

SURVEYOR

California

Spring 2013

Issue #173

Small Business Development Issue

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★ CLSA Annual Awards ★

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The quarterly publication of the California Land Surveyors Association, Inc. and is published as a service to the land surveying profession of California. It is mailed to all Licensed Land Surveyors in the State of California as well as to all members of the California Land Surveyors Association, Inc. The California Surveyor is an open forum for all Surveyors, with an editorial policy predicated on the preamble to the Articles of Incorporation of the California Land Surveyors Association, Inc. and its stated aims and objectives, which read:

“Recognizing that the true merit of a profession is determined by the value of its services to society, the California Land Surveyors Association does hereby dedicate itself to the promotion and protection of the profession of land surveying as a social and economic influence vital to the welfare of society, community, and state.”

“The purpose of this organization is to promote the common good and welfare of its members in their activities in the profession of land surveying, to promote and maintain the highest possible standards of professional ethics and practices, to promote professional uniformity, to promote public faith and dependence in Land Surveyors and their work.”

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ADVERTISING

Commercial advertising is accepted by The California Surveyor. Advertising rates and information can be obtained by contacting CLSA 526 So. E Street, Santa Rosa, CA 95404, Tel. (707) 578-6016 - Fax (707) 578-4406. Circulation: 4,800.

EDITORIAL MATERIAL

All articles reports, letters, and contributions are accepted and will be considered for publication regardless of the author's affiliation with the California Land Surveyors Association, Inc. Contributions should be emailed to clsa@californiasurveyors.org. We can accept WordPerfect or Microsoft Word files. We can accept ASCII text files or word processor files from the following programs: WordPerfect or Microsoft Word.

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DEADLINE DATES

Spring February 1 Summer May 1
Fall August 1 Winter November 1

Articles, reports, letters, etc., received after the above mentioned date will be considered for the next edition.

Opinions expressed by the editor or individual writers are not necessarily endorsed by the California Land Surveyors Association Officers or its Board of Directors. Original articles may be reprinted with due credit given to the source and written notification to the California Land Surveyors Association, unless otherwise noted.

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Graphic art and design by Wendy Masarweh



By: John P. Wilusz, PLS, PE - Editor

John works for the California Department of Water Resources in Sacramento, CA.

SMALL BUSINESS DEVELOPMENT

From the Editor

Our theme this issue of the California Surveyor is small business development and our feature articles are geared toward people who own (or are thinking of starting) a surveying business. We think our target audience will find these articles useful, but we hope you will enjoy them even if business ownership is not in your plans. Here's my contribution: I owned and operated a full-time surveying and engineering consulting business for 5 years before I was hired on with the California Department of Water Resources. Many of my projects were boundary surveys of rural parcels in west Placer County. The boundary work was not particularly lucrative but it sure was educational. Following are a few of my experiences as a sole proprietor:

- When I first started my business a colleague advised me to be generous with free information to prospective clients on the phone, saying word will get around about how helpful I am and my phone will ring more often. I tried that for a while, until I started getting calls from people who only wanted free information.
- Early on I figured it would be a good idea to advertise in the Yellow Pages, but it seemed like the people who found me there were mostly price shoppers.
- Even though I usually required retainers I found they could be a two-edged sword. Here's what I did to avoid being contractually obligated to a problematic boundary survey: If the job looked like trouble, but I needed the work anyway, I wrote a proposal for project research, site reconnaissance, and client consultation. Depending on how well that went I prepared a separate proposal for the field survey itself, provided the client had realistic expectations and we were successful coming to terms.
- For the first year or so I drafted my own short form contracts. I did that because some clients were intimidated by the small print legalese of boilerplate engineering services contracts. Over time my appreciation of the legalese increased (it's there for a reason, I discovered) and so I eventually switched to using the CLSA standard contract forms. They are available on the website: <http://www.californiasurveyors.org>
- I discovered that it's smart to spell out the prospective client's name in the proposal. Sure, that seems obvious now, but I didn't used to do it until the day I received one of my contracts in the mail, signed not by the land owner but by his contractor. I didn't get burned very often but when I did it was usually when my agreement was with someone other than the land owner.
- One client taught me the value of putting time limits on proposals by returning my signed contract a year later. After him I started using statements like this: "This proposal expires on March 21, 2013."
- Another client taught me the value of establishing time limits on my contractual obligations. This is not easy to do but it's worth making the effort because developers run out of money and projects can stall

indefinitely. This is especially true with development-related work that involves subdividing land. Beware.

- I found "Additional Work Authorizations" useful for avoiding misunderstandings about payment. When a client requested additional work (or if additional work was triggered by statutory requirements), I prepared an Additional Work Authorization with a new scope, schedule, and fee. I used explicit language to incorporate the authorization into the existing contract and had my client sign the document before proceeding.
- For construction surveys I found it helpful to include contract language that put limits on the physical aspects of the work. For example, I learned to limit the number of trips to the job for a given price.
- Finally, I noticed clients were not always forthcoming about why they wanted me to survey their land. The truth came out in the end of course, but more than once I wished I had known what I was getting myself into. Boundary surveys are not cheap, or at least they shouldn't be, and the average person doesn't spend that kind of money without a good reason. A little sleuthing beforehand can go a long way.

The California Academic Decathlon

On Saturday March 16th over 530 high school students from throughout California converged at Sacramento High School for the California Academic Decathlon (CAD). CAD is a non-profit organization that encourages academic excellence through a competitive event for "athletes of the mind." The competition is modeled after the Olympics and, like the athletic decathlon of ancient Greece, consists of ten events. Throughout the day, teams of 7-9 students from 61 California high schools competed in multiple choice exams, speeches, interviews, and expository essays. Over 400 volunteers turned out to serve as judges. I was one of them and my job was to help judge speeches. The panel I was on graded presentations by 18 students. Decathletes are smart kids and I was impressed by their poise, knowledge of the subject matter, and ability to communicate. They spent a lot of time rehearsing and it showed. Among the many subjects covered were: space exploration; marine biology; emerging technology; performance art; social science; the value of learning history; coping with loss; and the importance of educating of girls in the third world.

Other judges were assigned to serve on interview panels where students had to answer tough questions on the spot. Here are some examples:

- What do you think is the difference between teaching and coaching?
- What techniques and tools do you use to keep yourself organized?
- Describe a time when you were faced with a stressful situation that demonstrated your coping skills.
- Describe one technique you use for helping others resolve conflicts peacefully.

Continued on next page

The day before the speech and interview events, teams competed in Arena Testing, in which they were quizzed on seven subjects: art, economics, language/literature, music, science, social science, and mathematics.

On Saturday night the Academic Decathlon moved to the Sacramento Auditorium for the Super Quiz, the only public event in the decathlon. The Super Quiz consisted of three rounds. For each round teams sent 2-3 students to the competition floor to respond to 12 multiple choice questions. The questions were read by a celebrity emcee from a podium, game show style, and students bubbled in their best guesses on a scantron sheet. Two volunteer proctors monitored each team while the public cheered them on. When the emcee announced the correct answer each team waved a card with the number 1, 2, or 3, to let the audience know how many team members answered correctly. I estimated about 1,000 spectators in the auditorium and they provided moral support with enthusiastic applause and roars of approval. After the Super Quiz the decathletes made their way to the Hyatt Regency Hotel for a team reception which included dancing and socializing. The awards ceremony was held the following Sunday morning.

During my visit I met Johanna Nowak, a CAD program coordinator with the North Bay Region Academic Decathlon in Solano County. She told me that the ten events are summed up like this:

“The ten events are made up from seven objective tests and three communicative tests. The Super Quiz is a team event that features six of the seven objective tests (Art, Economics, Language and Literature, Music, Science and Social Science) and its score is combined to the team score to determine the winners.”

Johanna also provided some background on the competition:

“To prepare for the Academic Decathlon teams meet regularly for six to nine months to study program materials and take part in practice competitions. Many students put in 200 or more hours of study time to get ready for the big day. The top two teams of the California competition receive Olympic-style medals and go on to compete at the national level. In past, the national winners have had the opportunity to meet the President of the United States in Washington, D.C. We're very proud that California has won 10 years in a row.”

Ken Scarberry, CAD Executive Director, added this:

“The Academic Decathlon embodies a partnership of businesses, foundations and individuals in cooperation with the educational community and county boards of education. To see entire communities rally behind students for an academic competition is something to behold. And CAD is unique in that teams are required to include students who are not traditionally viewed as academic achievers. That is, three members of each team must have grade point averages of 2.9 or lower. This requirement has re-engaged thousands of under-achieving students by providing them a forum to realize their academic potential. In this way, the program serves to recognize and reward not only traditional high achievers, but also those students for whom college may not yet be a high priority. By providing tangible benefits - recognition and financial support - CAD hopes to inspire these students to believe college is a viable option for their future.”

This was my first experience with the California Academic Decathlon and I really enjoyed it. It was truly inspiring to see so many kids on the right track. And it felt good to see young people engaged in education and rewarded for learning and academic excellence. Consider encouraging your Chapter to sponsor a team from a local high school. And mark your calendar to volunteer as a judge next year. You won't be disappointed. ❖

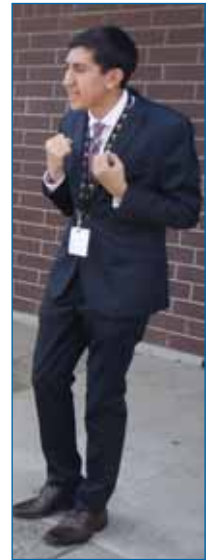
You can learn more on the web at: www.academicdecathlon.org or by emailing Ken Scarberry, Executive Director, California Academic Decathlon at: kscarberry@solanocoe.net



A team shares a laugh



Last minute preparations



Rehearsing a speech

National Museum of Surveying Closes

In January we heard disappointing news from Springfield, Illinois: The National Museum of Surveying (NMoS) is out of business. Treasurer Bob Church said the weak economy and a drop in corporate donations were major factors in the decision to pull the plug. Attendance averaged about 120 visitors per week in the summer and fall, a big improvement from the museum's early days in 2010, but still not enough to keep up with the bills. There was a hefty mortgage on the museum building at 521 E. Washington Street in downtown Springfield. CLSA provided generous financial support to the NMoS and we were sad to see the operation fold. ❖



By: Michael S. Butcher, PLS - President

Michael is Vice President of SB&O, Inc. in San Diego, CA. In addition to serving as CLSA President, Mike is also the CLSA Legislative Committee Chairman.

President's Message

I had trouble selecting a single topic to write about this quarter. There are many topics to discuss as CLSA continues to grow in both membership and activity. Instead of addressing a single topic, I thought I would instead provide an overview of current activity within CLSA.

Conference

Providing professionals with an opportunity to expand their knowledge while networking with peers, the CLSA-NALS Conference never disappoints and this year was no exception! With specific sessions for students, technicians, and seasoned professionals, the program offered something for everyone.

Nearly 500 people attended the Conference. As far as a state association Conference goes, that is great attendance, however, I have to wonder, why not more? The educational opportunity is vast and, at less than \$20 per hour of education, the price is right. CLSA has over 2100 members all of which can benefit from the Conference. If you did not attend the Conference this year, I would encourage you to attend next year, you will be glad you did. If you did attend this year, thank you and I will see you next year!

Membership

CLSA membership continues to grow. Currently, there are over 2100 CLSA members which includes over 1500 licensed Land Surveyors. CLSA's membership numbers provide us a strong voice when it comes to legislation. In addition to local, state, and regional representation, CLSA offers an array of member benefits providing tangible value for your member dues. I encourage you to visit the CLSA website, CaliforniaSurveyors.org, and check out the member benefits available.

A topic that the CLSA Board of Directors will soon be discussing is the request from the National Society of Professional Surveyors (NSPS) for a merged membership. The NSPS 100% membership plan would, in effect, require CLSA members to be a member of NSPS. Membership in NSPS would be automatic when someone joins or renews their CLSA membership. The guaranteed membership allows NSPS to lower their dues to \$40 which would be added to CLSA member dues. The CLSA Board of Directors will hear a presentation from NSPS at their July meeting. We will move cautiously making sure we hear the voice of our membership prior to making any decisions - look for a webinar and electronic survey to come your way in the near future.

New Programs

CLSA is always identifying new programs to provide benefit to our membership.

CLSA has established a partner program for the Leica Hexagon Conference. CLSA members receive special discounts, training and even complimentary transportation!

For complete details, visit the CLSA website www.CaliforniaSurveyors.org or connect with us on Facebook and LinkedIn.

