



## RESEARCH PROJECT ON MEMBERSHIP OF THE EULIS ORGANISATION

During the summer 2016, the European Land Information Service, EULIS, carried out a research study focussing on the future existence of the EULIS organisation and in what form as well as increasing the number of members.

Working Group New Members  
15 September 2016

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## Document history

Date	Version	Description	Author
2016-08-16	1.0	Table of content and structure	Working group
23-08-2016	2.0	First draft	Working group
28-08-2016	3.0	Second draft	Working group
29-08-2016	4.0	Graphics and tuning of the text Chapter 3	Working group
15-09-2016	5.0	Final concept	Working group

## Review history

Date	Version	Remarks	Reviewee
23-08-2016	2.0-4.0	Several observations	Anders Sandin, Bronius Mikuta, Gerard Leenders
2016-09-22	5.0		EULIS Board
	5.1		EULIS Members

# 1 Introduction

## 1.1 A brief history

The EULIS organisation started as a European Commission funded project in 2002 with currently 22 member countries. The main aim of the original EULIS project, which it achieved in 2004, was to deliver an online service on property and land information. Later on its aim was to establish a portal to support the European single market and a transparent real estate market across Europe. As such it has the potential to be a key resource for second home buyers, banks, notaries and various departments of national governments (e.g. judiciary and law enforcement).

As of 2016 six European countries have an online connection to the portal. Several non-member countries have a link at the EULIS website directly to their national portals. There is a lack of interest to connect from more countries primarily due to financial, legal and/or technical obstacles. The six fully connected countries are Austria, Ireland, Lithuania, Netherlands, Spain and Sweden.

Each of the member organisations represent the legally acknowledged public and/or governmental agency for land and property information within their respective country. This guarantees that the data offered in the EULIS portal is authentic, authoritative, accurate and thus reliable. The ultimate goal of the EULIS organisation is to get all European countries, not just EU member states, but all European countries fully connected to a land and property information portal.

There are developments between EULIS board and the EU-Commission's DG Justice. DG-Justice made the decision to rebuild the present EULIS portal into the e-Justice portal. With this decision they also take the responsibility for the maintenance of the EULIS portal. Subsequently the very existence of the EULIS organisation is in discussion. As a result the question arose for the EULIS Board as to whether it should continue to exist and if so, then in what form, under what funding and based on what structure.

## 1.2 EULIS organisation

Over the years, more members joined the EULIS organisation. As of June 2016, EULIS organisation has in total 22 members, which makes the organisation a strong and inclusive European network organisation in the area of cadastre, land registry and mapping. There are 10 members that pay a membership contribution. It is clear that more paying members are needed to collect contributions more evenly across all member countries.

The EULIS organisation has currently a yearly budget of approximately €150,000 to maintain and deploy the portal and the website and to run its operations (e.g. provide a helpdesk, organise seminars, carry out outreach, assure users engagements).

## 1.3 Setting up a Working Group

This status of the EULIS organisation was discussed during the 2015 Annual General Meeting for EULIS members. It was agreed to set up a Working Group "New Members". The group, led by Anders Sandin of Sweden, consists further of: Bronius Mikūta (Lithuania), Gerard Leenders (Netherlands) and Karen Schweigler from the EULIS Secretariat. Rik Wouters was involved in the various activities on behalf of the Board.

During the summer 2016, commissioned by the EULIS Board, the Working Group “New Members” carried out this research study. The study focuses on the future existence of EULIS organisation as well as how to increase the number of members especially paying members.

The Working Group met several times via Skype and also had a few live meetings to detail and elaborate on the scope, to prepare a questionnaire and to draft a report on the research with a special focus on the conclusions and recommendations..

It became clear that the EULIS members’ thoughts, comments and ideas were needed and the Working Group concluded that the best way to obtain them is through a questionnaire. To that end a draft list of questions was compiled and subsequently presented to the EULIS Board for approval. Annex 1 provides to full list of questions.

#### 1.4 Research scope

Based on the agreements made during the Annual Member Meeting and the developments in more recent times, it was agreed by the Board that the scope of the research would focus on the following areas:

1. Willingness to pay more and connect to the portal of EULIS-members
2. Willingness to become member of EULIS organisation
3. Future role and organisational set-up of the EULIS organisation
4. Future developments and promotion of the portal

Point 1 refers to the current members, point 2 to the non-members and point 3 and 4 are topics concerning both members as well as non-members.

This report contains not only the results of the questionnaire but also has incorporated the knowledge available within EULIS management that has been built up through cooperation with members, user(group)s and in particular with the European Commission.

The working group provides recommendations and advise for the EULIS board, to assist them in making decisions about the future of the EULIS organisation and its portal.

#### 1.5 Approach

Building upon the extensive knowledge that the EULIS management and secretariat has on the European Commission and DG-Justice, and in order to get comprehensive input from the EULIS members and other stakeholders in Europe, a questionnaire was developed.

There were many different aspects to consider for this research and thus in the end, five different questionnaires were created to accommodate five different target audiences. The main aspect was however the membership status of each respondent: members versus non-members of the EULIS organisation. The questions varied for fully connected members to the EULIS portal as opposed to those who experience financial, legal and/or technical bottlenecks for connection. Other variables depended on whether they pay an annual EULIS membership contribution or not, and its amount.

The target audiences were categorised into various types. In Annex 2, a complete listing of the target audience is noted. The following types are identified:

**EULIS Members:**

- Type 1: Fully connected to the EULIS Portal, fully paying (Austria, Ireland, Lithuania, Netherlands, Spain, Sweden).
- Type 2a: Not connected, fully paying (England & Wales, Finland, Scotland).
- Type 2b: Not connected, partial paying (Macedonia).
- Type 3: Not connected, non-paying (Georgia, Kosovo, Moldova, Norway, Czech Rep, Estonia, Hungary, Iceland, Malta, Poland, Romania, Slovenia).

**NON EULIS member:**

- Type 4: Via EULIS website connected to the EULIS Portal, non-paying, (Latvia, Slovak Republic ).
- Type 5: Rest of Europe, non-paying (29 countries).

The online tool Survey Monkey was used to create the questionnaires. It generates a link that is easily and quickly accessible. It produces results and analysis in a user friendly way.

The Working Group launched the questionnaire at the end of June 2016 to all EULIS member countries as well as to relevant contact points in non-member countries throughout Europe. In some cases, multiple responses were received from one country. Those results were consolidated into one set of answers for that country. If there were conflicting answers, the answers from the official EULIS contact point were leading. The following countries sent multiple answers: Albania, Bulgaria, Czech Republic, Greece, Norway and Portugal.

## 2 Results of the questionnaire

### 2.1 Introduction

This chapter presents the basic results of the questionnaire. Paragraph 2.2 explains the results per targeted type. Paragraph 2.3 offers graphs on the outcome of each question. Paragraph 2.3.1 focuses on EULIS members, paragraph 2.3.2 on Non Members and 2.3.3 groups both types together. A summary of the conclusions is presented in chapter 3.

### 2.2 Responses to the questionnaires

The questionnaire was sent to contact persons in a total of 53 countries in Europe, counting . Scotland, England & Wales and Northern Ireland as three separate countries. The focus was on national cadastre, land registry and mapping agencies. In Table 1 below, column 1 presents each target audience type and in column 2 the number of questionnaires sent. Column 3 documents the number of responses received and column 4 gives the percentage of responses received. The overall percentage of responses received was very satisfactory and amounts to 72%. The responses received from the EULIS members is at 82%, and also the non-members show a high percentage of responses at 65%.

*Table 1. Overview of target audience type and responses received*

Target Audience	Number of questionnaires sent	Number of countries that responded	Response(%) countries
<b>Members</b>			
Type 1	6	6	100 %
Type 2a	3	2	70 %
Type 2b	1	1	100 %
Type 3	12	9	75 %
<b>TOTAL MEMBERS</b>	<b>22</b>	<b>18</b>	<b>82%</b>
<b>Non-members</b>			
Type 4	2	2	100 %
Type 5	29	18	62 %
<b>TOTAL NON-MEMBERS</b>	<b>31</b>	<b>20</b>	<b>65%</b>
<b>TOTAL</b>	<b>53</b>	<b>38</b>	<b>72 %</b>

NB: Questionnaire Type 5 was sent not only to various cadastre, land registry and mapping agencies throughout Europe but also to some contacts within universities, ministerial departments and financial institutions.

An important aspect of the research is how representative the results are. One of the issues is that it can be difficult to evaluate the person who responded on behalf of their organisation and subsequently on behalf of their country in terms of the sincerity and accuracy of their responses to the questionnaire. The risk was kept at a minimum as the Working Group is

familiar with most of the respondents and could evaluate their answers on sincerity. In addition many questions were multiple choice which limited a respondent to simply indicate yes or no.

Also the experts of the working group did not have the impression that the answers were not reflecting the reality nor that there were incentives to colour the answers. There were quite a number of skipped questions and that can bias the results in a number of cases.

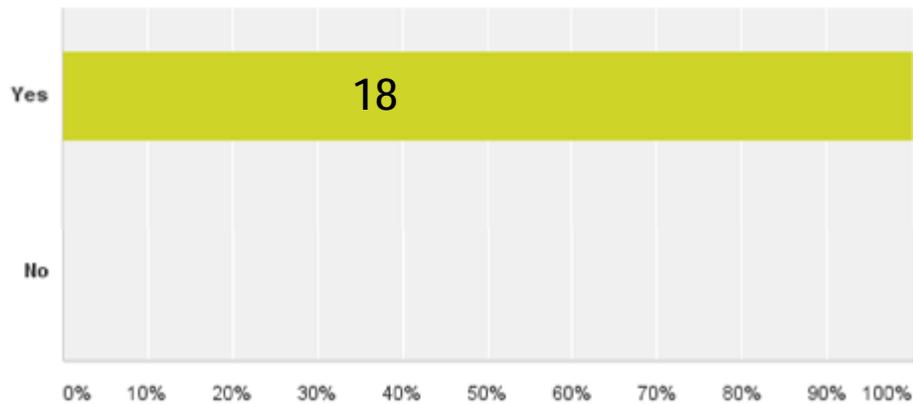
### 2.3 Overview of results of the survey

This section presents the raw data of the survey. The graphs, generated by SurveyMonkey, below are grouped into categories of EULIS Members, Non EULIS Members and mutual questions (to all types). See also Annex 2 that gives an overview of the various questions asked to each type of target group.

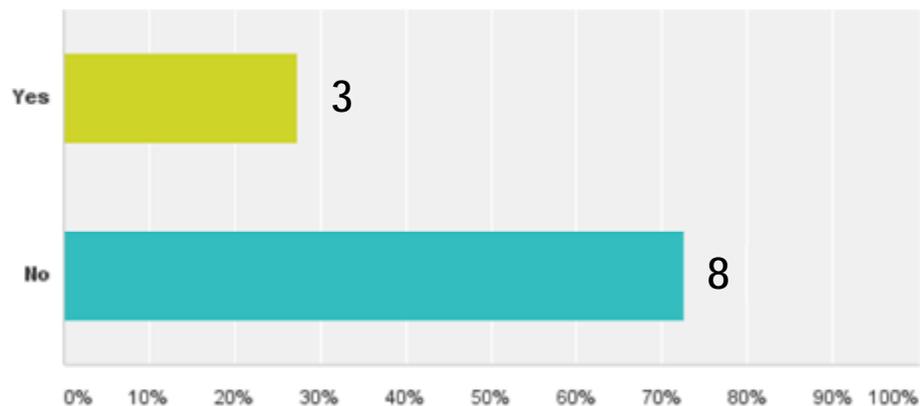
#### 2.3.1 EULIS Members Type 1, 2ab, 3

Below are graphs showing the results to each question sent to EULIS members. A total of 22 EULIS members received the questionnaire, of which 18 sent answers. That is a score of 82%. Some members skipped some questions. One can see after each question, the number of answers received versus skipped.

