The Old Dominion Surveyor

A Publication of The Virginia Association of Surveyors, Inc.

“Every man is a debtor to his profession.”

THIS ISSUE: 2015 VAS Convention Memories
New! Affiliates’ Corner

Vol. 52, No. 1 April 2015
FROM THE DESK OF DAVE GARDY

As we thaw out from this winter’s relentless chill, I would like to express my thanks to the members of the VAS for allowing me to represent you as your President for 2015. Following in the footsteps of those surveyors who established and built the VAS to the organization it is today is truly an honor.

Convention Wrap-Up:
By all accounts the 67th Annual VAS Convention was a complete success, with great educational programs and social events. The Awards Dinner featured a “Thanks for the Memories” theme, which allowed us all to bid a fond farewell to Judy Hite, our VAS Executive Secretary for the last 32 years. By the end of the evening, more than a few tears were shed, as we expressed our thanks to our “Miss Judy” for a career of excellent service to our association.

John M. Palatiello and Associates:
Moving forward, we are making great strides in establishing our new relationship with John M. Palatiello and Associates, who were selected as the new management team for the VAS. At this point, the transition is underway, and new relationships with the JMPA staff are being formed. Executive Director, John Palatiello, is an established leader in association management, through his leadership positions with the National Society of Professional Surveyors, Management Association for Private Photogrammetric Services, the Maryland Society of Surveyors, and others. Please join me in welcoming JMP&A to the VAS.

Amicus Brief: (Document in Support of a Proposed Legal Determination)
The VAS was requested to join with the ACEC of Metropolitan Washington, and ACEC Virginia, in support of an Amicus Brief that was being filed by council in a case before the Virginia Supreme Court. The case focused on the determination of legal liability for the failure of a newly installed rain tank system in Northern Virginia. The VAS Board voted to provide our support in this matter, due to our belief that the Court had misapplied the standard of care required of design professionals. If not reversed, design professionals will run the risk of bearing product liability for any materials they specify in their design. It is the opinion of the VAS, that this case decision would establish precedent whereby the design professional would be legally liable for manufacturers’ specifications and design that is outside of their purview or professional realm.

APELSCIDLA Board Appointment:
In late February, the VAS was notified of a vacancy on the APELSCIDLA Board, created by the unscheduled departure of Patrick Leary. I would like to thank the membership for providing valuable input during the decision making process. Special thanks to the VAS Board and Executive Committee for their participation in the process as well. The VAS formally supported three excellent candidates: Doyle Allen, Vickie McEntire Anglin, and Steve Douty. I am happy to report that Doyle Allen has been appointed by Governor McAuliffe to serve on the APELSCIDLA Board for the remainder of Mr. Leary’s term, and hopefully beyond. Thanks to our very capable candidates, and to all who contributed to the process. I can tell you that as I attended the recent full APELSCIDLA Board meeting, I was proud to note that all three of the Survey members of the Board are members of the VAS – thanks to all!
On September 11, 2001 the World Trade Center in New York was attacked, and later it was determined that that attack was an attack on the citizens of the United States. Will Nash, a Virginia Association of Surveyors member, was in the U. S. Air National Guard at that time.

Soon after the 9/11 attack, Will’s Air National Guard unit was activated and he served stateside duty guarding and protecting Washington D.C. and the eastern seaboard. Later Will and his unit served in Qatar and then in Iraq, where he supported missions in both Iraq and Afghanistan. He served his country, as those who know him would expect, quietly, efficiently, and asking for no recognition.

Will has served the Central Chapter by holding all of the Chapter offices and serving on several Chapter committees. Will also has served on the state level as Regional Director and all of the other offices, to include the office of VAS President in 2012. Since 2012, Will has chaired and been a member of several active VAS committees. Will has also been an active participant in the Southern and Monticello chapters over the years.

Will has always brought a quiet, thoughtful, and polite presence to any task or group he participated in. He has also has been a leader in the town of Farmville and the community he lives in.

At the 2015 Annual Awards Dinner in Glen Allen the Board of Directors and the general membership recognized Will with the highest award that the Virginia Association of Surveyors can present, the VAS Certificate of Recognition.

The Certificate contained the following words:

“For exceptional service and leadership to the Virginia Association of Surveyors, holding offices in the Southern Chapter and as the 64th president of VAS in 2012. Will has consistently distinguished himself with unselfish sacrifice and loyalty to the surveying profession.”

The next time you see Will, congratulate him on the award and take the time to thank him for everything he has done for his country and his profession.

Thank You, Will!

