MOBY-DICK
starring Jay Hunter Morris
as Captain Ahab
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Debbie Turner
Danitza Villanueva
Joe Watkins, Ph.D.

*Life Director
As we look back on the artistically spectacular season in 2012, we are also filled with anticipation for the 2013 season commencing in January with the exciting production of *The Daughter of the Regiment*. With the legendary nine high Cs for tenor Stephen Costello, this hilarious opera will prove to be an unforgettable season opener. The year also features a visually stunning *Samson and Delilah*, the hauntingly tragic *Murder in the Cathedral*, and lastly, the brilliant and colorful *Aida* designed by Zandra Rhodes.

As a special addition to our season, we present the first-ever Mariachi opera, *Cruzar la Cara de la Luna* (*To Cross the Face of the Moon*) featuring Mariachi Vargas de Tecalitlan. After sold-out performances in Paris and Houston, I am very excited to experience this West Coast premiere.

San Diego Opera is ranked among the very top opera companies in the U.S. thanks to our reputation for extraordinary artistic values and sound fiscal management. Our exceptional board of community leaders and dedicated staff work tirelessly to keep the budget balanced while maintaining vocally spectacular, visually bold and theatrically stunning productions. The best international singers, conductors, directors and designers consider San Diego Opera one of the leading opera houses in the world, joining the ranks of the Metropolitan Opera, Vienna and La Scala. Many look forward to making their debuts with such an excellent company, as well as returning for many years thereafter.

At San Diego Opera, education is a top priority, reaching over 290,000 people a year through our education and outreach programs. Thanks to special funding from the Maxwell H. Gluck Foundation, free bus transportation and free tickets are now provided to school children throughout San Diego County. As a result, 12,000 students will attend a final dress rehearsal in 2013. In addition, over 2,000 tickets to select San Diego Opera performances will be offered at highly reduced rates to local college students as a result of the Student Ticket Initiative underwriting provided by our patrons.

Please join me in cheering on this great company as we celebrate our past and anticipate the exciting seasons to come. I look forward to seeing you at the Opera!

Sincerely,

Karen Cohn
President

RENÉE FLEMING IN CONCERT, MARCH 23, 2012
Made possible by Conrad Prebys and Debbie Turner
San Diego Opera is a 501(c)3, not-for-profit organization incorporated in the state of California that produces four productions and sixteen performances throughout the five month season (January - May) downtown in the San Diego Civic Theatre. Operas are produced and staged completely by San Diego Opera and feature internationally renowned artists. The chorus and stage crew are drawn from the local community and San Diego Symphony is contracted as the orchestra. San Diego Opera finished the 2012 fiscal year with a balanced budget thanks, in part, to the generosity of donors, efficiencies by the production team and the planned release from the Kroc Production Fund. San Diego Opera’s financial statements are audited on an annual basis.

### Income Breakdown

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
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<tbody>
<tr>
<td><strong>Salome</strong></td>
<td>34%</td>
</tr>
<tr>
<td><strong>Moby Dick</strong></td>
<td>61%</td>
</tr>
<tr>
<td><strong>Don Pasquale</strong></td>
<td>5%</td>
</tr>
<tr>
<td><strong>Renée Fleming</strong></td>
<td>5%</td>
</tr>
<tr>
<td><strong>Barber</strong></td>
<td>14%</td>
</tr>
</tbody>
</table>

**ACTUAL**

**Earned Income**
(Tickets, Scenic Studio, Investment Income, Other)

- **6,009,340**

**Operating Expenses**
(Production, Administration, Development, Marketing, etc)

- **15,084,543**

**(DEFICIT TO FUND) / EXCESS**

- **(9,075,203)**

**Contributed Support**
(Annual Fund, Government, Gala, Net Assets Released)

- **9,267,980**

**Other Changes in Net Assets**
(Investment Gains & Losses, Change in Value of Gift Annuities)

- **(182,495)**

**(DEFICIENCY) / EXCESS**

- **10,282**
I want to thank you all for the support you have given the Company, whether newcomer or longtime supporter. No arts or cultural institution can survive without people like you, so thank you for being a part of the preservation of the art form and helping create amazing opera in San Diego!

I also thank the dedicated and extraordinary Board of Directors, who work for our stability today and tomorrow. Our dynamic President, Karen Cohn, has devoted herself over the past year to the company’s future, facing challenges and carrying out her office with much grace. Creative, encouraging and supportive to staff, we are quite fortunate to have her at the helm.

