

20 26 | OPERA CONFERENCE

WILMINGTON, DE MAY 12-15





EXPLORE GOODNESS®

HOSTED BY

**OPERA
AMERICA**

OPERADELAWARE



Post college

Mariah – local TV News, Providence, RI
Sam – Writing classes and homebrewing



Moved (back!) to Delaware & started Dogfish in 1995

The First Brewpub in the First State



Got married, had kiddos, got dogs



Dogfish grew... a lot!

By 2019, Dogfish had grown to include brewery, distillery, restaurants & hotel



Dogfish merged

In 2019, Dogfish Head merged with Boston Beer Co



**Production Brewery and
Distillery w/ Tours & a
Tasting Room in Milton**



**2 restaurants in
Rehoboth Beach**



**Harbor front hotel
in Lewes**



Full lineup of beer, spirits & canned cocktails
Available coast-to-coast
Restaurants, beer stores, venues

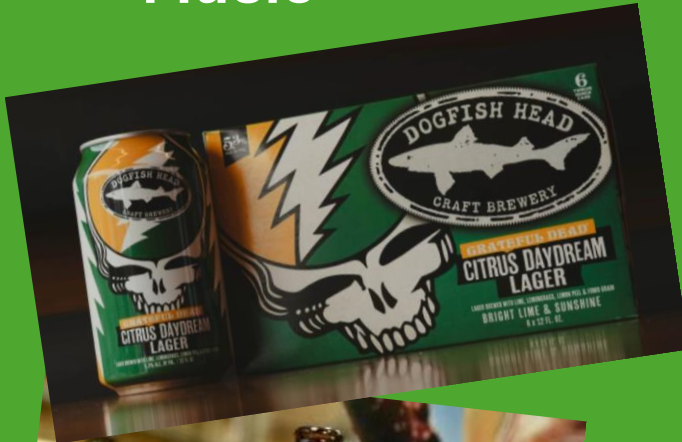


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Music



A collaborative mindset...

Science



Clothing

EST. 1830

Woolrich



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Beer & Benevolence

- Direct grants
- Fundraising
- Benevolence Beers
- Product donations
- Limited merch offerings
- Onsite event tie-ins
- Volunteer hours
- Audience broadening

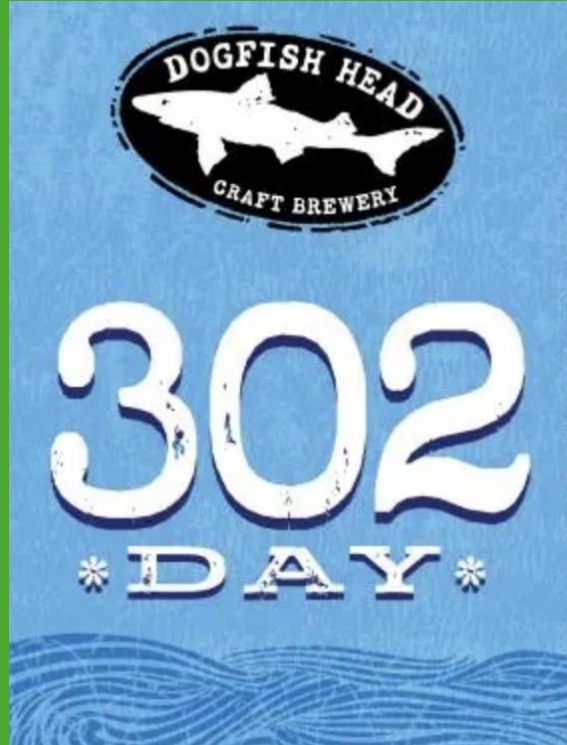


Off-centered Society



- Loyalty Program
- Runs across our DE locations
- Guests earn points per purchase
- Annual gift
- Birthday beer
- Discounts
- Early bird ticket opportunities
- OCS-only social events

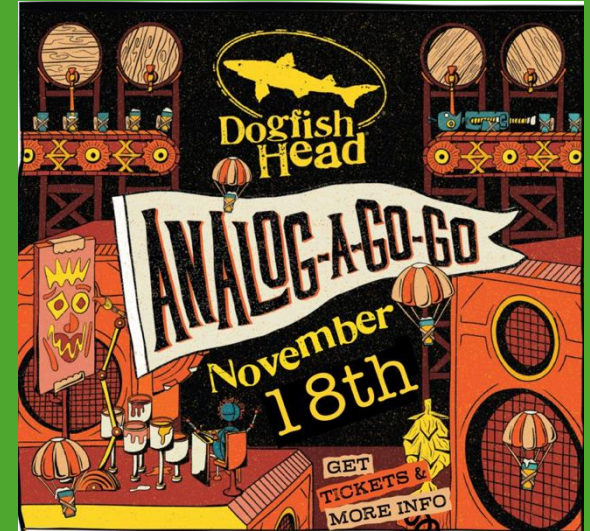
Off-centered Events



Funds DE State Parks
endowment fund



More than \$1,000,000
raised for local
environmental
partners



Supports local
arts partners