

Winning and Losing the Resource Lottery

Governance after Uncertain Oil Discoveries

Erik Katovich

University of Wisconsin-Madison

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Giant Oil or Gas Discoveries Have Affected 46 Countries Since 1988



Discoveries \geq 500 Million Barrels of Oil Equivalent, Cust and Mihalyi (2021)

Intro

Context

Setup

Empirical Strategy

Results

Conclusion



Delay and disappointment are common after discoveries (Cust & Mihalyi, 2021)

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- ▶ Policymakers may spend, borrow, or engage in rent-seeking in anticipation of resource windfalls
- ▶ If revenues fail to materialize, policymakers may struggle to adapt, leading to a **“Presource Curse”**

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- > **Corruption and rent-seeking** (Armand et al., 2020; Vicente, 2010)

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Country-level variation in treatment by discoveries makes it difficult to explore detailed governance outcomes or establish causality

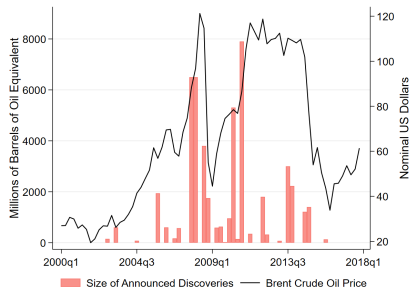
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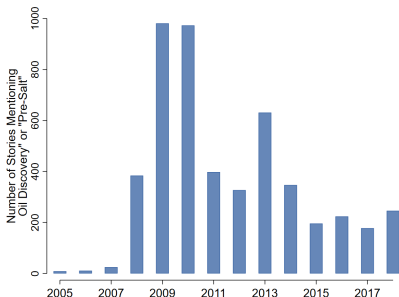
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- ▶ Harness municipality panel data to explore **dynamic governance outcomes** (public finances, public goods provision, electoral competition, patronage)
- ▶ Decompose discovery effects across two “treatment arms”: places that receive anticipated windfalls (“**satisfied**”) and places that don’t (“**disappointed**”)
→ **Each group faces distinct but significant governance challenges**

Lula da Silva (2008): *"The Pre-Salt is a gift from God, a passport to the future, a winning lottery ticket, but could become a curse if we dont invest the money well."*

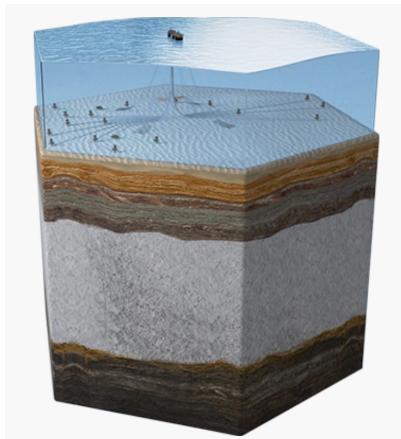


World Oil Prices and Oil Discoveries in Brazil



News Coverage of Oil Discoveries in *O Globo*

- ▶ **Geology:** Newly discovered reserves can turn out to be of lower quality or more difficult to extract than initially expected
- ▶ **Price Fluctuations:** A reserve that was commercially viable at \$80/barrel may no longer be viable at \$40/barrel, causing it to be abandoned
- ▶ **Producer Idiosyncracies:** Firms may exaggerate discovery potential, or fail to develop reserves due to financial difficulties or shifts in strategy



Floating Production Storage and Offloading Vessel Over Ultra-Deepwater Pre-Salt Deposits (Petrobras, 2021)

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Novo poço confirma potencial de petróleo leve em Tupi

Rio de Janeiro, 04 de junho de 2009 – PETRÓLEO BRASILEIRO S/A - PETROBRAS, [Bovespa: PETR3/PETR4, NYSE: PBR/PBRA, Latibx: XPBR/XPBRA, BCBA: APBR/APBRA], uma companhia brasileira de energia com atuação internacional, comunica que a perfuração de mais um poço na área de Tupi reforça as estimativas do potencial de 5 a 8 bilhões de barris de óleo leve e gás natural recuperável nos reservatórios do pré-sal daquela área, em águas ultraprofundas da Bacia de Santos. O poço ainda encontra-se em perfuração, na busca de objetivos mais profundos.

A uma distância de 33 km a noroeste do poço pioneiro 1-RJS-628, o novo poço, denominado 4-BRSA-711-RJS (4-RJS-647), confirmou a presença de reservatórios de boa qualidade e a presença de óleo semelhante ao poço pioneiro de Tupi, o que reforça as estimativas iniciais para a área.

Informalmente conhecido como Iracema, este terceiro poço está localizado na área do Plano de Avaliação de Tupi, em lâmina d'água de 2.210 metros, e a cerca de 250 km da costa do Rio de Janeiro.

A descoberta foi comprovada através de amostragens de petróleo leve (cerca de 30° API) por leste a cabo, em reservatórios localizados em profundidade de cerca de 5.000 metros, e comunicada à Agência Nacional do Petróleo, Gás Natural e Biocombustíveis - ANP nesta data.

Após a conclusão da perfuração, o Consórcio, formado pela Petrobras (65% - Operadora), BG Group (25%) e Galp (10%), para a exploração do bloco BR-S-11, onde fica a área de Tupi, dará continuidade às atividades e investimentos previstos no Plano de Avaliação aprovado pela ANP e que prevê a perfuração de outros poços na área.

"Communication to the Market" Filed by Petrobras with *Comissão de Valores Mobiliários*

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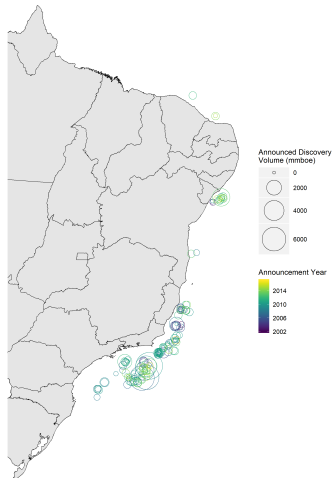
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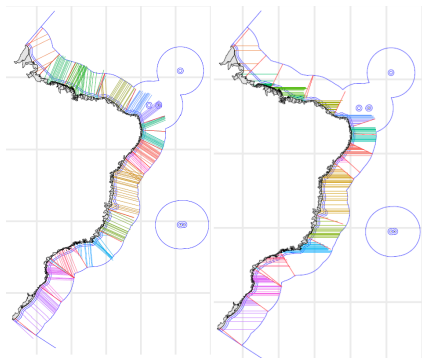
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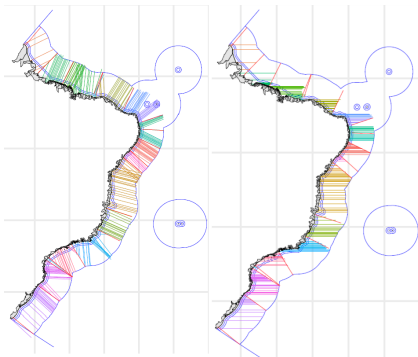
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Next, I recreate geodesic projections of coastal boundaries used by Brazilian government to allocate offshore royalties to coastal municipalities

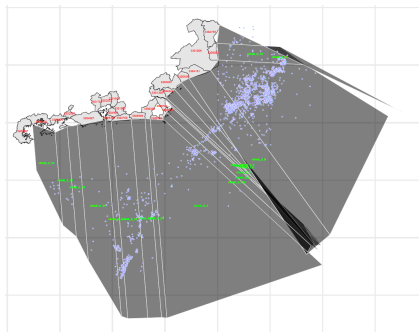


Orthogonal (Left) and Parallel (Right)
Projections of Coastal Municipal Boundaries

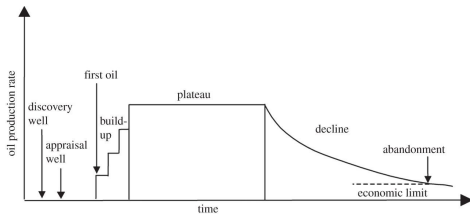
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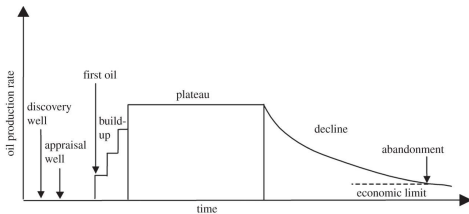
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Offshore Wells Overlaid on Orthogonal
Projections (Example: Rio de Janeiro)

