75TH SEASON

OPERA DELAWARE

2019 ANNUAL REPORT



SEPTEMBER 1ST, 2018 - AUGUST 31ST, 2019

Joe del Tufo, Moonloop Photography



DEAR **FRIENDS,**

What a wonderful 74th season OperaDelaware had! I am overjoyed by our many accomplishments and so grateful for the enthusiasm and generosity of our ever-growing Opera family, without whom none of these could have been realized. *Thank you.* Let's take a moment together to reflect on our 2019 triumphs.

Each year, we strive to produce a season that not only stimulates and entertains you, but one that makes you proud to be a part of our Opera family. Judging from the rave reviews and jubilant audience response, we believe that we succeeded. We welcomed 952 patrons from outside a 30-mile radius of Wilmington and a staggering 1,053 NEW patrons over the course of the year. Last Spring's Festival was our best-selling yet with ticket sales shattering our box office goals. In fact, *Scalia/Ginsburg & Trial by Jury* yielded our single highest-grossing performance in OperaDelaware's history! We are also thrilled that our Studio concerts continue to build in popularity. Among the highlights: more than 500 patrons flocked to our *Opera Uncorked with Swigg* concert series, and returning Metropolitan Opera star, Megan Marino, presented a fabulous (and sold out!) recital with pianist John Arida.

OperaDelaware's financial outlook is also positive. Our box office success together with your generosity once again resulted in us closing the 2019 season in the black. Plus, we received our 4th NEA Artworks grant in a row, as well as a large grant from the Longwood Foundation in support of a future program that will be announced soon!

We look forward to celebrating our 75th Anniversary with you and encourage you to invite your friends to join in the fun. Our much anticipated 2020 Festival will commemorate the beginnings of opera, the height of Romantic opera and the present/future of opera, all under the lens of "the unfinished" because our work is never done. With a compelling production of Claudio Monteverdi's *The Coronation of Poppea*, the grandeur of Jacques Offenbach's *The Tales of Hoffmann*, and Michael Ching and Dean Anthony's wonderful *Speed Dating Tonight!*, we'll have something for everyone. Come out, spread the word, and let's have everyone delight in the beauty and joy of opera.

Thanks for all that you do,

Brendan Cooke, General Director

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Roberts Brokaw*, S. Keith Duncan, David Fleming, Betty Garrett, Harry S. Glaze, Robert Grenfell, Kristine Stott, Matthew Sullivan, Cynthia du Pont Tobias*, Nina Worthington*

** Completed 8 consecutive years of Board Service in 2019.*

STAFF

Brendan Cooke, General Director
Karen Uricoli, Chief Advancement Officer
Jordan Barrett, Operations Manager
Mary Wilcosky, Events Manager and Board Liaison
Angie Maximo Harvey, Staff Support

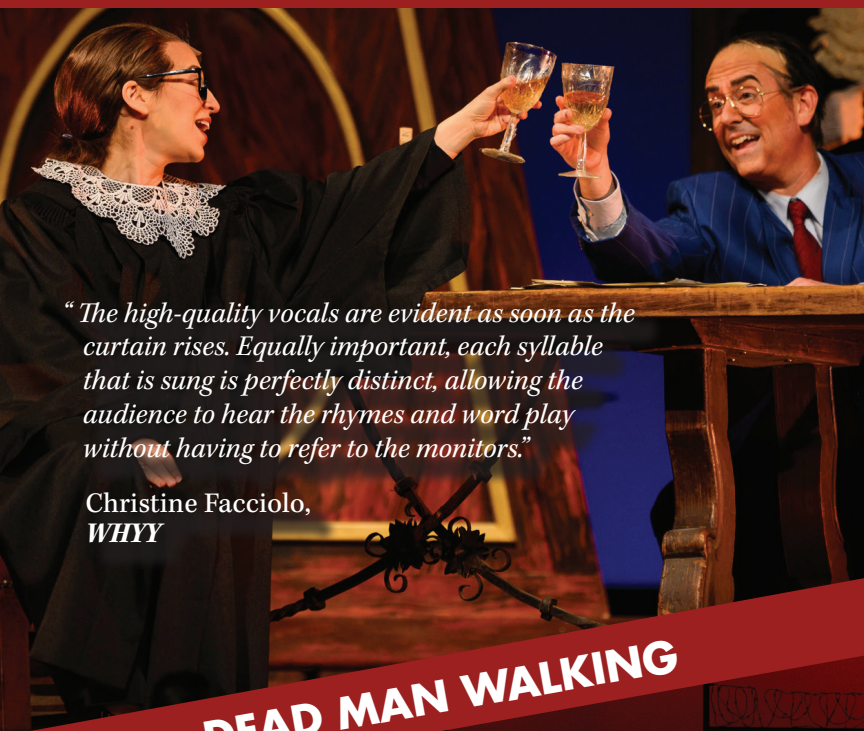
Anthony Barrese, Music Director
Kim Doucette, Director of Education
Aurelien Eulert, Head of Music Staff



"The verdict is in: OperaDelaware is once again guilty of presenting first-rate opera with world-class singers, directors, designers and conductors as it returned to The Grand Opera House in Wilmington with its legal-themed 2019 Festival 'In Opera We Trust.'" ***WHYY***

FESTIVAL HIGHLIGHTS

SCALIA/GINSBURG & TRIAL BY JURY



"The high-quality vocals are evident as soon as the curtain rises. Equally important, each syllable that is sung is perfectly distinct, allowing the audience to hear the rhymes and word play without having to refer to the monitors."

