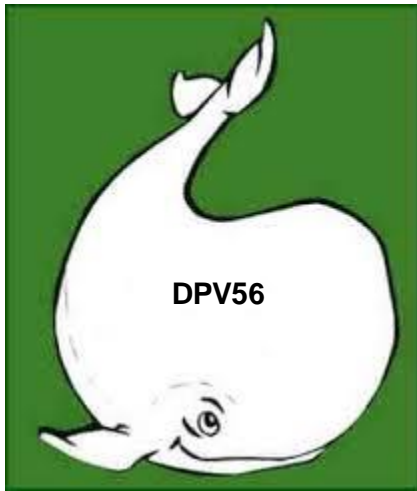


On The Mark Utility Locating  
Services, Inc.

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## Moby Dick



We did it! We caught **Moby Dick**! This was our internal code name for the new Avangrid Damage Prevention Vehicle (DPV) program with a scope of up to 56 drivers (vs. the current 28). Can you believe that? Up to 56 drivers!!!

Three years ago, OTM bid and lost the Avangrid DPV program to Precision Pipeline Solutions (PPS). While disappointed, we did not soak. Instead, we strategically reached out to PPS and formed a partnership where they staffed and managed the DPV program for New York State Energy & Gas (NYSEG) and we did likewise for Rochester Gas & Electric (RG&E). So, they had 14 drivers and we had 14 drivers.

With the leadership of Lisa O’Neal and Wayne Coleman and the support of many others such as Chris Lofton, Rob Polemini, and Julie Varela, we have achieved exceptional performance year after year, as it relates to the PSC 3rd party damage ratio.

Recently, we bid this new program and on February 5 of this year, we were informed that a new DPV program was approved and would be awarded to OTM! This is a major win for OTM. Actually, it is the biggest program or contract win of our company’s history. **It is our current day Moby Dick.**

This new program started on Monday, March 30th. We launched with 14 drivers in RG&E and 15 drivers in NYSEG many of which were recruited and hired from PPS (see new team members below). This program will be managed by Lisa with support from Wayne. This program will be staffed with four (4) field supervisors each managing approx. 14 drivers. The supervisors are Rob Polemini (RG&E), Daniel Sasu (RG&E), Jon Miller (NYSEG), and John Sandusky (NYSEG). It will also be supported by two (2) full time dispatchers supervised by Tyler Coleman.

Again, this is a major win for OTM. It should contribute significantly to the continued growth of our business.

## New DPV Team Member



Tom Cacialli  
Binghamton



Stephen Campagna  
Lockport



Eddie Fortunato  
Binghamton

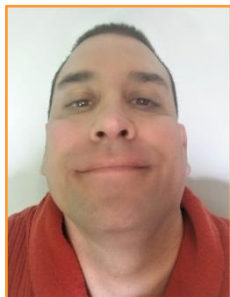


Kevin Greenlee  
Geneva

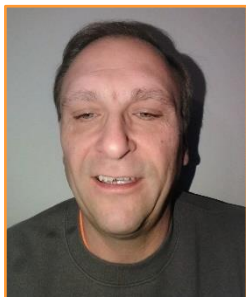


Terry Zacharius  
Binghamton

## New DPV Team Member, cont'd



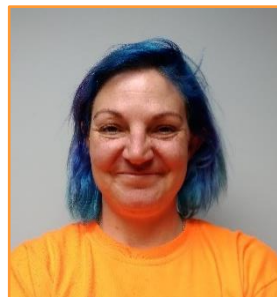
Cliff Mark  
Geneva



Jon Miller  
Supvr – Geneva



James Mockbee



Bobbi Pool  
Geneva



John Sandusky  
Supvr - Elmira

## Making Friends in Fairport



*Had a nice experience earlier this week while doing inspections in Fairport. Please know that this pic was taken before the corona virus had turned our lives upside down. After meeting Mr. and Mrs. Price and telling them why I was there, we discovered that Mrs. Price works with my sister and that they are devoted Christians. It's refreshing to see a little bit of kindness go a long way with our neighbors. –*

*Jon Oswald, 3/13/20*

When I received this email from Jon (the guy with the OTM hat on), it reminded me about the purpose of what we do. Although what we do is technical in nature (e.g., utility locating, inside meter inspection, etc.), it is still all about people – **protecting life and our environment**. Sometimes in the hustle and bustle of doing our jobs, we can forget this. Jon, thanks for sharing this experience and reminding us of it.

Jon along with a team of 7-10 other employees led by Rob Polimeni have assisted Heath Consultants with their Public Service Commission (PSC) mandated Inside Meter Inspection Program. As a gas utility company, for safety and compliance, Avangrid is required by the PSC to perform mandated inspections of their inside meters.

The team started this past December. Since the start of this program until about 2 weeks ago, they made more than 9,500 visits to businesses and homes which were in several municipalities. The team completed over 3,000 inside home and business leak/corrosion investigations!

The homeowner experience that was shared by Jon Oswald is only a glimpse of what the entire team experienced. The Team not only treated every home like it was their own, but they all worked with a sense of urgency in their hearts knowing the inspections may have saved lives.

