

## Safety

2021 was a terrible year for safety at OTM. We had 3 safety incidents with 1 being OSHA recordable. Also, we had 11 vehicle accidents with 3 of them being preventable. In our locating programs, we had 8 at-fault damages – 4 in ORU 811 One-Call, 2 in RG&E 811 One-Call, and 1 in Private Locating. To be blunt, this is awful safety performance and our worst since we have been in business. In 2022, we MUST & WILL do better



## Our Goal: 0 Safety Incidents!

Yes, our safety goal is perfection. How could it not be? How does one say, well 5 incidents are acceptable? Or 1 incident is acceptable? What if that 1 incident results in the loss of a life? Is it then acceptable? Of course not. No incident is acceptable. We do not want any safety incidents. Some of you may say this is impossible but we beg to differ. Nothing is impossible with God. Safety starts with a mindset. It starts with a conviction to be safe. To achieve this goal, you must think safety continuously. You must be and remain present when driving, working, and when doing whatever you are doing. You must commit yourself to good safety practices like wearing personal protective equipment (PPE), following safety practices and protocol. You must be willing to take the extra step to be safe. Driving to the traffic rules & regulations. Driving to weather conditions. Driving defensively. Doing things like parking in legal and safe areas even if you must walk a little further. Making an extra trip vs. carrying too much at one time. Slowing down when walking on a wet and/or slippery surface even though you are running behind. If each of us think and act safely, each hour of each day, then together we can achieve our goal of 0 safety incidents. It is possible.

Outside of Faith in God, Safety is our highest [company value](#). We don't want this assertion to be mere words in this newsletter and on our website. We want it to be real, manifested in our daily actions, demonstrated by how we do what we do. We need you to believe and behave accordingly. **Please join us in living this value in 2022 and achieving our goal!**

## OMICRON SARS-COV-2



COVID is still here. So, although we are tired and more than ready to move on. It hasn't. We must simply catch our breath, settle ourselves, resolve to continue to fight, and then FIGHT! How you ask? By doing all the things we know help. As a person of faith, I personally start with prayer. I ask God to rid us, this world, our nation, our state, this region, and our city of this dreadful virus. I ask him to have mercy on us. I ask him to heal those that are sick with COVID.

The word of Jehovah God says 'Faith without Works is Dead' so, to my faith or as evidence of my faith, I do what I can do. For me, led by the Spirit, I have gotten vaccinated. I then got boosted. I then wear a mask when I am out in public settings. I wash my hands or use hand sanitizer frequently. I sneeze into my elbow when I sneeze, and I stay home from work if I don't feel well. I simply try to do my part not to simply protect myself, but for me, to protect those around me including some of you, our team members.

You can seek the God's Spirit on this and then take the actions you are directed to take in faith if you are a person of faith. If you are not a person of Christian faith or if you are a person of a different faith, below are the actions you can take:

### COVID Best Practices

- Wear a high-quality (e.g., N95) mask when indoors (in compliance with NYS Mask Mandate)
- Maintain a 6 ft. or more distance from others when physically engaging them,
- Wash or sanitize your hands frequently,
- Cough/sneeze into your elbow,
- Keep your environment sanitized/wiped down, and
- If not feeling well, immediately notify your supervisor re: path forward for work

**Please be vigilant in these practices as they have been shown to be effective in reducing the spread of this virus, with or without vaccination!**

Here is a great online resource for questions about Covid-19 and vaccines ([Click Here](#))

# Blessed To Be A Blessing - OTM Community Support Fund



In 2021 OTM gave **\$57,000** in donations to 501c (3) organizations. This is our highest annual donation to date. Praise God! We made donations to the organizations shown below (If you click on the organization's name, it will take you to their website to learn more about the wonderful things they do).

- [American Heart Association](#)
- [Bethel Express/The Remix](#)
- [Christopher's Challenge](#)
- [Destiny Christian School](#)
- [Honor Flight Rochester, Inc.](#)
- [Hope Initiatives](#)
- [I Am the Storm Foundation](#)
- [Its About Caring for Kids](#)
- [Palmer Head Strong Foundation](#)
- [Purple Pony Therapeutic Horsemanship, Inc](#)
- [Redemption Tree International](#)
- [The Eleventh-Hour Christian Initiative](#)

Hope Initiative Testimonial Letter  
(Click on letter graphic to Read)



In Genesis 22:17, God says to Abraham 'that in blessing I will bless thee'. Some people say this in layman's terms as 'we are blessed to be a blessing'. We (OTM) believe in this principle and are thankful that out of our prosperity, we can financially sow into these various organizations and ministries. We pray we can do even more in 2022!



