The mission of the Washington Pavilion of Arts and Science is to educate, entertain, inspire and to enrich community by making arts and science part of our lives.
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2013 was a year of growth, transition, and transformation for the Washington Pavilion. The mission of the Washington Pavilion, a not-for-profit organization located in Sioux Falls, South Dakota, is to educate, entertain, inspire, and enrich the community by making arts and science part of our lives. In 2013, this mission was fulfilled in many different ways.

For example, the Action Arts and Science Program, which provides art and science classes for at-risk youth and under-served populations, expanded to twenty sites. As well, the Washington Pavilion welcomed thousands of visitors into the colorful, bright, whimsical, and often wacky world of one of history’s most treasured authors: Theodor Seuss Geisel, also known as Dr. Seuss. For three months, the Washington Pavilion was transformed into “Seuss Falls,” with Dr. Seuss’s artwork, sculptures, and artifacts located throughout the Visual Arts Center and Kirby Science Discovery Center. In addition to seeing Dr. Seuss’s unique advertising works and poetry, visitors caught a glimpse of the creative wizard’s illustrations, World War II cartoons, magazine covers from the 1920s and 1930s, Unorthodox Taxidermy, and Secret Art. In all, Seuss Falls: Discovering the Art and Science of Dr. Seuss was a wonderful exhibition that engaged audiences of all ages, bringing families from both Sioux Falls and beyond into our community.

In September 2013, the Washington Pavilion further solidified its reputation as an outstanding location for Broadway productions to tech their performances when the London-based show War Horse brought performers and puppets to the Mary W. Sommervold Hall. This was the second time the Washington Pavilion was chosen by a production company as the place where it would put together its national tour. The first time occurred in November 2011, when Irving Berlin’s White Christmas brought its crew of fifty people to the Washington Pavilion for an extended stay in Sioux Falls. In both instances, the stagehands’ income, combined with revenue from food, lodging, ticket sales, and more, created tremendous positive economic impact for Sioux Falls.

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 a net increase in assets of $165,000. As noted in the Chairman’s message, the Board of Trustees voted to transfer $100,000 of this fund into a newly created Board Designated Reserve Fund. Of the $165,000 fifty-six percent was attributable to earned income, and twenty-one percent was gained from private contributions.

A growing list of donors has provided outstanding financial support and commitment to our mission. Generous grants enable us to reach out to our community in innovative new ways. In 2013, almost three hundred volunteers provided necessary manpower for enhanced visitor services. 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. If the past is any indicator of the future, what lies ahead in 2014 is continued growth and success. Great things have continued—and will continue—to happen at your Washington Pavilion.

Larry Toll  
Co-President

Scott Petersen  
Co-President
Another robust year at the Washington Pavilion has come to a close. As we take the time to review 2013, the Board of Trustees of the Washington Pavilion is proud to say that the organization has continued to successfully fulfill its mission of educating, entertaining, inspiring, and enriching the community by making arts and science part of our lives. This year, the Washington Pavilion took several steps toward becoming an even better gathering place for the people of Sioux Falls.

As an important part of the local tourism and entertainment industry, the Washington Pavilion acts as an economic driver to Sioux Falls and the surrounding region. By providing services that create jobs, generating both local and state tax revenue, and serving as a key player in the Sioux Falls tourism scene, the Washington Pavilion is ever mindful of the influence we have on the financial environment around us. For example, the economic impact of the production War Horse, which began its national tour at the Washington Pavilion this September, was significant, generating revenue of over $300,000.

In 2013, the Washington Pavilion made great strides in achieving financial security, exceeding budgeted goals for earned income and maintaining a healthy balance of earned income and contributed income. The Washington Pavilion’s operating fund concluded the year with a net increase in assets of $165,000. The Board of Trustees voted to transfer $100,000 of this fund into a newly created Board Designated Reserve Fund. Our plan is to grow the balance in this fund so that we have finances available for new programs as well as for risk abatement.

Another major change in 2013 was the implementation of a new management structure for the Washington Pavilion. The Board of Trustees found that the current structure, in which leadership was provided by an individual who possessed broad business acumen and embraced his position as an encore career, was indeed the model for the future. However, in order to add even more business talent and to provide leadership continuity for the Washington Pavilion, we have decided to adopt a co-presidency leadership model.

