

Appendices

Data and sources

The data come from two types of sources: the Brazilian Service Censuses of 1940, 1950, 1960, 1970, 1975 and 1980, and the Brazilian Demographic Censuses of 1991 and 2000. These two types of data sources are somewhat non-parallel and mandate separate analyses for 1940–80, and 1991–2000. Each type of dataset has its particular strengths, and allowing different analyses to focus on different issues that could not be studied with the other type of data.

BRAZILIAN SERVICE CENSUSES 1940–80. These are incredibly informative data sources. Unlike normal censuses of individual people, they are censuses of firms designed to collect information on economic activity. They contain exhaustive information about nearly every service sector firm in Brazil – including employment, revenue, legal status, origins of receipts, and a detailed breakdown of costs. Such materials allow for incredibly detailed analyses of the determinants of the profitability and volume of activity of firms – analyses that are impossible to do with a traditional census of individuals. The quality of these surveys was very fine – except for the Amazonian states. The data is so sketchy for the Amazonian states that they are dropped from analyses for this period.

The high quality of the Service Censuses of 1940–80 in the non-Amazonian states came from several sources. Informality rates mid-century were substantially lower than they are in the present day. They were lower during the Brazilian economic miracle, and under the military regime. The more lenient administration of the democratic late 80s and 90s, combined with the greater economic insecurity that existed during this period both motivated and facilitated greater amounts of clandestine economic activity.

Earlier industrial censuses also had better coverage rates because census takers used block listing and direct observational techniques to attempt to locate every enterprise in their census district. During the military government, these investigators had significant legal authority to support them, facilitating cooperation with the census taker. In the 1980s, there began to be greater reliance on using pre-existing listings of firms registered to pay social security tax, rather than direct counts of all activity in a geographical area.¹ As non-registration rose, coverage and reliability fell. The author's own methodological investigations of the Service Censuses show data of high quality and reliability from 1940–80 – with a dramatic decline in coverage quality beginning in 1985 that never really recovers. These investigations led the author to drop the use of the 1985 Service Census and limit Service Census analyses to the pre-1985 period.

That said, the richness of these earlier sources makes them an inviting data source for those years for which they are available. These data exist for states only – with no disaggregations into smaller regions.

BRAZILIAN DEMOGRAPHIC CENSUSES 1991–2000. This is the best source of information for employment for recent periods. The Brazilian census's coverage of individuals is extremely comprehensive, allowing them to capture most workers in both formal and informal employment.

The demographic censuses have an additional advantage of being capable of being disaggregated to any geographical unit desired. Our analyses for this period use *microregions*, units about the size of a US county, which roughly reflect local labor markets. Regionally disaggregated data is extremely important for the analyses of this later period, because of the analysis of tourism programs such as PRODETUR, which focused on very particular locations such as specific towns or specific beaches.

The downside of using the demographic censuses is that there is no data on any employer attributes – and in particular there is no data on any employer costs. Thus, many of the attractive analyses for the earlier period simply cannot be replicated on contemporary data.

The 1991–2000 census uses all of the microregions in Brazil, including the Amazon. The increased social development of the Amazon, combined with significant improvement in local governance in these areas made post-1980 Censuses in this region relatively accurate.

There is one exclusion from the 1991–2000 analyses: Fernando da Noronha. This is the Brazilian equivalent of an Atlantic Galapagos. This is a small set of isolated islands in the mid-Atlantic – that have an extremely unique and beautiful eco-system. Like the Galapagos, the primary – and only – industry of the region is tourism. The local population is very small, and nearly everyone works taking care of the visitors who come to see the flora and fauna. As a result, Fernando da Noronha reports nearly 100 percent of its population working in hotels and restaurants making it an extreme outlier. Because the circumstances of Fernando da Noronha are completely atypical of those that characterize anywhere else in Brazil, the case was removed to prevent it from distorting the more important estimates of determinants of employment on the mainland.

EMPLOYMENT. The dependent variable in the analysis is the total number of people employed in each of the three industries as a percentage of population. This is a measure of aggregate employment. This comes from the service censuses in 1940–80 analyses, and the demographic censuses in 1991 and 2000 analyses.

PER CAPITA INCOME. Income data for microregions are available in the population census; they are measured in “minimum wages” as a unit, rather than currency. Brazil underwent significant hyperinflation during the 1990s; money prices not only changed significantly over time but vary dramatically by region with the Northeast having much lower prices than the rest of the country. Minimum wage rates are roughly designed to have comparable purchasing power from year to year and from region to region (although political processes concerning national wage bargaining provides some modest variability in the purchasing power of the minimum wage.)