Overall OTM had a good 2021. We had a number of 'Wins'. OTM

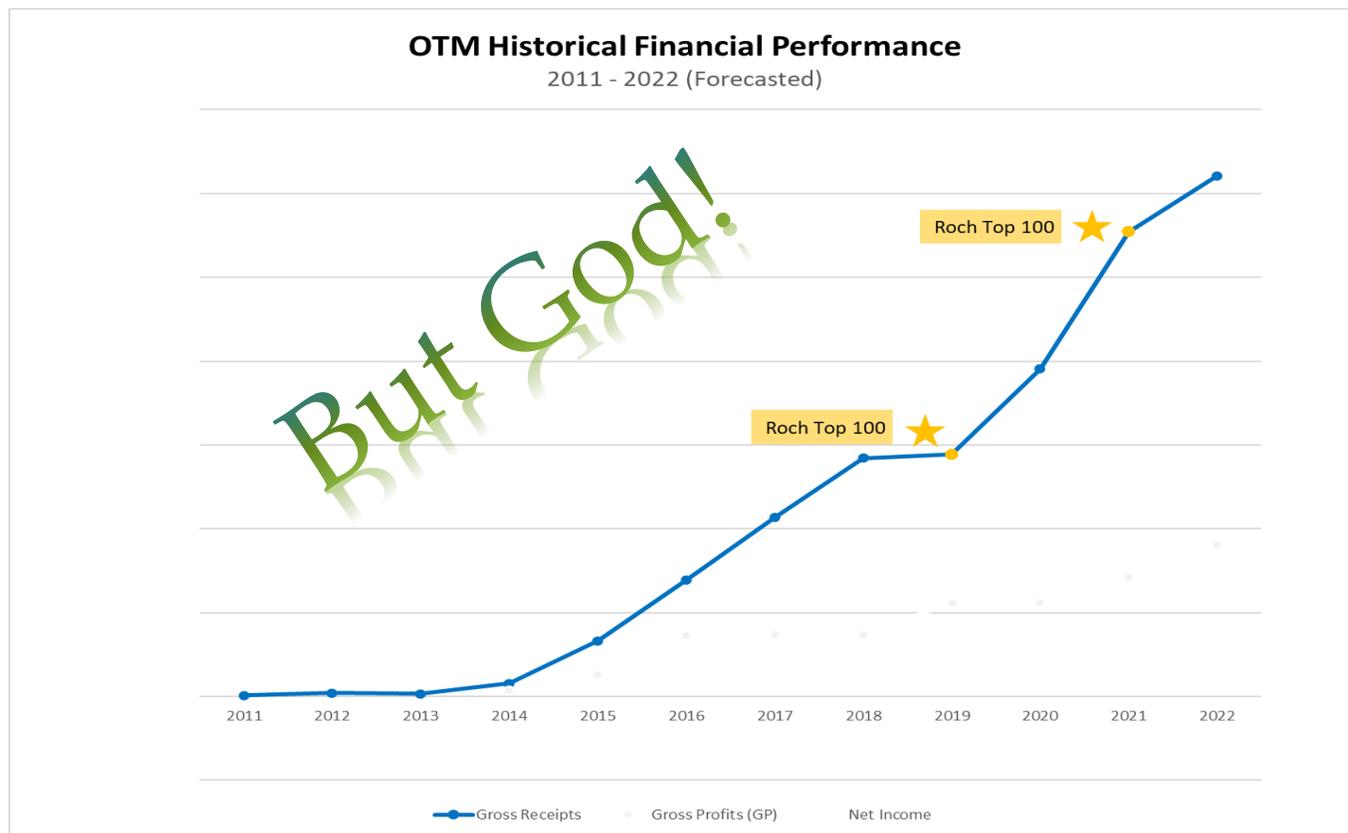
- **Renewed or extended: (1) our Damage Prevention Vehicle (DPV) ConEdison program, (2) our 811 One-Call utility locating Buffalo Sewer Authority program, (3) New York City Unified Court System 811 One-Call utility locating program, and (4) the DPV Orange & Rockland Utilities program.** We of course want to win/secure new business but as a foundational goal we want to renew or extend our current work portfolio.
- **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 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.
- **Formed a strategic partnership with RobJDesign** for all branding & graphic printing needs. A new print shop is being set up at OTM headquarters. More to come on this partnership in a forthcoming newsletter article.
- Was certified as a **Minority Business Enterprise (MBE) by New York State**. This certification is added to our National Minority Supplier Development Council (NMSDC) NY & NJ as well as our Erie County and City of Buffalo MBE certifications.
- Were again named one of **Rochester's Top 100** fastest growing companies. We ranked 72 out of 100. In 2019, we ranked 87.
- Had a very **good financial year**. We had very good overall revenue with a year-over-year growth of 42%. This may land us on the Rochester Top 100 for 2022. We shall see. Our gross profit was 28% and our net income was almost 10%. We have no balance sheet debt and a good amount of cash in the bank. We are financially very healthy.
- **Donated \$57,000** through our Community Support Fund (See article above for details)

While we had some good wins, we also had some losses such as Safety (see lead article on Safety for our 2021 performance). We also participated in several proposals and RFPs that we were unsuccessful. Some say there is more to learn in 'failure' than success and at a minimum, we believe we have learned some good lessons on these losses to be applied on proposals and RFPs in 2022 and beyond.

## 2022 Looking Ahead ... Continued Growth!

In 2022, our plan is to execute our current program portfolio with excellence. We plan to expand our existing services and as well as add new services through proposals, request for quotes (RFQs), and request for proposals (RFPs). Every year we average 4-6 RFPs and we hope to bid and win 2 or 3, thereby continuing to grow our business.

We currently have three (3) RFPs that we submitted in 2021 and that we should get decisions on in early 2022. We will share results when we get them. Join us in praying that we have God's favor.



As we continue to grow, we must maintain and even improve on our brand of excellent service, responsiveness, and high client satisfaction. This is our value proposition or promise to each client.

As we grow, we will advance our Company's mission to **protect life and the environment** on our way to our vision which is to be the global leader in utility management services.