

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

## **ANNUAL REPORT**

**Fiscal Year October 2023 to September 2024**

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The Guilds of the Santa Fe Opera, Incorporated

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A non-profit (501c)(3) Corporation established in 1963  
The 5 New Mexico guilds & the National Members support  
the Community Engagement Department of the Santa Fe Opera

### **Message from the President – Victoria Zillioux**

This year the guilds have been able to go back to much of the educational and entertaining events they have provided to members in the past. Zoom presentations have continued for some events to make them available to a wider audience and expand them to all the guilds.

In addition, the guilds have been creative in designing new events to bring current and new members into the fold. We have been closely working with the Community Engagement Department to bring events that have previously been available only in Santa Fe to some of the guilds located further from the Opera and Santa Fe.

It became apparent during our nominating period that, although new members have been added, there is less interest in taking on the responsibility of member Guild board positions. While individual members are interesting in working on and continuing the events that have been enjoyed previously, they are not able to make the long-time commitments involved in Board Membership. Many of the current member guild boards have held the position for multiple years and are ready to retire.

We have, in fact, been a bit lax in our recruitment efforts for our board positions. and this fiscal year ends in good conversations about the guilds regarding how our overall operational methods can be improved to better support our member guilds.

The charts and financials included in this annual report reflect the positive changes with the expanded re-opening of the Santa Fe Opera. We are working towards continuing to increase our membership numbers and, as a result, increasing support of the Community Engagement Department and ultimately the support of the Santa Fe Opera.

Our thanks go out to the Santa Fe Opera Board of Directors for their support in the guild's efforts. Also thanks to the members of the Community Engagement Department for their commitment in making our partnership a success.

## Opera Opening Night Dinner and Fundraiser 2024



The evening of June 28, 2024 for the Guilds of the Santa Fe Opera, Inc. with the La Traviata opera theme dinner was a great success. After the hard work of the committee and support from Opera staff, the night was enjoyed by all. Masterpiece catered the event with the La Traviata themed menu. Kathy Murphy, formerly of the Santa Fe Opera helped orchestrate the evening.

The following committee members worked months in advance on the dinner: Joan Punt (AOG), Norman Doggett - Honorary (EVOG), Victoria Zillioux (TOG), Carolyn Haddock (TOG), Juanita Thorne-Connerty (EVOG), Yvonne O'Gara (EVOG) Terry Beery (LAOG), Shelly Brock (SFOG), Eileen Woodbury (SFOG), with Lucinda Surber, GI's Publicity Chair.

The total number of guests were 176 not including those budgeted to be compensated. The funds raised were \$8,324 which exceed last year's raised funds of \$6,735. The audience was attended by representatives from all the guilds, Santa Fe Opera board members, and attendees to the opera both local and from out of state.



Espanola Valley Opera Guild members enjoy Opening Night

## Preview Dinners

The preview dinners opened to a larger number of attendees than in the past year as the opera expands to a full season. These events have been well attended in the past and people were excited to learn that this event has been reinstated. The dinners serve to introduce attendees to the opera they will be seeing that night. Speakers were well received and spent their time at the podium not just telling the story of the opera but also provided interesting insight into the history and stories behind the opera along with their personal experiences. Often attendees are seated with people they don't know and it is fun to see how everyone enjoys the dinner and conversation as they make new friends.

Members of the 5 guilds hosted these events, providing a greeting upon arrival and an escort to their table. Brochures were set on each of the tables giving information about the guilds and upcoming events that the guilds are planning. These preview dinners give opera goers an opportunity to become familiar with the 5 guilds and are an excellent opportunity to bring new members in. Hosts are not required to be guild members so it also becomes a good opportunity to add to membership by bringing non-members to share in the hosting and experience the fun of meeting so many opera lovers and getting involved.

## Youth Nights Report

Both Youth Night performances were well attended with an increase of 618 attendees over last year's performances. Both the 2023 and 2024 seasons presented two Youth Night performances, so the increase in attendance is impressive. The various member guilds provided approximately 8 volunteers each night and volunteer duties have been reduced to greeting/speaking on buses, distributing flyers and greeting at the hospitality podium. Monitoring in the house is no longer necessary as there are many ushers manning those areas.

Stieren Hall volunteers appeared to be recruited directly through the Volunteer Liaison.

