# ADVANTAGED THINKING

CHAPTER SEVEN

LEARNING THROUGH

THE JOURNEY

Insights from Foyer Federation programmes, resources and strategic vision

Federation

# CHAPTER SEVEN LEARNING THROUGH THE JOURNEY

"Empowering a young person to take part in the Foyer Federation's programme presented them with opportunities to excel and overcome their challenges. They were not thinking about their inability to read or write."

Rob Dean, Bridge Foyer

"The Foyer Federation has inspired fresh approaches to empower young people experiencing disadvantage for 30 years, leading the UK Foyer network as a flagship for innovation."



# INSIGHTS FROM THE FOYER FEDERATION'S PROGRAMMES, RESOURCES AND STRATEGIC VISION

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Each section includes two 'Taking Action' questions to help you to reflect on insights.

# 1. THE FOYER FEDERATION'S ROLE IN LEADING ADVANTAGED THINKING

Advantaged Thinking celebrated its 10th birthday in 2021. Throughout its decade of existence, Advantaged Thinking has played a number of key roles for the Foyer Federation. It has been an anchor during stormy external challenges, a foundation on which to build new programmes and opportunities, and a mentor and teacher helping the organisation reflect, learn and stay focused on the aspirations and strengths of young people.

The Foyer Federation's Advantaged Thinking track record is extensive and includes:

- · Introducing the sector's first national learning qualifications and quality assurance programme
- · Developing national projects innovating approaches to health and wellbeing, employability and social action
- · Amplifying positive, person-centred, strength-based models of working

These activities all offer a source of knowledge aimed at rewiring mindsets from an asset-based perspective. They have enabled the Advantaged Thinking ethos to influence more positive ways of working with and understanding young people across the youth sector, such as through the development of Paul Hamlyn Foundation's (PHF) Youth Fund.

The Foyer Federation has led Advantaged Thinking's pioneering solution to youth disadvantage – the 'Foyer Model' – through a network of quality-assured UK Foyers, which are able to work in this way with thousands of young people each year. The charity's unique position, closely connected to services and the young people who live in them, but a step away from frontline pressures, makes it well placed to challenge practitioners, funders and service providers to transform their approach to working with young people.

It would be fair to say that Advantaged Thinking has existed and permeated the Foyer Federation's philosophy and work since its inception in 1992 – long before the concept was crystalised in 2011. The Foyer approach itself was developed as an asset-based alternative to a hostel, integrating housing, education, training, employment and health support with personal development for young people aged 16-25 who could not live at home. Prior to 2011, the Foyer Federation was leading on initiatives, programmes and projects that had an Advantaged Thinking heart but without the fully developed language, structure and ethos that has since been introduced. This chapter explores in more depth the ways the Foyer Federation has embedded Advantaged Thinking within its work since it was first named, with a particular focus on the vision and activities from the organisation's 2021 Home for Advantaged Thinking strategy.

All of the Foyer Federation's work has an end focus on creating long-lasting, positive impact for young people who experience homelessness. However, other key stakeholders are often the primary audience for programmes and opportunities – either young people directly, practitioners, service managers or the wider sector. A focus on each stakeholder is explored in the following three sections of this chapter.

#### TAKING ACTION:

- Q1 What can you learn from the Foyer Federation's role and track record?
- Q2 Which stakeholder focus is most important to you?

#### 2. ADVANTAGED THINKING FOR YOUNG PEOPLE

#### **Open Talent**

In 2011, Open Talent was introduced as a pilot programme to five Foyers in the North West region, funded by Virgin Unite. It was the precursor to Advantaged Thinking – the testing ground and experiment lab from which the Foyer Federation created Advantaged Thinking's genetic code. All future programmes and initiatives were fuelled by the positive experience that the Open Talent programme had on the initial five Foyers and young people that took part.

Foyers, staff and young people that engaged in Open Talent explored a new approach that emphasised talent spotting, coaching and talent building. Inspired by the life coaching model, Open Talent called on those who work with young people to consider talent in the broadest possible sense; not as an elitist word, but as any positive characteristic or ability. By identifying and investing in these positives, Open Talent set out to show how we can make a difference for young people and enable them to successfully transition to adult independence.