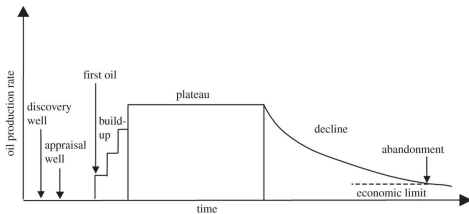


Standard Offshore Production Timeline



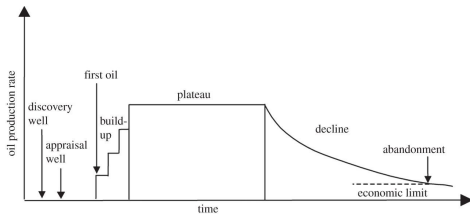
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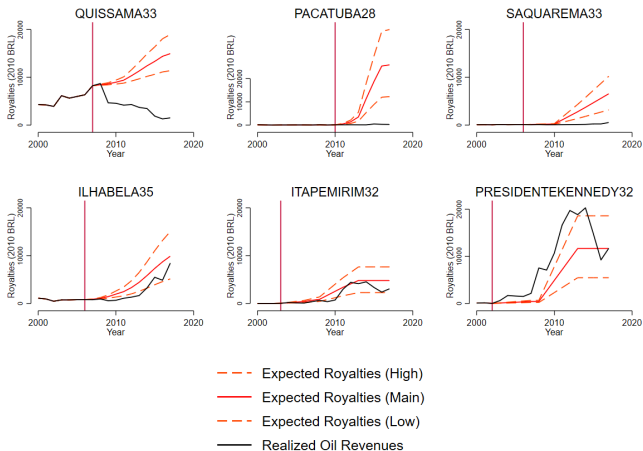


Standard Offshore Production Timeline

- 1 Forecast expected production stream after discovery announcement (function of volume discovered, average production delay, and standard offshore production assumptions)
- 2 Apply royalty distribution rules to forecast revenue stream
- 3 Compute forecast error for municipality m in year t :

$$Error_{mt} = \frac{\frac{Royalties_{mt}}{Royalties_{m,t0}}}{\frac{E(Royalties_{mt})}{Royalties_{m,t0}}} = \frac{\text{Realized Growth in Royalties since Discovery}}{\text{Expected Growth in Royalties since Discovery}}$$

► Forecasting Model



- ▶ Of 48 municipalities affected by oil discoveries between 2000-2017, only 18 realize even 50% of the revenues they could have expected by 2017

▶ Distributions of Forecast Error

Data	Source	Years
Discovery Announcements	CVM	2002-2017
Oil Royalties & Special Participations	ANP	1999-2017
Offshore Well Shapefiles	ANP	2000-2017
Oil and Gas Production	ANP	2005-2017
Public Finances	FINBRA & IPEA	2000-2017
Employment & Firm Entry	RAIS	2000-2017
Federal and State Transfers	Tesouro Nacional	2000-2017
Elections (Candidates and Donors)	TSE	2000-2016
Health Indicators	SUS	2000-2017
Education Indicators	Basic Ed Census	2000-2017
Education Outcomes	IDEB	2005-2017
Municipal Development Index	FIRJAN	2000, 2005-2016
Municipality Characteristics	Census	2000, 2010
Brent Crude Oil Prices	FRED	2000-2017
Currency Deflator	IPEA (INPC)	2000-2017
Interest Rate	IPEA (Selic)	2000-2017

► Balance Across Samples

- ▶ Let E_m be period when municipality m is "treated" with event (i.e. first discovery announcement). Let $K_{mt} = t - E_m$
- ▶ y_{mt} includes municipal governance outcomes (e.g., public goods provision)

$$y_{mt} = \delta_m + \lambda_t + \sum_{k \neq -1} \mathbb{1}(K_{mt} = k) \beta_k + \epsilon_{mt}$$

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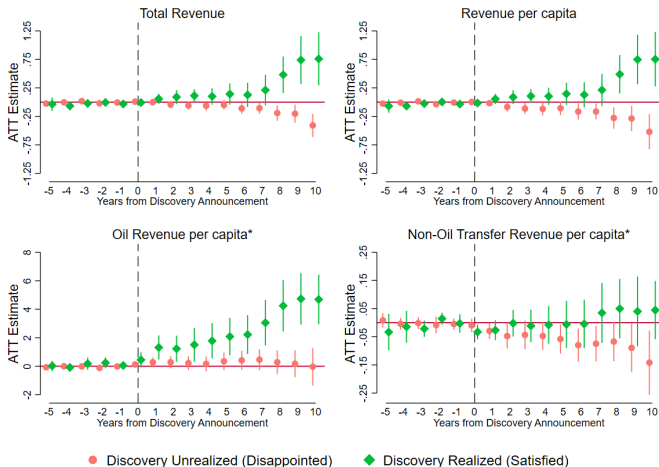
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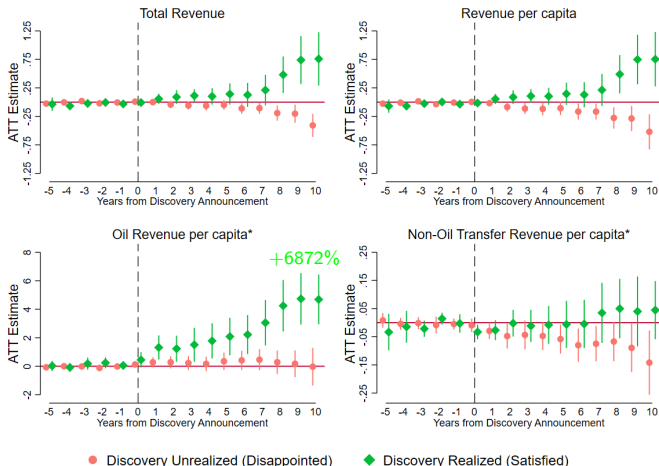
- 1 Callaway and Sant'Anna (2020)
- 2 Two-way fixed effects (TWFE)



Effects on Disappointed and Satisfied treated groups are estimated separately relative to never-treated controls (municipalities that had offshore exploratory wells but no discoveries) using Callaway and Sant'Anna (2020) estimator. Continuous outcomes use inverse hyperbolic sine, standard errors are clustered at municipality level, monetary values are deflated to constant 2010 BRL, and 95% confidence intervals are reported. Revenues refer to realized, rather than budgeted values.

