

MINUTES OF THE HOUSE VISION 2020 COMMITTEE

The meeting was called to order by Chairman Tom Sloan at 1:45 p.m. on March 11, 2009, in Room 711 of the Docking State Office Building.

All members were present except:

Representative Clay Aurand- excused  
Representative Barbara Craft- excused  
Representative Doug Gatewood- excused  
Representative Mario Goico- excused  
Representative Joe Seiwert- excused  
Chairman, Tom Sloan- excused

Committee staff present:

Art Griggs, Office of the Revisor of Statutes  
Scott Wells, Office of the Revisor of Statutes  
Corey Carnahan, Kansas Legislative Research Department  
Chris Courtwright, Kansas Legislative Research Department  
Mary Koles, Committee Assistant

Conferees appearing before the Committee:

Brad Harrelson, Kansas Farm Bureau  
Denise Unruh, Kansas Association of Community Foundations (KACF)  
Tom Fryer, Greater Manhattan Community Foundation

Others attending:

See attached list.

Vice-Chairman Pat George welcomed and introduced the conferees.

Brad Harrelson, State Policy Director, Kansas Farm Bureau, discussed the drain of wealth rural areas are experiencing and will experience in the future. He referred to portions of testimony before the House Agriculture and Natural Resources Committee given last year by Carolyn Dunn, Stafford County: her work with her local community foundation, the Transfer of Wealth study, and call for tax credits to encourage contributions to community foundations. He also mentioned the need for access to high speed broadband in rural areas (Attachment 1).

Questions were asked by Vice-Chairman Pat George and Representatives Raj Goyle and Tom Hawk.

Denise Unruh, Vice-Chairman, Kansas Association of Community Foundations Executive Director, South Central Community Foundation, introduced colleagues Tom Fryer, Manhattan Community Foundation, Roger Viola, President, Topeka Community Foundation, and Chip Blazer, Director, Douglas Community Foundation, Lawrence. She talked about the three year old Kansas Association of Community Foundations: the vision - increase philanthropy; the mission - support all charities and their endowments; and the gray area between charitable work and economic development (Attachment 2).

Questions were asked by Representatives Tom Hawk and Don Hineman.

Tom Fryer, past President, Greater Manhattan Community Foundation, provided information about Transfer of Wealth studies and the \$66 billion estimated in 2008 to transfer in Kansas by 2020. KACF's goal is for our non-profits to capture \$2.8 billion by 2020 and retain those funds in permanent endowments. Education, communication and tax credits are key for success. Mr Fryer mentioned the work Nebraska and Iowa have done to retain wealth in rural communities (Attachment 3).

Representatives Tom Hawk and Don Hineman asked several questions.

Vice-Chairman Pat George thanked the conferees for their presentations.

The next meeting is scheduled for March 16, 2009. The meeting was adjourned at 2:35 p.m.

# House Vision 2020 Committee Guest List

Date: March 11, 2009

Name	Representing Client/Authority
Denise Linn	KS Assoc of Community Foundations
Chris Blaser	"
Ligh Keck	Hein Law firm
Mary Ellen Orlee	United Way of the Plains
Brend Harrison	KFB

*Brad Harrison*

Testimony for the House Agriculture and Natural Resources Committee  
SB 453  
Carolyn Dunn

Members of the committee, thank you for the opportunity to address you. The subject of rural sustainability is very near and dear to my heart, and I appreciate the chance to share with you some of my thoughts.

First, I'd like to tell you a bit about myself. I grew up in Ottawa and after graduating from K-State spent 6 years working in Washington, D.C. I then returned to Kansas, working for a short time in Wichita before getting married and settling in St. John. Having lived in these locations gives me a personal understanding of the issues related to choosing a life in a rural town despite the lure of professional opportunities elsewhere.

My husband, Brian, is a farmer/rancher and we have four and two-year-old sons. We are committed to making Stafford County our permanent home. At the same time, we are concerned about the future of our community. The population has declined nearly 10% in the seven years I've resided in the county. Another example is that we are aware of only a handful of people who had children in the same years that we did. Maybe Kindergarten round-up will pleasantly surprise us, but we often wonder about the future of our school district and the educational resources that will be available to our children in the long term.

The challenges that rural areas face are a complex combination of economic, cultural, as well as broader societal factors. I think, however, at its essence is an issue of the right people making the best possible decisions in the governance of businesses, non-profit boards, in government, and even at home.

In other words, we need a strong base of leaders who have vision - based on good information - and an ability to bring people together to work for a common cause. I think many of the problems related to economic development and youth retention will begin to sort themselves out if we have the right people leading the charge.

I have been involved in my community in a number of ways but I am particularly proud of my involvement as a board member of Golden Belt Community Foundation, which serves Stafford, Barton, Pawnee, and Rush counties. In 2007 our endowment passed the \$5 million mark in assets, which allows us to give back over \$100,000 each year in support to numerous charitable causes throughout the four counties.

Last year, we moved into the role of providing programs in addition to our traditional role of managing and growing the endowment. In November, with the help of a grant from Kansas Health Foundation and in cooperation with the Chambers of Commerce in Great Bend and Larned, we launched Leadership Golden Belt, a program for business and community leaders that focuses on leadership development in the context of community. By offering this as a regional program, we have been able to offer it to the people in the

*Heave Visioad 2020*

*3-11-2009*

*Attachment 1-1*

approximately 20 small towns in our region that do not have Chambers of Commerce large enough to support a program themselves and otherwise would not have access to this kind of training. This kind of regional community leadership program, delivered through a community foundation, is the first of its kind not only in Kansas, but to our knowledge also in the U.S.

The local response to this program has been very receptive. For example, the Stafford County Farm Bureau board immediately agreed to pay the tuition for one person from our county to participate in the program. This group also sees the value of leadership: ten years ago it was a financially unstable organization, but by gathering together a group of progressive-minded individuals and making some decisions that were unpopular at the time, they have turned it around to become relatively strong financially. Consequently, they are in a position to conduct several programs that add to the quality of life in our area. One project they instigated, and that received a national award, was the purchase of vending machines for local schools that carry only healthy food. FFA students stock the machines, so the activity also serves as a fundraiser for their chapter. It's great example of the kind of collaboration that we hope to expand through the Leadership Golden Belt program.

A grant from Kansas Health Foundation enabled the start of Leadership Golden Belt, but in order for it to be sustainable in the long term we will have to grow foundation assets to provide a permanent stream of funds that support its overhead. We cannot have a stable program if it is dependent on an unpredictable flow of grant funding.

Which is what brings me here. I firmly believe that the ability and the responsibility for revitalizing rural communities lies within its residents. At the same time, just as Farm Bureau is facilitating this statewide discussion of the issues facing rural Kansas, just as Kansas Health Foundation has played a role in providing targeted funding and informational resources - there are two specific areas in which the State of Kansas could take action that would enhance the efforts being made locally.

One, there is an array of programs that are available from the state. It appears that the lineup of available resources represent a piecemeal evolution of initiatives developed in response to specific issues. That's understandable - public policy tends to evolve that way. However, the result is that communities may find it difficult to figure out how to best utilize the resources that are intended to help. An example for St. John is the Main Street Program. Our community dropped the Main Street designation last year for several reasons, not the least of which were the strict limitations of the program (we were only allowed to work on economic development within a defined few blocks in the center of town, for example, when we need to look comprehensively at the community, if not the region, in order to have an impact). Coupled with very cumbersome reporting requirements for volunteers who were burned out, those involved decided it just wasn't worth it. Consequently, there is now no connection between our community and state economic development resources.

I believe it is time that Kansas take inventory of what is available both within state government as well as in the private non-profit sector, think strategically about what state government can impact. The legislation before you would provide the means for that to happen.

