

### **Recruitment pack:** Join our fundraising team





#### Caritas Salford Your local charity

Supporting people in Greater Manchester and Lancashire who are experiencing poverty, homelessness and disadvantage.

CARITAS DIOCESE OF SALFORD

- 0161 817 2250 and ask for HR
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@Caritas\_Salford @CaritasSalford



Charity number: 1125808

# Thank you for your interest in joining the fundraising team at Caritas Salford.

The need for our services has never been greater. For instance, there are over 333,000 children living in poverty in the geography covered by our services almost every other child in a classroom in some areas. At the last count, in June 2024, there were 419 people sleeping rough over the course of the month and 5,805 households in temporary accommodation, including 8,046 children.

Due to financial difficulties, thousands more people are at risk of losing their home or finding themselves experiencing a crisis. As communities face increasing challenges, we are called to respond with compassion and innovation. Thanks to the receipt of an extraordinary capacity grant, Caritas Salford will be able to increase our team and the growth of income that will sustain and enhance our services.

Our funding comes from a variety of sources, including trusts and foundations, corporate partnerships, events, and our generous community. To sustain and expand our work, we are looking to add to our small, flexible, and ambitious team — people who share our passion for making a tangible difference. This is a unique opportunity to work as part of our team, closely with our trustees and senior leadership team, to expand our portfolio of funders, develop new opportunities and contribute to the work required to carry out our mission.

Each role within the team has specific responsibilities, which are detailed in the accompanying job descriptions. However, all postholders must share a deep commitment to our mission, possess the necessary fundraising knowledge, skills and behaviours required for their role, and demonstrate excellent written and verbal communication, meticulous attention to detail and a proactive, collaborative approach.

Caritas Salford is a dynamic organisation with ambitious plans for the future. While your main base will be in our Manchester office, we offer flexibility to work from other service locations and balance this with some home working. Some evening and weekend work will also be required to represent the charity and support our fundraising events.

If you share our passion to support local people, we'd love to hear from you.

Best wishes,

Rachel Taylor, Head of fundraising.



# Did you know...?

We were created in 2008, and have since incorporated the work of Catholic Children's Rescue Service, Catholic Welfare Societies, St Joseph's Mission to Deaf People, Justice and Peace, Racial Justice and Catholic Family Care to bring together work of individual charities created over more than a century. We're proud of our rich local heritage.



amazing and dedicated team. Will you join us to help make a difference to even more lives?

### About us

#### Our vision:

Our vision is for a society where there is justice and equality, and where the voices of people experiencing poverty, disadvantage and/or discrimination are heard, valued and acted upon so that all people can live in peace and dignity.

#### Our mission:

Love in Action - our mission is to help those across the Diocese of Salford experiencing poverty, disadvantage and discrimination to transform their lives with dignity.

We provide a practical response to those in crisis, suffering hardship or who are at risk. We rebuild lives for the long-term, enabling people to live in a safe, healthy and secure environment.

We call for a better, more just world, where the voices of the poor are heard and acted upon and we positively influence the systems, decisions and resources that affect those in need.



#### Our values:

#### **Respect:**

valuing the worth of people; colleagues, volunteers and those we serve

#### Integrity:

honesty, truthfulness, straightforwardness and forth rightfulness

#### **Ambition:**

positive desire to achieve things for the common good

#### **Collaboration:**

exploring opportunities for partnership and mutual cooperation, while remaining faithful to our core mission.

#### Our strategic objectives:

To reduce poverty, disadvantage and discrimination in our diocese to enable people to 'live life to the full'.

To increase awareness and understanding of Catholic social teaching and animate the diocesan community to take practical action.

To become a voice for those who cannot speak for themselves, empowering people and advocating for justice and social change.

To become a sustainable, and more visible and effective catalyst for change.



# Employee terms, conditions and benefits



#### **Salary Policy**

The pay structure is designed to attract and retain the most talented and dedicated people. The structure is reviewed on an annual basis to ensure that salaries remain affordable and competitive.



#### Annual Leave

We have an annual leave entitlement of 26 days per year in addition to bank and public holidays. Our annual leave year operates from 1 April to 31 March.



#### **Pension Scheme**

We provide all employees who earn more than the threshold membership of a pension scheme with Aviva. Currently our contribution is 5% of qualifying earnings.

