vancouveropera

ANNUAL REPORT 2017–2018



vancouveropera

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Music Director Emeritus
Jonathan Darlington

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THE 2017–2018 SEASON & FESTIVAL



KIM GAYNOR PHOTO BY EMILY COOPER.



JILL BODKIN AND JONATHAN DARLINGTON PHOTO BY GRAHAM GIBSON.

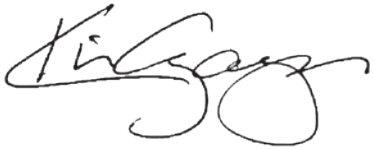
At Vancouver Opera we strive to create extraordinary experiences that engage, inspire and entertain our community.

In our season and festival, we create opportunities for established and emerging singers, musicians, and creative teams. Off the mainstage, we are committed to offering educational opportunities for emerging artists as well as children and youth, and to promoting diversity and inclusiveness. Through our wide-ranging activities we promote an appreciation of opera and live performance.

The 2017–2018 season was a whirlwind of artistic achievement and discovery, kicking off with a spectacular production of Puccini's *Turandot*. A charming and bucolic *L'Elisir d'amore* followed. Our second annual Vancouver Opera Festival was characterized by partnerships and a dense schedule of activity under the banner of The Russian White Nights. Through our performances and learning activities we reached close to 33,000 people of all ages.

The "Season and Festival" model was a success at the box office, with a notable increase in subscriptions revenue, and a 37% increase in total earned revenue over the prior year, exceeding budget by $186K. Total contributed revenues, however, decreased compared to prior year by $378K. Cost control was a priority, and significant savings in overall expenses were achieved compared to the previous season and the approved budget. The fiscal year ended with a net loss of $1,354K compared to a budgeted loss of $842K. The increased loss can be attributed to two factors: a production write-off, and lower than expected fundraising revenues.

It took many people working together to make our season and festival a success and my heartfelt thanks go to the staff, board, volunteers, ticket-buyers, sponsors, donors and everyone else whose contribution makes all that we do possible.



Kim Gaynor
General Director



Puccini's *Turandot* | Oct 13—21, 2017 | 4 performances
Queen Elizabeth Theatre

A dazzling production of Puccini's *Turandot* launched the season in October and featured role debuts of soprano Amber Wagner as Princess Turandot and tenor Marcelo Puente as Calaf. Canadian Marianne Fiset sang the role of Liù. Maestro Jacques Lacombe led the VO Orchestra and Chorus. The creative and directorial team of André Barbe and Renaud Doucet provided a splendidly extravagant spectacle.

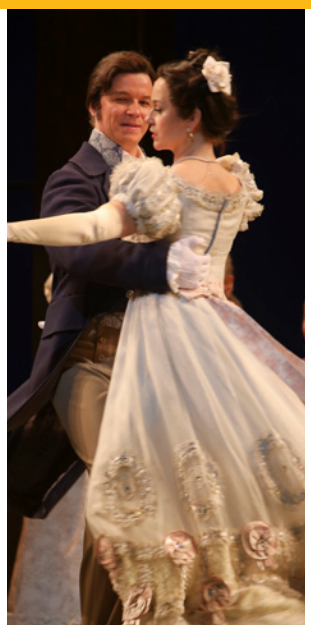
"This was my 8th *Turandot*, and the most impressive one I have seen including Seattle, San Francisco, and Santa Fe!!!! The stage set, costumes and cast were superb!!"

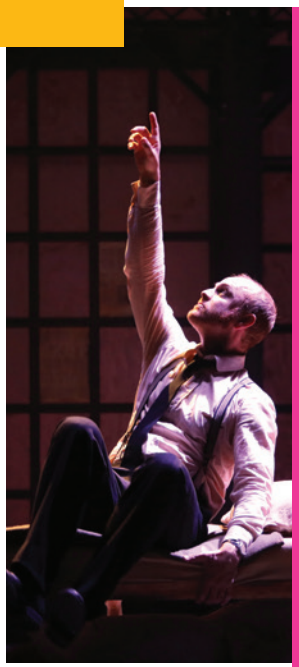
Donizetti's *L'Elisir d'amore*
Jan 21—27, 2018 | 3 performances
Queen Elizabeth Theatre

The January blues were chased away by a sentimentally delightful *L'Elisir d'amore*. Chinese soprano Ying Fang was an enchanting Adina and Canadian Andrew Haji was a gauche but endearing Nemorino. Director Brenna Corner created a potent blend of good staging and acting, and the VO Orchestra, under the direction of Maestro Jonathan Darlington, gave a sensitive reading.



