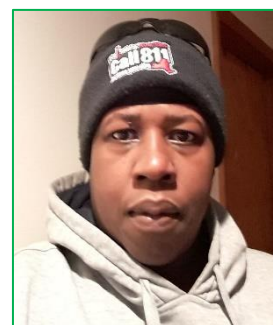


Vehicle Speed Is GPS Monitored

This (Vehicle Speed Is GPS Monitored) is a new OTM vehicle back bumper sticker to be placed just above the **Vehicle Stops Frequently** sticker. T, our DPV Team Lead for O&R and ConEdison, made a safety suggestion of creating and using this sticker as a way to inform other motorists that our vehicles are GPS monitored and that the company uses this technology to not only monitor the location of the vehicle but also the speed of the vehicle relative to the speed limit of the area.

What this does also is 'help' other motorists to 'understand' why our vehicles are driving the speed limit and not speeding. So rather than riding our bumper, yelling at us, and/or honking their horns, maybe they will simply go around. Well, at least we can hope for this.



Twana White or T

Thank you T for this good safety tip!

DSNY Safety Seminars



Dig Safely NY presents annual "Safety Seminars" across New York State, teaching contractors the proper way to excavate, as well as reviewing sections of NYS Code Rule 753. This year OTM participated at two Safety Seminars handing out OTM brochures, giving information on OTM services, answering questions, etc. The seminar in the Rochester area was attended by Wayne, Lisa and Gary. It had 764 people in attendance. The seminar in the Buffalo area was attended by Doug and Al. There were 752 people who attend this event. The turnout attendance set a DSNY record for both seminars.

OTM is a Minority Business Enterprise (MBE)



Yes, OTM is now Minority Business Enterprise (MBE) certified. MBE is an American designation for businesses which are at least 51% owned, operated and controlled on a daily basis by one or more individuals who are at least 25% Asian, Black, Hispanic or Native American. We have been certified as such a business by the NY and NJ National Minority Supplier Diversity Council (NMSDC). So what? Well, being certified by MBE matters to many of our clients such as Avangrid (RG&E, NYSEG), ConEdison, Orange & Rockland, and others. Many such companies count their annual expenditures amongst women and minority owned businesses. On the commercial side of the utility industry having this MBE certification increases our bid opportunities and is viewed favorably amongst our client set.

OTM has also applied for MBE certification with New York State (NYS). As it relates to NYS, there are many state contracts explicitly set aside for women and minority owned businesses which we will be able to pursue by acquiring this certification. There is unfortunately an application backlog with the state but we hope to obtain their MBE certification shortly.

The ConEdison DPV Story

A long, hard journey ... but we had faith!

Almost 3 years ago, OTM pitched the Damage Prevention Vehicle (DPV) program to ConEdison. Given that they had no prior experience with such a program, they were not comfortable putting it into their operations. So, we offered them a pilot program to allow them to see the operation first hand and to assess the value of such a program to their overall damage prevention efforts.

Our vision was to sell them on doing a pilot program, to do the pilot and demonstrate the value of the program to them, to have them bid the program via a request for proposal/quote (RFP/Q), and to then win the RFP and have it under contract for 2 to 3 years.



It took over 1 year from our initial sales pitch to the initiation of pilot program. The pilot program started in June 2017 and went until Dec. 2017. We started with 3 drivers working in the Westchester, NY area. Our results in the 1st year were not very impressive, but we only had 6 months of operations and we had a complete new set of DPV drivers. The program was extended for 1 year until the end of Dec. 2018. In 2018, our 2nd year, we had the same 3 drivers to start the year. In October of 2018, we added another 3 drivers - 2 in Westchester and 1 in Queens, NY. Our 2nd year results were outstanding. The team achieved a damage ratio of 0.79 vs, a goal of 1.23. ConEdison reported a 22% improvement (decrease) over the 2017 3rd party damage ratio.

The pilot program was again extended but this time for a 3 month period, until March 2019. The purpose of this extension was so ConEdison could bid the program which they did on Feb. 25, 2019. OTM bid this RFP and was awarded the bid on March 31, 2019!

The new program will start with 3 DPV drivers - 1 in Westchester, 1 in Queens, and 1 in Bronx, NY. This could go up to 6 drivers before the end of 2019. In 2020, ConEdison plans to add an additional 4 drivers to support this program. ConEdison will then have an option to extend this program for 1 additional year, 2021.



This has been a hard, long journey but what we envisioned has finally come to pass. We had faith but the OTM team added a whole lot of works! Thank you to the team of drivers and the leaders and support staff: Tiana Brooks, Juan Jurado-Colon, Robert Ferebee, Nat Benson, John Manicchio, Mike Twal, Twana White, Abby Means, Lisa O'Neal, Chis Lofton, and Wayne Coleman. Also, a special thanks to Will Clark from ConEdison who provided tireless support to the program over the past 2 years!

OTM's 1st Little One is On The Way



Planning & Design by Julie Varela

The OTM office staff held our 1st OTM baby shower -for Abby Means. She was totally surprised when she entered the OTM conference room to see both the staff and her lovely parents there to give her gifts and to celebrate the upcoming birth of her baby girl. Although we lobbied long and hard for OTM to be a middle name, we doubt seriously that it will. Oh well. We had a great time and also enjoyed the cake and ice cream. Check out some of the pics of Abby as she opened the baby's gifts ([Abby's OTM Baby Shower Pics](#))

American Heart Association (AHA) Heart Walk & Run

Jaqualine, OTM Accounts Receivable Management, would like to thank all of our donors and walkers that participated in OTM's first annual walk for the AHA on Saturday April 6, 2019. It was a great day to help fight heart disease and stroke. We could not have achieved our goal which was \$1000 without each one of you! Thanks to the OTM's board and donors we raised a total of \$1,490.