From the VAS Executive Director

It is with deep appreciation that the team at John M. Palatiello & Associates, Inc. has taken the helm of the Virginia Association of Surveyors. On behalf of my entire staff, we want to thank those VAS leaders and members with whom we’ve already interacted for their warm and generous welcome. Additionally, we could not have had a smoother transition, given the extraordinary cooperation and assistance provided by Judy Hite. We still talk to Judy so, even in retirement, she’s still serving VAS.

My philosophy on association management is that the job of the Board, committee chairs, and other leaders of the membership is to steer the boat; it is the job of the staff to row the boat. VAS is fortunate to have a cadre of dedicated volunteers in positions of leadership. We look forward to working with these leaders to serve the membership and the surveying profession in Virginia.

As the JMP&A team gets started, we hope to implement some new ideas, processes and administrative practices to make VAS more effective and efficient. One area the search committee that selected us and the leaders we’ve already begun working with has emphasized as needed attention is technology. All VAS members should start to see improvements to the web site, the introduction of e-commerce (the ability to register and pay for VAS activities on-line with a credit card), enhanced communication, and otherwise be easier to engage with your state professional society.

Digital media is changing the way associations do business. Have you ever seen a beer company, or a political candidate, run a television advertisement just once? No, these ads are aired several times, as studies show the audience does not begin to pay attention and connect to the message until it has been seen 3-5 times. The fact is, you must get your product in front of your customers multiple times in order for them to take the action you want. There is no doubt that theory applies to Virginia surveyors registering for a VAS conference, workshop or other activity, including paying dues. We will be implementing an email strategy to this end.

Additionally, as we make www.vasurveyors.org more of a one-stop resource for the society, our goal will be to “drive” members to the website. Whether we use email, FaceBook, or other tactics, we hope to bring more of VAS to your fingertips.

Speaking of email, our team is now up and running with VAS email addresses and we stand ready to assist the members wherever possible. Our team is as follows:

see VAS Executive Director, page 5
Solutions to Help You Succeed

To succeed in today’s highly-complex surveying world you need products that work together seamlessly, support before and after the sale, and multiple training options to help you stay up to date. You can count on all of that from Duncan-Parnell, and more.

Trimble GNSS Products
Trimble Optical Instruments
Trimble Building Construction Products
Trimble Spatial Imaging Solutions
Trimble Mapping and GIS Products
Nikon Optical Instruments
Spectra Precision Products
Public Utility Solutions
Software for Surveying and Mapping
Surveying Supplies
Instrument Repairs and Maintenance
Rentals – Surveying Equipment, Mapping Equipment, 3D Scanners

**FLEX**Lease Stress-Free Lease Program

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Contact: Grant Stickler
Geomatics Representative
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434-962-3909

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50 Years Ago
From *The Old Dominion Surveyor*, Volume I, January 1965

VAS APPROVES PROFESSIONAL PUBLICATION

At the last meeting of the Board of Directors which was held at Natural Bridge, Virginia, October 17, 1964. It was decided that the Virginia Association of Surveyors would publish a newspaper. This publication, whose masthead would read “The Old Dominion Surveyor” will become the official publication of the Virginia Association of Surveyors and is to be published quarterly for the membership and for the betterment of the surveying profession.

The publishing of this newspaper shall place our Association on an equal pedestal with any other professional surveying group throughout the United States. We have long since had what is considered to be, by many, the most outstanding directory, and now, with your help, that of the members of your Chapter, *The Old Dominion Surveyor* can also become one of the most outstanding publications of its type.

30 Years Ago
From *The Old Dominion Surveyor*, Volume XXII, No. 1, April 1985

FOUR-YEAR DEGREE PROGRAMS FOR SURVEYORS

In the recent past, significant progress has been made in the development of four-year degree programs for surveyors. However, at the September convention in San Antonio, it became clear that many of these programs are now having difficulty attracting students. Some programs will soon be eliminated if enrollments are not increased. Concern over this serious problem was formally expressed by the ACSM Board of Direction, the NSPS Board of Directors, and the NSPS Council of Past Presidents. The ACSM resolution appears below:

*ACSM continues to recommend that the minimum basic educational requirement for entry into the surveying profession and registration be a four-year professional level degree in the field of surveying and mapping science.*

Adopted by the Board of Direction American Congress on Surveying and Mapping September 14, 1984 (This is a revision of the policy originally adopted in March, 1979)

Credit – *The Oregon Surveyor*, January 1985

**VAS Executive Director, continued from page 3**

Margaret Bulas (margaret@vasurveyors.org) handles finance and administration. If you need assistance with your dues or membership status, or any financial transaction, contact Margaret.

Sally Palatiello (sally@vasurveyors.org) is our meeting planner. Sally can help you with any question or requirement regarding VAS meetings and conferences.