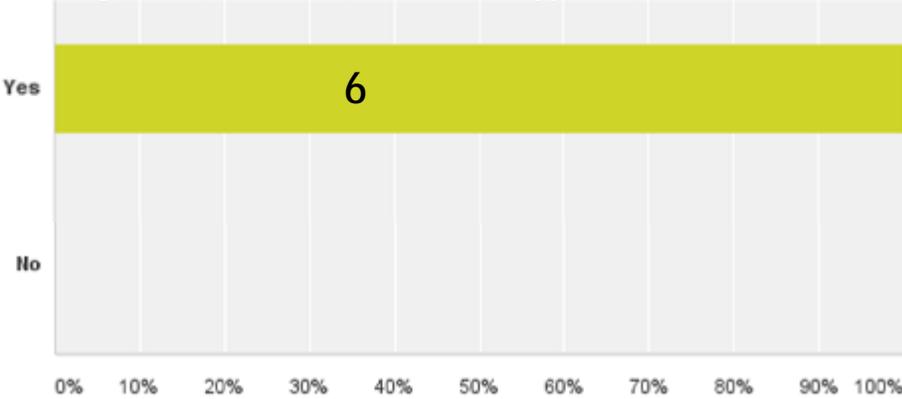
*Graph 1: Are you aware of the fact that EULIS is in discussion with the European Commission, DG Justice, about transferring the EULIS Portal to them? (Answered: 18 Skipped:0)*



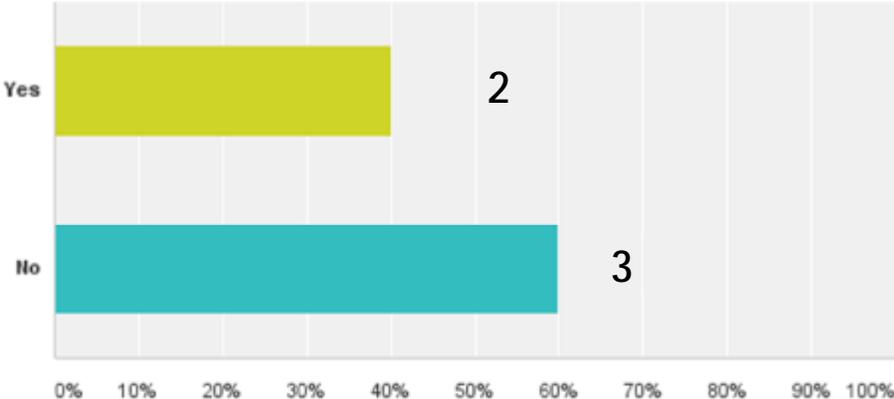
*Graph 2: Are there any legal obstacles in your national law that prohibit you from exchanging cross border property information? (Answered: 11 Skipped: 7)*



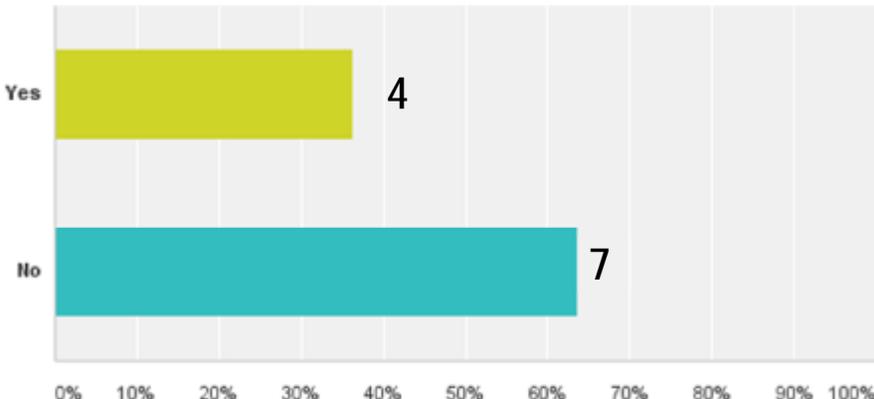
Graph 3: Can they (LEGAL) be solved? (Answered 6 Skipped: 12)



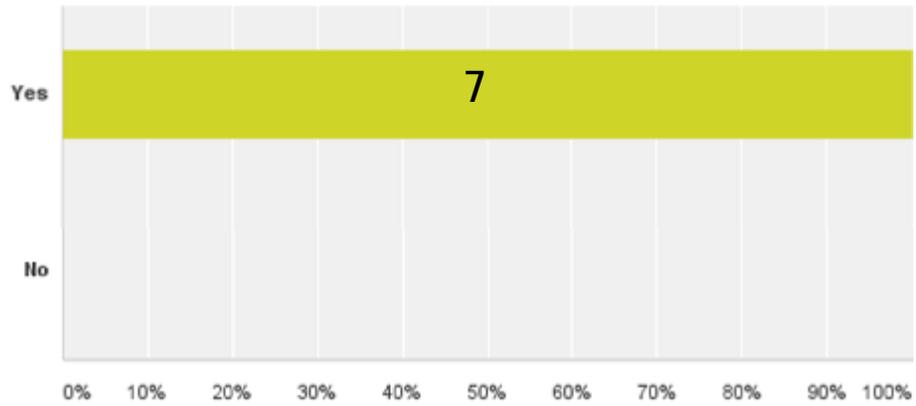
Graph 4: Would you need help from the EULIS organisation to solve LEGAL issues? (Answered: 5 Skipped: 13)



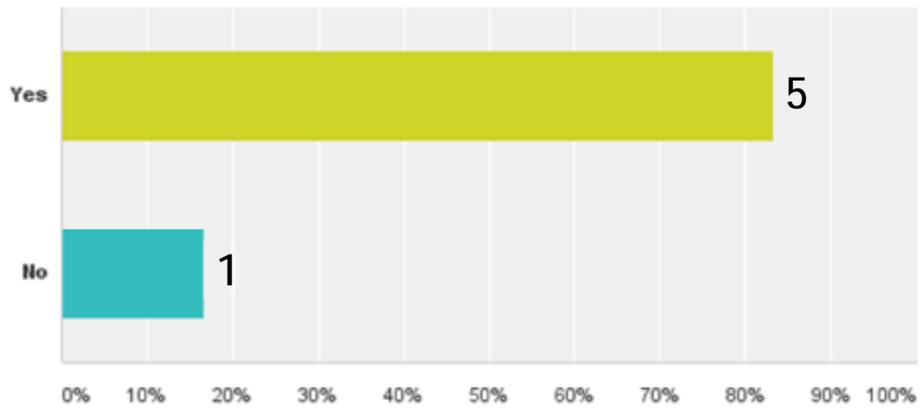
Graph 5: Are there any technical obstacles that prohibit you from connecting to a property and land information portal? (Answered: 11 Skipped: 7)



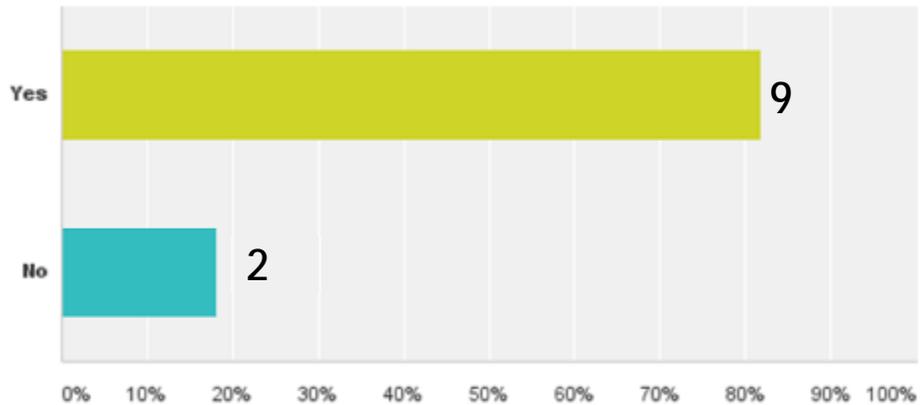
Graph 6: Can they (TECHNICAL) be solved? (Answered: 7 Skipped: 11)



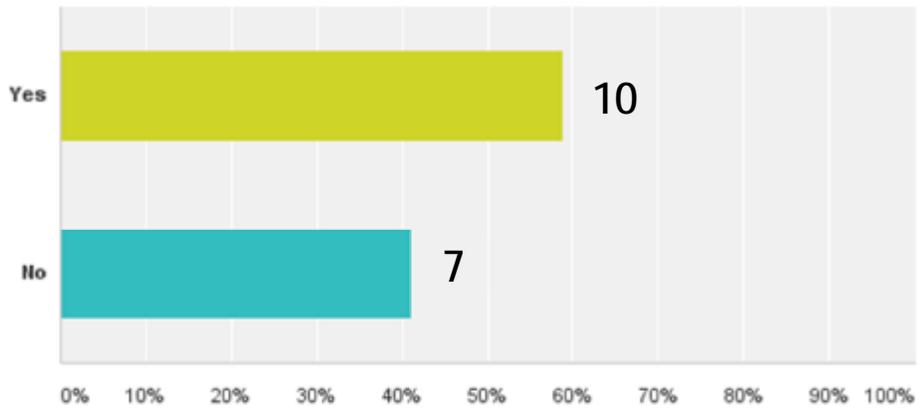
Graph 7: Would you need technical assistance from the EULIS organisation for connection? (Answered: 6 Skipped: 12)



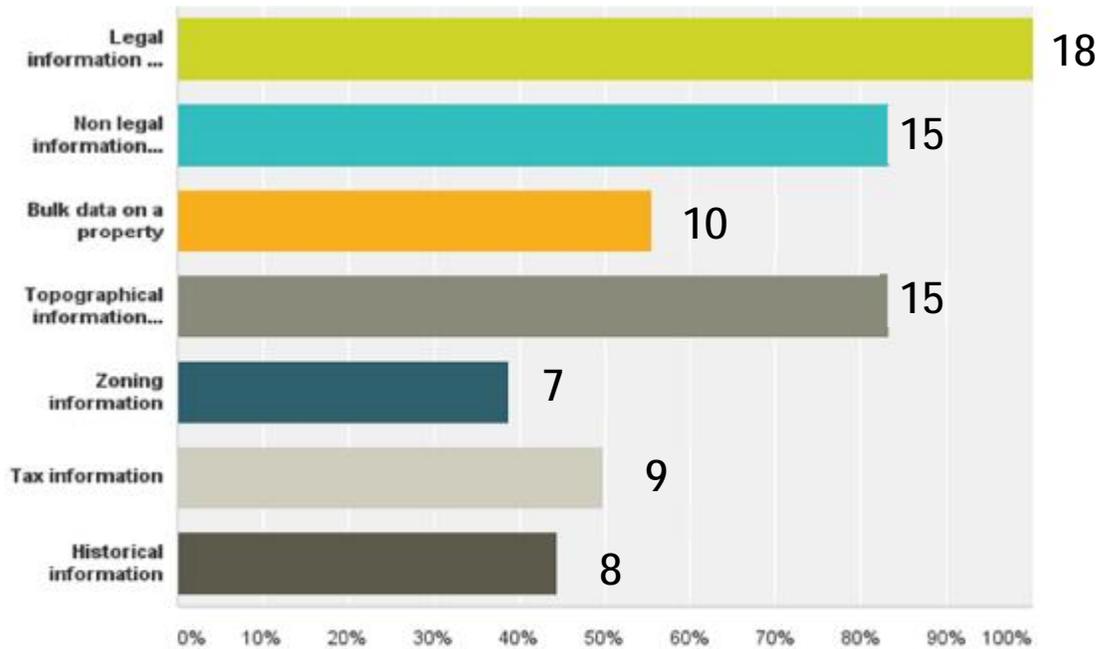
Graph 8: Are there any financial obstacles that prohibit you from connecting to the (EULIS or e-Justice) portal? (Answered: 11 Skipped: 7)



