



## **The Music Hub – declaration and statement of social enterprise status**

*June 2018*

As a sole trader business, there is no formal legal requirement for The Music Hub to produce or be governed by any governing documents. However, fundamental to the business model and ethos of The Music Hub is the reinvestment of 100% of surplus to support community music and youth music education. Therefore, this document serves as a formal, public record for customers, suppliers and member organisations. It establishes the purpose, vision and values of The Music Hub, definitions of beneficiaries and the business' activities, as well as details of how surplus is reinvested for the benefit of the community.

**Company name**                      The Music Hub

### **Purpose**

The Music Hub's purpose is to help nurture the future generation of musicians and make music education accessible to all.

### **Vision**

The Music Hub's vision is to generate a profitable, sustainable business model that actively helps make more musicians by ensuring music education, supply of quality instruments and performance opportunities are available to all young people regardless of their financial situation.

### **Values**

- Deliver excellent service and first class customer care.
- Run a break even business model and donate 100% of surplus to music education.
- Support local community music projects directly linked to the source of our revenue.
- Provide additional non-financial support to music education services as part of the DNA of our business.

### **Business model principles**

- After direct expenses and running costs (including sole proprietor salary), 100% of The Music Hub's surplus is donated to organisations supporting community music or music education.
- The Music Hub is fully transparent about all costs, turnover, profit/ loss and reinvestment. Whilst published accounts are not required, at the end of each financial year, The Music Hub will publish a social impact report including a full profit and loss statement.
- The Music Hub will track the source of all its sales and, where possible, make donations through related organisations so that purchases genuinely benefit local or community based music projects.
- The Music Hub seeks to make a profit in order for reinvestment and will make every endeavour to keep costs low and improve margins whilst being competitive and offering customers good value for money.
- The Music Hub will not incur running costs that are not linked to trading or the support of music education. For example, all paid marketing activity supports charities or associations directly involved in music education.



## Declaration

I the undersigned, declare that The Music Hub will carry on its activities for the benefit of the community or a section of the community in the following ways.:

### Beneficiaries

The Music Hub's activities will provide benefit to:

- Community music services and music hubs (primarily charities that rely on grants and donations to support non fee-paying families)
- Community music ensemble groups
- Primary and secondary school music departments
- Children in education who are otherwise unable to access music education
- National charities or associations supporting music education

### Activities and related benefit

	<b>Activities</b>	<b>The community will benefit through...</b>
1	Retail musical instruments (new and second hand) and related accessories and supplies	Reinvestment of 100% of surplus in community music projects and services and music education.
2	Run an instrument repair service	(As with 1 all surplus from trading is reinvested.)  Access to a competitive repair service (and where possible loan instruments) that enables children to continue their music activities and studies with fully working instruments.
3	Offer part-exchange on related purchase of new instruments	(As with 1 all surplus from trading is reinvested.)  Access to a trade-up service. This is particularly important for low income families or for instruments that increase in size or value as children grow (e.g. the string family).
4	Volunteer time to fundraise and support music education	Additional funds for key music education initiatives that support families who otherwise would not be able to access music lessons, ensemble tuition or performance opportunities.
5	Donate instruments to individuals and schools who need them	Additional instruments for music departments or low income families.
6	Engage in marketing activity directly linked to music education	Support to charities in music education through sponsorships, paid advertisements and exhibition stands.

### Signatory

**Signed**

David James Hunt, Proprietor

**Dated:** 8 June 2018