John (“JB”) Byrd (jbyrd@vasurveyors.org) is responsible for government affairs. JB is a knowledgeable resource on legislation, political affairs, and government policy.

Beth Hawley (beth@vasurveyors.org) leads our communications. Beth has a background in journalism and association management, so she will lead our communications efforts with members, as well as outside stakeholders and audiences, utilizing digital media, including the website, traditional news media and trade press relations and other vehicles.

I (john@vasurveyors.org) provide overall leadership, strategy, and administration. Let me know whenever I, or any member of the new VAS staff, can help.

We’ve already assisted VAS with the exam prep class, monitoring legislation in the recently completed session of the General Assembly, and communicating to the Governor’s office our candidates for the APELSCIDLA Board and look forward to working with the membership on other issues to enhance the surveying profession in the Commonwealth.

We have a new toll free telephone number, (844) 414-1466 and fax, (844) 878-4973. And if you are ever in Northern Virginia, or in the Reston Town Center, stop by and say hello at our offices at 1856 Old Reston Avenue, Suite 205, Reston, VA 20190. We’re here to serve. Together, we can build a better profession.

— John M. Palatiello, VAS Executive Director
Convention Memories...

VAS Exhibit Hall

VAS Exhibit Hall

Out-of-State Presidents

Awards Dinner

Bruce Frederick - President’s Award

Dave Gardy receiving the Gavel from John Sehl

Convention Photography: Mario Barkley

Page 7: (left photo) Judy Hite and her family
(right photo) Judy Hite surrounded by grateful friends
Curt Sumner Installation of 2015 Officers

Entertainment: Larry Weaver

Judy Hite accepts her Album of Memories from Past Presidents

Presentation of gift to Judy Hite

Presentation of check to Judy Hite

Judy Hite’s speech
Save the Date!!
January 21 - 23, 2016

The 68th Annual Convention of the Virginia Association of Surveyors will be held in Norfolk at the Waterside Marriott.

Be sure to check the next issue of *The Old Dominion Surveyor* for more details on the activities that are being planned for our return to the Tidewater Chapter.
I have had the pleasure of being an affiliate member of the Virginia Association of Surveyors for over 30 years and just this year became the Affiliates’ Chair. My association with the Virginia Association of Surveyors began in 1983 when Michael Klein of the Earl A. Klein Agency developed a specialized insurance program for the surveying business and brought it to the VAS to ask for sponsorship of this program. George Sutton was President of the VAS at that time and the program was well received by not only the Virginia Association of Surveyors but the associations in Maryland, Pennsylvania, and North Carolina as well. Insco Group partnered with the Klein Agency to offer the insurance program to all of Virginia except northern Virginia which was handled by the Klein Agency. For the past decade Justin Klein has led the Klein Agency LLC and has expanded the specialized insurance programs for surveyors and other design professionals. The successful partnership of Insco Group and the Klein Agency continues to provide insurance to the membership of the VAS and we both have had the pleasure of representing many of your firms for many years and through several generations of ownership.

Insco Group celebrates 55 years this year of providing business and personal insurance as well as benefits and financial services to our clients. As such, I also provide guidance to many of you by providing not only business insurance but benefits and financial services. Working with you and your families for many years and providing insurance to cover all needs has resulted in long term business relationships as well as good friendships. Many of you also work with my in-office partners Joy Beaudry and Lindsey O’Brien; they add a great deal of value to the service we provide and they too value our long term relationship with so many of the VAS family.

I am a native Virginian. I was born in the western part of the state in Covington, grew up around Richmond, went to school and worked a few years in eastern North Carolina and then moved to Tidewater in the mid 70s. Like many of you, I have a career I enjoy and I look forward to continuing to provide your insurance.

Insco Group and the Klein Agency provide not only specialized insurance coverages for the surveying business, but we also provide additional value added services for your industry. One of these value added services is reviewing contracts from your clients to verify limits and identify dangerous indemnification provisions. Just recently, I reviewed a contract that requested types of insurance and insurance limits that the insured did not have. Additionally, the contract language indicated that payment could be withheld if insurance terms were not met. Whether the client could legally withhold payment for this situation is debatable but I believe that all of you would prefer to have this discussion BEFORE rather than AFTER you do the work so please, send your contracts to us we may review and assist in your negotiations.

Many of you attended a risk management CE event at the recent VAS Convention in Richmond. This event was presented by my business partner Justin Klein of the Klein Agency LLC and one of our insurance company partners, Barbara Sable of the RLI Design Professionals Service Group. This learning event was a great success as was evidenced by the packed room and I believe every attendee felt that the info provided was very valuable regardless of the size of the business or the type of project.

