



OPERA
ORLANDO



OPERA
EVERLASTING
2022-23 SEASON

BE A CORPORATE
CONTRIBUTOR

THE 2022-23 SEASON

OPERA ON THE MAINSTAGE

Dr. Phillips Center for the Performing Arts | Steinmetz Hall



Mozart's **THE MAGIC FLUTE**

October 28 & 30, 2022



ALL IS CALM:

the Christmas Truce
of 1914

December 23 & 24, 2022



Donizetti's **THE DAUGHTER OF THE REGIMENT**

April 21 & 23, 2023



BELLA NOTTE AT BELLA COLLINA

March 31, 2023
Bella Collina in Montverde



BASEBALL:

a musical love letter
May 19 & 21, 2023
Harriett's Orlando
Ballet Centre



SPONSORSHIP OPPORTUNITIES

At **Opera Orlando**, support from corporations and businesses is one of the important ways in which the Opera's positive impact on the Central Florida community is acknowledged. It additionally offers the sponsoring corporation or business significant visibility through the Opera's extensive communication network.

TAKE ADVANTAGE OF:

- **Production underwriting**
 - Full Production
 - Sets | Costumes
 - Orchestra
- **Membership opportunities**
 - Artist Patrons Society
 - Medical Patrons Society
 - Legal Patrons Society
- **Special Event underwriting**
 - Season Sparkler
 - The Mozart Dinner
 - VIP after-parties
- **Education Program underwriting**
 - Opera Orlando Youth Company
 - Opera Orlando Studio Artists
 - In-School Performances
 - Student Ticket Program



OPERA ON THE TOWN

BENEFITS OF CORPORATE GIVING

LEVELS OF GIVING AND CORPORATE BENEFITS

	\$2,500 MEDICAL PATRONS SOCIETY - LEGAL PATRONS SOCIETY	\$6,000 ARTIST PATRONS SOCIETY	\$12,500 ORCHESTRA CIRCLE	\$20,000 PRODUCERS CIRCLE	\$32,500 DIRECTORS CIRCLE	\$75,000 PRESIDENTS CIRCLE
Recognition in Program Book Donor Listings	✦	✦	✦	✦	✦	✦
Recognition in Production underwriting acknowledgements	✦	✦	✦	✦	✦	✦
Invitation to Events - including Opening Night After-Parties	✦	✦	✦	✦	✦	✦
Recognition on Supertitle Screen		✦	✦	✦	✦	✦
Behind-the-Scenes Visits with Artists		✦	✦	✦	✦	✦
Social Media Spotlight on Opera Orlando social media channels		✦	✦	✦	✦	✦
Recognition in all media releases pertaining to sponsored activity			✦	✦	✦	✦
Highlighted e-blast to all Opera constituency			✦	✦	✦	✦
Exclusive dinners with guest singers and artistic personnel			✦	✦	✦	✦
Acknowledgement at Corporate Luncheon				✦	✦	✦
Acknowledgement at Post-Opera receptions				✦	✦	✦
Free Advertising in Opera Orlando production program books				✦	✦	✦
Main program page acknowledgement for entire season					✦	✦
Acknowledgement at all major Opera Special Events					✦	✦
Corporate Performance Package						✦
Steinmetz Hall Box for 4 at all Mainstage performances						✦
Private Concert for corporate event						✦
Dinner and benefits package						✦

A LOOK BEHIND THE CURTAIN

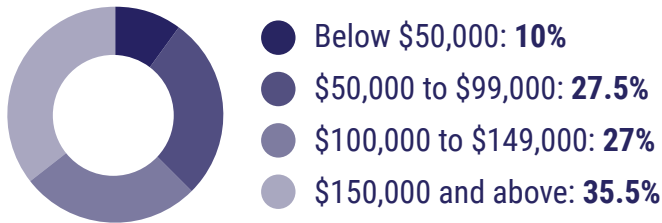
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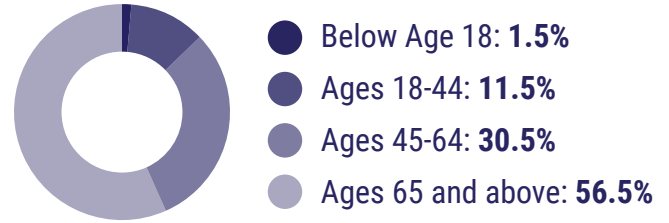
2021-22 DEMOGRAPHICS