INFANT MORTALITY. This is an alternative measure of income. Using a non-monetary measure of income is necessary in the 1940–80 analyses because the 1940 and 1950 censuses have no data on income per se. That said, the infant mortality rate is an excellent measure of economic well being. High infant mortality is generally the result of low calorie consumption per capita, low access to medical care and low access to public sanitation. (Weeks 1986) Populations with low calorie consumption per capita and low access to medical care, clean water and basic sewerage are unlikely to have the disposable income to support consumption on luxury services.

There is a second reason for including infant mortality. The period of analysis, 1940–2000, saw substantial monetary instability in Brazil including an extended

period of hyperinflation and multiple currency transitions. Price indices are less reliable over long periods of time than short periods of time, and are less reliable in the presence of dramatic inflation or deflation than in stable conditions. Given Brazil's tumultuous history of prices, and the very long period of the analysis, there is reason to be skeptical of any price index, no matter how carefully constructed.² Since "minimum wages" are in essence raw wage data adjusted by a price index, some caution needs to be used with that measure. It was considered prudent to include a measure of income that was robust to questions of currency valuation. Infant mortality rates come from Brazilian national health statistics.

URBANIZATION. We measure urbanization as percentage of a state's residents who live in cities with populations exceeding 100,000. This is available from the Demographic Census.

UNESCO WORLD HERITAGE SITE. We list here all the Unesco designated single point locations in Brazil as of the year 2000. These include both points of natural interest, such as the waterfall Foz de Iguaçu, and historic locations such as baroque colonial cities. A full list of Unesco World Heritage sites can be found at <http://whc.unesco.org>. The UNESCO world heritage sites for Brazil were:

- a) The baroque colonial town of Ouro Preto
- b) The historic center of Olinda
- c) The missions at São Miguel das Missões
- d) The historic center of Salvador
- e) The church of Bom Jesus do Congonhas
- f) Foz de Iguaçu (one of the world's great waterfalls)
- g) Brasília
- h) The historic center of São Luis
- i) The baroque colonial town of Diamantina

We excluded UNESCO attractions that are in multiple microregions. The Amazon is an obvious tourist attraction in Brazil – but including it would make a quarter of the country a tourist site. Visitors to the Amazon go to a wide variety of places with some Amazonian regions receiving lots of tourists while others receive very few. The Amazon is not a UNESCO World Heritage site, but the Mata Atlantica (the Atlantic Rainforest) is. Because the visitors to the Mata are broadly dispersed, no one particular area would have received an intense concentration of tourists.³

UPSCALE BEACHES. This variable is essentially beach location multiplied by state income. A dummy variable was created for whether a microregion is on the coast with interior areas having a score of 0 and shoreline areas having a score of 1. This was multiplied by the per capita income of the entire state in which the microregion is located. The income data come from the Demographic Censuses.

FEMALE LABOR FORCE PARTICIPATION. Female labor force participation data was obtained from the Demographic Census.

TIME. The measure of time is the year of the observation. This simple device actually provides a good approximation of the model that could be obtained from more formal population ecological estimating techniques. The traditional population ecology model requires the use of a logistic regression, since one wants to fit an S-shaped curve to capture both the period of early growth and the period of later overcrowding. However, Hannan and Freeman generally observe their findings on datasets containing a hundred years or more of obser-

vations – in which both the early and later phases are observable. We observed no industry that was in both the early and later phases during 1940–2000; industries were either in one phase or the other. As such a simple linear time term was included, with the coefficient being consistently positive for young industries and consistently negative for mature ones.

Details of statistical results

Chapter 2 Core regression equations

The dependent variable in each case is the number of workers employed in each industry as a percentage of the population.

First figures are coefficients. Figures in parentheses are z-statistics, a t-like statistic for PCSE regression. All coefficients are significant at 0.05 or less unless indicated otherwise.

1940–1980

In the 1940–80 equations, the unit of analysis is the non-Amazonian state. The observations are 1940, 1950, 1960, 1970, 1975 and 1980. To insure standard state boundaries across dates, Mato Grosso is always combined with Mato Grosso do Sul and Guanabara/the Distrito Federal of Rio de Janeiro is always combined with the state of Rio de Janeiro. $N = 111$.

Hotels: Infant Mortality -0.748 (-10.39); Urbanization 1.04 (16.0); Time -1.33 (-8.34); *Female Labor Force Participation* (-1.57) ns. $R^2 = 0.58$.