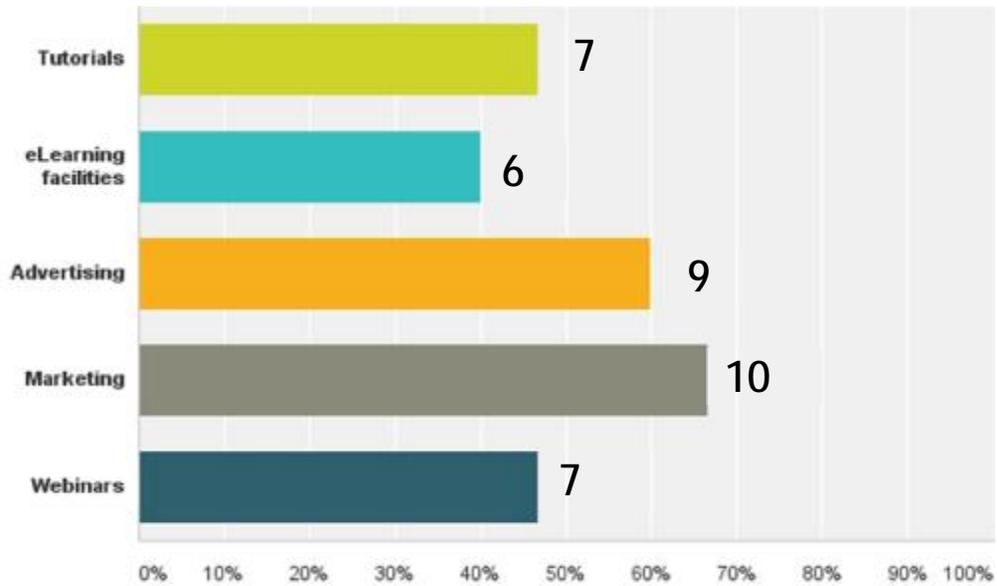
**Graph 9:** *Would yearly maintenance costs be a problem for remaining connected to a property and land information portal in your country? (Answered:17 Skipped:1)*



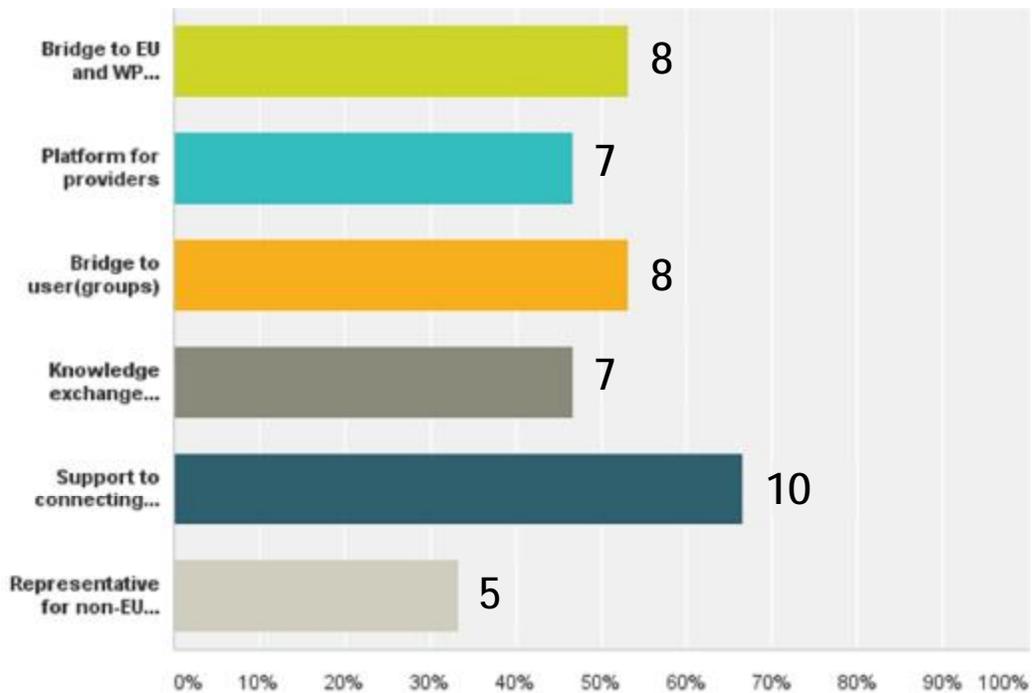
**Graph 10:** *In your opinion, which Information Products would be of interest to potential users of the portal in your country? (Answered: 18 Skipped: 0)*



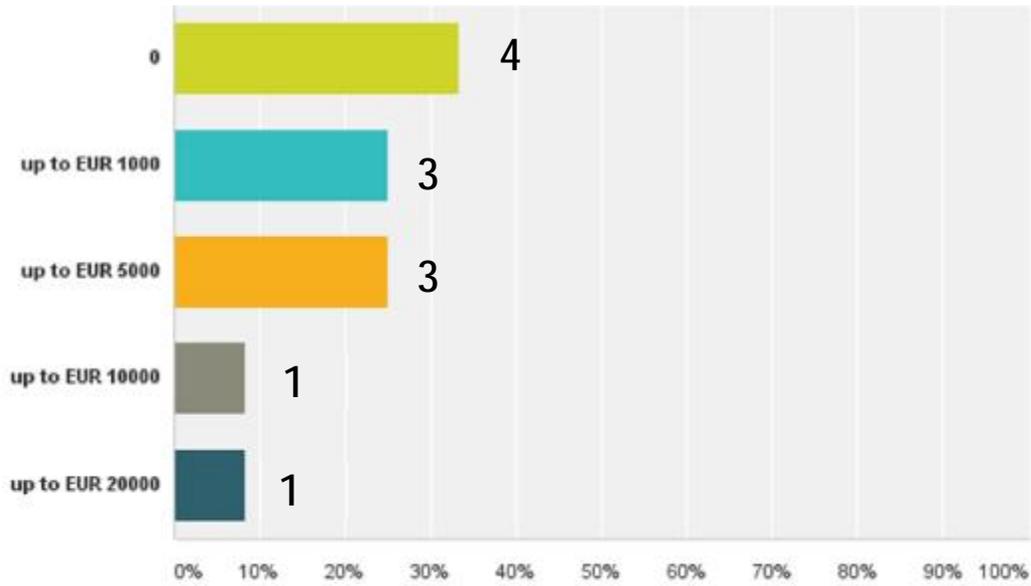
Graph 11: How do you think we can stimulate more usage of the EULIS portal within your country? (Answered: 15 Skipped: 3)



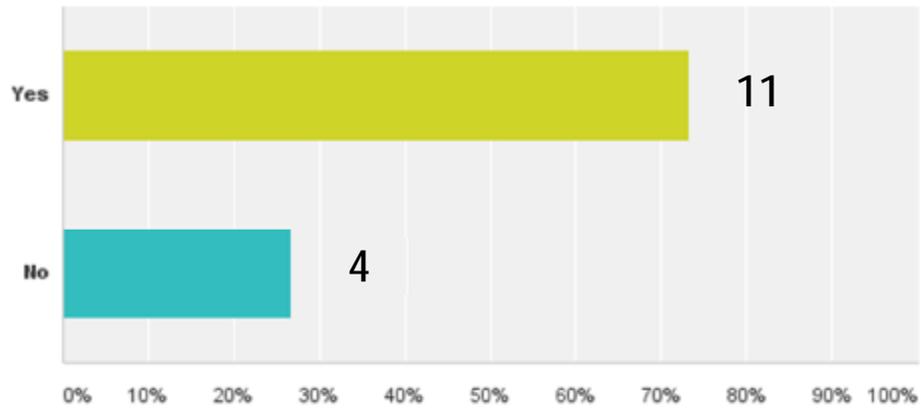
Graph 12: What reason do you see that EULIS organisation will be of relevance after the portal has been transferred to the Commission? (Answered: 15 Skipped: 3)



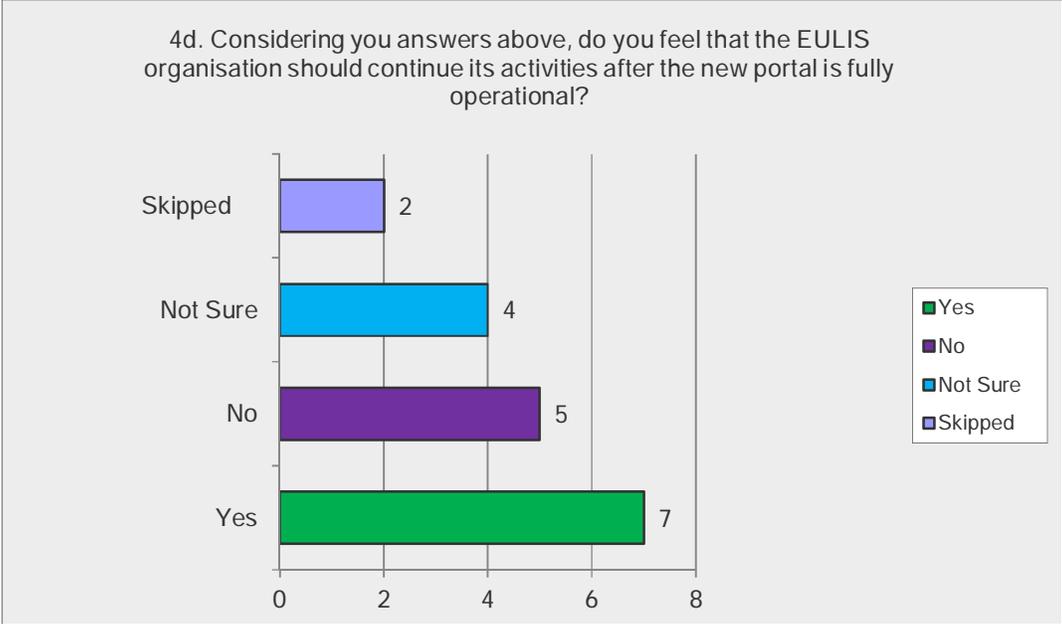
Graph 13: How much yearly contribution are you willing to pay for this kind of organisation? (Answered: 12 Skipped: 6)



Graph 14: Do you agree that in future also users or user associations should be able to become member? (Answered: 15 Skipped: 3)



**Graph 15:** *Considering your answers above, do you feel that the EULIS organisation should continue its activities after the new portal is fully operational?*  
(Answered: 16 Skipped: 2)

