Greg Denny
SDSU Engineering Extension/OSHA Consultation

Last year's activities, FY21

- Performed 127 on-site visits for employers
- 110 personal exposure air samples
- 157 personal exposure noise studies
- 36 direct reading for Carbon Monoxide
- Also, this was the year most affected by COVID-19

Emphasis Programs

- National
  - Constrictable Dust
  - Occupational (COVID-19)
  - Hazardous Machinery
  - Heat
  - Instrument Chromium
  - Lead
  - Primary Metal Industries
  - Process Safety Management (PSM)
  - Shipbreaking
  - Silica: Dust
  - Trenching and Excavation

- Regional/Local
  - Noise Induced Hearing Loss
  - Automotive Services
  - Beverage Manufacturing
  - Grain Handling Facilities
  - Roadway Work Zone Activities
  - Oil and Gas Industry
  - Workplace Violence Hazards in Residential Inspection and
    Developmental Disability Facilities
  - Fall Hazards in Construction
  - Silica in Construction and Ship Manufacturing
Funding Levels

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Challenges at new funding level:
- Aligning the sales target with new start points.
- Funding available to use all five consultant agencies.
- Increase focus on new start points.
- Increase sales efforts.

Marketing

- Trade shows
- Engage with trade groups
- Speaking engagements
- Webinars
- Expanding radio spots in a couple of markets

Other Marketing Opportunities

- How can we increase our profile among employers?
- Are there trade groups in the state that we could join or partner with for greater exposure?