DONOR INFORMATION
Come see your generosity in action!

Experience the Joy & Magic!

St. Petersburg OPERA COMPANY
We’re so happy that you’re on our team. Both the short- and long-term effects of your generosity towards St. Petersburg Opera are profound: Donations help us keep the quality of our productions at the highest level, by allowing us to continue bringing in the finest talent from the bay area, around the country and yes, even the globe!

In the long-term, put simply, we’re still here, and growing, learning, changing and getting better with every production. As we launch our 14th season, we’re looking at where we’ve come from and, more importantly, where we’re going. This has been an amazing and fulfilling journey that we’ve taken together – you, our wonderful supporters, are part of the extended SPO family. It may a cliché, but it’s true: We wouldn’t be who we are without you.

St. Pete Opera is now firmly established as one of the cornerstones of culture in the city, and in the entire bay area. Our reputation has gone statewide, too!

Since the company’s inception – and they were truly humble beginnings - our goals have remained consistent: to enrich the cultural life of our community by presenting professional productions of the highest quality, to collaborate with other cultural groups to raise participation in the arts, to expand educational opportunities in the musical arts for apprentice artists, to provide economic stimulus to city and state, and to cultivate awareness and appreciation for the unparalleled art of opera.

We’ve established an outstanding orchestra and a brilliant chorus, provided opportunities for designers, directors, choreographers and other talented local craftspeople – and, through the SPO Emerging Artist program, helped further the careers of more than 300 young professional opera singers.

Our community and educational programs in elementary, middle, and high schools continue to entertain and introduce the joy, thrill and passion of opera to everyone!

We believe our work speaks volumes about our artistic values and, more importantly, about our values as humans. Thank you for generously supporting us and sharing our vision!

Maestro Mark Sforzini
Executive & Artistic Director
MISSION STATEMENT

The mission of the St. Petersburg Opera Company is to enrich the cultural lives of the residents of and visitors to the Tampa Bay area by presenting fully staged professional opera productions of the highest quality, and to make opera accessible to present and future audiences through community outreach, educational initiatives, and collaboration with other arts organizations.

Making Opera Accessible to Present and Future Audiences

TICKETING

Tickets can be purchased via our website www.stpeteopera.org or by calling our box office at 727-823-2040

VIP Ticketing Concierge Service
Bel Canto Society members ($5,000 donors and up) have access to reserved seating at Maestro events (with 48 hours’ notice; ticket purchase required), exclusive access to VIP events and more. If you qualify for this benefit, please call Cristin in our box office at 727.823.2040, ext. 1.

Ticket Exchanges
Season subscribers and contributors can exchange tickets without a fee if the exchange is made at least 72 hours before the performance. No refunds are issued.

Season Ticket Discounts
Season ticket packages are available at a discounted rate of 10% when purchased prior to July 1st before each new season.

Single Ticket Discounts
Membership affiliate groups such as St. Petersburg Opera Guild may receive special ticketing discounts at events or meetings. Please contact your guild or group for more information.

Group Ticket Sales
Plan a great group outing to see St. Petersburg Opera Co. at the Palladium Theater. Bring 10 or more friends to receive a 10% discount and 20 or more to save 15%. Tickets must be reserved through our box office at 727-823-2040.
INFORMATION & FAQs

Is my donation tax deductible?

- YES! SPO is a 501(c)3 nonprofit organization, and you will be provided a tax receipt for each gift you make.
- SPO is registered with the state of Florida as a charitable organization, #CH28869. A copy of the official registration and financial information may be obtained from the Division of Consumer Services by calling toll free (800-435-7352) within the state or by consulting the website www.800helpfla.com. Registration does not imply en-

How is my giving level for each season determined?

Levels are calculated as the sum of the following:

- Contributions for general operating support (annual fund gifts)
- Sponsorships
- Matching gifts from your employer or business

Annual giving level will be recognized in programs for 12 months from the date of the gift in the “SPO Family of Contributors” section. In-kind gifts are recognized under “In-kind” and are not generally calculated into annual fund giving levels.

Is a portion of my Bella Voce or Special Event Ticket tax-deductible?

