

ANNUAL REPORT

general director Gabriel Preisser



OPERA EVERLASTING
2022-23 SEASON

FROM THE GENERAL DIRECTOR

Opera Orlando's mission is to engage and entertain Central Florida audiences through the transformative experience of opera. Opera Orlando presents high-quality, relevant productions and educational programs for all ages that enrich and reflect our community's diverse culture.

celebrating, expanding, and sharing the world's greatest art form

community driven | collaborative spirit | inspiring creativity

Dear Friends:

I am proud to lead **Opera Orlando** as we head into our eighth full season and continue the 400-year legacy of the operatic art form. Opera Orlando's spirit of collaboration, community, and creativity is truly what sets us apart. We partner purposefully and intentionally throughout the region with arts groups, performers, artists, and musicians. In addition, we seek to maintain and enhance our ongoing artistic partnerships with the Orlando Philharmonic Orchestra and the Orlando Ballet as we now all call Steinmetz Hall at Dr. Phillips Center for the Performing Arts our home.



Opera Orlando has successfully accomplished all of the goals and objectives set for the Company in its initial five-year strategic plan, developed with the assistance of industry consultant Michael Kaiser in the 2016-17 season. In our 2022-23 season we met with community partners and outside consultants to create the Opera's next five-year strategic plan, which includes working towards our first capital campaign and a permanent home for the Company. It is exciting to be able to leverage and build upon our steady growth and success, and I look forward to continuing to make Opera Orlando an organization the city can take pride in.

It is an incredible time for the Opera with a new hall, returning and new audiences, and a growing staff as we head into our most ambitious season yet, the **2023-24 All for Art** season. I thank the Central Florida community for its support, enabling us to bring world-class talent to Orlando, showcasing and developing local talent, and allowing us to enrich our community with the culture, beauty, and excitement of opera—the culmination of all art forms.

See **YOU** at the Opera!

A handwritten signature in black ink, reading "Gabriel Preisser". The signature is fluid and cursive.

Gabriel Preisser
general director | **OPERAORLANDO**



FINANCES

Opera Orlando has once again recorded surplus revenue over expenses for its 2022-23 season. Contributed revenue and ticket sales revenue were both at an all time high for the organization. The 2022-23 season ends in the black with over \$300,000 in current cash reserves to reinvest in the upcoming season. The Company has grown significantly over the last six years from a \$250,000 annual budget to a current budget of just over \$2 million. The company has successfully doubled its audience and doubled its ticket revenue in just a year and a half's time thanks to the opening of Steinmetz Hall - the Opera's home venue. In August of 2022, Opera Orlando started an endowment fund set up as a separate 501(c)(3). There are already more than \$2 million in pledges and payments towards the Opera Orlando endowment with a goal of \$10 million to be raised by the end of the Company's tenth anniversary season, June 2026.



2022-23 SEASON	TOTAL INCOME	\$2,117,856
	TOTAL EXPENSE	\$1,976,631
	TOTAL ASSETS	\$598,857

2021-22 SEASON	TOTAL INCOME	\$2,070,797
	TOTAL EXPENSE	\$1,875,249
	TOTAL ASSETS	\$407,960
2018-19 SEASON	TOTAL INCOME	\$1,037,604
	TOTAL EXPENSE	\$976,631
	TOTAL ASSETS	\$124,363

2020-21 SEASON	TOTAL INCOME	\$1,345,663
	TOTAL EXPENSE	\$1,394,385
	TOTAL ASSETS	\$288,019
2017-18 SEASON	TOTAL INCOME	\$882,659
	TOTAL EXPENSE	\$944,452
	TOTAL ASSETS	\$73,405

2019-20 SEASON	TOTAL INCOME	\$1,028,228
	TOTAL EXPENSE	\$885,560
	TOTAL ASSETS	\$280,047
2016-17 SEASON	TOTAL INCOME	\$876,737
	TOTAL EXPENSE	\$570,474
	TOTAL ASSETS	\$187,334



Opera Orlando's 2022-23 season once again saw the level of contributions rise to a record high. Only in its third year as a part of the United Arts Collaborative Campaign, Opera Orlando ranked in the top three achievers of the 32 participating organizations. Overall, direct contributions from all sources in 2022-23 rose by a remarkable 12.5% in comparison to the 2021-22 season. Additionally, Opera Orlando's signature fundraiser, **The Mozart Dinner**, was presented in April 2023 but was sold out by December 2022. The event netted close to \$250,000—a company record. The company also expanded its Ambassadors program adding pre-show receptions for all MainStage performances and adding two Ambassadors Mixers, all of which were very well attended and served as fruitful cultivation events. In the 2023-24 season, the Company will add to its development team a new Development Manager position.

