



The Need

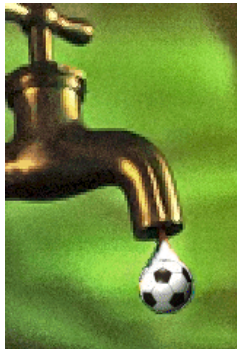
Today's amateur sports clubs and leagues are challenged to keep delivering quality programs and satisfy increasing expectations with a limited pool of committed volunteers.

SMA's Mission

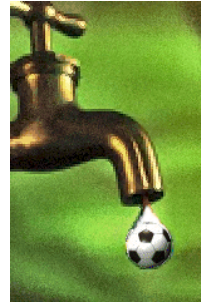
Our Mission is to provide clubs and leagues with administrative and project expertise and resources to assist them in addressing their operational needs and providing quality services to their members.

The SMA Team

We have many years of hands-on experience with all aspects of administration in volunteer sports organizations. We also have a broad range of general business experience that allows us to confidently address, financial, technical, governance, administrative and project requirements.



*Capacity and Expertise
On-Demand*



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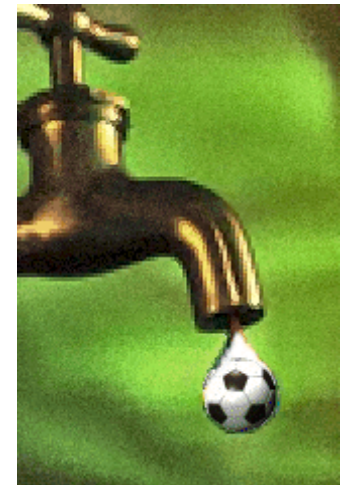
SMA was conceived as a way for Clubs to obtain skilled help as they need it. We undertake projects, provide operational services and automation tools working in partnership with Clubs. Some of the areas in which we can provide assistance are:

- Sponsorship, grants and fundraising
- Improving governance documents including Constitutions, Polices and Procedures.
- Club / league administration.
- Automation software for online registration, inquiry and scheduling.
- Indoor facility solutions



SMA Sports Management

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SMA

Sports Management

The Challenges

Today's Clubs and Leagues are constantly challenged to maintain and improve the quality of their services given:

- **Limited Resources**
 - The shrinking base of volunteers.
 - Funding limitations.
- **Increasing Requirements**
 - Governing organizations and our society are increasing their expectations of the volunteer sports organization.
- **Increasing Expectations**
 - Clubs are expected to provide a more professional level of service than in the past.

Most large clubs and leagues have hired some staff however;

- There is still a significant dependence on volunteers. We risk burn-out for many of our best volunteers.
- Neither staff or volunteers have a lot of capacity for projects and improvements.
- The clubs / leagues may not have the expertise / experience / focus to deal with some of their needs on their own.



The Needs

- **Revenue:** More Revenue with little or no additional volunteer time or effort.
- **Volunteers:** Reduce volunteer workload, especially for our key volunteers. Improve positioning for turnover.
- **Consistency:** Provide more consistency through improved Policies and Procedures.
- **Roles & Resp:** Define roles and responsibilities. Improve the documentation used to orient / train new staff & volunteers.
- **Governance Req:** Satisfy the requirements of Governing Organizations.
- **Projects:** Supplement capacity & expertise to take on projects and make improvements.
- **Staff:** Supplement, support and backup existing staff. Improve positioning to handle staff turnover.
- **Automation:** Improve tools and automation.

SMA Services

- **Business & Revenue Services**
 - Sponsorship, Grant applications, Fundraising
 - Constitutions, Policies and Procedures
 - Office and Financial procedures
 - Project work
- **Automation Services**
 - Online registration & payment
 - Online registration status inquiry
 - Online scheduling
- **Sports Facilities Solutions**
 - Develop and gain approval for a plan
 - Design, finance and construct a facility

SMA Can Help

SMA can assist you with portions of the work or we can take on complete administrative functions. We have the capacity and expertise to undertake the projects which may otherwise never get done.

- **Increase Sponsorship and Funding**
SMA can find additional sponsors for you and maintain them on a continuing basis.
- **Develop Grant Applications**
We have experience in developing successful Trillium grant applications.
- **Develop & Upgrade Documents**
We have significant experience in developing Constitutions, Policies and Procedures. We can provide advice on content and do the complete development. You may have the expertise but do you have the time?
- **Upgrade and Strengthen Operations**
We can help you to provide improved services with less effort. This includes manual as well as automated procedures and ongoing support from SMA.

