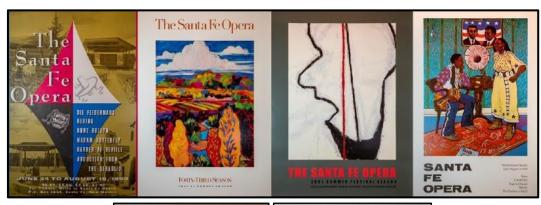
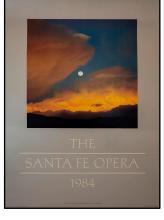




THE GUILDS OF THE SANTA FE OPERA, INC.

2020-2021 ANNUAL REPORT







The Guilds of the Santa Fe Opera, Inc. ANNUAL REPORT

Fiscal Year October 2020 to September 2021

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The Guilds of the Santa Fe Opera, Incorporated

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

www.guildsofsfo.org

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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Message from the President • Karen Henderson

Since its inception in 1963, the Guilds of the Santa Fe Opera, Inc. has been a support organization to the Santa Fe Opera through volunteering, fundraising and community activities. This challenging year has been no different; the Guilds continued to uphold their mission statement.

As a non-profit organization dedicated to the work and goals of the Santa Fe Opera, the guilds engage with their communities 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 five guilds joined together for the fundraising virtual event on June 17, 2021, Four Score in 2021. Member guilds were not able to engage in person activities due to restrictions to keep the community safe. Under the leadership of Shelly Brock and Eileen Woodbury, the creative ideas flourished to produce a combined virtual event of a silent auction and a Santa Fe Opera 2021 season preview talk hosted by Joe Illick. Each member guild provided auction items that represented their community. Los Alamos provided a tour by the Historical Society and lunch. Albuquerque gifted experiences included the world famous Balloon Festival, while Española Valley had a wine tasting with the local Black Mesa Winery and local artwork. Taos guild provided vacation stays at historical homes. Santa Fe guild provided restaurant experiences plus much more. The Catron family donation of Santa Fe Opera posters collection brought in \$2,154. The item which received the most bids was the toy horse from La Bohème courtesy of the prop shop. Not all member guilds hosted events this year but the Santa Fe Opera Guild continued their efforts from FY2020 to conceive, produce and present educational webinars for all guild members.

The typical opportunities for volunteerism were eliminated. Programs such as Preview Dinners, Youth Nights, Opera Insider Days and Backstage Tours, along with our Opening Night celebration, allow us to partner with the opera to raise funds in support of the Community Engagement Department of SFO. Despite the loss of these programs, the Guilds of the Santa Fe Opera were able to make a cash contribution of \$23,700 for this fiscal year. Much of those funds is credited to the continued support of our members. As an enclosed chart will indicate, there has been a slight reduction in membership due to the pandemic, but the use of Opera season posters to encourage higher level renewals was evident in the increase in membership at the \$150 level. We look forward to engaging with newcomers and opera enthusiasts alike to build and maintain the Santa Fe Opera audience.

The Guilds thank the Santa Fe Opera's Board of Directors, General Director Robert Meya, and Director of Development Allison Swenson for their support. We especially thank Andrea Fellows Fineberg, Rebecca Jensen and Alvaro Quintanar of the Community Engagement Department for their commitment to making the partnership between the Guilds and SFO a success.

Treasurer's Report • Martha Baker

The five member guilds of the Santa Fe Opera contributed \$28,250 in donations this year, and the pledged amount, \$23,700, was passed through to the Santa Fe Opera's Community Engagement Department. The balance of \$4,550 will be donated to the Opera after the next Guilds, Inc. board meeting.

Guilds, Inc. collected payments of \$1,375 this year from new memberships in the five opera guilds via our website.