► Breakdown of Transfers

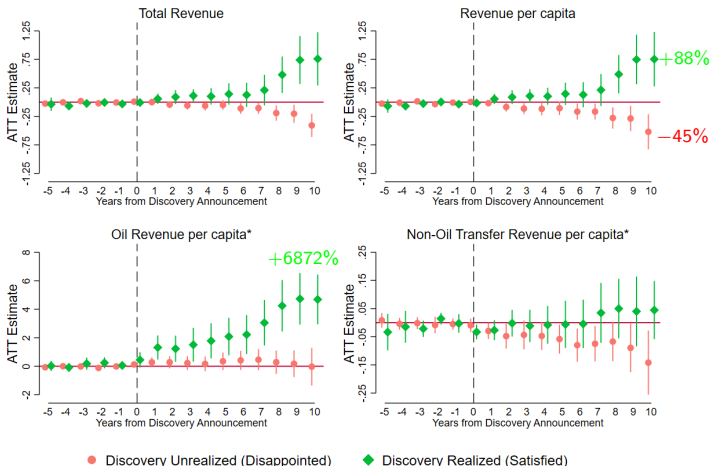
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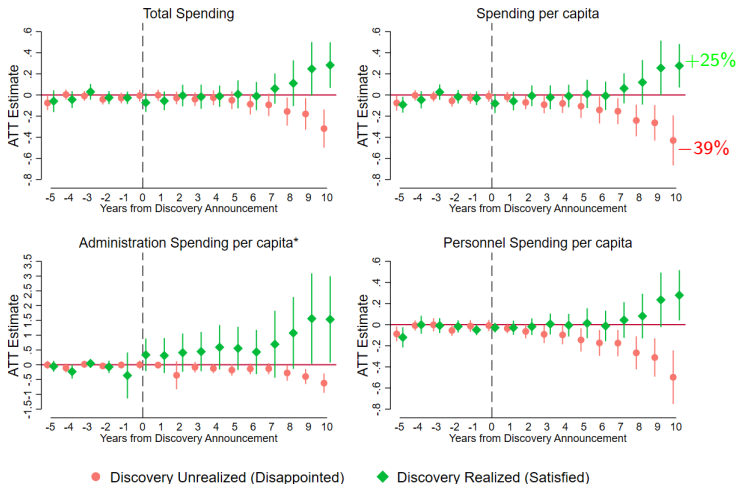
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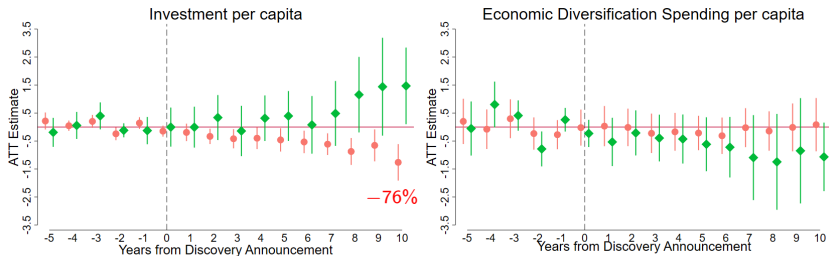
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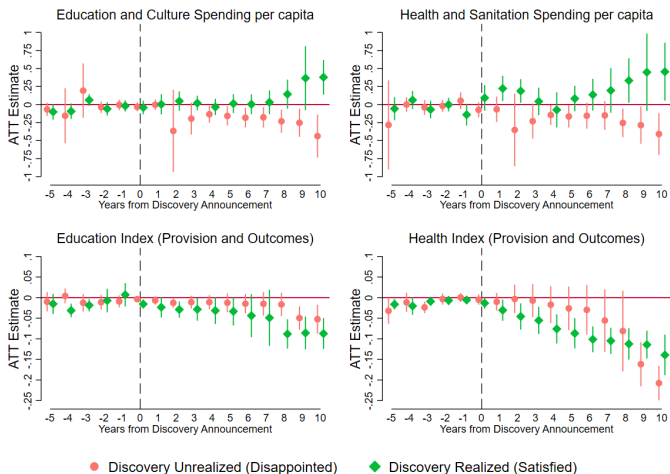


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• Discovery Unrealized (Disappointed) ◆ Discovery Realized (Satisfied)

Effects on Disappointed and Satisfied treated groups are estimated separately relative to never-treated controls (municipalities that had offshore exploratory wells but no discoveries) using Callaway and Sant'Anna (2020) estimator. Continuous outcomes use inverse hyperbolic sine, standard errors are clustered at municipality level, monetary values are deflated to constant 2010 BRL, and 95% confidence intervals are reported. Investment refers to public municipal investment (e.g., infrastructure). Economic development spending refers to the sum of spending on promotion of agriculture, industry, and services.

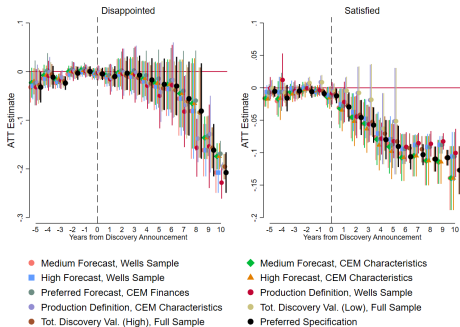


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► **Public Goods Provision and Quality**

- ▶ Alternative forecasting and matching parameters ▶ Sensitivity Analysis

Selected Example: Health Provision Index



- ▶ Alternative control group (matched) and estimator (TWFE) ▶ Matched
- ▶ Event studies with multiple events ▶ Multiple Events
- ▶ Spatial spillovers onto neighboring municipalities ▶ Spatial Spillovers

- ▶ Municipality m was treated in 4 years prior to election e ($T_{me} = 1$) if it experienced a discovery during that period
- ▶ y_{me} measures electoral competition, fundraising, candidate and winner characteristics, and patronage

$$y_{me} = \delta_m + \lambda_e + \beta_1 T_{me} + \epsilon_{me}$$

	CS Wells	CS Matched	TWFE Wells	TWFE Matched
<i>Competitive Candidates/Seat</i>	0.068*** (0.025)	0.033 (0.022)	0.047** (0.019)	0.038** (0.018)
<i>Total Number of Donations</i>	0.157* (0.092)	0.164** (0.069)	0.169* (0.087)	0.149 (0.091)
<i>Total Value of Donations</i>	0.238** (0.120)	0.114* (0.113)	0.131* (0.078)	0.119 (0.083)
<i>Avg. Candidate Schooling</i>	-0.031** (0.014)	-0.009 (0.010)	-0.030*** (0.009)	-0.024*** (0.006)
n (municipality-election periods)	404	3,745	404	3,745

Each column reports coefficient estimates and standard errors for different combinations of estimator (CS and TWFE) and control group (Wells and Pre-Matched). Monetary values are deflated to constant 2010 BRL. Continuous variables are transformed using inverse hyperbolic sine transformation. Standard errors are clustered at the municipality level.

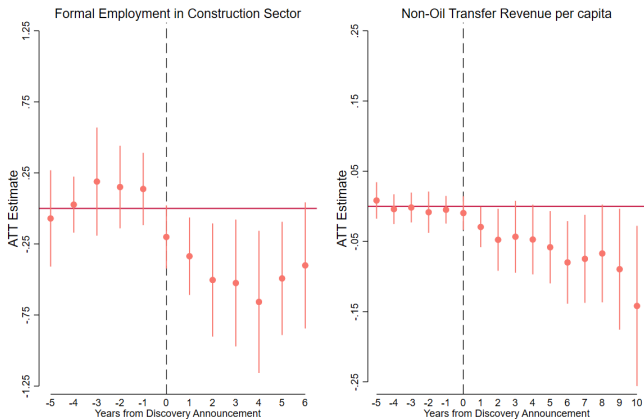
*** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$

▶ Patronage and Elected Politician Characteristics

$$P(\text{Reelection}_{cme} = 1) = \delta_s + \lambda_e + \beta \text{Disappointed}_{me} + X'_{cme} \mu + \epsilon_{cme}$$

	Disappointed		Satisfied	
	LPM	Logit	LPM	Logit
<i>Mayor</i>	-0.119* (0.070)	-0.136 (0.089)	-0.006 (0.034)	-0.006 (0.034)
n (candidate-election periods)	10,815	10,815	10,850	10,850
<i>Council</i>	-0.052*** (0.017)	-0.042*** (0.016)	-0.005 (0.009)	-0.008 (0.010)
n (candidate-elections)	160,169	160,169	160,945	160,945

Table reports coefficient estimates (marginal effects for logit models) with standard errors clustered at municipality level in parentheses. Disappointed_{me} is same indicator used in event study analyses, but time-varying. Election and state fixed effects are included, as well as candidate-level controls (age, sex, and education level). *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$



● Discovery Unrealized (Disappointed)

Effects on Disappointed municipalities are estimated relative to never-treated controls (municipalities that had offshore exploratory wells but no discoveries). Continuous outcomes use inverse hyperbolic sine, standard errors are clustered at municipality level, monetary values are deflated to constant 2010 BRL, and 95% confidence intervals are reported.

