

Geography and Giving

The Culture of Philanthropy
in New England and the Nation

Based on Research by

John J. Havens and Paul G. Schervish, Ph.D.

Center on Wealth and Philanthropy
Boston College

Prepared for:

The Boston Foundation

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June 2007

The Boston Foundation

The Boston Foundation, Greater Boston's community foundation, is one of the oldest and largest community foundations in the nation, with assets of more than \$830 million. In 2006, the Foundation and its donors made more than \$70 million in grants to nonprofit organizations and received gifts of \$71 million. The Foundation is made up of some 850 separate charitable funds established by donors either for the general benefit of the community or for special purposes. The Boston Foundation also serves as a major civic leader, provider of information, convener, and sponsor of special initiatives designed to address the community's and region's most pressing challenges. For more information about the Boston Foundation, visit www.tbf.org or call 617-338-1700.

Center on Wealth and Philanthropy at Boston College

The Center on Wealth and Philanthropy at Boston College is a multidisciplinary research center specializing in the study of spirituality, wealth, philanthropy and other aspects of cultural life in an age of affluence. Founded in 1970, the Center is a recognized authority on the relation between economic wherewithal and philanthropy, the motivations for charitable involvement and the underlying meaning of the practice of care.

The Researchers

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UNDERSTANDING BOSTON is a series of forums, educational events and research sponsored by the Boston Foundation to provide information and insight into issues affecting Boston, its neighborhoods and the region. By working in collaboration with a wide range of partners, the Boston Foundation provides opportunities for people to come together to explore challenges facing our constantly changing community and to develop an informed civic agenda.

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Dear Friends,

The Boston Foundation is proud to release this report, the most recent in a series of research publications dedicated to expanding knowledge about philanthropy and regional giving. *Geography and Giving*, which builds on and deepens the findings of earlier reports, is the most nuanced look ever available at the complex patterns and dynamics of regional philanthropic giving in America.

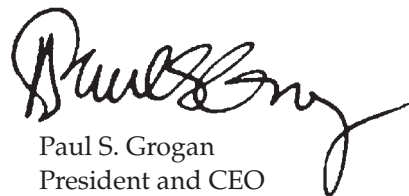
Based once again on superb research conducted at the Center on Wealth and Philanthropy at Boston College, led by Director Paul G. Schervish, Ph.D, and Senior Associate Director John J. Havens, this report identifies and analyzes the mosaic of cultural, historical, demographic, and socio-economic factors that shape the giving patterns in greater Boston, Massachusetts and New England—adding dramatically to the understanding of our distinctive regional culture.

In addition to generating significant new knowledge about our own region, the research presented in this report will also benefit every major metropolitan area, state, and region in the country. For the first time, a research model has been generated that will allow any urban area, region or state in America to report on local giving in a similarly nuanced way, looking closely and precisely at the major characteristics of local and regional giving.

The Boston Foundation's support for the pioneering research embodied in this report is part of our abiding commitment to the nonprofit sector of Massachusetts. As ever, the foundation's overarching goal is to sustain and strengthen a nonprofit community that has the capacity to address the great issues of our time and place. Because philanthropy and charitable bequests underpin the transformative power of the nonprofit sector, the Boston Foundation will always serve as a trusted partner in philanthropy, working closely with donors and advisors interested in exploring planned and legacy gifts. We offer assistance in making gifts that are meaningful and satisfying, that speak to donors' values and the desire to create a philanthropic legacy while meeting the community's needs.

Geography and Giving is a singular contribution to our *Understanding Boston* program, the Foundation's sustained exploration of our city and region. Our goal in publishing this report is to provide important new knowledge, to stimulate a conversation about the practice and power of philanthropy, and to help Greater Boston's nonprofit sector become stronger yet. We welcome your participation in this vital conversation.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul S. Grogan". The signature is fluid and cursive, with a long, sweeping tail that extends to the right.

Paul S. Grogan
President and CEO
The Boston Foundation

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An Overview from the Boston Foundation

Expanding Knowledge About the Culture of Philanthropy

As the largest community foundation in New England, the Boston Foundation has a profound commitment to understanding and cultivating philanthropy in our region. As part of that mandate, we have sponsored a multi-year research project to examine regional giving patterns and dynamics, focusing in particular on charitable giving in Greater Boston, Massachusetts, and New England.

Begun in 2004, the research project has been conducted by Paul G. Schervish, Ph.D. and John J. Havens—Director and Senior Associate Director, respectively, of the renowned Center on Wealth and Philanthropy at Boston College. The results have generated an abundance of new knowledge about New England and the nation as a whole.

The first year report, *Geography and Generosity*, published in 2005, presented a new methodology that provides a more accurate way to examine and assess regional differences in giving. The new approach provides an alternative to the “Generosity Index,” (calculated by the Catalogue for Philanthropy), which was found to be an unreliable indicator for giving relative to income, and a misleading measure for comparing regional differences in giving. Our 2005 report also presented a meaningful conceptual framework for understanding the regional patterns of philanthropy, laying to rest the idea that whole regions, states, or cities can be ranked on the basis of generosity.

The powerful response to that report—both in New England and across the country—indicated a great appetite for credible data about philanthropic giving. To take the research to the next level, the Boston Foundation asked the Center on Wealth and Philanthropy to generate the current report, which greatly expands and deepens the analysis of regional philanthropic giving.

Geography and Giving is the most nuanced look at the complex patterns and dynamics of regional philanthropic giving ever available in the Boston metropolitan

area. For Greater Boston and Massachusetts, the report articulates and analyzes the major characteristics of charitable giving with a fine-grained look at patterns on a household level. The result is a far-reaching, subtle report, replete with evocative data and analysis.

The Tradition of Giving in Greater Boston and Massachusetts

As *Geography and Giving* identifies the major characteristics of philanthropy in our region, the report shows how these factors cumulatively create the unique philanthropic tradition of Greater Boston and Massachusetts.

Among the revelations of this report is the discovery that Boston’s most affluent population makes philanthropic gifts that are among the very largest in the country, while the less economically affluent members of our region make gifts that are among the most modest. The research also shows that, compared to other regions of the country, Greater Bostonians give more to secular than to religious organizations. [See the sidebar on page 7 to understand the precise way the researchers and authors of this report use the terms “secular giving” and “religious giving.”] Another illuminating particular is the revelation that of all groups in Greater Boston, African-Americans give the largest percentage of their incomes to charity, and that the majority of African American philanthropic gifts are to religious organizations.

As the authors identify these and other patterns, they offer insight into the specific conditions and history that give rise to New England’s philanthropic signature. For example, they find that education, especially beyond the bachelor’s degree, has a major impact on charitable giving, especially to secular causes. Both Greater Boston and Massachusetts as a whole have a large population of highly educated people, who contribute high percentages of income to charity. Looking at the differential giving patterns of various income-level households, the authors examine how

the cost of living and tax rate in our state limits the philanthropic ability of middle- and low-income households, relative to their counterparts in other states.

Detail by detail, the authors show how the giving patterns described in this report are shaped by our region's unique blend of history, cultural forces, and demographics, our highly educated workforce, the strong presence of technology and financial professionals, and Greater Boston's vibrant, interrelated cultural life. The authors also remind us that shimmering in the aggregate data of this report are millions of individual household stories.

A Regional Report with National Value

Beyond the significance for our own city and region, *Geography and Giving* presents a body of research whose benefits extend well beyond Massachusetts to touch every major metropolitan area and state in the country. In order to be able to compare Massachusetts to other states and Boston to other metropolitan areas, the authors completed a substantial portion of the statistical research that would be required to do parallel studies of the giving determinants for other states and urban areas. And so, while this study focuses especially on charitable giving in Massachusetts and metropolitan Boston, it also generates information about all other U.S. regions and major metropolitan areas, as well as a methodology useful to all regions.

For the first time, a methodology now exists that will enable any large urban area, region or state in the country to work with the Center on Wealth and Philanthropy to obtain a report on local giving with the same degree of detail and nuance that this report offers for Greater Boston and Massachusetts. The Boston Foundation believes this research methodology will prove to have significant value for community foundations, non-profit organizations, fund-raisers, and donor-based research across the nation. In sponsoring this research and report, the Foundation is pleased to provide other states and metropolitan areas a body of research that will subsidize much of the cost of similarly detailed analyses by other geographic areas.

Research Can Measure Charitable Giving, Not Generosity Itself

In this report, Schervish and Havens continue to establish and refine the valid intellectual framework for understanding America's distinctive regional patterns of philanthropy. Their approach supersedes studies that make overly blunt comparisons of whole regions, and provides instead a valid framework that honors the nature of generosity and identifies the complex host of interrelated factors that influence regional variations in charitable giving.

The data in this report further confirms two ideas that the authors have articulated: that charitable dispositions characterize individuals and families, rather than cities and states; and that quantitative research can examine the many facts of charitable giving, but cannot measure the virtue of generosity itself.

Generosity, as the authors state eloquently, is a personal disposition that is expressed in daily acts of kindness as well as philanthropic gifts. As this report so richly illustrates, variable life circumstances and traditions influence the many ways people express generosity. Moreover, it is simply not possible to comparatively gauge the generosity of urban, state, or regional areas. What researchers can identify and measure, at the geographical level, is the evidentiary record of charitable giving. In order to study the presence of generosity in a population, it is necessary to study the daily life of individuals. At the Boston Foundation, we have had ample opportunity to confirm the authors' belief that generosity shows itself in countless ways, many of them over and above charitable giving.

Looking Ahead — An Intrinsically Respectful and Creative Conversation

With the publication of *Geography and Giving*, our community has new knowledge and a powerful methodology we can use to better understand the diverse factors that inspire and shape philanthropic giving. Using the methodology behind this research, it is now possible to analyze many additional elements that influence philanthropy—for example, patterns of giving among, say, union members, or retail workers, or retired PhDs. The data already assembled as part of

this study will support this type of future analysis. Researchers at the Center for Wealth and Philanthropy are also developing ways to look at some of the emotional components and psychological of philanthropic action, including the sense of satisfaction and well-being that people draw from the positive experience of giving and receiving care.

Beyond the trove of research data in *Geography and Giving*, one of the valuable aspects of this report is its fundamental humanity, the intrinsically respectful nature of the research and analysis. As the authors show how generosity is channeled, in variable ways, by the myriad influences of culture, history, education, occupation and affluence, they give us more under-

standing of the multitude of experience and reality in our community.

This way of looking at a community gives us not only information but also a model for how to think about communities and culture. In a time when public discourse is often polarized, this report models a more thoughtful, respectful, and useful form of language: based on sound information, curiosity, and great respect for the influences that make us all who we are. The Boston Foundation offers *Geography and Giving* as a refreshing example of a way to contribute to a creative, meaningful conversations about our region and our nation.

About the terms “Secular Giving” and “Religious Giving”

The distinction between “secular giving” and “religious giving” is central to some of the findings in this report, so it is important to take a quick look at how the terms are used in the report. Here first are dictionary definitions of the words “secular” and “religious” and then a description of the particular way the terms “religious giving” and “secular giving” are used in this report.

Secular — Not controlled by a religious body or concerned with religious or spiritual matters; not religious or spiritual in nature. Synonyms: worldly, lay, and material.

Religious — Relating to belief in religion, the teaching of religion, or following the practices of a religion; believing in, and showing devotion or reverence for, a deity or deities. Synonyms: spiritual, sacred, holy.

In this report, the term “religious giving” is used to mean congregational giving alone — that is, gifts of cash, goods, services, or assets directly to a church, synagogue, mosque, or other house of worship. These gifts include tithes, dues, and outright gifts.

All other forms of giving are termed “secular giving,” including, for example, a gift to a school, program or hospital run by a religious organization. Similarly, for the purposes of this report, a gift to a program such as a center that cares for poor women and their children (a program that many would agree embodies spiritual values) is considered a “secular” gift.

In actual life, of course, a donor may be motivated by a mingling of secular and spiritual impulses, and may also have personal, idiosyncratic understandings of both realms, and how they may relate. For a report like this one, researchers must often define terms with less of the ambiguity that thrives in lived life. It is worth noting that, personally, the authors of this report view all giving as an expression of care rooted ultimately in the spiritual realm. “Philanthropy,” they write, “both formal and informal is one expression of our expanding circles of care. Exploring the patterns, motivations, satisfactions, and accomplishments of philanthropy is one window on the nature of spiritual life in our age of affluence.”

Principal Findings

1. At a national level charitable giving is nearly equally split between religious and secular giving. There are major regional differences in this split, however. In New England, the Middle Atlantic, and Pacific Coast states there is more secular giving than religious giving. In the Great Plains, the South, the Midwest, and most of the Rocky Mountain region, religious giving outpaces secular giving.
2. Residents of the 18 largest consolidated metropolitan areas (including Boston) donate 35 percent of all household religious contributions and 51 percent of all household secular contributions in the nation.
3. In terms of dollar amounts, Bostonians and other New Englanders give substantially less to religion and substantially more to secular causes, on average, than the residents of most other regions of the country.
4. Affluent and wealthy households in Massachusetts donate larger proportions of their after tax income, adjusted for cost of living, to charity than their counterparts elsewhere, except for their counterparts in Connecticut, New York, and New Jersey.
5. Lower and middle-income Massachusetts households donate smaller proportions of their after tax income, adjusted for cost of living, to charity than their counterparts in most other states; and the lower the household income, the more pronounced are the differences.
6. When the entire population is considered, the patterns described in points 4 and 5, combined, result in Massachusetts being 11th in percentage of income donated to charity, and demonstrate that overall state patterns derive from a complex variation in giving patterns by different income groups within each state.
7. The high tax burden and the high cost of living are financially squeezing the middle-income, and even more, the low-income households in Massachusetts and their total charitable donations as a proportion of their incomes are substantially lower than their counterparts in most other states.
8. Educational attainment, especially beyond the bachelor's degree, has a large impact on charitable giving, especially to secular causes. Massachusetts and Boston have high numbers of highly educated people, who earn high incomes and contribute high percentages of income to charity.
9. Occupation also has a pronounced impact on charitable giving. Heads of household working in professional and administrative occupations give more to charity, especially to secular causes, as compared with heads working in other occupations, even taking income differences into account. Massachusetts and Boston have high proportions of heads working in these occupations and this also contributes to the high percentages of income to charity by affluent and high-income households.
10. Industry of occupation also has a large additional impact on charitable giving. Heads of households working, in high technology (mostly information/computer, biomedical, pharmaceutical, nanotechnology, robotics, and renewable energy), higher education, finance, professional (e.g., medical, legal, architectural), and business services give more to charity, especially to secular causes, than heads working in other industries. Boston has a concentration of people working in these industries, which are, in fact, central to the state economy of Massachusetts and the metropolitan economy of Boston.
11. In Boston and Massachusetts, households headed by African Americans give the largest percentage of their incomes, on average, to charity as compared with all other races. Most of their donations are made to religion, and they give a somewhat larger proportion of their incomes to religion than each of the other races and than the Latino population in Massachusetts and in Boston.
12. In Massachusetts and in Boston, heads of household who are serving or once served in the military give higher percentages of their incomes and (not controlling for other characteristics) larger average amounts per household as compared with heads without such service.
13. Religious affiliation and religious practices are at least as highly related to inter-state differences in patterns of giving behavior, as are state level economic measures, such as personal income, gross state product, and unemployment rates.

Executive Summary

The Story of Giving in Boston and Massachusetts

The study of charitable giving by geographic area holds the interest of many who study philanthropy or are involved with fund-raising or financial planning. The nuanced analysis of charitable giving by region offered in this report will also be interesting to the nonprofit sector, community foundations, and citizens

“Most people want to help others—whether through a religious or secular approach. The impulse is deep in human nature, and comes from identifying with the fate of others.”

who want to better understand the characteristics of their own region, and other areas of the country.

The following narrative summarizes the findings of the report, and expands our understanding of the complexities and dynamics of giving behavior in Boston, in Massachusetts, and beyond. We begin the story with some background on aggregate household wealth and income at the national

level and for Massachusetts as a state. We then consider charitable giving in relation to household income and separately consider religious giving and secular giving. We return to the issue of generosity at the close of this section.

Background

In 1999 there was a major decline in financial markets in the United States following the burst of the dot-com bubble and exacerbated by the reverberations of the attacks on September 11, 2001. For the next three years national household wealth declined by about 5 percent per year, after adjusting for inflation. The gross domestic product was relatively stagnant during this time. The national economy grew only sluggishly and didn't start a significant recovery until 2002-2003.

In 2002, as in past decades, the Massachusetts economy was substantially based on four industries: high technology, higher education, health care, and the combination of finance, professional, and business services. Some would add tourism as a fifth industry. Concomitant with the decline in the national economy and perhaps related to it, the computer-oriented high technology sector declined in terms of demand for services and in terms of numbers of employees as firms went out of business, merged, combined work forces, or outsourced parts of their operations. The financial sector was similarly affected by downsizing, mergers, and layoffs. Tourism was also down, and the Massachusetts economy was definitely hurting.

At the individual level, people found the value of their financial holdings and retirement plans were declining. White-collar workers in the computer and financial fields were worried about their jobs. Unearned income declined substantially (almost 30 percent from 2001 to 2002) as individuals took losses on financial assets in order to transfer them into safer havens, such as real estate. This is an important detail for the story of philanthropy, because unearned income (including capital gains) is the source of more charitable contributions than wage and salary income. For homeowners, the increasing value of their homes continued to contribute to growth in their net worth, offsetting declines in other components of their portfolios. However, the tax burden in Massachusetts (including property taxes) remained one of the highest in the nation and the cost of living in almost every major consumption category—energy, health care, housing and education—was also at high levels compared to all other states in the nation.

From 2000 to 2002, before-tax household incomes declined, on average, from \$76,458 to \$68,435 per household—a decline of about 10 percent. During this period, capital gains income declined on average from \$11,830 per household in Massachusetts to \$3,258 per household—a decline of 72 percent. After-tax income adjusted for cost of living declined from an average of \$41,658 per household to \$40,765 per household—a

**“There are
some
surprises...”**

decline of only 3 percent. The largest declines in after-tax income occurred among households with large components of unearned income, precisely those households that tend to make large charitable contributions.

It is not surprising then, that from 2000 to 2002, charitable contributions in Massachusetts fell from an average of \$1,852 per household in 2000 to \$1,512 per household in 2002 (18 percent without adjusting for inflation). But there are some surprises in who gave those contributions.

Charitable Giving and Household Income in Massachusetts

In 2002 high-income Massachusetts households (after-tax incomes adjusted for cost of living of \$100,000 or more) gave the largest average amounts (\$12,609 per household) and the largest percentages of their incomes (7.4 percent) to charity as compared with middle and lower-income Massachusetts households. Moreover, high-income Massachusetts households gave almost twice the average given by households at comparable income levels nationally, and they donated more to charity than did comparable households in all other states with the exception of Connecticut and New York. Most of this giving went to secular organizations, and the average amounts given to these organizations were larger than the average amounts of secular giving from high-income households in all other states with the exception of Connecticut, New York, and New Jersey. With respect to secular giving, high-income households in Massachusetts gave more than twice the average given by comparable households nationally. Moreover, Massachusetts high-income households gave larger percentages of their income to charity, on average, than either middle-income or low-income households in Massachusetts.

The lower the household income in Massachusetts the smaller the average amount and the smaller the percentage of income that households contribute to charity. The range of giving by income is greater in Massachusetts than in almost all other states. High taxes and high cost of living affect all households but they have a greater impact on the after tax purchasing

power of low-income households than on high-income households. These factors contribute to the low levels of giving among low-income households in Massachusetts. In 2002 lower-income households (after tax income adjusted for cost of living of \$25,000 or less) gave only about half the national average for comparable households. They gave smaller amounts (\$348 per household), on average, and smaller percentages of their incomes (2.8 percent) than comparable households in most other states except for Maine, New Hampshire, Vermont, Rhode Island, North Dakota, South Dakota, and Iowa. The last three states gave smaller amounts but larger percentages of their income than low-income Massachusetts households. In contrast to high-income households, about 51 percent of giving by low-income households went to religion.

In Massachusetts middle-income households (incomes of at least \$25,000 but less than \$100,000 expressed in after tax purchasing power) contributed amounts to charity that were below the national average but above the average amounts contributed by comparable households in 18 other states. These middle-income households were often struggling financially, but they were less financially constrained by taxes and cost of living than low-income households; however, they were more constrained than high-income households.

When we look at all households in Massachusetts without breaking them out by income categories, we find that the average amount contributed per household was \$1,512 and the average percentage of income contributed by all Massachusetts households was 2.75 percent. There were 30 states whose households gave lower amounts, on average, than Massachusetts; but when considered as an average percentage of income contributed, there are only eight states below Massachusetts. We have seen that the low percentages of income contributed are due mainly to lower- and middle-income households in Massachusetts in contrast to high-income households that gave more than most other households in comparable states.

The Percentage-of-Income Paradox for Massachusetts

In our 2005 report we calculated an index of giving relative to capacity to give. For 2002 it ranked Massachusetts 11th with respect to other states (12th if the District of Columbia is included). Now we find that if we take the average of all the household percentages of income contributed, Massachusetts is ranked 42nd (43rd if the District of Columbia is included). The paradox is that both rankings are correct.

The first ranking focuses on the population considered as a group. Using the aggregate charitable contributions of the group as the numerator and aggregate after-tax income adjusted for cost of living as the denominator, we find that that aggregate charitable contributions are 3.75 percent of aggregate income in Massachusetts. This considers the population as one unit or as a group. On this basis in 2002 Massachusetts ranks 11th with respect to other states (12th if the

District of Columbia is included).

“We lean toward the first ranking method as the most meaningful for assessing giving patterns.”

The second ranking considers each household within the population as a unit in its own right and in 2002 the population of Massachusetts consisted of 2.6 million such units. To determine the second

ranking, we calculate for each household the percentage of its income (after tax and adjusted for cost of living) and then average these percentages over all 2.6 million households. This average is 2.75 percent and ranks Massachusetts 42nd with respect to other states (43rd if District of Columbia is included).

So which ranking is correct? Both are correct—but only when used for the purposes for which they are intended. And both are incorrect—when one measure is used to analyze what the other measure is designed to explain. The first ranking is relevant when we focus on a state as a whole and want to say something about the total giving of entire population of the state relative to the aggregate income of the population. The second measure is relevant when we want to obtain a picture

of the average giving by individual households relative to income of each household in a state.

The two concepts seem similar, but on closer examination they are different and consequently the two measures and their rankings are also different. The first measure is appropriate when assessing the aggregate or total charitable contribution as a percentage of aggregate or total income of the entire population without distinguishing the individual units within the population. The second measure is appropriate for measuring charitable giving by subgroups or individual households within a population as a percentage of each household’s income and for exploring the household dynamics of giving household by household. The first ranking is so much higher than the second for Massachusetts because high-income households contribute a disproportionately high amount of their adjusted incomes to charity in the state as compared with high-income households in other states.

In the end, we lean toward the first ranking method as the most meaningful for assessing giving patterns because of our finding that different income groups have dramatically different percentages of income contributed. In Massachusetts there are many more lower- and middle-income households who give less than their counterparts in other states. When using the second method, which weights equally each household’s percentage of income given, the vastly larger number of such households statistically overwhelms the higher than average percentage of income given by high-income households in Massachusetts.

It should be pointed out that the second method of calculating relative charitable giving that places Massachusetts 42nd among the states does not confirm the earlier ranking by the Catalogue of Philanthropy’s “Generosity Index,” which placed the population of Massachusetts near the bottom of the list of states. The “Generosity Index” calculates its rankings in a manner akin to our first ranking method, i.e., treating the population of each state as the unit of analysis. Its methodology remains flawed in the sense that were contributions by Massachusetts residents to increase tenfold, other things remaining equal, the Generosity Index ranking would not limit Massachusetts to the middle of the ranking scale

Giving Patterns in the Boston Metropolitan Area

With respect to charitable giving and household income, giving patterns in the Boston metropolitan area are similar to those in the other 17 largest metropolitan areas, with one exception: giving levels are slightly higher in the Boston metropolitan area and substantially higher in the suburbs of Boston than in the state of Massachusetts.

In the Boston metropolitan area, high-income households gave the most amounts and greater proportions of income to charitable causes as compared with high-income households in all other large metropolitan areas except for New York (which also encompasses northern New Jersey and southeastern Connecticut).

Once again low-income households in the Boston metropolitan area gave less to charity, on average, and lower percentages of their incomes than comparable households in the other 17 metropolitan areas. Middle-income households gave less to charity, on average, and lower percentages of their incomes to charity than comparable households in most other metropolitan areas. Parallel with the state level analysis for Massachusetts, when all groups are combined, the average charitable giving per household and the average percentage of income contributed mask the underlying pattern of giving by income category.

The disparity in giving by income groups is only one part of the story of giving in Massachusetts and in the Boston metropolitan area. A second part of the story is that households in Boston and in Massachusetts give much more to secular causes, on average, and less to religion than households nationally. Massachusetts households gave an average of \$454 to religion and \$1,057 to secular causes, as contrasted with an average of \$781 to religion and \$776 to secular causes on a national basis. Thus, there are two significant parts to this chapter of the story: low religious giving and high secular giving.

Religious Giving in Massachusetts and New England

There are also several elements to the story of religious giving in Massachusetts. One important element is that throughout the nation, based on our own analysis of

the Panel Study of Income Dynamics (PSID), the Independent Sector Analysis in Giving and Volunteering in the United States, and the work of Joseph C. Harris among others, Catholics tend to give less to religion (meaning, gifts directly to churches, not to religious schools, hospitals, and programs) than do Protestants and Jews. Massachusetts has the greatest proportion of Catholics of any state—slightly more than half the population identify themselves as Catholic. So one would expect that there would be lower levels of giving in Massachusetts and in Boston simply because there are so many Catholics in the state and metropolitan area, respectively.

However, there is something more going on with religious giving patterns in New England because adherents of all major religions in Massachusetts give less, on average, to religion than their counterparts outside New England: New England Catholics give even less than Catholics outside New England; Protestants (even Protestant denominations that stress tithing) give much less to religion than Protestants of similar denominations outside New England; and New England Jews also give less to religion than Jews outside New England.

A second element in the story of lower levels of religious giving by all denominations in New England is related to the lifecycle profile of adherents who attend services at least twice a month. Our analysis of the PSID indicates that in New England they tend to be substantially older, more often widowed, more often retired, and less often have children than people that attend services at least twice monthly outside New England. For example, in New England the average age for people attending services at least twice a month is late sixties and early seventies but in most other regions it is mid-fifties. This pattern suggests a commitment to religion among families that have progressed to later stages of their lifecycle both within and outside in New England but less commitment to religion among young families in New England as compared with young families outside New England.

There is a third element to the story of lower levels of religious giving in New England. New England households that attend services regularly have relatively lower levels of income and net worth compared with households that attend services regularly outside New England. Lower financial resources mean that there is

“As a percentage of their incomes, African Americans in Massachusetts and the Boston metropolitan area give more to charity than any other racial group.”

households is directed to religion rather than secular causes. African American households tend to have low incomes in Massachusetts, as they do in other states. As a percentage of their modest incomes, however, African Americans in Massachusetts and in the Boston metropolitan area give more to charity than Whites or other racial groups. Although this giving is concentrated in the religious realm, the average amount per household is low and thus fails to counteract the low average religious giving within the state and metropolitan area.

Secular Giving in Massachusetts and New England

The second chapter in the story about religious and secular giving involves the pattern of secular giving. For most states religious giving, on average, exceeds secular giving. But in the Northeast and Pacific Coast and in most of the large metropolitan areas, the pattern is reversed with secular giving, on average, exceeding religious giving. States in the Northeast and the Pacific Coast give larger average amounts to secular causes than to religion. This pattern is most pronounced in Massachusetts as compared with all other states and most pronounced in Boston as compared with the 17 other largest metropolitan areas—in the sense that the ratio of secular to religious giving is largest in Massachusetts and in Boston.

These facts raise two large and interesting questions: Why do people give to secular causes, and why do households in Boston and more generally in Massachusetts give so much more to secular causes than to religion?

less available to give to religion and in part accounts for the lower average amounts contributed to religion by New England households.

A fourth element of the story of lower levels of religious giving is related to the third. Much giving by African American

First, why do people give to secular causes? In 1996 the Center on Wealth and Philanthropy (then the Social Welfare Research Institute) conducted the Boston Area Diary Study in which we followed 44 randomly selected people during the course of a year to monitor the care they gave to others and the care they received. One of the findings of this study was that people actually do identify with others and want to express their care for many people with whom they come in regular contact in their daily lives. Giving time, acts of kindness, offering help are profound expressions of caring. Giving to charitable causes is another. We believe that the trait of caring for others is widespread in the populations of every state, every region, and every nation. Indeed, most people want to help others—whether through a religious or secular approach. The impulse is deep in human nature, and comes from identifying with the fate of others; it is often fostered by religion and by social participation. It exists in people who are religious and those who are not.

When we ask why households in Boston, in Massachusetts, in the Northeast, and on the Pacific Coast devote a larger proportion of their giving to secular causes than to religion we believe that the story is both simple and involved.

The simple part of the story involves financial capacity and, indirectly, religious commitment. Households give more to secular causes than to religion because they have more financial capacity, and less financial commitment to religion in these areas, than do households in other parts of the country. On a national basis we find that as household income and as household net worth increase, the ratio of secular giving to religious giving also

“Why do households in Boston, Massachusetts, the Northeast, the Pacific Coast devote a larger proportion of their giving to secular causes than to religion? The story is both simple and involved.”

increases. At high levels of income and wealth, more is given to secular than to religious causes. We find this is even more pronounced in New England, including Massachusetts and Boston. It is not known whether high-income and high-wealth households in Boston and in Massachusetts have less commitment to religion than similar households in, let's say, Mississippi or Kansas. But it is clear that households with large financial capacity in Boston and in Massachusetts allocate smaller average amounts and smaller fractions of their giving to religion as compared with the national average for households with similar financial capacity. So the simple part of the answer is that geographic areas in which households allocate high proportions of their total giving to secular causes have more financial capacity. Put even more simply—they have the financial wherewithal.