Thus, the Board of Trustees has brought in Scott Petersen, former chairman and chief executive officer of LodgeNet, to join Larry Toll in the leadership of the Washington Pavilion. On September 1, 2013, Scott’s tenure officially began, as did the Washington Pavilion’s transition to the new co-presidency model. Because of Larry and Scott’s complementary talents and proven track records, the Board of Trustees looks forward to a highly successful future for both them and the Washington Pavilion.

In 2013, the Washington Pavilion offered something for everyone, from the musical comedy The Addams Family to The Royal Winnipeg Ballet: Moulin Rouge. Throughout the year, education, fine arts, interactive science, private events, and a host of other activities filled the Washington Pavilion’s halls. On behalf of the Board of Trustees and all those whose passion is the Washington Pavilion, sincerely hope you had a great time with us in 2013. We certainly look forward to seeing you in 2014 as we embark on new performances, new exhibitions, and new ways to reach out to the community.

Richard Van Demark
Chair, Board of Trustees
Washington Pavilion Management, Inc.
The world class Husby Performing Arts Center, HPAC, features the Mary W. Sommervold Hall, 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 performances including: Broadway musicals, cutting-edge dance and talented musicians. In addition, the Washington Pavilion presents numerous Exclusive Extra 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 Pavilion to showcase all that the arts have to offer.

2013 was a landmark year for HPAC. It presented three performances of **Billy Elliot**, which was on its first national tour, a feat usually held for venues that only present week-long engagements. In addition, **Kevin Spencer**, widely considered to be the leading authority on the therapeutic use of magic, was in town for a week, providing outreach to twelve local schools and hospitals. Spencer taught his tricks to over 250 occupational therapy clients and performed his **Theatre of Illusion** show to end the week.

HPAC also branched out to the Christian music community, presenting both **Amy Grant** and **Mercy Me** to overwhelmingly large audiences. Reality shows were also quite popular for HPAC in 2013, with **SPANK!** and **The Cake Boss** bringing in hundreds of new patrons to the Mary W. Sommervold Hall.

**War Horse** kicked off HPAC's 2013-2014 season in September with ten days of technical preparations. Over fifty traveling cast and crew members enjoyed downtown Sioux Falls before launching their national tour in Detroit.

Our regional promoters continued to bring in famous entertainers: **Phillip Phillips, Celtic Woman, The Bob and Tom Show, Brian Reagan**, and **Tracy Morgan**, just to name a few.

The 2013/2014 Performance Series had a record number of subscribers! The number of subscribers was up 38% generating an additional $141,000.
DID YOU KNOW?
The Washington Pavilion’s Community Learning Center (CLC) strives to provide outstanding educational opportunities for people in Sioux Falls and the surrounding area through outreach, classes, professional development, and special events.

CLC programming reaches a wide cross-section of our community. Over 31,000 community members participated in CLC programming in 2013 (20,000 of whom were reached outside of the Pavilion’s walls through outreach), helping make the Pavilion truly “Yours, Mine, and Ours.”

Action Arts and Science Program and Community Outreach
The Action Arts and Science Program (AASP) provides weekly hands-on art and science classes for at-risk youth in the region at no cost to them. In 2013, AASP was able to extend the Pavilion’s outreach to twenty after-school programs, bringing its resources to kids throughout the entire community. AASP provided weekly outreach opportunities to students at the Multicultural Center, the Juvenile Detention Center, the Bowden Youth Center, the YMCA After-School Program (at three middle schools), ten Kids’ Inc. sites at local elementary schools, and the VOA Youth Chemical Dependency Unit. Other outreach efforts included participation at community events such as the Sioux Empire Water Festival, Latino American Festival JazzFest, and Sanford Research Career Days.

• 612 youth participated in AASP programming each week.
• 5,500 youth and parents participated in Pavilion activities at community festivals.

Arts and Science Classes, Workshops and More
• Classes and camps were offered in the fall, spring, and summer, serving over 1,900 youth participants.
• Classes offered through the Osher Lifelong Learning Center (OLLI) reached 248 area seniors.
• 385 adult learners participated in Wine on the Wheel and Uncorked Canvases art courses.

• 743 children partook in seventy youth birthday parties.

