

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:

My father has been a great mentor & has had a big impact on my life. Growing up on a family farm taught me a lot of things that have helped me in my life since leaving home.

Some of the important ones are learning how to operate & maintain machinery & carry out repairs when necessary. How to run a small business & deal with problems as they arise. The value of hard work & dedication. Having to work long hours to get the job done especially during hay making & harvest.

Dad was always there for me & has backed me in everything I have done.

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

The scholarship would help me to be able to travel across the country attend the trade show & be able to see new products that could benefit our business to make our work more efficient. Also, attending the workshops to gain knowledge, meet other people in the snow industry to exchange ideas & information. I am always looking for new & better ways to do things & are keen to share what I have discovered with other people.

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

One of my favorite things about the snow business is working during the night with the snow falling. The two-way radio is silent which means everything is working well with no problems. We get all our driveways finished in a timely manner. Not a single phone call. This is an indication that we achieved what we set out to do.

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 snow business since 1990, spending 10 years working for a ski resort in the Tahoe area, operating a snow groomer. I was involved in building the first terrain parks & half pipe in the area (before there were half pipe cutters).

After grooming I moved to snow removal working 11 years for two different companies clearing driveways & some larger sites as well.

Five years ago my wife & I had the opportunity to purchase the residential part of the company I was working for.

We bought four tractors with blowers & a list of around 400 clients from the previous owner. The first year we employed three other operators. My wife handles the office work while I take care of repairs & maintenance & the operations side of the business. Since 2012 we have added two more tractors & operators to service the increase in customers. We now clear around 670 drive ways.

Two years ago we introduced e-mail updates to clients that wanted them to let them know our timing for clearing, other tips & information.

During the summer months, we supplement our snow business with excavation work.