

THE
SANTA FE
OPERA



THE GUILDS OF THE SANTA FE OPERA, INC.

2018–2019 ANNUAL REPORT



The Guilds of The Santa Fe Opera, Inc.
ANNUAL REPORT
Fiscal Year October 2018 to September 2019

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The Guilds of The Santa Fe Opera, Incorporated

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A non-profit 501(c)(3) Corporation established in 1963
The five New Mexico Guilds & the National Members support
the Community Engagement Department of The Santa Fe Opera

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Cover Photo by Norman Doggett

Message from the President • Eileen Woodbury

The Guilds of The Santa Fe Opera, Inc. is a non-profit organization dedicated to supporting the work and goals of the Santa Fe Opera through volunteering, fundraising, and community activities. Approximately 800 members participate in five localities across the state of New Mexico – Albuquerque, Española Valley, Los Alamos, Santa Fe and Taos. The Member Guilds are as diverse as the populations they serve, but all are committed to enhancing the enjoyment of opera and building audiences for its future.



Each member guild provides educational and social events throughout the year to accomplish these goals and, in doing so, each also financially contributes to the Santa Fe Opera, especially to the programs of the Community Engagement Department. Jointly, the guilds support programs such as Youth Nights at the Opera, where youth from around the state attend dress rehearsals free of charge. It is important that we, members of the community, take every opportunity to demystify what opera is about, and to increase accessibility to opera for youth as well as adults. This year saw an increase of 288 attendees over four performances.

Committed volunteers also support the Preview Dinners before each performance, acting as ambassadors for the unique experience that awaits theatre goers. Preview Dinners account for the largest recognized value of Guild contributions, this year amounting to a net income of over \$179,000. And, on Saturday mornings during the Festival Season, volunteers offer an Opera Insiders Day, complete with a behind-the-scenes tour and a presentation by one of the many talented operations and production staff that “make the magic happen.”

Our largest fundraiser of the year occurs on Opening Night with a dinner celebration at Dapples Pavilion. For this fiscal year we raised \$6,384, much of which goes to support administrative costs on behalf of the five Member Guilds. Subsequently, through the success of their community activities, the guilds collectively were able to provide a cash contribution of \$30,900 to the Community Engagement Department.

This year saw volunteers provide 10,566 volunteer hours at an estimated value of \$253,584. While the dollar amount is impressive, it is the knowledge, enthusiasm, and recognized ambassadorship of each volunteer that makes being a part of the Santa Fe Opera unique.

Beginning in Fiscal Year 2020 the role of President will be assumed by Karen Henderson of the Los Alamos Guild. Karen brings years of dedicated service to the Guilds and the Santa Fe Opera, as well as the perspective of mother of adolescents. Her enthusiasm to engage youth and increase the accessibility of opera will serve all our communities.



The Guilds thank the Santa Fe Opera’s Board of Directors, General Director Robert Meya, Artistic Director Alexander Neef and Music Director Harry Bicket for their support. We especially thank Kyle Gray and Alvaro Quintanar of the Community Engagement Department for their commitment to make the partnership between the Guilds and SFO a success.

Treasurer's Report • Gene Wampfler

The five Member Guilds of The Santa Fe Opera contributed \$30,900 in pledged funds this year, and all of these funds were passed through to the Santa Fe Opera's Community Engagement Department.

Guilds Inc. annual fundraiser, the Opening Night Dinner at Dapples Pavilion was again sold out in attendance, and the evening resulted in raising \$6385. These funds are used by Guilds Inc. for its administrative expenses and for the Saturday morning Opera Insiders events during the June-August months. The expenses for the 13 Opera Insiders Days this year were again \$3269.



Guilds Inc. collected payments of \$4265 this year from 35 new memberships in the five opera Guilds via our website and membership brochures. In addition, funds for two new National Memberships were received, totaling \$400. Guilds Inc. completed a payment of \$2192 to the Los Alamos Opera Guild for receipts that were accepted on their behalf for last year's Opera on The Rocks event held at Bandelier National Monument in September 2018. The Los Alamos Guild did not hold the event this fiscal year, so no further funds were collected on their behalf.

Guilds Inc. funded an event in Las Vegas, NM, on June 2, 2019 entitled "The Silver Scream: Opera in Films and Cartoons", followed by a tour of the recently renovated Castañeda Hotel. Expenses for this event for the speaker fee and refreshments totaled \$503.

