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A Research Report: Business and Wealth Transfer in Nonmetropolitan Nebraska 2012 Nebraska Rural Poll Results

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CENTER FOR APPLIED RURAL INNOVATION

A Research Report

Business and Wealth Transfer in Nonmetropolitan Nebraska

2012 Nebraska Rural Poll Results

Rebecca Vogt
Cheryl Burkhart-Kriesel
Randolph Cantrell
Bradley Lubben
Odee Ingersoll
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All of the Center's research reports detailing Nebraska Rural Poll results are located on the Center's World Wide Web page at <http://ruralpoll.unl.edu>

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Executive Summary

According to a recent survey of small businesses, as many as one-quarter of all Nebraska small business owners are likely to exit their business in the next five years and up to one-half are likely to exit their small business over the next ten years. How do rural Nebraskans believe their community or household will be impacted by business closings and transitions? What strategies do they think are appropriate for the community to follow when a business owner is planning to exit the business? Similarly, a major intergenerational transfer of wealth is expected to occur in Nebraska in the coming years. The Nebraska Community Foundation and the RUPRI Center for Rural Entrepreneurship estimate that the peak years for this wealth transfer will occur before 2020 in many counties. Where this wealth will go has important implications for the state. Do rural Nebraskans have a will or estate plan? To whom will their estate go? This paper provides a detailed analysis of these questions.

This report details 2,323 responses to the 2012 Nebraska Rural Poll, the seventeenth annual effort to understand rural Nebraskans' perceptions. Respondents were asked a series of questions about business transfers and exits and the expected transfer of their personal assets. Comparisons are made among different respondent subgroups, that is, comparisons by age, occupation, region, etc. Based on these analyses, some key findings emerged:

- ***Most rural Nebraskans expect there to be about the same number or fewer businesses in their local community five years from now.*** Almost one-half (49%) expect the number of businesses in their local community to remain about the same five years from now and almost four in ten (39%) expect there will be fewer businesses in their community. Just over one in ten rural Nebraskans (13%) expect there to be more businesses in their local community five years from now.
- ***People living in or near smaller communities are more likely than persons living in or near larger communities to say there will be fewer businesses in their local community five years from now.*** One-half (50%) of persons living in or near communities with populations less than 500 expect there to be fewer businesses in their local community five years from now, compared to 28 percent of persons living in or near communities with populations of 10,000 or more.
- ***Many rural Nebraskans say losing the business forever is the most likely outcome when a business owner leaves or retires in their community.*** Just over four in ten rural Nebraskans (41%) say when a business owner leaves or retires in their community, the most likely outcome is that business is gone forever. Just over three in ten (31%) say the most likely outcome is that business is purchased by or transferred to a new owner. Twelve percent say some other business providing the same goods or services is started and eleven percent say that business transitions to a new member of the same family.
- ***Persons living in or near the smallest communities are more likely than persons living in or near the largest communities to say the most likely outcome when a business owner in their community leaves or retires is that business is gone forever.*** Over one-half (56%) of persons

living in or near communities with populations less than 500 say the business is gone forever when a business owner leaves or retires, compared to 35 percent of persons living in or near communities with populations of 10,000 or more.

- ***Most rural Nebraskans are concerned that business closings in their area will affect their ability to get the things they need.*** Over one-half (51%) of rural Nebraskans agree or strongly agree with this statement. Almost one-third (32%) disagree or strongly disagree with the statement and 17 percent neither agree nor disagree.
- ***Most rural Nebraskans are concerned that jobs in their area will disappear because of business exits.*** Almost two-thirds (64%) of rural Nebraskans agree or strongly agree with this statement. Just over two in ten rural Nebraskans (21%) disagree or strongly disagree with this statement and 15 percent neither agree nor disagree.
- ***Persons with occupations in agriculture are more likely than persons with different occupations to agree that they are concerned that business closings in their area will affect their ability to get the things they need.*** Over six in ten persons with occupations in agriculture (61%) agree or strongly agree with this statement, compared to 37 percent of persons with production, transportation and warehousing occupations.
- ***Persons living in or near smaller communities are more likely than persons living in or near the largest communities to agree that they are concerned that jobs in the area will disappear because of business exits.*** At least two-thirds of persons living in or near communities with populations less than 10,000 agree with this statement, compared to 55 percent of persons living in or near communities with populations of 10,000 or more.
- ***Many rural Nebraskans view various strategies, including working with business owners on transition plans and providing technical assistance to potential new owners, as very appropriate for the community to pursue when a small business owner is considering exiting their business.*** At least four in ten rural Nebraskans rate the following strategies as very appropriate for the community to pursue when a small business owner is considering exiting their business: work with that business owner to plan for a transition to a new owner (45%), provide technical assistance or training to individuals who might want to acquire that business (43%) and use local revolving funds for loans to enable a new owner to acquire the business (41%).
- ***Many rural Nebraskans have a will or estate plan.*** Almost one-half (46%) of rural Nebraskans have a will or estate plan. Just over four in ten rural Nebraskans (41%) do not currently have a will or estate plan, but expect to have one prepared. Thirteen percent of rural Nebraskans do not currently have a will or estate plan and don't expect to have one.
- ***Persons with higher household incomes are more likely than persons with lower incomes to have a will or estate plan.*** Almost one-half (48%) of persons with household incomes of \$60,000 or more currently have a will or estate plan, compared to 40 percent of persons with household incomes less than \$20,000. Just over two in ten persons with household incomes under \$20,000 (21%) do not expect to have a will or estate plan.

- ***Many rural Nebraskans expect their estate to go to family heirs who will keep the estate in the local community.*** Just over four in ten rural Nebraskans expect their estate to go to family heirs who will keep the estate active and ongoing in their local community. Almost one-quarter (24%) of rural Nebraskans expect it to go to family heirs who will sell the estate and withdraw the assets from their community. Almost two in ten rural Nebraskans (18%) think they won't have enough estate to leave behind. Sixteen percent aren't sure where their estate will go. Very few expect to leave a contribution to a local community organization or cause (3%) or to a cause or organization outside their local community.
- ***Persons living in or near smaller communities and persons with occupations in agriculture are more likely than other community size or occupation groups to expect their estate to go to family heirs who will keep the estate in the local community.*** Over one-half (56%) of persons living in or near communities with populations under 500 expect their estate to go to family heirs who will keep it in their local community, compared to over one-third (35%) of persons living in or near communities with populations of 5,000 or more. And, over six in ten persons with occupations in agriculture (62%) expect their estate to go to family heirs who will keep it in the community. In comparison, over one-quarter (27%) of persons with production, transportation and warehousing occupations expect their estate to go to family heirs who will keep it in the community.

Introduction

According to a recent survey of small businesses, as many as one-quarter of all Nebraska small business owners are likely to exit their business in the next five years and up to one-half are likely to exit their small business over the next ten years. How do rural Nebraskans believe their community or household will be impacted by business closings and transitions? What strategies do they think are appropriate for the community to follow when a business owner is planning to exit the business? Similarly, a major intergenerational transfer of wealth is expected to occur in Nebraska in the coming years. The Nebraska Community Foundation and the RUPRI Center for Rural Entrepreneurship estimate that the peak years for this wealth transfer will occur before 2020 in many counties. Where this wealth will go has important implications for the state. Do rural Nebraskans have a will or estate plan? To whom will their estate go? This paper provides a detailed analysis of these questions.

This report details 2,323 responses to the 2012 Nebraska Rural Poll, the seventeenth annual effort to understand rural Nebraskans' perceptions. Respondents were asked a series of questions about business transfers and exits and the expected transfer of their personal assets.

Methodology and Respondent Profile

This study is based on 2,323 responses from Nebraskans living in the 84 non-metropolitan counties in the state. A self-administered questionnaire was mailed in March and April to approximately 6,350 randomly selected households. Metropolitan counties not included in the sample were Cass, Dakota, Dixon, Douglas, Lancaster, Sarpy, Saunders, Seward and Washington. The 14-page questionnaire

included questions pertaining to well-being, community, church, resources, and businesses in the community. This paper reports only results from the businesses in the community and personal assets sections of the survey.

A 37% response rate was achieved using the total design method (Dillman, 1978). The sequence of steps used follow:

1. A pre-notification letter was sent requesting participation in the study.
2. The questionnaire was mailed with an informal letter signed by the project director approximately seven days later.
3. A reminder postcard was sent to the entire sample approximately seven days after the questionnaire had been sent.
4. Those who had not yet responded within approximately 14 days of the original mailing were sent a replacement questionnaire.

Appendix Table 1 shows demographic data from this year's study and previous rural polls, as well as similar data based on the entire nonmetropolitan population of Nebraska (using the latest available data from the 2010 U.S. Census and the 2009 American Community Survey). As can be seen from the table, there are some marked differences between some of the demographic variables in our sample compared to the Census data. Thus, we suggest the reader use caution in generalizing our data to all rural Nebraska. However, given the random sampling frame used for this survey, the acceptable percentage of responses, and the large number of respondents, we feel the data provide useful insights into opinions of rural Nebraskans on the various issues presented in this report. The margin of error for this study is plus or minus two percent.