- Fair Market Value (FMV) is the non-deductible portion of a ticket or gift based on the value of goods or services received in exchange. Our annual gala, Bella Voce, and our Broadway Cabarets are fund-raising events for which a portion of your ticket price may be tax deductible. FMV for events will be listed on the SPO website (www.stpeteopera.org), or you can contact the development department at 727-823-2040, ext. 2 for more information. The tax-deductible portion of event tickets sold will not be included in cumulative annual totals and donor acknowledgment letters will not be issued unless specifically requested.

How is my Cumulative Giving Society level calculated?

Society recognition begins when cumulative giving reaches a level of $25,000 or more. It is the sum of the following:

- Cumulative contributions for general operating support (all annual fund gifts since 2007).
- Capital Campaign contributions, Sponsorships, Endowment Gifts and irrevocable pledges.
- Gifts made to our Legacy Society with irrevocable pledge agreements.
DONOR LEVELS & BENEFITS

Annual Fund support ensures continued growth and success of St. Petersburg Opera’s artistic, educational, and community outreach programming. Donor benefits listed below are effective for contributions and sponsorships made after August 1, 2019. Thank you for being a part of our musical family, and for making your tax-deductible contribution today!

Bel Canto Society ($5,000+)

Leadership Circle ($50,000+)
- Meet with St. Petersburg Opera Co. Executive & Artistic Director Mark Sforzini to customize the details of your benefit package to meet your philanthropic priorities.

Producer Circle ($25,000-$49,999)
- Opera sponsorship recognition in all printed materials, programs, and on the SPO website.
- Two VIP Premium parking spaces at the Palladium Theater for all mainstage performances.
- A private, post-performance backstage champagne toast with Maestro and Principal Cast.
- An invitation for two to our exclusive annual Bel Canto Society Soirée.
- VIP Ticket Concierge Service.
- An invitation to a special rehearsal event with the Maestro, Principal Cast, and Stage Director.
- Invite up to two additional guests to Donor Quarterly Events (RSVP).
- Introduce new friends to SPO with two complimentary tickets to a single Maestro event or similar community outreach performance event.
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per season).
- Listing in Mainstage Opera and Cocktails with the Maestro/Mornings with the Maestro programs for one year.
Bel Canto Society cont...
Maestro Circle ($10,000—$24,999)
- A private, post-performance backstage champagne toast with Maestro and Principal Cast.
- Premiere valet service at the Palladium Theater.
- An invitation for two to our exclusive annual Bel Canto Society Soirée.
- VIP Ticket Concierge Service.
- An invitation to a special rehearsal event with the Maestro, Principal Cast, and Stage Director.
- Invite up to two additional guests to Donor Quarterly Events (RSVP).
- Introduce new friends to SPO with two complimentary tickets to a single Maestro event or similar community outreach performance event.
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per Season).
- Listing in Mainstage Opera and Evenings/Mornings with the Maestro programs for one year.

Puccini Circle ($5,000—$9,999)
- An invitation for two to our exclusive annual Bel Canto Society Soirée.
- Reserved seating at Maestro events (with 48 hours’ notice; ticket purchase required); exclusive access to VIP events.
- An invitation to a special rehearsal event with the Maestro, Principal Cast, and Stage Director.
- Invite up to two additional guests to Donor Quarterly Events (RSVP).
- Introduce new friends to SPO with two complimentary tickets to a single Maestro event or similar community outreach performance event.
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per season).
- Listing in Mainstage Opera and Cocktails/Mornings with the Maestro programs for one year.

Friends of St. Petersburg Opera ($10—$4,999)
Platinum Principal ($2,500—$4,999)
- An invitation to a special rehearsal event with the Maestro, Principal Cast, and Stage Director.
- Invite up to two additional guests to Donor Quarterly Events (RSVP).
- Introduce new friends to SPO with two complimentary tickets to a single Cocktails/Mornings Maestro event.
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per season).
- Listing in Mainstage Opera and Cocktails/Mornings with the Maestro programs for one year.
Friends of St. Petersburg Opera cont...

Sustainer ($1,500—$2,499)
- Invite up to two additional guests to Donor Quarterly Events (RSVP).
- Introduce new friends to SPO with two complimentary tickets to a single Cocktails/Mornings with the Maestro event.
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per season).
- Listing in Mainstage Opera and Cocktails with the Maestro/Mornings with the Maestro programs for one year.

