

Giving Back!



Question: What does the [Heritage Christian Services](#), [11th Hour Christian Initiatives](#), [The Wilmot Cancer Center](#), [Big Brothers Big Sisters](#), [Destiny Christian School](#), and [Camp Good Days and Special Times](#) have in common? Well besides the fact that these are all not-for-profit charitable organizations doing wonderful things in the Greater Rochester and even Worldwide communities, they are all organizations that OTM has recently made donations to, from our Community Support Fund.

At the beginning of July, OTM donated a total of \$10,000 to these organizations. We believe that these donations are a blessing to OTM. The ability to give back to the

community in which we exist for causes as great as the ones championed by these various organizations is our blessing. The above listing has embedded URL links that if clicked on, will take you to their respective websites "About Us" pages, to give you more information about the organization.

The OTM Community Support Fund has been established to give back, financially, to the various communities, in which OTM operates. This fund is a pool of money provided from the positive net earnings/cash of our business operations. As part of our annual financial planning/budgeting process, and by board approval, we allocate a percentage, up to 10%, of our annual net earnings to go towards this fund to be given back into the various communities for various good causes.

OTM welcomes you or anyone in your circle of influence including family and friends to solicit our Community Support Fund for donations. Please visit our website for info on how to do this.

Embracing New Technology Innovation

In April of this year, OTM formed a strategic partnership with [EagleHawk One, Inc.](#) EagleHawk is a Buffalo based, small unmanned aircraft systems (sUAS), commonly known as a drone, technology company. EagleHawk develops and operate drones in areas such as Aerial Infrared Roof Inspections, Heat Plant & Steam Tunnel Inspections, Building Envelope and Facade Inspections, Aerial Data Collection for Mapping/Survey, and Utilities. In the utilities area, which is of course our industry, EagleHawk wants to push the limits of technology and integration by finding new ways to utilize drones through specialized sensor integration on drones.

Our multi-year agreement allows us to combine our expertise in Northeast Gas Association (NGA) certified utility inspection and with their expertise in drones and specialized sensor integration on drones, in areas including but not limited to infrastructure inspection, leak detection survey, emergency response and planning, and right-of-way management.

In May, OTM did an R&D project through NYSEARCH to inspect exposed Avangrid gas line bridge crossings in Connecticut.

These inspections are mandated by the Public Service Commission (PSC). Rob Polimeni who is Northeast Gas Association (NGA) Operator

(OQ) Corrosion was the OTM inspector. EagleHawk provided FAA approved pilots to support this project. After inspecting four (4) exposed gas line bridge crossing and reviewing the OTM Corrosion Report, Avangrid has decided to implement the use of drones where exposed gas line crossings are unsafe for an OQ Inspector alone to conduct.



Qualified for Atmospheric

The benefits of drones vs. the traditional method of simple visual inspection from the ground, overhanging bridge using boom equipment, is both safety, cycle time/efficiency, and the digital data (of images and other information) vs. a visual 'go/no-go' using binoculars. Drones can greatly facilitate inspections of bridge crossings that are otherwise very difficult to access. Similarly, in the area of right-of-way inspection, drones can enable inspection that is simply not feasible due to accessibility (e.g., vegetation, inclement weather, etc.).

