



## Program Expansions, Extensions, & Renewals

OTM’s business is a portfolio of programs, projects, and jobs. As it relates to our programs that generally span an average of 3 years, we must expand the scope of work, extend the program’s term, and/or rebid/renew the program for another term. This expansion, extension, and renewal is an on-going process happening all the time in the background of our business. It is paramount that we do this work with all diligence and excellence in order to grow our company and afford everyone the opportunity for career growth and development.

**Damage Prevention Vehicle - Orange & Rockland Utilities (DPV-ORU)** – This program has requested that we add two (2) additional DPV inspectors. This will move us from 4.5 FTEs up to 6.5 FTEs. This is of course an expansion of the scope of work. The DPV leadership team is aggressively working to fulfill this customer request and hopes to add these new team members within the coming weeks.



**Damage Prevention Vehicle - ConEdison (DPV-CED)** – This program has been extended for 1 year. We have been providing this service to ConEdison for over 5 years. When this extended 1 year term expires, OTM hopes to rebid and renew this program.

Expansions (in work scope) and extensions (of program term) are predicated on a program’s efficacy and success. Customers do not expand or extend something that isn’t meeting or exceeding their requirements and expectations. So, the expansion and extension noted above is a tangible recognition of the good work done by the DPV team members and leadership over the past weeks, months, and years. Great job everyone! Keep it up and let’s continue this great work for a long time into the future.

**One Call Locating - Orange & Rockland Utilities (OCL-ORU)** – OTM has rebid and secured the renewal of this program! We have received a verbal award and are awaiting the formal renewal contract which we hope to receive within the next month. Thank you to Alex Metiche, our fearless leader of this gas & electric facilities locating program. Also, thanks to the team of Miguel Martinez and Vernon Lyons along with our newest team member Jesus Mercedes. These team members are doing an excellent job with a very challenging program and clientele.





**One Call Locating – Unified Court Systems (OCL-UCS) – OTM** has rebid and secured a 1 year renewal of Unified Court Systems 811 fiber facilities mark out services for Buffalo, White Plains, and New York City. This is a relatively small mark out services program in terms of annual ticket volume but it is great program in terms of profit margin. Rudy Kogler has been the primary team member supporting this program for New York City. Rudy thanks for doing a great job! Alex Metiche supports White Plain and Ron Austin and Chris Hoose support Buffalo.

**One Call Locating – Adesta (OCL-ADE)** - Adesta, LLC and the New York State Thruway Authority have an agreement for maintenance, construction, and repair services for the fiber optic network infrastructure assets along the almost 500 miles of the New York State Thruway. The Scope of Work for this agreement pertains to the underground fiber optic cable and utility locating.

Late last year Adesta approached OTM as a NYS certified MBE to provide screening, dispatching, and utility locating services for all of their 811 dig requests as their subcontracted Engineering firm. We are working to finalize a 3-5 year contract with hopes of commencing a program sometime this September. This program may include optional Damage Prevention Vehicle (DPV) services to support what they refer to as Watch & Protect and System Patrolling and Inspection Services.



**Damage Prevention Vehicle – Avangrid (DPV-RGE, DPV-NYSEG) – OTM** has been providing DPV services to Avangrid for over 9 years. We have been providing services in the most recent contract for the past 3 years. We are currently in the RFQ process to renew this contract for the 2023-2025 time period. While nothing is guaranteed with sealed bid RFP processes, we are confident in our ability to be competitive and renew this program.

## City of Rochester RG&E 811 Program Ends

We are always happy to tell you all about our new programs, our extensions, and our renewals but like any portfolio of investments or in our case programs, ‘you win some and you lose some’. In early June, we ‘lost’ the City of Rochester RG&E 811 Mark Out Services program. This program started back in October of 2020. One of our competitors, USIC, was providing 811 Mark Out services for Avangrid – RG&E and NYSEG. They were having challenges with at-fault damages and ticket delays.

Avangrid approached OTM and asked if we could help by at least attending to the City of Rochester. We agreed and quickly stood up a team of utility locators to do this program.

