

Survey 2023 Conference & Expo

Wednesday - Thursday
November 8 & 9, 2023

Atlantic Sands Hotel & Conference Center Rehoboth Beach, DE

ABOUT THE CONFERENCE

Survey 2023 will be held at the Atlantic Sands Hotel & Conference Center in Rehoboth Beach, DE. The two-day conference will once again be filled with informative sessions, lunches and breaks, and a cocktail reception on Wednesday, all held in and around the Exhibit Hall.

Both two hour classes as well as four hour classes will be held to give people more selection choices. The category listing, "Unlicensed Technician" will be available for anyone in the surveying field, who is not licensed in any state and therefore will not require PDH credits.

The conference opens at 7:30 am on Wednesday with a continental breakfast in the Exhibit Hall. The morning session begins promptly at 8:00 am and ends at noon. Lunch will be served from noon until 1:00 pm. The afternoon session begins at 1:00 pm and will conclude at 5:00 pm. There will be two breaks, one in the morning and one in the afternoon, held in the Exhibit Hall to provide registrants and exhibitors several chances to network. At the conclusion of the day on Wednesday, there will be a cocktail reception held in the Exhibit Hall.

Thursday begins again at 7:30 am with a continental breakfast in the Exhibit Hall. The format for the day is the same as Wednesday with the morning session beginning at 8:00 am and ending at noon, and the afternoon session beginning at 1:00 pm and ending at 5:00 pm. Lunch will be served at noon. The conference concludes with the end of the afternoon classes at 5:00 pm. Continuing Education Units (CEU) will be computed from signatures on sign-in sheets in each of the classrooms and certificates will be formulated from those sheets and mailed to the registrants.

Classes and times are staggered both days. Please pay close attention to the times of each class when filling out your registration form. Please fill out the registration form completely and legibly, with your name listed as you want it shown on the Conference Certificates. It is from this form that those certificates are generated. Make your check payable to "DAS" and mail the completed form and payment to DAS. Credit cards are also accepted by using the authorization form. Some classes will have limited seating and will be filled on a first come, first serve basis. Registration is not complete until full payment is received. With the mail system being slow, please email or fax me your registration form first if you are paying by check, then put everything in the mail. I will make every effort to get you in the classes you want so I'll need your registration form as soon as possible. Forms can also be emailed (desurveyors@gmail.com) or faxed (888-440-7624).

EXHIBITS, EXHIBITS, EXHIBITS

The Exhibit Hall will open at 7:30 am on Wednesday and will remain open all day. It will reopen on Thursday again at 7:30 am and will remain open through the afternoon. The Exhibit Hall will be the focal point of the conference to allow vendors and registrants the opportunity to network. The breaks will be held there on both days, as well as the cocktail reception on Wednesday. Be sure to take advantage of this gathering of exhibitors and their products. Visit with them as they explain and demonstrate the goods and services they provide. Without these vendors, the annual DAS conference would not be possible.

The DAS registration and information table will be located in this area as well. Lunches will be held in the Exhibit Hall.

SILENT AUCTION

DAS will once again hold a silent auction to benefit the Education Fund during the two days. Please bring an item to be included in this auction – everything is accepted and welcomed! Items in the past have included surveying equipment, liquor, food, electronics and more!

REFUND/CANCELLATION POLICY

Cancellations must be received on or before October 30, 2023 in order to receive a refund. A \$75.00 processing fee will be charged for any requested refunds.

HOTEL ACCOMMODATIONS

Overnight accommodations are the responsibility of the registrants and vendors. You can make reservations at The Atlantic Sands by calling 302-227-2511 or 800-422-0600. Reference Booking ID 10820 and the Delaware Association of Surveyors to receive the group rate by October 7, 2023. Cancellation policy is that of the hotel and not DAS, so be sure to ask about it if you think it might be a concern. The Atlantic Sands is located at 101 N. Boardwalk in Rehoboth Beach, DE. Many shops and restaurants are still open at this time on the Avenue and Boardwalk. For more information, contact the hotel directly. There are also a number of other hotels in the area.

CONFERENCE INFORMATION

Email: desurveyors@gmail.com

USPS Mail: 232 Landover Cir., Chapel Hill, NC 27516-8482

Phone/Text: 302-462-5293 *Fax:* 888-440-7624

Wednesday, November 8

Morning Sessions

THE REPORT OF SURVEY

Presented by Don Teter, PLS

8:00 am – Noon

This course will focus on writing reports, creating a simple, readable document. It will emphasize a narrative approach, written as much as possible in plain English. Topics discussed include *When and Why to Prepare a Report, Laying the Groundwork, What Should be Included, Writing the First Draft, Revising the Draft, Proofreading and Double-checking Tips, and Distributing the Report*, including whether or not it should be recorded. A sample report and plat will be used to illustrate some points. **Four (4) Credits will be available upon the completion of the course.**

