European Research Network On Philanthropy 8th International Conference
Copenhagen, 13-14 July 2017

Israeli Philanthropists in the 21st Century

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Abstract
The empirical literature about philanthropy has focused mainly on the United States, and to a lesser extent, Western Europe. Lacking extensive international and comparative research, this empirical study is a step towards filling the gap by characterizing the profile of Israeli philanthropists in the 21st century. The empirical approach relies on a unique panel dataset of 152,729 tax itemizer philanthropists from 1999 to 2011, representing the entire population of all donors who claimed tax credit in Israel during these years. Using a longitudinal multivariate multiple regression analysis of philanthropic activity, I uncover the characteristics of Israeli philanthropists and identify the characteristics that are linked to the amount donated, the generosity of the donors, and the likelihood to donate. Controlling for a multitude of relevant explanatory, economic, socio-demographic, and other unique factors in Israeli society, allows us to distinguish variations and to identify and quantify trends and patterns in giving. While some of the results of this study are in line with the international literature, other characteristics are found to be unique to Israeli philanthropists.

1. Introduction

Much has been written about the importance of philanthropic behavior to society such as the relationship between individuals and society, the identification level between the individual and his/her community, the provision of a safety net to disadvantaged groups, narrowing the gaps between groups from different socio-economic classes, expressing and supporting individual's values and more (Payton and Moody, 2008; Frumkin, 2006; Fleishman, 2009). This study aims to uncover the characteristics of individuals and households that engage in philanthropy, and to identify and quantify the characteristics that are linked to the amount of money donated (in absolute terms and as a percentage of income). Controlling for a multitude of relevant explanatory economic and demographic factors allows us to characterize Israeli philanthropists, distinguish variations and identify trends and patterns in giving. A further international comparison of these characteristics will contribute to our understanding of philanthropy in general, and of potential differences between modern Israeli philanthropists and their counterparts around the world in particular.

Israeli society has unique characteristics that differentiate it from other societies. A relatively young country founded by immigrants from the Jewish diaspora, Israeli society today is comprised of native-born Israelis, Jewish immigrants and various ethnic minorities. These groups differ in their traditions, institutions, cultures and interests. The empirical literature about philanthropy has focused mainly on the United States, and to a lesser extent, Western Europe. Lacking extensive international and comparative research, this empirical study is a step towards filling the gap by characterizing the profile of Israeli philanthropists in the 21st century. Given the special characteristics and diversity of Israeli society, it is plausible that different philanthropic behaviors and giving patterns may be observed.

The paper is organized as follows. The next section presents a review of relevant literature and background, section 3 describes the data, section 4 presents the econometric method, section 5 discusses the empirical results of the relationship between the scope of giving, generosity and various donors' characteristics, section 6 focuses on gender differences in philanthropic behavior, section 7 focuses on immigrant donors, section 8 presents a comparative analysis of philanthropists and the general population, and finally, section 9 offers conclusions.

2. Related Literature and Background

In the last few decades, philanthropy in Israeli society has changed, and along with the traditional charitable giving, a new kind of modern philanthropy has emerged (Schmid, 2011). While traditional Israeli philanthropy is considered "romantic", Zionistic and nationalistic, new philanthropy is considered to be more rational and focused, based on principles of for-profit management (Shimoni, 2008; Silber, 2008). The new elite philanthropists are wealthy

individuals who made their fortune in high-tech and other advanced industries in the last few decades (Schmid and Rudich-Cohn, 2012). These new philanthropists bring business management patterns to their philanthropic activity, measuring and treating it no differently than their business investments (Schmid, 2011).

The field of philanthropy in Israel has drawn the attention of a growing number of scholars who are studying and characterizing giving patterns among the Israeli population (Katz et al., 2007; Shimoni, 2008; Haski-Leventhal et al., 2011; Schmid and Rudich-Cohn, 2012; Katz and Greenspan, 2015). These studies were based on representative samples and data collected from in-person interviews with donors, questionnaires and surveys. Katz et al. (2007) reported that married individuals, parents, and those with higher incomes were found to be more generous. The average annual contribution was about $170 (750 NIS) per household (*Mdn*=$80, 350 NIS). A later survey (*N*=1,538) found that the average annual contribution in 2008 was $430 (1,540 NIS) per household (Haski-Leventhal et al., 2011). In that study, the highest percentage of donors was found among the 25-40 age group. It was also found that men are more likely to donate than women, the scope of formal giving increases with age, and higher rates of donors were found among those who were born in America, Jews, widowed and those with higher income and education. Katz and Greenspan (2015) report that annual giving to nonprofit organizations increases with higher levels of education, household income, religiosity (among Jews), among the married and among respondents who expressed higher generalized trust in others.

Internationally, a large body of knowledge is available about philanthropy and philanthropists, their characteristics and motivations. Bekkers and Wiepking (2010, 2012) present a thorough overview of the academic literature. Factors such as age, income, marital status, number of children, place of residence, immigration, and other variables of interest have been studied by scholars from various disciplines. While there is consensus among scholars regarding the effect of certain factors on philanthropy, such as income and marriage, there are variations and inconsistent findings regarding other factors such as the effect of age or place of residence. Some life events such as divorce and widowhood have rarely been studied.

3. Data

The methodology used in this study is based on the analysis of a unique panel dataset of all donors who claimed tax credit for contributions to "qualified" non-profit organizations in Israel during at least one of the following years: 1999, 2000, 2004, 2006-2011.[1,2] Philanthropic data was obtained and merged from two sources: (1) the Israeli Tax Authority, and (2) the Israeli Central Bureau of Statistics - Population Registry.[3] These sources provide about 1,378,170 observations derived from the tax returns submitted by 153,130 unique individuals and households.

This information represents the entire population of all donors who claimed tax credit by submitting tax return reports during this period. For each observation, the dataset includes on an annual basis, economic and socio-demographic variables such as annual income, source of income (salaries, business profits or losses, interest, capital gains, etc.), the industrial classification (Real Estate, Finance & Banking, etc.), the amounts donated, age, gender, marital status, religion, residential address, ethnic origin, and number of children. 399 cases representing entities which are not individuals, or individuals that are neither Israeli citizens nor Israeli residents, were excluded from the analyses.[4] Two outliers (18 observations) were excluded from the data, representing two households who reported an exceptional contribution amount in a single year. These contributions were exceptional compared to other amounts donated by these households in all other years, and compared to other philanthropists.[5] This filtering narrowed the set of philanthropists to 152,729 unique individuals and households. Individuals who died during the sample period were excluded from the data following the year of death, which brings the total number of observations to 1,359,233.

Since giving by non-itemizing households is not included in the dataset, one could question whether the set of tax itemizers who claimed tax credits for their donations are representative of all donors. Indeed, individuals and households who make non-substantial (i.e. small) donations are less likely to submit tax returns. However, these donors are of lesser interest for the purpose of this study. This study focuses on those likely to make substantial donations.[6]

[1] "qualified" non-profit organizations are similar to 501(c)(3) organizations in the United Sates.
[2] Years in which the Israeli Income Tax Authority's data are available.
[3] The dataset was created for this particular study and is not readily publicly available.
[4] These cases (a total of 3,591 observations) had no indication of a residence address in Israel or any socio-economic information.
[5] In 2000 a large contribution of 113,858,344 NIS was made by a household, and in 2008, 102,508,234 NIS was contributed by another household. The ICBS could not confirm the reliability of these donations.
[6] Since the decision to engage in philanthropic behavior might be endogenous, one should be careful in generalizing this study's findings to the entire population.

