

Play. Inspire. Unite.

# STRATEGIC PLAN 2022 - 2026



## INTRODUCTION



"If you don't know where you are going, any road will get you there," paraphrases the Cheshire Cat from Lewis Carroll's Alice's Adventures in Wonderland. And if you don't know where you are now, you won't be able to find the right road to where you want to go.

Ontario Soccer's data-driven strategic planning is where we define our strategy/direction to make decisions on allocating resources to pursue and realize this strategy. It's a framework to proactively address issues with a more long-term view. describing key processes, people and technology at a specific time in the future (5 years) and how we can reach that future, given our current situation. In order to fully understand our current state a number of custom stakeholder surveys were made available to the membership to solicit and gather their feedback. That feedback along with information collected from staff and other external stakeholders, (i.e., Canada Soccer), was used to begin looking at factors that are driving us to the future and to begin discussing how those drivers will (or should) impact Ontario Soccer.

The volatility of the current global pandemic caused us to adopt reactive strategies rather than proactive ones focusing considerable efforts that required spending a significant amount of resources and time to execute. Our plan will enable us to initiate influence instead of just responding to situations. This strategic plan outlines nine strategic initiatives and will serve as our guide to inspire all of us to do more to enhance our beautiful game. Thank you to the membership for your feedback and especially to soccer volunteers across the province. You are the spirit and foundation of Ontario Soccer.

Peter Augruso President/Chair, Board of Directors Ontario Soccer





The Ontario Soccer Strategic Plan is rooted in three key foundational areas, all in line with Canada Soccer's newest Strategic Plan:



GOVERN



GROW



DEVELOP

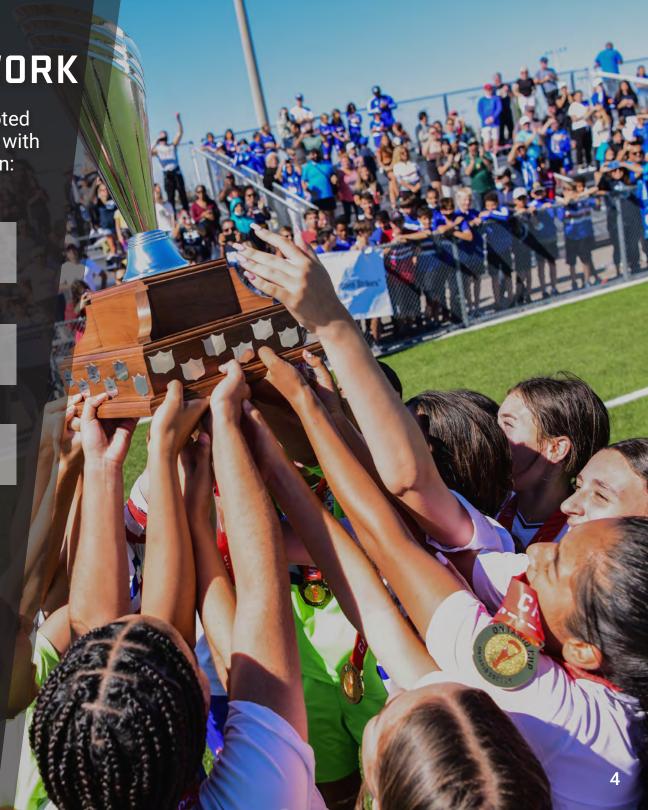


Proud member of the global soccer community











#### **GOVERNANCE MODERNIZATION OF DISTRICTS**

Amalgamation of Districts under principles of good governance and aligned operations.

**OUTCOME** Stakeholder- driven, modernized membership delivery and service model that is better connected to and more supportive of Clubs throughout Ontario.

#### DIVERSITY, EQUITY, AND INCLUSIVITY

Ontario Soccer and its membership are committed to supporting inclusion, equity, diversity, and access in its policies, procedures, communication, education and operational activities.

**OUTCOME** Changing the culture and face of leadership of soccer in Ontario.

#### ■ MEMBER MANAGEMENT ECOSYSTEM

Continued development and implementation of Ontario Soccer/SportsEngine's member management ecosystem.

**OUTCOME** More effective and efficient management of soccer for all levels of the game.





# **GROW:** With fiscal responsibility top of mind, Ontario Soccer will continue to forge meaningful relationships with partners, make a concerted effort towards participant recruitment and retention, and continue to work towards financial stabilization and sustainability.

#### ALTERNATIVE REVENUES

Continued focus on alternative revenue sources in order to lessen dependency upon membership registration fees.

**OUTCOME** Financially more stable organization focused on new alternative and innovative funding sources, while leveraging its organizational assets.

#### PARTICIPANT RECRUITMENT AND RETENTION

Connecting with the community and showing the value of membership.

**OUTCOME** Increased player registrations at the entry levels of the game and participation of new member specialized interest groups that demonstrates soccer in Ontario's commitment to inclusivity and diversity.

#### **FINANCIAL SUSTAINABILITY**

An approved and implemented Emergency Reserve Fund.

**OUTCOME** Developed and approved financial stability plan with prescriptive measures to help stabilize year-over-year operations.









#### BY MARCH 31, 2026:



#### **ALTERNATIVE REVENUE**

FINANCIAL: \$2.5 Million Corporate Partnerships Value (\*Baseline \$1 million)



#### REGISTRATION

PLAYERS: 300,000 Unique Players Registered in Outdoor Soccer (\*Baseline 165K)

MATCH OFFICIALS: 9,000 Match Officials

Registered (\*Baseline 2.8K)

HIGH PERFORMANCE: 66% of Players on Canada's Senior National Teams coming from Ontario Soccer Talent Pathway [\*Baseline 61%]



#### **GOVERNANCE**

MEMBER DISTRICTS: Review organizational structure(s) across the province to ensure Ontario Soccer, Clubs and Districts are set up for optimal growth into the future

# **OUR PURPOSE**

PLAY. INSPIRE. UNITE.

PLAY.

By making the beautiful game accessible, fun and meaningful for all who participate, we aim to encourage everyone to purely play - as an athlete, coach, match offical, or volunteer. Through the leadership we provide to the 550 Clubs within Ontario, we inspire all to simply start playing, keep playing, and never stop playing.

INSPIRE.

As thought leaders and experts in the progression of soccer development, we aim to inspire Ontario's best: the players, coaches, match officials, and volunteers who aspire for more, and make themselves part of the advancement of soccer in Ontario.

UNITE.

The game of soccer is the common thread that links and strengthens us as one. No matter what the difference in philosophies, goals, and opinions, soccer at its purest form is a game that galvanizes us, awes us, captivates us, and bonds us together.



### **LET'S CONNECT!**

#### **PROVINCIAL HEADQUARTERS**

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Ontario Soccer

# OUR PARTNERS

**HELPING US**PLAY, INSPIRE, UNITE.

PREMIER PARTNERS







OFFICIAL SUPPLIERS











SPORT PARTNERS