ARTIFICIAL INTELLIGENCE COMBINED WITH REMOTE SENSING & INCREASING DRAFTING EFFICIENCY FOR SURVEYING & MAPPING

Presented by Ross Kenney

8:00 am – 10:00 am

The development of artificial intelligence is the dawn of a new technological revolution in our world. During this session we shall delve into the advancements of AI, drawing insights from the AirWorks feature extraction algorithm that harnesses aerial data from UAVs, manned aircraft and mobile LiDAR data to revolutionize the CAD drafting process through automation. Let us explore the impact artificial intelligence has on the surveying industry's ability to decipher and comprehend vast amounts of data. **Two (2) Credits will be available upon the completion of the course.**

HOW TO MANAGE YOUR BUSINESS & SALES DURING A RECESSION

Presented by Robert Bailey

10:00 am - Noon

This course will help you to understand a recession and how to prepare to ride out the storm while still making sales. It will cover everything from understanding the economics of a recession and give you tools to continue making sales while protecting your profit margins. **Two (2) Credits will be available upon completion of the course.**

Afternoon Sessions

MONUMENTAL SURVEYORS

Presented by Don Teter, PLS

1:00 pm – 3:00 pm

Focusing on surveying for monumental carvings at Stone Mountain, Mount Rushmore and Crazy Horse, this course will take a look at the surveying methods which have guided the sculpture work. After exploring the techniques Gutzon Borglum used to guide his early work at Stone Mountain, we will look at his masterpiece at Mount Rushmore. At Crazy Horse we will see how surveying is continually providing data and control, with ongoing work being guided and analyzed with modern technology including laser scanners which are also being used to guide maintenance work at Mount Rushmore. **Two (2) Credits will be available at the completion of the course.**

ETHICS IN SURVEYING

Presented by Frederick Schranck, Esq.

1:00 pm – 3:00 pm

This course will focus on the subject of ethics and how it affects professional surveyors as well as the surveying profession in general. **Two (2) Credits will be available at the completion of this session.**

HOW TO BETTER MANAGE THE BIDDING PROCESS TO GET THE PRICE YOU WANT

Presented by Robert Bailey

3:00 pm – 5:00 pm

This course is about operating profitably in a bid environment. You can retain profitability if you have a strategy for competitive bidding. This strategy will involve many of the concepts needed to better manage the process profitably. The most benign interpretation of competitive bids is that buyers want to ensure they receive the most and the best for the least. This appeals to the buyer in all of us and annoys the seller in most of us. Buyers request bids, hoping the threat of competition will cause sellers to shave away as much margin as possible. Competitive bidding makes your job tougher but not impossible. **Two (2) Credits will be available upon the completion of the course.**

JOHN LOVE'S GEODAESIA or The Art of Surveying & Measuring of Land

Presented by Don Teter, PLS

3:00pm – 5:00pm

In 1688, John Love published Geodaesia, the first book written to specifically instruct surveyors working in the American colonies, and it was widely used by surveyors including George Washington. Don Teter becomes John Love, discussing the mathematical and geometric concepts which guided early surveyors and their surveying methods. Mr. Love uses numerous drawings from his book to illustrate the lecture. **Two (2) Credits will be available at the completion of this session**

Thursday, November 9

Morning Sessions

PRECISE SURVEY MEASUREMENTS: Stairway to Heaven or Pathway to Purgatory?

Presented by Don Teter, PLS

8:00 am – Noon

Advances in measurement technology now allow moderately trained personnel to obtain increasingly precise positions. This provides a valuable tool, but is also fraught with peril. When boundary law concepts are ignored and boundary determinations made with undue reliance on precise measurement, the result may be unnecessary conflict and fruitless litigation. Mr. Teter will explore the use and misuse of the wonderful tool of “measurement”. **Four (4) Credits will be available upon the completion of the course.**

ASPECTS OF FLOODPLAIN MANAGEMENT AND BEACH PRESERVATION RELATED TO SURVEYING

Presented by Joseph Faries, DNREC

8:00 am – 10:00 am

This presentation will cover aspects of Floodplain Management and Beach Preservation as they relate to surveying. It will go over what floodplain mapping tools are available, how to prepare a submission for Letters of Map Change, how to prepare Elevation Certificates, what Risk Rating 2.0 is and what surveyors need to know about DNREC Beach Regulations. **Two (2) Credits will be available upon the completion of the course.**

LATENT AMBIGUITIES

Presented by Amy Hopkins, PLS

10:00 am - Noon

This session is to educate the surveyor on a course of action when a latent ambiguity shows itself. They're sneaky little buggers, and just when you think the survey will be a “slam dunk” they rear their ugly heads. We will discuss examples of the deed description(s) or language in the deed not matching what is in the field, and what your next step is once a latent ambiguity reveals itself. **Two (2) Credits will be available upon completion of the course.**

Afternoon Sessions

DO's AND DON'Ts WHEN ADDRESSING TITLE EXCEPTIONS

Presented by Amy Hopkins, PLS

1:00 pm – 3:00 pm

This session will give an understanding of how to address Schedule B-II title exceptions when completing an ALTA/NSPS Land Title Survey. We will discuss how to determine if an easement or agreement affects the subject parcel and if it benefits from or is burdened by it. And, how to keep your client happy, satisfy the lender, attorney and title company, all while protecting yourself by not saying too much or too little about an exception. **Two (2) Credits will be available at the completion of the course.**