Below are several of the risk management tips discussed at the January seminar that I believe you will find helpful:

1:: Potential Clients:
   - What is your experience with this client?
   - Have you taken steps to confirm its financial solvency?
   - Is the client involved in excessive litigation?
   - Is the client fair in its approach to contract negotiations?
   - Does the client have reasonable expectations of your scope of services and performance?

2:: Proposals:
   - Who prepares and who reviews proposals prior to distribution?
   - What standard terms and conditions are used?
   - What information is known about the client (background and credit information, standard contracts, procedures)?
   - Consider budgetary issues, timing, scope, etc.

see Affiliates’ Corner, page 10
Affiliates’ Corner, continued from page 9

#3: Contracts:
• What are your firm’s policies for reviewing and signing contracts?
• Is everyone following the same guidelines?
• Who is in charge of negotiation?
• Who has the authority to execute?

#4: Project Checklist:
Have a set protocol regarding project review at each stage of the project. The review should include:
• Evaluation of project completeness
• Technical accuracy
• Conformance with project and code requirements

For larger projects, more complex projects, or where certain issues may be problematic, consider a 3rd party review. Insist on obtaining the client’s comments and written approval at each stage of the design/milestone of the project prior to moving forward with the next phase.

#5: Documentation and Records:
• Ask any cynical lawyer and he/she will tell you that the only events that really transpired during a project are those that are documented in writing.
• A case based on “he said” versus “she said” is not likely a winnable one.
• It is vital that a firm keep impeccable records of their progress during the project: from contract negotiations, design, jobsite services and through construction contract administration services.

Editor’s Message
I am honored to serve you this year as Editor of The Old Dominion Surveyor and much thanks to Michael Starling, Judy Hite, and Karen Cersley for the insightful and professional editions published last year. In this edition, you will find informative messages from President Dave Gardy and Executive Director John Palatiello that cover our new management relationship, education opportunities, and topics regarding the strategic planning of the VAS. You should also know that The Old Dominion Surveyor has been expanded to feature the “Affiliates Corner” where a selected Affiliate will be given the opportunity to provide an article and benefit from advertising at a reduced rate. Affiliates interested in being featured should contact me or Beth Hawley with JMP&A for scheduling. Secondly, I would just like to express my thanks to the organizers of the Convention and to Chip Richardson and the Education Committee for their work in setting up the Seminars; these were relevant and well organized. In closing, I would like to invite Surveyors to provide articles for publication by contacting me at edodd@doddsurvey.com. This magazine serves as a platform for Land Surveyors to share information that will assist with the education of fellow Surveyors and for the general promotion of the Land Surveying profession. Thank you.

—Ed Dodd, Editor
edodd@doddsurvey.com
The plat contest first-place winners at the 2015 VAS Convention were:

**Boundary Survey**
Christopher Consultants, Inc.

**Topographic Survey**
Gay & Neel

**Subdivision Plat**
Gardy & Associates

**ALTA/ACSM Survey**
Thompson & Litton

**Miscellaneous maps**
Gardy & Associates

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**From the Desk, continued from page 2**

**Office Close-out:**

Many thanks to those who braved the elements to help close out the VAS Office on Landmark Road. With pickup trucks, trailers, hand trucks, and muscle, we were able to get Miss Judy’s office closed out. It was a sad moment to see the doors close for the last time, but time marches onward. We all wish Judy the best in her much deserved retirement – but I have the feeling that we will remain close to our beloved “Miss Judy”.

**2015 Committee Assignments:**

Lastly, all VAS committee assignments have been finalized, and work is under way for the VAS to have a successful year. Under the watchful eye of John M. Palatiello and Associates, I feel that the VAS will be moving forward in many aspects of our association. As we begin our work with JMP&A, we can already see some new benefits that will help the VAS grow, and remain a leader in the surveying profession. Please join us as we move forward!
2015 - 2016 Calendar of Events

Bull Run Chapter - The Bull Run Chapter General Membership meetings are June 3 in Leesburg and September 16 in Warrenton. The holiday meeting will combine with the Mt. Vernon. For more information, contact Brent Evans, brentevans@ccl-eng.com.

Mount Vernon Chapter - General membership meetings May 13, August 19, and October 7. Contact Christopher Fillmore at chrisfillmore@ccl-eng.com.

VAS Board of Directors’ Meetings: Spring – April 13, 1-4pm, Bull Run Chapter Hosts, Joint NSPS Conference, Arlington
Summer – June 19-20, Tidewater Chapter Hosts, Norfolk Waterside Marriott
Fall – September 18-19, Rappahannock Chapter Hosts, Location TBD

2016 VAS Convention and Annual Meeting — January 21-23, 2016 Waterside Marriott Hotel, Norfolk, Virginia