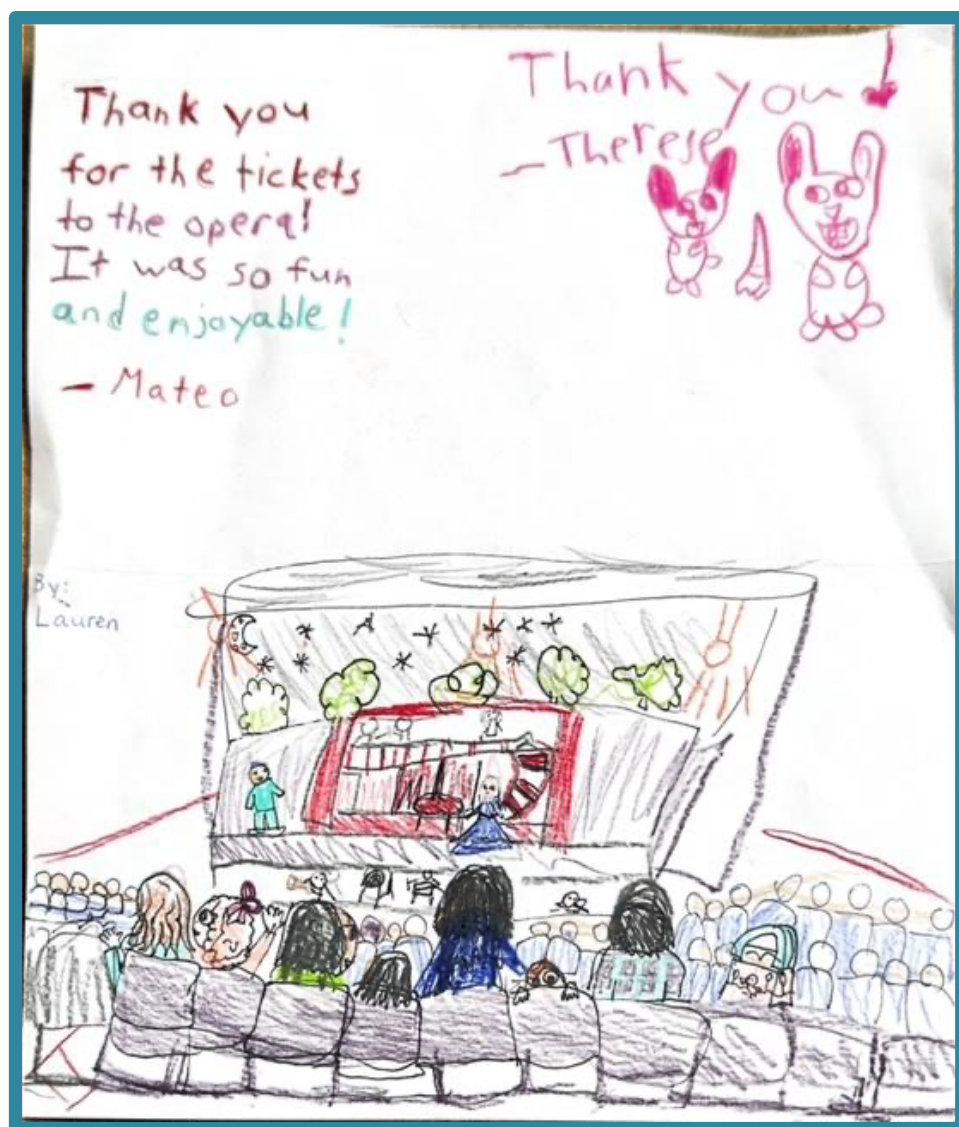


THE
SANTA FE
OPERA



THE GUILDS OF THE SANTA FE OPERA, INC.

2021–2022 ANNUAL REPORT



The Guilds of the Santa Fe Opera, Inc.

ANNUAL REPORT

Fiscal Year October 2021 to September 2022

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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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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 opening night celebration

The typical opportunities for volunteerism were slowly put back in place with some slight modifications; Preview Dinners, Youth Nights, with less capacity and the popular Opera Insider was eliminated. Despite the decrease in programs, the Guilds of the Santa Fe Opera were able to make a cash contribution of \$32,700 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 each member guild is reaching out to their diverse population and re-establish a connection. 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 Fineberg, and Alvaro Quintanar of the Community Engagement Department for their commitment to making the partnership between the Guilds and SFO a success.