The simple story becomes involved because there are a multiplicity of social, cultural, religious, economic, and demographic characteristics that mediate the flow of funds from households to charitable organizations; and this holds for households at every level of financial capacity. In Boston and in Massachusetts many wealthy households have combinations of these characteristics that lead them to give more. One might say that they have the values and predisposition to be philanthropic. We hypothesize that they developed these values and that their values are reinforced by their background and daily living experiences. In fact, we find that higher education, especially higher education beyond a bachelor's degree is a formative experience that leads in later life to larger amounts of giving, especially large amounts of secular giving. Boston and Massachusetts have a very high proportion of heads of households with doctorate degrees and also a high proportion of heads of household with master's degrees. These highly educated households give larger amounts and also larger percentages of their incomes to charity.

Just as higher education affects giving patterns, working in professional occupations reinforces the values and fosters normative behavior that leads to high levels of secular giving. This is true for those who work in higher education, health care, high technology, and especially in finance, professional, and business service industries). We note that these are the very industries that are central to the economy of Massachusetts and of Boston. With respect to work, self-employed business owners, especially those working

in a professional capacity, give more and especially more to secular causes than do persons in similar occupations and incomes that work for a private employer or for government. Boston and Massachusetts also have a higher percentage of self-employed heads of household compared with the national average.

The summary of this part of the story is that Massachusetts and Boston have high concentrations of highly educated people and people working as entrepreneurs and in industries and at occupations that tend to foster and reinforce values that encourage higher levels of giving and giving more focused on secular organizations than on religious houses of worship.

Charitable Opportunities for Secular Giving

Most of the households in Massachusetts are located within the Boston metropolitan area, an area rich in excellent non-profit organizations that offer donors many opportunities to donate to causes with which the donor identifies and/or believes is a socially important endeavor, e.g.: health care and health research, education, environment, artistic endeavors, and programs for the needy. This density of organizations fosters increased social participation and increased contributions (especially from high income and wealthy households), partly because of the presence of multiple opportunities, partly because many of these organizations have sophisticated development efforts, and partly because of the synergy among non-profit organizations as well as among donors.

Nationally we find that households in metropolitan areas tend to give larger fractions of their total giving to secular causes than households outside metropolitan areas. In fact,

“Education, professional employment, and self-employment... also tend to engage individuals in denser networks of associational life—something that leads to greater charitable giving.”

households in rural areas and small towns not contiguous with metropolitan areas donate smaller amounts and smaller percentages of income contributed to secular organizations as compared with households in less rural areas. Of course, there are fewer local secular organizations and less varied ones located in rural areas and small towns compared with those located in a large metropolis. Education, professional employment, and self-employment discussed in the previous section as lending themselves to philanthropic values, also tend to engage individuals in denser networks of associational life—something that leads to greater charitable giving.

Lack of Negative Factors

In addition to the presence of factors that foster secular giving, there are fewer factors in Boston and in Massachusetts that reduce secular giving. One of these factors is a large percentage of households with heads working as farmers, fishermen, or foresters, or as workers on manufacturing production lines; such households tend to give smaller than average amounts to charity and smaller proportions of their giving to secular causes. A relatively small proportion of the Boston and Massachusetts populations work in these industries as compared with, for example, Detroit (manufacturing) or North Dakota (agriculture).

Another factor that tends to reduce the level of secular giving is race: households headed by African-Americans give disproportionately more to churches and less to secular causes—more so than Whites, Asians, Native Americans, or Latinos. In fact, in Boston and in Massachusetts, African American households give a larger than average percentage of their after tax incomes (adjusted for cost of living) to charity, and mostly to religion. It is not that such households do not give to secular causes; rather they give more to religion. Boston and Massachusetts have relatively small proportions of African-American households as compared with, for example, Georgia or Mississippi or most other Southern states.

Other Factors

There are many other factors that influence the giving behavior of large segments of the population in small ways that, when taken together, have a large impact. In addition, there are many other factors that influence the giving behavior of small segments of the population in large ways, which, when considered with other factors, have a relatively small impact. In addition there are many influencing factors that we have not investigated to date because of limitations of data and resources. Two examples are: political and social ideology; and social participation.

What we have learned is that in addition to economic factors, social, demographic, and religious factors are important in understanding regional differences in giving. A good deal of the variation in patterns of giving from state to state and from region to region is due to religious affiliation and religious practices. Nationally, about half the total household donations are to religion and most of the donations from lower- and middle-income households are to religion.

Conclusion

To close our story of giving we want to indicate that it is both very simple (who has the financial capacity) and very complex (what kinds of people will give how much to what causes). We have only begun to unravel the complex part of this story. There is much additional work to be done before we understand even the full plot outline—but we have made a beginning. The interwoven complexities of the story of giving is one reason we have always contended that it is quite incorrect to characterize whole populations as more or less generous than others—especially when “generosity” is interpreted as a conscious and intentional moral virtue.

In this study, for example, we find that low-income households in Massachusetts give smaller proportions of their incomes to charity than in almost all other states. This does not make them less generous in their motivations; rather they are living in a state with a high tax burden and a high cost of living and they have less financial capacity left over after paying their living expenses to donate to charity. Conversely, high-income households in Massachusetts donate higher percentages of their incomes to charity than comparable households in most other states and metropolitan areas.

“The giving patterns within each state are so complex that different segments of the population—within the same state—can be both high and low givers compared to national patterns.”

This does not make them more generous in their motivations. Rather, they live in an environment with many appealing opportunities to participate in philanthropy; they have the education and financial resources to do so; and they work at occupations, industries, and venues in which philanthropy is fostered by their networks of association. Boston and Massachusetts are blessed with larger

than average percentages of these people but the number of low-income households far outnumbers the high-income ones.

It is simply inaccurate to characterize the entire population of a state or a city as more or less generous than the population of another state or metropolitan area. Our findings show that such sweeping characterizations are based on an overly blunt analysis that masks and ignores the true, underlying dynamics of caring and the generous nature of most of the people of each state and each metropolitan area.

When we understand the giving story better, with nuance, it is easy to see that charitable dispositions characterize individuals and families—and do not characterize whole cities and states. So although we may still develop measures of giving relative to income, such measures should not be construed as measuring generosity itself.

The findings contained in this report lead to one further intriguing conclusion. In addition to eschewing the flawed notion of a gauge of generosity for state-to-state comparisons (comparisons that only show formally measured distinctions in charitable giving), we have uncovered findings that show that state-to-state comparisons, even when limited to charitable giving, should not be taken as the final word of patterns of giving.

As we have shown, the giving patterns within each state are so complex that different segments of the population—within the same state—can be both high and low givers compared to national patterns. In fact, variation among economic groups within the same state, as we have demonstrated for Massachusetts, is in many instances greater than variation between states.

Just as the true story of state patterns in charitable giving is not about who is more or less generous, the story of patterns in charitable giving may not, ultimately, be advanced as much as previously thought by state-to-state comparisons.

Value of this Report to All Other U.S. States and Regions

This study begins to unravel the complex story of giving across the nation and, with detail, in Massachusetts and in the Boston metropolitan area. There are many important and intriguing issues that could be analyzed further. For example, one might be interested in giving patterns among union members or retail workers or retired PhDs. The data files already assembled as part of this study support this type of further analysis.

Moreover, in order to compare Massachusetts to other states and Boston to other metropolitan areas, we have completed a substantial portion of the statistical research it would take to undertake studies similar to this that can draw out similar kinds of details for other states or other metropolitan areas.

In sponsoring this report, the Boston Foundation has thus provided what economists call a “positive externality” or a “reduced-cost service” to other states and metropolitan areas: research and a report that serve to subsidize the cost of detailed analyses by other geographic areas.

1.

About This Report

Background on Previous, First Year Report

Geography and Generosity: Boston and Beyond reported our findings and results in the first year of this study. There were both quantitative and interpretative facts presented in the report. On the quantitative side, the report contained estimates of average household giving for the households in each state. The methodology of *Giving USA*, the authoritative document on charitable donations in the United States, was used to produce these estimates, which means that they are reliable. Also on the quantitative side we produced compilations of total and average household income and comprehensive taxes paid to all levels of government by residents of each state.

Now, for this current report we have looked behind the aggregate estimates to examine the factors that underpin regional variance in the charitable giving of households in Boston, in New England, and in the country.

Our previous study established a method and a measure that captured regional differences in charitable giving in a more valid way. That distribution of regional differences becomes the dependent variable we seek to explain by a constellation of independent or explanatory factors. Uncovering the causes of regional differences in giving is the appropriate strategy to move thinking about regional differences from an invidious ideological perspective to a scientific one.

The Objective of the Current Report and Our Research Questions

The objective of the second year of the *Geography and Generosity* project is to investigate the patterns and dynamics of regional differences in charitable giving that we reported at the state level in the first year of the project. We approached this general question by specifying and investigating 11 specific research questions.

1. How is total giving by the residents of states and major metropolitan areas divided between religious giving and secular giving?
2. Are there differences in the factors associated with giving to religion and giving to secular causes?
3. Is New England similar or different from other regions in its patterns of giving?
4. Is the Boston metropolitan area similar or different from other metropolitan areas in its patterns of giving?
5. Are the factors affecting patterns of giving in New England the same or different from the factors operating at the national level?
6. How do measures of religious commitment and religious affiliation affect religious giving in New England and in the nation?
7. How do measures of religious commitment and religious affiliation affect secular giving in New England and in the nation?
8. What is the distribution of religious and secular giving in the nation, among states, and among major metropolitan areas?
9. Within Massachusetts and within the Boston metropolitan area, how are religious and secular giving distributed in terms of income, lifecycle status, education, home ownership, labor force status, occupation, industry, health status, race, and ethnicity?

“By underwriting the calculation of these estimates for each of the states and each of the major metropolitan areas, the Boston Foundation has provided a major service to community foundations, non-profit organizations, fund-raisers, and donor-based research across the nation.”

10. How do we interpret giving behavior within Massachusetts and within the Boston Metropolitan area?
11. What are the major factors differentiating the giving patterns among states?

There is no study that addresses these issues in a common manner for all states in the nation. The current study is the first to do so. Although our written analysis focuses more on Massachusetts and Boston than on other states and other regions, in order to derive these findings, it was necessary to generate parallel new and significant findings on the determinants of giving for states and metropolitan areas beyond New England. (Reports analyzing the factors affecting giving in these other regions can be provided upon request.) By underwriting the calculation of these estimates for each of the states and each of the major metropolitan areas, the Boston Foundation has provided a major service to community foundations, non-profit organizations, fund-raisers, and donor-based research across the nation.

Research can measure “Charitable Giving” not “Generosity”

Our first report insisted that regional studies about philanthropic giving cannot be couched in the language of “moral generosity” that reflects on an entire regional population, but only in the language of differences in measured, formally defined charitable giving.

As we will demonstrate, this second, even more nuanced and complex report shows even more clearly why it is neither meaningful nor accurate to speak of entire state or regional populations as having, or not having, the profound human moral capacity called “generosity.”

Here is what our leading-edge research actually shows to be the case: within the same region, different demographic, societal, and economic factors result in some segments of each region’s population falling below national averages for charitable giving and other segments rising above national averages.

This finding tells us that, to be useful and meaningful, thinking about philanthropic patterns must shift from simple geographical comparisons to more complex kinds of comparisons—and even in some instances

away from geographic characterizations altogether.

We have approached this research with a working hypothesis that the population of each state and each metropolitan area is roughly equally inclined to be personally generous in the sense of orientation to care for others. What is not equal, however, is the propensity to make charitable contributions; that difference in propensity arises because regions differ from each other not only in

their financial capacity but in their personal and situational characteristics, as well. The impact of these characteristics on charitable giving is further limited or facilitated by characteristics of their local environments. Research on philanthropy has already identified many of these personal and environmental factors, many of which we examine in this report.

Because we believe that geographically defined populations are not intrinsically more or less predisposed to be generous, we counsel that state populations should neither be lauded nor denigrated as more or less generous than those of other states. We stated this view previously, in *Geography and Generosity: Boston and Beyond*, and its soundness is strongly affirmed by the further research and findings of this current report.

All the findings of our analysis, as presented in this report, tend to confirm our working hypothesis: that it is more accurate, useful, and meaningful to calculate and understand differences in state level patterns of giving in terms of differences in the demographic characteristics of households within the state and differences in the giving behavior of those households.

Consequently, our examination of variance in charitable giving does not make the leap to unfounded conclusions about regional variation in the psychological or moral

“Because we believe that geographically defined populations are not intrinsically more or less predisposed to be generous, we counsel that state populations should neither be lauded nor denigrated as more or less generous than those of other states.”

propensity of personal generosity. Instead, we find that a common set of household characteristics and situational behavior explains much of the regional variation in household giving patterns. Regional characteristics describing local environments explain most of the variation left unexplained by those household characteristics.

Theoretical Framework

The identification and discernment theories that we empirically developed and have been refining during the past 20 years provide a framework for understanding the dynamics of the processes that result in household giving behavior. We identified these processes while studying the philanthropic behavior of the very wealthy, but with relatively minor modification, they are universal.

The discernment theory and concomitant model is the broader of the two theories. It defines three major realms of characteristics: financial resources, psychological and spiritual characteristics, and charitable needs. The decision makers in the household first evaluate their financial resources, review and examine the potential needs, and discern within themselves their capacity and priorities for matching their financial resources with charitable needs. A key feature of this theory is that individuals and households determine the flow of their financial resources to charitable options available to them, and in the case of the very wealthy, to options that they can create, *de novo*. This conceptualization has implications for the specification of the model we use in our analysis.

In the context of discernment theory, the dynamics of the identification theory suggest that association, social participation, and identification motivate participation in charitable giving and direct a person's gifts to organizations with whose causes and beneficiaries they have had association and with which they identify. The school of identification is association, and the basis for association is social participation.

Both theories, taken together, imply that the characteristics of households and of the places in which they reside mediate to which causes, in what amounts, and at what times individual donations are made. Households each make their own allocation to charitable causes. When aggregated to metropolitan areas, states, and census divisions, we observe aggregate patterns

that appear geographically diverse, yet stem from a common set of processes and a common set of individual behavior which are shaped by an initial endowment of resources, local opportunities for participation, and variation in regional economic and social conditions.

Research Variables

This report uses empirical data to measure the total amounts of giving and its distribution between religious and secular charitable organizations. A relatively small number of individual and behavioral characteristics, operating as mediating variables on income and wealth, account for most of the variation in regional amounts and patterns of giving. These characteristics have been combined in a model that reflects the framework of the discernment and identification theories. In this model income and wealth are the primary variables since they constitute the financial capacity of a household to make charitable donations. Other household characteristics and behaviors mediate the flow of these financial resources to charitable causes.

Major mediating variables include lifecycle (age, marital status, number of children, retirement status), education, home ownership, labor force participation, religious affiliation, frequency of attendance at religious services, social participation as measured by volunteerism, occupation, propitious employment status, rural vs. urban place of residence, health and disability status, school expenditures, geographic mobility, welfare status, immigration status, gender of not married heads of household, race, and ethnicity. At the state level we include organizational density, share of capital gains, total tax burden, cost of living, political orientation, private school density, farmer density, and unemployment rate. The state level variables add relatively little additional explanatory power to the model based on household characteristics and behavior.

We estimate the model based on the most recent data (2003) available from the Panel Study of Income Dynamics. Using these relationships we project giving behavior to the 2003 sample of the Current Population Survey. This allows us to examine each of the major variables in the model for the nation, New England, and the 18 largest metropolitan areas.

Research Strategy

Ideally, a thorough pursuit of the project objectives would involve a multi-faceted research approach entailing case studies, a large survey, focus groups, and analysis of secondary data. Within the available resources and time constraints, however, we have tried to discover as much as possible through quantitative analysis supplemented and informed by our 1996 Boston Area Diary Study and our extensive study of high wealth individuals.

To study the behavior of households a micro data set (data consisting of a sample of households, families, and/or individuals) is desirable as compared with aggregated data for groups of individuals, as for example all the households in a zip code area.

On the positive side, the Panel Study of Income Dynamics (PSID) housed at the Survey Research Center at the University of Michigan contains a carefully constructed module on giving and volunteering designed and sponsored by the Center on Philanthropy at Indiana University. The PSID contains the kind of data needed for our analysis and was designed to be representative on a national basis but not by region, state, or metropolitan area.

The U.S. Bureau of Census conducts the Current Population Survey (CPS) monthly. It is based on a micro data sample of households and each March collects extensive information on income, employment history, and demographic characteristics. Moreover, it is representative by state, but it does not contain data on charitable giving.

Our strategy was to use relationships between giving patterns and socio demographic household characteristics on the PSID to project the giving patterns to the CPS. Other data could also be merged onto the augmented CPS file, which could then be analyzed. If this approach proved impossible, we could fall back to the analysis of itemized charitable deductions by zip code but this would entail abandoning the micro data approach.

In fact, the projection strategy proved feasible, and we were able to use the augmented CPS file to analyze the amounts of giving to religious and secular causes by state and large metropolitan areas—in a sense adjusting the amounts of giving that were unrepresentative by state to be representative. In addition, the augmented CPS file supports analysis by subgroups of

the population as defined by income, education, marital status, ethnicity, employment status, central city/suburb/exurb location, and other household characteristics contained on the CPS.

There were, however, drawbacks to this approach:

1. The annual March CPS contains no data on wealth, religious affiliation, frequency of attending religious services, volunteering, and other characteristics that we know are related to giving behavior. Therefore, in this report we undertake an analysis of these factors at the national level and for New England based on data from the PSID—New England is already pushing the envelope of the geographic area that will produce reliable results and we cannot use this data to develop state and metropolitan level results.
2. The projection process was designed to project levels of giving to the CPS from the PSID. In the process we lost the ability to estimate participation rates. With about an equal amount of resources and time that we devoted to this year of the project, we could project participation rates as well as amounts of giving. Although we are not able to analyze participation by state and metropolitan area, we used the PSID data to analyze participation rates at the national level and for New England.

In this report, therefore, we conduct analysis of the PSID data at the national and New England level. We can identify relationships between giving behavior and a wide range of socio-demographic, economic, and location characteristics, including religious affiliation, frequency of attendance at religious services, regional location, and wealth. We use a reduced set of these relationships to project giving patterns from the PSID onto the CPS. We then use the augmented CPS to analyze giving by states and metropolitan areas as well as giving by subgroups of households within states and metropolitan areas. Finally, we aggregate the augmented CPS file again to state level and analyze the state differences in terms of macro level characteristics that relate to religious giving and to secular giving, separately.

2.

Detailed Findings on Patterns of Giving

In this section we examine the patterns of charitable giving based on PSID data. Because the PSID is not representative by region, in subsequent sections we adjust these patterns in order to project the patterns to states and metropolitan areas. Even though the estimates provided in this section will subsequently be adjusted, the adjustments are not sufficiently large to offset the PSID pattern although the adjusted estimates in some instances are substantial. In particular we will find that religious giving drops, nationally, to about half of total giving and that the Pacific coast as well as the Middle Atlantic states emerge as regions in which secular giving, after adjustment, exceeds religious giving. We believe that the adjusted estimates presented in Section 6 are more accurate than the baseline estimates presented in this section.

This section describes the baseline, unadjusted, giving patterns in 2002 for each of the nine census divisions and for the nation based on the full panel of PSID data for 2003. As in our prior report the dollar figures are in 2002 dollars. Although the patterns are based on the PSID data for 2003 they may differ from other estimates based on the same data because of our methodology concerning missing information, as described in the data section above.

Patterns of Giving by Geographical Designation

National Patterns of Giving

The PSID contains 7,790 families in its national sample, which the PSID projects to represent 120 million families nationally. Based on these data, we estimate that 70 percent of the 120 million (PSID) families contributed at least \$25 to charitable causes in 2002—47 percent contributed to churches, synagogues, temples, mosques, or other places of worship and 58 percent contributed to secular causes including religious schools and hospitals. Participation rates can be described in more detailed categories, for example, 30 percent not contributing at least \$25, 12 percent

contributing only to religion, 23 percent contributing only to secular causes, and 35 percent contributing to both religion and secular causes.

The 12 percent who gave only to religion gave an average of \$1,521 per household or 4.7 percent of their gross (before taxes) family income. The 23 percent who gave only to secular causes donated \$850 per household or 1.8 percent of their gross income. The 35 percent contributing to both religion and secular causes gave an average of \$2,679 (or 4.4 percent of their gross income), divided between religion (\$1,780) and secular (\$899) causes.

Averaged over all families, whether or not they contributed to charity, the average contribution was \$1,310 (2.5 percent of gross income), distributed between religion (\$801 or 61 percent of the total) and secular causes (\$509 or 39 percent of the total). In aggregate and using the number of families from the PSID, *individual* charitable giving amounted to \$161 billion—\$99 billion to religion and \$62 billion to secular causes. We can compare these estimates with those reported in *Giving USA (GUSA)*. *GUSA* reports that individual giving was \$173 billion in 2002, which is \$12 billion more than the total, based on the PSID data. *GUSA* also reports that in 2002 \$83 billion was received from all sources (individuals, corporations, foundations, and bequests) by religion and \$149 billion was received from all sources by secular organizations. The PSID estimates for individual religious giving are thus \$16 billion higher than the *GUSA* reports for religious charitable receipts from all sources, and the PSID estimates for individual secular giving are \$87 billion lower than *GUSA* reports for secular receipts from all sources.

The PSID definition of a family is very close to the CPS definition of a household. If we use the CPS estimates of households and the PSID average contribution estimates we obtain aggregate estimates of \$145 billion of total giving—\$89 billion to religion and \$56 billion to secular causes. Whether we use the PSID or CPS number of families/households, the PSID estimates appear somewhat low and skewed slightly toward religious giving and away from secular giving.

New England Patterns of Giving

The 2003 PSID panel contains a sample of 248 families in New England. Based on this data we estimate that 85 percent of New England families gave at least \$25 to charitable causes in 2002. There were 15 percent that did not give at least \$25, 7 percent gave only to religion, 34 percent gave only to secular causes, and 44 percent gave both to religious and secular causes.

The 7 percent that gave only to religion gave an average of \$421 to religion (1.2 percent of gross income); the 34 percent that gave only to secular causes gave an average of \$852 (1.1 percent of gross income); the 44 percent that gave both to religious and secular causes gave an average of \$2,513 (2.8 percent of income)—\$990 to religion and \$1,523 to secular causes.

Averaged over all families whether they donated to charity or not, the average contribution in New England was \$1,421 (1.7 percent of income)—\$462 (or 33 percent of the total) to religion and \$959 (or 67 percent of the total) to secular causes.

Patterns of Giving for Census Divisions

Giving patterns vary by state and region. In this report we group states into regions defined by Census divisions. **Table 1** presents giving patterns based on PSID data by Census division. The PSID sample is not designed to be representative of the populations in regional divisions. We examine findings from the PSID, however, as a first approximation of the relationships among variables. A more accurate measure of census division amounts of giving requires additional analysis, which we present in subsequent sections.

For each Census division, the table presents the number of families and their participation in charitable giving and the amount of their giving averaged over

“New Englanders have the highest rate of participation in philanthropy as compared with the residents of the other Census divisions.”

TABLE 1

Giving Patterns by Census Division (2002 Dollars)

Division of Country	Number of Families (Thousands)	Average Income	Average Net Worth	Overall Giving Participation Rate	Avg Total Giving	Avg % of Income Given	Avg % of Net Worth Given
New England	4,787	\$77,131	\$399,965	84.57%	\$1,422	1.72%	1.11%
Middle Atlantic	15,418	\$70,064	\$280,726	72.68%	\$1,009	1.81%	1.30%
East North Central	16,146	\$55,218	\$206,397	63.80%	\$1,034	2.25%	1.23%
West North Central	8,955	\$57,547	\$249,545	70.04%	\$1,573	3.00%	2.09%
South Atlantic	22,030	\$60,512	\$266,477	72.25%	\$1,440	2.55%	1.67%
East South Central	7,442	\$50,165	\$188,096	68.00%	\$1,290	3.16%	1.58%
West South Central	10,084	\$51,148	\$172,372	65.82%	\$1,444	2.68%	2.41%
Mountain	6,814	\$64,254	\$293,457	72.98%	\$1,469	3.92%	1.74%
Pacific	17,585	\$66,089	\$364,677	67.25%	\$1,544	2.33%	2.39%
Nation	109,259	\$61,125	\$267,533	69.76%	\$1,341	2.51%	1.75%

all households in the division. The charitable giving is divided into giving to religion and giving to secular causes—all based on the 2003 PSID data.

There are four items of note in Table 1:

1. New Englanders have the highest rate of participation in philanthropy as compared with the residents of each of the other Census divisions. We have seen above that most of this fraction is attributed to families that gave both to religious and to secular causes.

However, a larger fraction of New Englanders gave only to secular causes than gave only to religious causes. In this sense, secular giving contributes more to the high overall participation rates in New England than does religious giving.

2. On average, New Englanders gave far more to secular causes as compared with the residents of the other Census divisions. Moreover, the ratio of secular to religious giving was more than 2:1 in New England. The residents of all other Census divisions gave more to religion, based on PSID data, than to secular causes. The PSID therefore indicates the high commitment of New Englanders to secular causes

3. On average, New Englanders gave far less to religion as compared with the residents of other Census divisions, even though a larger than average fraction of them made a religious donation.

4. In terms of the average percentage of income contributed to all charitable causes, New Englanders have the lowest rate, as a group, in comparison to the residents of all other Census divisions.

On New England's Unique Giving Patterns

Based on the PSID data the giving pattern in New England is very different from the national pattern and that of other Census divisions with respect to both participation rates and average amounts contributed. Prior research (Brown and Rooney, also "A Closer Look at New England Giving" (November 2005)) reported this general pattern one year ago. The general pattern of higher secular giving as compared with religious giving among New Englanders was also evident in both the 2001 Panel Study of Income Dynamics and the 2000 Giving and Volunteering in the United States data. This pattern is not just confined to giving in 2002 but was observed in 1999 and 2000, as well.

Religious Giving Participation Rate	Avg Amt Given to Religion	% of Income Given to Religion	% of Net Worth Given to Religion	Secular Giving Participation Rate	Avg Amt of Secular Giving	% of Income to Secular Giving	% of Net Worth to Secular Giving	Division of Country
51.15%	\$489	0.73%	0.25%	78.60%	\$1,012	1.00%	0.86%	New England
49.70%	\$525	1.05%	0.72%	64.69%	\$481	0.75%	0.57%	Middle Atlantic
42.64%	\$688	1.59%	0.88%	53.53%	\$352	0.67%	0.35%	East North Central
54.88%	\$1,097	2.30%	1.73%	54.98%	\$475	0.69%	0.36%	West North Central
50.53%	\$872	1.65%	1.14%	58.99%	\$573	0.90%	0.52%	South Atlantic
49.59%	\$962	2.44%	1.05%	53.44%	\$335	0.73%	0.53%	East South Central
51.74%	\$1,036	1.99%	1.82%	51.54%	\$405	0.69%	0.59%	West South Central
43.02%	\$908	2.24%	1.31%	63.02%	\$559	1.67%	0.43%	Mountain
37.51%	\$855	1.29%	1.70%	55.59%	\$693	1.07%	0.70%	Pacific
47.10%	\$818	1.63%	1.21%	58.14%	\$525	0.88%	0.54%	Nation

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics.

Much of the remainder of this report will examine five questions in connection with the general pattern of giving in New England relative to the remainder of the country:

1. How much of the differences in regional giving is due to regional differences in micro level characteristics and participatory behavior?
2. What is the regional pattern of giving after adjusting for the fact that the PSID is not representative by region?
3. What is the regional pattern of giving, after adjusting as in question 2, for states and large metropolitan areas?
4. How does giving break down by major socio-demographic factors within New England, with Massachusetts, and within the Boston metropolitan area?
5. What are the macro level characteristics that account for the variability among states?

As groundwork for addressing these questions we present an analysis of patterns of giving in relation to income and net worth. We have found in previous studies (i.e., New Physics) that financial resources in the form of income and net worth are the major correlates of giving behavior.

Effects of Financial Resources and Giving Patterns

Both participation rates and the amount contributed to charitable causes are highly related to financial resources (family income and family net worth). There is a common sense reason why this is so: one cannot give to charity if one does not have the financial resources to maintain at least a basic standard of living and to care for the needs of one's immediate family.