"The opera [*L'Elisir d'amore*] was magnificent, with wonderful singers, brilliant direction, excellent staging and, of course, the music is sublime. We have been subscribers for many years and we came away saying this was one of the best we've seen. Bravo."





"VO's second annual festival has already outdone itself this year. You have to hold your breath to await next year's festival, but it surely will be memorable."
- EntertainmentVancouver.com

2017–2018 SEASON AND FESTIVAL PRODUCTION PHOTOS BY TIM MATHESON

VOF
vancouveroperafestival
presented by BMO

April 28–May 6, 2018

Rolfe's *The Overcoat - a musical tailoring* | 10 performances | Vancouver Playhouse
Tchaikovsky's *Eugene Onegin* | 3 performances | Queen Elizabeth Theatre

Generously sponsored by BMO, the second Vancouver Opera Festival was inspired by the rich cultural heritage of Russia. Two mainstage operas–Tchaikovsky's romantic *Eugene Onegin* and a newly composed opera co-commissioned by VO and Tapestry Opera, *The Overcoat - a musical tailoring*–were enhanced by an opening day featuring Vancouver's Russian community, a day dedicated to families, a Russian-themed chamber music series, movie screenings, and much more. A powerful chamber musical called *Requiem for a Lost Girl* was the emotional heart of the Festival and a tribute concert to Music Director Emeritus Jonathan Darlington was a success with donors.

Without a doubt [*The Scorpions' Sting*] is the best Opera in Schools production I have seen, and the best children's theatre that I have brought to my school in many years. This is great work that you are doing. I believe that you successfully inspired future Opera enthusiasts.

- Bruce Sled, Music Teacher,
Sherwood Park Elementary School







VANCOUVER OPERA FESTIVAL 2018, OPENING DAY AND FAMILY DAY.
PHOTOS BY GRAHAM GIBSON.

TRAINING THE NEXT GENERATION

In its sixth year, the Yulanda M. Faris Young Artists Program mentored six rising young Canadian opera artists and offered a bridge between formal academic educational programs and the professional world.

ROBUST RELATIONSHIPS AND CIVIC IMPACT

VO's community and education programming continue to illustrate the powerful role opera can play in learning through storytelling that is both moving and entertaining. Project Opera, an artist-in-residence program that leads students through writing their own operas, has expanded in secondary schools. Aligning with the Grade 9/10 curriculum, the program has been developed with Indigenous educators to include elements of the First People's principles of learning. Vancouver Opera in Schools presented Dean Burry's *The Scorpions' Sting* in elementary schools throughout Metro Vancouver. Over 5000 students learned about the importance of collaboration and empathy through the myth of Isis and her seven scorpions.
In partnership with The Kettle Society and SFU Woodward's Community Programs, VO produced *Requiem for A Lost Girl*, a powerful work featuring original music and text written by Kettle members. This unique partnership, and the resulting performance, places VO at the leading edge of arts based civic impact programs in North America.

CREATING ACCESS

Over 850 elementary and secondary students attended a dress rehearsal last season thanks to the support of the TD Student Dress Rehearsal program. VO also provides Student Rush tickets for post-secondary students to attend select performances. This popular program provides many young people with their first opera experience at an affordable price.

ONLINE AT A GLANCE

15,300
Facebook fans

763,390
ad impressions
and
325,000
video views
on Facebook
from
July 1, 2017 to
June 30, 2018

94,431
users visited
vancouveropera.ca
from
July 1, 2017 to
June 30, 2018

46%
were 25–44 years old

13,400
Twitter followers

270,000
Twitter
impressions
from
July 1, 2017 to
June 30, 2018

2,567,000
Google ad
impressions
from
July 1, 2017 to
June 30, 2018

214,373
search network
impressions
from
July 1, 2017 to
June 30, 2018

3,700
Instagram
followers

1017
Times VO's hashtags
#TurandotVO,
ElixirVO and
#VOFest have
been used
on Instagram

VANCOUVER OPERA FINANCIAL OVERVIEW

VANCOUVER OPERA ASSOCIATION

The Vancouver Opera Association (the "VOA") is a registered charity with a mandate to produce professional presentations of opera at a high musical and theatrical standard for a wide audience.