Open Talent worked by giving young people access to:

- 1. Places to open their talent
- 2. People to open their talent
- 3. Opportunities to spot, develop and promote talent
- 4. A personalised deal between a young person and those who work with them to invest in their talents
- 5. A campaign to end disadvantaged thinking by promoting an asset-based focus on young people's potential

In 2012, a further 16 Foyers engaged in an Open Talent Service Development package which was devised to develop Advantaged Thinking cultures and working practices in services to open talent in all young people.

Between the years 2012-2016, the Foyer Federation embedded Advantaged Thinking into a series of nationally significant programmes focusing on health and employment.

#### **Healthy Conversations**

In May 2013, the Foyer Federation was awarded £3.6 million from the National Lottery Community Fund to begin a two-year programme entitled Healthy Conversations, which was aimed at creating a different positive conversation about health with young people.

76 services across the UK were involved and 4500 young people were coached with 85% achieving the goals they set. 1200 staff received training and/or resources to support them to have healthier conversations with young people.



Healthy Conversations provided young people with the understanding, opportunities and networks to improve the health and wellbeing of themselves, their peers and their communities.

The Foyer Federation worked alongside Youth at Risk and the Mental Health Foundation to ensure young peoples' voices were at the centre of conversations about health. Healthy Conversations aimed to transform the health and well-being offer for young people by:

- Coaching a Healthy Conversation, creating health goals and making personal health action plans.
- Developing a network to support and sustain positive health and wellbeing through Healthy Conversation groups, and extending young people's health footprint by connecting them to the right health groups and services.
- Offering activities and services for young people to experience through Health Taster Days that promoted health messages into the wider local community.

Healthy Conversations created an Advantaged Thinking milestone by establishing the importance of coaching when delivering an Advantaged Thinking service. It enabled staff to think more holistically about the impact and importance of health and wellbeing for young people in Foyers.

#### **Pop Up Talent and Working Assets**

Over a similar period, the Foyer Federation delivered two programmes that drilled down into the systemic barriers that young people in supported accommodation face when trying to find employment.

Pop Up Talent took place in Birmingham, London and South Wales and was all about creating a different conversation between young people and the world of work. The Foyer Federation did this by popping up where young people are, creating dialogue and interaction with working people and offering a variety of skills development opportunities that play to different talents and interests.

Working Assets took a different approach, testing out early forms of social action projects across Foyers before working in partnership with the Society of Motor Manufacturers and connecting young people to the motor industry to learn the assets needed to work in this sector.

The young people involved gained hands-on experience in activities such as production experience, plant visits, social action projects, branding challenges and environmental sustainability projects. Wrapped around these experiences were opportunities for personal development such as mentoring and coaching, training schemes, courses leading to recognised qualifications, financial investment in individuals' talents and work-readiness conversation groups.

Both programmes opened up an Advantaged Thinking approach to understanding and investing in work capabilities.

#### **Power Up**

The Power Up programme is a youth leadership and influence development programme funded in two phases by The Listening Fund between 2018-2020, and then from 2021-2024. The programme was designed to tackle the imbalance of power that young people who have experienced homelessness face. The initial exploration work aimed to hear what young people have to say, to amplify their voices, and to act on their suggestions for making the services they interact with truly youth led.

In phase one, the Foyer Federation took two groups of young people (representing 17 Foyers) away on action-adventure residentials, packed with exciting activities and challenging workshops that pushed everyone outside their comfort zone. Young people received training in public speaking, communication and leadership. The Foyer Federation also started unpacking how to create national voice opportunities for young people in Foyers.

Phase two was designed to embed youth leadership and involvement into local Foyer practices and to ensure young people are represented in positions of power across the Foyer Federation.

#### **Talent Bonds**

Talent bonds were initially introduced in Open
Talent and the Pop Up Talent programmes as a
direct financial investment in a young person to
help build the resources they need to develop an
employment goal, career choice or wider personal
interest. They have since been a mainstay of many
Foyer Federation programmes with regular rounds of
funding for young people in Foyers to apply for.

The money for a Talent Bond might be for starting up a project, paying for classes or a course, an initial cash injection for an enterprise, or equipment needed to further their abilities. Young people are asked to be creative with their ideas, as well as brave, thoughtful and organised as they start up the project, run with it and make it happen.

Talent Bonds have made the concepts of Advantaged Thinking accessible to young people by trusting in their ideas, investing in their futures and allowing young people to access that investment directly rather than via their service provider.

