



# The Washington Pavilion 2018 Annual Report

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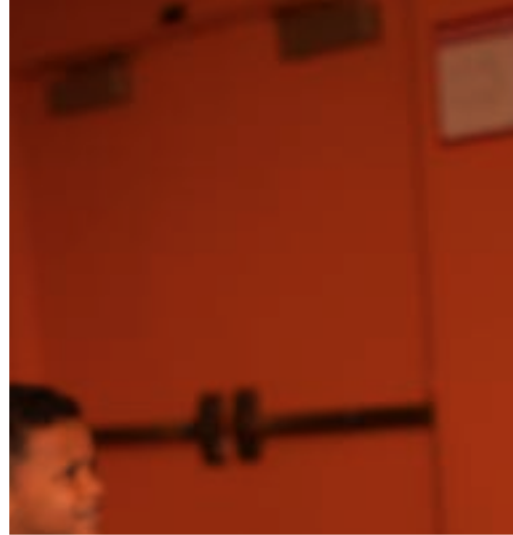
Experience **Your** Washington Pavilion



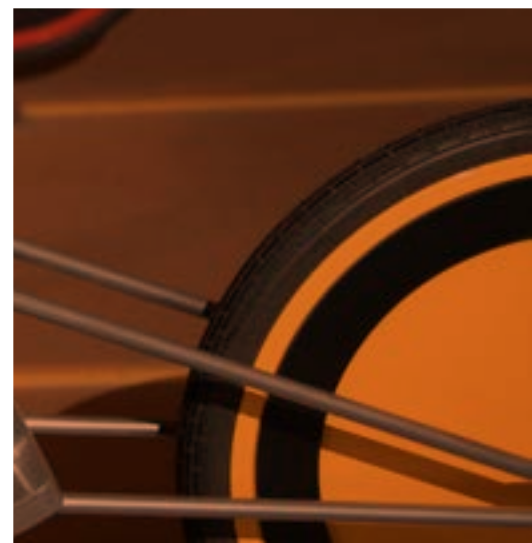
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# About the Washington Pavilion



# Our Mission and Vision

The mission of the Washington Pavilion is to inspire, educate, entertain and enrich our region by creating opportunities for all to explore and experience the arts and science. Our vision is to be the region's premier arts and science destination, inspiring lifelong discovery and inclusive experiences.



The Washington Pavilion is the region's home for the arts, entertainment and science. Located in a beautifully renovated historic building in downtown Sioux Falls, it is one of only a few facilities in the world to bring together under one roof the performing arts, visual arts, interactive science and educational opportunities.

The Washington Pavilion makes art and science part of the daily lives of thousands of people with programming from Broadway tours to intimate chamber recitals in two state-of-the-art theaters in the Husby Performing

***If you have kids and are not members, you should consider. This place is great. Great performances and the Science Center is awesome. The art museum on the other side of the building is great too and they have a room for kids there to go and play/dress up/draw/make art.***

***-Ryan Bouza,  
Google Review, 2018***

Arts Center; more than 100 hands-on interactive science exhibits in the Kirby Science Discovery Center; rotating educational and mission films in the unique Wells Fargo CineDome; and regional and national exhibits ranging from South Dakota artists to notable national and international artists in the Visual Arts Center. Additionally, the Washington Pavilion offers quality educational events and programs through the Community Learning Center, Graham Academy Preschool and delectable delights at Leonardo's Café.

# 8,000 GUESTS

were welcomed into the Washington Pavilion during Free First Fridays throughout the year.

#### THE WASHINGTON PAVILION SERVES THE COMMUNITY THROUGH SEVERAL OTHER IMPORTANT INITIATIVES:

- On Free First Fridays, the first Friday of every month, the Washington Pavilion opens its doors free of charge, welcoming more than 8,000 guests throughout the year.
- The Community Learning Center provides academic opportunities for all ages with a broad range of engaging arts and science classes, workshops and internships and no-cost art experiences for at-risk youth and under-served populations weekly during the school year at multiple locations.
- The Graham Academy Preschool offers a unique educational setting for ages 3–5 with need-based scholarships available.
- The Dakota Academy of Performing Arts prepares adolescents and young adult students for professional level music and theater performances.
- The Events Department provides individuals, groups and businesses with affordable, one-of-a-kind space and services for weddings, conferences, meetings and social gatherings.
- The Washington Pavilion is also home to several cultural partners, including the South Dakota Symphony Orchestra, SculptureWalk, Sioux Falls Jazz & Blues Society, South Dakota Rock and Roll Hall of Fame and the South Dakota African American History Museum.

With the vast array of high-quality programming and educational activities available at the Washington Pavilion, people of all ages and walks of life can rely upon the organization to entertain, inspire, educate and enrich.

The Washington Pavilion is a private, 501(c)3 not-for-profit organization, serving the community through earned and contributed support.



*The leadership and support provided by the individuals who serve as board members for the Washington Pavilion is invaluable. These people are generous with their time and resources beyond expectations.*

**Board of Trustees (BOT)**

**Officers:**

- Julie Ward (Chair)
- Jeff Hurley (Vice Chair)
- Jim Mathis (Secretary/Treasurer)

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- Jenni White (CLC)

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- Chase Kramer (VAC)
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- Mary Garry (HPAC)
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- Jeff Hurley (BOT)
- Joni Johnson (KSDC)
- Shawn Pritchett
- Lon Stroschein
- Tracy Turbak
- Julie Ward (BOT)

In 2018, the Washington Pavilion of Arts and Science experienced its most successful year ever, both programmatically and financially. It was a year of continued growth, evolution and exciting transformations.

In 2018, the mission of this impactful organization was fulfilled in many different and exciting ways.

The Washington Pavilion's Husby Performing Arts Center continues its legacy of introducing audiences to some of the world's greatest performances. Subscriber renewal rates were impressively high; the number of new subscribers grew to an all-time high with more than 3,000 in total. The 2018-19 season brought a brilliant range of entertainment and broke the record for most performances in a single season.

The Kirby Science Discovery Center continued its renaissance and resurgence in 2018 as well. Attendance increased significantly for the second consecutive year, as members and patrons alike responded favorably to the opening of *Health Quest by Sanford*, a health and medical themed floor in mid-2018, in addition to all the other exciting changes and improvements that took place.

The Visual Arts Center was also very active in 2018, with thousands of visitors enjoying our eight galleries. More than 20 individual art exhibitions featured many local and regional artists, as well as installation and video art, and newly titled gallery: South Dakota. We continued highlighting our Permanent Collection in two of our galleries, utilizing selections from the more than 1,600 pieces in our Permanent Collection.

