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# New Business Formation by Industry over Space and Time: A Multi-Dimensional Analysis

Michael Fritsch, Oliver Falck

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**New Business Formation by Industry over Space and Time:  
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## New Business Formation by Industry over Space and Time: A Multidimensional Analysis

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MICHAEL FRITSCH<sup>+</sup> and OLIVER FALCK<sup>++</sup>

February 2006

### Abstract

We apply a multidimensional approach to simultaneously analyze the effects of three groups of determinants on new business formation: industry, space, and changes over time. The data are for West Germany and covers the period from 1983 to 1997. Our analysis indicates that the positive impact of small business employment found in many previous studies may be mainly explained by minimum efficient size in the respective industry. Moreover, innovation activities and the technological regime play an important role in new business formation processes. There are some differences with regard to the impact of a number of variables on start-ups in the manufacturing and the service sector. While a high level of short-term unemployment has a positive impact on the number of start-ups in the service sector, no significant impact for long-term unemployment could be found.

JEL classification: D21, L10, R10

Keywords: New business formation, industrial economics, regional economics, entrepreneurship.

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## II

Zusammenfassung“Betriebsgründungen in Branchen, Regionen und über die Zeit:  
Eine mehrdimensionale Analyse”

Wir analysieren das Gründungsgeschehen mit einem mehrdimensionalen Ansatz,

der simultan den Einfluss dreier Gruppen von Einflußfaktoren berücksichtigt:

Branchenzugehörigkeit, Region und Änderungen über die Zeit. Die Daten

beziehen sich auf Westdeutschland und decken den Zeitraum 1983 bis 1997 ab.

Unsere Untersuchung zeigt, dass der positive Einfluss von Beschäftigung im

kleinbetrieblichen Sektor auf das Gründungsgeschehen, der in vielen früheren

Studien festgestellt wurde, vor allem auf die Bedeutung der mindestopimalen

Betriebsgröße in der jeweiligen Branche zurückgeführt werden kann. Darüber

hinaus stellen wir fest, dass den regionalen Innovationsaktivitäten und dem

Charakter des technologischen Regimes eine wichtige Rolle für

Gründungsaktivitäten zukommt. Es zeigen sich einige Unterschiede hinsichtlich

des Einflusses von Variablen auf die Gründungen im Industrie- und

Dienstleistungssektor. Während ein hohes Niveau an Kurzzeit-Arbeitslosigkeit

einen positiven Effekt auf die Anzahl der Gründungen im Dienstleistungssektor

hat, kann für die Langzeit-Arbeitslosigkeit kein signifikanter Einfluss festgestellt

werden.

Schlagworte: Betriebsgründungen, Industrieökonomik, Regionalökonomik,  
Entrepreneurship.

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Contents

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1. Introduction..... 1

2. Hypotheses and main empirical findings.....3

3. Overview of new business formation in Germany from 1983 to 1997 .....7

4. Variation of new business formation over industry, space, and time .....9

5. Multivariate analysis..... 11

5.1 Estimation procedure ..... 11

5.2 Variables ..... 13

5.3 Results ..... 17

6. Conclusions.....21

References .....25

Tables and Figures 31

NOTES .....40

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## 1. Introduction\*

There is little doubt that new business formation plays an important role in the process of economic development (FRITSCH and MUELLER, 2004; VAN STEL and Storey, 2004; CARREE and THURIK, 2003).<sup>1</sup> Each new business or market entry represents a challenge to the incumbents and, consequently, may generate significant incentives for improvements. The determinants of new business formation have been investigated theoretically and empirically in a number of ways. Most empirical studies in this field are cross-sectional analyses of different industries or regions.<sup>3</sup> Longitudinal analyses of new business formation processes are rather rare.<sup>4</sup> A severe shortcoming of these analyses is that most of them are limited to only one category of influence – industry, space or time – and tend to neglect other factors. The types of influences that are accounted for is mainly due to the approach chosen. For example, cross-sectional analyses limited to the industry level can only investigate the role of industry characteristics (e.g., minimum efficient size, capital intensity) but not regional determinants such as population density or workforce qualifications. Without accounting for the regional dimension, however, in the case of such industry-level studies, reliable results cannot be attained if the importance of a certain factor, such as innovation conditions, varies significantly across regions. Additionally, if certain regional conditions stimulate new business formation in some industries but deter start-ups in other industries, the effect of space on the formation of new businesses cannot be adequately assessed by means of an interregional approach that does not account for different industries.<sup>5</sup> Moreover, empirical analyses should include multiple years to control for the possibility that the effect of the different determinants changes over time, and, more particularly, to account for the impact

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3 of factors that mainly have an influence on the macro or the national level, such as  
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5 variation of wages, capital user cost, and overall demand.  
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8 As far as we know, such a comprehensive approach which simultaneously  
9  
10 analyzes the influence of industry, space, and time on new business formation  
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12 processes has not yet been conducted, presumably because of limitations in the  
13  
14 available data. The available time-series are rather short, differentiation by  
15  
16 industry is often rudimentary, and there are hardly any data supporting meaningful  
17  
18 spatial categories. This shortcoming may be the cause of the mixed and partly  
19  
20 contradictory results that have been found, particularly, in studies across  
21  
22 industries (cf. EVANS and SIEGFRIED, 1994; GEROSKI, 1995). Based on a unique  
23  
24 dataset, which was compiled from German Social Insurance Statistics (see  
25  
26 FRITSCH and BRIXY, 2004, for details), we use a multidimensional approach to  
27  
28 analyze the effects of the three groups of determinants – industry, space, and time  
29  
30 – simultaneously. The data cover the period from 1983 to 1997 and provides  
31  
32 information on the number of new businesses in each year within 52 private sector  
33  
34 industries and 74 regions. The estimates enable us to assess the relative  
35  
36 importance of the three types of determinants for new business formation  
37  
38 processes. The results should be much more reliable than those found by  
39  
40 analyzing only one or two categories of factors.  
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43 We begin with a brief outline of the main hypotheses and empirical findings  
44  
45 about the determining factors in the decision to set up a business in a certain  
46  
47 industry and region (section 2). This is followed by an overview of new business  
48  
49 formation in West Germany during the period under review (section 3). Section 4  
50  
51 introduces the basic analytical approach and compares the variation of the number  
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53 of start-ups over the three analytical dimensions: industry, space, and time. The  
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3 analysis of relationships is reported in section 5. Finally, we draw some  
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5 conclusions from the analysis, particularly with regard to the merits of the type of  
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7 multi-level approach applied here (section 6).  
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## 10 **2. Hypotheses and main empirical findings**

