |
| <b>Total Contributions:</b>                               |  | <b>\$2,740.58</b> |
| <b>2. General Programs</b>                                |  |                   |
| a) Social events: Opera onThe Rocks                       |  | \$3,775.27        |
| b) Educational Events:                                    |  | \$0.00            |
| c) Community Programs: Apprentice Concert + Young Voices  |  | \$220.00          |
| d) Other:   |  | \$0.00            |
| <b>Total Program Services:</b>                            |  | <b>\$3,995.27</b> |
| <b>3. Fundraising Programs</b>                            |  | \$0.00            |
| <b>Total Fundraising Income:</b>                          |  | <b>\$0.00</b>     |
| <b>TOTAL INCOME (Gross revenue):</b>                      |  | <b>\$6,735.85</b> |
| <b>EXPENSES</b>   |  |                   |
| <b>1. Administration / Management</b>                     |  |                   |
| a) Admin: PO Box + cash box                               |  | \$260.00          |
| b) Promotion / publicity / advertising / newsletter       |  | \$83.44           |
| c) Membership   |  | \$0.00            |
| d) Assets acquired  |  | \$0.00            |
| <b>Total Admin/Management:</b>                            |  | <b>\$343.44</b>   |
| <b>2. General Programs (Services Expenses)</b>            |  |                   |
| a) Contributions to Guilds, Inc.(\$1,500 Pledge)          |  | \$2,000.00        |
| b) Education Programs                                     |  | \$0.00            |
| c) Community Programs - Apprentice Concert & Young Voices |  | \$866.28          |
| d) Social Programs - Opera on the Rocks                   |  | \$1,250.16        |
| e) Misc. - Paper Products, and ACT Breakfast              |  | \$128.93          |
| <b>Total Program Services Expenses:</b>                   |  | <b>\$4,245.37</b> |
| <b>3. Fundraising Expenses</b>                            |  | \$0.00            |
| <b>Total Fundraising Expenses:</b>                        |  | <b>\$0.00</b>     |
| <b>TOTAL EXPENSES:</b>                                    |  | <b>\$4,588.81</b> |
| Closing Balance: Sept 30 2015:                            |  | <b>\$4,953.01</b> |



## Las Vegas Opera Guild

A Member Guild of The Guilds of The Santa Fe Opera, Inc.

### Financial Statement for Fiscal Year 2015

|  |  |                   |
|--|--|-------------------|
| Opening Balance: October 1, 2014:              |  | <b>\$1,240.55</b> |
| <b>INCOME</b>                                  |  |                   |
| <b>1. Contributions</b>                        |  |                   |
| a) Membership dues                             |  | \$2,413.93        |
| <b>Total Contributions:</b>                    |  | <b>\$2,413.93</b> |
| <b>2. General Programs</b>                     |  |                   |
| a) 8/19 Opera Function                         |  | \$1,130.00        |
| b) Loan Payment                                |  | \$200.00          |
| <b>Total Program Services:</b>                 |  | <b>\$1,330.00</b> |
| <b>3. Fundraising Programs</b>                 |  |                   |
| a) Donation - Capital Campaign                 |  | \$50.00           |
| <b>Total Fundraising Income:</b>               |  | <b>\$50.00</b>    |
| <b>TOTAL INCOME (Gross revenue):</b>           |  | <b>\$3,793.93</b> |
| <b>EXPENSES</b>                                |  |                   |
| <b>1. Administration / Management</b>          |  |                   |
|  |  | \$0.00            |
| <b>Total Admin/Management:</b>                 |  | <b>\$0.00</b>     |
| <b>2. General Programs (Services Expenses)</b> |  |                   |
| a) 8/19 Opera Function                         |  | \$1,108.20        |
| b) Loan - Youth Night                          |  | \$200.00          |
| <b>Total Program Services Expenses:</b>        |  | <b>\$1,308.20</b> |
| <b>3. Fundraising Expenses</b>                 |  |                   |
| a) Donation - Capital Campaign                 |  | \$50.00           |
| a) Donation - Guilds Inc.                      |  | \$3,500.00        |
| <b>Total Fundraising Expenses:</b>             |  | <b>\$3,550.00</b> |
| <b>TOTAL EXPENSES:</b>                         |  | <b>\$4,858.20</b> |
| Closing Balance: Sept 30, 2015:                |  | <b>\$176.28</b>   |

## Santa Fe Opera Guild

A Member Guild of The Guilds of The Santa Fe Opera, Inc.

