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"Geospatial Information for a Smarter Life and Environmental Resilience"
Cadastral Entrepreneurs
Recognizing the Innovators of Sustainable Land Administration

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Key points

- Entrepreneurs play key roles in successful land administration systems
- They support the **scalability** and **sustainability** of systems
- Land administration projects could better capitalize on entrepreneurship
- They offer a **middle-ground** between bottom-up and top-down approaches
- Projects should embed **entrepreneurship ecosystems** at the design phase
Issues with **scaling** and **sustaining**

- Move from 30% global land rights coverage to **70% by 2030**
- **Fit-for-purpose** approaches are increasingly demanded and used
- Numerous **demonstrators** and **pilots**
- Going further encounters **push-back** and **lack of capacity**
- Sustainable **business models** are often missed
Problems with ‘top down’ and ‘bottom up’

- Top-down projects tend to focus on building **government** capacity
- Bottom-up tend to be **local community** oriented, sporadic and piecemeal
- Both risk neglecting the role of the **private sector**, and particularly entrepreneurship
- It is these players that can most efficiently deal with the **scaling** and **sustaining** issues
The nature of **entrepreneurs**

- ‘The owner or manager of a business enterprise who, by **risk** and initiative, attempts to make **profits**’ (Dictionary definition)

- ‘Shift economic resources out of an area of **lower** and into an area of **higher** productivity and greater yield’ (Jean-Baptiste Say)
The nature of entrepreneurs (cont.)

- ‘Entrepreneurs create something new, something different—they change or transmute values’ (Peter Drucker)

- ‘Creative destruction’ (Schumpete)

- Conventionally from private sector – but, now accepted in government and NFP as innovation enablers
Four entrepreneurial elements

- **Opportunity** Space
- **Synthesis** Skillset
- **Risk** Taking
- **Organizing** Ability

Four entrepreneurial elements in land administration

- **Opportunity** Space … *often not provided*
- **Opportunism** Skillset … *not always embedded into education*
- **Risk** Taking … *high risk aversion in many cultures*
- **Organizing** Ability … *not always held by technical professionals*

The entrepreneurial opportunity in land administration

- **Historical precedence** in many OECD countries
- Build from **private sector** acceptance (Cadastre 2014 S5, OGC White Paper)
- Accessibility of **fit-for-purpose** land administration tools
- **Youth demographics** of developing countries
- Changing **nature of work** globally
Example: Mozambique
Example: Cadastral Start-Ups
Criticisms of entrepreneurship

- High **failure** ratio, insurance issues and **continuity of service**
- Cost of **regulation** and **enforcement** of agents of state
- **Rent seeking** by private sector has often been part of the land administration problem
- Government no longer leads… **public good**?
Better **enabling** entrepreneurship in land administration

- Better acknowledge and create the space for **cadastrepreneurship**

- Explore the ‘**middle way**’ over top-down and bottom-up approaches

- Embed **cadastrepreneurship ‘ecosystem’** into land administration projects
  - Government program, advice services, lobby groups, incubators, education and training, financing
Smart Surveyors for Land and Water Management