The Dakota Academy of Performing Arts (DAPA) at the Washington Pavilion
The Dakota Academy of Performing Arts (DAPA) operates with the mission of providing opportunities for young people to excel in the performing arts. The DAPA Music Institute offered a school year and summer Chamber Music Program, a joint music summer camp with the South Dakota Symphony Youth Orchestra, and a new strings education partnership with Sioux Falls Catholic Schools. The DAPA Youth Theatre Institute featured performances of The Little Mermaid, Jr., James and the Giant Peach, and A Midsummer Night’s Dream, as well as five plays from the Plays for Living Theatre Company.

• 282 young performers participated in DAPA programs at the Pavilion.
• Students from the DAPA program brought performances to over 10,000 audience members (over 7,500 of whom were area youth in school outreach).
The Graham Academy Preschool at the Washington Pavilion

The Graham Academy Preschool provides for the “whole child” by encouraging exploration, problem-solving, creativity, and social and emotional growth. The Graham Academy offers students the opportunity to interact with Kirby Science Discovery Center (KSDC) exhibits, Visual Arts Center (VAC) exhibitions, and HPAC programming.

- 46 students attended the Graham Academy Preschool in the 2013-2014 school year.

Internship Program and Teacher Professional Development

- 16 interns were placed at the Pavilion in 2013, providing over 3,000 hours of service to the Pavilion.
- The Pavilion reached 200 in-practice teachers and education majors through Pavilion-led professional development workshops and conferences.
  - In 2013, the Pavilion served as a key partner in the region’s annual STEMwise Conference, reaching administrators and teachers from North and South Dakota.
  - In 2013, the CLC started a Teacher’s Circle, bringing in highly effective teachers to help guide educational programming at the Pavilion.

Performing Arts Opportunities and Outreach

Through Performance Insights, outreach events, and master classes with professional performers appearing on the Mary W. Sommervold Hall stage, the CLC strives to provide high-quality performing arts education to participants of all ages and experience levels.

- 190 community members participated in master classes, artist outreach events, and workshops with the companies of TU Dance and War Horse.
- 660 audience members attended Performance Insights pre-performance discussions.
- In a special new program, 114 fifth-grade students from Lowell and Longfellow Elementary participated in etiquette lessons, a formal dinner, and a viewing of Seussical: The Musical at the Pavilion.

Science Outreach and Education

- 100 students (third through ninth grade) participated in the Design Challenge, using creativity and the scientific process to create Truffula Tree planters.
- 458 students from Lowell Elementary participated in specially designed interactive workshops through a partnership that allows each Lowell students to come to the Pavilion for a curriculum-related experience every year.
- 100 area students presented projects at the annual Science Fair Showcase.

Visual Arts Outreach and Education

- 521 students’ artwork was displayed at and over 1,000 students and families attended Off the Fridge receptions.
- 500 students of all ages took part in Art Smart Studios with their school and community groups.
- 266 people participated in the Sunday Open Clay Studio program at the VAC.
- 300 families participated in the free Story Time program in the VAC Children’s Studio.
- 50 local artists participated in Knit the Pavil-Yarn, resulting in a yarn-bombing installation on the exterior of the building.
- The Pavilion-On-the-Go program brought specialized visual arts instruction and professional development to the third-grade classrooms of Montrose, Dell Rapids, and Irene-Wakonda.
- Over 680 students submitted either visual art or poetry for the VAC’s Dr. Seuss Art and Poetry Contest.
- 256 people attended one of eight special Dr. Seuss speaker events in association with the Seuss Falls exhibition.
DID YOU KNOW?

The Kirby Science Discovery Center is the region’s foremost hands-on science experience, featuring over 100 interactive, permanent exhibits, nearly 20,000 square feet of exhibition space and the Wells Fargo CineDome.

Attendance
- Over 90,000 people visited the KSDC and Wells Fargo CineDome in 2013.
- 8,900 patrons participated in the Free First Friday program, which offers free evening admission to the KSDC on the first Friday of every month.
- 78% of those who visited the KSDC were South Dakota residents. The remaining patrons visited from forty-eight states in the United States as well as from various foreign countries.
- Thousands of additional students and families were exposed to science programming through the Pavilion’s participation in offsite festivals, workshops, and demonstrations, including Women in Science events, the Sioux Empire Water Festival, Sanford Research Career Days, JazzFest, Girl and Boy Scout events, and the first-annual It’s All About Science Festival.