#### Life Insurance

Twice annual salary payment for a death in service.

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#### Occupational Sick Pay Scheme

Caritas offers a generous Occupational Sick Pay Scheme which increases with length of service.



#### **Employee Assistance Programme**

We offer employee's access to an Employee Assistance Programme from Health Assured which offers the following support:



- 24/7/365 confidential life management line
- Counselling
- Medical line 24-hour access to trained nurses
- Eldercare, childcare support and access to legal and financial information
- Manager Consultancy and Support Service
- Critical incident telephone support including stress intervention
- Online help and advice for various issues
- Health and preventative wellness programmes

#### Support, Learning and Development

We are committed to developing skills and expertise and offer training and support to all employees. Employees are encouraged to develop and are required to attend mandatory training, other appropriate training, participate in supervision, annual appraisals and development reviews.





#### **Policies and Procedures**

We have comprehensive policies and procedures which support family friendly policies including flexible working and work life balance.



#### Eye Care Scheme

Employees who are computer users have the right to request an eye test, the cost of which will be refunded and if glasses are required for VDU work a financial contribution will be made.



#### Annual Staff Conference

Staff are invited to attend the Annual Staff Conference.





#### **Accredited Membership**

Caritas is a Disability Confident Employer and a Living Wage Employer.



# About the role: Fundraising Manager

Our services are vital to achieving our mission, and as such, we rely on funding from multiple sources to sustain and grow our work.

As our charity seeks to respond to urgent need, we are seeking an experienced and driven Fundraising Manager to join our dedicated and ambitious team. This is a unique opportunity to make a meaningful difference in people's lives while shaping the growth of fundraising at Caritas Salford.

JOB DESCRIPTION				
<b>POST TITLE:</b> Fundraising Manager	<b>LOCATION:</b> Combination of working from our Caritas House office in Manchester, regular engagement with our diverse range of services and home working			
HOURS OF DUTY: 37.5 hours per week Must be available to occasionally represent or manage activities outside of normal office hours	GRADE: SCP28-32	SALARY: £38,060 - £41,977 per annum Casual car user allowance		
RESPONSIBLE TO: Head of Fundraising RESPONSIBLE FOR:	<ul> <li>MAIN CONTACTS: <u>Internal</u></li> <li>Fundraising team</li> <li>Communications Manager</li> <li>Heads and managers of services</li> <li>Parishes, schools and advocacy team</li> <li>Finance team members</li> </ul>			
SPECIAL CONDITIONS OF SERV				

- Work within the ethos of Caritas Diocese of Salford
- Ability to work outside office hours if/when required
- Basic Disclosure & Barring Service check required
- Must hold a full UK Driving Licence and have the use of a car insured for business use

#### MAIN PURPOSE OF THE POST:

Working closely with our Head of Fundraising, the Fundraising Manager will play a critical role to our fundraising by leading on aspects of our strategic and operational plans to support the team in achieving income targets to support our charity. The role focuses on building a strong pipeline of funding partners who will support our work. The successful candidate will also work within the team to support operational efficiency. They will play a pivotal role in helping to manage data and reporting systems.

#### Fundraising manager Main tasks and responsibilities

#### **Grant Applications**

- Lead on researching, identifying and cultivating prospective trust, foundation and corporate funders, building effective ongoing relationships to secure restricted and unrestricted funding.
- 2. Collaborate with senior leaders responsible for operational delivery from across the organisation to see that high-quality funding applications and proposals are submitted which reflect our mission and values.
- 3. Oversee outstanding grant management and stewardship, providing timely updates.
- 4. Contribute to the growth of partnerships, including overseeing associated contracts.
- 5. Support the collation of management information, including monthly statistics and performance reports.



# Corporate partnerships and events

- 6. Identify and develop opportunities to develop and expand a portfolio of fundraising events to attract new supporters and retain existing ones.
- 7. Provide operational oversight and logistical support for fundraising events, collaborating with other colleagues to ensure that events are safe, people are safeguarding and reflect our ethos and values.
- 8. Monitor and evaluate the effectiveness of fundraising events and recommend improvements.
- 9. Expand and strengthen corporate partnerships, including managing associated contracts.
- 10. Collaborate with the team to plan and deliver a calendar of corporate and community events.