Guild Education • Barbara Anderson-Acosta

Our five member guilds held educational and community engagement programs in their communities to encourage participation in Santa Fe Opera events. The Santa Fe Opera Guild provided eighteen virtual events and two live events. The SFOG also offered "Discover Opera" for those in the community not familiar with Opera and was well received.

It is anticipated that with the lifting of COVID restrictions this coming year, there will be more live events offered by all the guilds.

Youth Nights • Bill Swan

Youth Nights at the Opera were the evenings of June 27 and 28, 2022. Youth from the communities of the Guilds of the Santa Fe Opera, were invited to dress rehearsals for Carmen and The Barber of Seville. It was an exciting return after a two-year hiatus. Coordinators for the guilds, who in the past have had several months to organize, had only a few weeks to get this year's excursion in order. Significant and essential support came from Annie Smith, an intern with Community Engagement.

Mateo, Therese, and Lauren shared their enthusiasm with a Thank you for their tickets. The replica of their Carmen experience is on the front cover of the annual report.

Treasurer's Report • Martha Baker

All five member guilds met or exceeded their pledged contributions in FY'22. To summarize:

Member Guild	Pledge Amount	Uncommitted Funds	Total Given
Albuquerque	\$ 8,000		\$ 8,000
Española Valley	2,300	700	3,000
Los Alamos	800		800
Santa Fe	10,000		10,000
Taos	2,500		2,500
TOTAL	\$ 23,600	\$ 700	\$ 24,300

A fund in tribute to the memory of Ursel Albers was established in September 2022 and accumulated \$325.

FY'22 Financial Statement

GI's bank balance at the beginning of FY 2022 (October 1, 2021) was \$18,826 and was \$14,168 at the close of the fiscal year on September 30, 2022.

Opening Balance	\$ 18,656
Income	
Member Guilds	\$ 24,550*
Opening Night	17,630
Other (Memberships from web, Ursel tribute, etc.)	2,090
Total	\$ 44,270
Expenses	
Contributions to the Santa Fe Opera Community Engagement	\$ 32,700
Opening Night	12,140
Administration, Pass Through Memberships, etc.	3,917
Total	\$ 48,757
Closing Balance	\$ 14,168

*includes \$250 Q4 FY21 gift from LAOG

Please note that some member guilds made a gift of uncommitted funds in late FY'21 that were disbursed to the Opera in early FY'22. Detailed versions of the FY'22 Quarterly Summary and Monthly Financial Statements are attached and are located after the reports.

Member Guild Financial Statements

FY'22 Financial Statements from each of the five member guilds are summarized below and provided in detail in the attached documents. Some general observations:

- Revenue from memberships totaled \$43,415 and total income amounted to \$75,059 across all five guilds.
- Total expenses were \$71,244, comprised of \$24,300 in pledges to GI plus other operating expenses of \$46,944.
- All five member guilds subsidize their General Programs.
- The Albuquerque Opera Guild increased its financial reserves by 47% and the Los Alamos Guild improved its bank balance by nearly 19%.
- The Santa Fe Opera Guild increased its ending bank balance by \$4,434. They anticipate making a gift of uncommitted funds in early FY'23.
- The Taos Opera Guild has told us that they plan to donate uncommitted funds in early FY'23.
- Except for the Albuquerque Guild's very successful *Italian Night*, member guilds did not attempt significant fundraising, largely due to the pandemic.

	Albuquerque	Espanola Valley	Los Alamos	Santa Fe	Taos	TOTAL
Opening Balance	\$ 10,059	\$ 4,812	\$ 4,654	\$ 25,382	\$ 11,753	NA
Income						
Membership	\$ 11,500	\$ 2,735	\$ 1,998	\$ 22,038	\$ 5,145	\$43,415
General Programs	2,965	4,127	143	530	5,191	12,956
Fundraising	16,625	-	-		-	16,625
Other Revenue	2,040	22	-	1	-	2,063
Total Income	\$ 33,130	\$ 6,884	\$ 2,141	\$ 22,569	\$ 10,336	\$75,059
Expenses						
Contributions to GI	\$ 8,000	\$ 3,000	\$ 800	\$ 10,000	\$ 2,500	\$24,300
General Programs	9,769	5,540	465	7,651	7,203	30,627
Administration, etc.	1,725	347	-	3,367	1,975	7,414
Fundraising	8,902	-			-	8,902
Total Expenses	\$ 28,396	\$ 8,887	\$ 1,265	\$ 21,019	\$ 11,677	\$71,244
Ending Balance	\$ 14,793	\$ 2,809	\$ 5,530	\$ 29,816	\$ 10,411	

