

PARTNERSHIP OPPORTUNITIES

2025-2026



HAWAI'I
OPERA
THEATRE

THE 2025-2026 SEASON

MAINSTAGE



THE RIOT GRRRL ON MARS

FEB. 13-15, 2026

**An English adaption of
*The Italian Girl in Algiers***

Music by Gioachino Rossini
Italian libretto by Angelo Anelli
English adaptation Libretto by David Scott Marley
Recitatives by Jonathan Khuner, after Rossini

The Earth-obsessed King of Mars has captured an explorer named Mosquito, only to have Mosquito's fearless Riot Grrrl crash-land in a rescue attempt that could end the king's reign forever.



KAMALEHUA: THE SHELTERING TREE MAY 1-5, 2026

**The WORLD PREMIERE of a
new Hawaiian opera**

Music by Herb Mahelona
Libretto by Victoria Nālani Kneubuhl
Directed and Choreographed by
Patrick Ke'anini'ulaokalani Makuakāne

The true story of Timoteo Kamalehua Ha'alilio, Royal Secretary and close friend to King Kamehameha III, whose diplomatic mission to the U.S. and Europe secured recognition of Hawai'i as a sovereign nation. Starring internationally acclaimed Hawaiian baritone Quinn Kamakanalani Kelsey.



STUDIO101

*Our cabaret-style series with
pupus & themed cocktails*

NIGHT OF 1,000 JULIAS

SEPT. 19-21, 2025



DIVAS OF DARKNESS

OCT. 17-19, 2025



BEWITCHED, BOTHERED, & BEWILDERED

NOV. 14-16 2025



HOT FOR THE HOLIDAYS

DEC. 5-7, 2025



FUNDRAISING EVENTS

The Vampire Ball
Sat. Oct. 25th, 2025
Moana Surfrider

Opera Ball 2026
Sat. April 11th, 2026
Sheraton Waikiki

BENEFITS OF CORPORATE GIVING

LEVELS OF GIVING & CORPORATE BENEFITS	\$500	\$1,000	\$2,500	\$5,000	\$10,000	\$15,000	\$25,000	\$50,000	\$75,000
Recognition in Program Book Donor Listings	★	★	★	★	★	★	★	★	★
Social Media & Website Spotlights		★	★	★	★	★	★	★	★
Spotlighted recognition on sponsorship webpage		★	★	★	★	★	★	★	★
Recognition on Supertitle Screen & On-site Event Screens			★	★	★	★	★	★	★
Corporate Performance Package with Premium Tickets to Performances			★	★	★	★	★	★	★
Complimentary 1/2 Page Ad in All Season Program Books (Physical & Digital)			★	★	★	★	★	★	★
Invitation to Select VIP Events (i.e. VIP Dress Rehearsal, Pau Hanas, etc.)				★	★	★	★	★	★
Complimentary Full Page Ad in All Season Program Books (Physical & Digital)				★	★	★	★	★	★
Name/Logo Recognition on KHON, HNN, and Star Advertiser Interviews and Ads				★	★	★	★	★	★
Name/Logo Recognition in All Printed Collateral and Press Releases				★	★	★	★	★	★
Exclusive Sponsored E-Blast to Over 14,000 Subscribers					★	★	★	★	★
Premium Placement Ad in All Season Program Books (Physical & Digital, i.e. Back Cover, Inside Front Cover, Centerfold)					★	★	★	★	★
Invitations for Up to 20 Guests to All VIP Events (i.e. Meet the Cast, Champagne Receptions, etc.)					★	★	★	★	★
Custom VIP Event for Your Company (Up to 100 guests)						★	★	★	★
Named Title Sponsor of a Production (Plus Highlighted Recognition in All Categories Above)							★	Full Season Recognition	Full Season Recognition
Named Full Season Sponsor (Plus Highlighted Recognition in All Categories Above)								★	★
Customized Experiences & Benefits Package									★

*Custom sponsorships available upon request.
E-mail e_wilson@hawaiiopera.org with your inquiry.

WHO WE ARE

Community Impact of Hawai'i Opera Theatre

MISSION

Hawai'i Opera Theatre enriches the quality of life in our island communities through the inspirational power and joy of opera.