Guilds Inc. is ending its fiscal year with a balance of \$8279.44 to begin the new fiscal year.

Financial Reviews of the five Member Guilds and Guilds Inc. are required by our Bylaws every two years, to ensure compliance with acceptable financial procedures and to act as an informal audit of each guild's account. The financial reviews scheduled for fiscal year 2019 were postponed due to revisions in the Bylaws of the Corporation and Standing Rules for the Financial Review Committee, which have now been completed. These reviews are now scheduled to take place during the fall months of 2019.



The Guilds of The Santa Fe Opera, Inc.

Financial Statement for Fiscal Year 2019

Opening balance: October 1, 2018

INCOME

1. Contributions from Member Guilds

* Albuquerque	\$12,500.00
* Espanola Valley	\$2,900.00
* Los Alamos	\$2,000.00
* Santa Fe	\$11,000.00
* Taos	\$2,500.00
* Donations	\$370.60

Total Contributions: \$31,270.60

2. General Programs

a) Membership Meetings	\$0.00
b) National Members - dues	\$400.00
c) Membership Income from GI website	\$4,265.00
d) LAOG Opera on the Rocks	\$0.00
e) Silver Scream Event - Las Vegas - 6.2.19	\$405.00

Total Program Services: \$5,070.00

3. Fundraising Programs

a) Opening Night 2019	\$15,397.50
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Total Fundraising Programs: \$15,397.50

TOTAL INCOME (Gross revenue): \$51,738.10

EXPENSES

1. Administration / Management

a) Administrative (Annual Report/ banking/ reg. fees/ postage/ office supplies/ subscriptions)	\$2,472.47
b) Assets acquired	\$0.00
c) Legal/ accounting	\$10.00
d) Promotion/ Publicity (web site annual fee/constant contact subscription)	\$918.00
e) Quarterly meetings	\$0.00

Total Admin/Management: \$3,400.47

2. General Programs (Services Expenses)

a) Donation to The Santa Fe Opera (Community Engagement Dept)	\$30,900.00
b) Guilds/Opera Joint Programs (Saturday Opera Insiders)	\$3,268.85
c) Pass through of memberships from GI website	\$4,565.00
d) LAOG Opera on The Rocks (passthrough from previous year)	\$2,192.07
e) Silver Scream Event - Las Vegas - 6.2.19	\$907.97

Total Program Services Expenses: \$41,833.89

3. Fundraising Expenses

a) Opening Night 2019	\$9,012.84
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Total Fundraising Expenses: \$9,012.84

TOTAL EXPENSES: \$54,247.20

Closing balance: September 30, 2019

\$8,279.44

Guild Membership • Paul Neuman & Bill Swan

There are five Member Guilds of the Santa Fe Opera plus a National Guild for members from out of state or from New Mexico towns not represented by a Guild. The umbrella organization, Guild's Inc, is composed of representatives from all the Guilds. The tables below provide membership and number of members for the five Guilds.

During the summer a Membership task force was charged to review dues and the current benefit structure. There was concern about a perceived inequity between Member and Friend categories. It was further noted that these two levels (\$35 and \$60) had remained the same since 1998.

Comments from the Board President and Treasurer were also considered.

An environmental scan was conducted of each Guild's local arts and cultural organizations and of guild-type organizations for opera companies involved in Opera For All Voices. The takeaways were: 1) membership dues and benefits supported the mission/vision of the organization 2) a dual membership was always less than 2X individual, about 85% 2X individual, and 3) our introductory dues were probably too low. Current entry dues are \$35 while median entry dues for similar organizations were closer to \$50.

The Board voted to adjust membership structure in order to: 1) increase support for community engagement by increasing Member and Friend dues (changing the title "Friend" to "Dual") 2) apply the Apprentice Reception Benefit only to Partner (\$100) and higher dues levels 3) provide a "Youth" membership category 4) retain other membership categories and benefits, and 5) recommend that membership dues and benefits be reviewed every three to four years.