Exhibits
- A traveling exhibition from The Mammoth Site in Hot Springs, SD, was on display from July 12 to October 9, 2013. It featured Ice Age treasures, including a house made of bones and replicas of mammoth tusks.
- The traveling exhibition A T. rex Named Sue was on loan from The Field Museum in Chicago, IL, and was displayed in the KSDC from September 21, 2013, to January 5, 2014. 20,199 visitors attended the KSDC during the exhibition’s run. The trained Pavilion staff shared Sue’s story with patrons through programming that included daily dinosaur and paleontology demonstrations, Girl and Boy Scout events, an OLLI event, CLC workshops, and daily showings of Waking the T. rex: The Story of Sue in the Wells Fargo CineDome.

Wells Fargo CineDome:
- Newly installed in October 2012, the Wells Fargo CineDome’s digital projection system provides incredible high definition technology, opening the doors to new educational titles as well as Hollywood feature films. With a state-of-the-art 4K single image projector, the Pavilion entered a new era of cinema in not only Sioux Falls, SD but also the world. This new system is more energy- and resource-efficient than the previous film-based system.
- Over 40,000 patrons viewed mission films in the Wells Fargo CineDome in 2013.
- Hollywood film titles were scheduled daily at 1:45 p.m. and after museum hours Thursday through Sunday evenings. Twenty-eight titles were shown in 2013, totaling an attendance of over 9,000.

Programming and Special Events
The KSDC organized the following special events:
- **Girls in STEM**: This initiative completed its second academic year in May 2013. The weekly after-school outreach program engaged girls in science, technology, engineering, and math (STEM) topics.
- **Engineering Week**: The KSDC partnered with South Dakota Engineering Society for the second year to celebrate Engineering Week and to engage patrons in learning about engineering careers and opportunities during February’s Free First Friday event.
- **Design Challenge 2013**: Eco-matic Truffula Tree Planter!: Twenty participants registered to compete in this annual event hosted in partnership with the CLC. 44 projects were registered to compete in the event hosted by the Community Learning Center and Kirby Science Discovery Center. Winners from area schools were invited to participate.
- **Science Fair Showcase**: Forty-four projects were registered to compete in this event hosted by the CLC and KSDC. Winners from area schools were invited to participate.
- **Spooky Science: Time Machine**: Nearly 1,200 visitors participated in this annual two-day, themed event. Revenue and admissions ranked the third highest since the event began in 1999. For the first time, the schedule was extended through Friday night and an all-day Saturday event.
The Visual Arts Center (VAC) brings fine art in a variety of mediums to children and adults through exhibitions, educational efforts, collections, and special events. It features seven galleries and more than 11,000 square feet of exhibition space.

Attendance and Exhibitions
• More than 45,000 visitors were welcomed to the VAC in 2013.
• 12 exhibitions were hosted by the VAC. Artists who participated in these exhibitions ranged from locally known to internationally renowned.
• The annual Blockbuster Exhibition Series continued with the international traveling exhibition Seuss Falls: Discovering the Art and Science of Dr. Seuss.

New Gallery and Native Art Acquisition
The VAC acquired the Northern Plains Tribal Art Collection, now the Augustana Tribal Art Collection, thanks to a generous gift given to ensure the successful purchase of the collection. In January 2013, the IRS held a public auction, and Pavilion leadership, along with volunteers, raised more than $45,000 to purchase the sixteen-piece collection. With the remaining funds, a new gallery, was created to transform the existing Egger Library. The Egger Gallery now displays the Augustana Tribal Art Collection as well as regional and national tribal art.

Programming and Special Events
Arts Night 2013, the region’s premier live art auction and gala, was held on May 4, 2013. The event raised more than $130,000 through sponsorship, auction and ticket sales, and the generous support of the Arts Night Sustainers group. A record 91 works of art from regional artists were showcased. The live auction raised an all-time record of over $60,000. Funds from this special event support mission-related causes in the VAC.