Table 1 presents a summary of the donors' statistics. Donors' average annual contribution was 2,776 NIS (about $790), and 8,436 NIS ($2,400) excluding donors who did not contribute in a particular year.[7] These figures are higher than findings reported in previous studies. Donors' average annual income is 308,605 NIS (about $88,200), more than twice the average income in Israel in 2011.[8] Demographically, 98.97% of all itemizers are Jewish. The oldest donor is 106 years old, and the youngest donor's age when donating was 18.[9] The median donation is 0 since many individuals are inconsistent donors who donated in only one or a few years, whereas in the other years they reported no donations. The average donor's age was 48.61 years old and 19.10% of the donors were female.[10] Married donors accounted for 81.68% of the charitable givers and the average number of children among donors was 2.89. Almost 88% of all donors resided in urban localities (not presented in the table), and 33.94% were born outside Israel.

Table 1**.** Philanthropist summary statistics (panel)

	Mean	SD	Min	Max	p50
Donation	2,776	60,612	0	21,291,724	0
Income	308,605	980,626	-33,521	942,341,376	211,246
Age	48.61	14.57	7	106	49
# Children	2.89	2.01	0	21	3
Married	81.68%				
Income source (earned income=1)	93.48%				
Gender (female=1)	19.10%				
Minorities (Jewish=1)	98.97%				
Immigrants	33.94%				
Industrial classification:					
Manufacturing & High-Tech	3.16%				
Banking & Finance	2.74%				
Real Estate	25.66%				
Organizations	34.77%				
Other	33.67%				
N = 1,359,233					

Notes: Table 1 reports summary statistics for a panel dataset of 152,729 tax itemizers - individuals and households who contributed at least once during the years 1999, 2000, 2004, 2006-2011. All monetary variables are in 2011 New Israeli Shekels (NIS)

A descriptive analysis of the data yields some interesting insights. Among donors who reported a positive income, those with higher income contribute higher amounts on average than donors with lower income, but those with lower income were found to be more generous (measured by contributions as a percentage of income) as shown in Figure 1.

Figure **1.** Scope of giving and Generosity by income level

[7] In this study, all the amounts in NIS correspond to New Israeli Shekels (NIS) in fixed 2011 NIS (i.e. in real terms).
[8] ICBS: http://www.cbs.gov.il/reader/?MIval=cw_usr_view_SHTML&ID=404.
[9] The youngest individual in the dataset is 7 years old. Children younger than 18 do not submit tax returns. However, since the data consists of a full and complete panel, it includes young donors who claimed tax credits in the later waves of the panel.
[10] In the case of household donations, gender is associated with the head of household.

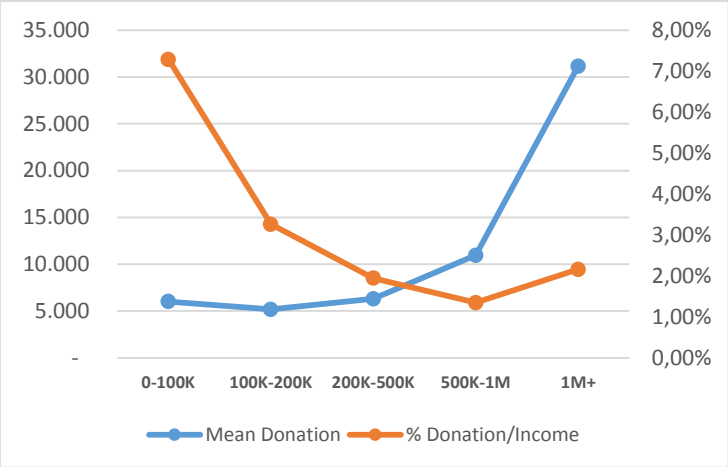
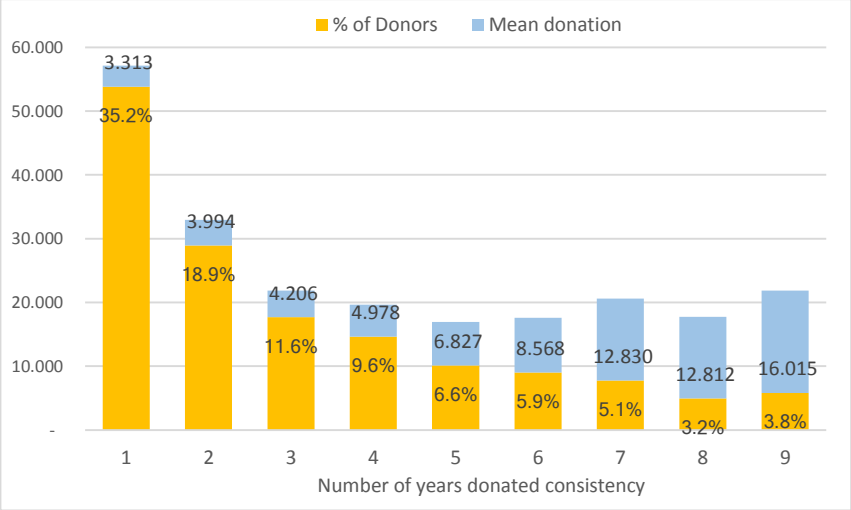


Figure 2 presents information about the donors' consistency. The average contribution increases as consistency increases, as well as other giving parameters (median contributions and contribution as percentage of income, not presented). Only 3.8 percent of the donors (5,820 households) contributed in all nine years of the sample period while 54.2 percent contributed only once or twice. Individuals and households who were the most consistent givers and contributed each year (i.e. contributed in all nine years of the sample period), gave the largest average donation amount and the most in total (not presented).

Figure 2**.** Consistency



Donors' consistency was further analyzed using Poisson and Negative binominal models. The dependent variable is the number of years contributions were made by a philanthropist during the panel period (a count variable between 1-9). The results presented in Table A7 in the appendix, show that high income donors, donors with earned income and those in the Real Estate sector are all positively associated with consistency. Other variables that were found to be positively related to consistency are the number of children, age, being single, Jewish, and originating from America and West Europe.

4. Method

Dependent variables: The unit of observation is an individual philanthropist (or household) and the dependent variable is donation, measured by the scope of annual monetary contribution in the following year, and by the proportion of income donated which can be interpreted as a donor's generosity.[11] This study does not cover informal

[11] While significant and consistent contributions by an individual will earn him or her the title of philanthropist, the scope of giving in terms of absolute amounts is not necessarily an indication of one's generosity. Since the data does not include details about households' wealth, I used the ratio of annual household contribution as a percentage of the yearly reported income as a proxy for generosity, similar to Auten and Rudney (1990).

giving such as giving to friends, family members and non-formal organizations, or to non-qualified organizations that do not hold the status which benefits donors with tax credit.