During this past year the Washington Pavilion strengthened current partnerships and engaged the community in a variety of educational projects. For example, we are proud of the success of our Community Learning Center (CLC); over 33,000 community members participated in CLC programming in 2018. CLC programming reached a wide cross section of the region. Our Action Arts and Science Program continued to flourish, we engage and inspire more than 450 students at 20 after-school locations per week. Our on-site arts and science classes and camps served around 2,000 youth participants. Classes offered through the Osher Lifelong Learning Center (OLLI) reached 400 area seniors. The Dakota Academy of Performing Arts (DAPA), had a record-breaking year with performances in the Belbas Theater and throughout the community featuring nearly 500 young actors and musicians who performed for over 18,000 community members at the Washington Pavilion and in area schools. DAPA produced 87 performances in 2018.

Funding for the Washington Pavilion is largely dependent upon revenue from admissions and programming as well as the generosity of members, donors and corporations. We provide entertainment and educational opportunities that bring tremendous economic benefit to the community through audiences who spend their money in local restaurants, stores, hotels and other businesses.

Financially, the Washington Pavilion's operating fund concluded the year with an increase in net assets of \$629,000. The Board of Trustees voted to transfer \$623,000 of this fund into the Board Designated Reserve Fund to further strengthen the financial position of the organization.

A growing list of donors and corporate sponsors have provided outstanding financial support and commitment to our mission. Generous grants enable us to reach out to our community in innovative new ways. In 2018, more than 300 volunteers provided thousands of hours to support what we offer. Without the help of these and many other partners, our efforts to enhance our community would not be possible. The Washington Pavilion wants to especially applaud the City of Sioux Falls for its tremendous support as well as the exceptional private/public partnership we are so honored to be a part of. Your Washington Pavilion of Arts and Science has never been stronger than it is today, and we look forward with great enthusiasm to continued growth, success and widespread regional impact.

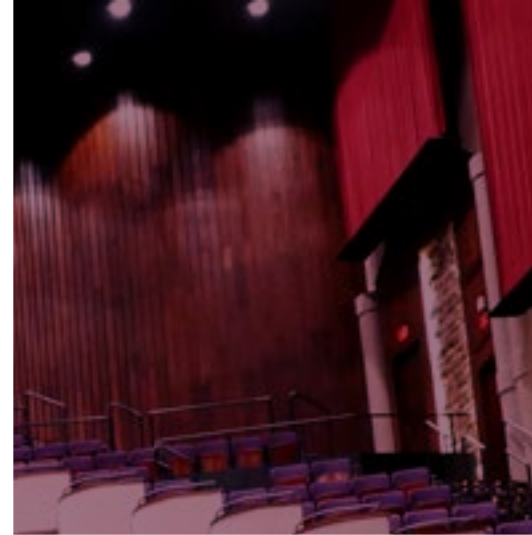


Darrin Smith, President & CEO  
Washington Pavilion of Arts and Science



Julie Ward, Chair  
Washington Pavilion Board of Trustees





# Husby Performing Arts Center



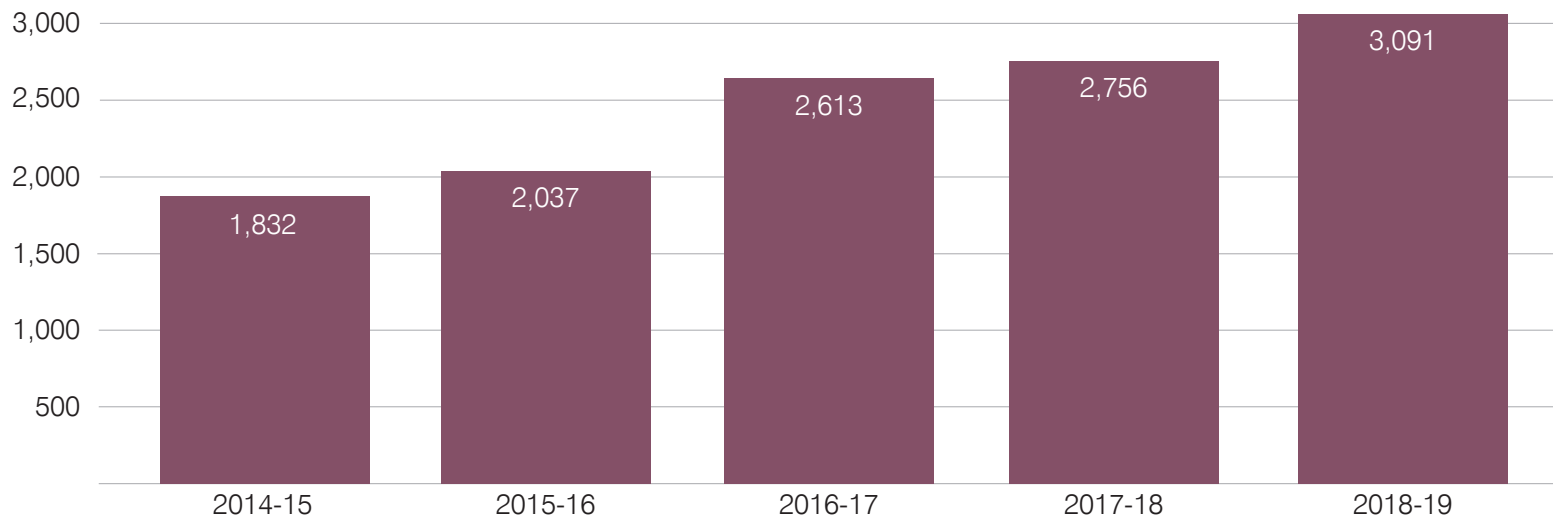
The world-class Husby Performing Arts Center features the Mary W. Sommervold Hall, the Belbas Theater and the Schulte Room. These state-of-the-art performance facilities are home to the Pavilion Performance Series, the Washington Pavilion's annual presentation of six world-class Broadway performances. In addition, the Washington Pavilion offers numerous additional performances and mission-related performing arts productions. The Husby Performing Arts Center provides the stage for major producers, promoters and organizations to rent facilities at the Washington Pavilion to showcase all that the arts have to offer.