In addition to the groups cited in Marissa Aurora's attached summary, the following guilds provided tickets to youth groups in their communities:

### Albuquerque Opera Guild

Horizons Albuquerque  
Albuquerque Public Schools  
NHCC  
UNM foreign students

### Espanola Valley Opera Guild

Moving Arts Espanola  
Northern New Mexico College

### Los Alamos Opera Guild

Family Strength Network  
Northern New Mexico Girl Scout troops  
Pojoaque Pueblo Boys and Girls Club  
Santa Fe Girl Scouts

### Santa Fe Opera Guild

Pojoaque Valley Schools  
Rio Arriba 4-H club



### **2024 Youth Night Summary**

This year's Youth Nights featured productions of La Traviata and The Elixir of Love, giving New Mexico youth the opportunity to attend an opera free of charge. Working with The Guilds of the Santa Fe Opera, Inc., federally-recognized Pueblos of New Mexico, and local organizations that serve youth, The Santa Fe Opera was able to give many their first taste of this revered art form.

*"It was an amazing experience for our students. I believe our students have a better understanding of the beauty and wonder that the Opera imparts to the audience."*

-Bart Hill, Supervisor of International Education, Center for English Language and American Culture at UNM

*"Thank you so much for the opportunity to experience an excellent opera with my students! I know it will inspire them in their vocal training and performance."*

-Erin Walker, Erin Walker Voice Studio

*"Our group LOVED La Traviata! Thank you so much for coordinating such an amazing opportunity for our youth. As a result of our newfound enthusiasm for the Santa Fe Opera, we now have a wait list for Elixir of Love!"*

-Amanda Kemmerlin, Director, East Mountain Classical Conversations

#### **Total attendees: 2,389**

June 24, 2024: 1,012 attendees

July 23, 2024: 1,377 attendees

#### **Total Volunteers: 21**

**Transportation Provided by SFO:** 23 coach buses

**Pueblo Opera Program Dinners Provided by SFO:** 488

#### **Pueblo Opera Program Participants (1,141 of 2,389 total attendees):**

Acoma Pueblo  
Cochiti Pueblo  
Eight Northern Child Care Program  
Jemez Pueblo  
Jicarilla Apache Nation  
Laguna Pueblo  
Nambe Pueblo  
Ohkay Owingeh  
Picuris Pueblo

Pojoaque Pueblo  
San Felipe Pueblo  
San Ildefonso Pueblo  
Sandia Pueblo  
Santa Ana Pueblo  
Santa Clara Pueblo  
Santa Fe Public Schools Native American Student Services  
Santa Fe Indigenous Center  
Santo Domingo Pueblo  
Tesuque Pueblo  
Zia Pueblo

**Community Organizations (571 of 2,389 total attendees):**

Abiquiu Library and Cultural Center  
East Mountain Classical Conversations  
Erin Walker Voice Studio  
Espanola Library  
Espanola YMCA Teen Center  
GirlScouts of the USA  
Los Alamos Teen Center  
Novo Sonidos Orchestra  
Penasco  
Pojoaque Pueblo Boys and Girls Club  
Pojoaque Valley High School  
Seboyeta 4H Club  
Southwestern Indian Polytechnic Institute (SIPI)  
Taos Opera Institute  
Temple Beth Shalom Youth Group  
UNM Center for English Language and American Culture (CELAC)

**Guilds of The Santa Fe Opera (677 of 2,389 total attendees):**

Albuquerque Opera Guild  
Espanola Valley Opera Guild  
Los Alamos Opera Guild  
Santa Fe Opera Guild  
Taos Opera Guild



## Guild Membership

The tables below represent the 5 currently existing guilds. The comparisons start before the downtime due to Covid. They show how the guilds' membership numbers dropped during that time and are now seeing a rise in the membership numbers as times have gone back more to normal. The increases reflect the membership drive that the guilds have been working on as well as the membership benefits that have returned at the different levels.

### GUILD MEMBERSHIP BY NUMBER OF MEMBERS

| <u>Year</u> | <u>Albuquerque</u> | <u>Espanola</u> | <u>Los Alamos</u> | <u>Santa Fe</u> | <u>Taos</u> | <u>Totals</u> |
|-------------|--------------------|-----------------|-------------------|-----------------|-------------|---------------|
| 2019        | 185                | 75              | 47                | 378             | 104         | 789           |
| 2020        | 144                | 65              | 28                | 353             | 81          | 671           |
| 2021        | 117                | 48              | 22                | 352             | 54          | 593           |
| 2022        | 107                | 58              | 25                | 334             | 67          | 591           |
| 2023        | 129                | 77              | 34                | 311             | 77          | 628           |
| 2024        | 103                | 68              | 31                | 289.            | 65          | 556           |

### END OF COMPARISONS MEMBERSHIPS

| <u>Year</u> | <u>Membership</u> | <u>Members</u> |
|-------------|-------------------|----------------|
| 2024        | 400               | 551            |
| 2023        | 457               | 613            |
| 2022        | 440               | 591            |
| 2021        | 445               | 593            |
| 2020        | 488               | 671            |
| 2019        | 480               | 789            |

## **Treasurer's Report – Carolyn Haddock.**

During this fiscal year, the five member guilds contributed, and Guilds, Inc. remitted \$16,652 to the Community Engagement Department of the Santa Fe Opera.