Independent variables: The independent variables include common variables that were selected based on previous studies about individual and household giving, along with additional unique factors in Israeli society. Unfortunately, since the data lacks information about individuals' education, this variable is not included in my analysis.[12] The independent variables are categorized into three main categories: economic variables, socio-demographic characteristics, and immigration variables. The first category includes total annual household *Income*, *Income source* (*earned* or *unearned income*), and the *Industrial classification* of the donor's occupation (*Manufacturing & High-tech*, *Banking & Finance*, etc.). The second category is a vector of the individual's personal characteristics including *Age*, *Age*^{2}, *Gender*, *Marital status*, and *Number of Children*. The third category is a vector of variables relating to the Israeli immigrant society which includes *Immigration, Minorities*, and *Ethnicity*.

To estimate the relationship between the independent variables and *donation*, a Panel OLS regression analysis was performed, using a dataset of 152,729 individuals and households in 246 localities over the 9-year period between 1999 and 2011. The specifications utilize a panel ordinary least squares framework with both locality and year fixed effects, which mitigate many of the concerns for potential omitted variable bias.[13] The fixed effects model allows us to control for time-invariant factors that could influence the donor's behavior, such as changes in national tax policy, nationwide political events and other national trends. The locality fixed effects control for any locality-specific variables that are time invariant. Year fixed effects control for the average effects of specific periods over all localities. Moreover, they help reduce bias from overall trends and events that occurred at a specific time and might have influenced the average scope of giving. This approach is described by the following fixed effects model:

$$donation_{it+1} = \alpha + \beta_1 economic_{it} + \beta_2 socio - demog._{it} + \beta_3 Immig._{it} + \varrho locality_l + \tau_t + \varepsilon_{it}$$

where $donation_{it+1}$ is the dependent variable for individual *i* in year *t+1*, $economic_{it}$ is a set of economic variables for individual *i* at year *t*, $socio - demog._{it}$ is a set of socio-demographic variables for individual *i* at year *t*, $Immig._{it}$ is a set of variables related to immigration for individual *i* at year *t*, $\varrho locality_l$ is a locality fixed effect unique to locality *l*, and τ_t is a time fix effect. This specification is intended to describe the characteristics of donors who itemize charitable deductions in their tax return by measuring the relationship between each independent variable and donation (direction and magnitude). The above equation was estimated separately for each dependent variable (the scope of giving, and contribution as percentage of income). The main regression models' results are presented in Tables A1 and A2 in the appendix. All results described in the following sections are statistically significant, unless specifically indicated otherwise.

5. Empirical results - Philanthropists' characteristics

Income. A rise in income increases the scope of giving. The income coefficients are positive and statistically significant. The income variable in the regression models is a decile categorical variable calculated based on the overall distribution income in the entire sample. Although the monetary magnitude of the coefficients is relatively low, this result is consistent with the vast international literature investigating the relationship between income and giving (for a thorough review see Bekkers and Wiepking (2010, 2012)).

***Income Source*.** This variable differentiates between earned income (active income) and unearned income (passive income) sources. Earned income includes salary and business income, while unearned income includes all other sources of income such as capital gains, dividends, rent income, interest, etc.[14] Differentiating between earned and unearned income allows us to understand to what extent donors are sensitive to income volatility. While some sources of unearned income such as rent income or pension annuity are characterized by a stable stream of cash flow, earned income might be subject to temporal financial fluctuations such as bonuses, salary raises or cuts due to changes in business revenue or other business factors.

Philanthropists with earned income contribute on average 1,174 NIS ($335) more than those with unearned income, but are found to be less generous. A possible explanation for the difference in giving patterns between the two types of sources of income could be related to the high variance in income among donors with earned income. While these donors have on average a higher level of income (over 30% higher than those with unearned income),

[12] In both international and previous Israeli studies, education is positively correlated with giving.

[13] All models include standard error clustered at the individual level, which are robust to arbitrary heteroscedasticity and serial correlation.

[14] In cases where a household had more than one source of income, it was classified based on the largest source of income.

and are contributing on average higher amounts, they are more sensitive to the potential fluctuation in their income levels, and therefore contribute a smaller portion of their income. This finding is in line with previous studies about permanent versus transitory income, showing that greater variability in the flow of annual income has a negative effect on giving (Hughes and Luksetich, 2008).

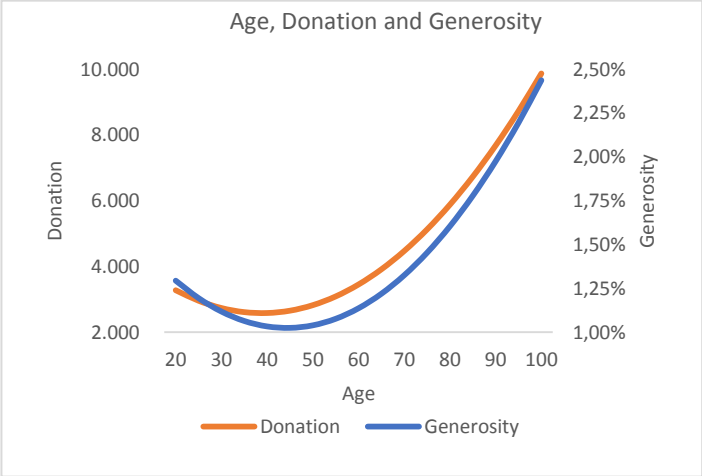
Industrial classification. Philanthropists whose occupation is classified in the *Manufacturing & High-tech* sector and in the *Banking & Finance* sector, contribute significantly higher amounts than donors from any other sector, and are found to be more generous than any other sector. These donors contributed on average 7,395 NIS ($2,100) and 6,197 NIS ($1,770) respectively more than other philanthropists (the reference category[15]). These results support previous studies' findings about the "new philanthropy" in Israel, and particularly about the role of "new philanthropists", i.e. wealthy Israeli individuals who made their fortune in the high-tech and other advanced industries (Shimoni, 2008; Schmid and Rudich-Cohn, 2012).

Interestingly, the coefficient of philanthropists classified in the *Organizations* sector, which includes many of the non-governmental and non-profit organizations in Israel, is negative and not statistically significant. The *Organizations* category includes "qualified" organizations which are the beneficiaries of the philanthropists' contributions; hence it is somewhat surprising that despite their awareness of philanthropic activity, these donors contributed less than other philanthropists both in absolute and relative terms.

***Age*.** The relationship between age and philanthropy is non-linear. While the coefficient of age is negative and statistically significant, the coefficient of age square is positive and statistically significant. Figure 3 presents the relationship between philanthropic behavior of donors and age. The results show that philanthropists up to 40 years old decrease their formal giving each year both in absolute terms and as a percentage of income, and from forty-one years old and on, increase their charitable giving each additional year.

The literature about philanthropy investigating the relationship between age and giving provides mixed results. While some researchers found that this relationship is positive, others found a negative relationship, a decrease in giving after a certain age, or no significant relationship at all (for a thorough review see Bekkers and Wiepking (2010, 2012)). The finding in this study of a u-shape relationship between age and donation is unique.

Figure 3. Age and giving



***Marital status*.** The estimated coefficients for marital status show that divorce is negatively associated with the scope of giving, and to a lesser extent marriage is as well. While divorced donors are found to be less generous than other donors, widowed philanthropists are found to be the most generous. According to Wiepking and Bekkers (2012), marriage is found to be positively related to giving in most studies, while a number of studies have found no relationship between marital status with giving. It is important to mention that the positive relationship was found in cross-sectional studies, however, in this study using a panel data allows us to analyze changes in the giving patterns by donors over a period of time.

