

# OPERA DELAWARE

2018 ANNUAL REPORT



SEPTEMBER 1<sup>ST</sup>, 2017 - AUGUST 31<sup>ST</sup>, 2018

Joe del Tufo, Moonloop Photography



## DEAR FRIENDS,

This is my favorite time of the year because I'm able to stop and reflect upon all the wonderful things **you've helped us accomplish and what we're capable of doing together.** And looking back at 2018, **we have so much to celebrate.**

Last spring's Puccini Festival at The Grand was our biggest and best yet, receiving critical acclaim and attracting patrons from near and far. (Over 20% of our ticket revenue came from patrons who reside outside a 30-mile radius of Wilmington. In fact, I'm delighted to report that we sold over 500 tickets to NEW patrons this past fiscal year.) Our newly-launched Opera Uncorked series enjoyed many sold-out shows, and the concert performance of *Werther* with the Wilmington Children's Chorus was a highlight of a busy and wonderful season. Plus, our Education and Outreach initiatives yielded over 8,000 amazing interactions with students and community members.

The financial picture at OperaDelaware also continues to improve. Thanks to your generosity, we ended another year in the black with a small surplus. Our Riverfront Studios continue to transform, thanks in part to large grants from Crystal Trust and Philadelphia's Presser Foundation. We've begun a major renovation of the Black Box Theater and recently replaced our entire HVAC system thanks to a substantial energy efficiency grant from the state of Delaware.

Finally, we can't think of a better way to close out the year than November's national radio broadcast of 2017's Festival production of *Semiramide*, part of Chicago's WFMT Radio Network Opera Series. Over 700,000 households across the US tuned in to hear the magic of Rossini recorded in our gem of an opera house—a proud moment for OperaDelaware and Wilmington.

**Thank you for spreading the word about OperaDelaware,** and please continue to tell your friends. They won't want to miss the **2019 Festival** featuring Jake Heggie's *Dead Man Walking* and a double-bill of Derrick Wang's *Scalia/Ginsburg* and Gilbert and Sullivan's *Trial by Jury*. These are topical, relevant, and accessible works—perfect to introduce someone new to the power and beauty of opera. We are pointed in a great direction as we prepare for our 75th anniversary in 2020. There's no better time to share what you already know: OperaDelaware is a revelation... come revel with us!

Thanks for all that you do,

Brendan Cooke, General Director

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*\*Term of service began September 1, 2018*

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Brenton O'Hara, Operations Manager  
Ryan MacPherson, Development Associate  
Mary Wilcosky, Events Manager  
Angie Maximo Harvey, Operations & Marketing Support

Anthony Barrese, Music Director  
Kim Doucette, Director of Education  
Aurelien Eulert, Chorus Master and Principal Pianist

(Underwritten in part through a generous donation  
by the AWARE Foundation, in memory of  
Margery Hamilton Hill Bauer.)

**“OperaDelaware again used  
its resources — and those  
of its singers and creative  
team — to maximum  
artistic effect.”**

**The Broad Street Review**



## GIANNI SCHICCHI/BUOSO'S GHOST

*"This programming deserves praise for its cleverness and appropriateness. OperaDelaware is on a laudable course. What's more, its productions are musically accomplished."*

Steve Cohen,  
*The Culture Critic*



## SUOR ANGELICA/IL TABARRO

*"... fine singing, a polished orchestra, and lively staging."*

Gail Obenreder,  
*Broad Street Review*



2018 Festival photos by Joe del Tufo, Moonloop Photography

## A FLIGHT OF PUCCINI

## Werther in Concert

## Opera Uncorked with Swigg:

## Arias, Ambers & IPAs Cabernets & Cabalettas



# 545

 VOCALISTS, ORCHESTRA & PRODUCTION TEAM MEMBERS EMPLOYED

# EDUCATION

**Warner  
Arts  
Alliance**

**Neighborhood  
Choir Program**

**6,679**

STUDENT  
INTERACTIONS

THANK YOU TO  
OUR EDUCATION  
PARTNERS:

Bank of America, DuPont, NextGen North  
(Delaware Community Foundation), PNC  
Foundation, and The Presser Foundation



IN OUR FACILITIES

Thanks to generous  
capital funding, we've  
begun renovations on  
our Black Box Theater.