Guilds, Inc.'s annual fundraiser, the Opening Night Celebration at Dapples Pavilion, was cancelled this year but the all-guilds event *Four Scores in 2021* profited \$10,356.10. The virtual silent auction and performance in June 2021 exceeded the Opening Night Celebration in 2019 by over 60%. Thanks to the hard work of the committee for the fundraiser, *Four Scores in 2021*, and the generosity of member guilds, Guilds, Inc is in good shape and was able to meet our pledge to the Santa Fe Opera. Insiders events during the June-August months were cancelled, so no expenses resulted from these activities.

Guilds, Inc. is ending its fiscal year with a healthy balance of \$18,655.77 to begin the new fiscal year.

Guild Membership • Paul Neuman

There are five member guilds of the Santa Fe Opera plus a national member category for persons from out of state, or from New Mexico towns not represented by a guild. The umbrella corporation, Guilds, Inc., is composed of representatives from all the guilds. The tables below provide membership and number of members for the five existing guilds.

Guild Membership: The Last Five Years, Number of Members

Year	Albuquerque	Española	Las Vegas	Los Alamos	Santa Fe*	Taos	Totals
2017	191	70	50	58	383	94	846
2018	191	69	27	50	375	110	822
2019	185	75	NLA**	47	378	104	789
2020	144	65	NLA**	28	353	81	671
2021	117	48	NLA**	22	352	54	593

^{*}Includes National Members

Membership by Donation Level: Donations above \$60/\$80 can represent one or two persons.

Membership Level	Number of Memberships FY 2020	Number of Memberships FY 2021
\$30	1	0
\$45	192	195
\$80	123	85
\$100	68	50
\$150	76	87
\$300	23	22
\$600	5	6

^{**}No Longer Active

The Guilds of The Santa Fe Opera, Inc.

Financial Statement for FY 20/2021

Opening balance: October 1, 2020	\$	7,312.22
INCOME		
INCOME 1. Contributions from Member Guilds		
* Albuquerque	\$	8,000.00
* Espanola Valley	\$	3,000.00
* Los Alamos	\$	750.00
* Santa Fe	\$	14,000.00
* Taos	\$	2,500.00
Donations	\$	34.20
Total Contributions:	\$	28,284.20
2. General Programs	<u> </u>	20,204.20
a) Membership meetings:		
b) National Members - dues		
c) Membership Income from GI website	\$	1,374.57
d) Refunds of security deposits	\$	200.00
Total Program Services:	\$	1,574.57
	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
3. Fundraising Programs		
a) Four Scores in 2021	\$	24,462.00
Total Fundraising Programs:	\$	24,462.00
TOTAL INCOME (Gross revenue):	\$	54,320.77
EXPENSES		
4. Administration / Management		
a) Administrative (Annual Report/ banking/ reg. fees/ postage/ office supplies/ subscriptions)	\$	1,282.30
b) Assets acquired	\$	200.00
c) Legal/ accounting	\$	976.50
d) Promotion/ Publicity (web site annual fee. Constant Contact)	\$	1,362.81
e) GUILDS Events - meetings, etc.	\$	-
f) Travel reimbursement (OPERA America Conference)	\$	-
Total Admin/Management:	\$	3.821.61
	Ψ	3,021.01
5. General Programs (Services Expenses)		
a) Donation to The Santa Fe Opera (Community Engagement Dept)	\$	23,700.00
b) Guilds/Opera Joint Programs (Opera Insiders)	\$	-
c) Pass through of memberships from GI website	\$	1,349.71
Total Program Services Expenses:	\$	25,049.71
6. Fundraising Expenses		
a) Four Scores in 2021	\$	14,105.90
Total Fundrasing Expenses:	\$	14,105.90
TOTAL EVENICES.		42.0== 00
TOTAL EXPENSES:	\$	42,977.22
Closing balance: September 30.2021	\$	18,655.77
J		,

Albuquerque Opera Guild Joan Punt and Lou Ann Darras, Co-Presidents

Not surprisingly, it's been another rough year for many non-profits, and we are no exception. I am submitting the following report for your consideration.

As you know, 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. We have been able to make required payments to the Guilds Inc. because of so many generous supporters who came through for us last year in our 2020 membership drive.

