

# Econometrics in the Charitable Sector: Models and Data

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- I. Donations of Money
  - A. Determinants of aggregate giving
    - 1. Predictive (e.g. PGEM) vs. structural (supply/demand models)
    - 2. Variables
      - a. tax prices (marginal)
      - b. tax levels--disposable vs. personal income
      - c. government expenditures--substitutes and complements
      - d. exogenous changes in attitudes (willingness to give) -- e.g., recent United Way case
      - e. contemporaneous vs. lagged (and lead) variables: reputation effects
      - f. fundraising expenditures by donee organizations
      - g. scale economies or diseconomies, and number of nonprofits competing for funds
      - h. commercial activities of nonprofits--effects on donations
      - i. inter-generational effects
  - B. Disaggregate giving
    - 1. Tax-deductible (501(c)(3)) vs. other organizations (e.g., (c)(4))
    - 2. Inter-industry differentials. Variables under IA2, above.
- II. Donations of Time
  - A. Aggregate and by industry
  - B. Nonprofit, government, and private enterprise
  - C. Supply vs. demand models
  - D. Intergenerational supply-side effects
  - E. Intra-family supply
  - F. Relationships between volunteer activity and paid labor
- III. Donations of money and time -- joint model

**IV. Nonprofits, for-profits, and governmental producers--modeling choice**

- A. Supplier choices among institutional forms**
- B. Consumer preferences among institutional forms**
- C. Competition in institutionally-mixed industries**