#### Data Analysis and Reporting

- 11. Use data insights from our CRM and other sources to help refine fundraising strategies.
- 12. Manage the team's data analysis and reporting to senior leadership, ensuring compliance with GDPR and other regulatory frameworks.

#### Leadership and Team Development

- 13. Deputise for the Head of Fundraising as and when required.
- 14. Model a collaborative and results-driven culture within the fundraising team with alignment to the Charity's overall vision, mission and values.

#### Stakeholder Management

- 15. Build and maintain relationships with key stakeholders, including donors, partners, and community groups.
- 16. Represent Caritas Salford to a diverse range of stakeholders and audiences to support income generation and raise awareness of our work within the local community.

#### **Other Duties**

17. Ensure compliance with legislation and regulations including, but not limited to, health and safety, safeguarding, finances, data protection, inclusion, and diversity etc.

- To take responsibility for selfdevelopment and learning on a continuous basis.
- 19. Attend regular supervision sessions, staff meetings and training as requested.
- 20. To carry out any other duty, commensurate with the level of the post, as may be determined by the Director. This role profile is not exhaustive and is subject to review.

The above description is not an exhaustive list but indicates the main responsibilities of the post at its inception. It may require amendments as the role develops. Any changes will be agreed with you in advance after consultation.



#### Person specification for the post of Fundraising manager

REQUIREMENT	ESSENTIAL	DESIRABLE	ASSESSMENT
			METHOD
Qualifications / training	<ul> <li>Good standard of secondary education or further education, or suitable level of professional qualification or experience.</li> </ul>	<ul> <li>A relevant fundraising qualification</li> <li>Institute of Fundraising member. Certificate in Fundraising qualification.</li> </ul>	Application Form & Interview
Skills	<ul> <li>Knowledge of CRM systems and the ability to produce, interpret and act on analytical reports</li> <li>Excellent project management skills, with the ability to oversee multiple priorities simultaneously</li> <li>Excellent written and verbal communication skills, particularly in drafting compelling funding proposals and reports</li> <li>Collaborative and supportive team player</li> <li>Strategic thinker with a solution oriented mindset</li> </ul>	<ul> <li>Knowledge of the Catholic Church's teachings and the role of Caritas Salford within the community</li> </ul>	Application form & interview
Experience	<ul> <li>A successful demonstrable track record of raising significant funds from companies, trusts and foundations</li> <li>Demonstrate experience in planning, writing and submitting funding applications and proposals</li> <li>A passion for social justice and alignment with the mission and values of Caritas Salford</li> </ul>	<ul> <li>Experience in a non-profit or charitable organisation</li> <li>Experience in trust and foundation or corporate fundraising</li> <li>Understanding of contracts and agreements related to grant and corporate fundraising</li> <li>Demonstratable experience in planning and delivering successful fundraising events</li> <li>Appreciation of taxation, charity and company law regulations and IOF Codes of Practice/GDPR</li> </ul>	Application form & interview
Special conditions	<ul> <li>Commitment to the ethos and values of Caritas Diocese of Salford</li> <li>Occasional flexibility to work evenings and weekends as required for events and community activities</li> <li>Contribute actively to fundraising and promotional activities</li> <li>Commitment to professional and personal development</li> <li>Must hold a full UK Driving Licence and have the use of a car insured for business use</li> </ul>		

**Note for Applicants:** Please try to show on your Application Form how you meet these requirements as this will be used for shortlisting purposes.

#### Duties and responsibilities of all Caritas Salford staff and volunteers

As a Catholic charity, we seek to respect, protect and promote human dignity for all. This is fundamental to our work. Therefore, as part of our team you'll need to appreciate and be respectful of the diversity of our staff, volunteers, supporters and the people who use our services. You'll be expected to model behaviours and represent the principles, ethos and values of Caritas Diocese of Salford ('Caritas') in all aspects of your work. You'll also be expected to contribute positively to creating healthy, hospitable and welcoming workplaces and environments.

## Promoting our work and fundraising

As a charity we rely on fundraising to support our work. All members of staff are expected to positively represent our work with donors and supporters and, subject to the terms of your contract, to contribute to fundraising activities.