Table 2 documents the national trends in giving in relation to financial resources, based on PSID data. It indicates that both participation rates and amounts

TABLE 2

Nationwide Religious and Secular Giving by Financial Resources (Income and Net Worth) (2002 Dollars)

	Number of Families (Thousands)	Overall Giving Participation Rate	Avg Contribution per Family	Avg % of Income Given	Religious Giving Participation Rate	Avg Amount Given to Religion	Secular Giving Participation Rate	Avg Amt of Secular Giving
By Household Income								
Less than \$10,000	7,830	34.32%	\$314	5.55%	24.53%	\$191	24.36%	\$123
\$10,000 - \$24,999	22,497	50.52%	\$471	2.63%	32.59%	\$338	36.68%	\$134
\$25,000 - \$49,999	33,742	65.64%	\$868	2.34%	44.86%	\$566	52.11%	\$302
\$50,000 - \$99,999	33,714	81.19%	\$1,509	2.15%	54.73%	\$998	70.14%	\$511
\$100,000 - \$149,999	11,694	93.07%	\$2,336	1.97%	62.44%	\$1,412	85.35%	\$924
\$150,000 - \$199,999	3,900	92.33%	\$2,943	1.75%	56.80%	\$1,460	86.06%	\$1,483
\$200,000 or More	3,005	94.92%	\$6,944	2.35%	64.75%	\$3,130	90.89%	\$3,814
Nation	116,381	69.52%	\$1,314	2.48%	46.66%	\$803	57.96%	\$511
By Household Net Worth								
Less than \$20,000	38,179	46.10%	\$411	1.23%	27.01%	\$278	34.78%	\$133
\$20,000 - \$49,999	13,908	63.28%	\$719	1.64%	40.37%	\$495	50.81%	\$223
\$50,000 - \$99,999	14,318	71.79%	\$1,056	2.75%	48.44%	\$754	58.22%	\$302
\$100,000 - \$199,999	15,968	82.28%	\$1,331	2.60%	56.68%	\$876	69.50%	\$455
\$200,000 - \$499,999	20,308	90.07%	\$2,000	3.78%	64.42%	\$1,281	77.23%	\$720
\$500,000 - \$999,999	8,140	92.90%	\$2,741	4.62%	69.15%	\$1,469	85.43%	\$1,272
\$1,000,000 or More	5,561	94.17%	\$5,010	4.27%	66.15%	\$2,368	90.69%	\$2,641
Nation	116,381	69.52%	\$1,314	2.48%	46.66%	\$803	57.96%	\$511

Note: Panel Study of Income Dynamics totals may differ between tables due to different proportions of missing data.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics.

donated increase as both income and as net worth increase. As family income increases from below \$10,000 to \$200,000 or more, participation increases from 34 percent to 95 percent and the amount contributed, averaged over all families, increases from \$314 to \$6,944. The 2.6 percent of families earning \$200,000 or more in 2002 gave 13.6 percent of national giving. The national trends are similar to the total giving trend for both religious and for secular giving. Participation rates rise as income increases, with participation rates rising more rapidly and to higher levels for secular as compared with religious giving. Moreover, the total amount given to secular causes also rises more rapidly than religious giving as income rises.

As net worth increases from less than \$20,000 to \$1,000,000 or more, participation rates increase from 46 percent to 94 percent and the amount contributed averaged over all families increases from \$411 to \$5,010 per family. The 4.8 percent of families with net worth of \$1,000,000 or more contributed 18.2 percent of national total giving. Once again the trends for religious and

secular giving relative to net worth are similar to the corresponding trends relative to income.

Table 3 documents the *New England* trends in giving in relation to financial resources, again based on PSID data for the New England Census division. In a general sense it portrays the same trends as the national tables. As income and net worth increase, participation rates and the average amounts contributed to both religious and secular causes also increase. The participation rates tend to be higher at both the lower and upper range of both income and net worth.

The amounts contributed to religion are lower in New England than in the nation but especially so among high income and high net worth families. The reverse is true for secular giving.

The amounts contributed to secular causes tend to be higher in New England than in the nation but especially among high income and high net worth families. At the high end of family income the 5.8 percent of families with incomes of \$200,000 or more gave

TABLE 3

Religious and Secular Giving by Financial Resources (Income and Net Worth) in New England (2002 Dollars)

	Number of Families (Thousands)	Overall Giving Participation Rate	Avg Contribution per Family	Avg % of Income Given	Religious Giving Participation Rate	Avg Amount Given to Religion	Secular Giving Participation Rate	Avg Amt of Secular Giving
By Household Income								
Less than \$10,000	221	72.81%	\$137	1.74%	47.81%	\$50	72.81%	\$86
\$10,000 - \$24,999	566	68.40%	\$447	2.65%	58.47%	\$243	48.75%	\$203
\$25,000 - \$49,999	1,083	73.95%	\$535	1.49%	54.61%	\$299	57.97%	\$236
\$50,000 - \$99,999	1,576	89.96%	\$962	1.34%	43.78%	\$373	87.59%	\$588
\$100,000 - \$149,999	876	92.34%	\$1,542	1.23%	53.93%	\$551	92.34%	\$991
\$150,000 - \$199,999	185	100.00%	\$2,322	1.38%	58.94%	\$743	100.00%	\$1,579
\$200,000 or More	288	100.00%	\$9,760	4.21%	61.53%	\$2,064	100.00%	\$7,695
New England	4,794	84.44%	\$1,454	1.70%	51.65%	\$475	77.73%	\$979
By Household Net Worth								
Less than \$20,000	1,014	64.22%	\$301	0.82%	27.94%	\$68	52.93%	\$233
\$20,000 - \$49,999	273	82.10%	\$646	2.33%	62.07%	\$331	70.67%	\$315
\$50,000 - \$99,999	193	82.12%	\$591	0.99%	22.38%	\$10	64.71%	\$580
\$100,000 - \$199,999	883	84.84%	\$833	1.29%	52.28%	\$363	76.91%	\$469
\$200,000 - \$499,999	1,279	91.43%	\$1,176	1.58%	56.37%	\$507	88.37%	\$670
\$500,000 - \$999,999	719	94.32%	\$2,860	2.55%	74.89%	\$838	89.69%	\$2,022
\$1,000,000 or More	433	96.40%	\$4,802	3.41%	59.82%	\$1,255	96.40%	\$3,547
New England	4,794	84.44%	\$1,454	1.70%	51.65%	\$475	77.73%	\$979

Note: Panel Study of Income Dynamics totals may differ between tables due to different proportions of missing data.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics.

40.1 percent of total charitable giving in New England, according to PSID data. At the high end of family net worth the 8.8 percent of New England families with net worth of \$1,000,000 or more contribute 30.0 percent of total charitable giving in New England. Thus the upper income and upper net worth households in New England constitute a higher proportion than corresponding households nationally and give higher proportions of the total giving in New England than the corresponding households give nationally.

As important as this descriptive information is, the tables indicate a strong relationship between the amount contributed to both religious and secular causes. *Nationally* there is a Pearson correlation of .372 between income and total giving, .248 between income and giving to religion, and .355 between income and giving to secular causes. There is also a Pearson correlation of .297 between net worth and total giving, .174 between net worth and giving to religion and .316 between net worth and giving to secular causes. Financial resources are positively (and strongly) related to amounts contributed but more strongly related to secular than to religious giving.

In *New England*, there is a Pearson correlation of .420 between income and total giving, .298 between income and giving to religion, and .404 between income and giving to secular causes. In addition, there is a Pearson correlation of .494 between net worth and total giving, .176 between net worth and giving to religion, and .540 between net worth and giving to secular causes. Financial resources are even more highly correlated with giving within New England than nationally. Moreover, net worth is stronger relative to income in its correlation with total and secular giving in New England.

The relationships between charitable giving and both income and net worth for New England and the nation demonstrate that financial resources have a strong positive relationship with giving behavior. In a subsequent section, we develop a model of giving behavior that analyzes the flow of financial resources from family income and family net worth to religious and secular charitable causes separately.

Religious Giving and Selected Determinants of Religious Giving

Since the PSID data indicates that religious giving comprises more than 61 percent of all giving and since it varies considerably by region of country (Table 1), this section will present some data concerning two aspects of religious giving nationally and for New England. Although far from a complete story, the data indicate that there is a great deal of complexity between religious giving and secular giving, on one hand, and between potential determinants of religious giving on the other.

Table 4 presents the relationship between religious giving and three potential determinants of religious giving. The left columns present the data for the nation and the right columns for New England. The three potential determinants of religious giving are religious affiliation, frequency of attendance at religious services, and household religious volunteering. Religious affiliation is the affiliation of the head of household. The Protestant denominations were categorized, based on our judgment, into denominations that placed heavy emphasis on tithing (at least in some parts of the country) and those that placed less emphasis on tithing. We categorized the following Protestant denominations as emphasizing tithing behavior: Baptist, Pentecostal, Church of Christ, Jehovah's Witness, Assembly of God, Evangelical, Church of God, Seventh Day Adventist, Church of Latter Day Saints, and Reformed Christian. (The Church of Latter Day Saints, of course, encourages and is well known to receive tithes. Because the data provide only two cases of Latter Day Saints members in New England, we are not able to include them in the New England analysis.) Frequency of attendance was categorized in terms of the number of times per year that the head attended services. Religious volunteering measured whether or not the head and/or spouse (if any) volunteered at church, synagogue, temple, or mosque during 2002.

All three potential determinants of religious giving are strongly related to the participation rate and amounts of religious giving both in New England and in the nation.

TABLE 4

Religious Giving for New England and the Nation by Religious Affiliation, Frequency of Attendance at Religious Services, and Household Religious Volunteering (2002 Dollars)

	Nationwide					New England				
	Number of Families (Thousands)	Percent of Families	% Families Giving to Religion	Avg Amt Given to Religion	% of Income Given to Religion	Number of Families (Thousands)	Percent of Families	% Families Giving to Religion	Avg Amt Given to Religion	Income Given to Religion
Religious Affiliation of Head										
Agnostic, Atheist, Unaffiliated	13,176	11.60%	15.94%	\$222	0.58%	454	9.48%	21.75%	\$58	0.17%
Catholic or Eastern Orthodox	28,452	25.04%	50.97%	\$474	0.84%	2,523	52.62%	59.57%	\$439	0.75%
Jewish	4,028	3.54%	49.49%	\$717	0.44%	276	5.76%	51.46%	\$777	0.99%
Tithing Protestant	37,329	32.85%	50.21%	\$1,216	2.60%	741	15.45%	55.86%	\$568	0.78%
Other Protestant	28,093	24.73%	50.38%	\$795	1.70%	780	16.27%	39.57%	\$650	0.73%
Other Non-Christian	1,409	1.24%	46.39%	\$388	0.96%	20	0.42%	50.68%	\$5	0.01%
Latter Day Saints	1,134	1.00%	75.77%	\$3,753	5.73%	*	*	*	*	*
ALL	113,620	100.00%	46.65%	\$808	1.64%	4,794	100.00%	51.65%	\$475	0.71%
Frequency of Attendance at Religious Services										
Never	36,479	32.11%	12.48%	\$84	0.21%	1,745	36.39%	19.91%	\$94	0.13%
1-13 times per year	28,363	24.96%	37.92%	\$261	0.43%	1,208	25.20%	42.79%	\$361	0.45%
14-26 times per year	9,346	8.23%	61.87%	\$558	0.95%	302	6.30%	84.16%	\$1,203	0.90%
27-52 times per year	29,536	26.00%	80.71%	\$1,685	3.38%	1,375	28.67%	86.80%	\$909	1.54%
53-104 times per year	4,770	4.20%	84.33%	\$2,962	6.08%	54	1.12%	100.00%	\$96	0.92%
105 or more times per year	5,127	4.51%	79.06%	\$2,393	5.54%	110	2.30%	100.00%	\$518	1.81%
ALL	113,620	100.00%	46.65%	\$808	1.64%	4,794	100.00%	51.65%	\$475	0.71%
Household Religious Volunteering										
No Religious Volunteering	94,352	83.04%	37.53%	\$407	0.96%	3,949	82.36%	43.97%	\$301	0.49%
Volunteers for Religion	19,268	16.96%	91.33%	\$2,775	4.91%	846	17.64%	87.50%	\$1,283	1.73%
ALL	113,620	100.00%	46.65%	\$808	1.64%	4,794	100.00%	51.65%	\$475	0.71%

Note: * Indicates too few in sample.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics.

Religious Affiliation

The heads of about 12 percent of families *nationally* are agnostic, atheist, or unaffiliated. Nevertheless about 16 percent of them report that their family gives to religion (mostly because the spouse of the head is affiliated); on average they give approximately \$222 per household. The religions with the highest number of adherents are Protestant denominations that emphasize tithing (33 percent), Catholics and Eastern Orthodox (25 percent), and Other Protestant denominations (25 percent). There is little variation in the rates of participation among Catholic, Jewish, and Protestant denominations. About half the heads with each of these affiliations report that their families give to reli-

gion and half do not. In terms of amounts given, other than the unaffiliated and non-Christians non-Jews, Catholics give the least on average (and a rather small proportion of their incomes). Heads affiliated with Protestant denominations that emphasize tithing give the largest average amounts (and the highest proportion of their incomes). Jews donate more than Catholics but less than Protestants (and the lowest proportion of their incomes). Heads, who are affiliated with Latter Day Saints, with their strong charitable traditions, give the highest average amounts and the highest proportions of their incomes to religion.

According to the PSID data for *New England*, Catholics dominate religious affiliations in New England (53 percent). Protestants account for another 32 percent—15 percent in Protestant denominations that emphasize tithing and 16 percent in other Protestant denominations. The proportion of agnostics, atheists, and unaffiliated is smaller (9 percent) in New England than in the nation. In contrast with Protestants and Jews the Catholics report higher rates of participation in religious giving but lower average amounts contributed to religion. The amount Protestants and Jew report giving to religion, however, are only slightly lower than the average that Catholics give nationally. The major differences between the national pattern and the New England pattern is among Protestant denominations that emphasize tithing. In New England they give less than half their national average.

These patterns suggest that with respect to religious affiliation, New Englanders give less to religion, on average, than residents of other Census divisions (Table 1) for two reasons: first, the proportion of Catholics in New England is more than double the proportion in the country; second, in the nation and in New England, Catholics give less to religion, on average, than Protestants or Jews; and third, New England Protestants affiliated with denominations that emphasize tithing give less than half the comparable national average.

Frequency of Attendance at Religious Services

Attendance at religious services is one measure that reflects both social participation and degree of religious commitment. On the *national level*, Table 4 indicates that about 32 percent of heads of households did not attend religious services in 2002. At the other extreme about 9 percent report attending religious services more than once a week, on average. The participation rates in religious giving, the amount contributed to religion, and the percentage of income contributed to religion all tend to increase as the frequency of attendance at services increases, although there is a slight drop at the highest end of the frequency range.

In *New England* about 36 percent of heads of household report never attending religious services. At the other extreme, only 3 percent report attending services more than once a week, on average. Giving participation rates

“As frequency of attendance increases beyond about twice a month, the average amounts given to religion continues to increase but the amount given to secular causes starts to decline.”

are both higher than their national counterparts and highly related to frequency of attendance at religious services. However, the amount contributed to religion and the fraction of income contributed is considerably lower, on average, than the national pattern for families attending services more than twice a month—and it is lower for New England Catholics as compared with

Catholics nationally as well as for New England non-Catholics as compared with non-Catholics nationally. In other words it is not due just to the high proportion of Catholics in New England.

These patterns suggest that New Englanders attend religious services only slightly less frequently than families attend nationally. Moreover, participation in religious giving is higher among New Englanders as compared with the national pattern. The relationship between frequency of attendance and average amounts given to religion is weaker than it is nationally because families that attend very frequently in New England give substantially lower amounts to religion as compared with their national counterparts. In New England, moderate and even high frequency of attendance does not translate into large average donations as they do nationally. And this pattern holds for both Catholic and non-Catholic affiliations.

Religious Volunteering

Volunteering to serve at church, synagogue, temple, or mosque is the second measure of social participation and religious commitment included in this analysis. We believe that it represents a stronger commitment than attendance at services. Nationally the head or spouse of 17 percent of families volunteers to serve their house of worship in some capacity. Approximately 91 percent of volunteering families contributed

to religion as compared with about 38 percent of affiliated families that did not volunteer. Moreover, the average amount contributed by volunteering families was more than six times the average amount contributed by non-volunteering families—more than five times in terms of fraction of income contributed.

In New England 18 percent of families volunteer to serve their religion. About 88 percent of the volunteers contribute to religion but the amount of their average contribution is less than half that of that of their national counterparts. Non-volunteering New England families participate in religious giving at higher rates than their national counterparts and give somewhat lower amounts compared with their non-volunteering national counterparts.

These patterns indicate that New Englanders are not different from their national counterparts with respect to participation in religious volunteering. The commitment to religion indicated by volunteering does translate into higher amounts as compared to non-volunteering families in New England but not nearly as high as the national pattern.

In Appendix A we will explore how these three factors operate simultaneously with financial resources and a

variety of other demographic factors to affect both religious and secular giving.

Before proceeding to the description of our multivariate model to explain levels of giving we present one more general finding regarding frequency of attendance at services and its effect on both religious and secular giving.

Religious and Secular Giving and Frequency of Attendance at Services

Table 5 presents the pattern of religious and secular giving by frequency of attendance at religious services. The upper panel indicates the giving pattern for New England and the lower panel indicates the giving pattern for nation.

At the national level we find that as frequency of attendance at religious services increases up through 14-26 times per year the average amount given to religious and to secular causes both increase with frequency of church attendance. As frequency of attendance increases beyond about twice a month, the average amounts given to religion continues to increase but the amount given to secular causes starts to decline.

TABLE 5

Religious and Secular Giving for New England and the Nation by Frequency of Attendance at Religious Services (2002 Dollars)

	Frequency of Attendance at Religious Services	Number of Families (Thousands)	Religious Giving Participation Rate	Avg Amount Given to Religion	Secular Giving Participation Rate	Avg Amount of Secular Giving
New England	Never	1,745	19.91%	\$94	68.18%	\$626
	1-13 times per year	1,208	42.79%	\$361	87.81%	\$1,484
	14-26 times per year	302	84.16%	\$1,203	84.76%	\$3,194
	27-52 times per year	1,375	86.80%	\$909	85.33%	\$609
	53-104 times per year	54	100.00%	\$96	86.95%	\$162
	105+ times per year	110	100.00%	\$518	0.00%	\$0
	New England	4,794	51.65%	\$475	77.73%	\$979
Nationwide	Never	36,479	12.48%	\$84	49.96%	\$449
	1-13 times per year	28,363	37.92%	\$261	59.90%	\$573
	14-26 times per year	9,346	61.87%	\$558	58.39%	\$623
	27-52 times per year	29,536	80.71%	\$1,685	65.25%	\$539
	53-104 times per year	4,770	84.33%	\$2,962	61.95%	\$432
	105+ times per year	5,127	79.06%	\$2,393	56.58%	\$378
	Nation	113,620	46.65%	\$808	57.91%	\$514

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics.

It appears that as families become highly committed to their religion their giving becomes more concentrated in their church, synagogue, temple, or mosque and less concentrated in secular causes.

In *New England* the pattern is quite different at high frequencies of attendance at religious services. At levels through 14-26 times per year the average amounts given to religion and to secular causes both rise with frequency of church attendance. But at frequencies greater than about twice a month, the average amounts given both to religion and to secular causes both decline. Families that become highly committed to their religion or at least to attendance at services in New England actually give less to religion as well as less to secular causes. While not shown in Table 5, New Englanders who attend services more than weekly tend to be substantially older, on average, (in their sixties and seventies) than their national counterparts (in their fifties). In addition they tend more frequently to be retired and have lower incomes, on average, (under \$30,000) as compared with their national counterparts (above \$55,000).

Patterns of Religious and Secular Household Giving By State and Metropolitan Area

This section presents giving estimates that are projected from regional relationships in the behavioral model presented and discussed in Appendix A. We found that the general model could explain much of the difference in giving patterns between New Englanders and residents of other Census divisions. We now project the amounts of religious and secular giving by families in a Census division to corresponding households in the Current Population Survey based on a reduced version of our general model. We use the relationships among the variables at the Census division level to project religious and secular patterns of giving to households for the states within the division.

The following summarizes the methodological steps used to produce this projection:

1. The independent variables used for the projection were reduced to those variables common to both the PSID and the CPS data. In particular, all the

variables related to religion and religious behavior were eliminated, as were the variables for secular giving and school expenditures.

2. Most important, net worth was eliminated from the equations since the CPS does not measure net worth, but it was proxied by unearned income.
3. Because wealth was eliminated, an intercept was included in the equations, which together with unearned income, was a partial adjustment for the effects of net worth.
4. The projection equations were based on income and unearned income plus the mediating terms for income but no mediating terms for unearned income.
5. The mediating variable for length of residency was dropped and replaced with a recent mover variable (moved within past year) because the CPS only identified households that moved within the past year.
6. Within each division the elimination of the wealth variable affected lower-income, middle-income and high-income households differently in the PSID data. The equations were thus estimated within each division for households with before tax incomes (including capital gains) of under \$30,000, \$30,000 to \$99,999, and \$100,000 or more.
7. Because wealthy households are concentrated within metropolitan areas in some states but outside metropolitan areas in other states, a metropolitan area mediating term for unearned income was again introduced in the projection equations.
8. Because Utah contained a high proportion of Latter Day Saints who donate unusually high amounts we included a dummy variable for Utah.
9. The parameters were estimated for each PSID division and applied to households in each of the states in each division to yield an average level of giving for households with the given characteristics.
10. The PSID sample in the Middle Atlantic Division had lower overall giving totals than those indicated by our reliable independent calculations. Because of the overlap of Connecticut and Rhode Island with the New York Metropolitan Area (located in the Middle Atlantic Division), we compensated for

this statistical weakness by combining data from the New England Division with that from the Middle Atlantic Division in order to obtain more coefficients for the Middle Atlantic Division that were more in line with our previous measures of giving. We truncated negative values in religious and secular giving.

11. Based on our Wealth with Responsibility data we shifted some of the religious giving projected for high-income households from religion to secular causes using a sliding scale. In total this reduced average religious giving by about 2.5 percent and increased secular giving by roughly the same proportion on a national basis.
12. The resulting average charitable contributions were within 10 percent of the *Geography and Generosity* estimates in all large states, all New England states, and most other states. We proportioned our estimates to equal the *Geography and Generosity* estimates by state.

This process results in a CPS sample with giving patterns projected from the PSID data for the division. We believe that the estimates for average religious contributions and average secular contributions are good estimates for all the large states and large metropolitan areas. The remainder of this section and of the next presents findings based on these projections.

Giving by State

Table 6 lists the average amount of charitable giving (in 2002 dollars) by state and Census division. The columns of the table list the number of households, the second column lists the average before tax household income (including capital gains), the third column lists the average after tax household income adjusted for regional differences in the cost of living, subsequent columns list average household contributions and their percentage of after tax income adjusted for cost of living, average household contributions to religion and their percentage of after tax income adjusted for cost of living, and average household contributions to secular causes and their percentage of after tax income adjusted for cost of living. It should be noted that the average percentages of income were calculated for each household in the sample and then averaged so that each household contributes to the average equally.

The table indicates that among the 5.7 million households in New England religious giving averaged \$431 and secular giving averaged \$1,029 per household. On average New Englanders gave 2.8 percent of their incomes to charity, 1.1 percent to religion and 1.7 percent to secular causes. The average contribution per household as well as the average percentage of income contributed to charity is both below the national averages of \$1,557 per household and 4.0 percent of income, respectively.

Within New England, the 2.6 million households in Massachusetts gave an average of \$1,512 (2.8 percent of income) to charity, which was divided between \$454 (1.2 percent of income) to religion and \$1,057 (1.6 percent of

income) to secular causes. Within New England, Massachusetts was second to Connecticut in average household contributions, average household contributions to religion, and average contributions to secular causes, but Massachusetts was above the remaining New England states with respect to all three measures of average amounts contributed. With respect to percentages of income contributed, the pattern is the same (Massachusetts is second to Connecticut) except for the percentage of income contributed to secular causes, in which case Massachusetts drops to fourth behind Connecticut, Maine, and Vermont.

With respect to the other states and the District of Columbia, there are only eight states that contribute smaller percentages of their incomes to charity, only four states that contribute a smaller percentage of their incomes to religion, but 27 states below Massachusetts in the percentage of income contributed to secular causes. All these percentages have been adjusted for taxes and cost of living. The residents of Massachusetts give just about average amounts to charity and well above average amounts to secular causes. But because of their high incomes their total giving relative to their incomes places them near the bottom, and their secular giving relative to their incomes places them slightly above the middle of the distribution of all states. It

“The residents of Massachusetts give just about average amounts to charity and well above average amounts to secular causes.”

TABLE 6

Projected Religious and Secular Giving for All States by Census Division

Division	State	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Total Giving	Avg % of Income Given	Avg Amount Given to Religion	% of Income Given to Religion	Avg Amount of Secular Giving	% of Income to Secular Giving
New England	Connecticut	1,313,889	\$73,570	\$38,011	\$1,901	3.56%	\$599	1.60%	\$1,302	1.96%
	Maine	545,697	\$50,729	\$34,964	\$915	2.43%	\$195	0.66%	\$720	1.78%
	Massachusetts	2,633,262	\$68,428	\$40,760	\$1,512	2.75%	\$454	1.16%	\$1,057	1.60%
	New Hampshire	500,077	\$72,021	\$50,804	\$1,167	2.15%	\$359	0.74%	\$808	1.41%
	Rhode Island	431,489	\$59,174	\$36,069	\$1,141	2.20%	\$287	0.70%	\$854	1.50%
	Vermont	263,864	\$56,016	\$38,613	\$938	2.26%	\$214	0.61%	\$724	1.65%
	Total for Division	5,688,279	\$66,956	\$39,997	\$1,459	2.79%	\$431	1.11%	\$1,029	1.68%
Middle Atlantic	New Jersey	3,228,284	\$74,578	\$40,982	\$1,874	4.44%	\$656	2.49%	\$1,218	1.94%
	New York	7,489,625	\$61,697	\$35,700	\$1,961	4.89%	\$660	2.64%	\$1,301	2.25%
	Pennsylvania	4,869,729	\$60,893	\$47,852	\$1,342	3.08%	\$543	1.81%	\$799	1.27%
	Total for Division	15,587,638	\$64,114	\$40,590	\$1,750	4.23%	\$623	2.35%	\$1,127	1.88%
East North Central	Illinois	4,878,373	\$59,306	\$44,292	\$1,509	4.51%	\$874	3.09%	\$635	1.42%
	Indiana	2,401,238	\$55,664	\$48,882	\$1,257	3.42%	\$780	2.42%	\$477	1.00%
	Michigan	3,947,346	\$58,411	\$47,384	\$1,413	4.24%	\$846	2.89%	\$567	1.34%
	Ohio	4,487,409	\$57,457	\$47,425	\$1,252	3.71%	\$756	2.60%	\$496	1.11%
	Wisconsin	2,207,352	\$57,925	\$46,204	\$1,221	3.74%	\$799	2.76%	\$423	0.97%
	Total for Division	17,921,717	\$57,988	\$46,608	\$1,354	4.01%	\$816	2.79%	\$538	1.21%
West North Central	Iowa	1,198,873	\$52,509	\$45,953	\$1,178	2.36%	\$875	1.90%	\$303	0.47%
	Kansas	1,065,251	\$57,221	\$50,268	\$1,409	2.78%	\$974	2.18%	\$435	0.61%
	Minnesota	2,001,397	\$71,010	\$55,489	\$1,633	2.78%	\$1,057	2.06%	\$576	0.72%
	Missouri	2,224,492	\$58,302	\$52,549	\$1,333	2.71%	\$931	2.08%	\$402	0.63%
	Nebraska	686,967	\$55,431	\$48,145	\$1,394	2.83%	\$1,004	2.23%	\$390	0.60%
	North Dakota	269,364	\$47,753	\$42,322	\$889	2.09%	\$656	1.67%	\$233	0.42%
	South Dakota	298,935	\$49,035	\$40,284	\$969	2.21%	\$726	1.80%	\$243	0.41%
	Total for Division	7,745,279	\$59,561	\$50,754	\$1,373	2.66%	\$950	2.05%	\$423	0.61%
South Atlantic	Delaware	316,833	\$63,525	\$50,249	\$1,713	4.16%	\$919	2.44%	\$794	1.72%
	District of Columbia	284,186	\$66,719	\$36,051	\$2,203	7.05%	\$775	3.38%	\$1,428	3.66%
	Florida	6,796,435	\$56,146	\$45,124	\$1,459	4.22%	\$731	2.40%	\$728	1.82%
	Georgia	3,297,921	\$55,438	\$47,817	\$1,887	4.43%	\$979	2.53%	\$908	1.90%
	Maryland	2,086,661	\$76,097	\$43,126	\$2,365	6.11%	\$1,021	3.27%	\$1,344	2.84%
	North Carolina	3,304,988	\$52,455	\$44,256	\$1,664	4.63%	\$881	2.69%	\$782	1.94%
	South Carolina	1,559,545	\$50,861	\$44,235	\$1,676	4.85%	\$971	2.96%	\$705	1.89%
	Virginia	2,804,221	\$66,248	\$52,045	\$1,845	4.17%	\$888	2.33%	\$957	1.84%
	West Virginia	727,353	\$41,843	\$37,047	\$838	2.99%	\$506	1.87%	\$331	1.12%
	Total for Division	21,178,143	\$58,135	\$45,740	\$1,706	4.54%	\$856	2.58%	\$851	1.96%
East South Central	Alabama	1,813,766	\$51,200	\$46,671	\$1,518	3.98%	\$964	2.82%	\$555	1.16%
	Kentucky	1,640,437	\$51,666	\$46,400	\$1,216	3.12%	\$815	2.35%	\$401	0.77%
	Mississippi	1,081,897	\$44,004	\$41,095	\$1,303	3.71%	\$932	2.98%	\$371	0.74%
	Tennessee	2,318,692	\$53,437	\$50,496	\$1,428	3.30%	\$878	2.36%	\$550	0.94%
	Total for Division	6,854,793	\$50,932	\$47,020	\$1,381	3.50%	\$894	2.58%	\$487	0.93%
West South Central	Arkansas	1,109,747	\$46,877	\$45,555	\$1,333	3.03%	\$840	2.28%	\$493	0.75%
	Louisiana	1,718,426	\$47,569	\$38,370	\$1,212	3.29%	\$716	2.35%	\$496	0.94%
	Oklahoma	1,414,600	\$48,944	\$45,754	\$1,543	3.54%	\$990	2.55%	\$553	0.99%
	Texas	7,842,213	\$59,245	\$52,903	\$1,481	2.91%	\$738	1.84%	\$744	1.08%
	Total for Division	12,084,985	\$55,243	\$49,325	\$1,437	3.05%	\$774	2.03%	\$663	1.02%
Mountain	Arizona	2,080,809	\$56,396	\$46,412	\$1,405	3.53%	\$713	1.68%	\$693	1.85%
	Colorado	1,773,929	\$64,980	\$50,327	\$1,654	4.16%	\$805	1.90%	\$849	2.26%
	Idaho	488,908	\$51,745	\$45,091	\$1,557	4.54%	\$787	2.40%	\$770	2.14%
	Montana	384,799	\$45,195	\$38,103	\$1,165	4.63%	\$600	2.24%	\$565	2.40%
	Nevada	798,478	\$61,721	\$45,463	\$1,552	3.79%	\$772	1.86%	\$780	1.92%
	New Mexico	705,840	\$48,035	\$38,592	\$1,071	4.41%	\$549	2.15%	\$522	2.26%
	Utah	726,492	\$58,658	\$51,878	\$3,125	7.19%	\$2,322	5.17%	\$804	2.02%
	Wyoming	203,777	\$53,505	\$43,164	\$1,573	4.80%	\$720	2.55%	\$853	2.24%
	Total for Division	7,163,033	\$57,520	\$46,431	\$1,627	4.34%	\$888	2.26%	\$739	2.08%
Pacific	Alaska	226,285	\$65,877	\$41,951	\$1,364	3.27%	\$630	1.58%	\$735	1.70%
	California	12,664,692	\$66,907	\$35,418	\$1,736	5.35%	\$789	2.91%	\$947	2.45%
	Hawaii	421,470	\$64,363	\$31,127	\$1,450	5.17%	\$912	3.54%	\$538	1.63%
	Oregon	1,417,824	\$55,488	\$40,654	\$1,407	3.78%	\$647	1.88%	\$761	1.90%
	Washington	2,427,566	\$62,938	\$48,950	\$1,422	3.03%	\$603	1.47%	\$819	1.56%
	Total for Division	17,157,837	\$65,326	\$37,746	\$1,653	4.86%	\$752	2.62%	\$901	2.25%
United States		111,381,703	\$59,809	\$44,495	\$1,557	4.00%	\$781	2.39%	\$776	1.61%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

should be clear, however, that Massachusetts is near the bottom of all states with respect to total giving as a percent of total income because religious giving is very low in Massachusetts and in New England.

