ONE CALL Michigan Newsletter of Iowa One Call Vol. 28 No. 2. Control of Call Vol. 28 No. 2.

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WHAT'S UP BELOW

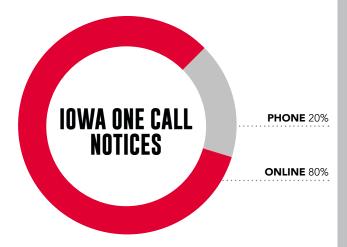
MAINTAINING THE ONLINE TICKETING SYSTEM

Today, online ticketing accounts for 80-percent of all Iowa One Call notices, a significant contrast to when, less than a decade ago, nearly all notices were handled via the dial-in system. While Iowa One Call was among the first state notification centers to implement an electronic "online" ticketing process, current trending shows online ticketing to be the preferred method for submitting locate notices across the country.

Convenience and efficiency are the primary reasons why users prefer to prepare and submit their locate requests online. The online user effectively cuts out the middleman by eliminating the need to speak with a call center representative, which typically involves being placed in a queue while waiting on hold, and also entails the arduous task of trying to describe and explain – to a stranger in a different city, over the telephone – the precise areas where planned excavations will occur.

After implementing multiple early versions from 2010 through 2011, Iowa One Call rolled out the first fully functional online ticketing system in January of 2012.

Convenience and efficiency are the primary reasons why users prefer to prepare and submit their locate requests online.





Named "ITIC" (Internet Ticket), the system featured a fully automated mapping process with dropdown entry fields, which provided the user with an efficient process for creating new locate tickets and for maintaining an archived ticket database. One of the major limiting factors at the time was the reliability of the mapping database. The basis for the ITIC mapping data was the topologically integrated geographic encoding and referencing files (TIGER files) created and maintained by the United States Census Bureau. As good as the TIGER files were, they were not always current, due in part to the continued development and expansion within the townships, municipalities. cities, and states across the country. To mitigate the shortcoming of working with outdated TIGER files, it became necessary to incorporate county parcel into the ITIC mapping database.



Obtaining timely parcel data from all 99 lowa counties was an extremely challenging undertaking – especially since counties are not required by law to provide their parcel data to the lowa One Call system. Many system enhancements and full-on revisions have occurred since the rollout in 2012, including a multitude of refinements to the mapping system.

Today's NextGen ITIC system features a state of the art mapping system, derived from the most up-to-date Google Maps database, in combination with county parcel data from all 99 lowa counties (an ongoing, ever-challenging process) and updated TIGER files. The NextGen system includes a Google map platform that can be converted to full satellite imagery, with enhanced 'zoom' capabilities for detailed images, along with an array of precision electronic mapping tools that allow users to create precise mapping entities (i.e., to identify the exact location of any proposed excavation area). Maintaining the most effective and efficient online ticketing system entails ongoing updates and full-on system revisions. Iowa One Call is currently in the process of developing some new enhancements and system revisions for the NextGen system.



Based on feedback from industry stakeholders, Iowa One Call has been working on three online system improvements, each in various stages of development. The most comprehensive change will be a new, fully automated program that will allow users to prepare, submit, and schedule joint meets online. The other two developments pertain to the way the electronic mapping system splits locate notices, and the way underground facility operators/locators must format the "agreed-to-marking-schedule" status.

Electronic Joint Meets: Currently, the only way excavators can request joint meets is via direct dial-in to the call center, where a call center representative (CSR) will create a special joint meet ticket and schedule the meeting(s) between excavators and locators. This process can take significant time depending on the scope of the project and area of the proposed excavation, which necessarily means potentially long telephone sessions between excavators and CSRs. Some large excavating contractors that routinely schedule joint meets for large-scale projects may need to spend several hours per week speaking to CSRs on the telephone. Iowa One Call is currently working with its vendor, One Call Concepts, to develop an online joint meet process that can be incorporated into the NextGen system. Creating an electronic joint meet system that will effectively integrate with the mapping system and provide scheduling capabilities requires detailed software development that will entail testing before implementation. lowa One Call's goal is to complete the development and testing phases to implement the new system later this fall.

• New Mapping Rules: The over-gridding of locate tickets by excavators – when one locate notice includes an excessively sizeable geographic area – has been an ongoing industry problem. To deal with over-gridding, most one call centers implement a process that splits a single ticket into multiple tickets based on established mapping rules. Before online ticketing, when all notices were handled via the dial-in method, lowa One Call's general mapping rules were as follows: up to ten addresses on the same street within the same 100 block per ticket; or up to three consecutive blocks for excavations involving installations; and up to one square mile in rural areas. As system developers worked to create a new online ticketing system, it was soon discovered that developing software to mirror the original mapping rules presented multiple challenges. A solution was implemented based on footage: Up to 1,500' x 1,500' per ticket within city/township limits; and up to one square mile in rural areas.