#### Health and Safety

Employees have a legal duty to protect their own health and safety and that of others who may be affected by their work. This includes people who use our services, volunteers, supporters and other visitors. We expect all our people to follow Caritas policies, procedures and take action to prevent people from harm. We also expect you to report hazards, accidents and incidents in accordance with procedures.

#### Safeguarding

Everyone in Caritas has a responsibility to safeguard the well-being of people who may be at risk of harm. As part of your role you will be required to undertake mandatory safeguarding and Prevent training to raise awareness and give information about how you can ensure that children, young people and adults at risk are safeguarded. Your role includes a duty to refer any safeguarding concerns in line with our procedures.

We're committed to safeguarding children, young people and adults at risk of harm within the community and aim to embed a culture of safeguarding to prevent abuse and provide support to individuals who have been harmed. We expect everyone to contribute to the creation of a safe environment, challenge inappropriate or dangerous behaviours and report concerns.

# Confidentiality and protecting data

As part of our work it may be necessary for you to gather, record and store confidential information or personal data. We expect everyone to respect confidentiality (within the boundaries and procedures for safeguarding and whistleblowing) and not disclose personal information. You may also have access to information or communications technology equipment for your role. You will be required to ensure that appropriate security procedures are followed and that confidential information, including passwords, are not communicated to unauthorised individuals.

### About the role: Community and Events Fundraiser

Our services are vital to achieving our mission, and as such, we rely on funding from multiple sources to sustain and grow our work.

As our charity seeks to respond to urgent need, we are seeking a motivated Community and Events Fundraiser to join our dedicated and ambitious team. The postholder will grow our engagement with local communities, especially Catholic parishes in the Diocese of Salford, and other organisations, helping to build relationships, inspire action and make a meaningful difference in people's lives through supporting our fundraising.

JOB DESCRIPTION				
<b>POST TITLE:</b> Community and Events Fundraiser	LOCATION: Combination of working from our Caritas House office in Manchester, regular engagement with our diverse range of services and home working			
HOURS OF DUTY: 37.5 hours per week The role involves occasionally representing or managing activities outside of normal office hours	GRADE: SCP15-19 SCP15-19 SCP15-19 SCP15-19 SCP15-19 SALARY: £28,361 - £30,529 per annum Casual car user allowance			
RESPONSIBLE TO: Head of Fundraising RESPONSIBLE FOR:	<ul> <li>MAIN CONTACTS: <u>Internal</u></li> <li>Fundraising team</li> <li>Communications Manager</li> <li>Heads and managers of services</li> <li>Parishes, schools and advocacy team</li> <li>Finance team members</li> </ul>			
SPECIAL CONDITIONS OF SERV • Work within the ethos of Ca				

- Ability to work outside office hours if/when required
- Basic Disclosure & Barring Service check required
- Must hold a full UK Driving Licence and have the use of a car insured for business use

#### MAIN PURPOSE OF THE POST:

The Community and Events Fundraiser will be the lead fundraiser helping to develop and manage community based and event driven fundraising initiatives, forging strong relationships with individuals, community groups, parishes and local organisations. They will focus on creative and innovative approaches to engage supporters, tracking fundraising performance in their respective area, stewarding donors and corporate volunteers.

#### Community and events fundraiser Main tasks and responsibilities

#### Community and Event Based Fundraising

- 1. Plan, develop, and execute a variety of community fundraising initiatives and events to grow supporter engagement.
- 2. Work collaboratively with parishes and local organisations to create meaningful and successful fundraising partnerships.
- 3. Organise and deliver fundraising events, including liaising with volunteers and corporate sponsors.
- Provide guidance, resources, fundraising support and encouragement to individuals or groups who are organising or participating in their own fundraising activities or sponsored challenges, ensuring they feel supported and connected to our mission.

#### **Relationship Management**

- 5. Build and maintain long-term relationships with key community stakeholders, including parish clergy and parishioners, community groups, and corporate volunteer managers and corporate volunteers and individual event fundraisers.
- 6. Act as the main point of contact for all supporters wishing to fundraise.
- 7. Proactively engage and inspire supporters to organise for or take part in Caritas Salford's fundraising initiatives.

#### Innovation and Stewardship

- 8. Develop innovative fundraising ideas to attract new supporters and engage existing ones.
- 9. Provide regular updates to supporters and stakeholders on the impact of their contributions.
- Monitor and evaluate the performance of community and event-based fundraising, maintaining accurate records and reports.

