

Summary of information received from ten international researchers about their sources of information about family business

M A Barrett, University of Wollongong

The table below was compiled from respondents' answers to two questions:

1 What are the main databases or other sources of information that you use in your research on family businesses? Please indicate whether any are government-sponsored.

2 In what ways do you need to manipulate this data for it to be useful for your research?

Responders from...	Information sources nominated:	Information type and access	Thumbnail description of information source	Are family businesses differentiated from other types of businesses?
Australia (1 respondent)	Australian Bureau of Statistics	Public information http://www.abs.gov.au/	Free statistics, and related information and services on a wide range of economic, social matters and environmental matters. Some more complex or customised reports for a fee.	No, not since last iteration of the Business Longitudinal Survey
	Finanalysis (listed companies)	Subscription Access via ASX code for the relevant company	Fin Analysis provides a 12-year history of detailed financial information for all companies listed on the Australian Stock Exchange (ASX).	No
Germany (2 respondents)	Hoppenstedt	Subscription www.hoppenstedt.de/	Aimed at direct marketing. "Access to more than 300,000 detailed and detailed firm profiles. Precise firm addresses. 1 million top and middle management decision-makers, etc."	No
	Bureau von Dijk	Subscription www.bvdinfo.com /	Services aimed at the following interests: <ul style="list-style-type: none"> • Transfer pricing • Corporate finance and M&A • Procurement and supply chain management • Sales and marketing 	No

	Schober	Subscription http://www.schober.de/	<ul style="list-style-type: none"> • Compliance/due diligence • Credit risk management • Academic Aimed at direct marketers. Firms from 7 European countries.	No
	Amadeus	Subscription amadeus.bvdlinfo.com/	A database of comparable financial information for public and private companies across Europe. Linked to Amadeus (see above).	No
	Elektronischer Bundesanzeiger	Public information https://www.bundesanzeiger.de/	Used for announcing laws, mandatory legal and judicial announcements, announcing changes in the Handelsregister and for legally mandated announcements by the private sector. (Source: Wikipedia).	Yes, to some extent, but no detail re ownership characteristics
Italy (1 respondent)	Personal database started in 2007	Private information	NA	No. (Researcher includes specific questions to determine family business status)
Netherlands (1 respondent)	Personal database compiled from 'general company' contact information for phone interviews	Private information	NA See report compiled from the database at http://www.nyenrode.nl/News/newsathyenrode/Documents/2010/february/20100126%20executive%20summary.pdf	No. Researcher includes specific questions to determine FB status. Researcher comments: 'No good (public) databases are available in the Netherlands'
Norway (1 respondent, with Italy)	Purpose-built personal database constructed over many years.	See http://web.bi.no/for_skriving/papers.nsf/0/b209d428bedad08bc8c125706600426a8e/\$FILE/2005-07-07-heelien_huse.pdf for a description of	NA	No. Researcher includes specific questions to determine FB status of a sample of firms of varying sizes.

U.S.A. (4 respondents)	MassMutual Family Business Survey	how data was compiled.	2007 American Family Business Survey, the seventh in a series of surveys monitoring trends in family business since 1993, is "a comprehensive study that explores the issues of planning, growth and succession as they relate to family business in America." These survey results expand on prior results from 1993 through 2002.	Yes
	U.S. Economic Census	Public information http://www.census.gov/econ/	The Economic Census is the U.S. Government's official five-year measure of American business and the economy. Response is required by law. Forms go out to more than 4 million businesses, including large, medium and small companies representing all U.S. locations and industries. Respondents provide a range of operational and performance data for their companies. The next Economic Census will be conducted for the year ending December 2012. US Economic Census is linked with the Survey of Business Owners (SBO). Results from the 2007 Survey of Business Owners (SBO) cover 2.3 million businesses. SBO data are presented by: •Gender, ethnicity, race, and veteran status •Geography (U.S., states, metropolitan areas, counties, and places) •Industry (2- through 6-digit NAICS for selected geographies) •Firm receipts size •Firm employment size	No
	Dun & Bradstreet (D&B)	Publicly traded company database aimed at sales and marketing, credit	Dun & Bradstreet, Inc. (NYSE: DNB) is a public company headquartered in Short Hills, a community in Millburn, New Jersey, USA that licenses information on businesses and corporations for use in credit decisions, business-to-	No. Researchers screen D&B samples using specific questions

		reporting, debt collection. http://dnb.com.au/	business marketing and supply chain management. Often referred to as D&B , the company maintains information on more than 205 million companies worldwide. (source: Wikipedia)	to determine FB status
US Small Business Administration	http://www.sba.gov/		In Australia, D&B provides individually priced company reports ranging from AU \$18 to AU \$572.00 depending on type of information sought Information source on: Starting a business, getting a loan, government contracts, disaster assistance	Not a database, but links provided to various reports.
Franchise disclosure documents required by federal govt.	See information from US Federal Trade Commission at right.		The Franchise Rule requires franchise sellers to provide to prospective purchasers with a Franchise Disclosure Document. The FTC does not require filings of these documents, so do not provide copies to consumers. A total of 13 states keep franchise offering circulars on file. Most states provide copies of these disclosures, usually by allowing visitors to their offices by appointment to review or copy the documents. A few private companies may make franchise disclosure documents filed in one or more states available for a fee. The FTC doesn't support or endorse these companies. In addition, two non-commercial services make Franchise Disclosure Documents filed in California available on line without charge.	No

The following comments were received in response to a third question:

3 What additional information would you most like to have to help your family business research?

1. More accurate email address data. Due to legal issues, only the general addresses are available in most cases (e.g. info@, contact@). These addresses are basically useless for survey research.
2. Secondary data from Amadeus database and direct interviews with family owners and/or family manager.
3. More detailed financial and governance data - financial around ownership percentage \$, financial structure (debt equity, other), EBIT, Total Assets, R&D.
4. It is difficult to get time series data on ownership and board composition. Data on privately-held, smaller family firms is difficult to obtain.
5. Information about the relationships between a business's owners, managers, and employees.
6. What percentage of our businesses are FBs or what % of our economy is FOB.

7. I think company histories, major changes in ownership and complete information on ownership would be very useful for family business scholars.
8. Actually providing the % ownership of stock or other by the family.
9. It would be very interesting with the predominance of franchising in Australia and the information the government gathers on franchises to include information on family ownership in the data.

