

# TURNER SIMS Southampton

## Engagement consultant brief

### Introduction

Turner Sims Southampton is seeking an experienced consultant to develop a new, comprehensive engagement strategy and plan for the organisation.

The plan will enable the delivery of our ambitious future strategy, developed in 2020 through consultation with a wide range of stakeholders and adopted by the Turner Sims Strategic Board in early 2021. Over the next five years we intend to transform our respected programmed concert hall into a dynamic music hub engaging with diverse audiences from within the University of Southampton (UoS) and Southampton. The importance of engagement will match that of our performance programme and as part of the transformation the appropriate level of knowledge and expertise will be recruited to join the management team.

### Objectives

We are seeking a consultant who can work with us to progress four specific areas:

1) Develop an engagement strategy and plan which enables our engagement activities to be of equal importance to that of the performance programme and helps build diverse relationships within UoS and externally to benefit both students and the wider community.

Areas to focus on, but not be limited to, include the following:

- Local community based – working with local communities and community-based groups and organisations to provide opportunities for music-related activities that respond to their interests and needs
  - Student focused – responding to their interests and desire to engage with a range of music-related activities using the wider campus, the concert hall, its technology and the knowledge and expertise of staff and artists
  - In formal and informal education settings - increasing the music offer and engagement of young people and potentially involving music students including projects with artists and summer schools
  - In health and well-being settings
  - Utilising the potential and power of digital technology to help facilitate, shape and share projects
- Performance programme related – offering opportunities for audiences to develop an increased understanding of the music and/or artists being

presented within the concert series to enhance their experience and enjoyment

- 2) Outline the resources required in both staffing and funding to enable the activity described in (1) to be developed and delivered. We anticipate that a newly created post of Head of Engagement will lead on both internal engagement with students and our public-facing programme working with the range of partners and collaborators. Turner Sims' involvement in Southampton's bid to become UK City of Culture 2025, alongside the John Hansard Gallery and the revitalised campus theatre, will be a key element of this role. Projects will also be delivered, where appropriate, with the support of freelance artists and experienced practitioners.
- 3) Identify partners working in relevant sectors who could collaborate with TS to develop project capacity and facilitation of wider stakeholder input into project design and delivery.
- 4) Produce a timetable for action.

### **Background to Turner Sims Southampton**

Turner Sims is a 350 seat concert hall, part of University of Southampton and located on its main Highfield Campus.

Pre-Covid it presented a high quality programme of promoted concerts of 70-80 concerts per year, over two seasons. It has been part of the University since opening in 1974 and is an Arts Council England (ACE) National Portfolio Organisation (NPO).

Within the University, Turner Sims is part of the Arts and Culture department, and run by a dedicated team of 2 full-time and 9 part-time staff plus casual staff and volunteer ushers. It is supported by back office support from the University's Finance, HR, Estates, Legal and Development teams.

Turner Sims receives core University funding and grant funding from ACE. Further income is generated through ticket sales, bar, hires, a Friends scheme (managed in-house), individual donations to general funds and specific initiatives (eg the Piano Circle), and support from trusts and foundations towards specific project activity.

### **Timescale**

The work should be carried out in July and August 2021 so as to inform our business planning for the 2021-22 and 2022-23 financial years. Key dates are as follows:

Wednesday 7 July	Deadline for applications
12 -14 July	Interviews
July/August	Audit of activity and conversations with stakeholders
Tuesday 31 August	Delivery of final strategy

## **Fee and submission requirements**

Turner Sims has a sum of £4,000 plus VAT available for this piece of work. If you wish to submit a proposal, please include the following details in addition to an outline methodology for the project:

- Details of all personnel to be involved in the project, with short biographies
- A detailed budget, including daily rates for all personnel and the number of days' work anticipated
- CV

Applications should be sent by email, with the subject heading 'Consultant brief' followed by the title of the brief, to:

Kevin Appleby, Concert Hall Manager, Turner Sims Southampton at [kma@soton.ac.uk](mailto:kma@soton.ac.uk)

Please email Kevin Appleby if you would like further information or an informal conversation about the brief in advance of submitting an application.

## **Other consultant briefs**

Turner Sims is currently seeking consultants to undertake activity relating to communications and audience development, development and fundraising, engagement, and equality, diversity and inclusion. Consultancies with skills and experience in these areas are welcome to submit bids for all four briefs. Details of the briefs can be found on the Turner Sims website [www.turnersims.co.uk](http://www.turnersims.co.uk)

**KMA/LC**  
**June 2021**