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In response to ongoing concerns that the 'new' electronic mapping rules still allowed for excessive over-gridding practices, a revised set of mapping rules was decided upon, and is currently being programmed into the NextGen system: Up to 1,000' x 200' linear per ticket within city/township limits, and up to 1-mile x ½ mile in rural areas. The revised mapping rules are expected to be implemented this summer.

Revised formatting requirements for "Agreed-To-Marking-Schedule": In March of this year, Iowa One Call completed the necessary software changes required for processing the new formatting method, but all underground facility operators in Iowa – including third-party contract locating firms – must complete similar software changes to utilize the new formatting requirements. Iowa underground facility operators have been provided a grace period for completing the necessary software changes that will expire on February 15, 2021. Currently, many underground facility operators are implementing the new process, which will be required for all operators after the February 15, 2021 cutoff.

New Agreed-To-Marking-Schedule formatting summary:

Under lowa law, alternative arrangements can be made for when the locating and marking will be completed, but this can only occur when the alternative arrangements are agreed to by both the excavator and the locator. Before submitting an "agreed-to-marking-schedule" status for any locate ticket, the locator must include the following information:

- The full name of the excavator with whom the locator coordinated the alternative arrangements.
- The time and date when the locator and the excavator agreed to coordinate alternative arrangements.
- The new alternative date and time that has been agreed to by the locator and the excavator
- The telephone number of the excavator who the locator spoke to coordinate the alternative arrangements.
- The name/credential of the locator.

Excavators who have not taken advantage of the NextGen online ticketing system can check it out here http://www.iowaonecall.com/resources/ In addition to the tutorials and reference materials found on the lowa One Call website, other training assistance is available. Anyone interested in receiving training from an lowa One Call representative, online or via the telephone, can request a training session by contacting the Help Desk by dialing 563-884-7762.

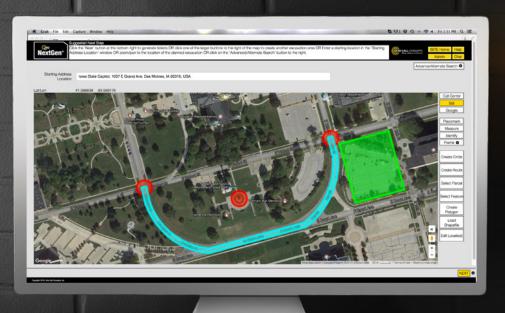


Dig safely.





TIPS FOR MAPPING PRECISELY AND ACCURATELY





- Use the right tool for the job – ITIC NextGen offers a diverse array of mapping options to fit every scenario.
- Don't over-map ITIC
 NextGen builds the locate request from the mapping.
 Over-mapping a work area can result in wasted time and resources.
- Double-check your work

 use the different map
 views and/or Google street
 view to help ensure you've
 mapped accurately and
 completely.



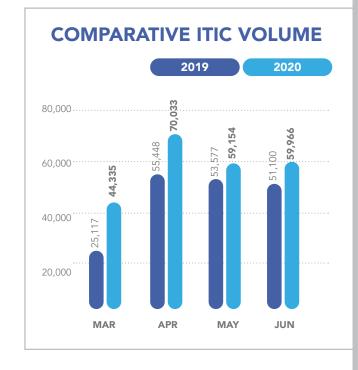


COVID-19 UPDATE

JULY 2020

At the time of writing an update on the COVID19 pandemic for the first-quarter newsletter, released the second week in April of this year, the total number of cases in Iowa was 90, with no reported deaths. At the time this article was written, the total cases in Iowa have jumped to more than 39,000, with 808 reported deaths. In just three months, the number of new cases has increased by 43.233%, and the number of deaths has increased by more than 80,000%. These are frightening statistics that underscore how severe this pandemic is and why such drastic measures have been undertaken by companies, citizens and governments around the world.

Just as some segments of the world's population are hit hardest by this virus, so are some industries and business sectors more severely impacted than others. While sectors including tourism, entertainment, sports, retail and foodservice are faced with devastating losses,



one call centers across the country are reporting increases in locate notices, which reflects an increase in local construction and excavation activities. Overall notices to lowa One Call between this March and June were up nearly 10-percent over the same period in 2019, including a 24-percent increase in homeowner notices. "During this time of social distancing, as people spend more time at home, we see significant increases in notices for residential excavation, which includes lots of landscaping and home revision projects," said Ben Booth, spokesperson for lowa One Call.