Condensed Statement of Financial Position

(As at June 30, in thousands)

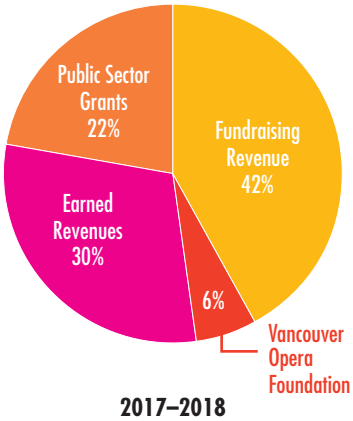
ASSETS	2018	2017
Current assets		
Cash and cash equivalents	$ 25	$ 476
Restricted cash	112	94
Investments	120	120
Accounts receivable	489	1,119
Prepaid expenses	4	89
	$ 750	$ 1,898
Prepaid expenses	$ 122	$ 178
Other receivables	26	26
Capital assets	695	821
	$ 1,593	$ 2,923
LIABILITIES AND NET ASSETS		
Current liabilities		
Bank indebtedness	$ 295	-
Accounts payable and accrued liabilities	370	470
Loans payable	966	400
Deferred revenue and contributions	2,081	2,787
	$ 3,712	$ 3,657
Loans payable	20	
Deferred capital contributions	342	393
	$ 4,074	$ 4,050
Net deficit	(2,481)	(1,127)
	$ 1,593	$ 2,923

Condensed Statement of Revenues, Expenses, and Changes in net assets

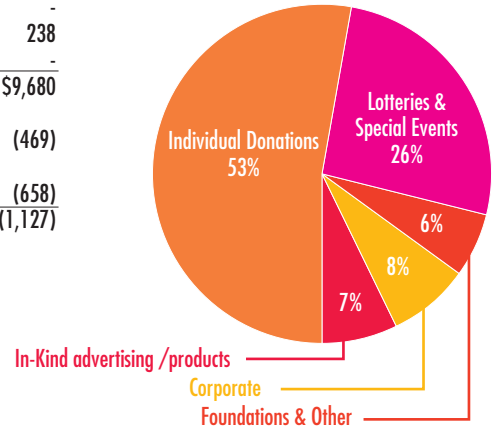
(For the year ended June 30, in thousands)

REVENUES	2018	2017
Box office	$ 2,227	$1,671
Other earned revenues	118	44
Fundraising	3,241	3,532
Grants from the Vancouver Opera Foundation	500	2,228
Public sector grants	1,691	1,736
	$ 7,777	$9,211
EXPENSES		
Progamming	$ 5,445	$5,842
Fundraising	1,056	1,229
Marketing	1,054	1,115
General and administrative	802	813
Facilities	442	443
Net production write off	175	-
Amortization of capital assets	142	238
Loss on disposal of capital assets	15	-
	$9,131	$9,680
Deficiency of revenues over expenses	(1,354)	(469)
Net deficit, beginning of year	(1,127)	(658)
Net deficit, end of year	$ (2,481)	$(1,127)

2017–2018 SEASON TOTAL REVENUE



2017–2018 FUNDRAISING REVENUE



VANCOUVER OPERA FOUNDATION

The Vancouver Opera Foundation (the "VOF") is a registered charity with the primary objective to solicit, hold and administer funds for the benefit of the VOA. These funds are not included in the financial statements of the VOA. The VOF is the sole trustee of the Vancouver Opera Endowment Trust (the "VOET"), which is a registered charity whose net investment income supports the VOA. The net assets, revenues and expenses of the VOET are not consolidated in the VOF's financial statements. Net assets of the VOET at December 31, 2017 were $1.55 million.