CLSA Honors Outstanding Service

Many members work hard to better both CLSA and the land surveying profession. A few members and Chapters stood out this year and were honored during the Conference with a CLSA award. Congratulations to the following CLSA award winners:

Anne Hoppe, Member of the Year

John Wilusz, Dorothy Calegari Distinguished Service Award

Pat Tami, Photo of the Year

Sacramento Chapter, Chapter of the Year

Channel Islands Chapter, Chapter Newsletter of the Year

Central Valley Chapter, Chapter Website of the Year

(more about each of these awards can be found on pages 12/13)

Get Involved!

An association is only as strong as its members. I encourage you to get involved and help make CLSA even stronger. Here are a few ways you can participate:

- Join a local chapter and attend monthly meetings
- Become a chapter officer
- Attend CLSA sponsored events – seminars, workshops, conference
- Participate on a CLSA Committee

Thank you! ❖

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Letter to the Editor

Dear Editor:

As an Egyptologist and land surveyor (and surveying protégé of David Goodman, I'd like to claim), I was pleased to read the article (Winter, 2013) on scanning the Ramasseum. Documentation and preservation like this is very important work, and it is encouraging to find surveyors getting involved to ensure that it is done spatially correct.

However, there was some erroneous historic information in the article that I think should be clarified. First of all, the fallen statue of Ramses at his mortuary temple (the Ramasseum) was a colossus, Ramses himself was not. The temple is not subterranean, is not a tomb, nor is it in the Valley of the Kings; it lies on the edge of the floodplain about a kilometer and a half southeast of the Valley of the Kings. Also, Ramses is generally considered to have lived from approximately 1300 BC to 1215 BC, so stating that the temple was built about 3600 years ago is placing it a little too far back in time. Finally, while the battle of Kadesh was fought in what is now Syria, the Hittites came from further north in the Anatolian region of what is modern Turkey. Ramses did not subjugate the Hittites, and some sixteen years after the battle, he signed a peace agreement with the Hittite king, copies of which survive in both Egyptian and Hittite inscriptions. So foreign captives who may have helped with construction of monuments were unlikely to have been Hittite.

Otherwise, this was a very informative and interesting article.

Joel Paulson, PLS 6637



Geography Quiz

by: Anne Hoppe, PLS
and Germar Berhhard, Ph.D.
Photography by Germar Berhhard, Ph.D.

Question:

If you look westerly from one of the highest significant survey monuments in the United States, you will see mountains at similar elevations. The subject monument lies approximately 2,358 miles north of the equator.

Where are we and what is the latitude of the monument?

Note: The use of Google Earth is cheating! Our geography quiz is also a test to see if you remember how to calculate latitude.





Carl and Connor C. de Baca

I started my company in Northern Nevada in 2005. I had spent the previous 15 years in the Sacramento area managing the mapping departments of three large multi-discipline firms who specialized in land development. The economy and specifically the portion related to land development hadn't fallen on its ass yet but plenty of signs were there if you were paying attention. I had never really considered going into business for myself but I could see the good times coming to a close and I had been talking recently with an old friend in Nevada who had developed a niche in a market that looked pretty promising – mining.

Without belaboring the point that an incompetent and dishonest federal government has virtually guaranteed that the value of precious metals is going to stick around for a long time, let me just say that there is great demand for gold, silver, platinum, not to mention rare earth minerals and strategic metals such as copper and aluminum. There are three kinds of surveying needed at mines: production surveys, which most of the mines take care of with their own staff, construction layout on various capital improvements, and third-party surveys related to quality control / volumetrics (keeping the contractor honest).

I decided to take the chance and move to where the work was: a cultural wasteland no doubt, but one with opportunity. I made a list of the things I would need. First up were a computer, some software and a plotter, easily obtained. Next up were a serviceable total station, accessories and hopefully some GPS equipment. Due to diligent searching and some luck I found a package deal on (literally) a truck load of old, surplus mismatched GPS equipment. I was able to make two bases and three rovers out of the surplus Trimble 4400's and 4700's by buying or repairing minor components. So far I had everything I needed but work and my initial expense was very low. (*Note – over the years I have continued to upgrade and am now proud to be only one generation behind current technology – more or less.*)

I come from a long background of captive clients in captive markets (development). Contacting companies and asking for work did not come naturally for me. I found a realtor who had a fairly constant need for replacing missing lot corners. I found a few contractors who were interested in getting fresh quotes for staking. And I found a mining company looking for a third party surveyor at a new mine under construction. Eight years later I still do nearly all the third party work at that mine and other nearby mines operated by the same company. I do next to no lot surveys, although I can be persuaded sometimes in a moment of weakness. I only offer construction staking to two contractors with whom I have a close relationship. Along the way, I have developed specializations in subsidence monitoring, subaqueous surveys of tails ponds, and building digital terrain models for use with

By: Carl C. de Baca, PLS

Carl is Principal of Alidade Surveying in Elko, Nevada, the current NSPS Area 9 Director, and a past editor of the California Surveyor. He can be reached at: alidade.nv@sbcglobal.net.

Find a Niche and Fill It



machine guidance, as well as pretty much all earthwork-related quality control, construction as-builts and volumetrics. I should note that my wife has, unfortunately for her, been the accounting, IT and admin departments for the company over these years. The surveying part is easy, her part –business, is much harder.

Times are still hard, especially in urban areas. I doubt I am telling you anything you don't already know. As NSPS area director I meet a lot of surveyors all across the country and it appears to be a tough job market just about everywhere. Many surveyors are unemployed or under-employed and have decided to hang a shingle and try to compete. That's great, but it does have the unfortunate side-effect of driving down rates. It's tough for anyone to earn a living when you bid what would once have been an \$8K ALTA survey for \$4K and end up losing it to someone who will do it for \$2K. It makes me angry that real estate agents, most of whom have little or no special education, training or liability, can ask for 6% of the sales cost while surveyors have to bid low for the ALTA survey. As Damon Wayans used to say, "Homey don't play that." And I don't.

There are places where the work is not so scarce. The tar sands in North Dakota, oil and gas in Texas and closer to home, mining in Nevada and Arizona have all created robust local economies. It's most likely hot and nasty in the summer and miserably cold in the winter and muddy all the time. Sometimes the work is more physically demanding than intellectually challenging and the deadlines can border on unrealistic. The clients can be capricious and demanding. But I have found that large resource companies generally pay well and reliably. It is often more important that you can be there when they need you and for as long as they need you than how much you charge. Granted, I've lost some big proposals over cost, but almost never in my niche. The losses have come when I step outside my normal arena after projects wanted by much larger competitors.

Being a small or one-man firm is a lonely business. When I worked for the big corporate machine, I was known for wandering around the department and philosophizing about surveying with my staff, (probably boring them to tears). I got that habit from my mentors. It's sort of another way to teach. I don't do that much anymore for the simple reason that there is rarely anyone for me to talk to. In the past seven years I have averaged 2500 hours a year in the field and another 1000 hours in the office. I have made numerous sacrifices in order to be active in NSPS, NALS and CLSA while still managing to go to hundreds of high school football, baseball, basketball games and four years of wrestling tournaments. This has meant absurd hours and not much in the way of vacations, but I have never let a client down and frankly it gets easier with time.

Continued on next page

Having blathered on for much too long already, my thoughts on business are as follows:

- ✓ Expand your horizon regarding potential markets. Find a niche and fill it.
- ✓ Determine your hardware and software and equipment needs. Have a plan for upgrading.
- ✓ Determine your fixed costs, rent, vehicles, fuel, etc and develop your rates accordingly.
- ✓ Market yourself and/or your company: develop personal and company resumes and update them regularly. Maybe you need a website, a Facebook page, a LinkedIn account. (I don't have any of those things, being a died-in-the-wool Luddite.) Make those cold calls, uncomfortable though they may be.
- ✓ Have short and long range plans for your company direction.
- ✓ Build your staff from competent people, rather than available people – always easier when times are slow than when they pick up.
- ✓ Be flexible – this might be the most important point.
- ✓ Be serious about continuing education. The speed with which technology changes is increasing. The role of the surveyor is changing. Keep up.
- ✓ Don't be afraid to take a loss once in a while, insisting on billing for every moment of extra work can sometimes be negative marketing to potential repeat clients.

- ✓ Don't use crap words like paradigm or synergy – ever, don't even think them. While you're thinking about changing your paradigm to increase your synergy, I or someone like me is stealing your work.
- ✓ Quit while you are still alive. There have been too many surveyors who died while counting the months 'til they could retire.

If you have the nerve and gumption, starting your own company is not impossible. There's plenty of cheap used equipment out there. There are opportunities to sub for other small companies that sometimes get more work than they can handle. There are under-served markets around if you look for them, though you may have to travel. If it was easy, everyone would do it. ❖



Carl On the job in Nevada

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CLSA Awards

Congratulations to the following award winners that were recognized at the CLSA/NALS Conference.

Member of the Year – Anne Hoppe, PLS



President Mike Butcher presented Member of the Year Award to Anne Hoppe.

The CLSA Member of the Year Award is given to an individual that has best supported and promoted the objectives of CLSA and who has contributed most to CLSA activities at the state level. Anne Hoppe worked diligently over the past year developing a program that benefits not only CLSA members, but every Land Surveyor and the public as a whole. With the recent launch of the monument conservation website (<http://www.californiasurveyors.org/moncon.html>), there is no better time to thank Anne for her hard work as Monument Conservation Committee Chair than by honoring her with CLSA Member of the Year.

CLSA-NALS Von Schmidt Award – Marty Crook, Mosen Engineering

As many of you know Alexey W. Von Schmidt was awarded a contract to survey the common boundary between California and Nevada on July 20, 1872. When surveying the common boundary between California and Nevada, Von Schmidt was working for the benefit of the people living in both states. Hence the name "Von Schmidt Award" which is given, on behalf of both CLSA and NALS, to a person that has worked generously for the good of both Associations.

In addition to donating and purchasing items at the annual Scholarship Auction, Marty Crook also cleans, adjusts, and repairs donated equipment. His work on these instruments, and the expertise he provides in identifying the strong points of each, has helped to raise thousands of dollars in scholarships for land surveying students.

Marty's enthusiasm, knowledge, and expertise have made an enormous difference in the success of the scholarship auction over the years. We have been very fortunate to have a person with his expertise that is willing to donate so much of his time and resources for the benefit of the land surveying profession.

Marty, on behalf of CLSA, NALS, and the students that receive the spoils of your effort, thank you!

(Note: The Von Schmidt Award, established in 2010, is not awarded every year. Previous recipient of the Von Schmidt Award was Steve Parrish.)

Dorothy Calegari Distinguished Service Award – John Wilusz, PLS, PE



President Mike Butcher presented the Dorothy Calegari Distinguished Service Award to John Wilusz.

It is important that we take the time to recognize individuals that go above and beyond the call of duty. The Dorothy Calegari Distinguished Service Award is CLSA's highest service recognition. The recipient of this award must demonstrate exemplary service to the profession extending beyond the chapter and local level and do this for an extended period of time. This year's recipient has done just that. John Wilusz, Cal Surveyor Editor, has gone above and beyond the call of duty and does so on a continuous basis. He has dedicated his time, energy, and talents to CLSA for years. His contributions to CLSA and the profession help to educate us, enlighten us, and inspire us. His hard work has been recognized at the national level with 5, that'sright, 5, consecutive National Journalism awards from NSPS. Thank you John for all you have done for CLSA and for the profession!



Marty Crook received the CLSA-NALS Von Schmidt Award from Jim Herrick.

CLSA Chapter of the Year – Sacramento Chapter



Representatives from the Sacramento Chapter accepted the Chapter of the Year Award. From left to right Rob McMillan, Paul Carlson, Annette Lockhart & CLSA President Mike Butcher.

Chapter of the Year is awarded to a Chapter that develops programs, provides services to its members, and promotes the goals and objectives of CLSA for the good of the profession. This year, the Sacramento Chapter worked diligently throughout the year to provide valuable programs for their members. This Chapter provided scholarships, participated in Trig-Star, and through outreach activities, they actively raised awareness of both CLSA and the land surveying profession. Congratulations Sacramento Chapter!

Special Award to Marti Ikehara



President Mike Butcher made special presentation to Marti Ikehara.

Marti Ikehara was recognized as someone who, although she is not a surveyor, has done tremendous work serving the profession. Whether speaking at Chapter meetings, the CLSA-NALS Conference or assisting Chapters with setting up baselines, Marti Ikehara has been there to support CLSA and the land surveying profession. We are all sad to see Marti retire from NGS but wish her well on her new adventures!