The Sidewalk Arts Festival, the region’s largest one-day arts festival, hosted more than 250 fine art and craft vendors and food booths, taking over the streets of downtown Sioux Falls. This event is run through the VAC and recently celebrated its fiftieth year of operation. The event raises awareness for the visual arts and sees more than 50,000 visitors annually, which directly benefits the economic development of the City of Sioux Falls. In 2013, the Sidewalk Arts Festival raised more than $70,000 for the VAC. Studio 301 celebrated it’s fourth year. This one-day event is an art-making extravaganza. Forty-four artists created a work of art in one day, from 10 a.m. to 6 p.m., educating, entertaining, and engaging audiences of more than 1,000 people. The event generated nearly $7,000.
Films, Exhibits & Acquisitions

Wells Fargo CineDome

Mission films:
- The Last Reef
- The Light Before Christmas
- Titans of the Ice Age
- Tornado Alley
- Waking the T. rex: The Story of Sue

Kirby Science Discovery Center

Exhibitions:

Visual Arts Center

Exhibitions:
South Dakota Governor’s 5th Biennial Art Exhibition ........................................ Feb 15 – Jun 9, 2013
Arts Night 2013 ..................................................................................................... Mar 1 – May 1, 2013
Eden Revisited: Glass Sculpture by Kathleen Elliot ............................................ Jun 1 – Aug 25, 2013
Celebrating Robert L. Penn ............................................................................... Jul 12 – Oct 6, 2013
Trying to Get a Sense of Scale: Works by Tim Lowly ........................................ Sept 6, 2013 – Jan 26, 2014

New Acquisitions
In 2013, the VAC acquired 125 new works of art, with a total value of more than $330,000. The bulk of the new acquisitions came from artists Mark McGinnis and Jeff Freeman. The Pavilion is grateful to these artists for recognizing the VAC as a leader in the museum field and as a collecting institution. Their generous contributions have added to an already strong collection of contemporary regional works.
Fundraising

DID YOU KNOW?

Relationships play an integral role in all that we do in the Washington Pavilion. We are committed to improving old relationships and building new ones. We cannot express our thanks enough, to all the individuals and organizations that helped to make 2013 such a successful year.

Volunteers:
• Volunteers continue to be generous in giving their time and talents to the Pavilion. In total, our dedicated volunteers donated 13,600 hours of service in 2013. This priceless contribution is comparable to nearly 5 full-time staff.
• The Pavilion is fortunate to have almost 300 volunteers who volunteer regularly as Lobby Greeters, Visual Arts Center Docents, Kirby Science Discovery Center Floor Assistants, Husby Performing Arts Center Ushers, and Dakota Academy of Performing Arts Center and Community Learning Center Assistants.

It is with the assistance of our volunteers that we are able to provide the depth and variety of programming within our community that we do every day. Thank you, each and every one of you, for all that you do.

Membership Data
• 2012: 3,274 memberships
• 2013: 3,326 memberships

Grant Report The Washington Pavilion is very appreciative of all the grant funding made available during 2013. We offer special recognition to the following grantors for their invaluable contribution to the institution and to our community.

South Dakota Department of Education: Through a 21st Century Community Learning Center Program Grant, the CLC was able to fund our Action Arts and Science Program and expand its reach to 20 locations.

South Dakota Arts Council: Continued support ensured that all patrons had access to high quality visual and performing arts programming throughout the year.

The David B. Jones Foundation: The exhibit “A T. rex Named Sue” was created by The Field Museum, Chicago, and made possible through the generosity of The David B. Jones Foundations. Sue, a cast of the most complete Tyrannosaurus rex ever discovered at 42 feet long and 12 feet high at the hips, is the centerpiece of this traveling exhibition. As well, The David B. Jones Foundations sponsored the Mammoth Site Exhibition which further educated our patrons on prehistoric life.

Sioux Falls Area Community Foundation: Enhanced the patron experience at the Pavilion by providing funds to purchase tickets for Veterans to attend Warhorse. They also provided funds towards bringing Seuss Falls: Discovering the Art and Science of Dr. Seuss to the Washington Pavilion and piloting the Dakota Academy Play for Living Devon’s Hurt.

Arts Midwest: Support provided Sioux Falls area youth with the opportunity to interact and learn from professional performing artists. Outreach opportunities were held for youth and adults in partnership with the Multicultural Center.
A special thanks to all of the Washington Pavilion’s generous supporters, donors and patrons. Your support has helped the Washington Pavilion experience continued success in our work to educate, entertain, inspire and to enrich our community. Our promise is to continue this world class programming well into the future.