We sold 176 dinners at \$125 for the Opening Night celebration and fundraiser at Dapples Pavilion, thus grossing \$21,602. Total expenses were \$13,278 resulting in a net profit of \$8,324 a \$1,589 increase from the year before.

The most significant administrative costs were \$2,700 for tax preparation and filing, and \$1,250 for design and printing of 3,000 marketing postcards.

Guilds, Inc. ends the year with a cash balance of \$15,620, which is \$2,089 additional from where it began the year, and a healthy amount going forward into the new fiscal year.



|    | A                                                                                              | B                     | C               |
|----|------------------------------------------------------------------------------------------------|-----------------------|-----------------|
| 1  | <b>The Guilds of The Santa Fe Opera, Inc.</b>                                                  |                       |                 |
| 2  | <b>Financial Statement for FY 2024</b>                                                         | <b>YTD</b>            | <b>FY 24</b>    |
| 3  | Opening balance:                                                                               | <b>AS OF 09/30/24</b> | <b>BUDGET</b>   |
| 4  |                                                                                                | <b>\$13,531</b>       | <b>\$13,531</b> |
| 5  | <b>INCOME</b>                                                                                  |                       |                 |
| 6  | <b>1. Contributions from Member Guilds</b>                                                     |                       |                 |
| 7  | * Albuquerque                                                                                  | 6,000                 | 8,000           |
| 8  | * Espanola Valley                                                                              | 1,800                 | 3,100           |
| 9  | * Los Alamos                                                                                   | 900                   | 1,000           |
| 10 | * Santa Fe                                                                                     | 6,000                 | 8,000           |
| 11 | * Taos                                                                                         | 1,875                 | 2,500           |
| 12 | Donations (PayPal, etc.)                                                                       | 77                    | 50              |
| 13 | <b>Total Contributions:</b>                                                                    | <b>\$16,652</b>       | <b>\$22,650</b> |
| 14 | <b>2. General Programs</b>                                                                     |                       |                 |
| 15 | a) Membership meetings: 3rd Qtr. Lunch                                                         | 630                   |                 |
| 16 | b) National Members - dues                                                                     |                       | 50              |
| 17 | c) Membership Income from GI website                                                           | 1,551                 | 3,560           |
| 18 | d) Refund of Security Deposits                                                                 |                       |                 |
| 19 | <b>Total Program Services:</b>                                                                 | <b>\$2,181</b>        | <b>\$3,610</b>  |
| 20 |                                                                                                |                       |                 |
| 21 | <b>3. Fundraising Programs</b>                                                                 |                       |                 |
| 22 | a) Opening Night Gala - 176 x \$125 **                                                         | 21,602                | \$22,000        |
| 23 | <b>Total Fundraising Programs:</b>                                                             | <b>\$21,602</b>       | <b>\$22,000</b> |
| 24 |                                                                                                |                       |                 |
| 25 | <b>TOTAL INCOME (Gross revenue):</b>                                                           | <b>\$40,435</b>       | <b>\$48,260</b> |
| 26 | <b>EXPENSES</b>                                                                                |                       |                 |
| 27 | <b>4. Administration / Management</b>                                                          |                       |                 |
| 28 | a) Administrative (Annual Report/ banking/ reg. fees/ postage/ office supplies/ subscriptions) | 2,404                 | 2,000           |
| 29 | b) Assets acquired                                                                             |                       |                 |
| 30 | c) Legal/ accounting                                                                           | 2,811                 | 3,000           |
| 31 | d) Promotion/ Publicity (web site annual fee. Constant Contact)                                | 972                   | 1,000           |
| 32 | e) GUILDS Events - meetings, etc. - 3rd Qtr. Lunch                                             | 561                   |                 |
| 33 | f) Travel reimbursement (OPERA America Conference)                                             | 100                   | 100             |
| 34 | <b>Total Admin/Management:</b>                                                                 | <b>\$6,848</b>        | <b>\$6,100</b>  |
| 35 |                                                                                                |                       |                 |
| 36 | <b>5. General Programs (Services Expenses)</b>                                                 |                       |                 |
| 37 | a) Donation to The Santa Fe Opera (Community Engagement Dept)                                  | 16,575                | 22,600          |
| 38 | c) Pass through of memberships from GI website                                                 | 1,645                 | 4,000           |
| 39 | <b>Total Program Services Expenses:</b>                                                        | <b>\$18,220</b>       | <b>\$26,600</b> |
| 40 |                                                                                                |                       |                 |
| 41 | <b>6. Fundraising Expenses</b>                                                                 |                       |                 |
| 42 | a) Opening Night Gala                                                                          | 13,278                | 13,250          |
| 43 | <b>Total Fundraising Expenses:</b>                                                             | <b>\$13,278</b>       | <b>\$13,250</b> |
| 44 |                                                                                                |                       |                 |
| 45 | <b>TOTAL EXPENSES:</b>                                                                         | <b>\$38,346</b>       | <b>\$45,950</b> |
| 46 |                                                                                                |                       |                 |
| 47 | <b>Closing Cash Balance</b>                                                                    | <b>\$15,620</b>       | <b>\$15,841</b> |
| 48 |                                                                                                |                       |                 |
| 49 |                                                                                                |                       |                 |