### Financial Statement for Fiscal Year 2015

|   |  |                    |
|---|--|--------------------|
| Opening Balance: October 1, 2014                    |  | \$4,808.66         |
| <b>INCOME</b>                                       |  |                    |
| <b>1. Contributions</b>                             |  |                    |
| a) Membership dues                                  |  | \$18,840.00        |
| b) Other contributions / grants / tips              |  | \$0.00             |
| <b>Total Contributions:</b>                         |  | <b>\$18,840.00</b> |
| <b>2. General Programs</b>                          |  |                    |
| a) Social events:                                   |  | \$5,096.07         |
| b) Educational Events:                              |  | \$3,945.00         |
| c) Community Programs:                              |  | \$0.00             |
| d) Other:   |  | \$395.20           |
| <b>Total Program Services:</b>                      |  | <b>\$9,436.27</b>  |
| <b>3. Fundraising Programs</b>                      |  | \$4,645.00         |
| <b>Total Fundraising Income:</b>                    |  | <b>\$4,645.00</b>  |
| <b>TOTAL INCOME (Gross revenue):</b>                |  | <b>\$32,921.27</b> |
| <b>EXPENSES</b>                                     |  |                    |
| <b>1. Administration / Management</b>               |  |                    |
| a) Admin: postage, office supplies, bank fees, etc. |  | \$1,883.68         |
| b) Promotion / publicity / advertising / newsletter |  | \$2,681.58         |
| c) Membership                                       |  | \$1,174.40         |
| d) Assets acquired                                  |  | \$178.14           |
| <b>Total Admin/Management:</b>                      |  | <b>\$5,917.80</b>  |
| <b>2. General Programs (Services Expenses)</b>      |  |                    |
| a) Contributions to Guilds, Inc.                    |  | \$11,000.00        |
| b) Education programs                               |  | \$5,716.81         |
| c) Community programs                               |  | \$0.00             |
| d) Social programs                                  |  | \$7,016.04         |
| e) Misc.  |  | \$0.00             |
| <b>Total Program Services Expenses:</b>             |  | <b>\$23,732.85</b> |
| <b>3. Fundraising Expenses</b>                      |  | \$4,166.48         |
| <b>Total Fundraising Expenses:</b>                  |  | <b>\$4,166.48</b>  |
| <b>TOTAL EXPENSES:</b>                              |  | <b>\$33,817.13</b> |
| Closing Balance: 30 September 2015:                 |  | <b>\$3,912.80</b>  |

## Taos Opera Guild

A Member Guild of The Guilds of The Santa Fe Opera, Inc.

### Financial statement for Fiscal Year 2015

|   |  |                    |
|---|--|--------------------|
| Opening Balance: October 1, 2014                    |  | <b>\$10,513.07</b> |
| <b>INCOME</b>                                       |  |                    |
| <b>1. Contributions</b>                             |  |                    |
| a) Membership dues                                  |  | \$5,403.38         |
| b) Other contributions / grants / tips              |  | \$168.00           |
| <b>Total Contributions:</b>                         |  | <b>\$5,571.38</b>  |
| <b>2. General Programs</b>                          |  |                    |
| a) Social events:                                   |  | \$0.00             |
| b) Educational Events: (arts in opera)              |  | \$909.93           |
| c) Community Programs: (opera ticket sales)         |  | \$6,120.00         |
| d) Other: (bank interest)                           |  | \$5.78             |
| <b>Total Program Services:</b>                      |  | <b>\$7,035.71</b>  |
| <b>3. Fundraising Programs</b>                      |  |                    |
| a) christmas gala                                   |  | \$2,130.00         |
| <b>Total Fundraising Income:</b>                    |  | <b>\$2,130.00</b>  |
| <b>TOTAL INCOME (Gross revenue):</b>                |  | <b>\$14,737.09</b> |
| <b>EXPENSES</b>                                     |  |                    |
| <b>1. Administration / Management</b>               |  |                    |
| a) Admin: postage, office supplies, bank fees, etc. |  | \$129.00           |
| b) Promotion / publicity / advertising / newsletter |  | \$0.00             |
| c) Membership                                       |  | \$0.00             |
| d) Assets acquired                                  |  | \$0.00             |
| <b>Total Admin/Management:</b>                      |  | <b>\$129.00</b>    |
| <b>2. General Programs (Services Expenses)</b>      |  |                    |
| a) Contributions ( GI pledge, Cap.Camp., TOI, TCA)  |  | \$5,500.00         |
| b) Education programs                               |  | \$1,379.83         |
| c) Community programs opera tickets                 |  | \$5,999.98         |
| d) Social programs                                  |  | \$0.00             |
| e) Misc. High school                                |  | \$1,019.00         |
| <b>Total Program Services Expenses:</b>             |  | <b>\$13,898.81</b> |
| <b>3. Fundraising Expenses</b>                      |  |                    |
|   |  | \$506.64           |
| <b>Total Fundraising Expenses:</b>                  |  | <b>\$506.64</b>    |
| <b>TOTAL EXPENSES:</b>                              |  | <b>\$14,534.45</b> |
| Closing Balance: Sept 30 2015:                      |  | <b>\$10,715.71</b> |

## Volunteers Make a Difference - The Six Guilds in Action



## Board of Directors of the Guilds of the Santa Fe Opera, Incorporated

|                                |                                       |   |
|--------------------------------|---------------------------------------|---|
| President                      | <b>Elaine F. Ré</b>                   | Albuquerque Guild                               |
| President-Elect                | <b>Norman Doggett</b>                 | Española Valley Opera Guild                     |
| Secretary                      | <b>Karen Henderson</b>                | Los Alamos Opera Guild                          |
| Treasurer                      | <b>John Webber/<br/>Gene Wampfler</b> | Santa Fe Opera Guild<br>Albuquerque Opera Guild |
| Vice-President<br>Development  | <b>Karen Henderson</b>                | Los Alamos Opera Guild                          |
| Vice-President<br>Education    | <b>Nancie Dominic</b>                 | Albuquerque Opera Guild                         |
| Vice-President<br>Membership   | <b>Lesley Mortimer</b>                | Albuquerque Opera Guild                         |
| Preview Dinner<br>Chair        | <b>Peggy Love Day</b>                 | Santa Fe Opera Guild                            |
| Dress Rehearsal<br>Night Chair | <b>Isabel Becker-Hudson</b>           | Española Valley Opera Guild                     |
| Publicity Chair                | <b>Vacant</b>                         |   |

### The Guilds of The Santa Fe Opera, Incorporated

P.O. Box 2658, Santa Fe, New Mexico 87504-2658  
888 • 666 • 3430

[www.GuildsofSFO.org](http://www.GuildsofSFO.org)

A non-profit 501.(c)(3) corporation established in 1963  
The six New Mexico Guilds support the Education and Community Programs  
Department of the Santa Fe Opera