2022-23 REVENUE GOALS + RESULTS

GRANTS	BUDGET	\$545,500
	ACTUAL	\$601,493

ANNUAL CAMPAIGN (INDIVIDUAL GIVING)	BUDGET	\$442,000
	ACTUAL	\$516,364

THE MOZART DINNER (APRIL 2023)

EXPENSE	BUDGET	\$60,933
	ACTUAL	\$62,000
INCOME	BUDGET	\$180,500
	ACTUAL	\$304,102
NET INCOME		\$243,168



The Mozart Dinner | April 2023
Steinmetz Hall

MARKETING

Opera Orlando saw an increase in ticket sales by 38% compared to the 2021-22 season, surpassing its budgeted ticket sales goal and surpassing \$500,000 in total ticket sales for the first time in the Company's history. It was also the first season with a three-show subscription package in Steinmetz Hall, and as a result the number of subscriptions fell from 441 (two-show subscriptions) in 2021-22 to 384 (three-show subscriptions) in 2022-23. However, looking ahead to 2022-23, the Opera already has 396 three-show subscriptions sold for the MainStage series at Steinmetz Hall and has already surpassed its subscription revenue total for all of last season. The Opera did establish an On the Town subscription package for 2022-23 but only sold 40 packages for those two offerings. Moving forward, the company has created a MainStage series add-on approach for the May production in 2022-23 while keeping the site-specific opera as a stand alone offering. For the Summer Concert Series, the company sold 83 subscription packages in 2022-23 and has already sold over 100 packages for 2023-24.

Social media followers were up by more than 10% on all social media platforms except for Facebook which was 48 short. Total current followers listed below:



	on June 30, 2022	on June 30, 2023
FACEBOOK	7,500	8,202
INSTAGRAM	2,745	3,167
TWITTER	484	537
YOUTUBE	343	394
EMAIL	5,432	8,344

Opera Orlando continued its membership with the African-American Chamber, Hispanic Chamber, Winter Park Chamber, East Orlando Chamber, Pride Chamber, Indian Chamber, and Haitian-American Chamber. The Opera participated in 74 events throughout the community during the 2022-23 Season and reached over 16,000 individuals in person. The Opera also received critical acclaim locally, nationally, and internationally.

*Music & Words of Love | February 2023
Home of Audrey & John Ruggieri*

PRODUCTIONS

Opera Orlando settled into its new home, Steinmetz Hall, in the 2022-23 season, producing all three MainStage shows in the acoustically-ideal space at Dr. Phillips Center for the Performing Arts. Its Opera Everlasting season opened with a Mozart masterpiece, **The Magic Flute**, then in December a touring production of **All Is Calm: the Christmas Truce of 1914**, which finished its run on the MainStage. The Opera went On the Town in March with **Bella Notte at Bella Collina**, a one-night-only double bill of **The Marriage Contract** and **Gianni Schicchi** at the idyllic Tuscan-inspired property, Bella Collina. The Company then returned to Steinmetz Hall with Donizetti's hilarious **The Daughter of the Regiment**, which was originally slated for the 2019-20 season but was cancelled due to COVID-19. The season concluded with the Florida premiere and second only production of **Baseball: a Musical Love Letter** at Harriett's Orlando Ballet Centre. The Company continued to make significant investments in shop materials, supplies, sets, and costume rentals, greatly expanding the build capability and capacity of the shared shop with the Orlando Ballet. It also continued its production partnerships with MicheLee Puppets, the Orlando Philharmonic Orchestra, and the Orlando Ballet.



The Magic Flute | October 2022 | Steinmetz Hall

THE MAGIC FLUTE

music by **Wolfgang Amadeus Mozart** & libretto by **Emanuel Schikaneder**
Sung in German with English dialogue and supertitles

Dr. Phillips Center for the Performing Arts | Steinmetz Hall

FRIDAY | **October 28, 2022** at 7:30 p.m. + SUNDAY | **October 30, 2022** at 2 p.m.