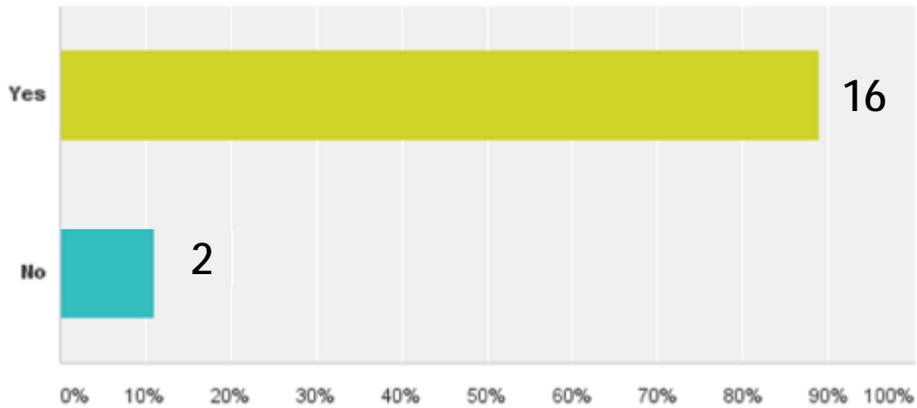


### 2.3.2 NON EULIS Members Type 4, 5

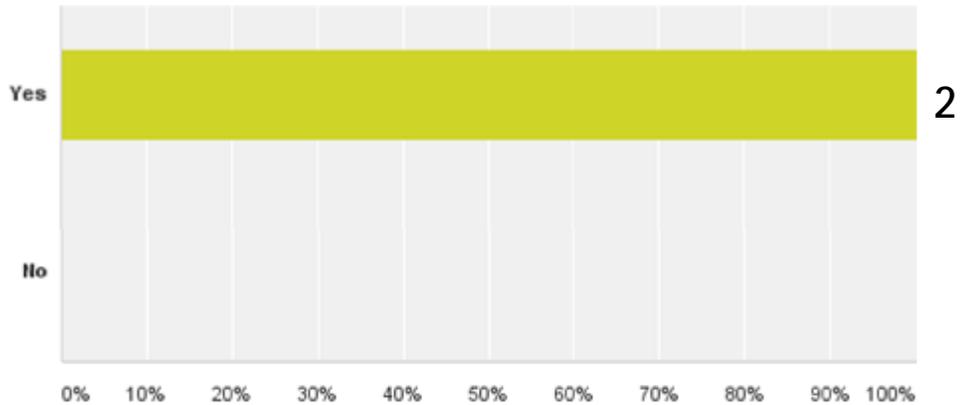
Below is an overview of the results from the questions to all remaining European countries that are not a member of the EULIS organisation.

A total of 31 NON EULIS member countries received the questionnaire, of which 20 responded. That is a percent score of 65%. Some respondents skipped some questions. You can see after each question, the number of answers received versus skipped.

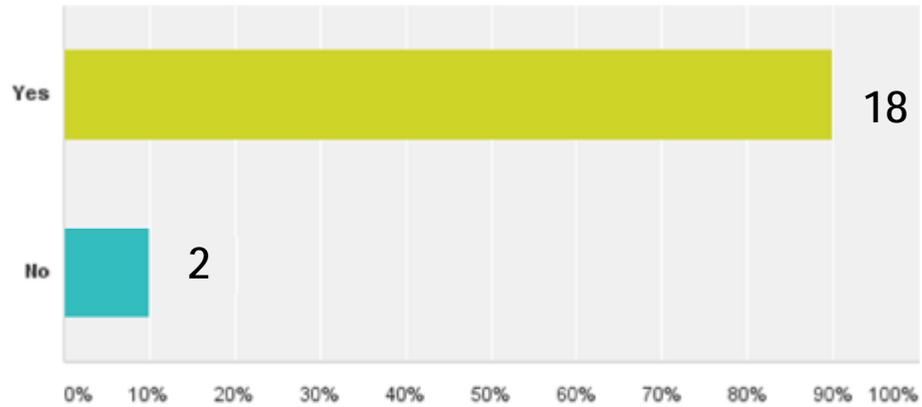
*Graph 16: Are you familiar with the EULIS organisation? (Answered: 18 Skipped: 2)*



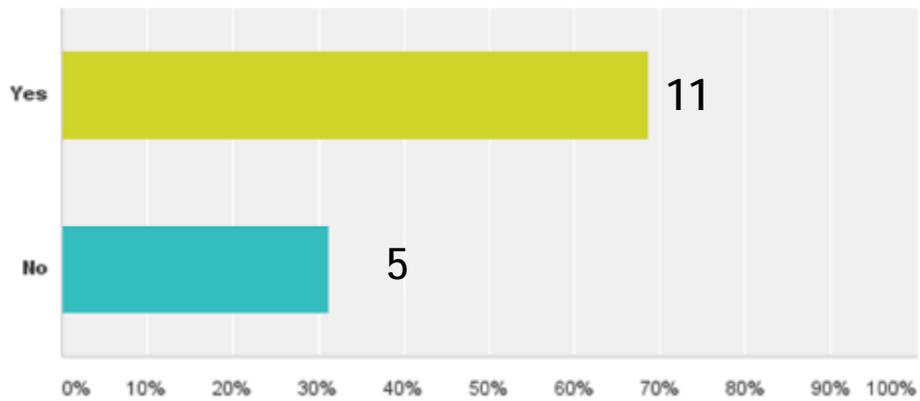
*Graph 17: Would you like to receive more information about the EULIS organisation? (Answered: 2 Skipped: 18)*



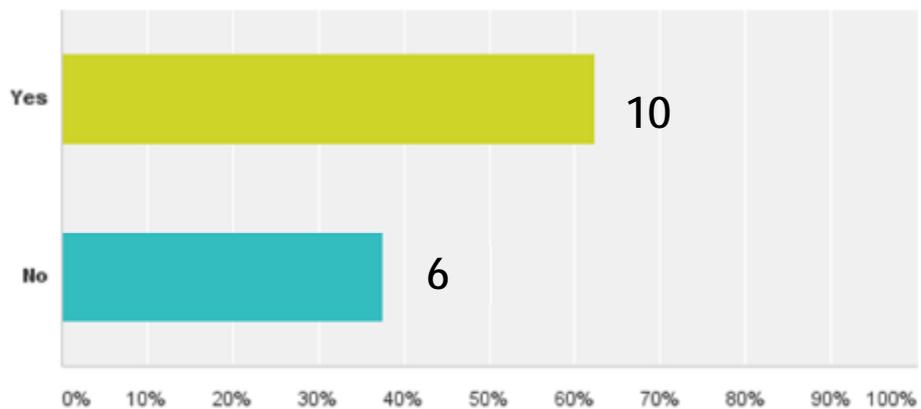
**Graph 18:** *Are you aware of the fact that EULIS is in discussion with the European Commission, DG Justice, about transferring the EULIS Portal to them? (Answered: 20 Skipped: 0)*



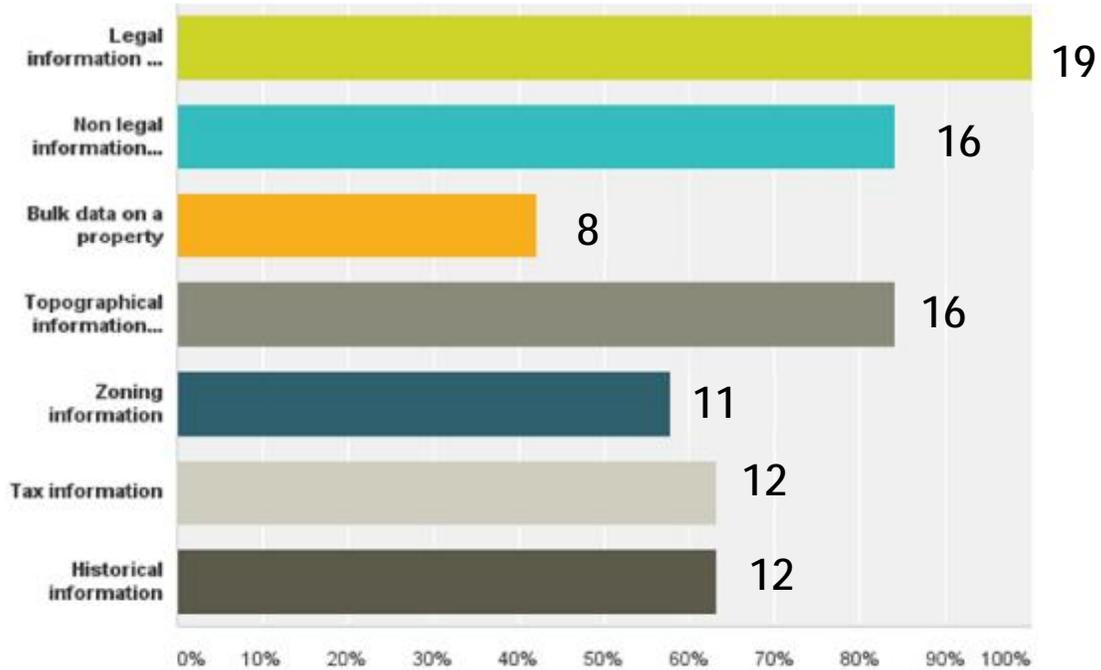
**Graph 19:** *Are there any financial obstacles that prohibit you from connecting to the (EULIS or e-Justice) portal? (Answered: 16 Skipped: 4)*



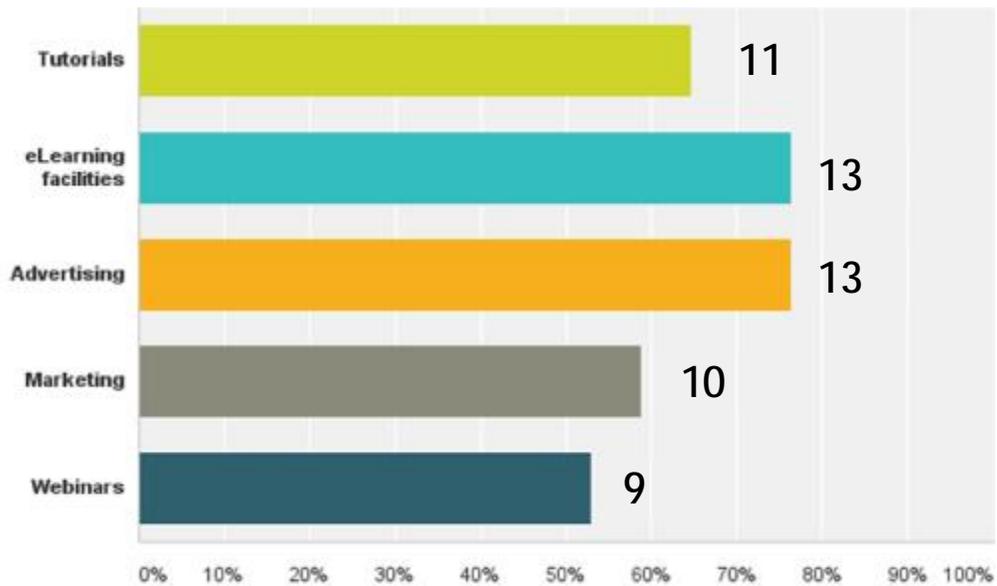
**Graph 20:** *Would yearly maintenance costs be a problem for remaining connected to a property and land information portal in your country? (Answered:16 Skipped:4)*