#### Parish Engagement

- 11. Foster strong relationships with parish clergy, parishioners and the wider Catholic community, working collaboratively to promote community fundraising initiatives.
- 12. Act as a link between Caritas Salford and parish group, encouraging their involvement in events and campaigns.



#### **In-Memory**

13. Develop and manage a sensitive and effective in-memory giving programme, supporting families and donors with personalised communications and events.

#### **Other Duties**

- 14. To work within all relevant policies and procedures for employees of Caritas.
- 15. To take responsibility for selfdevelopment and learning on a continuous basis.
- 16. Attend regular supervision sessions, staff meetings and training as requested.

17. To carry out any other duty, commensurate with the level of the post, as may be determined by the Director. This role profile is not exhaustive and is subject to review.

The above description is not an exhaustive list but indicates the main responsibilities of the post at its inception. It may require amendments as the role develops. Any changes will be agreed with you in advance after consultation.



#### Person specification for the post of Community and events fundraiser

Person specification for the post of Community and events fundralser				
REQUIREMENT	ESSENTIAL	DESIRABLE	ASSESSMENT METHOD	
Qualifications / training	• Good standard of secondary education or further education, or suitable level of professional qualification or experience.	• A relevant fundraising qualification	Application Form & Interview	
Skills	<ul> <li>Strong relationship-building skills, with the ability to engage a wide range of supporters, from parishes to community groups and corporate sponsors</li> <li>Excellent organisational skills, with the ability to plan and deliver multiple projects simultaneously</li> <li>Creativity and enthusiasm for developing new and innovative fundraising ideas</li> <li>Proficient in tracking performance, maintaining records, and producing reports</li> <li>Strong communication and interpersonal skills, with sensitivity and empathy when engaging with donors</li> </ul>	<ul> <li>Understanding of the Catholic Church's structure and engagement with parishes and faith communities</li> </ul>	Application form & interview	
Experience	<ul> <li>Proven experience in community fundraising or events management, ideally within the charity sector</li> <li>A passion for social justice and alignment with the mission and values of Caritas Salford</li> <li>A proactive, self motivated individual with the ability to work collaboratively as part of a team</li> </ul>	<ul> <li>Knowledge of in-memory giving and experience in supporting bereaved families or donors</li> <li>Knowledge of volunteer procedures and the use of volunteers in fundraising and communication activities</li> </ul>	Application form & interview	
Special conditions	<ul> <li>Commitment to the ethos and values of Caritas Diocese of Salford</li> <li>Flexibility to work evenings and weekends as required for events and community activities</li> <li>Contribute actively to fundraising and promotional activities</li> <li>Must hold a full UK Driving Licence and have the use of a car insured for business use</li> </ul>			

**Note for Applicants:** Please try to show on your Application Form how you meet these requirements as this will be used for shortlisting purposes.

#### Duties and responsibilities of all Caritas Salford staff and volunteers

As a Catholic charity, we seek to respect, protect and promote human dignity for all. This is fundamental to our work. Therefore, as part of our team you'll need to appreciate and be respectful of the diversity of our staff, volunteers, supporters and the people who use our services. You'll be expected to model behaviours and represent the principles, ethos and values of Caritas Diocese of Salford ('Caritas') in all aspects of your work. You'll also be expected to contribute positively to creating healthy, hospitable and welcoming workplaces and environments.

## Promoting our work and fundraising

As a charity we rely on fundraising to support our work. All members of staff are expected to positively represent our work with donors and supporters and, subject to the terms of your contract, to contribute to fundraising activities.

#### Health and Safety

Employees have a legal duty to protect their own health and safety and that of others who may be affected by their work. This includes people who use our services, volunteers, supporters and other visitors. We expect all our people to follow Caritas policies, procedures and take action to prevent people from harm. We also expect you to report hazards, accidents and incidents in accordance with procedures.

#### Safeguarding

Everyone in Caritas has a responsibility to safeguard the well-being of people who may be at risk of harm. As part of your role you will be required to undertake mandatory safeguarding and Prevent training to raise awareness and give information about how you can ensure that children, young people and adults at risk are safeguarded. Your role includes a duty to refer any safeguarding concerns in line with our procedures.