We asked Marti Ikehara if California was going to get another NGS Geodetic Advisor after she retires. This is what she told us:

The position is changing so that the next Advisor would be serving as a Regional Advisor for California and Nevada. Although that geography has not been officially determined, that is likely the scope of the Region. There will be 13 Regions in the conterminous US for this programmatic shift. Although a freeze on hiring within NOAA occurred at the end of March as a consequence of sequestration, the Geodetic Advisor Branch Chief is moving forward with getting the new position description vetted and approved within NGS. By the end of April, NGS hopes to send it forward to NOAA's Workforce Management for review and approval, which is likely to take a few more months. The intent is to have everything ready to be advertised when the freeze is lifted, which is speculated to be at the beginning of the federal fiscal year in October. For more: <http://ngs.noaa.gov/ADVISORS/AdvisorsIndexRegional.shtml>

NGS has been wanting to provide a Geodetic Advisor for Alaska, which would be its own Region because of its significant and unique geodetic needs. These include vertical control; complexity of geodetic/mapping/charting issues with respect to the rapidly changing tidal epoch (5 years instead of 19 years); the likelihood of new navigation passages due to ice melt; and geographic separation of the state from the lower 48. Under discussion has been the efficiency of advertising the AK and CA positions simultaneously with the option of the candidate to request consideration for one or the other position or both. Some good advice for anyone interested would be for them to become familiar with the Federal jobs website and start to prepare an application/resume by establishing an account. <https://www.usajobs.gov/>

CLSA Chapter Newsletter of the Year – Channel Island Chapter El Agrimensor



President Mike Butcher presented award to Marta Alvarez (accepting the award on behalf of El Agrimensor Editor Steve Opdahl.)

CLSA Chapter Website of the Year – Central Valley Chapter

CaliforniaCentralValleySurveyors.org



President Mike Butcher (right) presented Chapter Website of the Year Award to Keith Spencer (left), Central Valley Chapter Webmaster.

Continued on page 43



By: Stephen Hughey, PLS, PhD

Stephen owns a surveying business in Los Angeles, is a member of the CLSA Board of Directors, and is a past president of the Los Angeles Chapter.

Dear Mr. Smith: Part 2 Justifying Fees for Surveying Parcels Shown on Record Data Maps

This series is intended to help surveyors explain their fees to clients. My goal is to help surveyors get paid for all of the work they do, even when the work is complicated, expensive, and poorly understood by consumers.

I hope that other surveyors will be inspired to share similar experiences so that, through the California Surveyor, we can build a library of materials that can be copied and pasted into proposals as needed with minor, case specific revisions. With the accompanying letter in your quiver, writing a proposal to survey a parcel shown on a compiled parcel map may be a moment of yoga bliss rather than an exercise in frustration.

Dear Mr. Smith,

After studying the attached parcel map I thought I should send you this email with an explanation of my estimate before I prepare and submit to you the actual proposal to survey "just the four corners" of the subject parcel as you requested. Please notice the Surveyor's Certificate on your map reads "...based on compiled data..." as opposed to "...based on a survey..." found on certain other parcel maps. The "compiled" statement signifies that the bearings and distances are based on maps recorded prior to the parcel map. They are close enough for legal descriptions, but anyone surveying corners of an individual parcel, in this case your Parcel 1, must first actually survey to the controlling monuments noted elsewhere on the map. In this case the controlling monuments include the sectional monuments on the south a half mile apart. Since you managed the parcel map project for your school you may remember that it was not compiled, but wisely based on a field survey, so that the data could also be relied upon for architectural design. Even with your extensive experience it may come as a surprise to you that minor subdivisions can be based on compiled record data that may by itself be unreliable for purposes of actual survey.

As you know I am very familiar with other work done in the area on which I hope to piggy back. I suppose I can responsibly cut the control on the southwest back to the centerline intersection on Mulholland. Because I've already surveyed pretty close to there for your architectural survey, I would have to tie in the next monument to the south. On the east we'd have to first survey down the section line to recover a pipe in solid ground just north of the actual section corner which itself is disturbed and leaning.

Only then can I survey to and set pipes with my number on each of the four parcel corners you need. My fee also includes the preparation of and filing of a corner record with the County of Los Angeles as is required when a surveyor establishes a property corners or point on line apart from the filing of a record map. The total fee would be \$x,xxx. If this works for you let me know and I'll write up a formal proposal. I have also attached for your information scans of the work by others I intend to use.

Sincerely,
Stephen Hughey, PLS ❖

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By: Robert Reese, PLS

Robert is the owner of Reese Water and Land Surveying Services in San Luis Obispo and a past president of CSLA.

Running Away from the Herd

Ruminations about the Genesis of a One-Person Show

Editor's Note: Robert prepared a small project contract that is available for free to CLSA members. You can download both small project contracts and standard contracts from the CLSA Member's Site at californiasurveyors.org. After you log in, click on "Member Resources" and then "Downloads." This is yet another reason to be a member of CLSA.

Zigging when everyone else zags is risky, but it can set you apart.

In 1998 things were going reasonably well, economically, in certain sectors, and my position with a good, closely held company was promising. However, I decided to pursue a solo career that offered a unique service (water boundary consulting and hydrographic surveys) at the level of a one-

person show. It was not what everyone else was doing, and the unanticipated crash of 2000 was just around the corner. I offer the following bullets for consideration, if starting your own business is what you think you want to do:

- ✓ *Answer the question "What do you REALLY want to do?" That passion will sustain you during times when it just may be your biggest asset.*
- ✓ *Find a niche. If you "do it all," you might be able to, but probably not with excellence.*
- ✓ *Make initial capital outlays in cash, or at least mostly cash. This means you have to save for it in preparation, or work for it during your enterprise.*
- ✓ *Make it a point to know more than anybody else, or be better than anybody else, or provide better service than anybody else in your niche. Start local. Know or find out as much as you can initially, and keep building on it.*
- ✓ *Never quit learning. "Endeavor to persevere." It will show.*
- ✓ *Be patient, and have faith. If you build it, they will come...just don't build it in the middle of nowhere.*
- ✓ *Stick to the knitting. It is tempting to do some project that you know you can do, but is not in your stated realm of expertise.*
- ✓ *Keep a good dialogue with a small cadre of trusted advisors – whoever they may be, whether other surveyors, counselors, or your spouse. And don't be afraid to run something by them. You WILL be asked to return the favor. ❖*

Policies for Collecting Payment

By: Ron Nelms, PLS



Ron is the president of Nelms Surveying, Inc. in Bakersfield, CA which was founded in 1992. His experience includes various fields of the profession such as but not limited to boundary, topographic surveys, route surveys, construction staking, and land division.

Over the last twenty years of being in business, we have accumulated an innumerable amount of lessons that have been learned the hard way. However, the one that stands out above the rest was our loose policy of collecting payment. Basically, a contract was signed, we did the work, and then asked for payment. It worked relatively well until the last half of 2008 where we lost what was equivalent to four months gross income to bad debt. Facing collapse and desperate for funds, we instituted two important policies into our business model. The first was to collect a pre-payment of anywhere between 25% to 50% before we started the project. We found that those who were serious would gladly pay the amount requested. The second was to not hand over the deliverables until final payment was made. We found that it greatly enhanced our cash flow not to mention increasing our credit rating. Fortunately, we were able to recover and my only regret is I wish we would have instituted this policy long before 2008. ❖



By: Frank R. Lehmann, PLS, RPF

Frank is the owner of Lehmann and Associates Consulting in Redding, CA. His practice includes surveying, expert witnessing, land development, and planning & permitting. He is CLSA Immediate Past President.

Marketing Techniques

One of the first things I did early on in my private practice was to write down all of the things I personally liked doing as a surveyor. I had learned from human resource seminars a long time ago that the things one likes are usually the things one is good at.

Then I looked into the various professions and businesses that typically utilized these specific services. After identifying my target businesses, I started looking into the owners of individual businesses and their reputation. As you might imagine, this created a pretty small list of individuals that I then targeted for marketing. I usually sent an introductory letter first, which I then followed up with a telephone call. I always invited them to lunch at a local restaurant, whether it was a café, eatery or "their favorite place" In every case where I felt the meeting had gone well, in that this was indeed the business and individual that I would like to work with, I followed up that first meeting with another at a later date. Most of these meetings developed into reciprocating invitations to lunch with business owners that I now routinely do business with. During lunch, existing jobs or potential jobs are routinely discussed. Since these invites are reciprocal, sometimes I pay, sometimes they pay. All in all the cost of this type of marketing is a wash and you develop a long term friendship with a client.

Other marketing techniques are as simple as just getting more involved with your community. Join a service club where you can use your profession / skills in community projects. People will notice who you are, and what you do. Make sure that your business name or logo is prominently displayed on your equipment and vehicles. When you park your vehicle in a parking lot, park at an end so that it is possible for those driving by to see your company signs and logos.

Contact other professional organizations in your community and offer to be a guest speaker. Contact your local radio station and see if they have a local real estate program, a lot do, and they usually are always looking for a guest speaker on subjects that you may want to talk to, i.e., easements, boundaries etc. Volunteer at "Career Days" at local High Schools. **Become more visible.** ❖

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By: Phil Danskin, PLS

Phil is the owner of Phillip Danskin & Associates in Sonoma and a past editor of the California Surveyor.

Thank You for Your Interest

This is a short lesson about competition. In the accompanying example I whittled my estimate down so low that my employee would have made more than I had I gotten the job. That was after I drove forty-five minutes each way to "look at the job" and prepare my estimate. The point is this: If you are thinking about going into business you should be prepared for competitors that, to put this generously, play by different rules than you do.

Dear Mr. Danskin,

I appreciate you stopping by our house today -- I saw your card by our driveway. I'm sorry to tell you we decided to go with a different surveyor, in part because of a significant difference in the prices quoted. I truly appreciate your interest.

With thanks,

J ____

Dear J ____

Thank you for letting me know you have been able to secure services from another.

Unfortunately, business requires profit in order to pay error & omissions insurance, general liability insurance, workers compensation insurance, living wages for my certified land surveyor in training and . . . when things were better, health and dental insurance for my employee.

I do not fault you and hope it is a positive experience.

Respectfully yours,
Phil Danskin, PLS ❖

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By: Carl C.de Baca, PLS



Conference 2013 Wrap Up

The 2013 CLSA-NALS Conference held in Reno between March 23rd and March 27th was one for the ages. The busy schedule featured multiple workshops by Gary Kent a prominent business and industry leader, a keynote address by Dave Doyle, lately of the NGS, and a workshop given by Jan Van Sickle, accomplished author and recognized GPS/GNSS expert, plus a cavalcade of other valuable workshops. You should have been able to simply look at the Conference schedule online and conclude that this was a Conference not to miss. Over the course of the five days, some 495 surveyors, speakers, students and vendors attended the Conference. Where to begin?... at the beginning, of course.

The Educational Stuff

On Saturday, March 23rd, Gary Kent presided over an all-day pre-conference workshop entitled "Statutes, Standards and Boundary Law Principles." Mr. Kent, of the Indianapolis-based Schneider Corporation, is the longtime chair of the ALTA Committee at NSPS and imparted much wisdom to the lucky attendees. The LS Review track also started on Saturday with sessions by Ric Moore, Ray Mathe and Armand Marois. This suite of classes, which runs throughout the Conference, has grown over recent years to become one of the more prominent and appealing components of the program. There were a whopping 178 attendees to the pre-conference workshops!

Sunday saw the first day of the Conference kick off with a morning session entitled "Avoiding Boundary Problems" by Gary Kent and more LS Review track by Mike Hart. Pat Tami, the LS member of the California Board for Professional Engineers, Land Surveyors and Geologists, along with Board Executive Officer Ric Moore, staff LS Ray Mathe and Enforcement Officer Nancy Eissler, hosted a discussion on enforcement cases, from start to finish. The Opening Ceremonies started with the presentation of the colors by the McQueen (Reno) High School ROTC Color Guard, a solemn and inspiring moment, indeed. Dave Doyle, recently retired geodesist for the NGS, gave a rousing and challenging keynote address, discussing the gradual convergence of geodetic and surveying techniques over the last 150 years and predicting where we go from here. His assertion that we are nearing the end of state plane coordinate systems and should start thinking about what comes next, caused a stir in the crowd of attendees. Doyle declared that the maturation of the GNSS system and the advent of a very accurate mathematical model of the ellipsoid have basically eliminated the need for a ground-based coordinate system. He noted that nearly none of his fellow geodesists even had a good handle on state plane systems anymore. His discussion was filled with humor, as when he discussed the 2010 earthquake in Virginia and its fairly minimal effects, (except for the Washington Monument...). While talking about the earthquake, he showed a slide featuring a table and some plastic chairs on a lawn. One chair was lying on its back and the caption read, "We will rebuild." There's no accounting for geodesy humor.