If we break the after tax income adjusted for cost of living down by low income (less than \$25,000), middle-income (\$25,000 to \$99,999), and upper income (\$100,000 or more), we find that the lower and middle groups are giving very small amounts relative to their counterparts in other parts of the county but the higher income group is near the top of the distribution. **Table 7** presents the same information as in Table 6 but for households with less than \$25,000. There are 2.4 million households in New England in this low income category. They gave an average of \$346 per household in 2002 with \$173 per household going on average to religion and an equal amount to secular causes. They gave an average of 2.6 percent of their income to charity. This group gave less in total and less to religion than any other Census division. They also gave less to secular causes, than most other Census divisions—excepting the West North Central, East South Central, and West South Central Divisions.

Within New England, the 1.1 million low-income households of Massachusetts gave \$348 (2.8 percent of their income) to charity, \$179 (1.5 percent of income) to religion and \$170 (1.2 percent of income) to secular causes. Massachusetts was second to Connecticut in total giving among low-income households of the New England states.

Table 8 presents similar data for households whose after tax incomes adjusted for cost of living were between \$25,000 and \$99,999. There were 3.0 million such households in New England that gave an average of \$1,323 (2.5 percent of their income) per household to charity—\$420 (0.8 percent of their income) to religion and \$903 (1.7 percent of their income) to secular causes. New Englanders in the middle-income group gave low amounts to religion but high amounts to secular causes compared with middle-income group households in other Census divisions. Only middle-income households in the Pacific division gave more, on average and as percentage of income, to secular causes.

Within New England the 1.4 million middle-income households of Massachusetts gave \$1,264 (2.3 percent of their income) to charity—\$450 (0.8 percent of their income) to religion and \$813 (1.5 percent of their

income) to secular causes. Massachusetts was third behind Connecticut and Maine in total giving among middle-income households of the New England states.

Table 9 presents giving data for households with high incomes of \$100,000 or more, after taxes and adjusted for the cost of living. There were 308 thousand such households in New England that gave an average of \$11,502 (6.8 percent of income) to charitable causes in 2002—\$2,559 (1.7 percent of income) to religion and \$8,943 (5.1 percent of their income) to secular causes. Among high-income households, New Englanders gave more in total than any division except for the Middle Atlantic division.

Within Massachusetts there were 146 thousand high-income households that gave an average of \$12,609 (7.4 percent of income) to charitable causes in 2002—\$2,557 (1.7 percent of income) to religion and \$10,052 (5.7 percent of income) to secular causes. Within New England the high-income households in Massachusetts were second only to those in Connecticut with respect to total giving, giving to religion, and giving to secular causes. With respect to secular giving only, high-income households in New York, Connecticut, and New Jersey give more, on average, to secular causes in terms of both amounts contributed per household and percentage of income contributed.

Discussion of the Proportion of Income Donated to Charity

Households in New England and Massachusetts give substantially to charitable causes but differ from households in the rest of the country in that they give much more to secular causes than they give to religion.

New Englanders have high average and median incomes, especially the households in Massachusetts and Connecticut. They are therefore thought to have higher capacity to give. However, total taxes paid to all venues of government are also generally high in New England and especially in Massachusetts and Connecticut. Moreover, the cost of living in almost all categories of consumption expenditures are higher than average in New England and especially so in Massachusetts and Connecticut. Although New Englanders have higher average and median incomes than households in any other Census division, the

TABLE 7

Projected Religious and Secular Giving for Low Income (Less than \$25,000) in All States by Census Division (2002 Dollars)

Division	State	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Total Giving	Avg % of Income Given	Avg Amount Given to Religion	% of Income Given to Religion	Avg Amount of Secular Giving	% of Income to Secular Giving
New England	Connecticut	592,290	\$24,484	\$12,650	\$445	3.52%	\$242	2.12%	\$203	1.40%
	Maine	264,023	\$18,580	\$12,806	\$257	1.62%	\$104	0.82%	\$153	0.80%
	Massachusetts	1,090,603	\$20,795	\$12,387	\$348	2.75%	\$179	1.52%	\$170	1.22%
	New Hampshire	156,268	\$19,384	\$13,674	\$276	1.87%	\$142	1.12%	\$134	0.75%
	Rhode Island	205,089	\$21,129	\$12,879	\$262	1.92%	\$89	0.68%	\$173	1.23%
	Vermont	107,704	\$18,712	\$12,898	\$251	1.62%	\$99	0.78%	\$152	0.84%
	Total for Division	2,415,977	\$21,301	\$12,645	\$346	2.63%	\$173	1.46%	\$173	1.17%
Middle Atlantic	New Jersey	1,353,400	\$22,998	\$12,638	\$623	5.90%	\$403	4.07%	\$220	1.84%
	New York	3,777,235	\$20,937	\$12,115	\$622	5.80%	\$379	3.79%	\$243	2.01%
	Pennsylvania	1,797,237	\$16,977	\$13,341	\$484	4.16%	\$343	3.07%	\$141	1.09%
	Total for Division	6,927,872	\$20,312	\$12,535	\$586	5.39%	\$374	3.66%	\$212	1.74%
East North Central	Illinois	1,840,078	\$17,598	\$13,143	\$962	7.37%	\$746	5.49%	\$216	1.88%
	Indiana	829,513	\$15,742	\$13,824	\$807	5.67%	\$626	4.15%	\$181	1.52%
	Michigan	1,471,435	\$15,763	\$12,787	\$905	7.27%	\$686	5.22%	\$219	2.05%
	Ohio	1,550,634	\$16,664	\$13,754	\$941	6.78%	\$745	5.09%	\$197	1.69%
	Wisconsin	721,053	\$18,120	\$14,454	\$997	7.11%	\$822	5.66%	\$175	1.45%
	Total for Division	6,412,714	\$16,770	\$13,445	\$928	6.95%	\$725	5.17%	\$203	1.78%
West North Central	Iowa	399,093	\$16,114	\$14,102	\$330	2.92%	\$299	2.57%	\$31	0.34%
	Kansas	350,211	\$15,684	\$13,778	\$397	3.52%	\$355	3.08%	\$42	0.44%
	Minnesota	554,597	\$18,165	\$14,194	\$420	3.57%	\$366	3.06%	\$55	0.50%
	Missouri	668,251	\$15,147	\$13,652	\$444	3.83%	\$389	3.27%	\$55	0.55%
	Nebraska	226,160	\$15,982	\$13,881	\$386	3.41%	\$349	2.99%	\$37	0.42%
	North Dakota	102,677	\$15,269	\$13,532	\$266	2.69%	\$239	2.34%	\$27	0.34%
	South Dakota	119,162	\$16,678	\$13,702	\$315	2.78%	\$287	2.47%	\$27	0.31%
	Total for Division	2,420,151	\$16,234	\$13,888	\$393	3.43%	\$349	2.97%	\$45	0.46%
South Atlantic	Delaware	90,673	\$17,847	\$14,117	\$637	5.43%	\$414	3.47%	\$223	1.96%
	District of Columbia	155,834	\$22,183	\$11,986	\$874	8.16%	\$439	4.45%	\$435	3.71%
	Florida	2,757,384	\$16,697	\$13,419	\$585	5.25%	\$384	3.29%	\$201	1.96%
	Georgia	1,058,160	\$16,278	\$14,040	\$541	5.09%	\$358	3.15%	\$183	1.95%
	Maryland	838,289	\$23,770	\$13,471	\$896	7.29%	\$502	4.26%	\$393	3.03%
	North Carolina	1,312,128	\$15,236	\$12,854	\$584	5.66%	\$379	3.50%	\$204	2.16%
	South Carolina	599,932	\$15,044	\$13,084	\$631	6.33%	\$427	4.02%	\$204	2.31%
	Virginia	885,440	\$17,738	\$13,935	\$586	5.12%	\$375	3.18%	\$211	1.94%
	West Virginia	348,753	\$15,108	\$13,377	\$390	3.78%	\$261	2.38%	\$128	1.40%
	Total for Division	8,046,595	\$17,182	\$13,424	\$613	5.57%	\$390	3.43%	\$222	2.14%
East South Central	Alabama	679,408	\$14,076	\$12,831	\$579	5.37%	\$393	3.91%	\$186	1.45%
	Kentucky	610,468	\$15,004	\$13,475	\$449	4.01%	\$343	3.16%	\$106	0.84%
	Mississippi	474,906	\$13,740	\$12,832	\$460	4.48%	\$373	3.78%	\$87	0.71%
	Tennessee	873,991	\$14,073	\$13,299	\$446	4.35%	\$314	3.26%	\$132	1.09%
	Total for Division	2,638,772	\$14,230	\$13,135	\$483	4.56%	\$351	3.50%	\$132	1.06%
West South Central	Arkansas	436,529	\$13,666	\$13,281	\$428	3.18%	\$340	2.48%	\$88	0.70%
	Louisiana	778,020	\$15,213	\$12,271	\$427	3.55%	\$333	2.72%	\$94	0.84%
	Oklahoma	471,436	\$13,856	\$12,953	\$494	3.79%	\$351	2.66%	\$143	1.13%
	Texas	2,762,260	\$15,439	\$13,786	\$474	3.58%	\$296	2.20%	\$178	1.38%
	Total for Division	4,448,245	\$15,058	\$13,383	\$463	3.56%	\$313	2.37%	\$151	1.19%
Mountain	Arizona	763,554	\$16,960	\$13,958	\$725	5.76%	\$338	2.21%	\$386	3.56%
	Colorado	572,466	\$18,012	\$13,950	\$832	7.37%	\$391	2.64%	\$441	4.72%
	Idaho	169,335	\$17,665	\$15,393	\$992	7.44%	\$595	3.55%	\$397	3.89%
	Montana	168,469	\$16,246	\$13,697	\$821	7.53%	\$478	3.29%	\$343	4.24%
	Nevada	290,142	\$20,148	\$14,841	\$724	5.74%	\$373	2.44%	\$352	3.30%
	New Mexico	303,349	\$15,800	\$12,693	\$742	7.34%	\$434	3.24%	\$308	4.10%
	Utah	188,352	\$15,495	\$13,704	\$1,197	10.59%	\$849	6.85%	\$348	3.75%
	Wyoming	76,310	\$17,772	\$14,337	\$1,090	8.54%	\$699	4.60%	\$391	3.94%
	Total for Division	2,531,976	\$17,339	\$13,977	\$821	6.98%	\$441	3.04%	\$380	3.95%
	Pacific	Alaska	80,017	\$22,390	\$14,258	\$488	3.45%	\$240	1.73%	\$248
California		6,174,879	\$23,916	\$12,660	\$717	6.27%	\$411	3.70%	\$306	2.57%
Hawaii		226,506	\$25,918	\$12,534	\$696	5.68%	\$456	4.00%	\$240	1.68%
Oregon		560,417	\$18,145	\$13,294	\$600	4.54%	\$336	2.43%	\$264	2.11%
Washington		882,121	\$18,144	\$14,111	\$477	3.39%	\$258	1.77%	\$219	1.62%
Total for Division		7,923,940	\$22,907	\$12,879	\$680	5.78%	\$389	3.39%	\$291	2.39%
United States		43,766,241	\$18,444	\$13,181	\$629	5.32%	\$415	3.45%	\$214	1.87%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

TABLE 8

Projected Religious and Secular Giving for Middle Income (\$25,000 to \$99,999) in All States by Census Division (2002 Dollars)

Division	State	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Total Giving	Avg % of Income Given	Avg Amount Given to Religion	% of Income Given to Religion	Avg Amount of Secular Giving	% of Income to Secular Giving
New England	Connecticut	656,818	\$94,180	\$48,660	\$1,609	2.85%	\$557	1.02%	\$1,052	1.83%
	Maine	263,995	\$68,836	\$47,444	\$1,409	3.28%	\$237	0.50%	\$1,172	2.78%
	Massachusetts	1,397,128	\$83,793	\$49,912	\$1,264	2.28%	\$450	0.82%	\$813	1.46%
	New Hampshire	294,870	\$74,777	\$52,747	\$1,081	2.21%	\$273	0.50%	\$809	1.71%
	Rhode Island	208,570	\$78,504	\$47,851	\$1,142	2.14%	\$353	0.67%	\$789	1.47%
	Vermont	142,671	\$69,418	\$47,851	\$1,184	2.74%	\$228	0.49%	\$956	2.25%
	Total for Division	2,964,052	\$82,801	\$49,453	\$1,323	2.50%	\$420	0.78%	\$903	1.72%
Middle Atlantic	New Jersey	1,693,565	\$90,156	\$49,543	\$1,537	2.99%	\$678	1.38%	\$859	1.62%
	New York	3,336,982	\$83,231	\$48,160	\$1,708	3.35%	\$719	1.49%	\$989	1.86%
	Pennsylvania	2,691,075	\$65,349	\$51,353	\$1,172	2.35%	\$562	1.14%	\$610	1.21%
	Total for Division	7,721,622	\$78,518	\$49,576	\$1,484	2.93%	\$655	1.34%	\$828	1.58%
East North Central	Illinois	2,679,821	\$67,434	\$50,362	\$1,456	2.84%	\$885	1.80%	\$571	1.04%
	Indiana	1,356,650	\$58,607	\$51,467	\$1,164	2.29%	\$823	1.66%	\$342	0.63%
	Michigan	2,127,223	\$64,090	\$51,990	\$1,370	2.59%	\$893	1.71%	\$478	0.88%
	Ohio	2,553,012	\$61,631	\$50,870	\$1,119	2.16%	\$722	1.43%	\$397	0.74%
	Wisconsin	1,314,462	\$63,137	\$50,361	\$1,110	2.18%	\$744	1.49%	\$366	0.69%
	Total for Division	10,031,168	\$63,491	\$50,986	\$1,267	2.45%	\$818	1.63%	\$449	0.83%
West North Central	Iowa	716,948	\$58,734	\$51,400	\$1,002	1.86%	\$764	1.41%	\$237	0.45%
	Kansas	620,382	\$60,085	\$52,784	\$1,224	2.26%	\$903	1.67%	\$321	0.59%
	Minnesota	1,231,642	\$69,403	\$54,233	\$1,272	2.30%	\$890	1.62%	\$382	0.69%
	Missouri	1,334,573	\$59,174	\$53,335	\$1,168	2.14%	\$841	1.54%	\$327	0.60%
	Nebraska	401,664	\$61,377	\$53,311	\$1,317	2.35%	\$986	1.78%	\$331	0.58%
	North Dakota	149,233	\$55,346	\$49,051	\$774	1.52%	\$574	1.13%	\$200	0.40%
	South Dakota	166,042	\$59,905	\$49,215	\$861	1.61%	\$653	1.21%	\$208	0.39%
	Total for Division	4,620,483	\$62,049	\$52,911	\$1,167	2.13%	\$848	1.55%	\$319	0.58%
South Atlantic	Delaware	198,616	\$64,947	\$51,374	\$1,862	3.83%	\$1,078	2.19%	\$784	1.64%
	District of Columbia	108,283	\$84,639	\$45,734	\$2,607	5.76%	\$1,028	2.29%	\$1,579	3.47%
	Florida	3,483,873	\$62,589	\$50,302	\$1,732	3.76%	\$930	1.99%	\$801	1.77%
	Georgia	2,013,435	\$60,870	\$52,502	\$2,064	4.19%	\$1,167	2.35%	\$897	1.85%
	Maryland	1,094,165	\$87,648	\$49,673	\$2,553	5.32%	\$1,289	2.81%	\$1,264	2.51%
	North Carolina	1,734,252	\$59,380	\$50,098	\$1,962	4.15%	\$1,142	2.34%	\$820	1.82%
	South Carolina	837,412	\$58,462	\$50,845	\$2,011	4.16%	\$1,237	2.50%	\$774	1.65%
	Virginia	1,600,232	\$67,867	\$53,317	\$1,946	3.90%	\$1,059	2.14%	\$887	1.76%
	West Virginia	339,627	\$54,855	\$48,568	\$1,076	2.35%	\$685	1.48%	\$390	0.87%
	Total for Division	11,409,894	\$64,658	\$50,986	\$1,946	4.07%	\$1,075	2.23%	\$870	1.84%
East South Central	Alabama	982,334	\$57,120	\$52,067	\$1,656	3.15%	\$1,177	2.26%	\$479	0.89%
	Kentucky	904,560	\$55,919	\$50,220	\$1,314	2.59%	\$968	1.93%	\$347	0.67%
	Mississippi	539,643	\$54,444	\$50,845	\$1,623	3.15%	\$1,274	2.50%	\$349	0.66%
	Tennessee	1,214,344	\$55,324	\$52,279	\$1,391	2.62%	\$990	1.88%	\$402	0.74%
	Total for Division	3,640,881	\$55,826	\$51,498	\$1,478	2.84%	\$1,077	2.09%	\$401	0.75%
West South Central	Arkansas	600,513	\$52,363	\$50,885	\$1,389	2.92%	\$1,086	2.27%	\$303	0.65%
	Louisiana	846,455	\$60,869	\$49,098	\$1,420	3.00%	\$1,003	2.17%	\$417	0.83%
	Oklahoma	831,207	\$53,069	\$49,610	\$1,604	3.46%	\$1,223	2.65%	\$380	0.80%
	Texas	4,267,386	\$58,632	\$52,355	\$1,235	2.46%	\$874	1.76%	\$361	0.70%
	Total for Division	6,545,561	\$57,639	\$51,451	\$1,320	2.70%	\$955	1.97%	\$365	0.73%
Mountain	Arizona	1,154,912	\$61,885	\$50,929	\$1,045	2.07%	\$660	1.34%	\$385	0.73%
	Colorado	1,034,169	\$67,567	\$52,330	\$1,294	2.47%	\$766	1.52%	\$528	0.95%
	Idaho	288,796	\$56,593	\$49,315	\$1,334	2.94%	\$794	1.86%	\$540	1.08%
	Montana	201,155	\$58,467	\$49,292	\$1,114	2.36%	\$651	1.47%	\$463	0.90%
	Nevada	451,843	\$67,176	\$49,482	\$1,316	2.53%	\$789	1.54%	\$528	0.99%
	New Mexico	368,151	\$59,883	\$48,110	\$1,017	2.27%	\$608	1.43%	\$408	0.84%
	Utah	474,261	\$60,243	\$53,280	\$2,989	5.95%	\$2,276	4.53%	\$713	1.42%
	Wyoming	116,552	\$61,348	\$49,491	\$1,125	2.36%	\$584	1.34%	\$541	1.02%
	Total for Division	4,089,839	\$62,979	\$50,907	\$1,387	2.78%	\$891	1.83%	\$496	0.94%
Pacific	Alaska	135,073	\$78,538	\$50,013	\$1,588	3.17%	\$767	1.51%	\$820	1.66%
	California	5,940,666	\$89,687	\$47,477	\$2,171	4.44%	\$1,043	2.23%	\$1,128	2.21%
	Hawaii	181,874	\$92,833	\$44,896	\$1,989	4.61%	\$1,339	3.09%	\$650	1.52%
	Oregon	773,972	\$66,760	\$48,912	\$1,624	3.29%	\$772	1.57%	\$852	1.72%
	Washington	1,323,523	\$67,155	\$52,230	\$1,500	2.84%	\$718	1.38%	\$782	1.46%
	Total for Division	8,355,108	\$83,882	\$48,348	\$2,001	4.06%	\$969	2.04%	\$1,032	2.02%
United States		59,378,609	\$68,240	\$50,582	\$1,551	3.10%	\$886	1.80%	\$665	1.31%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

TABLE 9

Projected Religious and Secular Giving for High Income (More than \$100,000) in All States by Census Division (2002 Dollars)

Division	State	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Total Giving	Avg % of Income Given	Avg Amount Given to Religion	% of Income Given to Religion	Avg Amount of Secular Giving	% of Income to Secular Giving
New England	Connecticut	64,781	\$313,388	\$161,918	\$18,179	11.13%	\$4,287	2.74%	\$13,892	8.39%
	Maine	17,680	\$260,455	\$179,516	\$3,365	1.65%	\$942	0.56%	\$2,423	1.08%
	Massachusetts	145,530	\$277,889	\$165,529	\$12,609	7.37%	\$2,557	1.70%	\$10,052	5.68%
	New Hampshire	48,939	\$223,494	\$157,653	\$4,528	2.69%	\$1,577	1.00%	\$2,951	1.69%
	Rhode Island	17,831	\$270,657	\$164,976	\$11,232	5.97%	\$1,777	1.15%	\$9,455	4.82%
	Vermont	13,490	\$212,106	\$146,209	\$3,823	2.08%	\$993	0.61%	\$2,830	1.47
	Total for Division	308,250	\$272,416	\$163,444	\$11,502	6.78%	\$2,559	1.66%	\$8,943	5.12%
Middle Atlantic	New Jersey	181,318	\$314,078	\$172,593	\$14,359	7.23%	\$2,343	1.45%	\$12,016	5.78%
	New York	375,408	\$280,393	\$162,243	\$17,677	9.96%	\$2,958	1.91%	\$14,719	8.05%
	Pennsylvania	381,417	\$236,395	\$185,767	\$6,589	3.28%	\$1,354	0.81%	\$5,235	2.47%
	Total for Division	938,144	\$269,015	\$173,808	\$12,528	6.72%	\$2,187	1.37%	\$10,340	5.34%
East North Central	Illinois	358,474	\$212,640	\$158,808	\$4,715	3.01%	\$1,449	1.04%	\$3,266	1.97%
	Indiana	215,074	\$191,067	\$167,790	\$3,573	2.19%	\$1,101	0.78%	\$2,472	1.40%
	Michigan	348,687	\$203,743	\$165,277	\$3,818	2.30%	\$1,239	0.90%	\$2,579	1.40%
	Ohio	383,763	\$194,525	\$160,561	\$3,396	2.05%	\$1,031	0.71%	\$2,366	1.35%
	Wisconsin	171,837	\$185,087	\$147,634	\$3,017	2.05%	\$1,120	0.85%	\$1,897	1.20%
	Total for Division	1,477,835	\$199,494	\$160,797	\$3,797	2.36%	\$1,202	0.86%	\$2,595	1.50%
West North Central	Iowa	82,832	\$173,985	\$152,261	\$6,791	4.10%	\$4,608	2.89%	\$2,183	1.21%
	Kansas	94,658	\$192,129	\$168,783	\$6,368	3.57%	\$3,739	2.26%	\$2,629	1.31%
	Minnesota	215,158	\$216,431	\$169,123	\$6,823	3.56%	\$3,795	2.11%	\$3,028	1.46%
	Missouri	221,669	\$183,155	\$165,083	\$5,011	2.95%	\$3,105	1.86%	\$1,906	1.09%
	Nebraska	59,144	\$165,890	\$144,088	\$5,772	3.96%	\$3,631	2.53%	\$2,141	1.43%
	North Dakota	17,454	\$173,934	\$154,151	\$5,546	3.52%	\$3,808	2.50%	\$1,737	1.02%
	South Dakota	13,730	\$198,389	\$162,984	\$7,951	4.73%	\$5,410	3.36%	\$2,541	1.37%
	Total for Division	704,645	\$192,062	\$163,233	\$6,090	3.49%	\$3,684	2.21%	\$2,406	1.28%
South Atlantic	Delaware	27,545	\$203,637	\$161,079	\$4,183	2.55%	\$1,437	0.99%	\$2,747	1.57%
	District of Columbia	20,069	\$315,841	\$170,660	\$10,347	5.70%	\$2,019	1.33%	\$8,328	4.37%
	Florida	555,178	\$211,642	\$170,095	\$4,089	2.20%	\$1,208	0.79%	\$2,881	1.41%
	Georgia	226,326	\$190,209	\$164,060	\$6,601	3.52%	\$2,210	1.41%	\$4,392	2.12%
	Maryland	154,206	\$278,599	\$157,890	\$9,019	5.49%	\$1,935	1.33%	\$7,085	4.16%
	North Carolina	258,608	\$194,865	\$164,408	\$5,144	2.89%	\$1,683	1.13%	\$3,462	1.76%
	South Carolina	122,201	\$174,622	\$151,872	\$4,503	2.73%	\$1,816	1.22%	\$2,687	1.50%
	Virginia	318,548	\$192,956	\$151,589	\$4,837	2.94%	\$1,453	0.99%	\$3,384	1.95%
	West Virginia	38,973	\$167,681	\$148,464	\$2,769	1.75%	\$1,137	0.78%	\$1,632	0.97%
	Total for Division	1,721,654	\$206,308	\$162,009	\$5,232	2.98%	\$1,576	1.05%	\$3,656	1.94%
East South Central	Alabama	152,024	\$178,850	\$163,030	\$4,827	3.33%	\$2,136	1.66%	\$2,691	1.67%
	Kentucky	125,410	\$199,453	\$179,125	\$4,236	2.76%	\$2,013	1.59%	\$2,223	1.17%
	Mississippi	67,348	\$173,754	\$162,267	\$4,687	3.00%	\$2,129	1.42%	\$2,557	1.58%
	Tennessee	230,357	\$192,835	\$182,222	\$5,346	3.10%	\$2,430	1.66%	\$2,915	1.45%
	Total for Division	575,139	\$188,347	\$174,137	\$4,889	3.08%	\$2,226	1.62%	\$2,663	1.46%
West South Central	Arkansas	72,705	\$200,973	\$195,303	\$6,297	3.13%	\$1,806	1.26%	\$4,491	1.87%
	Louisiana	93,951	\$195,693	\$157,851	\$5,827	3.82%	\$1,300	1.09%	\$4,527	2.74%
	Oklahoma	111,956	\$166,071	\$155,248	\$5,506	3.20%	\$1,949	1.35%	\$3,556	1.85%
	Texas	812,567	\$211,382	\$188,755	\$6,200	3.14%	\$1,524	1.09%	\$4,676	2.05%
	Total for Division	1,091,179	\$204,689	\$183,092	\$6,103	3.20%	\$1,567	1.12%	\$4,536	2.08%
Mountain	Arizona	162,343	\$202,826	\$166,920	\$7,171	3.81%	\$2,852	1.71%	\$4,319	2.10%
	Colorado	167,294	\$209,711	\$162,418	\$6,696	4.09%	\$2,463	1.78%	\$4,233	2.31%
	Idaho	30,777	\$193,767	\$168,849	\$6,760	3.83%	\$1,773	1.20%	\$4,987	2.64%
	Montana	15,175	\$190,646	\$160,730	\$5,665	3.35%	\$1,282	1.02%	\$4,383	2.34%
	Nevada	56,494	\$231,597	\$170,593	\$7,688	4.11%	\$2,687	1.59%	\$5,001	2.53%
	New Mexico	34,339	\$205,781	\$165,325	\$4,566	2.57%	\$921	0.60%	\$3,645	1.97%
	Utah	63,879	\$174,151	\$154,022	\$9,826	6.73%	\$7,002	5.18%	\$2,825	1.55%
	Wyoming	10,915	\$219,578	\$177,138	\$9,729	5.70%	\$2,322	1.79%	\$7,407	3.90%
	Total for Division	541,217	\$204,241	\$164,430	\$7,213	4.22%	\$2,966	2.01%	\$4,246	2.21%
Pacific	Alaska	11,196	\$223,928	\$142,598	\$4,936	3.32%	\$1,750	1.27%	\$3,186	2.05%
	California	549,148	\$303,881	\$160,865	\$8,492	5.31%	\$2,289	1.58%	\$6,203	3.73%
	Hawaii	13,089	\$334,055	\$161,554	\$7,017	4.29%	\$2,889	2.00%	\$4,128	2.29%
	Oregon	83,434	\$201,753	\$147,816	\$4,814	3.36%	\$1,566	1.14%	\$3,248	2.23%
	Washington	221,922	\$215,837	\$167,869	\$4,710	2.83%	\$1,293	0.82%	\$3,417	2.00%
	Total for Division	878,790	\$271,382	\$161,172	\$7,121	4.46%	\$1,971	1.35%	\$5,150	3.11%
United States		8,236,853	\$218,821	\$167,004	\$6,537	3.76%	\$1,973	1.32%	\$4,563	2.44%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

purchasing power of that income is reduced by 40 percent after taxes and cost of living adjustments. However, even adjusting their incomes for taxes and cost of living, New Englanders still give a smaller average percentage of their incomes to charity than households in most other Census divisions and most other states. Low amounts contributed to religion account for part of these low percentages, but the percentages remain low in New England and in Massachusetts when confined to secular giving. But this is not the whole story.

