

DES MOINES  METRO OPERA

# *Wine, Food & Beer Showcase* Sponsorship Opportunities







Greetings from Des Moines Metro Opera! We're delighted to announce the return of our signature fundraiser, the **Wine, Food & Beer Showcase**, on **Friday, March 6, 2026** at the Downtown Des Moines Marriott. Beginning at 6 pm, nearly 700 guests will gather to sip, savor and celebrate the arts while enjoying delectable samples from the region's finest restaurants, caterers, wineries, breweries and distilleries.

This evening is more than a celebration. It's how we power **music education for Iowa students**. At a time when arts learning is increasingly vulnerable—and with the **recent termination of National Endowment for the Arts (NEA) funding**—support from champions like you is more essential than ever to ensure K-12 students across our state can experience the arts not as a luxury, but as a core part of a well-rounded education.

Since its debut in 1985, the Wine, Food & Beer Showcase has grown into our largest annual fundraiser—raising critical dollars to sustain DMMO's **K-12 education programming**, most prominently OPERA Iowa, our touring troupe that brings live, professional performances directly to schools and communities across the state. In 2026, **OPERA Iowa marks its 40th anniversary**, touring *The Billy Goats Gruff* statewide, plus a special community performance of *Cinderella*—reaching students who may never otherwise have access to live opera, teaching artistry, or meaningful musical storytelling.

**We invite you to join us as a Sponsor** of the 2026 Wine, Food & Beer Showcase. Your support will directly impact arts education, bring world-class performances to communities across Iowa, and align your organization with one of the region's most anticipated cultural events. Details on sponsorship benefits and recognition opportunities follow.

Thank you for considering this opportunity to make a lasting difference in the lives of students and arts lovers throughout our state. Please don't hesitate to contact the Des Moines Metro Opera Development Team at [development@dmmo.org](mailto:development@dmmo.org) or 515-961-6221 with any questions.



# SPONSORSHIP OPPORTUNITIES

## **VENDOR SPONSOR - \$500**

The Vendor Sponsor receives the following recognition opportunities:

- 2 tickets with access to the Grand Showcase
- Recognition as a Vendor Sponsor in all event publicity
- Logo recognition in the Wine, Food & Beer Showcase program (reach: 700)
- Recognition in DMMO's 2026 Festival Season program book (reach: 5,500)

## **ARIA SPONSOR - \$1,000**

The Aria Sponsor receives the following recognition opportunities:

- 4 tickets with access to the Grand Showcase
- Recognition as an Aria Sponsor in all event publicity
- Logo recognition in the Wine, Food & Beer Showcase program (reach: 700)
- Recognition in DMMO's 2026 Festival Season program book (reach: 5,500)

## **AUCTION SPONSOR - \$2,500**

The Auction Sponsor receives the following recognition opportunities:

- 4 VIP tickets with access to the Reserve Experience and Grand Showcase
- Recognition as an Auction Sponsor in all event publicity
- Logo recognition in the Wine, Food & Beer Showcase program (reach: 700)
- Recognition in DMMO's 2026 Festival Season program book (reach: 5,500)

## **GRAND SHOWCASE SPONSOR - \$5,000 (non-exclusive) or \$7,500 (exclusive)**

The Grand Showcase Sponsor receives the following recognition opportunities:

- 8 VIP tickets (12 tickets if exclusive) with access to the Reserve Experience and Grand Showcase
- Recognition as Grand Showcase Sponsor in all event publicity
- One half page color ad in the Wine, Food & Beer Showcase program (reach: 700)
- One quarter page color ad and recognition in the 2026 Festival Season program book (reach: 5,500)

## **RESERVE EXPERIENCE SPONSOR - \$5,000 (non-exclusive) or \$7,500 (exclusive)**

The Reserve Experience Sponsor receives the following recognition opportunities:

- 8 VIP tickets (12 tickets if exclusive) with access to the Reserve Experience and Grand Showcase
- Recognition as Reserve Experience Sponsor in all event publicity
- One half page color ad in the Wine, Food & Beer Showcase program (reach: 700)
- One quarter page color ad and recognition in the 2026 Festival Season program book (reach: 5,500)

## **PRESENTING SPONSOR - \$15,000 (exclusive) - SECURED!**

The Presenting Sponsor receives the following recognition opportunities:

- 16 VIP tickets with access to the Reserve Experience and Grand Showcase
- Exclusive logo placement on cover of event invitation, event program front cover, event day signage and banners, and all promotional materials
- One full page color ad in the Wine, Food & Beer Showcase program (reach: 700)
- One full-page color ad and recognition in the 2026 Festival Season program book (reach: 5,500)
- Logo featured in the theatre supertitle loop before the show and during intermission throughout the entirety of the 2026 Festival Season (16 total performances)





## THE WINE, FOOD & BEER SHOWCASE

### About the Wine, Food & Beer Showcase

Since 1985, the Wine, Food & Beer Showcase has been Des Moines' premier event for food, wine, spirit and craft beer enthusiasts. Featuring over 40 of the region's top restaurants, caterers, wineries, breweries, and distilleries, this annual celebration has become a cornerstone of the local culinary scene and serves as Des Moines Metro Opera's signature fundraiser.