#### Pass It On

Pass It On is a digital platform that was created with support from the Berkeley Foundation to allow young people to share their skills, experiences and reflections with their peers across the national network of Foyers. It was built to encourage young people in Foyers to recognise that the skills and strengths they possess have exchange value and to challenge the notion that only staff have useful things to pass on to young people.

The platform continues to evolve as the Foyer Federation learns what works and how to properly engage young people online. As a result, local networks have been set up within the platform and Foyers use these to communicate opportunities specific to their service.

Pass It On has built the beginnings of a new infrastructure within the Foyers that can allow Advantaged Thinking to grow and develop at a grassroots level led by young people. The next challenge is how to support young people to take the lead and facilitate this growth.

#### **Future focus**

During the COVID-19 pandemic, the Foyer Federation deepened its listening with young people by launching a regular survey. This enabled the organisation to hear from a wide group of young people all around the country, and to find out what their priorities are now and when looking forward into the future. From this, and based on conversations with professionals from the Foyer network, the Foyer Federation identified three priority areas of focus:

- Youth employment providing ways for young people to explore the world of work and develop the skills and experiences needed to succeed in employment or enterprise.
- 2. Health and wellbeing addressing the increase in the levels of isolation, depression and anxiety young people have reported since the start of the pandemic.
- 3. Youth leadership tackling systemic barriers to young people having real power to lead and influence change in the areas that affect their lives.

#### 3. ADVANTAGED THINKING FOR PRACTITIONERS

The Foyer Federation has always taken the time to listen, understand and explore the challenges that staff in Foyers and youth services experience on a day-to-day basis – including those that limit or challenge an Advantaged Thinking approach. Drawing on intelligence from regional meetings, innovation days, FOR Youth quality assurance visits and development work done with the Investor member group, the Foyer Federation has created resources, training, events and toolkits to help practitioners reflect and develop their practice.

As a result of these explorations, two pieces of co-creation work were established from 2019:

The first, called **Advantaged Thinking People**, tackles the need to embed Advantaged Thinking into the policies, procedures and processes that relate to human resources. This co-created resource is being developed with the Foyer Federation's Investor member group and, so far, has focused on recruitment processes and how to attract and sustain an Advantaged Thinking workforce. Future work will include looking at Advantaged Thinking competency, communication and investment.

The second, called **Advantaged Thinking Practice**, looks in more depth at the methodologies, practices and paperwork used by practitioners when they interact directly with young people. The design team is made up of young people and local Foyer staff who have identified a need to change the working practices in their service to become more Advantaged Thinking. Modules within the handbook have already been developed to improve the referral, interview and action planning processes and future work will focus on engagement, youth involvement and outcomes.

The Foyer Federation also delivers training on Advantaged Thinking to help staff in services reflect on how asset-based their organisation's culture is and to take action to become more Advantaged Thinking. The training enables participants to:

- Understand asset-based approaches and the related theory
- Identify Advantaged Thinking as opposed to Disadvantaged Thinking
- Understand and explore the vision, values and impact of Advantaged Thinking
- · Explore the concept and currency of trust and its importance to Advantaged Thinking
- Understand and explore the 7 Tests of Advantaged Thinking
- Apply Advantaged Thinking principles to their role and organisation
- Create an Advantaged Thinking action plan to sustain a commitment to Advantaged Thinking and innovation

The Foyer Federation continues to develop a suite of training that is underpinned by Advantaged Thinking and unpacks how the principles can be embedded in practice. Coaching Training develops Test 3 – work with – and provides practical guidance on how to coach in a youth supported housing setting. Powering Up Youth training explores Test 6 – involve – by understanding the power dynamics within organisations and how to create a culture of youth leadership and activism.

Future work will focus on detailed training to explore the other Tests and on co-creating new content on Advantaged Thinking with and for young people.

In addition to training, the Foyer Federation has developed several toolkits that are free to access for members. The toolkits build on learning from past programmes and focus on different areas of practice. Each toolkit provides practical tips, exercises and examples for staff to use to embed Advantaged Thinking in their work. Current toolkits available are:

- Healthy Conversations (health focused)
- Pop up Talent and Employability Escape Room (employability focused)
- · Working Assets (social action focused)
- Taking the Lead (youth leadership focused)

#### TAKING ACTION:

- Q1 Of the Foyer Federation's work with practitioners, what resonates most with your interests and experiences?
- Q2 How might you apply one of these examples to benefit your services?