► Breakdown of Transfers

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- ▶ When **successful**, oil discoveries brought huge per capita revenue windfalls (+88% ten years on), but satisfied municipalities did not improve public goods provision or invest in diversification
- ▶ Municipalities left **disappointed** after discovery announcements are worse off than never-treated controls (investment ↓ 76% and public goods spending ↓ 39% after ten years)
- ▶ **Mechanisms:** Political reaction to discovery announcements may increase rent-seeking; disappointed places experience political turnover, private sector outflows, and decline in transfers

Value of royalties associated with expected production:

$$\begin{aligned}
 E(Royalties_{m,t}) = & \underbrace{\left(1(\text{alignment}_{m,w} = 1) \times E(Prod_{m,t}) \times (P_{t0} \times X_{t0}) \times 0.30 \times 0.05\right)}_{\text{First 5\% of Royalty Tax to Municipalities Aligned with Well}} + \\
 & \underbrace{\left(E(Prod_{m,t}) \times (P_{t0} \times X_{t0}) \times 0.225 \times (R_f - 0.05) \times A_{mf}\right)}_{\text{Tax in Excess of 5\% to Municipalities Aligned with Field}}
 \end{aligned}$$

- ▶ P_{t0} and X_{t0} are world oil price and BRL/USD exchange rate in year of discovery
- ▶ A_{mf} is m 's share of alignment with field f
- ▶ R_f is field-specific tax rate

In each period, compute **error** in municipality m in year t :

$$Error_{mt} = \frac{\frac{Royalties_{mt}}{Royalties_{m,t0}}}{\frac{E(Royalties_{mt})}{Royalties_{m,t0}}}$$

This is the ratio of realized royalty growth between discovery announcement in t_0 and current period t , and expected royalty growth over the same period. [▶ Return](#)

	Treated Samples		Control Samples			
	Disappoint.	Satisfied	Wells	Match (D)	Match (S)	Coastal
<i>Latitude</i>	-19.50 (6.25)	-21.82 (3.13)	-13.04 (9.59)	-20.21 (7.91)	-20.00 (8.13)	-16.40 (9.24)
<i>Dist. from State Capital</i>	116.62 (85.35)	88.59 (57.12)	150.15 (120.02)	192.14 (143.64)	92.79 (38.81)	248.87 (159.90)
<i>Population (Thousands)</i>	91.88 (122.23)	398.53 (1,367.51)	55.42 (81.82)	38.11 (77.30)	56.82 (471.41)	32.26 (192.54)
<i>GDP per capita</i>	17,769 (26,418)	13,779 (12,003)	6,552 (6,735)	6,814 (7,261)	7,840 (9,641)	5,443 (5,978)
<i>Income Gini Coefficient</i>	0.57 (0.05)	0.57 (0.04)	0.56 (0.07)	0.55 (0.06)	0.53 (0.06)	0.54 (0.07)
<i>Municipal Dev. Index</i>	0.60 (0.07)	0.64 (0.09)	0.50 (0.10)	0.57 (0.09)	0.57 (0.13)	0.53 (0.13)
<i>Urban Share of Pop.</i>	0.83 (0.21)	0.80 (0.22)	0.66 (0.24)	0.68 (0.20)	0.66 (0.25)	0.57 (0.24)
<i>% HHs w. Water/Sewer</i>	7.76 (8.01)	3.63 (3.95)	20.56 (19.57)	10.03 (12.19)	10.67 (15.81)	13.64 (16.19)
<i>Municipal Revenue p.c.</i>	1,628 (1,478)	1,729 (1,047)	1,011 (809)	969 (2,993)	1,220 (3,840)	1,000 (1,496)
<i>Municipal Oil Rev. p.c.</i>	420.6 (999.4)	161.8 (334.7)	129.7 (412.9)	15.1 (100.4)	10.2 (43.4)	6.1 (60.0)
<i>Municipal Invest. p.c.</i>	161.0 (223.9)	123.1 (110.3)	98.2 (172.1)	55.0 (116.9)	69.7 (143.8)	63.3 (83.2)
n	30	18	53	836	500	3,902

Sample means with standard deviations in parentheses. Monetary values are deflated to constant 2010 Brazilian Reals.

[Return](#)

Regress characteristic Y_m from baseline year 2000 on a vector of geographic controls, state FEs, and a treatment indicator that equals 1 if:

- 1 Municipality has wells drilled
- 2 A major discovery is announced in municipalities where wells were drilled
- 3 Expectations are satisfied in municipalities that received discovery announcements

$$Y_m^{2000} = \alpha + \beta_1 \mathit{Treatment}_m + X_m' \lambda + \delta_s + \epsilon_m$$

Outcome	1(<i>Wells</i> = 1)	1(<i>Discovery</i> = 1)	1(<i>Satisfied</i> = 1)
	p-value (FWER-adjusted)	p-value (FWER-adjusted)	p-value (FWER-adjusted)
<i>Population</i>	0.261 (0.817)	0.661 (0.994)	0.206 (0.804)
<i>GDP</i>	0.016 (0.135)	0.902 (0.995)	0.235 (0.804)
<i>Municipal Develop. Index</i>	0.192 (0.777)	0.163 (0.684)	0.183 (0.804)
<i>Urban Share of Population</i>	0.484 (0.974)	0.600 (0.993)	0.123 (0.725)
<i>Income per capita</i>	0.022 (0.135)	0.673 (0.994)	0.404 (0.804)
<i>Income Gini Coefficient</i>	0.858 (0.992)	0.017 (0.119)	0.192 (0.804)
<i>% Employed in Extractive</i>	0.046 (0.135)	0.802 (0.995)	0.226 (0.804)
<i>% Formally Employed</i>	0.667 (0.92)	0.496 (0.988)	0.450 (0.804)
<i>% Homes w. Water & Sewer</i>	0.755 (0.992)	0.823 (0.995)	0.958 (0.961)
Sample	Municipalities on Coast	Municipalities w. Wells	Municipalities w. Discoveries
Observations	277	101	48

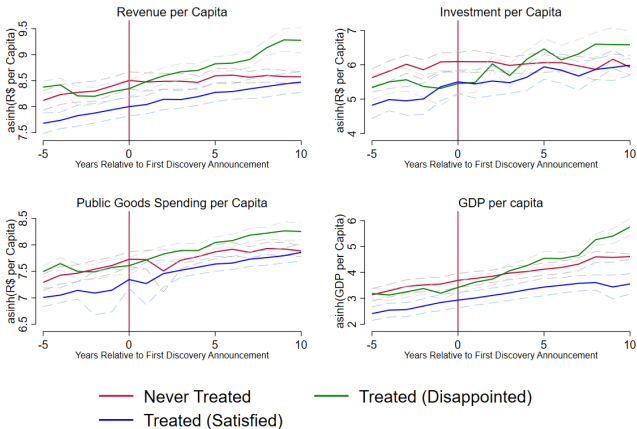
Each row is separate OLS regression with geographical controls and state FEs. Outcomes measured in 2000. FWER-corrected Romano-Wolf p-values in parentheses.

Outcome	1(<i>Wells</i> = 1)	1(<i>Discovery</i> = 1)	1(<i>Satisfied</i> = 1)
	p-value (FWER-adj.)	p-value (FWER-adj.)	p-value (FWER-adj.)
<i>Cumulative Party Align. w. Governor</i>	0.417 (0.668)	0.604 (0.879)	0.926 (0.937)
<i>Cumulative Party Align. w. President</i>	0.953 (0.963)	0.680 (0.879)	0.160 (0.521)
<i>State Capital Dummy</i>	0.091 (0.283)	0.745 (0.879)	0.198 (0.521)
<i>Contemp. Party Align. w. Governor</i>	0.745	0.387	NA
<i>Contemp. Party Align. w. President</i>	0.558	0.550	NA
<i>State Capital Dummy</i>	0.000	0.973	NA
Sample	Municipalities on Coast	Municipalities w. Wells	Municipalities w. Discoveries
Observations	277	101	48

- ▶ Cumulative party alignment measures number of years between 2000-2017 in which municipal mayor was of same party as governor/president.
- ▶ Contemporaneous party alignment is indicator equal to 1 in years where municipal mayor's party is the same as governor/president's party.
- ▶ Each row is separate OLS regression with geographical controls and state FEs. FWER-corrected Romano-Wolf p-values in parentheses. [▶ Return](#)

Pre-Trends for Disappointed, Satisfied, and Never Treated (Wells but no Discoveries) Municipalities