Secondly, the State could bolster local efforts to retain wealth locally for the benefit of the community. As I said, at Golden Belt Community Foundation we have to grow our endowment in order to sustain programming at the foundation itself as well as the other charitable causes we support. Despite our constant efforts to publicize our actions, I continually find that local residents are unaware of our foundation, what we do, or even have an understanding of the concept of endowment. I'd like to think that over time, there will be a snowball effect – the more we do, the more people will understand and support us financially, which enables us to do more. The challenge is creating that momentum.

You will soon hear more about the Transfer of Wealth study that has been conducted in Kansas. I've been privileged to read the preliminary results, and I understand a summary will soon be made to you characterizing seven typical communities in our state. My county fits well one of the typologies. In those estimations, a rural county of 4100 residents will transfer a total of \$77 million from one generation to the next by 2020 – that's an average of \$6 million a year. It's particularly shocking when considering how much of that will pass to heirs that live far away. While \$77 million is stunning number for a small county, I think it's also believable when considering land values and the fact that so much of rural wealth is in farmland. If we captured just 5% of that transfer to be held in local endowments, by 2020 it would total \$3.8 million and would provide \$192 thousand each year to be used for community betterment– without raising taxes. That also is a powerful figure.

The state could help jump-start this effort by enacting tax credits that would encourage contributions to community foundations. Frankly, many people in our communities have very modest lifestyles, don't see themselves as wealthy people, are not in the habit of making significant charitable contributions, and may not be fully aware of their ability to make a difference. A tax credit program might encourage them to make their first contribution.

Communities have to take responsibility and be assertive in bettering themselves. However, the State of Kansas is also in a position of leadership and can serve as a catalyst to mobilize local talent and money. I urge the committee to take action in that regard, and I believe this bill is a step in the right direction.

Thank you for your consideration. I am glad to address any questions you may have, and can be reached at 620-549-6516 or [brianandcarolyndunn@starband.net](mailto:brianandcarolyndunn@starband.net).

*Denise Kneub*

## KANSAS ASSOCIATION OF COMMUNITY FOUNDATIONS

### KACF Vision:

A Kansas that benefits greatly from the leadership of vibrant, effective community foundations and increased philanthropy from its citizens.

### KACF Mission Statement:

To leverage the resources of community foundations in the State of Kansas so as to strengthen and promote community philanthropy and inspire action that will improve the quality of life in our respective communities.

### KACF Long Term Objectives:

- Increased community awareness of Community Foundations.
- Increased philanthropy in Kansas – particularly endowment funds.
- Increased estate planning that includes endowment gifts to Community Foundations.
- Community Foundations becoming the “Go To” resource for philanthropy.
- Provided philanthropic education to policy-makers, financial advisors, CFs, donors, general public.
- Enhanced quality of life through Community Foundation’s leadership and grantmaking.

### KACF Membership, Assets and Grants

- There are 78 Community Foundations of all sizes in Kansas.
  - 27 have paid staff
- KACF Member Community Foundations hold more than \$1.2 Billion in Assets.
- KACF Member Community Foundations granted more than \$223 Million in 2008.

### History of Community Foundations:

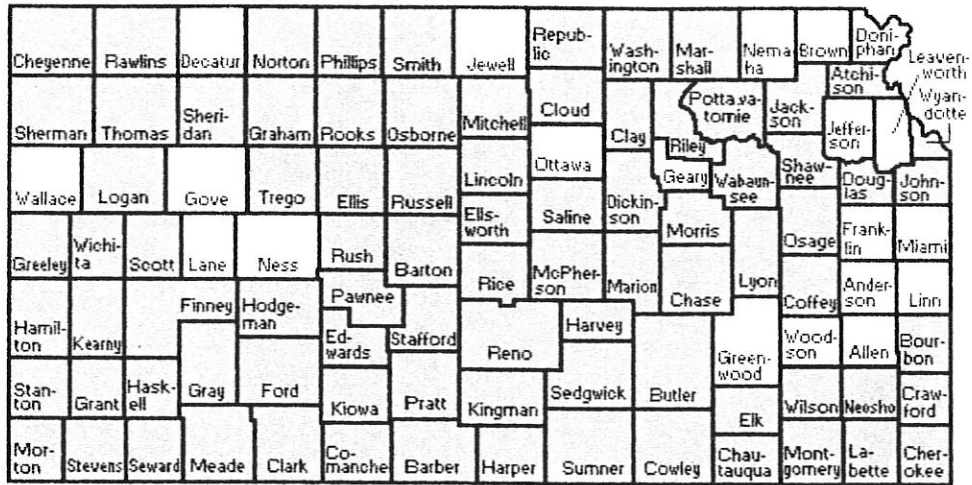
Community Foundations have existed for several decades mostly in large cities. During the 1990s there was a movement across the country to start community foundations in more rural communities and counties. In Kansas, the movement was facilitated by the Kansas Health Foundation’s G.R.O.W. initiative that provided startup and sustainability support to sixteen community foundations.

### Community Foundations Serve Donors and the Community by:

1. Building permanent endowment funds for charitable purposes.
2. Assisting donors in fulfilling their charitable goals.
3. Providing access to professional estate planning services.
4. Managing charitable investments in a prudent manner.
5. Meeting community needs through grants, awards and scholarships.
6. Convening the community around pertinent issues.

*House Vision 2020  
3-11-2009  
Attachment 2-1*

# Kansas Community Foundation Coverage Area



County	Community Foundation
Allen	
Anderson	
Atchison	Atchison Community Foundation
Barber	South Central Community Foundation
Barton	Golden Belt Community Foundation
Bourbon	Community Foundation of Southeast Kansas
Brown	
Butler	Community Fdn. of Greater Butler County
Chase	Flint Hills Community Foundation
Chautauqua	Legacy, A Regional Foundation Coffeyville Area Community Foundation
Cherokee	Coffeyville Area Community Foundation Columbus Community Foundation, Inc. Community Foundation of Southeast Kansas
Cheyenne	Bird City Century II Development Foundation
Clark	Ashland Community Foundation Community Foundation of Southwest Kansas
Clay	Clay Center Community Improvement Fdn.
Cloud	Community Foundation for Cloud County Glasco Community Foundation, Inc.
Coffey	Holtz Community Foundation
Comanche	South Central Community Foundation
Cowley	Legacy, A Regional Community Foundation
Crawford	Community Foundation of Southeast Kansas
Decatur	Greater Salina Community Foundation
Dickinson	Chapman Community Foundation Community Fdn. of Dickinson County, Inc
Doniphan	
Douglas	Douglas County Community Foundation
Elk	Coffeyville Area Community Foundation
Ellis	Heartland Community Foundation Community Foundation of Ellis
Ellsworth	Smoky Hills Charitable Foundation
Finney	Western Kansas Community Foundation

County	Community Foundation
Ford	Community Foundation of Southwest Kansas
Franklin	
Geary	
Gove	
Graham	Graham County Community Foundation Morland Community Foundation
Grant	Western Kansas Community Foundation High Plains Heritage Foundation
Gray	Community Foundation of Southwest Kansas Western Kansas Community Foundation
Greeley	Greeley County Community Foundation Growing The Vision Greeley County Western Kansas Community Foundation
Greenwood	
Hamilton	Western Kansas Community Foundation Hamilton County Public Foundation
Harper	Harper County Community Foundation
Harvey	Central Kansas Community Foundation
Haskell	Western Kansas Community Foundation High Plains Heritage Foundation
Hodgeman	Community Foundation of Southwest Kansas Hodgeman Community Foundation
Jackson	Jackson County Area Community Foundation
Jefferson	
Jewell	
Johnson	Greater Kansas City Community Foundation Community Foundation of Johnson County Jewish Community Foundation Servant Christian Community Foundation
Kearny	Western Kansas Community Foundation
Kingman	South Central Community Foundation
Kiowa	South Central Community Foundation
Labelle	Parsons Area Community Foundation Community Foundation of Southeast Kansas