VISION

Hawai'i Opera Theatre (HOT) believes that different perspectives, cultural histories, life experiences and personal stories enrich the operatic repertoire and have the potential to make meaningful local and worldwide impacts. As a regional company, HOT is committed to supporting and engaging creators and music lovers who reflect the diversity of Hawai'i.

VALUES

Hawai'i Opera Theatre believes that:

- Opera is for everyone
- Opera can tell all stories through music
- Opera is a complete and collaborative art form, integrating the elements of visual art, words, vocal and instrumental music, drama, and dance
- Opera plays an important role in building a robust and sustainable community that can have worldwide impact
- Opera is integral to a well-rounded education, teaching valuable skills in teamwork, personal expression, literacy, and confidence

We hold these core values close to our hearts:

- **Aloha** Approaching everything we do and say, every day, with utmost respect
- **'Ohana** Extending our family to include everyone of all backgrounds
- **Mālama** Caring for and cherishing our community, our artform, our company and everyone in it
- **Integrity** Conducting our business in ways that are trustworthy, honorable, and transparent

At Hawai'i Opera Theatre, we believe art changes lives — and we see it happen every day. Our productions don't just entertain; they **teach, inspire, and push the boundaries of traditional opera**. HOT is always working to invite new audiences and provide a platform to tell new stories.

But we don't stop at the main stage — we take music into classrooms across the islands, ensuring its magic reaches every corner of our state. We strive to bring music to classrooms all across the state. Through immersive school programs, touring productions, special performances, and hands-on workshops, we give learners of all ages the tools to showcase the power of music and storytelling, and show them that THEY are the **future of the main stage**.



The Benefit of Being a Sponsor

When you sponsor Hawai'i Opera Theatre, you're not just buying ad space — you're taking center stage as a keystone supporter of the community. You gain **access to moments that most will never see and stand as a leader in preserving Hawai'i's creative future**.

Your support brings world-class artists into classrooms, increases students' accessibility to music and performance, and creates moments of discovery that last a lifetime. In return, your name is tied to work that advances education through art, thus **ensuring your impact for generations. This is how sponsorship becomes legacy.**

INDUSTRY ANALYSIS

WHO ATTENDS THE OPERA?

SOME DEMOGRAPHICS ARE MORE LIKELY TO ATTEND A PERFORMANCE THAN OTHERS. SPECIFICALLY:

- 65 years or older are 13.5% more likely
- Those with some college education, 21.1% more likely.
- College graduates are 36.2% more likely.
- Those who completed graduate school are 44.2% more likely
- Households with incomes over \$100,000 are 20.8% more likely, and the higher the income, the more likely they are to attend.
- **46% of our patrons/donors come from households with incomes at or above \$100k**

OTHER IMPORTANT FACTORS INFLUENCING ATTENDANCE ARE:

- Those who engage in philanthropy/charitable contributions
- Those who have had any music or artistic education are 22% more likely to attend.
- Adults who participate in arts creation (an average of 41.1% of adults)
- Those who attend other cultural events or activities

HAWAI'I OPERA THEATRE ENJOYS ACTIVE AUDIENCE SUPPORT FROM:

- 1,200 households subscribing to its programs.
- 6,000+ unique return patrons

MAKE HOT'S AUDIENCE YOUR AUDIENCE

2024/2025 SNAPSHOT

PROGRAM BOOK

STUCK ELEVATOR

5,000 Printed • 12,300 Digital Views

CARMEN

6,500 Printed • 18,750 Digital Views

OPERA BALL & STUDIO101

1,500 Printed • 10,210 Digital Views

DEMOGRAPHICS

Age Breakdown

18–34: 19%

Young professionals, students, and emerging arts supporters attracted by contemporary themes and accessible pricing.

35–54: 38%

Mid-career professionals and families seeking unique cultural outings.

55+: 43%

Longtime HOT supporters and seasoned arts patrons with high engagement in subscription and donor programs.

Gender

Female: 58%
Male: 39%
Nonbinary/Other: 3%

Household Income

Under \$50K: 20%
\$50K–\$99K: 34%
\$100K+: 46%

TOP DONORS & PARTNERSHIPS

- | | |
|------------------------------------|-----------------------------|
| • Bank of Hawai'i | • Star Advertiser |
| • Hawai'i Public Radio | • Ko'olau Distillery |
| • Sheraton Waikiki & Kyo-ya Hotels | • Royal Hawaiian Center |
| • Giorgio Armani | • International Marketplace |
| • Hawai'i News Now | • First Hawaiian Bank |
| • City & County of Honolulu | • Halekulani Corp. |
| • Merrill Lynch | • Ko'olau Distillery |
| | • Leahi Swim School |

PROGRAM ADVERTISING

STANDARD POSITIONS

(FULL YEAR OF ADVERTISING!)