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12 In analyzing new business formation processes, we assume the perspective of a  
13  
14 potential founder. According to this “labor market” approach (AUDRETSCH, 1995,  
15  
16 pp. 47-50; STOREY, 1994, p. 60), every member of the workforce is faced with the  
17  
18 question of whether to remain in dependent employment (or unemployment) or to  
19  
20 start an own business. In this view, the start-up decision is determined by a  
21  
22 person's subjective evaluation of the costs and benefits related to these  
23  
24 alternatives. One group of factors that may be relevant for this decision is the  
25  
26 personal characteristics of the potential entrepreneur.<sup>6</sup> Other factors are  
27  
28 characteristics of the industry and of the local environment.  
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31  
32 In regard to the qualifications of the potential entrepreneur, many studies  
33  
34 find a positive relationship between the education level and the propensity to start  
35  
36 a business (BATES, 1990). However, work experience, particularly in the industry  
37  
38 of start-ups, also seems to play an important role. A stylized fact of interregional  
39  
40 analyses of new business formation is that the share of employment in small  
41  
42 businesses is conducive to start-up activity (cf. REYNOLDS *et al.*, 1994). The  
43  
44 standard explanation for this result is that working in a small business stimulates  
45  
46 the emergence of an entrepreneurial attitude; thus, increasing the likelihood that  
47  
48 the businesses' employees will consider starting their own businesses (BEESLEY  
49  
50 and HAMILTON, 1984; SORENSON and AUDIA, 2000). This interpretation is based  
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52 on the notion that smaller businesses have a less extensive internal division of  
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3 labor than do larger businesses; hence, employees of these businesses are likely to  
4  
5 gain exposure to a relatively big portion of the often tacit knowledge that is  
6  
7 necessary in order to run a firm. This view is supported by evidence from  
8  
9 empirical studies showing that many founders worked in small businesses before  
10  
11 setting up their own enterprises (JOHNSON and CATHCART, 1979a and b;  
12  
13 ARMINGTON and ACS, 2002; WAGNER, 2004).<sup>7</sup> Moreover, a high level of  
14  
15 employment in small businesses in a region is probably associated with a  
16  
17 relatively pronounced tradition of entrepreneurship; thereby increasing the  
18  
19 confidence of potential entrepreneurs in their ability to open new ventures  
20  
21 (SORENSEN and AUDIA, 2000, p. 442f.).<sup>8</sup> This is also the reason why these factors  
22  
23 may be somewhat overestimated by the percentage of small business employment  
24  
25 because it reflects, to some degree, the historical levels of regional  
26  
27 entrepreneurship since most businesses begin small. The relevance of business  
28  
29 size structure in a given region in relation to new business formation processes  
30  
31 could result from the fact that most founders locate their businesses close to their  
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33 homes (JOHNSON and CATHCART, 1979b; MUELLER and MORGAN, 1962; COOPER  
34  
35 and DUNKELBERG, 1987). However, the share of employment in small businesses  
36  
37 also may be regarded as a proxy for an industry's minimum efficient business  
38  
39 size. The smaller an industry's minimum efficient business size is, the fewer the  
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41 resources that are needed to successfully enter the market are, which makes it  
42  
43 more likely that new businesses will emerge in that industry.  
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46  
47 An issue related to a potential founder's qualification and minimum  
48  
49 efficient size is the technological regime that holds sway in an industry. The  
50  
51 concept of technological regime characterizes the nature of innovation activity in  
52  
53 an industry, particularly the role of small and large firms (AUDRETSCH, 1995, 39-  
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3 64; WINTER, 1984). A technological regime is called “entrepreneurial” if a high  
4 share of innovation activity is conducted by small firms; whereupon, entrants have  
5 a relatively good chance to compete successfully. In a “routinized” regime, the  
6 incumbent large firms have the innovative advantage and small firms play only a  
7 minor role. Therefore, the survival chances of businesses entering such a market  
8 can be assumed to be comparatively small.  
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16 Lower levels of capital intensity in an industry mean that less investment is  
17 needed to enter the market, which has a salutary effect on start-up activity.  
18 Likewise, a high level of new business formation can also be expected in  
19 industries with low labor unit costs. Lower levels of capital intensity and  
20 relatively high labor unit costs may also indicate industries in which a higher  
21 proportion of relevant resources reside in skilled labor rather than being  
22 incorporated in equipment. In such industries, highly-skilled employees may face  
23 relatively high incentives to exit a business and start their own businesses because  
24 they want to appropriate the full value of their skills, which employers tend to  
25 underestimate as a result of information asymmetry (AUDRETSCH, 1995). A low  
26 level of capital user costs indicates low barriers to entry and should be associated  
27 with high start-up rates.  
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41 The empirical results concerning the impact of unemployment on new  
42 business formation is rather contradictory and unclear. On the one hand, it could  
43 be argued that unemployed workers face rather low opportunity costs when  
44 starting their own businesses; hence, a high level of unemployment may lead to  
45 relatively large numbers of start-ups. On the other hand, high unemployment may  
46 indicate relatively low demand and correspondingly bad prospects for a successful  
47 start-up. In most of the empirical studies, the impact of the unemployment rate on  
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3 new business formation was found to be weakly significant or insignificant (cf.  
4 REYNOLDS et al., 1994; EVANS and SIEGFRIED, 1994; GEROSKI, 1995). A few  
5  
6 analyses have found that the percentage change in the number of unemployed had  
7  
8 a negative impact on new business formation activity (cf. REYNOLDS et al. , 1994;  
9  
10 SUTARIA, 2001; SUTARIA and HICKS, 2004). However, in an analysis on the level  
11  
12 of individuals WAGNER and STERNBERG (2004) found that being unemployed  
13  
14 increases the propensity to be a nascent entrepreneur.  
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18 There is little doubt that growing demand should be stimulating for start-  
19  
20 ups. Yet, it is not quite clear whether the demand for the products of the specific  
21  
22 industry or the overall demand is more important in this respect. If the level of  
23  
24 start-ups in an industry is related to the stage in its life cycle (GORT and KLEPPER,  
25  
26 1982), then the development of demand on the industry level should be more  
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28 important.  
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32 Another stylized fact of cross-regional analyses is a positive relationship  
33  
34 between the level of new business formation and population density.<sup>9</sup> The exact  
35  
36 reason for this result is largely unclear because regional density may serve as a  
37  
38 proxy for all kinds of regional influences, such as the availability and cost of  
39  
40 needed resources like floor space and qualified labor, the presence of specialized  
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42 services and venture capital<sup>10</sup>, spatial proximity to customers and to other  
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44 businesses in the industry, the regional knowledge stock and knowledge spillovers  
45  
46 (cf. KRUGMAN, 1991), quality of life (PENNINGS, 1982) etc. Density may also be  
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48 regarded as an indicator of innovativeness if agglomerations are characterized by  
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50 a high level of innovation activity, as is frequently stated in the literature (for an  
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52 overview see FRITSCH, 2000). In this interpretation, a positive relationship  
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3 between density and start-up activity implies that a high level of innovativeness is  
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5 conducive to new firm formation processes.  
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### 8 **3. Overview of new business formation in Germany from 1983 to 1997**

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10 Our information on start-ups is generated from the German Social Insurance  
11 Statistics (see FRITSCH and BRIXY, 2004, for a description of this data source).  
12  
13 The data are comprised of the yearly number of new businesses in the 74 West  
14 German planning regions for 52 private-sector industries in the period from 1983  
15 to 1997. Because, the data cover only establishments with at least one employee  
16 other than the founder; start-ups of businesses that remain very small without any  
17 employees are not included. We exclude new businesses with more than 20  
18 employees in the first year of their existence; as a result, a considerable number of  
19 new subsidiaries of large firms contained in the database are not counted as start-  
20 ups.<sup>11</sup> Although, the database only includes information at the establishment level;  
21 a comparison with information on the regional distribution of headquarters of  
22 newly founded firms reveals a rather high correlation, thus allowing our data to  
23 also be regarded as an indicator for regional entrepreneurship (see FRITSCH and  
24 BRIXY, 2004, and the analyses in FRITSCH and GROTZ, 2002). Planning regions are  
25 functional spatial units somewhat larger than labor-market areas consisting of at  
26 least one city and the surrounding area (see figure 2).<sup>12</sup>  
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44 According to our data, there were about 126 thousand private sector start-  
45 ups per year in the period under examination. Over the years, the number of start-  
46 ups increased slightly with a relatively distinct rise between 1990 and 1991. The  
47 difference between the average number of start-ups in the 1983 to 1989 and the  
48 1990 to 1997 periods was about 12.3 percent. The majority of the new businesses,  
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3 about 92.5 thousand per year (73.4 percent of all start-ups), were in the service  
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5 sector compared to about 14.4 thousand new establishments per year (11.5  
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7 percent) in manufacturing.<sup>13</sup> There was an overall trend towards an increasing  
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9 share of start-ups in the service sector and a corresponding decreasing share in  
10  
11 manufacturing sector (figure 1). In the service sector, the largest number of new  
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13 establishments was set up in wholesale and resale trade, hotels and inns, and the  
14  
15 non-specified “other” services. In manufacturing, most start-ups were in steel  
16  
17 processing, motor vehicles, electrical engineering, furniture, and food (table 1).  
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19  
20 (Figure 1 about here!)

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23 (Table 1 about here!)

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26 Not surprisingly, most of the start-ups (52.6 percent) were located in the  
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28 agglomerations, while only 15.1 percent were in rural areas (table 2). The share of  
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30 new businesses in the service sector was relatively high in agglomerations (76.4  
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32 percent) and the lowest in rural regions (67.5 percent). To compare the level of  
33  
34 start-up activity between the regions, we also calculated start-up rates by dividing  
35  
36 the number of start-ups by the number of employees in a certain industry and  
37  
38 region.<sup>14</sup> The average yearly start-up rate (number of new businesses per 1,000  
39  
40 employees) of 7.24 (table 2) means that per year about every 138<sup>th</sup> employee  
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42 started a new business. Generally, start-up rates tend to be higher in the service  
43  
44 sector than in manufacturing.  
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46  
47 (Table 2 about here !)

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49  
50 (Figure 2 about here!)