Since younger residents have typically been under-represented by survey respondents and older residents have been over-represented,

weights were used to adjust the sample to match the age distribution in the nonmetropolitan counties in Nebraska (using U.S. Census figures from 2010).

The average age of respondents is 51 years. Seventy percent are married (Appendix Table 1) and 68 percent live within the city limits of a town or village. On average, respondents have lived in Nebraska 44 years and have lived in their current community 27 years. Fifty-four percent are living in or near towns or villages with populations less than 5,000. Ninety-six percent have attained at least a high school diploma.

Thirty-six percent of the respondents report their 2011 approximate household income from all sources, before taxes, as below \$40,000. Fifty-two percent report incomes over \$50,000.

Seventy-three percent were employed in 2011 on a full-time, part-time, or seasonal basis. Nineteen percent are retired. Thirty-two percent of those employed reported working in a management, professional, or education occupation. Fourteen percent indicated they were employed in agriculture.

Businesses in the Community

According to a recent survey of small businesses, as many as one-quarter of all Nebraska small business owners are likely to exit their business in the next five years and up to one-half are likely to exit their small business over the next ten years. To see how rural Nebraskans view the future of businesses in their community, they were asked two questions.

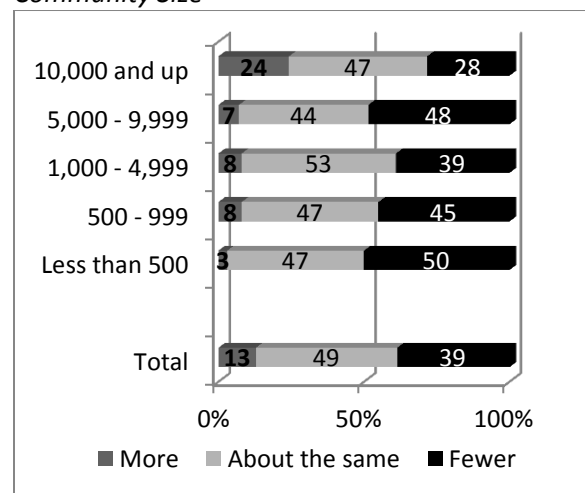
First they were asked, “Five years from now, do you think there will be more or fewer businesses in your local community where you most often shop or find services?” The response

included: more businesses, about the same and fewer businesses.

Most rural Nebraskans expect there to be about the same number or fewer businesses in their local community five years from now. Almost one-half (49%) expect the number of businesses in their local community to remain about the same five years from now and almost four in ten (39%) expect there will be fewer businesses in their community (Figure 1). Just over one in ten rural Nebraskans (13%) expect there to be more businesses in their local community five years from now.

Perceptions about the expected number of businesses in their community five years from now differ by community size, region and various individual attributes (Appendix Table 2). People living in or near smaller communities are more likely than persons living in or near larger communities to say there will be fewer businesses in their local community five years from now. One-half (50%) of persons living in or near communities with populations less than 500 expect there to be fewer businesses in their local community five years from now, compared

Figure 1. *Expected Number of Businesses in Local Community Five Years from Now by Community Size*



to 28 percent of persons living in or near communities with populations of 10,000 or more (Figure 1).

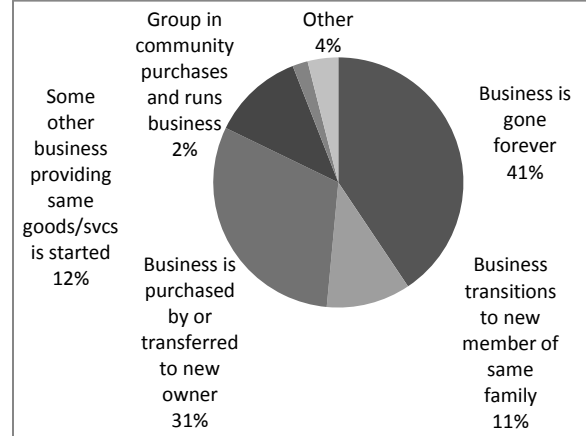
Residents of the Southeast region (see Appendix Figure 1 for the counties included in each region) are more likely than residents of other regions of the state to say there will be fewer businesses in their local community five years from now. Almost one-half (48%) of persons living in the Southeast region of the state expect there to be fewer businesses in their community five years from now, compared to one-third (33%) of residents of the South Central region.

Persons with occupations in agriculture are more likely than persons with different occupations to expect there to be fewer businesses in their local community five years from now. Almost one-half (48%) of persons with occupations in agriculture expect there to be fewer businesses in their local community five years from now, compared to 30 percent of persons with production, transportation or warehousing occupations.

Other groups most likely to expect there to be fewer businesses in their community five years from now include persons with lower household incomes and persons between the ages of 40 and 49.

Respondents were next asked what the most likely outcome is when a business owner leaves or retires in their community. Just over four in ten rural Nebraskans (41%) say when a business owner leaves or retires in their community, the most likely outcome is that business is gone forever (Figure 2). Just over three in ten (31%) say the most likely outcome is that business is purchased by or transferred to a new owner. Twelve percent say some other business providing the same goods or services is started and eleven percent say that business transitions

Figure 2. Most Likely Outcome when Business Owner Leaves or Retires in Community



to a new member of the same family. Four percent answered other and two percent say that a group in the community purchases and runs the business.

Perceptions about the most likely outcome when a business owner in the community leaves or retires are examined by community size, region and various individual attributes (Appendix Table 3). Many differences emerge.

Persons living in or near the smallest communities are more likely than persons living in or near the largest communities to say the most likely outcome when a business owner in their community leaves or retires is that business is gone forever. Over one-half (56%) of persons living in or near communities with populations less than 500 say the business is gone forever when a business owner leaves or retires, compared to 35 percent of persons living in or near communities with populations of 10,000 or more.

Panhandle residents are more likely than residents of other regions of the state to say the most likely outcome when a business owner in their community leaves or retires is that business is gone forever. One-half (50%) of Panhandle residents say the business is gone

forever when a business owner leaves or retires, compared to 37 percent of residents of the South Central region.

Other groups most likely to say the business being gone forever is the most likely outcome when a business owner in their community leaves or retires include: persons with lower household incomes, widowed persons, persons with lower education levels and persons with food service or personal care occupations.

Business Exits and Transitions

To see how rural Nebraskans believe business exits and transitions will affect their community, they were given a series of statements about the businesses in the community where they most often shop or find services and were asked the extent to which they agree or disagree with each. Most rural Nebraskans are concerned that business closings in their area will affect their ability to get the things they need. Over one-half (51%) of rural Nebraskans agree or strongly agree with this statement (Table 1). Almost one-third (32%) disagree or strongly disagree with the statement and 17 percent neither agree nor disagree.

Most rural Nebraskans are concerned that jobs in their area will disappear because of business exits. Almost two-thirds (64%) of rural Nebraskans agree or strongly agree with this statement. Just over two in ten rural Nebraskans (21%) disagree or strongly disagree with this statement and 15 percent neither agree nor disagree.

Opinions are mixed on whether jobs will remain in their area because of successful business transitions. Thirty-six percent agree or strongly agree that they believe jobs will remain in their area because businesses will successfully transition to new ownership. Thirty-five percent disagree or strongly disagree with that statement and 30 percent neither agree nor disagree.

Opinions are also mixed on whether business exits in their community are likely to affect the incomes of themselves or their family. Thirty-six percent of rural Nebraskans agree or strongly agree with the statement, “Business exits in this community are likely to affect the incomes of myself or my family.” Thirty-four percent disagree or strongly disagree with this statement and 30 percent neither agree nor disagree.

Table 1. Concern with Business Exits

	<i>Strongly disagree</i>	<i>Disagree</i>	<i>Neither</i>	<i>Agree</i>	<i>Strongly agree</i>
I am concerned that business closings in this area will affect my ability to get the things that I need.	5%	27%	17%	39%	13%
I am concerned that jobs in this area will disappear because of business exits.	4	18	15	46	18
I believe jobs will remain in the area because businesses will successfully transition to new ownership.	6	29	30	32	4
Business exits in this community are likely to affect the incomes of myself or my family.	9	24	30	27	9

The level of concern with business exits and closings is examined by community size, region and various individual attributes (Appendix Table 4). Many differences emerge.

Persons living in or near smaller communities are more likely than persons living in or near larger communities to agree that they are concerned that business closings in their area will affect their ability to get the things that they need. Over one-half of persons living in or near communities with populations less than 10,000 agree or strongly agree with this statement, compared to just over one-third (38%) of persons living in or near communities with populations of 10,000 or more.

Older persons are more likely than younger persons to agree that they are concerned that business closings in their area will affect their ability to get the things that they need. Almost six in ten persons age 65 and older (59%) agree or strongly agree with this statement, compared to 40 percent of persons age 19 to 29.