Sunday finished up with one last workshop by Gary Kent on Managing Business in Challenging Times. A highlight of the LS Review track was David Paul Johnson, an educational dynamo, as noted for his passion as for his technical insight, giving a

standing-room-only crowd a lesson on GPS and Geodesy. Meanwhile Dave Doyle hid in the seats and tossed out challenging questions and comments causing Johnson to refer to Doyle as his 'math guy.'

The program started in earnest on Monday morning with a workshop by Steve Parrish and Dave Morlan on the continuing saga of Surveying the Comstock. Monday also marked the first time that the Conference attempted to address the mining industry by offering a suite of classes related to mine surveying. Mitch Bartorelli of TriState Surveying, Ltd gave a presentation on the nuts and bolts of photogrammetry; Jeff Flamini and Marty Crook of Monsen Engineering discussed the use of survey instruments in a variety of mining environments and for a variety of tasks; then attendees got a second dose of David Paul Johnson as he reprised his old Geodesy 101 presentation with focus on mining application. Mr. Johnson's use of a Mr. Potatohead to represent the geoid and numerous other unusual visual aids makes for an amusing and enlightening experience. The room was packed for all three classes and this writer, for one is hoping that this becomes an annual event, attracting surveyors from the Nevada and California mining industry.

Workshops on the California Real Time Network by Rich Maher and Dave Olander, an NGS Update by Marti Ikehara and Bill Stone, and more LS Review track by Jay Seymour rounded out Monday Morning. In the afternoon the Comstock presentation and the LS Review continued, while Jim Coan hosted a workshop on Random Error Theory. Neil King added to the LS review track and the National Association of County Surveyors presented workshops on electronic Filing and Linking Google Earth with NGS Benchmarks.

Tuesday, the Conference offered a 10 hour OSHA Certification class, which lasted all day, (plus all of Wednesday). Noted author Jan Van Sickle gave a workshop on Coordinates and Geodesy and another on GIS and GNSS. Jay Seymour came back to host a presentation on ALTA surveys and Keith Warren covered 3D Infrastructure and 3D models. The LS Review track continued with classes by Robert McMillan, Jeremy Evans, and Robert Reese. Alan Riecki and Bob LaRiviere, Land Surveyors with the Nevada Board of Professional Engineers and Land Surveyors hosted a discussion on disciplinary actions and hot topics.

The Conference wrapped up on Wednesday with a workshop hosted by Byrum Lee, Esq. Mr. Lee discussed some cases where boundary issues or construction defects led to liability and lawsuits for surveyors due both to survey mistakes and poor contract language. This was an eye-opener for everyone who attended. Frank Maxim hosted the final portion of the LS Review track.

The Fun Stuff

Saturday night saw the return of the annual CLSA Education Foundation bowling tournament at the Grand Sierra. This was a well-attended affair with the group taking up 12 lanes of 4 person teams, mixing equal parts beer and BS. A few people bowled like they might have done this before with some regularity and others,

Continued on next page

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Continued from previous page

such as this writer, looked to be attempting to cause injury to themselves and others with reckless abandon. Some folks just came to spectate and mingle. Throughout the night sneaky surveyors ruined the scores of their competitors with gutter ball tickets that were being shilled by the Education Foundation. Afterwards there was a raffle for various prizes and several CLSA ex-presidents won, including one stretch where three in a row were holders of the winning ticket. Of course this writer is not accusing the raffle of being rigged. But it is kind of a big coincidence, that's all I'm sayin...

The Monday luncheon included announcement of winners of scholarships and awards. Many awards were given out to deserving individuals, sponsors and chapters. A complete listing of the recipients is published elsewhere in this magazine. However, I must make a special mention of the winner of the 2013 AW Von Schmidt award, Marty Crook who gives immeasurable time to gathering donations for the scholarship auction, as well as repairing, cleaning, and calibrating the pieces of equipment he takes in. His contribution on both sides of the state line is immense and greatly appreciated. Congratulations Marty and Thanks! Monday night also saw the return of the scholarship auction. Our usual auctioneer, Greg Lightnin' Williams was under the weather, so for the first time in a long time, we had another auctioneer on the podium, who ably filled in for Lightnin'. Eager and possibly liquor-fuelled bidders raised over 38,000 dollars between the live auction and the silent auction, bidding on everything from homemade quilts (thanks Barbe Herrick) to homemade stained glass (thanks

Conference 2013 Wrap Up

Linda Richardson) to antique books (thanks Emerson Smith and others) to antique instruments and not so antique theodolites (thanks to the City of Reno and others). Once again, this writer will be in the doghouse for several months for exuding shall we say, too much enthusiasm at the auction. As noted above, the total amount raised this year was over 38,000 dollars, with \$23,700 going to the CLSA Education Foundation.

At the Tuesday luncheon our guest speaker was Joe Malarkey who bills himself as the worst motivational speaker in America. His constant barrage of jokes, asides, and self-deprecating witticisms cut the crowd into those who laughed deeply at all the schtick (this writer) and those that groaned as pun after pun flew from his animated figure. At one point he suggested that when dealing with customers, you should consider WWTSAD. That's "What Would TSA Do." His humor served to underscore the true message he ultimately delivered which is that it's okay to fail and that failure is just a point along the line towards success. If you have a chance to see this guy somewhere, it's well worth the effort. A sincere thanks to the Conference Committee for booking Mr. Malarkey!

The Conference Committee, co-chaired by Dorothy Calegari and Nancy Almanzan, and made-up of people from NALS, CLSA and the CLSA Central Office really outdid itself this year. The speakers chosen were superb, the classes relevant and challenging. The Conference ran like clockwork and the committee is already hard at work planning next year's Conference! Stay tuned for date and time. ❖

Conference 2013 Highlights

Special thanks to Steve Shambeck, PLS Photography



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BPELSG Session

On Sunday afternoon Nancy Eissler, Pat Tami, Ric Moore, and Ray Mathe from the California Board for Professional Engineers, Land Surveyors, and Geologists (BPELSG) presented a mock enforcement case from start to finish. The mock case was based on actual cases and represented common enforcement situations, with names changed to preserve anonymity. The case consisted of a consumer complaint, a description of events, and a list of surveyors and engineers involved. The goal was to explain the process of a typical enforcement case and the role of Independent Experts hired by BPELSG.

The panel distributed handouts with the details of the complaint and divided the audience into groups. Ric and Ray instructed each group to study the facts, evaluate the actions (or non-actions) of the licensees involved, and determine what, if anything, the licensee did wrong. In this way each group assumed the role of the BPELSG Independent Expert. ❖



Surveyors Point North - by Ric Moore, PLS

Editors Note: During a BPELSG session at the 2013 CLSA Conference Ric Moore asked those in attendance to close their eyes and point north. He then told them to hold their position, open their eyes, and take a look around. It was a humbling experience because most of the fingers (mine included) were pointing in the wrong direction, and it made for a good start to working together in groups on a mock enforcement case.

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The 52nd Geomatics Engineering Conference

by: Corey Walker

The 52nd CSU Fresno Geomatics Engineering Conference was held January 25-26, 2013 in Clovis, CA. Each year, this event is run solely by students and this year Andreas Torsvik and Corey Pippin were entrusted with the task of overseeing the preparations.

With over 100 in attendance, the event was a great success. Attendees were treated to a wonderful program featuring presentations from Jim Alford, Vincent Ambrosia, Lorraine Amenda, Landon Blake, Dr. James Crossfield, Roger Frank, Gwen Gee, Marti Ikehara, Gary Kent, Annette Lockhart, George Marchenko, Larry Otter, Jay Seymour, Chris Waters, and Juan Witrigo. Their topics ranged from LiDAR and Photogrammetry to GIS applications, ALTA surveys, and Certificates of Compliance.

Attendees had the opportunity to interact in a panel discussion on the future of surveying both in regards to technological advances and continuing education. On the panel were Dave Woolley, Gwen Gee, Ric Moore, Tony Cuomo, and Jay Seymour. The rapidly changing profession and the need for surveyors to keep up with new techniques and tools in order to stay competitive were discussed.

In addition to a great program, attendees were provided an opportunity to network and meet with vendors. Special thanks to our exhibitors: Allen Instruments & Supply, BedRock Engineering, Northern California ASPRS, PG&E, Mount Diablo Surveyors Historical Society, Alert-O-Lite, Engineering Supply Company, Leica Geosystems, David Evans & Associates, Towill Inc., Mark Thomas & Co., Sea Floor Systems, Parcel Quest, CSDS, CLSA, BLM, and McPheeters & Associates.

The highlight of the conference was the scholarship dinner. Students were presented with roughly \$49,500 in scholarship awards. A huge thanks to the following for sponsoring scholarships: CLSA, CLSA Chapters, the CLSA Education Foundation, CalTrans, NorCal ACSM, Albion Surveys Inc., San Joaquin ACEC, Bush and Associates, CBC Surveys, Cross Land Surveying, David Evans and Associates, Earl and Gara Cross, Johnson-Frank & Associates, Kavanagh Engineering, Mark Thomas and Co., Martin M. Rob & Associates, Pennfield & Smith, PSO-MAS, Rick Engineering, Sandis, Towill Inc., Fred Wheeler, Technicon Engineering Services, John Tosto, and USDI-BLM Geographic Services.

I encourage you to join us next year for the 53rd Annual CSU Fresno Geomatics Engineering Conference. As our profession evolves, with advances in technology and changes in techniques, it is becoming more and more important for surveyors to join together. I can guarantee you will not leave disappointed! ❖



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- Bakersfield Chapter Scholarship - \$1000
Andres Torsvik, CSU Fresno
- CLSA James E. Adams Memorial Scholarship - \$1500
Analisa Gonzales, CSU Fresno
- CLSA A.E. "Ed" Griffin Memorial Scholarship - \$1500
Jakeob Cooper, CSU Fresno
- CLSA Dick Hogan Memorial Scholarship - \$1500
Beau Immel, CSU Fresno
- CLSA Past Presidents' Scholarship - \$1000
Peter Binz, CSU Fresno
- CLSA Education Foundation Scholarship - \$750
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- CLSA Education Foundation TrigStar Scholarship - \$1000
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- Channel Islands Chapter Scholarship - \$750
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Taylor Preece, CSU Fresno
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Brett Clarke, Santa Rosa Junior College



Kurt Lenhardt presents scholarship to Jesse Patten, CSUF



Keith Spence presents scholarship to

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Jesse Stanley Memorial Scholarship - \$625
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cer presents
Daniel Ortega



Steve Steinhoff presents
scholarship to Beau Immel



NSPS

CSU Fresno Geomatics Students Win NSPS Student Competition 2013

By: Beau Immel, Vice President, CSUF Chapter

On February 27, 2013 the National Society of Professional Surveyors (NSPS) held its 12th Annual Student Competition in conjunction with the Utah Council of Land Surveyors (UCLS) conference in Sandy, Utah. Five schools with baccalaureate degree programs in surveying, surveying engineering technology and/or surveying engineering participated. This year the competition consisted of a "quiz bowl" format where students were given a wide range of questions to answer. For their efforts each team received a crystal bowl and each individual on the team received a participation ribbon and medallion. The event was coordinated by A. Richard Vannozi, Assistant Professor of Civil Technology/Surveying and Mapping, Thompson School of Applied Science at the University of New Hampshire, Durham, NH.