A serious and consequential finding about geography and charitable giving refines and offsets the previous general patterns when we analyze those patterns by income group. In New England, and especially in Massachusetts and Connecticut, upper-income groups contribute a percentage of their income that is above the national average, while lower-income groups contribute at levels below the national average. Any description of Massachusetts as a low giving state is true for lower- and middle-income groups, but not for the upper income segment. Because of the large impact of giving by the upper-income households, Massachusetts ranks high among the states.

Conventional wisdom holds that taxes and cost of living adjustments is more binding on lower-income households than higher income households and becomes less binding as income increases. In a tight budget a household will first allocate financial resources to necessary living expenditures and may give lower proportions of their incomes to charity because their financial resources are severely limited. At high incomes, the necessary living expenditures may still be high but there may be more left over to allocate to charity after they are paid. In truth the pattern of giving among New Englanders seems to indicate a rather strong impact of income on giving. Low-income households throughout the area, and in Massachusetts give small proportions of their incomes to charity compared with other regions and other states; this pattern holds both for religion and secular giving as well. In the middle-income category, the proportions of income donated to religion generally remain low (because religious giving is low in New England) but the proportion of income donated to secular causes increases relative to middle-income households in other regions and states because taxes and cost of living are less binding as income increases.

Among high-income households the percentage of income contributed to religion remains low compared with other regions and other states but the percentage of income given to secular causes is very high, in part because the tax burden and cost of living is less binding on these high-income households. It turns out that average geographical measures do not capture what is happening at all economic segments in a region. Massachusetts's high-income households are high givers. Lower-income groups are not.

In the next section we will see that if we categorize the population by demographic characteristics we find that there are strong relationships to secular and religious giving, among them: lifecycle status, education, professional status, rural-urban location, and central-city suburban location. In our national behavioral model we have seen that these characteristics not only mediate the level of giving but also may predispose households toward either religious or secular giving. We found that even eliminating all religious explanatory variables from the model, it still predicted low levels of religious giving and high levels of secular giving in New England, but the reverse pattern in other regions of the country. This suggests that the demographic characteristics included in the model when considered jointly with income and wealth predispose households toward religious vs. secular giving—but much more research is required to support this proposition. In the next section, however, we will find that there are strong patterns of giving, especially secular giving, associated with demographic characteristics in addition to income.

“In New England, and especially in Massachusetts and Connecticut, upper-income groups contribute a percentage of their income that is above the national average, while lower-income groups contribute at levels below the national average.”

TABLE 10

Projected Religious and Secular Giving for All Consolidated Metropolitan Areas (2002 Dollars)

Consolidated Metropolitan Statistical Area	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Boston-Worcester-Lawrence	2,375,779	\$73,918	\$45,184	\$1,524	2.50%	\$474	1.08%	\$1,050	1.42%
Chicago-Gary-Kenosha	3,378,567	\$63,777	\$48,181	\$1,550	4.42%	\$822	2.94%	\$727	1.48%
Cincinnati-Hamilton	766,842	\$66,803	\$55,837	\$1,536	3.18%	\$795	1.99%	\$741	1.19%
Cleveland-Akron	1,267,256	\$57,828	\$47,731	\$1,283	3.87%	\$731	2.62%	\$553	1.25%
Dallas-Fort Worth	2,224,335	\$71,115	\$63,502	\$1,758	2.70%	\$695	1.39%	\$1,063	1.31%
Denver-Boulder-Greeley	1,160,109	\$69,123	\$53,535	\$1,883	4.40%	\$915	1.91%	\$967	2.50%
Detroit-Ann Arbor-Flint	2,295,361	\$62,537	\$50,730	\$1,504	4.03%	\$808	2.59%	\$695	1.44%
Houston-Galveston-Brazoria	1,728,045	\$61,841	\$55,222	\$1,516	2.75%	\$755	1.58%	\$761	1.17%
Los Angeles-Riverside-Orange County	5,890,793	\$65,443	\$34,644	\$1,599	5.07%	\$682	2.71%	\$917	2.36%
Miami-Fort Lauderdale	1,561,256	\$55,828	\$44,869	\$1,317	3.67%	\$609	1.98%	\$708	1.69%
Milwaukee-Racine	729,973	\$62,784	\$50,079	\$1,227	3.35%	\$660	2.23%	\$566	1.12%
New York-North NJ-Long Island-SW Conn	8,108,714	\$70,928	\$39,902	\$2,097	4.68%	\$671	2.49%	\$1,426	2.19%
Philadelphia-Wilmington-Atlantic City	2,426,866	\$68,642	\$49,738	\$1,547	3.64%	\$579	2.13%	\$967	1.51%
Portland-Salem	949,928	\$62,051	\$45,804	\$1,563	3.89%	\$703	1.97%	\$859	1.92%
Sacramento-Yolo	753,913	\$66,463	\$35,183	\$1,563	5.23%	\$622	2.49%	\$940	2.74%
San Francisco-Oakland-San Jose	2,634,983	\$80,216	\$42,464	\$1,996	5.06%	\$842	2.48%	\$1,154	2.58%
Seattle-Tacoma-Bremerton	1,484,455	\$69,983	\$54,430	\$1,576	3.18%	\$659	1.55%	\$917	1.62%
DC-Baltimore	3,070,079	\$81,148	\$51,554	\$2,425	5.54%	\$996	2.83%	\$1,429	2.72%
Total for All CMSAs	42,807,254	\$68,634	\$45,894	\$1,744	4.23%	\$722	2.30%	\$1,022	1.92%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

Giving by Metropolitan Area

The CPS identifies households in the 18 largest consolidated metropolitan areas (CMSAs) in the United States. The geographic boundaries of these areas are proposed by the Bureau of Census and confirmed by the Office of Management and Budget. Many of these consolidated metropolitan areas span state boundaries. In total there were 42.8 million households (38 percent of all households) in these areas in 2002 and they gave 43 percent of all charitable giving—36 percent of all religious giving and 50 percent of all secular giving.

In the general behavioral model we found that families in large metropolitan areas tended to give more to charity. The data (Table 10) confirms that on average households in metropolitan areas gave \$1,744 (4.2 percent of their income) to charity in 2002—\$722 (2.3 percent of income) to religion and \$1,022 (1.9 percent of income) to secular causes. Except for the percentage of income given to religion these figures are all above the

national average. Households in metropolitan areas give more, on average, both to religion and to secular causes as compared with the national pattern.

One reason that households in metropolitan areas contribute more, on average, is that the demand side is more highly developed in large metropolitan areas. There are more types of organizations with more kinds of opportunities to contribute and more people devoted to fund raising in metropolitan areas. There are also more donors who may create a normative level of giving—especially among high-income and wealthy households—that invites others to make higher contributions. Finally the concentration of income and wealth is higher in large metropolitan areas than outside such areas, so there is more capacity to give in these areas.

In Table 10 we find that the Boston-Worcester-Lawrence (hereafter called Boston) metropolitan area contained 2.4 million households that gave an average

of \$1,524 (2.5 percent of income) to charity in 2002—\$474 (1.1 percent of income) to religion and \$1,050 (1.4 percent of income) to secular causes. The amount given to religion was the lowest average contribution among all 18 CMSAs. The amount given to secular causes was below New York, San Francisco, and slightly below Dallas-Fort Worth.

In terms of the percentage of income given to charity, Boston gave the lowest percentage of its after tax income adjusted for cost of living as compared with the other 17 CMSAs. Much of this is due to low levels of religious giving in the Boston area. If we look to secular giving Boston is no longer at the bottom but still gives lower percentages than households in most of the other 17 CMSAs—in fact Boston is sixth from the bottom. If, however, we look at the corresponding tables (Table 11, 12, and 13) for low (below \$25,000), middle (\$25,000 to \$99,999), and high (\$100,000 or more) income households the same pattern holds that held at the state level.

In the Boston metropolitan area, the 885 thousand low-income households gave \$312 (2.5 percent of their income) to charitable causes on average in 2002—\$171 (1.5 percent of income) to religion and \$141 (1.1 percent of income) to secular causes. All these figures placed Boston last among the 18 CMSAs. The 1.3 million middle-income households in the Boston metropolitan area gave an average of \$1,159 (2.0 percent of income) per household to charity in 2002—\$440 (0.8 percent of income) to religion and \$719 (1.2

“In terms of percentage of income contributed, Boston is second only to New York in total giving and secular giving and third behind New York and Denver in religious giving.”

TABLE 11

Projected Religious and Secular Giving for Low Income (less than \$25,000) in All Consolidated Metropolitan Areas (2002 Dollars)

Consolidated Metropolitan Statistical Area	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Boston-Worcester-Lawrence	884,608	\$20,122	\$12,209	\$312	2.54%	\$171	1.46%	\$141	1.08%
Chicago-Gary-Kenosha	1,156,142	\$17,499	\$13,214	\$1,027	8.05%	\$792	6.03%	\$235	2.02%
Cincinnati-Hamilton	226,280	\$15,706	\$13,199	\$668	5.24%	\$480	3.60%	\$189	1.64%
Cleveland-Akron	445,053	\$17,225	\$14,218	\$961	7.22%	\$746	5.37%	\$216	1.85%
Dallas-Fort Worth	640,285	\$16,147	\$14,418	\$428	3.23%	\$207	1.50%	\$221	1.74%
Denver-Boulder-Greeley	344,848	\$17,582	\$13,617	\$873	8.22%	\$366	2.48%	\$507	5.74%
Detroit-Ann Arbor-Flint	832,859	\$15,916	\$12,911	\$871	6.83%	\$648	4.75%	\$223	2.08%
Houston-Galveston-Brazoria	539,064	\$15,738	\$14,053	\$482	3.42%	\$257	1.81%	\$225	1.61%
Los Angeles-Riverside-Orange County	3,053,416	\$23,322	\$12,346	\$659	6.06%	\$371	3.57%	\$287	2.49%
Miami-Fort Lauderdale	681,802	\$16,064	\$12,910	\$462	4.33%	\$273	2.53%	\$189	1.79%
Milwaukee-Racine	215,038	\$17,085	\$13,628	\$883	6.67%	\$698	5.03%	\$185	1.64%
New York-North NJ-Long Island-SW Conn	3,744,961	\$21,659	\$12,222	\$610	5.80%	\$374	3.81%	\$236	1.99%
Philadelphia-Wilmington-Atlantic City	920,953	\$17,828	\$12,262	\$560	5.25%	\$381	3.73%	\$179	1.52%
Portland-Salem	328,703	\$18,114	\$13,367	\$719	5.36%	\$407	2.94%	\$312	2.42%
Sacramento-Yolo	354,702	\$25,521	\$13,510	\$793	6.57%	\$393	3.32%	\$400	3.24%
San Francisco-Oakland-San Jose	955,869	\$25,207	\$13,344	\$792	6.44%	\$418	3.41%	\$374	3.03%
Seattle-Tacoma-Bremerton	464,860	\$18,793	\$14,616	\$573	4.04%	\$309	2.11%	\$264	1.93%
DC-Baltimore	1,031,543	\$22,882	\$13,339	\$848	7.09%	\$462	4.05%	\$386	3.04%
Total for All CMSAs	16,820,988	\$20,344	\$12,879	\$674	5.78%	\$414	3.57%	\$260	2.21%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

TABLE 12

Projected Religious and Secular Giving for Middle Income (\$25,000 up to \$99,999) in All Consolidated Metropolitan Areas (2002 Dollars)

Consolidated Metropolitan Statistical Area	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Boston-Worcester-Lawrence	1,319,286	\$84,743	\$51,679	\$1,159	2.02%	\$440	0.78%	\$719	1.23%
Chicago-Gary-Kenosha	1,908,156	\$67,948	\$51,337	\$1,364	2.60%	\$758	1.50%	\$606	1.09%
Cincinnati-Hamilton	437,317	\$63,014	\$52,904	\$1,195	2.18%	\$738	1.36%	\$456	0.82%
Cleveland-Akron	702,764	\$62,431	\$51,531	\$1,099	2.10%	\$641	1.26%	\$458	0.84%
Dallas-Fort Worth	1,241,123	\$59,654	\$53,268	\$1,170	2.28%	\$720	1.40%	\$451	0.87%
Denver-Boulder-Greeley	688,126	\$68,219	\$52,835	\$1,408	2.61%	\$849	1.63%	\$559	0.99%
Detroit-Ann Arbor-Flint	1,225,922	\$65,802	\$53,379	\$1,353	2.52%	\$806	1.54%	\$547	0.99%
Houston-Galveston-Brazoria	991,911	\$60,507	\$54,030	\$1,225	2.30%	\$809	1.52%	\$416	0.78%
Los Angeles-Riverside-Orange County	2,579,501	\$89,932	\$47,607	\$1,975	3.92%	\$904	1.86%	\$1,071	2.06%
Miami-Fort Lauderdale	733,747	\$63,310	\$50,882	\$1,586	3.40%	\$821	1.74%	\$765	1.66%
Milwaukee-Racine	436,771	\$63,113	\$50,342	\$1,027	2.01%	\$596	1.19%	\$431	0.82%
New York-North NJ-Long Island-SW Conn	3,837,889	\$88,114	\$49,528	\$1,598	3.06%	\$670	1.37%	\$928	1.69%
Philadelphia-Wilmington-Atlantic City	1,266,719	\$72,707	\$51,279	\$1,291	2.60%	\$634	1.31%	\$657	1.29%
Portland-Salem	539,064	\$68,714	\$50,723	\$1,612	3.12%	\$769	1.54%	\$843	1.58%
Sacramento-Yolo	376,569	\$89,653	\$47,459	\$1,937	4.03%	\$763	1.79%	\$1,174	2.24%
San Francisco-Oakland-San Jose	1,514,684	\$94,381	\$49,962	\$2,193	4.23%	\$1,010	2.03%	\$1,183	2.20%
Seattle-Tacoma-Bremerton	853,457	\$68,469	\$53,252	\$1,502	2.79%	\$733	1.41%	\$769	1.38%
DC-Baltimore	1,684,190	\$84,368	\$53,230	\$2,474	4.92%	\$1,198	2.47%	\$1,276	2.45%
Total for All CMSAs	22,337,194	\$77,230	\$51,042	\$1,592	3.08%	\$784	1.57%	\$808	1.51%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

percent of income) to secular causes. In terms of percentage of income contributed by middle-income households, Boston remains on the bottom with respect to total and religious giving; but it is the median metropolitan area with respect to the percentage of income contributed to secular causes. However, the 172 thousand high-income households in the Boston metropolitan area gave an average of \$10,564 (6.0 percent of income) to charitable causes in 2002—\$2,293 (1.5 percent of income) to religion and \$8,270 (4.6 percent of income) to secular causes. In terms of percentage of income contributed, Boston is second only to New York in total giving and secular giving and third behind New York and Denver in religious giving.

Once again low levels of giving to religion together with high tax burdens and high cost of living constrain the charitable giving of low-income households in the Boston metropolitan area. As income increases beyond low levels, households are less constrained and giving, especially secular giving, increases both in terms of its

level and also in terms of percentage of income contributed. At high-income levels, households in the Boston metropolitan area are least constrained by their tax burden and the cost of living. Among these households the levels of giving and the percentages of income contributed are among the highest of all CMSAs—second only to New York. It is the high-income households in Boston and Massachusetts that are donating disproportionate amounts of their incomes to charity in both the religious and secular domains.

Before we proceed to examine giving by demographic factors within Massachusetts and Boston we present some data on giving by location within CMSA. Each CMSA has a central city. In the Boston metropolitan area it is Boston. The Census defines a set of cities and towns outside the central city as comprising the remainder of the metropolitan area associated with the central city. We refer to these as suburbs. In Boston the cities and towns roughly touching Route 128 but sometimes extending to Route 495 constitute these suburbs.

TABLE 13

Projected Religious and Secular Giving for High Income (\$100,000 or more) in All Consolidated Metropolitan Areas (2002 Dollars)

Consolidated Metropolitan Statistical Area	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Boston-Worcester-Lawrence	171,885	\$267,689	\$165,038	\$10,564	6.04%	\$2,293	1.48%	\$8,270	4.56%
Chicago-Gary-Kenosha	314,269	\$208,697	\$157,656	\$4,598	3.00%	\$1,325	0.98%	\$3,273	2.02%
Cincinnati-Hamilton	103,245	\$194,839	\$161,706	\$4,882	2.98%	\$1,723	1.18%	\$3,159	1.80%
Cleveland-Akron	119,439	\$182,032	\$150,249	\$3,566	2.41%	\$1,203	0.89%	\$2,363	1.52%
Dallas-Fort Worth	342,928	\$215,225	\$192,186	\$6,368	3.24%	\$1,514	1.11%	\$4,854	2.13%
Denver-Boulder-Greeley	127,135	\$213,818	\$165,599	\$7,188	4.26%	\$2,763	1.93%	\$4,425	2.33%
Detroit-Ann Arbor-Flint	236,580	\$209,743	\$170,144	\$4,513	2.73%	\$1,386	1.03%	\$3,127	1.70%
Houston-Galveston-Brazoria	197,070	\$194,668	\$173,830	\$5,810	3.33%	\$1,850	1.30%	\$3,960	2.03%
Los Angeles-Riverside-Orange County	257,877	\$319,231	\$168,990	\$8,972	5.36%	\$2,135	1.44%	\$6,838	3.92%
Miami-Fort Lauderdale	145,706	\$204,222	\$164,131	\$3,967	2.17%	\$1,115	0.75%	\$2,852	1.42%
Milwaukee-Racine	78,164	\$186,665	\$148,892	\$3,289	2.14%	\$919	0.68%	\$2,370	1.46%
New York-North NJ-Long Island-SW Conn	525,864	\$296,371	\$166,768	\$16,332	8.99%	\$2,799	1.80%	\$13,533	7.19%
Philadelphia-Wilmington-Atlantic City	239,194	\$242,760	\$185,868	\$6,698	3.30%	\$1,052	0.63%	\$5,646	2.67%
Portland-Salem	82,161	\$194,107	\$143,302	\$4,611	3.29%	\$1,454	1.05%	\$3,156	2.23%
Sacramento-Yolo	22,643	\$322,172	\$170,547	\$7,401	4.56%	\$1,880	1.24%	\$5,521	3.31%
San Francisco-Oakland-San Jose	164,429	\$269,512	\$142,671	\$7,181	4.96%	\$1,763	1.37%	\$5,417	3.60%
Seattle-Tacoma-Bremerton	166,138	\$220,995	\$171,880	\$4,763	2.85%	\$1,255	0.79%	\$3,507	2.06%
DC-Baltimore	354,346	\$235,462	\$154,835	\$6,781	4.17%	\$1,593	1.09%	\$5,188	3.07%
Total for All CMSAs	3,649,072	\$238,616	\$166,570	\$7,608	4.40%	\$1,762	1.21%	\$5,846	3.19%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

They include such cities and towns as Cambridge, Brookline, Somerville, Lynn, Lincoln, Weston, Wellesley, Concord, and Quincy among others. There is a second set of cities and towns beyond the suburbs but within the consolidated metropolitan area. In the Boston metropolitan area these cities and towns include Lawrence, Lowell, Worcester, Brockton, and in New Hampshire the towns of Portsmouth NH, Nashua NH, and Manchester NH, among others.

Table 14 presents giving data for households in each of the 18 largest CMSAs by central city, suburb, and remaining areas within CMSA. In the Boston metropolitan area, we find that the average amounts given to religion, to secular causes, and in total are highest among suburban households and, except for religious giving, are lowest for households located even farther away from the city of Boston. In terms of percentage of income contributed, households located in the suburbs give the largest percentage of income to secular causes but the smallest percentage to religion compared with

other locations within the Boston metropolitan area. Households living beyond the suburbs give the lowest percentage of income to secular causes and the highest to religion. Generally this pattern makes sense for the Boston metropolitan area since household incomes and wealth tend to be higher in the suburbs, on average and on median, as compared with either the city or locations beyond the suburbs.

Giving in Massachusetts and in Boston by Demographic Groups

This section presents patterns of giving within Massachusetts and within the Boston CMSA for demographic groups. The values are projected values based on relationships among major demographic variables in the PSID for each Census division. In the tables presented in this section, income is not adjusted for taxes and cost of living because the tax burden and even the cost

TABLE 14

Projected Religious and Secular Giving for Consolidated Metropolitan Areas by Central City/Suburb/Other Location (2002 Dollars)

Consolidated Metropolitan Statistical Area	Location	Number of Households	Avg Household Income	After-Tax Income Adj for Cost of Living	Average Total Giving	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Boston-Worcester-Lawrence	Central City of Primary MSA	371,390	\$63,830	\$38,021	\$1,227	2.41%	\$337	1.05%	\$890	1.36%
	Suburbs of Primary MSA	1,014,153	\$84,840	\$50,536	\$1,979	2.50%	\$511	0.87%	\$1,468	1.63%
	Elsewhere in CMSA	990,236	\$66,515	\$42,388	\$1,170	2.54%	\$487	1.31%	\$683	1.23%
	Entire CMSA	2,375,779	\$73,918	\$45,184	\$1,524	2.50%	\$474	1.08%	\$1,050	1.42%
Chicago-Gary-Kenosha	Central City of Primary MSA	1,215,795	\$51,478	\$38,446	\$1,254	4.63%	\$709	3.12%	\$544	1.51%
	Suburbs of Primary MSA	1,908,964	\$72,670	\$54,273	\$1,767	4.27%	\$881	2.75%	\$886	1.52%
	Elsewhere in CMSA	253,808	\$35,798	\$49,000	\$1,333	4.57%	\$919	3.46%	\$414	1.12%
	Entire CMSA	3,378,567	\$63,777	\$48,181	\$1,550	4.42%	\$822	2.94%	\$727	1.48%
Cincinnati-Hamilton	Central City of Primary MSA	114,087	\$57,901	\$47,791	\$1,436	4.16%	\$749	2.93%	\$687	1.23%
	Suburbs of Primary MSA	539,663	\$71,233	\$59,787	\$1,692	2.99%	\$846	1.76%	\$846	1.23%
	Elsewhere in CMSA	113,092	\$54,643	\$45,102	\$892	3.07%	\$594	2.11%	\$298	0.96%
	Entire CMSA	766,842	\$66,803	\$55,837	\$1,536	3.18%	\$795	1.99%	\$741	1.19%
Cleveland-Akron	Central City of Primary MSA	213,930	\$38,815	\$32,038	\$862	3.41%	\$517	2.22%	\$345	1.20%
	Suburbs of Primary MSA	759,396	\$61,889	\$51,083	\$1,394	3.78%	\$741	2.50%	\$653	1.28%
	Elsewhere in CMSA	293,931	\$61,172	\$50,491	\$1,303	4.43%	\$858	3.22%	\$445	1.21%
	Entire CMSA	1,267,256	\$57,828	\$47,731	\$1,283	3.87%	\$731	2.62%	\$553	1.25%
Dallas-Fort Worth	Central City of Primary MSA	599,240	\$63,624	\$56,813	\$1,522	2.46%	\$494	1.10%	\$1,028	1.36%
	Suburbs of Primary MSA	903,896	\$81,387	\$72,675	\$2,142	2.81%	\$860	1.51%	\$1,282	1.29%
	Elsewhere in CMSA	721,199	\$64,464	\$57,563	\$1,473	2.76%	\$655	1.47%	\$818	1.29%
	Entire CMSA	2,224,335	\$71,115	\$63,502	\$1,758	2.70%	\$695	1.39%	\$1,063	1.31%
Denver-Boulder-Greeley	Central City of Primary MSA	269,083	\$55,143	\$42,708	\$1,563	4.99%	\$820	2.01%	\$743	2.97%
	Suburbs of Primary MSA	624,898	\$77,996	\$60,407	\$2,062	4.18%	\$944	1.90%	\$1,118	2.28%
	Elsewhere in CMSA	266,127	\$62,423	\$48,346	\$1,785	4.34%	\$944	1.81%	\$841	2.53%
	Entire CMSA	1,160,109	\$69,123	\$53,535	\$1,883	4.40%	\$915	1.91%	\$967	2.50%
Detroit-Ann Arbor-Flint	Central City of Primary MSA	459,260	\$35,735	\$28,988	\$994	4.36%	\$621	2.78%	\$372	1.59%
	Suburbs of Primary MSA	1,403,734	\$71,182	\$57,743	\$1,669	3.72%	\$805	2.25%	\$864	1.47%
	Elsewhere in CMSA	432,367	\$62,939	\$51,057	\$1,509	4.73%	\$1,020	3.55%	\$490	1.19%
	Entire CMSA	2,295,361	\$62,537	\$50,730	\$1,504	4.03%	\$808	2.59%	\$695	1.44%
Houston-Galveston-Brazoria	Central City of Primary MSA	732,793	\$56,285	\$50,260	\$1,215	2.65%	\$550	1.47%	\$665	1.18%
	Suburbs of Primary MSA	759,912	\$66,251	\$59,160	\$1,835	2.95%	\$910	1.65%	\$925	1.30%
	Elsewhere in CMSA	235,339	\$64,902	\$57,954	\$1,421	2.39%	\$895	1.65%	\$526	0.73%
	Entire CMSA	1,728,045	\$61,841	\$55,222	\$1,516	2.75%	\$755	1.58%	\$761	1.17%
Los Angeles-Riverside-Orange County	Central City of Primary MSA	1,566,245	\$58,395	\$30,912	\$1,454	4.96%	\$600	2.74%	\$854	2.22%
	Suburbs of Primary MSA	1,821,224	\$64,596	\$34,195	\$1,527	5.07%	\$694	2.82%	\$833	2.25%
	Elsewhere in CMSA	2,503,324	\$70,470	\$37,305	\$1,742	5.14%	\$725	2.61%	\$1,017	2.53%
	Entire CMSA	5,890,793	\$65,443	\$34,644	\$1,599	5.07%	\$682	2.71%	\$917	2.36%
Miami-Fort Lauderdale	Central City of Primary MSA	147,447	\$29,838	\$23,981	\$600	3.35%	\$266	1.68%	\$334	1.67%
	Suburbs of Primary MSA	679,537	\$49,197	\$39,539	\$1,115	3.60%	\$562	1.99%	\$553	1.61%
	Elsewhere in CMSA	734,272	\$67,184	\$53,996	\$1,649	3.80%	\$721	2.03%	\$928	1.77%
	Entire CMSA	1,561,256	\$55,828	\$44,869	\$1,317	3.67%	\$609	1.98%	\$708	1.69%
Milwaukee-Racine	Central City of Primary MSA	260,739	\$46,562	\$37,140	\$904	3.31%	\$529	2.23%	\$375	1.07%
	Suburbs of Primary MSA	339,334	\$75,923	\$60,559	\$1,480	2.98%	\$671	1.77%	\$809	1.21%
	Elsewhere in CMSA	129,900	\$61,022	\$48,674	\$1,212	4.45%	\$896	3.47%	\$315	0.98%
	Entire CMSA	729,973	\$62,784	\$50,079	\$1,227	3.35%	\$660	2.23%	\$566	1.12%
New York-North NJ-Long Island-SW Conn	Central City of Primary MSA	3,211,473	\$54,020	\$31,258	\$1,668	4.99%	\$545	2.75%	\$1,123	2.24%
	Suburbs of Primary MSA	474,141	\$91,121	\$52,725	\$3,248	5.04%	\$832	2.36%	\$2,416	2.68%
	Elsewhere in CMSA	4,423,099	\$81,039	\$44,803	\$2,285	4.43%	\$745	2.33%	\$1,540	2.10%
	Entire CMSA	8,108,714	\$70,928	\$39,902	\$2,097	4.68%	\$671	2.49%	\$1,426	2.19%
Philadelphia-Wilmington-Atlantic City	Central City of Primary MSA	591,197	\$47,953	\$37,683	\$1,080	3.36%	\$468	2.19%	\$613	1.17%
	Suburbs of Primary MSA	1,227,658	\$83,578	\$61,528	\$1,879	3.49%	\$590	1.93%	\$1,289	1.56%
	Elsewhere in CMSA	608,011	\$58,601	\$37,655	\$1,328	4.23%	\$665	2.49%	\$664	1.74%
	Entire CMSA	2,426,866	\$68,642	\$49,738	\$1,547	3.64%	\$579	2.13%	\$967	1.51%
Portland-Salem	Central City of Primary MSA	202,510	\$66,449	\$48,684	\$1,495	3.76%	\$561	1.72%	\$934	2.04%
	Suburbs of Primary MSA	502,240	\$63,108	\$46,236	\$1,584	3.84%	\$698	1.92%	\$886	1.92%
	Elsewhere in CMSA	245,178	\$56,252	\$42,539	\$1,574	4.12%	\$831	2.31%	\$743	1.81%
	Entire CMSA	949,928	\$62,051	\$45,804	\$1,563	3.89%	\$703	1.97%	\$859	1.92%
Sacramento-Yolo	Central City of Primary MSA	138,356	\$47,842	\$25,326	\$1,045	5.39%	\$560	2.93%	\$485	2.47%
	Suburbs of Primary MSA	543,095	\$70,723	\$37,438	\$1,514	4.96%	\$544	2.20%	\$970	2.76%
	Elsewhere in CMSA	72,463	\$70,091	\$37,104	\$2,917	7.08%	\$1,328	3.94%	\$1,589	3.14%
	Entire CMSA	753,913	\$66,463	\$35,183	\$1,563	5.23%	\$622	2.49%	\$940	2.74%
San Francisco-Oakland-San Jose	Central City of Primary MSA	342,643	\$71,800	\$38,008	\$1,363	4.31%	\$562	2.11%	\$801	2.20%
	Suburbs of Primary MSA	356,444	\$91,156	\$48,255	\$2,171	4.81%	\$695	1.90%	\$1,476	2.91%
	Elsewhere in CMSA	1,935,896	\$79,691	\$42,186	\$2,075	5.23%	\$919	2.65%	\$1,156	2.58%
	Entire CMSA	2,634,983	\$80,216	\$42,464	\$1,996	5.06%	\$842	2.48%	\$1,154	2.58%
Seattle-Tacoma-Bremerton	Central City of Primary MSA	341,207	\$60,822	\$47,304	\$1,315	3.29%	\$506	1.49%	\$810	1.80%
	Suburbs of Primary MSA	738,765	\$77,128	\$59,987	\$1,604	2.76%	\$557	1.17%	\$1,046	1.59%
	Elsewhere in CMSA	404,483	\$64,661	\$50,290	\$1,745	3.85%	\$973	2.32%	\$772	1.53%
	Entire CMSA	1,484,455	\$69,983	\$54,430	\$1,576	3.18%	\$659	1.55%	\$917	1.62%
DC-Baltimore	Central City of Primary MSA	375,900	\$72,894	\$44,895	\$2,371	6.24%	\$745	2.83%	\$1,625	3.41%
	Suburbs of Primary MSA	1,536,148	\$93,578	\$63,278	\$2,723	4.85%	\$1,127	2.41%	\$1,596	2.44%
	Elsewhere in CMSA	1,158,031	\$67,339	\$38,163	\$2,047	6.25%	\$904	3.39%	\$1,143	2.85%
	Entire CMSA	3,070,079	\$81,148	\$51,554	\$2,425	5.54%	\$996	2.83%	\$1,429	2.72%
Total for All CMSAs		42,807,254	\$68,634	\$45,894	\$1,744	4.23%	\$722	2.30%	\$1,022	1.92%

Note: Percentages are calculated using after-tax income adjusted for cost of living.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

of living differ for different subgroups. In addition, we will not be comparing across states but within state. Consequently, neither income nor percentages of income are adjusted—they are based on gross before tax household income.