**Albuquerque Opera Guild**  
**Financial Statement for Fiscal Year 2023-24**

|                                                     | YTD as of 09/30/24  | FY24<br>BUDGET      |
|-----------------------------------------------------|---------------------|---------------------|
| Opening Cash Balance: 10/01/23                      | <b>\$16,459.32</b>  |                     |
| <b>INCOME</b>                                       |                     |                     |
| <b>1. Contributions</b>                             |                     |                     |
| a) Membership dues                                  | 2,185.00            | 11,000.00           |
| b) Other Income                                     | 2,417.00            | 1,650.00            |
| <b>Total Contributions</b>                          | <b>\$4,602.00</b>   | <b>\$12,650.00</b>  |
| <b>2. General Programs</b>                          |                     |                     |
| a) Social events                                    |                     | 1,500.00            |
| b) Educational Events                               |                     |                     |
| c) Community Programs                               | 8,547.20            | 8,000.00            |
| d) Other                                            |                     |                     |
| <b>Total Program Services</b>                       | <b>\$8,547.20</b>   | <b>\$9,500.00</b>   |
| <b>3. Fundraising Programs</b>                      |                     |                     |
| a) Italian Night                                    | \$18,990.20         | 15,000.00           |
| <b>Total Fundraisers Income:</b>                    | <b>\$18,990.20</b>  | <b>\$15,000.00</b>  |
| <b>TOTAL INCOME (Gross revenue)</b>                 | <b>\$32,139.40</b>  | <b>\$37,150.00</b>  |
| <b>EXPENSES</b>                                     |                     |                     |
| <b>1. Administration / Management</b>               |                     |                     |
| a) Admin: postage, office supplies, bank fees, etc. | 2,472.00            | 3,550.00            |
| b) Promotion / publicity /website                   |                     | 500.00              |
| c) Membership                                       |                     | 1,050.00            |
| d) Assets acquired                                  |                     |                     |
| <b>Total Admin/Management:</b>                      | <b>\$2,472.00</b>   | <b>\$5,100.00</b>   |
| <b>2. General Programs (Services Expenses)</b>      |                     |                     |
| a) Contributions to Guilds, Inc.                    | 6,000.00            | 8,000.00            |
| b) Education Programs                               | 603.56              | 1,550.00            |
| c) Community Programs                               | 5,546.67            | 5,000.00            |
| d) Social programs                                  | 14,093.05           | 10,900.00           |
| e) Misc.                                            |                     |                     |
| <b>Total Program Services Expenses</b>              | <b>\$26,243.28</b>  | <b>\$25,450.00</b>  |
| <b>3. Fundraising Expenses</b>                      |                     |                     |
| a) Italian Night                                    | \$11,348.40         | 12,000.00           |
| <b>Total Fundraising Expenses</b>                   | <b>\$11,348.40</b>  | <b>\$12,000.00</b>  |
| <b>TOTAL EXPENSES</b>                               | <b>\$40,063.68</b>  | <b>\$42,550.00</b>  |
| <b>Net Income (Loss)</b>                            | <b>(\$7,924.28)</b> | <b>(\$5,400.00)</b> |
| Closing Cash Balance                                | \$10,025.52         |                     |