# Erie County MBE Certification



In late February, OTM was awarded Minority Business Enterprise (MBE) certification by the County of Erie & City of Buffalo Joint Certification Committee. This certification is recognized by The County of Erie, City of Buffalo, Buffalo Sewer Authority (BSA), Buffalo Board of Education, and Buffalo Municipal Housing Authority. We hope to leverage this certification into more business in Western NY and in Buffalo, in particular. As an example, we hope to bid for one-call 811 facilities locating for Buffalo Street Lighting.

This certification complements our National Minority Supplier Development Council (NMSDC) MBE certification which we recently renewed last month. We have also applied for the NY

State MBE and Disadvantaged Business Enterprise (DBE) certifications. Unfortunately, NYS's process is severely backlogged, so it may take a while before we receive these certifications.



So what, you may ask. Why do these certifications matter? MBE/DBE certification gives minority business owners the opportunity to better compete for a government or corporate contracts strictly designated for minority owned, women owned, and disadvantaged businesses. In 2014, NYS Governor Cuomo set a goal of utilizing Minority & Women Business Enterprises (MWBEs) for 20 percent of state contracting. During Fiscal Year 2018-2019, the MWBE utilization reached 29.13 percent, the highest recorded rate in New York State, which translates to more than \$2.93 billion in state contracts awarded to MWBEs.

In addition to enabling OTM to access more business, some companies such as Consolidated Edison (ConEd) Company of New York gives significantly more favorable payment terms to MWBE companies in an effort to diversify their supplier base. This is a direct positive impact on our company's cash flow.

## DSNY Excavator Training Seminar

On Wednesday, March 3, Joe Vilella, Locating Manager, attended the Excavator Training Seminar in Suffern New York.



## Recent Additions to the OTM Staff/Leadership

As OTM continues to grow, we are adding to our backend functions to expand our capabilities and our capacity. Please join us in formally welcoming/congratulating some of the new office staff that has joined us over the past month.



Tyler Coleman  
Administrator



Chris Lofton  
OTM Fleet Manager



Judie Myers-Gell  
HR Associates



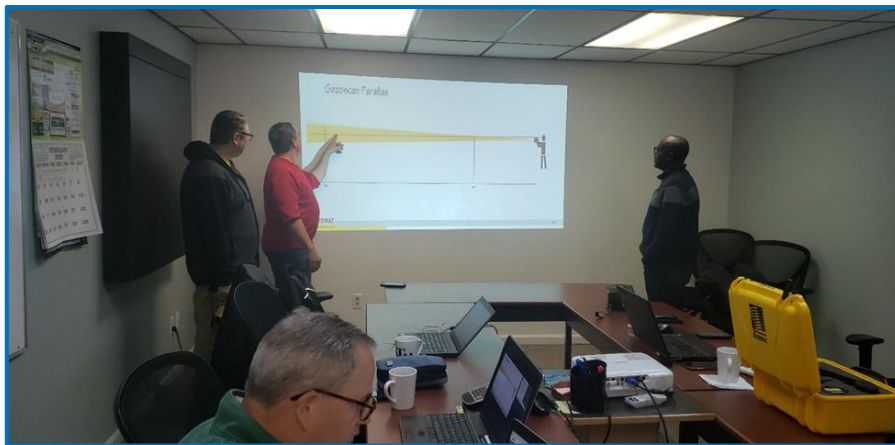
Daniel Sasu  
DPV Field Supervisor, RG&E



Unavailable  
Samantha Twichell-Trouerbach  
DPV Dispatcher

## NYSEARCH Partnership

Joe Mallia, from NYSEARCH a Natural Gas R&D Group with an affiliation to Northeast Gas Association (NGA), has requested OTM to participate in a new project named “**First Pass Gas Leak Detection Survey**”.



Jamie Tooley Owner/CEO of GazoMat reviews test with Rob & Daniel

We want to achieve maximum leak detection in one pass during ‘Mandatory and Non-Mandatory’ leak surveys.

NYSEARCH has worked as a consortium of local natural gas distribution companies who have a common interest and need for research and technology development and demonstration. The objective of this particular project is to evaluate improvements to leak survey effectiveness. The goal is to optimize use of instrumentation and data acquisition techniques to maximize the detection of pipeline leaks, predominantly for walking survey.

On this project, OTM is teaming with GazoMat. GazoMat specializes in the design, development, manufacturing and servicing of electronic detection equipment for the survey of gas distribution networks, as well as for operator protection in hazardous environments. OTM is providing the independent Leak Survey Technicians - Rob Polimeni and Daniel Sasu. Both gentlemen have 14 plus years combined experience with Gas Leak Survey. GazoMat is providing the innovative Gas Leak Detection equipment.



Inside equipment review/training



Participation in this R&D project is offered to most of the gas companies in the U.S, however the current plan is to conduct the surveys in Los Angeles, Baltimore and New York, periodically over the next (2) years.

The testing process will be a “double blind” survey with the utility companies current Gas Leak Survey crew (in-house or contractor) and OTM.

### Benefits

The benefit of improved effectiveness in a “first pass leak detection” approach is an improved overall thoroughness of detecting leaks and the likelihood of capturing more leaks resulting in increased safety.

Outside gas leak testing / training