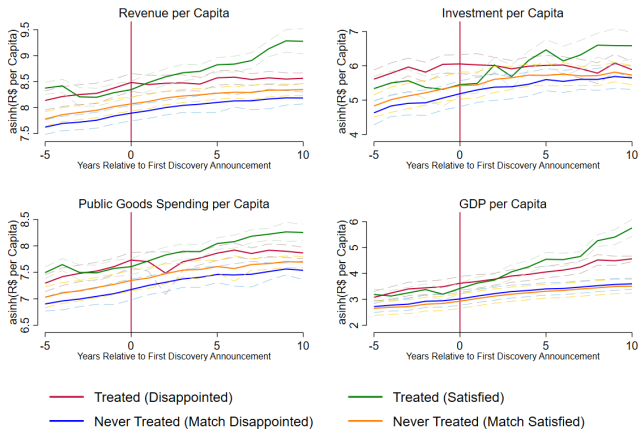
Municipalities with Offshore Wells



▶ Return

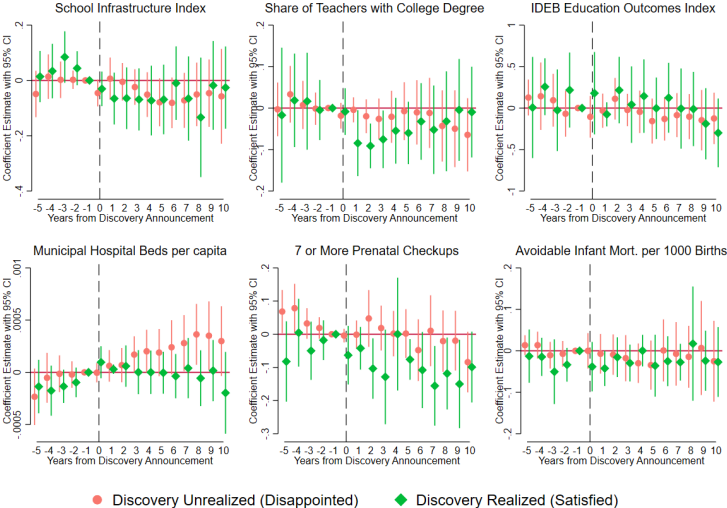
Pre-Trends for Disappointed, Satisfied, and Never Treated (Pre-Matched) Municipalities

Matched Municipalities



▶ Return

Results: Public Goods Provision and Quality



▶ [Return](#)

	TWFE Wells	TWFE Pre-Matching	CS Wells	CS Pre-Matching
<i>Total Revenue (Millions)</i>	0.65*** (0.20)	0.83*** (0.19)	0.76*** (0.25)	0.89*** (0.29)
<i>Revenue p.c.</i>	0.66*** (0.20)	0.77*** (0.19)	0.74*** (0.25)	0.87*** (0.28)
<i>Tax Revenue p.c.</i>	-0.21 (0.30)	0.07 (0.26)	0.02 (0.29)	0.22 (0.31)
<i>Oil Revenue p.c.</i>	4.35*** (0.68)	4.49*** (0.69)	4.69*** (0.95)	4.45*** (1.01)
<i>Transfer Revenue p.c.</i>	0.04 (0.05)	0.08 (0.05)	0.05 (0.06)	0.04 (0.06)
<i>Spending p.c.</i>	0.25** (0.12)	0.38*** (0.11)	0.25** (0.11)	0.43*** (0.13)
<i>Investment p.c.</i>	0.82 (0.71)	0.92 (0.72)	1.44* (0.82)	1.43 (0.96)
<i>Personnel Spending p.c.</i>	0.19* (0.11)	0.32*** (0.10)	0.26** (0.12)	0.50*** (0.13)
<i>Education Spending p.c.</i>	0.35* (0.20)	0.41** (0.19)	0.35*** (0.13)	0.45*** (0.10)
<i>Health Spending p.c.</i>	0.34 (0.23)	0.31 (0.19)	0.42** (0.19)	0.35* (0.19)
<i>GDP p.c.</i>	1.42*** (0.31)	1.51*** (0.30)	1.59*** (0.53)	1.82** (0.71)
n (municipality-years)	1,278	9,012	1,278	9,012

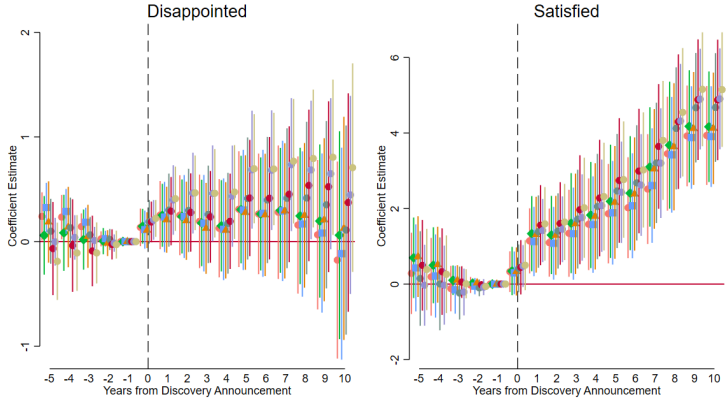
Each column reports coefficient estimates and standard errors for the t + 10 period of event studies for a specific control group-estimator pair.

*** p<0.01, ** p<0.05, * p<0.1

[▶ Interpreting Coefficients](#)

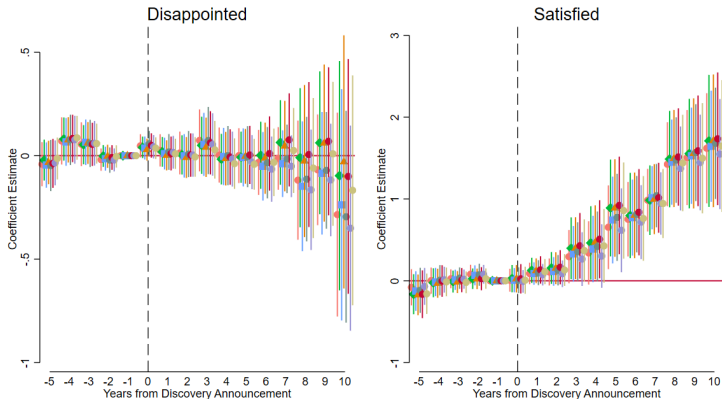
[▶ Return](#)

Robustness to Alternative Forecasting and Matching Parameters: Oil Revenues

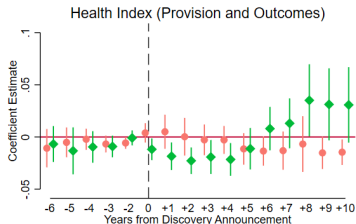
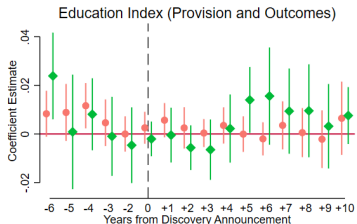
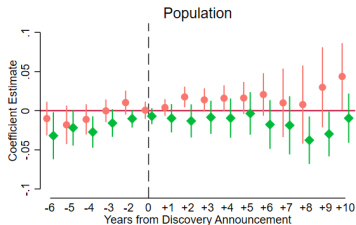
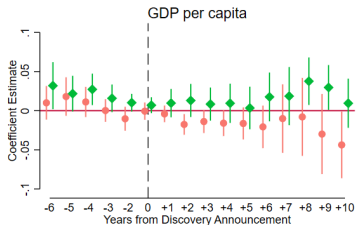


- CEM Characteristics Loose, Low Forecast
- CEM Characteristics Strict, Low Forecast
- CEM Finances, Low Forecast
- Full Sample, Low Forecast
- ◆ CEM Characteristics Loose, Medium Forecast
- ▲ CEM Characteristics Strict, Medium Forecast
- CEM Finances, Medium Forecast
- Full Sample, Medium Forecast

Robustness to Alternative Forecasting and Matching Parameters: GDP



- CEM Characteristics Loose, Low Forecast
 - CEM Characteristics Strict, Low Forecast
 - CEM Finances, Low Forecast
 - Full Sample, Low Forecast
- ◆ CEM Characteristics Loose, Medium Forecast
 - ▲ CEM Characteristics Strict, Medium Forecast
 - CEM Finances, Medium Forecast
 - Full Sample, Medium Forecast

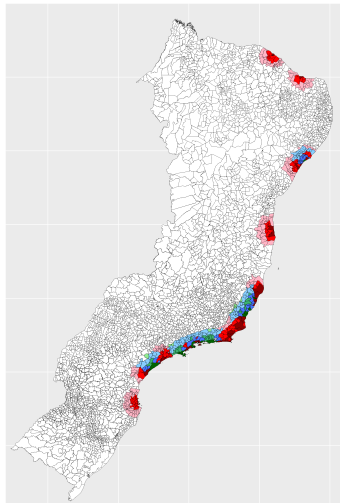


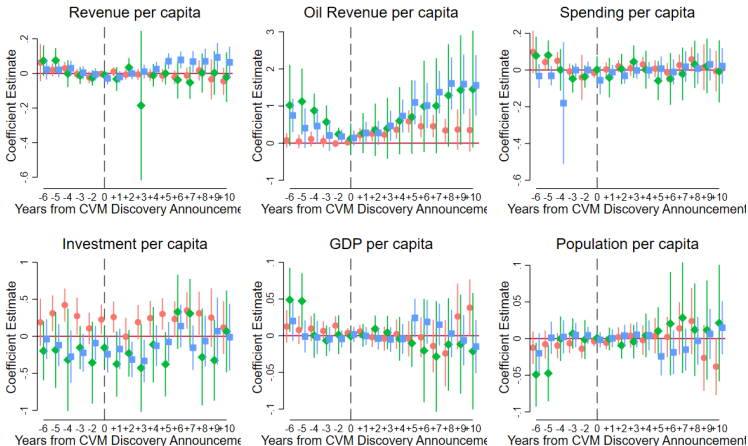
● Discovery Unrealized (Disappointed) ◆ Discovery Realized