**Espanola Valley Opera Guild  
Fiscal Year to Date 23-24**

Opening Balance October 1, 2023

| Fiscal YTD<br>as of 9/30/2024 | Budget 23-24 |
|-------------------------------|--------------|
| \$ 5,501.63                   | \$ 5,501.63  |

**INCOME**

**1. Contributions**

- a) Membership dues
- b) Other contributions/grants

**Total Contributions:**

|             |             |
|-------------|-------------|
| \$ 3,435.00 | \$ 4,000.00 |
| \$ 3,435.00 | \$ 4,000.00 |

**2. General Programs**

- a) Block Ticket Sales,(current) season
- b) Event - Donations at event
- c) Spring Dinner and Lecture
- d) Deposit Return for Tailgate Space/tickets

**Total Program Services:**

|             |             |
|-------------|-------------|
| \$ 2,709.00 | \$ 3,045.00 |
|             | \$ 25.00    |
| \$ 1,296.00 | \$ 1,000.00 |
|             | \$ 275.00   |
| \$ 4,005.00 | \$ 4,345.00 |

**3. Fundraising Programs**

- a) Posole Mio

**Total Fundraisers Income:**

|             |             |
|-------------|-------------|
| \$ 6,182.07 | \$ 4,000.00 |
| \$ 6,182.07 | \$ 4,000.00 |

**TOTAL INCOME (Gross revenue):**

|              |              |
|--------------|--------------|
| \$ 13,622.07 | \$ 12,345.00 |
|--------------|--------------|

**EXPENSES**

**1. Administration / Management**

- a) Administrative: (PO Box rental/square reader/PayPal)
- b) Membership (cards and postage)
- c) Annual Membership+ Mailing
- d) Discretionary (Gifts, memorials, etc)
- e) Storage Unit

**Total Admin/Management:**

|           |           |
|-----------|-----------|
| \$ 278.13 | \$ 200.00 |
|           | \$ 100.00 |
| \$ 155.05 | \$ 125.00 |
| \$ 45.48  | \$ 100.00 |
|           | \$ 450.00 |
| \$ 478.66 | \$ 975.00 |

**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) Young Voices w LAOG
- e) Dessert Reception for Youth Night
- f) Annual Membership Tailgate expenses
- g) Tailgate space downpayment
- h) Board Retreat
- i) Community Event performance

**Total Program Services Expenses:**

|             |             |
|-------------|-------------|
| \$ 2,100.00 | \$ 2,436.00 |
| \$ 639.00   | \$ 700.00   |
| \$ 1,499.21 | \$ 1,300.00 |
|             | \$ 200.00   |
| \$ 208.12   | \$ 250.00   |
| \$ 65.02    | \$ 100.00   |
| \$ 500.00   | \$ 500.00   |
| \$ 590.00   | \$ 590.00   |
|             | \$ 500.00   |
| \$ 5,601.35 | \$ 6,576.00 |

**3. Fundraising Expenses / Donations**

- a) Posole Mio
- b) Contributions to Guilds, Inc. (pledge \$2400)

**Total Fundraising Expenses:**

|             |             |
|-------------|-------------|
| \$ 1,793.08 | \$ 2,000.00 |
| \$ 1,800.00 | \$ 3,200.00 |
| \$ 3,593.08 | \$ 5,200.00 |

**TOTAL EXPENSES:**      \$ 9,673.09      \$ 12,751.00

**Closing balance**      \$ 9,450.61      \$ 5,095.63

Los Alamos Opera Guild  
A Member Guild of the Guilds of The Santa Fe Opera, Inc.  
Financial Statement: Fourth Quarter Fiscal Year 2024 - with budget