## Kansas Community Foundation Coverage Area

County	Community Foundation
Lane	Community Foundation of Southwest Kansas Western Kansas Community Foundation
Leavenworth	
Lincoln	Sylvan Area Foundation
Linn	
Logan	Logan County Development Corporation
Lyon	Emporia Community Foundation
McPherson	McPherson County Community Foundation Smoky Valley Community Foundation
Marion	Central Kansas Community Foundation
Marshall	Greater Manhattan Community Foundation
Meade	Community Foundation of Southwest Kansas High Plains Heritage Foundation Western Kansas Community Foundation
Miami	
Mitchell	Mitchell County Community Foundation
Montgomery	Coffeyville Area Community Foundation, Inc.
Morris	Council Grove Community Foundation
Morton	Western Kansas Community Foundation High Plains Heritage Foundation
Nemaha	
Neosho	Community Foundation of Southeast Kansas Erie Community Foundation, Inc.
Norton	Norton Community Foundation
Osage	Osage City Area Community Foundation
Osborne	Osborne Community Foundation Inc. Kansas Blue Hills Foundation
Ottawa	
Pawnee	Golden Belt Community Foundation
Phillips	Phillips Co. Dev. & Community Foundation
Pottawatomie	Wamego Community Foundation
Pratt	South Central Community Foundation
Rawlins	Area Community Enrichment Foundation
Reno	Hutchinson Community Foundation
Republic	Republic County Community Foundation
Rice	Rice County Community Foundation, Inc. South Central Community Foundation
Riley	Greater Manhattan Community Foundation

County	Community Foundation
Rooks	Heartland Community Foundation
Rush	Golden Belt Community Foundation
Russell	Russell County Area Community Foundation
Saline	Greater Salina Community Foundation Catholic Comm. Fdn. of the Diocese of Salina
Scott	Scott Community Foundation Western Kansas Community Foundation
Sedgwick	Wichita Community Foundation Clearwater Community Foundation Derby Community Foundation
Seward	High Plains Heritage Foundation Western Kansas Community Foundation
Shawnee	Topeka Community Foundation Rossville Community Foundation
Sheridan	Sheridan County Community Foundation
Sherman	The Sherman County Community Foundation
Smith	Smith County Community Foundation
Stafford	Golden Belt Community Foundation South Central Community Foundation
Stanton	Western Kansas Community Foundation High Plains Heritage Foundation
Stevens	Western Kansas Community Foundation High Plains Heritage Foundation
Sumner	Legacy, A Regional Community Foundation Wellington Community Foundation Belle Plaine Community Foundation
Thomas	Thomas County Community Foundation
Trego	Heartland Community Foundation
Wabaunsee	Alma Area Foundation
Wallace	
Washington	Washington County Community Foundation
Wichita	Wichita County Community Foundation Western Kansas Community Foundation
Wilson	Neodesha Community Foundation
Woodson	
Wyandotte	Wyandotte County Community Foundation
All Counties	Kansas Rural Communities Foundation



# Kansas Community Foundations

*as of March 4, 2009*

<b>Community Foundation</b>	<b>City</b>	<b>First Name</b>	<b>Last Name</b>
Ashland Community Foundation	Ashland	John	Humphreys
Atchison Community Foundation	Atchison	Barbara	Schletzbaum
Belle Plaine Community Foundation	Belle Plaine	Doug	Hisken
Bird City Century II Development Foundation	Bird City	Catherine	Domsch
Catholic Community Foundation of the Diocese of Salina	Salina	Betsy	Wearing
Central Kansas Community Foundatin	Newton	Sandra	Fruit
Chapman Community Foundation	Herington	Loren	Barten
Clearwater Community Foundation	Clearwater	Kent	Brown
Coffeyville Area Community Foundation, Inc.	Coffeyville	Janie	DeVore Gillis
Columbus Community Foundation, Inc.	Columbus	Jim	Dahmen
Community Foundation for Cloud County	Concordia	Bob	Steimel
Community Foundation of Dickinson County, Inc	Abilene	Kristine	Meyer
Community Foundation of Ellis	Ellis	Dena	Patee
Community Foundation of Greater Butler County	Andover	Angie	Baur
Community Foundation of Johnson County	Overland Park		
Community Foundation of Southeast Kansas	Pittsburg	Kim	Clark
Community Foundation of Southwest Kansas	Dodge City	Pat	Hamit
Council Grove Community Foundation	Council Grove	Diane	Bolton
Derby Community Foundation	Derby	Theresa	Hearn
Douglas County Community Foundation	Lawrence	Chip	Blaser
Emporia Community Foundation	Emporia	Ken	Calhoun
Erie Community Foundation, Inc.	Erie	Mike	Page
Flint Hills Community Foundation	Strong City	Bruce	Wells
Glasco Community Foundation, Inc.	Glasco	Jean	Schmidt
Golden Belt Community Foundation	Great Bend	Christy	Tustin
Graham County Community Foundation	Hill City	Kirk	Schweitzer
Greater Kansas City Community Foundation	Kansas City	Brenda	Chumley
Greater Manhattan Community Foundation	Manhattan	Sarah	Saueressig
Greater Salina Community Foundation	Salina	Betsy	Wearing
Greeley County Community Foundation	Tribune	Trina	Kleymann
Growing The Vision Greeley County	Tribune	Christy	Hopkins
Hamilton County Public Foundation	Syracuse	Beverly	Holdren
Harper County Community Foundation	Anthony	Terry	Messick
Heartland Community Foundation	Hays	Russ	Pfannenstiel
High Plains Heritage Foundation	Liberal	Sarah	Thompson
Hodgeman Community Foundation	Jetmore	Phil	Lowe
Holtz Community Foundation	Burlington		
Hutchinson Community Foundation	Hutchinson	Aubrey	Patterson
Jackson County Area Community Foundation	Holton	Mike	McManigal
Jewish Community Foundation	Leawood	Lauren	Mattelman Hoopes
Kansas Blue Hills Foundation	Osborne	Laura	McClure

# Kansas Community Foundations

*as of March 4, 2009*

<b>Community Foundation</b>	<b>City</b>	<b>First Name</b>	<b>Last Name</b>
Kansas Rural Communities Foundation	Wamego	Rene	Eichem
Legacy, A Regional Community Foundation	Winfield	Pam	Moore
Logan County Development Corporation	Oakley	Jamie	Bell
McPherson County Community Foundation	McPherson	Becky	Goss
Mitchell County Community Foundation	Beloit	Curtis	Frasier
Morland Community Foundation	Morland	Faye	Minium
Neodesha Community Foundation	Neodesha	Dennis	DePew
Norton Community Foundation	Norton	Carolyn	Applegate
Osage City Area Community Foundation	Osage City	Steve	Kellison
Osborne Community Foundation Inc.	Osborne	Heather	Poore
Parsons Area Community Foundation	Parsons	Anne	Allen
Phillips County Development and Community Foundation	Phillipsburg	Jeff	Hofaker
Plains State Bank	Plains	Gerald	Stinson
Republic County Community Foundation	Belleville	Tim	Gottschalk
Rice County Community Foundation, Inc.	Lyons		
Rossville Community Foundation	Rossville	Myron	Leinwetter
Russell County Area Community Foundation	Russell	Byrne	Wood
Scott Community Foundation	Scott City	Ryan	Roberts
Servant Christian Community Foundation	Olathe	William	High
Sheridan County Community Foundation	Hoxie	Glenn	Fondoble
Smith County Community Foundation	Smith Center	Joe	Barnes
Smoky Hills Charitable Foundation	Ellsworth	Judy	Toman
Smoky Valley Community Foundation	Lindsborg	Bill	Roth
South Central Community Foundation	Pratt	Denise	Unruh
Sylvan Area Foundation	Sylvan Grove	Karen	Meyer
The Sherman County Community Foundation	Goodland	Kin	Huang
Thomas County Community Foundation	Colby	Melinda	Olsen
Topeka Community Foundation	Topeka	Roger	Viola
Wamego Community Foundation	Wamego	Rene'	Eichem
Washington County Community Foundation	Morrowville	Lori	Huber
Wellington Community Foundation	Wellington	Dana	Anderson
Western Kansas Community Foundation	Garden City	Shea	Sinclair
Wichita Community Foundation	Wichita	Rob	Allison
Wichita County Community Foundation	Leoti	Sharla	Krenzel
Wyandotte County Community Foundation	Kansas City	Kelly	Kultala

