

**1) Describe one person in your life who has served as a mentor for you and the impact that person has had on your life:**

██████████ served as my mentor for several years while I was his Operations Manager for ██████████. He taught me the trade and how to navigate through customer complaints, divided HOA boards and overall customer service.

**2) How will the scholarship help you and/or your company? Why should SIMA award you the Alan Steiman Symposium Scholarship?**

The company I currently work for ██████████ is in what I would call the infancy stages within the trade. With right around 40 years of business, snow and maintenance has only been a service offered for less than 10 years. We have been building our team and would like to be a part of an organization that would assist us with the knowledge and networking such as SIMA.

**3) What is your single favorite thing about managing snow and ice?**

The dynamic, there is not one account that is exactly the same as another. The equipment is fascinating and the overall teamwork involved in a single snow event is awesome!

**4) Please include a description of who you are in the snow and ice industry (# of clients, # of employees, how long you have been in the snow business, etc.):**

I have been in the industry since 1994 starting on a snow shoveling crew. I moved up to snow plow operator after a few years eventually becoming an operations manager with 50 plus employees and subcontractors as direct reports. My current position is division manager/sales. We are a 10-million-dollar company with roughly 450k of that being snow. My goal is to double that within 5 years.