

**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:**

While I have only been working at [REDACTED] for just over a year now, [REDACTED] has become a phenomenal mentor and guide for me. As I was losing hope in our industry and wondering if I should start to look at other career possibilities, [REDACTED] convinced me to work with him and I am so glad I took him up on the offer. He has expanded my knowledge on snow and ice and taught me so much more about the industry. He has also pushed the company to pursue the latest technology to allow us to best serve our clients and be the best contractor in the market. He personally urged me to go after my ASM certification and has supported me through the process. [REDACTED] has been a great mentor for me and a great leader in the snow industry.

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

Receiving the scholarship would be a huge honor and a massive benefit for me, as well as [REDACTED]. Without a doubt it would be an honor to receive the scholarship on a personal level. It would also be terrific to get to see the big names in the Snow and Ice industry and have a chance to meet and listen to the leaders and experts in their fields. I have a tremendous desire to soak in as much information as I can so that I can bring that knowledge to life with our employees and clients. Obviously, that would be a benefit to me and our company to have a wealth of new knowledge to work with. In addition, I went through the ASM designation process and it would be great to get to meet fellow Advanced Snow Managers!

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

My favorite part of managing Snow and Ice is the sense of accomplishment I get when an event is over. There is so much work that goes into making an event safe, efficient, and clean that no one ever sees. I have a great sense of pride for the work our company performs to keep our clients safe and happy. It's amazing to see the transformation pre-storm, during and post-storm and knowing all of the effort that went in to pre-treating, monitoring, clearing, de-icing, etc. that the general public and clients don't fully understand or appreciate. Because of that, I have a sense of belonging to a special team that works quietly and invisibly to keep people safe. I love being out at 3am and seeing all the plows and equipment working hard, knowing that they'll rarely get thanked for the work they do, but doing their best in harsh conditions anyway. Managing Snow and Ice is very stressful but equally rewarding.

**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.):**

In my current position, we service about 60 clients with varying contract types and thresholds. In order to complete that work we use between 20-30 employees and a few subcontractors. Our service area ranges all around the greater [REDACTED] area and leaves us split into zones to ease the management side of the work. I've been working in the snow industry for 12 years now. I started working as a laborer shoveling sidewalks and slowly moved up the ranks. After graduating college, I became a snow route manager and have continued to manage more work each year. It has been a fun ride so far, and it's sure to get more fun as it goes. Completing the ASM courses was a huge accomplishment this year for me. As I said before, I have a hunger to gain as much knowledge as I can, so I'd like to use the SIMA Symposium as a platform to explore new goals for the upcoming seasons.