

ANNUAL REPORT

2023/2024

WASHINGTON PAVILION®

WASHINGTON PAVILION®

2024 ANNUAL REPORT

JULY 1, 2023 – JUNE 30, 2024

OUR MISSION

Delivering memorable experiences that entertain, educate and enrich.

OUR VISION

Inspiring lifelong discovery and inclusive experiences that improve the quality of life for everyone.

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BOARD MEMBERS

JULY 1, 2023 – JUNE 30, 2024

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.

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WHO WE ARE



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 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 **Education Department** and **Graham Academy Preschool** and delectable delights at **The WP**.

COMMUNITY SERVICE

Free First Friday

On 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 Dakota Academy of Performing Arts (DAPA)

The Dakota Academy of Performing Arts prepares adolescents and young adult students for professional-level music and theater performances. (See page 8)

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

Events Department

The Events Department provides individuals, groups, businesses and local nonprofits with affordable, one-of-a-kind spaces and services for weddings, conferences, meetings and social gatherings.

Management

Services include oversight and programming of the Sioux Falls Municipal Band and operational administration of the SculptureWalk Sioux Falls organization, a local nonprofit that hosts the largest annual exhibit of public sculptures in the world. Ticketing services are provided for the Sioux Falls Military Heritage Alliance.

EVENTS

Our facilities hosted 112 private event rentals, totaling over $203k in revenue and additional $31k in In-Kind services and discounts. Over 16,804 guests attended these events.

Large internal events included our 25th Anniversary Celebration, an Evening with Bill Nye, and a Founders Brunch.

- 112 private events
- Over $203,000 in revenue
- Over $31,000 in in-kind services and discounts
- 16,804 guests attended these events



PERFORMANCES

The world-class Husby Performing Arts Center is home to the Mary W. Sommervold Hall (1881 seats) and the Belbas Theater (290 seats). Washington Pavilion Management Inc. also manages and programs the Orpheum Theater Center (686 seats).

Our mission includes presenting a diverse range of high-quality performances that are both educational and entertaining, including Broadway musicals, music, dance, comedy and theater. The Husby Performing Arts Center serves as a rental venue for major producers, promoters, and nonprofit organizations, allowing them to showcase their artistic talents.

In September of 2023, we launched the inaugural season of Live and Local at the Washington Pavilion. This series aims to spotlight regional talent and promote community engagement by featuring a mix of local musicians, comedians and artists, and providing a platform for emerging and established performers to showcase their work. Each event was designed to create an intimate atmosphere, allowing audiences to connect with artists and enjoy a variety of genres and styles.

Performance Series, Series Extras, Add-Ons & Bonus Bundle Performances Presented by the Washington Pavilion

Beetlejuice (September 26–October 1, 2023)

I Am, He Said – Celebrating the Music of Neil Diamond (October 26, 2023)

Aladdin (November 28–December 3, 2023)

Church Basement Ladies – Away in the Basement (December 23, 2023)

To Kill a Mockingbird (January 12–14, 2024)

Pretty Woman (February 16–17, 2024)

Menopause the Musical (February 23–25, 2024)

Tomas and the Library Lady (February 26, 2024)

Monroe Crossing (March 15, 2024)

Jesus Christ Superstar (March 29–30, 2024)

Puppy Pals Live! (April 2, 2024)

The Cher Show (April 5–6, 2024)

Doktor Kaboom (April 12–13, 2024)

Mean Girls (April 15–17, 2024)

Annie (April 30–May 1, 2024)

An Evening with Bill Nye (May 2, 2024)

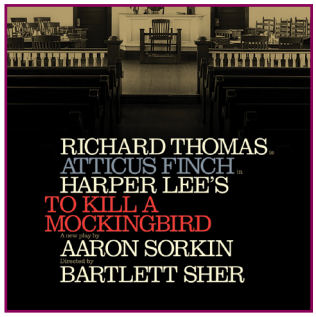
STOMP (June 11–12, 2024)

Saw the Musical (June 29–30, 2024)

Deana Carter (June 30, 2024)













Live and Local Inaugural Season

Improv Falls and Night Shield

Nathan Barrow/Carey Hofer and Midtown Coffee Radio Hour

Ben Gertner and SD Aerial Arts

Andrea Ross and Janice Gilbert

The Good **N**ight Theatre Collective

Curious Music Collective

Xavier Pastrano

Jordan Jaacks and Rich Show

Nathan Hults, Zach Dresch, Joey Colombi

Shows and Events Presented by Regional and Local Promoters

South Dakota Ballet

Kevin James

Encanto Live!