Comprimario ($1,000—$1,499)
- Introduce new friends to SPO with two complimentary tickets to a single Maestro event or similar community outreach performance event.
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per season).
- Listing in Mainstage Opera and Cocktails with the Maestro/Mornings with the Maestro programs for one year.

Chorus ($500—$999)
- An invitation to attend and observe one SPO Chorus Rehearsal led by Maestro Sforzini.
- An invitation to Donor Quarterly Events (4 per season).
- Listing in Mainstage Opera and Cocktails with the Maestro/Mornings with the Maestro programs for one year.

Enthusiast ($250—$499)
- An exclusive “The Things We Do For Love” coffee mug.
- Listing in Mainstage Opera and Cocktails with the Maestro/Mornings with the Maestro programs for one year.

Advocate ($100—$249)
- Listing in Mainstage Opera and Cocktails with the Maestro/Mornings with the Maestro programs for one year.

Member ($10—$99)
- Listing in Mainstage Opera programs for one year.
SPONSORSHIP OPPORTUNITIES

Vocalize your passion for the arts and build a better community by sponsoring a St. Petersburg Opera Co. mainstage production, educational outreach program or event. Whether a corporate or individual donor, you can be sure that your support will not only produce a world class musical experience, but also contribute to better civic engagement and economic growth in the Tampa Bay area. For more information call Chris Green at 727-823-2040.

Season Title Sponsorship $60,000+/Season Title Co-Sponsorship $35,000+
Season sponsorship includes Naming Rights as Producing Sponsor on all mainstage productions throughout the season. Your name/logo will be displayed prominently on all mainstage and Maestro Series marketing materials and related publications, including posters, postcards, programs, website, newsletters and more.

Production Sponsorship $50,000, Co-Sponsorship available at $25,000 and $13,500
Support an entire run of one of St. Petersburg Opera Co.’s mainstage productions at the Palladium Theater and enjoy exceptional behind-the-scenes access, including exclusive meetings with the artists, Artistic Director Mark Sforzini, principal cast members, stage directors and designers. Receive primary sponsorship recognition, including in the program book, production posters, the SPO website and a broad assortment of publicity materials.

Outreach and Special Event Sponsorship available at $10,000, $7,500 and $5,000
Specialized sponsorships are available for high-level donor events, select outreach concerts, Holiday Sparkle and Pop Spectacular concert productions, educational programs, Broadway Cabaret, Creative Collaborations and Family Series events at Opera Central. Event Sponsorships include premier event recognition and exclusive hospitality opportunities at the event. Educational outreach sponsorship includes additional recognition at mainstage opera productions via supertitle screens, along with the joy of supporting lifelong learning and creativity for children and adults.

Bella Voce Gala Title Sponsorship $15,000
Treat your company, colleagues and clients to a memorable evening and show your support for the arts community. $15,000 title sponsorship includes VIP gala table for 10, your logo as title sponsor on all event materials including signage, programs and invitations, print and electronic media, listing on website, logo recognition in all mainstage opera programs and pre-show supertitle slides, and benefits of SPO’s Maestro Circle including exclusive donor event invitation for four and access to special donor events throughout the season.

Bella Voce Gala Co-Sponsorship $10,000, Associate Sponsorship $5,500, VIP Sponsorship $4,000, Table Sponsorship $2,750+ and Individual Sponsorship Opportunities also available.

Individual Artist Sponsorships ($2,500+)
Foster the growth and creativity of a single Principal or Emerging Artist (singer, designer, stage director, or orchestral musician). Sponsorship includes private invitations to rehearsals and opportunities to meet your sponsored artist.
HOW YOU CAN GIVE

Gifts to St. Petersburg Opera Co. can be made by check, credit card, securities, cash, or via donor-advised funds. Please make checks payable to St. Petersburg Opera Co. and mail to 2145 1st Avenue South, St. Petersburg, FL 33712. All major credit cards are accepted; visit www.stpeteopera.org or call Chris Green at 727-823-2040.

Team Legato
In musical vernacular, “legato” means smooth … flowing … continuous. A regular monthly gift helps keep the business of St. Pete Opera running smoothly … continuously. Contact Chris Green at 727-823-2040 and join the team!