Giving in Massachusetts

Table 15 presents giving patterns by Massachusetts households by income, age, marital status, and race/Latino status. We will discuss each of these relationships briefly below:

- 1. Income**—As we saw in our discussion of giving in states and metropolitan areas, the average amount of giving is strongly related to household income. Households below \$10,000 in annual income in 2002 gave only \$66 per household on average. Households earning \$200,000 or more gave \$16,316 on average. The average amounts contributed to religion and to secular causes also increased directly with household income, although the average rate of increase was lower for religious giving than for secular giving. The percentage of income contributed is more complicated. It tends to follow a J-shaped curve for total giving. The percentage tends to decline as income increases until income exceeds \$100,000, at which point the percentage increases rapidly. Massachusetts households with \$200,000 or more income contribute 4.5 percent of their before tax gross incomes to charity—on average. The percentage of income given to religion also tends to follow the J-shape but at relatively low percentages of income. In fact, it is religious giving that introduces the left side of the J-shape in total giving. The percentage of income contributed to secular causes tends to increase with income from 0.5 percent for households earning less than \$10,000 up to 3.6 percent for households earning \$200,000 or more. The table unpacks the overall low 1.6 percent (of before tax income) contributed by Massachusetts households and reveals the major disparities in donations between low and high-income households.
- 2. Age of Head**—in Massachusetts total contributions, religious contributions and secular contributions, on average, rise with age of head up to age 59 and fall rapidly thereafter as the head of household

enters retirement years and declining health. The percentage of income contributed follows the same relationship to age for total contributions and for secular contributions; however, the percentage of income contributed actually increases throughout the age range for religious giving. In terms of percentage of income, heads who are 70 years or older give a greater percentage of their income to religion than to secular causes. Of course, as the table indicates, gross income drops considerably when the age of head of household exceeds usual retirement age.

- 3. Marital Status and Gender**—in Massachusetts married households gave more than twice as much, on average, to charity as compared with not married males (never married, divorced, or widowed), who in turn give almost twice as much on average to charity as not married females. From our behavioral model, not married females gave larger fractions of their financial resources than not married males—the reason for the lower giving level among not married females has to do with other factors, such as income and net worth as well as age, presence of children, educational status, and occupation. The general pattern of giving is the same for total giving, religious giving, and secular giving, as well as their corresponding percentages of income contributed.
- 4. Education**—in Massachusetts education has a powerful effect on charitable giving, especially as educational attainment rises above the bachelor's degree. Total amounts contributed, amounts contributed to religion, and amounts contributed to secular causes all increase strongly as educational attainment increases. Some of this is undoubtedly due to increased financial resources earned with increased education and this is reflected in average income figures

“In Massachusetts education has a powerful effect on charitable giving, especially as educational attainment rises above the bachelor’s degree”

TABLE 15

Projected Religious and Secular Giving for Massachusetts by Income, Age, Marital Status, Education, and Race (2002 Dollars)

	Number of Households	Avg Household Income	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Income								
Less than \$10,000	220,334	\$5,777	\$66	1.04%	\$37	0.59%	\$28	0.45%
\$10,000 - \$24,999	456,100	\$16,591	\$300	1.80%	\$196	1.16%	\$104	0.64%
\$25,000 - \$49,999	606,109	\$37,359	\$557	1.55%	\$232	0.67%	\$325	0.88%
\$50,000 - \$99,999	810,435	\$72,064	\$777	1.09%	\$273	0.38%	\$505	0.71%
\$100,000 - \$149,999	336,686	\$120,695	\$2,232	1.79%	\$842	0.68%	\$1,390	1.11%
\$150,000 - \$199,999	120,595	\$172,242	\$6,267	3.60%	\$1,708	0.99%	\$4,559	2.61%
\$200,000 or More	83,002	\$348,119	\$16,316	4.54%	\$2,986	0.95%	\$13,329	3.59%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Age								
Under Age 40	840,551	\$72,273	\$1,282	1.31%	\$346	0.52%	\$937	0.79%
Age 40-49	579,814	\$84,590	\$1,892	1.50%	\$568	0.57%	\$1,324	0.93%
Age 50-59	494,054	\$76,707	\$2,041	1.96%	\$592	0.74%	\$1,449	1.21%
Age 60-69	247,957	\$62,172	\$1,640	1.95%	\$443	0.80%	\$1,196	1.15%
Age 70 or Older	470,884	\$36,271	\$829	1.89%	\$370	1.01%	\$459	0.88%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Marital Status								
Married	1,287,867	\$93,857	\$2,247	1.76%	\$613	0.63%	\$1,633	1.13%
Not Married Male	486,153	\$50,212	\$1,082	1.80%	\$449	0.96%	\$632	0.84%
Not Married Female	859,242	\$40,621	\$653	1.36%	\$219	0.62%	\$434	0.74%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Education								
No HS Diploma	365,286	\$34,184	\$406	1.33%	\$172	0.69%	\$233	0.65%
HS Diploma	1,139,059	\$50,509	\$820	1.58%	\$340	0.76%	\$480	0.82%
Associate Deg	178,331	\$59,714	\$712	1.10%	\$293	0.52%	\$419	0.58%
Bachelors Deg	604,722	\$97,837	\$1,834	1.33%	\$453	0.42%	\$1,381	0.90%
Masters Deg	250,224	\$114,001	\$4,559	2.84%	\$1,163	0.97%	\$3,397	1.87%
Prof Deg - MD, JD, etc.	43,859	\$116,459	\$4,893	3.29%	\$1,405	1.35%	\$3,488	1.94%
Doctorate	51,780	\$129,826	\$5,915	3.37%	\$1,295	0.84%	\$4,620	2.53%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Race/Ethnicity								
Non-Latino								
White	2,239,066	\$72,176	\$1,616	1.60%	\$478	0.63%	\$1,137	0.98%
African American	153,132	\$39,927	\$665	2.12%	\$450	1.75%	\$214	0.37%
Asian	83,566	\$61,281	\$1,393	1.58%	\$299	0.37%	\$1,094	1.21%
Native American	4,500	\$38,236	\$96	0.34%	\$59	0.20%	\$38	0.13%
Unknown	-	-	-	-	-	-	-	-
Latino	160,923	\$46,128	\$901	1.67%	\$198	0.67%	\$703	1.00%
ALL	2,641,188	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%

* Race totals are greater than the number of households because a person can identify as more than one race.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

in the table. But some of this also reflects a broader understanding of social interactions and social processes as well as the role of donations in providing for the needs of others, including the educational institutions with which they were affiliated. Examining the percentage of income contributed, we find that it actually declines as education increases up to an associate's degree because charitable giving does not keep up with income. Beyond a bachelor's degree, the percentage of income contributed rises rapidly to 3.4 percent for heads of household with a doctorate. These changing percentages indicate that educational attainment has an impact over and above capacity to give.

5. **Race/Latino Status**—the Census Bureau records race of head of household independently of Latino status. The head of household can therefore be recorded in one or more than one racial category and also as Latino or not Latino. In this table we record the race of all non-Latinos and combine all Latinos into a separate category. We find that Whites, on average, give the largest amounts to charity but smaller percentages of their incomes than non-Latino Blacks or Latinos. Non-Latino Asians give almost as much of their percentage of income to charity on average, as non-Latino Whites; and Latinos in Massachusetts give less, on average, than non-Latino Whites. Although Blacks give substantially less, on average, than Whites, they give a larger percentage of their incomes and mostly to religion.
6. **Lifecycle Category**—we combined age, marital status, children in the household, and retirement status to form 12 categories as listed in **Table 16**. The table indicates that Massachusetts households headed by a person age 40–64, married with spouse or partner present, and one or more children under age 18 in the household contributed the greatest amount to charity, to religion, and to secular causes and gave the greatest percentages of their income to total giving and to secular causes. The greatest percentage of their relatively low incomes donated to religion was given by households headed by a person age 65 or older, retired, and with no spouse or partner.
7. **Health Status**—in Massachusetts charitable contributions are strongly related to the health of the head of household. Households with heads in

excellent health give \$2,354, on average; those with heads in poor health give \$628, on average. However, health is also highly correlated with income and wealth. The impact of health on charitable giving appears confounded with its correlation with income and wealth. Households with excellent health have high incomes and relatively large amounts of wealth. Households in poor health have low incomes and small amounts of wealth. We presume that it is not that households in poor health give less but that households in poor health have few financial resources and therefore a lower capacity to give.

8. **Home Ownership**—a house, condominium, or even trailer is an asset whose value net of mortgages is likely to appreciate, especially in Massachusetts, due first to increased housing prices and second to smaller mortgage balances as mortgage payments are made. For most homeowners the home is the single largest asset in their portfolio. In order to own and maintain a home, moreover, a household has to have substantial income. For Massachusetts we find that 1.7 million households (63 percent of all households in the state) own their homes. On average the incomes of these homeowners is much higher (\$81,600 vs. \$45,924) than households not owning their own homes. In dollar terms, homeowners give almost double the amount to charity (\$1,830 vs. \$968) as do non-homeowners and this doubling pattern holds for both religious and secular giving. However, as a percentage of income contributed, homeowners give only slightly more (1.7 vs. 1.5 percent of their incomes). Home ownership in Massachusetts is thus an indicator of financial capacity and not a major mediating characteristic in modifying the rate of flow of those resources to charity.
9. **Recent Movers**—If we examine households that have moved to a new residential location within the past year we find that there is some impact of recent mobility but the impact is small both in terms of the amount of dollars contributed and in terms of the percentage of income contributed. The impact is small for total giving and for secular giving. However, there is an impact on religious giving with recent movers giving about 63 percent of the amount and less than half the percentage of income given by non-movers. A more careful

TABLE 16

Projected Religious and Secular Giving for Massachusetts by Life Cycle Category, Health Status, Homeownership, Recent Movers, Military/Veteran Status, and Welfare Status (2002 Dollars)

	Number of Households	Avg Household Income	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Life Cycle Category								
Under 40, Not Married, Children	155,797	\$38,479	\$610	1.59%	\$242	0.76%	\$368	0.83%
Under 40, Not Married, No Child	308,139	\$59,031	\$759	1.01%	\$224	0.44%	\$535	0.58%
Under 40, Married, Children	257,235	\$90,551	\$1,914	1.46%	\$561	0.60%	\$1,353	0.86%
Under 40, Married, No Child	119,381	\$111,173	\$2,151	1.37%	\$330	0.23%	\$1,820	1.14%
40-64, Not Married, Children	99,735	\$51,984	\$823	1.60%	\$385	0.77%	\$438	0.84%
40-64, Not Married, No Child	395,124	\$45,426	\$994	1.50%	\$331	0.67%	\$663	0.83%
40-64, Married, Children	338,210	\$118,039	\$3,541	2.16%	\$1,021	0.76%	\$2,520	1.40%
40-64, Married, No Child	365,186	\$89,524	\$1,962	1.67%	\$474	0.53%	\$1,487	1.15%
65+, Not Married, Retired	322,845	\$27,372	\$633	1.94%	\$285	1.08%	\$348	0.86%
65+, Not Married, Not Retired	63,756	\$49,542	\$1,238	1.55%	\$605	0.86%	\$633	0.70%
65+, Married, Retired	158,947	\$51,679	\$944	1.79%	\$399	0.89%	\$545	0.89%
65+, Married, Not Retired	48,908	\$71,176	\$1,645	2.14%	\$498	0.79%	\$1,147	1.35%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Health Status								
Excellent	879,416	\$94,474	\$2,354	1.70%	\$648	0.64%	\$1,706	1.06%
Very good	793,432	\$64,885	\$1,244	1.55%	\$364	0.61%	\$880	0.94%
Good	578,887	\$55,860	\$1,075	1.64%	\$343	0.79%	\$732	0.85%
Fair	266,773	\$37,940	\$857	1.87%	\$389	0.88%	\$468	1.00%
Poor	114,755	\$27,595	\$628	1.22%	\$305	0.67%	\$323	0.55%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Homeownership								
Not Homeowner	972,228	\$45,924	\$968	1.53%	\$314	0.71%	\$654	0.82%
Homeowner	1,661,033	\$81,600	\$1,830	1.70%	\$537	0.67%	\$1,293	1.02%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Recent Movers								
Not Moved in Past Year	2,351,663	\$70,065	\$1,521	1.66%	\$473	0.73%	\$1,048	0.93%
Moved in Past Year	281,599	\$54,754	\$1,430	1.47%	\$299	0.35%	\$1,131	1.12%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Military/ Veteran Status								
Not Veteran or Armed Forces	2,295,004	\$67,720	\$1,460	1.57%	\$438	0.65%	\$1,023	0.92%
Veteran or Armed Forces	338,258	\$73,235	\$1,859	2.08%	\$568	0.93%	\$1,292	1.14%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Welfare Status								
Not Welfare Recipient	2,484,763	\$70,976	\$1,580	1.70%	\$475	0.71%	\$1,105	0.99%
Welfare Recipient	148,499	\$25,787	\$367	0.62%	\$108	0.28%	\$259	0.34%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

analysis of recent movers—one that controls for type of housing tenure and previous place of residence might reveal some countervailing patterns but the general pattern is one of limited impact except on religious giving.

10. Military/Veteran Status—the impact on giving of having served or currently serving in the military is not widely known or understood. Several different data sets, including the Survey of Consumer Finances, have indicated that military service is correlated with amounts and percentages of income contributed. Massachusetts veterans and heads of household currently in the armed services gave an average of \$1,860 (2.1 percent of their income) to charity in 2002—\$568 (0.9 percent to religion) and \$1,292 (1.1 percent of income) to secular causes. These values are higher than giving by households with no military service that gave an average of \$1,460 (1.6 percent of their income to charity in 2002—\$438 (0.7 percent of their income) to religion and \$1,023 (0.9 percent to secular causes). This is not just a matter of differences in income; military service does have a mediating role in the fraction of financial resources that flow to charitable causes.

11. Welfare Status—in Massachusetts households receiving welfare benefits do give a part of their modest incomes to charity—both to religion and to secular causes. However, as one might expect both the amounts and proportion of incomes contributed are substantially smaller than households not receiving welfare benefits.

12. Labor Force/Disability Status—Table 17 presents data on giving by Massachusetts households categorized by their labor force characteristics. This table presents information for the head of household. The first panel presents giving information by labor force participation. It indicates that households whose head is not in the civilian labor force but also neither retired nor disabled give the largest amounts, on average, to charity—about \$300 more, on average, than households whose head is employed or looking for work. These heads are a diverse group that includes students and single parents with children as part of its membership; however, it is not this part that makes the large contributions. There is another segment that has

a high household income that does influence the averages. This segment includes (a) widows and widowers with substantial financial resources, (b) divorced people with substantial alimony, and (c) heads with a spouse that earns a substantial income. These three subgroups give large amounts, on average, to charity with the result that averaged over all heads not in the civilian labor force the average amount donated was \$2,099 (1.86 percent of income)—\$880 (0.9 percent) to religion and \$1,219 (1.0 percent) to secular causes. We note that this group does give a substantial amount to religion.

Households whose heads were disabled gave the smallest amounts and percentages of income to both religion and to secular causes. Households whose heads were retired gave less than half the average amount of donation for all Massachusetts households, as a percentage of their incomes they gave the most to religion but still gave high percentages to secular causes.

The majority of Massachusetts households have heads that are in the labor force and they did give large amounts and large percentages of their incomes to charity in 2002. In truth they gave the largest amounts and the largest percentages of their incomes to secular causes compared with households in other labor status categories.

13. Advantages of Employment/Class of Worker—when we examine for whom the employed work we find that persons who work for themselves give the largest amounts and the largest percentages of their income in total, to religion, and to secular causes as compared with other households in the labor force. Part of this impact is due to the fact that household heads that are self-employed tend to be better educated and older than other heads of households in Massachusetts. In addition, they tend to have more wealth. Consequently, the fact that they are self-employed may be capturing the impacts of some of these other factors. However, it remains a fact that in Massachusetts the self-employed give

“The impact on giving of having served or currently serving in the military is not widely known or understood.”

TABLE 17

Projected Religious and Secular Giving for Massachusetts by Labor Force Characteristics (2002 Dollars)

	Number of Households	Avg Household Income	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Labor Status								
Not in Labor Force, Not Retired	210,693	\$66,906	\$2,099	1.86%	\$880	0.90%	\$1,219	0.96%
Retired	566,859	\$37,619	\$731	1.90%	\$320	1.01%	\$411	0.89%
Disabled	123,689	\$25,710	\$330	0.55%	\$231	0.31%	\$99	0.24%
In Labor Force	1,732,021	\$81,747	\$1,780	1.60%	\$462	0.58%	\$1,317	1.02%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Class of Worker								
Not Employed	897,390	\$42,756	\$1,001	1.73%	\$444	0.91%	\$557	0.82%
Work for Private Business	1,288,877	\$80,312	\$1,703	1.58%	\$435	0.59%	\$1,268	1.00%
Federal Government	47,233	\$97,348	\$1,741	1.33%	\$401	0.38%	\$1,341	0.95%
State Government	45,221	\$76,311	\$868	1.09%	\$203	0.30%	\$666	0.79%
Local Government	144,195	\$82,291	\$1,677	1.45%	\$514	0.47%	\$1,162	0.99%
Self Employed	210,345	\$87,443	\$2,489	1.93%	\$644	0.67%	\$1,844	1.26%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Occupation								
Not Employed	894,725	\$42,809	\$1,001	1.72%	\$443	0.90%	\$558	0.82%
Management, Bus, Financial	301,787	\$112,334	\$3,011	1.78%	\$625	0.50%	\$2,386	1.28%
Professional & Related	433,161	\$93,216	\$2,278	1.52%	\$566	0.42%	\$1,712	1.10%
Service Occupations	251,844	\$59,064	\$1,199	1.92%	\$382	0.90%	\$816	1.02%
Sales and Related	207,742	\$87,297	\$1,854	1.76%	\$469	0.76%	\$1,385	1.00%
Office/ Admin Support	256,575	\$65,358	\$1,143	1.53%	\$287	0.50%	\$856	1.03%
Farm, Fish, Forestry	1,397	\$50,000	\$114	0.23%	\$0	0.00%	\$114	0.23%
Construction/Extraction	94,123	\$71,118	\$826	1.09%	\$384	0.48%	\$443	0.62%
Installation/Repair	35,562	\$66,581	\$1,078	1.43%	\$466	0.54%	\$613	0.90%
Production	87,650	\$56,369	\$536	1.04%	\$286	0.55%	\$250	0.49%
Transportation/Material Moving	68,694	\$54,690	\$658	1.19%	\$307	0.62%	\$351	0.56%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%
Industry								
Not Employed	894,725	\$42,809	\$1,001	1.72%	\$443	0.90%	\$558	0.82%
Agricult, Fish, Forest, Hunt	2,517	\$70,688	\$883	0.98%	\$85	0.09%	\$797	0.89%
Mining	-	-	-	-	-	-	-	-
Construction	108,116	\$73,698	\$1,039	1.29%	\$427	0.57%	\$612	0.72%
Manufacturing	199,830	\$79,982	\$1,854	1.37%	\$502	0.50%	\$1,352	0.87%
Wholesale/Retail Trade	245,775	\$66,152	\$1,015	1.57%	\$367	0.73%	\$648	0.84%
Transport/Utilities	75,474	\$72,368	\$1,047	1.29%	\$361	0.53%	\$686	0.76%
Information	39,617	\$68,727	\$724	0.96%	\$269	0.27%	\$454	0.69%
Financial Activities	159,569	\$110,180	\$2,898	1.61%	\$506	0.47%	\$2,392	1.14%
Professional/Business Serv	230,506	\$94,594	\$2,541	2.04%	\$605	0.65%	\$1,936	1.39%
Education/Health Serv	419,409	\$82,550	\$1,818	1.61%	\$459	0.55%	\$1,359	1.06%
Leisure/Hospitality	98,452	\$67,084	\$1,264	1.54%	\$273	0.54%	\$991	1.00%
Other Services	76,539	\$68,508	\$1,671	1.89%	\$518	0.84%	\$1,153	1.06%
Public Administration	82,732	\$90,156	\$2,164	1.62%	\$557	0.48%	\$1,607	1.14%
ALL	2,633,262	\$68,428	\$1,512	1.64%	\$454	0.69%	\$1,057	0.95%

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

more to charity than do those who work for others. Among the remaining heads of household in the labor force the major distinction is between state employees, who give less to charity, as compared with heads employed by other types of employers. In terms of amounts and percentages of income contributed, Massachusetts state employees give less in total, less to religion, and less to secular causes as compared with employees of private businesses (including corporations), Federal employees, local employees, and the self-employed.

14. Occupation of Head—by current occupation, households headed by a person working in a management, business, or financial occupation give, on average, the largest amounts and largest percentages of their incomes to secular causes and above average amounts to religion. Medical doctors, lawyers, college professors, architects, and other professional occupations donate, on average, the second largest amounts to secular causes and also to religion. Sales and related occupations also give larger than average amounts to secular causes but just slightly larger than average amounts to religion. In Massachusetts, heads of household working as fisherman, farmers, or in forestry occupations give the least amounts to secular causes and the least amounts to religion. Although the table indicates that this group gives \$0 amounts to religion this probably reflects the fact that the sample is sparse for this occupation and the estimates are somewhat low as a result.

15. Industry of Head—households whose head worked in the financial industry or in the professional/business service industries gave the most to charity, on average, in 2002. Households with heads working in the manufacturing industry and education/health services industry also gave above average amounts to both religion and to secular causes. Households with heads working in the information industry (telephone, cable, television, internet services) and in the agriculture, fishing, forestry, and hunting industries gave, on average, the least to both religion and to secular cause in 2002. Households with heads working in public administration (government except teachers and health workers) gave substantially higher average amounts, especially to secular causes in 2002.

Giving In the Boston Metropolitan Area

This section presents socio-demographic breakdowns of giving patterns for residents in the consolidated Boston metropolitan area. This geographic area as defined jointly by the Bureau of Census and the Office of Management and Budget includes an area that extends from Plymouth, MA through Worcester, MA and north through Nashua, NH and Portsmouth, NH to and including Manchester, NH. Most of the households in this area, however, are concentrated in an area around the city of Boston that extends roughly to Route 495.

The breakdowns for the Boston consolidated metropolitan area are presented in **Tables 18, 19, and 20**. Overall there were 2.4 million households in the Boston CMSA, earning an average of \$73,918 in household income in 2002. They contributed an average of \$1,524 per household (1.5 percent of income) to charity—\$474 (0.7 percent of income) to religion and \$1,050 (0.9 percent of income) to secular causes. On average, the dollar amounts contributed in total, to religion, and to secular causes are very close in value to the corresponding estimates for households living in Massachusetts, whether they live in the Boston CMSA or not. The income for households in the Boston CMSA, however, is larger on average than the income for the residents of Massachusetts. Consequently we find that the percentages of income contributed by households in the CMSA are slightly lower than those for residents of the state of Massachusetts.

Although there are differences in the number of households, their income and the amounts given to charity by each category within individual characteristics (for example within each income category and within the income variable), the general pattern is very similar between the metropolitan area tables and those for the state of Massachusetts. Again we find that high incomes give large percentages of their income to charity and much more to secular causes than to religious causes. Once again we find that lifecycle and education have major mediating influence in the flow of funds from households to charitable organizations. Once again we find that health status and home ownership appear to be highly correlated with financial capacity rather than mediators of that capacity. Once again we find that Black households have relatively low incomes but give the largest percent of that income to charity—mostly to religion. Once again we find that households

TABLE 18

Projected Religious and Secular Giving for Boston CMSA by Income, Age, Marital Status, Education, and Race (2002 Dollars)

	Number of Households	Avg Household Income	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Income								
Less than \$10,000	194,847	\$5,972	\$68	1.06%	\$40	0.63%	\$27	0.43%
\$10,000 - \$24,999	373,342	\$16,732	\$299	1.77%	\$196	1.14%	\$103	0.63%
\$25,000 - \$49,999	496,762	\$37,292	\$479	1.35%	\$212	0.62%	\$266	0.74%
\$50,000 - \$99,999	739,798	\$72,511	\$715	1.00%	\$279	0.39%	\$436	0.61%
\$100,000 - \$149,999	345,113	\$119,916	\$1,872	1.52%	\$755	0.62%	\$1,117	0.90%
\$150,000 - \$199,999	132,422	\$172,234	\$5,374	3.09%	\$1,511	0.88%	\$3,862	2.21%
\$200,000 or More	93,495	\$340,558	\$14,669	4.15%	\$2,915	0.95%	\$11,755	3.20%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Age								
Under Age 40	757,006	\$79,197	\$1,419	1.28%	\$395	0.51%	\$1,024	0.77%
Age 40-49	547,757	\$90,847	\$1,921	1.43%	\$606	0.57%	\$1,315	0.86%
Age 50-59	448,432	\$87,204	\$2,250	1.86%	\$653	0.70%	\$1,597	1.16%
Age 60-69	207,151	\$58,423	\$1,152	1.62%	\$379	0.76%	\$773	0.85%
Age 70 or Older	415,434	\$35,359	\$594	1.67%	\$298	0.95%	\$295	0.72%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Marital Status								
Married	1,228,001	\$99,465	\$2,216	1.62%	\$630	0.60%	\$1,586	1.02%
Not Married Male	428,818	\$53,455	\$1,172	1.77%	\$483	0.96%	\$689	0.81%
Not Married Female	718,961	\$42,486	\$553	1.20%	\$202	0.57%	\$351	0.62%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Education								
No HS Diploma	307,799	\$34,585	\$403	1.33%	\$173	0.70%	\$230	0.63%
HS Diploma	969,198	\$53,566	\$783	1.46%	\$346	0.74%	\$436	0.73%
Associate Deg	163,149	\$66,402	\$854	1.12%	\$343	0.49%	\$511	0.63%
Bachelors Deg	605,327	\$101,586	\$1,636	1.14%	\$429	0.41%	\$1,208	0.73%
Masters Deg	243,665	\$121,096	\$4,682	2.67%	\$1,267	0.93%	\$3,414	1.73%
Prof Deg - MD, JD, etc.	34,675	\$121,689	\$4,323	2.48%	\$1,211	1.02%	\$3,112	1.47%
Doctorate	51,967	\$134,671	\$6,111	3.45%	\$1,359	0.89%	\$4,752	2.56%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Race								
Non-Latino								
White	2,036,046	\$77,673	\$1,612	1.49%	\$497	0.61%	\$1,115	0.88%
African American	135,599	\$40,612	\$617	1.88%	\$418	1.56%	\$199	0.32%
Asian	87,369	\$66,618	\$1,473	1.54%	\$348	0.40%	\$1,125	1.14%
Native American	4,420	\$27,585	\$297	0.95%	\$153	0.52%	\$144	0.42%
Unknown	-	-	-	-	-	-	-	-
Latino	121,681	\$51,832	\$1,046	1.67%	\$226	0.66%	\$820	1.01%
ALL	-	-	-	-	-	-	-	-

* Race totals are greater than the number of households because a person can identify as more than one race.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

TABLE 19

Projected Religious and Secular Giving for Boston CMSA by Life Cycle Category, Health Status, Homeownership, Recent Movers, Military/Veteran Status, and Welfare Status (2002 Dollars)

