

To spur the conversation about wealth transfer in Pennsylvania, you or your organization might want to focus on the following key messages:

- Wealth transfer is taking place in Pennsylvania. Research projects \$1.17 trillion will change hands by 2055, with \$193.38 billion changing hands by 2015.
- This represents a golden opportunity to strengthen Pennsylvania communities.
- The goal is to retain 5 percent of that wealth for charitable gifts to communities.
- These gifts could make a huge difference for the future of Pennsylvania communities.
- This study was conducted to spur conversations about wealth transfer in Pennsylvania and to encourage residents to count their community among their heirs.

Why is this important?

- Pennsylvania stands at a “quality of life” crossroads:
 - Our population is getting older. Projections show that, by 2020, there will be more Pennsylvanians 60 years old and older than persons under 20 years old. Consider what this means for businesses, volunteer organizations, and educational institutions.
 - In 2005, 33 of Pennsylvania’s 67 counties had more deaths than births. This demographic shift may have an impact on future labor force recruitment, school enrollment, and the availability of volunteers.
 - From 1975 to 2005, Pennsylvania lost more than 1.9 million acres, or 20 percent, of farmland. This decline affects economic opportunities and quality of life issues.
 - While Pennsylvania ranks third in the nation in the number of colleges and universities, less than 25 percent of Pennsylvania adults (25+) have a bachelor’s degree or higher. Among the 50 states, the commonwealth ranks 27th in the percent of adults with a bachelor’s degree or higher.
 - Our economy is shifting. In 1990, 18 percent of Pennsylvanians were employed in the manufacturing sector. In 2006, only 12 percent of the workforce was employed in this sector. During this same period, the number of private health care and social service jobs increased 44 percent.
- It’s time to think about our communities’ future by thinking bigger and working together.
- A powerful force of charitable investments could be unleashed in Pennsylvania.
 - Up to this point, our communities have relied heavily on government and business to improve quality of life. The wealth transfer estimates could motivate people with a passion for this state to invest in its future.
- What’s the difference between a good place to live and a great place to live? 5 percent
 - \$1,17 trillion is projected to change hands by 2055.
 - \$193.38 billion by 2015.
 - 5 percent invested in communities = \$9.67 billion; if placed in endowments, \$483.44 million, every year, forever.

Giving is always a personal decision. If community members feel passionately about the work of a community organization, you can encourage them to consider supporting that group now and/or in their wills or estate plans. Charitable investments will help keep Pennsylvania communities and the state livable, and residents can help enhance the quality of life in their communities.