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3 Taking the private sector as a whole, we find the lowest start-up rates in the  
4 agglomerations. While for manufacturing, the highest start-up rate is in the  
5 moderately congested regions, the rural areas show the highest rates for services  
6 and other industries. Despite these differences, however, the regional distribution  
7 of start-up rates in the two sectors is rather similar to the picture that is produced  
8 for all private sectors (figure 2). Generally, start-up rates tend to be higher in the  
9 northern part of the country but relatively high rates are also found on the western  
10 and southern border.  
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#### 20 **4. Variation of new business formation over industry, space, and time**

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23 Multidimensional analysis allows different categories of influences to be  
24 examined simultaneously.<sup>15</sup> In our approach, these dimensions are industry, space,  
25 and time. We analyze to what extent the number of start-ups in a certain industry  
26 and region during a certain year is determined by factors that are specific to the  
27 respective industries, regions, and years. In doing so, we particularly try to  
28 account for interregional differences in industry-specific factors. In the first step  
29 of analysis, we break down the total variance of the number of start-ups into three  
30 dimensions: industry, region, and time. We estimate the number of start-ups in an  
31 industry, region, and year ( $y_{irt}$ ) as  
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$$42 \quad (1) \quad y_{irt} = \beta_0 + e_{irt} + u_{ir} + v_r$$

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45 The subscripts  $i$ ,  $r$ , and  $t$  represent the three dimensions of analysis. In our model,  
46 dimension  $t$  is time (1983-1997), dimension  $i$  is industry (52 industries), and  
47 dimension  $r$  is space (74 West German regions). If an item has all three subscripts  
48  $irt$ , it varies across all three dimensions. If an item has two subscripts, it varies  
49 across two dimensions, and so on. The variables  $e_{irt}$ ,  $u_{ir}$ , and  $v_r$  represent the  
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3 random variables at the three dimensions, which follow a normal distribution with  
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5  $E(e_{irt}) = E(u_{ir}) = E(v_r) = 0$  and  $var(e_{irt}) = \sigma_e^2$ ,  $var(u_{ir}) = \sigma_u^2$ ,  $var(v_r) = \sigma_v^2$ .

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8 The estimation procedure used was iterative generalized least squares. We  
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10 obtain a value of 33.20 for the constant term ( $\beta_0$ ) in the estimation for the number  
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12 of yearly start-ups in all private sectors (table 3). This gives us the average  
13  
14 number of start-ups in an average industry and region during an average year.  
15  
16 Restricting these estimations to manufacturing or services resulted in an average  
17  
18 number of 5.58 yearly start-ups per industry and region in manufacturing and  
19  
20 104.17 new businesses in the service sector. We found the highest variance for the  
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22 random variable  $u_{ir}$ , indicating that the largest part of variation in the number of  
23  
24 new businesses is found across industries ( $\sigma_u^2$ ). Considerably less variation could  
25  
26 be attributed to region ( $\sigma_v^2$ ), and the smallest share of variation in start-up activity  
27  
28 was found over time ( $\sigma_e^2$ ).  
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32 (Table 3 about here!)  
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35 We carried out the same procedure for the start-up rates that account for  
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37 industry size because the high variation in the numbers of start-ups between  
38  
39 industries is to some degree the result of differences in their economic potential.  
40  
41 In this case, the smallest amount of variation was found across regions (table 3).  
42  
43 In manufacturing as well as in the estimates for all private industries, the highest  
44  
45 share of variance could be attributed to time. Estimates limited to the service  
46  
47 sector showed that industry affiliation was responsible for most of the variation.  
48  
49 Obviously, market dynamics play a relatively pronounced role for start-up activity  
50  
51 in the service industries. A comparison of the results for the two indicators of  
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53 start-up activity (i.e., the number of new establishments and the start-up rate)  
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3 highlights the impact of differences in employment and employment changes on  
4 the start-up rate. The higher variance of start-up rates across industry in estimates  
5 limited to manufacturing indicates that manufacturing industries differ more with  
6 regard to employment than with regard to the number of start-ups. The opposite  
7 seems to be the case for the service industries. For all three sector definitions, the  
8 variance across regions is much smaller for start-up rates than it is for the number  
9 of start-ups. Variation over time is much higher for start-up rates than it is for the  
10 number of start-ups. This reflects a considerable impact of changes in  
11 employment: the denominator of the start-up rate.  
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## 22 **5. Multivariate analysis**

### 23 **5.1 Estimation procedure**

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25 The analysis of the variation of new business formation across the different  
26 dimensions showed that the start-up rate was significantly shaped by the change in  
27 employment in the respective industry and region (cf. table 3). This is one reason  
28 why this rate is a questionable indicator in multivariate analyses of new business  
29 formation and entrepreneurship over time. Another argument against using the  
30 start-up rate in longitudinal analyses is that independent variables with the number  
31 of employees as the denominator are affected by employment changes. As a  
32 consequence, the estimates for such independent variables may suffer from a  
33 positive pseudo-correlation with the start-up rate. In our analysis, this is  
34 particularly relevant for the share of employees in small establishments, labor unit  
35 costs, and the unemployment rate.<sup>16</sup> For these reasons, we used the number of  
36 start-ups instead of the start-up rate as the dependent variable in our analyses of  
37 the factors determining new business formation.  
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3 Because the number of start-ups which is our dependent variable is of a  
4 count-data character we applied negative-binomial (negbin) regression for this  
5 analysis. This method is based on the assumption that the counts result from a  
6 stochastic poisson-type process. An ordinary negbin regression would, however,  
7 lead to the problem of having “too many” zero values, which implies a violation  
8 of underlying distribution assumptions (see Greene, 2003, pp. 931-939). Given the  
9 high degree of regional and industrial disaggregation in our data, such zero-value  
10 cases represent a considerable share of all observations. For an analysis across all  
11 private sectors, this share amounts to 28.2 percent. In manufacturing it is 34.17  
12 percent and in services the proportion of observations with no start-up in a given  
13 industry, region, and year is 10.0 percent. One solution to this problem would be  
14 to apply a “truncated” negbin-approach, i.e., to exclude those observations that  
15 had no start-ups in a given year. However, because observations with zero start-  
16 ups are most likely to occur in industries and regions with a relatively low level of  
17 new business formation activity, omission of these observations would lead to a  
18 sample that is biased towards large industries and regions with many new  
19 establishments. To avoid this problem, we applied a zero inflated negbin  
20 approach. This type of model assumes that zero values may result from two  
21 different kinds of regimes. Under the first regime, the probability of a positive  
22 count (i.e., start-up) in an industry within a certain region is about zero. In this  
23 case, a zero observation can, therefore, not be regarded a result of a stochastic  
24 poisson process. Under the second regime, the zero observations are assumed to  
25 be an outcome of such a poisson process with some positive probability that a  
26 start-up in the respective industry and region will occur. The zero inflated negbin  
27 approach tries to exclude those zero counts that cannot be regarded to result from  
28 a poisson process. This is done here using a logit model with the number of  
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3 employees in 1,000 employees lagged one year in each industry and region as  
4 exogenous variable (cf. Long, 1997, chapter 8 and Greene, 2003, chapter 19.9). In  
5 our analysis, we found that the estimates of truncated and zero inflated negbin  
6 models were very similar; thus, using one approach instead of the other does not  
7 seem to have a significant impact on the results. However, missing values in some  
8 of the exogenous variables led to some unavoidable sample bias<sup>17</sup>.  
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16 There may be considerable autocorrelation over time because industries and  
17 regions with a relatively high number of start-ups in a certain year will tend to  
18 have correspondingly high numbers of start-ups in other years. Moreover, an  
19 industry population in a region that is characterized by high numbers of start-ups  
20 is also quite likely to show comparatively high levels of change in the number of  
21 start-ups over time. Such an effect would imply heteroscedasticity. Analyses that  
22 neglect this cluster-correlated data situation will generally underestimate the true  
23 variance and lead to test statistics with inflated type I errors. To avoid these  
24 problems, we apply the correction procedure developed by HUBER (1967) and  
25 WHITE (1980) which provides an unbiased covariance matrix estimator that is  
26 robust with regard to this type of heteroscedasticity and autocorrelation over time,  
27 even if the model should be incorrectly specified.<sup>18</sup>  
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## 41 5.2 Variables

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44 Table 4 shows the indicators used in our final model for assessing the importance  
45 of the different factors on the number of new businesses in a certain industry,  
46 region, and year as well as the signs of coefficients that we expect based on the  
47 evidence found in earlier studies. While the regional *working population* is an  
48 indicator for the pool of potential entrepreneurs, the *share of industry employment*  
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3 explores as to what extent new businesses are set up by employees of the same  
4 industry. The *unemployment rate* in a given region and year indicates the role of  
5 unemployed persons in new firm formation activity. We are able to identify the  
6 short-term unemployed, which include only those persons which were  
7 unemployed for less than one year. Comparing the results of models with the  
8 short-term unemployment rate to models with the rate of the longer-term  
9 unemployed reveals that the latter has hardly any statistically significant effect on  
10 new business formation. This indicates that the short-term unemployed are more  
11 likely to set up a new business. Obviously, the longer-term unemployed cannot be  
12 regarded as a potential pool of entrepreneurs. Therefore, we include the short-term  
13 unemployment rate (share of short-term unemployed persons in the workforce) in  
14 the model.