Restaurants: Infant Mortality -0.985 (-4.46); Urbanization 6.74 (8.03); *Female Labor Force Participation* 4.42 (1.01) ns; Time 1.95 (0.85) ns. $R^2 = 0.84$.

Barber/Beauty: Urbanization 1.82 (11.3); Time -1.33 (-8.20); *Infant Mortality* -0.006 (-0.19) ns; *Female Labor Force Participation* -0.026 (-0.08) ns. $R^2 = 0.71$.

1991–2000

In the 1991–2000 equations, the unit of analysis is the Census microregion, an area about the size of a US county. The observations are 1991 and 2000. $N = 1014$.

Hotels: Income $5.01E-04$ (6.70); Urbanization 0.00156 (5.64); UNESCO Heritage Site 0.00134 (5.91); Upscale Beach $5.57E-04$ (4.98); Time $-2.88E-05$ (-6.03); *Infant Mortality* $-4.73E-06$ (-1.07) ns; *Female Labor Force Participation* $5.20E-04$ (0.52) ns. $R^2 = 0.27$.

Restaurants: Income $8.06E-04$ (2.33); *Infant Mortality* $-1.48E-05$ (-2.32); Urbanization 0.00498 (5.37); UNESCO Heritage Site 0.00147 (2.48); Upscale Beach $7.88E-04$ (6.51); Time $1.75E-04$ (12.2); *Female Labor Force Participation* $-1.01E07$ (-1.00) ns. $R^2 = 0.57$.

Barber/Beauty: Income $5.52E-04$ (4.67); Urbanization 0.00360 (8.99); *Female Labor Force Participation* 0.00253 (5.87); UNESCO Heritage Site $2.14E04$ (6.86); Time $-0.13E-05$ (-6.94); *Infant Mortality* $5.14E07$ (0.49) ns; Upscale Beach $-4.71E05$ (1.71) ns. $R^2 = 0.72$.

Chapter 3 Pearson correlations of government subsidized hotel construction with residuals from the core models

FINOR analyses are of Northeastern Microregions. N = 186.

FINOR Hotels 1981–91 – Residual Hotel Employment 1991 –0.04
FINOR Rooms 1981–91 – Residual Hotel Employment 1991 –0.04
FINOR Hotels 1992–2000 – Residual Hotel Employment 2000 0.10
FINOR Rooms 1992–2000 – Residual Hotel Employment 2000 0.24
FINOR Hotels 1981–91 – Residual Hotel Employment 2000 –0.07
FINOR Rooms 1981–91 – Residual Hotel Employment 2000 –0.07

FINOR Hotels 1981–91 – Residual Restaurant Employment 1991 0.11
FINOR Rooms 1981–91 – Residual Restaurant Employment 1991 0.08
FINOR Hotels 1992–2000 – Residual Restaurant Employment 2000 –0.05
FINOR Rooms 1992–2000 – Residual Restaurant Employment 2000 –0.03
FINOR Hotels 1981–91 – Residual Restaurant Employment 2000 –0.07
FINOR Rooms 1981–91 – Residual Restaurant Employment 2000 –0.10

FUNGETUR/Other analyses are of all Brazilian states. N = 27.

FUNGETUR/Other Hotels 1981–91 – Residual Hotel Employment 1991 0.09
FUNGETUR/Other Rooms 1981–91 – Residual Hotel Employment 1991 0.05
FUNGETUR/Other Hotels 1992–2000 – Residual Hotel Employment 2000 0.02
FUNGETUR/Other Rooms 1992–2000 – Residual Hotel Employment 2000 –0.10
FUNGETUR/Other Hotels 1981–91 – Residual Hotel Employment 2000 0.04
FUNGETUR/Other Rooms 1981–91 – Residual Hotel Employment 2000 0.00

FUNGETUR/Other Hotels 1981–91 – Residual Restaurant Employment 1991 0.54
FUNGETUR/Other Rooms 1981–91 – Residual Restaurant Employment 1991 0.57
FUNGETUR/Other Hotels 1992–2000 – Residual Restaurant Employment 2000 0.43
FUNGETUR/Other Rooms 1992–2000 – Residual Restaurant Employment 2000 0.08
FUNGETUR/Other Hotels 1981–91 – Residual Restaurant Employment 2000 –0.24
FUNGETUR/Other Rooms 1981–91 – Residual Restaurant Employment 2000 –0.01

Chapter 3 Pearson correlations of the presence of completed PRODETUR projects with residuals from the core models

The unit of analysis is the Census Microregion. Only Northeastern Brazilian Microregions are considered. N = 186.