FY'23 Budget

As of October 8, 2022, most member guilds were still working on their budgets for the new fiscal year. While it is not possible to project pledge income, we can make an educated guess about other income and expenses. Opera Insiders was not offered in FY'22, and we have no idea whether Backstage Tours will be reinstated in the 2023 Season. FY'19 is the most recent year in which we had a full season and full schedule of GI programs. "Admin, etc." in FY'22 did not include a line item for tax preparation services, which we recommend. The GI budget for FY'23 assumes that we will have a normal Festival Season, with a complete offering of programs as well as the Opening Night Gala Dinner as a fundraiser. It forecasts income of \$19,500 and expenses of \$23,600. The projected deficit of \$4,100 could mostly be eliminated if we were to do away with the continental breakfast at Opera Insiders. Alternatively, increasing the price of Opening Night tickets from \$100 to \$120 for 150 attendees would produce an incremental \$3,000.

	PRELIM FY'23 BUDGET	APPROVED FY'22 BUDGET	FY'19 ACTUAL
Income			
Member Guild Pledges	\$ TBD		
Opening Night/Fundraiser (@\$100/person)	17,000	15,000	15,397
Memberships from web	2,500	4,200	4,265
Other (Albers tribute, etc.)	TBD		
Total	\$ 19,500	\$ 19,200	\$ 19,662
Expenses			
Donations to Santa Fe Opera Community Engagement	\$ TBD		
Opening Night	12,000	12,000	9,012
Administration, etc.	5,400	5,325	7,955
Memberships from web	2,700	4,565	4,565
Opera Insiders	3,500	0	3,268
Total	\$ 23,600	\$ 19,830	\$ 24,800
Net	(\$4,100)	(\$ 630)	(\$5,138)

IRS Audit

Guilds, Inc. was audited by the IRS in FY'22. The audit was triggered by an incorrect entry on the 2018 tax year (aka FY'19) return indicating that Guilds, Inc. should be classified as Section 170(b)(1)(A)(vi). In fact, the correct classification is 509(a)2). While amended returns are not required, the IRS advised us that GI should file a 990 rather than a 990EZ going forward and that we should file with a consolidated return for the member guilds. We recommend hiring a tax expert to prepare the FY'22 return.

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 Six 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
2022	107	58	NLA**	25	334	67	591

*Includes National Members

**No Longer Active

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

Membership Level	Number of Memberships FY 2021	Number of Memberships FY 2022
\$45	195	208
\$80	85	66
\$100	50	63
\$150	87	79
\$300	22	17
\$600	6	7

Preview Dinners • Susan Roybal

The Preview Dinners are an educational event offered to the public, engendered by the Community Engagement Department, and supported by The Guilds of The Santa Fe Opera, Inc. The Preview Dinners featured four different speakers in a scheduled rotation including Carol Anderson, Kathleen Clawson, Don Fineberg, and Jennifer Rhodes. This gave guests attending multiple Preview Dinners a chance to hear about the evening's performance from different perspectives.

In the 2022 festival season, the Guilds hosted 35 Preview Dinners at Dapples Pavilion, with 173 individual volunteers from the five member guilds participating as hosts.

Each dinner was hosted by a team of six volunteers from the member guilds. The volunteers assisted staff by greeting guests, showing them to a table, and sharing information about the venue. Volunteer

hosts at the dinners provided a personal touch to the event while letting guests know how widely support for the Opera extends to surrounding areas. Most significantly, the guild volunteers made opera attendees feel welcome at our Opera “home”!