The year was a very prosperous one for the Husby Performing Arts Center. January started with two performances of the family-favorite musical THE WIZARD OF OZ and three performances of the new Broadway comedy A GENTLEMAN'S GUIDE TO LOVE & MURDER. February was a very active month with a delightful performance of SHOPKINS LIVE! SHOP IT UP! for a crowd of young children and their parents and the play ON GOLDEN POND was a beautiful staging of the cherished story of aging. February ended with five performances of the well-known Broadway hit ROGERS & HAMMERSTEIN'S THE SOUND OF MUSIC. The pace kept going in March with a performance

of THE ILLUSIONISTS that truly mesmerized the audience, a few school matinees of the children's musical HOW I BECAME A PIRATE and three performances of the Broadway musical CHICAGO, staged with an exciting minimalist spin and a visible pit band that enhanced the production immensely. April featured three performances of a bold restaging of CABARET. The 2018-19 Pavilion Performance Series kicked off in October with three performances of the heartwarming and enchanting FINDING NEVERLAND. November featured an exciting and eventful Thanksgiving weekend with an appearance in the Parade of Lights with the cast of ELF THE MUSICAL, which played four times that weekend to packed houses and was the perfect way to kick off the holiday season. RUDOLPH THE RED-NOSED REINDEER: THE MUSICAL ended the year, bringing more holiday magic to the Washington Pavilion. Regional promoters continued to bring in renowned entertainers, including The Beach Boys, Tim Allen, Alice Cooper, The Newsboys And Kansas. Lorie Line, Tonic Sol-Fa, Shaun Johnson's Big Band Experience and The Hegg Brothers once again selected the Washington Pavilion for their holiday concerts.

Subscribers to the Pavilion Performance Series continued to grow! In 2018, the number of subscribers reached 3,091.

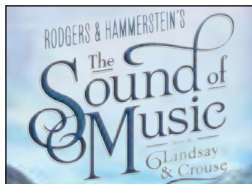
## Pavilion Performance Series Subscriptions Sold



## 2017-18 Pavilion Performance Series Spring Shows



Jan. 30-Feb. 1, 2018



Feb. 22-24, 2018



Mar. 6-8, 2018



Apr. 24-26, 2018

## 2018-19 Pavilion Performance Series Fall Shows



Oct. 16-18, 2018

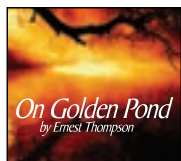


Nov. 23-25, 2018

## Presented by the Washington Pavilion



Jan. 24-25, 2018



Feb. 10, 2018



Feb. 15, 2018



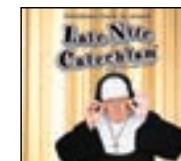
Mar. 22, 2018



Mar. 28, 2018



Dec. 16, 2018



Aug. 24-25, 2018



Oct. 12-13, 2018

## Shows Presented by Regional Promoters

Scott Bradlee's Postmodern Jukebox  
 REJOICE! Featuring Jill Miller  
 John Michael Montgomery  
 Lee Brice  
 Newsboys  
 Three Dog Night  
 Kansas  
 The Michael Jackson Tribute  
 Daniel O'Donnell

The Beach Boys  
 American Idol Live  
 Tim Allen  
 Alice Cooper  
 Danny Gokey  
 Big Daddy Weave  
 Wild Kratts Live!  
 Rockin' Road to Dublin  
 Celtic Thunder

## Holiday Favorites

Mannheim Steamroller  
 Lorie Line  
 Tonic Sol-fa  
 Shaun Johnson's Big Band Experience  
 The Hegg Brothers  
 Moscow Ballet's Great Russian Nutcracker  
 Monroe Crossing  
 The Oak Ridge Boys

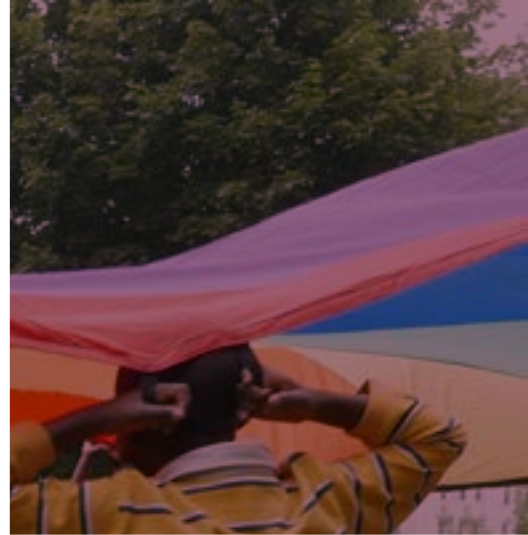
## Cultural Partners

The Washington Pavilion has several performing arts cultural partners:

South Dakota Symphony Orchestra  
 Sioux Falls Jazz and Blues

Live on Stage: Sioux Falls Concerts Association  
 Augustana University





# Community Learning Center





The Washington Pavilion's Community Learning Center strives to provide outstanding educational opportunities for people in Sioux Falls and the surrounding area through outreach, classes, professional development and special events.

**Action Arts and Science Program**

The Washington Pavilion Action Arts and Science Program (AASP) began in 1999 with a mission to bring high-quality art and science experiences to children with limited access to extracurricular activities. Today, we engage and inspire more than 450 students at 20 locations per week.