Water – Completed Water Project by 2000 with Hotel Residuals 2000 0.32
Sewer – Completed Sewer Project by 2000 with Hotel Residuals 2000 0.46
Environment – Completed Environment Project by 2000 with Hotel Residuals 2000 –0.23
Road – Completed Road Project by 2000 with Hotel Residuals 2000 0.21
Terminal – Completed Terminal Project by 2000 with Hotel Residuals 2000 0.21
Urbanization – Completed Urbanization Project by 2000 with Hotel Residuals 2000 –0.195
Airport – Completed Airport Project by 2000 with Hotel Residuals 2000 0.32
Any – Any Completed Project by 2000 with Hotel Residuals 2000 0.13
Project Count – Number Completed Projects by 2000 with Hotel Residuals 2000 0.27

Water – Completed Water Project by 2000 with Restaurant Residuals 2000 0.15
 Sewer – Completed Sewer Project by 2000 with Restaurant Residuals 2000 –0.01
 Environment – Completed Environment Project by 2000 with Restaurant Residuals 2000 –0.08
 Road – Completed Road Project by 2000 with Restaurant Residuals 2000 0.02
 Terminal – Completed Terminal Project by 2000 with Restaurant Residuals 2000 –0.08
 Urbanization – Completed Urbanization Project by 2000 with Restaurant Residuals 2000 –0.144
 Airport – Completed Airport Project by 2000 with Restaurant Residuals 2000 0.03
 Any – Any Completed Project by 2000 with Restaurant Residuals 2000 –0.05
 Project Count – Number Completed Projects by 2000 with Restaurant Residuals 2000 –0.01

N = 186

Chapter 5 Core regression equations plus vocational training

Format same as in Chapter 2 equations.

All equations are for 1991–2000. The unit of analysis is the Census Microregion.
 N = 1014.

Short-term equations that only include job training activity in the year of the observation and the previous year

Hotels: Income 5.08E-04 (5.43); Urbanization 0.00155 (5.67); UNESCO Heritage Site 0.00132 (6.24); Upscale Beach 5.73E-04 (4.85); Year –2.99E05 (–4.87); *Infant Mortality* –4.53E06 (–0.98) ns; *Female Labor Force Participation* 4.98 (0.51) ns; **SENAC Training 2.96E-08 (0.68) ns.** $R^2 = 0.275$.

Restaurants: Income 8.42E-04 (2.25); Urbanization 0.00497 (5.29); UNESCO Heritage Site 0.00139 (2.23); Affluent Beach 8.03E-04 (6.44); Year 1.68E-04 (9.87); *Infant Mortality* –1.33E-05 (–1.77) ns; *Female Labor Force Participation* –9.58E-08 (–1.03) ns; **SENAC Training 1.88E-07 (1.59) ns.** $R^2 = 0.568$.

Barber/Beauty: Income 5.73E-04 (5.92); *Infant Mortality* 1.26E-06 (2.07); Urbanization 0.00354 (9.24); *Female Labor Force Participation* 0.00214 (7.88); UNESCO Heritage Site 2.03E-04 (7.52); Upscale Beach –7.54E-05 (–2.23); Year –1.58E-05 (–5.23); **SENAC Training 2.12E-07 (10.25).** $R^2 = 0.725$.

Long-term equations that include job training activity in the decade previous to the year of the observation

Hotels: Income 4.99E-04 (5.33); Urbanization 0.00156 (5.63); UNESCO Heritage Site 0.00134 (6.43); Upscale Beach 5.7E-04 (4.84); Year –2.85E05 (–5.08); *Infant Mortality* –4.8E-06 (0.3) ns; *Female Labor Force Participation* 5.35E-04 (0.55) ns; **SENAC Training 1.07E-08 (0.21) ns.** $R^2 = 0.274$.

Restaurants: Income 8.50E-04 (2.33); Urbanization 0.00499 (5.37); UNESCO Heritage Site 0.00134 (2.20); Affluent Beach 8.11E-04 (6.36); Year 1.66E-04 (10.78);

SENAC Training 3.46E-07 (16.21); Infant Mortality -1.22E-05 (-1.76) ns; Female Labor Force Participation -9.44E-08 (-1.02) ns. $R^2 = 0.569$

Barber/Beauty: Income 5.56E-04 (5.63); Infant Mortality 1.73E-06 (2.34); Urbanization 0.00357 (9.46); Female Labor Force Participation 0.0022 (6.36); UNESCO Heritage Site 2.07E-04 (7.13); Upscale Beach -6.62 (2.33); Year -1.37E-05 (-4.98); **SENAC Training 2.01E-07 (5.81).** $R^2 = 0.720$.