[15] The reference sector is all other business and economic classification sectors (i.e. services, agriculture, commerce, tourism, etc.).

***Children*.** Among philanthropists, having more children is positively associated with philanthropy across all models. The marginal effect of an additional child is 532 NIS (about $150) and is statistically significant. The number of children in a household is positively related to philanthropy in most international studies that include this variable (for a thorough review see Bekkers and Wiepking (2010, 2012)).

Children and Marital status. Column 1 of Table A3 in the appendix presents the results of the interaction model between the number of children (a continuous variable) and marital status (a binary variable). While a rise in the number of children increases the average scope of giving by donors, being *married* relates to a decline in the average amount donated. However, the positive and statistically significant coefficient of the interaction between these variables shows that every additional child has a positive marginal effect on married households. From the second child on, married philanthropists contribute, on average, a larger amount than non-married donors, and households with fewer children. In other words, the increase in giving by large families is related to the number of children and not to being married.

Minorities *(non-Jewish religious affiliation).* In Israel, Arabs are the largest of all religiously-based minority groups (about 20% percent of the population). The estimated coefficients for minorities show that Arab minority philanthropists are negatively correlated to formal giving and less generous than the Jewish majority (statistically significant). Former studies analyzing the differential patterns in giving in Israel are rare, and those that exist show that the rate of formal contributions among Arabs is significantly lower than that among the Jewish population.

The gap in the giving patterns between Jewish and Arab philanthropists might be explained by political, cultural and socio-economic factors. The Arab society is characterized by a collectivist orientation which emphasizes groups of belonging (family structure, tribes, and ethnic groups), and a significant portion of philanthropic activity in this society is traditionally done through informal channels, which are not reported to the tax authorities and therefore cannot be detected in this study. Relationships in the Arab society are based on personal ties versus western societies which are characterized by impersonal and individualistic relationships (Zeidan and Ghanem, 2000; Zeidan, 2005). Moreover, Zeidan (2005) claims that the small number of Arab non-profit organizations compared to the number of Jewish non-profit organizations, allows for fewer opportunities for formal giving. However, thousands of qualified non-profit organizations whose mission statements are apolitical exist in Israel, and could potentially be appropriate recipients for contributions from both majority and minority philanthropists. This raises fundamental questions about the relationship between the minority and the majority populations in Israel, and the minorities' identification and integration into the Israeli society.

6. Gender

While male-headed households contribute higher amounts on average than female-headed households, female-headed households tend to be more generous when measuring donation as a percentage of income. The international findings about gender differences in giving are mixed. A possible explanation for the difference in gender generosity might relate to empathic concern, which according to psychological research is strongly developed among women (De Wit and Bekkers, 2016). Mesch et al. (2011) and Wilhelm and Bekkers (2010) show that this trait indeed enhances prosocial behavior.

In the case of household, it is not possible to retrieve from the administrative data whether a decision about a contribution was made by one of the spouses, jointly by both or independently by both. According to Andreoni et al. (2003) household decisions represent a compromise between the spouses, but the choice is closer to the men's preferences. When men earn more than women, they appear to have most of the bargaining power. The head of household in the data was selected either by the tax authority or per the household request, therefore the results are exposed to a potential selection bias.[16] As a robustness test, I analyzed the relationship between donation and gender based on four alternative variations for the gender head of household. The results are presented in Table A4 in the appendix and are in line with the main model results, showing that across all variations, female-headed households are more generous than male-headed households.

Column 1 of Table A4 presents the results of the main model and columns 2-5 present the variations' results. Model 2 uses the same gender for the head of household as in the original data, while the income in the denominator of the dependent variable includes only the head of household's reported income. This model is based on the

[16] A couple can determine which spouse will be registered as head of household as long as the chosen spouse's income is at least 25% or more of the other spouse's income. Choosing head of household may have tax implications, therefore such a decision might be made based on a tax optimization plan.

assumption that the decision to contribute is made by the head of household in proportion to his or her individual personal income. The gender head of household in model 3 was reclassified and determined according to the spouse whose income was higher, assuming the spouse with the higher income is dominant regarding financial decisions. Model 4 is similar to model 3, but the income in the denominator of the dependent variable includes only the head of household's reported income. In model 5, married households were divided into two separate households, and the income in the denominator of the dependent variable includes each individual spouse's reported income. The results in all variations are statistically significant and in line with the main model results.

Gender and marital status. Column 2 of Table A3 in the appendix presents the interaction between *Male* and *Married* variables. As shown before, male donors are found to be less generous than female donors, however, the coefficient of the interaction between male and married variables is positive and statistically significant. One interpretation for this result is that marriage has a positive marginal effect on male donors, as they contribute on average a higher percentage of their income compared to non-married male donors. Another interpretation is that married female donors, while more generous than male donors (married or single), are less generous compared to widowed female donors.

Gender and children. Column 3 of Table A3 in the appendix presents the interaction between *Gender* and *Number of Children* variables. As presented before, while male donors were found to be less generous than females, the number of children is positively associated with generosity. The interaction coefficient between these two variables (positive and statistically significant) shows that the number children has a positive marginal effect on male donors. Male donors' generosity increases with each additional child and from the seventh child and on, the gender generosity trend inverses as male donors contribute a higher percentage of their income than female donors.

7. Immigration.

According to a number of studies, immigrants in the U.S., Australia and Switzerland give less and are less likely to make a formal contribution. As time passes, immigrants change their giving and volunteering patterns, their contributions increase with the number of years residing in the host country, and their charitable giving levels converge to the level of the native donors (Joseph, 1995; Mata and McRae, 2000; Osili and Du, 2005; Brown and Bean, 2006; Thomas, 2012; Nesbit et al., 2013). In Israel, the last largest influx of immigrants was between 1990-2000. About 1 million immigrants, most of them Jewish from the former Soviet Union arrived in Israel, making up about 20 percent of the population at that time[17]. Since 2001, immigrants continue to arrive in Israel every year, but in smaller numbers (in total about 240,000 individuals[18]), and the rate of immigrants originating from wealthy countries such as the United States, Great Britain and France has increased significantly. Recent immigrants arriving in Israel might bring with them their own patterns and tradition of giving from their country of origin which may differ from that of native-born Israeli donors.

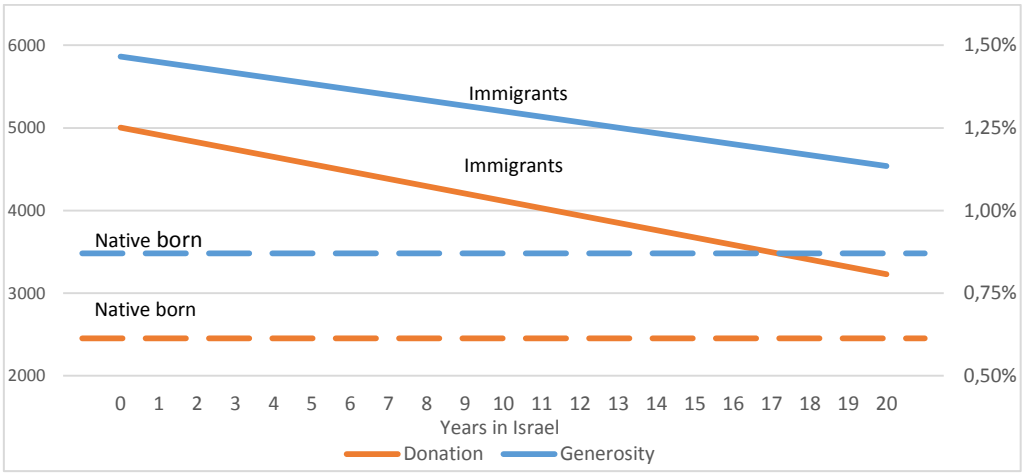
For the purpose of this study, *Immigration* is a continuous variable whose value ranges between 1-20, according to the number of years residing in Israel since immigration, for individuals and heads of households who were born outside Israel. Immigrants who resided in Israel during the sample period for 21 years and more were classified in the same group as native-born Israelis. The base assumption is that after residing for a significant period in the host country, immigrants gradually acquire knowledge of the language and culture of the host country, and while they may not have assimilated fully, they have integrated to some degree (Chiswick, 1978).