Guild Membership: The Last Five Years, Number of Members

Year	Albuquerque	Española	Las Vegas	Los Alamos	Santa Fe	Taos	Totals
2015	178	84	71	53	358	100	877
2016	166	83	63	59	406	94	878
2017	191	70	50	58	383	94	846
2018	191	69	27	50	375	110	822
2019	185	75		47	378	104	789

Membership by Donation Level: Donations above \$60 can represent one or two persons.

Membership Level	Number of Memberships
\$35	241
\$60	162
\$100	56
\$150	93
\$300	22
\$600	6



Youth Nights • Isabel Becker-Hudson

Youth have been attending dress rehearsals since 1959 as part of the Santa Fe Opera's commitment to introducing young people to the world of opera. The dress rehearsals allocated as Youth Nights for the 2019 season were *La bohème*, *The Pearl Fishers*, *Così fan tutte*, and *The Thirteenth Child*. This year's attendance surpassed last year by 288 attendees. Adult volunteers from the guilds assisted in various capacities and were instrumental in making things run smoothly. Their assistance is greatly appreciated. The guilds of the Santa Fe Opera were once again successful in bringing youth groups to the opera from their communities. Attendance numbers are listed below.



2019 Youth Nights at the Opera Totals

Guilds, Students, Young Voices, Young Technicians, etc. (714 adults, 2,051 youth = 2,765 total)

Monday, June 24, *La bohème* – 328 adults (200 Arts Advocates), 511 youth = 839 total

Tuesday, June 25, *The Pearl Fishers* – 121 adults, 482 youth = 603 total

Tuesday, July 9, *Così fan tutte* – 110 adults, 440 youth = 550 total

Tuesday, July 23, *The Thirteenth Child* – 155 adults, 618 youth = 773 total

Pueblo Opera Program (564 adults, 2,269 youth = 2,833 total)

Monday, June 24, *La bohème* – 120 adults, 480 youth = 600 total

Tuesday, June 25, *The Pearl Fishers* – 145 adults, 595 youth = 740 total

Tuesday, July 17, *Così fan tutte* – 153 adults, 610 youth = 763 total

Tuesday, July 24, *The Thirteenth Child* – 146 adults, 584 youth = 730 total

Grand Total for all Youth Nights

Monday, June 24, *La bohème* – 448 adults, 991 youth = 1,439 total

Tuesday, June 25, *The Pearl Fishers* – 266 adults, 1,077 youth = 1,343 total

Tuesday, July 17, *Così fan tutte* – 263 adults, 1,050 youth = 1,313 total

Tuesday, July 24, *The Thirteenth Child* – 301 adults, 1,202 youth = 1,503 total

TOTAL – 4,320 Youth; 1,278 Adults – 5,598 TOTAL ATTENDANCE

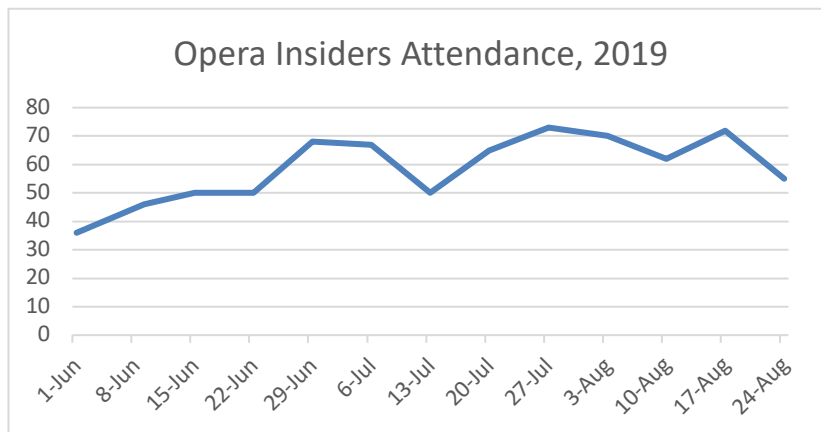


Opera Insiders' Days • Martha Baker



Opera Insiders' Days occur every Saturday during the Festival Season which, for this year, began on June 1 with the last session held on Saturday, August 24, 2019. All five Member Guilds participated by providing volunteers who greeted visitors, directed attendees to coffee and muffins provided by Guilds, Inc., and interacted with our visitors in order to inform them about the Santa Fe Opera and the Member Guilds. Volunteers were encouraged to utilize talking points to explain the role of the Guilds of The Santa Fe Opera; discuss the unique events held in their communities; promote Guild membership; and emphasize the types of community engagement that SFO provides throughout the state of New Mexico.