Persons with occupations in agriculture are more likely than persons with different occupations to agree that they are concerned

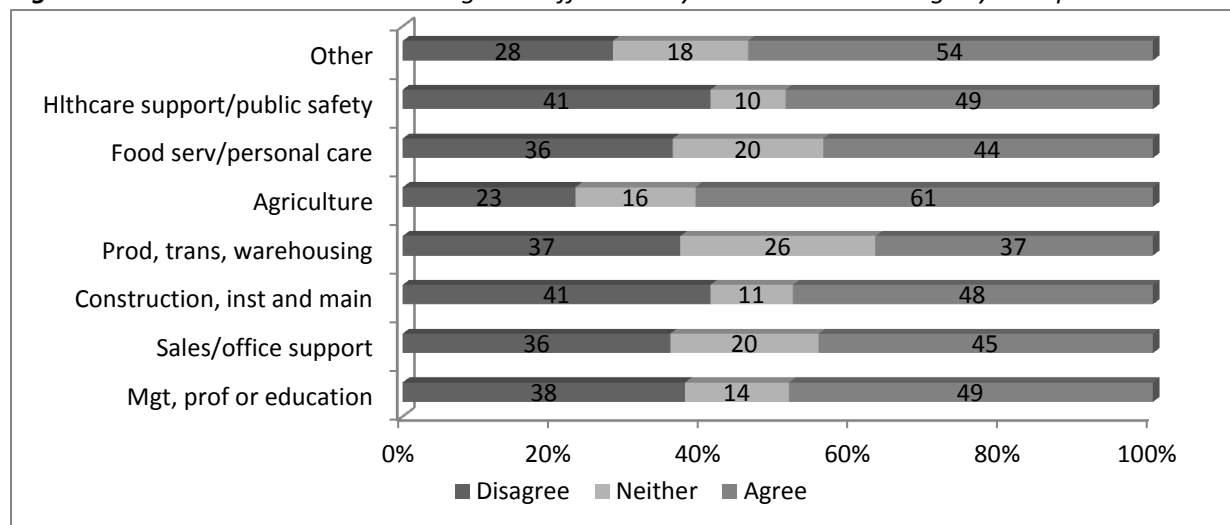
that business closings in their area will affect their ability to get the things they need. Over six in ten persons with occupations in agriculture (61%) agree or strongly agree with this statement, compared to 37 percent of persons with production, transportation and warehousing occupations (Figure 3).

Other groups most likely to agree that they are concerned that business closings in their area will affect their ability to get the things they need include: persons with lower household incomes, persons with lower education levels and widowed persons.

Persons living in or near smaller communities are more likely than persons living in or near the largest communities to agree that they are concerned that jobs in the area will disappear because of business exits. At least two-thirds of persons living in or near communities with populations less than 10,000 agree with this statement, compared to 55 percent of persons living in or near communities with populations of 10,000 or more.

Residents of the Southeast region are more likely than residents of other regions of the

Figure 3. Concern that Business Closings will Affect Ability to Get Needed Things by Occupation



state to agree that they are concerned that jobs in the area will disappear because of business exits. Over seven in ten residents of the Southeast region (71%) agree or strongly agree with this statement, compared to 57 percent of residents of the South Central region.

Persons with lower household incomes are more likely than persons with higher incomes to agree that they are concerned that jobs in the area will disappear because of business exits. Seventy percent of persons with household incomes less than \$20,000 agree or strongly agree with this statement, compared to 59 percent of persons with household incomes of \$60,000 or more.

Other groups most likely to agree that they are concerned that jobs in the area will disappear because of business exits include: older persons, persons with lower education levels, persons who have never married and persons with occupations in agriculture.

Persons living in or near larger communities are more likely than persons living in or near smaller communities to agree that they believe jobs will remain in the area because businesses will successfully transition to new ownership. Forty-three percent of persons living in or near communities with populations of 10,000 or more agree or strongly agree with this statement, compared to just over one-quarter (26%) of persons living in or near communities with populations less than 500.

Residents of the South Central region are more likely than residents of other regions of the state to agree that they believe jobs will remain in the area because businesses will successfully transition to new ownership. Forty-two percent of the residents of the South Central region agree or strongly agree with this statement, compared to 26 percent of residents of the Southeast region.

Other groups most likely to agree that they believe jobs will remain in the area because businesses will successfully transition to new ownership include: persons with higher household incomes; persons with higher education levels; widowed persons; and persons with management, professional or education occupations.

Persons with lower household incomes are more likely than persons with higher incomes to agree that business exits in their community are likely to affect the incomes of themselves or their family. Over four in ten persons with household incomes under \$40,000 agree or strongly agree with this statement, compared to 32 percent of persons with household incomes of \$60,000 or more.

Persons with food service or personal care occupations are more likely than persons with different occupations to agree that business exits in their community are likely to affect the incomes of themselves or their family. Forty-five percent of persons with food service or personal care occupations agree or strongly agree with this statement, compared to 30 percent of persons with construction, installation or maintenance occupations.

Other groups most likely to agree that business exits in their community are likely to affect the incomes of themselves or their family include: persons age 40 to 49, persons with lower education levels and persons who are divorced or separated.

Finally, respondents were asked their views of community strategies for business exits. Specifically, they were asked, "When a small business owner is considering exiting that business, how appropriate do you believe the following strategies are for the community to pursue?" The responses included not at all

appropriate, somewhat appropriate, and very appropriate.

At least four in ten rural Nebraskans rate the following strategies as very appropriate for the community to pursue when a small business owner is considering exiting their business: work with that business owner to plan for a transition to a new owner (45%), provide technical assistance or training to individuals who might want to acquire that business (43%) and use local revolving funds for loans to enable a new owner to acquire the business (41%) (Table 2).

These views are examined by community size, region and various individual attributes (Appendix Table 5). Some differences emerge.

Persons with some college education are more likely than persons with either higher education levels or less education to view doing nothing as it is entirely the option of the business owner as a very appropriate option for the community to pursue. Fifteen percent of persons with some college education (but less than a four year degree) view this as a very appropriate option for the community to pursue, compared to nine percent of persons with a bachelors or graduate degree.

Persons with production, transportation and warehousing occupations are more likely than persons with different occupations to view doing nothing as it is entirely the option of the business owner as a very appropriate strategy. Seventeen percent of persons with production, transportation or warehousing occupations view this strategy as very appropriate, compared to six percent of persons with sales or office support occupations.

The groups most likely to view doing nothing because only the market can determine whether that business remains or leaves as a very appropriate strategy for the community to pursue include persons with less education and persons with construction, installation or maintenance occupations.

Residents of the Northeast region are more likely than persons from other regions of the state to rate working with that business owner to plan for a transition to a new owner as a very appropriate strategy for the community to pursue. Almost one-half (49%) of Northeast region residents view this strategy as very appropriate, compared to 42 percent of Panhandle residents.

Persons with healthcare support or public

Table 2. Views of Community Strategies for Business Exits

	<i>Not at all appropriate</i>	<i>Somewhat appropriate</i>	<i>Very appropriate</i>
Do nothing as it is entirely the option of the business owner	34%	53%	12%
Do nothing because only the market can determine whether that business remains or leaves	37	50	12
Work with that business owner to plan for a transition to a new owner	9	47	45
Provide technical assistance or training to individuals who might want to acquire that business	9	48	43
Use local revolving loan funds for loans to enable a new owner to acquire the business	15	44	41

safety occupations are more likely than persons with different occupations to view working with that business owner to plan for a transition to a new owner as a very appropriate strategy for the community to pursue. One-half (50%) of persons with healthcare support or public safety occupations view this strategy as very appropriate, compared to 32 percent of persons with occupations classified as other.

Older persons are more likely than younger persons to rate providing technical assistance or training to individuals who might want to acquire that business as a very appropriate strategy for the community to pursue. At least four in ten persons age 30 or over rate this strategy as very appropriate, compared to 32 percent of persons age 19 to 29.

Persons with management, professional or education occupations are more likely than persons with different occupations to view providing technical assistance or training to individuals who might want to acquire that business as a very appropriate strategy for the community to pursue. Almost one-half (49%) of persons with management, professional or education occupations view this strategy as very appropriate, compared to 34 percent of persons with occupations classified as other.

Persons living in or near mid-sized communities are more likely than persons living in or near either smaller or larger communities to view using local revolving loan funds for loans to enable a new owner to acquire that business as a very appropriate strategy for the community. Almost one-half of persons living in or near communities with populations ranging from 500 to 9,999 view this strategy as very appropriate, compared to 32 percent of persons living in or near communities with populations less than 500.

Panhandle residents are more likely than persons living in other regions of the state to rate using local revolving loan funds for loans to enable a new owner to acquire that business as a very appropriate strategy for the community to pursue. Over one-half (51%) of Panhandle residents view this strategy as very appropriate, compared to 39 percent of residents of both the South Central and Southeast regions.

Other groups most likely to rate using local revolving loan funds for loans to enable a new owner to acquire that business as a very appropriate strategy for the community to pursue include: persons age 30 to 64; persons with sales or office support occupations; and persons with healthcare support or public safety occupations.

Transition of Personal Assets

A major intergenerational transfer of wealth is expected to occur in Nebraska in the coming years. The Nebraska Community Foundation and the RUPRI Center for Rural Entrepreneurship estimate that the peak years for this wealth transfer will occur before 2020 in many counties. Where this wealth will go has important implications for the state. Thus, two questions were added to help better understand where the personal assets of rural Nebraskans are expected to go.