At **Opera Orlando**, performance attendance is composed of people from all ages and all levels of annual income. Survey response indicates that audience demographics are defined as follows:

ANNUAL INCOME



AGE



FINANCIALS

2021-22

Total income: \$2,070,797
Total expense: \$1,875,249
Total assets: \$407,960

2020-21

Total income: \$1,345,663
Total expense: \$1,394,385
Total assets: \$288,019

2019-20

Total income: \$1,028,228
Total expense: \$885,560
Total assets: \$280,047

2018-19

Total income: \$1,037,604
Total expense: \$976,631
Total assets: \$124,363

2017-18

Total income: \$822,659
Total expense: \$944,452
Total assets: \$73,405

2016-17

Total income: \$876,737
Total expense: \$570,474
Total assets: \$187,334

CENTRAL FLORIDA SPEAKS!

“A thriving arts community is essential to attracting new businesses to Orlando and Orange County.

One of the most frequently asked questions during the economic development process is whether the county has a symphony/philharmonic, opera, and ballet. These arts organizations demonstrate a community’s commitment to culture...

Opera Orlando, the new company founded six years ago, has quickly organized, and in a short period of time, successfully filled the void in the region’s professional arts community.”



ROSEANN HARRINGTON
chief of staff
Orange County mayor’s office



VINCENT LARUFFA
senior vice president – resort sales & marketing
Universal Orlando Resort

“In the past six years, Opera Orlando has repeatedly proven the importance of having a professional opera company in Central Florida.

The Opera’s audiences are increasing with almost every public performance that it produces, and the Opera has a demonstrated, growing presence in our schools across the region. This outreach across the community gives it a presence unparalleled by the majority of performing arts and entertainment producers in Orlando. They understand their critical role in bringing the arts to youth across Central Florida!”

“The performing arts and the hospitality industry both play an important role in making Central Florida an attractive place to visit.

Being in the hotel business for many years, it has been my observation that visitors come here to take advantage of both. Especially now that the Dr. Phillips Center is complete, it is even more important than ever to have performing arts of the highest caliber possible. **Opera Orlando** is such an organization and already does a great job in attracting people to Central Florida and to our local hotels. Quality performing arts in Orlando is good for business.”



FRANK SANTOS
vice president & CFO
Rosen Hotels & Resorts



LINDA LANDMAN GONZALEZ
vice president of community relations
Orlando Magic

“Having been involved in the Orlando arts community for many years in major leadership positions including chairing the Board of United Arts of Central Florida, I’ve had occasion to see first-hand many Central Florida’s emerging arts organizations and professional arts organizations.

Similarly, as vice president of community relations at Orlando Magic and president of the Orlando Magic Youth Foundation for many years, I have witnessed first-hand the importance that our Central Florida corporations and businesses place on a strong and vibrant arts community.

Opera Orlando stepped in six years ago and built a strong performance and education network that has catapulted it to the top tier of professional performing arts organizations and cemented its place in the community. With increasing audiences, increasing contribution base, and increasing corporate and business support, **Opera Orlando** has a wonderful future unfolding in its growing service to Central Florida.”

“Our collaboration with **Opera Orlando** has been an outstanding experience.

We have expanded our customer base and presence while directly contributing to **Opera Orlando’s** growth and the outstanding quality of their programs.”



JULIA FRAZIER
owner
Winter Park Wine



general director **Gabriel Preisser**

Contact development director **Russell P. Allen** for more information on all corporate underwriting opportunities.

(407) 512-1900, ext.2 | Russell@OperaOrlando.org