An estimated total of 764 people attended the 13 sessions. Participation varied widely, with as few as 36 attendees, ranging up to 73 participants. As is typical, the first few weeks of the season were relatively slow. While concurrence with the International Folk Art Market on the weekend of July 13 did not raise attendance, Spanish Market (July 27) and Indian Market (August 17) appear to have done so.



Preview Dinners • Susan Baker Roybal

In the 2019 festival season, The Guilds of The Santa Fe Opera, Inc. hosted 36 Preview Dinners at Dapples Pavilion with an average attendance of over 192 persons per dinner. The Preview Dinners featured four different speakers in a scheduled rotation including Kathleen Clawson, Cori Ellison, Don Fineberg, and Jennifer Rhodes. This gave guests attending multiple Preview Dinners a chance to hear about each evening's performance from different perspectives.

Every dinner was hosted by a Preview Dinner Captain and five additional volunteers from the member guilds. Guild volunteers greeted a total of 6,914 guests in 2019, showed them to a table, answered their questions and, most significantly, made them feel welcome at our Opera "home"!



Preview Dinner Income	Cost of all Preview Dinners	Net Profit to the Opera, credited to the Guilds
\$480,265.00	\$307,438.82	\$179,262.97

Albuquerque Opera Guild • Sandra Donaldson, President

The Albuquerque Opera Guild (AOG) has approximately 180 members, including 12 new members who joined during our Membership drive in August and September. We operated in the black once again this year, and were able to give an extra \$2,500 to Guilds, Inc. at the end of the fiscal year. In addition, we approved funding of \$5,000 to the Opera Department at the University of New Mexico for use in student productions in the spring and fall of 2020. Our income came in large part from our membership dues, with more \$150, \$300 and \$600 members than ever before. In addition, we raised several thousand dollars at our annual fundraiser, Italian Night, and from silent auctions at several of our events.



The primary purpose of the Guild is to support the activities of the Department of Community Engagement of the Santa Fe Opera, and of Guilds, Inc., the parent organization of the five Guilds. To this end, AOG provided information to our members about upcoming opera events through our Newsletter and SFO website. We volunteered as ushers at Spring Tour in April, as well as at Oliver Prezant's Spotlight Series in May and June. We provided a bus to Opening Night, hosted eleven Preview Dinners at Dapples Pavilion and four Opera Insiders Days on Saturday mornings during the summer. We took busloads of students to four Youth Nights in June and July. In addition, we were on hand to provide volunteers as needed to Community Engagement Department to greet and seat guests at community concerts.

Our Board desired new ways in which we could make opera an important part of the arts scene in the Albuquerque/Rio Rancho Community by offering additional educational and social events to supplement SFO programs. As liaison between the two groups, the AOG President attended Board meetings of Opera Southwest each month. Our Valentine's Day luncheon had Missy West as guest speaker, talking about and displaying costumes for the upcoming production of *La bohème*. Italian Night featured the Young Voices of the Santa Fe Opera, and our Annual Meeting and Membership Party in September had apprentice singers from Opera Southwest entertain us. We hosted a "thank you" brunch at the home of the Lowry's for those of our members who paid dues of \$150 or more. "Musetta's Closet" allowed young women from around the area to find a donated dress or gown for that special occasion.

Welcome to our two newly elected co-Presidents, Lou Ann Darras and Joan Punt! Both have served on our board for several years, have chaired many of our social and educational programs, and have new ideas and lots of enthusiasm going forward.



10th Anniversary Italian Night



2019 Volunteer of the Year

Española Valley Opera Guild • Dominic Roybal, President

The Española Valley Opera Guild (EVOG) has been making a difference in the Española Valley and surrounding communities for fifty-two years. The EVOG approach and perspective has been a steady approach of building relationships through educational outreach, social events, and partnering with local organizations and schools, via a motivational framework of volunteers. Winter, spring, summer and fall, EVOG creates events in our community that spread the enchantment of opera and build future audiences in all seasons.