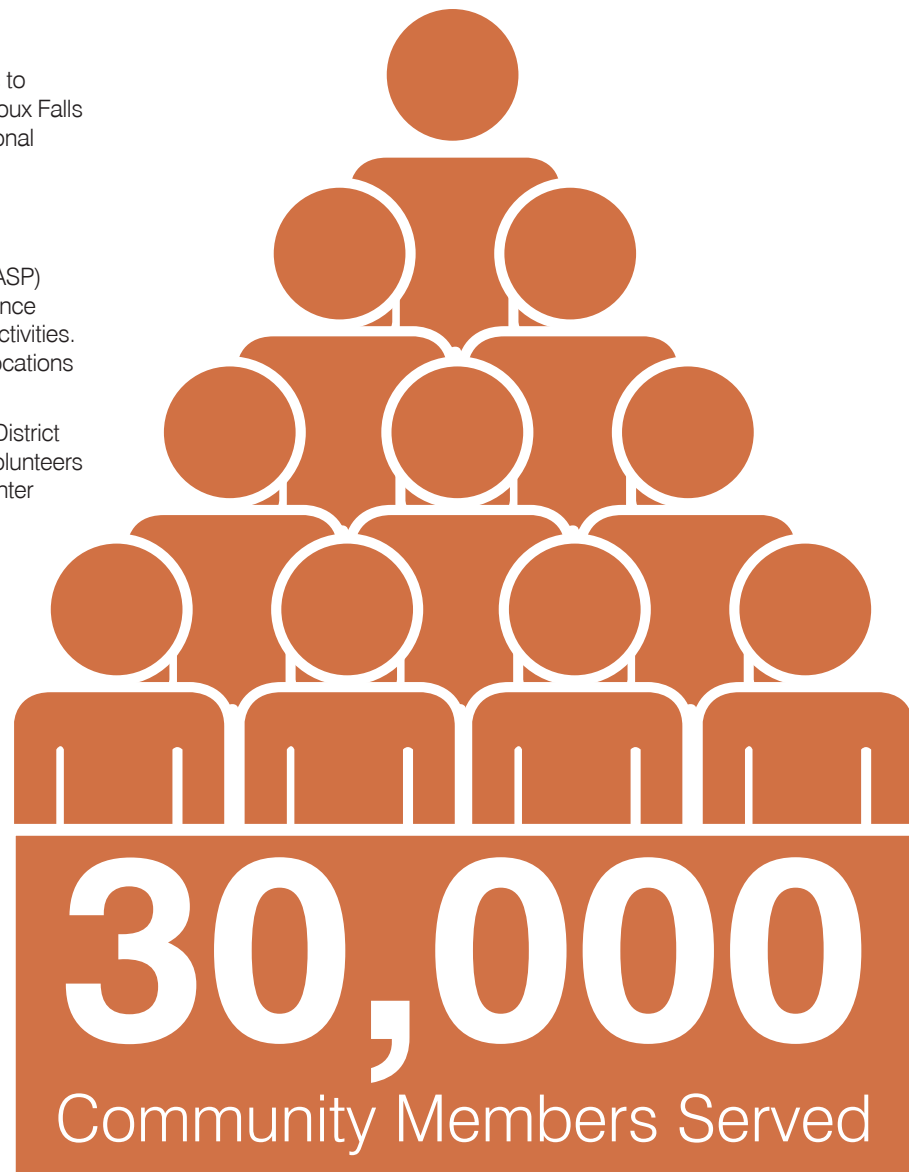
AASP partners sites for 2018-19 included: Sioux Falls School District Kids Inc. (8 elementary schools), Juvenile Detention Center, Volunteers of America-Dakotas (Dakotas Youth Center), Multi-Cultural Center (Natives Count, Froggy Reads and Native Youth programs), KidStop Program, Kidz Count Program, Ignite (formerly Youth Enrichment Services at Eastside and 14<sup>th</sup> Street locations), the Boys & Girls Club (Sneve Ave. location), Harmony South Dakota and Lutheran Social Services (Hilltop and East Side locations).

AASP is sponsored by the South Dakota Department of Education and is supported by its 21<sup>st</sup> Century Community Learning Center program. In-kind support is provided by many community partners such as ISG, Banner Associates and American Society of Civil Engineers.

**Arts and Science Classes, Workshops and More**

Education programming reached a wide cross-section of the region; over 30,000 community members participated in educational programming in 2018.

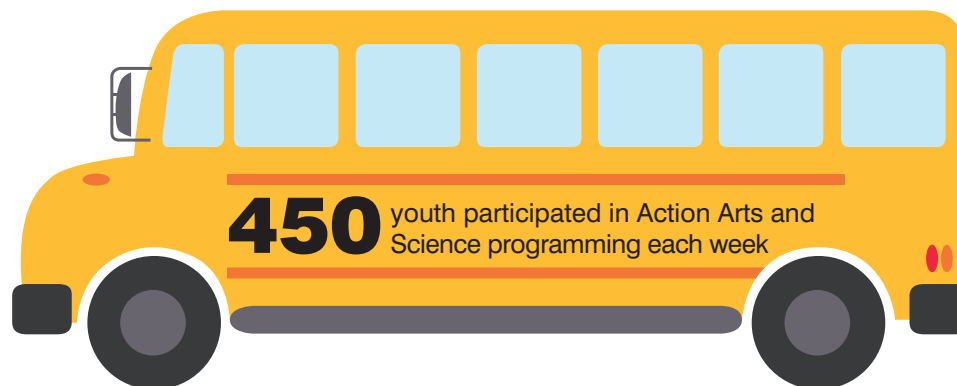
- Classes and camps were offered in the fall, spring and summer, serving 1,800 youth participants
- Classes offered through the Osher Lifelong Learning Center (OLLI) reached 400 area seniors
- Birthday parties led by Washington Pavilion staff served over 800 young guests





#### Visual Arts and Science Outreach and Education

- 160 students (K-8) participated in the 2018 Design Challenge, an engineering-focused event where creativity and the scientific process allowed participants to design and create a superhero/superhero team and a gadget or power that bettered humankind.
- 460 students from Lowell Elementary participated in specially-designed interactive labs through a partnership that brings them to the Washington Pavilion for a science curriculum-tied experience each year.
- Ag Friday, an annual event celebrated as part of National Agriculture Week, was attended by 440 3<sup>rd</sup> graders at the Washington Pavilion, who learned about South Dakota farming and agricultural science.
- 68 area students presented projects at the annual Science Fair Showcase.
- 2,500 students of all ages took part in Discovery Labs or Art Smart Labs with their school or community groups.
- The artwork of 800 students was displayed in Off the Fridge art exhibitions in the Washington Pavilion’s second floor lobby.
- The Washington Pavilion brought hands-on family activities to several community festivals including JazzFest, Juneteenth, Sioux Falls Pride, Riverfest, Women in Science and Sioux Empire Water Festival.



With a mission to provide opportunities for young people to excel in the performing arts, The Dakota Academy of Performing Arts (DAPA) Music Institute continued to offer chamber music lessons and performance opportunities for orchestra students. The DAPA Youth Theatre Institute featured an expanded season with performances of A YEAR WITH FROG AND TOAD, SINGIN' IN THE RAIN, JR., YOU'RE A GOOD MAN, CHARLIE BROWN and ANNIE JR. DAPA Youth Theatre began a new program in 2018 by offering full performance opportunities for six to nine-year-olds with WE ARE MONSTERS. Summer camp theatre opportunities included DISNEY'S MARY POPPINS JR., THE MOST EPIC BIRTHDAY PARTY EVER and SHAKESPEARE'S TWO GENTLEMEN OF VERONA as well as GREASE in partnership with Augustana University. The DAPA Plays for Living Theatre Company performed five social issue centered shows that served as outreach opportunities for schools and community centers in the Sioux Falls region.