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28 *Small business presence* measured as the share of employees in establishments  
29 with less than 50 employees in a given region, industry, and year indicates the role  
30 of employment in small establishments as a source of start-ups. Our measure of  
31 *minimum efficient size* goes back to COMANOR and WILSON (1967, p. 428) and is  
32 quite frequently used in other analyses (see for example AUDRETSCH, 1995).  
33 COMANOR and WILSON argue that the larger-scale establishments of an industry  
34 should be relatively efficient because, otherwise, additional smaller units would  
35 have emerged. This implies that the smaller establishments are either newly  
36 founded or declining businesses which suffer from size disadvantages.<sup>19</sup> The  
37 indicator for the entrepreneurial character of the *technological regime* measures  
38 the importance of small establishments for R&D activity. Note that we calculate  
39 the technological regime indicator for each industry in each region separately so  
40 that the character of the technological regime in that industry may differ across  
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3 regions as is suggested by some authors (SAXENIAN, 1994). We find that the  
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5 indicator for the technological regime highly correlates with indicators that  
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7 measure the qualification level of the workforce in the industry and region, such  
8  
9 as the share of employees with a university degree. One can expect a positive  
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11 relationship between the qualification variable and the level of start-up activity  
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13 because the propensity of individuals to set up a new business rises as their level  
14  
15 of qualification increases. (BATES, 1990). In our analyses, estimates with the  
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17 indicator for the technological regime lead to a better fit than those based on the  
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19 measures of the qualification level; therefore, we omitted the variables for shares  
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21 of a certain qualification.  
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25 Unfortunately, our information about the number of patents that have been  
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27 registered by inventors located in a region only covers the years from 1992  
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29 to 1994. We use this information to create three dummy variables for the  
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31 innovativeness of the region. Regions are classified according to the number of  
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33 patents per 1,000 persons in the workforce in these three years. These dummies  
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35 are assigned the value zero if the number of patents is in the lower quartile of all  
36  
37 regions, and they assume the value one if the number of patents is in the second  
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39 (patent 25-50), third (patent 50-75), or in the upper quartile (patent 75-100),  
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41 respectively. This implies the assumption that the level of innovativeness in the  
42  
43 regions has remained fairly constant over the period of analysis. The variables  
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45 *capital intensity*, *labor unit cost*, and *capital user cost* are important industry  
46  
47 characteristics that may show important variation over time. Our indicator for  
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49 *change of demand* is the percent change of gross domestic product of the  
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51 respective industry that showed to have a greater impact than the national or  
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53 regional demand did. In order to account for unobserved region-specific effects,  
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3 dummy variables for the planning regions have been included. To avoid problems  
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5 of reversed causality, all independent variables are lagged by one year.  
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8 (Table 4 about here!)  
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10 We find a considerable degree of spatial autocorrelation in our data; i.e., new  
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12 business formation processes in adjacent regions are not independent but related  
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14 in some way. There are two possible explanations for this high degree of spatial  
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16 autocorrelation. One is that a significant number of entrepreneurs set up a  
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18 business in an adjacent region. However, this seems quite unlikely given the  
19  
20 considerable size of the planning regions and the fact that founders of new  
21  
22 businesses tend to locate their businesses in close proximity to their homes  
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24 (JOHNSON and CATHCART, 1979b; MUELLER and MORGAN, 1962; COOPER and  
25  
26 DUNKELBERG, 1987). A more likely explanation for this spatial autocorrelation is  
27  
28 that an entrepreneurial attitude or technological regime influences geographical  
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30 entities that are larger than planning regions. In fact, AUDRETSCH and FRITSCH  
31  
32 (2002) found that a certain type of growth regime tends to apply to a larger  
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34 geographical area. To account for the spatial autocorrelation, an autoregressive  
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36 error model that includes the weighted average of the disturbance terms of  
37  
38 adjacent regions would be appropriate (ANSELIN, 1988). Such a model has to be  
39  
40 estimated by a procedure that maximizes a likelihood function containing these  
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42 weights. As our dataset contains 52,226 observations (for all private sectors), the  
43  
44 weighting matrix for the error terms has the dimension 52,226 x 52,226 and is not  
45  
46 computable due to technical restrictions. To overcome this problem, we apply a  
47  
48 spatial cross-regressive model to account for the effects of the adjacent region by  
49  
50 including dummy variables for the different Federal States (*Laender*). This type of  
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52 model has the advantage because it can be estimated with standard estimation  
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3 procedures. The German Federal States (*Laender*) are also an important level of  
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5 policy making; hence, this variable may also indicate the effect of policy  
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7 measures operated at that level. Table 5 provides descriptive statistics for the  
8  
9 independent variables that have been included into the final model.

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12 (Table 5 about here!)

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15 Our multidimensional approach, as already stated in the introduction, may  
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17 give us a clearer picture of the relationships than the analyses which account for  
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19 only a single dimension. However, the number of dimensions of a certain variable  
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21 may have an effect on the coefficients. If a variable has only variation over one  
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23 (e.g., our patent indicator) or two (e.g., labor unit cost) dimensions then the  
24  
25 variance is much less pronounced as compared to indicators that vary over all  
26  
27 three dimensions. One could, therefore, expect that the impact of variables with  
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29 variance over less than three dimensions is somewhat underestimated in  
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31 comparison to indicators that vary over all three dimensions.

### 32 33 34 **5.3 Results**

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37 Table 6 displays the results of the zero-inflated negbin models for all private  
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39 sectors and for manufacturing and services taken together. Estimates limited to  
40  
41 manufacturing or to the service industries are shown in table 7. The strong impact  
42  
43 of the regional working population on the number of newly-founded businesses  
44  
45 clearly indicates the importance of the workforce as a source of entrepreneurs.  
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47 This variable also stands for agglomeration economies indicating a positive effect  
48  
49 of density on new business formation. This finding is also consistent with the  
50  
51 hypotheses that emphasize the role of spatial proximity and knowledge spillovers  
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53 for economic development (cf. KRUGMAN, 1991). Due to a high correlation  
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3 between the number of working population and population density, it is not  
4 possible to test for the effect of density with a separate variable in models that  
5 contain the size of the workforce. Note that no non-linearities in the relationship  
6 between working population and the number of start-ups could be found.  
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11 Due to the fact that the coefficients for the share of employment in the  
12 industry in which the new businesses are set-up are about as significant as those  
13 found for the workforce suggest that a considerable fraction of the founders come  
14 from the same industry. Obviously, industry specific qualifications and  
15 knowledge plays an important role in many of the new businesses. The results for  
16 the short-term unemployment rate indicate that start-ups out of unemployment  
17 mainly take place in the service sector. In the estimates limited to start-ups in  
18 manufacturing, the short-term unemployment rate is not statistically significant.  
19 The share of long-term unemployed persons or a change in the unemployment rate  
20 had no significant influence on the number of start-ups.  
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33 (Table 6 about here!)

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36 (Table 7 about here!)

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39 Our indicator for small business presence (share of employees in small  
40 establishments with less than 50 employees) was highly correlated with the  
41 measure of minimum efficient size (number of employees representing the 75th  
42 percentile of establishments in the industry) as well as with the indicator for the  
43 technological regime; therefore, these variables are included in separate models.  
44 We found that the indicator of minimum efficient size (model II) had a stronger  
45 impact on new business formation than the measure for small business presence  
46 (model I).<sup>20</sup> This suggests that the positive relationship between small business  
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3 employment and start-up activity that has been found in cross-regional analyses  
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5 may be largely due to a regional concentration of industries with low minimum  
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7 efficient size. Our indicator for the technological regime in an industry in a certain  
8  
9 location had a considerable impact on start-ups in services and in manufacturing.  
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11 The positive sign of the respective coefficients clearly indicates that an  
12  
13 entrepreneurial character of an industry is conducive to start-up activity. This  
14  
15 confirms the results attained by AUDRETSCH (1995) in analyses of a cross-section  
16  
17 of industries. In models where the indicator for the technological regime and the  
18  
19 measure of small firm presence had both been included, the dominant effect was  
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21 found for the technological regime indicator. Variables reflecting the formal  
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23 qualifications of the regional workforce (e.g., share of employees with a  
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25 university degree) were only significant in models that did not include the  
26  
27 indicator for the technological regime. We found considerable correlation between  
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29 these variables with the technological regime indicator clearly outperforming the  
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31 qualification measures in models that contained both variables.<sup>21</sup>  
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34 Remarkably, in analyses of the data that do not account for regional  
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36 differences, the indicator for the technological regime of the industry was found to  
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38 have no statistically significant impact on start-up activity. This suggests that  
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40 there is an important degree of interregional variation with respect to the character  
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42 of the technological regime in an industry. A case was made for this by SAXENIAN  
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44 (1994) in her comparison of the computer industry along Route 128 and in Silicon  
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46 Valley. Therefore, analyses on the level of industries that do not account for such  
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48 regional differences may be misleading.  
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51 The level of capital intensity, labor unit cost, and capital user cost were  
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53 significant with the expected sign. No significant impact could be found for  
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3 changes of these factors. Change in the gross domestic product (GDP) of the  
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5 respective industry in the preceding year had a significantly stronger impact than  
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7 changes in the national figure; consequently, the national GDP change is not  
8  
9 included in the models. The estimates show that changes in demand are of  
10  
11 significant importance for new businesses set-up in all sectors.<sup>22</sup> The number of  
12  
13 patents granted to private firms and other institution (e.g., universities) located in  
14  
15 the region represents an overall indicator for the level of regional innovation  
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17 activity. The results for our measure of regional innovativeness – regional  
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19 dummies based on the patent density – signify that a relatively high level of  
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21 innovation in a region is conducive to start-up activity, particularly for start-ups in  
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23 manufacturing industries where significance of this variable was higher than for  
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25 start-ups in the service sector.  
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28 If the regional dummies which account for the unobserved region-specific  
29  
30 effects are omitted, the coefficients for the technological regime indicator and the  
31  
32 regional innovativeness indicator come out to be somewhat larger, but all the  
33  
34 other coefficients remain unaffected. The *Laender*-dummies that are supposed to  
35  
36 capture the effect of spatial autocorrelation prove to be highly significant; hence,  
37  
38 indicating that regions belonging to the same Federal State (*Land*) have things in  
39  
40 common. However, the inclusion of this variable for effects of spatial  
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42 autocorrelation did not lead to any changes in the basic structure of the other  
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44 influences on the number of start-ups.  
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47 There are a number of interesting differences of the determinants of start-  
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49 ups between manufacturing and the service sector (table 7). The higher value of  
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51 the coefficient for the working population in services indicates a higher propensity  
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53 to start a business in this sector. The lower coefficient for the share of industry  
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3 employment in services suggests that start-ups in this sector require less of an  
4 industry-specific knowledge as is the case for new businesses in manufacturing.  
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6 Also, start-ups out of short-term unemployment seem to play a greater role in  
7 services than in manufacturing. We find higher coefficients for capital intensity in  
8 manufacturing, whereas the effect of labor unit costs is lower in models limited to  
9 the service sector. The indicator of minimum efficient size has greater importance  
10 in the service sector suggesting a stronger entry deterring effect of size  
11 requirements than in manufacturing. Dummies for industry affiliation and for the  
12 years of our observation period have been insignificant if included into our  
13 models. These dummies are not contained in the models presented here because of  
14 some correlation of these dummies with other variables such as GDP change,  
15 unemployment rate, and industry characteristics.  
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28 A number of variables had been tested but did not prove to be statistically  
29 significant; therefore, they are also omitted in the models presented in table 6 and  
30 table 7. For example, a variable for the presence of venture capital firms in the  
31 region or the share of employees in the banking sector that were meant to  
32 represent the local availability of capital had no effect. We also tested a number of  
33 interaction terms, particularly, with industry dummies and with the industry GDP  
34 growth rate in order to detect differences in the effect of variables over the  
35 product life cycle (cf. AGARWAL and GORT, 2002). However, none of these  
36 variables proved to be statistically significant.  
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## 48 **6. Conclusions**