Line 1 of Table A5 in the appendix presents the coefficients for *Immigrant*. The explanatory variable *Immigrant* in this table is a binary variable which gets the value 1 if a philanthropist was born outside Israel and 0 otherwise. The results are positive and statistically significant across all models (which will be discussed later in detail), and show that immigrant philanthropists contribute on average 1,039 NIS (~$300) more than Israeli-born philanthropists (column 1). The coefficients for *Immigration* in the main model (Tables A1 & A2 in the appendix) are negative and statistically significant, showing that the longer immigrant donors reside in Israel, their giving patterns decrease each year, converging to the giving level of native-born donors (Figure 4).

Figure 4. Immigrants predicted giving and generosity over time

[17] ICBS (Israel Central Bureau of Statistics) - CBS Statistical Abstract of Israel 2012

[18] http://www.cbs.gov.il/shnaton67/st04_02.pdf



I tested the relationship between immigration and philanthropy using alternative variations for immigration as presented in columns 1-4 of Table A5. All models control for (being) *Immigrant*. Model 2 includes controls for the length of time residing in Israel since immigration. Similarly, model 3 controls for the duration of residency in Israel, but for native-born donors every year is weighted 0.5. The purpose of weighting the duration of immigrant and native-born philanthropists differently is to take into consideration the possibility that life experience in the host country is perceived differently by recent immigrants versus native individuals. The fourth model depicts the main model, while controlling for being immigrant. All coefficients are statistically significant, supporting the findings that recent immigrant philanthropists in Israel contribute higher amounts than native and veteran philanthropists, but with each additional year residing in the host country, they tend to reduce the scope of their contributions, converging to the level of their native counterparts.

A possible explanation for this phenomenon could be the aspiration of recent immigrants to accelerate their assimilation and absorption into the host society. By contributing significant amounts, recent immigrant philanthropists gain recognition from the general public and develop a social network with other local elite groups that can aid in their assimilation process. Another possible explanation is that recent immigrant philanthropists bring with them a philanthropic culture and tradition which, on average, is more generous than the local trend in the host country. As the time passes, assimilating into the local society and adopting local philanthropy norms, their level of contribution converges to that of local philanthropists.

***Age at immigration*.** Column 5 of Table A5 in the appendix presents the relationship between age at immigration and philanthropy. The coefficient for the explanatory variable *Age at immigration* is positive and statistically significant showing that the scope of giving increases as the age at immigration increases. These findings support the vast literature about immigrant assimilation showing that the degree of integration varies inversely with age at immigration, and the age at arrival is a dominant factor determining the outcomes of immigrant adaption (Friedberg, 1992; Borjas, 1995; Schaafsma and Sweetman, 2001; Gonzalez, 2003; Myers et al., 2009).

Ethnicity *(among Jewish donors)*. The Jewish population in Israel is made up of two major ethnic groups, referred to by Israeli social scientists as "Westerners" (European and American origin), and "Easterners" (originating from Muslim countries in the Middle East and North Africa).[19] Ethnic origin is an important and sensitive subject in the Jewish world in general and specifically in Israel. Tensions and conflicts among the two Jewish ethnic groups have shaped Israeli society to its current form. The founding fathers of the State of Israel were Jewish immigrants who arrived from Europe during the beginning of the 20th century. For several decades, European and American immigrants comprised the majority of the Israeli political, intellectual and economic elite, and inequality between the two ethnic groups, although narrowed in certain areas, continues to exist (Dahan, 2013).

The ethnicity variable in this study is defined by the individual's place of birth. The reference ethnic group variable is native Israeli-born philanthropists (Tables A1 & A2 lists the estimates variables). *American & Oceania* born philanthropists contributed a significantly larger amount than any other ethnic group (4,959 NIS, about $1,400 more on average). They are also found to be the most generous donors among philanthropists. Second on the list were

[19] Cohen and Haberfeld (1998)

philanthropists who were born in Western European countries (1,150 NIS, about $330 more on average) who were also found to be the second most generous ethnic group of donors.

As a robustness check, I tested the relationship between ethnic origin and philanthropy based on an alternative ethnic origin definition which is set by the ICBS. According to this definition, the ethnic origin of individuals is determined by their father's continent of birth in the case of individuals who were born in Israel, and by one's own continent of birth in the case of individuals who were born outside of Israel. The results are in line (direction and magnitude) with the main model's results and can be provided by the authors per request. These findings, showing significant differences in philanthropic behavior, contribute to the ongoing debate in Israel regarding the gaps between the various ethnic groups.

8. Comparison with the general population

Comparing philanthropists to the general population can yield important insights into the differences and similarities between donors and the rest of the population. For this purpose, the donors' data was merged with the General Expenditure Survey (GES) in Israel, conducted annually by the ICBS since 2004. The GES is a representative sample of 6,000 households in Israel which records several socio-demographic and economic variables for each household. Though the GES is highly detailed, due to privacy concerns it is not as detailed as the donors' data. The main differences are as follows: The GES records localities only for large cities with a population of over 50,000, while smaller localities are grouped and recorded at the sub-district level ("Nafa"); place of birth in the GES is recorded in only 4 categories: *Africa+Asia, America+Europe, Israel* and *Unknown* (place of birth in the donors' data is recorded at the country level); the number of children in the GES includes only those who live with the head of household (donors' data includes information for all children). Modifications to the donors' data were conducted to accommodate these differences.

Table 2 reports the means of the variables included in the comparative analysis of the philanthropists and the general population. Philanthropists differ from the general population in every category (all differences are statistically significant). Their mean annual income is higher (by 40%), as well as their age and number of children. The percentage of male, married, Jewish, Israeli native-born, and those who reported on earned income is also higher among the philanthropists. While *Organizations* is the mode industrial classifications among philanthropists (34.86%), *Other* (i.e. services, commerce, etc.) is the mode classification among the general population (70.85%).

Table A6 in the appendix reports the analysis results of Probit and Logit models of the merged data. The dependent variable equals 1 if individual is a donor who made a formal contribution in that year and 0 otherwise. This presents a classic case of choice-based sampling. In order to yield consistent estimates, each group is weighted by the ratio of the estimated relative frequencies of the subject groups in the population to their relative frequencies in the sample (Manski and Lerman 1977). The weight for donors is 0.961 and the weight for GES participants is 0.039.[20] While several factors are positively associated with being a donor, other variables are found to be negatively related.

