Presented by:
Jeremy Hill / Kasey Jolly

Transfer of Wealth Analysis: Technical Report
From the beginning of 2010 through 2019

- 177,000 people will die in Kansas
- 71,350 estates valued at approximately $79.2 billion
- What happens to that money?
  - Some goes to family but ...
- $721 million will go to charity
Charitable Giving

- Religion: 35%
- Education: 14%
- Foundations: 11%
- Human Services: 9%
- Public Society: 8%
- Health: 8%
- Arts & Culture: 5%
- International Affairs: 5%
- Other: 5%

Source: Giving USA, Charitable Giving 2011
# Charitable Giving 2009-2010

<table>
<thead>
<tr>
<th>Increasing</th>
<th>Increasing</th>
</tr>
</thead>
<tbody>
<tr>
<td>International affairs</td>
<td>15.3%</td>
</tr>
<tr>
<td>Public-society benefit</td>
<td>6.2%</td>
</tr>
<tr>
<td>Arts &amp; Culture</td>
<td>5.7%</td>
</tr>
<tr>
<td>Education</td>
<td>5.2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Decreasing</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Environment/animals</td>
<td>-0.7%</td>
</tr>
</tbody>
</table>

Source: Giving USA, Charitable Giving 2011
Home Price Index

Source: Federal Housing Finance Agency – House Price Index
How the estimates were created

- Total net worth for KS
- Total net worth for counties
- Deaths by county by age
- Estate value by age at death
- Estate sizes based on IRS
- Potential charitable quests by estate size
Localization of wealth

- Total Population
- Taxable property used in production
- Age of the head of household
- Education
- Size of family
- Households with self-employment income
- High income households
2010 Population

[Map showing population distribution with counties color-coded according to population range.]

- 29,000 to 544,180
- 9,800 to 28,999
- 5,800 to 9,799
- 3,050 to 5,799
- 1,240 to 3,049
2010-2020 (migration)

Map showing migration trends from 2010 to 2020 in Kansas, with counties color-coded to indicate different percentage changes. The legend indicates:
- Dark green: 11% to 40%
- Medium green: 0% to 10%
- Light green: -5% to -1%
- Lighter green: -10% to -6%
- Lightest green: -40% to -11%
2010-2020 (w/o migration)
## National Net Worth Distribution by Age, 2007

<table>
<thead>
<tr>
<th>Asset Type</th>
<th>Under 40</th>
<th>40 to 59</th>
<th>60 to 79</th>
<th>80 and over</th>
<th>All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Assets</td>
<td>18.2%</td>
<td>33.0%</td>
<td>40.2%</td>
<td>40.8%</td>
<td>34.3%</td>
</tr>
<tr>
<td>Vehicles (incl. RVs, planes, boats, etc.)</td>
<td>6.6%</td>
<td>2.9%</td>
<td>2.1%</td>
<td>1.4%</td>
<td>2.9%</td>
</tr>
<tr>
<td>Primary residence</td>
<td>48.4%</td>
<td>32.0%</td>
<td>26.0%</td>
<td>30.8%</td>
<td>31.8%</td>
</tr>
<tr>
<td>Residential property excl. primary resid. (e.g., vacation homes)</td>
<td>6.6%</td>
<td>7.8%</td>
<td>7.1%</td>
<td>7.3%</td>
<td>7.4%</td>
</tr>
<tr>
<td>Net equity in non-residential real estate</td>
<td>2.3%</td>
<td>3.0%</td>
<td>4.8%</td>
<td>3.2%</td>
<td>3.5%</td>
</tr>
<tr>
<td>Businesses (with either an active or nonactive interest)</td>
<td>17.4%</td>
<td>20.8%</td>
<td>19.0%</td>
<td>15.9%</td>
<td>19.5%</td>
</tr>
<tr>
<td>Other misc. nonfinancial assets</td>
<td>0.6%</td>
<td>0.6%</td>
<td>0.8%</td>
<td>0.5%</td>
<td>0.7%</td>
</tr>
</tbody>
</table>
Findings

HH Under 40

- Financial Assets: 18%
- Vehicles (incl. RVs, planes, boats, etc.): 7%
- Primary residence: 48%
- Residential property excl. primary resid. (e.g., vacation homes): 7%
- Net equity in non-residential real estate: 2%
- Businesses (with either an active or nonactive interest): 17%
- Other misc. nonfinancial assets: 1%

HH 80 +

- Financial Assets: 41%
- Primary residence: 31%
- Residential property excl. primary resid. (e.g., vacation homes): 7%
- Net equity in non-residential real estate: 3%
- Businesses (with either an active or nonactive interest): 16%
- Other misc. nonfinancial assets: 1%
- Vehicles (incl. RVs, planes, boats, etc.): 1%
<table>
<thead>
<tr>
<th></th>
<th>Kansas, Total Net Worth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010 Population</td>
<td>2,809,329</td>
</tr>
<tr>
<td>2010 Households</td>
<td>1,101,672</td>
</tr>
<tr>
<td>Estimated Total Estates 2010 through 2019</td>
<td>$79,165,154,530</td>
</tr>
<tr>
<td>Capture Goal 2010 through 2019</td>
<td>$721,008,121</td>
</tr>
<tr>
<td>Estimated Total Estates 2020 through 2029</td>
<td>$100,362,679,675</td>
</tr>
<tr>
<td>Capture Goal 2020 through 2029</td>
<td>$914,067,654</td>
</tr>
<tr>
<td>Estimated Total Estates 2030 through 2039</td>
<td>$119,527,943,683</td>
</tr>
<tr>
<td>Estimated Total Estates 2040 through 2049</td>
<td>$122,733,323,799</td>
</tr>
<tr>
<td>Estimated Total Estates 2050 through 2059</td>
<td>$117,415,271,164</td>
</tr>
<tr>
<td>Estimated Total Estates 2060 through 2064</td>
<td>$59,405,882,039</td>
</tr>
<tr>
<td>Capture Goal 2010 - 2064</td>
<td>$5,451,929,674</td>
</tr>
</tbody>
</table>
Findings

Transfer of Wealth – Charitable Contributions in $Millions

Cumulative Collections

Annual Average

<table>
<thead>
<tr>
<th>Period</th>
<th>Cumulative Collections</th>
<th>Annual Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-2019</td>
<td>$721.01</td>
<td></td>
</tr>
<tr>
<td>2020-2029</td>
<td>$1,635.08</td>
<td></td>
</tr>
<tr>
<td>2030-2039</td>
<td>$2,723.69</td>
<td></td>
</tr>
<tr>
<td>2040-2049</td>
<td>$3,841.51</td>
<td></td>
</tr>
<tr>
<td>2050-2059</td>
<td>$4,910.88</td>
<td></td>
</tr>
<tr>
<td>2060-2064</td>
<td>$5,451.93</td>
<td></td>
</tr>
</tbody>
</table>
Charitable Giving – IRS Capture

Charitable Bequests, 2010 - 2064, 1% Capture Goal

- Green: $1,000,000,000 to $1,300,000,000
- Dark Green: $100,000,000 to $999,999,999
- Light Green: $10,000,000 to $99,999,999
- Light Green: $5,000,000 to $9,999,999
- Light Green: $2,500,000 to $4,999,999
- Light Green: $1,000,000 to $2,499,999
- White: $0 to $1,000,000
Can you compare these numbers to the previous study?
Are other variables like oil and gas included?
Are population trends captured?
Where does wealth go if someone moves for retirement?
What is included in estates?
What should the capture goal be if the IRS shows only 0.91% is given to charity?
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