



Protecting Life and Our Environment

Company Name: On The Mark (OTM) Utility Locating Services, Inc.

Capability Statement: On The Mark (OTM) is a Utility Management Services business. We do not install utilities. We locate, map, verify, test, read, assess, monitor, survey, manage, and prevent them from being damaged by others.

Core Services include:

- **Private Underground Utility Locating**
- **One-Call 811 Underground Utility Locating**
- **Damage Prevention Programs including Damage Prevention Vehicles (DPV)**
- Gas Pipe Corrosion Inspection
- Gas Leak Survey & Inspection
- Cathodic Protection
- Meter Reading
- Infrastructure Management

Vectors of Differentiation:

- **90+ years of combined experience** in utility management industry (utility locating, surveying, inspection, etc.)
- **Multitude & diversity of state-of-the-art locating equipment** (Radio Detection, McLaughlin Verifier, MetroTech, Pipehorn, Mala GPR, etc.)
- **Nimbleness/responsiveness** re: RFQs/RFPs as well as scheduling/doing work
- **Quality - Service Excellence without Exception** (value proposition)

Past Performance:

Private Locating Jobs/Projects:

In most cases without the aid of maps or as-builts, processing nearly 500 private underground utility locating jobs per year ranging from 1 utility residential (e.g., electric) jobs to multi-utility (e.g., gas, electric, cable, sewer/sanitary, etc.), multi-week/month commercial projects, from landscaping companies to multi-million dollar prevailing wage commercial construction contractors. Check out our growing list of [satisfied clients/partners](#).

One-Call Locating Programs:

Locating annually over 90,000 gas & electric, electric, sewer, and fiber 811 tickets in both NY and NJ with < 1 % ticket delays and a damage ratio of < 1%.

Damage Prevention Vehicles (DPV) Inspection Programs:

- 8 years, 56 inspector program processing over 120,000 + 811 tickets with a contact rate of 78% + and an overall
- damage ratio of 1.29 vs. goal of 1.71
- 4 years, 5 inspector program processing over 20,000 811 tickets with a contact rate of 85%+ and an overall
- damage ratio of 1.81 vs. 2.25
- 3 years, 3 inspector program processing over 13,000 811 tickets with a contact rate of 70%+ and a 3rd party damage ratio of 0.31 vs. 1.92



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Company Data:

Founded in 2011
EIN: 27-4592242
NYS Employee Registration No.: 51-92987
DUNS & BRADSTREET No.: 07 923 0746
NAICS Code(s): 561990, 541990
SIC Code(s): 4939, 493903
Compounded Annual Growth Rate (CAGR): 87.5%
Awarded Rochester Top 100 fastest growing company in 2019, 2021, & 2022
Avg. Net Income/Cash Flow: 10-15%
Balance Sheet: \$0 Debt
No. of Employees: 30 and growing

Insurance Coverages:

Commercial General \$1M/2M
Umbrella Liability \$2M (\$3M total – Gen. Liability & Umbrella)
Automotive Liability \$1M
Workers Compensation \$1M
Professional Liability \$3M

Key Customers/Partners:

ConEdison, Orange & Rockland Utilities, Buffalo Sewer Authority, Unified Court Systems, and a myriad of construction companies such as LaBella, The DDS Companies, Haskell ([click here to see a more complete listing](#))

Social Economic Impact/Status:

Community Support Fund - Donating to 501(c)(3) organizations up to 10% of company's positive cash generation each year. For more info. go to webpage: [Community Fund](#).

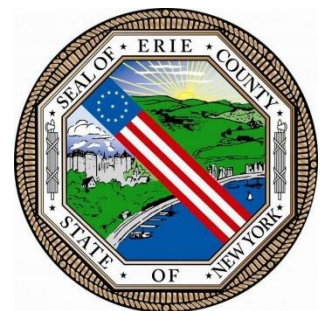


MBE CERTIFIED
NEW YORK STATE

Certification Awarded on: September 13, 2020
Expiration Date: September 13, 2026
File ID#: 66049



Certification Awarded on: March 1, 2022
Expiration Date: February 28, 2023
Certification #: NY13146



Erie County MBE

Contact Information:

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