NEW YORK STATE OF OPPORTUNITY | Division of Minority and Women's Business Development

Capability Statement

Updated 10/21/2026

Admin@otmlocating.com | 585-733-1748

Protecting Life and Our Environment

On The Mark Utility Locating Services, Inc. is a utility management services firm specializing in underground utility locating, damage prevention, inspection, monitoring, mapping, verification, and infrastructure support. OTM helps utilities, municipalities, public agencies, engineering firms, construction contractors, facility owners, and infrastructure operators protect life, property, and critical infrastructure by reducing utility damage risk and improving field visibility.

KEY QUALIFICATIONS

- 90,000+ annual 811 dig requests (tickets) across NY and NJ
- < 1% ticket delays and < 1% damage ratio
- 120,000+ tickets processed in an 8-year DPV program
- MBE, NMSDC MBE, and NYSUCP DBE certified
- Current EMR: 1.37
- $8M total general liability and umbrella coverage
- 100+ years combined utility management experience

CORE SERVICES

- **Private underground utility locating**
- **One-Call 811 underground utility locating**
- **Damage prevention programs, including DPV inspections**
- Gas pipe corrosion inspection
- Gas leak survey and inspection
- Cathodic protection
- Meter reading
- Infrastructure management and related utility services

WHO WE SERVE

Utilities, municipalities, public agencies, engineering firms, construction contractors, facility owners, and infrastructure operators throughout New York and New Jersey.

CERTIFICATIONS

Certified MBE | NMSDC MBE | NYSUCP DBE

MBE Certified New York State

NMSDC Minority Business Enterprise (MBE) Certified

DBE Certified

SAFETY & RISK MANAGEMENT

- Written Occupational Safety & Health program, safety handbook, and employee safety training
- Job-Site Tailboard/Site Assessment forms, vehicle safety practices, and safety inspections
- CAR/PAR process for incident review, hazard identification, lessons learned, and continuous improvement
- Tracks OSHA 300/300A records: LTIR, TRIR, Days Away From Work, PMVAs, and EMR
- **Current EMR:** 1.37

DIFFERENTIATORS

- **100+** years of combined utility management experience in locating, surveying, inspection, and related field services
- **Diverse** fleet of state-of-the-art locating equipment, including Radio Detection, McLaughlin Verifier, MetroTech, Pipehorn, MALA GPR, and related tools
- **Responsive** RFQ/RFP support and nimble scheduling/field execution
- **Service** Excellence without Exception - quality-driven performance across programs
- **Strong** damage prevention performance and safety management practices

INSURANCE COVERAGES

Commercial General	$1M/$2M
Automotive Liability	$1M
Workers Compensation	$1M
Umbrella Liability	$7M
Total GL + Umbrella	$8M
Professional Liability	$3M

PAST PERFORMANCE

Private Locating Jobs/Projects
Processes nearly 500 private underground utility locating jobs per year, ranging from residential single-utility requests to multi-utility, multi-week or multi-month commercial projects for construction and facility clients.

One-Call Locating Programs
Locates 90,000+ gas, electric, sewer, and fiber 811 tickets annually across NY and NJ, maintaining <1% ticket delays and <1% damage ratio.

Damage Prevention Vehicle Inspection Programs
- 8-year, 56-inspector program: 120,000+ 811 tickets, 78%+ contact rate, damage ratio of 1.29 against a goal of 1.71.
- 4-year, 5-inspector program: 20,000+ 811 tickets, 85%+ contact rate, damage ratio of 1.81 against a goal of 2.25.
- 3-year, 3-inspector program: 13,000+ 811 tickets, 70%+ contact rate, 3rd-party damage ratio of 0.31 against a goal of 1.92.

KEY CUSTOMERS / PARTNERS

ConEdison, Orange & Rockland Utilities, Adesta, Buffalo Sewer Authority, Unified Court Systems, LaBella, The DDS Companies, C.P. Ward, Haskell, and other public- and private-sector construction and infrastructure clients.

SOCIOECONOMIC IMPACT / STATUS

Community Support Fund: OTM donates to 501(c)(3) organizations up to 10% of the company's positive cash generation each year.

COMPANY DATA / CODES

Company Name	On The Mark (OTM) Utility Locating Services, Inc.
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 Codes	541370, 561210, 541990, 561990, 541611
SIC Codes	8713, 8711, 8744, 8741, 8999, 8742
UVDB Codes	3.71.9900, 3.72.0900, 3.72.0903, 3.72.9700, 3.72.9900, 3.76.1803
Awards	Rochester Top 100 fastest growing company in 2019, 2021, and 2022

CERTIFICATION DETAILS

New York State MBE:
Awarded Oct. 21, 2026 | Expires Oct. 21, 2026 | File ID: 66049

NMSDC MBE:
Awarded Mar. 1, 2022 | Expires Feb. 28, 2027 | Certification #: NY682339

NYSUCP DBE:
Disadvantaged Business Enterprise as of June 26, 2024

CONTACT INFORMATION

Address	21 Goodway Dr., Suite 171, Rochester, NY 14623
Phone	585-733-1748
Email	Admin@otmlocating.com
Web	www.otmlocating.com