- Over 500 young performers participated in DAPA at the Pavilion programs.
- Students from the DAPA programs brought performances to over 15,000 audience members, over 6,000 of which were area youth from school outreach performances.



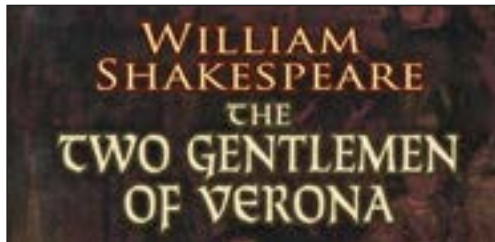
Jan. 8-Feb. 10, 2018



Mar. 22-25, 2018



May 3-6, 2018



June 22-23, 2018



June 29-30, 2018



July 20-21, 2018



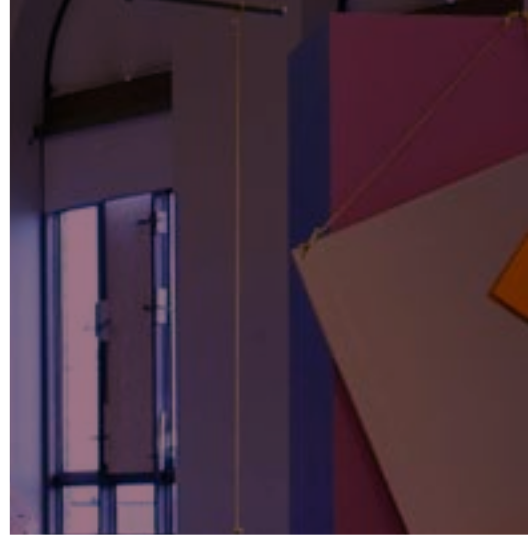
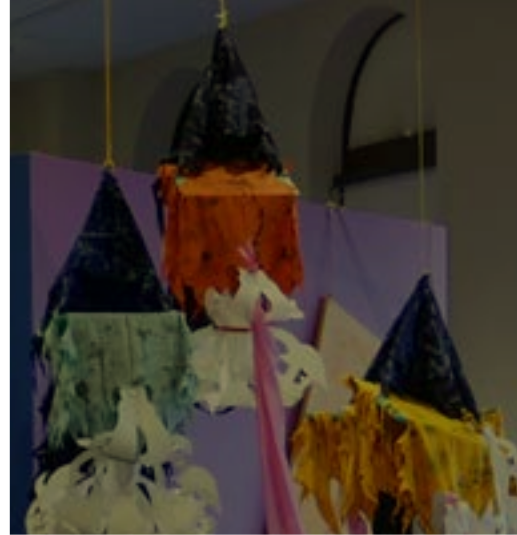
July 27-28, 2018



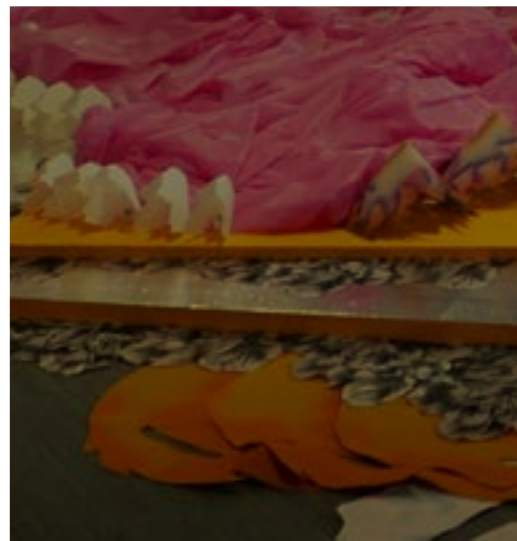
Nov. 8-11, 2018



Dec. 13-16, 2018



# Museums





It was an exciting and vibrant year for the Kirby Science Discovery Center and the Visual Arts Center. The Washington Pavilion experienced the second highest year of museum attendance in its history, only surpassed by a small margin from its opening year in 1999. The Washington Pavilion welcomed 91,317 individuals into its museum doors in 2018, an increase of 13,097 patrons from 2017.

The highlights of the year for the Kirby Science Discovery Center (KSDC) included the opening of Health Quest by Sanford on the fourth floor of the museum as well as **ZOOM INTO NANO** and **Ocean Bound!**, two successful traveling exhibitions that received extensive positive press coverage.



***The Washington Pavilion welcomed 91,317 individuals into its museum doors in 2018, an increase of 13,097 patrons from 2017.***



The Visual Arts Center (VAC) hosted 32 individual exhibitions in eight galleries. The VAC saw strong attendance at all of its artist talks and special events. Several shows that garnered positive reviews in the community included Liz Miller's expansive and colorful Everist Gallery exhibition entitled *Duplicitous Diffusion* as well as *Movers & Shakers: The Influencers of Comic Book Culture*, featuring a rare visit by current DC Comics artist Doug Mahnke.

2018 also marked the opening of the SculptureWalk Visitor Center, located on the Washington Pavilion's second floor next to the Visual Arts Center entrance. This informational area welcomes guests from all over the nation and helps them begin their walking journey to experience Downtown Sioux Falls' sculptural art.

The daily activities at the Avera Stage Science area (located on the third floor of the Kirby Science Discovery Center) as well as Storytime in the Raven Children's Studio (located inside the Visual Arts Center) engaged and enriched patrons with daily interactions and learning activities.

The Washington Pavilion has seen a focus in its growing guide and volunteer teams in both museums, especially during special events like Free First Friday and before Broadway performances. Spooky Science and Ag Day, two favorite annual events, posted strong museum attendance and hosted successful exhibitors. The Washington Pavilion was grateful to welcome many new sponsors and supporters in both of its accredited museum spaces.

A Director of Exhibits and Collections and a Director of Education and Programming collectively shared the responsibility of leading a dynamic team of committed educators and interactors for the Washington Pavilion's museums.