Chapter 7 Core regression equations plus taxes divided by receipts

Format the same as Chapter 2.

All equations are for 1940–80. The unit of analysis is Brazilian non-Amazonian states. $N = 111$.

Hotels: Infant Mortality -0.830 (-12.11); Urbanization 1.15 (13.67); Female Labor Force Participation -1.29 (-2.18) Year -1.51 (-8.69); **Non-Payroll Taxes 22.7 (0.76) ns.** $R^2 = 0.60$.

Hotels: Infant Mortality -0.789 (-15.41); Urbanization 1.30 (4.84); Female Labor Force Participation -1.15 (-2.09); Year -1.00 (-3.57); **Payroll Taxes -76.0 (-3.59)** $R^2 = 0.60$.

Hotels: Infant Mortality -0.818 (-16.26); Urbanization 1.23 (23.38); Female Labor Force Participation -1.21 (-2.14); Year -1.31 (-5.45); **All Taxes -36.0 (-2.10).** $R^2 = 0.60$.

Restaurants: Infant Mortality -1.03 (-3.5); Urbanization 6.72 (7.00); *Female Labor Force Participation 4.58 (0.95) ns; Year 1.64 (0.66) ns; Non-Payroll Taxes -268 (-0.19) ns.* $R^2 = 0.84$.

Restaurants: Infant Mortality -0.898 (-3.02); Urbanization 6.85 (7.29); *Female Labor Force Participation 3.73 (0.79) ns; Year 0.0984 (0.03) ns; Payroll Taxes -212 (-0.75) ns.* $R^2 = 0.84$.

Restaurants: Infant Mortality -0.886 (-2.94); Urbanization 6.86 (7.36); *Female Labor Force Participation 3.63 (0.77) ns; Year 0.420 (0.14) ns; All Taxes 187 (0.69 ns).* $R^2 = 0.84$.

Barber/Beauty: Urbanization 1.96 (10.61); Year -1.61 (-8.07); **Non-Payroll Taxes -458 (-3.13); Infant Mortality -0.365 (-1.19); Female Labor Force Participation -0.119 (-6.05).** $R^2 = 0.72$.

Barber/Beauty: Urbanization 1.81 (11.5); Year -1.33 (-8.34); *Infant Mortality -0.00463 (-0.15) ns; Female Labor Force Participation -0.0344 (-0.09) ns; Payroll Taxes 0.651 (-0.07) ns.* $R^2 = 0.71$.

Barber/Beauty: Urbanization 1.91 (9.52); Year -1.33 (-9.19); *Infant Mortality 0.00841 (0.19); Female Labor Force Participation -0.390 (-1.09); All Taxes 1.13 (0.13) ns* $R^2 = 0.70$.

Hotel: Infant Mortality -0.877 (-9.22); Urbanization 1.32 (7.92); Year -1.33 (-6.48); Material Costs 89.1 (2.53); *Female Labor Force Participation* -1.05 (-1.23) ns; **Non-Payroll Taxes 40.0 (1.3) ns**. $R^2 = 0.62$.

Hotel: Infant Mortality -0.828 (-10.53); Urbanization 1.52 (11.41); Year -0.898 (-3.29); Material Costs 96.2 (2.97); **Payroll Taxes -70.4 (-3.24)**; *Female Labor Force Participation* -0.949 (-1.22) ns. $R^2 = 0.63$.

Hotel: Infant Mortality -0.867 (-11.35); Urbanization 1.35 (8.80); Year -1.24 (-5.59); Material Costs 88.6 (2.57); *Female Labor Force Participation* -1.06 (-1.36) ns; **All Taxes -24.3 (-1.19) ns**. $R^2 = 0.62$.

Restaurants: Infant Mortality -1.18 (-3.68); Urbanization 6.76 (8.41); Materials Costs -564 (-2.65); *Female Labor Force Participation* 4.53 (1.02) ns; Year 3.11 (1.42) ns; **Non-Payroll Taxes 130 (0.11) ns**; $R^2 = 0.84$.

Restaurants: Infant Mortality -1.12 (-3.28); Urbanization 6.91 (9.71); Materials Costs -574 (-2.87); *Female Labor Force Participation* 3.56 (0.95) ns; Year 1.40 (0.55) ns; **Payroll Taxes 193 (0.98) ns**; $R^2 = 0.85$.

Restaurants: Infant Mortality -1.10 (-3.21); Urbanization 6.91 (9.77); Materials Costs -572 (-2.86); *Female Labor Force Participation* 3.50 (0.94) ns; Year 1.66 (0.69) ns; **All Taxes 177 (0.92) ns**; $R^2 = 0.85$.