First place went to California State University, Fresno. The CSUF team was lead by Beau Immel and included Andreas Torsvik, Daniel Ortega, Analisa Gonzales, Scott Myatt, and Peter Binz. Team Advisor was James K. Crossfield, Ph.D., CSUF faculty. Results of the competition are as follows:

First Place: California State University, Fresno - Fresno, CA

Second Place: So. Polytechnic State University - Marietta, GA

Third Place: Utah Valley University - Orem, UT

Honorable Mentions:

University of Arkansas - Monticello, AK

New Mexico State University - Las Cruces, NM

As the VP of the student chapter of the NSPS here at Fresno State I have wanted to do my part. I had noticed in the past that Fresno State has not had much of a presence at the annual competition. After overcoming some financial difficulties, we managed to pull together at the last minute and were very surprised and excited to win. ❖



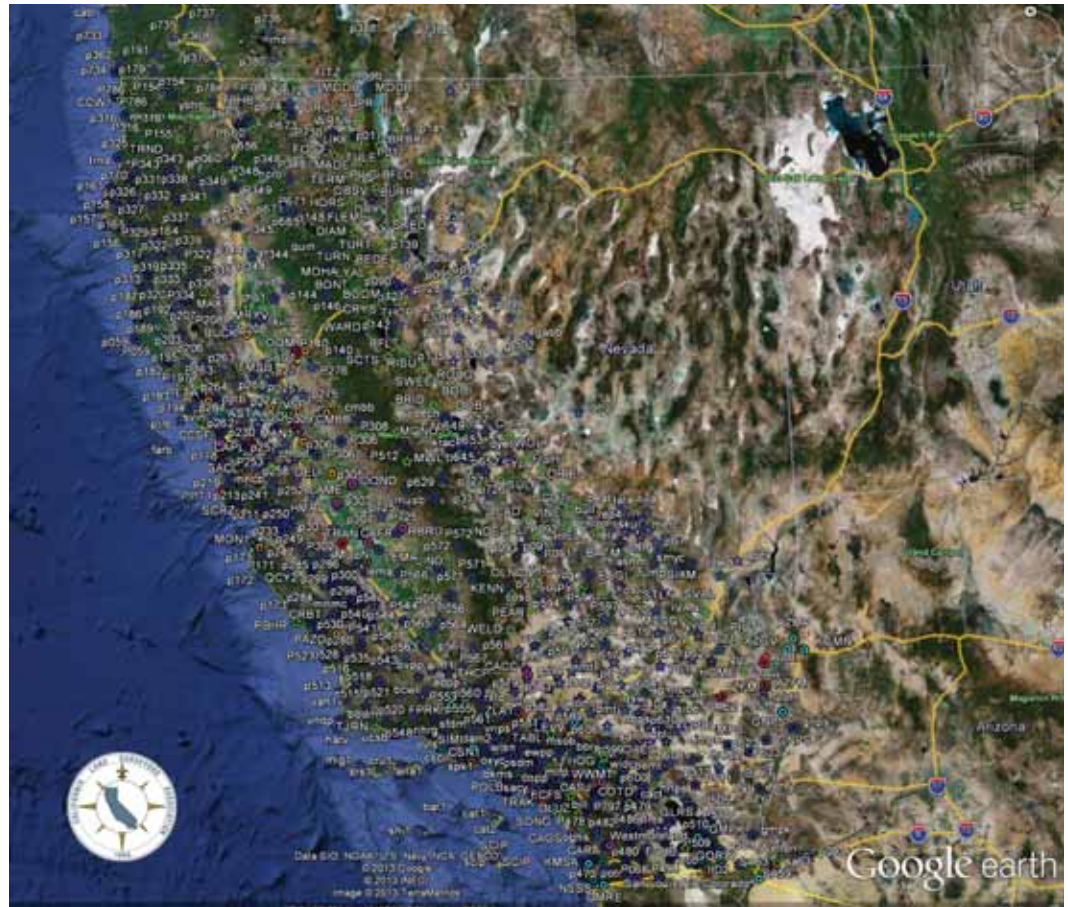


By: Chris Riehle, LSIT

Mr. Riehle is an Associate at RBF Consulting (a Michael Baker Company) in the Surveying Geomatics group. He has over 12 years of experience in geodetic control, surveying geomatics and GIS, and has been a CLSA member since 2004.

Active Control Networks in California

This map, compiled by Chris Riehle from RBF Consulting, is available for download at www.california-surveyors.org/pdfs/CGPS_NetworksBenchmarks.kmz. The .kmz file contains nearly 5,000 continuous GNSS sites and 338 real-time network sites operating in and around California. Several of these stations are duplicated in multiple networks, and all the networks are composed of multiple sub-networks from various station owners. Passive bench mark monuments used in the computation of Geoid12, while not shown in the image, can be checked on and viewed from the file. ❖



Continuous networks include:

- The CSRC 2011 Epoch Adjustment <http://csrc.ucsd.edu/>
- NGS CORS <http://geodesy.noaa.gov/CORS/>
- UNAVCO Plate Boundary Observatory <http://pbo.unavco.org/network/gps>

Real-Time Networks include:

- California Real-Time Network <http://sopac.ucsd.edu/projects/realtime/CRTN/>
- AZ GPS, Cal VRS <http://www.azgps.net/>
- Topcon TopNET <http://www.topconpositioning.com/products/networks/topnet-live-networks/topnet-live-california>




Postcards



A sign of the times spotted in Reno, Nevada.
Submitted by John Wilusz, PLS, PE.



This is one of the most remote bench marks in the world: 27° 08' S, 109° 25' W. It is on Easter Island, supposedly one of the most remote inhabited islands in the world. Although it is 2,400 miles west of Chile, it is still two time zones east of San Francisco.
Submitted by William Schroeder, PLS.



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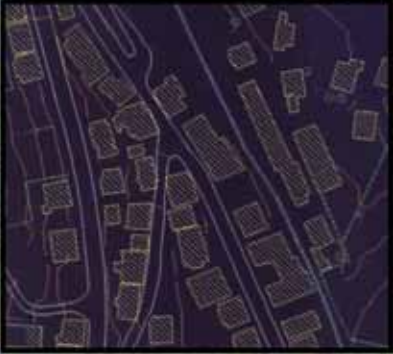
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TRIGSTAR 2013

By: Peter Wiseman, PLS



Saturday, March 16, 2013 dawned clear and sunny (for Soñce) at Mt. San Jacinto College (MSJC) in San Jacinto, California, site of the 2013 National Society of Professional Surveyors TRIGSTAR competition hosted by the Riverside/San Bernardino (RSB) Chapter of the California Land Surveyors Association (CLSA). Over 300 students had preregistered for the event and excitement was high.

At 7 a.m., volunteers from the RSB Chapter, MSJC, Norco College, Chaffy College, San Bernardino Community College District, Riverside Community College District and the National Association of Women in Construction gathered to begin setting up for the day's event. These volun-



TRIGSTAR Volunteers

teers had been coordinating, fundraising, and organizing this event for the previous 11 months.

Between 8 a.m. and 10 a.m. the first students began to arrive at the registration desk. They picked up their event passport, headed over to the t-shirt table to get their official TRIGSTAR t-shirt, and enjoyed a continental breakfast.



TRIG STAR Testing in the Gym

Onsite vendors representing seven colleges and universities with surveying and engineering programs, five public and private employers, two surveying and engineering manufacturers and suppliers, and two professional associations

were there to talk to students and parents about educational and career opportunities in the surveying and engineering fields.

Contests were held to challenge the student's abilities to estimate horizontal and vertical distances, angles, pacing, area calculations, and slope reduction. Winners of each contest received books donated by Esri.

As 10 o'clock approached, the students were called to the gymnasium to take a seat and listen to introductions and instructions. When all was ready, 159 students representing 21 Inland Empire area schools had committed half their Saturday to participate in the competition. At stake was a chance to win a portion of the local prize money and move on to the state competition. The RSB Chapter awarded \$200 to the first place finisher, \$100 to the second place finisher and \$50 to the top finisher from each school for a total prize purse this year of \$1,250. In addition, the winners and their respective schools received trophies donated by Awesome Awards located in Riverside (to be delivered at a future date). After the competition was through, a grilled hamburger lunch was served to everyone, including parents and teachers who came to support their child or students.

The first place finisher was Brian Cho of Martin Luther King High School in Riverside, CA and second place went to Tinna Kosovo-Thoroddsen of Santa Rosa Academy in Menifee.

GOOD LUCK Brian and Tinna at the state competition! ❖

TRIG-STAR 2013 PASSPORT	
Name: _____	Grade: _____
School: _____	
CITY OF PROFESSIONAL SURVEYORS AND ENGINEERS LOCAL # 2000	
ACTIVITIES	VENDOR TABLES:
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PACING FOR DISTANCE	CAL BAPTIST UNIVERSITY (CBU)
MEASURE or GUESS HORIZONTAL ANGLE	CHAFFEY COLLEGE
MEASURE or GUESS VERTICAL ANGLE USING HEIGHT OF PALM TREE	COLTON SURVEY INSTRUMENTS
GUESS DISTANCE TO BACKSIGHT	DRAYTON HILLS COLLEGE
GUESS or MEASURE HEIGHT OF PALM TREE	MT. SAN JACINTO COLLEGE (MSJC)
	MSJC - GIS DEPARTMENT
	METROPOLITAN WATER DISTRICT (MWD)
	NATIONAL ASSOC. OF WOMEN IN CONSTRUCTION (NAWIC)
	PARSONS BRINCKERHOFF
	RSD INTEGRATED CONTROLS
	UNIVERSITY OF CALIFORNIA RIVERSIDE LOCAL TEAM

RETURN COMPLETED PASSPORT FOR A MAPLE DRAWING (CHECK BOX AT REGISTRATION TABLE)



Brian Cho - 1st Place



Tinna Kosovo Thoroddsen 2nd Place

Continued on next page

Continued from previous page

TrigStar ArcGIS Online

By: Annette Lockhart, PLS

My TrigStar experience involved a return to my high school, El Camino Fundamental in Sacramento. At El Camino, they have an integrated academic program which provides students the opportunity to develop skills using technology. Academic and technical classes prepare students for advanced studies at colleges, universities or technical schools with majors such as Architecture, Broadcast Media, Radio, Engineering or Electronics. For this trip, I spoke to the Pre-Engineering and CAD classes.

For the presentation part of Trig Star, I usually plan an activity that takes the students outside to give them an opportunity to use an instrument for a few moments. While field work can be fun, it is really only a portion of the work that we do as land surveyors. So this time I tried a different approach. ArcGIS online (a cloud-based, collaborative content management system for maps, apps, data and other geographic information) provided me with an easy avenue for a quick map creating activity that we could do instead of going outside.

This activity required access to the internet, a computer and a reasonably friendly firewall. At my school we accessed the site at www.arcgis.com/home. At the bottom of the web page is a button to "Sign up now". Once you click this link you can register for a public account, which allows you to work with some data that is available in the cloud services, like background image mapping and data sets. For my demonstration I also used some data sets that were available on my county website.

I started by having the students pick a background. Then, we imported a small data set of political boundaries. With a click on the arrow next to the data set, the students were able to experiment with colors, line styles and transparencies. We also viewed the tables that support the data shown. This exercise is simple to do and does not take much time. Later, students had time to search for data sets of more interest to them.

I did this presentation for three classes which had about 15-20 students each. We were in the drafting classroom and had enough computers for each student to participate on their own. If you need any assistance setting up something like this, contact me at ladylandsurveyor@gmail.com. ❖

Land Surveyors Week

CLSA celebrated Land Surveyors Week March 17-23, 2013 (the same week as the National Land Surveyor's Week). The Bakersfield, Orange County and Sonoma County Chapters reported receiving proclamations from local governments declaring Land Surveyors Week.

On March 18th, President Mike Butcher and BPELSG Land Surveyor Member Pat Tami visited Sacramento and received a Senate Resolution declaring Land Surveyors Week. ❖



Left to Right: Pat Tami, PLS, BPELSG Land Surveyor Member; Senator Mark Wyland; and Mike Butcher, PLS, CLSA President

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Email us: clsa@californiasurveyors.org*



CSU Fresno Endowment Fund

Donate Today to Ensure Tomorrow

The Issue:

- California has been steadily reducing funding for educational institutions.
- The CSU Fresno Geomatics program is considered to be small and is more susceptible to cutbacks or elimination.
- Both professors that hold a professional land surveying license, are now retired.

The Need:

- CSU Fresno Geomatics program was the first four year surveying degree program in the nation and the first to become ABET accredited.
- CSU Fresno Geomatics has graduated over 700 students.
- Students graduating from the CSU Fresno Geomatics program have gone on to serve in many leadership positions in the land surveying profession both in the private and public sector.

The Solution:

- The CLSA Education Foundation has worked with CSU Fresno to create an endowment that will fund a full-time professor licensed to practice land surveying in California. This will help to ensure that the CSU Fresno Geomatics program continues.
- Lyles Foundation will match all donations, dollar-for-dollar, up to \$1 million.

The Benefit:

- Your donation is fully tax deductible! CLSA Education Foundation is a 501(c)3 charitable organization. Tax ID number 68-0482650
- Show your support for the surveying profession and the great program at CSU Fresno.

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Geography Quiz

by: Anne Hoppe, PLS
and Germar Berhhard, Ph.D.
Photography by Germar Berhhard, Ph.D.

Answer to the Geography Quiz:

We are at the initial point of the San Bernardino Base and Meridian on the westerly flank of Mount San Bernardino, latitude N 34° 07' 13"



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RISK MANAGEMENT FOR LAND SURVEYORS

Let's Talk Basic Insurance

What should I get first?

A business owners' policy (BOP)

To cover your land surveying business properly you should get a business owners' policy usually called a BOP. This is a package policy for a small business that covers general liability, personal liability, advertising liability and non-owned and hired auto liability under one package. The overall limits are usually \$1 million with a \$2 million aggregate, which means you can have two \$1 million losses or four \$500,000 losses or any combination that adds up to a total of \$2 million. In addition to liability your BOP can cover your real property, your office equipment, and your surveying instruments in the office and in the field.

