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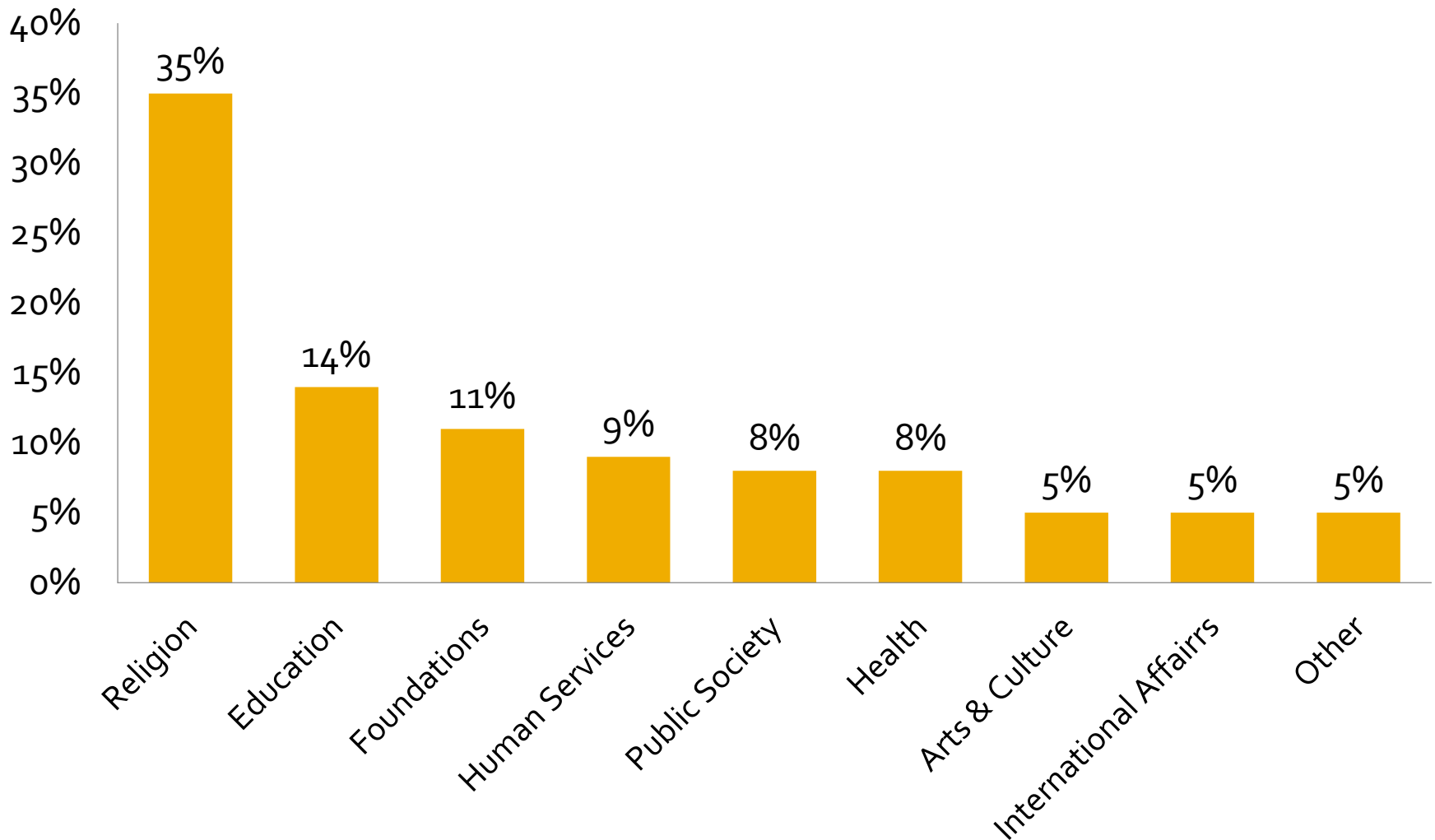
Jeremy Hill / Kasey Jolly

