

Consultancy: Request for Proposals

Urban Land Ownership Mapping

DECEMBER 2022

The Institute for Human Rights and Business (IHRB) seeks an individual consultant or organisation to devise a methodology(s) for mapping land ownership patterns in urban areas, through a process of creating ownership maps for four cities in different regions.

This consultancy is connected with the research, narrative and visioning project: [Building for Today and For the Future](#)

PROJECT OVERVIEW

Transparency and accountability of major land and property owners¹ in urban areas can support civil society in their advocacy to improve social and environmental outcomes: for example on issues such as reducing the carbon footprint of buildings; ensuring the right to adequate housing; and strengthening transparency in related planning and regulatory processes.

Ownership patterns encompass publicly-owned and privately-owned land and properties, with the private owners encompassing local and international owners, among them individuals, multi-property landlords, developers, real estate investment trusts and other investors, educational and cultural institutions, corporate owners (such as technology and warehousing companies, which have growing footprints in urban areas), and more. At the same time, in many urban areas, large swathes of the territory have insecure or undefined tenure. Mapping of land use designations is relatively common: less common is readily accessible information on patterns of ownership of land and buildings, with a focus on the largest owners.

IHRB recognises that access to relevant data varies significantly from region to region: through the consultancy we are interested to further develop approaches in contexts where data on ownership and financial flows is accessible, and contexts where it is more limited.

For illustrative examples of approaches to ownership-mapping in cities see: [“Who Owns Cairo”](#) and [“New York’s 10 biggest property owners”](#).

¹ The consultant can define if a focus on the underlying land or on building ownership makes the most sense for each city selected for research

CONTEXT

This piece of work will contribute towards the project “[Building for Today and For the Future](#)” which seeks to develop a collaborative and field-defining agenda for a just transition in the built environment, through deep-dive action research, visioning sessions, policy advocacy and related communications. This work will also open up broader conversations on beneficial ownership as it relates to urban areas, and identify gaps and opportunities for future research.

We invite proposals in response to the following brief. While addressing the core elements in the brief, submitting consultants/organisations are welcome to further develop or slightly amend the elements on the basis of their own understanding of existing work underway to map beneficial ownership in the built environment, and their own skill-sets.

Fee level and time-period: Please include a proposed budget for this work, as a part-time consultancy over a nine-month period from March – November 2023.

DELIVERABLES

- 1. Project plan:** Building on the requirements of this RfP, develop a detailed approach and plan for the work, clearly defining what will be in and out of scope given the timeframe available. Allow for two progress reviews through the duration, recognising that lessons will be learned, and adjustments made while the project is underway.
- 2. Prepare a summary (approximately five pages) of existing strategies** and approaches to land and property ownership mapping in cities, including the range of sources of information used; obstacles to transparency and strategies to address this; and mechanisms for involving and for communicating findings with civil society and residents.
- 3. Conduct ownership mapping for four urban areas** and prepare the findings in an easy-to-use format, including a break-down of the 20 largest landowners. These should be from among the eight focus cities of the Building for Today and the Future research and narrative building project, which include Prague, Lisbon, Lagos and Melbourne (confirmed) and Copenhagen, Thessaloniki or Athens, Valparaiso and Jakarta (likely). To the extent feasible, also include an analysis of how these ownership patterns have changed in the last decade, to identify any key trends.
- 4. Gather peripheral but strategic insights along the way:** the focus of this research is on ownership. However, recognising the complexity of flows of finance into and through urban areas, insights into key related investment trends (e.g. in the area of climate finance) should be collected through the course of the research.

5. **Develop a guiding methodology** to assist the mapping of urban ownership patterns that can be used / adapted in different contexts, drawing on the lessons learned through deliverables 1-4. Share this guiding methodology with four additional experts for their review and suggestions, to inform the final delivered version.

REQUIREMENTS, EXPERIENCE, AND QUALIFICATIONS

ESSENTIAL:

- Prior experience in beneficial ownership mapping or similar follow-the-money strategies
- GIS skills
- Strong data analysis skills and track record working with complex datasets
- Creative and strategic approach to research design
- Commitment to greater accountability and transparency of financial actors
- Ability to communicate findings to a non-expert audience

DESIRABLE:

- Prior research relating to built environment finance (e.g. real estate, private equity, public finance flows for urban development)

Location requirements: Anywhere in the World, with reliable internet connectivity

HOW TO APPLY

Interested parties are invited to submit a proposal with the following (not to exceed five pages in total, excluding Annex):

- Cover letter describing consultant profile, suitability and motivation for this project
- Summary of approach you would take to this consultancy
- If more than one individual will be working on the project, description of roles
- Examples of similar work
- Proposed budget (including VAT if applicable): The proposal should include a budget within the range of 25,000 - 40,000 euro, indicating how much is allocated to labour (including time commitment / range); and non-labour costs (including access if necessary to relevant data sources e.g. land registries). IHRB has not yet gathered the underlying data for the cities. We recognize that exact costs may not be feasible at the proposal stage, so cost ranges with explanation/rationale can be used where necessary.
- Annex with CV, and names and contact details for two references (only to be contacted on request)

Please send proposals to: Denise Derbyshire at recruitment@ihrb.org with “Consultancy: Land ownership mapping” in the subject by the end of the day on **Wednesday 25 January 2023**. Please also state where you saw the vacancy advertised. A work offer will be subject to two satisfactory references for the successful candidate.

IHRB will review and benchmark proposed fees against its established ranges for non-profit research consultancies with various levels of experience.

Shortlisted candidates will be invited to a 45-minute interview by **February 3**. Interviews will take place via Zoom the week commencing **6th or 13th February** – please indicate any dates that you will not be available during that time. The consultancy will ideally have a start date in March 2023.

Joint applications that harness a range of relevant experience and skillsets will be considered, provided there is clear alignment with the above requirements and deliverables and the total fee is still competitive.

Submissions will be held on file for 6 months after the end of the recruitment process.

ABOUT IHRB

Founded in 2009, the Institute for Human Rights and Business (IHRB) is the leading international think tank on business and human rights. IHRB's mission is to shape policy, advance practice, and strengthen accountability in order to make respect for human rights part of everyday business. IHRB seeks to embed international business and human rights standards within responsible business practice in a wide range of countries and industry sectors, working with government, business and civil society. IHRB's [Built Environment programme](#) was initiated in 2019. Closely related programmes include those on [Just Transitions](#) and [Migrant Workers](#). IHRB is registered in the UK and has founded a charitable foundation in Denmark called [IHRB Nordic](#), and has established a number of now free-standing organisations, in [Myanmar](#), [Colombia](#), and the global [Centre for Sport and Human Rights](#).

Further reading:

- [Dignity by Design: Human Rights and the Built Environment Lifecycle](#)
- [Better Building\(s\): Financing Human Rights-based Decarbonisation in Europe](#)
- [Additional materials from the built environment programme](#)