	Number of Households	Avg Household Income	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Life Cycle Category								
Under 40, Not Married, Children	110,941	\$45,720	\$713	1.47%	\$287	0.68%	\$425	0.79%
Under 40, Not Married, No Child	282,665	\$62,343	\$840	1.06%	\$257	0.49%	\$584	0.58%
Under 40, Married, Children	249,106	\$97,269	\$2,055	1.45%	\$615	0.58%	\$1,440	0.87%
Under 40, Married, No Child	114,294	\$113,990	\$2,151	1.28%	\$363	0.25%	\$1,788	1.03%
40-64, Not Married, Children	91,339	\$53,064	\$764	1.53%	\$395	0.81%	\$369	0.73%
40-64, Not Married, No Child	321,228	\$48,367	\$1,044	1.37%	\$364	0.63%	\$680	0.75%
40-64, Married, Children	341,027	\$123,264	\$3,372	2.00%	\$1,038	0.76%	\$2,334	1.24%
40-64, Married, No Child	349,275	\$94,689	\$1,904	1.51%	\$475	0.49%	\$1,429	1.02%
65+, Not Married, Retired	279,508	\$26,045	\$347	1.70%	\$201	1.00%	\$146	0.70%
65+, Not Married, Not Retired	62,097	\$50,094	\$1,312	1.57%	\$628	0.88%	\$684	0.69%
65+, Married, Retired	136,916	\$47,966	\$553	1.45%	\$270	0.80%	\$283	0.65%
65+, Married, Not Retired	37,383	\$85,825	\$1,938	2.08%	\$589	0.75%	\$1,349	1.33%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Health Status								
Excellent	860,940	\$99,271	\$2,355	1.60%	\$682	0.62%	\$1,673	0.98%
Very good	713,607	\$69,992	\$1,186	1.40%	\$365	0.59%	\$821	0.81%
Good	474,432	\$60,289	\$1,068	1.51%	\$345	0.73%	\$723	0.78%
Fair	227,344	\$40,635	\$910	1.90%	\$421	0.92%	\$489	0.98%
Poor	99,456	\$23,696	\$335	0.94%	\$191	0.54%	\$144	0.40%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Home Ownership								
Not Homeowner	882,886	\$48,438	\$1,028	1.49%	\$328	0.68%	\$701	0.82%
Homeowner	1,492,894	\$88,986	\$1,817	1.54%	\$560	0.65%	\$1,257	0.89%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Recent Movers								
Not Moved in Past Year	2,106,204	\$75,660	\$1,515	1.51%	\$489	0.69%	\$1,027	0.82%
Moved in Past Year	269,576	\$60,301	\$1,592	1.59%	\$358	0.39%	\$1,233	1.19%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Military/Veteran Status								
Not Veteran or Armed Forces	2,076,858	\$73,209	\$1,472	1.47%	\$462	0.63%	\$1,009	0.84%
Veteran or Armed Forces	298,922	\$78,839	\$1,889	1.87%	\$555	0.83%	\$1,334	1.05%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Welfare Status								
Not Welfare Recipient	2,256,156	\$76,418	\$1,584	1.57%	\$492	0.68%	\$1,091	0.89%
Welfare Recipient	119,623	\$26,765	\$396	0.54%	\$124	0.27%	\$272	0.27%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

TABLE 20

Projected Religious and Secular Giving for Boston CMSA by Labor Force Characteristics (2002 Dollars)

	Number of Households	Avg Household Income	Average Giving per Household	Average % of Income Given	Average Amount Given to Religion	% of Income Given to Religion	Avg Amt of Secular Giving	% of Income to Secular Giving
Labor Status								
Not in Labor Force, not Retired	184,993	\$79,310	\$2,384	1.82%	\$1,077	0.97%	\$1,307	0.85%
Retired	487,353	\$37,273	\$449	1.61%	\$235	0.91%	\$215	0.70%
Disabled	104,443	\$25,009	\$325	0.52%	\$231	0.31%	\$94	0.20%
In Labor Force	1,598,990	\$87,657	\$1,831	1.52%	\$493	0.57%	\$1,338	0.96%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Class of Worker								
Not Employed	770,941	\$45,529	\$896	1.53%	\$438	0.86%	\$458	0.67%
Work for Private Business	1,190,911	\$86,285	\$1,779	1.50%	\$469	0.56%	\$1,310	0.94%
Federal Government	41,661	\$98,031	\$1,618	1.18%	\$347	0.33%	\$1,271	0.84%
State Government	43,771	\$79,759	\$914	1.07%	\$276	0.39%	\$638	0.68%
Local Government	132,780	\$88,839	\$1,744	1.45%	\$556	0.50%	\$1,188	0.95%
Self Employed	195,714	\$93,925	\$2,412	1.84%	\$661	0.72%	\$1,750	1.11%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Occupation								
Not Employed	770,941	\$45,529	\$896	1.53%	\$438	0.86%	\$458	0.67%
Management, Bus, Financial	298,136	\$119,642	\$3,194	1.80%	\$688	0.53%	\$2,506	1.27%
Professional & Related	411,016	\$94,571	\$2,085	1.41%	\$566	0.43%	\$1,520	0.98%
Service Occupations	212,403	\$67,479	\$1,306	1.79%	\$422	0.80%	\$885	1.00%
Sales and Related	190,121	\$96,865	\$2,056	1.76%	\$525	0.77%	\$1,532	0.99%
Office/ Admin Support	235,293	\$67,880	\$1,139	1.45%	\$307	0.51%	\$832	0.94%
Farm, Fish, Forestry	2,150	\$64,691	\$509	0.62%	\$260	0.25%	\$249	0.37%
Construction/Extraction	88,781	\$76,260	\$837	1.02%	\$425	0.54%	\$413	0.48%
Installation/Repair	38,431	\$69,566	\$774	1.14%	\$346	0.45%	\$428	0.69%
Production	72,122	\$59,220	\$598	1.05%	\$320	0.54%	\$278	0.51%
Transportation/Material Moving	56,386	\$60,259	\$634	0.85%	\$256	0.45%	\$377	0.40%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%
Industry								
Not Employed	770,941	\$45,529	\$896	1.53%	\$438	0.86%	\$458	0.67%
Agricult, Fish, Forest, Hunt	3,071	\$67,290	\$1,696	1.31%	\$294	0.29%	\$1,402	1.02%
Mining	246	\$70,000	\$253	0	0	0	\$253	0
Construction	109,455	\$79,007	\$1,022	1.19%	\$458	0.61%	\$564	0.58%
Manufacturing	192,066	\$90,120	\$2,131	1.41%	\$593	0.50%	\$1,537	0.90%
Wholesale/Retail Trade	211,612	\$71,083	\$1,033	1.53%	\$386	0.72%	\$647	0.81%
Transport/Utilities	68,770	\$77,800	\$839	0.98%	\$275	0.39%	\$564	0.59%
Information	33,094	\$78,148	\$465	0.59%	\$188	0.21%	\$277	0.38%
Financial Activities	153,967	\$116,935	\$3,102	1.64%	\$567	0.51%	\$2,535	1.13%
Professional/Business Serv	229,718	\$99,670	\$2,504	1.90%	\$630	0.63%	\$1,874	1.27%
Education/Health Serv	366,332	\$85,140	\$1,714	1.47%	\$463	0.51%	\$1,251	0.96%
Leisure/Hospitality	89,825	\$75,431	\$1,483	1.54%	\$344	0.55%	\$1,139	0.99%
Other Services	67,049	\$75,113	\$1,849	1.87%	\$558	0.79%	\$1,291	1.08%
Public Administration	79,634	\$93,568	\$2,185	1.59%	\$586	0.50%	\$1,599	1.09%
ALL	2,375,779	\$73,918	\$1,524	1.52%	\$474	0.66%	\$1,050	0.86%

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

“Households whose heads work in the finance, professional, business services, or public administration industries give more, especially to secular causes, than households whose heads work in other industries.”

headed by someone not in the civilian labor force gives the greatest amounts and percentage of income to charity—in part because they give disproportionately to religion. Once again we find that households with self-employed heads give more, on average and as a percentage of their income, to charity as opposed to households with heads who work for someone else. Once again we find that households headed by managers, professionals, and sales occupa-

tions give more than households whose heads work in other occupations; and once again we find that related fact that households whose heads work in the finance, professional, business services, or public administration industries give more, especially to secular causes, than households whose heads work in other industries.

At a broad level the patterns in the Boston CMSA tables are very similar to those in the Massachusetts tables. We provide them because the specific values in the tables are somewhat different from those in the Massachusetts tables and are more accurate reflections for residents of the CMSA, while the state tables are more accurate reflections for the residents of the state as a whole.

Discussion

Charitable giving is based primarily on the capacity to give as measured by the combined financial resources of household income and net worth. In our model of giving, characteristics of the households and heads of households mediate the flow of financial resources to charitable organizations. Among major mediating characteristics are lifecycle and educational attainment. Lifecycle (measured by age, marital status, number of

children in the households, and retirement status) is complex and has different impacts on charitable giving within different categories of lifecycle.

Educational attainment has an impact over and above that of financial resources and lifecycle. Although its dynamics are also complex and only partially explicated in our study, its impact on giving tends to be linear in the sense that higher levels of education result in greater fractions of income contributed to charitable causes. One of the factors involved with education is that it opens an array of opportunities for experiences, involvements, and commitments that increases as education also increases. Even a cursory evaluation of these opportunities pursuant to choosing among them, increases the appreciation of the more highly educated for the inter-dependencies in society and how flow of funding can influence the social outcomes both through and independent of non-profit organizations.

Macro Analysis of Factors Related to Regional Differences in Giving Patterns

In this section we examine state differences in patterns of giving in terms of state-level characteristics and descriptors of the population. More specifically we examine the average contribution per household as presented in Table 15 of *Geography and Generosity: Boston and Beyond*, released in November 2005. The prior sections of this report examined the families and households in order to explain and understand some of the factors that lead to the behavior that results in the averages reported in our 2005 report.

We now switch from the family or household as the unit of analysis to the state and the population of the state as the unit of analysis. We switch from a focus on the giving behavior of families and households to the giving behavior of the population in the state and examine factors related to inter-state differences in patterns of giving behavior. These factors differ from those presented in previous sections of this report in that they measure characteristics of each state, the economy of the state, or the population of the state instead of characteristics of individuals and households.

Variables

In the analysis in this section we focus on total giving by each state's population. Our major dependent variable is the average contribution per household in each state as a measure of the level of giving by the population of the state. We calculate the average by dividing the total giving of all households in the state by the total number of households in the state, whether or not they gave to charity. We should, nevertheless, keep in mind that in each state total giving is composed of giving to religion and giving to secular causes and that religious giving is approximately half total giving nationally and a substantial proportion of total giving in each state. Therefore, some variables may primarily affect religious giving, others secular giving, and some may affect both.

Our analysis in this section is an adaptation of analysis of the average value of charitable deductions (Brown and Rooney, Gitell et al.) As in these analyses, states are the units of analysis, but the dependent variables consist of average amounts contributed by the households in each state instead of average itemized charitable deductions made by tax filers in each state. Moreover, our strategy is not to restrict our analysis to a combination of economic measures (e.g., personal income) and tax statistics (e.g., percentage of filers that itemize) but to extend our analysis to a larger domain of religious, demographic, social, and geographic characteristics, as well. In addition, our strategy differs from that followed by the prior analyses in that we seek to identify a small subset of explanatory characteristics from the larger set of potential explanatory variables that are associated with differences among states in aggregate measures of giving behavior (i.e., average household giving, average household religious giving, and average household secular giving). We emphasize that these measures are based on giving behavior of the entire population of each state and not just the giving behavior of persons filing itemized tax returns.

The set of potential explanatory factors we examined with respect to inter-state differences in patterns of giving are all measures for state populations, state economies, state geographic characteristics, and state religious characteristics. In some instances they are derived from individual data, but the measures are all aggregated to the state level. They consist of the following 61 factors:

- Average and median household income for households in each state
- Average and median after tax household income adjusted for cost of living in each state
- State proportion of after tax income adjusted for cost of living (also known as the adjustment factor) in each state
- State unemployment rate in 2002
- Percentage of household heads in labor force in each state
- Percentage of household heads with after tax incomes (adjusted for cost of living) of \$100,000 or more in each state
- Percentage of household heads with after tax incomes (adjusted for cost of living) below \$25,000 in each state
- State gross domestic product per household
- Percentage growth in state domestic product
- Average and median age of heads of household in each state
- Percent of heads married (or with partner) in each state
- Percent of heads not married female in each state
- Percent of households with children under age 18 in each state
- Percent of household heads with high school degree in each state
- Percent of household heads with bachelor's degree in each state
- Percent of household heads with degree beyond bachelor's degree in each state
- Percent of households owning a home (house, condominium, or trailer) in each state
- Percent of households working in occupations requiring professional levels of skill (from teacher and librarians through medical doctors, lawyers, other professionals, administrators, managers, and business occupations) in each state
- Percent of households working in occupations requiring lower levels of skills (from transportation and moving operatives, farm workers, fishermen, and forestry workers, miners, construction workers, maintenance workers through production workers, installers, and repair workers) in each state

- Percent of workers in finance, professional, and business industries in each state
- Percent of workers in farming, fishing, forestry, and hunting industries (from Bureau of Census) in each state
- Percent of farmers and farm owners (from the Department of Agriculture) in each state
- Percent of heads of household under age 40, not married, with children under age 18 in the household in each state
- Percent of heads of household age 40 to 64, married, with children under age 18 in the household in each state
- Average capital gains income per household in each state
- Average unearned income (interest, dividends, rents, royalties, trust income, and capital gains net of losses) per household in each state
- Percent of household heads not in civilian labor force but with incomes of \$100,000 or more in each state
- Percent of household heads that are retired in each state
- Percent of household heads that are disabled in each state
- Percent of household heads in the civilian labor force in each state
- Percent of household heads in the military now or in the past in each state
- Percent of household heads that are self-employed in each state
- Percent of household heads that are employed by Federal, state, county, or local government in each state
- Percent of household heads that report being White in each state
- Percent of household heads that report being Black/African-American in each state
- Percent of household heads that report being Asian or Pacific Islander in each state
- Percent of household heads that report being Native American in each state
- Percent of household heads that report being Latino in each state
- Percent of household heads that are immigrants in each state
- Percent of household heads that report being in fair to poor as opposed to excellent, very good, or good health in each state
- Percent of households receiving welfare (including food stamps) in each state
- Percent of household heads who are in the boomer generation in each state
- Percent of household heads with no religious affiliation in each state
- Percent of household heads that are Catholic or Eastern Orthodox in each state
- Percent of household heads that are Protestant religions that emphasize tithing (Baptist, Pentecostal, Church of Christ, Jehovah's Witness, Assembly of God, Evangelical, Church of God, Seventh Day Adventist, and Reformed Christian) in each state
- Percent of household heads that are other Protestant denominations in each state
- Percent of household heads that are Jewish (when asked religious affiliation) in each state
- Percent of household heads that are Latter Day Saints (Mormons) in each state
- Percent of household heads that are other religious affiliations (including Muslim) in each state
- State percentage of registered Democrats in each state
- State percentage of registered Republicans in each state
- State population density in each state
- State share of number of non-profit organizations in each state
- State share of assets of non-profit organizations in each state
- State share of private schools (from Department of Education) in each state
- Percentage of households residing in metropolitan area of at least 1 million population in each state
- Percentage of households residing in rural areas or cities of less than 100,000 population in each state
- Percentage of households residing in one of the 18 largest consolidated metropolitan areas in the United States in each state
- Percent of households that moved in the past year in each state.

Designation of Key Factors

We used stepwise multiple regression analysis to identify the eight characteristics from the aforementioned list that best discriminated among average amounts of total charitable giving, for the 50 states and District of Columbia. Specifically, we regressed the entire list of potential factors against average amount of charitable giving per household and used a stepwise procedure to identify the small subset relating to inter-state differences in each component of the giving pattern. We did not have religious affiliation data for Alaska and Hawaii, so for this analysis we were reduced to 48 states plus the District of Columbia.

Before examining the results, we would like to make a few comments about the reliability and validity of the findings:

1. We anticipated that economic factors would dominate the findings but we were wrong. Although we included many economic factors in our list of potential explanatory factors above—most of these economic factors were not selected by the regression analysis.
2. Some of the factors identified in the analysis are causally related to giving behavior; others differentiate high giving from low giving states but do not operate in an obviously causal sense.

3. To test the stability (or robustness) of our results, we eliminated a few states and ran the analysis again and replicated this process a few times. Only the strongest two or three factors were identified in all these tests of stability (or robustness). So the weaker results (measured roughly in terms of lower standardized coefficients) are dependent on which few states are eliminated and which are included in the analysis. The results we report in the next paragraph are for the 48 states (excluding Alaska and Hawaii) and the District of Columbia.

State Differences in Amounts Contributed

Table 21 presents the regression results for inter-state differences in average household contributions per state. The analysis identified eight factors that account for slightly more than 92 percent of the inter-state variance in average charitable giving per household: (1) Percent Latter Day Saints, (2) Percent White, (3) Percent Catholic, (4) Percent in Large Metropolitan Area, (5) Percent Married, (6) Average Unearned Income per Household, (7) Percent of Heads working in Financial, Professional, or Business Industries, and (8) Percent of Heads Under Age 40 Not Married, but with Children. We briefly consider each of these factors and its relationship to inter-state differences in average amounts given to charity.

TABLE 21

Results of Stepwise Regressions of Giving vs. State Characteristics

Independent Variables	Dependent Variable: Average Total Amount Given Per Household			
	Coefficient	Standard Error	Standardized Coefficient	Significance Level
Intercept	1952	330	0.000	0.0001
Percent Catholic	-806	205	-0.230	0.0003
Percent in Metropolitan Area of at Least 1 M Population	248	80	0.188	0.0037
Percent Married	1601	494	0.203	0.0024
Average Unearned Income per Household	0.0764	0.0188	0.227	0.0002
Percent of Heads in Financial, Professional, Business Industries	3836	960	0.269	0.0003
Percent Latter Day Saints	2498	222	0.542	0.0001
Percent White	-2015	266	-0.548	0.0001
Percent Under Age 40, Not Married, with Children	-4506	1860	-0.120	0.0200
Adjusted R-Squared	0.9205			

Source: Calculated at the Center on Wealth and Philanthropy at Boston College.

Latter Day Saints Affiliation The strongest factors (as measured by the standardized coefficients) are religion (the percentage of heads that are Latter Day Saints) and race (the percentage of heads that are White). The analysis indicates that states with high proportions of LDS adherents (e.g., Utah and some surrounding states) have high average amounts of giving per household as compared with states with low proportions of LDS adherents. We have previously noted that LDS adherents have a high commitment to tithing and more generally to charitable giving. The regression coefficients indicate that if a state has 1 percent more LDS adherents compared with another state, it will, other things being equal, have \$25 more in charitable giving per household compared with the other state.

White Race The race characteristic indicates that states with the highest percentages of Whites (including people who report being both White and some other race) give smaller amounts overall to charity, controlling for the other factors identified. This does not mean that Whites give less than non-whites. It means states with high concentrations of only Whites tend to give less (e.g., Idaho, North Dakota, South Dakota, Maine), on average, to charity as compared with states with lower concentrations of non-hyphenated Whites (e.g., New York, Connecticut, Maryland, Massachusetts, California, Washington, D.C., Mississippi, Louisiana). The pattern may at first appear to be an issue of population density or of degree of urban development, and the relatively rural nature of states with high proportions of only whites may indeed be part of a complex pattern of causal factors, but the urban-rural dimension is not sufficient to explain the inter-state differences since several southern states (e.g., Alabama and Mississippi) have low population density and low degrees of urban development but give larger amounts to charity, on average, than Idaho, the Dakotas, and Maine. The regression coefficients indicate that if a state has 1 percent more Whites compared with another state, it will, other things being equal, have \$20 less in charitable giving per household compared with the other state.

Catholic Affiliation Other than the two strongest factors, states with high percentages of Catholics (Connecticut, Rhode Island, Massachusetts, New York, New Jersey, California) tend to give less to charity because Catholics tend to give less both to religion and to secular causes. Conversely, states with low percent-

ages of Catholics (e.g., Mississippi, Alabama, Virginia, and most of the states in the South) are unaffected by this negative factor. The regression coefficients indicate that if a state has 1 percent more Catholic adherents compared with another state, it will, other things being equal, have \$8 less in charitable giving per household compared with the other state.

Metropolitan Area States with high proportions of households living in metropolitan areas of at least 1 million population tend to contribute larger amounts to charity at least in part because the associational density is higher in large metropolitan areas and because large metropolitan areas also tend to have higher concentrations of high-income and high wealth households as compared with smaller metropolitan and non-metropolitan areas. Of course all the largest states have large proportions of their populations living in metropolitan areas and even some of the smaller states (i.e., Rhode Island) do, too. States that have no large metropolitan areas (e.g., New Hampshire, Maine, Iowa, New Mexico, West Virginia, and Mississippi) naturally receive no benefits from such areas. The regression coefficients indicate that if a state has 1 percent more households located in metropolitan areas of at least 1 million population compared with another state, it will, other things being equal, have \$2 more in charitable giving per household compared with the other state.

Married Status Married households give more to charity than those that are not married. Part of this involves the fact that two spouses (partners) may each earn income and may each own assets. Larger financial capacity is positively related to charitable giving.

“States with high proportions of households living in metropolitan areas of at least 1 million population tend to contribute larger amounts to charity at least in part because the associational density is higher in large metropolitan areas...”

Massachusetts, Rhode Island, Florida, Colorado, and Washington, D.C. are the only states in which less than half the households are married. Utah is the only state in which more than 60 percent of the households are married (it is 65 percent in Utah). Giving in all states benefits from the percentage of the population that is married. The benefits are less in states with low percentages married and highest in states with high percentages married. The regression coefficients indicate that if a state has 1 percent more married households compared with another state, it will, other things being equal, have \$16 more in charitable giving per household compared with the other state.

Unearned Income States with higher values of unearned income per household give more to charity than those with lower values. This is partly because unearned income (interest, dividends, rents, royalties, trust income, and capital gains) is a proxy for wealth and partly because unearned income represents a pool of income that is liquid and less devoted to household expenses than wage and salary income. In our research we have found that charitable giving is more highly related to unearned income than to wage and salary income, even controlling for wealth. States with high levels of unearned income include Connecticut, Massachusetts, Florida, Nevada, and Wyoming. States with low levels of unearned income include West Virginia, Louisiana, and Mississippi. The regression coefficients indicate that if the households in a state earn, on average, \$100 more than the households of another state, it will, other things being equal, have \$8 more in charitable giving per household compared with the other state.

Financial, Professional, and Business Industries In prior sections we have seen that in Massachusetts and in the Boston metropolitan area heads of household working in financial, professional, or business industries tend to give larger amounts to charity than heads working in other industries. Perhaps they are affected by the giving behavior of their peers, perhaps there are cultural norms of giving in these industries, or perhaps employees in these industries are more frequently contacted by fund raisers, but whatever the reason, employees in these industries tend to give more to charity. Connecticut, New Jersey, Delaware, Washington D.C., Maryland, Virginia, California, and Colorado have high percentages of heads of household working in these industries—mostly in the out-of-state commuter towns associated with New York City and Washington, D.C.

North Dakota, West Virginia, Kentucky, Arkansas, Mississippi, and Montana have low percentages of heads of household working in these industries. Massachusetts has a fairly high (15) percent of heads of household working in financial, professional, or business industries. New York has 13 percent of its heads working in these industries. The regression coefficients indicate that if a state has 1 percent more households employed in Financial, Professional, and Business Industries compared with another state, it will, other things being equal, have \$38 more in charitable giving per household compared with the other state.

Young, Unmarried Adults with Children Young, unmarried adults with children in the household are rarely in a position to give large amounts to charity. States with high percentages of these households (e.g., Georgia, Mississippi, and Louisiana) give less to charity and states with few of these households (e.g., Montana, North Dakota, and New Hampshire) have less negative impact on charitable giving. The regression coefficients indicate that if a state has 1 percent more households whose heads are not married, under age 40, but have children compared with another state, it will, other things being equal, have \$45 less in charitable giving per household compared with the other state.

The analysis presented in Table 21 could be extended to other dependent variables, such as average amounts of religious giving per household, average amounts of secular giving per household, and average charitable giving as a percentage of household income, among others. These analyses, however, are beyond the time and resources of the current study.

Comparison of Average Amounts Contributed and Predicted Values

Table 22 presents the average amounts contributed per household (from Table 15 in our 2005 report, *Geography and Generosity: Boston and Beyond*, and repeated in Table 6 within Section 2 of this report) and those predicted by the regressions presented in Table 21 in this section. One can read these results as surprisingly good (glass half full) or disappointingly fair (glass half empty). We note that the factors certainly produce different estimates for the various states and these estimates are generally close to the criterion values. The predicted values come fairly close, especially in New

TABLE 22

Actual and Predicted Giving for All States by Census Division (2002 Dollars)

Division	State	Average Giving per Household	Predicted Value of Avg Total Giving	% Deviation of Predicted from Observed
New England	Connecticut	\$1,901	\$1,827	3.93%
	Maine	\$915	\$927	-1.28%
	Massachusetts	\$1,512	\$1,416	6.34%
	New Hampshire	\$1,167	\$1,272	-9.03%
	Rhode Island	\$1,141	\$1,031	9.61%
	Vermont	\$938	\$1,004	-7.05%
	Total for Division	\$1,262	\$1,246	1.28%
Middle Atlantic	New Jersey	\$1,874	\$1,868	0.33%
	New York	\$1,961	\$1,663	15.17%
	Pennsylvania	\$1,342	\$1,420	-5.79%
	Total for Division	\$1,726	\$1,650	4.36%
East North Central	Illinois	\$1,509	\$1,581	-4.74%
	Indiana	\$1,257	\$1,258	-0.15%
	Michigan	\$1,413	\$1,330	5.86%
	Ohio	\$1,252	\$1,405	-12.19%
	Wisconsin	\$1,221	\$1,101	9.89%
	Total for Division	\$1,331	\$1,335	-0.34%
West North Central	Iowa	\$1,178	\$1,134	3.71%
	Kansas	\$1,409	\$1,363	3.27%
	Minnesota	\$1,633	\$1,558	4.60%
	Missouri	\$1,333	\$1,564	-17.27%
	Nebraska	\$1,394	\$1,310	6.02%
	North Dakota	\$889	\$991	-11.43%
	South Dakota	\$969	\$1,061	-9.51%
	Total for Division	\$1,258	\$1,283	-1.99%
South Atlantic	Delaware	\$1,713	\$1,672	2.41%
	District of Columbia	\$2,203	\$2,263	-2.73%
	Florida	\$1,459	\$1,632	-11.88%
	Georgia	\$1,887	\$1,828	3.08%
	Maryland	\$2,365	\$2,265	4.25%
	North Carolina	\$1,664	\$1,550	6.84%
	South Carolina	\$1,676	\$1,589	5.19%
	Virginia	\$1,845	\$1,863	-0.99%
	West Virginia	\$838	\$892	-6.54%
	Total for Division	\$1,739	\$1,728	0.60%
East South Central	Alabama	\$1,518	\$1,559	-2.66%
	Kentucky	\$1,216	\$1,095	9.90%
	Mississippi	\$1,303	\$1,424	-9.32%
	Tennessee	\$1,428	\$1,470	-2.94%
	Total for Division	\$1,366	\$1,387	-1.53%
West South Central	Arkansas	\$1,333	\$1,187	10.91%
	Louisiana	\$1,212	\$1,355	-11.83%
	Oklahoma	\$1,543	\$1,341	13.11%
	Texas	\$1,481	\$1,513	-2.11%
	Total for Division	\$1,392	\$1,349	3.11%
Mountain	Arizona	\$1,405	\$1,507	-7.23%
	Colorado	\$1,654	\$1,715	-3.68%
	Idaho	\$1,557	\$1,560	-0.17%
	Montana	\$1,165	\$1,137	2.44%
	Nevada	\$1,552	\$1,682	-8.39%
	New Mexico	\$1,071	\$1,016	5.19%
	Utah	\$3,125	\$3,100	0.83%
Wyoming	\$1,573	\$1,505	4.32%	
	Total for Division	\$1,638	\$1,653	-0.90%
Pacific	Alaska	\$1,364	-	-
	California	\$1,736	\$1,808	-4.10%
	Hawaii	\$1,450	-	-
	Oregon	\$1,407	\$1,469	-4.37%
	Washington	\$1,422	\$1,480	-4.08%
	Total for Division	\$1,476	\$1,585	-7.41%
United States		\$1,478	\$1,481	-0.20%

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics and 2003 Current Population Survey.

England. Missouri, New York, and Oklahoma are the most problematic states. The average level of giving per household is substantially underestimated in terms of average giving per household for New York and to a lesser extent for Missouri. It is overestimated in Oklahoma. These comparisons imply that our analysis helps identify important factors for additional analysis of regional differences but that our simple regression approach is insufficient to predict giving with accuracy beyond that used in our 2005 statewide estimates.

Discussion of State Level Analysis

The objective of this analysis is to find a small set of factors that explain the different average amounts of giving among the states and District of Columbia. We used a statistical technique to identify the subsets of factors that differentiate among states based on the average amounts given per households. There is a difference between “explaining” and “differentiating.” Most of the variables we identified, such as percentage heads that are Catholic and average unearned income per household, have explanatory power and have been identified previously as explanatory factors relative to household giving. Other variables we identified (i.e., the percentage of Whites in a state) seem to be acting at least in part as proxies for variables not in the analysis or as proxies for complex combinations of factors.

Nevertheless, it is interesting that a large number of “traditional” economic variables (such as average and median household income) were in the large set of potential explanatory factors but did not differentiate among states. Instead, more specific and narrower economic variables were identified by the stepwise regression analysis: unearned income and percentage of heads working in the finance, professional, and business industries. These were the only two economic variables that were identified by the analysis.

Yet more interesting than the economic variables is the emergence of religious affiliation variables, the percentage of Catholic heads and the percentage of Latter Day Saints in a state, as important variables associated with inter-state differences in average amounts contributed. Since average amounts of religious giving and of secular giving are nearly uncorrelated across states and since average amounts of religious giving have slightly higher variability (as

measured by variance) than average amounts of secular giving, it is not surprising that variations in religious affiliations and concomitant religious practices would be related to inter-state differences in religious giving.

However, these religious affiliation variables may also relate to secular giving. The higher religious or secular giving may, in truth, be related to the religious imperatives or norms to be philanthropic associated with adherents of these respective religions.