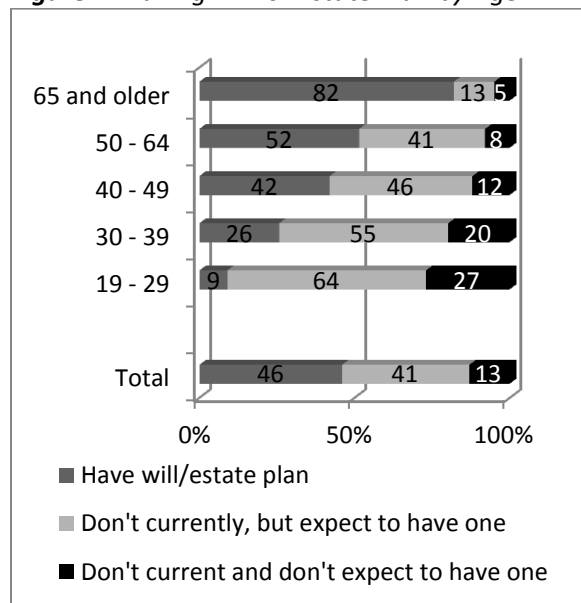
First, respondents were asked if they currently have a will or estate plan. Almost one-half (46%) of rural Nebraskans have a will or estate plan (Figure 4). Just over four in ten rural Nebraskans (41%) do not currently have a will or estate plan, but expect to have one prepared. Thirteen percent of rural Nebraskans do not currently have a will or estate plan and don't expect to have one.

Having a will or estate plan varies with many individual attributes (Appendix Table 6). Persons with higher household incomes are more likely than persons with lower incomes to have a will or estate plan. Almost one-half (48%) of persons with household incomes of \$60,000 or more currently have a will or estate plan, compared to 40 percent of persons with household incomes less than \$20,000. Just over two in ten persons with household incomes under \$20,000 (21%) do not expect to have a will or estate plan.

Older persons are more likely than younger persons to have a will or estate plan. Eighty-two percent of persons age 65 and older have a will or estate plan, compared to nine percent of persons age 19 to 29 (Figure 4). Just over one-quarter (27%) of the youngest persons do not expect to have a will or estate plan.

Similarly, widowed persons are the marital group most likely to have a will or estate plan. Eighty-seven percent of widowed persons have a will or estate plan, compared to 21 percent of persons who have never married. One-third

Figure 4. Having Will or Estate Plan by Age

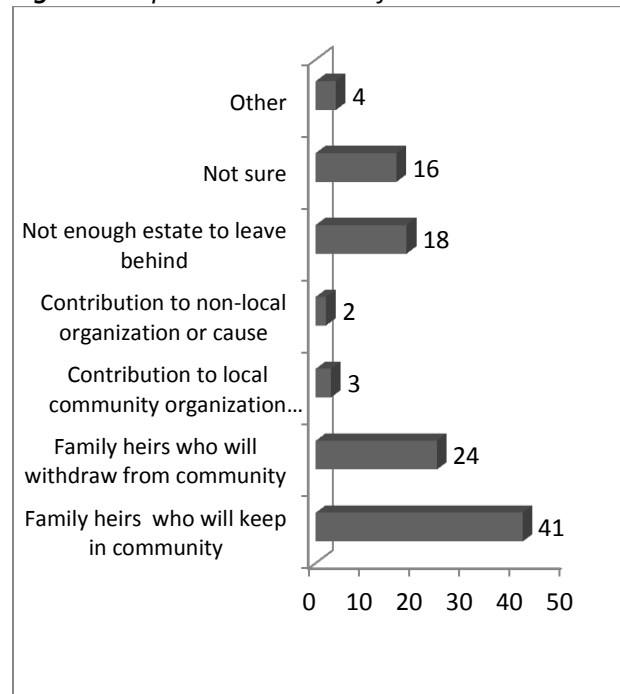


(33%) of the latter group do not expect to have a will or estate plan prepared.

Other groups most likely to have a will or estate plan include: males, persons with lower education levels and persons with occupations in agriculture.

Next, respondents were asked to whom their estate will go or to whom they would prefer it go. Just over four in ten rural Nebraskans expect their estate to go to family heirs who will keep the estate active and ongoing in their local community (Figure 5). Almost one-quarter (24%) of rural Nebraskans expect it to go to family heirs who will sell the estate and withdraw the assets from their community. Almost two in ten rural Nebraskans (18%) think they won't have enough estate to leave behind. Sixteen percent aren't sure where their estate will go. Very few expect to leave a contribution to a local community organization or cause (3%) or to a cause or organization outside their local

Figure 5. Expected Estate Beneficiaries



community (2%).

The expected beneficiaries of rural Nebraskans' estates differ by community size, region and many individual attributes (Appendix Table 7). Persons living in or near smaller communities are more likely than persons living in or near larger communities to expect their estate to go to family heirs who will keep the estate active and ongoing in their local community. Over one-half (56%) of persons living in or near communities with populations under 500 expect their estate to go to family heirs who will keep it in their local community, compared to over one-third (35%) of persons living in or near communities with populations of 5,000 or more (Figure 6).

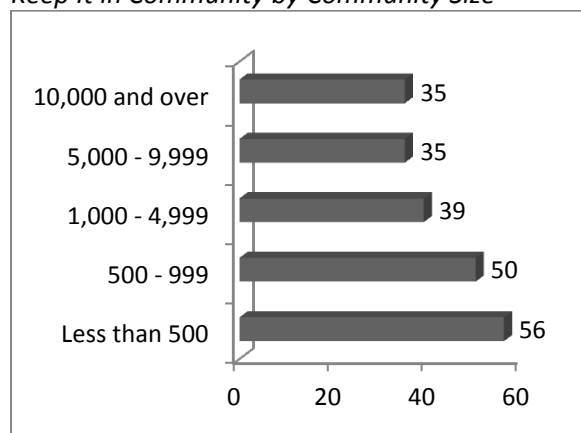
Persons living in or near larger communities are more likely than persons living in or near smaller communities to expect their estate to go to family heirs who will sell the estate and withdraw the assets from the local community. Over one-quarter (29%) of persons living in or near communities with populations of 10,000 or more expect their estate to go to family heirs who will withdraw the assets from the local community, compared to 15 percent of persons living in or near communities with populations under 500. Persons living in or near the largest

communities are also more likely than persons living in or near smaller communities to expect they won't have enough estate to leave behind. Approximately two in ten persons living in or near communities with populations of 5,000 or more don't expect to have enough estate to leave behind, compared to 13 percent of persons living in or near communities with populations under 500.

Panhandle residents are more likely than residents of other regions of the state to say they don't expect to have enough estate to leave behind. Over one-quarter (28%) of Panhandle residents say they won't have enough estate to leave behind, compared to 15 percent of residents of the Southeast region. Residents of the Northeast region are the regional group most likely to be unsure to whom their estate will go.

Persons with higher household incomes are more likely than persons with lower incomes to expect their estate to go to family heirs who will keep the estate active and ongoing in the local community. Almost one-half (49%) of persons with household incomes of \$60,000 or more expect their estate to go to family heirs who will keep it local, compared to 29 percent of persons with household incomes less than \$20,000. The persons with the highest household incomes are also the income group most likely to expect their estate to go to family heirs who will sell the estate and withdraw the assets from the community. Persons with the lowest household incomes are the group most likely to say they don't expect to have enough estate to leave behind. Over three in ten persons with household incomes less than \$20,000 (31%) say they won't have enough estate to leave behind, compared to nine percent of persons with household incomes of \$60,000 or more. The persons with the lowest household incomes are also the group most likely to be unsure to whom their estate will go.

Figure 6. Estate Will Go to Family Heirs that Will Keep It in Community by Community Size



Older persons are more likely than younger persons to expect their estate to go to family heirs who will sell the estate and withdraw the assets from the community. Thirty-one percent of persons age 65 and older expect their estate to go to family heirs who will withdraw the assets from the community, compared to 12 percent of persons age 19 to 29. Older persons are more likely than younger persons to expect to make a contribution to a community organization or cause in their local community in their estate plan or will. Younger persons are the age group most likely to expect to not have enough estate to leave behind or to be unsure to whom their estate will go.

Persons with higher education levels are more likely than persons with less education to expect their estate to go to family heirs who will withdraw the assets from the community and to make a contribution to a community organization or cause in their local community through their will or estate plan. Persons with less education are more likely than persons with higher levels of education to be unsure to whom their estate will go.