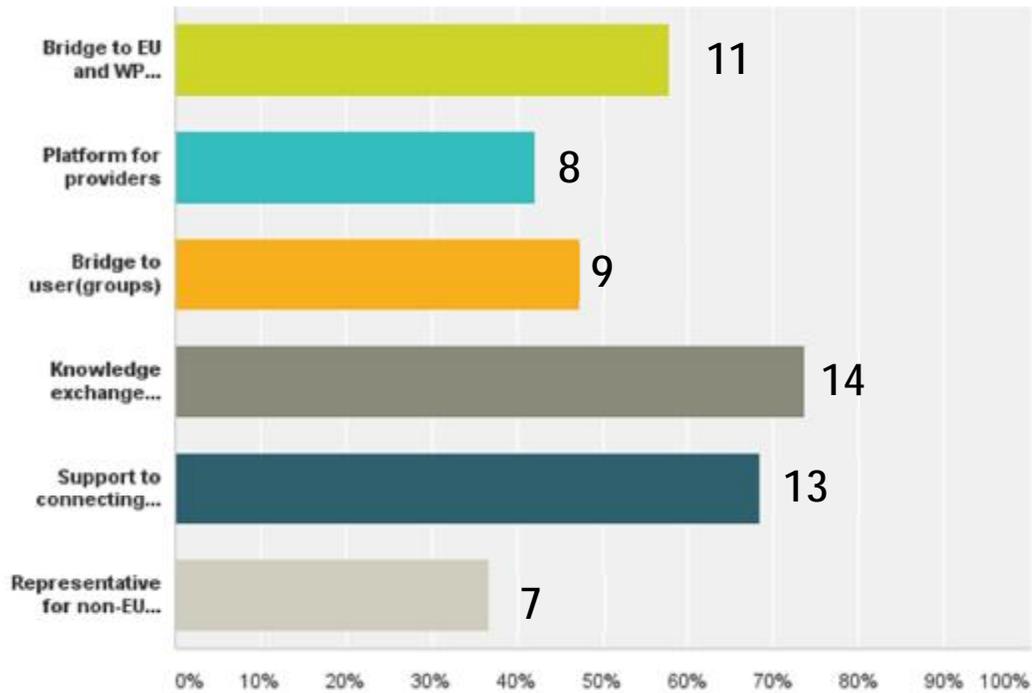
Graph 21: *In your opinion, which Information Products would be of interest to potential users of the portal in your country? (Answered: 19 Skipped: 1)*



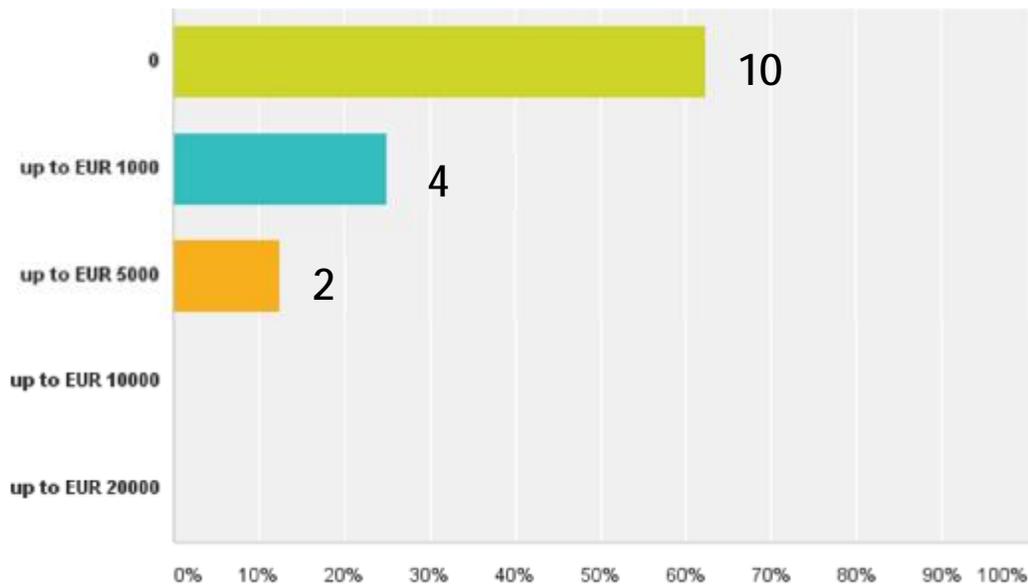
Graph 22: *How do you think we can stimulate more usage of the EULIS portal within your country? (Answered: 17 Skipped: 3)*



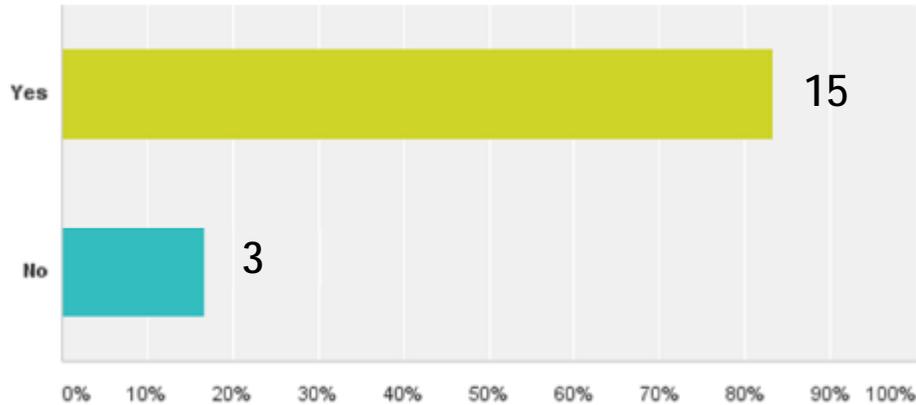
Graph 23: *What reason do you see that EULIS organisation will be of relevance after the portal has been transferred to the Commission? (Answered: 19 Skipped: 1)*



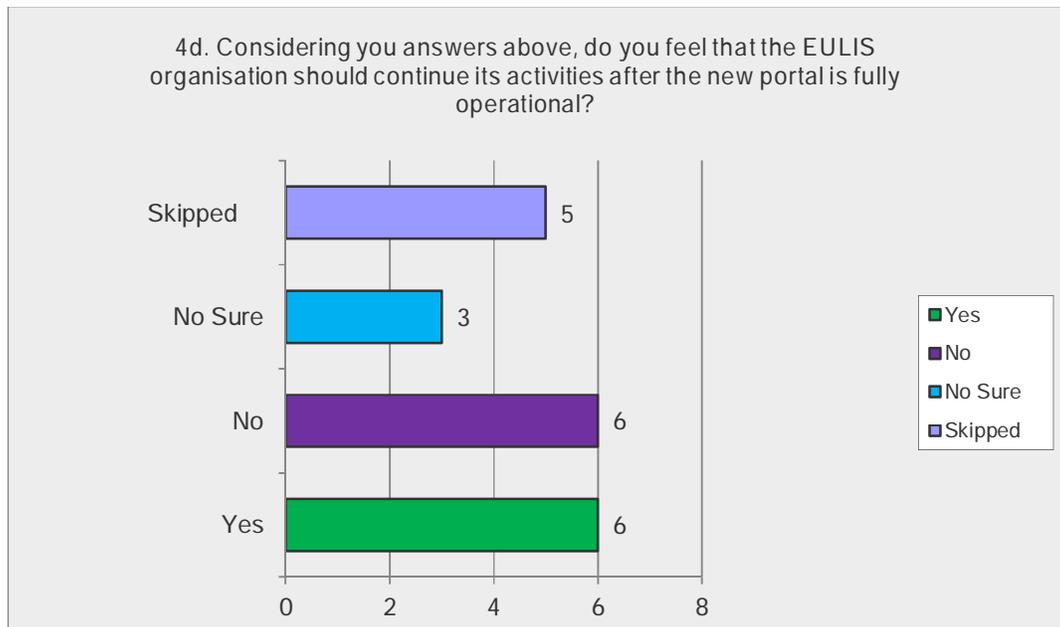
Graph 24: *How much yearly contribution are you willing to pay for this kind of organisation? (Answered: 16 Skipped: 4)*



**Graph 25:** *Do you agree that in future also users or user associations should be able to become member? (Answered: 18 Skipped: 2)*



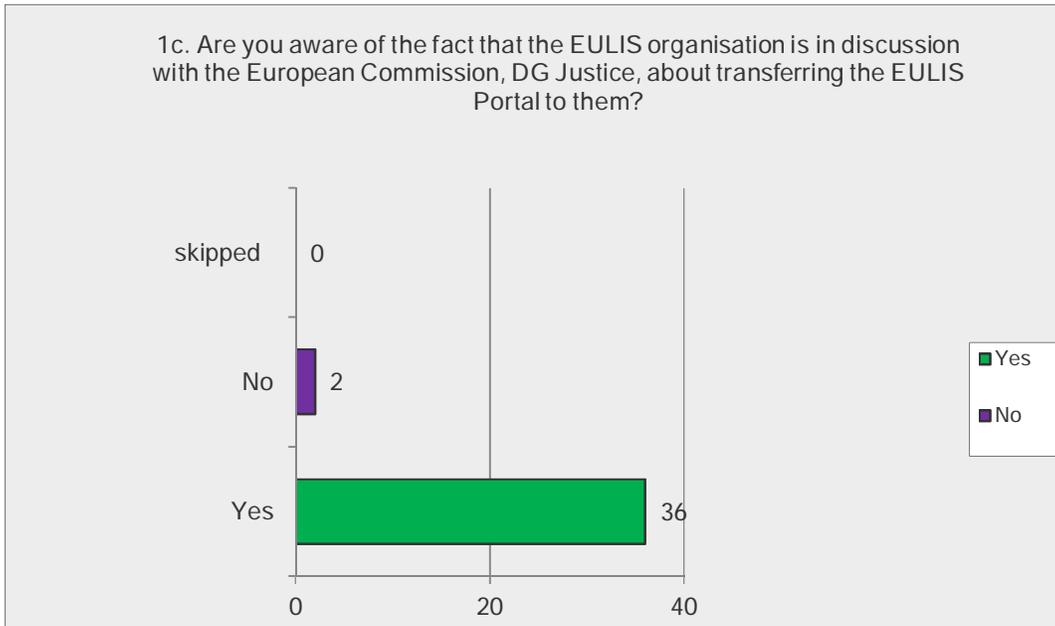
**Graph 26:** *Considering your answers above, do you feel that the EULIS organisation should continue its activities after the new portal is fully operational? (Answered: 15 Skipped: 5)*