**Corporate/Foundation**

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- South Dakota Department of Education
- The David B. Jones Foundation

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- McRick, Inc.
- Midcontinent Foundation
- New York Life Foundation
- P & M Steel
- Pomegranate Market
- SD Beekeepers Association
- Sioux Valley Energy
- Target
- Utah Society for Environmental Education

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- South Dakota Farm Bureau
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- Waste Management of Sioux Falls

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- Stockwell Engineers, Inc.
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- SMC Corp. Schwartz Division
- United Way
Individual

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Amy Nelson
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Pauline Poletes
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Judy and Dale Winter
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Jim and Penny Woster
Thomas and Deloris Zender
Gesine and Jon Ziebarth
Jayne and Michael Zielenski
WASHINGTON PAVILION MANAGEMENT, INC.
STATEMENTS OF FINANCIAL POSITION (ALL FUNDS)
Years Ended December 31, 2013 and 2012

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,125,711</td>
<td>$469,603</td>
</tr>
<tr>
<td>Contributions receivable, net of allowance and discount</td>
<td>127,795</td>
<td>237,532</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance</td>
<td>82,559</td>
<td>58,750</td>
</tr>
<tr>
<td>Inventory</td>
<td>55,581</td>
<td>52,212</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>191,862</td>
<td>53,928</td>
</tr>
<tr>
<td>Deposits on exhibits and guest artists</td>
<td>46,500</td>
<td>35,750</td>
</tr>
<tr>
<td>Investment in equity securities</td>
<td>26,988</td>
<td>17,292</td>
</tr>
<tr>
<td>Beneficial interest in perpetual trusts</td>
<td>258,936</td>
<td>235,966</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>286,086</td>
<td>279,495</td>
</tr>
<tr>
<td>Permanent collection</td>
<td>1,039,537</td>
<td>700,362</td>
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</tbody>
</table>

**TOTAL ASSETS**

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,241,555</td>
<td>$2,140,890</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
</tr>
<tr>
<td>Accounts payable</td>
</tr>
<tr>
<td>Accrued expenses</td>
</tr>
<tr>
<td>Deferred revenue</td>
</tr>
<tr>
<td>Long-term debt</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,761,714</td>
<td>1,031,620</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
</tr>
<tr>
<td>Permanently Restricted</td>
</tr>
</tbody>
</table>

**TOTAL NET ASSETS**

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,479,841</td>
<td>1,109,270</td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,241,555</td>
<td>$2,140,890</td>
</tr>
</tbody>
</table>

Audited Financial Statements are available upon request.
## Washington Pavilion Management, Inc.