Folsom Prison Experience

South Dakota International Pageant

Sioux Falls Stage Awards

OCB Midwest Natural Showdown

Cirque Musica Holiday Wonderland

Britza Dance Studio Spring and Winter Recitals

Christmas with Lorie Line

Holiday Jam with the Hegg Brothers

Allison's Dance Academy Summer and Winter Recitals

Sioux Falls WOW

Meraki Dance Competition and Convention

P3 Talent Competition

Tim Hawkins

Jim Breuer

Balleraena Dance Studio Spring Recital

Platinum Dance Competition

Dynamic Cheer and Dance

Haven Arts Collective

Little Feat

Harrisburg High School Band

Lincoln High School Band

Other

Municipal Band (14 shows)

PARTNERS

Washington Pavilion Community Affiliations

Community Partners

- The Good Night Theatre Collective (7 shows)
- Augustana University (4 shows)
- Lights Up Productions (3 shows)
- Live on Stage Sioux Falls (5 shows)
- South Dakota Symphony Orchestra (19 shows)
- The Premiere Playhouse (5 shows)
- Late Night Boomin' (5 shows)

The Dakota Academy of Performing Arts (DAPA)

With a mission to provide opportunities for young people to excel in the performing arts, DAPA featured an expanded season with the following performances:

Disney's Frozen Jr.
October 26–29, 2023

The Lightning Thief
November 16–19, 2023

A Christmas Line
December 15–16, 2023

Roald Dahl's Willy Wonka Jr.
March 7–10, 2024

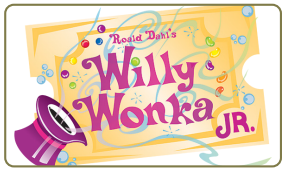
Cinderella… If the Shoe Fits
April 5–6, 2024

Disney and Cameron Mackintosh's Mary Poppins
May 9–12, 2024













Summer camp theatre opportunities included: Once Upon a Mattress (July 2023), Tech Theatre Camp (July 2023), Sing Dance Act (July 2023), Space Pirates (July 2023), Disney's Camp Rock (August 2023), Romeo and Juliet (June 2024), Media Camp (June 2024), Improv Camp (June 2024), Cookies! The Musical (June 2024), Musical Theatre Dance Camp (July 2024), and Summer Sing It (June 2024).

The DAPA Plays for Living Theatre Company did 47 performances of 5 different plays as outreach for elementary schools in the Sioux Falls region and the Avera Behavioral Health adolescent and children's units.

Approximately 1516 young theater artists participated in DAPA programs. Students from the DAPA program brought 96 performances to 14,800 audience members (over 3400 of which were area youth from outreach engagements.)

We offered 11 additional classes and workshop opportunities during the school year including Auditions, Musical Theatre Tap, Creative Drama, Playwriting, Advanced Acting, as well as masterclasses offered by company members from the touring productions of Aladdin, Beetlejuice, Mean Girls, To Kill a Mockingbird and Cenicienta.

MEMBERSHIP

Over the last few years, we have done much work to maximize the value of a Washington Pavilion Membership.

- Sold 5,493 memberships.
- 447k in revenue - up $107k over last year or 31%
- Hosted Membership BBQ to give back to thank our members with free food, vendors, ice cream, Mr Twister, Face painting and planetarium showings.
- Hosted Member Sundays to give members free access to special planetarium shows.
- Evolved Membership to auto-save card and auto-renew to improve retention rates and ease of transaction for customers.
- Created “Visionary Membership” program that allows non-profits to have a large scale membership at affordable price to give more consistent access to their people. Current Visionary Members include EmBe, Lifescape, Dakotabilities and Children’s Home Society.



