The Washington Pavilion
2018 Annual Report
# TABLE OF CONTENTS

**ABOUT THE WASHINGTON PAVILION**  3  
Who We Are and What We Do  4-6  
2018 Board Members  7  
Message from the President & CEO  8  

**PERFORMANCES**  9  
Husby Performing Arts Center  10-11  

**EDUCATION**  12  
Community Learning Center  13-14  
Dakota Academy of Performing Arts  15  

**MUSEUMS**  16  
Kirby Science Discovery Center and Visual Arts Center  17-18  
Visual Arts Center Exhibitions  19  
Visual Arts Center Acquisitions  20  

**APPENDIX**  21  
Financial Highlights  22-23  
Fundraising and Volunteers  24-25  
Donors  26-36
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 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 exhibitions 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 Leonardo’s Café.

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 exhibitions 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 Leonardo’s Café.

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
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)
Members:
Steve Erpenbach
Jeff Gednalske
Liz Gullickson
Angie Haft
Brian Jans
Beth Jensen
Jennifer Kirby
Kim Patrick
Steve Sanford
James Sturdevant
Bill Townsend
Tom Wadsworth
Mayoral Appointees:
Rich Garry
Brad Heegel
Dave Knudson
Ex Officios:
Rory Kelly
Jason Lemke
Michèle Weber
Non-Voting Committee Liaisons:
Julie Ashworth (CLC)
Jenni White (CLC)

Husby Performing Arts Center (HPAC) Advisory Board
Rory Kelly (Chair)
Mary Garry (Vice Chair)
John Beranek
Mike Connor
Kristin Cooke
Arnold Garson
Jami Gates
Kristi Geisler Holm
Amy Lauck
Carol McGinnis
Gene McGowan
James Payer II
Nicole Plesec
Kristen Townsend
Eric Weisser

Visual Arts Center (VAC) Advisory Board
Michele Weber (Chair)
Allison Crawford
Claudia Dail
Betty Franklin
Jeff Holcomb
Chase Kramer
Jim Mathis
Rob Nelson
Jack Paladin
Lindsay Twa

Executive Finance Committee
Jim Mathis (Chair)
Mary Garry (HPAC)
Jason Herrboldt
Jeff Holcomb (VAC)
Tom Huber
Jeff Hurley (BOT)
Joni Johnson (KSDC)
Shawn Pritchett
Lon Stroschein
Tracy Turbak
Julie Ward (BOT)

Community Learning Center (CLC) Committee
Julie Ashworth (Chair)
Kristy Jackson (KSDC)
Vaney Hariri
Ed Harvey
Amy Kimber
Chase Kramer (VAC)
Susan McAdaragh
Liz McMillan
Jennifer White

Kirby Science Discovery Center (KSDC) Advisory Board
Jason Lemke (Chair)
Kristy Jackson
Joni Johnson
Micki Lundin
Rich Naser
Robert Pyatt
June Thorndesgard
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.
The Washington Pavilion has several performing arts cultural partners:

**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

**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**
- 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 14th 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 21st 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
Community Learning Center

Graham Academy Preschool

The Graham Academy Preschool program provides for the “whole child” by encouraging exploration and problem-solving skills, creativity, social and emotional growth coupled with the opportunity to interact with Kirby Science Discovery Center exhibits, Visual Arts Center exhibitions and Husby Performing Arts Center programming. Seventy-two students attended the Graham Academy Preschool in 2018.

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 3rd 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 Dacota 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.
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 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”
EXHIBITIONS

VISUAL ARTS CENTER 2018 EXHIBITIONS:

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

* Indicates that artists participated in a gallery talk
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

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$3,462,506</td>
<td>$2,236,173</td>
</tr>
<tr>
<td>Contributions receivable, net of allowance and discount</td>
<td>346,002</td>
<td>411,161</td>
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<tr>
<td>Accounts receivable, net of allowance</td>
<td>256,760</td>
<td>185,205</td>
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<tr>
<td>Inventory</td>
<td>49,172</td>
<td>43,803</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>111,717</td>
<td>96,322</td>
</tr>
<tr>
<td>Deposits on exhibits and guest artists</td>
<td>30,500</td>
<td>5,475</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>$4,256,657</td>
<td>$2,978,139</td>
</tr>
<tr>
<td><strong>Net Property and equipment</strong></td>
<td>$363,932</td>
<td>$252,107</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions receivable, net of allowance and discount</td>
<td>592,096</td>
<td>786,030</td>
</tr>
<tr>
<td>Beneficial interest in assets held by Community Foundation</td>
<td>246,598</td>
<td>276,738</td>
</tr>
<tr>
<td>Permanent collection</td>
<td>1,086,285</td>
<td>1,075,764</td>
</tr>
<tr>
<td><strong>Total other assets</strong></td>
<td>$1,924,979</td>
<td>$2,138,532</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$6,545,569</td>
<td>$5,368,778</td>
</tr>
</tbody>
</table>

| **Liabilities and Net Assets** |                  |                  |
| **Current Liabilities**       |                  |                  |
| Accounts payable | $174,456   | $229,759         |
| Accrued expenses | 411,139   | 331,048         |
| Deferred revenue | 2,235,637 | 1,650,158       |
| **Total current liabilities** | $2,821,232   | $2,210,965      |
| **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 |
| **Total net assets**          | $2,319,721      | $1,679,585      |
| With donor restrictions       |                  |                  |
| **Total net assets**          | $1,404,616      | $1,478,228      |

| **TOTAL LIABILITIES AND NET ASSETS** | $6,545,569 | $5,368,778 |

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.
## FINANCIAL HIGHLIGHTS

### WASHINGTON PAVILION MANAGEMENT, INC.

#### STATEMENTS OF ACTIVITIES (ALL FUNDS)

**Years Ended December 31, 2018 and 2017**

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>All Funds</td>
<td>All Funds</td>
</tr>
</tbody>
</table>

### UNRESTRICTED NET ASSETS

#### 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 406,505 167,078

**Total public support** 3,245,519 3,201,408

#### 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 5,602 4,073

**Total revenue and other** 5,313,100 6,067,295

**Total public support, revenue and other** 8,558,619 9,268,703

### 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 250,568 242,274

**Total expenses** 7,918,481 8,778,356

#### Change in Net Assets Without Donor Restrictions

- Change in unrealized (losses) gains on investments (30,140) 25,636

**Change in Total Net Assets** 566,526 1,438,180

### 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 (406,590) (167,078)

**Revenue and other** (30,140) 25,636

**Change in Net Assets with Donor Restrictions** (73,612) 947,833

### Change in Total Net Assets

- 566,526 1,438,180

### NET ASSETS, BEGINNING OF YEAR

- 3,157,813 1,719,633

### NET ASSETS, END OF YEAR

- $3,724,337 $3,157,813
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

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Donors don’t give to institutions. They invest in ideas and people in whom they believe …

– G.T. Smith

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**Number of Hours of Recorded Volunteer Service**

<table>
<thead>
<tr>
<th>Year</th>
<th>Hours</th>
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<tr>
<td>2013</td>
<td>13,600</td>
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<td>2014</td>
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<td>16,700</td>
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<td>17,200</td>
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<tr>
<td>2018</td>
<td>16,111</td>
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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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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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