



OTM Rochester Christmas/Year End Celebration

Once again, the Rochester NY OTM team came together to have some good fun, good food, and good fellowship in celebration of Christmas and a successful 2019. Led by Julie and supported by Wayne, Mo, Chris, and others, everyone did an awesome job! The Grand Super Buffet was a great location selection as it provided an awesome variety of food – American, Chinese, Southern, Vegetarian, etc. There was something for everyone.

In addition, this year Mo lead a Secret Santa. It was fun to see everyone get not only nice gifts but presents they actually wanted. Lol. Great job Mo!

All-in-all, it was another great event commensurate with the awesome year the company has had. Take a few minutes and look at some of the photos from the event

[\(Link to 2019 Rochester Team Year End Celebration\)](#)



Congratulations to Lorenzo Rambo, Elias Maldonado, Chris Lofton, Leo Rhodes, Andrew Speca, and John Oswald. Each of these gentlemen has recently obtained their NGA operator qualifications for task 6B-Inspecting for Atmospheric Corrosion, task 70-Properties of Natural Gas and Abnormal Operating Conditions, and task 85-Meter Assembly Abnormal Operating Conditions. None of these gentlemen had any prior gas operator experience but with the leadership and training facilitated by Rob Polimeni, DPV Supervisor, all have passed the required NGA tests.

These gentlemen will now join a small project team in support of inside corrosion checks for Avangrid. This work is to assist Heath Consultants in the completion of this contracted work. Great job guys and congratulations on this significant accomplishment!



OTM was ranked 87 out of 100 in the 2019 Rochester Chamber Top 100!

This is a list of the fastest-growing, privately owned companies in the Rochester New York and Finger Lakes region. To be eligible for the Rochester Chamber Top 100 program, companies must be privately owned, headquartered in the nine-county Rochester region, and have earned at least \$1 million in revenue in each of the three most recent fiscal years. The Rochester Chamber Top 100 rankings are calculated based upon revenue, considering both dollar and percentage growth.



Some of the OTM leadership and staff attended the Rochester Top 100 Award Dinner held on November 5th at the Rochester Riverside Convention Center. We had a good time celebrating OTM's accomplishment along with the other Top 100 Award recipients.

Fun fact: The Top 100 fastest growing companies in Rochester represent almost 14 Billion dollars in combined revenue. Of the top 100 companies, 26 were in the construction industry and these companies represent 2,867 employees in the Rochester community and nearly \$2 Billion dollars in revenue!

Here is a link to a few more pics from the dinner ([Rochester Top 100 Award Dinner – OTM](#))

Private Utility Locating

As many of you are aware, OTM was founded on a private utility locating service. Hence, our rather long name – On The Mark Utility Locating Services, Inc. While this service is not the largest part of our business today, it is still foundational in terms of a service and core competency that has built our brand. Unlike the one-call or ticket-based utility locating business, private utility locators do not always have the benefit of ticket requests with specific scope of work and access to maps/prints/as-builts. In many cases, the customer doesn't know what utilities are in an area which is why many are requesting locating services to begin with.

So, in order to do this type of work, locators must start with a solid background/understanding of infrastructure and how utilities are put into the ground. They then need a diverse set of experiences in terms of using all kinds of locating equipment including Ground Penetrating Radar (GPR) and in locating all types of underground utilities such as gas, electric, water, sewer/sanitary, fiber, cable/TV, etc. Lastly, the locators must have an exploratory/investigatory mindset as they are often starting with little information but expected to find, locate, and mark all utilities in conflict with the planned work area.

Private locating is a highly specialized field and OTM is a regional leader in this service. Not only are we leading in capabilities, but we may be one of the largest if not the largest provider in the northeastern region of New York State.

This year we will do well over 400 jobs providing service to over 150 different customers. We have customers such as LaBella, DDS, Avangrid, Diehl

Development, National Vacuum, Alta Bella Casa, just to name a few, that do lots of repeat business with us throughout the year.



While this service segment has grown by 25% year-over-year, we plan to give it a growth supercharge in 2020. We welcome **Joe Vilella** to the OTM family and to the leadership/management of our private locating business. Joe comes to us from Ravi Engineering. He has over 20 years in the locating business, one-call and private. He not only has deep experience in locating technology and practice, but Joe brings strong leadership and management experience, as well.



Joe Vilella

Joe will lead us into the next level of growth for our private locating business. He will shift our work portfolio from unsolicited commercial work to both bid/unsolicited work and both prevailing wage and general commercial. He will also establish a beachhead of business in the Buffalo/Erie County geography. Joe will be leading a dedicated locating team which will include Brandon Paralez and Andrew Speca as well as others that will be added in 2020.

Welcome Joe! We look forward to seeing you catapult forward this core OTM service segment.

ORU One-Call Locating Team



Lunch Meeting:

Right Clockwise: Gina Imbimbo (new hire), Vern Lyons, Craig Zucker, and Darryl Foster, Sr.

Picture Taker:
Alex Metiche,
Field Supervisor



Hudson Valley DPC Meeting



DPC Meeting Sponsored by
OTM

Twana White, DPV Team
Lead, presented on OTM and
the various services we offer.

Thanks T, for representing us
so well!

Employee Survey

To everyone that participated in the recent OTM Employee Survey – So Tell Us What You REALLY Think - Thank you!

Results:



90%

Overall satisfaction with OTM - Approx. 90% are extremely or somewhat satisfied with OTM with only 5 % being somewhat or very dissatisfied. We had an increase in satisfied employees. Last year's results were 83% for the November 2018 survey.

Satisfaction with Department - 75% of you were extremely satisfied and 20% were somewhat satisfied with your department. This 75% is a slight increase from the results received in November 2018 of 70%. Also, there has been a year over year increase from the prior survey done in March 2018 where this was 67%.



95%



90%

Would recommend OTM – 90% of staff completely or strongly agree to recommend OTM which is an increase from November 2018 of 83%. Although we have had the increase where employees would recommend OTM there is still the concern among employees as to what happens once a contract has terminated.

The OTM leadership team has reviewed these results and while they are very positive, we always have room for improvement. One change resulting from this recent survey is extending 401K benefits to part time employees. You will be hearing about additional actions in the not too distant 2020 future.

Thank you again for taking the time to tell us what you really think!