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



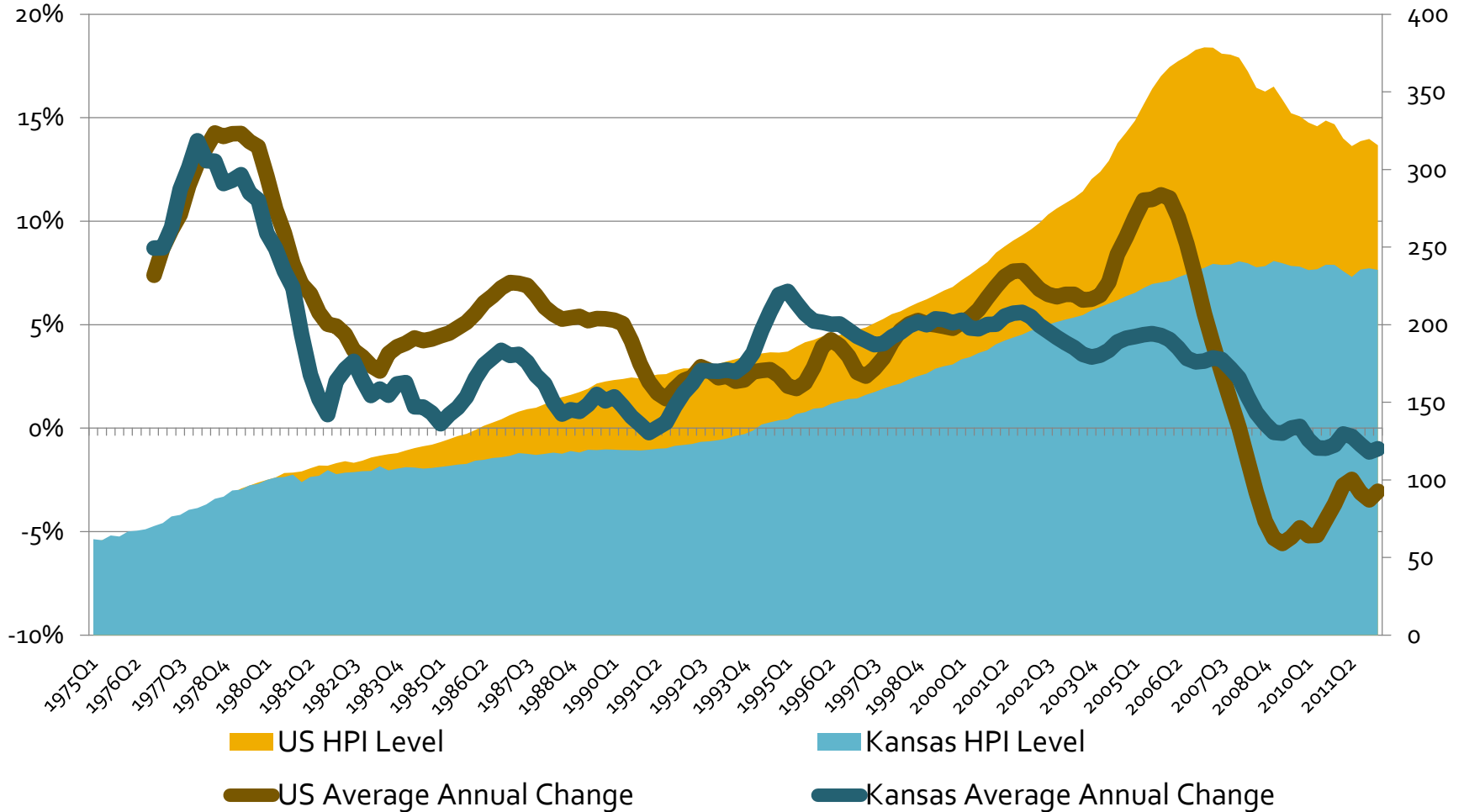
Source: Giving USA, Charitable Giving 2011

Charitable Giving 2009-2010

Increasing	Increasing
International affairs	15.3%
Public-society benefit	6.2%
Arts & Culture	5.7%
Education	5.2%

