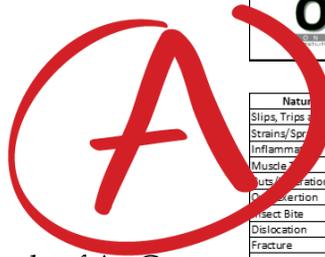


Safety

In general, a score of 0 is not a good thing but when you are referring to the number of safety incidents, it is exactly what you want.

This is our score for the month of

January – 0 safety incidents! In safety, this is a grade of A. Great job everyone! We are off to a great start to achieving our goal.



(Click on graphic to see larger view of Report)



INJURY SUMMARY		
Nature of Injury	Number	Root-Cause
Slips, Trips & Falls	0	
Strains/Sprains	0	
Inflammation	0	
Muscle Trauma	0	
Cuts/Lacerations	0	
Concussion	0	
Insect Bite	0	
Dislocation	0	
Fracture	0	
Hernia	0	
Other Injuries	0	
Total	0	

PREVENTABLE MOTOR VEHICLE ACCIDENTS		
PMVA's	Number	Root-Cause
1st Quarter	0	
2nd Quarter	0	
3rd Quarter	0	
4th Quarter	0	
Total	0	

NEAR MISS		
Near Misses	Number	Root-Cause
1st Quarter	0	
2nd Quarter	0	
3rd Quarter	0	
4th Quarter	0	
Total	0	

Our Goal: 0 Safety Incidents!

Utility Verification



Utility Verification is not simply locating (and marking) underground utilities using electromagnetic (EM) and/or Ground Penetrating Radar (GPR) technologies. It is giving a client GPS (latitude & longitude) coordinates within +/- .01 meters (or .4 inches) precision along with depth (in meters or feet) readings of a utility of interest. Over the past couple of years, OTM has been employing state-of-the-art technologies to provide clients with this type of utility information.

The captured data can be provided in a multitude of output formats (e.g., .csv, excel, .kmz). We can also go one step further and provide data in CAD or GIS map formats to be incorporated into a clients' existing mapping system, if required.

Towards the end of 2021, OTM won three (3) major utility verification programs. One was with the Town of Tonawanda for verification of street energy sources. We identified and GPS mapped 1,069 energy sources within the town. Another was a similar energy source verification program but for the City of Albany. There we did 450 sources. Lastly, we won a program as a subcontractor to Bergmann Associates to locate over 4,000 streetlights in the City of Rochester for GIS mapping to be done by Bergmann. The team (shown below) lead by Wayne Coleman has started this work and hopes to complete it later this year.



Wayne Coleman training the City of Rochester Utility Verification Team

From top to bottom, left to right: Rob Polimeni, Daniel Sasu, Donald Be'ans, Brandon Pyle, Wayne Coleman, & Elias Maldonado

OTM's GPR technology

Used to help Webster cemetery finds historic burials. Our President & CEO, Wayne Coleman, who is an expert on GPR technology did this work himself, volunteering his time and talents. This is at least the third time we have used this



technology to do some very interesting work such as this. This is not only a demonstration of our technology but also one of our company's core values - Giving back (to our community) generously. Great work Wayne! Thank you for modeling the way. Click on the image above to check out the Rochester News Channel 8 (WROC) news story and article about the use of this technology to find historic burials, pushing effort to preserve Revolutionary War-era sites.

OTM Essential Pieces: 5th Year Work Anniversary

Did you know that Gen Z's (age 6-24) average length of time spent at a job is 2 years and 3 months? For millennials (25-40) that figure is 2 years and 9 months, while Gen Xers (41-56) were at a job for an average of 5 years and 2 months, and baby boomers (57-75) spent 8 years and 3 months at a job, according to CareerBuilder.



Well, we have three (3) new OTM team members who will celebrate their 5-year work anniversaries in 2022: **Tom Farrell**, **Leo Rhodes**, and **John Manicchio** (shown below in order).



Congratulations Gentlemen!

OTM Vehicle Fleet Is Expanding

OTM has acquired a new **RAM ProMaster van** for utility locating. We have also acquired eight (8) new **Mitsubishi Eclipse Cross All Wheel Drive (AWD) SUVs** for 811 One-Call locating. These vehicles have been purchased for new program opportunities however they may be moved into our 70-vehicle fleet with some reassignment of vehicles amongst our various programs and team members.