Your support is extremely important with helping scientists develop lifesaving breakthroughs to try and make healthier, longer lives possible for everyone. We look forward to a stronger OTM turnout next year and bigger goals. So, mark your calendars now for April 2020 and be on the lookout for recruitment information! See you then.

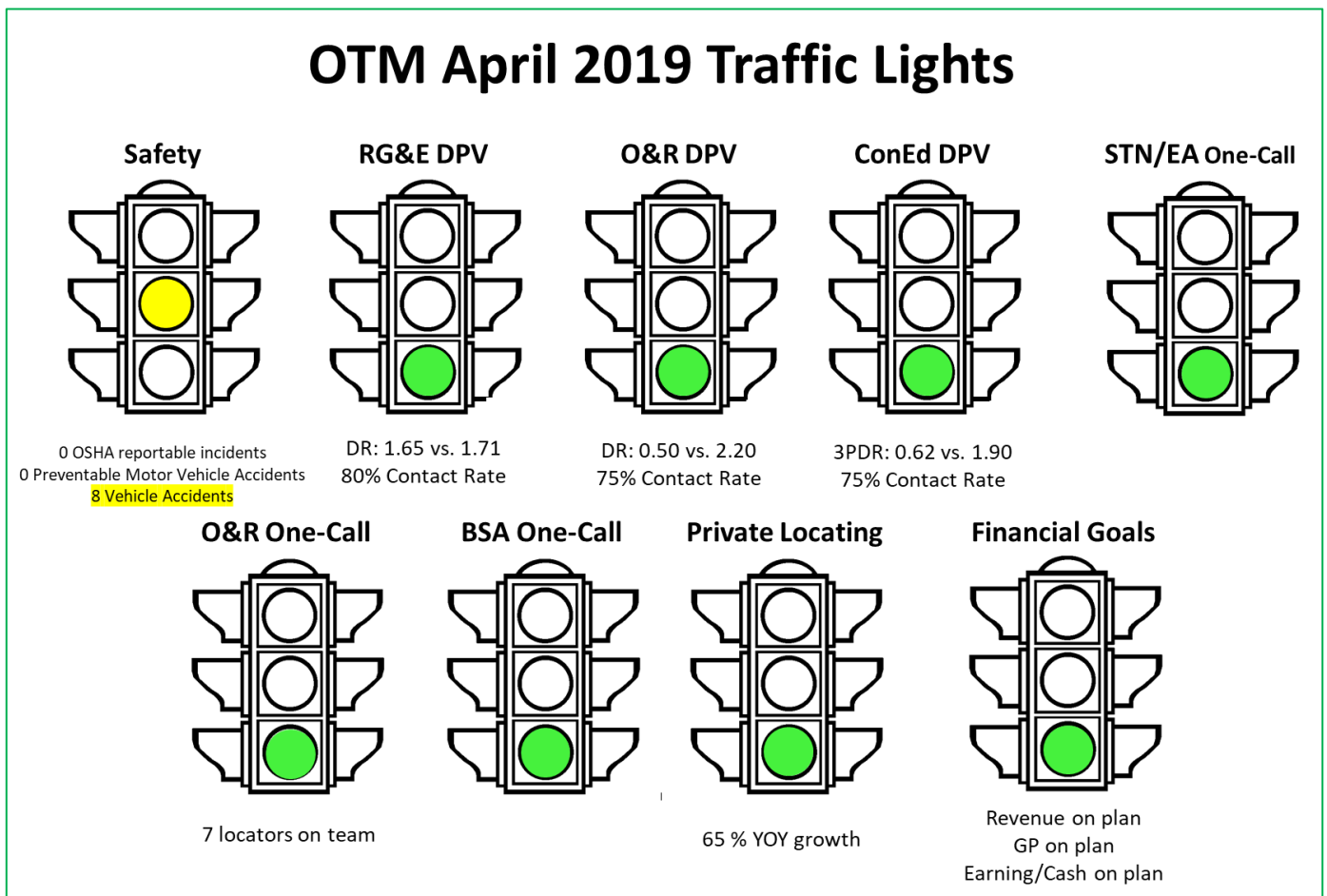
Again, thank you. Please visit the OTM website for photos ([Click Here](#)).



Jaqualine Harrison, John Bryant, Tracey (Jackie's husband), Austin Okwudili, and Mykalah (Jackie's daughter)

YTD Business Performance - Traffic Light Charts

OTM is off to a great 2019. Below is quick traffic light chart for each major program that indicates how well things are going as we press into the excavation season. More to come of these various programs,



EMPLOYEE REFERRAL BONUS PROGRAM

OTM is always looking for great people, and you can help. If you know someone who you think would be a great addition to our organization and they meet the qualifications for an existing job opening, it will be worth \$500.00 if you refer them for employment and they are hired. Please contact our HR Manager, Julie Varela, jvarela@otmlocating.com, to learn more about this program.

CURRENT JOB OPENINGS:

- **Damage Prevention Vehicle (DPV) Driver** – Rochester (full & part time positions available)
- **Damage Prevention Vehicle (DPV) Driver** - Orange & Rockland (full & part time positions available)
- **Utility Locating Technician** – New York City Area (full time positions available)

If you know of someone needing a job and you think they would be a good fit refer them to our new Jobs page on the OTM website. You never know, you may get a referral bonus out of it!



Research has shown that hires who come into organizations through employee referrals are excellent contributors, stay longer, and are more cost effective to recruit.

The referral bonus program has very few rules. Please refer to our Employee Referral Bonus Program for more information