

Professional Pay on an Uptrend



Diversification, a resurgence in the economy and the adoption of new technologies are having a positive impact on the surveying and mapping professions. According to *POB's* annual Salary & Benefits Study, more firms are hiring, business opportunities are growing, and salaries are on the rise.

Conducted by BNP Media's Market Research department, the 2013 study reveals a number of key trends in surveying and mapping and provides insights on how firms and individuals are dealing with changing markets and converging technologies. The following are some highlights from the report. 🌐

Keys to Success

- Stay current with technologies and trends
- Invest in continuing education
- Be flexible and adapt to changes
- Integrate GIS into your services
- Find your niche

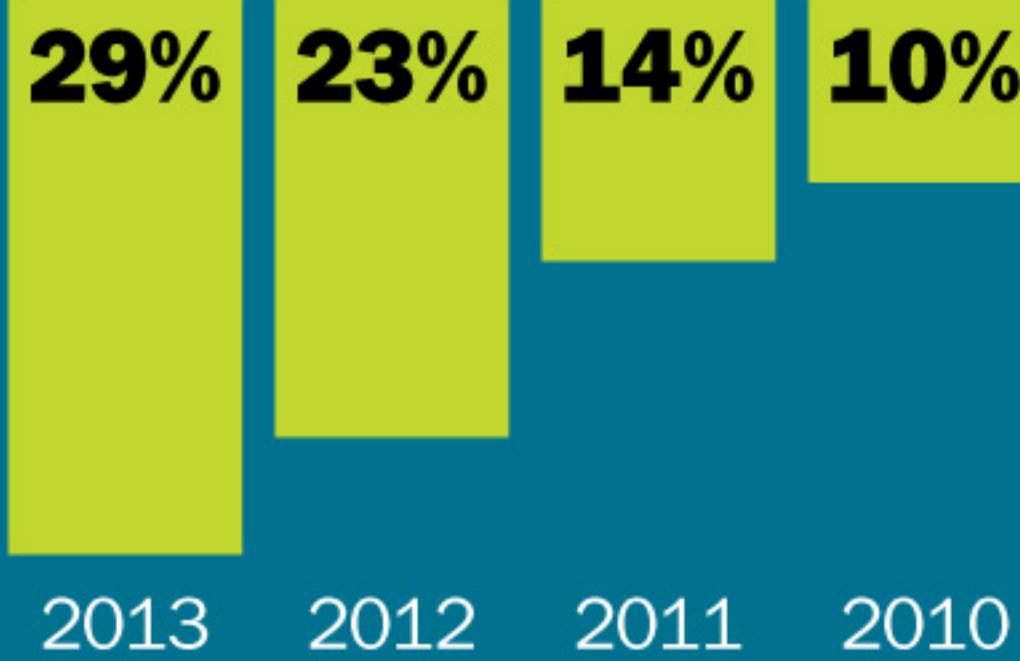
37%

Number of firms characterized as both surveying and civil engineering

36%

of respondents characterized their firms as surveying only

Increase in Full-Time Employees



Annual Gross Salary



79%

Percentage of firms reporting that the number of full-time employees remained the same or was higher in 2012

20% **44%** **59%**

Number of firms with 100-249 people that added staff in 2012

Number of firms with 50-99 people that added staff in 2012

Number of firms with less than 10 people that added staff in 2012

43%

Number of respondents reporting higher salaries in 2012

Key reasons cited

- More work
- Increased responsibility/promotions
- Raise
- Cost-of-living increase/inflation
- Increased company profit/success
- Better economy