The 2019 repertory started with our signature event, “Posole Mio.” The members of EVOG are instrumental in bringing the community together to spotlight local artists to kindle an interest in the arts. The Board members cook homemade posole to warm the heart on a cold winter afternoon, while the EVOG membership provides desserts to sweeten the experience. The magic is created by kids of all ages who perform: vocalists, musicians, and dancers from Moving Arts Education (MAE) youth choir, *Divino*, Camino de Paz Student *Marimba Band*, and MAE *Ballet Folklórico*. Bringing opera to our community is instrumental in the Guilds plan, and “Posole Mio” is a classic way to set up passion for the opera.

Tom Franks’ spring lecture is always highly anticipated and was a great way to bring our members together and talk about the upcoming opera season. Mr. Franks highlighted the many facets of *La bohème* and generated much pre-season excitement for the production.

EVOG was honored to host the June 2019 Guilds, Inc. quarterly meeting, as well as a tour of the Los Luceros Historic Site that followed. The Board wishes to express its appreciation to everyone who attended. Our mission to support opera brings us together to share and mingle with fellow members from outside guilds. The tour of the Los Luceros hacienda and grounds was a wonderful way to gear up our senses for the 2019 opera season.

EVOG is grateful to be able to support SFO vocal apprentices by having a local concert to showcase two gifted singers before each festival season begins. It gives EVOG the opportunity to bring the future stars of opera to Española and a chance for our community to become better acquainted with the worldwide talent that is drawn to the Santa Fe Opera. Hosting Anthony Ciaramitaro, tenor, and Benjamin Taylor, baritone, at the historic adobe St. Stephen’s church in Española provided the perfect segue into the summer performances.

EVOG continues to introduce the world of opera to our Española Valley children through our Youth Night Dessert Reception. We brought over 100 youth from local organizations like Moving Arts Española, area Boys and Girls Clubs, as well as church and high school youth groups to enjoy the Youth Night dress rehearsal of *The Pearl Fishers* – tickets courtesy of the Santa Fe Opera. This program creates Opera memories that excite the future generations and creates community partnering.

EVOG’s annual Tailgate and group opera outing is instrumental to the Guilds’ plan for bringing together new and current members with guests to share in comradery and potluck delicacies under the beautiful skies of New Mexico. The canopy setup in the opera’s parking lot is a traditional theme that sparks joy

and laughter each year. EVOG's unique bingo games set the mood for an unforgettable evening of opera in the Crosby Theatre.

We are proud to have four EVOG members serving on the board of Guilds, Inc., and plenty of active membership in inter-guild activities such as Guilds, Inc. meetings, committees, and the Preview Dinners.

Thanks to added benefits and elevated levels of membership in the guilds, EVOG continued to attract members at the Partner, Donor and Contributor levels this year. EVOG continues to actively grow and learn and to impart our enthusiasm for opera and the arts to our friends and neighbors. Our members continue to work to connect our community with the Santa Fe Opera and all it has to offer. We are grateful for the support and friendship of all of the member guilds of New Mexico.



Camino de Paz School Marimba Ensemble



The Moving Arts Folklorico Dancers

Los Alamos Opera Guild • Jane Clements, President

The Los Alamos Opera Guild meets quarterly and consists of eight board members.

We have at present 40 memberships with a total of 53 members. Our annual membership social was on March 3, and as part of this social, four of the Santa Fe Opera's Young Voices participants performed in concert. These young people were Eleanor Henderson, Alexander Waters, Maya Rogers, and Jeremiah Palmer-Scott.

An apprentice concert was held on Saturday, June 9 at Fuller Lodge. The performers were Grace Kahl, Soprano, Alec Carlson, Tenor, and Blair Salter, piano. We thank Kathleen Clawson for bringing this fun and festive program to Los Alamos.

The Guild partnered with the Los Alamos Historical Society, Friends of the Manhattan Project National Park and the Bradbury Science Museum Association to sponsor three bus excursions to Los Alamos before the operas on July 17, July 31 and August 20 for dinner at Fuller Lodge and a short tour and a talk, however low enrollment in these events caused the events to be cancelled.

The guild sponsored a pre-opera tailgate for senior AP English students who attended a Youth Night at the Opera, and we also participated in Preview Dinners and Opera Insiders' Days during the summer.