Opening Night Celebration • Shelly Brock/ Eileen Woodbury

The first of July 2022 was a thrilling evening for the Guilds of the Santa Fe Opera, Inc.! After two years without in-person events due to the pandemic, the Opening Night Committee was able to host our signature fundraising dinner celebration at Dapples Pavilion, on the beautiful campus of the Santa Fe Opera. Despite the restrictions due to Covid-19, we sold out all 150 spaces for the event prior to Opening Day. Most of the committee members transitioned from the Silent Auction fundraiser conducted in 2021 to this wonderful gathering of opera enthusiasts. This year’s committee members included Joan Punt (AOG), Ellen Morris Bond (LAOG), Norman Doggett (EVOG), Susan Benedetti (TOG), Vicky Zillioux (TOG), Norman Worth (EVOG), Co-Chairs Shelly Brock (SFOG) and Eileen Woodbury (SFOG), with Lucinda Surber, GI’s Publicity Chair and Annie Smith from the Santa Fe Opera.



Bizet’s ever-popular opera, *Carmen*, had been chosen by the Santa Fe Opera for Opening Night and luckily the Opening Night Committee was able to utilize decorations and ideas from a previous season’s opera, also with a Spanish motif. Duties of the committee included establishing a theme, publicizing, and promoting the dinner, registration, photography and, in coordination with the catering company and the Santa Fe Opera, determining the menu and décor for the event. To add a touch of enchantment to the evening, all female attendees were given fans upon arriving at Dapples.



Guillermo Figueroa, principal conductor of the Santa Fe Symphony, violinist, and advocate of new composers, provided an outstanding talk during the dinner to the attendees. It was extremely entertaining and despite storm that blew in, maintained everyone’s attention. Suffice to say that there were other challenges, especially as related to the fulfillment of the catering contract, however overall, the event was a success. As a primary fundraiser for the

Guilds of the Santa Fe Opera, we are pleased to report that the event garnered a profit of \$5,541, which exceeded the committee’s expectations. We wish to thank the hard work of the committee members and are grateful for the support from Santa Fe Opera staff, including Annie Smith, Alvaro Quintanar, Kathy Murphy, and Andrea Fineberg.

Albuquerque Opera Guild • Joan Punt, President

After a few unusual years due to the pandemic, Albuquerque Opera Guild is pleased to report that our State of Affairs are in good standing and we completed a very successful fiscal year October 1, 2021, through September 30, 2022.

We resumed full assumption of our membership and community activities with a membership party on Valentine's Day 2022 with 57 attendees and a wonderful program from Desiree Mayes detailing the upcoming 2022 Santa Fe Opera Season.



On April 11, 2022, our signature event, "Italian Night featuring the Young Voices of The Santa Fe Opera", returned this year thanks to our Co-Chairs Joan Punt and Jacqueline Hockey. This event was attended by 145 people, which included all of the 18 students' families, representatives of the Santa Fe Opera, and members of our other Guilds. We were also generously funded by community sponsors and guest donations, and we netted nearly \$8,000 for the event.



The \$1,000 James Hesse scholarship was awarded at this event to a very talented Lily Clark. The Guild Scholarship Committee, chaired by Doug Smathers, selected the recipient based on a student application, reference letter, an interview and audition. Ms. Clark is attending the College of Arts and Sciences at Oberlin College, where she is studying vocal arts.

In June, the Membership Committee hosted a tribute luncheon in appreciation of Guild Members at the \$150+ levels. It was held at Sandy and Sam Donaldson's home. The Guild used this opportunity to recognize and honor

Lesley Mortimer who has served on the Albuquerque Board for over 20 years but is now relocating to Colorado.

During the 2022 Opera Season we were able to provide three full busses with 150 students and chaperones to attend two dress rehearsal performances at the Santa Fe Opera. In addition, Albuquerque Opera Guild was able to resume volunteer activities at eight preview dinners this summer at the opera, with almost 50 volunteers. Our Guild met our \$8,000 annual pledge to the Opera's Education and Community Engagement Department this year.

Española Valley Opera Guild • Norman Worth, President

EVOG started the year with plans for a full year of activity. We planned for our annual Posole Mio party in cooperation with Moving Arts Española. Unfortunately, Covid surged, and we had to cancel our premier event. We recovered.

Norman Doggett and Gretchen Yost hosted our next event, A Concert at A Private Home. Javier Ortiz sang and played the piano at an intimate gathering at the Doggett-Yost residence. It was a wonderful opportunity to hear an excellent concert and to also just informally talk with the artist about opera and music in general.



In March we joined with the Los Alamos Opera Guild to host a recital at Fuller Lodge by members of the Young Voices of the Santa Fe Opera. It was an outstanding success, playing to a full house.