The production featured original sets, puppetry, and costumes, now owned by the Company and available for rental. The production featured members of the **Opera Orlando Youth Company**, and it was also produced in partnership with the **Orlando Philharmonic Orchestra** and **Michelee Puppets**.

stage & production designer	Grant Preisser
conductor	Chaowen Ting
choreographer	Maxine Montilus
costume designer	Cait Durrance
hair & makeup designer	Felicia Wilson
lighting designer	Nate Wheatley
puppetry designer	Nic Parks

PRODUCTION EXPENSE	BUDGET	\$318,650
	ACTUAL	\$326,920



TICKET REVENUE | **\$146, 810**
TOTAL AUDIENCE | **2,552**
percentage of Steinmetz Hall house sold





ALL IS CALM: the Christmas Truce of 1914

written by Peter Rothstein with vocal arrangements by Erick Lichte & Timothy C. Takach
Sung *a capella* in English



FRIDAY | **December 2, 2022** at 7:30 p.m. | Polk Theater
SATURDAY | **December 10, 2022** at 7:30 p.m. | Wayne Densch Performing Arts Center
FRIDAY | **December 16, 2022** at 7:30 p.m. | Lake Nona VA
FRIDAY | **December 23, 2022** at 7:30 p.m. + SATURDAY | **December 24, 2022** at 2 p.m.
Dr. Phillips Center for the Performing Arts | Steinmetz Hall

stage & production designer Grant Preisser
music director Andrew Minear
costume designer Kim Welborn
hair & makeup designer Amber Rae Sandora
lighting designer Nate Wheatley



PRODUCTION EXPENSE	BUDGET	\$160,033
	ACTUAL	\$177,169



TICKET REVENUE | **\$129,107**
TOTAL AUDIENCE | **2,766**
percentage of Steinmetz Hall house sold



THE DAUGHTER OF THE REGIMENT

music by **Gaetano Donizetti** & libretto by **Jules-Henri Vernoy de Saint-Georges** and **Jean-François Bayard**
 Sung in French with English dialogue and supertitles

Dr. Phillips Center for the Performing Arts | Steinmetz Hall

FRIDAY | April 21, 2023 at 7:30 p.m. + SUNDAY | April 23, 2023 at 2 p.m.

The production featured original sets produced by the Company with a rental package of costumes from Sarasota Opera. It was also produced in partnership with the **Orlando Philharmonic Orchestra** and featured dancers from the **Orlando Ballet**.

stage director	Andrew Nienaber
conductor	Joshua Horsch
choreographer	Mila Makarova
scenic designer	Grant Preisser
costume designer	Matsy Stinson
hair & makeup designer	Beckie Kravetz
lighting designer	Stuart Duke

PRODUCTION EXPENSE	BUDGET	\$300,500
	ACTUAL	\$312,157



TICKET REVENUE | **\$91,809**
 TOTAL AUDIENCE | **1,650**
 percentage of Steinmetz Hall house sold



BELLA NOTTE AT BELLA COLLINA

THE MARRIAGE CONTRACT

music by **Gioachino Rossini** & libretto by **Gaetano Rossi**
in a new English translation by **Gabriel Preisser**

+ GIANNI SCHICCHI

music by **Giacomo Puccini** & libretto by **Gioacchino Forzano**
English translation by **Anne & Hebert Grossman**
and **Gabriel Preisser**

Bella Collina | Montverde, FL

FRIDAY | **March 31, 2023** at 7:30 p.m.

stage director	Grant Preisser
music director	Kyle Naig
costume designer	Howard Vincent Kurtz
hair & makeup designer	Destinee Steele

PRODUCTION EXPENSE	BUDGET	\$77,500
	ACTUAL	\$67,965



percentage of house sold

TICKET REVENUE | **\$30,666**
TOTAL AUDIENCE | **210**



BASEBALL: a Musical Love Letter

production in one act written & conceived by
Kathleen Belcher & Dan Rigazzi

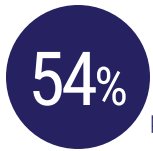
Harriett's Orlando Ballet Centre

FRIDAY | **May 19, 2023** at 7:30 p.m.