MAKING DOLLARS AND SENSE OF ADDING LASER SCANNING TO YOUR SERVICE OFFERINGS

Presented by Adam Westfall

1:00 pm – 3:00 pm

If you have considered getting into laser scanning but aren't sure how it financially fits within your company, we will take a look at: The Business Case, Potential Benefits and Pitfalls, The Basic Accounting involved. **Two (2) Credits will be available at the completion of this session.**

MINIMUM STANDARDS

Presented by Donald Grower, PLS

3:00 pm – 5:00 pm

This course will consist of a refresher of minimum standards for land surveying as well as a QA/QC session. **Two (2) Credits will be available upon the completion of the course.**

BUILDING ON GEODETIC HISTORY FOR A GEOSPATIAL FUTURE

Presented by Charles Geoghegan, NGS

3:00 pm – 5:00 pm

Starting at the beginning with the establishment of the first U.S. scientific agency in 1807, the Survey of the Coast, evolving into the Coast Survey, and then to the US Coast and Geodetic Survey, we arrive where we are today with the National Geodetic Survey (and maybe a peak into the future). Discussion will include the struggles and hardships of early geodetic surveys as well as the major innovations and advances in instrumentation and technology in the last 216 years. **Two (2) Credits will be available at the completion of this session.**

CONFERENCE REGISTRATION

Atlantic Sands Hotel & Conference Center

November 8 & 9, 2023

Please print all information legibly and as you wish it to appear on your badge and where you want your certificate mailed.

Name: _____

Please Check:

Firm(if part of mailing address): _____

_____ DAS Member

Address: _____

_____ Non Member

_____ Unlicensed Technician

Phone: _____ Email: _____

	Before 10/27	After 10/27
_____ Member Registration - 2 day	\$ 380.00	\$ 400.00
_____ Non Member Registration - 2 day	\$ 555.00	\$ 595.00
_____ Unlicensed Technician – 2 day	\$ 215.00	\$ 245.00
_____ Member Registration - 1 day	\$ 280.00	\$ 300.00
_____ Non Member Registration - 1 day	\$ 380.00	\$ 430.00
_____ Unlicensed Technician – 1 day	\$ 140.00	\$ 165.00

TOTAL ENCLOSED: \$ _____

COURSE SELECTIONS

Please pay close attention to **TIMES** and **CREDITS** earned with each class. Classes are staggered throughout both sessions. Detailed course descriptions are on a separate sheet.

WEDNESDAY MORNING SESSION

- _____ Report of Survey 8:00-Noon (4 credits)
- _____ Artificial Intelligence 8:00-10:00 (2 credits)
- _____ How to Manage Your Business 10:00-Noon (2 credits)

WEDNESDAY AFTERNOON SESSION

- _____ Monumental Surveyors 1:00-3:00 (2 credits)
- _____ Ethics in Surveying 1:00-3:00 (2 credits)
- _____ Managing the Bidding Process 3:00-5:00 pm
(2 credits)
- _____ John Love's Geodaesai 3:00-5:00 (2 credits)

THURSDAY MORNING SESSION

- _____ Precise Survey Measurements 8:00-Noon (4 credits)
- _____ Aspects of Floodplain Management 8:00-10:00 (2 credits)
- _____ Latent Ambiguities 10:00-12 Noon (2 credits)

THURSDAY AFTERNOON SESSION

- _____ Do's & Don'ts of Title Exceptions 1:00-3:00 (2 credits)
- _____ Making Dollars & Sense of Laser Scanning 1:00-3:00
(2 credits)
- _____ Minimum Standards Q & A 3:00-5:00 (2 credits)
- _____ Building on Geodetic History 3:00-5:00 (2 credits)

Fill this form out completely. You may pay by check or credit card (use authorization form).

Email: desurveyors@gmail.com

USPS: 232 Landover Circle, Chapel Hill, NC 27516-8482

Fax: 888-440-7624

Authorization for Credit Card Use

PRINT AND COMPLETE THIS AUTHORIZATION AND RETURN.
All information will remain confidential

Name on Card: _____

Billing Address: _____

Email Address: _____

Credit Card Type: _____ Visa _____ Mastercard _____ Discover _____ AmEx

Billing Zip Code: _____

Credit Card Number: _____

Expiration Date: _____

Card Identification Number: _____ (3 digits located on back of VISA, Discover, MasterCard ; 4 digits on front of AMEX)

Amount to Charge: \$ _____ (USD)

I authorize _____ to charge the amount listed above to the credit card provided herein. I agree to pay for this purchase in accordance with the issuing bank cardholder agreement.

Cardholder – Please Sign and Date

Signature: _____

Date: _____

Print Name: _____

Return the completed and signed form to the following:

Email: desurveyors@gmail.com

Fax: 888-440-7624

Mail: DAS, 232 Landover Circle, Chapel Hill, NC 27516-8482