Youth Night at The Thirteenth Child



Santa Fe Opera Guild by Martha Baker, President



The Santa Fe Opera Guild has 237 memberships, representing nearly 400 members. This size and scope gives us the ability to offer a broad variety of programs that support the community engagement objectives of the Santa Fe Opera.

The Santa Fe Opera Guild strives to offer programs that serve the needs of our unique community. Santa Fe Opera Guild members, nearly all of whom are SFO ticket holders, get to experience even greater evenings of enchantment, thanks to our programs. Social events and volunteer opportunities reinforce the strong sense of community that surrounds the Santa Fe Opera, and our educational programs enrich appreciation of each summer's productions. In short, our goal is to deepen our members' relationships with the Santa Fe Opera and the overall operatic art form,

thereby helping to insure its future.

We work hard at offering current members good value and programs, while also attracting new members and the general public. Broadly speaking, our activities fall into two categories:

- Educational programs. Lectures are very popular in Santa Fe. In FY 2019 we put on 13 events, including six that specifically addressed various aspects of upcoming SFO productions, and six meetings of our bimonthly book group, Vivace.
- Social events. These include our Meet-the-Singing-Apprentices Party, the Salon, a January luncheon, and the Annual Membership Meeting in late August.



Our Board of Directors oversaw all of these programs at the same time that they attended to the Guild's administrative and communications needs. These include managing membership and the Guild's finances, promoting events, and producing a monthly newsletter, the Operagram.

Santa Fe Opera Guild members were enthusiastic volunteers on behalf of the opera. They staffed twelve Preview Dinners and four Opera Insider Saturday mornings. A good number of our members are also Backstage Tour Docents and Overture volunteers.

The plan for the coming fiscal year is equally ambitious, with educational programs and social events that will deliver strong value to our members and attract the general public, deepening individual relationships with the Santa Fe Opera.



Backstage Preview



Meet the Apprentices Party



Annual Luncheon



Conversation with Winnie Klotz Reception



Meet the Diva



Annual Meeting

Taos Opera Guild • Barbara Crews and Susan Benedetti, Co-Presidents

Back in January the TOG Board of Directors decided that we needed to look at new ways to accomplish our objectives. A Strategic Planning Committee was established. In June, the Board approved a new objective — “The Taos Opera Guild makes opera popular in Taos” — and outlined ways to measure the accomplishment. To energize the spirit and activities of the TOG three strategies were identified: 1) revitalize the board and its structure 2) enhance participation and attendance, and 3) build, sustain and replace membership.

The TOG is pleased to report 73 memberships, representing 103 members, donated over 1206 hours of volunteer work for the Santa Fe Opera. We have in place a membership maintenance program, including our own website and Facebook pages. Invitations, announcements, and registration for all events, as well as payments and dues collection, are all automated.

We continue to provide educational opportunities about opera to members of our community. Many of our educational events, as well as our social events, have resulted in new membership for our Guild. We partner with community organizations for some programs. For example, we coordinated with the Community Against Violence and the Society of the Muse of the Southwest on a presentation that accompanied a talk about the opera *Marnie* prior to The Met: Live in HD simulcast. All our events are published online as well as having a presence on various community calendars. This summer, we sent 116 people to Youth Night performances of *La bohème* and *Così fan tutte*, as well as providing the funds for bus transportation for young artists of the Taos Opera Institute to attend *La bohème*.

The TOG participated in the planning of the Guilds Opening Night Dinner at Dapples Pavilion. Our Guild also successfully hosted five Preview Dinners and Opera Insiders’ Days.

This past year, ten simulcasts of The Met: Live in HD were shown at the Taos Center for the Arts, sponsored in part by our Guild. All the operas were preceded by breakfast and an introductory talk by one of our Guild members and we continue to sponsor students to attend performances of The Met: Live in HD free of charge. In April, we welcomed the Santa Fe Opera’s Spring Tour. Two performances were held at St James Episcopal Church — a day performance for students and an evening performance for the greater community.

During the Festival Season, the TOG sponsored a tailgate dinner prior to *The Thirteenth Child* and a bus trip to *The Pearl Fishers*. Other social events included our Membership Brunch, featuring Mark Tiarks speaking on the upcoming season, a Christmas Gala, and our Annual Meeting. We even changed the format for our Annual Meeting this year, making it more informal. The theme was “Pizza and Pavarotti” and tied into the Taos Center for the Arts showing of Ron Howard’s documentary on Pavarotti.