VISION 2020 HANDOUT  
MARCH 11, 2009

*Tom Fryer*

**LOCAL FINANCING OF COMMUNITY DEVELOPMENT**

**INTRODUCTION & VISION 2009**

Introduction

- Tom Fryer
- Past President, Greater Manhattan Community Foundation
- Member of the Kansas Association of Community Foundations (KACF) and their Advocacy Committee

Past visionaries

- Christopher Columbus
- Thomas Jefferson
- Martin Luther King -- I have a dream...
- JFK -- Man on the moon before 1970
- Vision 2009 for Kansas Community Foundations

Vision 2009 for Kansas community foundations

- Challenging economic times
- Multiple billion dollar Stimulus Package
- Kansas share estimated at \$1.7 billion
- (Key point) - What if the 72 community foundations in Kansas each received \$500,000 of the Kansas stimulus? (A total of \$36 million dollars which would be 2.1% of the total)

Advantages

- The one time distribution would go into permanent endowments in 72 separate communities
- In the first year alone, each community could grant 5% or \$25,000 in those 72 communities. For the state, that would mean \$1,800,000 would be given out at the grass roots level in 2009.
- Key advantage -- This would not be a one time happening
- In the second year, assuming zero growth and another 5% distribution rate, another \$1,710,000 would be given out again in those 72 communities.

*House Vision 2020  
3-11-2009  
Attachment 3-1*

VISION 2020 HANDOUT  
MARCH 11, 2009

LOCAL FINANCING OF COMMUNITY DEVELOPMENT

INTRODUCTION & VISION 2009

Introduction

- Tom Fryer
- Past President, Greater Manhattan Community Foundation
- Member of the Kansas Association of Community Foundations (KACF) and their Advocacy Committee

Past visionaries

- Christopher Columbus
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- Martin Luther King – I have a dream...
- JFK – Man on the moon before 1970
- Vision 2009 for Kansas Community Foundations

Vision 2009 for Kansas community foundations

- Challenging economic times
- Multiple billion dollar Stimulus Package
- Kansas share estimated at \$1.7 billion
- (Key point) - What if each community foundation in Kansas received \$500,000 of the Kansas stimulus? (A total of \$38.5 million dollars which would be 2.3% of the total)

Advantages

- The one time distribution would go into permanent endowments in 77 separate communities
- In the first year alone, each community could grant 5% or \$25,000 in those 77 communities. For the state, that would mean \$1,925,000 would be given out at the grass roots level in 2009.
- Key advantage – This would not be a one time happening
- In the second year, assuming zero growth and another 5% distribution rate, another ~~\$1,828,7500 would be given out again in those 77 communities.~~



- The decision on where the money goes would not be made in Washington or Topeka. It would be made by local citizens who know the needs of their communities best
- Since the initial funds will go into permanent endowments, the money will be available each year, no matter what shape the Kansas or U.S. economy.
- This distribution vs earmarks? Based on recent news, this distribution to Kansas community foundations is an excellent choice for Stimulus funds.

## VISION 2020 AND TRANSFER OF WEALTH (TOW)

Ten years ago, two Boston professors made a study of the Transfer of Wealth (TOW) that will occur in the United States in the next 50 years. Their estimate was that the total would be about \$41 trillion dollars.

Since then, several states have analyzed this 50 year transfer in their own states by county. Among those states are Iowa, Nebraska, Michigan, and Montana.

What do you mean by Transfer of Wealth (TOW)?

It is the intergenerational wealth transfer from one generation to the next. Basically, we are talking about the Greatest Generation and the sizeable estates they have accumulated since the end of WWII, especially in rural areas. Unfortunately, much of this distribution goes to heirs who no longer live in those communities. This is our GREATEST challenge to retain a portion of that wealth locally. (Elaborate)

Nebraska saying for rural areas: LAND RICH AND CASH POOR!  
Applies to western Kansas as well!

Last year (2008), the Center for Economic Development and Business Research at Wichita State University did a similar study for Kansas.

ASIDE: The figures we are quoting have obviously changed as a result of the decline in Wall Street and our national economic crisis. Nevertheless, the transfer is still large and the urgency of capturing it still exists.

Some of the results of the Kansas TOW:

- \$545 billion was the estimated net worth of the state of Kansas in 2004
- \$598 billion was the estimated 50 year transfer, 2010-2060
- \$66 billion was the estimated 12 year TOW to 2020

(This is the number I will use for the rest of my comments.)

Vision 2020 numbers (A perfect fit for your committee)

\$66 billion transfer in all 105 counties between now and 2020

- At a 5% capture rate by communities, that would total \$3.3 billion across the state (Elaborate)
- Assuming the \$3.3 billion goes into permanent endowments and using a 5% annual payout rate, that means that \$165 million would be available for grants each and every year (Elaborate)

What this means for selected members of this committee. To be politically correct, I will use two examples: one Republican and one Democrat from the Vision 2020 committee.

First, the Vice Chair. According to your website, Vice Chair Pat George is from District 119 which includes Dodge City and Ford County. The Kansas Transfer of Wealth study indicates the following for Ford County:

- \$535.2 million is the estimated TOW in Ford County between now and 2020.
- \$26.7 million is the potential to go into permanent endowments in Ford County assuming a 5% capture rate.
- \$1.3 million will be available each and every year, assuming a 5% payout rate.

Next I will pick the Ranking Minority Member, Tom Hawk who represents District 67 which includes Manhattan and Riley County. The TOW data for Riley County indicates the following:

- \$843 million is the estimated TOW in Riley County between now and 2020.
- \$42.2 million is the potential to go into permanent endowments in Riley County assuming a 5% capture rate.
- \$2.1 million will be available each and every year assuming a 5% payout rate.

The goal of the Kansas Association of Community Foundations (KACF) is for non-profits in this state to capture \$2.7 billion by the year 2020 and retain those funds in permanent endowments.

Now a couple of questions for both of you.

If the non-profits in Ford County received grants of \$1.3 million each and every year and the folks in Riley County received \$2.1 million each, what would that do for these counties?

The key question is how can we make this Transfer of Wealth work?

- Education
- Communication
- Tax credits (Network with other states)
- Other – Address during the Q&A

#### TAX CREDITS

- Will the current state budget allow for TOW tax credits?
- Can we network and more importantly learn from other states that already have TOW tax credits?  
(See next page for what Iowa has done = Endow Iowa)
- Endow Kansas?