## THANK YOU, 2018 HOUSING HOSTS!

*These individuals generated over \$91,000 in financial impact by opening their homes to our artists.*

Sandy Chack, Natalie and Paul Crawford, Carol and Dimitri Dandalos, Aurelien and Kelsey Eulert, John Fontana and Jen Klafehn, Sharon and Steve Gaudino, Karen Marshall, Pettinaro, Anne and John Reed, Kristine and Barry Stott, Cindy and Terry Tobias, Donna and Jeff Turi, Anne Turner, Wayne Wilson, and Wilmington University

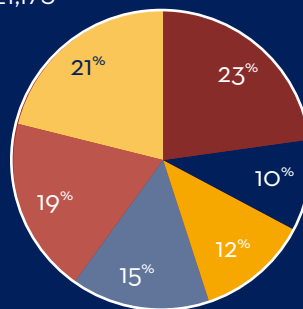
*Special thanks to our housing coordinator, Kristine Stott, for organizing these efforts.*

Over **14,000**  
served through  
performances,  
education, and  
outreach.

## FINANCIAL STATEMENT\*

### REVENUE

\$1,321,173



INDIVIDUAL CONTRIBUTIONS  
\$304,856

GOVERNMENT SUPPORT  
\$137,979

CORPORATE & FOUNDATION  
SPONSORS  
\$157,997

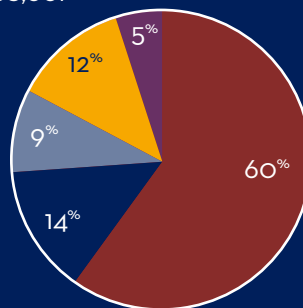
FOUNDATION (CAPITAL)  
\$200,000

IN-KIND SUPPORT  
\$250,000

BOX OFFICE, FACILITY  
RENTALS, OTHER  
\$270,341

### EXPENSES

\$1,305,061



PROGRAMMING/  
MARKETING  
\$783,749

ADMINISTRATIVE SALARIES/  
BENEFITS  
\$187,639

OTHER OFFICE &  
ADMINISTRATIVE EXPENSES  
\$114,245

INSURANCE / DEPRECIATION /  
INTEREST EXPENSES  
\$149,985

FACILITY EXPENSES  
\$69,443

\*Amounts reflect preliminary unaudited financials. 41.7% of staff salaries are allocated toward programming, as well as marketing expenses and in kind services.

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*Gifts of support for  
Fiscal Year 2018*

## **THE IMPRESARIO CIRCLE**

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◇ Indicates special gifts  
and/or multi-year pledge fulfillment

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Gifts given in memory or in honor of a loved one will  
be recognized as such in our Festival program.

This list reflects support during **OPERADELAWARE'S  
2018 Fiscal Year, September 1, 2017 - August 31, 2018.**  
Omissions or corrections can be brought to the attention  
of Ryan MacPherson at [rmacpherson@operade.org](mailto:rmacpherson@operade.org)  
or (302) 442-7806.



# OPERA DELAWARE

4 South Poplar Street, Wilmington, DE 19801

## OUR MISSION

*Opera Delaware is a professional non-profit opera company with a reputation for excellence in both opera and arts education. Our mission is to enrich the cultural lives of adults, families and students within the Mid-Atlantic region through meaningful arts education and the production of grand opera and intimate opera concerts, featuring established and emerging talent.*

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

Delaware  
Division of the  
Arts



This organization is supported, in part, by a grant from the Delaware Division of the Arts, a state agency, in partnership with the National Endowment for the Arts. The Division promotes Delaware arts events on [DelawareScene.com](http://DelawareScene.com).

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