This past season created memories we will never forget...the hauntingly hypnotic and tragic downward spiral of Salome, the achingly sweet duet of Captain Ahab and Greenhorn set against projections of the roiling sea in Moby-Dick, the wacky Western fun and unforgettable bathtub scene in Don Pasquale, the flirtatious slide-down-the-barber-pole aria hilariously sung by Figaro in The Barber of Seville and the unparalleled elegance of an evening with Renée Fleming.

Next season brings us the important first appearances by Nadia Krasteva, Walter Fraccaro, Latonia Moore and Jill Grove among others, as well as new conductors Yves Abel, Daniele Callegari and Donato Renzetti. All of these artists have careers throughout the world, sing at the largest houses and they include us in their schedules. They know the Company will provide top-notch colleagues, that our audience will embrace them and they always want to return, as many have. We must never dilute or lose these high standards and we must always put on our stage and in our pit, the finest singers and conductors.

Nearly 50 years ago in 1965, a dedicated group of volunteers with vision for our city, had the courage to invest in San Diego Opera and decided we should choose, produce and cast operas - not merely bring in touring companies. They were instrumental in getting the Civic Theatre built and both Theatre and Opera Company were born that same year. Some of them are still with us today and I thank them for the ambitious start. It is now your turn to be the visionaries. Please subscribe, increase your contributions, include us in your estate planning and bring new audience members. With your dedication, San Diego Opera will maintain its high artistic standards and remain an important part of the arts and culture scene in San Diego for our families, and for others who follow.

Ian Campbell, General and Artistic Director, CEO
SAN DIEGO OPERA FACTS AT A GLANCE

Status: Not-for-profit
Year founded: 1965
President of Board: Karen S. Cohn
Immediate Past President: David E. Kleinfeld
General and Artistic Director, CEO: Ian D. Campbell
Programs and Services: Production of mainstage operas, English supertitles for all performances, Opera education and outreach, set and costume building, set and costume rental
Full-time regular staff: 44
Part-time employees: 270
Chorus: 56
Orchestra: 55 to 75 per opera, depending on production (San Diego Symphony Orchestra)
Unions: Five – Stagehands, Wig & Makeup, Wardrobe, Scenic Artists and Chorus, Dancers and Stage Management
Board of Directors: 46 plus two Life Directors
Advisory Board: 115 members
Volunteers: 261
2011/2012 Volunteer hours: 6,300
2011/2012 Operating expenses: $15,084,322
Attendance: 50,126
Educational events: 314
Attendees at educational events: 60,322
Student attendance at performances and dress rehearsals: 12,000
Administrative offices: 1200 Third Avenue, 18th Floor, Civic Center Plaza, San Diego, CA 92101
Scenic Studio & Warehouse: 3094 Commercial Street, San Diego, CA 92102
Costume Shop: 233 A Street, Suite 600, San Diego, CA 92101
Performance venue: San Diego Civic Theatre, 3rd and B Streets, San Diego, CA 92101
Seating Capacity: 2,877 (for Opera)

SAN DIEGO OPERA MISSION STATEMENT

San Diego Opera is dedicated to producing opera and vocal arts of the highest artistic caliber that enrich local community life. Through extensive education and outreach activities, we strive to make opera engaging and accessible for everyone.

DON PASQUALE
starring (left) Danielle de Niese (Norina), and (below) Charles Castronovo (Ernesto)
SAŁOME
Harry and Valerie Cooper, Diamond Producers’ Circle Sponsors
U.S. Bank, Corporate Producing Partner

MOBY-DICK
Joan and Irwin Jacobs, Lead Sponsor
Olivia and Peter Farrell, Title Co-Sponsor
Darlene Marcos Shiley, Title Co-Sponsor
Peri and Peg Urvek, Title Co-Sponsor
Mary and Russell Johnson, Producers’ Circle Sponsors

DON PASQUALE
Karen and Don Cohn, Diamond Producers’ Circle Sponsors
Teresa and Merle Fischlowitz, Producers’ Circle Sponsors
American Airlines, Corporate Producing Partner
Courtney Ann Coyle, Attorney At Law, Corporate Producing Partner

THE BARBER OF SEVILLE
Lori and Bill Walton, Producers’ Circle Sponsors
Northern Trust, Corporate Producing Partner

RENÉE FLEMING IN CONCERT
Made Possible by Conrad Prebys and Debbie Turner

SAŁOME
starring Lise Lindstrom (Salome)
Student Nights At The Opera
4 SESSIONS; TOTAL REACH: 8,917
Free of charge to students in Grades 3-12, students enjoy the excitement and energy of the final dress rehearsal.