| Opening Balance: July 1, 2024:                                                        |  | \$5,738.55                          | \$5,839.55                               |                          |
|---------------------------------------------------------------------------------------|--|-------------------------------------|------------------------------------------|--------------------------|
| INCOME                                                                                |  | 4th Quarter<br>(1 Jul to 30<br>Sep) | Year to date<br>(from 1<br>October 2023) | Annual \$\$<br>Budgetted |
| <b>1. Contributions</b>                                                               |  |                                     |                                          |                          |
| a) Membership dues                                                                    |  | \$660.00                            | \$2,220.00                               | \$2,000.00               |
| b) Other contributions (donations)                                                    |  | \$0.00                              | \$169.00                                 | \$0.00                   |
| <b>Total Contributions:</b>                                                           |  | <b>\$660.00</b>                     | <b>\$2,389.00</b>                        | <b>\$2,000.00</b>        |
| <b>2. General Programs</b>                                                            |  |                                     |                                          |                          |
| a) Social Programs - refund from SFO tailgate deposit                                 |  | \$0.00                              | \$0.00                                   | \$100.00                 |
| b) Educational Programs                                                               |  | \$0.00                              | \$0.00                                   | \$150.00                 |
| c) Community Programs: Young Voices and Apprentice,                                   |  | \$0.00                              | \$0.00                                   | \$100.00                 |
| d) Fuller Lodge return of Security Deposit                                            |  | \$0.00                              | \$0.00                                   | \$50.00                  |
| <b>Total Program Services:</b>                                                        |  | <b>\$0.00</b>                       | <b>\$0.00</b>                            | <b>\$400.00</b>          |
| <b>3. Fundraising Programs</b>                                                        |  |                                     |                                          |                          |
| Possible event                                                                        |  | \$0.00                              | \$0.00                                   | \$200.00                 |
| <b>Total Fundraisers Income:</b>                                                      |  | <b>\$0.00</b>                       | <b>\$0.00</b>                            | <b>\$200.00</b>          |
| <b>TOTAL INCOME (Gross revenue):</b>                                                  |  | <b>\$660.00</b>                     | <b>\$2,389.00</b>                        | <b>\$2,600.00</b>        |
| <b>EXPENSES</b>                                                                       |  |                                     |                                          |                          |
| <b>1. Administration / Management</b>                                                 |  |                                     |                                          |                          |
| a) Admin: postage, office supplies, bank fees, order checks, etc.                     |  | \$84.00                             | \$84.00                                  | \$100.00                 |
| b) Promotion / publicity / advertising / newsletter                                   |  | \$0.00                              | \$0.00                                   | \$150.00                 |
| c) Membership LA Chamber of Commerce (advertising, promoting)                         |  | \$0.00                              | \$0.00                                   | \$125.00                 |
| d) Assets acquired                                                                    |  | \$0.00                              | \$0.00                                   | \$25.00                  |
| <b>Total Admin/Management:</b>                                                        |  | <b>\$84.00</b>                      | <b>\$84.00</b>                           | <b>\$400.00</b>          |
| <b>2. General Programs (Services Expenses)</b>                                        |  |                                     |                                          |                          |
| a) Contributions to Guilds, Inc. (\$1200 Pledge) Revised Only \$900 As per Guilds Inc |  | \$0.00                              | \$900.00                                 | \$1,200.00               |
| b) Youth Programs                                                                     |  | \$0.00                              | \$0.00                                   | \$0.00                   |
| c) Education Programs                                                                 |  | \$0.00                              | \$415.00                                 | \$100.00                 |
| d) Community programs - Summer Apprentice Concert                                     |  | \$0.00                              | \$0.00                                   | \$300.00                 |
| e) Social programs - Young Voices Concert Mar 2023                                    |  | \$0.00                              | \$515.00                                 | \$500.00                 |
| f) Misc cashbox                                                                       |  | \$0.00                              | \$0.00                                   | \$50.00                  |
| <b>Total Program Services Expenses:</b>                                               |  | <b>\$0.00</b>                       | <b>\$1,830.00</b>                        | <b>\$2,150.00</b>        |
| <b>3. Fundraising Expenses</b>                                                        |  |                                     |                                          |                          |
| a) Misc                                                                               |  | \$0.00                              | \$0.00                                   | \$0.00                   |
| <b>Total Fundraising Expenses:</b>                                                    |  | <b>\$0.00</b>                       | <b>\$0.00</b>                            | <b>\$0.00</b>            |
| <b>TOTAL EXPENSES:</b>                                                                |  | <b>\$84.00</b>                      | <b>\$1,914.00</b>                        | <b>\$2,550.00</b>        |
| <b>Available Cash: Sept 30, 2024:</b>                                                 |  | <b>\$6,314.55</b>                   | <b>\$6,314.55</b>                        | <b>\$50.00</b>           |