It's an awesome all-in-one approach to your protection. In Risk Management terms it's the transfer part of your program. Make sure your limits are adequate and correct. Your BOP will pay for liability claims such as slips and falls in your office and at the job site, slander, false advertising, contractual liability, additional insured liability and any other damage caused by you that results in monetary damages. Also covered is auto liability resulting from your use of a rental car or if someone borrows your car, with your permission, and has an accident. While equipment theft and damage can be costly, it's the general and professional liability claims that can run into the millions that would put you out of business.

What's next? Professional Liability

This is the unique insurance that provides malpractice coverage that insures you against your errors and omissions in the professional pursuit of your land surveying business. For things such as bad boundaries, faulty construction staking and error-laden maps, the insurance company has the legal obligation to pay damages for claims caused by your negligent acts: those errors or omissions caused by the professional services rendered by you or that should have been rendered by you.

Other Coverages?

If you have employees, it's mandatory you buy workers compensation insurance. If you are a sole proprietor or use independent contractors you do not need workers compensation coverage. You should be able to use your personal auto insurance for your auto unless your client requires commercial auto coverage. If you are using your personal auto insurance make sure that your policy covers your land surveying business.

If you run a larger company you may need to buy higher liability limits using an umbrella policy. Other large company coverages include directors and officers liability coverage which is malpractice insurance for management, employment practices liability coverage which covers wrongful termination and sexual harassment, and fiduciary liability coverage for 401k and other pension plans you manage.

Read Your Policies

Your need to know your insurance and what it covers and why you need to have it because you are your own risk manager. Read and know the exclusions that apply. Sometimes something is excluded since it is covered somewhere else by another policy and sometimes something is excluded because it's not covered at all like war and nuclear explosions. If the job you are seeking has insurance requirements you need to know and understand what they are especially when the insurance specifications are issued by towns, counties, states, owners and contactors. Also remember to build in the pro-rata cost of your insurance in your bids.

Applications

Insurance applications are always hard to fill out but you have to do it and you have to be accurate. Once you've completed them and sent them in be sure to save a copy for next year. You might be able to use them again. However, most of your coverages will automatically renew. Your business owners' policy, your workers comp policy and your automobile policy usually, unless you have major changes, renew without the need of another application. But your professional liability policy will require a new application every year because underwriters rate your policies on your revenues, type of work and exposure and the application usually becomes part of your policy. Get that new application in at least two weeks before your renewal date so you can make changes or seek other coverage in case there are any coverage problems. Be sure to always let underwriters and brokers know about any changes in your business such as increased revenues, new employees, new equipment or locations so they can properly price all your policies. This way, if you have a loss you will be adequately insured.❖

Photo of the Year Entries

Submit Photos to CLSA@californiasurveyors.org Deadline: December, 31st 2013



TOP: This was a survey to monitor settlement monuments for five miles of a re-constructed levee system in Yuba County. The sheep eat the vegetation so levee district maintenance can see gopher holes and other defects that may affect the levee integrity.

Submitted by Roger K. Hanlin, PLS

RIGHT: It's a long way down! We couldn't pass up this photo opportunity while surveying the Crystal Springs Dam in San Mateo County CA. This is a joint effort between the City and County of San Francisco and San Mateo County to raise the dam in order to increase the volume of the reservoir.

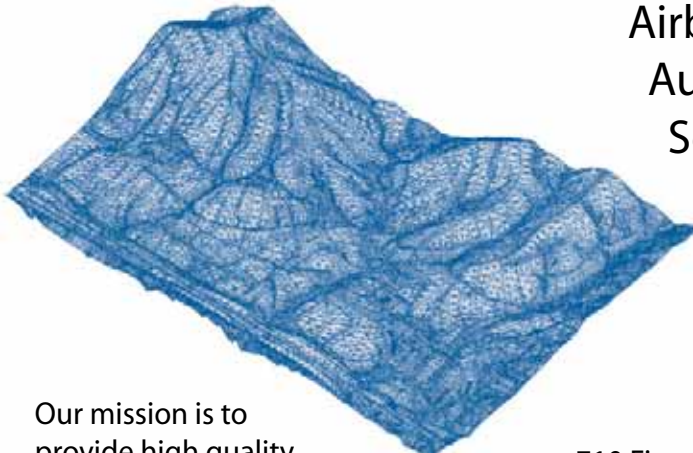
Submitted by Christopher G. Vandrey, PLS



Surveyors Point North
Submitted by Ric Moore, PLS
(Photo appears on page 24)



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Michael P. Durkee, represents developers, public agencies and interest groups in all aspects of land use law. Mike is the principal author of Map Act Navigator (1997-2013), and co-author of Ballot Box Navigator (Solano Press 2003), and Land-Use Initiatives and Referenda in California (Solano Press 1990, 1991).

mdurkee@ww-envlaw.com

Q&A SMA Expert

Question

My client's tentative map was approved by the City Planning Commission. A neighborhood group appealed that approval within the 10 days set by the Map Act. The appeal was filed more than 90 days ago, but the City Council has yet to hear the appeal. What are my client's rights?

Discussion

Great question! Many practitioners forget about the "automatic approval" provisions of the Subdivision Map Act that are invoked when an appeal is timely filed but not timely heard by the legislative body. Let's go through those provisions, step-by-step.

The Subdivision Map Act provides certain procedural rules regarding appeals. In particular, Map Act § 66452.5 provides, in pertinent part, that an appeal shall be filed within 10 days of the decision being appealed. From your question, it appears this requirement was satisfied.

Map Act § 66452.5 then provides that upon the filing of an appeal, the appeal shall be set for hearing "within the next 30 days after the date" of the filing of the appeal. That means that the appeal of your client's Planning Commission approval should have been scheduled on or before the 30th day following the date of their filed appeal.

However, Map Act § 66452.5 also provides a caveat: if there is "no regular meeting of the legislative body within the next 30 days for which notice can be given . . . [then] the appeal may be heard at the next regular meeting for which notice can be given, or within 60 days . . . whichever period is *shorter*." (*Id.*, emphasis added.) In other words, if there was no regular City Council meeting within 30 days of the filing of the neighborhood group's appeal of your client Planning Commission approval for which public notice could have been properly provided, then the *outside date* by which that appeal could be heard by the City

Council was 60 days from the filing date of that appeal. From your question, we know that the City Council appeal was not heard by this outside date.

Map Act § 66452.5(c) is unambiguous about the "consequence" for such City failure to act in a timely fashion:

If the legislative body fails to act upon an appeal within the time limit specified in this chapter, the tentative map, insofar as it complies with applicable requirements of this division and any local ordinance, shall be deemed to be approved or conditionally approved as last approved or conditionally approved, and it shall be the duty of the clerk of the legislative body to certify or state that approval.

In the instant case, the City Council appeal was not heard by the outside date provided for by the Map Act. As such, your client's Planning Commission approval was automatically confirmed on the 61st day following the filed appeal. It is important to note that a local Map Act ordinance attempting to change the Map Act's applicable time periods to hear an appeal (discussed above) or amending or prohibiting the imposition of the automatic approval provisions (also discussed above) would be in conflict with the Map Act and hence invalid. (*See, e.g., Griffis v. County of Mono*, 163 Cal App. 3d 414 (1985).)

Additionally, while the text in these sections refers to "tentative maps," the provisions apply to parcel maps as well. Throughout the Map Act, various sections use the term "tentative maps" where the scope of the section necessarily includes parcel maps. The lesson is that every section must be read within the broader context of the Map Act as a whole; reading any one section in isolation may result in perverse consequences and frustrate the Legislature's intent.

In short, the automatic approval provisions of the Subdivision Map Act apply to appeals and can end the appeal before it is ever heard. ❖

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The BPELSG Chronicles

By: Ric Moore, PLS

Ric is the Executive Officer of the Board for Professional Engineers, Land Surveyors, and Geologists.

Expert Consultants

Subject matter experts...independent experts...expert consultants. Referred to by several names over the last couple decades and heard discussed in many presentations and articles, the Board commonly is asked "What are the purposes for using an expert and what criteria does the Board use to choose an expert?"

During a session presented by the Board at the recent CLSA Conference, Pat Tami, the Governor-appointed Land Surveyor currently sitting on the Board, was heard to say in response to questions from the audience pertaining to the consumer complaint process and use of experts "The Board is under the Department of CONSUMER Affairs. The laws governing land surveying practice in California are not there to protect you, the licensed land surveyor. They are there to protect the public from YOU." Said many times in various ways, during many presentations, and written in many articles, the Board's paramount mission very clearly rang true at that moment.

Simply stated, the Board's use of independent experts, those not serving as employees of the Board, is derived from two very primary and fundamental needs. One, to assist in the development of content for the state licensing exams; and two, to provide an independent opinion on matters relating to complaints filed with the Board. Formerly referred to as "Subject Matter Experts" or "Technical Experts", licensees volunteering to serve, independent of being employed by the Board, now contract with the Board and are referred to as "Expert Consultants". This new term is a result of new contractual procedures implemented by the boards and bureaus collectively under the Department of Consumer Affairs (DCA) and as defined in the general statutes under the Business and Professions Code:

40. (a) Subject to the standards described in Section 19130 of the Government Code, any board, as defined in Section 22, the State Board of Chiropractic Examiners, or the Osteopathic Medical Board of California **may enter into an agreement with an expert consultant** to do any of the following:

- (1) **Provide an expert opinion on enforcement-related matters**, including providing testimony at an administrative hearing.
- (2) **Assist the board as a subject matter expert** in examination development, examination validation, or occupational analyses.
- (3) **Evaluate the mental or physical health of a licensee or an applicant for a license as may be necessary to protect the public health and safety.**

(b) An executed contract between a board and an expert consultant shall be exempt from the provisions of Part 2 (commencing with Section 10100) of Division 2 of the Public Contract Code.

(c) Each board shall establish policies and procedures for the selection and use of expert consultants.

(d) Nothing in this section shall be construed to expand the scope of practice of an expert consultant providing services pursuant to this section.

Exam Development - Independent Expert Role

Development of the state licensing exams (land surveying or otherwise) would not be successful without the continued commitment and involvement of individuals currently licensed (or authorized) to practice within the definition of that profession. The impact of those experts is felt throughout the entire process of development, from occupational analyses to development of the standardized test plan, item development, and, of course, the scoring criteria.

In this role, and for the purposes of developing valid content appropriate for the testing audience, the expert's experience, education, opinion, and acquired expertise in practicing their chosen profession all play an important role in helping the Board to determine the measurement criteria necessary to license new individuals...and protect the public from those who become licensed.

Enforcement - Independent Expert Role

There are various individuals involved in the process of investigating a complaint filed with the Board. Generally every complaint includes a Complainant (individual filing the complaint), the Subject (licensed or unlicensed individual that is the subject of the complaint), the Board's Enforcement Manager, and an assigned Enforcement Analyst. When the complaint involves allegations that are highly technical in nature, the Board's internal staff licensee is generally consulted. And when those allegations include professional negligence and/or incompetence, an expert consultant is typically contracted to provide an independent opinion relative to those allegations. In addition, if the investigation results in the Board proceeding with informal enforcement action, commonly referred to as the Citation process, or formal disciplinary action, the Board's Executive Officer will become involved along with the State Attorney General's Office and possibly a local District Attorney. As you can see, the role

Continued on next page

of an independent expert within the entire enforcement process is just one of many important roles employed to properly and fairly investigate the allegations. In addition, and should an investigation lead to an administrative hearing, the independent expert will very likely be subpoenaed to testify at the hearing on behalf of the Board and in support of their opinions provided during the investigation.

Selection of Experts

How the Board chooses experts for each primary role is largely dependent on the needs unique to each role and the manner in which the expert can appropriately perform the responsibilities required. In either case, the Board primarily depends on experts volunteering to assist the Board in this role with an occasional need arising as a result of a very specific situation (i.e., BLM personnel, FEMA personnel, etc.).

During examination development activities, it is vital for an expert to provide judgment as to the proper manner in which examinees are tasked with demonstrating the minimum ability to employ accepted principles and practices required for a licensee to perform their authorized duties. For example, experts develop exam questions and scoring criteria to measure the examinees judgment in properly determining the location of property lines...or determining the horizontal or vertical location of a construction stake...or the proper geodetic datum, given a specific set of circumstances.