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50 Our multidimensional analysis of new business formation in Germany confirmed  
51 a number of results from pure cross-sectional studies. We found that the regional  
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3 dimension plays a key role in new business formation processes; hence, empirical  
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5 studies may gain important insights by accounting for space. Likewise, studies  
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7 that focus on regions should be aware of significant differences between  
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9 industries. Although, the more differentiated data and the higher level of  
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11 sophistication in the analysis did not substantially contradict the results of  
12  
13 previous studies; we were able to shed some new light on a number of issues.  
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16 Above and beyond a confirmation of earlier studies, there are at least four  
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18 results that we find/found to be particularly interesting. Firstly, we were able to  
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20 show that it is only short-term unemployment that may have an effect on new  
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22 business formation while long-term unemployment remained insignificant. This  
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24 impact of the short-term unemployment rate was, however, only significant for  
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26 start-ups in the service sector and not for new businesses in manufacturing.  
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28 Secondly, the positive influence of small business presence on new business  
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30 formation that has been found in many cross-regional analyses (cf. REYNOLDS,  
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32 STOREY, and WESTHEAD, 1994) may, to a considerable extent, be related to the  
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34 minimum efficient size of the industries that are located in the region. Thirdly, we  
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36 could demonstrate a significant, positive relationship between the entrepreneurial  
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38 character of an industry in a certain location and the number of start-ups. This  
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40 clearly indicates that the characteristics of the technological regime and, therefore,  
41  
42 of innovation processes play an important role in the formation of new businesses.  
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44 The significant link between innovation activities and a considerable part of new  
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46 business formation processes is also underlined by the positive impact that we  
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48 find for the level of inventions in a region as measured by dummies based on the  
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50 number of patents per 1,000 employees. These results clearly indicate that a  
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52 considerable part of new firm formation is closely related to innovation activity  
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3 and can be regarded as an important part of the regional (!) innovation system.  
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5 Fourthly, it is quite remarkable that, although there are some differences between  
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7 the large economic sectors with regard to certain determinants of new business  
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9 formation, we found that the same empirical model can be applied to all of the  
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11 large sectors. This is underlined due to the fact that industry dummies as well as  
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13 interaction variables of industry dummies with the determinants of new business  
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15 formation in our model did not prove to be of statistical significance. This  
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17 indicates that the process of new business formation in the different sectors nearly  
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19 follows the same principles, although the strength of some determinants may be  
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21 more or less pronounced in certain industries.  
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24 The implications for a policy that wants to stimulate new business formation  
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26 are straightforward. If, as it has been shown in our analysis, the regional  
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28 workforce is a main source of new ventures, it would be appropriate to direct  
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30 policy measures to the potential founders; e.g., trying to raise their entrepreneurial  
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32 spirit and improve their qualification. According to our results, a considerable part  
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34 of new business formation processes is linked to innovation activities in the region  
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36 and constitutes a part of the regional innovation system. Particularly, an  
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38 entrepreneurial technological regime with innovative small firms seems to be a  
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40 source and a stimulus for new business formation. A policy aiming at stimulating  
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42 small business formation could focus on this part of the regional economy. This  
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44 may involve measures that try to improve technology transfer such as  
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46 strengthening the network between public research institutions and private sector  
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48 firms as well as paving the way for innovative spin-offs that may emerge from  
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50 public research. The strong impact of regional characteristics that we found in our  
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52 analysis suggests that measures which aim at stimulating new business formation  
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3 should account for the regional dimension. It could, therefore, be appropriate to  
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5 involve regional authorities in such a policy or to implement the measures more or  
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7 less completely at the regional level.  
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10 Our analysis has clearly demonstrated that a more disaggregated and  
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12 differentiated empirical approach may lead to considerable advances in the  
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14 understanding of reality. Therefore, further research on new business formation  
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16 processes should take industries and regions seriously and try to account for both  
17  
18 of the two dimensions. In an analysis, the main focus should be on the link  
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20 between start-ups and the level of innovation activity as well as its characteristics  
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22 in an industry and region. What are the main causal relationships, how  
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24 pronounced are these relationships, and what does this mean for economic  
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26 development? Further investigation of these issues should advance our  
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28 understanding of new firm formation and the process of economic development.  
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## Tables and Figures

Table 1: Average yearly number of start-ups in different industries from 1983 to 1997

Industry	Average no. of start-ups per year (percent share in all start-ups)	No. of regions with zero start-ups in a year	Industry	Average no. of start-ups per year (percent share in all start-ups)	No. of regions with zero start-ups in a year
Agriculture	7,716 (6.13)	0	Jewelry, musical instruments and toys	230 (0.18)	239
Water, energy	85 (0.07)	487	Wood (excluding furniture)	111 (0.09)	376
Coal mining	4 (0.00)	1,071	Furniture	1,920 (1.53)	0
Other mining	19 (0.02)	928	Paper-making	12 (0.01)	945
Chemicals	177 (0.14)	267	Paper processing and board	119 (0.09)	410
Mineral oil processing	7 (0.00)	1,019	Printing	775 (0.62)	24
Plastics	432 (0.34)	70	Textiles	208 (0.17)	262
Rubber	45 (0.04)	692	Leather	260 (0.21)	159
Stone and clay	398 (0.32)	44	Apparel	598 (0.48)	47
Ceramics	82 (0.07)	464	Food	1,572 (1.25)	0
Glass	54 (0.04)	621	Beverages	68 (0.05)	548
Iron and steel	15 (0.01)	946	Tobacco	2 (0.00)	1,079
Non-ferrous metals	25 (0.02)	840	Construction	6,569 (5.22)	0
Foundries	53 (0.04)	660	Installation	4,649 (3.69)	0
Steel processing	1,176 (0.93)	0	Wholesale trade	10,519 (8.36)	0
Steel and light metal construction	655 (0.52)	26	Resale trade	20,743 (16.48)	0
Machinery (non-electrical excluding office)	587 (0.47)	33	Shipping	241 (0.19)	749
Gears, drive units and other machine parts	360 (0.29)	75	Traffic and freight	6,482 (5.15)	557
Office machinery	35 (0.03)	755	Postal services	457 (0.36)	0
Computers	101 (0.08)	535	Banking and credits	812 (0.65)	15
Motor vehicles	1,844 (1.47)	0	Insurance	2,051 (1.63)	0
Shipbuilding	37 (0.03)	815	Real estate and housing	4,503 (3.58)	0
Aerospace	21 (0.02)	868	Hotels, inns etc.	16,448 (13.07)	0
Electronics	1,222 (0.97)	1	Science, publishing etc.	4,004 (3.18)	0
Fine mechanics	714 (0.57)	20	Health care	7,273 (5.78)	0
Watches and gauges	31 (0.02)	796	Other private services	19,296 (15.33)	0
Iron and metal goods	493 (0.39)	53			