# 4. ADVANTAGED THINKING FOR SERVICES AND SERVICE LEADERS

The foundation to delivering an Advantaged Thinking service is not the practical tools, training, or programmes for young people – although they are all great building blocks! Instead, it's the culture, values and ethos of the organisation that creates the environment for young people to flourish.

The Foyer Federation's **FOR Youth** quality development programme and accreditation provides the best vehicle to coach, challenge and promote the establishment of an Advantaged Thinking culture in the heart of any organisation. The insights, impact and value of FOR Youth are covered in Chapter Four.

In addition to the FOR Youth programme, the Foyer Federation runs a leadership programme for managers and team members in the Foyer network and beyond. **Fellowship for Leaders** was originally funded by the John Ellerman Foundation to provide a year-long personal development journey which builds the capacity of existing and emerging leaders in the youth sector and supported housing.

Advantaged Thinking runs through the entire programme, which has a focus on encouraging innovation, creating space for reflection and, through an action learning approach, enabling staff to develop their skills and ideas. Fellows have several opportunities throughout the nine-month programme to network and share experiences with peers. This investment in staff development, in turn, leads to better outcomes for young people in Foyer services.

The Foyer Federation's **Investor** member offer takes a bespoke, deep-dive approach to service development with a smaller group of pioneering housing associations. The Investor group is involved in shaping the future of the Advantaged Thinking offer that the Foyer Federation delivers. It co-creates and tests solutions to common challenges facing the wider network of services. As part of the Investor offer, the Foyer Federation works closely with leaders of leaders – those who are responsible for multiple service managers. They have access to inspirational events, a network of fellow leaders and one-to-one support.

#### **TAKING ACTION:**

- Q1 Of the Foyer Federation's work with services and service leaders, what resonates most with your interests and experiences?
- Q2 How might you apply one of these examples to benefit your services?

### 5. ADVANTAGED THINKING FOR THE YOUTH AND HOMELESSNESS SECTOR

On 14 May 2021, the Foyer Federation celebrated the **10-year anniversary of Advantaged Thinking** alongside past and present friends and supporters of the organisation. The gathering showed the level of influence and impact Advantaged Thinking has had on the third sector – particularly within youth and homelessness organisations. Staff from services in Australia, Ireland, France, Netherlands, and various sectors including media, housing, youth and adult social care, united around an Advantaged Thinking vision demonstrating that Advantaged Thinking is not just a philosophy but a genuine movement.

Advantaged Thinking has spread far and wide – both in terms of geography and sector. Example references include Danny Kruger's essay on the need for a bolder charity sector in 'Making Good: The Future of the Voluntary Sector' (2014); Movisie's '100% Talent' Inspiration Manual in the Netherlands (2015); the Australian 'Education First Youth Foyer' practice frameworks published by Launch Housing and Brotherhood of St Laurence (2015); A Better Way's 2018 publication 'Insights for a Better Way'; Community Links' 2020 report on 'Deep-value Relationships'; and, in 2021, an article in the Irish Times on the launch of Northside Partnership's Strategy, along with a blog on learning from Advantaged Thinking as part of Homeless Link's work to promote strengths-based practice.

The Foyer Federation's **Trust Youth campaign** was developed in 2016 as a way of uniting like-minded organisations in the youth sector around Test Five of Advantaged Thinking – believing in young people. The campaign brought together media outlets with young people from Foyers and other youth organisations to share positive stories about young people and counter the negative stereotypes that are frequently portrayed in the media. The Foyer Federation has kept the legacy of the Trust Youth campaign alive by dedicating a page on its website to stories of young people thriving. Future work will focus on amplifying the united voice of young people around the issues that affect their lives as part of Room A of the Foyer Federation's new Home for Advantaged Thinking strategy.

The Foyer Federation and InspireChilli worked with Paul Hamlyn Foundation (PHF) as part of the first Youth Fund cohorts in 2015-17, helping to embed an Advantaged Thinking and asset-based philosophy into the Foundation's funding activity – which continues to this day. By introducing Advantaged Thinking-style expectations, training and networking opportunities into their grant-making activities, PHF has become a leader in the field for supporting asset-based youth services and projects. It rightly believes that this focus will better help young people to thrive and 'become successful adults and members of society'.



