



The Glasshouse
International
Centre for Music

Join our Trading Company Board

Help us trade our way to success

Are you an industry leader with commercial expertise?

Are you interested to get involved with one of the region's most iconic organisations, gain new experience and make a difference to communities in the North East?

Then read on to find out how you can join our Trading Company Board and support our commercial arm, Music North Limited.



theglasshouseicm.org



A quick snapshot

Music North Limited (MNL) is The Glasshouse International Centre for Music's trading company, and we're looking for two industry leading experts with great commercial acumen to join the MNL Board. The profits generated by MNL support The Glasshouse's charitable work.

As an MNL Board member, you'll advise on our commercial strategy, and help us develop new income streams. We're looking to grow our commercial income in the next few years and create an exciting step change in our business model, so this is a great time to join the Board.

You'll gain new experience, and you'll get an insight into The Glasshouse and everything that makes us a unique North East destination and iconic music venue. You'll have the chance to connect with like-minded senior professionals, and extend your network at meetings and events. This is a unique opportunity to help shape our future, and make a real difference to communities in the North East.

Here's the experience and expertise we're looking for:

- Commercial background in industry leading organisation, for example in hospitality, property development or events management
- Understanding of licensing and legal obligations
- Experience of new openings and/or start-ups

It would be great if:

- You share our passion for music – whether that's jazz, indie, electronic or classical music
- You have experience of developing new income streams in the creative or cultural sector

A young girl with dark hair, wearing a blue long-sleeved shirt, is smiling and looking towards the left. She is holding a violin and bow, appearing to be in the middle of playing. The background is slightly blurred, showing other people and what looks like a stage or rehearsal space.

About The Glasshouse

For audiences, for artists, for the North, for the long-term

The Glasshouse is an international music centre deeply rooted in the North East. From North Yorkshire to the Scottish Border, from Cumbria to the East Coast, online and in our home on the banks of the River Tyne, we make sure everybody in our region can live music-filled, creative lives.

Because music is mighty. Whether you're head-banging to rock, dancing to pop, or revelling in classical music – music boosts your mood and confidence. It banishes loneliness and stress. It teaches children skills for life, and helps young people thrive. Music brings communities together, and drives economic growth.

We're a world-class venue hosting hundreds of concerts, and a digital platform reaching people all over the world. We're the iconic home of Royal Northern Sinfonia, and a friendly resource for artists. We're a music centre hosting thousands of classes for people aged 0 to 90+, and we work with communities locally. We're a meeting place for families and friends, and a renowned conference and events centre giving back to our communities.

We are an innovative charity with a deep social impact, and we have a commercial arm in Music North Limited. We fundraise or earn £3 for every £1 of public funding received. We're an organisation still recovering from the Covid-19 pandemic, with exciting plans for the future.



About Music North Ltd

Trading for good

Music North Limited (MNL) is The Glasshouse's B2B and B2C commercial arm, which gifts its profits to the charity. Through MNL, we run one of the most renowned conference and events businesses in the region, and we provide a first-class customer experience through catering and retail.

- We host the annual conferences of some of the region's biggest businesses.
- We regularly partner with the North East of England Chamber of Commerce.
- We're the venue of choice for high-profile national events.
- People can enjoy lunch in our café or browse our shop; they can have a drink with friends in one of our bars; and they can enjoy a pre-concert dinner in our Brasserie.

MNL operates in a way that is consistent with our values: respecting people and our planet, supporting the next generation, and championing equality, inclusivity, and accessibility. We balance our charitable and financial objectives to achieve the biggest possible benefit for the region.

The MNL Board advises on how to maximise our unique offer and identify new commercial opportunities. We are rebuilding our commercial income and want to develop new streams of income to support the charity's ambitious artistic and educational plans as it turns 20 in 2024.



Being a Trading Company Board member

What does being a Board member involve?

As an MNL Board member, you will monitor our trading company's performance, and help identify and oversee future investment and opportunities.

The MNL Board, led by Chair Jane Spiers, meets quarterly (online or at The Glasshouse), reports to our charity's Board, and advises the staff team. Positions are voluntary with expenses covered. Terms of appointment are between two and eight years.

Interested to get involved?

If you're interested to join as a Trading Company Board member, please write to peter@theexperiencebank.co.uk.

Tell us a bit about yourself, your experience and expertise, we'd also like to know how you feel you can contribute to our commercial strategy, and why you're interested to join the MNL Board.

If you have any questions, feel free to get in touch with Peter Neal on peter@theexperiencebank.co.uk or call 07843 329393.

We look forward to hearing from you!