Barber/Beauty: Infant Mortality -0.137 (-3.04) Urbanization 2.07 (15.6); Year -2.08 (-11.04); Rent -380 (-6.98) *Female Labor Force Participation* 0.357 (1.27) ns; **Non-Payroll Taxes -224 (-1.36) ns**. $R^2 = 0.79$.

Barber/Beauty: Infant Mortality -1.04 (-2.07); Urbanization 1.92 (18.4); Year -1.84 (-7.94); Rent -336 (-5.66); *Female Labor Force Participation* -0.570 (-1.15) ns; **Payroll Taxes 0.746 (-0.08) ns**. $R^2 = 0.78$.

Barber/Beauty: Infant Mortality -0.127 (-2.12); Urbanization 2.05 (15.58); Year -1.97 (-9.34); Rent -401 (-6.58); *Female Labor Force Participation* -0.286 (-0.74); **All Taxes 1.85 (-0.22) ns**. $R^2 = 0.79$.

Chapter 8 Core regression equations plus rent divided by receipts

Format Same as Chapter 2.

All equations are for 1940-80. The unit of analysis is Brazilian non-Amazonian states. N = 111.

Barber/Beauty: -105 (-2.31); Urbanization 1.91 (18.4); Year -1.84 (-7.86); **Rent/Receipts -336 (-5.63)**; *Female Labor Force Participation* 0.579 (1.67) ns. $R^2 = 0.78$.

Chapter 8 Pearson correlations of the ratio of rent to receipts in barber/beauty to economic development and features of the stock of constructed buildings

The unit of analysis is the Brazilian non-Amazonian state. All data is for 1970. N = 19.

Rent-Urbanization 0.76
Rent-Infant Mortality -0.59
Rent-Female Labor Force Participation 0.55
Rent-Buildings Per Capita -0.76
Rent-Floors Per Capita -0.70
Rent-Building Verticalization (Floors per Building) 0.75
Rent-New Construction Per Capita 0.79
Rent-Verticalization of New Construction 0.46

Chapter 10 Core regression equations plus the modified Mani-Wheeler Index of Industrial Pollution

Format same as in Chapter 2.

Hotels: Income 4.76E-04 (4.21); Urbanization 0.00200 (5.55); UNESCO Heritage Site 0.00130 (5.75); Upscale Beach 5.65E-04 (5.28); Year -4.85E05 (-7.66); **Mani-Wheeler Pollution Index -0.0208 (-2.72)**; *Infant Mortality -6.17E-06 (-1.31) ns*; *Female Labor Force Participation 8.73E-04 (0.98) ns*. $R^2 = 0.286$

Restaurants: Income 8.06E-04 (2.33); Infant Mortality -1.49E-05 (-2.84); Urbanization 0.00501 (8.44); UNESCO Heritage Site 0.00147 (2.36); Affluent Beach 7.87E-04 (6.34); Year 1.74E-04 (6.95); *Female Labor Force Participation -1.01E-07 (-0.95) ns*; **Mani-Wheeler Pollution Index -0.00136 (-0.06) ns**. $R^2 = 0.566$

Notes

Chapter 1 Rethinking the State and Development: The Importance of Palliative Development

- 1 For contrasting cites of the earlier view that tourism fails to produce economic growth because profits are repatriated by multinational hotel owners see Zinder (1969) and Bryden (1973). Their position has been rightly criticized for under-estimating local participation in the tourism industry, missing key examples of governments regulating the outflow of tourism profits, and giving insufficient weight to the role of skilled entrepreneurship in determining the size of the multiplier. (Mullins 1999, Fainstein and Gladstone 1999)

Chapter 2 What Would Have Happened If the Government Had Done Nothing

- 1 Regression with panel corrected standard errors corrects for unspecified region specific and year specific omitted variables that can violate the assumption of independence of errors required for traditional ordinary least squares regression. On analyses that have more than two panels, a specification is used that also corrects for autocorrelation. For more on issues concerning the analysis of panel datasets see Beck and Katz 2011.
- 2 These may seem surprising to some readers who have seen equations with large numbers of variables used in other settings. Estimating an equation with 30 independent variables is not unlike looking at a dichotomous table with one dependent variable and 30 predictors. Each new variable requires a new “dimension” to the table, so this implies a 31 dimension table. To put one case in every cell, one would need a minimum of 2^{31} cases – or well over a billion cases. When there are not enough cases, many cells become zeros and the estimate becomes unreliable.