Matching Gifts
Ask your employer about doubling your giving impact with a matching gift. Current matching gift contributors include Exxon Mobil, AT&T Foundation, Prudential, Johnson & Johnson, and UBS Wealth Management. Check with your employer, or former employer to see if a matching gift program is available.

Chorus Funds
In memory of the St. Petersburg Opera Company members we’ve lost, you can help promising young choristers in financial need - investing in the future of wonderful music in the bay area. To contribute to the Jason Miller Memorial Chorus Fund, or the Deborah Sforzini Pugh Memorial Fund, call Chris Green at 727-823-2040.

Honorary and Memorial Gifts
Pay tribute to a loved one with music. Memorial gifts and honorees will be recognized in the program for one year.

Donor-Advised Fund Gifts
St. Petersburg Opera Co. welcomes gifts from donor-advised funds. Your gift is subject to tax rules preventing SPO from providing you with associated benefits that carry a fair market value. Consult your personal tax advisor.

Gifts of Securities and Mutual Funds
Your gift of appreciated securities or mutual funds is a great way to give to charity. Gifts of securities include not only publicly traded stocks, but also gifts of mutual funds, treasury bills and notes, corporate and municipal bonds, and stock in non-publicly held companies. Donors who want to donate long-term stock that has appreciated in value may receive very favorable tax treatment. Please consult your personal tax advisor.

Transferring Stock to SPO:
Receiving Firm Name: UBS Financial Services Inc./Receiving Account #: SP E5211 72/DTC# 0221
Title of Receiving Acct: St. Petersburg Opera Co. Inc.
Name and phone number of person to contact at receiving firm: Chris Urban, 727-892-2556
Please notify Chris Green at 727-823-2040 or chrisgreen@stpeteopera.org and include donor’s name, mutual fund/stock name and number of shares, and the name of the broker making the transfer.

Planned Gifts and Legacy Society
Make a lasting contribution to the arts and the community in your estate plans. Exclusive benefits include name recognition in our mainstage opera programs and a beautiful bassoon brooch. Please contact Mark Sforzini at 727-823-2040, ext. 5 or sforzini@stpeteopera.org.

Donate a Vehicle to SPO
Whether selling an older car or donating a functional newer vehicle for SPO artists to use, your fully tax-deductible contribution of a used vehicle benefits your favorite local opera company. To donate your vehicle, please visit our website http://stpeteopera.org/ways-to-give/.
SPOTLIGHT ON SPECIAL EVENTS

Your generosity is crucial to making beautiful music here in Tampa Bay, and we look forward to entertaining you for years to come. Of course, our commitment to excellence means more than spectacular concerts - join us for fun!

Exclusive Event

Bel Canto Society Soirée (Bel Canto Society $5,000+)
Held at a private donor’s home or exclusive location, this intimate and exceptional evening is open to St. Petersburg Opera Bel Canto Society donors who give at or above the $5,000 level annually. Including gourmet delicacies and one-of-a-kind musical experiences, this is one elegant evening you won’t want to miss!

Platinum Principal Rehearsal Event (Platinum Principal $2,500+)
Open to donors who give annually at or above the Platinum Principal donor level, this open rehearsal event offers the rare opportunity to observe and even participate in the rehearsal process of a mainstage opera.

Chorus Level Open Rehearsal Event/Donor Quarterly (Chorus Level $500+)
This unique event presents a glimpse into the way a stage director gives life to the opera chorus. Gain an inside look into each chorister’s on-stage character and see the attention to detail required to help them shine on stage!

Our four Donor Quarterly events allow us a chance to get to know you and say THANK YOU for your support! Two early evening Donor Quarterly events include refreshments and wine; two morning events offer coffee and pastries. A special 30-45 minute musical presentation by the artists of St. Pete Opera highlights each Donor Quarterly event.

Extraordinary Occasions

Bella Voce Gala
The MUST-ATTEND Gala of the year! St. Petersburg Opera Co.’s Bella Voce Gala is sure to delight your friends, work colleagues, and clients with an evening of delectable dining, special surprises and the finest musical entertainment in town. Tickets and table sponsorship available for this phenomenal event. See www.stpeteopera.org for details.

