

**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:**

One of the greatest mentors in my life has been my father. He has shaped much of who I am through the way he lives his life and wisdom he has shared with me. It was through his mentorship that I have come to see value in everyone, from employees to customers and even to competitors in the industry. Second, he instilled the importance of integrity in everything I do and say. Finally, he taught me what it means to have discipline. What it means to do the job that no one else wants to do, because it needs to be done. The importance of staying on task and sticking with the job until it is complete and not giving up. Also, the importance of working alongside my employees and not expecting them to do something that I am not willing to do.

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

The Alan Steiman Symposium Scholarship will help me and [REDACTED] continue to improve on our professionalism. [REDACTED] is entering into its fourth year as a company and has grown rapidly each year. I have only been with the company for the last year overseeing the summer lawn crews and winter snow crews. I believe this conference will help us as a company to take snow clearing to a more professional level in our area. The scholarship will enable us to continue to invest in equipment and resources that will help us bring professionalism to all aspects of our company. Personally, this scholarship will enable me to also invest into training that will improve my knowledge of the industry thereby serving our customers and employees better.

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

I thrive on challenge, therefore, the aspect of managing snow and ice that I enjoy the most is coordinating crews and equipment under tight timelines. I enjoy the new challenge that every snowfall brings and the satisfaction of seeing parking lots cleared and sidewalks made safe.

**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.):**

[REDACTED] has been in the snow business for three seasons and has grown each year. During the snow clearing season, we employ 40 employees and have residential and commercial contracts. This last year we maintained 30 residential properties and over 80 commercial properties. Our commercial properties ranged from small offices to entire shopping malls. Our Goal is to improve on our professional quality and we believe SIMA and the symposium will help us take this step forward as a company.