Includes:

- Ad Appearance in ALL Mainstage Programs & Opera Ball Programs
- Physical and Digital Included
- Est. 10,000 printed & 36,000 digital impressions

2-PAGE SPREAD: ~~\$6,500~~ **\$5,000**

BLEED: 0.125" | LIVE: 11" X 8.5"



FULL PAGE: ~~\$4,000~~ **\$3,000**

BLEED: 0.125" | LIVE: 5.5" X 8.5"



HALF PAGE: ~~\$2,500~~ **\$1,500**

BLEED: 0.125" | LIVE: 5.5" X 4.25"



QUARTER PAGE: ~~\$1,500~~ **\$1,000**

TRIM: 2.25" X 4.25" | BLEED: NONE



PREMIUM POSITIONS

- CENTER 2-PAGE SPREAD: \$6,000
- INSIDE FRONT COVER: \$7,500
- INSIDE BACK COVER: \$6,000
- BACK COVER: \$9,500

PREMIUM ADD-ONS

- STUDIO101 FULL YEAR: +\$1,500
- STUDIO101 BACK COVER: +\$2,500
- E-BLAST AD HIGHLIGHT: +\$500
- SOCIAL AD HIGHLIGHT: +\$500

ALL RATES LISTED ARE PRICED PER SEASON.
FOR PER PRODUCTION RATES, CONTACT US. ALL RATES ARE NET
AND DO NOT INCLUDE 4.712% HAWAII GENERAL EXCISE TAX.
ADD-ON PRICING INCLUDES A COPY OF YOUR COMMITTED SEASON
AD. FOR STUDIO101 OR OPERA BALL ONLY ADS, CONTACT US.

SPONSORSHIP EXAMPLES

Your sponsorship is customizable to best fit your brand and your priorities.

THE SHELTERING TREE: MILO LEVEL SPONSOR \$10,000

- **Ability to host a particular aspect of the production**
 - Director/Conductor Sponsor \$10,000 (2 Available, 1 Each)
 - Chorus \$10,000 (2 Available)
- All general benefits at the \$10,000 level
- Recognition in the program book for HOT's production of *Kamalehua: The Sheltering Tree*
- Recognition in supertitles projected over the stage as well as digital displays in the lobby for all performances
- Up to four (4) complimentary tickets to the Opening Night performance in 2026, including the VIP intermission reception, plus VIP parking passes
- Limited print *Kamalehua: The Sheltering Tree* program poster signed by the cast

EDUCATION RESIDENCY SPONSOR \$15,000

- Directly allow our team to support a Title I school with our hands-on residency program for up to 100 students, 6 weeks of rehearsals, and custom music, lessons, and performance, at no cost to the school.
- Cover the cost of costume and set materials
- Cover the cost of film crew & production to capture the process and share with a wider audience.
- Provide commemorative t-shirts for all participants.
- Help support the expansion of our education programs to more schools via teaching artist stipends, material costs, and transportation costs.
- All benefits above plus exclusive early access invitations and VIP reserved tables (for up to 8 guests) for 3 STUDIO101 performances of your choice in FY25 or FY26 (ending May 31, 2026) and ticket discount increased to 25%

THE SHELTERING TREE: NIU LEVEL SPONSOR \$25,000

- **Ability to host a particular aspect of the production**
 - Artist Sponsor \$25,000 (5 Available)
 - Orchestra Sponsor \$25,000 (4 Available)
 - Crew Sponsor \$25,000 (3 Available)
 - Set Sponsor \$25,000 (2 Available)
 - Costume Sponsor \$25,000 (1 Available)
- All general benefits at the \$25,000 level
- Recognition in the program book for HOT's production of *Kamalehua: The Sheltering Tree*
- Recognition in supertitles projected over the stage as well as digital displays in the lobby for all performances
- Access to the rehearsal process, as possible
- Invitations to events leading up to the world premiere in 2026, including the VIP dress rehearsal, Opening Night pre-show reception, and the Meet the Cast following the Sunday matinee
- Up to six (6) complimentary tickets to the Opening Night performance in 2026, including the VIP intermission reception, plus VIP parking passes
- Limited print *Kamalehua: The Sheltering Tree* poster signed by the cast
- VIP Table for 10 guests at Opera Ball 2026