The Albuquerque Opera Guild (AOG) currently has 94 members. Because of pandemic restrictions, we had no-in person activities. As a result, we have had a significant drop in membership. We operated with a very conservative budget but maintained a positive balance of funds, thanks to very generous supporters.

The pandemic, of course, severely limited us in activities, and, because of the recent surge of cases due to a variant form of the virus, we have had to postpone, again, our annual Membership Meeting. Instead, we are planning to have the meeting in February of 2022. We hope to see many of you there!

I would like to make a special appeal for volunteers and board members. Our board has been severely depleted due to people moving and other issues, which have made it not possible for these folks to serve. Currently, we are very much in need of a Membership Vice-President and a Board Vice-President.

The Board Vice-President will be training to become our next President and will be assisting Joan Punt as President. The Membership Vice-President position is needed to head what is otherwise quite a strong Membership Committee. We are looking to fill this very important position to help with primarily organizing fund raising activities as well as adding members. We also welcome additional adhoc board members to fill out our board currently.

We really need folks to step in NOW, particularly with helping us keep our board going and keeping our membership strong. The Santa Fe Opera will be announcing a brand-new season in the coming weeks, and we want to proudly continue supporting this wonderful venue.

I ask all of you to seriously reflect on whether you can spare some time and effort for the Albuquerque Opera Guild. As much as we appreciate your continued generosity, nothing can replace great ideas, corroborative thinking, and time spent on fundraising. I can assure you that you will have some great fun along the way!

Española Valley Opera Guild • Norman Worth, President

Another COVID year! Because of the pandemic, the Española Valley Opera Guild could not engage in many of its usual activities. But we tried.

We started in lockdown and uncertainty. We were limited to Zoom meetings. We continued to try to keep in touch with the membership and to let them know about the opera, related things that were available. But we could not plan for the future. The opera announced a sharply limited season. We were all delighted, despite the limitations. But the limitations affected us. There would be no preview dinners, no apprentice events, no youth nights, and no opera insider tours. These are the things the opera guilds traditionally support.

Many of us enjoyed the opera season, even if limited. The productions were outstanding. The opera offered the guild a few tickets for the parking lot simulcast of the final dress rehearsal of *The Lord of Cries*. We loaded up the cars and brought everyone who would fit to this new way of going to the opera. The event included a tailgate party. We introduced some new people to the opera. We enjoyed being together for a guild event again. We agreed that the simulcasts were a success.

In June it began to look like the pandemic was easing up. Some restrictions were loosened. We had missed our traditional big fundraiser, Posole Mio, in January. But we needed to have something to bring the membership together. We decided to hold an event. We decided on a small event, for about 60 people, with food, entertainment, and a raffle. Jerry and Lynda Byrd provided a great venue at Black Mesa Winery. It was too late for Posole – a winter dish – but gazpacho was in season.



So we celebrated Gazpacho Mio. Nacha Mendez provided outstanding entertainment.

The easing of restrictions permitted us to start having in-person board meetings again. We started planning for more events and activities. But then the pandemic spiked again in New Mexico, and we were back to Zoom meetings and limited activities. We hope things will ease up again, and that next year will be a normal season. We have started to plan for Posole Mio and for a joint event with the Los Alamos Opera Guild.

Los Alamos Opera Guild • Jane Clements, President

The Los Alamos Opera Guild was not able to hold in-person events this past fiscal year. Our guild thrives on social events centered on the opera and hence our membership numbers are lower. However the use of Opera season posters encouraged some of our long term members to renewals at the \$150 level.

We were limited to Zoom board meetings. The opera announced a limited season, some members ventured to the theater while others enjoyed all four operas from their cars with simulcast viewing. We were all delighted, despite the limitations. Many active board members attended the outdoor simulcast together of the final rehearsal for *The Lord of Cries*.

We have started to plan for a joint event with the Española Valley Opera Guild hosted at the historic Fuller Lodge in March 2022. We plan to be entertained by the local Young Voices and invite past members to rejoin the guild.