Our annual dinner lecture happened in April at Rancho de Chimayó. Javier Ortiz joined us again and sang the Toreador song from Carmen. Everyone in the restaurant stopped whatever he was doing and listened. Tom Franks then gave a talk about the women of Carmen and especially Carmen herself.

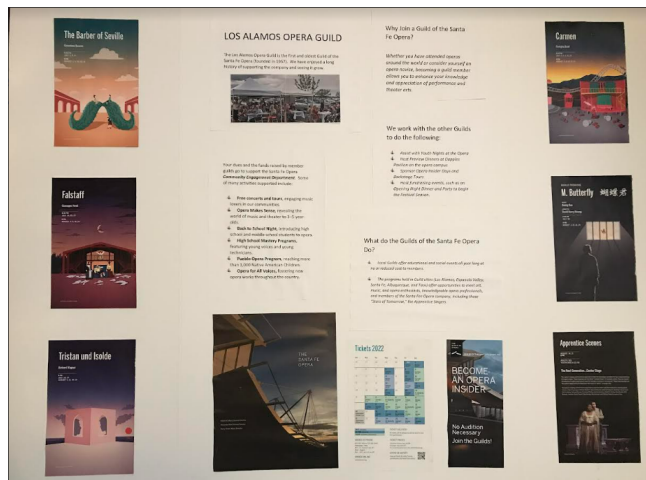
We started getting a good number of new members. In July the EVOG board held a reception for our new members at the home of David and Janice Trujillo. Good food and good conversation. This may become a regular event.

Our season wound up on the opera closing night with our annual tailgate party. We had a good turnout of about 50. It was great to see all these old friends again. All in all, a successful year.



Los Alamos Opera Guild • Terry Beery, President

It was certainly a year of coming back, with small steps taken toward gathering. We had all our meetings via Zoom and have scheduled our first in-person meeting on October 1st. At that time, we will elect officers and plan to make some changes to our membership recordkeeping and renewal reminders. We had few events this year but are looking forward to scheduling more in the future. We had an information table set up at the Pajarito Environmental Education Center (PEEC) Earth Day Celebration in on April 23rd. We displayed a poster highlighting the coming SF Opera season and including the benefits of Guild membership. We added several names to our mailing list and had several pleasant conversations with people who stopped by about our mutual love of the Santa Fe Opera.



After months of not being together in person, members of the Los Alamos and Espanola Opera Guilds were joined by friends from the Taos and Santa Fe Guilds for a beautiful and lively performance in historic Fuller Lodge on Sunday afternoon, March 20, 2022. Four members of Young Voices thrilled the spirits of a "full house" - they were Samantha Brown, Arlo Jennings, Charlotte Grenier, and Alexander Waters accompanied by Santa Fe Opera member Paul Roth. Following the performance, enthusiastic attendees enjoyed cookies and conversation. It was a most happy occasion.

We currently have 15 memberships, and we are hoping that implementing a method of providing annual renewal reminders and rolling membership dates will increase our retention of members. In addition, we would like to add that we, as a guild, appreciated all the webinar and Zoom events hosted by SFOG. We have learned during this time to appreciate all connections, both through technology and "in person."

Santa Fe Opera Guild • Shelley Brock, President

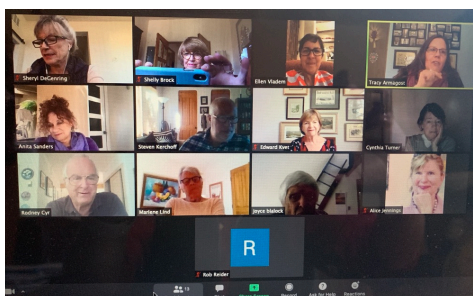
This past year the Santa Fe Opera Guild continued to provide audiences with eighteen virtual events and two live events. It was an extremely busy year that saw a total of 1000 attendees participate in our programs. It is especially important to credit our team, including the Education Committee, Communications Committee, Membership Committee, and Technology Committee who ensured that our events were a success.

Our membership is slowly returning to pre-pandemic levels thanks to continued programming, publicity, and community outreach. We offered *Discover Opera* for those in the community not familiar with Opera. This event reached the maximum capacity of 120 attendees at O'Shaughnessy Hall at the Santa Fe Opera. It was well received and brought in new members. Dr. Kathleen Wilson and her team orchestrated the event. Photos below.