Santa Fe Opera Guild  
 Guilds Inc Financial Report  
 Fiscal Year 2023-2024

|                                                       | 1st Qtr   | 2nd Qtr   | 3rd Qtr   | 4th Qtr   | YTD Total | Budget |
|-------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|--------|
| Opening Bank Balance                                  | 36,360.16 | 35,992.75 | 40,377.80 | 43,447.25 | 36,360.16 |        |
| INCOME                                                |           |           |           |           |           |        |
| 1. Contributions                                      |           |           |           |           |           |        |
| a) Membership dues                                    | 2,405.00  | 5,270.00  | 5,845.00  | 1,500.00  | 15,020.00 | 21,000 |
| b) Other contributions/grants/misc., etc.             | 7.00      | 50.00     | 0.00      | 0.00      | 57.00     |        |
| c) Other income (interest)                            | 0.44      | 0.48      | 106.42    | 403.20    | 510.54    |        |
| Total Contributions                                   | 2,412.44  | 5,320.48  | 5,951.42  | 1,903.20  | 15,587.54 | 21,000 |
| 2. General Programs                                   |           |           |           |           |           |        |
| a) Social Events                                      | 0.00      | 4,485.00  | 6,980.00  | 0.00      | 11,465.00 | 11,750 |
| b) Education Events – Program                         | 170.00    | 2,470.00  | 1,640.00  | 280.00    | 4,560.00  | 6,000  |
| Education Events – Food & Bev.                        |           |           |           |           |           |        |
| c) Community Programs                                 |           |           |           |           |           |        |
| d) Other                                              | 0.00      | 0.00      | 775.68    | 609.06    | 1,384.74  | 765    |
| Total General Programs                                | 170.00    | 6,955.00  | 9,395.68  | 889.06    | 17,409.74 | 18,515 |
| Program Services                                      |           |           |           |           |           |        |
| 3. Fundraising Programs                               | 280.00    | 0.00      | 0.00      | 0.00      | 280.00    |        |
| TOTAL INCOME (Gross Revenue):                         | 2,862.44  | 12,275.48 | 15,347.10 | 2,792.26  | 33,277.28 | 39,515 |
| EXPENSES                                              |           |           |           |           |           |        |
| a) Admin: postage, supplies, fees, storage unit, etc. | 664.85    | 719.41    | 1,064.48  | 514.59    | 2,963.33  | 3,900  |
| b) Promotion/publicity/advertising/newsletter         |           |           |           |           |           | 1,600  |
| c) Membership                                         |           |           |           |           |           | 3,750  |
| d) Technology                                         | 0.00      | 22.00     | 524.82    | 310.62    | 857.44    | 2,500  |
| Total Admin/Management                                | 664.85    | 741.41    | 1,589.30  | 825.21    | 3,820.77  | 11,750 |
| 2. General Programs (Services Expenses)               |           |           |           |           |           |        |
| a) Contributions to Guilds, Inc.                      | 2,000.00  | 2,000.00  | 2,000.00  | 0.00      | 6,000.00  | 8,000  |
| b) Education Events - Program                         | 565.00    | 2,541.80  | 1,969.21  | 360.00    | 5,436.01  | 8,950  |
| Education Events Food & Bev.                          |           |           |           |           |           |        |
| Education Total                                       | 2,565.00  | 4,541.80  | 3,969.21  | 360.00    | 11,436.01 | 16,950 |
| c) Community Programs                                 |           |           |           |           |           |        |
| d) Social Programs                                    | 0.00      | 2,607.22  | 6,719.14  | 0.00      | 9,326.36  | 13,650 |
| e) Misc.                                              | 0.00      | 0.00      | 0.00      | 106.86    | 106.86    |        |
| Total Program Services Expenses                       | 2,565.00  | 7,149.02  | 10,688.35 | 466.86    | 20,869.23 | 30,600 |
| 3. Fundraising Expenses                               |           |           |           |           |           |        |
| Total Fundraising Expenses                            |           |           |           |           |           | 0      |
| TOTAL EXPENSES                                        | 3,229.85  | 7,890.43  | 12,277.65 | 1,292.07  | 24,690.00 | 42,350 |
| ENDING BANK BALANCE                                   | 35,992.75 | 40,377.80 | 43,447.25 | 44,947.44 | 44,947.44 |        |
| Cashbox Float (Admin.)                                | 100.00    | 100.00    | 100.00    | 100.00    | 100.00    |        |
| TOTAL                                                 | 36,092.75 | 40,477.80 | 43,547.25 | 45,047.44 | 45,047.44 |        |
| Actual & Projected Cash Inflow/(Outflow)              | -367.41   | 4,385.05  | 3,069.45  | 1,500.19  | 8,587.28  | -2,835 |