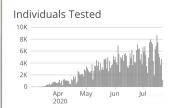
800

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Positive Case Analysis

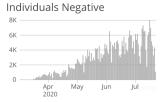
Individuals Tested

427,908



Individuals Negative

386,643



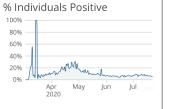
Individuals Positive

39,793

Individuals Positive

% Individuals Positive

9.3%





The increased demand for locating services has created some additional burden for the locating industry. The utilities that provide "in-house" locating services and the third-party contract locating firms must manage their staffing needs accordingly to meet the demands. "Many locating technicians have felt the impact of the COVID19 virus. Even though they work outdoors in the open, some have had to deal with other ramifications, including the closing of the school system. Locators who are parents can't work from home, and now some of them have to contend with children who are home all day. This has resulted in some losses in the available workforce," Booth said. Finding replacements for professional locating technicians is no easy task. According to Randy Bern, President of Vannguard Utility Partners, it takes at least two months to hire and properly train a person before they can begin performing effective locating and marking procedures. "It can

The best approach to excavation safety and damage prevention is always via the collaborative efforts of every stakeholder.

be challenging at times to maintain an adequate workforce of trained locating technicians, especially when demands for new locates can change without notice. Fortunately, we've been able to stay ahead of the curve that the COVID virus has thrown us," said Berns.

Commercial construction projects in lowa don't appear to be hampered at this time, and as more residential projects are scheduled, by homeowners and contractors, the resulting increases in utility locating services may create additional challenges for the locating industry. The mandated requirements established in the "lowa One Call law" (lowa Code Chapter 480) do not include any statutory exceptions for these types of unforeseeable circumstances. That's because the conveyance of essential services is vital to the public's wellbeing, and the safeguarding of infrastructure put in place to convey those services is always going to be a priority. "Locators are essential workers who don't get a break because the COVID19 virus has impacted their workforce. It's vital that excavators, including homeowners,

work with their locators whenever possible to coordinate reasonable locating schedules," said Booth. According to Booth, the law provides for "mutual agreements" between locators and excavators, which means locators can contact excavators to ask for possible extensions to when the locating and marking can be completed. If it meets the excavator's schedule, an agreement can be made to extend the completion date. The agreement must be mutual and therefore requires direct two-way communication between the locator and the excavator.



The best approach to excavation safety and damage prevention is always via the collaborative efforts of every stakeholder. During these unprecedented times, it's more important than ever for excavators and locators to establish strong collaborative working partnerships.







This year, we at Iowa One Call made the difficult decision to cancel the remainder of our Excavation Safety Awareness Program (ESAP) meetings. We made this decision at a time where the COVID-19 outbreak was beginning to surface, and we wanted to put the safety and well-being of our

fellow lowans at the forefront. It was a tough decision to make, but our team had to react quickly and get ahead of this pandemic.

It appears that we made the right decision in canceling the remainder of our safety awareness meetings, avoiding large

gatherings at all costs. We also did not want to risk spreading the virus among the many men and women in attendance at our safety meetings.

Although we canceled the remainder of our Excavation Safety Awareness Program, our team is diligently focused on planning the next phase of our future safety meetings. We intend to continuously educate the public about the importance of our critical underground facilities while explaining the potential harms of digging without caution. We genuinely believe our ESAP meetings are an invaluable outreach method in educating our fellow contractors, locators and utilities across the state of lowa.

The Excavation Safety Awareness Program Committee has provided options to host our next ESAP meetings via Zoom virtual webinars. In theory, we plan to host several Zoom webinars over a few months, with a similar presentation on damage prevention and safety awareness. The virtual presentation would include our annual damage prevention video that we create each year, with real-life examples of the dangers presented by digging without caution.

Following each ESAP webinar, we will conclude with a raffle drawing

and announce multiple winners for each event. The winners will receive gift certificates to use on our vendor website. There is a wide variety of products offered on our IOC vendor website, including clothing, tools, headphones, coolers, hats and more. There may also be other e-gift cards and prizes offered in our giveaway.