Condensed Statement of Financial Position

(As at December 31, in thousands)

ASSETS	2017	2016
Cash	$ 157	$ 10
Loans receivable	946	-
Investments	12,897	14,960
Other assets	3	3
	$14,003	$14,973
LIABILITIES AND FUND BALANCES		
Due to Vancouver Opera Association	$ 5	$ 17
Accounts payable & accrued liabilities	29	7
Deferred contributions & investment income	138	440
Fund balance	13,831	14,509
	$14,003	$14,973

Condensed Statement of Revenues, Expenses, and Fund Balance

(For the year ended December 31, in thousands)

REVENUES	2017	2016
Fundrasing and grants	$ 40	$13
Investment income	2,207	562
Other revenues	-	12
	$ 2,247	$587
EXPENSES		
Disbursements to VOA	$ 2,629	$449
Professional Fees	142	91
Scholarships and bursaries	8	22
Administration	8	6
	$ 2,787	$568
(Deficiency) excess of revenues over expenses before the following	$ (540)	$19
Changes in fair value of investments	(82)	42
(Deficiency) excess of revenues over expenses	$ (622)	$61
Fund balance, beginning of year	$14,509	$12,704
Change in fair value of endowment funds	(1,284)	643
External contribution to endowment funds	1,228	1,101
Fund balance, end of year	$13,831	$14,509

MANY THANKS TO OUR SUPPORTERS

Our valued supporters provided meaningful and significant support to VO in many ways throughout the year. We gratefully acknowledge their commitment to VO's diverse activities, programs and future planning initiatives.

2017–2018 had many highlights. We welcomed long-time supporter BMO in its new role as Festival Presenting Sponsor. Production Sponsors for the season included Mission Hill Family Estate, Vancouver Opera Guild, Blakes and The McGrane-Pearson Endowment Fund. The full list of our supporters is long and can be found on our website.

SEASON SPONSOR
Goldcorp

FESTIVAL PRESENTING SPONSOR
BMO

GOVERNMENT AND INSTITUTIONAL SUPPORT
Canada Council for the Arts
The Department of Canadian Heritage
British Columbia Arts Council
The Province of British Columbia
City of Vancouver
City of Surrey
Metro Vancouver
Vancouver Civic Theatres

OFFICIAL PARTNERS AND PRODUCTION SPONSORS
Mission Hill Family Estate
RBC
TD
Vancouver Airport Authority
Four Seasons Hotel Vancouver
Showcase Pianos/Fazioli
Thomas Hobbs
Vancouver Opera Guild
Blakes
The McGrane-Pearson Endowment Fund

SPECIAL THANKS TO
Vancouver Opera Foundation
The David Spencer Endowment Encouragement Fund

VO SUPPORTERS WHO HAVE CONTRIBUTED $20,000 OR MORE THIS YEAR
Aquilini Investment Group
The Bruendl Foundation
Dr. Heather Clarke
Brigitte & Henning Freybe
Divyesh and Charu Gadhia
Arlene Gladstone & Hamish Cameron
The Edwina and Paul Heller Memorial Fund,held at Vancouver Foundation
Martha Lou Henley Charitable Foundation
The Illahie Foundation
Signe Jurcic
Yoshiko Karasawa
Jana and Bill Maclagan
Ms. Jane McLennan
Michael O'Brian Family Foundation
Alan and Gwendoline Pyatt Foundation
Mary Tait & Bill Sirett
Wayne Wiens, in memory of Andrea Pinto Lebowitz

COVER PHOTO: VO'S 2018 PRODUCTION OF *TURANDOT*. PHOTO BY TIM MATHESON.

THE DONOR EXPERIENCE

We celebrate our donors with an array of stewardship events that enrich the experience of opera through exclusive artist conversations, performances, backstage access and more.

We offered several special events during the season. East Meets West – The Gardens of the Yuan Dynasty presented by Aquilini Group, featured a spectacular eight-course gala dinner and concert on the set of *Turandot*. Voices of the Pacific Rim, an intimate concert featuring musicians and singers from China, Japan, Canada and the US, left the audience in awe of the incredible talent. We celebrated Music Director Jonathan Darlington's 16 years as Music Director with a gala dinner and special concert. Guests were treated to a performance by Maestro Darlington and friends and the evening was topped off with a champagne toast to our much-loved Maestro as he was named "Music Director Emeritus".

We were very pleased to receive support from six generous donors who have sponsored this year's participants of the Yulanda M. Faris Young Artists program. This program continues to thrive, and we are grateful for all donations received.

VO'S "EAST MEETS WEST" FUNDRAISER. PHOTO BY GRAHAM GIBSON.



MEMBERS OF VO'S 2017–2018 YULANDA M FARIS YOUNG ARTISTS PROGRAM. PHOTO BY EMILY COOPER.