Table 2: Average yearly number of start-ups in different sectors from 1983 to 1997 by type of region<sup>a</sup>

Average yearly number of start-ups	Agglomerations	Moderately congested	Rural areas	All regions
All private sectors	66,253 (52.6 / 100)	40,612 (32.3 / 100)	18,999 (15.1 / 100)	125,854 (100 / 100)
Manufacturing	7,169 (49.6 / 10.8)	4,972 (34.4 / 12.2)	2,309 (16.0 / 12.1)	14,450 (100 / 11.4)
Services	50,615 (54.8 / 76.4)	28,942 (31.3 / 71.3)	12,816 (13.9 / 67.5)	92,373 (100 / 73.4)
Other industries	8,469 (44.5 / 12.8)	6,698 (35.2 / 16.5)	3,864 (20.3 / 20.3)	19,031 (100 / 15.1)
<i>Start-up rate</i>				
<i>(number of start-ups per 1,000 employees)</i>				
All private sectors	7.06	7.29	7.81	7.24
Manufacturing	1.84	1.95	1.89	1.89
Services	9.41	12.82	14.89	10.87
Other industries	7.68	8.70	11.00	8.53

a: First value in parentheses is row percent, second value is column percent.

Table 3: Average number of start-ups and estimated variance by industry, region,  
and over time<sup>a</sup>

Number of start-ups	Variance by			
	Average	time ( $\sigma^2_e$ )	industry ( $\sigma^2_{ij}$ )	region ( $\sigma^2_v$ )
All private sectors	33.20 (2.94)	182.65 (1.10)	7,109.98 (162.37)	503.64 (104.92)
Manufacturing	5.58 (0.44)	8.05 (0.06)	83.48 (2.37)	12.07 (2.38)
Services	104.17 (10.30)	556.52 (7.06)	17,764.38 (882.40)	6,372.82 (1,293.69)
<i>Start-up rate</i> <i>(number of start-ups</i> <i>per 1,000 employees)</i>				
All private sectors	12.93 (0.62)	1,542.03 (9.62)	1,287.85 (32.43)	1.07 (4.72)
Manufacturing	10.08 (0.70)	2,031.87 (15.59)	1,077.06 (34.39)	0.00 (0.00)
Services	18.44 (0.99)	592.43 (7.58)	802.93 (41.83)	1.77 (12.40)

a: Standard deviation in parentheses

Table 4: Definition of variables and expected sign of coefficient

Variable	Operational definition	Expected sign
Working population	Number of employees and unemployed persons (thousands) in a region and year as an indicator for the pool of potential entrepreneurs (source: Social Insurance Statistics and FEDERAL EMPLOYMENT SERVICES)	+
Share of industry employment	Share of the employees in the same industry in the respective region by year (source: Social Insurance Statistics)	+
Short-term unemployment rate	Share of persons in a region which are unemployed for less than one year on the regional workforce (source: FEDERAL EMPLOYMENT SERVICES)	+ / -
Small business presence	Share of employees in establishments with less than 50 employees in a given region, industry, and year (source: Social Insurance Statistics)	+
Minimum efficient size	The 75th percentile of establishment size when establishments are ordered by size (number of employees; source: Social Insurance Statistics).	-
Technological regime	The proportion of R&D employees in establishments with less than 50 employees over the share of R&D employment in total employment in the respective region, industry, and year (source: Social Insurance Statistics)	+
Dummies for regional innovativeness	Three variables based on the number of patents that have been registered by inventors located in a region in the 1992 to 1994 period (source: GERMAN FEDERAL PATENT OFFICE taken from GREIF, 1998) per 1,000 persons in the workforce (source: Social Insurance Statistics). Dummies are assigned the value zero if the number of patents is in the lower quartile of all regions, and they assume the value one if the number of patents is in the second (patent 25-50), third (patent 50-75), or in the upper quartile (patent 75-100), respectively.	+
Capital intensity	Gross capital assets expressed in terms of 10,000 German marks (source: FEDERAL STATISTICAL OFFICE, Fachserie 18, various volumes) over the number of employees (source: Social Insurance Statistics) by industry and year	-
Labor unit cost	Gross income from dependent work per employee over gross value added per employee (source: FEDERAL STATISTICAL OFFICE, Fachserie 18, various volumes) by industry over time.	-
Capital user cost	Nominal interest rate of ten-year government bonds minus the rate of inflation (source: German Federal Bank, various volumes) plus the average yearly depreciation rate of gross capital assets (based on FEDERAL STATISTICAL OFFICE, Fachserie 18, various volumes) within an industry over time	-
Change of demand	Percent change of gross domestic product of the industry in the preceding year (source: FEDERAL STATISTICAL OFFICE, various volumes)	+

Table 5: Descriptive statistics of dependent variables

Variable	Mean	Standard deviation	Minimum	Maximum
All private industries				
Working population (in 1,000) (r)	254.28	206.66	53.05	950.45
Share of industry employment (%) (ir)	1.88	7.57	32.95	70.94
Share of small business employment (%) (ir)	50.81	32.15	0.12	100
Short-term unemployment rate (%) (r)	7.86	2.30	4.38	14.57
Industry GDP growth rate (%) (i)	1.29	3.07	-5.03	9.09
Minimum efficient size (i)	159.59	348.23	8.83	2,358.21
Technological regime (ir)	0.71	0.88	0	17.98
Capital intensity (1,000) (i)	1,079.95	2,089.71	28.13	12,600
Labor unit cost (i)	70.04	38.50	7.31	295.80
Capital user cost (%) (i)	9.58	1.56	5.49	13.37
Average yearly number of patents per 1,000 employees	1.49	0.71	0.37	3.06
Manufacturing and services				
Share of industry employment (%) (ir)	1.83	2.58	0	27.17
Industry GDP growth rate (%) (i)	1.23	3.08	-5.03	9.09
Share of small business employment (%) (ir)	49.94	32.07	0.14	100
Minimum efficient size (i)	121.73	170.89	9.24	975.40
Technological regime (ir)	0.72	0.84	0	17.98
Capital intensity (1,000) (i)	1,076.04	2,130.54	28.13	12,579.28
Labor unit cost (i)	67.49	21.35	7.31	124.26
Capital user cost (%) (i)	9.54	1.51	5.49	13.37
Manufacturing				
Share of industry employment (%) (ir)	1.31	2.13	0	27.17
Industry GDP growth rate (%) (i)	0.77	3.05	-5.03	9.09
Share of small business employment (%) (ir)	44.89	32.49	0.14	100
Minimum efficient size (i)	150.56	188.16	20.97	975.40
Technological regime (ir)	0.68	0.74	0	10.34
Capital intensity (i)	1,102.09	2,351.88	28.13	12,579.28
Labor unit cost (i)	70.70	19.30	7.31	99.45
Capital user cost (i)	10.02	0.93	8.69	12.78
Services				
Corrected working population (ir)	245.83	197.29	46.69	943.36
Share of industry employment (%) (ir)	3.37	3.10	0	15.02
Share of small business employment (%) (ir)	64.08	26.11	2.00	100
Industry GDP growth rate (%) (i)	2.59	2.90	-3.78	6.50
Minimum efficient size (i)	37.63	48.33	9.24	183.02
Technological regime (ir)	0.82	1.09	0	17.98
Capital intensity (1,000) (i)	1,000.06	1,369.95	69.57	4,391.66
Labor unit cost (i)	57.26	25.18	25.53	124.26
Capital user cost (%) (i)	8.14	1.99	5.49	13.37

\* Mean, minimum, and maximum of the mean over time for the dimension in parentheses. i: industry, r: region.