#### SUMMARY

- Vision 2009 (Part of Stimulus Package)
- Vision 2020 and Transfer of Wealth
- Tax Credits (Endow Kansas )

#### QUESTIONS & ANSWERS

1. Does TOW apply to only community foundations or are any non-profits eligible?
2. Why are local community foundations the preferred non-profit to place Transfer of Wealth funds?
3. Do we have copies of the Kansas Transfer of Wealth study for each member of Vision 2020?  
A resounding YES.
4. Other?

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Name	Total County Net Worth 2004	Adjusted TOW (Estates) 2004 - 2010	Adjusted TOW (Estates) 2011 - 2020	% of TOW 2004-2020	Adjusted TOW (Estates) 2021 - 2030	Adjusted TOW (Estates) 2031 - 2040	Adjusted TOW (Estates) 2041 - 2050	Adjusted TOW (Estates) 2051 - 2060	Adjusted TOW (Estates) 2004 - 2060
Allen County	\$2,628,658,804	\$102,223,753	\$205,195,862	\$15,370,981	\$247,059,470	\$283,205,181	\$329,631,895	387,738,303	\$1,555,054,463
Anderson County	\$1,494,502,183	\$159,114,501	\$331,891,202	\$24,550,285	\$422,263,621	\$525,666,507	\$650,322,647	840,972,124	\$2,930,230,603
Atchison County	\$3,072,636,236	\$344,869,005	\$733,251,051	\$53,906,003	\$952,307,440	\$1,199,864,726	\$1,520,286,379	1,937,606,653	\$6,688,185,255
Barber County	\$944,608,764	\$83,224,259	\$156,540,924	\$11,988,259	\$180,399,803	\$192,226,481	\$208,569,208	236,506,026	\$1,057,466,701
Barton County	\$5,147,966,233	\$614,834,169	\$1,229,436,714	\$92,213,544	\$1,520,471,779	\$1,753,421,878	\$2,047,224,950	2,420,341,615	\$9,585,731,104
Bourbon County	\$2,814,335,342	\$112,879,763	\$226,980,115	\$16,992,994	\$274,940,112	\$322,966,044	\$383,817,676	457,995,017	\$1,779,578,726
Brown County	\$1,914,320,618	\$83,063,021	\$158,230,588	\$12,064,680	\$183,975,747	\$202,573,960	\$228,364,500	261,684,626	\$1,117,892,443
Butler County	\$11,907,607,692	\$489,746,613	\$1,204,466,069	\$84,710,634	\$1,867,706,462	\$2,604,796,453	\$3,520,124,406	4,759,727,927	\$14,446,567,930
Chase County	\$545,253,430	\$19,382,031	\$42,136,973	\$3,075,950	\$54,809,164	\$68,479,762	\$82,152,292	100,320,140	\$367,280,362
Chautauqua County	\$736,596,258	\$31,781,508	\$61,021,063	\$4,640,129	\$69,029,626	\$76,111,629	\$84,499,467	102,259,725	\$424,703,017
Cherokee County	\$3,919,011,769	\$144,785,071	\$298,000,049	\$22,139,256	\$360,777,204	\$417,943,097	\$470,142,704	534,812,073	\$2,226,460,197
Cheyenne County	\$587,007,159	\$23,661,842	\$43,114,717	\$3,338,828	\$46,247,688	\$47,836,088	\$51,552,684	57,166,411	\$269,579,429
Clark County	\$458,625,720	\$15,459,354	\$29,702,311	\$2,258,083	\$33,888,771	\$36,919,120	\$40,636,862	46,850,142	\$203,456,560
Clay County	\$1,620,183,375	\$74,589,373	\$150,669,290	\$11,262,933	\$183,333,250	\$210,684,066	\$245,799,048	291,809,779	\$1,156,884,806
Cloud County	\$1,844,969,267	\$95,947,589	\$179,246,082	\$13,759,684	\$206,683,904	\$234,598,758	\$272,587,954	329,679,505	\$1,318,743,791
Coffey County	\$1,712,328,849	\$61,299,707	\$131,530,764	\$9,641,524	\$170,095,204	\$204,072,694	\$240,355,780	287,557,808	\$1,094,911,957
Comanche County	\$382,280,199	\$17,474,352	\$34,312,308	\$2,589,333	\$42,754,413	\$50,788,647	\$60,436,930	74,636,481	\$280,403,131
Cowley County	\$6,966,410,585	\$288,356,175	\$593,621,027	\$44,098,860	\$743,417,035	\$888,789,037	\$1,050,694,697	1,254,013,675	\$4,818,891,646
Crawford County	\$7,254,219,782	\$321,329,629	\$683,569,411	\$50,244,952	\$906,973,880	\$1,198,748,600	\$1,578,950,830	1,993,544,870	\$6,683,117,219
Decatur County	\$621,382,601	\$26,309,872	\$46,746,236	\$3,652,805	\$50,713,339	\$51,969,378	\$55,188,754	59,710,819	\$290,638,398
Dickinson County	\$3,596,962,831	\$151,763,685	\$323,546,352	\$23,765,502	\$422,065,728	\$518,065,821	\$626,315,821	773,154,205	\$2,814,911,612
Doniphan County	\$1,507,051,613	\$75,930,250	\$154,017,353	\$11,497,380	\$186,936,730	\$216,550,585	\$254,466,475	295,074,530	\$1,182,975,923
Douglas County	\$22,011,261,609	\$748,897,317	\$1,880,150,604	\$131,452,396	\$2,991,205,583	\$4,611,166,993	\$6,734,955,011	8,770,173,188	\$25,736,548,696
Edwards County	\$630,940,467	\$23,032,694	\$44,087,959	\$3,356,033	\$51,075,707	\$55,347,785	\$62,134,021	69,472,805	\$305,150,971
Elk County	\$562,109,249	\$26,676,905	\$51,216,149	\$3,894,653	\$58,441,411	\$63,654,473	\$70,330,084	83,205,397	\$353,524,419
Ellis County	\$5,408,260,484	\$216,148,533	\$444,920,892	\$33,053,471	\$572,942,496	\$703,641,842	\$880,244,571	1,032,067,714	\$3,849,966,047
Ellsworth County	\$1,184,541,661	\$52,519,824	\$109,679,848	\$8,109,984	\$142,751,098	\$172,554,258	\$206,165,961	241,999,471	\$925,670,459
Finney County	\$7,323,802,798	\$148,303,532	\$317,716,067	\$23,300,980	\$408,333,711	\$481,961,256	\$536,418,117	574,438,240	\$2,467,170,923
Ford County	\$6,213,875,116	\$165,378,784	\$369,930,358	\$26,765,457	\$523,289,260	\$712,740,068	\$934,419,404	1,182,976,638	\$3,888,734,512
Franklin County	\$4,844,420,183	\$218,377,195	\$510,391,801	\$36,438,450	\$740,795,604	\$1,016,451,562	\$1,346,310,630	1,777,307,490	\$5,609,634,282
Geary County	\$4,864,362,207	\$167,365,958	\$281,722,771	\$22,454,436	\$281,164,056	\$267,747,050	\$241,720,161	207,398,317	\$1,447,118,314
Gove County	\$568,963,356	\$20,448,625	\$35,448,946	\$2,794,879	\$37,039,007	\$35,923,857	\$35,722,091	37,223,940	\$201,806,464
Graham County	\$533,783,284	\$21,766,573	\$40,663,942	\$3,121,526	\$45,176,781	\$45,826,952	\$47,005,787	50,929,319	\$251,369,354
Grant County	\$1,498,091,570	\$30,787,873	\$61,633,593	\$4,621,073	\$75,951,654	\$83,793,498	\$89,558,888	94,694,351	\$436,419,857
Gray County	\$1,224,824,134	\$22,210,902	\$47,397,675	\$3,480,429	\$61,626,854	\$77,181,541	\$94,152,413	114,051,288	\$416,620,674
Greeley County	\$281,462,763	\$8,162,155	\$14,935,808	\$1,154,898	\$16,134,097	\$16,691,292	\$16,297,656	16,568,453	\$88,789,461
Greenwood County	\$1,393,767,691	\$69,459,545	\$135,986,864	\$10,272,320	\$163,137,011	\$188,031,223	\$215,604,304	255,110,793	\$1,027,329,741
Hamilton County	\$501,359,177	\$13,659,229	\$26,830,005	\$2,024,462	\$31,169,828	\$34,652,214	\$39,556,876	45,149,765	\$191,017,916
Harper County	\$1,136,830,857	\$38,824,972	\$71,554,303	\$5,518,964	\$80,512,474	\$84,915,838	\$93,401,508	106,236,686	\$475,445,781
Harvey County	\$6,500,872,344	\$329,993,027	\$731,213,107	\$53,060,307	\$1,017,917,297	\$1,335,808,829	\$1,745,869,557	2,279,636,420	\$7,440,438,237
Haskell County	\$838,202,247	\$14,066,532	\$29,997,820	\$2,203,218	\$39,003,126	\$47,110,826	\$55,871,300	64,516,171	\$250,565,774
Hodgeman County	\$425,503,818	\$11,108,833	\$23,448,083	\$1,727,846	\$30,629,282	\$37,782,536	\$46,459,421	59,337,596	\$208,765,751
Jackson County	\$2,426,432,228	\$121,938,426	\$299,535,664	\$21,073,705	\$445,674,456	\$622,074,922	\$848,218,739	1,181,538,775	\$3,518,980,981
Jefferson County	\$3,599,245,096	\$82,595,961	\$198,006,084	\$14,030,102	\$290,085,013	\$382,402,546	\$481,723,883	624,792,728	\$2,059,606,215
Jewell County	\$625,665,833	\$33,787,543	\$58,082,499	\$4,593,502	\$61,389,917	\$58,207,339	\$57,052,415	57,889,644	\$326,409,358
Johnson County	\$112,741,734,662	\$4,750,482,598	\$13,364,985,468	\$905,773,403	\$23,359,769,715	\$36,611,669,933	\$53,195,252,762	74,996,816,890	\$206,278,977,367
Kearny County	\$854,731,727	\$14,848,618	\$32,176,844	\$2,351,273	\$44,179,065	\$56,204,076	\$69,223,077	87,328,482	\$303,960,162