▶ Return

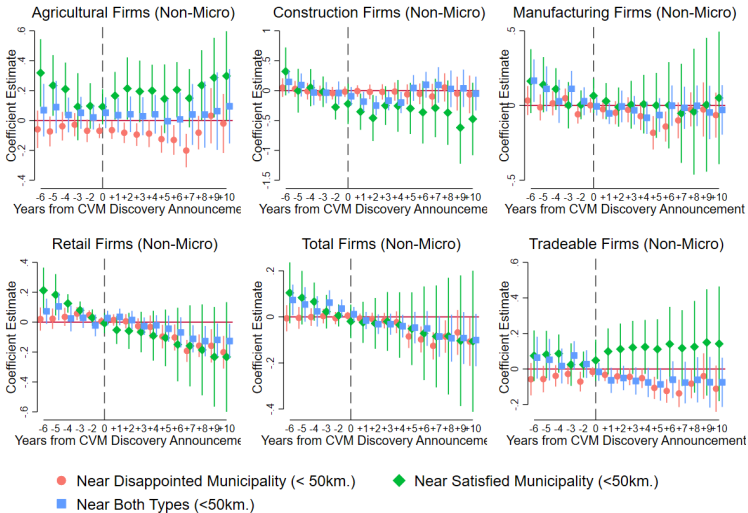
- ▶ Identify municipalities that are (i) near/far (0-50 and 50-100km) from disappointed municipalities; (ii) near/far from satisfied municipalities; (iii) near/far both

- ▶ Estimate event studies where near groups are "treated" and far groups are controls



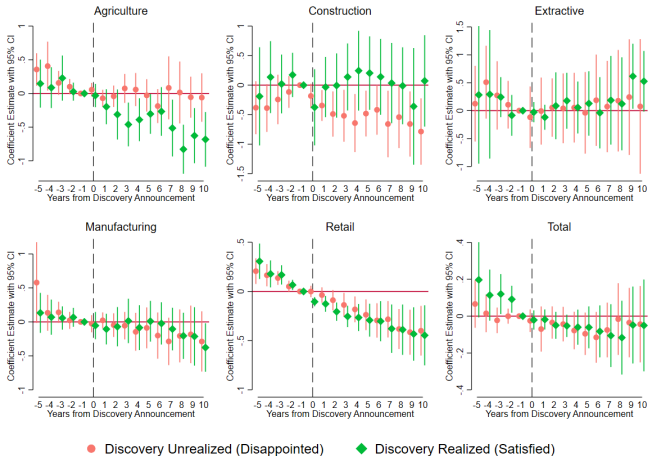


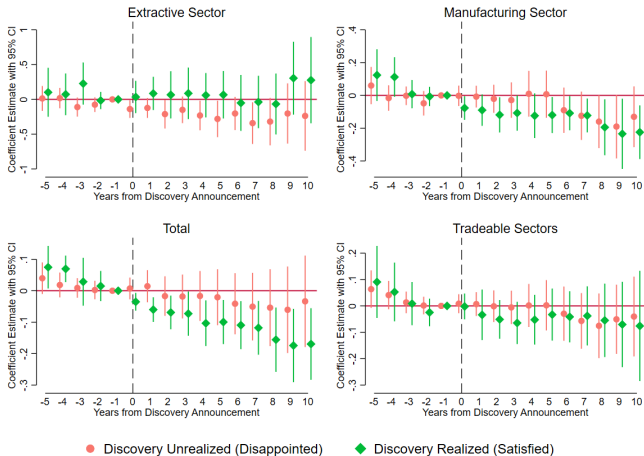
- Near Disappointed Municipality (< 50km.)
- ◆ Near Satisfied Municipality (< 50km.)
- Near Both Types (< 50km.)



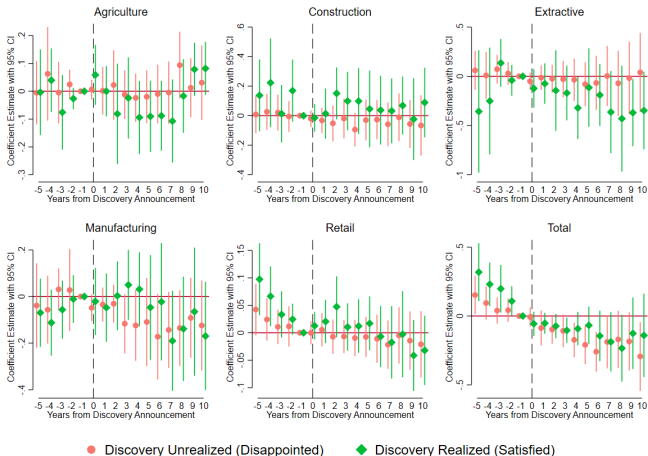
▶ Return

Discovery Effects on Formal Employment



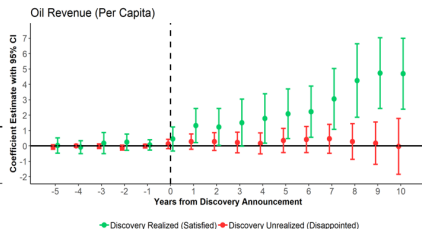
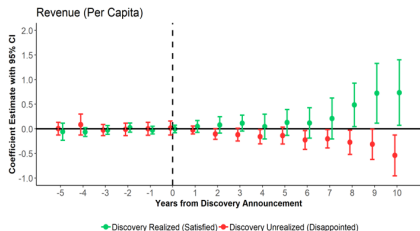


▶ Return

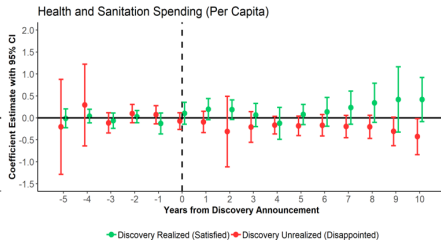
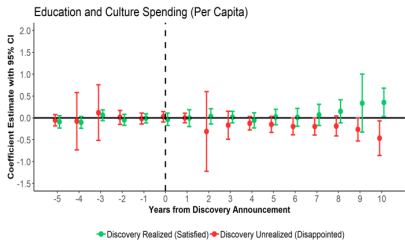


[▶ Return](#)

CS Estimator: Total Revenue and Oil Revenue per capita



CS Estimator: Education and Health Spending per capita

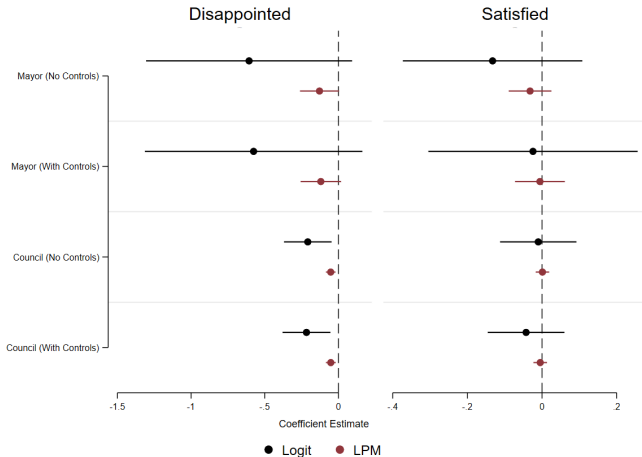


▶ Return

Do Voters Punish Incumbents for Discovery Disappointment?

