

Financial Summary

Audit conducted by Han Group LLC

REVENUES

\$3,520,259 — CONTRIBUTED REVENUE

\$2,297,607 — EARNED REVENUE

\$5,817,866 — TOTAL REVENUE

EXPENSES

\$3,883,531 — PROGRAM EXPENSES

\$1,663,828 — FUNDRAISING & MANAGEMENT EXPENSES

\$5,547,359 — TOTAL EXPENSES

NET INCOME

\$270,507 — NET INCOME

A NOTE FROM JASON



Jason Najjoun, Managing Director

Imagination Stage's financial performance in FY22 was strong among peer organizations. We continued to steward our pandemic relief funding to manage a multi-year recovery while attracting theatre audiences and students back to our core programs and seeing solid growth in our DC-based initiatives.

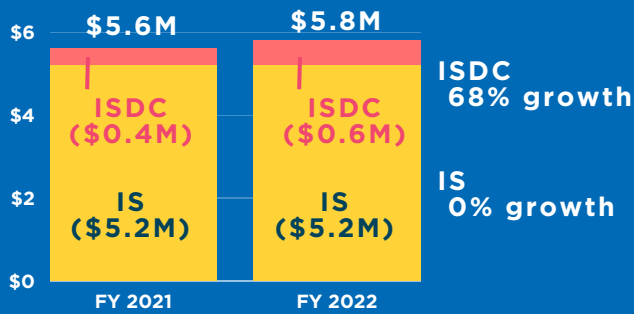
Overall revenues increased to \$5.8M, a 4% growth over FY21. With the return of in-person events, our earned revenue increased by 86%, reaching \$2.3M, which more than made up for the loss of non-recurring relief revenue and donor fatigue. Imagination Stage DC continued to grow in importance, accounting for 10% of total revenue (compared to 7% in 2021), rising 68%, while Imagination Stage maintained FY21 revenue levels.

Over the course of the year, we built expenses back to slightly higher than pre-pandemic levels, mostly driven by doubling the volume of Imagination Stage DC activities. We ended the year with a modest surplus, understandably much lower than in FY21 when we were awarded significant relief revenue without holding an at-scale expense profile.

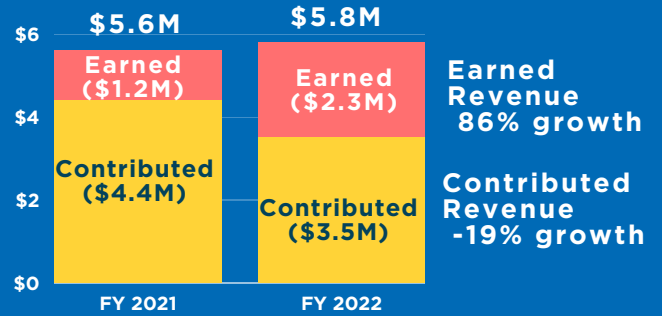
We continue to operate with the highest standards of financial controls and asset management as responsible stewards of the financial resources our community provides. We're so grateful for the extraordinary support of the DMV community!

2022 Revenue

BY LOCATION*

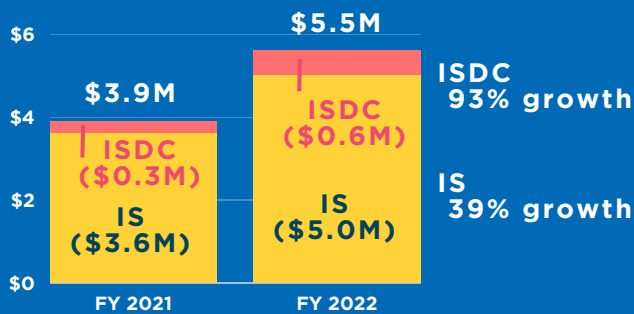


BY TYPE

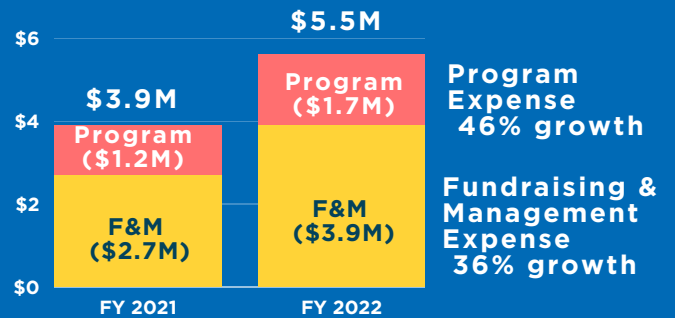


2022 Expenses

BY LOCATION*

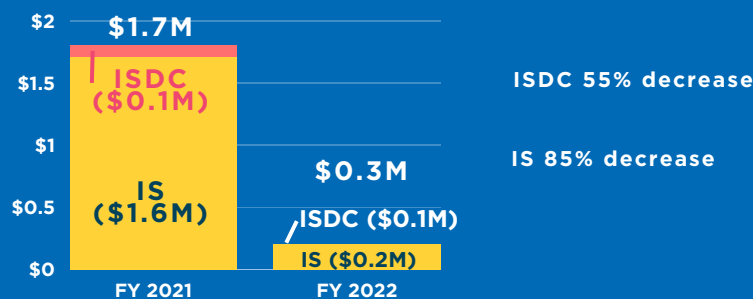


BY TYPE



2022 Net Income

BY LOCATION



• IS = Imagination Stage
ISDC = Imagination Stage of Washington, DC