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Name	Total County Net Worth 2004	Adjusted TOW (Estates) 2004 - 2010	Adjusted TOW (Estates) 2011 - 2020	5% of TOW 2004-2020	Adjusted TOW (Estates) 2021 - 2030	Adjusted TOW (Estates) 2031 - 2040	Adjusted TOW (Estates) 2041 - 2050	Adjusted TOW (Estates) 2051 - 2060	Adjusted TOW (Estates) 2004 - 2060
Kingman County	\$1,579,669,444	\$68,656,924	\$131,247,548	\$9,995,224	\$153,872,483	\$169,652,515	\$187,715,185	215,125,166	\$926,269,822
Kiowa County	\$574,021,178	\$21,157,718	\$37,328,421	\$2,924,307	\$38,429,940	\$37,273,790	\$36,689,473	37,373,984	\$208,253,326
Labette County	\$4,074,399,094	\$208,996,072	\$429,711,182	\$31,935,363	\$537,128,489	\$654,089,406	\$774,248,997	935,876,312	\$3,540,050,459
Lane County	\$368,670,107	\$15,901,565	\$27,350,572	\$2,162,607	\$28,811,017	\$28,396,170	\$27,858,692	28,729,462	\$157,047,477
Leavenworth County	\$13,883,947,133	\$455,737,241	\$1,211,944,971	\$83,384,111	\$1,983,232,093	\$2,899,734,113	\$3,840,355,986	5,072,467,063	\$15,463,471,467
Lincoln County	\$663,797,084	\$26,292,636	\$52,112,259	\$3,920,245	\$63,551,852	\$70,807,452	\$82,251,055	96,667,566	\$391,682,820
Linn County	\$1,784,519,296	\$55,450,532	\$126,168,776	\$9,080,965	\$172,890,548	\$223,956,922	\$283,828,996	370,776,145	\$1,233,071,919
Logan County	\$563,314,229	\$17,702,453	\$32,511,658	\$2,510,706	\$35,019,583	\$35,831,638	\$37,565,043	39,387,433	\$198,017,808
Lyon County	\$6,791,509,092	\$225,449,006	\$480,457,466	\$35,295,324	\$636,932,723	\$813,559,667	\$1,020,326,724	1,210,507,462	\$4,387,233,049
Marion County	\$2,461,031,831	\$104,489,768	\$208,948,281	\$15,671,902	\$250,688,782	\$291,061,149	\$340,419,720	414,447,573	\$1,610,055,274
Marshall County	\$1,916,485,688	\$96,809,629	\$184,898,638	\$14,085,413	\$215,967,118	\$237,321,790	\$264,321,935	305,069,198	\$1,304,388,309
McPherson County	\$5,647,285,401	\$257,468,082	\$549,681,975	\$40,357,503	\$723,398,027	\$910,749,154	\$1,150,267,342	1,445,206,352	\$5,036,770,933
Meade County	\$892,463,857	\$23,456,677	\$46,827,088	\$3,514,188	\$60,190,108	\$72,458,463	\$90,028,244	111,453,852	\$404,414,432
Miami County	\$5,724,361,042	\$242,220,103	\$626,605,180	\$43,441,264	\$996,373,512	\$1,438,936,944	\$1,962,794,810	2,712,436,901	\$7,979,367,451
Mitchell County	\$1,256,034,843	\$61,474,600	\$114,581,510	\$8,802,806	\$129,489,010	\$138,119,370	\$151,463,162	172,250,334	\$767,377,986
Montgomery County	\$6,379,009,948	\$344,400,430	\$679,148,628	\$51,177,453	\$794,725,933	\$901,645,498	\$1,017,500,297	1,161,693,302	\$4,899,114,087
Morris County	\$1,142,216,022	\$40,924,618	\$85,107,943	\$6,301,628	\$109,438,675	\$130,773,957	\$157,643,490	195,832,842	\$719,721,525
Morton County	\$626,463,479	\$14,375,280	\$26,617,131	\$2,049,621	\$28,695,954	\$29,050,238	\$28,892,297	29,078,843	\$156,709,742
Nemaha County	\$1,957,992,942	\$61,885,511	\$118,125,275	\$9,000,539	\$140,977,436	\$164,187,119	\$193,495,187	241,793,619	\$920,464,148
Neosho County	\$3,069,384,738	\$122,508,434	\$251,852,755	\$18,718,059	\$311,791,719	\$368,954,946	\$433,952,812	519,606,960	\$2,008,667,626
Ness County	\$614,657,297	\$26,082,028	\$42,834,226	\$3,445,813	\$42,463,941	\$38,940,003	\$35,451,733	34,013,317	\$219,785,249
Norton County	\$1,081,950,132	\$43,370,933	\$86,433,453	\$6,490,219	\$103,994,478	\$122,495,314	\$136,271,006	151,250,400	\$643,815,583
Osage County	\$3,187,397,460	\$85,174,826	\$192,742,922	\$13,895,887	\$275,024,614	\$361,698,651	\$461,697,488	601,761,444	\$1,978,099,944
Osborne County	\$775,560,739	\$36,889,102	\$65,260,656	\$5,107,488	\$70,628,959	\$73,401,402	\$77,661,807	85,293,466	\$409,135,392
Ottawa County	\$1,218,688,145	\$33,820,629	\$73,191,410	\$5,350,602	\$97,293,416	\$120,278,255	\$145,804,079	179,708,371	\$650,096,160
Pawnee County	\$1,286,440,096	\$55,407,779	\$107,085,608	\$8,124,869	\$126,942,654	\$138,889,037	\$151,919,625	166,069,385	\$746,314,089
Phillips County	\$1,098,696,064	\$54,142,368	\$98,482,570	\$7,631,247	\$109,425,555	\$113,804,052	\$119,190,282	129,175,042	\$624,219,869
Pottawatomie County	\$3,634,786,267	\$161,503,466	\$374,630,514	\$26,806,699	\$552,256,418	\$748,258,213	\$984,270,218	1,313,063,441	\$4,133,982,271
Pratt County	\$1,824,258,703	\$76,530,326	\$157,686,404	\$11,710,837	\$199,252,762	\$231,602,586	\$281,142,945	341,572,127	\$1,287,787,150
Rawlins County	\$533,888,175	\$22,852,699	\$40,522,876	\$3,168,779	\$42,402,666	\$41,185,029	\$41,434,264	43,421,046	\$231,818,581
Reno County	\$11,887,903,014	\$555,621,603	\$1,159,322,278	\$85,747,194	\$1,457,582,028	\$1,731,535,613	\$2,016,572,765	2,327,190,667	\$9,247,824,955
Republic County	\$970,498,010	\$49,233,690	\$85,440,435	\$6,733,706	\$87,978,425	\$85,215,789	\$83,775,084	85,676,336	\$477,319,759
Rice County	\$1,929,140,804	\$74,015,871	\$148,561,137	\$11,128,850	\$182,814,552	\$216,618,713	\$265,979,967	329,886,973	\$1,217,877,214
Riley County	\$12,693,444,718	\$268,528,434	\$575,296,266	\$42,191,235	\$787,834,401	\$1,111,871,944	\$1,458,806,791	1,684,442,117	\$5,886,779,953
Rooks County	\$1,006,055,030	\$37,451,563	\$69,181,879	\$5,331,672	\$79,409,782	\$86,957,383	\$94,543,634	105,142,297	\$472,686,539
Rush County	\$653,367,843	\$27,454,507	\$57,471,743	\$4,246,313	\$61,111,165	\$66,822,400	\$74,162,724	85,023,150	\$372,045,690
Russell County	\$1,291,373,819	\$75,713,122	\$137,705,032	\$10,670,908	\$150,608,836	\$156,462,507	\$161,395,447	174,259,547	\$856,144,491
Saline County	\$10,381,616,330	\$414,266,274	\$917,396,997	\$66,583,164	\$1,241,138,685	\$1,564,074,939	\$1,919,513,128	2,319,234,863	\$8,375,624,887
Scott County	\$940,210,872	\$38,207,944	\$67,891,443	\$5,304,969	\$71,669,015	\$69,377,515	\$67,089,605	65,381,674	\$379,617,195
Sedgwick County	\$93,589,635,584	\$4,245,453,218	\$9,870,974,466	\$705,821,384	\$14,157,880,531	\$18,802,557,803	\$23,893,482,297	29,327,833,003	\$100,298,181,317
Seward County	\$4,326,880,010	\$91,908,691	\$204,825,991	\$14,836,734	\$288,013,946	\$379,810,614	\$475,990,560	570,291,775	\$2,010,841,576
Shawnee County	\$33,175,999,222	\$1,939,287,717	\$4,413,904,606	\$317,659,616	\$6,093,962,352	\$7,746,716,947	\$9,588,775,653	11,593,225,202	\$41,375,872,478
Sheridan County	\$496,895,093	\$18,482,372	\$34,494,100	\$2,648,824	\$39,085,658	\$39,877,068	\$41,311,537	44,992,550	\$218,243,284
Sherman County	\$1,157,372,322	\$49,185,673	\$91,314,547	\$7,025,011	\$97,448,722	\$98,925,015	\$102,764,277	106,623,246	\$546,261,479
Smith County	\$785,645,986	\$37,759,275	\$64,934,681	\$5,134,698	\$69,550,679	\$69,714,111	\$70,791,825	76,832,268	\$389,582,839
Stafford County	\$860,330,783	\$31,571,918	\$58,075,601	\$4,482,376	\$67,192,421	\$72,168,126	\$77,917,559	87,075,515	\$394,001,141
Stanton County	\$474,920,902	\$8,753,607	\$16,253,107	\$1,250,336	\$18,833,116	\$20,210,697	\$21,123,284	22,170,051	\$107,343,863