### Statement of Activities

**Years Ended December 31, 2013 and 2012**

<table>
<thead>
<tr>
<th></th>
<th>Operating Fund</th>
<th>Other Funds</th>
<th>2013 All Funds</th>
<th>2012 All Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unrestricted Net Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public support</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>City of Sioux Falls</td>
<td>$1,566,453</td>
<td></td>
<td>$1,566,453</td>
<td>$1,388,679</td>
</tr>
<tr>
<td>Contributions</td>
<td>710,127</td>
<td>58,959</td>
<td>769,086</td>
<td>683,385</td>
</tr>
<tr>
<td>Donated goods and services</td>
<td>121,166</td>
<td>308,940</td>
<td>430,106</td>
<td>159,236</td>
</tr>
<tr>
<td>Special events (net of direct cost of $40,708 and $46,680)</td>
<td>122,145</td>
<td></td>
<td>122,145</td>
<td>116,985</td>
</tr>
<tr>
<td>Government grants</td>
<td>94,729</td>
<td></td>
<td>94,729</td>
<td>131,000</td>
</tr>
<tr>
<td>Private grants</td>
<td>79,299</td>
<td>30,572</td>
<td>109,871</td>
<td>85,552</td>
</tr>
<tr>
<td><strong>Total public support</strong></td>
<td>2,693,919</td>
<td>398,471</td>
<td>3,092,390</td>
<td>2,564,837</td>
</tr>
<tr>
<td>Revenue and other</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Performance ticket income</td>
<td>1,540,917</td>
<td>-</td>
<td>1,540,917</td>
<td>1,477,683</td>
</tr>
<tr>
<td>Admissions</td>
<td>377,744</td>
<td>-</td>
<td>377,744</td>
<td>344,350</td>
</tr>
<tr>
<td>Sale of services</td>
<td>439,764</td>
<td>-</td>
<td>439,764</td>
<td>430,472</td>
</tr>
<tr>
<td>Facility rental</td>
<td>252,106</td>
<td>-</td>
<td>252,106</td>
<td>223,311</td>
</tr>
<tr>
<td>Membership dues</td>
<td>172,986</td>
<td>-</td>
<td>172,986</td>
<td>180,604</td>
</tr>
<tr>
<td>Retail Services (net of direct cost of $269,488 and $327,279)</td>
<td>641,879</td>
<td>-</td>
<td>641,879</td>
<td>603,042</td>
</tr>
<tr>
<td>Merchandise sales and coat check</td>
<td>32,304</td>
<td>-</td>
<td>32,304</td>
<td>34,666</td>
</tr>
<tr>
<td>Educational</td>
<td>285,243</td>
<td>-</td>
<td>285,243</td>
<td>250,788</td>
</tr>
<tr>
<td>Unrealized gain on investments</td>
<td>9,696</td>
<td>22,970</td>
<td>32,666</td>
<td>13,069</td>
</tr>
<tr>
<td>Project development loss/contributions returned</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(82,297)</td>
</tr>
<tr>
<td>Miscellaneous revenue</td>
<td>13,359</td>
<td>-</td>
<td>13,359</td>
<td>14,985</td>
</tr>
<tr>
<td><strong>Total revenue and other</strong></td>
<td>3,765,998</td>
<td>22,970</td>
<td>3,788,968</td>
<td>3,499,673</td>
</tr>
<tr>
<td><strong>Total public support, revenue and other</strong></td>
<td>6,459,917</td>
<td>421,441</td>
<td>6,881,358</td>
<td>6,064,510</td>
</tr>
<tr>
<td><strong>Net assets released from restrictions</strong></td>
<td>215,662</td>
<td>(215,662)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Visual Arts Center</td>
<td>678,855</td>
<td>-</td>
<td>678,855</td>
<td>700,352</td>
</tr>
<tr>
<td>Husby Performing Arts Center</td>
<td>2,084,647</td>
<td>-</td>
<td>2,084,647</td>
<td>1,994,247</td>
</tr>
<tr>
<td>Kirby Science Discovery Center</td>
<td>930,070</td>
<td>-</td>
<td>930,070</td>
<td>950,333</td>
</tr>
<tr>
<td>Community Engagement &amp; Learning</td>
<td>556,430</td>
<td>-</td>
<td>556,430</td>
<td>478,816</td>
</tr>
<tr>
<td>Membership</td>
<td>76,930</td>
<td>-</td>
<td>76,930</td>
<td>34,215</td>
</tr>
<tr>
<td>Box Office and events</td>
<td>696,781</td>
<td>-</td>
<td>696,781</td>
<td>672,769</td>
</tr>
<tr>
<td>Retail Services</td>
<td>498,107</td>
<td>-</td>
<td>498,107</td>
<td>503,603</td>
</tr>
<tr>
<td>General and administrative</td>
<td>814,724</td>
<td>-</td>
<td>814,724</td>
<td>832,303</td>
</tr>
<tr>
<td>Fundraising</td>
<td>174,243</td>
<td>-</td>
<td>174,243</td>
<td>200,968</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>6,510,787</td>
<td>-</td>
<td>6,510,787</td>
<td>6,367,606</td>
</tr>
<tr>
<td><strong>Increase (Decrease) in Net Assets</strong></td>
<td>164,792</td>
<td>205,779</td>
<td>370,571</td>
<td>(303,096)</td>
</tr>
<tr>
<td><strong>Board Designated Fund Transfer</strong></td>
<td>(100,000)</td>
<td>100,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td>(202,827)</td>
<td>1,312,097</td>
<td>1,109,270</td>
<td>1,412,366</td>
</tr>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td>$(138,035)</td>
<td>$1,517,876</td>
<td>$(1,479,841)</td>
<td>$1,109,270</td>
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</tbody>
</table>