In addition to religious affiliation, three demographic factors emerged as important for differentiating among states. We note that when comparing states, there are states with higher than the national average of both religious and secular giving, states with lower than the national average of both religious and secular giving, and states higher than average on one and lower than average on the other. The net results is that when states are the unit of analysis the average amount of religious giving is uncorrelated with the average amount of secular giving. In preliminary analysis of religious and secular giving (not presented as part of this report) different factors emerge with respect to total giving, religious giving, and secular giving, which suggests that each kind of giving has its own dynamic and that religious and secular giving should be analyzed separately. Analysis of regional total giving patterns masks the fact the relationships and dynamics involved in religious giving differ from those involved in secular giving.

Perhaps states are too large a geographic area, on average, to serve as a unit of analysis that reflects the immediate economic, religious, and social environment of its constituent households. It does, of course, reflect state policies; but in many states, county and local government policies are equally as important as state policies. When it comes to organizational density and

“When it comes to organizational density and the demand side of giving...it seems that the relevant geographic unit is something smaller than the entire state.”

the demand side of giving, moreover, it seems that the relevant geographic unit is something smaller than the entire state. We thus take our own analysis in this section as a step toward improving our understanding of regional differences in patterns of giving, but it is only one of many requisite steps.

Giving behavior is donor-based. We believe that models that build up from the micro-level components of families and households provide better estimates of regional differences than those that use states as the unit of analysis. In Appendix A of this report we presented an example of such a model. When estimated on a national basis the model was able to replicate rather closely the general patterns of giving at the Census division level. This kind of model also introduces the complexity involved in giving behavior and how various factors operate as mediators almost like vectors in physics to increase or decrease the flow of financial resources from households to charitable organizations.

Appendix A

A Behavioral Model of Levels of Giving

In this section we present our specification of a behavioral model to explain levels of giving. This model is implicit in our discernment theory of giving. The theory indicates that donors transfer income and assets from their financial resources, which represent their clarification of financial capacity. The rates of flow of income and assets are mediated by their demographic and psychological characteristics.

Our behavioral model is based on family income and family net worth. In our model both variables should be interpreted in tandem rather than individually. The higher their value the more we would expect that families would give to charitable causes. The simplest mathematical form of the model is that the amount of giving is a linear combination of family income and family net worth. The mathematical form reads:

$$\text{Giving Level} = B1\text{Income} + B2\text{Net Worth}$$

where B1 and B2 are coefficients to be estimated based on the data.

We assume that if income and net worth are both zero the level of giving will also be zero. In this simple form the B1 and B2 values regulate the flow of financial resources to philanthropy.

We introduce the mediating factors by adding a pair of additional variables for each mediating factor. The first of the pair is usually a dummy variable times income and the second is a dummy variable times net worth. For example, with respect to marital status (coded as married=1 and not married=0), we calculate a variable called MARRIEDINC by multiplying the marital status dummy times income and a second variable called MARRIEDNW by multiplying the marital status dummy times net worth. We then add these terms to the mathematical equation so that it reads:

$$\text{Giving Level} = B1\text{Income} + B2\text{Net Worth} + B3\text{Marriedinc} + B4\text{Marriednw}$$

where once again the Bs are coefficients to be estimated from the data and once again they control the flow of financial resources to philanthropy. But in this second equation, marital status has been added as a mediating

variable. The equation indicates that B1 and B2 control the flow of resources to philanthropy for families whose head is not currently married. However, B1 is augmented by B3 and B2 is augmented by B4 to estimate the flow of financial resources for families whose head is currently married. The model was extended by appending pairs of variables for mediating factors—the first of the pair for income and the other for net worth. The mediating variables and their coding are contained in **Table A**.

Three equations were estimated, one for total giving, one for religious giving, and one for secular giving. The Bs in the equation were estimated using simple regression. **Table B** lists the estimates for the three models, together with their estimated coefficients.

When interpreting the coefficients it is important to consider them as pairs. Often the income component will have one sign and the net worth component the other. A behavioral explanation is that the total impact of the mediating characteristic on controlling the flow of financial resources to philanthropy depends on the value of income relative to net worth for the characteristic in question.

Religious Giving

Even though the regressions were run at the family level, the religious giving equation has an adjusted R-squared of .525, which is unusually high for family level data. The negative baseline coefficients on income and net worth indicate that high levels of financial resources generally lead to lower proportions of financial resources being donated to religion. Of the lifecycle characteristics (age, marital status, number of children, and retirement status) age has small positive effect. Marriage has a substantial positive effect. The number of children's effect depends on income relative to net worth with low income relative to net worth giving less per child and high-income relative to net worth giving more per child. Retirement status also depends on income relative to net worth with low income and high net worth giving more to religion during retire-

TABLE A

Mediating Variables and Their Coding

Mediating Variable	Coding of Mediating Variable
Age	By Decade (i.e., 2=20's, 3=30's, etc.)
Number of Children in Household	Number of children age under age 18 living in the household, max code=5
Home Ownership	1=Owns Residence, 0=Other
Retirement Status	1=Retired, 0=Other
Professional Occupation	1=Administrator to Librarian (PSID codes 1-255) and Health Care Practitioners & Technical (PSID codes 300-354) on BC20 Main Occ for Job 1 (HD), 0=Other
Blue Collar Occupation	1=Farming, Fishing, Forestry to Military (PSID codes 600 to 983) on BC20 Main Occ for Job 1 (HD), 0=Other
High School Education	1=Head has at least HS Education, 0=Other
College Education	1=Head has at least 4 Year College, 0=Other
Beyond College	1=Head has degree beyond 4 Year College, 0=Other
Black	1=Head is Black, 0=Other
Asian/Pacific Islander	1=Head is Asian/Pacific Islander, 0=Other
Native American	1=Head is Native American, 0=Not
Latino	1=Head is Latino, 0=Other
Metropolitan Residence	1=Resides in Metro Area of 1 million or more population, 0=Other
Marital Status	1=Head is Married, 0=Other
Gender of Not Married	1=Head is Not Married Female, 0=Other
Frequency Attend Religious Services	0=Never, .5=1-13 times per year, 1=14-26 times per year, 2=27-52 times per year, 3=53-78 times per year, 4=79-104 times per year, etc.
Catholic/Eastern Orthodox	1=Head is Catholic/Eastern Orthodox, 0=Other
Jewish	1=Head is Jewish, 0=Other
Tithing Emphasized Religion	1=Head is Affiliated with Protestant Religion that Emphasizes Tithing (see text) or LDS, 0=Other
No Religious Affiliation	1=Head is Agnostic, Atheist, or Unaffiliated, 0=Other
Self-Employment Status	1=Head is Self Employed, 0=Other
Government-Employed	1=Head is Employed by Federal, State, or Local Government, 0=Other
Religious Volunteer	1=Head or Spouse Volunteers for Religion, 0=Other
Secular Volunteer	1=Head or Spouse Volunteers for Secular Causes, 0=Other
Immigration Status	1=Head is Immigrant, 0=Other
Rural/Small Town Residence	1=Head resides in rural area or small town (20,000 or less population), 0=Other
School Expenditures	0=None, 1=\$1 to \$999, 2=\$1,000 to \$1,999, etc.
Poor Health Status	1=Fair, Poor, 0=Other
Geographical Mobility	1=Moved in Past 3 Years, 0=Other
Welfare Recipient	1=Family Receives Welfare, 0=Other
Labor Force Participant	1=In Civilian Labor Force, 0=Other
Disability Status	1=Disabled, 0=Other
Farm, Fish, Forest Industry Status	1=Works in Farming, Fishing, or Forestry Industry, 0=Other
Boomer Status	1=Boomer Generation, 0=Other

Source: Developed at the Center on Wealth and Philanthropy at Boston College.

TABLE B

National Parameter Estimates for Behavioral Model

Independent Variable		TOTAL GIVING		RELIGIOUS GIVING		SECULAR GIVING	
		Coefficient	Sig Level	Coefficient	Sig Level	Coefficient	Sig Level
Income		0.007771 **	0.0287	-0.000356	0.8909	0.008127 **	0.0002
Net Worth		0.000252	0.6827	-0.000388	0.39	0.000640 *	0.0938
Age (in Decades)	Income	0.000332	0.447	0.000045	0.8883	0.000287	0.2878
	Net Worth	0.0200052	0.4571	0.000056	0.2701	-0.000004	0.9196
Number of Children	Income	0.000227	0.6051	0.000493	0.1237	-0.000267	0.3258
	Net Worth	-0.000284 **	0.0019	-0.000173 **	0.0099	-0.000111 **	0.0495
Home Ownership	Income	0.001396	0.2972	0.000609	0.534	0.000787	0.3422
	Net Worth	-0.001121 **	0.0003	-0.000413 *	0.067	-0.000708 **	0.0002
Retirement Status	Income	-0.007317 **	0.0023	-0.003171 *	0.0702	-0.004146 **	0.0052
	Net Worth	-0.000019	0.9276	0.000584 **	0.0001	-0.000603 **	0.0001
Professional Occupation	Income	-0.003300 **	0.0013	-0.001402 *	0.0622	-0.001898 **	0.0029
	Net Worth	0.001446 **	0.0001	0.000443 **	0.0004	0.001003 **	0.0001
Blue Collar Occupation	Income	-0.000229	0.8624	-0.000145	0.8805	-0.000084	0.9182
	Net Worth	0.000550 *	0.0528	-0.000153	0.4624	0.000703 **	0.0001
Has High School Degree	Income	-0.000339	0.8153	-0.000383	0.7182	0.000044	0.9611
	Net Worth	0.000251	0.3828	0.000077	0.7126	0.000174	0.3295
Has Bachelors Degree	Income	0.004776 **	0.0001	0.000063	0.9359	0.004713 **	0.0001
	Net Worth	-0.000462 **	0.004	-0.000045	0.6979	-0.000416 **	0.0001
Has Degree beyond BA/BS	Income	-0.001788	0.1341	0.001014	0.2449	-0.002802 **	0.0001
	Net Worth	0.000669 **	0.0003	-0.000147	0.2796	0.000815 **	0.0001
Black	Income	0.003867 **	0.0464	0.002618 *	0.0651	0.001249	0.2984
	Net Worth	-0.002982 **	0.0001	-0.001306 **	0.0001	-0.001676 **	0.0001
Latino	Income	0.000935	0.6902	0.003129 *	0.068	-0.002194	0.1306
	Net Worth	-0.000680	0.2994	-0.000540	0.2589	-0.000139	0.7312
Asian	Income	0.004241	0.1877	0.008195 **	0.0005	-0.003954 **	0.0472
	Net Worth	-0.002197 **	0.0002	-0.000696	0.1064	-0.001501 **	0.0001
Native American	Income	-0.008914 **	0.0285	0.002084	0.4836	0.006830 **	0.0067
	Net Worth	-0.002719 **	0.0001	-0.000923 **	0.0007	-0.001796 **	0.0001
Metropolitan Residence	Income	0.001216	0.1931	-0.000182	0.7899	0.001397 **	0.0156
	Net Worth	0.000386 **	0.0071	-0.000092	0.3796	0.000478 **	0.0001
Marital Status	Income	0.001073	0.4402	0.000851	0.4026	0.000223	0.7959
	Net Worth	0.000913 **	0.0001	0.000613 **	0.0001	0.000300 **	0.0186
Gender if Not Married	Income	0.003875 **	0.032	0.000086	0.9482	0.003790 **	0.0007
	Net Worth	0.000550 **	0.0241	0.000362 **	0.0424	0.000188	0.2117
Frequency Attend Religious Services	Income	0.004678 **	0.0001	0.005229 **	0.0001	-0.000551 **	0.0126
	Net Worth	0.000042	0.4911	0.000017	0.7077	0.000025	0.503
Catholic Affiliation	Income	-0.003764 **	0.0004	-0.002789 **	0.0003	-0.000975	0.1392
	Net Worth	-0.000307 *	0.0614	-0.000157	0.1911	-0.000150	0.1391
Jewish Affiliation	Income	-0.003717 **	0.0147	0.000272	0.8066	-0.003989 **	0.0001
	Net Worth	-0.000336	0.1965	-0.000167	0.3811	-0.000170	0.2924
Tithing Protestant/LDS Affiliation	Income	0.006093 **	0.0001	0.007214 **	0.0001	-0.001121	0.1177
	Net Worth	0.000849 **	0.0001	0.000669 **	0.0001	0.000180	0.1194
No Religious Affiliation	Income	-0.001176	0.4647	0.000187	0.8734	-0.001364	0.1708
	Net Worth	-0.000065	0.802	-0.000215	0.2557	0.000150	0.3486
Self-Employment Status	Income	-0.007524 **	0.0001	-0.003120 **	0.0001	-0.004404 **	0.0001
	Net Worth	0.000893 **	0.0001	0.000608 **	0.0001	0.000286 **	0.0025
Government Employment Status	Income	0.001169	0.3392	0.001651 *	0.0647	-0.000482	0.5239
	Net Worth	-0.000420 *	0.0972	-0.000312 *	0.0921	-0.000108	0.4897
Volunteer at Religious Organization	Income	0.016396 **	0.0001	0.013023 **	0.0001	0.003372 **	0.0001
	Net Worth	-0.000147	0.4239	0.000484 **	0.0003	-0.000631 **	0.0001
Volunteer at Secular Organization	Income	-0.000977	0.2682	-0.000830	0.1982	-0.000147	0.7876
	Net Worth	0.000430 **	0.0013	-0.000071	0.4698	0.000500 **	0.0001
Immigration Status	Income	-0.000548	0.8341	0.000821	0.668	-0.001369	0.3981
	Net Worth	0.000616	0.3624	-0.000185	0.7087	0.000801 **	0.0558
Rural/Small Town Residence	Income	0.002150	0.102	0.001670 *	0.0821	0.000479	0.5557
	Net Worth	-0.000347 *	0.0974	-0.000347 **	0.0233	0.000000	0.9996
School Expenditures	Income	0.000117 **	0.0009	-0.000083 **	0.0013	0.000200 **	0.0001
	Net Worth	0.000036 **	0.0002	0.000044 **	0.0001	-0.000008	0.1838
Poor Health Status	Income	0.002508	0.1653	0.001847	0.1622	0.000661	0.5544
	Net Worth	-0.000568 **	0.0157	-0.000161	0.348	-0.000407 **	0.0052
Geographic Mobility	Income	-0.003168 **	0.0014	-0.002540 **	0.0005	-0.000628	0.3073
	Net Worth	-0.000154	0.46	0.000158	0.3011	-0.000312 **	0.0157
Welfare Reciprocity	Income	-0.009366	0.1095	-0.005276	0.2174	-0.004091	0.2586
	Net Worth	0.006464 **	0.0001	0.004287 **	0.0001	0.002178 **	0.0066
Labor Force Participation	Income	-0.004939 **	0.0315	-0.000080	0.9622	-0.004859 **	0.0006
	Net Worth	-0.000085	0.7292	0.000137	0.4455	-0.000223	0.1441
Disability Status	Income	-0.010786 *	0.0972	-0.003347	0.4812	-0.007439 *	0.0645
	Net Worth	-0.000032	0.9863	0.000482	0.7284	-0.000514	0.6615
Farm, Fish, Forest Industry Status	Income	-0.000834	0.7988	0.000460	0.8474	-0.001295	0.5227
	Net Worth	-0.001281 **	0.0001	-0.000654 **	0.0043	-0.000627 **	0.0012
Boomer Status	Income	0.000890	0.3241	0.000638	0.3332	0.000252	0.6522
	Net Worth	-0.000929 **	0.0001	-0.000448 **	0.0002	-0.000482 **	0.0001
R-Squared		0.561000		0.524500		0.385400	

* Significant at the 10% level.

** Significant at the 5% level.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from 2003 Panel Study of Income Dynamics.

ment and higher income and low net worth giving greater fractions of their financial resources to religion. Home ownership has a positive impact on the flow of financial resources to religion unless income is low relative to net worth. Having an education degree beyond a bachelor's degree increases the flow of religious giving but the impact is reduced when net worth is substantially greater than income.

Of the specifically religious characteristics and behavior, volunteering at a religious organization generally has the largest impact on religious giving. Families that volunteer give substantially greater fractions of their financial resources since volunteering generally indicates a greater commitment to the religious organization. However, for heads that attend religious services more frequently than weekly, which also signifies a major commitment to their religion, frequency outweighs volunteering. And of course, the two activities are not mutually exclusive. With respect to religious affiliation, the largest impact involves members of Latter Day Saints and of Protestant denominations that emphasize tithing, who give larger fractions of their financial resources to religion. The second largest impact is among Catholics who give smaller fractions of their financial resources to religion even controlling for frequency of attendance and volunteer status.

Families whose head is in fair or poor health as opposed to good, very good, or excellent health tend to give more to religion than families whose head is healthier unless their net worth is high relative to their income. On the other hand disabled heads of household tend to give less to religion. We note that families with high school expenditure costs tend to give less to religion unless their net worth is high relative to their incomes. Families living in metropolitan areas tend to give less than those living in rural areas and small towns that tend to give more to religion. There are other independent variables in the religious giving model but we will not review the impact of all of them since we have covered the most relevant.

Secular Giving

The adjusted R-squared for the national secular giving equation is .385. The baseline coefficients on financial resources are positive, indicating that families at higher levels of income and net worth tend to give more to secular causes. Of the lifecycle characteristics (age,

marital status, number of children, and retirement status), age has a positive effect with persons in their 50s contributing substantially greater fractions of their financial resources to secular causes. Marriage also has a substantial positive effect. The more young children in the family the smaller the fraction given to secular causes and retirement also reduces the flow of financial resources to secular organizations. Home ownership has a positive impact on the flow of financial resources to secular causes unless income is low relative to net worth. When net worth is substantially greater than income, the impact of home ownership on the flow of financial resources becomes negative. A high school degree has little effect on secular giving, but a bachelor's degree has a major positive impact unless net worth is much higher than income. The effect of a degree beyond a bachelor's degree is less than that of a bachelor's but becomes stronger as net worth increases.

The impact of religious characteristics and behavior is less on secular giving than on religious giving. Volunteering at a religious organization also leads to increased secular giving except when net worth is high relative to income. Heads that are members of Latter Day Saints or Protestant denominations that stress tithing tend to give less to secular causes unless their net worth is high relative to their income. Higher frequency of attendance at religious services generally decreases the flow of financial resources to secular causes except among households whose net worth is very high relative to income.

Volunteering at a secular organization is an expression of social participation and commitment to the organization. Some families volunteer but do not have the financial wherewithal to contribute. The impact of volunteering at secular organizations is positive on the fraction of financial resources that flows to secular organizations except at very low levels of net worth relative to income.

Families with fair or poor health tend to give more to secular causes unless their net worth is relatively high compared with their income. On the other hand disabled heads of household tend to give lower fractions of their financial resources to secular causes. Curiously, participants in the civilian labor force give lower fractions of their financial resources to secular causes, as do families whose head works in the farming, fishing, or forestry industries. In contrast to reli-

gion, families with school expenditure costs tend to give greater fractions of their financial resources to secular causes, and the greater the school expenditure costs, the more they give to secular causes. Families living in metropolitan areas tend to give larger fractions of their financial resources to secular causes as to a lesser extent do families living in rural areas and small towns. Families that live neither in large metropolitan areas nor in rural areas and small towns give smaller fractions of their financial resources to secular charity. There are other independent variables in the secular giving model but we will not review the impact of all of them since we have covered the most relevant.

Total giving is the sum of giving to religion and giving to secular causes. In the regression analysis, the coefficients for total giving are the sum of the coefficients for giving to religion plus those for giving to secular causes. We will not review them in more detail in this document.

The General Model and Regional Variation

The general model can generate an estimated or predicted level of giving for each family in the PSID sample. Differences in the combinations of characteristics specified as independent variables in the model result in different levels of religious and secular giving. The average of the predicted values for the PSID sample in each region gives us a measure of the regional differences reflecting both the demographic differences in the populations in each region and the joint impact of these characteristics on charitable giving.

For each Census division, **Table C** compares the state estimates of total charitable giving from *Geography and Generosity*, which we believe are the most reliable estimates, with the averages from the PSID data, and the predicted values from the general model. We note that the coefficients of the model were estimated using micro (family level) data for the national sample and divided into regions only after the estimation and predicted values were calculated.

TABLE C

Comparison of Average Levels of Giving among *Geography and Generosity* Estimates, PSID Data, and Model Estimates by Census Division (2002 Dollars)

CENSUS DIVISION	Number of CPS Households in Thousands	Geography & Generosity Average Household Giving	PSID Average Family Giving	Model Average Predicted Family Giving	PSID Average Family Religious Giving	Model Avg Predicted Family Religious Giving	PSID Avg Family Secular Giving	Model Avg Predicted Family Secular Giving
New England	5,134	\$1,459	\$1,421	\$1,408	\$463	\$466	\$960	\$942
Middle Atlantic	17,102	\$1,750	\$1,003	\$1,042	\$511	\$531	\$491	\$511
East North Central	17,659	\$1,354	\$1,024	\$1,034	\$684	\$621	\$346	\$413
West North Central	9,569	\$1,373	\$1,507	\$1,117	\$1,046	\$709	\$456	\$407
South Atlantic	24,432	\$1,706	\$1,421	\$1,215	\$877	\$771	\$547	\$444
East South Central	8,017	\$1,381	\$1,300	\$1,259	\$972	\$938	\$333	\$320
West South Central	11,119	\$1,437	\$1,373	\$1,166	\$992	\$826	\$377	\$340
Mountain	7,698	\$1,627	\$1,411	\$1,341	\$870	\$805	\$539	\$536
Pacific	19,222	\$1,653	\$1,501	\$1,380	\$832	\$818	\$672	\$562
Nation	119,952	\$1,557	\$1,310	\$1,197	\$802	\$722	\$509	\$474

	Total Giving	Religious Giving	Secular Giving
Correlation Model with PSID	0.693	0.857	0.958
Correlation Model with G&G	0.149		
Correlation PSID with G&G	-0.029		

Note: Average Religious Giving and Average Secular Giving do not always sum to Average Total Giving because of the effects of missing data.

Source: Calculated at the Center on Wealth and Philanthropy at Boston College, based on data from the 2003 Panel Study of Income Dynamics and the 2003 report, *Geography and Generosity: Boston and Beyond*.

There are several interesting findings revealed in this table:

1. The model does a good job of predicting the average levels and the regional variation in the PSID data for religion ($r=.857$) and for secular giving ($r=.958$) separately. This implies that most of the regional variation in the PSID data can be attributed to regional variations in the characteristics of the independent variables in the model—the income and net worth of each region plus the mediating variables used in the model. It also validates the structure of the model, itself.
2. Although total giving is just the sum of religious and secular giving, regional differences in the total are less well explained ($r=.693$) by the model, which suggests that although the independent variables are the same in each model, the differences in how they are combined reflect a dynamic that affects religious giving differently from secular giving.
3. The PSID data are uncorrelated with the *Geography and Generosity* estimates by Census division. This is mainly due to the Middle Atlantic Division (New York, New Jersey, and Pennsylvania). If this division is eliminated the PSID is moderately correlated with the *Geography and Generosity* estimates ($r=.512$ not shown in table). If we project the model results to the regional population, in the process adjusting for the fact that the PSID data are not representative by region, we might expect to find and in fact do find, a greater congruence between the *Geography and Generosity* data and the projections.
4. The predicted model results for total giving are more highly correlated with the *Geography and Generosity* estimates than are the averages calculated directly from the PSID data ($r=.149$ with Middle Atlantic Division included and $.701$ with it excluded). This is important because it validates that the relationships in the PSID data as captured by the model are better predictors of regional totals than are the PSID data.
5. It is noteworthy that the model equations predict the much higher level of secular giving in New England as compared with religious giving, even though the model was estimated using national data. Moreover, if the measures of religious affilia-

tion, volunteering, and frequency of attendance at services are eliminated from the model, the model still closely predicts both average religious giving and average secular giving for each Census division. In this case the average predicted values for religious giving is \$494 and for secular giving is \$944 in New England. In other words, the average regional differences in the PSID can be closely predicted by the distribution of income and wealth plus mediating variables not directly measuring religious affiliation and behavior.

Appendix B

About the Data

There are three main sources of data used in this project:

1. The first source consists of the average amounts of giving per household for each state as presented in Table 15 in the report for the first year of this project: *Geography and Generosity: Boston and Beyond*. This data was compiled principally from itemized charitable deductions as reported by the Statistics of Income Division of the IRS and supplemented using *Giving USA* methodology applied to data for non-itemizers from the 2003 PSID. These estimates of giving by state are the main dependent variable in our current analysis. We attempt to understand the dynamics and processes resulting in these levels of giving within each state and to address the issue of inter-state differences in their values.
2. The second major source of data is the Panel Study of Income Dynamics and particularly the Center on Philanthropy Panel Study (COPPS) module of questions on giving and volunteering by heads and spouses of the families participating in the PSID. The PSID is a nationally representative sample of approximately 8,000 families. Since 1968 it has collected economic, social, and health data on the same families, initially on an annual basis and recently every two years. In 2001 it included a set of questions concerning giving and volunteering that were developed and sponsored by the Center on Philanthropy at the University of Indiana. These questions and responses are known as the Center on Philanthropy Panel Study (COPPS), although they are actually a subset of questions on the PSID. Although the PSID was designed to be a nationally representative sample, it was augmented in 1998 and 1999 to include families that immigrated since 1967, when the sample was developed. The PSID has some limitations. It includes high-income and high wealth families but not enough of them to be representative at the highest levels of income and net worth. In terms of coverage it also does not include two important components of financial capacity—it does not include the value of contribution defined retirement programs and it does not

include capital gain income. Since we use the PSID mainly to identify patterns of giving and to develop relationships between giving patterns and demographic characteristics, these limitations are not fatal.

3. The third and final major source of data is the Current Population Survey conducted monthly by the U.S. Bureau of Census for the Bureau of the Labor Statistics. The monthly surveys are conducted with a nationally representative sample of about 50,000 households, with data on each member of the household. The CPS is the primary source of information on the labor force characteristics of the U.S. population. The sample is scientifically selected to represent the civilian non-institutional population. In this study we used the CPS collected in March 2003, which records extra detail on demographics and income for 2002. This sample consisted of 78,310 households designed to be representative by state. This dataset also has limitations. Similar to the PSID it does not include capital gains in its income measures; in addition it has no information on wealth except whether or not the household owns a home. Moreover, it has no information on religion or religious practices or other social behavior. Its strengths is that it is large, representative by state, well-documented, and has been used for more than 50 years as the major source of household income, employment, and labor force characteristics by state.

In this study we supplemented the three major data sources with several other sources of data to augment the analysis file and/or to develop or validate the projection process. Among these files are:

Giving and Volunteering in the United States in 2000 conducted by the Independent Sector, the Survey of Consumer Finances for 2001 and 2004 sponsored by the Board of Governors of the Federal Reserve;

Banker's Trust-Deutsche Bank Wealth with Responsibility survey data assembled at the

Center on Wealth and Philanthropy at Boston College;

City University of New York 2001 American Religious Identification Survey of religious affiliation by state;

National Center for Charitable Statistics at the Urban Institute for number and asset values of non-profit organizations by state;

2004 Political Landscape Report of the Pew Research Center for People and the Press for political party registration by state;

National Center for Educational Statistics at the U.S. Department of Education for the number and types of private schools per state;

Missouri Economic Research Center data on cost of living by state, the Bureau of Labor Statistics for unemployment rates by state;

Bureau of Economic Analysis for state gross product by state;

U.S. Department of Agriculture for the number of farmers, farm owners, farm managers, and agricultural workers per state;

Governments Division of the Bureau of the Census for tax data other than federal tax data per state; and

Statistics of Income Division of the Internal Revenue Service for federal tax data per state.

Selected Measurement Issues

In this report we calculate percentages of income only for families with incomes of \$1,000 or more. This is because percentages based on lower levels of income become very high even if the amount contributed is small and such large percentages tend to distort averages for subgroups of the population. We therefore exclude all the values for percentage of income contributed by families with less than \$1,000 of income, treating them as missing values.

In this report there was one family in the nation that reported a donation in excess of \$100,000. This was a Massachusetts family that made a \$110,000 charitable donation in 2002 although they donated \$0 in 2000 and their prior history indicated no charitable deductions

in 1998 either. In giving such a large amount they were unlike the rest of the sample. Therefore, we excluded this one household from the analysis so it would not bias our estimates of relationships used to project the giving data to the CPS-based data file. However, the existence of this family indicates that there are large donations that occur in various states and metropolitan areas sporadically, rather than regularly, and therefore are not part of the general trends. The current analysis does not account for these large but sporadic donations.

In this study, we used the following conventions when coding the PSID data on giving:

Coding convention for participation: if there is information that a household participated in charitable donations to any organization we code them as a participant, even if they give no details concerning the types of organizations to which they contributed. Another approach is to count only households in which there is full information concerning the organizations to which they contributed. Our estimates of participation may therefore differ from other published estimates because of differences in how missing information is treated.

Coding convention for amounts contributed: if a household selects a range of values instead of specifying a dollar value for giving to a specific type of organization, we use the average value within the range reported by other households as the value that we assigned for that range for the given type of organization—other approaches are to assign the minimum value of the range or the mid point of the range. Our estimates of levels of giving may differ from other published estimates because of our “average” value assignment.

On the CPS file income was top-coded at \$999,999 annual income. We did not change this top-coded value. Some households that have a million or more dollars in income are thus coded at \$999,999.

Unless otherwise noted all dollar figures in this report are 2002 dollars.

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Acknowledgements

The Center on Wealth and Philanthropy is grateful for the generous support of the Boston Foundation for our work on this study, and for the contributions of Mary Jo Meisner, Ann McQueen, David Trueblood, Emily Hiestand, Kate Canfield, Barbara Hindley, Maura Fogarty, and other members of the Boston Foundation staff. The authors would also like to acknowledge the many contributions of Colleen Nugent and MaryPat Lohse, both of whom work at the Center on Wealth and Philanthropy.