Business and Professions Code, Sections 8700-8805, commonly referred to as the "Professional Land Surveyors' Act", in conjunction with the California Code of Regulations, Title 16, Sections 400-476, commonly referred to as the "Board Rules",

collectively can also be thought of as the absolute "*minimum* standard of practice" in California. When assigned to an enforcement investigation, the expert is only required to opine as to whether or not the subject of the complaint has demonstrated negligence, incompetence, or both in applying the appropriate standard of care towards compliance with the aforementioned minimum standard of practice.

For example, and contrary to what is required when the expert assists with examination-related duties, the Board is not requesting the expert to determine the location of a specific property line, or looking to solve a particularly complex boundary issue. The Board is only requesting an opinion on whether the subject of the complaint has accomplished those tasks in compliance with the aforementioned minimum standard of practice, not whether the subject selected the "best" method or resolution.

The Board is continuously seeking independent expert help, in all areas of practice, and encourages licensees to contact the Board if you are interested in assisting with these efforts. All licensees in good standing and able to assist with examination development efforts can visit:

<http://www.bpelsg.ca.gov/licensees/smeswanted.shtml> to obtain more information on how to apply with the Board.

All licensees, licensed in good standing for a minimum of five (5) years in California and able to assist with enforcement-related efforts can visit:

<http://www.bpelsg.ca.gov/licensees/expertswanted.shtml> to obtain more information on how to apply with the Board.

Licensees that meet both sets of criteria are free to assist with both examination and enforcement efforts. ❖

San Francisco Treats

By: Dane Ince, PLS

What do land deals, residential developments, fiery sermons from the pulpit, electric cars, mule teams, a refugee camp for the homeless, and Barney Oldfield have in common? The easy answer is in the title for this column, San Francisco. But more specifically, they all have Ingleside Racetrack in common. The racetrack opened on Thanksgiving Day in 1895. To get patrons to the venue, a couple of miles of streetcar tracts were laid down in a hurry and the track operated for ten years. There were battles with the local clergy and the compromise was that the track owners would operate the track on a seasonal basis, so that the good citizen would not be tempted by the evils of gambling 365 days a year. The 1906 racing season was interrupted by the earthquake and fire that year. Horseracing was never conducted on the site after that natural disaster. The stable stalls were cleaned up and housed earthquake refugees.

The former racetrack was the site of the early auto racing in California. To be a winner in these auto races, the competitors needed not to crash or breakdown. In one such event, every entrant crashed or broke down except for one, the eventual winner over the Ingleside oval. The veteran racer Barney Oldfield cruising in his 200 horsepower Benz set a west coast speed record at that track. Since we are talking horsepower, mule teams were used in the grading for the subdivision, Ingleside Terraces, that replaced the track with a residences and the old racetrack oval with Urbano Drive. ❖

Photo Courtesy David Rumsey Map Collection, www.davidrumsey.com





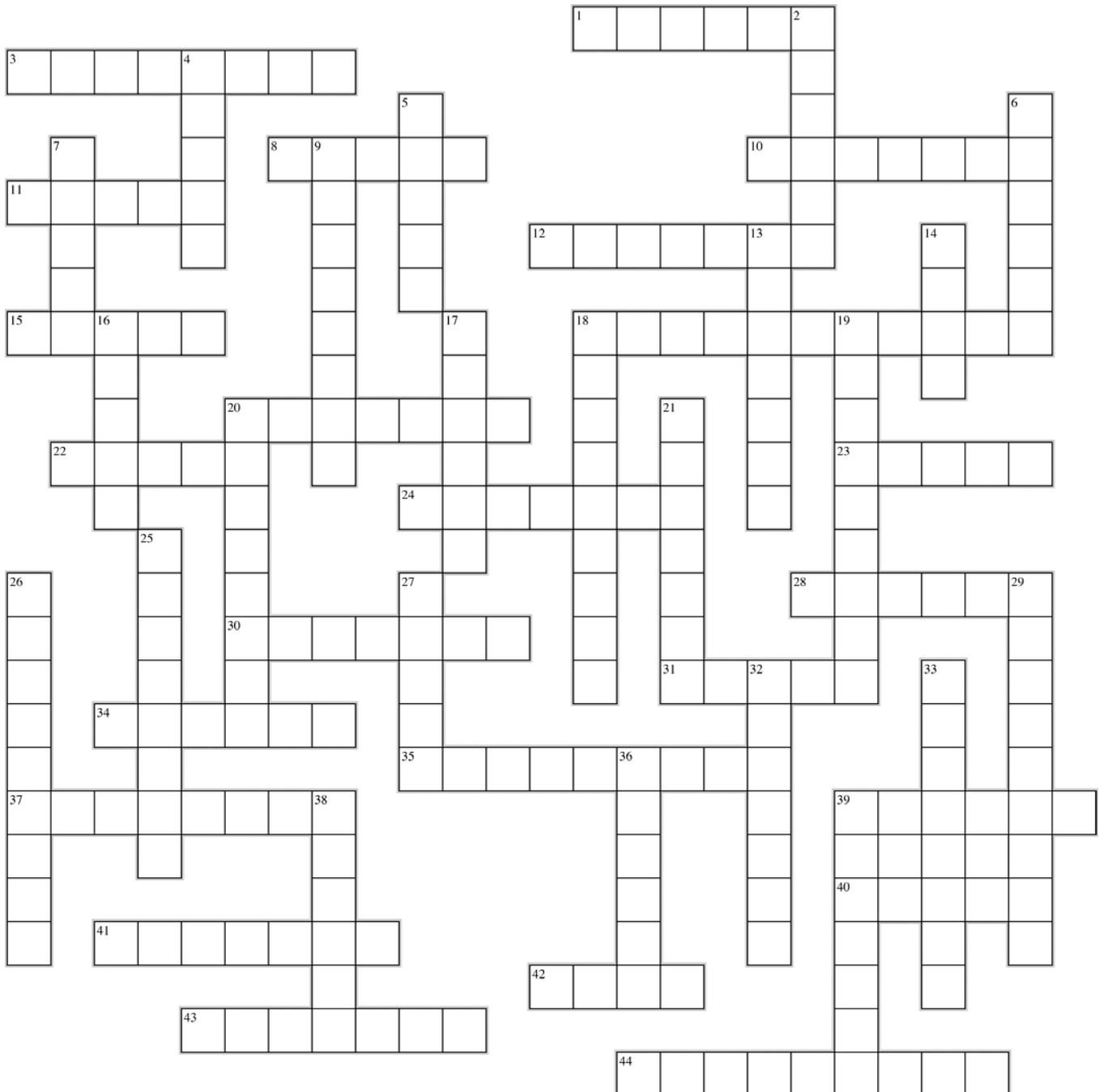
Crossword Puzzle

By: Ian Wilson, PLS

Ian Wilson, PLS is the Director of Survey for Cardno WRG, Inc. in Roseville, CA. He started surveying in 1988 in Southern California and is now enjoying life in Northern California. Ian enjoys hearing from fellow members about the crossword puzzle and is always looking for clue ideas and input. He is licensed in California and Nevada and has specialized in boundary, topographic and Land Title surveys. His expert witness practice in boundary and easement issues is growing. Ian has been a member of CLSA since 1988.

CLSA Crossword Puzzle #26

If you have an idea for a puzzle theme or a clue you would like to include in an upcoming puzzle, email to clsa@californiasurveyors.org



Across

1. STAFF TYPE
3. NOT POSITIVE
8. LOW-LYING SATURATED GROUND
10. FRANK'S LAST WORD THIS MONTH
11. ORAL EVIDENCE
12. NOT OBTUSE
15. PROTECTIVE SHORE STRUCTURE
18. NEXT TO LAST
20. CONVERSION THREAD TOUCHING A CURVE
22. WIDOWS GAIN
23. SMALL RIVER ISLAND
24. SCALE READING DEVICE
28. HALF D
30. PARTIAL MEASURE
31. UNWANTED SIGNAL
34. AGAINST IN LAW
35. WRITTEN DECLARATION
37. CONTEST IN LAW
39. FAILURE TO DO SOMETHING
40. 39.37 INCHES IN U.S.
41. HUSBAND'S RIGHT
42. BLAZE
43. ON THE SAME LEVEL
44. SLOW GROWTH

CLSA Awards

Photo of the Year Award 2013

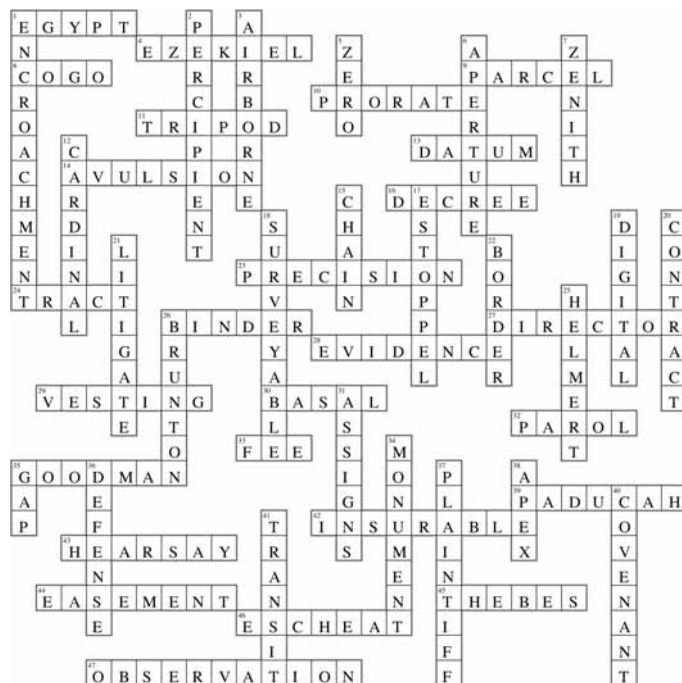


Sunset over the California Aqueduct - Taken by Pat Tami, PLS

Down

2. TREE "SHARPIE"
4. KEEP COUNT THE OLD WAY
5. TYPE OF BUSINESS DEVELOPEMENT THEME FOR THIS ISSUE
6. AN ESTATE FOR LIFE
7. BENEATH THE SURVEYOR
9. GETTING ON AN OLD LINE
13. ABOVE ORDINARY HIGH WATER
14. 1/400 OF A CIRCLE
16. CRESENT LAKE
17. TRANSFER TITLE
18. DEGREE OF REFINEMENT
19. LACK OF WILL
20. UNLAWFUL ENTRY
21. PLANE NORMALLY PLUMB
25. DECATHLON FEATURED IN EDITOR'S COLUMN
26. RELEASE OF INTEREST
27. SEE ABOVE IN CASES
29. CAD EXECUTIVE DIRECTOR
32. NARROW STRIP OF LAND IN THE WATER
33. CYLINDRICAL PROJECTION
36. LINE WHERE NORTH REALLY IS NORTH
38. CONSULTANT DESCRIBED IN MOORE'S ARTICLE
39. CONE PROJECTION

Key to CLSA puzzle #25 (Surveyor Issue # 172)





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Top Captions for issue #172 Cartoon

"He thinks out of the wrong end too."
W. Tom Foster, PLS

"We should get CLSA to refer us to a Professional Land Surveyor."
Jan & Lisa Higginbotham