Fast forward to the start of this year and unfortunately we too started to have problems. We had 7 total damages with 6 of them being our fault. In addition, we struggled with having too many ticket delays, daily and weekly. Some of this was due to not having enough locators on this program which we were working to address at the time the program was pulled and given back to USIC.

While we all like to succeed and we strive for this on each and every program or project we take on, sometimes we fail. We can often learn more in failure than in success and we have learned from this program. In addition and in spite of having this program end prematurely, we did make a good financial profit and some of our team members were provided good training and experience.

A small team of management will be meeting shortly to do a 'lessons learned' end of program review so we can assess 'what worked well' and 'what didn't' and 'what we can do better' on the next 811 Mark Out services program.

We thank the team members that contributed to this program and both Austin Okwudili and Lisa O'Neal who jumped in 3Q21 to help lead and manage this team.

## Safety – Active Shooter Training



At around 11:35 am on May 20, 2022 Monroe County Sheriff's Office received the report of a possible active shooter on Scottsville Road between 390 and Paul. The OTM office located at 400 Air Park Dr., was literally 1 block away or immediately behind the location of the incident. We observed many police cars, state troopers, and even military vehicles racing up and down Scottville Rd. across from the private airport. We were told to stay inside our offices. We locked the front doors and closed all front window blinds. Different team members started receiving calls and making calls to family members and loved ones.

Did we take the right actions? What would we do if someone started shooting into the building or worse yet, what if an active shooter came into our office area? These questions of the actions one should take are not only applicable to the OTM office staff but anyone of our team members, during work or outside of it as they could find themselves in an active shooter situation.

Please please take a few minutes and watch this really informative video on what you should do in an active shooting situation: [Active Shooter Training](#)

## New Team Members

Below are photos & names of our newest team members. Welcome to the family!



Joseph Matthew  
DPV-Avangrid - NYSEG



Scott VanZandt  
DPV-Avangrid - NYSEG



Joshua Stokes  
Administrator, Locating



Brian Copeland  
DPV-Avangrid-NYSEG

## A Night of Destiny with Emmitt Smith



John Bryant, Wayne Coleman, **Emmitt Smith**, Michelle Bryant, Khadesha Okwudili, Ginny McGee, Austin Okwudili, Marilyn Coleman

On June 16, OTM leaders, family, & friends met Emmitt Smith at a Night of Destiny fundraising event for [Destiny Christian School](#). Check out other photos by clicking on this link ([A Night of Destiny Photos](#))

# OTM Leadership Development Breakfast Meeting



Shown above: Deloris Leach, DPV Dispatcher, and Elias Maldonado, DPV Supervisor

Every other month the OTM extended leadership team meets to develop ourselves as leaders and managers. This past month, we decided to break bread together with breakfast as we conversed over various leadership topics. This was a time to challenge and inspire each other as we reach toward the vision of OTM. We had a great breakfast from Cracker Barrel. Yes! Good meeting, good conversation, good fellowship, and good food.



## Company Picnic

12:30–3:30, Friday July 22, 2022  
Ontario Beach Park,  
Harbor View Shelter



## Make Us One Conference

(Click on text above to visit Facebook page for more info.)

Friday, September 30 & Saturday, October 1  
Glory House International  
111 N Chestnut St, Rochester, NY 14604





Not only is OTM still hiring but we have increased some of our starting pay rates:

- DPV drivers for RG&E & NYSEG start at **\$17.50/hr.**
- DPV drivers for Orange & Rockland or ConEdison start at **\$19.00/hr.**

Also, we are still in need of utility locators for our Orange & Rockland Utilities program.

So, if you know of anyone who

- Wants a **good pay** and the opportunity to grow
- Values **work life balance** with work hours of M-F, 7:00-3:30 pm with **NO WEEKENDS** or On Call schedules
- Wants **excellent benefits** such as health care, dental, vision, life insurance, paid time off/sick time, paid holidays and 401K.

Send them to our website - <https://otmlocating.isolvedhire.com/jobs/>

**Check Out our NEW QR coded job recruitment cards!** Contact your supervisor to get some of these today! **You can actually scan the QR code in the photo below to go to our jobs page!**