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Table 6: Results of multi-level analyses of new business formation for all private sectors and for manufacturing plus services

	All private sectors			Manufacturing and services		
	I	II	III	I	II	III
Constant	0.3410 (1.72)	3.3055** (4.88)	3.4109** (4.18)	1.0594** (5.06)	4.0086** (5.55)	4.2013** (5.76)
Working Population (rt)	0.0029** (4.05)	0.0016** (5.63)	0.0029** (4.23)	0.0030** (4.45)	0.0015** (5.23)	0.0031** (5.12)
Share of industry employment (irt)	0.4157** (4.57)	0.3607** (4.34)	0.4436** (4.37)	0.3868** (5.16)	0.3242** (4.25)	0.3684** (5.06)
Short-term unemployment rate (rt)	0.0084* (2.07)	0.0179** (4.06)	0.0443** (3.11)	0.0267** (3.73)	0.0388** (3.61)	0.0782** (3.53)
Industry GDP growth rate (it)	0.0081** (5.83)	0.0188** (5.58)	0.0005 (0.38)	0.0094** (5.17)	0.0221** (4.14)	0.0059** (3.84)
Capital intensity (it)	-0.0001 (0.79)	-0.0001** (2.58)	-0.0001* (2.29)	-0.0001 (0.31)	-0.0001 (1.45)	-0.0001 (0.03)
Capital user cost (it)	-0.1220** (5.50)	-0.1337** (5.59)	-0.1402** (3.46)	-0.1641** (4.05)	-0.2141** (4.66)	-0.2405** (4.10)
Labor unit cost (it)	-0.0059** (5.32)	-0.0077** (5.59)	-0.0281** (4.11)	-0.0102** (5.77)	-0.0106** (4.58)	-0.0300** (5.65)
Share of small business employment (irt)	0.0320** (4.79)	-	-	0.0289** (3.75)	-	-
Minimum efficient size (it)	-	-0.0119** (-5.43)	-	-	-0.0105** (-5.49)	-
Entrepreneurial technological regime (irt)	-	-	0.0317 (1.78)	-	-	0.0658* (2.03)
Dummies for number of patents per 1,000 employees:	0.7989** (4.42) 0.0958 (0.28)	0.9056* (2.03) -0.2423 (-0.66)	0.5401* (2.25) 0.6659 (1.78)	0.7808** (4.25) 1.0826** (4.07)	1.0576** (4.97) -0.3225 (-0.87)	0.5303* (2.18) 0.7728* (2.02)
Patent <sub>25-50</sub>	-0.2258 (0.75)	0.2076 (0.93)	0.0319 (0.12)	0.5885 (1.42)	0.1676 (0.72)	-0.0956 (0.34)
Patent <sub>50-75</sub>						
Patent <sub>75-100</sub>						
Chi2	23.33**	9.87*	12.43**	24.75**	24.76**	15.97**
Dummies for planning regions Chi2	Yes** (179.19)	Yes* (89.62)	Yes (67.71)	Yes** (149.64)	Yes* (84.16)	Yes (73.43)
Dummies for Federal States (Laender) chi2	Yes** (25.04)	Yes** (19.78)	Yes* (17.05)	Yes** (31.62)	Yes** (26.41)	Yes (11.90)
Number of observations	52,226 (14,731 zero obs.)	52,226 (14,731 zero obs.)	52,226 (14,731 zero obs.)	48,114 (13,444 zero obs.)	48,114 (13,444 zero obs.)	48,114 (13,444 zero obs.)
Wald chi2 (26)	10,454.40**	7,067.87 **	4,842.32**	8,980.25**	7,842.03**	5,138.82**
Mc Fadden's R <sup>2</sup>	0.173	0.178	0.132	0.176	0.184	0.143
ML R <sup>2</sup>	0.730	0.724	0.618	0.732	0.732	0.644
Cragg & Uhler's R <sup>2</sup>	0.731	0.724	0.618	0.732	0.733	0.645

Zero inflated negbin model with standard errors adjusted for clustering; i: industry, r: region, t: time. Absolute z-statistics in parentheses; \*\*: statistically significant at the 1 percent level, \* statistically significant at the 5 percent level.

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Table 7: Results of multi-level analyses of new business formation for manufacturing industries

	Manufacturing			Services		
	I	II	III	I	II	III
Constant	0.0076 (0.05)	1.7759** (4.54)	1.9027** (5.57)	0.9242** (3.66)	2.7727** (5.90)	4.1767** (5.39)
Working population (rt)	0.0011** (4.86)	0.0003 (1.45)	0.0009** (3.97)	0.0034** (6.87)	0.0032** (4.31)	0.0009* (2.04)
Share of industry employment (irt)	0.3613** (6.88)	0.2582** (6.13)	0.2731** (4.57)	0.2352** (4.21)	0.1732** (4.93)	0.2208** (4.99)
Short-term unemployment rate (rt)	0.0015 (0.33)	-0.0099 (1.45)	0.0176** (3.71)	0.0246** (3.56)	0.0191* (2.05)	0.0329** (5.74)
Industry GDP growth rate (it)	-0.0011 (-1.06)	0.0058** (5.76)	0.0078** (6.76)	0.0083** (3.11)	0.0238** (6.46)	0.0027 (0.75)
Capital intensity (it)	-0.0004 (4.12)	-0.0004** (5.66)	-0.0004** (4.42)	-0.0001** (4.53)	-0.0001** (4.70)	-0.0001** (5.93)
Capital user cost (it)	-0.0756** (4.36)	-0.0495** (4.09)	-0.0586** (7.51)	-0.0166 (1.14)	-0.0462** (3.50)	-0.0472* (2.49)
Labor unit cost (it)	0.0043 (0.26)	0.0067 (0.19)	-0.0068** (3.81)	-0.0034* (2.01)	-0.0136** (5.65)	-0.0100* (5.51)
Share of small business employment (irt)	0.0207** (4.82)	-	-	0.0282** (5.18)	-	-
Minimum efficient size (it)	-	-0.0078** (5.71)	-	-	-0.0279** (7.78)	-
Entrepreneurial technological regime (irt)	-	-	0.0993** (3.40)	-	-	0.1027** (4.37)
Dummies for number of patents per 1,000 employees:	1.0031** (5.25)	1.4830** (7.54)	0.9982** (4.14)	0.4669 (1.70)	0.6095* (2.21)	1.2121** (3.48)
Patent <sub>25-50</sub>	1.9035** (4.91)	2.5146** (5.57)	0.5974 (1.66)	0.9889** (2.90)	1.0571** (2.56)	2.0890** (4.27)
Patent <sub>50-75</sub>	1.5887** (4.53)	4.4793** (5.49)	0.1944 (0.78)	0.3834 (1.53)	0.2233 (0.26)	3.2427** (4.81)
Patent <sub>75-100</sub>						
Chi2	32.76**	112.49**	19.72**	12.66**	24.25**	23.69**
Dummies for planning regions Chi2	Yes** (175.40)	Yes** (216.38)	Yes** (95.00)	Yes** (156.66)	Yes** (97.89)	Yes (63.95)
Dummies for Federal States ( <i>Laender</i> ) chi2	Yes** (27.16)	Yes** (94.37)	Yes* (14.21)	Yes** (38.58)	Yes** (24.06)	Yes* (17.30)
Number of observations	35,682 (12,194 zero obs.)	35,682 (12,194 zero obs.)	35,682 (12,194 zero obs.)	12,432 (1,250 zero obs.)	12,432 (1,250 zero obs.)	12,432 (1,250 zero obs.)
Wald chi2 (26)	2,809.81**	2,697.35**	1,459.52**	3,556.28**	6,490.19**	3,310.36**
Mc Fadden's R <sup>2</sup>	0.150	0.193	0.133	0.132	0.150	0.097
ML R <sup>2</sup>	0.562	0.635	0.505	0.770	0.808	0.660
Cragg & Uhler's R <sup>2</sup>	0.564	0.638	0.507	0.770	0.808	0.660

Zero inflated negbin model with standard errors adjusted for clustering; i: industry, r: region, t: time. Absolute z-statistics in parentheses; \*\*: statistically significant at the 1 percent level, \* : statistically significant at the 5 percent level.

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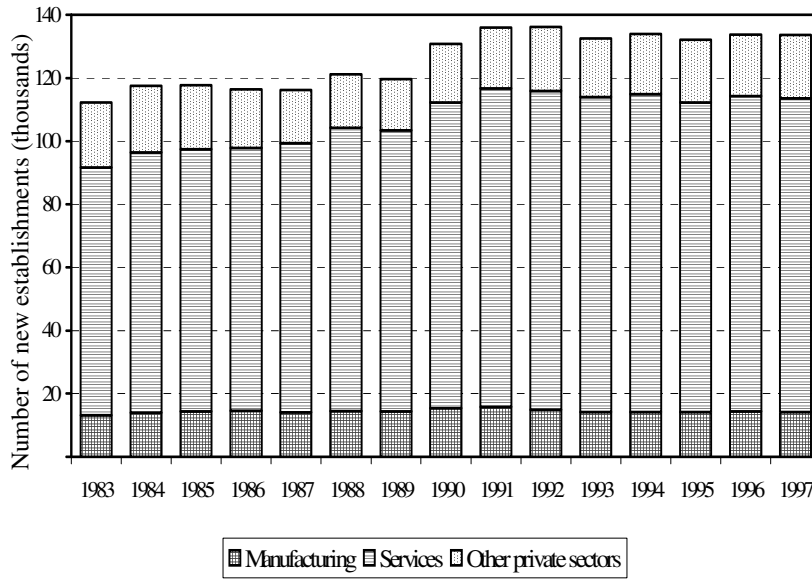