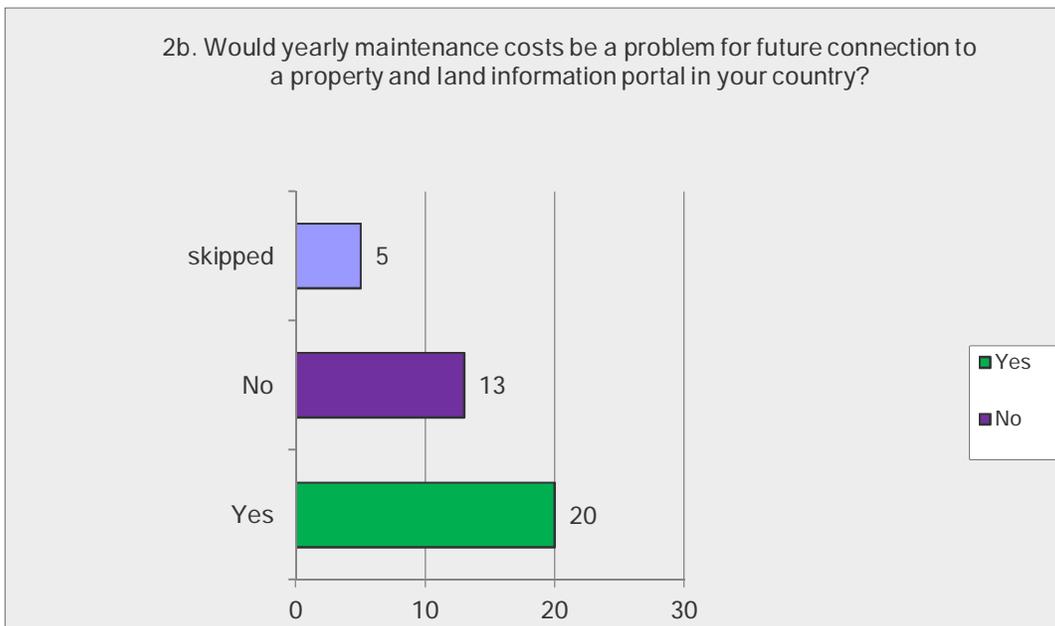
### 2.3.3 Consolidated results of members and non-members

As noted in paragraph 1.4, some questions were sent to both members and non-members of EULIS organisation (thus to 53 countries of which 38 responded). Even though these questions have already been dealt with in the previous 2 sections, they are repeated once again below as total results of all respondents together. Below are the answers to 8 mutual questions sent to both EULIS members and non-members.

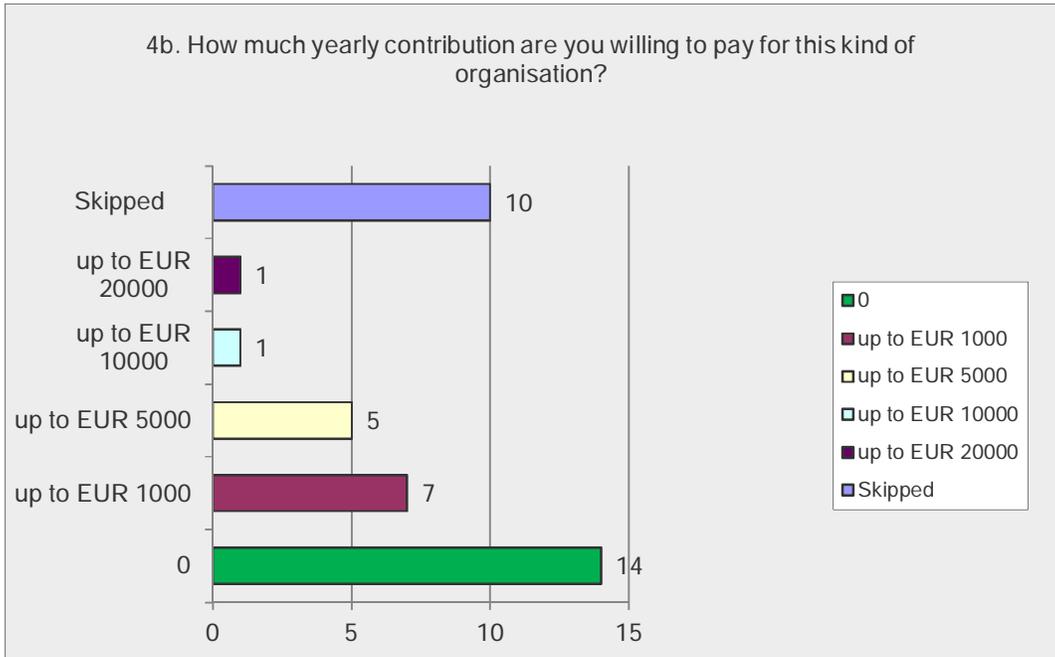
**Graph 27:** *Are you aware of the fact that EULIS is in discussion with the European Commission, DG Justice, about transferring EULIS Portal to them? (Answered:38 Skipped:0)*



**Graph 28:** *Would yearly maintenance costs be a problem for remaining connected to a property and land information portal in your country? (Answered:33 Skipped:5)*



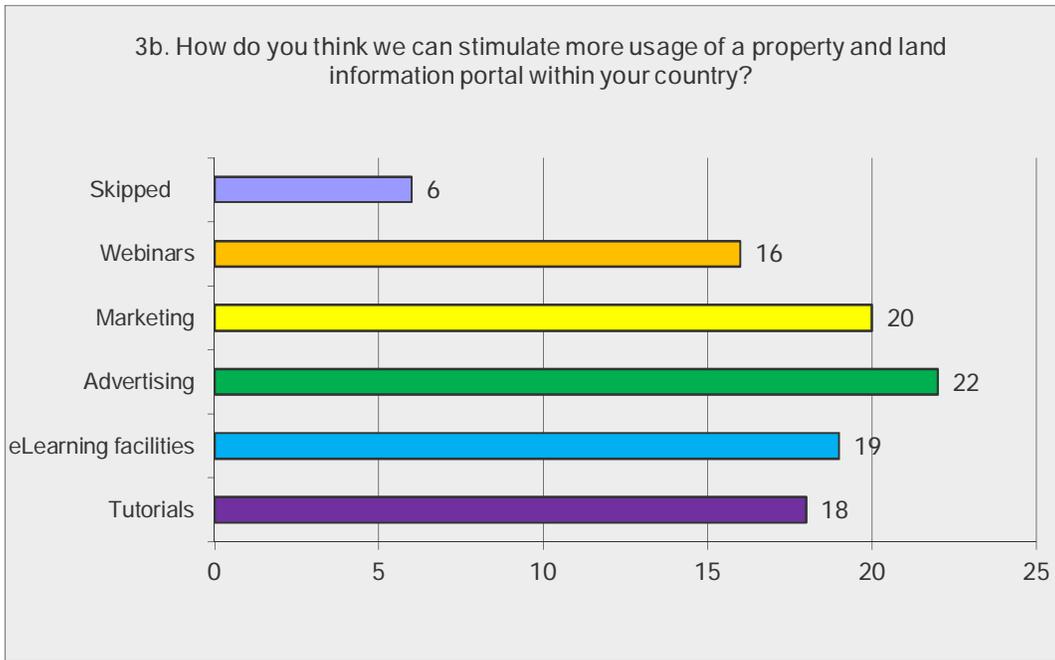
**Graph 29:** *How much yearly contribution are you willing to pay for this kind of organisation? (Answered: 28 Skipped: 10)*



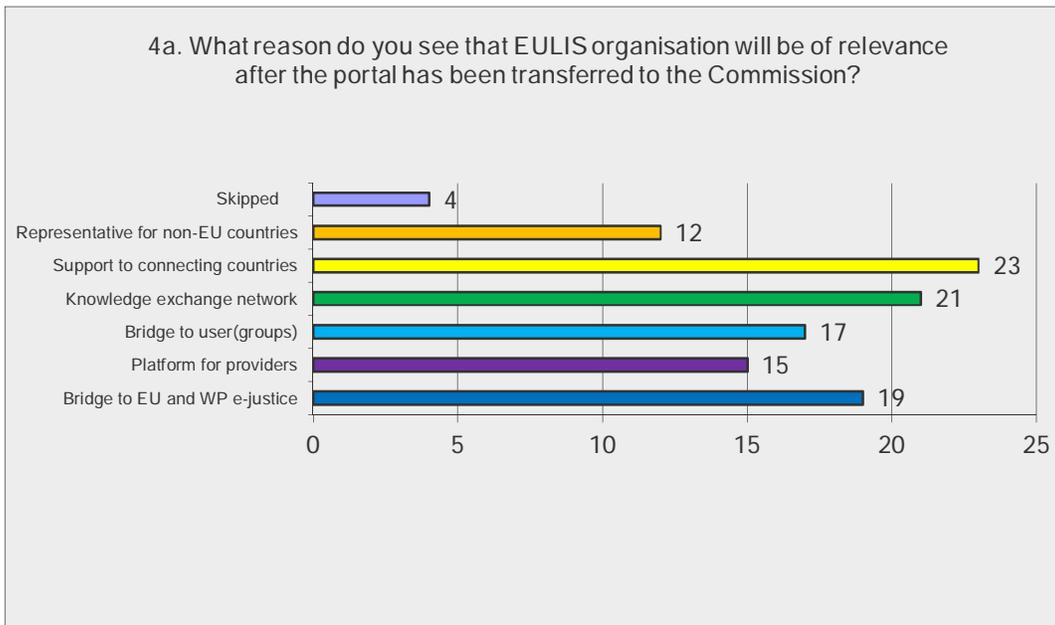
**Graph 30:** *In your opinion, which Information Products would be of interest to potential users of the portal in your country? (Answered: 37 Skipped: 1)*



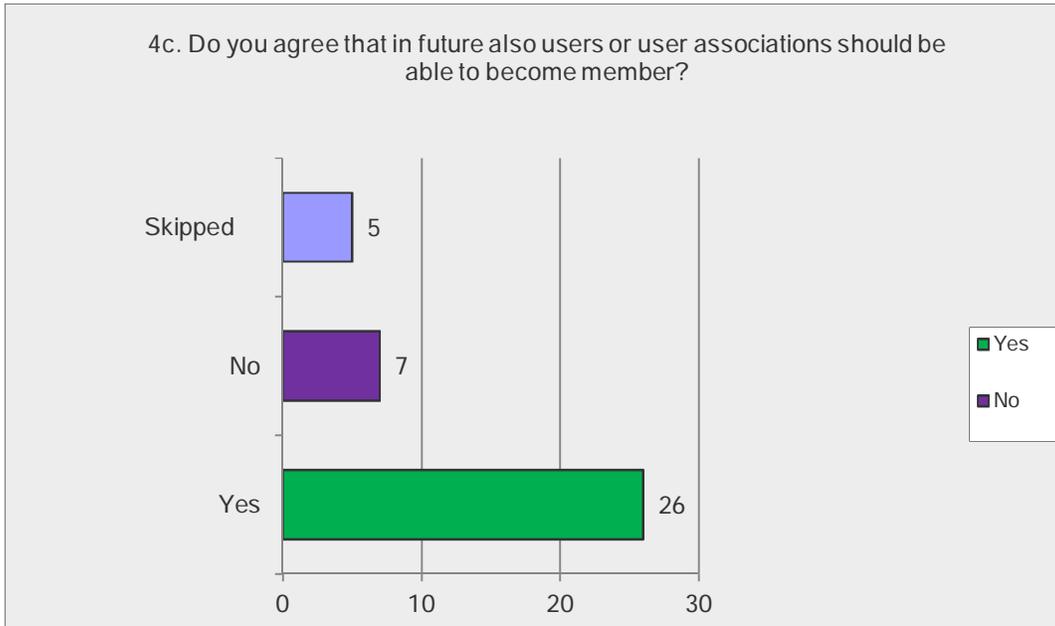
**Graph 31:** *How do you think we can stimulate more usage of the EULIS portal within your country? (Answered: 32 Skipped: 6)*