Chapter 3 O’Connorian Models of Development: How States Literally Build Economic Growth

- 1 Neither infrastructure nor direct state investment were particularly relevant to barber/beauty shops. Those programs were affected by other government policies discussed in later chapters.
- 2 Amsden (1989) and Szirmai (2005) summarize many of the key arguments.
- 3 Coca Cola has no real monopoly on the making of cola.
- 4 The general historical accounts of the history of FINOR, FUNGETUR and PRODETUR come from the following sources: Sudene and Banco do Nordeste (1986), Cruz (2000), Oliveira (2000), Ruschman (2002), Banco do Nordeste (2004), Pedroza and Friere (2005), Teles (2005), Perazza and Tuazon (2006).

- 5 These data do not speak to the argument that Northeastern tourism rose because a falling real restricted Brazilian's capacity to engage in foreign travel. However, national currency effects would be constant across all states and regions and have no effect on within-Brazil inter-regional effects. Thus the positive findings presented here are independent of currency effects and can not be "explained away" by exchange rates.
- 6 No attempt is made to count the number of projects within each type, or to count the amount of money invested. Counts of projects within type were often affected by arbitrary classification questions as to whether a set of works would count as one or as multiple projects. (Road projects were particularly subject to arbitrary definitions of "project borders"). Likewise measuring financial commitments runs into complexities based on differences between dates of disbursement of funds and dates of project completion.
- 7 There may have been a parallel effect on non-local tourism as workers in cities with new bus stations would have had greater capacity to visit beaches in microregions other than those where the bus terminal was located.
- 8 The present analysis can be thought of as a 50 percent sample with cross-cutting selection biases for positive and negative effects. The substantial coverage of the sampling frame and the mutually neutralizing effects of the selection biases are consistent with reliability in the test estimates.

Chapter 4 Major Infrastructure and the Larger Economy: The Central Importance of Airports

- 1 In statistical terms, growth rates were converted into their Z-scores.

Chapter 5 How Brazilian Vocational Education Reduces Poverty – Even If No One Wants to Hire the Trainees

- 1 Heckman Lalonde and Smith are well known critics of job training programs. They have strong concerns about whether American programs are funded at an adequate level to be effective. They do not share these reservations about the more generously funded programs in Europe. (Heckman et al. 1999)
- 2 See Heckman et al. (1999) for an extensive review of these. Within the hotel and restaurant sectors, nearly all the work uses measures individual success. See for example Ruschmann and Rejowski 1999.
- 3 The argument here would not hold if worker's productivity during training was zero or negative. Such a condition might apply for a trainee receiving classroom instruction but would rarely apply to a worker learning their trade on the shop floor. Even the most inexperienced novice can do something useful in a workplace, even if it is only to clean up, deliver objects or perform simple manual tasks. Learning on the shopfloor is one of the most basic and common forms of training.
- 4 Note the argument here refers narrowly to job training programs, and not about all education per se. Non-job-related education that provides fundamental firm general skills such as literacy and numeracy may have substantial effects on increasing economic growth. Likewise, educational improvements that improve

a nation's research capacities and its ability to produce technological innovations may be central for facilitating the transition from peripheral to core status. As such, none of the present discussion should be viewed as contradicting the claims of Krueger and Lindahl 2001, Glewwe 2002, or Behrman 1999 that show that at the national level education improves the productivity of the factors of production and increases growth. Primary, secondary and higher education perform different functions for the economy than does non-school-based government job training.

- 5 A possible exception to this might be in the building trades, where workers are expected to show up for work with their own tools.
- 6 SENAI is somewhat more expensive – being an industrial program that trains on heavy machinery. (Campino et al. 1985)
- 7 Ivete Tiyomi Ida did an extensive series of evaluations of SENAI programs that showed this result. See Ida (1987) for a typical example. On SENAC, see SENAC (1986).
- 8 One of the more successful SENAC students that we interviewed in fact DID run her business out of her driveway, under a covered portico.
- 9 There were too few cases to do an analysis for the earlier period.
- 10 All barber and beautician names in this chapter have been changed, and the letters do not refer to letters in the informants' real names.

Chapter 6 Government Effectiveness in the Face of Debt

- 1 Bresser Pereira also argues that under conditions of debt, government programs have to be assessed for their overall effectiveness. In this he prefigures the arguments of Dani Rodrik (2007), who argues that even the most interventionist states need to cut off the funding of state projects that fail to become competitive before the middle term.
- 2 Even in the purchase of a bond, there are the questions of the future value of the currency in which the bond is denominated, whether interest rates will rise or fall and the liquidity of the bond should more attractive opportunities emerge later.