We are looking forward to next season!



Albuquerque Opera Guild

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

Financial Statement for Fiscal Year 2019

Opening Balance: October 1, 2018

INCOME

1. Contributions

a) Membership Dues:

b) Other (Contributions / Grants / Misc, etc):

Total Contributions:

2. General Programs

a) Social Events (Opening Night; Membership Mtgs):

b) Educational Events (Youth Programs; Lecture Series):

c) Community Programs (Concerts; Volunteer Appr):

d) Miscellaneous:

Total Program Services:

3. Fundraising Programs

a) Italian Night w/YVSFO:

Total Fundraising Programs:

TOTAL INCOME (Gross revenue):

EXPENSES

1. Administration / Management

a) Admin (Postage, Office Supplies, Bank Fees, etc):

b) Promotion / Publicity / Advertising / Newsletter:

c) Membership (Supplies / Copying & Printing):

Total Admin/Management:

2. General Programs (Services Expenses)

a) Social Programs (Opening Night; Membership Mtgs):

b) Educational Events (Youth Programs; Lecture Series):

c) Preview Dinners

d) Community Events : UNM Opera Theatre

e) Contributions to Guilds, Inc:

Total Program Services Expenses:

3. Fundraising Expenses

a) Italian Night w/YVSFO

Total Fundraising Expenses:

TOTAL EXPENSES:

Closing Balance: September 30, 2019

\$17,537.65

\$16,220.00

\$4,128.00

\$20,348.00

\$10,290.00

\$0.00

\$0.00

\$0.00

\$10,290.00

\$17,170.00

\$17,170.00

\$47,808.00

\$4,614.65

\$0.00

\$3,100.23

\$7,714.88

\$15,407.31

\$1,037.39

\$27.99

\$5,000.00

\$12,500.00

\$33,972.69

\$10,632.45

\$10,632.45

\$52,320.02

\$13,025.63

Española Valley Opera Guild

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

Financial statement for Fiscal Year 2019

Opening Balance: October 1, 2018		\$2,810.77
INCOME		
1. Contributions		
a) Membership Dues		\$2,885.00
b) Donations		\$92.00
Total Contributions:		\$2,977.00
2. General Programs		
a) Block Ticket Sales, 2019 (current) season		\$3,504.00
b) Summer Apprentice Event		\$98.00
c) Spring Dinner and Lecture		\$950.00
Total Program Services:		\$4,552.00
3. Fundraising Programs		
a) Posole Mio		\$2,691.00
Total Fundraising Programs:		\$2,691.00
TOTAL INCOME (Gross revenue):		\$10,220.00
EXPENSES		
1. Administration / Management		
a) Administrative: (PO Box rental + square reader/Paypal fees)		\$107.28
b) Membership (cards and postage)		\$53.00
c) Annual Membership Postcard Printing and Postage		\$129.23
Total Admin/Management:		\$289.51
2. General Programs (Services Expenses)		
a) Block Tickets, 2019 (current) season to the Opera		\$3,141.00
b) Block tickets, 2020 (next) season, downpayment		\$339.00
c) Spring Dinner and Lecture		\$1,139.11
d) Summer Apprentice event		\$675.00
e) Dessert Tailgate for Youth / Pearl Fishers		\$94.24
f) Annual Tailgate expenses		\$279.92
g) 2020 Tailgate space deposit to SFO		\$500.00
Total Program Services Expenses:		\$6,168.27
3. Fundraising Expenses		
a) Posole Mio		\$761.55
b) Contributions to Guilds, Inc.		\$2,900.00
Total Fundraising Expenses:		\$3,661.55
TOTAL EXPENSES:		\$10,119.33
Closing balance September 30, 2019		\$2,911.44

Los Alamos Opera Guild

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

Financial Statement for Fiscal Year 2019

Opening Balance: October 1, 2018

INCOME

1. Contributions

a) Membership dues

b) Other contributions - Opera on the Rocks donations

Total Contributions:

2. General Programs

a) Social events: Opera on The Rocks

b) Educational Events:

c) Community Programs: Apprentice Concert + Young Voices

d) Other:

Total Program Services:

3. Fundraising Programs

Total Fundraising Programs:

TOTAL INCOME (Gross revenue):