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Name	Total County Net Worth 2004	Adjusted TOW (Estates) 2004 - 2010	Adjusted TOW (Estates) 2011 - 2020	% of TOW 2004-2020	Adjusted TOW (Estates) 2021 - 2030	Adjusted TOW (Estates) 2031 - 2040	Adjusted TOW (Estates) 2041 - 2050	Adjusted TOW (Estates) 2051 - 2060	Adjusted TOW (Estates) 2004 - 2060
Stevens County	\$1,024,211,393	\$29,785,148	\$63,517,039	\$4,665,109	\$81,488,008	\$100,994,474	\$121,070,475	146,896,317	\$543,751,461
Sumner County	\$4,736,142,710	\$242,789,722	\$493,916,187	\$36,835,295	\$605,305,762	\$683,153,756	\$770,414,476	875,909,267	\$3,671,489,171
Thomas County	\$1,608,607,746	\$51,680,739	\$97,766,870	\$7,472,380	\$114,472,939	\$123,466,864	\$138,835,242	151,457,704	\$677,680,357
Trego County	\$570,588,324	\$25,001,720	\$44,219,405	\$3,461,056	\$48,096,802	\$48,057,877	\$50,221,006	52,907,369	\$268,504,180
Wabaunsee County	\$1,270,431,294	\$37,371,435	\$82,243,636	\$5,980,754	\$111,459,908	\$138,191,046	\$166,832,784	205,150,968	\$741,249,776
Wallace County	\$328,661,233	\$9,719,115	\$16,952,600	\$1,333,586	\$18,557,843	\$18,617,894	\$18,705,749	20,265,542	\$102,818,744
Washington County	\$1,144,047,351	\$47,705,087	\$84,637,533	\$6,617,131	\$92,135,742	\$97,894,578	\$103,081,853	114,798,538	\$540,253,331
Wichita County	\$475,904,340	\$11,959,036	\$21,332,332	\$1,664,568	\$22,956,521	\$23,132,310	\$23,609,306	23,954,967	\$126,944,472
Wilson County	\$1,810,375,943	\$80,421,136	\$160,964,199	\$12,069,267	\$189,852,348	\$213,680,701	\$243,635,042	281,542,315	\$1,170,095,740
Woodson County	\$631,525,803	\$28,249,145	\$53,522,135	\$4,088,564	\$61,746,246	\$67,000,479	\$75,372,509	86,336,872	\$372,227,386
Wyandotte County	\$28,638,140,712	\$1,298,245,115	\$2,778,081,715	\$203,816,341	\$3,617,746,665	\$4,466,458,598	\$5,304,063,680	6,056,894,457	\$23,521,490,229
<b>TOTALS</b>	<b>\$545,355,160,602</b>								<b>\$597,953,644,442</b>