Decreasing	
Environment/animals	-0.7%

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

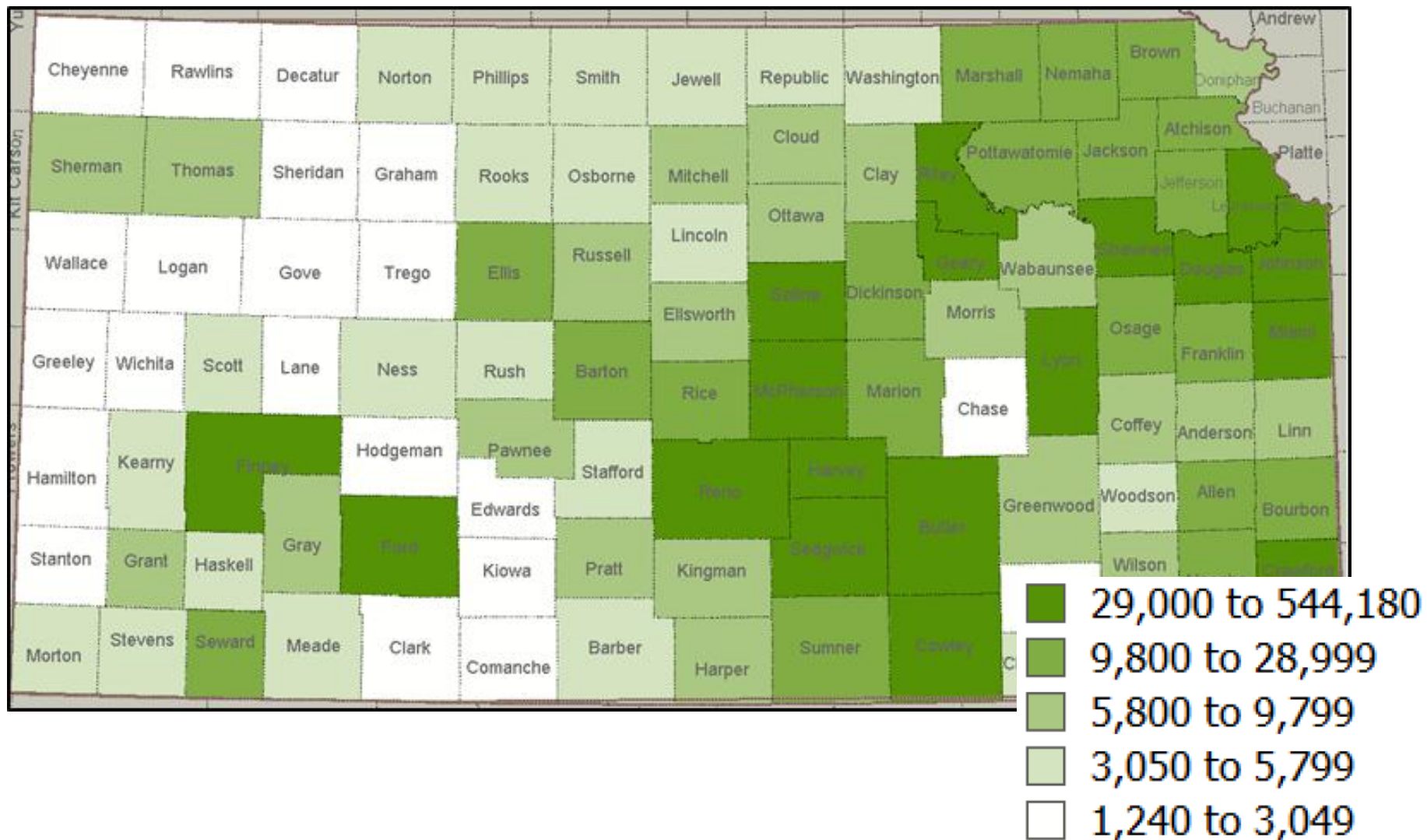
Education

Size of family