Estimate likelihood of reelection for incumbent i in municipality m and election period e :

$$P(\text{Reelection}_{ime} = 1) = \delta_m + \lambda_e + \beta \text{Disappointed}_{me} + X_i' \mu + \epsilon_{ime}$$



	TWFE Wells	TWFE Pre-Match	CS Wells	CS Pre-Match
<i>Council Candidates (Total)</i>	0.131 (0.122)	0.046 (0.032)	0.172 (0.235)	0.070* (0.037)
<i>Council Candidates (Compet.)</i>	0.070 (0.061)	0.061* (0.034)	0.098* (0.105)	0.066 (0.037)
<i>Mayoral Candidates (Total)</i>	0.041 (0.052)	0.035 (0.048)	0.065 (0.068)	0.054 (0.050)
<i>Mayoral Candidates (Compet.)</i>	0.001 (0.046)	0.008 (0.047)	-0.129*** (0.045)	-0.087* (0.046)
<i>Comp. Council Cand. Per Seat</i>	0.047** (0.019)	0.038** (0.018)	0.068*** (0.025)	0.033 (0.022)
<i>Avg. Coalition Size</i>	-0.081** (0.037)	-0.078*** (0.028)	-0.118* (0.062)	-0.077* (0.041)
<i>Total Number of Donations</i>	0.169* (0.087)	0.149 (0.091)	0.157* (0.092)	0.164** (0.069)
<i>Total Value of Donations</i>	0.131* (0.078)	0.119 (0.083)	0.238** (0.120)	0.114 (0.113)
<i>Number of Donations per Cand.</i>	0.166** (0.080)	0.124 (0.081)	0.106 (0.095)	0.040 (0.086)
<i>Value of Donations per Cand.</i>	0.132 (0.082)	0.095 (0.085)	0.195 (0.137)	-0.006 (0.128)
<i>Share of Candidates Female</i>	-0.008 (0.007)	-0.016*** (0.005)	-0.010 (0.010)	-0.006 (0.120)
<i>Avg. Candidate Age</i>	0.001 (0.005)	-0.002 (0.004)	-0.031** (0.014)	0.000 (0.011)
<i>Avg. Candidate Schooling</i>	-0.030*** (0.009)	-0.024*** (0.006)	-0.031** (0.014)	-0.009 (0.010)
Municipality FEs	Y	Y	Y	Y
Election Period FEs	Y	Y	Y	Y
n (municipality-election periods)	404	3,745	404	3,745

Outcomes	Sample Properties			Coefficients			Small-n Bias Correct. Elast.		
	\bar{X}	n	Units	1 Year	5 Years	10 Years	1 Year	5 Years	10 Years
Total Revenue (Millions)	162	1,392	83	0.00 (0.02)	-0.04 (0.04)	-0.20** (0.08)	-0.64 (2.12)	-6.28 (3.92)	-20.79*** (6.02)
Revenue p.c.	2,086	1,392	83	-0.01 (0.02)	-0.10 (0.06)	-0.26** (0.11)	-2.13 (2.14)	-11.86** (5.44)	-26.69*** (8.02)
Tax Revenue p.c.	220	1,392	83	0.14* (0.08)	-0.23 (0.17)	-0.35 (0.23)	10.93 (8.75)	-27.00** (12.09)	-37.30*** (14.28)
Oil Revenue p.c.	473	1,494	83	0.27 (0.17)	0.34 (0.31)	0.16 (0.43)	19.75 (20.87)	20.33 (37.60)	-5.57 (40.41)
Non-Oil Transfer Rev. p.c.	652	1,440	80	-0.03** (0.01)	-0.05** (0.03)	-0.07* (0.04)	-3.69*** (1.41)	-6.60*** (2.53)	-8.99** (3.94)
Spending p.c.	1,165	1,392	83	-0.02 (0.03)	-0.10* (0.06)	-0.23*** (0.08)	-3.45 (2.42)	-12.43** (4.89)	-23.95*** (6.23)
Investment p.c.	226	1,423	83	-0.17 (0.15)	-0.46** (0.21)	-0.70** (0.28)	-21.69* (12.09)	-43.14*** (12.11)	-56.92*** (12.18)
Personnel Spending p.c.	933	1,392	83	-0.04* (0.02)	-0.14** (0.06)	-0.26*** (0.09)	-4.92** (2.08)	-15.64*** (4.73)	-26.42*** (6.30)
Education Spending p.c.	571	1,392	83	-0.01 (0.04)	-0.14** (0.06)	-0.25** (0.10)	-2.93 (3.87)	-15.78*** (5.47)	-25.64*** (7.26)
Health Spending p.c.	449	1,392	83	-0.09 (0.08)	-0.17** (0.08)	-0.24* (0.12)	-12.76* (7.38)	-18.62*** (6.47)	-26.23*** (9.10)
GDP per capita	22,362	1,162	83	0.00 (0.04)	-0.04 (0.08)	-0.12 (0.17)	-1.86 (4.30)	-8.14 (7.71)	-18.27 (13.66)
Population	80,980	1,494	83	0.01 (0.01)	0.04 (0.04)	0.05 (0.08)	-0.09 (1.34)	2.16 (3.99)	0.87 (7.66)
No. Firms Extractive	9.1	1,494	83	-0.12* (0.07)	-0.28** (0.13)	-0.20 (0.22)	-14.73** (6.14)	-29.30*** (9.32)	-26.79* (15.92)
No. Firms Mfg.	165.2	1,494	83	-0.01 (0.03)	0.01 (0.07)	-0.19* (0.10)	-2.38 (3.26)	-2.85 (7.02)	-21.26*** (7.69)
Avg. Formal Wage (Monthly)	1,034	1,494	83	-0.01 (0.02)	-0.08** (0.03)	-0.11** (0.05)	-2.13 (1.767)	-8.88*** (3.036)	-12.42*** (4.21)

Sample includes disappointed municipalities (received less than 40% of revenues expected from discovery by 2017) and wells controls.

Regressions include municipality and year FEs; standard errors are clustered at municipality level. Continuous outcome variables use inverse hyperbolic sine transformation. Monetary variables are inverse hyperbolic sine-transformed constant 2010 BRL. To interpret semi-elasticities, I use the small sample bias correction proposed by Kennedy (1981):

Outcomes	Sample Properties			Coefficients			Small-n Bias Correct. Elast.		
	X	n	Units	1 Year	5 Years	10 Years	1 Year	5 Years	10 Years
Total Revenue (Millions)	345	1,211	71	0.05 (0.04)	0.16* (0.09)	0.65*** (0.20)	3.01 (4.62)	11.74 (10.43)	74.53** (34.21)
Revenue p.c.	2,361	1,211	71	0.05 (0.04)	0.16 (0.10)	0.66*** (0.20)	2.74 (4.54)	11.69 (10.91)	75.12** (34.60)
Tax Revenue p.c.	279	1,211	71	0.01 (0.09)	-0.06 (0.23)	-0.21 (0.30)	-3.23 (8.68)	-15.98 (19.50)	-30.32 (20.58)
Oil Revenue p.c.	606	1,278	71	1.21*** (0.42)	2.10*** (0.65)	4.35*** (0.68)	170.90 (114.05)	490.53 (383.00)	5441.63 (3755.01)
Non-Oil Transfer Rev. p.c.	691	1,224	68	-0.03 (0.02)	-0.01 (0.04)	0.04 (0.05)	-3.63** (1.72)	-2.59 (4.10)	1.26 (5.12)
Spending p.c.	1,264	1,211	71	-0.07 (0.05)	0.01** (0.07)	0.25** (0.12)	-9.00 (4.12)	-2.15 (6.55)	20.79 (14.07)
Investment p.c.	263	1,230	71	-0.06 (0.37)	0.34 (0.46)	0.82 (0.71)	-21.73 (29.22)	11.98 (51.91)	59.35 (113.07)
Personnel Spending p.c.	997	1,211	71	-0.04 (0.03)	0.01* (0.07)	0.19* (0.11)	-5.86 (3.23)	-2.56 (6.87)	14.32 (12.83)
Education Spending p.c.	627	1,208	71	-0.01 (0.07)	0.03* (0.07)	0.35 (0.20)	-4.62 (6.40)	0.07 (6.61)	28.02 (26.10)
Health Spending p.c.	461	1,208	71	0.20** (0.08)	0.11 (0.09)	0.34 (0.23)	17.62* (9.90)	6.88 (9.61)	25.42 (29.05)
GDP per capita	27,043	994	71	0.06 (0.08)	0.57** (0.27)	1.42*** (0.31)	2.56 (7.75)	55.00 (42.12)	253.10** (110.29)
Population	155,964	1,278	71	0.00 (0.01)	-0.01 (0.02)	-0.01 (0.05)	-0.40 (0.89)	-1.63 (2.17)	-3.11 (4.49)
No. Firms Extractive	17.5	1,278	71	0.09 (0.12)	0.07 (0.17)	0.30 (0.26)	2.59 (12.29)	-1.89 (16.78)	18.90 (31.23)
No. Firms Mfg.	273.8	1,278	71	-0.09* (0.05)	-0.12** (0.06)	-0.23** (0.11)	-10.76** (4.29)	-13.70*** (4.76)	-25.03*** (8.05)
Avg. Formal Wage	1,073	1,278	71	-0.03 (0.02)	-0.01* (0.05)	-0.09** (0.05)	-4.17 (1.94)	-3.84 (4.72)	-11.06** (4.66)