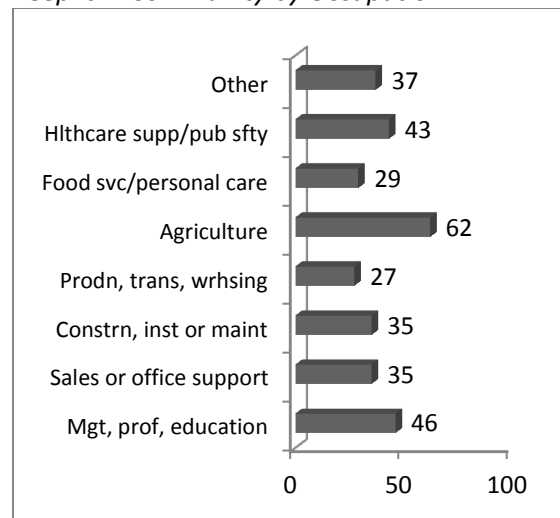
Both the married and widowed respondents are the marital groups most likely to expect their estate to go to family heirs who will keep it active and ongoing in their local community. Persons who have never married are the group most likely to expect to make a contribution to a community organization/cause outside their local community through their will or estate plan and to be unsure to whom their estate will go. Persons who are divorced or separated are more likely than other marital groups to think they won't have enough estate to leave behind. Over one-third (35%) of divorced or separated persons don't think they will have enough estate to leave behind.

When comparing responses by occupation, persons with occupations in agriculture are the

group most likely to expect their estate to go to family heirs who will keep the estate active and ongoing in their local community. Over six in ten persons with occupations in agriculture (62%) expect their estate to go to family heirs who will keep it in the community (Figure 7). In comparison, over one-quarter (27%) of persons with production, transportation and warehousing occupations expect their estate to go to family heirs who will keep it in the community.

Persons with occupations in agriculture are the occupation group *least* likely to expect their estate to go to family heirs who will sell the estate and withdraw the assets from the community. Persons with healthcare support or public safety occupations are the occupation group most likely to expect to make a contribution to a community organization or cause outside the local community. Persons with food service or personal care occupations are the group most likely to say they won't have enough estate to leave behind. Three in ten persons with these types of occupations (30%) say they don't expect to have enough estate to leave behind. The persons with either production, transportation and warehousing

Figure 7. Estate Will Go to Family Heirs that Will Keep It in Community by Occupation



occupations or persons with construction, installation or maintenance occupations are the groups most likely to be unsure to whom their estate will go.

Conclusion

Most rural Nebraskans expect there to be about the same number or fewer businesses in their local community five years from now. Almost one-half expect the number of businesses in their local community to remain about the same five years from now and almost four in ten expect there will be fewer businesses in their community. People living in or near smaller communities are more likely than persons living in or near larger communities to say there will be fewer businesses in their local community five years from now.

Many rural Nebraskans say losing the business forever is the most likely outcome when a business owner leaves or retires in their community. Persons living in or near the smallest communities are more likely than persons living in or near the largest communities to say the most likely outcome when a business owner in their community leaves or retires is that business is gone forever.

Most rural Nebraskans are concerned that business closings in their area will affect their ability to get the things they need. In addition, most rural Nebraskans are concerned that jobs in their area will disappear because of business exits. Persons with occupations in agriculture are more likely than persons with different occupations to agree that they are concerned that business closings in their area will affect their ability to get the things they need. And, persons living in or near smaller communities are more likely than persons living in or near the largest communities to agree that they are

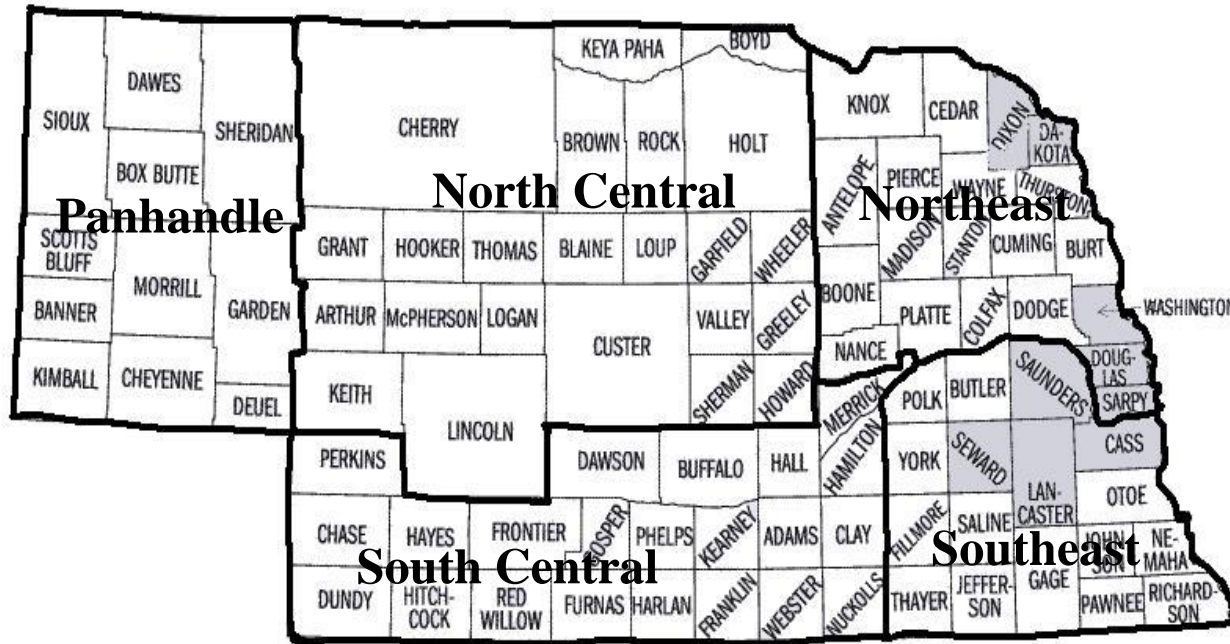
concerned that jobs in the area will disappear because of business exits.

Many rural Nebraskans view various strategies, including working with business owners on transition plans and providing technical assistance to potential new owners, as very appropriate for the community to pursue when a small business owner is considering exiting their business.

Many rural Nebraskans have a will or estate plan. Almost one-half of rural Nebraskans have a will or estate plan. Just over four in ten rural Nebraskans do not currently have a will or estate plan, but expect to have one prepared. Thirteen percent of rural Nebraskans do not currently have a will or estate plan and don't expect to have one. Persons with higher household incomes are more likely than persons with lower incomes to have a will or estate plan.

Many rural Nebraskans expect their estate to go to family heirs who will keep the estate in the local community. Just over four in ten rural Nebraskans expect their estate to go to family heirs who will keep the estate active and ongoing in their local community. Almost two in ten rural Nebraskans think they won't have enough estate to leave behind. Very few expect to leave a contribution to a local community organization or cause or to a cause or organization outside their local community. Persons living in or near smaller communities and persons with occupations in agriculture are more likely than other community size or occupation groups to expect their estate to go to family heirs who will keep the estate in the local community.

Appendix Figure 1. Regions of Nebraska



Metropolitan counties (not surveyed)

Appendix Table 1. Demographic Profile of Rural Poll Respondents¹ Compared to 2010 Census and 2009 American Community Survey

	2012 Poll	2011 Poll	2010 Poll	2009 Poll	2008 Poll	2007 Poll	2009 ACS
Age : ²							
20 - 39	31%	31%	32%	32%	32%	31%	31%
40 - 64	44%	44%	44%	44%	44%	44%	46%
65 and over	24%	24%	24%	24%	24%	25%	24%
Gender: ³							
Female	61%	60%	59%	57%	56%	59%	50%
Male	39%	40%	41%	43%	44%	41%	50%
Education: ⁴							
Less than 9 th grade	1%	1%	1%	2%	2%	4%	5%
9 th to 12 th grade (no diploma)	3%	3%	3%	3%	3%	6%	8%
High school diploma (or equiv.)	22%	26%	25%	26%	26%	26%	34%
Some college, no degree	25%	23%	25%	25%	25%	23%	26%
Associate degree	15%	16%	14%	15%	12%	14%	10%
Bachelors degree	24%	19%	20%	20%	21%	18%	13%
Graduate or professional degree	11%	12%	11%	10%	10%	10%	5%
Household Income: ⁵							
Less than \$10,000	6%	6%	6%	6%	7%	7%	7%
\$10,000 - \$19,999	10%	10%	10%	9%	10%	13%	14%
\$20,000 - \$29,999	11%	13%	13%	13%	14%	15%	14%
\$30,000 - \$39,999	10%	14%	12%	13%	14%	14%	13%
\$40,000 - \$49,999	12%	11%	13%	12%	13%	13%	11%
\$50,000 - \$59,999	13%	12%	11%	13%	11%	12%	9%
\$60,000 - \$74,999	14%	12%	13%	14%	13%	11%	11%
\$75,000 or more	25%	22%	23%	21%	18%	16%	21%
Marital Status: ⁶							
Married	70%	66%	71%	68%	70%	70%	58%
Never married	10%	14%	9%	10%	10%	10%	24%
Divorced/separated	11%	11%	11%	11%	11%	10%	11%
Widowed/widower	10%	10%	9%	11%	9%	10%	8%

¹ Data from the Rural Polls have been weighted by age.

² 2010 Census universe is non-metro population 20 years of age and over.

³ 2010 Census universe is total non-metro population.

⁴ 2009 American Community Survey universe is non-metro population 18 years of age and over.