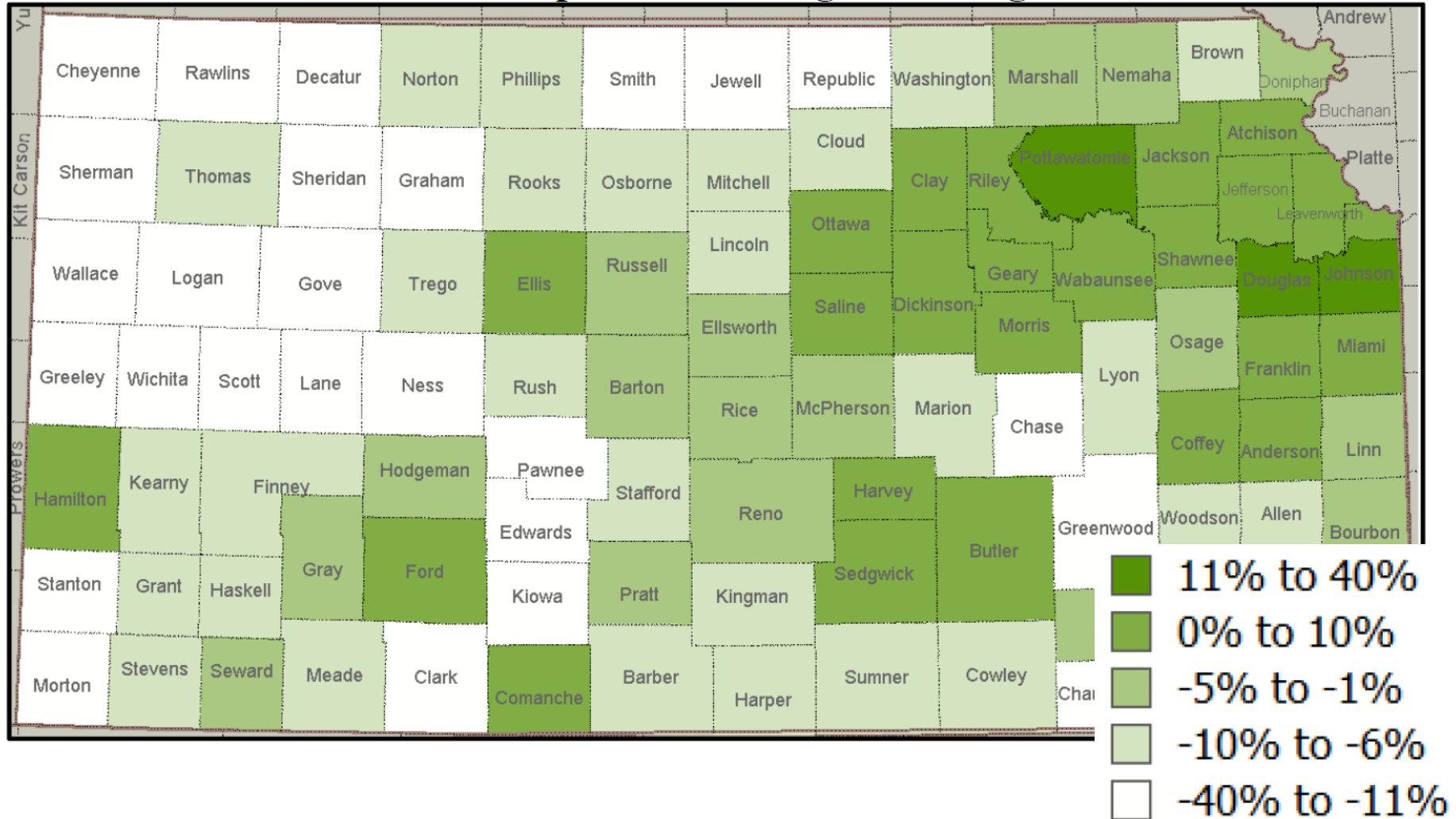
Households with
self-employment
income

High income
households

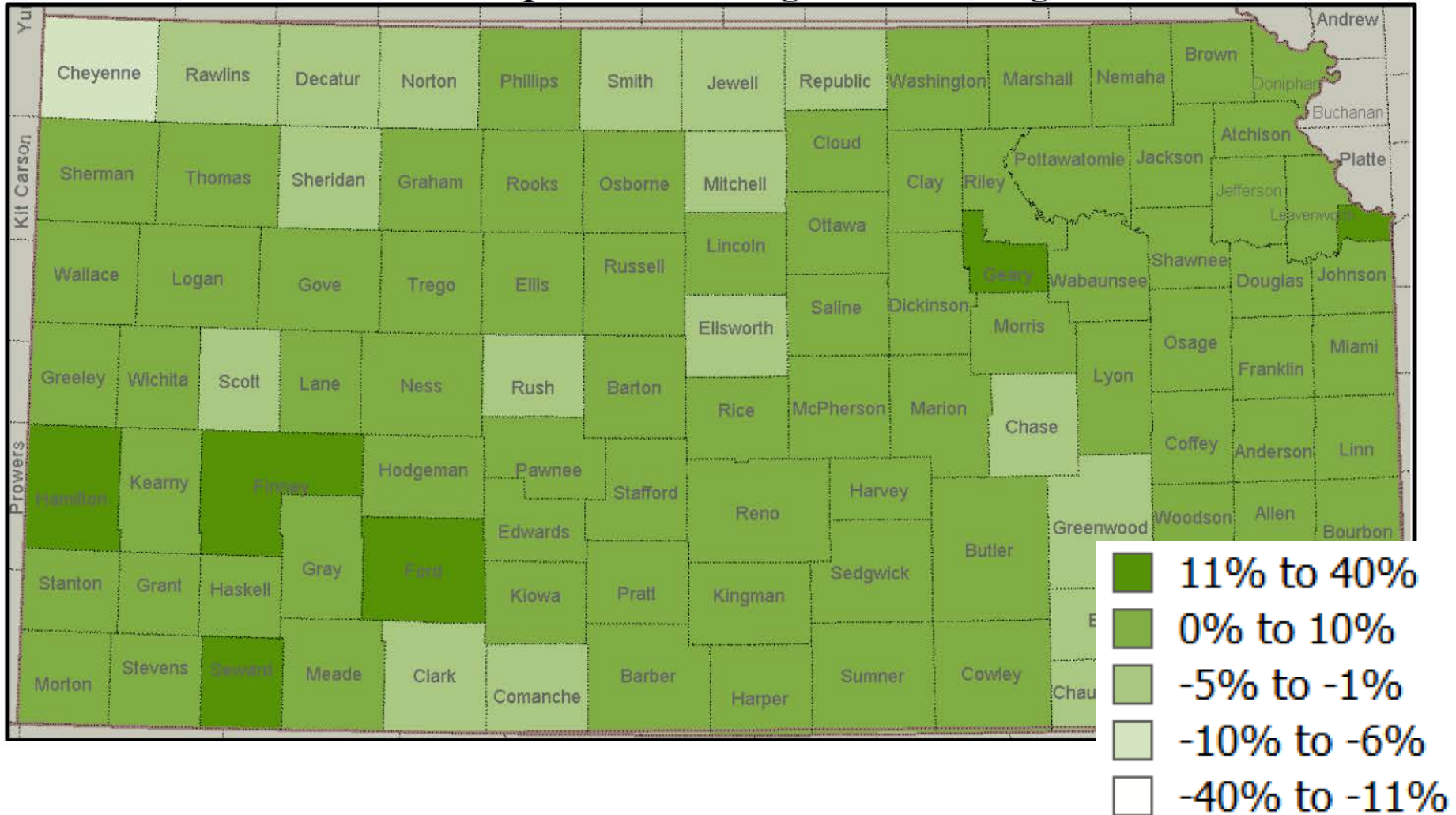
2010 Population