Economic variables. High income individuals, those with earned income and those in the Real Estate or Organizations sectors are more likely to be donors. Although the "new philanthropists" (those classified in the industrial and high-tech sector) are found to be most generous and give on average the highest contribution amounts among donors, individuals in this sector are negatively associated with being a donor. The Israeli high-tech sector began flourishing in the 80's, only a few decades ago. It is possible that philanthropic behavior has not yet developed among individuals in this emerging sector as it has in the traditional industries (i.e. Real Estate, Finance and Banking sectors).

Table 2. Descriptive Statistics for Donors and General population (2004, 2006-2011)

	Donors	Survey	Difference
Observations	1,053,827	42,965	
Income	309,930	221,580	88,351
#Children	3.03	1.27	1.75
Age	50.41	47.59	2.82
Male	80.79%	61.32%	19.47%
Jewish	98.95%	83.93%	15.02%

[20] Donors' weight is calculated as the share of donors in the sample – 1,053,827/1,096,827. Before weighting, each donor's probability weight is 1, as there is 100% probability of being sampled, while the GES participant's weights are calculated by the ICBS range from 10 to 2,305.

Earned Income	92.76%	75.90%	17%
Marital Status:			
Single	7.75%	16.96%	-9%
Married	83.30%	61.87%	21%
Divorced	5.78%	9.96%	-4%
Widowed	3.18%	11.22%	-8%
Place of Birth:			
America + Europe	22.28%	31.06%	-8.78%
Asia + Africa	11.15%	14.08%	-2.93%
Israel	66.56%	54.86%	11.70%
Industrial Classification:			
Manufacturing & High-Tech	3.13%	13.52%	-10.39%
Banking & Finance	2.74%	2.36%	0.38%
Real estate	25.49%	11.00%	14.49%
Organizations	34.86%	2.27%	32.59%
Other	33.78%	70.85%	-37.06%

Notes: All Differences are statistically significant with $p < 0.001$
Differences are computed as a t-test of Donors vs Survey, assuming unequal variances between groups.

Socio-demographic variables. The number of children is positively related to being a donor, as the marginal average effect of each additional child increases the likelihood of being a donor by 3%. Divorced and widowed individuals are negatively associated with being a donor. While the negative marginal average effect of divorce (-5%) is expected, the negative marginal average effect of widowed (-8%) is interesting, since widowed donors were found to be the most generous among philanthropists.

Immigration. Individuals originating from America and Europe are more likely to be donors than native-born individuals and also than those originating from Africa and Asia, who are negatively related to being a donor. Since the formal philanthropy tradition is embedded in Western countries, these results support the hypothesis that immigrants bring their philanthropic culture and charitable giving traditions to the host country.

9. Conclusions

This study explores the characteristics of modern Israeli philanthropists who file annual tax returns. I categorized these characteristics in three main categories: economic, socio-demographic and immigration. While some variables are found to be in line with previous studies' results (direction and magnitude), others are in contrast or have not yet been studied. As expected, income is found to be positively associated with philanthropy. Philanthropists with earned income are associated with larger contribution amounts and a higher likelihood to becoming a donor. These philanthropists are more sensitive to income volatility than those with passive income who are found to be more generous (contributing a higher percentage of their income). Philanthropists whose occupation is classified in the Manufacturing & High-tech sector ("new philanthropists") and in the Banking & Finance sector, contribute significantly higher amounts, and are found to be more generous than other donors. Surprisingly, despite their awareness to philanthropic activity, philanthropists classified in the Organizations sector contribute less, are less generous and less consistent than those in the previous sectors.

A u-shape relationship was found between age and the scope of giving and generosity. Philanthropists up to 40 years old decrease their formal giving each year, and from their early forties and on, increase their charitable giving every additional year both in absolute terms and as a percentage of income. Widowed donors are found to be the most generous, while divorce has a negative relationship with philanthropy across all models, and to a lesser extent marriage does as well. The number of children has a strong positive relationship with philanthropy across all models. It is possible that the positive relationship between marital status and giving is mainly derived from family size (i.e. the number of children). While male-headed households contribute higher amounts on average, female-headed households are more generous and more consistent. These findings are robust across several variations for the head of household definition.

The relationship between the Arab minority and formal giving is negative across all models. The rare literature about Arab philanthropy in Israel shows that Arab donors prefer to contribute through non-formal channels, possibly due to political and cultural differences. Immigrant philanthropists bring to the host country their giving culture and tradition, however, the longer they reside in their new home, their giving patterns converge to the level of the native-

born donors. Those who were born in the United States and in Western European countries contribute on average significantly larger amounts, and are found to be more generous and more consistent than Israeli native-born donors, and donors originating from Africa and Asia who are negatively associated with philanthropy. These findings contribute to the discourse about the gaps between the various ethnic groups in Israel.

Compared to the general population, Israeli philanthropists differ in many aspects. Their average income, age and the number of children is higher. The proportions of male, married, Jewish, those with earned income and those whose occupation is classified in the Organizations sector is higher among philanthropists. High income individuals, those with earned income and those in the Real Estate or Organizations sectors are more likely to be donors. Every additional child increases the likelihood of being a donor by 3%, while divorced and widowed individuals are negatively associated with being a donor. Immigrants originating from America and Europe are more likely to be donors than other individuals.

Israeli society is diverse and highly heterogenic. While some donors' characteristics are in line with international literature findings, others are found to be unique to Israeli philanthropists. These variations in philanthropic behavior which are related to socio-demographic and economic characteristics, also emphasize certain sociological phenomena embedded in Israeli society, such as inequality between various ethnic groups, political and cultural gaps between the minority and majority populations, and different attitudes toward philanthropy by the "new philanthropists".

Acknowledgments

I am grateful to Claude Berrebi for very helpful comments and suggestions. I thank the Israeli Central Bureau of Statistics for providing me with their data on philanthropic donations. I thank Ariel Karlinsky for invaluable research assistance.

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Appendix

Table A1. OLS models - scope of giving

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Dependent Variable: Donation (t+1)										
Income	170.3***	124.1**	169.8**	164.3**	162.9**	162.7**	167.5**	155.8**	149.9**	139.0**
	(54.25)	(57.73)	(67.77)	(68.25)	(69.11)	(69.11)	(68.95)	(68.95)	(68.83)	(69.69)
# Children		482.0***	529.1***	517.7***	521.5***	520.2***	534.2***	524.5***	525.5***	532.6***
		(74.28)	(79.64)	(79.74)	(82.61)	(82.58)	(82.52)	(83.50)	(83.51)	(82.67)
Age			-145.2**	-146.8**	-130.1**	-129.6**	-124.2*	-122.3*	-142.1**	-151.7**
			(63.58)	(63.53)	(65.39)	(65.37)	(65.44)	(67.18)	(69.34)	(69.91)
Age^2			1.829***	1.823***	1.678**	1.672**	1.643**	1.700**	1.980**	1.951**
			(0.691)	(0.691)	(0.716)	(0.716)	(0.716)	(0.741)	(0.775)	(0.773)
Gender (male=1)				699.1***	672.9***	673.3***	685.0***	805.0***	779.6***	662.7***
				(223.1)	(224.9)	(224.9)	(225.2)	(228.0)	(227.4)	(225.2)
Marital status:										
Widowed					-152.0	-150.0	-181.4	-132.6	-67.00	-220.6
					(578.2)	(578.1)	(578.3)	(574.8)	(571.8)	(574.5)
Married					-281.8	-279.9	-326.9*	-280.0	-257.8	-317.5*
					(176.2)	(176.2)	(175.2)	(179.7)	(181.3)	(182.6)
Divorced					-799.9*	-799.3*	-833.9*	-814.4*	-815.9*	-894.0**
					(447.1)	(447.1)	(447.5)	(449.0)	(449.0)	(451.0)
Minorities (Jewish=1)						1489.6***	2042.8***	1714.1***	1747.6***	1788.1***
						(224.5)	(260.6)	(269.6)	(270.3)	(281.4)
Immigration							-175.6***	-91.50**	-90.93**	-88.70*
							(38.51)	(46.04)	(46.05)	(45.94)
Ethnic origin:										
Africa + Asia								-1595.0***	-1573.0***	-1377.8***
								(325.0)	(322.9)	(315.2)
Americas + Oceania								4885.7***	4868.7***	4958.9***
								(1332.7)	(1331.0)	(1340.2)
West Europe								1093.0***	1082.1***	1150.4***
								(413.5)	(414.1)	(410.5)
East Europe								-859.2**	-846.6**	-689.9*
								(418.6)	(417.4)	(413.0)

