



# GMCA

## GREATER MANCHESTER ARTS - INVITATION TO TENDER

**Greater Manchester Arts (GM Arts) is inviting tenders for a freelance Project Manager based in the North-West region for the period October 2023 – March 2026. The Project Manager will lead on the delivery of a £600k 3-year GMCA SPIRIT funded programme of work.**

---

### GM ARTS & PROGRAMME BACKGROUND

Greater Manchester Arts (GM Arts) is a unique network made up of all ten GM districts arts development provision. Members include both Local Authorities and Cultural/Leisure trusts. Legally we are an informal partnership with Salford Community Leisure Ltd acting as accountable body.

GM Arts acts as a crucible for the sharing of expertise, the exchange of information and use of skills and contacts for the mutual benefit of all districts and residents. Members come together and use this shared insight and expertise to commission and deliver additional cultural content with the aim of increasing cultural opportunity across all of GM.

The GMCA funded 3-year programme will enable us to deliver a focused, place-based approach to supporting artistic talent across GM with partnerships activated around a cohort of practitioners and organisations across GM. Coming out of COVID, the artistic/creative workforce was identified as one of the most affected groups, and within all our local recovery plans this cohort is identified as still in need. This need presents many opportunities for the sector to work together to improve and augment the overall health of the creative sector across GM.

Spirit will enable the network to:

- 1) **Create new capacity centrally** to strategically support the GM 'talent pipeline' and connect to opportunity. All 10 districts can benefit from investment in culture across GM and develop strategic partnerships that will deliver to GM priorities.
- 2) Consequently, the network can **more effectively partner to connect under-represented talent** to existing offers and opportunities across GM more effectively. We can support the wider ambitions to 'join the dots' to nurture talent and improve access to the industry more widely.
- 3) Focus new activity on **developing a cohort of artists/organisations across the 10 districts to become strong and resilient** (for example to apply for the Arts Council of England National Portfolio Organisation status or Elevate programme to address under representation within NPO's). We will do this by developing authentic place-based partnerships with local authority service teams, education providers, The Growth Hub and Factory Academy which will contribute to the recognition of Greater Manchester locally, nationally and internationally to attract new investment, new visitors and new talent to Greater Manchester.
- 4) In 4 districts, we will **pilot new place-based approaches to commissioning opportunities for talent in GM** – securing local partnerships and supporting other recipients of the GMCA funding to achieve the highest quality outputs for our

audiences. The result will be a model that all 10 districts can access or achieve by 2026/27.

Overall, this programme will be a catalyst for developing place-based approaches to job creation and commissioning new, inclusive and accessible, opportunities. It will help the network to secure additional investment and a new, place-based, sustainable model that will benefit GM creative practitioners and audiences across all 10 districts.

Over 3 years the programme will:

- support the development of artists in all 10 districts - by connecting locals to GM talent and business development offers and empowering local artists and networks to 'scout' and better connect and meet opportunity across GM.
- support a cohort of under-represented practitioners to develop strong and efficient proposals that deliver Arts Council of England Lets Create strategy and respond to place-based opportunities.
- support practitioners to recognise sustainable business requirements and access appropriate support, such as around governance, financial management systems, management training and peer learning through networks in GM through Factory Academy's programmes and new Online Hub and further afield (e.g. The Space, Artistic Directors of the Future, Clore Leadership) therefore making a positive contribution to improving skills and employability of residents in GM.
- commission work from selected artists within the cohort for a festival context in 4 districts.
- articulate and promote the impact, and associated value, of our artists and organisations across GM, using appropriate data and insights to develop a wider talent pool of creatives for the benefit of local areas and wider cultural partners (more sustainable, better skilled and more visible and coordinated workforce) to achieve a more equitable approach across GM.
- increase ambitions by showing how the workforce makes a difference and, by doing so, enable them to have wider horizons regarding income generation, profile and opportunities through our and partners' platforms and voices.
- use commissioned insights, economic, community wealth-building and social impact data to inform place-based approaches to commissioning and support a pipeline of practitioners equipped with knowledge, networks and skills ready to deliver and respond as new opportunities evolve.
- have a voice in the *Inspire* programme, so we are well placed to maximise these investments and support the development of seed ideas from a cohesive GM perspective.
- maximise the investment of GMCA *Spirit* and *Sustain* organisations by working with them to deliver impact and onward opportunity.

- help to facilitate and support local networks such as Rochdale Borough Cultural Network, Tameside Artists Network, Culture Stockport, Neo Arts and Hive Artists in Bolton, MADE in Manchester and Wigan Cultural Network, to step into a more knowledgeable and effective delivery role as GM wide connected, locally impactful networks.

## OUR REQUIREMENT

Salford Community Leisure Ltd (SCL) as the accountable body for GM Arts is seeking to appoint a Project Manager to lead the delivery of the £600k 3-year programme. We are seeking to appoint an individual/s who can provide the following:

- Management and delivery of the programme, working with SCL and the GM Arts Strategic group to an agreed workplan.
- Tailored support to each of the four commission leads to deliver agreed projects, ensuring opportunities for onward touring are fully scoped and funded to secure presentation in other GM districts from 2025 onward.
- Coordination of the GM wide artist development element of the programme, facilitating, and maintaining relationships across all GM districts to achieve this.
- Supporting the development of existing and new artist networks.
- Relationship management with Factory Academy (FA) as a partner in the programme, to develop the offer for access and take up of FA courses for over 19's earning less than £21k.
- Support GM Arts members to promote the opportunity for developing Creative Apprenticeships in their borough (with GM Chamber of Commerce and Factory International and local employers as appropriate).
- Management of an external evaluator for the programme, including writing the tender and developing the work plan with the appointed consultant, regular monitoring meetings and coordination of information in support of the evaluator's role.
- Identify suitable opportunities for funding to fulfil the ambitions of the programme, drafting and editing funding and grant applications as required.
- Production of updates and written reports to the network as required, plus collation of and submission of data as per reporting schedule to draw down grant from GMCA, working with SCL.
- Work with network partners to capture information to inform the development of case studies in support of future advocacy material.

## METHOD FOR SUBMISSION

Please submit a tender proposal to [naomi.lewis@scll.co.uk](mailto:naomi.lewis@scll.co.uk) that includes the following:

- Examples of a track record in delivering similar work that demonstrates the following:

- Working with multiple stakeholders to achieve shared objectives
- Working within the cultural sector
- Responding to sector opportunities and policy changes
- The methodology you would employ to best meet our needs
- CVs of personnel assigned to the work and what their role would entail
- Two references

## SCORING CRITERIA

Submissions will be scored in line with the weightings as laid out below.

Criteria	Weighting
Track record and experience	60%
Methodology	20%
Capacity	20%

## TIMETABLE

Stage	Date
Tender document issued	16 <sup>th</sup> August
Tender submission deadline	2 <sup>nd</sup> October
Interviews	12 <sup>th</sup> October

## BUDGET

The fee for this work is £38,000 for each financial year. Hours and days to be determined in relation to the needs of the contract on appointment.

The successful provider will be managed by the networks Strategic Advisory Group. The provider will work remotely on an ad hoc basis constituting approx. 120 days over the course of each year.

Invoices will be paid monthly in arrears.

To apply and for more information contact: [naomi.lewis@scll.co.uk](mailto:naomi.lewis@scll.co.uk)