Below is a list of some of the larger projects and exhibitions that launched in the Kirby Science Discovery Center in 2018:



- Completed the Health Quest by Sanford exhibit, which opened to public in May
- Updated the graphics in the Avera Stage Science area
- Created Jack's Imagination Lab in partnership with South Dakota State University
- Designed and built the cardboard Ant Maze exhibit for the fourth floor

- Purchased and installed a Spinosaurus dinosaur in front of the southeast entrance to the Washington Pavilion
- Made updates to the second floor Space: An Out-of-this-World-Experience, including a new Mars diorama exhibit
- Local artist Chuck Bennis painted the South Dakota mural in the second-to-third floor stairwell
- Rebuilt The Big Piano on the fourth floor
- Designed the *Build It Big* exhibit for the fourth floor

#### WELLS FARGO CINEDOME EDUCATIONAL FILMS

Over 35,399 patrons enjoyed educational films in the Wells Fargo CineDome in 2018. Educational films regularly presented in the CineDome included:

- "Amazon Adventure"
- "Dream Big: Engineering Our World"
- "In Saturn's Rings"
- "Journey to Space"
- "The Last Reef: Cities Beneath the Sea"
- "Meerkats"
- "Mysteries of China"
- "Turtle Odyssey"
- "Wild Africa"



## VISUAL ARTS CENTER 2018 EXHIBITIONS:

<i>South Dakota Governor's 7th Biennial Art Exhibition</i> ,* Everist Gallery .....	Sept. 30, 2017-Jan. 14, 2018
Heidi Draley McFall   <i>Drawn to the Darkroom</i> , Jerstad Gallery .....	Oct. 21, 2017-Jan. 28, 2018
Connie Herring   <i>The Tiramisu Diaries</i> ,* Shultz Gallery .....	Dec. 2, 2017-Mar. 18, 2018
Donald Montileaux   <i>Transitions of Lifestyles: Drawings from Hides to Ledger Paper</i> ,* Contemporary Gallery .....	Dec. 9, 2017-Mar. 31, 2018
<i>Emerald City</i> , Entrance Gallery .....	Jan. 2, 2018-Feb., 2018
SodaJerk   <i>After the Rainbow</i> , Corner Gallery .....	Jan. 13-Apr. 15, 2018
<i>I like it. What is it?</i> , Permanent Collection Gallery .....	Jan. 20-Aug. 26, 2018
<i>Arts Night: A Ripple Effect</i> ,* Everist Gallery .....	Jan. 27-Apr. 22, 2018
<i>We Are Monsters</i> , Everist Gallery .....	Jan. 27-Apr. 29, 2018
Kimble A. Bromley   <i>A Visit to Cuba</i> ,* Jerstad Gallery .....	Feb. 3-May 13, 2018
<i>Northern Plains Tribal Art: Works from the Collection</i> , Egger Gallery .....	Feb. 17-Sept. 30, 2018
<i>Historic Fantle Trains</i> , Entrance Gallery .....	Mar. 2-31, 2018
Dana Southerland   <i>Exploration of Self</i> ,* Shultz Gallery .....	Mar. 24-June 24, 2018
Bria Shay Neff   <i>Faces of the Endangered</i> ,* Entrance Gallery .....	Apr. 5-June 10, 2018
<i>So Long, Farewell</i> , Contemporary Gallery .....	Apr. 7-July 29, 2018
Lindsay Arnold   <i>Tedium</i> ,* Corner Gallery .....	Apr. 21-Aug. 12, 2018
Liz Miller   <i>Duplicitous Diffusion</i> , Everist Gallery .....	May 12-Oct. 7, 2018
<i>Sioux Empire Art Educators Invitational</i> ,* Jerstad Gallery .....	May 19-Oct. 7, 2018
Jenny Kendler   <i>Bewilder</i> , Entrance Gallery .....	June 16-Sept. 16, 2018
Josh Rieck & Alix Kyrie   <i>The Source of the Sound</i> ,* Shultz Gallery .....	June 30-Oct. 21, 2018
Lisa Walcott   <i>Thin Air</i> ,* Contemporary Gallery .....	Aug. 4-Dec. 2, 2018
Donna Conlon & Jonathan Harker   <i>The Voice Adrift</i> , Corner Gallery .....	Aug. 18, 2018-Jan. 13, 2019
<i>The Land of Infinite Variety</i> ,* South Dakota Gallery .....	Sept. 15, 2018-Feb. 24, 2019
<i>Movers &amp; Shakers: The Influencers of Comic Book Culture</i> ,* Entrance Gallery .....	Sept. 20-Nov. 18, 2018
Roger Broer   <i>Genetic Memory</i> ,* Egger Gallery .....	Oct. 6, 2018-Feb. 3, 2019
<i>BAM! It's a Picture Book: The Art Behind Graphic Novels</i> , Jerstad Gallery .....	Oct. 13, 2018-Jan. 6, 2019
Dick Termes   <i>50 Years, 50 Spheres</i> ,* Everist Gallery .....	Oct. 20, 2018-Jan. 20, 2019
<i>The Black Arts Tarot</i> , Shultz Gallery .....	Oct. 27, 2018-Feb. 17, 2019
<i>Nostalgia: The Magic of Rankin/Bass</i> , Entrance Gallery .....	Nov. 21, 2018-Jan. 20, 2019
Dorothy Morgan   <i>Leaning on the Paint</i> ,* Contemporary Gallery .....	Dec. 8, 2018-Apr. 7, 2019

\* Indicates that artists participated in a gallery talk



VISUAL ARTS CENTER  
ACQUISITIONS

The Visual Arts Center (VAC) Collections continued to grow with the acquisition of the following artworks in 2018:

**NEW ACQUISITIONS****Permanent Collection**

- Wade Patton, *Tatanka Sakowin* | VAC purchase, partially funded by donors
- Debra Zelenak, *Tweet* | Gift of Jim and Kara Mathis

**Education Collection**

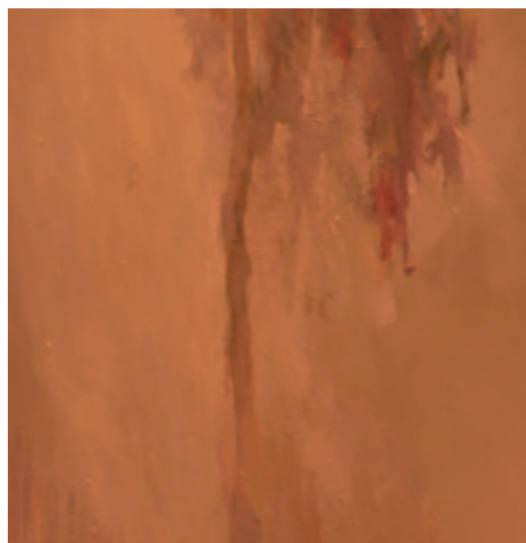
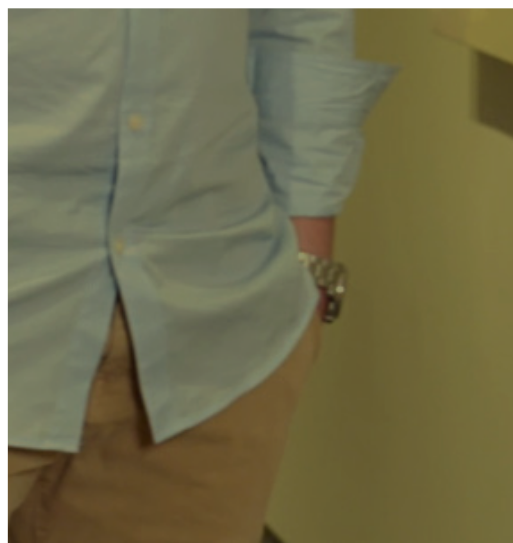
- Bria Shay Neff, *Hope for All* | VAC purchase for the Raven Children's Studio
- Bria Shay Neff, *So Change* | VAC purchase for the Raven Children's Studio