Income source (earned income=1)									1440.2***	1174.7***
									(282.5)	(263.2)
Industrial Classification:										
Manufacturing & high-tech										7395.2***
										(2396.8)
Banking & Finance										6197.1***
										(1720.1)
Real estate										1402.9***
										(313.2)
Organizations										-94.05
										(152.2)
Constant	-1843.3***	-2824.4***	-729.7	-1134.0	-1290.1	-2783.3**	6.839	-1785.6	-2992.6***	-2804.0**
	(296.8)	(298.9)	(1048.8)	(1073.2)	(1110.3)	(1100.7)	(1214.4)	(1156.4)	(1111.9)	(1119.4)
Time FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Locality FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
N	900437	900437	900437	900437	900437	900437	900437	900437	900437	900437
R^2 Overall	0.00180	0.00201	0.00212	0.00214	0.00214	0.00215	0.00229	0.00259	0.00265	0.00321

Notes: Standard errors clustered at the individual level in parentheses
Factor Variables reference categories: Marital Status - Single | Ethnic origin - Israel | Industrial classification - Other; *p<0.1 **p<0.05 ***p<0.01

Table A2. OLS model - Generosity

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Dependent variable: Donation/Income Ratio (0-100%) (t+1)									
# Children	0.138***	0.158***	0.160***	0.152***	0.152***	0.155***	0.153***	0.152***	0.154***
	(0.00678)	(0.00807)	(0.00806)	(0.00845)	(0.00845)	(0.00845)	(0.00852)	(0.00852)	(0.00855)
Age		-0.0442***	-0.0435***	-0.0446***	-0.0445***	-0.0431***	-0.0433***	-0.0393***	-0.0404***
		(0.00461)	(0.00461)	(0.00486)	(0.00486)	(0.00486)	(0.00485)	(0.00504)	(0.00505)
Age^2		0.000534***	0.000532***	0.000516***	0.000515***	0.000506***	0.000510***	0.000456***	0.000456***
		(0.0000490)	(0.0000490)	(0.0000508)	(0.0000508)	(0.0000507)	(0.0000505)	(0.0000533)	(0.0000533)
Gender (male=1)			-0.135***	-0.103***	-0.103***	-0.100***	-0.0745***	-0.0696***	-0.0857***
			(0.0272)	(0.0268)	(0.0268)	(0.0268)	(0.0268)	(0.0268)	(0.0268)
Marital status:									
Widowed				0.739***	0.739***	0.731***	0.738***	0.725***	0.705***
				(0.108)	(0.108)	(0.108)	(0.108)	(0.108)	(0.108)
Married				0.171***	0.171***	0.162***	0.165***	0.162***	0.155***
				(0.0360)	(0.0360)	(0.0360)	(0.0360)	(0.0360)	(0.0361)
Divorced				0.0700	0.0702	0.0618	0.0651	0.0648	0.0602
				(0.0521)	(0.0521)	(0.0521)	(0.0520)	(0.0520)	(0.0521)
Minorities (Jewish=1)					0.424***	0.545***	0.493***	0.488***	0.475***
					(0.0726)	(0.0751)	(0.0752)	(0.0752)	(0.0752)
Immigration						-0.0383***	-0.0165***	-0.0165***	-0.0166***
						(0.00472)	(0.00521)	(0.00522)	(0.00521)
Ethnic origin:									
Africa + Asia							-0.257***	-0.261***	-0.235***
							(0.0346)	(0.0345)	(0.0345)
Americas + Oceania							0.901***	0.905***	0.913***
							(0.0777)	(0.0777)	(0.0777)
West Europe							0.700***	0.702***	0.708***
							(0.0701)	(0.0701)	(0.0701)
East Europe							-0.144***	-0.146***	-0.128***
							(0.0362)	(0.0362)	(0.0362)
Income source (earned income=1)								-0.245***	-0.254***
								(0.0503)	(0.0503)
Industrial classification:									
Manufacturing & High-tech									0.558***
									(0.0871)
Banking & Finance									0.760***
									(0.0937)

Real estate									0.329***
									(0.0292)
Organizations									0.126***
									(0.0223)
Constant	-0.418**	0.324*	0.396**	0.310*	-0.115	0.490**	0.0175	0.212	0.184
	(0.162)	(0.181)	(0.182)	(0.183)	(0.198)	(0.211)	(0.210)	(0.212)	(0.210)
Time FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Locality FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
N	886458	886458	886458	886458	886458	886458	886458	886458	886458
R^2 Overall	0.0136	0.0153	0.0153	0.0153	0.0153	0.0161	0.0177	0.0177	0.0184

Notes: Standard errors clustered at the individual level in parentheses
Factor Variables reference categories: Marital Status - Single | Ethnic origin - Israel | Industrial classification - Other; *p<0.1 **p<0.05 ***p<0.01

Table A3. Interaction models

	(1)	(2)	(3)
Dependent Variable:	Donation (t+1)	Donation/Income Ratio (0-100%) (t+1)	
Interaction variable 1	# Children	Male	Male
Interaction variable 2	Married	Married	# Children
Interaction term	# Children × Married	Male × Married	Male × # Children
Interaction variable 1	284.8**	-0.310***	-0.179***
	(143.9)	(0.0506)	(-0.0417)
Interaction variable 2	-334.4*	-0.160***	0.125***
	(197.8)	(0.0547)	(0.0137)
Interaction Term	264.3*	0.275***	0.036**
	(141.7)	(0.0604)	(0.0146)
Time FE	Yes	Yes	Yes
Locality FE	Yes	Yes	Yes
N	900437	886458	886458
R^2 Overall	0.00321	0.0184	0.0184

Notes: All regression are controlled for all explanatory variable, not shown in the table for brevity
Standard errors in parentheses; standard errors are clustered at the individual level
Factor Variables reference categories: Continent of Birth - Israel | Industry Class - Other
*p<0.1 **p<0.05 ***p<0.01