Student Night Show & Tell
1 SESSION; TOTAL REACH: 2,348
Dr. Nicolas Reveles introduces the entire opera cast and crew onstage during one Student Nights at the Opera performance.

Docent Presentations
136 SESSIONS; TOTAL REACH: 8,172
Docents prepare students for their evening at the opera with a visit to their classroom for one of two programs: ABCs of Opera and See You At The Opera!

Docent Training Lectures
13 SESSIONS; TOTAL REACH: 288
Annual training for all of San Diego Opera Docents preparing them for the upcoming season.

Words and Music Residencies
5 SESSIONS; TOTAL REACH: 1,368
An in-school residency that provides students the opportunity to create an original opera including dramatic writing and composing music.

Master Classes
4 SESSIONS; TOTAL REACH: 206
Intimate master classes presented by San Diego Opera’s world-class artists at local colleges and universities.

Next Steps
9 SESSIONS; TOTAL REACH: 317
Students who attend Student Nights at the Opera will receive a follow-up visit from a teaching artist or docent in order to support their experience of opera.

Study Guides & Web Resources
12 SESSIONS; TOTAL REACH: 16,622
Hosted by Dr. Nicolas Reveles, the Study Guides are fun, lively, and kid-targeted videos which prepare students for Student Nights At The Opera with age-appropriate facts and animation.

Student Ticket Initiative
14 SESSIONS; TOTAL REACH: 2,584
Serves full time college and university students who can experience opera by purchasing tickets at a greatly reduced rate.

Teacher Professional Development
5 SESSIONS; TOTAL REACH: 90
Prior to the Student Nights at the Opera, teachers may receive three hours of professional development which includes basic information on the art form, a season overview and curriculum preparation.
COMMUNITY PROGRAMS

Audio Description Service
8 SESSIONS; TOTAL REACH: 60
Available at the Tuesday and Sunday performances for ticketed patrons with visual disabilities. Service provides verbal readings of the Program and synopsis of the opera, along with a “Play-by-Play” description of the action onstage during the performance.

Backstage Tours
44 SESSIONS; TOTAL REACH: 878
Free of charge, patrons can discover the magic backstage where they can see all of the pre-performance bustle.

Community Conversations
8 SESSIONS; TOTAL REACH: 2,128
Wildly popular, these free, exciting and thought-provoking collaborations at well-known venues around town discussing the powerful themes in the current season.

Opera Lectures to Community Groups
18 SESSIONS; TOTAL REACH: 773

Opera Insights Series
8 SESSIONS; TOTAL REACH: 823
Dr. Ronald Shaheen, one of San Diego’s most prominent musical scholars, fascinates with stories, historical and musical background about the composers and operas. Series takes place at San Diego Regional Libraries.

Pre-Opera Lectures
16 SESSIONS; TOTAL REACH: 14,079
Enlightening and insightful 25-minute lectures before each performance in the Civic Theatre, free for ticket holders.

Stars in the Salon
4 SESSIONS; TOTAL REACH: 340
Free and open to the public, world-class opera stars and directors share behind-the-scenes stories and answer audience questions.

Taste of Opera
8 SESSIONS; TOTAL REACH: 382
Creatively-themed pairings of delectable cuisine and exciting opera discussions at some of San Diego’s hottest restaurants and Great News Cooking School.

ONLINE & MULTIMEDIA PROGRAMS

Operapædia Website
TOTAL REACH: 8,897
Operapædia is an online encyclopedia which provides a collection of articles giving background on the opera season, plus a large amount of information on opera in general.

Podcasts - (Audio) Downloads
44 SESSIONS; TOTAL REACH: 36,500
Dr. Nicolas Reveles introduces you to the upcoming season with these informative and entertaining audio podcasts.

Podcasts - (Video) Downloads
39 SESSIONS; TOTAL REACH: 38,010
Dr. Nicolas Reveles introduces you to the upcoming season with these informative and entertaining video podcasts.

Radio/Web Live Broadcasts
4 SESSIONS; TOTAL REACH: 24,382
Enjoy the excitement of live broadcasts from the opening night performances of each of our four productions. *Estimated based on KPBS Listenership

Operatalk! TV Program
46 SESSIONS; TOTAL REACH: 18,403
Dr. Reveles takes you on an intriguing journey though the story, music and history of each opera. You’ll pick up rich insight into the structure and composition of the music, along with recommendations of the best recordings. Broadcast on UCSD-TV as well as available online.