**TAOS OPERA GUILD**  
 Guilds of the Santa Fe Opera, Inc  
**Financial Statement for Fiscal Year 2024: 4rd Quarter**

|                                                     | 6/1/2024                                     | 10/1/2023                             | 10/1/2023                          |
|-----------------------------------------------------|----------------------------------------------|---------------------------------------|------------------------------------|
| <b>Opening Cash Balance:</b>                        | <b>\$6,368.75</b>                            | <b>\$11,905.58</b>                    | <b>\$11,905.58</b>                 |
| <b>INCOME</b>                                       |                                              |                                       |                                    |
|                                                     | <b>4th Quarter<br/>6/01/24 -<br/>9/30/24</b> | <b>Year to Date From<br/>10/01/23</b> | <b>Annual Budget<br/>2023-2024</b> |
| <b>1. Contributions</b>                             |                                              |                                       |                                    |
| a) Membership dues                                  |                                              | 3,850.00                              | 4,500.00                           |
| b) Other contributions / grants / misc. etc         |                                              | 100.00                                | 0.00                               |
| <b>Total Contributions</b>                          | <b>\$0.00</b>                                | <b>\$3,950.00</b>                     | <b>\$4,500.00</b>                  |
| <b>2. General Programs</b>                          |                                              |                                       |                                    |
| a) Social events: TOG & GI Meetings                 |                                              |                                       |                                    |
| b) Educational Events: (Arts in Opera)              |                                              | 130.00                                | 800.00                             |
| c) Community Programs: (Opera ticket sales)         | 4,415.00                                     | 5,345.00                              | 4,640.00                           |
| d) Other: (bank interest)                           | 0.10                                         | 0.47                                  | 0.60                               |
| <b>Total Program Services</b>                       | <b>\$4,415.10</b>                            | <b>\$5,475.47</b>                     | <b>5,440.60</b>                    |
| <b>3. Fundraising Programs</b>                      |                                              |                                       |                                    |
| a) Gala                                             |                                              | 3,230.00                              | 3,600.00                           |
| b) Gala Silent Auction                              |                                              | 710.00                                | 1,000.00                           |
| <b>Total Fundraisers Income</b>                     | <b>\$0.00</b>                                | <b>\$3,940.00</b>                     | <b>\$4,600.00</b>                  |
| <b>TOTAL INCOME (Gross revenue)</b>                 | <b>\$4,415.10</b>                            | <b>\$13,365.47</b>                    | <b>\$14,540.60</b>                 |
| <b>EXPENSES</b>                                     |                                              |                                       |                                    |
| <b>1. Administration / Management</b>               |                                              |                                       |                                    |
| a) Admin: postage, office supplies, bank fees, etc. | 154.45                                       | 520.69                                | 625.00                             |
| b) Promotion / publicity /website                   | 648.00                                       | 2413.00                               | 2,150.00                           |
| c) Membership                                       |                                              |                                       |                                    |
| d) Assets acquired                                  |                                              |                                       |                                    |
| <b>Total Admin/Management</b>                       | <b>\$802.45</b>                              | <b>\$2,933.69</b>                     | <b>\$2,775.00</b>                  |
| <b>2. General Programs (Services Expenses)</b>      |                                              |                                       |                                    |
| a) Contributions to Guilds Inc.                     |                                              | 1,875.00                              | 2,500.00                           |
| b) Education programs (Arts in Opera)               | 415.31                                       | 1,561.21                              | 1,250.00                           |
| c) Community programs (Opera Tickets/Tailgates)     | 226.56                                       | 6,393.56                              | 4,640.00                           |
| d) Social programs (GI Meeting, Brunch)             |                                              |                                       |                                    |
| e) Misc. (student tickets/lunches)                  |                                              |                                       |                                    |
| <b>Total Program Services Expenses</b>              | <b>\$641.87</b>                              | <b>\$9,829.77</b>                     | <b>\$8,390.00</b>                  |
| <b>3. Fundraising Expenses</b>                      |                                              |                                       |                                    |
| a) Gala                                             |                                              | 3,168.05                              | 2,500.00                           |
| <b>Total Fundraising Expenses</b>                   | <b>\$0.00</b>                                | <b>\$3,168.05</b>                     | <b>\$2,500.00</b>                  |
| <b>TOTAL EXPENSES</b>                               | <b>\$1,444.32</b>                            | <b>\$15,931.51</b>                    | <b>\$13,665.00</b>                 |
| <b>Ending Cash Balance: 9/30/24</b>                 | <b>\$9,339.53</b>                            | <b>\$9,339.54</b>                     | <b>\$12,781.18</b>                 |

1 - Young Voices \$450; Prezant \$800  
 2 - 40 Opera Tickets @ \$91; 40 Meals @ \$25

3 - TCA - \$1500; Wild Apricot \$650; Domain Name \$265  
 4 - Food & Wine \$2168; TOI \$1,000