Virtual Programs from October 2021 through September 2022

1. *Opera Virtually Unveiled* two presentations by Desirée Mays discussing *M. Butterfly* and *Tristan und Isolde*.
2. Virtual November Salon (photo below)
3. Mary Springfels: Medieval *Tristan und Isolde*
4. Joe Illick: Musical preview from four of the Santa Fe Opera Season's 2022 operas
5. Annual Virtual Luncheon with Kyle Gray, Santa Fe Opera, as guest speaker
6. James Keller presented: *Carmen*
7. Vivace book club: *The Merry Wives of Windsor/Falstaff* with Dr. Robin Williams; Prosper Merimee's *Carmen* with Joe Illick; *Liaison: M. Butterfly*; *The Romance of Tristan und Isolde* with David Hughes; *Toughest Show on Earth*; *The Impossible Art*
8. Mark Tiarks: Two presentations *Barber of Seville* and *Verdi's Falstaff*
9. Mark Tiarks provided a virtual and entertaining presentation on "*The Silver Scream – Portrayals of Operas in Cinema.*"
10. 2022 Backstage Preview: *Props and Paint*, hosted by Tracy Armagost, Santa Fe Opera
11. 2022 Annual Meeting @McCune Terrace with guest speakers Blair Gullledge, Costume Director and Properties Director, Eileen Garcia.
12. "Meet the Apprentices" webinar, August 2022.



Annual Meeting – Blair & Eileen with Tristan’s costume...and more.



Upcoming Programs:

1. Vivace: the first Vivace meeting of the new fiscal year is on November 14th and the book is *Tosca's Rome*. The book club will stay virtual using Zoom.
2. “Bringing Zorro to the Opera Stage on October 18th”: Maestro Hector Armenta
3. November Salon, November 6, at Santa Fe Women’s Club

Highlights and Statistics for 2022

1. 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 once they are registered for a timeframe.
2. Publicity has expanded with the growth of Facebook, Instagram, various press releases, calendar, newspapers listings, and of course, the *Operagram*, which will be transitioning to a website format.

Taos Opera Guild • Kathy Fortner, President



This past year marked a return to in person events for the Taos Opera Guild. This presented some challenges as we attempted to find appropriate venues and service providers for the various events. But, for the most part, the events were well attended and assisted in the attainment of the membership goals set by the Guild Board.

October 2021 saw the beginning of our preview talks at the MET Live in HD broadcasts. The broadcasts can be seen at the Taos Center for the Arts theater. For this season the Taos Opera Guild held the talks in the Encore Gallery in the Center for the Arts. We hosted a talk before each MET Live performance. Each talk is prepared by a member of the Taos Guild. The talks

are free to the public. Attendance varied widely this year from a low 10 attendees to a high of 40.

Due to Covid, we held our 2020-21 Donabe Asian Restaurant in Taos. attended this dinner meeting, which There was a positive response to the and other events in 2022. As do many Taos, the Taos Guild volunteered to Taos Plaza on December 4th. About 12 candle filled paper bags.



Annual Meeting in November at Thirty members of the Guild included several new members. Board's plans for the MET Live talks nonprofits community groups do in light the hundreds of fariolitos on members gathered to light the

On June 16, 2022, we held a free membership event to kick off the Santa Fe Opera festival season. The Spanish themed event (in honor of the Opening Night Opera, Carmen) was held at the home of Don and Vicky Zillioux, which is the historic former home and gallery of R.C. Gorman. Thirty-two members attended. They were entertained by the students at the Taos Opera Institute and enjoyed a variety of tapas and Spanish wines.



The Guild also held two sold out tailgate dinner and performance events at the Santa Fe Opera. Twenty tickets were available for each event. On July 6, 2022, our members enjoyed a tapas dinner and a performance of Carmen. On August 18, 2022, twenty members experienced an Asian themed dinner and a performance of M. Butterfly.



The final event for the 2021-22 year will be an online Annual Meeting on September 26, 2022. During this meeting members will hear from the Board regarding our financial position, plans for 2022-23 and an overview of the 2023 Santa Fe Opera Season. The meeting will end with an open discussion by the members of their ideas for activities.

Another notable accomplishment of the Taos Opera Guild is that we exceeded our annual monetary goal for memberships. We had set our goal at \$5,000 and we collected 5,145 in memberships. In addition to exceeding our goal, we attracted 12 new memberships.