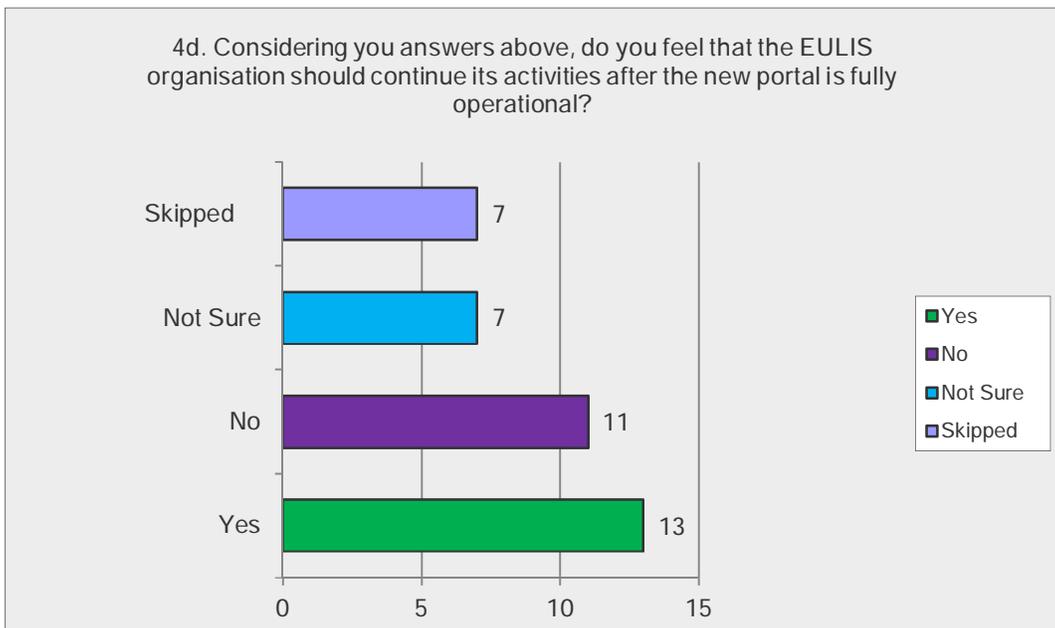
**Graph 32:** *What reason do you see that EULIS organisation will be of relevance after the portal has been transferred to the Commission? (Answered: 34 Skipped: 4)*



**Graph 33:** *Do you agree that in future also users or user associations should be able to become member? (Answered: 33 Skipped: 5)*



**Graph 34:** *Considering your answers above, do you feel that the EULIS organisation should continue its activities after the new portal is fully operational? (Answered: 31 Skipped: 7)*



*Graph 35: Extra comments received to question in Graph 34.*

Albania:	Not sure
Armenia:	We think that the EULIS organisation should continue its activities after the new portal is fully operational.
Bulgaria:	Yes, it could continue functioning as a kind of knowledge exchange network.
Czech Rep.:	Not sure. Depends on the support from EC and e-Justice portal regarding the interconnection and technical support.
England & Wales:	As Land Registry will not be an early participant in the e-justice pilot, I do not believe it will be willing to financially support a change of role for EULIS.
Estonia:	Merge with ELRA would be reasonable.
Finland:	If there is a demand and a reasonable role for it. Depends a lot on how the role of the Commission/WP looks like.
Greece:	If it takes up a new role that does not conflict with the new portal, I think that EULIS should continue to exist and operate in the functions selected above.
Iceland:	Depends on the organisational structure chosen, but for non EU country the EULIS organisation is a great support.
Ireland:	I am not ruling out EULIS continuing after the new portal is operational, but it would have a different role, and would have to be limited in its activities as it would be difficult to envisage how it might be funded. Relatively modest subscriptions from members may limit the scope of what could be achieved.
Lithuania:	10 years of experience has proved that the EULIS organisation has no future as the number of connecting countries has not increased within the period of 10 years (actually it has decreased). The services through the EULIS portal do not practically operate. It has proved that without the EU support and funding it is not possible to maintain such organisation and ensure its efficacy in the future. From the other side it would be a duplication of e-Justice activities.
Macedonia:	Yes, especially for the non EU countries.
Russia:	I think EULIS organization should continue its activities
Sweden:	Not sure. Sweden will use the E-Justice portal when it's up and running. But we believe that the experience and knowledge built up during the 10 years EULIS organisation existed, will be of great help for non EU countries in the future and Sweden will support the work.

## 3 Analysis of the results

### 3.1 Introduction

This chapter presents an analysis of the questionnaire. The focus of the analysis is on the topics addressed in the scope.

- a) Willingness to pay more and connect to the portal of EULIS-members
- b) Willingness to become member of EULIS organisation
- c) Future role and structure of the EULIS EEIG
- d) Future developments and promotion of the portal

In the next paragraph, the analysis of the results of the questionnaire is presented. The paragraphs correspond with the main issues mentioned above.

### 3.2 Willingness to pay more and connect to the portal of EULIS-members

This topic refers to the current members. The members indicate a low rate of willingness to pay a substantial amount of yearly contribution. In the future when the portal is not the responsibility of the organisation anymore, 60% of the respondents are willing to pay no or only €1,000,- contribution per year. Some 20% is willing to pay up to €5,000.- and only 20% is willing to pay a contribution in the order of what is currently the level: €10,000-20,000 per year.

There are a number of obstacles to connect to the portal. About 30% of the answers indicate that legal and technical obstacles occur. Striking is however that respondents believe that in 100% of the cases, legal and technical obstacles can be removed. Support from EULIS organisation is desired by about 40% of the respondents to solve legal problems and 85% to be advised on technical problems.

Maintenance costs for connection to the portal is also an obstacle: over 60% of the respondents report this a problem, which seems not easy to be solved, especially when information products are delivered for free.

All members are well aware that the EU Commission is building a new portal for the interconnection of land registers and also that this has implications to the relevance of the organisation or the set-up of organisational structure.

### 3.3 Willingness to become member of EULIS organisation

This topic refers specifically to the non-members. Striking is that 90% of the non-members know about EULIS as organisation and its basic activities. 2 countries (those 2 not familiar with EULIS) wish to receive more information. The countries who knew about EULIS were not asked to answer this questions.

As reported above, most non-members, do see a potential reason as to why the EULIS organisation would be relevant. Several text comments in the answers give evidence that non-members really see the added value of such an organisation.

### 3.4 Future role and structure of the EULIS Organisation

All members and all but 2 of the non-members (a striking 90%!) are well aware that the EU Commission is building a new portal for the interconnection of land registers and also that this has implications to the relevance of the EULIS organisation or the set-up of organisational structure.

There seems to be a variety of roles that the organisation could play. A majority of the respondents (in total 34) agree that the following reasons are the most relevant:

- Supporting countries to connect to portal<sup>1</sup> (70%)
- Knowledge exchange network (62%)
- Bridge to EU and WP for e-Justice (56%)
- Bridge to user groups (50%)
- Platform for data providers (44%)

Only 44% of the respondents feel that the primary role of the EULIS organisation is to manage a platform for data providers. The results suggest that other activities are more valued, as can be seen in the list above. It is clear that the role of managing the EULIS portal will become obsolete after the EU-Commission takes up the responsibility of the new e-Justice portal.

11 countries (35%) stated that a role for the EULIS organisation will no longer be relevant after the new EU-portal is launched. A majority of the respondents (65%), do see or might see however a future role for the EULIS organisation, referring to potential activities as presented in the list above. Quite a large number of respondents are not sure yet about the future. Some remarks referred to the position of the EU (it is still not certain what activities the EU will set up) or suggest to move remaining activities to another existing organisation. See comments from Estonia in Graph 35.

From the above observation it can be concluded that 65% of the respondents does or might agree in some sort of future role for the EULIS organisation, for its members and non-members alike. There is little difference between members and non-members.

A majority of respondents (almost 80%) support the idea that in the future, the EULIS organisation should allow users or user groups to become member. It is not clear whether this should be organised right now or at a later stage. However, it is assumed that it is meant for after the implementation of the new e-Justice portal.

### 3.5 Future developments and promotion of the portal

Many of the respondents (85%) agree that the portal needs to be more actively promoted. Advertising and marketing are mentioned by 68% resp. 63% of the respondents. Tutorials and e-learning facilities are also important to reach potential customers as indicated by almost 60% of the respondents. There is no large difference between the answers from non-members and members, although the latter group tends to give more emphasis on tutorials and e-learning.

When it comes to delivery of services and types of information, it becomes very clear that respondents anticipate that clients will be looking for more than just legal information (100%). In the list below, the most important other information product are referred to:

- Non-legal and cadastral information (84%)
- Topographic information (84%)

Some 50-55% of the respondents also mentioned tax, zoning, and historical information. Furthermore, almost 50% found bulk information of interest.

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<sup>1</sup> Portal means: a land and property information portal

## 4 Conclusions

The following paragraphs summarize the conclusions of the research. They must be considered with some prudence as they are based on a quite limited questionnaire and individual experience from the members of the working group.

Referring to the focus areas as mentioned in § 1.4

1. Willingness to pay more and connect to the portal of EULIS-members
2. Willingness to become member of EULIS organisation
3. Future role and organisational set-up of the EULIS organisation
4. Future developments and promotion of the portal

### 4.1 Willingness to pay more and connect to the portal of EULIS

1. There is no willingness to pay a large annual contribution: € 1,000 – 2,000.- is the maximum for members and non-members alike.
2. Connection to the portal still has a lot of obstacles. Though they can be overcome, the construction of the new portal prevents present members from connecting right now.
3. The yearly maintenance costs for keeping connection to a property and land information portal in good condition, is an obstacle for quite a number of countries.

### 4.2 Willingness to become member of the EULIS organisation

4. Non-members are surprisingly well informed about EULIS organisation, the portal as well as the construction of a new portal by the EU-Commission (90%)
5. There seems to be quite a number of countries that have a potential interest in a membership with the EULIS organisation.

### 4.3 Future role and organisational set-up of the EULIS organisation

6. There does not seem to be enough support to just continue the EULIS organisation in its present form in the future.
7. Though several specific tasks are referred to by most respondents, like support to connecting countries, bridge to users, bridge to the EU-Commission, the basis for the future is heavily affected if half of the members decide to step out and only few new members can be welcomed.
8. Membership should be open to users and user association as well.
9. A dialogue with the EU-Commission is going on, but needs to be intensified to get more insight in the way they take the responsibility about the ownership of the new portal.

### 4.4 Future development and promotion of the portal

10. The response to the questionnaire was high and the knowledge on EULIS was very high as well. Apparently the branding of EULIS, both as an organisation and as a property and land information portal, is well known.
11. This is also proved by the usage of the EULIS website. The website is visited frequently namely 1200-1500visitors/month. Since June 2016 there has been an upsurge of 2400-2600 visitors/month. Reasons might be the recently held EULIS conference, the sending of the questionnaires and/or the construction of the new EU-portal.

12. A majority of respondents indicate that more types of information products should/could be made available in the portal. Most important: cadastral historical and topographic information and information on zoning plans, tax value.
13. A majority of respondents suggest that promotion of the available services could be intensified notably through marketing and advertising.

#### 4.5 Comparison between members and non-members

Looking at the answers from both members and non-members, a great consensus can be observed. Striking is that the members and the non-members agree on the same reasons to keep a EULIS organisation "in the air" in the future. Some 65% of the respondents believe that a EULIS organisation should exist or might be needed in future, where members and non-members show about the same score.