MUSEUMS

The Kirby Science Discovery Center (KSDC) welcomed a record number of attendees:124,861 guests during the fiscal year of July 1, 2023 – June 30, 2024.

New Coming Attractions

Space & Technology Floor remodel opening late fall of 2025.

Wells Fargo CineDome and Sweetman Planetarium Films Presented:

- Unseen Universe
- Robot Explorers
- Experience the Aurora
- Magic Globe
- Wings over Water
- Cities of the Future
- Pink Floyd

24,145 attendees







The Visual Arts Center team set out to increase its impact this fiscal year through increased attendance, evening events and new offerings in the community. By June 2024, the Visual Arts Center accounted for a record-breaking 59,435 visitors of the museum's overall attendance, surpassing its previous record by nearly two times.

2023-24 Visual Arts Center Exhibitions

Obscure Visions | Abstract Photography by Jack Paladino

Dot Matrix: The Unseen Stipple Art of Vincent Gormley

Style and Stigma | Artwork by Anna Youngers and Geneva Costa

The Bigger Picture | Artwork by Ella Ratliff

From Nothing to Everything, and All the In-Betweens | Abstract Art in the VAC Permanent Collection 1970's - Today

Woven | Artwork by Chad Nelson and Lindsay Twa

Reclamation Through Transformation: Re-Presenting Native American Archival History | Artwork by Students from Flandreau Indian School and artwork from the VAC Permanent Collection

Intimate Landscapes | Artwork by Bethany Noordmans

How to See : A Dialogue Between Landscape and Imagination | Artwork by Molly Noem Fulton and Tom Dempster

Pom Art: Tunnel Vision & the Voids | Artwork by Amy Moir

Washington Pavilion Gala Exhibition

Astrographica: Preparations for Space Exploration | Photography by Wes Eisenhauer

Softer Landings | Artwork by Nafis White

National Geographic | Women: A Century of Change

What would that something be: Artwork by SDSU Faculty

Oscar Howe Legacy Across Four Generations

25 Years of the Washington Pavilion

Take Me to Your Moon: Journeys Into the World of Dementia | Artwork by Tenyoh

Tarot: The Art of Fortune

Eclogues | Artwork by Teo Nguyen

Art Consulting

- First full year of Art Consulting
- 10 Corporate Jobs Completed
- Over 150 pieces of art sold through our services
- $430k in Revenue
- $204k in Profit after COGS
- Over $200k in economic impact to local and regional artists, frame shops, art galleries, and other vendors.
- New Management Contract secured to help place $1 Million worth of Public Art in the Steel District (Huge everlasting impact in DTSF for Public Art)

SculptureWalk

- SculptureWalk finished 2023 with strongest financial year on record – Over $30k in net profit
- We grew downtown program from 67 sculptures last year, to 80 this year.
- Launched first ever "Audio Tour," for SculptureWalk this year to enhance the program
- Added a travel stipend for artists to better support them and their efforts in bringing their art to Sioux Falls.

EDUCATION

The Washington Pavilion's Education Department strives to provide outstanding educational opportunities for people in Sioux Falls and the surrounding area through outreach, classes, professional development, and special events. Education programming reaches a broad cross-section of the region: thousands of community members participated in education programming in 2023–24.

STEAM Education

The Pavilion is a destination for STEAM education, where tomorrow's scientists, engineers, and artists play and learn. Activities include No School STEAM Days. Over 1,000 students spent the day at the Pavilion learning about science, technology, engineering, art, and math or attending Girl Scout Workshops. We provide educational and fun time off from school in an exciting, engaging environment with affordable day camp opportunities.

Graham Academy Preschool

The philosophy of the Graham Academy Preschool program is to provide a program for the whole child by encouraging exploration and problem-solving skills, creativity, and 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. This curriculum creates a one-of-a-kind preschool experience. Forty-eight students attended the Graham Academy Preschool in the 2023–24 school year.





AG Day

Ag Friday, an annual event celebrated as part of National Agriculture Week, was held in March. We hosted about 450 third graders and chaperones. AG Day was open to the public the following day after Ag Friday and welcomed many visitors.