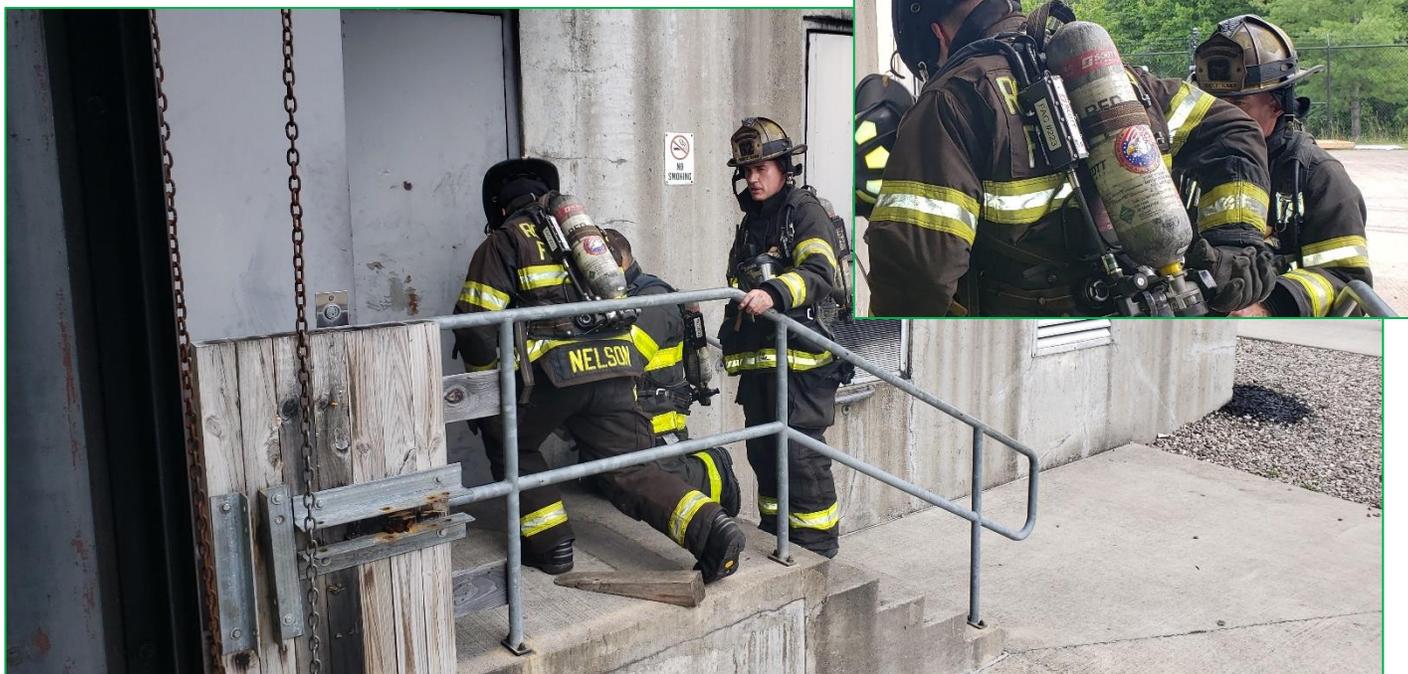
We are looking forward to more projects/programs like this and using this innovative technology in more of our inspection services in the future. More to come ...

Training & Development

Having over 90+ years of utility management industry experience is a strategic advantage to our business, but it can also become a tangible asset to monetize as well. How you ask? By using this experience and knowledge to train and develop others.

Did you know that all NYS gas own companies are now mandated by the Public Service Commission (PSC) to provide all the Fire Districts the opportunity to have "Emergency Gas Leak Training". Although it must be provided, currently the districts are not required to take it.

This year Avangrid (RG&E) requested OTM to conduct this training for the Rochester Fire Department (RFD) at their training facilities on Scottsville Rd. Retired gas leak expert (an RG&E requirement), John Vescovi, assisted with the training of 38 Firemen recruits conducting simulations of what they would do when called to an emergency gas leak, often before the local gas company arrives to the site



Training and Development of this type is a service OTM plans to provide in an on-going fashion as we grow over the coming years.

Rochester Team Picnic



Well the team has done it again! Julie Varela along with the awesome support/collaboration of Rob Polimeni and Chris Lofton, put together a really nice 2019 Rochester OTM Team Picnic. We had approx. 25 employees join us at the Creekside Lodge at Ellison Park. Although the heat index was somewhere around 100, we had some fun activities, great food from Good Smoke BBQ, and great socializing.

Some of the team played bocce ball while others played dominos. David Whitakar and Tom Farrell were the winners of raffle prizes. Great food, great fun, and great fellowship. Thanks team. Looking forward to 2020 and hopefully it will be a little cooler!

Click on the collage below and check out some pics from the event:



EMPLOYEE CORNER

Happy Anniversary!

Congratulations to the following employees on their work anniversary!

1 Year



Glenn Hines
DPV RGE



Juan Jurado-Colon
DPV- ConEd



Vern Lyons
O&R One-Call



Elias Maldonado
DPV-RGE



Alex Metiche
O&R One-Call



Andrew Speca
DPV- RG&E



Mike Twal
DPV – O&R



Michelle Bryant
Finance/Accounting

EMPLOYEE REFERRAL BONUS PROGRAM

OTM is always looking for great people, and you can help. If you know someone who you think would be a great addition to our organization and they meet the qualifications for an existing job opening, it will be worth \$500.00 if you refer them for employment and they are hired. Please contact our HR Manager, Julie Varela, jvarela@otmlocating.com, to learn more about this program.

If you know of someone needing a job and you think they would be a good fit refer them to our new Jobs page on the OTM website. You never know, you may get a referral bonus or two out of it!

Open Positions:

- Sr. Private Utility Locator (Rochester, NY)
- Utility Locating Technician O&R (Orange County, NY)
- Damage Prevention Vehicle Inspector (Orange & Rockland County, NY)
- Damage Prevention Vehicle Inspector, Seasonal Part Time and Full Time (Rochester, NY)