New Graphic/Printing Partnership

Rob J Design has been providing graphic design and printing services for OTM since our inception. They helped us create our OTM brand and have decal'd every OTM vehicle we have had.

In 2021, **Rob J Design** and **OTM** formed a **strategic partnership for graphic design and printing services**. We have purchased some high-end equipment including an HP Latex Color Printer, a Laminator, and a Melco Bravo Embroidery Machine to name some of the items. These items have been put into a new **Print Shop** at our Air Park Dr. location. Rob J Design will use this and other equipment to do graphics design work and to print decals for our vehicles, various apparel including hats, polo style shirts, T-shirts, Safety Vests, etc.

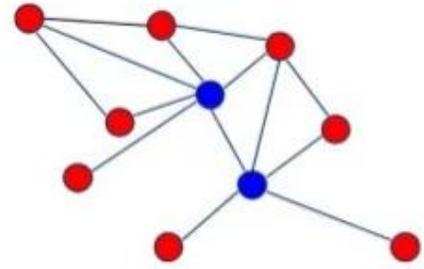


Frank Gawronski, Melco Service Tech, training Rob Jones of Rob J Design on the Melco Bravo Embroidery Machine

sharing more about this exciting partnership soon. Rob J Design is exploring some discounts for graphics and printing work for OTM team members. So, if you need or want customized T-shirts, embroidered hats, shirts, etc. for yourself or possible a family event/gathering, you may be able to get some very high-quality products at a very good price. More to come ...

We're Hiring!

A 'degree of separation' is a measure of social distance between people. You are one degree away from everyone you know, two degrees away from everyone they know, and so on.



Given OTM's current size of 80 team members, through our collective network, within 2 degrees of separation, we can access/touch/inform over 1 MILLION people assuming each of us have on average 111 or more persons in our social network and each of those persons have at least 111 persons in their network that they share with. So what? Well, we can leverage our collective social networks to get the word out and to find talent to build our great company!

We are asking each of you to share the news that we are hiring. We ask that you cut and paste the hiring verbiage below in all your social networks – Facebook, LinkedIn, Twitter, TikTok, Instagram, Direct Message, etc. Ask those you share with to share also!

Help us to build our team! Thank you in advance.

OTM is hiring! We have some great jobs with better than market pay/salary and a comprehensive set of great employee benefits. We are a fast-growing company with unlimited upside and growth opportunities. Check out our openings and apply today!
<https://otmlocating.isolvedhire.com/jobs/>

Let's tell 1 MILLION people that we are a great company and that we are hiring!

Please Note: Based on the recent Supreme Court decision, blocking the Federal Mandate for COVID Vaccinations or Testing we have adjusted our job postings from COVID Vaccination Required to Preferred. Vaccination will no longer be a requirement for employment.

Employee Benefits

Every year we review our employee benefits and work hard to make them better. Over the years we have established a comprehensive set of benefits such as Paid Time Off, Sick Time, Health Care, Dental, Vision, Life Insurance, 401K including matching, and AFLAC insurance (check out details about these benefits at our website, click here – [Benefits](#))

In addition to these traditional benefits, we are working to establish even more employee benefits. These include the following:

All OTM employees receive discounts on the following services:

- **Red Wings Boots Discount**
 - 20% discount for in store purchase
 - \$30 annual reimbursement by company
 - Purchase receipt must be submitted to OTM HR

- **Valvoline Oil Change Discount**
 - 25% off general services (except Batteries)
 - 25% off Oil Changes (Including Full Synthetic)
 - Fuel system cleaning, tire rotation, AC service

- **Dirty Burd Car Cleaning/Detailing Discount**
 - 18% off on all interior Vehicle services
 - 18% off on all exterior services
 - Shampoo, Waxing, Leather Conditioning, etc.

- **Mavis Discount Tire discount**
 - Avg. of 15% above Mavis costs + \$9.99 install price

- **Delta Sonic Car discount**

- **End of Vehicle Lease Purchase Program**
 - Program where we sell/release (via 3rd party) OTM vehicles to OTM team members at the end of their lease program. Contact Chris Lofton for more info.

- **IT End of Life Purchase Program**
 - Program where we sell to OTM team members used cell phones, tablets, and computers at the end of the life (e.g., 2-3 years). Contact Austin Okwudili for more info.