The same is true for the willingness to pay an annual contribution: €1,000.- seems to be the (low) maximum for members and non-members alike. However, the members tend to support a level up to €2,000,-, whereas the non-members indicate a zero contribution as acceptable level in majority (63%).

In conclusion, both groups have the same attitude towards introducing new types of members to the EULIS organisation. Even though EULIS members have a slightly lower score (75%) compared to the non-members (83%), both groups show a high acceptance towards user(group)s becoming a member.

## 5 Recommendations

Below are recommendations made to the Board of the EULIS organisation. Reference is made to those aspects included in the scope (section 1.4). Most recommendations from the Working Group are based on the results of the questionnaire but some have the knowledge from the EULIS management incorporated into them that has been built up through intense cooperation with the European Commission.

### 5.1 The Future of EULIS organisation

1. Keep the EULIS organisation in the air until the e-Justice portal is up and running and decide at a later date if the remaining activities justify a further continuation of the EULIS organisation.

The results show that a vast majority of current members is willing to accept users (user groups) of a property and land information portal as member. At the same time the EULIS organisation will most likely not maintain the present EULIS-portal anymore. Thus, the following recommendations are made:

- to decide on abolishing the organisation if more information on the future role and tasks are available;
- to get a clear view on which activities the EU-Commission will take over from the EULIS organisation, i.e. which activities do they consider fall under the ownership of the portal;
- to check if any other organisation such as ELRA, Eurogeographics, PCC, is willing to adopt EULIS activities. Note: earlier attempts prove that interest is low;
- to open up the EULIS organisation for users or user associations of membership at some stage in the future in order to facilitate participation from this type of stakeholder;
- to investigate if the EULIS organisation still has the most appropriate type of legal structure (EEIG) and to articulate a potential new membership and legal structure as well as potential additional changes in the organisation's Code of Conduct;
- to prepare an overarching plan to support the restructuring.
- to prepare a strategy on how and when to decide on the continuation of the EULIS organisation.

### 5.2 Financing the future of the EULIS organisation

2. In order to keep the EULIS organisation in the air another financial model is needed.

The willingness to continue paying high contribution fees is low. Also the readiness among non-paying members to start paying a contribution fee is limited as well. The operations of the EULIS organisation presently need a yearly budget of about €150,000. The cost for maintaining the EULIS portal at an amount of approximately €25,000-30,000 can be skipped if

the portal is abolished. A realistic minimum budget ranges between €70,000-120,000. It is therefore recommended:

- to reduce the yearly budget as much as needed to match expected income with the expenses (see also below);
- to reconsider the contribution levels for members, where a low rate of €1,000-2,000,- seems realistic maximum in future;
- to generate income from other sources. Additional income can be generated by making special agreements with individual users, ad hoc sponsors (both not necessarily members), apply for grants from EU-programmes, etc.
- to carry out further research on the role and activities and the financing model of the EULIS organisation.

### 5.3 Future of the EULIS portal

3. Keep the EULIS portal in the air until the e-Justice portal is up and running and decide on closing the EULIS portal at a later date.

Regarding the future of the EULIS portal, we assume that at some point, it will be abolished. One obvious moment in time would be the moment that the EU-portal is launched and well-functioning. However it is recommended at present:

- to carefully assess the value and performance of the new EU-portal (and its available information products);
- to carry out more in depth market studies to learn more directly from the users as to what information is required;
- to consider the position of the non-EU-member countries once the EU-portal is up and running (as to whether can they connect their national portal to it and whether can they obtain information from it);
- to consider, based on all previous information, whether the continuation of the EULIS portal should be an option to have on hand to tackle potential obstacles in the future;
- to opt for a flexible timing to abolish the EULIS portal depending on developments not only based on the (successful) launching of the EU-portal.

The response to suggestions on how to promote use of a property and land information portal is manifold. It is recommended:

- to start a promotion campaign only when the business proposition (mainly determined by the number of connected countries) is at respectable level, with at least some 12 countries connected;
- to investigate what work can already be done to promote use of a property and land information portal also in anticipation of the new EU portal having some 12 countries connected.

## Annex 1 – Overall list of questions

Questions	Target Group Type				
	1	2	3	4	5
Are you familiar with the EULIS organisation?					√
Would you like to receive more information about the EULIS organisation?	Seen only by persons who answered 'no' to above question.				
Are you aware of the fact that EULIS is in discussion with the European Commission, DG Justice, about transferring the EULIS Portal to them?	√	√	√	√	√
Are there any LEGAL obstacles in your national law that prohibit you from exchanging cross border property information?		√	√		
Can they be solved?		√	√		
Would you need help from the EULIS organisation?		√	√		
Are there any FINANCIAL obstacles that prohibit you from connecting to the (EULIS or e-Justice) portal?		√	√		
Can they be solved?		√	√		
Would you need help from the EULIS organisation?		√	√		
Are there any TECHNICAL obstacles that prohibit you from connecting to a property and land information portal?		√	√		
Can they be solved?		√	√		
Would you need help from the EULIS organisation?		√	√		
Would yearly maintenance costs be a problem for remaining connected to a property and land information portal in your country?	√	√	√	√	√
How much yearly contribution are you willing to pay for this kind of organisation? <ul style="list-style-type: none"> <li>• Up to 0</li> <li>• Up to 1000</li> <li>• Up to 5000</li> <li>• Up to 10000</li> <li>• Up to 20000</li> </ul>	√	√	√	√	√
In your opinion, which Information Products would be of interest to potential users of the portal in your country? <ul style="list-style-type: none"> <li>• Legal information on a property</li> <li>• Non legal information (Valuation, location, etc.)</li> <li>• Bulk data on a property</li> <li>• Topographical information (Maps)</li> <li>• Zoning information</li> <li>• Tax information</li> </ul>	√	√	√	√	√

Questions	Target Group Type				
	1	2	3	4	5
<p>How do you think we can stimulate more usage of the EULIS portal within your country?</p> <ul style="list-style-type: none"> <li>• Tutorials</li> <li>• eLearning facilities</li> <li>• Advertising</li> <li>• Marketing</li> <li>• Webinars</li> </ul>	√	√	√	√	√
<p>What reason do you see that EULIS organisation will be of relevance after the portal has been transferred to the Commission?</p> <ul style="list-style-type: none"> <li>• Bridge to EU and WP e-justice</li> <li>• Platform for providers</li> <li>• Bridge to user(groups)</li> <li>• Knowledge exchange network</li> <li>• Support to connecting countries</li> <li>• Representative for non-EU countries</li> </ul>	√	√	√	√	√
<p>Do you agree that in future also users or user associations should be able to become member?</p>	√	√	√	√	√
<p>Considering you answers above, do you feel that the EULIS organisation should continue its activities after the new portal is fully operational?</p>	√	√	√	√	√

## Annex 2 – Target Audience

The table below lists the countries contacted to answer the questionnaire. The list is grouped in type of audience. Only the responding countries are numbered and contact person provided. Thus the countries without a number did not respond.

TYPE 1			
1.	Austria	Manfred Buric	Federal Ministry of Justice (BMJ)
2.	Ireland	James O'Boyle	The property registration authority
3.	Lithuania	Bronislovas Mikuta	State Enterprise Centre of Registers
4.	Netherlands	Gerard Leenders	EULIS Senior Technical Officer
5.	Spain	Rafael Arnaiz Ramos	Colegio de Registradores de la Propiedad, Mercantiles y de Bienes Muebles de España Association of Property Registrars
6.	Sweden	Tideström Bobo	The Swedish Mapping, Cadastral and Land Registration Authority Lantmäteriet
TYPE 2a			
7.	England & Wales	Julie Barry	HM Land Registry
8.	Finland	Pekka Halme	Development Director, NLS Finland Maanmittauslaitos
	Scotland		
TYPE 2b			
9.	Macedonia	Lidija Krstevska	Agency for Real Estate Cadastre
TYPE 3			
10.	Czech Republic	Svatava Dokoupilová	Czech Office for Surveying, Mapping and Cadastre ISKN - Český úřad zeměměřický a katastrální
11.	Estonia	Ingmar Vali	Centre of Registers and Information Systems Kinnistusraamat
	Georgia		
12.	Hungary	Zalaba Pirooska	Chief Superintendent of Geoinformation, Senior Councillor Ministry of Agriculture Department of Land Administration
13.	Iceland	Margrét Hauksdóttir'	Director General Registers Iceland
	Kosovo		
14.	Malta	Claude Sapiano	Land Registrar Malta, Minister of Home Affairs and National Security
	Moldova		

15.	Norway	Turid Ellingsen	Statens kartverk - Norwegian Mapping Authority Centre for Property Rights and Development
16.	Poland	Witold Radzio	Head Office of Geodesy and Cartography, Dept of Information on Real Estates Director
17.	Romania	Mircea Viorel POPA	National Agency for Cadastre and Land Registration
18.	Slovenia	Gregor Strojín	Supreme Court of the Republic of Slovenia
<b>TYPE 4</b>			
19.	Latvia	Lelde Rozentāle	Project Manager, State Land Service of the Republic of Latvia
20.	Slovak Republic	Matuš Fojtl	Department of Geodesy and International Relations Geodesy, Cartography and Cadastre Authority of the Slovak Republic Úrad geodézie, kartografie a katastra SR, odbor geodézie a medzinárodných vzťahov
<b>TYPE 5</b>			
21.	Albania	Llakaj Xhevair	Central Office of Immovable Property Registration
22.	Armenia	Lena Nikoghosyan	EG contact The State Committee of the Real Property Cadastre of the Government of the Republic of Armenia
23.	Azerbaijan	Elshad Khanalibayli	WPLA Chair
24.	Belarus	Maryna Litreyeva	National Cadastral Agency
25.	Belgium	Laurence Dalaidenne	Ministry of Finance, SPF Finances
26.	Bosnia & Herzegovina	Denis Tabučić	Federal Administration for Geodetic and Real Property Affairs
27.	Bulgaria	Dimitar Papukchiev	Geodesy, Cartography and Cadastre Agency
28.	Croatia	Ivica Anaković	Ministry of justice
29.	Cyprus	Elia Elikkos	Lands and Surveys Department
30.	Denmark	Jess Svendsen	The Danish Geodata Agency
30	France	Pierre-Luc Vervandier	Conseil Supérieur du Notariat
	Germany		
31.	Greece	Dimitris Rokos	Director of Planning and Investments Hellenic National Cadastre and Mapping Agency S.A.
	Italy		
	Kazakhstan		
	Lichtenstein		

32.	Luxembourg	Thomas Feider	Administration du Cadastre et de la Topographie
	Montenegro		
33.	Northern Ireland	Stephen McHugh	Land and Property Services Department of Finance and Personnel
34.	Portugal	Rui Cruz	Instituto dos Registos Servicos e do notariado / Institute of registries and Notaries
35.	Russia	Alexander E. Sagaydak	State University of Land Use Planning Department of Agricultural Economics and Farm Management
36.	Serbia	Sasa Durovic	Republic Geodetic Authority Sector for information and communication
37.	Switzerland	Daniel Steudler	Federal Office of Topography
	Turkey		
38.	Ukraine	Denys Nizalov	Kyiv Economics Institute Project "Capacity Development for Evidence-based Land and Agricultural Policy-Making in Ukraine"