2010-2020 (migration)



2010-2020 (w/o migration)



Findings

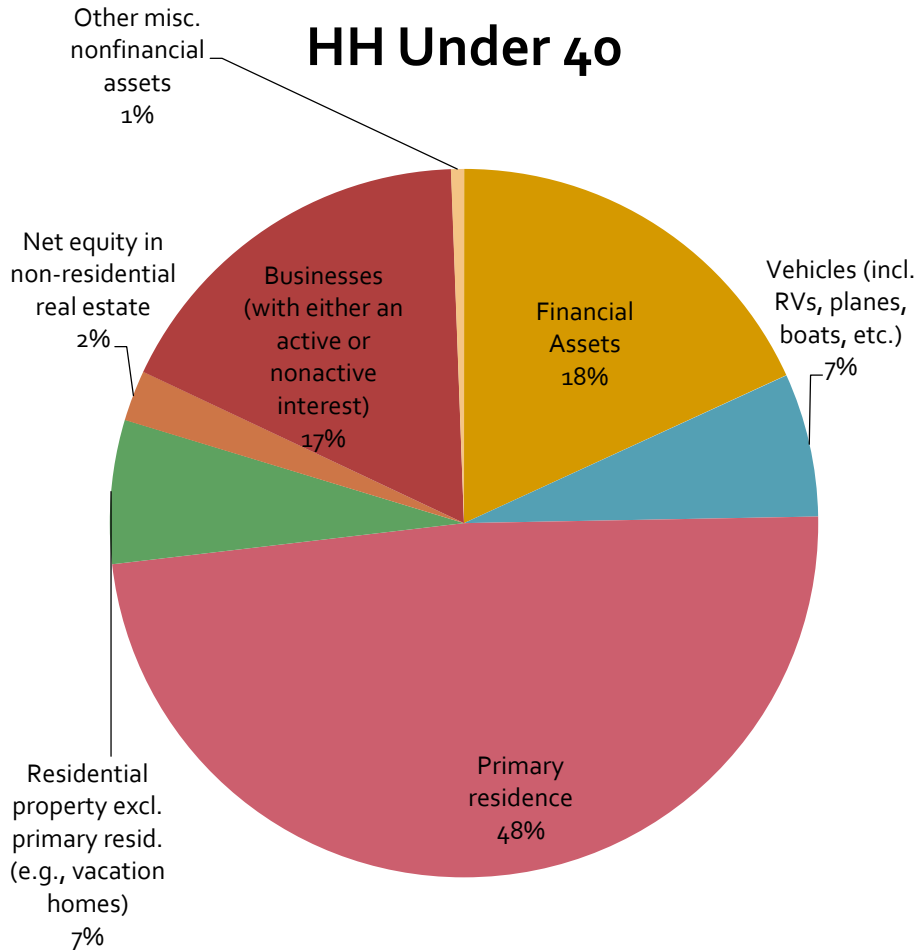
National Net Worth Distribution by Age, 2007

