



JVA Board Candidate WILL STEIN

Tidewater Volleyball Association
Virginia Beach, Virginia

How many years have you been a JVA member?

16 years

Please explain how you have supported the Junior Volleyball Association

Served on the JVA Club Director Education Committee from its creation and for 3 years.

Visited other JVA member clubs' facilities, flying in/out extra days around tournaments to meet other directors face to face.

I have run multiple single and multi-day events using the JVA insurance program (& with zero claims! =))

Assisted in creating the Atlantic Coast Power League which some events are JVA insured still.

Assisted in creating (with VA Elite) the Mid-Atlantic Power League which was originally a JVDA event.

Registered Coastal VA VC as a JVA Member Club and participated in the Sponsor Program several years branding our gym, website, and gear with the JVA logo.

Promote JVA's website, newsletters, social media, and blogs to all new coaches (local and otherwise).

Participate in almost every JVA ""list"" (watch lists, nominations, tournament advertising, beach, and boys)

Participate in multiple multi-day JVA events each year.

Describe your experience in the volleyball industry, including any volunteer leadership experience, such as board, committees, offices, etc.

Currently: (volunteer)

President, BoD Tidewater Volleyball Association

Director, BoD Old Dominion Region, USAV

Past: (paid)

Head Coach, Bryant & Stratton Women's Volleyball (NJCAA)

Past: (volunteer)

Member, Club Director Education Committee, JVA (2-3 years?)

Member, Club Sports Awards Committee, USAV (7 years, 2 different time periods)

Beach Director, AAU Virginia

Recruiting Coordinator, Coastal Virginia Volleyball Club

President, Virginia Tech Men's Volleyball Club

Describe your experience in the volleyball industry, including any volunteer leadership experience, such as board, committees, offices, etc. CONTINUED

Past: (paid)

Executive Director, BoD Tidewater Volleyball

High Performance Coordinator, Old Dominion Region, USAV

Director, Coastal Virginia Volleyball Club

Commissioner, Atlantic Coast Power League

As the Girls Program Director of Coastal, I brought the club into local dominance in the early 2000's. I left the travel club world briefly between 2009-2010 and returned to aid in the takeover of Tidewater Volleyball Association, a much older and larger, but floundering organization. As the Executive Director from 2013-2018, I was able to streamline our fundraising operations (TVA is one of the largest charitable gaming organizations in the state), open 3 additional facilities including a fitness center and an indoor beach volleyball complex. Today as President, and with my wife as the Executive Director since 2018, Tidewater Volleyball Association has absorbed Coastal, keeping the branding for the boys' travel club only. Our girls program has been completely reorganized and rebranded as Club757. TVA entered a long term partnership with the City of Virginia Beach to lease a new city-owned 24 court multi-sport facility, with exclusive control over 8-12 courts year round (growing from the previous building's only 5 courts). We also increased the indoor beach business from 4 courts to 5. With adult programming, a fitness component, 40+ beach courts (in 2 locations), local youth programs, and the boys/girls travel club product (what everyone else calls ""Club""!) TVA is the largest volleyball club in the state.

If nominated and elected to serve, which areas would you feel you could make the greatest contribution?

During the past 20 years, I have run some form of a volleyball program holding various positions of paid and unpaid levels of management. I have attended multiple conventions for event management in addition to supporting our AVCA conventions. I've worked with multiple municipalities to host events (& in multiple states) and work with the state board for our bingo gaming license. I can assist anyone in any facet of starting a business and creating multiple revenue streams to aid in covering overhead. I feel I would be most useful in longer range planning and organizational leadership (whether it be for the JVA or assisting member clubs).

What personal qualities will you bring to the Board?

I am super flexible in my approach to problem solving, creative scheduling, and long range business planning. If you can tell me where you've come from and what you think your strengths are, I can help you adjust, aim, and get to your next step and your ultimate goal. I have been successful in creating partnerships both for my own businesses, but connecting others to help them kick off a win-win partnership. I can talk to anyone about anything.