⁵ 2009 American Community Survey universe is all non-metro households.

⁶ 2009 American Community Survey universe is non-metro population 15 years of age and over.

Appendix Table 2. Perception of Number of Businesses in Community Five Years from Now by Community Size, Region and Individual Attributes

<i>Five years from now, do you think there will be more or fewer businesses in your local community where you most often shop or find services?</i>				
	<i>More businesses</i>	<i>About the Same</i>	<i>Fewer businesses</i>	<i>Chi-square (sig.)</i>
<i>Percentages</i>				
Total	13	49	39	
<u>Community Size</u>		(n = 2094)		
Less than 500	3	47	50	
500 - 999	8	47	45	
1,000 - 4,999	8	53	39	
5,000 - 9,999	7	44	48	$\chi^2 = 162.85^*$
10,000 and up	24	47	28	(.000)
<u>Region</u>		(n = 2188)		
Panhandle	8	52	41	
North Central	10	52	38	
South Central	23	44	33	
Northeast	8	53	38	$\chi^2 = 109.93^*$
Southeast	5	47	48	(.000)
<u>Income Level</u>		(n = 1991)		
Under \$20,000	8	43	50	
\$20,000 - \$39,999	10	54	36	
\$40,000 - \$59,999	16	47	38	$\chi^2 = 31.70^*$
\$60,000 and over	16	48	36	(.000)
<u>Age</u>		(n = 2199)		
19 - 29	20	46	34	
30 - 39	14	54	32	
40 - 49	9	46	45	
50 - 64	12	47	41	$\chi^2 = 38.71^*$
65 and older	10	53	37	(.000)
<u>Education</u>		(n = 2147)		
H.S. diploma or less	10	51	40	
Some college	12	50	39	$\chi^2 = 12.18^*$
Bachelors degree	16	46	38	(.016)
<u>Occupation</u>		(n = 1499)		
Mgt, prof or education	17	46	37	
Sales or office support	15	45	40	
Constrn, inst or maint	13	49	39	
Prodn/trans/warehsing	15	55	30	
Agriculture	4	48	48	
Food serv/pers. care	17	39	44	
Hlthcare supp/safety	15	45	40	$\chi^2 = 29.00^*$
Other	13	49	37	(.010)

* Chi-square values are statistically significant at the .05 level.

Appendix Table 3. Most Likely Outcome when Business Owner Leaves or Retires by Community Size, Region and Individual Attributes

<i>When a business owner leaves or retires in your community, what is the most likely outcome?</i>							
	<i>That business is gone forever</i>	<i>That business transitions to a new member of the same family</i>	<i>That business is purchased by or transferred to a new owner</i>	<i>Some other business providing the same goods or services is started</i>	<i>A group in the community purchases and runs the business</i>	<i>Other</i>	<i>Chi-square (sig.)</i>
Total	41	11	31	12	2	4	
<u>Community Size</u>	(n = 1940)						
Less than 500	56	11	21	6	4	2	
500 - 999	32	12	38	9	3	7	
1,000 - 4,999	36	12	34	12	2	4	
5,000 - 9,999	53	6	22	11	3	5	$\chi^2 = 114.9^*$
10,000 and up	35	10	36	15	1	3	(.000)
<u>Region</u>	(n = 2022)						
Panhandle	50	6	26	12	4	3	
North Central	44	12	32	8	2	2	
South Central	37	11	33	14	2	3	
Northeast	39	10	34	10	2	5	$\chi^2 = 42.42^*$
Southeast	44	12	27	12	1	4	(.002)
<u>Income Level</u>	(n = 1850)						
Under \$20,000	55	8	22	12	1	2	
\$20,000 - \$39,999	41	7	28	14	3	6	
\$40,000 - \$59,999	37	12	34	13	2	2	$\chi^2 = 67.08^*$
\$60,000 and over	38	13	35	10	1	4	(.000)
<u>Age</u>	(n = 2031)						
19 - 29	39	16	24	11	4	6	
30 - 39	40	10	34	11	1	4	
40 - 49	42	11	34	9	1	3	
50 - 64	41	8	33	13	1	3	$\chi^2 = 51.72^*$
65 and older	42	9	30	13	3	2	(.000)
<u>Marital Status</u>	(n = 1997)						
Married	40	11	33	12	2	4	
Never married	42	9	28	14	1	7	
Divorced/separated	43	12	25	13	4	3	$\chi^2 = 28.79^*$
Widowed	45	10	30	10	3	1	(.017)
<u>Education</u>	(n = 1983)						
H.S. diploma or less	44	7	32	11	3	3	
Some college	44	11	28	12	1	4	$\chi^2 = 30.47^*$
Bachelors degree	36	12	35	12	3	3	(.001)
<u>Occupation</u>	(n = 1414)						
Mgt, prof or education	38	11	36	12	2	3	
Sales or office support	39	11	33	12	1	4	
Constrn, inst or maint	40	14	30	13	3	1	
Prodn/trans/warehsing	34	10	36	8	0	13	
Agriculture	36	14	30	11	4	5	
Food serv/pers. care	55	4	27	9	0	5	
Hlthcare supp/safety	45	15	25	11	1	3	$\chi^2 = 67.56^*$
Other	48	5	36	5	2	3	(.001)

* Chi-square values are statistically significant at the .05 level.

Appendix Table 4. Concern with Business Exits by Community Size, Region and Individual Attributes

<i>Please indicate the extent to which you agree or disagree with the following statements about the businesses in the community where you most often shop or find services.</i>								
<i>I am concerned that business closings in this area will affect my ability to get the things that I need.</i>					<i>I am concerned that jobs in this area will disappear because of business exits.</i>			
	<i>Disagree</i>	<i>Neither</i>	<i>Agree</i>	<i>Significance</i>	<i>Disagree</i>	<i>Neither</i>	<i>Agree</i>	<i>Significance</i>
<i>Percentages</i>								
Total	32	17	51		21	15	64	
Community Size	(n = 2056)				(n = 2051)			
Less than 500	21	16	63		16	17	67	
500 - 999	26	16	59		13	17	70	
1,000 - 4,999	31	16	52		18	16	66	
5,000 - 9,999	21	17	63	$\chi^2 = 100.20^*$	18	11	70	$\chi^2 = 59.69^*$
10,000 and up	45	17	38	(.000)	31	14	55	(.000)
Region	(n = 2136)				(n = 2130)			
Panhandle	26	18	57		14	18	67	
North Central	29	18	53		21	17	61	
South Central	35	17	48		27	16	57	
Northeast	34	17	50	$\chi^2 = 12.49$	20	14	67	$\chi^2 = 35.69^*$
Southeast	29	15	56	(.131)	18	11	71	(.000)
Individual Attributes:								
Household Income Level	(n = 1944)				(n = 1947)			
Under \$20,000	21	21	58		12	18	70	
\$20,000 - \$39,999	29	17	54		19	13	68	
\$40,000 - \$59,999	31	17	52	$\chi^2 = 41.56^*$	22	15	63	$\chi^2 = 37.04^*$
\$60,000 and over	40	15	46	(.000)	28	13	59	(.000)
Age	(n = 2147)				(n = 2141)			
19 - 29	40	21	40		30	15	55	
30 - 39	39	16	45		30	13	57	
40 - 49	36	12	52		19	15	66	
50 - 64	28	17	55	$\chi^2 = 58.40^*$	18	15	68	$\chi^2 = 47.47^*$
65 and older	23	18	59	(.000)	16	16	68	(.000)
Education	(n = 2097)				(n = 2092)			
High school diploma or less	23	19	58		14	17	70	
Some college	31	18	51	$\chi^2 = 36.93^*$	19	16	65	$\chi^2 = 54.82^*$
Bachelors or grad degree	39	14	47	(.000)	30	12	58	(.000)
Marital Status	(n = 2113)				(n = 2107)			
Married	34	15	51		24	15	62	
Never married	36	21	43		17	11	72	
Divorced/separated	27	20	52	$\chi^2 = 29.49^*$	16	20	64	$\chi^2 = 21.59^*$
Widowed	18	19	63	(.000)	14	16	70	(.001)
Occupation	(n = 1510)				(n = 1507)			
Mgt, prof or education	38	14	49		28	13	59	
Sales or office support	36	20	45		26	8	66	
Constrn, inst or maint	41	11	48		32	8	60	
Prodn/trans/warehsing	37	26	37		15	26	59	
Agriculture	23	16	61		13	18	69	
Food serv/pers. care	36	20	44		20	20	60	
Hlthcare supp/safety	41	10	49	$\chi^2 = 43.72^*$	26	11	63	$\chi^2 = 54.05^*$
Other	28	18	54	(.000)	25	13	61	(.000)

* Chi-square values are statistically significant at the .05 level.