Christine Facciolo,
WHYY

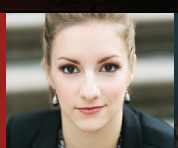
DEAD MAN WALKING

"The artistic firepower and spiritual inspiration that created this work still power it two decades on, and OperaDelaware packs its production with riveting performances, strong singing and gripping staging."

Gail Obenreder,
Broad Street Review



LEADING LADIES OFF STAGE





2019 Festival photos by Joe del Tufo, Moonloop Photography

STUDIO HIGHLIGHTS

OPERA UNCORKED WITH SWIGG:

Mayhem, Madness, Malbec & More

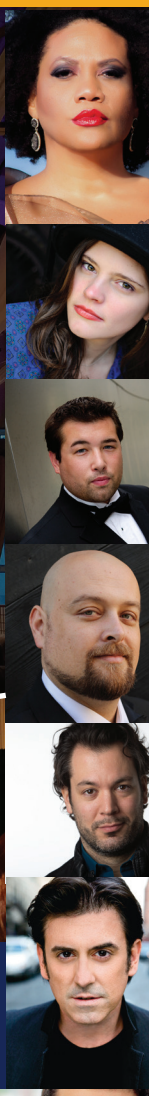
Verdi, Verismo & Vino

Swigg
REAL WINE CRAFT BEER & SPIRITS

ARTIST SPOTLIGHT:
Megan Marino

YOUNG ARTISTS:
Make a Scene







1,053 FIRST-TIME PATRONS

EDUCATION

Warner Arts Alliance

Neighborhood Choir Program



7,085
STUDENT INTERACTIONS

THANK YOU TO OUR EDUCATION PARTNERS:

Bank of America, DuPont, PNC Foundation, and The Presser Foundation

IN OUR FACILITES



Thanks to generous funding, our Riverfront Studios continue to evolve into a state-of-the-art performing space.

THANK YOU, 2019 HOUSING HOSTS!

These individuals generated over $75,000 in financial impact by opening their homes to our artists:

Jerry and Michel Bilton, Natalie and Paul Crawford, Charisse and David Ellsworth, Mike and Annie Gallagher, Sharon and Steve Gaudino, Dan Holloway and Cynthia Hewitt, Valerie Lee, David and Lucy Pollack, Anne and John Reed, Kris and Barry Stott, Tre Sullivan, Marguerite and Maurice Thew, Cindy and Terry Tobias, Anne Zwick Turner

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

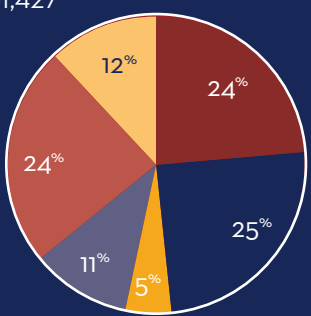


Over **14,500** served through performances, education, and outreach.

FINANCIAL STATEMENT*

REVENUE

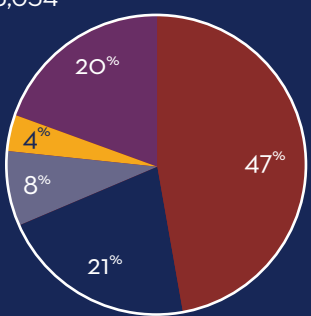
$1,231,427



- INDIVIDUAL CONTRIBUTIONS $295,493
- CORPORATE & FOUNDATION SPONSORS $302,074
- FOUNDATION (CAPITAL) $60,000
- GOVERNMENT $135,355
- BOX OFFICE, FACILITY RENTALS, OTHER $294,342
- IN-KIND SUPPORT $144,163

EXPENSES

$1,215,034



- PROGRAMMING/MARKETING $577,009
- ADMINISTRATIVE SALARIES/ BENEFITS $253,157
- OTHER OFFICE & ADMINISTRATIVE EXPENSES $94,276
- FACILITY EXPENSES $50,897
- INSURANCE / DEPRECIATION / INTEREST EXPENSES $239,694

**Amounts reflect preliminary unaudited financials. Nearly half of staff salaries are allocated toward programming, as well as marketing expenses and in-kind services.*

DONORS & SPONSORS

Gifts of support for Fiscal Year 2019

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Louis L. Stott Foundation
The Presser Foundation
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(UP TO $124)

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Patricia Wells
Sarah B. Wolff
Dr. Charles Wright

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 **OPERA**DELAWARE's **2019 Fiscal Year, September 1, 2018 - August 31, 2019**. Omissions or corrections can be brought to the attention of Karen Uricoli at kuricoli@operade.org or (302) 442-7806.

OPERA DELAWARE

75TH SEASON

4 South Poplar Street, Wilmington, DE 19801

OUR MISSION

OperaDelaware 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

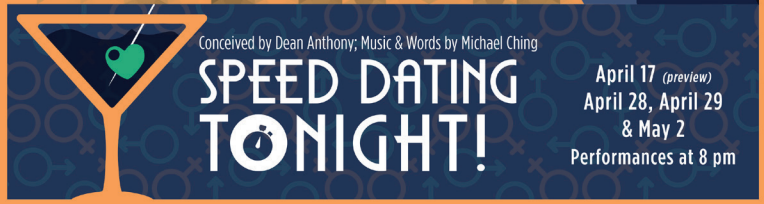
Delaware Division of the Arts

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.

75TH SEASON OPERA DELAWARE | 2020 FESTIVAL







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