# Appendix



**WASHINGTON PAVILION MANAGEMENT, INC.**  
**STATEMENTS OF FINANCIAL POSITION (ALL FUNDS)**  
**Years Ended December 31, 2018 and 2017**

	<u>2018</u>	<u>2017</u>
<b>Assets</b>		
Current Assets		
Cash and cash equivalents	\$ 3,462,506	\$ 2,236,173
Contributions receivable, net of allowance and discount	346,002	411,161
Accounts receivable, net of allowance	256,760	185,205
Inventory	49,172	43,803
Prepaid expenses	111,717	96,322
Deposits on exhibits and guest artists	30,500	5,475
	<u>4,256,657</u>	<u>2,978,139</u>
Total current assets		
Net Property and equipment	<u>363,932</u>	<u>252,107</u>
Other Assets		
Contributions receivable, net of allowance and discount	592,096	786,030
Beneficial interest in assets held by Community Foundation	246,598	276,738
Permanent collection	1,086,285	1,075,764
	<u>1,924,979</u>	<u>2,138,532</u>
Total other assets		
<b>TOTAL ASSETS</b>	<u><u>\$ 6,545,569</u></u>	<u><u>\$ 5,368,778</u></u>
<b>Liabilities and Net Assets</b>		
Current Liabilities		
Accounts payable	\$ 174,456	\$ 229,759
Accrued expenses	411,139	331,048
Deferred revenue	2,235,637	1,650,158
	<u>2,821,232</u>	<u>2,210,965</u>
Total current liabilities		
Net Assets		
Without donor restrictions		
Undesignated	23,255	16,973
Designated by the Board - art and objects maintained by the Visual Arts Center and Kirby Science Discovery Center	1,086,285	1,075,964
Designated by the Board - special projects	44,686	44,686
Designated by the Board - operating reserve	1,165,495	541,962
	<u>2,319,721</u>	<u>1,679,585</u>
With donor restrictions	<u>1,404,616</u>	<u>1,478,228</u>
Total net assets	<u>3,724,337</u>	<u>3,157,813</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><u>\$ 6,545,569</u></u>	<u><u>\$ 5,368,778</u></u>

Due to the change in the organization's fiscal year, audited statements are not available for 12/31/18.  
 An eighteen month audit was done for the period 1/1/18 - 6/30/19 and is available upon request.

**WASHINGTON PAVILION MANAGEMENT, INC.**  
**STATEMENTS OF ACTIVITIES (ALL FUNDS)**  
**Years Ended December 31, 2018 and 2017**

	2018	2017
	<u>All Funds</u>	<u>All Funds</u>
<b>UNRESTRICTED NET ASSETS</b>		
Public support		
City of Sioux Falls	\$ 1,741,360	\$ 1,706,895
Contributions	730,566	954,889
Donated goods and services	31,076	71,476
Special events (net of direct cost of \$50,294 and \$45,554)	132,809	115,120
Government grants	159,632	142,034
Private grants	43,571	43,916
Net assets released from restrictions	<u>406,505</u>	<u>167,078</u>
Total public support	<u>3,245,519</u>	<u>3,201,408</u>
Revenue and other		
Performance ticket income	2,929,464	3,741,428
Admissions	303,055	309,552
Sale of services	552,591	490,343
Facility rental	309,894	317,972
Membership dues	223,778	208,725
Café & Retail Services (net of direct cost of \$243,648 and \$245,039)	647,793	671,361
Educational	340,923	323,841
Miscellaneous revenue	<u>5,602</u>	<u>4,073</u>
Total revenue and other	<u>5,313,100</u>	<u>6,067,295</u>
Total public support, revenue and other	<u>8,558,619</u>	<u>9,268,703</u>
Expenses		
Program services		
Visual Arts Center	530,241	566,898
Husby Performing Arts Center	3,232,941	4,048,744
Kirby Science Discovery Center	908,473	908,438
Community Engagement & Learning	644,408	683,122
Membership	77,699	66,662
Box Office and events	674,526	683,553
Café & Retail Services	557,323	534,329
General and administrative	1,042,302	1,044,336
Fundraising	<u>250,568</u>	<u>242,274</u>
Total expenses	<u>7,918,481</u>	<u>8,778,356</u>
Change in Net Assets Without Donor Restrictions	640,138	490,347
Net Assets with Donor Restrictions		
Public support		
Contributions	118,703	1,077,775
Government Grant	-	1,000
Private grants	244,415	10,500
Net assets released from restrictions	<u>(406,590)</u>	<u>(167,078)</u>
Revenue and other		
Change in unrealized (losses) gains on investments	<u>(30,140)</u>	<u>25,636</u>
Change in Net Assets with Donor Restrictions	<u>(73,612)</u>	<u>947,833</u>
Change in Total Net Assets	566,526	1,438,180
NET ASSETS, BEGINNING OF YEAR	<u>3,157,813</u>	<u>1,719,633</u>
NET ASSETS, END OF YEAR	<u>\$ 3,724,337</u>	<u>\$ 3,157,813</u>

Corporate sponsors, individual donors, granting organizations and volunteers collectively added tremendous value to the Washington Pavilion and made the growth and development of its offerings possible. To all of those who gave of their time, talents, resources and made 2018 a successful year - we thank you!