LOOKING FORWARD

We are hopeful that things will return to normal sooner rather than later. We do plan to host our ESAP events in-person again, moving forward, but our intent, for the time being, is to put the health and safety of our fellow stakeholders first-andforemost. Having the option to host educational meetings via virtual means is a useful back-up plan, allowing us to reach out and educate our excavating community while avoiding (potentially) exposing others in a large group setting.

Moving forward, lowa
One Call will be utilizing
these virtual means
of communication for
the foreseeable future,
pending the results of
the COVID-19 pandemic.
Online communication
and technology have
already been a booming
sector in today's world and
incorporating these tools into
our communication strategy
will only prove advantageous
to lowa One Call.



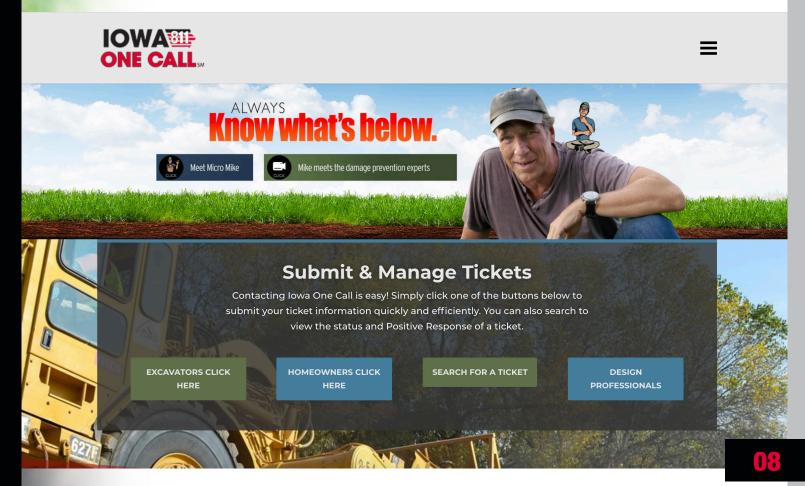


MIKE ROWE DIGITAL CAMPAIGN



Earlier this year, the Iowa One Call team committed to a partnership with TV personality and celebrity Mike Rowe, to promote damage prevention and safe digging practices. Our entire advertising plan this year revolves heavily around Mike Rowe, and his alter-ego "Micro Mike Rowe." From our traditional advertising like television and radio to outdoor billboards, and across the digital realm such as social media and Google Ads, we are blasting Mike Rowe to the public on all levels. We also have a Mike Rowe visual display at the top of our website at www.iowaonecall.com.

So far, we have received great feedback from fellow lowans on our partnership with Mike Rowe. His "likeness" and recognizable personality have allowed us to effectively leverage our message to click or call 811 before digging, and the dangers associated with not doing so.







SOCIAL MEDIA MONTHLY TOOL KITS

When it comes to our digital Mike Rowe campaign, there are quite a few moving parts. One piece of ongoing content on our social media pages (Facebook and Twitter) is a monthly tool kit. Filled with fresh new content, the Mike Rowe team provides lowa One Call with a monthly tool kit filled with graphics and verbiage to deploy on our social channels. The tool kits are centered on a new theme each month, as it relates to a topic in our industry. For example, the month of June focused on the "Cross-bore." A Cross-bore is the unintended intersection of two utility lines, typically involving a sewer line. Cross-bores most frequently occur in association with installing a utility line without digging up the ground. Example: social media graphics of the cross-bore are shown to the right.

Another important aspect of our Mike Rowe social media campaign is Facebook ads and Google Ads. Being that video has become "King" of the digital world, we worked with Mike Rowe's team to develop a Facebook ad that includes a 30-second branded video spot of Mike Rowe and "Micro" Mike Rowe. This paid video ad is deployed to a targeted audience on Facebook, primarily focused on reaching the average homeowner, as well as a mix of the average homeowner, as well as a mix of the professional excavators in the state of lowa.



ANALYTICS

The analytics for our digital campaigns have shown to be very promising. For the Facebook ad alone, in the month of May, the ad garnered 26,123 "impressions" and 749 "clicks." Impressions are when an advertisement or any other form of digital media renders or appears on a user's screen. A "click" refers to the action of actually clicking on the link, engaging further with the content.



Additionally, our Google Ads campaign is currently divided into three forms of online targeted advertising strategies; the first method being Search Retargeting. Search re-targeting is when you serve display ads to users as they browse the web, based on their keyword search behavior. Our search re-targeting campaign had a result of 12,368 impressions and a total of 18 clicks. The second strategy being deployed is what's known as "Geofencing." Geofencing is a location-based digital marketing tool that lets us send messages to smartphone users in a defined geographic area. For example, shoppers that arrive at a mall can be targeted with ads by stores located in that mall simply because of their geographic location. Our Geofencing campaign gained 11,684 impressions and 13 clicks. The third strategy of our Google Ads campaign is Displays ads. Display ads are self-explanatory, in that they are graphic banner ads exposed to targeted internet browsers. Our Display ads garnered 16,005 impressions and 19 clicks.