Other examples of Advantaged Thinking concepts being more widely adopted include:

- 1. The promotion of strengths-based approaches in Danny Kruger's 2020 report for the Government, 'Levelling Up Our Communities'. It notes that "the principle of self-efficacy — that people have the capacity, with the right help, to effect positive changes in their own lives and lives of others — should be at the heart of our social system" with the call for "a more positive approach" that sees people and places as "opportunities to be realised" (pp.15-16).
- 2. Increased focus at Homeless Link on supporting organisations to be more strengths-based, with work to develop a resource for services and commissioners.
- 3. A spotlight on the importance of a person-centred, asset-based ethos in the successful work of youth organisations supported by the Listening Fund to meet increased demands during the COVID-19 pandemic, demonstrating how a strong asset-based culture enables organisations to adapt more effectively to external challenges.
- The work of organisations who have learned from Advantaged Thinking to develop their own assetbased models, such as MayDay Trust's Personal Transitions Service with its strong campaign for systems change.
- 5. The explicit requirement in applications to the National Lottery Community Fund to evidence both a 'people-led' and 'strengths-based' approach, ensuring that organisations are 'making the most of, and building on, the skills and experiences of people'.

There are numerous examples within the Foyer network of local authority commissioners recognising the powerful impact of Advantaged Thinking service provision and, as a result, commissioning a Foyer model. Recent examples are:

- Long-term support contracts awarded to Newhaven and Doncaster Foyers, reflecting the quality and impact of their services proved by their FOR Youth accreditation scores.
- The collaborative relationship between Your Housing Group and Wigan commissioners that helped shape an asset-based approach for commissioning called the Wigan Deal.

The Foyer Federation's **SPARK** awards in 2017 and 2018 promoted the concepts of Advantaged Thinking and belief in young people by celebrating the successes, commitment and creativity of young people in the Foyer network. This was later expanded to a wider group of young people living in social housing through the **Room for Young People** conference and awards from 2018 onwards. These annual events are run in partnership with five organisations who are committed to asset-based working: Livewest, Clarion Housing, InspireChilli, HAYN and the Foyer Federation.

#### TAKING ACTION:

- Q1 Which examples and references resonate most with your interests and experiences across the wider youth and/or homelessness sectors?
- Q2 How might you apply one of these examples to benefit your services?

# 6. THE HOME FOR ADVANTAGED THINKING VISION

What is the future for Advantaged Thinking? There are so many things that need to change for young people and within the systems and paradigm we all work in as professionals. The Foyer Federation believes that there is more need than ever to create a strong community and movement of Advantaged Thinkers to ensure young people get the best offer possible.

The Foyer Federation wants to help grow a community of young people, funders, youth workers and service managers, while embracing the need to go deeper into social care, probation, commissioning and other fields in the social sector that have to navigate so many deficit-based systems, cultures and training programmes.

The Foyer Federation is building a Home for Advantaged Thinking where we can all unite around the strengths, talents, experiences and energy of young people. The Foyer Federation's vision for this future focuses on the concept of the home.

#### What are the elements that make a good home?

- Space to think and reflect a window ledge, reading nook or cosy snug
- A place to explore it's important to be able to have fun and be yourself at home
- Good views providing perspective and being able to see beyond the immediate
- A place that connects and responds to its environment
- A welcoming and comfortable space
- · A feeling that you belong
- Being secure and safe

The Foyer Federation intends for the Home for Advantaged thinking to have all of these and more. The four main rooms contain the aims of the Foyer Federation's strategic plan that can be found at www.foyer.net

These rooms provide the right environment for Advantaged Thinking to grow.



#### Room A: Advantaged Thinking through youth leadership and activism

The Foyer Federation wants young people and the services that support them to have greater knowledge, skills and opportunities to develop sustainable youth leadership, and to collaborate with us to create networks for young people. This room is about rebalancing power and providing new opportunities for young people to lead the way.

With support from the Listening Fund, Blagrave Trust, Paul Hamlyn Foundation, Dulverton Trust and John Ellerman Foundation, the Foyer Federation is already gathering a group of young people to help explore what needs to change and the best way to take action. The Foyer Federation wants to partner with like-minded youth sector partners that have broken similar ground in other areas and can contribute their expertise to help crack the unique challenges of youth supported housing.