Additional Education Programs

- Field Trips to the Museums – 14,673 students.
- Space Day – 500 students and chaperones.
- 141 groups that qualified to use the Children's Visit Fund which provides reduced admission for schools that qualify.
- Grupp Art Academy Inaugural Year: Approximately 30 students participating throughout the two sessions

FOOD & BEVERAGE

- Completed renovation and rebranding of The WP Café.
- Purchased Parlour Ice Cream and implemented it in the entrance of the Kirby Science Discovery Center.
- Bar revenues finished 23% higher than previous year.
- Daily café sales finished 15% higher than previous year.
- Expanded our Parlour's hours to better serve our customers.



ALCOVE RETAIL STORE

- Developed a name and brand for our new Retail Store – Alcove.
- Prepped for opening in late August of 2024.

FUNDRAISING & VOLUNTEERS

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 and resources and made the July 2023-June 2024 fiscal year a success - we thank you!

Volunteers

- Number of active volunteers: 316
- Number of hours of recorded volunteer service July 2023–June 2024: Approximately 16,743 hours
- Number of new active volunteers July 2023–June 2024: 50



GRANTS

The Washington Pavilion receives grant funding throughout the year to support its staff and programming. The Pavilion is grateful for the generosity of a variety of granting organizations and foundations that allowed the Washington Pavilion to remain sustainable during the most recent fiscal year. In particular, the Pavilion would like to highlight the following gifts received between July 1, 2023, and June 30, 2024:

- **Educational Programming Support:** South Dakota Space Grant Consortium, HDR, RBC Foundation USA, MarketBeat, Sioux Valley Optimists, Walmart
- **Scholarship Support:** Vern Eide Gives
- **Museum Programming Support:** Gilchrist Foundation, Wells Fargo, South Dakota Humanities Council, Xcel Energy Foundation, South Dakota Governor's Biennial
- **Performing Arts Programming Support:** South Dakota Arts Council, U.S. Bank Foundation, The Sercl Family through the Sioux Falls Area Community Foundation, Sioux Valley Energy, Sioux Falls Morning Optimist Club, Midco Foundation, The Woman's Alliance through the Sioux Falls Area Community Foundation, Sioux Empire United Way
- **Building-Wide/Event Support:** Sioux Falls Area Community Foundation, Farm Credit Services of America, Delta Dental

Donations to Other Organizations

- Museum Vouchers: approximately 10,439 passes, valued at approximately $15,735
- 20 memberships valued at approximately $2,675
- Assorted merchandise and Pavilion gift cards totaling approximately $390

Memberships

- As of June 30, 2023, 5,493 households had invested in a Washington Pavilion membership
- Membership revenue for the 2023-24 fiscal year was $447,000

THANK YOU!

Corporate & Foundational Donors

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South Dakota Soybean Checkoff
The Parkwood
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Sioux Valley Energy Customer Trust
Sioux Valley Optimist Club
TSP, Inc.
Walmart Foundation
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Xcel Energy
Z! Eats

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Brick House Creations
CCL Healthcare
CHS Brandon
CHS Inc.
Dakota News Now
Davenport, Evans, Hurwitz & Smith, LLP
Delta Dental of South Dakota
Hefty Seed Company
Highest Health Chiropractic
Hood Magazine
ISG, Inc.
iv&co.
Koch Hazard Architects
Natural Grocers
Nothing Bundt Cakes
One American Bank
Prairie Acres Investment & Development LLC
Priority Dental
SafeSplash Swim School
SD Beef Industry Council
SD Soil Health Coalition
SDK/Splash Bark
Sioux Falls Stampede Hockey
South Dakota Farmers Union
South Dakota Grassland Coalition
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FINANCIAL HIGHLIGHTS

The Washington Pavilion Management, Inc.