<i>Please indicate the extent to which you agree or disagree with the following statements about the businesses in the community where you most often shop or find services.</i>								
<i>I believe jobs will remain in the area because businesses will successfully transition to new ownership.</i>					<i>Business exits in this community are likely to affect the incomes of myself or my family.</i>			
	<i>Disagree</i>	<i>Neither</i>	<i>Agree</i>	<i>Significance</i>	<i>Disagree</i>	<i>Neither</i>	<i>Agree</i>	<i>Significance</i>
<i>Percentages</i>								
Total	35	30	36		34	30	36	
Community Size		(n = 2042)				(n = 2038)		
Less than 500	43	31	26		33	32	36	
500 - 999	36	35	29		29	32	39	
1,000 - 4,999	34	26	40		32	30	38	
5,000 - 9,999	42	36	22	$\chi^2 = 66.28^*$	37	27	36	$\chi^2 = 8.87$
10,000 and up	29	28	43	(.000)	37	30	34	(.353)
Region		(n = 2121)				(n = 2117)		
Panhandle	42	27	31		32	24	45	
North Central	37	30	33		33	33	34	
South Central	30	28	42		36	31	34	
Northeast	33	30	37	$\chi^2 = 36.00^*$	32	31	38	$\chi^2 = 12.17$
Southeast	42	32	26	(.000)	35	31	35	(.144)
Individual Attributes:								
Household Income Level		(n = 1936)				(n = 1935)		
Under \$20,000	43	31	26		22	36	42	
\$20,000 - \$39,999	37	30	33		27	32	41	
\$40,000 - \$59,999	33	34	33	$\chi^2 = 34.41^*$	33	31	36	$\chi^2 = 58.94^*$
\$60,000 and over	32	26	42	(.000)	43	24	32	(.000)
Age		(n = 2130)				(n = 2128)		
19 - 29	29	37	34		38	41	21	
30 - 39	32	29	38		40	22	39	
40 - 49	35	31	34		28	24	47	
50 - 64	40	27	33	$\chi^2 = 23.29^*$	34	27	39	$\chi^2 = 84.37^*$
65 and older	35	26	39	(.003)	30	36	34	(.000)
Education		(n = 2082)				(n = 2079)		
High school diploma or less	37	31	33		28	32	40	
Some college	36	33	31	$\chi^2 = 22.37^*$	27	34	38	$\chi^2 = 60.48^*$
Bachelors or grad degree	33	25	42	(.000)	44	24	32	(.000)
Marital Status		(n = 2097)				(n = 2095)		
Married	34	29	37		35	29	36	
Never married	40	36	24		39	32	30	
Divorced/separated	39	30	31	$\chi^2 = 17.30^*$	26	32	42	$\chi^2 = 13.59^*$
Widowed	32	29	40	(.008)	29	35	37	(.035)
Occupation		(n = 1506)				(n = 1507)		
Mgt, prof or education	33	27	40		40	24	37	
Sales or office support	31	35	34		29	27	44	
Constrn, inst or maint	31	30	39		33	37	30	
Prodn/trans/warehsing	31	34	35		34	36	31	
Agriculture	39	25	36		39	25	36	
Food serv/pers. care	39	39	23		26	30	45	
Hlthcare supp/safety	43	26	31	$\chi^2 = 27.25^*$	44	14	42	$\chi^2 = 58.89^*$
Other	41	31	28	(.018)	20	47	33	(.000)

* Chi-square values are statistically significant at the .05 level.

Appendix Table 5. Views of Community Strategies for Business Exits by Community Size, Region and Individual Attributes

<i>When a small business owner is considering exiting that business, how appropriate do you believe the following strategies are for the community to pursue?</i>								
	<i>Do nothing, as it is entirely the option of the business owner</i>				<i>Do nothing, because only the market can determine whether that business remains or leaves</i>			
	<i>Not at all appropriate</i>	<i>Somewhat appropriate</i>	<i>Very appropriate</i>	<i>Sig.</i>	<i>Not at all appropriate</i>	<i>Somewhat appropriate</i>	<i>Very appropriate</i>	<i>Sig.</i>
<i>Percentages</i>								
Total	34	53	12		37	50	12	
Community Size	(n = 1963)				(n = 1950)			
Less than 500	31	56	13		35	55	10	
500 - 999	43	45	12		45	42	14	
1,000 - 4,999	37	52	11	$\chi^2 =$	38	51	12	$\chi^2 =$
5,000 - 9,999	29	59	12	15.75*	42	48	10	16.78*
10,000 and up	32	55	13	(.046)	35	51	15	(.033)
Region	(n = 2036)				(n = 2023)			
Panhandle	32	50	18		39	47	14	
North Central	38	50	12		37	52	12	
South Central	32	57	11	$\chi^2 =$	37	52	11	$\chi^2 =$
Northeast	35	53	12	12.93	40	46	13	9.24
Southeast	36	51	13	(.114)	32	55	13	(.323)
Individual Attributes:								
<i>Household Income Level</i>	(n = 1871)				(n = 1862)			
Under \$20,000	34	53	13		38	46	16	
\$20,000 - \$39,999	35	53	13	$\chi^2 =$	38	52	11	$\chi^2 =$
\$40,000 - \$59,999	32	54	14	8.48	34	54	13	9.88
\$60,000 and over	36	54	10	(.205)	40	49	11	(.130)
<i>Age</i>	(n = 2045)				(n = 2032)			
19 - 29	28	61	11		41	52	7	
30 - 39	30	57	13		38	50	12	
40 - 49	36	54	10	$\chi^2 =$	36	51	13	$\chi^2 =$
50 - 64	37	50	13	17.00*	38	49	13	15.43
65 and older	37	49	13	(.030)	34	50	16	(.051)
<i>Education</i>	(n = 2004)				(n = 1993)			
High school diploma or less	32	57	12	$\chi^2 =$	32	55	13	$\chi^2 =$
Some college	34	52	15	12.17*	39	48	13	13.25*
Bachelors or grad degree	37	54	9	(.016)	40	50	10	(.010)
<i>Occupation</i>	(n = 1461)				(n = 1455)			
Mgt, prof or education	42	49	10		42	47	11	
Sales or office support	33	62	6		38	56	6	
Constrn, inst or maint	30	58	12		28	54	18	
Prodn/trans/warehsing	29	54	17		40	44	16	
Agriculture	31	54	16		30	57	13	
Food serv/pers. care	29	62	10	$\chi^2 =$	40	49	11	$\chi^2 =$
Hlthcare supp/safety	28	59	13	36.22*	42	47	12	26.08*
Other	42	45	13	(.001)	42	47	12	(.025)

* Chi-square values are statistically significant at the .05 level.

When a small business owner is considering exiting that business, how appropriate do you believe the following strategies are for the community to pursue?

	Work with that business owner to plan for a transition to a new owner			Provide technical assistance or training to individuals who might want to acquire that business				
	<i>Not at all appropriate</i>	<i>Somewhat appropriate</i>	<i>Very appropriate</i>	<i>Sig.</i>	<i>Not at all appropriate</i>	<i>Somewhat appropriate</i>	<i>Very appropriate</i>	<i>Sig.</i>
Total	9	47	45		9	48	43	
Community Size		(n = 1960)				(n = 1949)		
Less than 500	9	52	39		10	54	37	
500 - 999	7	45	48		9	50	41	
1,000 - 4,999	9	48	44	$\chi^2 =$	10	46	44	$\chi^2 =$
5,000 - 9,999	11	39	50	12.29	8	41	52	13.99
10,000 and up	8	49	43	(.139)	10	49	41	(.082)
Region		(n = 2033)				(n = 2023)		
Panhandle	14	45	42		12	43	45	
North Central	9	48	43		12	48	41	
South Central	9	48	44	$\chi^2 =$	8	48	44	$\chi^2 =$
Northeast	7	44	49	15.95*	9	48	43	7.54
Southeast	7	50	43	(.043)	9	51	40	(.479)
Individual Attributes:								
Household Income Level		(n = 1865)				(n = 1863)		
Under \$20,000	9	45	45		12	45	43	
\$20,000 - \$39,999	11	47	42	$\chi^2 =$	9	47	44	$\chi^2 =$
\$40,000 - \$59,999	10	47	44	10.21	9	47	44	5.07
\$60,000 and over	6	48	46	(.116)	8	50	42	(.534)
Age		(n = 2041)				(n = 2033)		
19 - 29	9	49	42		7	61	32	
30 - 39	7	47	46		7	45	48	
40 - 49	8	44	48	$\chi^2 =$	9	45	46	$\chi^2 =$
50 - 64	9	46	45	5.95	9	46	45	37.13*
65 and older	9	49	42	(.653)	13	45	42	(.000)
Education		(n = 1999)				(n = 1992)		
High school diploma or less	10	47	43	$\chi^2 =$	11	48	40	$\chi^2 =$
Some college	9	46	45	7.62	9	48	44	4.64
Bachelors or grad degree	6	48	46	(.106)	8	48	44	(.326)
Occupation		(n = 1457)				(n = 1454)		
Mgt, prof or education	6	47	47		6	45	49	
Sales or office support	6	51	44		10	47	43	
Constrn, inst or maint	16	42	42		16	40	44	
Prodn/trans/warehsing	9	45	46		7	53	41	
Agriculture	8	45	47		8	49	43	
Food serv/pers. care	6	47	47	$\chi^2 =$	7	48	46	$\chi^2 =$
Hlthcare supp/safety	8	42	50	24.25*	4	54	42	27.78*
Other	13	55	32	(.043)	14	53	34	(.015)

* Chi-square values are statistically significant at the .05 level.

