



Division of Minority  
and Women's  
Business Development

## 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
- And other Utility Management Services

**Vectors of Differentiation:**

- **100+ 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, Pipe horn, 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



Division of Minority  
and Women's  
Business Development

## Protecting Life and Our Environment

### **Company Data:**

Founded/Incorporated:	01/07/2011
EIN:	27-4592242
NYS Employer Registration No.:	51-92987
DUNS & BRADSTREET No.:	07 923 0746
DOS ID:	4039898
WCB Employer No.:	2863609
NYSDOL Registration No.:	24-636OS-CR
CAGE/NCAGE:	9FMZ1
NAICS Code(s):	<b>541370, 561210</b> , 541990, 561990, 541611
SIC Code(s):	<b>8713</b> , 8711, 8744, 8741, 8999, 8742
UVDB Code(s):	<b>3.71.9900, 3.72.0900, 3.72.0903, 3.72.9700</b> <b>3.72.9900, 3.76.1803</b>
Other:	Awarded Rochester Top 100 fastest growing company in 2019, 2021, & 2022

### **Insurance Coverages:**

Commercial General	\$1M/2M
Automotive Liability	\$1M
Umbrella Liability	\$7M (\$8M total – Gen. Liability & Umbrella)
Workers Compensation	\$1M
Professional Liability	\$3M

### **Key Customers/Partners:**

ConEdison, Orange & Rockland Utilities, Adesta, Buffalo Sewer Authority, Unified Court Systems, and a myriad of construction companies such as LaBella, The DDS Companies, C.P. Ward, and Haskell.

### **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](#).

### **Certifications:**



Certification Awarded on: Sept. 13, 2021  
Expiration Date: September 13, 2026  
File ID#: 66049



Certification Awarded on: Mar. 1, 2022  
Expiration Date: February 28, 2027  
Certification #: NY682339



New York State Unified Certification Program (NYSUCP) Disadvantaged Business Enterprise (DBE) as of June 26, 2024

### **Contact Information:**

21 Goodway Dr, Suite 171, Rochester, NY 14624, [www.otmlocating.com](http://www.otmlocating.com), (585) 733-1748 (Phone),  
Email: [Admin@otmlocating.com](mailto:Admin@otmlocating.com)