Washington Pavilion Management, Inc.
Statements of Financial Position
June 30, 2024 and 2023

	2024	2023 (Restated)
Assets		
Current Assets		
Cash and cash equivalents	$ 9,141,997	$ 7,411,750
Certificates of deposit	2,000,163	-
Investments	-	3,959,995
Contributions receivable, net of allowance and discount	343,993	369,465
Accounts receivable	509,579	1,029,827
Inventory	96,559	70,816
Prepaid expenses	236,528	187,235
Deposits on exhibits and guest artists	21,625	-
Total current assets	12,350,444	13,029,088
Net Property and Equipment	3,397,753	2,128,239
Other Assets		
Contributions receivable, net of allowance and discount, less current portion	443,405	598,826
Beneficial interest in assets held by Community Foundation	373,660	355,144
Permanent collection	1,190,952	1,183,527
Total other assets	2,008,017	2,137,497
	$ 17,756,214	$ 17,294,824
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	$ 565,344	$ 334,384
Accrued expenses	551,224	492,777
Deferred revenue	3,155,388	3,236,489
Total current liabilities	4,271,956	4,063,650
Net Assets		
Without donor restrictions		
Undesignated	2,451,525	378,637
Designated by the Board - art and objects maintained by the Visual Arts Center and Kirby Science Discovery Center	1,190,952	1,183,527
Designated by the Board - special projects	357,329	350,070
Designated by the Board - operating reserve	6,723,495	6,542,650
	10,723,301	8,454,884
With donor restrictions	2,760,957	4,776,290
Total net assets	13,484,258	13,231,174
	$ 17,756,214	$ 17,294,824

See Notes to Financial Statements 3

*Complete audited financial statements is available upon request

FINANCIAL HIGHLIGHTS

Washington Pavilion Management, Inc.
Statements of Activities
Years Ended June 30, 2024 and 2023

	2024	2023 (Restated)
Net Assets Without Donor Restrictions		
Public support		
City of Sioux Falls	$ 2,474,579	$ 2,446,824
Contributions	1,239,031	1,007,599
Donated materials and services	102,213	81,557
Special events (net of direct costs of $65,070 and $67,042 in 2024 and 2023, respectively)	94,989	99,461
Government grants	59,775	207,504
Private grants	109,794	66,542
Net assets released from restrictions	2,740,815	407,286
Total public support	6,821,196	4,316,773
Revenue and other		
Performance ticket income	5,895,333	4,611,795
Admissions	620,556	483,893
Sale of services	943,702	920,805
Facility rental	465,570	500,032
Membership dues	447,618	339,500
Café and retail services (net of direct costs of $348,228 and $343,900 in 2024 and 2023, respectively)	759,892	670,008
Art Consulting (net of direct costs of $249,548 and $0 in 2024 and 2023, respectively)	114,913	-
Educational	512,232	402,423
Change in value of beneficial interest in assets	63,118	-
Net investment return	296,665	125,260
Miscellaneous revenue	3,696	5,878
Total revenue and other	10,123,295	8,059,594
Total public support, revenue and other	16,944,491	12,376,367
Expenses		
Program services		
Museums	2,741,696	2,004,604
Performances & events	5,850,679	5,004,162
Community engagement & learning	859,929	774,871
Membership	119,241	128,966
Box office	1,626,286	1,381,756
Café and retail services	933,446	690,427
Managed services	291,695	236,444
General and administrative	1,869,723	1,453,851
Fundraising	383,379	362,086
Total expenses	14,676,074	12,037,167
Change in Net Assets Without Donor Restrictions	2,268,417	339,200

See Notes to Financial Statements 4

*Complete audited financial statements is available upon request

FINANCIAL HIGHLIGHTS

Washington Pavilion Management, Inc.
Statements of Activities
Years Ended June 30, 2024 and 2023

	2024	2023 (Restated)
Net Assets with Donor Restrictions		
Public support		
Contributions	$ 666,966	$ 773,999
Private grants	40,000	1,902,475
Net assets released from restrictions	(2,740,815)	(407,286)
Revenue and other		
Change in value of beneficial interest in assets held by Community Foundation	18,516	12,271
Change in Net Assets with Donor Restrictions	(2,015,333)	2,281,459
Change in Total Net Assets	253,084	2,620,659
Net Assets, Beginning of Year	13,231,174	10,610,515
Net Assets, End of Year	$ 13,484,258	$ 13,231,174

See Notes to Financial Statements

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