BUILD YOUR SPONSORSHIP

BUDGET

☐ UNDER \$500☐ \$10,000-20,000☐ \$500-\$1,500☐ \$20,000+☐ \$1,500-\$5,000☐ CUSTOM: \$☐ \$5,000-10,000☐ PREFER NOT TO SAY

INTERESTS

☐ MAINSTAGE PRODUCTIONS☐ OPERA BALL/GALA EVENTS☐ EDUCATION PROGRAMS☐ COSTUMES/TECH/BACKSTAGE☐ STUDIO101 PRODUCTIONS☐ THE HOT CHORUS☐ NEW WORKS/WORKSHOPS☐ OTHER COMMUNITY EVENTS☐ OTHER:

PREFERRED BENEFITS

☐ ADVERTISING OPTIONS☐ TITLE/EXCLUSIVE SPONSORSHIP☐ DONOR/SPONSOR LISTINGS☐ FREE TICKETS/DISCOUNTS☐ SOCIAL MEDIA/WEB SPOTLIGHTS☐ CUSTOM/PRIVATE EXPERIENCES☐ INVITATIONS TO VIP EVENTS☐ VOLUNTEER OPPORTUNITIES☐ OTHER:

NOTES/REQUESTS: _____

NAME: _____ TITLE: _____

COMPANY: _____ PH: _____

E-MAIL: _____ PRIOR HOT SPONSOR? ☐ YES ☐ NO

SCAN AND SUBMIT THIS FORM TO E_WILSON@HAWAIIOPERA.ORG
OR MAIL TO 848 S. BERETANIA ST #400 HONOLULU, HI 96813
DIGITAL FORM ALSO AVAILABLE AT [HAWAIIOPERA.ORG/SPONSOR-NOW](https://www.hawaiiopera.org/sponsor-now)

OR USE QUICK SELECTIONS)))

SPONSOR LEVEL

for Benefits, see "Benefits of Corporate Giving," pg. 3

- | | | | | |
|----------------------------------|----------------------------------|-----------------------------------|-----------------------------------|---------------------------------------|
| <input type="checkbox"/> \$500 | <input type="checkbox"/> \$2,500 | <input type="checkbox"/> \$10,000 | <input type="checkbox"/> \$25,000 | <input type="checkbox"/> CUSTOM/OTHER |
| <input type="checkbox"/> \$1,000 | <input type="checkbox"/> \$5,000 | <input type="checkbox"/> \$15,000 | <input type="checkbox"/> \$50,000 | \$ _____ |

ADVERTISE WITH US

10,000+ PRINTED BOOKS
& 36,000+ DIGITAL IMPRESSIONS

- ☐ 2-PAGE SPREAD:
\$5,000



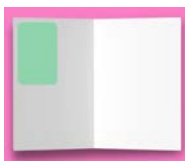
- ☐ HALF PAGE:
\$1,500



- ☐ FULL PAGE:
\$3,000



- ☐ QUARTER PAGE:
\$1,000



Premium Selections (all full page)

- ☐ CENTER 2-PAGE SPREAD \$6,000
☐ INSIDE FRONT COVER \$7,500
☐ INSIDE BACK COVER \$6,000
☐ BACK COVER \$9,500

Premium Add-ons (must have an ad size selected)

- ☐ STUDIO101 Program Ad FULL YEAR +\$1,500
☐ STUDIO101 BACK COVER FULL YEAR +\$2,500
☐ E-BLAST AD HIGHLIGHT +\$500
☐ SOCIAL MEDIA AD HIGHLIGHT +\$500

DONATE

Donations can also be made
at hawaiiopera.org/donate

- ☐ Please accept my donation of \$ _____

TOTAL AMOUNT PLEDGED (ALL CATEGORIES) \$ _____

☐ Check enclosed, made payable to Hawai'i Opera Theatre

☐ Please mail an invoice to me (Please provide your mailing address below)

☐ Please charge my ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Credit card number

Exp. Date

Security Code

Name on the Card

Signature

Date

Street Address

City, State, Zip

Phone

Email address

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& COMMUNICATIONS*

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