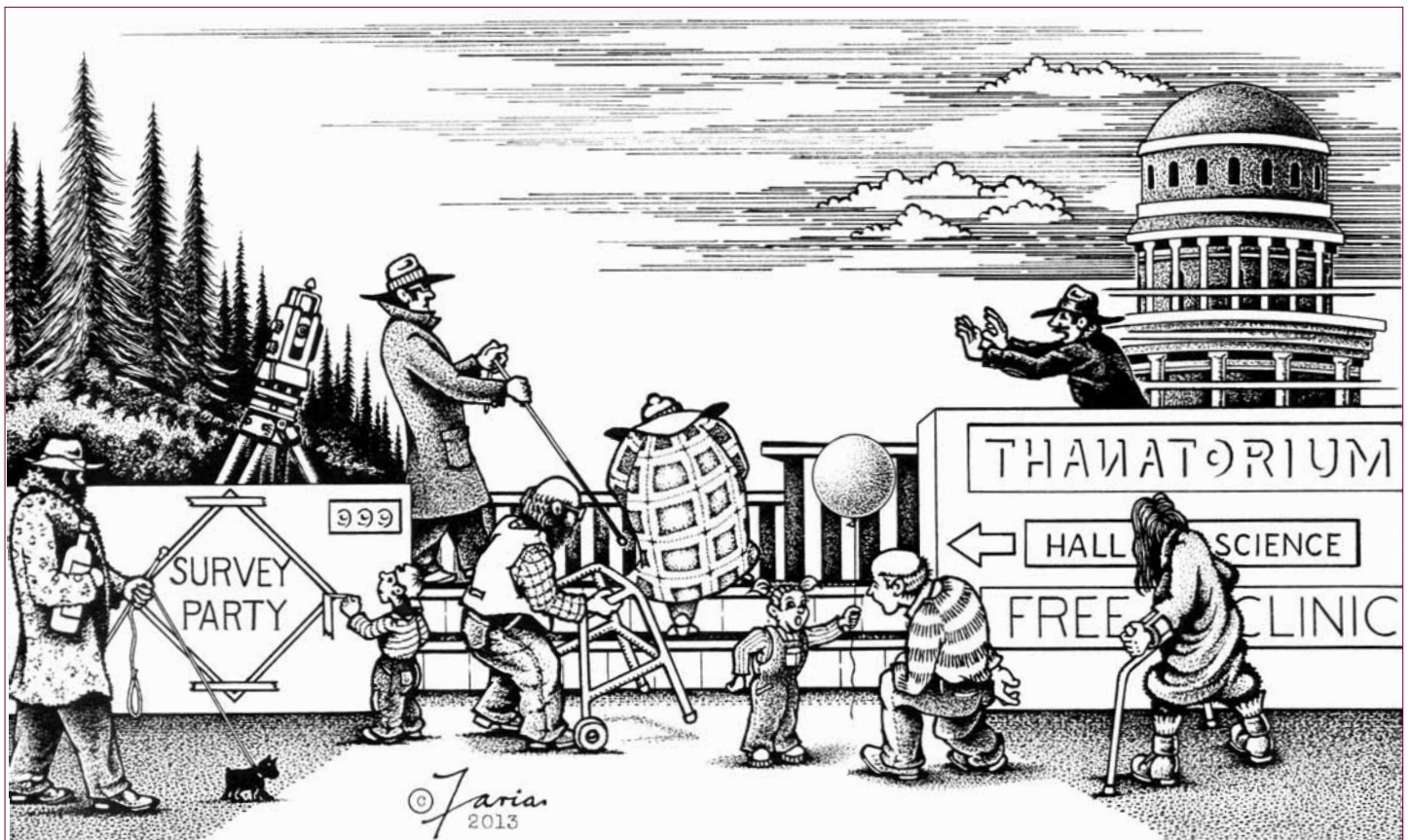
Situation: The blacksmith's wife has been sealed by King Jeffs.
The blacksmith is constipated. The dogs sense there will be blood in the near future . . . and they are starving.
Blacksmith, Dun Rickles, with suicide in mind, chides King Jeffs, "You idjut! It's a sensitive instrument! Didn't anyone teach you not to touch the legs? Besides - you're lookin' through the wrong end, you idjut!"
Guard One, "Who died 'n made him king?"
Guard Two whispers, "Shhhhhh. Or your head will be next."
Phil Danskin, PLS

"This new king wants to document the location of every beheading now!
More government red-tape!"
John C. Dodrill, PLS



"The king may be a hands on type of guy, but the queen says that on the level he sees reality with tunnel vision."
BJ Tucker, PE, LS.

"At last he has discovered a way to make his problems appear smaller."
Pat Negroni, PLS



Submit your caption for the above cartoon to clsa@californiasurveyors.org by March 1st. Our favorite captions will be published in the next issue of the California Surveyor.



By: Carl C. de Baca, PLS

Carl is Principal of Alidade Surveying in Elko, Nevada, the current NSPS Area 9 Director, and a past editor of the California Surveyor. He can be reached at: alidade.nv@sbcglobal.net.

National Society of Professional Surveyors NSPS Area 9 Director's Report

Greetings CLSA members! If you have been reading previous reports prepared by yours truly and/or your NSPS Governor, Matt Vernon, then you are already aware that the National Society of Professional Surveyors is undergoing significant change at the present time. In the past year the NSPS has completed its merger with the ACSM and has assumed all responsibilities, programs, debts and relationships from that august organization. This has had the effect of simplifying and streamlining the national surveying presence and was a necessary starting point for everything that comes afterward.

During the spring 2012 meetings in Gaithersburg, Maryland, the NSPS Board of Governors and Board of Directors moved unanimously to create a new classification of affiliation for states and other organizations. This class is generally referred to as the 100% membership category. If a state or other affiliate decides to join at the 100% membership level, the dues for individual members will be \$40 rather than the current dues of \$225 and any such state will receive a seat on the board of directors. All membership benefits of NSPS are then extended to all resident regular members of that state. The obvious goal of this program is enlist the survey societies in all 50 states, plus Puerto Rico, Guam, the Virgin Islands and the District of Columbia in this new membership category thereby developing a true national organization representing all surveyors in the US, or at least all those who belong to a state society. Generally speaking, this requires that the participating states raise the dues for resident regular members by \$40, (non-residents would become NSPS members in their home state; non-regular members would not be required to pay the extra amount and would not be eligible to be NSPS members).

In the ten months since we undertook to create this new type of membership, we have had incredible success. As of mid-February we have had 15 states approve the proposal and sign memorandums of understanding. This has led to over 5,600 new members of NSPS. Another nine states have approved the proposal and are currently negotiating their MOU's. Six more states have seen their boards approve the concept and are waiting for their individual memberships to vote for approval. So in less than a year we

see 30 out of 54 societies are somewhere along the continuum toward being a 100% membership affiliate. The momentum is beyond our expectations, to say the least.

You should all be aware that NSPS represents all American surveyors and the profession of surveying at NCEES, ABET and FIG. It is NSPS that works periodically to develop the new ALTA standards, and it is NSPS that developed and administers the TrigStar and the CST programs. It is of utmost importance to establish and maintain a strong national presence in order to counter threats to our profession, such as the recent controversy regarding GPS instigated by LightSquared. Even before we undertook the steps toward 100% affiliation with the state societies, we were able to play an integral part in defeating the LightSquared proposal. That was quite an achievement, though it must be said that this particular battle is not yet over. To paraphrase the president, we already punch above our weight, with respect to our lobbying efforts. Imagine a day when we can go to Capitol Hill and say we represent some 25-30,000 professional surveyors from every state, territory and district.

Over the past year, the board of directors for NSPS has decided that we need to increase our congressional and agency lobbying efforts and has therefore recently contracted with a DC area lobbying firm, JMP&A to deliver our message to Washington. We feel that this is a significant effort to increase our voice in the nation's capital.

Along with the new lobbyist, the NSPS has entered into a contract with Flatdog Media to be our new media consultant. Flatdog will be working to improve our external communication by establishing our presence via Facebook, LinkedIn, Twitter, etc. They will also be working with us to publish our articles through their national surveying magazine, Professional Surveyor.

These are heady times for the National Society of Professional Surveyors. I encourage you to embrace the concept of CLSA becoming a 100% affiliate and voting for the proposal when the opportunity arises. As always, I encourage you to contact me directly, or Governor Matt Vernon, with any questions, comments or suggestions. ❖

VERIFY INFORMATION YOU NEED TO EXPEDITE SURVEY COMPLETION

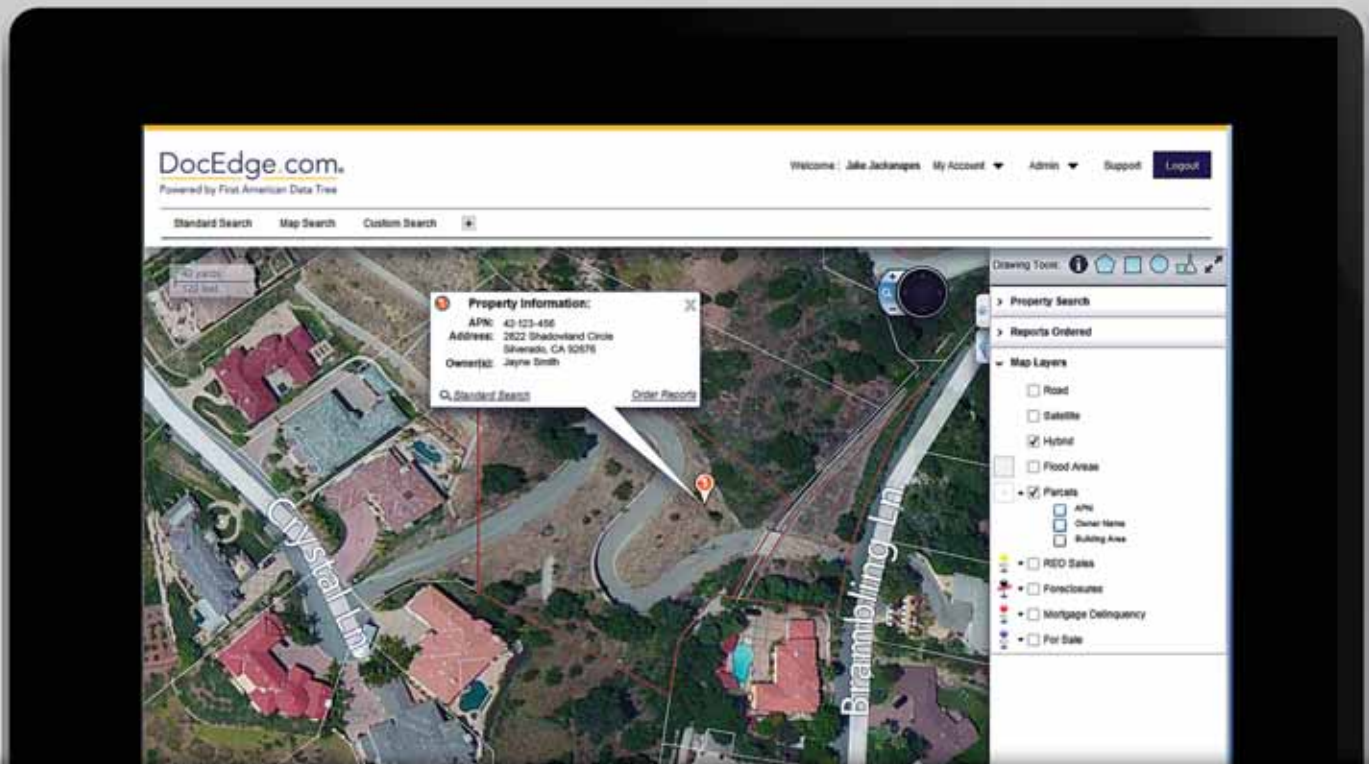
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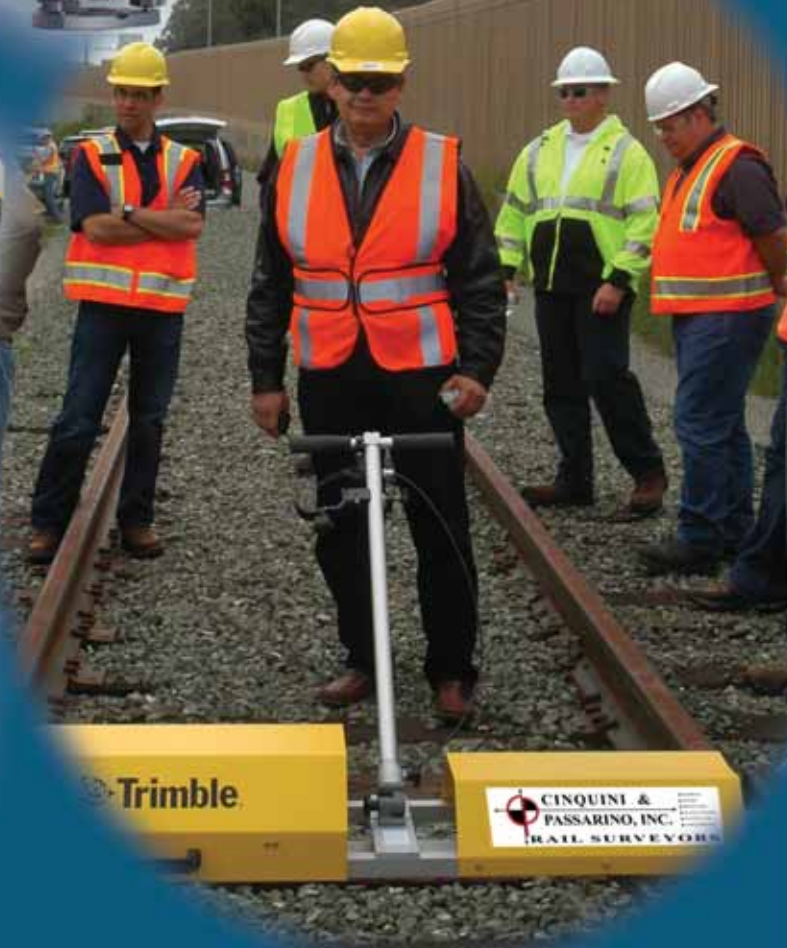
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