We're committed to safeguarding children, young people and adults at risk of harm within the community and aim to embed a culture of safeguarding to prevent abuse and provide support to individuals who have been harmed. We expect everyone to contribute to the creation of a safe environment, challenge inappropriate or dangerous behaviours and report concerns.

# Confidentiality and protecting data

As part of our work it may be necessary for you to gather, record and store confidential information or personal data. We expect everyone to respect confidentiality (within the boundaries and procedures for safeguarding and whistleblowing) and not disclose personal information. You may also have access to information or communications technology equipment for your role. You will be required to ensure that appropriate security procedures are followed and that confidential information, including passwords, are not communicated to unauthorised individuals.

# Why your fundraising expertise matters so much

We're proud of our services and the support we provide people locally, making a real, tangible difference to their lives. The work you do to ensure we have sustainable income for our charity will have a real, tangible impact on people across Greater Manchester and Lancashire who are experiencing acute crisis - and to help them transform their lives for the long-term too.

Our work includes:

# Supporting children, young people and families:

Our schools' service removes barriers to learning and participation, empowering children, young people and their families by providing a bespoke package which can address a range of areas, including behaviour, supporting bereavement, emotional wellbeing, anxiety, safeguarding and confidence.

Our **young parents' accommodation** provides support, safety, security and a period of stability to young parents and their children at a time when they have experienced crisis or distress in their lives, whilst preparing them for independent living.



# Supporting people experiencing homelessness:

Our day centre facility in Manchester, Cornerstone, aims to ensure that noone has to sleep rough, that people have the support they need to prevent them from becoming homeless, and that those who do are helped to secure safe accommodation.

Our Morning Star and Caritas House supported accommodation hostels in Manchester also provide a safe place for a temporary, but not time-limited period.

At our **Red Door Day Centre** in Bury, we also support homeless and vulnerable individuals with food, essential practical support and assistance in finding both temporary and permanent accommodation. Our team also assists with access to other services and benefits, including management of income, access to appropriate health care, and support in improving physical and mental wellbeing.



# Supporting local communities through social action:

Our Lalley Centre and Community Allotment in Collyhurst supports people on low incomes with practical needs in health, housing, family and employment. We assist people who are unemployed or receiving benefits, families facing homelessness, those struggling with addictions, mental health and wellbeing or conditions that prevent them from working. Our community allotment offers the chance for local people to learn new skills whilst also providing fresh produce as part of a healthy-eating scheme, which also supplies our Lalley food bank.

Our Accessibility Service works across different Caritas services and projects as well as the parishes and communities within our diocese to create a positive atmosphere for dialogue about accessibility, disability and inclusion. Accessibility is a basic requirement to honour human dignity and we strive to ensure that all people are recognised as equal and worthy of dignity and respect.

Our Energy Advice Service team supports people locally, helping advise on reducing costs of their bills and ensuring they are able to stay warm. They run drop in sessions and home visits, as well as sessions at our other centres including those for people experiencing homelessness and our Lalley Centre in north Manchester.

#### Supporting refugees:

Our Aspire service supports individuals including refugees and people seeking asylum who have aspirations to progress into professional employment, many wishing to restart careers that have been cut short due to conflict. Our support enables them to rebuild their lives and give back to their new community. Our team also offers Aspire English language teaching to further support people as they settle into their new home or if they wish to improve their language skills.

Through our **Community Sponsorship Scheme**, Caritas Salford enables groups of volunteers to safely resettle, welcome and support families of refugees in their community.

#### Formation and animation:

We also work with **parishes and school communities** across Greater Manchester and Lancashire, providing tools to help them put the Church's commitment into practice, in accordance with the principles of Catholic social teaching.

### Don't just take our word for it ...

Hopefully this short document gives you a flavour of what we're about. But, don't just take our word for it, here's a few comments from staff, volunteers and people who have accessed our services:

Geople showed us humanity between friends and neighbours...life was harder before but here there is safety, humanity, support.
Person accessing our services Caritas is such a great place to work. I enjoy every day and people around me are very supportive. It's nice to see the difference your work makes to the lives of people in need too. That makes it all worthwhile.

#### CARITAS DIOCESE OF SALFORD

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Issued: December 2024



– EMPLOYER –



Charity number: 1125808