Chapter 7 Why Reducing Taxes for Employers Does Not Raise Employment

- 1 Tax data are missing from the 1960 panel. The 1960 Census was generally one of the least reliable and lowest quality censuses in Brazil. A ship carrying most of the data and tapes for the Northeastern states was lost at sea, and the Northeastern data had to be reconstructed on a very tenuous basis. (Edward Telles, oral communication).

Chapter 8 How Rent and Urban Verticalization Can Reduce Employment

- 1 Since 1980, Sergipe has benefited enormously from newly discovered offshore oil and gas deposits which produced an energy boom. None of this

would have applied to the 1940–80 residuals which are the main focus of this chapter.

- 2 Note that a better statement of this position would be that rent is inversely correlated with the available floor-space rather than number of buildings. However, floor-space is contaminated with the effect of verticalization, which as we will see raises below, rather than lower rents. Preliminary empirical analysis used both building counts and floor counts to deal with this ambiguity and finds similar results for the two measures with slightly better fit for the building-based specification.
- 3 IBGE, the Brazilian Census Authority, was in the 1960s and 1970s, one of the most creative and innovative census agencies in Latin America. The Westernization of Brazilian Censuses was in some ways as regrettable as the Westernization of Brazilian music, representing the loss of incredible self-taught innovation and talent in favor of a standardized less interesting globalized product.
- 4 All of the legal material in this section is drawn from Almeida 1982 and Dos Santos 1995.
- 5 The loophole that landlords could destroy a building and replace it with a new structure became very important. This explains the extremely low rate of historical preservation in Brazil and the enormous preponderance of 60s–90s era modern buildings even in urban neighborhoods of earlier vintage.

Chapter 9 Frontier Development as Job Creation – With Social Costs

- 1 Figure 9.2 does not include data from 1978; however parallel tables on construction starts show 1978 was similar to other years.
- 2 We leave to the reader's imagination the interpretation of a project that spends a lot of money very, very quickly and then disappears from the public record – with nothing to show for the expenditure.
- 3 However, once developed, the resort was transferred into private hands. Copies of the transfer documents are posted prominently in the foyer of one of the principal buildings of the hotel.

Chapter 10 When Does Not Being Green Reduce Employment?

- 1 There were too few cases to do an analysis for the earlier period.
- 2 Pearson coefficients are 0.67 and 0.29 respectively. Both correlations are significant with a *p* value of less than 0.001; *N* = 1014.

Chapter 11 Palliative Development, and the Great Theories of the State and Economic Growth

- 1 Some readers may be skeptical of this claim because of arguments concerning the “McDonaldization” of the world – and that hotels and restaurants in the global south are being dominated by American and European chains. (Ritzer 2008) Levels of foreign penetration of the hotel and restaurant sector are often

exaggerated. One can find McDonalds, or a Starbucks in many Third World cities. However, even the most casual walk down any street will show the clear majority of bar and restaurants to be local with names that an American or Briton would not recognize. Foreign hotels can often be found in business centers; however, nationals often dominate the hotel sector in tourist areas frequented by nationals, on inter-regional highways, near bus stations, and in the bed and breakfast sector. In Aracaju, Sergipe where I did my fieldwork, foreign chains represented fewer than 2 percent of the restaurants – and fewer than 10 percent of the hotels. The ratios were not all that different in Rio de Janeiro.

- 2 The closest thing I found to a successful policy ring in hotels was an alliance of some hotel owners with political interests in Cuiabá. Even if this produced advantageous bookings of state business, and the allocations of some prime locations to this inner circle, hotel ownership in Cuiabá was still broadly dispersed, and overall levels of employment and prosperity in the sector were high.

Chapter 12 Development Strategies in a Post-Debt World

- 1 SEBRAE's microcredit programs are generally administered in coordination with a local development bank.

Appendices

- 1 Currently, most industrial enterprise samples are drawn from RAIS, the official compilation of legally registered firms. Informality makes this a very dubious sampling base – except for analyses which can legitimately be limited to a sample of very large firms.
- 2 The author has experimented with the effects of price indices constructed using different methodologies. The effects of using alternative metrics can be noticeable, although no changes materially alter the substantive conclusions reported in this book. (The year term included in the equations neutralizes some of these adverse effects.)
- 3 An obvious exclusion from the UNESCO list is the city of Rio de Janeiro. Alternate equations that treat Rio de Janeiro as if it were a UNESCO World Heritage site behave similarly to the models presented here.

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