SUNDAY | **May 21, 2023** at 2 p.m.

stage director	Kathleen Belcher
music director	Chevalier Lovett
choreographer	Christopher Payen
scenic designer	Grant Preisser
costume designer	Cait Durrance
hair & makeup designer	Gina Makarova
lighting designer	George Jackson

PRODUCTION EXPENSE	BUDGET	\$63,500
	ACTUAL	\$63,933



percentage of house sold

TICKET REVENUE | **\$13,355**
TOTAL AUDIENCE | **325**



EDUCATION + OUTREACH



Opera Orlando education and outreach initiatives, programming-breadth, and staff expanded significantly in the 2022-23

season. One of the most impactful changes was the addition of a full time education director, longtime Opera Orlando staff member, Sarah Purser. Other staff changes in the education department included the addition of an associate director for the Opera Orlando Youth Company, Sarai Goley. She brought with her years of theater teaching experience, as well as production management experience, which

allowed her to support Opera Orlando productions as props designer for *The Magic Flute* and *The Daughter of the Regiment*.

The end of the 2022-23 season also marked the end of an era for the Opera Orlando Youth Company as company founder Robin Jensen stepped down from her position as director to focus on her professor position at the University of Central Florida. Following her departure, the Youth Company was restructured. Opera Orlando has hired Brittani Alphonso to oversee the Youth Ensemble—now called the Young Singers—which engages singers ages 8-13, while education director Sarah Purser will manage and instruct the Emerging Artists (formerly the Apprentice Artist program) for high school age singers.

EDUCATION + OUTREACH OFFERINGS IN THE 2022-23 SEASON

Opera Orlando Youth Company
SINGS! (Summer Institute for the Next Generation of Singers)
 Apprentice program (partnership with Stetson University)
 Opera Orlando Studio Artists program

City of Orlando summer camps (partnership with CFCArts)
 Orlando Philharmonic Orchestra's Young People's Concerts
 Girls Scouts Citrus Council Build-An-Opera program
 Opera in the Schools presentations
 (partnership with Orange and Osceola County Schools)
 Opera in the Community presentations
 (partnership with retirement centers throughout Central Florida)

PRINCIPAL ARTIST ROSTER

SOPRANOS

Collette Baum ^
 Kathryn Bowden +
 Jacqueline Cohen +
 Amanda Crider
 Laura Hodos +
 Daniella LaBelle ^
 Magdalena Kuźma +
 Robyn Lamp +
 Juliana Lind +
 Sara Lucille Law *
 Elsa Mejeur ^
 Camille Ortiz
 Susan Hellman Spatafora
 Sarah Tucker +

MEZZO-SOPRANOS

Jenni Bank +
 Rachel "Ray" Jolley ^
 Raphaella Medina *
 Robyn Rocklein
 Michaela Wright +

TENORS

Won Whi Choi
 Devin Eatmon +
 Robert Hartfield *
 Cooper LaBelle ^
 Tyler Nelson +
 Carlos Santelli
 Chris Teixeira
 John Teixeira
 Gavin Waid
 Dashiell Waterbury +

BARITONES

Chadley Ballantyne
 Torlef Borsting
 Danny Cox +
 Lee Mueller
 Stephen Mumbert
 Geoffrey Peterson *
 Gabriel Preisser

BASSES

Andrew Allan Hiers +
 Adrean Landhuis +
 William Meinert +
 Jacob Pence
 Peter Strummer +

+ Opera Orlando company debut
 * Opera Orlando Studio Artist
 ^ Opera Orlando Youth Company member



OPERA ORLANDO

(407) 512-1900 | www.OperaOrlando.org | Info@OperaOrlando.org

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 Grant Preisser, artistic director
 Russell P. Allen, senior development director
 Sarah Purser, education director
 Emily DeNardo, company manager
 Evan Couch, executive assistant
 Carol Stuckey, financial controller
 Tiffany Meadows-Green, stage manager
 Tyler Bargfrede, shop foreman
 Cait Durrance, costume shop manager
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 SIX the Agency, graphic design
 Ashley Magill, staff assistant

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Robin Jensen, founder & director
 Sarai Goley, associate director

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THANKS! 2022-23 OPERA EVERLASTING SEASON SPONSORS & PARTNERS



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 OF CENTRAL FLORIDA

This season is funded in part by **United Arts of Central Florida**, home of www.OrlandoAtPlay.com and www.UAArtsEd.com, and by **Orange County Government** through the Arts & Cultural Affairs program.

United Arts is deeply grateful to its donors and community partners for their investment in and support of Central Florida's creative community and the enormous impact it has on our lives every day.

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