

Our Golden Opportunity

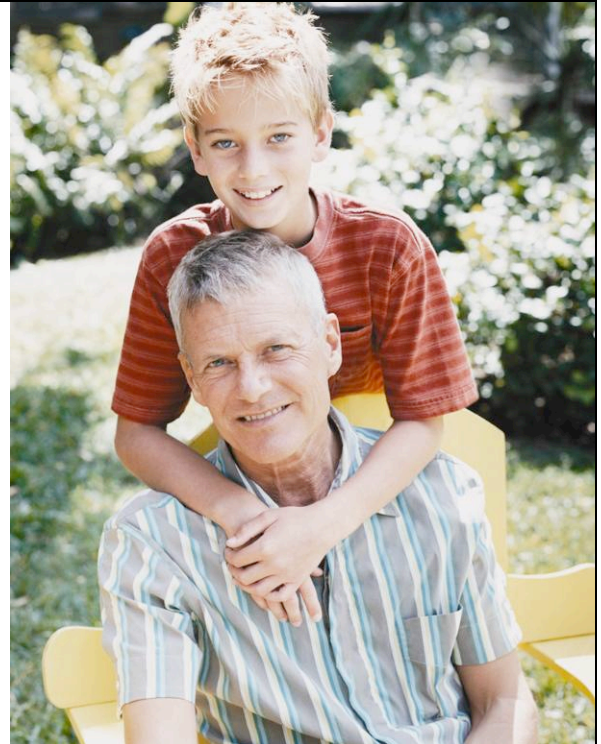
Transfer of Wealth Research

Following the Great Depression and World War II, the United States entered a golden age of business growth and personal prosperity. Americans have created, invested and multiplied unprecedented private wealth. Over the next 50 years, this personal wealth—a conservative estimate of \$53 trillion—will change hands. Most will certainly go to heirs (and taxes), but a portion may be preserved to improve the quality of life in our community and secure a brighter future.

A considerable amount of research has been done on wealth in America. This research estimates the portion of wealth transfer likely to happen in our state and communities. Retaining a slice of that wealth for community philanthropy as it transfers generations is a historic opportunity for strengthening Pershing County, our state and communities. That's why we need to work to capture planned gifts and bequests for a community fund, an endowment that will ensure a stronger future for Pershing County, forever.

Nevada Transfer of Wealth

Using conservative analysis, economists estimated the current net worth of Nevada residents to be \$273.99 billion (\$302,000 per household). Over the next ten years, \$32.47 billion (\$36,000 per household) is expected to pass from one generation to the next. Over the next 50 years, \$383.33 billion (\$423,000 per household) of wealth is expected to transfer to heirs.



Transfer of Wealth	Pershing County	State of Nevada
2005 to 2015	\$ 0.02 billion	\$ 32.47 billion
2005 to 2055	\$ 0.21 billion	\$ 383.33 billion

Pershing County Transfer of Wealth

Today, the current net worth of Pershing County is estimated at \$0.26 billion. During the coming decade, \$0.02 billion is expected to transfer from one generation to the next. Over the next 50 years, the estimated transfer of wealth for Pershing County is \$0.21 billion.

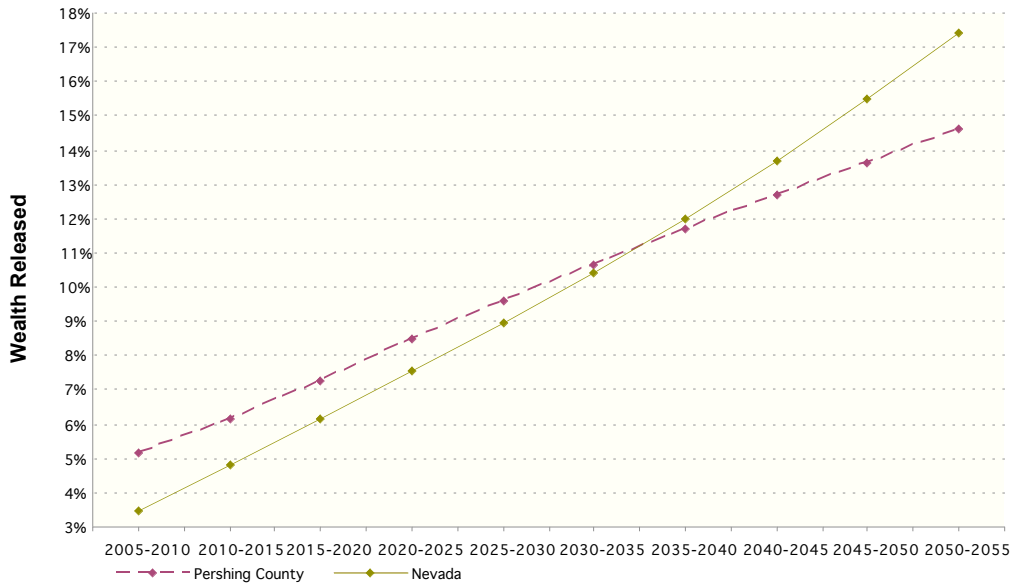
In the next ten years, if just five percent of this transfer could be invested through a community organization in an endowed community fund, nearly \$1.19 million would be gained. Figuring a five percent grant payout, an estimated \$0.06 million could be available annually to improve the quality of life in our community and secure our future.

Comprehensive Report is Available

The complete report of Nevada wealth transfer opportunity includes background, analysis, methodology and county comparisons. Please contact the Community Foundation for Western Nevada, Nevada Community Foundation or the Nevada Commission on Economic Development for more information.

Transfer of Wealth Research *continued*

U.S. and Nevada Wealth Transfer: A Likely Scenario



“Our communities will experience a once-in-a-lifetime opportunity in the next several decades as significant wealth is transferred from one generation to the next. We want to reach out and ask everyone to be a part of securing our future.”

Don Macke
RUPRI Center for Rural Entrepreneurship

The RUPRI Center for Rural Entrepreneurship indicates the transfer of wealth in Nevada will continue to grow throughout the period. The graph above compares the transfer of wealth timing for this county with the State of Nevada.

Wealth Drivers

Many factors have a significant impact on projections for the transfer of wealth in each community.

- Current net worth creates a starting point for future wealth creation.
- Demographics, such as employment, education, age and population changes, play central roles in current and future wealth.
- Community economic performance and individual business ownerships contribute to wealth generation.
- Customs and general spending behaviors impact future spending and saving habits.

On average, net worth increases with age. In the United States, net worth rises from a modest \$74,000 for families 35 and younger (head of household age) to more than \$800,000 as families reach their mid-50s into early 60s. Then net worth begins to decline as earning power drops and assets are used in retirement and for health care.