Santa Fe Opera Guild • Shelley Brock, President

The Santa Fe Opera Guild pivoted to virtual online events near the start of the pandemic and has continued this course. We recently sent out a survey asking members if they would prefer keeping events virtual or resuming in-person events. It was encouraging to find that most members preferred to remain virtual at this time due to the unpredictable course of the COVID variants. Based on the survey results, the Santa Fe Opera Guild will continue hosting virtual events on the Zoom Meeting and Webinar platforms. Many events are recorded and put on YouTube to be viewed later. The recordings are available to individuals who registered but could not attend the initial program. Virtual events attracted not only guild members, but people from across the country and overseas.

We are incredibly busy with planning for future programs. It is especially important to credit our team, including the Education Committee, Communications Committee, Membership Committee, and Technology Committee who ensure that our events are successful.

Recent Programs:

- 1. *Opera Virtually Unveiled* presented by Desirée Mays discussing all four operas in the 2021 Santa Fe Opera Season
- 2. Annual Virtual Luncheon with Chelsea Antrim Dennis as guest speaker
- 3. You Be the Judge narrated by David Holloway
- 4. Opera Parea: Purcell's Arthur and Emmeline
- 5. Vivace book club: Midsummer Night's Dream, The Bacchae, Dracula, and Eugene Onegin
- 6. Virtual Salon: Let's Talk About Opera Two Sundays in November
- 7. *Meet the Artist* with Anthony Roth Costanzo, moderated by David Lomelí, Chief Artistic Director at the Santa Fe Opera.
- 8. Tracy Armagost, guest speaker at the Santa Fe Opera Guild's Virtual Annual Meeting. A business review was conducted at the start of meeting followed by Tracy's fabulous discussion of the Santa Fe Opera's 2021 productions.
- 9. Virtual Vivace discussion of *The Metropolis Case*. The author Matthew Gallaway was guest speaker and Steve Kerchoff was the moderator.
- 10. Mark Tiarks' entertaining presentation on "The Silver Scream Portrayals of Operas in Cinema."

Upcoming Programs:

- 1. The Salon has been delayed in hopes that in-person events will resume this spring.
- 2. Virtual Vivace: The book for November is *The Toughest Show on Earth, a* memoir by Joseph Volpe, retired General Manager of the Metropolitan Opera. Bernadette Snider will moderate the meeting on Monday, November 8, 2021, at 6:00 p.m.
- 3. Desirée Mays will give a talk about *Tristan und Isolde*.

It continues to be difficult to predict future events, however there are many proposals in the pipeline for this coming fiscal year and we look forward to offering our members in-person programs in 2022.

Highlights and Statistics for 2021:

- 1. Membership has grown over the past year with the addition of 42 new members, bringing our total to 252 memberships in 2021.
- 2. YouTube viewing of past events has continued to be a success, with some events exceeding 180 views. A big advantage of recording programs is that members can view an event at any time.
- 3. Publicity has expanded with the growth of Facebook, Instagram, various press releases, calendar, and newspapers listings, and of course, the *Operagram*.

Taos Opera Guild • Kathy Fortner, President

The Taos Opera Guild completed a very trying 2021 on September 31 relying on its online presence to provide members with opera content. Every two weeks we have sent emails to our members with online opera content they can view and enjoy. Some of these were national performances and others were online classes and content by the Santa Fe Opera or the other SFO Guilds. Several cars of our members attended the outdoor simulcast of the final rehearsal for Lord of Cries. Thank you o the Santa Fe Opera for making this opportunity available.

While we planned a wine and appetizers gathering in August to kick off our MET Live Preview talks, we cancelled this event due to a spike in COVID-19 cases in Taos. We are currently planning an 2021 Annual Meeting Dinner for November.

Many thanks go to the Taos Board of Directors for their diligent work to engage the members of our Guild during this difficult year.