Households, by Age of Head of Household

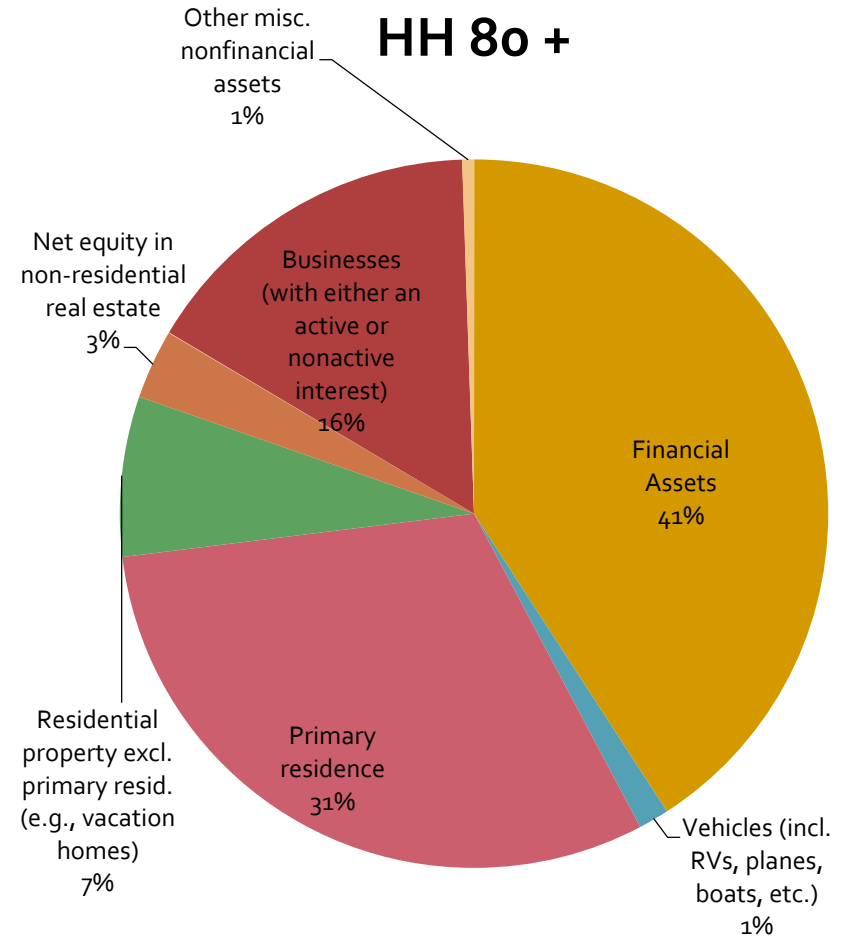
	Under 40	40 to 59	60 to 79	80 and over	All
Financial Assets	18.2%	33.0%	40.2%	40.8%	34.3%
Vehicles (incl. RVs, planes, boats, etc.)	6.6%	2.9%	2.1%	1.4%	2.9%
Primary residence	48.4%	32.0%	26.0%	30.8%	31.8%
Residential property excl. primary resid. (e.g., vacation homes)	6.6%	7.8%	7.1%	7.3%	7.4%
Net equity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