# Support Endow Iowa:

## Build Iowa's Community Foundations

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- ★ **Strengthens communities through philanthropy.** *Endow Iowa* endorses the importance of philanthropy and encourages all *Iowans* to invest in their communities through endowment funds. These funds are permanent resources that build the capacity for communities to become self-sufficient by providing financial support to charitable projects and community betterment programs now- and in the future.
- ★ **Develops local community leadership.** *Endow Iowa* encourages leaders to mobilize community organizations and encourage charitable contributions. Community endowments help citizens promote, plan and prepare for the future and manifest their own community visions. *More than 1,500 Iowa leaders serve on community foundation governing bodies.*
- ★ **Creates philanthropic vehicles in communities of all sizes.** Wealth has often been seen leaving Iowa's communities and counties because there were no vehicles in place to receive gifts. *Endow Iowa* creates and provides the tools and vehicles in communities of all sizes to create endowment funds while strengthening existing community foundations. It is a low-cost way to positively impact all of Iowa- forever. *To date, more than \$13 million Endow Iowa Tax Credits have been awarded leveraging more than \$65 million in permanent endowment gifts.*
- ★ **Encourages contributions that provide support NOW and in the future.** The current Endow Iowa Tax Credit is an effective incentive for donors to make charitable contributions NOW and in the future. *Endow Iowa* establishes community endowments that create eternal financial sources to fund community betterment. *To date, 100+ community Endowments have been formed as a long-term plan for good.*
- ★ **Keeps dollars in Iowa... and invested in Iowa's future.** Annually, Iowans transfer more than \$4.9 billion through probate estates, with each estate averaging \$274,425. Through the Endow Iowa Planned Gift Tax Credit, gifts made through estate plans would be encouraged to help ensure that financial assets of Iowans would continue to make a difference in the communities in which they live, work, and raise their families. *Collectively, if Iowans would gift even 5% of their estates annually into endowment funds at community foundations, we would see more than \$245 million each year reinvested into community based endowment funds- that would grow to even greater impact in time.*
- ★ **Prepares Iowa for the golden age of philanthropy.** The nation is about to embark on the Great Wealth Transfer; more dollars are going to transfer hands in the next 50 years – an estimated \$41 trillion – than ever before. As the leading state with citizens 75 years and older, Iowa cannot afford to miss this wave.
- ★ **Provides a new opportunity for collaboration.** *Endow Iowa* relies on existing infrastructure and community foundations (confirmed in compliance with national standards) to incubate funds and mentor communities on growing and managing endowments. These endowment funds may be unrestricted for broad community needs, could be scholarships for local high school graduates, may be designated for a specific area of interest in the community such as environment or economic development, could be an endowment for a specific nonprofit organization or could be a donor advised fund allowing families to teach the value of giving to young Iowans. *Businesses, individuals, families, organizations--- all coming together to build endowments for a collective future.*

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### Endow Iowa:

A philanthropic strategy for strengthening and securing Iowa's future.

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48 27                   DIVISION X  
48 28                   ENDOW IOWA TAX CREDIT  
48 29   Sec. 83. NEW SECTION. 15E.305 ENDOW IOWA TAX CREDIT.  
48 30   1. For tax years beginning on or after January 1, 2003, a  
48 31 tax credit shall be allowed against the taxes imposed in  
48 32 chapter 422, divisions II, III, and V, and in chapter 432, and  
48 33 against the moneys and credits tax imposed in section 533.24  
48 34 equal to twenty percent of a taxpayer's endowment gift to a  
48 35 qualified community foundation. An individual may claim a tax  
49 1 credit under this section of a partnership, limited liability  
49 2 company, S corporation, estate, or trust electing to have  
49 3 income taxed directly to the individual. The amount claimed  
49 4 by the individual shall be based upon the pro rata share of  
49 5 the individual's earnings from the partnership, limited  
49 6 liability company, S corporation, estate, or trust. A tax  
49 7 credit shall be allowed only for an endowment gift made to a  
49 8 qualified community foundation for a permanent endowment fund  
49 9 established to benefit a charitable cause in this state. Any  
49 10 tax credit in excess of the taxpayer's tax liability for the  
49 11 tax year may be credited to the tax liability for the  
49 12 following five years or until depleted, whichever occurs  
49 13 first. A tax credit shall not be carried back to a tax year  
49 14 prior to the tax year in which the taxpayer claims the tax  
49 15 credit.  
49 16   2. The aggregate amount of tax credits authorized pursuant  
49 17 to this section shall not exceed a total of two million  
49 18 dollars. The maximum amount of tax credits granted to a  
49 19 taxpayer shall not exceed five percent of the aggregate amount  
49 20 of tax credits authorized.  
49 21   3. A tax credit shall not be transferable to any other  
49 22 taxpayer.  
49 23   4. A tax credit shall not be authorized pursuant to this  
49 24 section after December 31, 2005.  
49 25   5. The department shall develop a system for registration  
49 26 and authorization of tax credits under this section and shall  
49 27 control the distribution of all tax credits to taxpayers  
49 28 providing an endowment gift subject to this section. The  
49 29 department shall adopt administrative rules pursuant to  
49 30 chapter 17A for the qualification and administration of  
49 31 endowment gifts.  
49 32   Sec. 84. NEW SECTION. 422.11H ENDOW IOWA TAX CREDIT.  
49 33   The tax imposed under this division, less the credits  
49 34 allowed under sections 422.12 and 422.12B, shall be reduced by  
49 35 an endow Iowa tax credit authorized pursuant to section  
50 1 15E.305.  
50 2   Sec. 85. Section 422.33, Code 2003, is amended by adding  
50 3 the following new subsection:  
50 4   NEW SUBSECTION. 14. The taxes imposed under this division  
50 5 shall be reduced by an endow Iowa tax credit authorized  
50 6 pursuant to section 15E.305.  
50 7   Sec. 86. Section 422.60, Code 2003, is amended by adding  
50 8 the following new subsection:  
50 9   NEW SUBSECTION. 7. The taxes imposed under this division  
50 10 shall be reduced by an endow Iowa tax credit authorized

50 11 pursuant to section 15E.305.  
 50 12 Sec. 87. NEW SECTION. 432.12D ENDOW IOWA TAX CREDIT.  
 50 13 The tax imposed under this chapter shall be reduced by an  
 50 14 endow Iowa tax credit authorized pursuant to section 15E.305.  
 50 15 Sec. 88. Section 533.24, Code 2003, is amended by adding  
 50 16 the following new unnumbered paragraph:  
 50 17 NEW UNNUMBERED PARAGRAPH. The moneys and credits tax  
 50 18 imposed under this section shall be reduced by an endow Iowa  
 50 19 tax credit authorized pursuant to section 15E.305.  
 50 20 Sec. 89. EFFECTIVE AND RETROACTIVE APPLICABILITY DATES.  
 50 21 This division of this Act, being deemed of immediate  
 50 22 importance, takes effect upon enactment and is retroactively  
 50 23 applicable to January 1, 2003, for tax years beginning on or  
 50 24 after that date.

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37 19 Sec. 70. ENDOW IOWA TAX CREDITS.  
 37 20 1. There is appropriated from the grow Iowa values fund  
 37 21 created in section 15G.107, if enacted by 2003 Iowa Acts,  
 37 22 House File 692 or another Act, to the general fund of the  
 37 23 state, for the fiscal period beginning July 1, 2004, and  
 37 24 ending June 30, 2007, the following amounts, or so much  
 37 25 thereof as is necessary, to be used for the purpose  
 37 26 designated:  
 37 27 For payment of endow Iowa tax credits authorized pursuant  
 37 28 to section 15E.305:  
 37 29 FY 2004=2005..... \$ 250,000  
 37 30 FY 2005=2006..... \$ 250,000  
 37 31 FY 2006=2007..... \$ 500,000  
 37 32 2. Notwithstanding section 8.33, moneys that remain  
 37 33 unexpended at the end of a fiscal year shall not revert to any  
 37 34 fund but shall remain available for expenditure for the  
 37 35 designated purposes during the succeeding fiscal year.