Albuquerque Opera Guild

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

Financial Statement for Fiscal Year 2021

Financial Statemen	t for Fiscal Year 2021	
Openir	g Balance: October 1, 2020	\$2,941.41
INCOME		
1. Contributions		
a) Membership Dues:		\$15,505.00
b) Other (Contributions / Grants / Misc, etc):		\$2,445.00
, , ,	Total Contributions:	\$17,950.00
2. General Programs		
a) Social Events (Opening Night; Membershi	o Mtgs):	\$0.00
b) Educational Events (Youth Programs; Lect		\$0.00
c) Community Programs (Concerts; Voluntee	er Appr):	\$0.00
d) Miscellaneous:		\$0.00
	Total Program Services:	\$0.00
3. Fundraising Programs		
a) Italian Night w/YVSFO:		
	Total Fundraising Programs:	\$0.00
TO	TAL INCOME (Gross revenue):	\$17,950.00
EXPENSES		417,700.00
Administration / Management		
a) Admin (Postage, Office Supplies, Bank Fe	es etc).	\$2,439.01
b) Promotion / Publicity / Advertising / Newsl	·	\$0.00
c) Membership (Supplies / Copying & Printing		\$392.92
cy Membership (supplies / copyling & mining	Total Admin/Management:	\$2,831.93
2. General Programs (Services Expenses)		
a) Social Programs (Opening Night; Membe	rship Mtgs):	
b) Educational Events (Youth Programs; Lect		
c) Preview Dinners		
d) Community Events : UNM Opera Theatre		
e) Contributions to Guilds, Inc:		\$8,000.00
	Program Services Expenses:	\$8,000.00
3. Fundraising Expenses		
a) Italian Night w/YVSFO		
, ,	Total Fundraising Expenses:	\$0.00
	TOTAL EXPENSES:	\$10,831.93
		Ţ.5,55.176
Claring P	alance Center has 20, 2001	\$10.050.40
Closing B	alance: September 30, 2021	\$10,059.48