#### VOLUNTEERS

- Number of active volunteers: 267 (active volunteers serve at least once per calendar year)
- Number of hours of recorded volunteer service: Approximately 16,111 hours
- Number of new active volunteers in 2018: 55

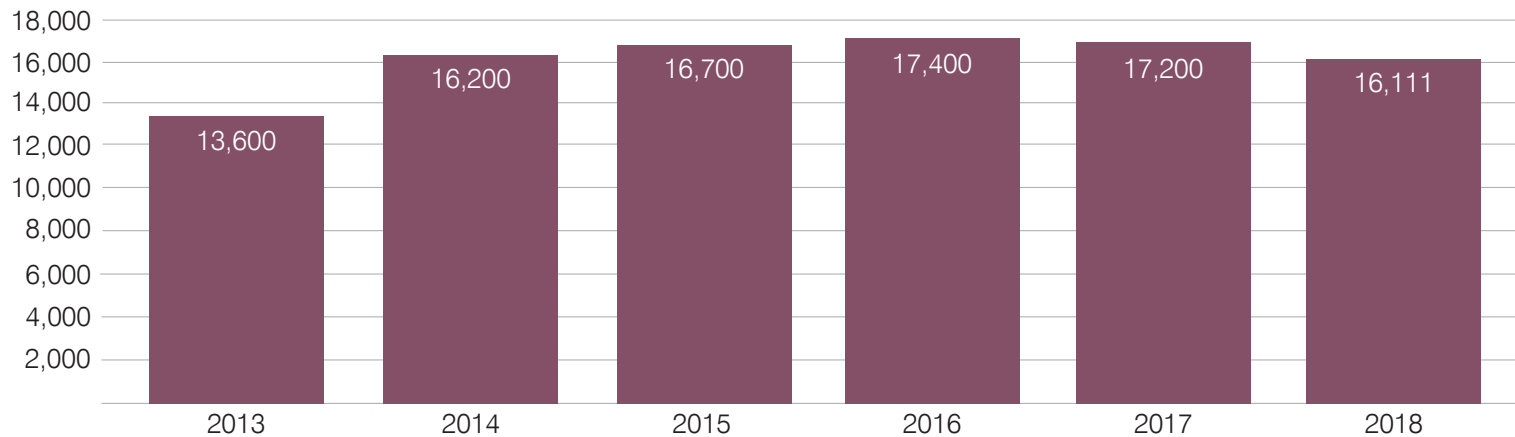
#### MEMBERSHIP DATA

- 2018: 4,066 memberships

“Donors don't give to institutions. They invest in ideas and people in whom they believe ...”

—G.T. Smith

Number of Hours of Recorded Volunteer Service





**GRANT REPORT**

The Washington Pavilion receives grant funding annually to support its staff and programming. The Washington Pavilion is grateful for the generosity of a variety of granting organizations and foundations that allowed us to grow and develop our offerings in 2018. In particular, the Washington Pavilion would like to highlight the following gifts:

- Substantial grants from the South Dakota Department of Education, the David B. Jones Foundation and the South Dakota Arts Council were pivotal in the continuation and development of the Action Arts and Science Program, building-wide paleontology education and organizational support for the performing and visual arts at the Washington Pavilion, respectively.
- Contributions from US Bank, The Boston Foundation, Walmart and The Women’s Alliance through the Sioux Falls Area Community Foundation increased accessibility by providing scholarships for area youth to participate in a variety of educational programming including: camps, classes, preschool and Dakota Academy of Performing Arts (DAPA) music and theatre offerings. Additional educational outreach programs, collaborative partnerships with area schools and building-wide educational events were made possible thanks to the generous support of Wells Fargo, the BNSF Foundation, Midco, the Hull Family through the Sioux Falls Area Community Foundation and the Farm Credit Services of America.
- An award from the South Dakota Community Foundation was instrumental in creating the Washington Pavilion’s building-wide communication center, which serves to increase awareness of Washington Pavilion offerings and improve the overall patron experience.
- Support from the Xcel Energy Foundation and the Association of South Dakota Museums enriched the programming and collection efforts of the Visual Arts Center and awards from Arts Midwest and the South Dakota Humanities Council enhanced the Washington Pavilion’s performing arts offerings.
- The Sercl Family through the Sioux Falls Area Community Foundation, the Broadway League, Giving Hope, Inc. and the Sioux Falls Morning Optimists provided generous funding for DAPA theatre programs.

- Additional support from Wells Fargo, Verizon, the Association of Science-Technology Centers and the National Informal STEM Education Network allowed for continued and improved programming in the Wells Fargo CineDome, the newly-installed Jack’s Imagination Lab and Kirby Science Discovery Center programming, respectively.

**WASHINGTON PAVILION DONATIONS TO OTHER ORGANIZATIONS**

- In-Kind: \$19,183
- Museum Vouchers: 1,063 passes, valued at \$14,882
- 118 performance tickets and 4 dinners valued at approximately \$6,578
- Knudson Open Door Fund: \$2,829



*The Washington Pavilion is profoundly grateful for the generosity of donors who make it possible to inspire young and old with outstanding arts and science programming. With sincere gratitude we acknowledge the individual, family, corporate and foundation donors who have made contributions for all purposes during 2018.*

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## INSPIRE

educate entertain  
enrich inclusive

## DISCOVERY

explore **art** science  
experience

**OPPORTUNITY** activities  
engage classes outreach

## PERFORMANCE

professional development

## COMMUNITY

encourage **programming**  
growth interactive labs music informational

**INTERACTION** educator

## IMAGINATION

volunteerism **donors** development support creativity

Under the leadership of Larry Toll, former CEO and Co-President, the Washington Pavilion successfully raised \$500,000 for the Arts Endowment Challenge. The challenge was created by the Sioux Falls Area Community Foundation in spring 2015 to encourage local arts organizations to raise funds which would be matched up to \$1 million.

Thanks to these generous community members, the Washington Pavilion will continue to bring performing arts science and visual art to the community, regardless of the financial environment.

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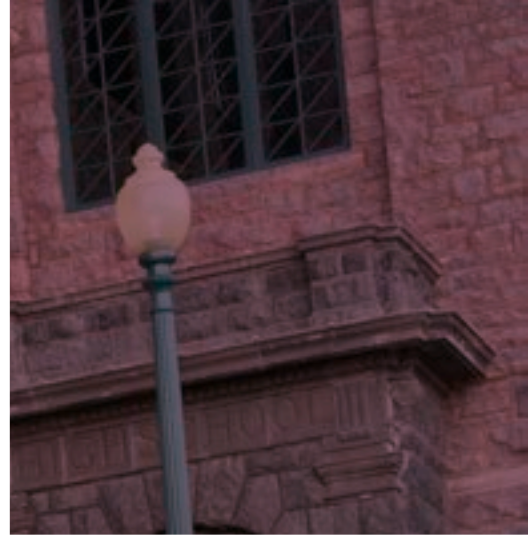
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