Sample includes satisfied municipalities (received more than 40% of revenues expected from discovery by 2017) and wells controls. Regressions include municipality and year FEs; standard errors are clustered at municipality level. Continuous outcome variables use inverse hyperbolic sine transformation. Monetary variables are inverse hyperbolic sine-transformed constant 2010 BRL. To interpret semi-elasticities, I use the small sample bias correction proposed by Kennedy (1981):

	TWFE Wells	TWFE Pre-Matching	CS Wells	CS Pre-Matching
<i>Revenue p.c.</i>	-0.26** (0.11)	-0.23** (0.10)	-0.54*** (0.17)	-0.37** 0.19
<i>Tax Revenue p.c.</i>	-0.35 (0.23)	-0.34* (0.18)	-0.26 (0.29)	-0.30 0.24
<i>Oil Revenue p.c.</i>	0.16 (0.43)	0.50 (0.39)	-0.03 (0.72)	0.16 0.69
<i>Transfer Revenue p.c.</i>	-0.07* (0.04)	-0.06* (0.04)	-0.14** (0.07)	-0.15*** 0.06
<i>Spending p.c.</i>	-0.23*** (0.08)	-0.14* (0.07)	-0.46*** (0.12)	-0.25* 0.14
<i>Investment p.c.</i>	-0.70** (0.28)	-0.80*** (0.26)	-1.28*** (0.33)	-1.04*** 0.37
<i>Personnel Spending p.c.</i>	-0.26*** (0.09)	-0.16** (0.08)	-0.52*** (0.14)	-0.29* 0.15
<i>Education Spending p.c.</i>	-0.25** (0.10)	-0.19** (0.09)	-0.46*** (0.16)	-0.32** 0.14
<i>Health Spending p.c.</i>	-0.24* (0.12)	-0.33*** (0.11)	-0.43*** (0.15)	-0.33 0.20
n (municipality-years)	1,494	15,570	1,494	15,570

Each column reports coefficient estimates and standard errors for the $t + 10$ period of event studies for a specific control group-estimator pair. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ [▶ Satisfied Municipalities](#)

[▶ Callaway and Sant'Anna Event Studies](#)

[▶ Return](#)

	TWFE Wells	TWFE Pre-Matching	CS Wells	CS Pre-Matching
<i>Total Revenue (Millions)</i>	-20.79*** (6.02)	-10.22* (5.97)	-35.17 (In Progress)	-19.67
<i>Revenue p.c.</i>	-26.69*** (8.02)	-24.41*** (7.42)	-46.43	-37.29
<i>Tax Revenue p.c.</i>	-37.30*** (14.28)	-35.04*** (11.62)	-33.29	-34.26
<i>Oil Revenue p.c.</i>	-5.57 (40.41)	35.46 (52.28)	-32.16	-16.70
<i>Transfer Revenue p.c.</i>	-8.99** (3.94)	-7.82** (3.36)	-15.95	-16.57
<i>Spending p.c.</i>	-23.95*** (6.23)	-16.44*** (6.20)	-40.48	-27.50
<i>Investment p.c.</i>	-56.92*** (12.18)	-60.59*** (10.43)	-76.50	-70.49
<i>Personnel Spending p.c.</i>	-26.42*** (6.30)	-18.33*** (6.45)	-44.28	-30.34
<i>Education Spending p.c.</i>	-25.64*** (7.26)	-20.87*** (6.89)	-42.05	-32.29
<i>Health Spending p.c.</i>	-26.23*** (9.10)	-31.61*** (7.23)	-39.41	-34.77
<i># Extractive Firms</i>	-26.79* (15.92)	-7.07 (19.42)	-22.94	9.49
<i># Mfg. Firms</i>	-21.26*** (7.69)	2.54 (8.73)	-13.50	16.11
<i>Avg. Formal Wage</i>	-12.42*** (4.21)	-4.22 (3.66)	-19.86	-5.03
<i>GDP p.c.</i>	-18.27 (13.66)	-18.08 (12.37)	-39.00	-15.06
<i>Population</i>	0.87 (7.66)	10.49 (7.95)	-38.89	-4.86
<i>n (municipality-years)</i>	1494	15570	1494	15570

To interpret semi-elasticities, I use the small sample bias correction proposed by Kennedy (1981):

$$\hat{P} = \left(e^{\left(\beta - \frac{\widehat{\text{Var}}(\beta)}{2} \right)} - 1 \right) \times 100$$

	TWFE Wells	TWFE Pre-Matching	CS Wells	CS Pre-Matching
<i>Total Revenue (Millions)</i>	74.53** (34.21)	107.96*** (39.71)	89.59 (In Progress)	111.36
<i>Revenue p.c.</i>	75.12** (34.60)	95.43** (37.66)	84.06	106.03
<i>Tax Revenue p.c.</i>	-30.32 (20.58)	-5.31 (24.45)	-11.39	6.54
<i>Oil Revenue p.c.</i>	5441.63 (3755.01)	6205.26 (4330.57)	6679.58	5057.57
<i>Transfer Revenue p.c.</i>	1.26 (5.12)	5.40 (5.15)	1.95	1.24
<i>Spending p.c.</i>	20.79 (14.07)	37.82** (15.18)	21.93	43.86
<i>Investment p.c.</i>	59.35 (113.07)	75.04 (125.85)	180.02	158.75
<i>Personnel Spending p.c.</i>	14.32 (12.83)	30.86** (13.64)	22.15	53.77
<i>Education Spending p.c.</i>	28.02 (26.10)	36.55 (25.93)	33.62	48.37
<i>Health Spending p.c.</i>	25.42 (29.05)	23.31 (23.63)	38.15	28.69
<i># Extractive Firms</i>	18.90 (31.23)	75.28* (42.32)	23.16	110.61
<i># Mfg. Firms</i>	-25.03*** (8.05)	-7.53 (8.92)	-21.45	-1.79
<i>Avg. Formal Wage</i>	-11.06** (4.66)	-1.80 (4.38)	-10.12	10.10
<i>GDP p.c.</i>	253.10** (110.29)	290.35** (116.96)	275.49	330.81
<i>Population</i>	-3.11 (4.49)	3.94 (4.23)	272.29	-1.46
<i>n (municipality-years)</i>	1278	9012	1278	9012

To interpret semi-elasticities, I use the small sample bias correction proposed by Kennedy (1981):

$$\hat{P} = \left(e^{\left(\beta - \frac{\widehat{\text{Var}}(\beta)}{2} \right)} - 1 \right) \times 100$$

Winner Characteristics	TWFE Wells	TWFE Pre-Match
<i>Winners' Age</i>	0.118 (0.691)	0.045 (0.629)
<i>Winner Share Female</i>	0.011 (0.018)	0.008 (0.018)
<i>Winners' Avg. Schooling</i>	-0.150* (0.089)	-0.142* (0.076)
Patronage (Mayors Only)		
<i>No. Donors Hired to Commissioned Posts</i>	-0.013 (0.045)	-0.197 (0.222)
<i>Share of Donors Among Commissioned Hires</i>	0.000 (0.000)	0.000 (0.003)
<i>Share of Commissioned Hires Among Donors</i>	0.000 (0.001)	-0.007 (0.005)
Patronage (All Politicians)		
<i>No. Donors Hired to Commissioned Posts</i>	-0.039 (0.186)	0.137 (0.169)
<i>Share of Donors Among Commissioned Hires</i>	-0.002 (0.003)	-0.001 (0.003)
<i>Share of Commissioned Hires Among Donors</i>	-0.011 (0.007)	-0.008 (0.006)
Municipality FEs	Y	Y
Election Period FEs	Y	Y
n (municipality-election periods)	404	3,745