Key activities in this room:

- A new Youth Influence and Involvement strategy to help drive youth-led change within the Foyer Federation as a charity.
- An online platform created with and for young people to enable them to share their skills, experiences and passions with their peers.
- Direct investments in young people's talents and strengths through the Talent Bond fund to enable young people to take ownership of their future.
- Exploring new ways to give more young people in supported accommodation better access to youth leadership resources and programmes.

#### Room B: Advantaged Thinking through better services and inspirational staff

Most services want to work with young people's strengths and talents despite pressure from funding cuts and the focus on quick outcomes. However, we often notice they haven't set out a clear criterion for what effective asset-based working looks like, and therefore are not held to account or able to articulate how to grow and improve.

This room is all about building the capacity and quality of services to deliver an Advantaged Thinking offer that increases positive impact for young people.

The Foyer Federation's training and accreditation offer enables a quality conversation to happen over time and helps build a genuine, mission-based relationship to develop. The Foyer Federation wants to use this knowledge and experience to help commissioners and decision makers to understand the benefits and concrete outcomes of investing in an Advantaged Thinking approach.

Key activities in this room:

- To spread the good news about Advantaged Thinking to others and influence future decision making and commissioning.
- Developing an Advantaged Thinking learning framework with and for young people that gives them
  more ownership over their development and provides a better impact dataset grounded in young
  people's goals rather than the organisation's KPIs.
- To connect and widen a network of like-minded youth services by finding ways to accredit and develop quality with Advantaged Thinking services outside of the current Foyer network.

#### Room C: Advantaged Thinking to influence change

The Foyer Federation wants young people with experience of disadvantage to be meaningfully involved in shaping policy decisions and the services that they interact with. It wants to put more power into young people's hands. This does not mean building a staff team to do this work, but instead empowering young people at a grassroots level to have a greater voice.

The Foyer Federation will do this by investing directly in the ideas, insights and energy of young people and build a campaign that shows the power of trusting youth. By connecting and collaborating with youth organisations, the Foyer Federation hopes to design and unite under an asset-based brand to influence positive change.

Key activities in this room:

- Sharing stories of young people through the Foyer Federation's website, social media and digital platform.
- Collaborating with like-minded organisations to celebrate and promote the talents and skills of young people.
- Building a campaign with young people that creates a united movement for Advantaged Thinking and asset-based working.

#### Room D: A community of Advantaged Thinkers

There is a tendency towards individualism in the youth sector. As organisations each try to achieve their own mission, it's easy to become overprotective and competitive for the limited resources available to sustain charities. We have more in common than we often realise, yet it is hard to carve out time to work together and help each other out. However, true collaboration, generous leadership and building collective strengths are critical for an Advantaged Thinking future for young people and for a thriving, fair society.

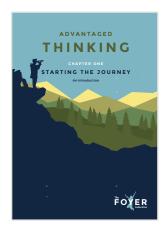
This room is about coming together around a common desire to see young people advantaged. It's about finding ways to learn together, challenge each other and do more to give all young people the chance to flourish.

Key activities in this room:

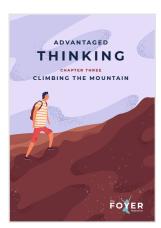
- Building on the strong connections and diverse relationships within the Foyer Federation's network of members and investors and maintaining and growing that community.
- Developing new communities of practice that are accessible to those currently outside of Foyer Federation membership, and providing inspiration and resources to support an Advantaged Thinking youth offer.
- Creating space for like-minded youth organisations to think, collaborate and challenge each other around asset-based thinking.

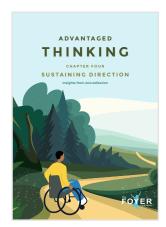


#### Advantaged Thinking series of reports:

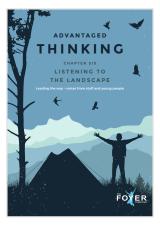


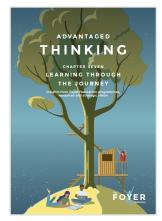




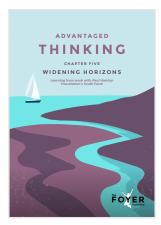


























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