Social media and online web browsing are being used more than ever during this time of Coronavirus and limited Face-to-Face exposure. More people will be spending their time behind a computer screen and viewing content on the web, which gives our digital team at Iowa One Call the perfect opportunity to leverage our Mike Rowe digital campaign and spread our message of safe digging. Keep your eyes peeled on any Mike Rowe/Iowa One Call content you may see while perusing through your Facebook newsfeed or your favorite websites.



INTRODUCING THE

Safe Excavator App

State laws pertaining to excavation (or digging) vary – and finding the specific information you're looking for quickly can be a challenge.

The Safe Excavator App makes it easy to find state-specific excavation information including the following requirements or events:

- Advance notice or wait time
- Pre-marking ('whitelining')
- 811 ticket information
- Names of local enforcement agencies and 811 call centers, also connecting you electronically to submit a locate request
- Includes safe digging tips + checklist

PLEASE CONTACT

Lindsay Sander

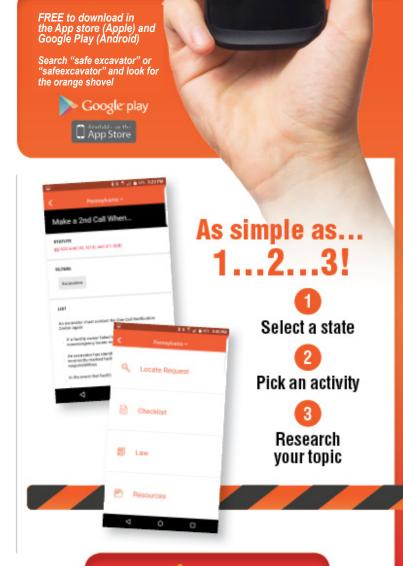
713.208.0273

LNS@SanderResources.com

WITH ANY QUESTIONS.



Safety always.







The National Excavator Initiative is an effort to raise the awareness of a critically important program: 811.

Contacting 811 before digging is the single most critical action an excavator can take to help ensure their health and safety are protected, while at the same time preventing financial harm and environmental impact.





Due to limitations brought on by the COVID-19 pandemic, many of the promotional events that we typically host have been put on hold for 2020. It was regrettable to find out that our most significant event that we value greatly and attend each year, the lowa State Fair, has been canceled for 2020. The lowa One Call team always has a booth in the "Varied Industries Building" at the State Fair, where we can reach approximately 100,000 patrons a day with our message of safe digging.

We have also just learned, with great sadness, that the Minor League Baseball and the Iowa Cubs organization will not be hosting their season this year, due to limitations imposed by the Coronavirus. Up to the latter part of June, the Iowa Cubs were still planning on hosting a (shortened) season, and our team at Iowa One Call was planning to host our "811 Day" Promotion on August 11th (8/11) at the ballpark. The promotional event would've included a skybox rental, t-shirt giveaways, our mascot Gabby the Groundhog onsite, and even a season-long advertisement with the Iowa One Call logo featured on the digital scoreboard. We had big plans for the year 2020, and those plans are amiss due to limitations caused by the novel COVID-19 pandemic.



Because of the limitations we are challenged with, our team is working on other creative methods to host "promotions" and reach the public with our essential message. One way we are reaching out and engaging with the public is by hosting promotional giveaways on our Facebook page. To engage with our community, and to kick off April National Safe Digging Month, we launched a \$100 gift card giveaway to Menards on our Facebook page. The promotion asked our Facebook followers to comment on a particular post with what home DIY activities they will be doing this year. Unsurprisingly, this promotion garnered high engagement due to the prize giveaway at stake. In turn, our Iowa One Call Facebook page gained another 35 likes/followers, which is extremely valuable in the world of social media.

