


Safety Is A Core Value

We talk about safety every day – before the job starts, while we’re working and when planning for the next job. We know there are many catch phrases that we’ve heard many times before. But do we really work safely all the time? Is everyone working safely even when others are not looking? Are we making sure everyone around us is working safely? Working safely must be part of our work ethic – a core value that we not only hold ourselves to, but those around us as well. It’s the culture we strive to achieve - one that will lead to a zero-harm work environment, even when working in extreme conditions.

Our 2022 Safety Goal has been "ZERO" Safety incidents. Year-to-date we have had 2 OSHA reportable incidents/injuries. We have also had 5 vehicle accidents, but none were preventable motor vehicle accidents (PMVAs). While not desirable, given the YTD cumulative total number of field hours worked (88,692) and vehicle miles driven (887,464) this is not that bad. Now, our revised goal from now until the end of this year is ZERO safety incidents. As we start to enter the last quarter of 2022, **WE ALL** need to continue to focus on working safely at all times and making sure everyone around us is working safely.

Click on graphic above to see OTM's 2022 YTD Safety Report along with our PAR (Preventative Action Report) goals/progress for each program. Please take the time with your Supervisor to look for opportunities in your day to day activities to write a PAR and prevent an accident from occurring.

(Click on graphic to see larger view of Report)

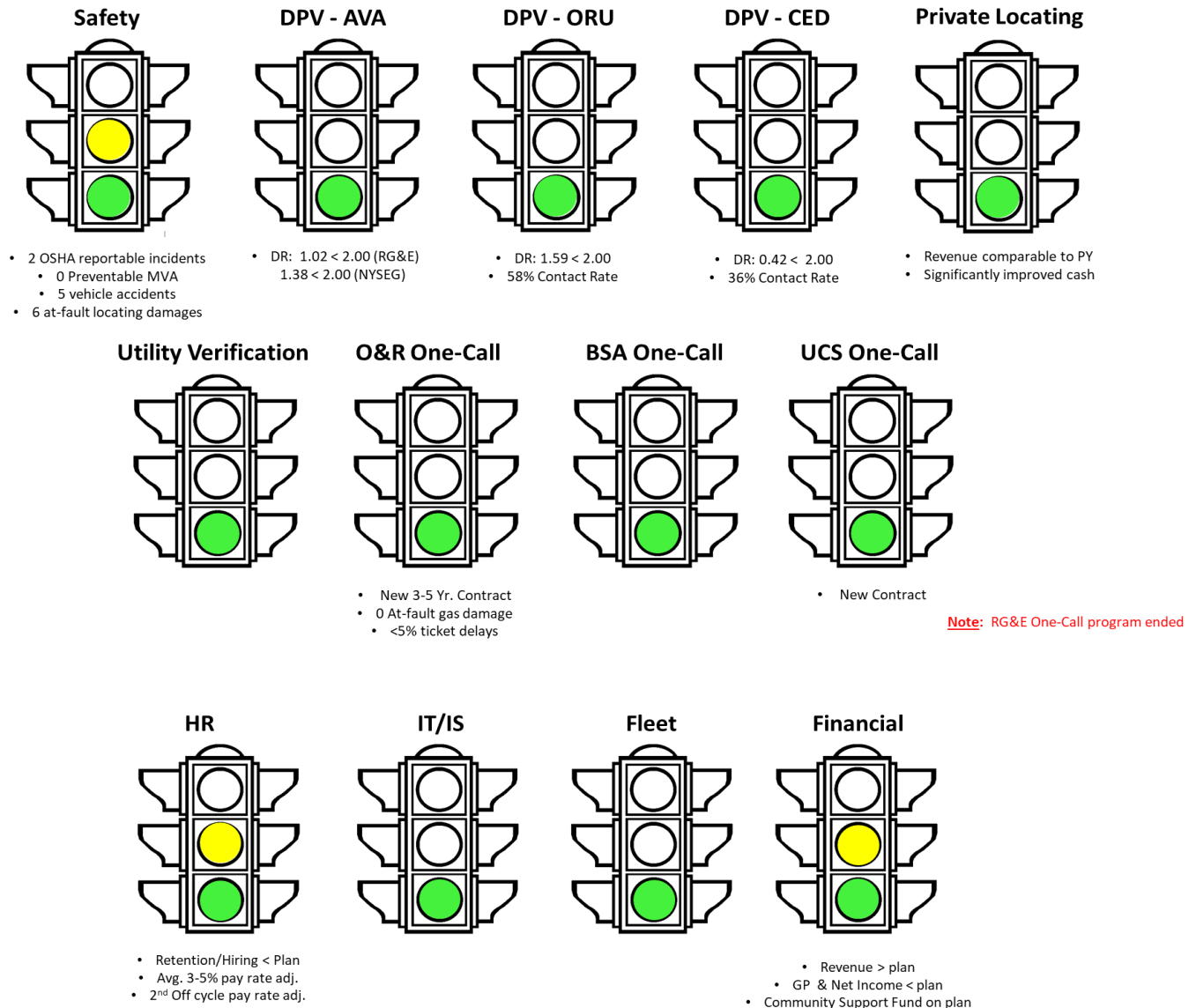
 2022 OSH Team Safety YTD Report JANUARY - JULY		
INJURY SUMMARY		
Nature of Injury	Number	Root-Cause
Slips, Trips and Falls		
Strains/Sprain	2	Vehicle Accident, Stepping on object
Inflammation		
Muscle Tear		
Cuts/Lacerations		
Overexertion		
Insect Bite		
Dislocation		
Fracture		
Hernia		
Other Injuries		
Total	2	
PREVENTABLE MOTOR VEHICLE ACCIDENTS		
PMVA's	Number	Root-Cause
1st Quarter	0	
2nd Quarter		
3rd Quarter		
4th Quarter		
Total	0	
NEAR MISS		
Near Misses	Number	Root-Cause
1st Quarter	0	
2nd Quarter		
3rd Quarter		
4th Quarter		
Total	0	



We are pleased to announce that OTM has earned a spot on the **2022 Top 100 list of fastest-growing, privately owned companies in the Rochester and Finger Lakes region for the 3rd time!** Thank you for your hard work and contributions to the company resulting in our continued growth and this accomplishment. We ranked 87 in 2019 and 72 in 2021. On November 1, we will see if we have moved up the list!