Española Valley Opera Guild

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

Financial statement for Fiscal Year 2021

I. Contributions Superior S	Oper	ing Balance: October 1, 2020	\$5,467.65
a) Membership Dues b) Donations Total Contributions: 2. General Programs a) Block Ticket Sales, (current) season b) Summer Apprentice Event c) Spring Dinner and Lecture Total Program Services: 3. Fundraising Programs a) Gazpacho Mio Total Fundraising Programs: TOTAL INCOME (Gross revenue): EXPENSES 1. Administrative: (PO Box rental + square reader/Paypal fees + Zoom) b) Membership (cards and postage) c) Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: 54,115.70 TOTAL EXPENSES: 54,568.26	INCOME		
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TOTAL INCOME (Gross revenue): \$3,912.70 EXPENSES 1. Administration / Management a) Administrative: (PO Box rental + square reader/Paypal fees + Zoom) b) Membership (cards and postage) c) Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26		_	
TOTAL INCOME (Gross revenue): \$3,912.70 EXPENSES 1. Administration / Management a) Administrative: (PO Box rental + square reader/Paypal fees + Zoom) b) Membership (cards and postage) c)Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	a) Gazpacho Mio		
EXPENSES 1. Administration / Management a) Administrative: (PO Box rental + square reader/Paypal fees + Zoom) b) Membership (cards and postage) c) Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,568.26		lotal Fundraising Programs:	\$1,170.00
1. Administration / Management a) Administrative: (PO Box rental + square reader/Paypal fees + Zoom) b) Membership (cards and postage) c) Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	TOTAL	INCOME (Gross revenue):	\$3,912.70
a) Administrative: (PO Box rental + square reader/Paypal fees + Zoom) b) Membership (cards and postage) c)Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	EXPENSES		
b) Membership (cards and postage) c) Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	1. Administration / Management		
c)Annual Membership Postcard Printing and Postage Total Admin/Management: 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70	a) Administrative: (PO Box rental + square	reader/Paypal fees + Zoom)	\$184.43
Total Admin/Management: \$452.56 2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera \$0.00 b) Block tickets, (next) season, downpayment \$0.00 c) Spring Dinner and Lecture \$0.00 d) Summer Apprentice event \$0.00 e) Dessert Tailgate for Youth \$0.00 f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: \$0.00 Sumdraising Expenses a) Gazpacho Mio \$1,115.70 b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70	b) Membership (cards and postage)		\$226.13
2. General Programs (Services Expenses) a) Block Tickets, (current) season to the Opera \$0.00 b) Block tickets, (next) season, downpayment \$0.00 c) Spring Dinner and Lecture \$0.00 d) Summer Apprentice event \$0.00 e) Dessert Tailgate for Youth \$0.00 f) Annual Tailgate expenses \$0.00 g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: \$0.00 3. Fundraising Expenses a) Gazpacho Mio \$1,115.70 b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70	c)Annual Membership Postcard Printing ar	nd Postage	\$42.00
a) Block Tickets, (current) season to the Opera b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26		Total Admin/Management:	\$452.56
b) Block tickets, (next) season, downpayment c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	2. General Programs (Services Expenses)		
c) Spring Dinner and Lecture d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$0.00 \$0.00 Total Program Services Expenses: \$0.00 \$1,115.70 \$3,000.00 \$4,115.70 TOTAL EXPENSES: \$4,568.26	a) Block Tickets, (current) season to the Op	pera	\$0.00
d) Summer Apprentice event e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$0.00 \$1,115.70 \$3,000.00 \$3,000.00 Total Fundraising Expenses: \$4,115.70	b) Block tickets, (next) season, downpayme	ent	\$0.00
e) Dessert Tailgate for Youth f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$0.00 \$1,115.70 \$3,000.00 \$4,115.70 TOTAL EXPENSES: \$4,568.26	c) Spring Dinner and Lecture		\$0.00
f) Annual Tailgate expenses g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$0.00 \$1,115.70 \$3,000.00 \$4,115.70 TOTAL EXPENSES: \$4,568.26	d) Summer Apprentice event		\$0.00
g) 2020 Tailgate space deposit to SFO Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$0.00 \$1,115.70 \$3,000.00 \$3,000.00 TOTAL EXPENSES: \$4,568.26	,		\$0.00
Total Program Services Expenses: 3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26			\$0.00
3. Fundraising Expenses a) Gazpacho Mio b) Contributions to Guilds, Inc. Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26			\$0.00
a) Gazpacho Mio \$1,115.70 b) Contributions to Guilds, Inc. \$3,000.00 Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	Tot	al Program Services Expenses:	\$0.00
b) Contributions to Guilds, Inc. \$3,000.00 Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26	•		
Total Fundraising Expenses: \$4,115.70 TOTAL EXPENSES: \$4,568.26			
TOTAL EXPENSES: \$4,568.26	b) Contributions to Guilds, Inc.		
		Total Fundraising Expenses:	\$4,115.70
Closing balance September 30, 2021 \$4,812.09		TOTAL EXPENSES:	\$4,568.26
	Closing	balance September 30, 2021	\$4,812.09

Los Alamos Opera Guild

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

Financial Statement for Fiscal Year 2021

Opening Balance: October 1, 2020	\$4,164.05
INCOME	
1. Contributions	
a) Membership Dues	\$1,605.00
b) Other Contributions: grants/misc. etc.	\$0.00
c) Other Income	\$0.00
Total Contributions:	
2. General Programs	¥1,700000
a) Social Events	
b) Educational Events	\$0.00
c) Community Programs	· ·
Total Program Services:	\$0.00
3. Fundraising Programs	
Total Fundraising Programs:	\$0.00
TOTAL INCOME (Gross revenue):	\$1,605.00
EXPENSES	
1. Administration / Management	
a) Admin: postage, supplies, fees, etc.	\$0.00
b) Promotion / publicity / advertising / newsletter	\$0.00
c) Membership (LA Chamber of Commence advertising/promoting)	\$115.00
d) Nominating Committee	\$0.00
e) Technology	\$0.00
Total Admin/Management:	\$115.00
2. General Programs (Services Expenses)	
a) Contributions to Guilds, Inc.	750.00
b) Education Programs _	\$0.00
c) Community Programs: Opera Makes Sense	\$0.00
d) Social Programs: Young Voices Concert	\$0.00
Total Program Services Expenses:	\$750.00
3. Fundraising Expenses	50.00
Total Fundraising Expenses:	\$0.00
TOTAL EXPENSES:	\$865.00
Closing Balance: September 30, 2021	\$4,904.05