Opera Spotlight TV Program
43 SESSIONS; TOTAL REACH: 62,389
A unique look behind-the-scenes at how the singers, directors, conductor and crew work together to create each opera, plus a sneak peek at rehearsal footage and exclusive interviews with the stars. Broadcast on UCSD-TV as well as available online.

Stars In The Salon - Online
22 SESSIONS; TOTAL REACH: 35,847
Available online, watch world-class opera stars and directors share behind-the-scenes stories and answer audience questions.

Twitter - History of Opera Followers
1 SESSION; TOTAL REACH: 5,300

2012 EDUCATION & OUTREACH PROGRAMS TOTAL REACH: 290,103
The San Diego Opera Advisory Directors are a special community of opera lovers who play a critical role at one of America’s top opera companies as key contributors and our most passionate advocates. Advisory Directors come from diverse backgrounds and provide valuable insight that helps guide the Opera to success. Throughout the year, members of this vibrant group are also invited to participate in exclusive Advisory Director events, including interactive focus groups, behind the scenes tours and private receptions.

For more information on the Advisory Director program, contact Sonette Bales at (619)232-7636 or Sonette.Bales@sdopera.com.

MOBY-DICK

Photo by Ken Howard
A LOOK AT THE 2012 SEASON

Karen Sedgwick Tyler, Sempra Energy and Harry Suh, Credit Suisse were honored at the Annual Corporate Council Luncheon.

Graduate Students from The Scripps Research Institute enjoy industry networking and The Barber of Seville at Life Sciences LIVE at the Opera.

Don and Stacy Rosenberg tip their hats to our wild west Don Pasquale at High Tech Night @ The Opera.

Behind The Red Curtain event treats patrons to an up close look at the Don Pasquale bathtub bubbles.

2012 Bel Canto Circle events:  THE WIG PARTY at the home of Lori and Bill Walton; ZANDRA RHODES: Designing for Couture and Opera at the home of Jennifer and Richard Greenfield
THE DAUGHTER OF THE REGIMENT
by Gaetano Donizetti • January 26, 29, February 1, 3(m)

Nine high Cs for the tenor in one aria, and brilliant coloratura for the soprano, make The Daughter of the Regiment an hilarious opening to the season. In the waning days of World War II, Daughter tells of Marie, a tomboy-like spunky French orphan adopted by a regiment of soldiers. Marie loves Tonio, a peasant, but the Marquise tries to marry her off to a rich Duke. Don’t miss this sparkling opera with yes, a happy ending!

SAMSON AND DELILAH
by Camille Saint-Saëns • February 16, 19, 22, 24(m)

Physically strong though he is, Samson cannot repel the advances of the seductive Delilah. Urged on by the High priest of Dagon, she makes him reveal the source of his strength, his hair, which she cuts, rendering him powerless. Captured, blinded, Samson calls on God for forgiveness, destroying the temple and all within it. Lavish, stunning and exotic, this is an opera of Biblical proportions.

MURDER IN THE CATHEDRAL
The Assassination of Thomas Becket, Archbishop of Canterbury
by Ildebrando Pizzetti • March 30, April 2, 5, 7(m)

Archbishop Thomas Becket, brutally murdered in Canterbury Cathedral defending his church against the intrusions of King Henry II, became a Christian martyr and Saint at whose tomb Henry was forced to pay penance. Did he order the murder, or did his knights take matters into their own hands? Based on the T. S. Eliot play, the opera deals with struggles with politics, religion and temptation.

AIDA
by Giuseppe Verdi • April 20, 23, 26, 28(m)

Zandra Rhodes’ vivid designer’s eye enhances Verdi’s vision of ancient Egypt in this stunning production acclaimed in London, San Francisco and Houston. A riot of color and pageantry is the backdrop for the tragic love triangle of a Pharaoh’s daughter competing with her own Ethiopian slave for the love of an Egyptian general. One of the most-beloved operas, Aida is filled with great arias and choruses including the famous Triumphant March.

Mariachi Vargas de Tecalitlán
in CRUZAR LA CARA DE LA LUNA
(To Cross the Face of the Moon)
Music by José “Pepe” Martínez
Lyrics by José “Pepe” Martínez and Leonard Foglia
March 16 at 2:00pm and 7:00pm

The FIRST Mariachi Opera featuring renowned Mariachi Vargas de Tecalitlán! Celebrate the music, memories, color and high spirits of Mexico as the rich classical sounds of the traditional mariachi and brilliant soloists create a poignant and moving opera which will appeal to all audiences.

For more information, visit: www.sdopera.com or call (619) 232-7636

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