Proceeds from the Showcase directly support DMMO's award-winning education and community engagement programs, which impact more than 50,000 individuals annually through innovative and inclusive arts experiences.

**The Grand Showcase** serves as the centerpiece of the event, bringing together over 30 of the region's top food and beverage vendors in a lively atmosphere where patrons can sample and savor the best of what Iowa has to offer. From delectable dishes to fine wines, craft beers, and artisanal spirits, the Grand Showcase is a vibrant celebration of local flavor and talent.

**The Reserve Experience** offers VIP patrons access to an elegant, secluded setting where attendees enjoy rare, fine wines from The Wine Club's private collections, paired with high-end culinary creations from Des Moines' premier restaurants.

Guests also have the opportunity to participate in an exclusive silent auction featuring one-of-a-kind packages. Past auction items have included luxury travel experiences to destinations

like the Florida Keys, Chicago, and the Twin Cities, as well as local treasures such as private tours of the Des Moines Art Center vaults, tickets to cultural and sporting events, culinary classes, and more.

### A Celebration of Iowa Flavors

The 2025 Showcase featured an impressive lineup of food and drink vendors, representing the best of Iowa's culinary and beverage industries. Participating vendors included: Allora, Always Baked Sweets and Treats, Aura, Beaverdale Confections, Big Grove Brewery, Capital Call Vintners, Cedar Ridge Whiskey, The Cheese Shop of Des Moines, Chellie's Sugar Shack, Chocolaterie Stam, Confluence Brewing Co., Covered Bridges Winery, Des Moines Embassy Club, Exile Brewing Co., Firetrucker Brewery, Fishback and Stephenson Cider House, Food of SIVID, Foundry Distilling Co., Gateway Market, Graze Craze Charcuterie, IA-Native Spirits, Iowa Distilling Co., Johnson Brothers, Lachele's Fine Foods, LeeTy Delights, Liza's Sushi and More, Lucca, Madison County Winery, Mash + MARROW, Okoboji Wines, Palmer's Deli and Market, Palm's DSM, Purveyor, Reclaimed Rails Brewing Co., Revelton Distillery, River Center Events and Catering, Sunday Night Foods, Sweet Swirls Rolled Ice Cream, The Tangerine Food Co., Tupelo Honey, West Hill Brewing Co., Whatcha Smokin' BBQ + Brew, and the Wine Group.



# ALL ABOUT DES MOINES METRO OPERA

**“In an opera landscape of caution and contraction, Des Moines Metro Opera has become one of the country’s most ambitious and successful smaller companies.”**

*- The New York Times (2025)*

Des Moines Metro Opera (DMMO) is a major American opera company and is one of the state’s largest performing arts organizations, annually **producing over 100 performances** in the metro and around the region. The company produces its signature summer festival with additional events year-round.

The summer festival runs from May through July of each year, during which time three operas are presented in rotating repertory. The summer festival season takes place in the intimate 467-seat Pote Theater at the Blank Performing Arts Center in Indianola, Iowa. The 2026 Festival Season will include Puccini’s *Tosca*, Floyd’s *Of Mice and Men* and Szymanowski’s *King Roger*.

**“One of America’s boldest smaller companies...sending psychic shivers into the hot summer night.” - The New Yorker**

Des Moines Metro Opera’s world-class productions attract cultural tourists from around the nation and world. During the 2025 season, DMMO welcomed ticket buyers from 40 US states. In fact, the season was record-breaking for overall ticket sales, demonstrating the vibrancy of both the art form and of the performing arts scene in Iowa. In total, over 100,000 people experienced DMMO via mainstage performances, educational programs and statewide television and radio broadcasts.

In addition to the mainstage season, DMMO develops audiences of all ages through three primary educational programs that engage our community year-round. The OPERA Iowa Educational Touring Troupe, the Apprentice Artist Program, and Internship Program are the **flagship programs of the education division**. In 2025 the company served over 25,000 children for a total of 93 performances through OPERA Iowa and welcomed 40 singers through the Apprentice Artist Program.

DMMO also strives to expand cultural experiences in the region through a curated series of concerts, lectures, art shows, panel discussions and unique performance collaborations through **community outreach**. Many of these experiences are free and open to the public.

Over the years, the company has received annual reviews from national publications such as *Opera News* and *Opera Today* and has been featured in the pages of the *The New Yorker*, *The Wall Street Journal*, *The New York Times* and *The Chicago Tribune*, which said in 2017, “Shrewd programming, thoughtful casting and top flight production values have won the company wide acclaim. Those big-city opera snobs who would equate regional opera with provincial opera haven’t reckoned on DMMO.”