Figure 1: Number of start-ups in West Germany per year between 1983 and 1997

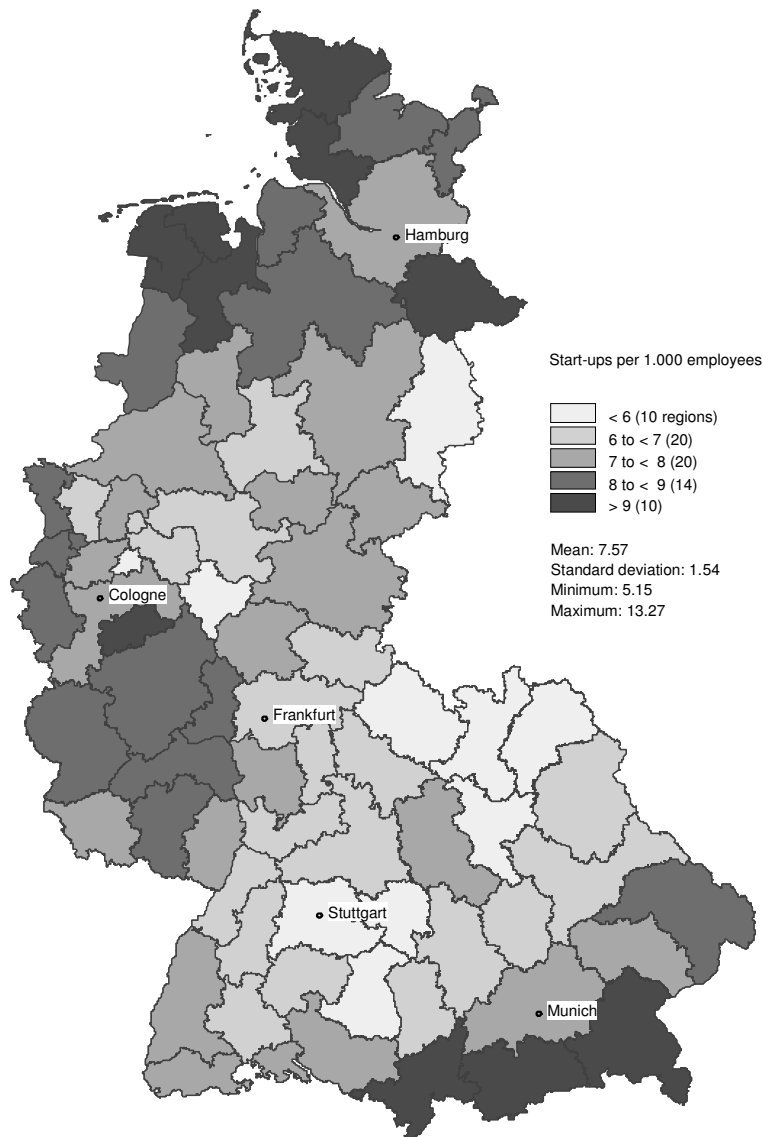


Figure 2: Average start-up rates (start-ups per 1,000 employees) for all private sector industries in West German regions from 1983 to 1997

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## NOTES

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\* The research reported here is based on the project “*Gründungsdaten und Analysen des Gründungsgeschehens*” (Data on New Firms and Analyses of New Firm Formation) funded by the German Science Foundation. Comments by Olav Sorenson, Joachim Wagner, and three anonymous referees on earlier versions helped us to improve the paper.

<sup>1</sup> In this paper, we use the term “new business” as the overall category for both new firm headquarters and new subsidiaries. Our empirical data include these two categories of new entities.

<sup>3</sup> For an overview of cross-sectional studies of industries see EVANS and SIEGFRIED (1994) and GEROSKI (1995). The evidence of interregional analyses is summarized in REYNOLDS *et al.* (1994).

<sup>4</sup> The only longitudinal analyses of new firm formation that we are aware of are KEEBLE, WALKER, and ROBSON (1993), JOHNSON and PARKER (1996), SUTARIA (2001) as well as SUTARIA and HICKS (2004).

<sup>5</sup> AUDRETSCH and FRITSCH (1999) provide some empirical evidence on the industry component of regional new business formation processes.

<sup>6</sup> Individual characteristics which may be conducive to starting a business are an entrepreneurial attitude (the pursuit of economic success, independence, self-realization, and the capability to bear risk), an appropriate qualification (expertise, management abilities) as well as the opportunity costs of becoming an entrepreneur, such as the income and the career prospects provided by the current position (c.f. CHELL *et al.*, 1991).

<sup>7</sup> WAGNER (2004) found that the propensity to be a nascent entrepreneur is particularly pronounced for employees working in firms which are both small and young. According to MUELLER (2005), work experience in a small firm as well as an entrepreneurial environment has a positive impact on the propensity of someone to be a nascent entrepreneur.

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<sup>8</sup> “Through direct contact with successful entrepreneurs, people gain opportunities to gather more information about transition from worker to entrepreneur and to conduct a more accurate personal assessment of their ability to succeed” (SORENSEN and AUDIA, 2000, p. 443).

<sup>9</sup> Cf. REYNOLDS et al. (1994), FOTOPOULOS and SPENCE (1999), ARMINGTON and ACS (2002).

<sup>10</sup> SORENSON and STUART (2001) show that spatial proximity between actors may be important for establishing and maintaining a venture-capital relationship. Accordingly, venture capital is not evenly available in all regions.

<sup>11</sup> The share of new establishments in the data with more than 20 employees in the first year is rather small (about 2.5 percent). Applying a definition without a size-limit does not lead to any significant changes of the results.

<sup>12</sup> The definition of the planning regions developed in the 1980s was used for the whole period for reasons of consistency. For this definition of the planning regions see BUNDESFORSCHUNGSANSTALT FÜR LANDESKUNDE UND RAUMORDNUNG (1987, 7-10). The Berlin region was excluded due to changes in the definition of the region in the time period under investigation. One might suppose that the German unification in 1990 would have had an effect on start-up activity in regions along the former border with East Germany. However, a close inspection shows that such effects, if they exist at all, tend to be rather small and are, in any case, not significant enough to justify the exclusion of these regions.

<sup>13</sup> The “other private sectors” are agriculture and forestry, fishery, energy, water supply, mining, and construction.

<sup>14</sup> Due to the fact that industries and regions differ considerably in their economic potential, the absolute number of new businesses may not be a meaningful indicator for comparisons of new business formation processes. To account for such differences in economic potential, it is a common practice to analyze start-up rates that relate the number of new businesses to an indicator

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7 for the economic potential of the respective region. To the degree that new businesses are set up in  
8 the industry in which the founder is employed and are located near the founder's residence, the  
9 number of employees in an industry and region can be regarded as a measure of the number of  
10 potential entrepreneurs. In this case, the start-up rate represents the probability that an employee in  
11 a given industry and region will set up a new business during the given period of time (cf.  
12 AUDRETSCH and FRITSCH, 1994). This interpretation neglects start-ups by unemployed persons.  
13 However, there is no plausible way to allocate the unemployed persons to the different industries  
14 since information about place of former employment was not available.  
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21 <sup>15</sup> For a more detailed description of the estimation method see GOLDSTEIN (1995), BRYK  
22 and RAUDENBUSH (1992) as well as SNIJDERS and BOSKER (1999).  
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25 <sup>16</sup> The analysis by SUTARIA (2001) and SUTARIA and HICKS (2004) is an example of such a  
26 pseudo-correlation when taking start-up rates as the dependent variable. The authors find a  
27 positive effect of mean establishment size (mean number of employees per establishment) and the  
28 start-up rate, which is defined as the number of new businesses over the number of incumbents.  
29 However, if the mean establishment size is relatively high, it causes the number of establishments  
30 – the denominator of the start-up rate – to be relatively small, thus, leading to a high value of the  
31 start-up rate.  
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38 <sup>17</sup> Missing values may occur with regard to the share of small business employment or the  
39 entrepreneurial character of the technological regime if there is no employee or no R&D employee  
40 present in an industry and region. In our sample, this refers to 1.4 percent of all observations  
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44 <sup>18</sup> WILLIAMS (2000) presents a general proof that this estimator is unbiased for cluster-  
45 correlated data regardless of the setting.  
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48 <sup>19</sup> Taking the 75th percentile of establishment size is, of course, an arbitrary choice.  
49 However, our analyses showed that we get quite similar results for this variable if we chose other  
50 percentiles of the size distribution such as the median.  
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<sup>20</sup> This is indicated by the higher t-values of the minimum efficient size indicator as well as by, in most cases, higher values of the  $R^2$  in the models containing minimum efficient size instead of small business presence.

<sup>21</sup> There is also considerable correlation between the qualification variables and other size related variables such as the share of small business employees and the indicator for minimum efficient size. The reason is that academic qualifications are mainly found in larger firms, not in small ones.

<sup>22</sup> Obviously, this effect is mainly limited to changes in the preceding year because estimate lags for more remote time periods were not found to be statistically significant.