**When a small business owner is considering exiting that
business, how appropriate do you believe the following
strategies are for the community to pursue?**
**Use local revolving funds for loans to
enable a new owner to acquire the business**
Not at all Somewhat Very
appropriate appropriate appropriate *Sig.*

	<i>Not at all appropriate</i>	<i>Somewhat appropriate</i>	<i>Very appropriate</i>	<i>Sig.</i>
Total	15	44	41	
Community Size	(n = 1957)			
Less than 500	19	49	32	
500 - 999	10	43	47	
1,000 - 4,999	14	41	45	$\chi^2 =$
5,000 - 9,999	15	35	50	36.83*
10,000 and up	16	48	36	(.000)
Region	(n = 2033)			
Panhandle	17	32	51	
North Central	16	43	41	
South Central	16	46	39	$\chi^2 =$
Northeast	12	45	43	17.63*
Southeast	15	46	39	(.024)
Individual Attributes:				
Household Income Level	(n = 1871)			
Under \$20,000	16	39	45	
\$20,000 - \$39,999	14	43	44	$\chi^2 =$
\$40,000 - \$59,999	17	42	41	5.63
\$60,000 and over	14	45	41	(.466)
Age	(n = 2043)			
19 - 29	18	47	35	
30 - 39	13	41	47	
40 - 49	13	45	42	$\chi^2 =$
50 - 64	14	41	45	17.48*
65 and older	16	46	38	(.026)
Education	(n = 2001)			
High school diploma or less	16	46	38	$\chi^2 =$
Some college	16	41	43	5.42
Bachelors or grad degree	13	45	42	(.247)
Occupation	(n = 1459)			
Mgt, prof or education	12	44	44	
Sales or office support	6	49	46	
Constrn, inst or maint	27	38	36	
Prodn/trans/warehsing	15	40	45	
Agriculture	19	41	41	
Food serv/pers. care	14	48	38	$\chi^2 =$
Hlthcare supp/safety	11	43	46	62.51*
Other	39	34	27	(.000)

* Chi-square values are statistically significant at the .05 level.

Appendix Table 6. Have Will or Estate Plan by Community Size, Region and Individual Attributes

	Yes, I have a will or estate plan	Do you currently have a will or estate plan?		Chi-square (sig.)
		No, I do not currently have a will or estate plan, but expect to have one prepared	No, I do not currently have a will or estate plan and don't expect to have one	
Total	46	41	13	
Community Size		(n = 2072)		
Less than 500	43	44	13	
500 - 999	47	39	14	
1,000 - 4,999	47	40	13	
5,000 - 9,999	43	40	17	$\chi^2 = 8.03$
10,000 and up	46	43	11	(.431)
Region		(n = 2158)		
Panhandle	41	41	18	
North Central	47	42	11	
South Central	45	44	11	
Northeast	47	40	13	$\chi^2 = 11.70$
Southeast	48	38	14	(.165)
Income Level		(n = 2020)		
Under \$20,000	40	38	21	
\$20,000 - \$39,999	45	36	19	
\$40,000 - \$59,999	38	48	14	$\chi^2 = 66.06^*$
\$60,000 and over	48	45	7	(.000)
Age		(n = 2169)		
19 - 29	9	64	27	
30 - 39	26	55	20	
40 - 49	42	46	12	
50 - 64	52	41	8	$\chi^2 = 561.97^*$
65 and older	82	13	5	(.000)
Gender		(n = 2169)		
Male	51	38	12	$\chi^2 = 14.29^*$
Female	43	44	14	(.001)
Education		(n = 2158)		
H.S. diploma or less	51	36	13	
Some college	43	43	14	$\chi^2 = 13.57^*$
Bachelors degree	45	44	11	(.009)
Marital Status		(n = 2166)		
Married	46	44	11	
Never married	21	46	33	
Divorced/separated	34	49	17	$\chi^2 = 255.64^*$
Widowed	87	8	5	(.000)
Occupation		(n = 1482)		
Mgt, prof or education	45	47	8	
Sales or office support	43	45	12	
Constrn, inst or maint	31	57	12	
Prodn/trans/warehsing	30	46	24	
Agriculture	47	46	8	
Food serv/pers. care	22	60	18	
Hlthcare supp/safety	30	49	20	$\chi^2 = 67.50^*$
Other	38	42	20	(.000)

* Chi-square values are statistically significant at the .05 level.

Appendix Table 7. Expected Estate Beneficiaries by Community Size, Region and Individual Attributes

<i>To whom will your estate go or to whom would you prefer it go?</i>				
	<i>Family heirs who will keep the estate active and ongoing in my local community</i>	<i>Family heirs who will sell the estate and withdraw the assets from my community</i>	<i>Contribution to a community organization or cause in my local community</i>	<i>Contribution to community organization/ cause outside my local community</i>
Total	41	24	3	2
Community Size			(n = 2040)	
Less than 500	56	15	2	0*
500 - 999	50	19	1	2
1,000 - 4,999	39	24	3	1
5,000 - 9,999	35	25	4	1
10,000 and up	35	29	3	3
<i>Significance</i>	(.000)*	(.000)*	(.346)	(.026)*
Region			(n = 2130)	
Panhandle	38	23	2	1
North Central	43	22	1	1
South Central	40	26	2	3
Northeast	40	22	4	2
Southeast	43	27	3	1
<i>Significance</i>	(.634)	(.287)	(.187)	(.343)
Income Level			(n = 2014)	
Under \$20,000	29	17	3	2
\$20,000 - \$39,999	37	20	2	1
\$40,000 - \$59,999	36	25	1	2
\$60,000 and over	49	28	4	2
<i>Significance</i>	(.000)*	(.000)*	(.020)*	(.545)
Age			(n = 2136)	
19 - 29	34	12	1	3
30 - 39	44	14	1	1
40 - 49	41	24	4	1
50 - 64	42	32	4	2
65 and older	43	31	3	2
<i>Significance</i>	(.067)	(.000)*	(.033)*	(.226)
Education			(n = 2127)	
H.S. diploma or less	42	23	1	1
Some college	40	21	3	2
Bachelors degree	41	28	4	2
<i>Significance</i>	(.910)	(.001)*	(.015)*	(.054)
Marital Status			(n = 2132)	
Married	45	25	3	1
Never married	20	19	4	5
Divorced/separated	24	22	2	1
Widowed	47	24	2	2
<i>Significance</i>	(.000)*	(.292)	(.391)	(.001)*
Occupation			(n = 1464)	
Mgt, prof or education	46	27	4	2
Sales or office support	35	22	1	1
Constrn, inst or maint	35	29	0	1
Prodn/trans/warehsing	27	28	3	0
Agriculture	62	11	2	1
Food serv/pers. care	29	17	2	0
Hlthcare supp/safety	43	23	2	4
Other	37	19	2	0
<i>Significance</i>	(.000)*	(.000)*	(.168)	(.024)*

<i>To whom will your estate go or to whom would you prefer it go?</i>			
	<i>Not enough estate to leave behind</i>	<i>Not sure</i>	<i>Other</i>
<i>Percent selecting each item</i>			
Total	18	16	4
Community Size		(n = 2040)	
Less than 500	13	17	3
500 - 999	14	18	2
1,000 - 4,999	18	19	3
5,000 - 9,999	23	17	4
10,000 and up	20	13	5
<i>Significance</i>	(.015)*	(.068)	(.047)*
Region		(n = 2130)	
Panhandle	28	12	3
North Central	21	15	2
South Central	17	14	5
Northeast	16	22	4
Southeast	15	15	4
<i>Significance</i>	(.000)*	(.000)*	(.132)
Income Level		(n = 2014)	
Under \$20,000	31	21	4
\$20,000 - \$39,999	24	19	3
\$40,000 - \$59,999	22	15	4
\$60,000 and over	9	12	3
<i>Significance</i>	(.000)*	(.001)*	(.829)
Age		(n = 2136)	
19 - 29	22	28	4
30 - 39	20	22	2
40 - 49	19	14	5
50 - 64	14	13	3
65 and older	17	9	5
<i>Significance</i>	(.012)*	(.000)*	(.201)
Education		(n = 2127)	
H.S. diploma or less	16	18	5
Some college	20	18	4
Bachelors degree	17	13	3
<i>Significance</i>	(.115)	(.007)*	(.330)
Marital Status		(n = 2132)	
Married	15	15	4
Never married	23	35	3
Divorced/separated	35	16	4
Widowed	19	8	5
<i>Significance</i>	(.000)*	(.000)*	(.699)
Occupation		(n = 1464)	
Mgt, prof or education	14	12	3
Sales or office support	25	20	3
Constrn, inst or maint	13	24	4
Prodn/trans/warehsing	18	24	3
Agriculture	9	20	2
Food serv/pers. care	30	19	7
Hlthcare supp/safety	18	11	5
Other	26	9	9
<i>Significance</i>	(.000)*	(.001)*	(.037)*

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