Our story has always been an unlikely one, a non-profit summer opera festival thriving in America’s heartland for more than 50 years. The generosity of partners like you is what allows us to continue to make such a meaningful impact.







DMMO's 2025 production of *The Flying Dutchman*

## OUR MISSION

Create distinctive theatrical experiences and inspirational learning opportunities for artists and audiences of the 21st century.

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### INSPIRE

diverse audiences through statewide educational programs and unique community collaborations.

### ENCOURAGE

established and emerging artists and administrators to produce their best work through a creative, inclusive environment.

### CURATE

innovative repertory from four centuries of composition presented at the highest levels of artistic and vocal achievement.

### IMPACT

the economic vitality of the Greater Des Moines region through programming that generates national and international tourism.





DMMO's 2025 production of *The Billy Goats Gruff*

## EDUCATION DIVISION PROGRAMMING

**Arts education is essential for everyone, but for children in particular, the arts can open up a world of possibilities and opportunities to explore. Des Moines Metro Opera recognizes that the company can play an important role as one of the premier arts organizations in Iowa.**

### OPERA Iowa Tour

*Presented by The Coons Foundation*

For 40 years, Des Moines Metro Opera's OPERA Iowa Tour has been inspiring children and families across the Midwest through live performance and music education. As one of three cornerstone programs in our Education Division, the troupe is often a child's very first encounter with professional opera—an experience that can open a lifetime of possibilities.

This seven-member troupe travels for 12 weeks each spring, presenting classroom workshops, interactive concerts, and fully staged productions in schools and communities across Iowa and beyond. In 2025 alone, OPERA Iowa reached over 25,000 students through 93 performances, logging more than 6,000 miles to deliver unforgettable arts experiences where they are needed most.

In 2026 the troupe will again bring *The Billy Goats Gruff* to schools and community venues, and present an operatic adaptation of *Cinderella* as a special public performance. Both productions blend familiar stories with imaginative sets and beloved opera classics, performed by engaging, professional artists.

By offering in-person and virtual formats, OPERA Iowa removes both physical and financial barriers, ensuring tens of thousands of students and families can enjoy world-class opera. Since its founding, the program has reached more than 1 million students—a testament to the transformative power of the arts in education.







2025 Apprentice Artists

## The Apprentice Artist Program

*Presented by Frank R. Brownell III*

Des Moines Metro Opera's Apprentice Artist Program is one of the most established and largest training programs of its kind in the United States. Each summer, DMMO becomes one of our nation's major hubs for the training of emerging professional singing artists. Its goal is to immerse 40 of the best and brightest young talents in America in intensive dramatic and vocal training over a seven-week session.

The 40 artists each season are selected from more than 1,000 applications, followed by live auditions held in Houston, Cincinnati, New York, and Des Moines. Selected artists study and perform opera scenes or one-act operas, cover principal roles, perform comprimario roles, and perform as choristers, all of which enhances their training and experience for future careers in opera and the performing arts.

The curriculum also focuses on the "business" of singing, such as audition techniques, resumé preparation, and agent selection, as well as practical career training and performance tools that are essential to establishing professional operatic careers. Apprentice Artists are an important asset to DMMO as they assume smaller mainstage roles and serve as the professional chorus, which is often lauded as a highlight of the DMMO mainstage experience by opera patrons. Apprentice Artists also showcase their work in 8-10 free public scenes performances and at the annual Stars of Tomorrow concert with the DMMO Festival Orchestra.



## The Internship Programs

When watching a production on the mainstage, it's easy to forget about all the hustle and bustle happening backstage. But a finished product is only as good as its preparation—from the design process, to transforming a blank stage to a professional, fully realized production, to the selling of tickets, the company takes pride in the people who work behind the scenes, and the internship programs are an extension of that philosophy.

Last season 34 interns selected from over 100 applications were given valuable career training and professional opportunities. The design and production department offers internships in stage management, stage operations, scenic painting, properties, electrics, wig and make-up, and costumes. The curriculum also included portfolio showcases, talkbacks, and sessions with visiting directors and designers to complement time spent gaining hands-on experience.

Because of the scenic shop expansion in 2011, the company can now create new productions entirely on site, cost-effectively maintaining its hallmark of new scenery built to fit our unique stage and fulfill the important educational component of the company's mission.



Des Moines Metro Opera has also expanded their original box office internships within the administration offices to make them better tailored to students interested in careers in marketing, business, and patron services. Interns are given opportunities to build their resumes, learn professional etiquette, create and edit marketing and public relations materials, enhance customer service skills, understand basic bookkeeping and finance, and an array of other skills.

Whether it's designing, building, running, or marketing a show, Des Moines Metro Opera prides itself on its multiple educational opportunities and professional experiences.

Above: 2025 Administrative interns; Below: 2025 Design and Production Interns