As a result of the successful giveaway on our social media page, we plan to host a few more of these throughout 2020. It's a great way to get the public engaging with lowa One Call while giving us a chance to give back to our great state of lowa. For more promotions like this, be sure to follow along and "Like" our Facebook page for your chance to win a grand prize:

https://www.facebook.com/iowaonecall

Another promotional idea we have in the pipeline includes an interactive video project with homeowners. The promotion would entail interviews with volunteer homeowners about projects

they have in place or have already completed at their homes, and how their experience with the Iowa One Call notification center went. Questions that would potentially be asked could be:



- "Did you file a locate request online or utilizing 811?"
- "Have you used lowa One Call before?"
- "What home project will you be doing?"
- "Before-and-After photo of your home improvement project."
- "Rate your experience with Iowa One Call "

In addition to our other promotions, and despite the limitations imposed by COVID-19, we wanted to focus on educating



our fellow excavators and homeowners continuously. We have been putting together a video tutorial that provides a step-by-step guide to filing a locate request ticket on our website, **iowaonecall.com**. The tutorial captures a video of our computer screen going through every step of the process – from registering for an account via email, to following the link in said email for the next steps, to filling out each of the required fields – this tutorial should be extremely beneficial to those who are hesitant to give our online ticketing system a try.



One Call Law

Working Together to Keep Iowans Safe



Iowa Utilities Board Investigates Potential One Call Violations

Iowa Utilities Board One Call Investigative Team 1375 E. Court Ave. Des Moines, IA 50319 Phone: 515-725-7300 https://iub.iowa.gov

Review our One Call Investigation and Enforcement video: www.youtube.com/watch?v=ugjDNvjTN9k





Iowa Attorney General Enforces Iowa One Call Law

Iowa Department of Justice Office of the Attorney General Environmental Law Division 1305 E. Walnut Street Des Moines, IA 50139 Phone: 515-281-5164

https://www.iowaattorneygeneral.gov/onecall

Report potential One Call violations

https://www.iowaattorneygeneral.gov/onecall/onecallcomplaints-and-enforcement









Case Study 1: Annual Technology Report

GEO® Locating System: A Data-Driven Solution for Locating and Mapping Buried Utilities

Existing technology relies on human interpretation and favorable conditions for

eccurate utility maps

• Trained technicians interpret data the instrument is showing

The GEO® Locating System

- Transmitter: Applies multiple frequencies to the utility simultaneously
- Receiver: Uses advanced signal processing to gather a substantial quantity of data about the electromagnetic signals in the locate area SubView**: The system generates a comprehensive map of utilities, backed by data gathered from the locating equipment

By using data instead of human interpretation, the GEO® Locating System is able to determine the position of the utility's horizontal position and depth with a high degree of accuracy

Contact: Gina Hartman, Director of Product Management gina.hartman@seescan.com

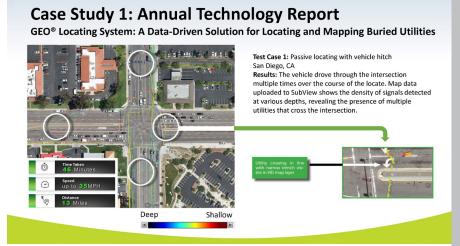


In June of 2020, the Iowa One Call team participated in the CGA Technology Webinar. We found the discussion to be extremely informative, discussing the technology that is being produced and tested throughout the United States, as it relates to items in the excavating and locating sector. One case study, in particular, stuck out to us the most. Below is a brief overview of the "Vehicular Locating Technology" that has been produced and is being utilized in real-time:

Case Study #1: C-Scan – Vehicular Locating Technology

- Introducing a locating technology that allows a technician to locate underground facilities while driving a vehicle.
- The tech drives the vehicle over a specific area, which allows them to locate the utilities in a more efficient and timely manner.
- Two receivers are placed onto a custom vehicle hitch (picture shown above) that allows the receiver to locate utilities underground.
- The vehicles, on average, move at a pace of 35 mph when locating the underground utilities. There is no minimum speed required, and the technology has been successful in locating on a highway, at a pace of 65 mph!









Local Excavation and Safety News From Around the Web

N

Gov. Reynolds signs new public health proclamation advancing lowa's Return to Learn strategy

Governor Reynolds signed a new proclamation continuing the Public Health Disaster Emergency and taking a number of actions to advance Iowa's Return to Learn strategy.

Read the full text of the proclamation... [Learn More]

Taste of the Fair Food Events

Even though we can't be together for the Iowa State Fair this year, we can safely join together to get a taste of what we will be missing. The Iowa State Fair, along with our food vendors, is excited to host two 2020 Taste of the Fair weekends, July 24-26 and July 31-August 2

Each weekend will feature 20 different lowa State Fair food vendors in the main midway/ Thrill Ville area near the North parking lot serving up deep fried, on a stick, piled high, fair favorites... [Learn More]



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