OTM's YTD Traffic Light Performance

In the past, we have used the basic concept of a traffic light (red, yellow, green) to simply denote our overall performance of a business area, function, or program. Red denotes below goal or plan performance, yellow denotes on plan with some manageable issues, and green denotes everything on or above plan. For your edification, below is a snapshot view of our business:



Mark Out Services Contract Renewal



When people think about business growth, they generally think about adding new programs, projects, and/or jobs. However, if you added new programs, projects, or jobs, and in parallel, loose the ones you previously had, you may not grow at all. You may simply 'tread water' or 'maintain' your company's size/participation.

OTM's business is a portfolio of programs, projects, and jobs. In order to grow, we must first start by extending or renewing our current portfolio. THEN we must add new work into the portfolio to generate overall top line revenue growth, hopefully at good margins.

So, program extensions or renewals are a key prerequisite for business growth. In order to extend or renew a program, we must start by meeting or exceeding the customer's requirements & expectations. Otherwise, we may not even receive a request for proposal (RFP)/request for quote (RFQ) invitation.

We are pleased to inform you all that OTM has won the bid for 811 Mark Out Services for Orange & Rockland Utilities (ORU) – Sullivan & Orange County NY and Sussex & Passaic NJ! We have been successfully providing 811 Mark Out Services to ORU for more than 4 ½ years and earlier this year we participated in RFP/RFQ process to renew this contract. The new contract which was recently signed is for three (3) years with the option of extending for two (2) one (1) year periods. Hence, this program could run through 2027.

Thank you to all involved in this program and in particular the locating team which currently includes Vernon Lyons, Jesus Mercedes, Miguel Martinez, and Alex Metiche (Field Supervisor/Sr. Technician).

Utility Verification

Utility Verification is not simply locating utilities using Electromagnetic (EM)/Radio Frequency (RF) and/or Ground Penetrating Radar (GPR) technologies. It is giving a client precise Global Positioning System (GPS) latitude & longitude coordinates within +/- .01 meters (or .4 inches) for utilities of interest (i.e., streetlights, electrical sources, manholes, etc.). It could also include depth (in meters or feet) readings of said utilities of interest. OTM employs state-of-the-art technologies to provide this information.

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

Over the past 12 months, OTM has been contracted to do almost \$300K of utility verification work which includes

- **Town of Tonawanda Street Lights,**
- **City of Albany Street Lights,**
- **Town of Irondequoit Street Lights,**
- **City of Lockport Street Lights,**
- **Town of Grand Island Street Lights,**
- **City of Rochester Street Lights, and**
- **Numerous depth measurement verification programs**



Town of Irondequoit Street Lights

These projects appear to have ‘come out of nowhere’ but apparently represent a real industry need to accurately know and document underground facilities. We plan to diligently continue this work and even to assertively market it to other towns and municipalities for not only streetlights but for other utilities as well.

Summer Events



Every year the Rochester OTM team holds a picnic to come together, eat some good food, have fellowship, and have some good fun. This year we had our picnic at Ontario Beach Park. It was hot but the pavilion provided so much needed shade. Thank you to all who contributed and a special thanks to **Julie Varela, Rob Jones, Elias Maldonado, and Joshua Vatter**. Click <[here](#)> to check out some pics of the event.

Our remote (to Rochester) teams usually attend a dinner or some other event to get together for a little rest and relaxation. This year the ORU one-call locating team and the DPV team came together to go bowling. Yes. Bowling. They also socialized and had some good food. Just in case you were wondering, Rob Polimeni laid down the hammer! Lol. Again, click <[here](#)> to see a few pics of the event.



Anna's Thank You Lunch



All customers or clients are not equal. Unfortunately, some simply see us as a low-cost vendor contracted to do a job. Given this simplistic view, they treat us as a vendor to 'take orders' and 'do what they say'. Other clients and in particular client representatives see us as 'partners', as a company

that collaborates and work with them as a collective team to accomplish a set of goals.

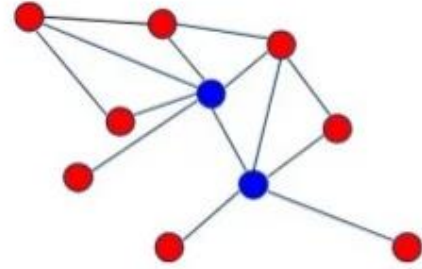
This is how **Anna Caron**, Avangrid DPV Program manager/representative, viewed OTM. In this regard, she was unique. She worked with the DPV team to ensure program success and to have a good time in doing as well. Anna is changing into a new role within Avangrid and will be soon leaving the DPV program.

On Tuesday, August 2, 2022, some of the DPV team members and OTM office staff had a thank you lunch for Anna. Anna thank you so very much for your great leadership & support over the years. We could have not achieved what we have without you. All the best on your future endeavors!

Click <[here](#)> to heck out some of the pics from our lunch!

We're Still 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 still 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!