Findings

HH Under 40



HH 80 +

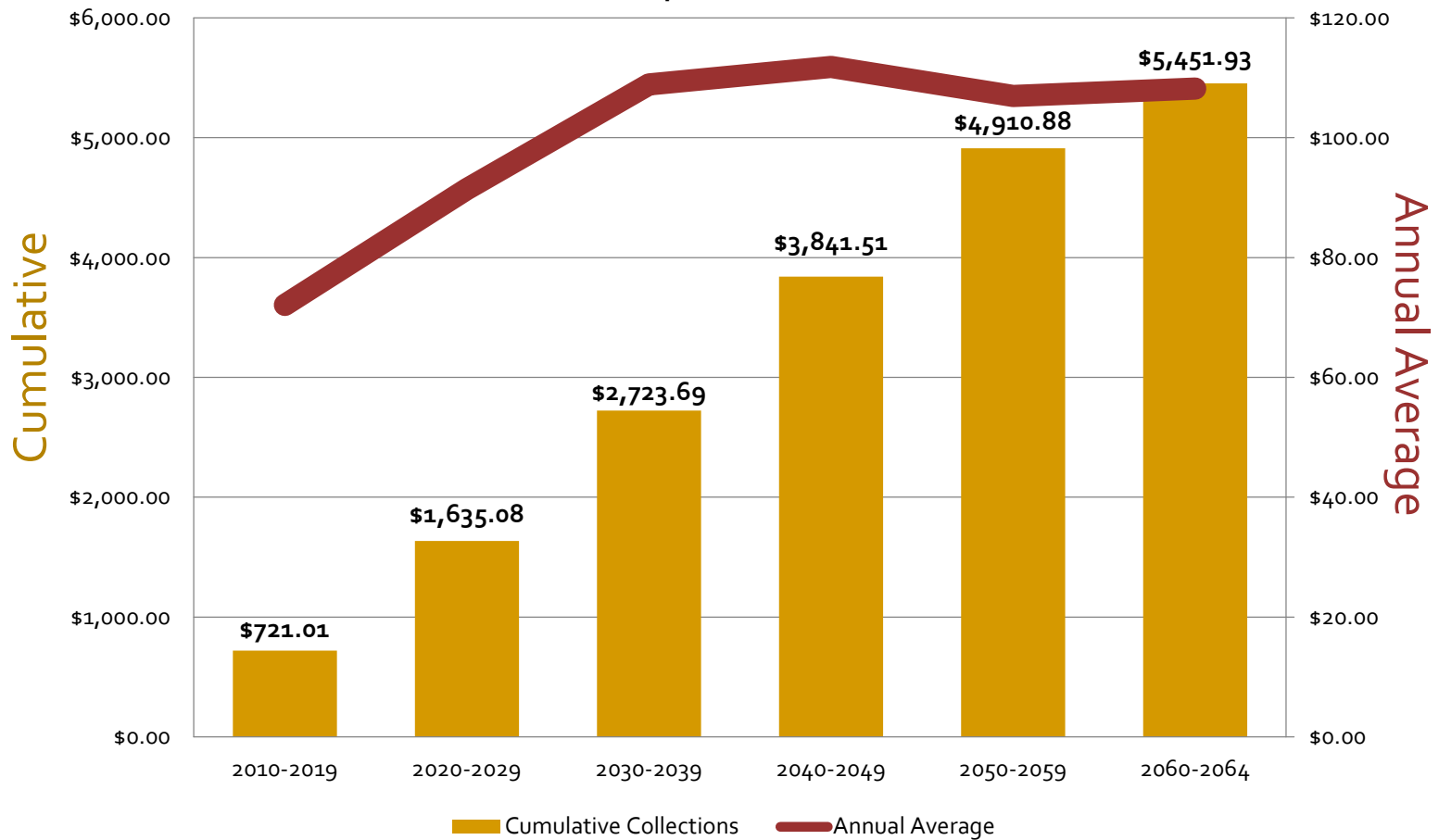


Findings

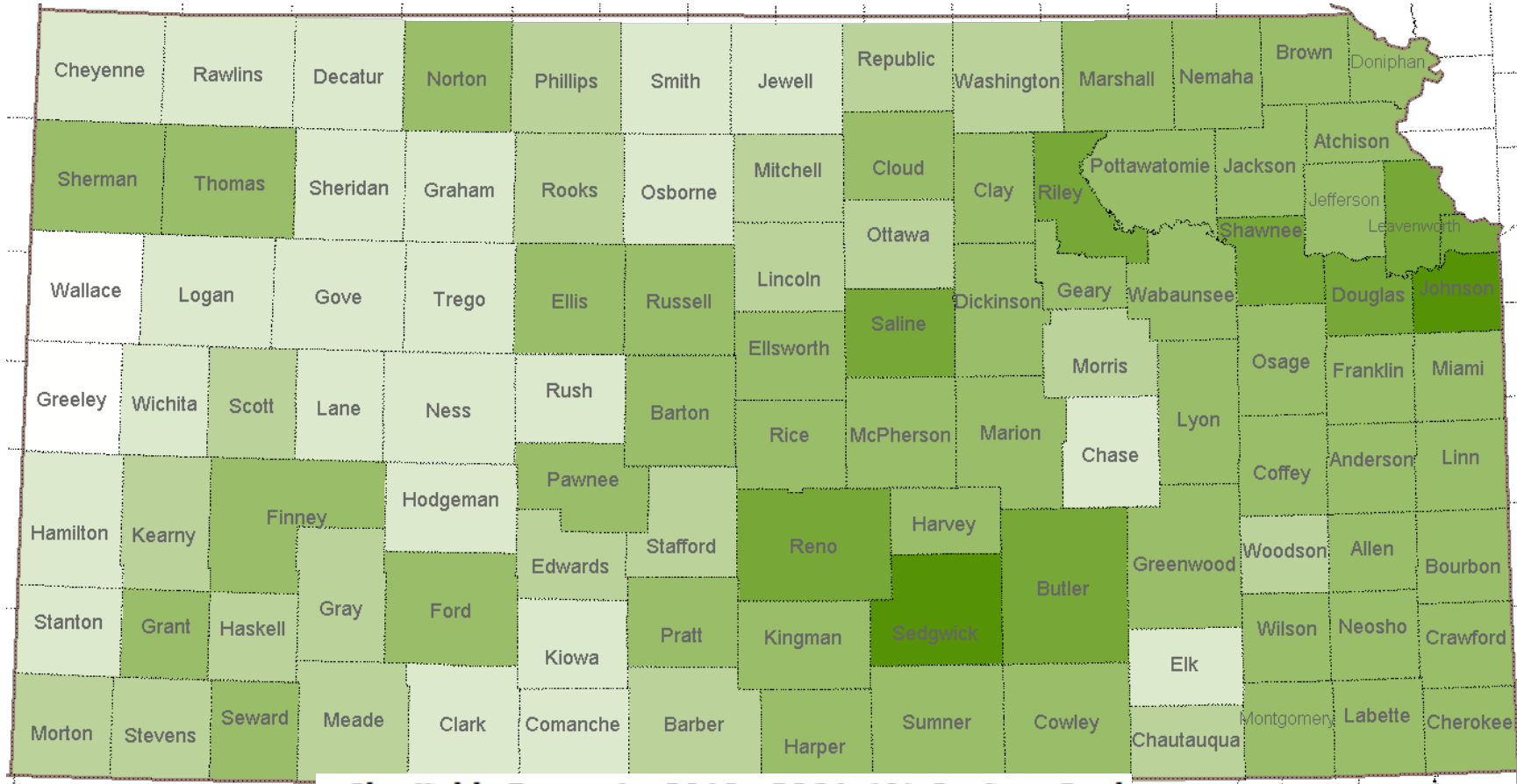
Kansas, Total Net Worth	
2010 Population	2,809,329
2010 Households	1,101,672
Estimated Total Estates 2010 through 2019	\$79,165,154,530
<i>Capture Goal 2010 through 2019</i>	<i>\$721,008,121</i>
Estimated Total Estates 2020 through 2029	\$100,362,679,675
<i>Capture Goal 2020 through 2029</i>	<i>\$914,067,654</i>
Estimated Total Estates 2030 through 2039	\$119,527,943,683
Estimated Total Estates 2040 through 2049	\$122,733,323,799
Estimated Total Estates 2050 through 2059	\$117,415,271,164
Estimated Total Estates 2060 through 2064	\$59,405,882,039
<i>Capture Goal 2010 - 2064</i>	<i>\$5,451,929,674</i>

Findings

Transfer of Wealth – Charitable Contributions in \$Millions



Charitable Giving – IRS Capture



Charitable Bequests, 2010 - 2064, 1% Capture Goal

- \$1,000,000,000 to \$1,300,000,000
- \$100,000,000 to \$999,999,999
- \$10,000,000 to \$99,999,999
- \$5,000,000 to \$9,999,999
- \$2,500,000 to \$4,999,999
- \$1,000,000 to \$2,499,999

FAQ

- 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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