EXPENSES

1. Administration / Management

a) Admin: PO Box + cash box

b) Promotion / publicity / advertising / newsletter

c) Membership :LA Chamber of Commerce Membership

d) Assets acquired

Total Admin/Management:

2. General Programs (Services Expenses)

a) Contributions to Guilds, Inc.

b) Education Programs

c) Community Programs - Apprentice Concert & Young Voices

d) Social Programs - Opera on the Rocks

e) Misc. - Friends of Bandelier (expenses of Opera on Rocks)

f) Misc cashbox

Total Program Services Expenses:

3. Fundraising Expenses

Total Fundraising Expenses:

TOTAL EXPENSES:

Closing Balance: September 30 2019

\$3,948.77

\$3,175.00

\$0.00

\$3,175.00

\$2,327.07

\$0.00

\$180.00

\$50.00

\$2,557.07

\$0.00

\$5,732.07

\$87.25

\$0.00

\$230.00

\$0.00

\$317.25

\$2,000.00

\$1,000.00

\$90.00

\$1,102.45

\$0.00

\$50.00

\$4,242.45

\$0.00

\$4,559.70

\$5,121.14

Santa Fe Opera Guild

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

Financial Statement for Fiscal Year 2019

Opening Balance: October 1, 2018		\$17,455.67
INCOME		
1. Contributions		
a) Membership Dues		\$19,365.00
b) Other Contributions: grants/misc. etc.		\$1,094.26
c) Other Income		\$1,924.89
Total Contributions:		\$22,384.15
2. General Programs		
a) Social Events		\$11,405.77
b) Educational Events		\$4,638.81
c) Community Programs		\$0.00
Total Program Services:		\$16,044.58
3. Fundraising Programs		
Total Fundraising Programs:		\$0.00
TOTAL INCOME (Gross revenue):		\$38,428.73
EXPENSES		
1. Administration / Management		
a) Admin: postage, supplies, fees, etc.		\$484.42
b) Promotion / publicity / advertising / newsletter		\$1,566.39
c) Membership		\$59.91
d) Nominating Committee		\$80.14
e) Technology		\$17.99
Total Admin/Management:		\$2,208.85
2. General Programs (Services Expenses)		
a) Contributions to Guilds, Inc.		\$11,000.00
b) Education Programs		\$7,459.17
c) Community Programs		\$0.00
d) Social Programs		\$11,394.35
Total Program Services Expenses:		\$29,853.52
3. Fundraising Expenses		
Total Fundraising Expenses:		\$0.00
TOTAL EXPENSES:		\$32,062.37
Closing Balance: September 30 2019		\$23,822.03

Taos Opera Guild

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

Financial statement for Fiscal Year 2019

Opening Balance: October 1, 2018

INCOME

1. Contributions

a) Membership Dues

b) Other Contributions / grants / tips

Total Contributions:

2. General Programs

a) Social Events: Annual Meeting

b) Educational Events: (arts in opera)

c) Community Programs: (opera ticket sales)

d) Other: (bank interest)

Total Program Services:

3. Fundraising Programs

a) Christmas Gala

Total Fundraising Programs:

TOTAL INCOME (Gross revenue):

EXPENSES

1. Administration / Management

a) Admin: postage, office supplies, bank fees, etc.

b) Promotion / publicity / advertising / newsletter

c) Membership

Total Admin/Management:

2. General Programs (Services Expenses)

a) Contributions (GI pledge, Capital Campaign, TOI, TCA)

b) Education Programs

c) Community Programs (opera tickets)

d) Social Programs (brunch/tailgate/annual meeting)

e) Misc. High School

Total Program Services Expenses:

3. Fundraising Expenses

a) Christmas Gala

Total Fundraising Expenses:

TOTAL EXPENSES:

Closing Balance: September 30, 2019

\$11,262.70
\$5,193.05
\$155.00
\$5,348.05
\$0.00
\$0.00
\$6,056.00
\$6.92
\$6,062.92
\$3,208.67
\$3,208.67
\$14,619.64
\$685.64
\$1,750.00
\$60.00
\$2,495.64
\$3,500.00
\$150.00
\$5,426.14
\$1,915.38
\$99.00
\$11,090.52
\$1,876.47
\$1,876.47
\$15,462.63
\$10,419.71