Santa Fe Opera Guild

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

Financial Statement for Fiscal Year 2021

Financial Statement for Fiscal Year 202	
Opening Balance: Octob	er 1, 2020 \$25,398.30
INCOME	
1. Contributions	
a) Membership Dues	\$22,739.37
b) Other Contributions: grants/misc. etc.	\$100.00
c) Other Income	\$2.49
Total Cont	
2. General Programs	322,841.86
a) Social Events	
b) Educational Events	\$971.77
c) Community Programs	\$7/1.//
Total Program	Services: \$971.77
3. Fundraising Programs	361 VICES. 377 1.77
Total Fundraising F	Programs: \$0.00
Total Foliatasing I	10grams. 30.00
TOTAL INCOME (Gross re	evenue): \$23,813.63
EXPENSES	-
1. Administration / Management	
a) Admin: postage, supplies, fees, etc.	\$1,702.13
b) Promotion / publicity / advertising / newsletter	\$823.63
c) Membership	
d) Nominating Committee	
e) Technology	\$150.00
Total Admin/Man	agement: \$2,675.76
2. General Programs (Services Expenses)	
a) Contributions to Guilds, Inc.	14,350.00
b) Education Programs	\$6,804.53
c) Community Programs	
d) Social Programs	
Total Program Services E	expenses: \$21,154.53
3. Fundraising Expenses	
Total Fundraising B	expenses: \$0.00
TOTAL EX	(PENSES: \$23,830.29
TOTALEA	720,000.27
Closing Balance: Septembe	r 30, 2021 \$25,381.64
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Taos Opera Guild

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

Financial statement for Fiscal Year 2021

Opening Balance: October 1, 2020	\$13,116.59
INCOME	
INCOME 1. Contributions	
1. Contributions	\$2.740.00
a) Membership Dues b) Other Contributions / grants / tips	\$3,740.00 \$57.00
Total Contributions:	\$3,797.00
2. General Programs	φο,,,,,
a) Social Events: Annual Meeting	\$0.00
b) Educational Events: (arts in opera)	\$0.00
c) Community Programs: (opera ticket sales)	\$0.00
d) Other: (bank interest)	\$1.30
Total Program Services:	\$1.30
3. Fundraising Programs	
a) Christmas Gala	\$0.00
b) Christmas Raffle	\$0.00
Total Fundraising Programs:	\$0.00
TOTAL INCOME (Gross revenue):	\$3,798.30
EXPENSES	
1. Administration / Management	***
a) Admin: postage, office supplies, bank fees, etc.	\$381.66
b) Promotion / publicity / advertising / newsletter	\$432.00
c) Membership Total Admin/Management:	\$0.00
- 1	\$813.66
2. General Programs (Services Expenses) a) Contributions to Guilds, Inc.	\$2,500.00
b) Contributions to Santa Fe Opera	\$1,848.00
c) Contribution to Santa Fe Opera	\$0.00
d) Education Programs	\$0.00
e) Community Programs (opera tickets)	\$0.00
f) Social Programs (brunch/tailgate/annual meeting)	\$0.00
g) Misc. High School	\$0.00
Total Program Services Expenses:	\$4,348.00
3. Fundraising Expenses	
a) Christmas Gala	\$0.00
Total Fundraising Expenses:	\$0.00
TOTAL EVENICES.	CC 1/1 //
TOTAL EXPENSES:	\$5,161.66
Closing Balance: September 30, 2021	\$11,753.23