Broadway Cabaret
Treat yourself to world-class artists belting out the very best of Broadway at Opera Central. Broadway Cabaret boasts a uniquely New York feeling, featuring intimate table seating by candlelight, delicious drinks and desserts.

Tickets and sponsorship available for this bawdy and beautiful evening.

St. Petersburg Opera Guild Silver Bells Fundraiser
This December luncheon is truly one-of-a-kind. Kick off your holiday season by supporting the St. Petersburg Opera Guild, who in turn support SPO’s educational and Emerging Artist programs, as well as holding vocal competitions for high school and young professional singers. The festivities include a glorious performance by Maestro Mark Sforzini and members of St. Petersburg Opera Company.

See you at the Opera!
OTHER WAYS YOU CAN MAKE AN IMPACT

Become a Volunteer

St. Petersburg Opera Co. would not be where we are today without our generous in-kind donors and volunteers! We utilize our wonderful volunteers for everything from general administrative assistance, to manning events, to marketing, to costume help, to transporting singers and out-of-town performers to and from rehearsals. Our loyal and generous supporters allow us to keep our administrative costs to a minimum, enabling us to achieve greater artistic success. Please contact us if you are interested in helping out, and know that you play a huge role in St. Petersburg Opera Company’s success!

Host a Visiting Artist

All of our visiting artists, performers, designers, pianists, and singers need a place to stay when they come to town. To keep our administrative costs low and allow these performers to truly get to know our arts community, St. Petersburg Opera Co. relies on volunteers to house artists for their duration here (ranges from ten days to one month, depending on their contract). Housing hosts often remain great friends of our musicians, and gain access to the best behind-the-scenes action! Benefits include:
- Two complimentary tickets to your hosted performer’s mainstage opera or concert
- Recognition in event or mainstage opera program
- Invitation to Donor Quarterly events (during the season in which you are hosting)

Join our Opera Guild

The St. Petersburg Opera Guild is a charitable 501(c)3 organization whose purpose is to provide financial support to the St. Petersburg Opera Co.’s educational programs, as well as to foster the growth and development of talented young singers. To learn about the benefits of annual membership, including access to monthly luncheons and vocal competitions featuring emerging talent from all over the Tampa Bay area, and to become a part of this incredible group of like-minded arts supporters, please visit www.stpeteoperaguild.org.

The Opera Central Capital Campaign

Your Name Here! St. Petersburg Opera Co.’s $1,000,000 capital campaign was announced in February, 2013. Thanks to your generous donations, we achieved our goal in pledges and cash received. However, there are still naming opportunities available to help with ongoing capital expenses, including lighting/sound equipment and more!. Contact Chris Green at chris-green@stpeteopera.org. (Pictured: Our home, Opera Central!!)
The Eileen Albanese Legacy Society

Eileen Albanese was a former president of the Florida Suncoast Opera Guild and an early supporter of St. Petersburg Opera. She was the first person to leave a legacy to the company in her will. Since then, many of our cherished friends have notified us that they have provided for the future of the opera company in their estate planning. While we hope to see all of you for many years to come, we appreciate the confidence our Legacy Society members have expressed in the future of our company. We welcome your support and look forward to growing and blossoming with you for years to come!

VISIT US AT OPERA CENTRAL
2145 1st Avenue South, St. Petersburg, FL 33712

PHONE: 727-823-2040   WEBSITE: www.stpeteopera.org

Box Office Hours: 1:00—5:30 pm, Monday—Friday*
*Except off-site performance days

Come as you are... leave inspired!

DONATION FORM

Name:__________________________________________________________________________________________
Address:________________________________________________________________________________________
City:______________________________________ State:________________ Zip:_____________________________
Email:____________________________________________ Phone:________________________________________
Name as it should appear in programs:_____________________________________________________________

☐ I would prefer my gift remain ANONYMOUS.

PLEASE MAKE CHECKS PAYABLE TO THE ST. PETERSBURG OPERA CO. AND MAIL TO:
2145 1st Avenue South
St. Petersburg, FL 33712

TO DONATE VIA CREDIT CARD, PLEASE VISIT www.stpeteopera.org OR CALL 727-823-2040