Table A4. Generosity - Gender Variations

	(1)	(2)	(3)	(4)	(5)
Dependent Variable: Donation/Income Ratio (0-100%) (t+1)					
Gender (male=1)	-0.0857***	-0.0291*	-0.119***	-1.056***	-1.630***
	(0.0268)	(0.0174)	(0.0256)	(0.0449)	(0.0232)
# Children	0.154***	0.153***	0.248***	0.257***	0.455***
	(0.00855)	(0.00857)	(0.0110)	(0.0110)	(0.0126)
Age	-0.0404***	-0.0407***	-0.0454***	-0.0427***	-0.0755***
	(0.00505)	(0.00504)	(0.00577)	(0.00576)	(0.00621)
Age^2	0.000456***	0.000455***	0.000434***	0.000449***	0.000603***
	(0.0000533)	(0.0000533)	(0.0000595)	(0.0000595)	(0.0000620)
Marital status:					
Widowed	0.705***	0.720***	0.575***	0.334***	0.173
	(0.108)	(0.107)	(0.111)	(0.110)	(0.113)
Married	0.155***	0.149***	0.350***	0.418***	0.222***
	(0.0361)	(0.0360)	(0.0411)	(0.0413)	(0.0416)
Divorced	0.0602	0.0670	-0.126**	-0.235***	-0.434***
	(0.0521)	(0.0519)	(0.0566)	(0.0566)	(0.0582)
Minorities (Jewish=1)	0.475***	0.476***	0.766***	0.751***	1.123***
	(0.0752)	(0.0751)	(0.0968)	(0.0974)	(0.115)
Immigration	-0.0166***	-0.0166***	-0.0131**	-0.0132**	-0.0189***
	(0.00521)	(0.00521)	(0.00606)	(0.00606)	(0.00702)
Continent of Birth:					
Africa + Asia	-0.235***	-0.237***	-0.364***	-0.341***	-0.375***
	(0.0345)	(0.0345)	(0.0423)	(0.0422)	(0.0464)
Americas + Oceania	0.913***	0.917***	1.237***	1.187***	1.837***
	(0.0777)	(0.0776)	(0.0952)	(0.0948)	(0.105)
West Europe	0.708***	0.711***	1.072***	1.033***	1.534***
	(0.0701)	(0.0701)	(0.0909)	(0.0906)	(0.101)
East Europe	-0.128***	-0.127***	-0.127***	-0.142***	-0.0858*
	(0.0362)	(0.0362)	(0.0437)	(0.0437)	(0.0469)
Income source (earned income=1)	-0.254***	-0.254***	-0.215***	-0.190***	-0.0507
	(0.0503)	(0.0502)	(0.0588)	(0.0588)	(0.0528)
Industrial Classification:					
Manufacturing & High-tech	0.558***	0.554***	0.510***	0.568***	0.603***
	(0.0871)	(0.0871)	(0.102)	(0.102)	(0.107)

Banking & Finance	0.760***	0.756***	0.607***	0.662***	0.901***
	(0.0937)	(0.0937)	(0.108)	(0.108)	(0.111)
Real estate	0.329***	0.327***	0.295***	0.320***	0.578***
	(0.0292)	(0.0292)	(0.0374)	(0.0373)	(0.0416)
Organizations	0.126***	0.123***	-0.129***	-0.101***	-0.0159
	(0.0223)	(0.0223)	(0.0307)	(0.0305)	(0.0347)
Constant	0.184	0.159	-0.344	0.153	0.904*
	(0.210)	(0.211)	(0.303)	(0.302)	(0.511)
Time FE	Yes	Yes	Yes	Yes	Yes
Locality FE	Yes	Yes	Yes	Yes	Yes
N	886458	886458	869364	869364	1543793
R^2 Overall	0.0184	0.0184	0.0184	0.0184	0.0184

Notes: Standard errors clustered at the individual level in parentheses
Factor Variables reference categories:
Marital Status - Single | Ethnic origin - Israel | Industrial classification - Other; *p<0.1 **p<0.05 ***p<0.01

Table A5. Donation - Immigration Variations

Dependent Variable: Donation (t+1)	(1)	(2)	(3)	(4)	(5)
Immigrant	1039.3***	837.0***	1806.8***	795.5***	
	(290.1)	(292.7)	(349.9)	(302.1)	
# of years in Israel		-28.80***			
		(10.59)			
# of years in Israel - Weighted (Israelis 0.5)			-48.97***		
			(14.47)		
# of years in Israel - up to 20 years				-139.8***	
				(40.00)	
Age at immigration					108.1***
					(17.32)
Income	105.0*	106.7*	102.4*	108.6*	112.2*
	(61.44)	(61.28)	(61.76)	(61.17)	(61.20)
# Children	468.3***	504.3***	504.0***	483.2***	502.5***
	(79.54)	(82.76)	(82.10)	(80.20)	(77.64)
Gender (male=1)	698.9***	813.8***	846.1***	726.8***	671.7***
	(223.2)	(229.3)	(231.4)	(223.7)	(222.5)
Marital status:					
Widowed	301.6	706.4	771.6	367.8	-73.27
	(523.4)	(562.6)	(560.6)	(523.7)	(522.4)
Married	-429.7**	-301.8	-309.7	-427.4**	-611.9***
	(196.4)	(204.5)	(205.5)	(196.5)	(190.7)
Divorced	-1097.5**	-900.5**	-923.0**	-1076.2**	-1267.4***
	(442.7)	(457.0)	(451.2)	(442.6)	(442.8)
Minorities (Jewish=1)	2029.3***	2363.2***	2509.4***	2418.3***	2890.8***
	(304.7)	(303.6)	(298.8)	(316.4)	(380.1)
Income source (earned income=1)	740.7***	522.3***	446.1**	692.1***	834.2***
	(184.3)	(200.2)	(195.2)	(183.7)	(191.5)
Industrial classification:					
Manufacturing & High-tech	7481.0***	7599.2***	7635.0***	7512.6***	7528.7***
	(2411.7)	(2410.1)	(2404.8)	(2412.5)	(2415.6)
Banking & Finance	6313.2***	6394.4***	6411.9***	6310.2***	6401.6***
	(1722.7)	(1723.0)	(1725.2)	(1722.4)	(1723.4)

Real estate	1567.5***	1613.9***	1625.5***	1572.0***	1595.5***
	(312.7)	(314.3)	(315.5)	(312.7)	(313.4)
Organizations	-206.2	-228.2	-214.4	-198.0	-146.3
	(151.7)	(150.0)	(151.2)	(151.9)	(152.7)
Constant	-6559.4***	-5749.8***	-6073.3***	-4102.6***	-7603.9***
	(646.2)	(753.2)	(691.6)	(971.8)	(725.1)
Time FE	Yes	Yes	Yes	Yes	Yes
Locality FE	Yes	Yes	Yes	Yes	Yes
N	900437	900437	900437	900437	900437
R^2 Overall	0.00271	0.00274	0.00277	0.00280	0.00296

Notes: Standard errors clustered at the individual level in parentheses; Factor Variables reference categories: Marital Status - Single | Ethnic origin - Israel | Industrial classification - Other; *p<0.1 **p<0.05 ***p<0.01

Table A6. Comparison Between Donors and the General population

	(1)		(2)	
Dependent Variable: Pr(Donor)				
Model	Probit		Logit	
Income	0.0441***	[0.0121***]	0.0760***	[0.0123***]
	(0.000599)		(0.00102)	
# Children	0.121***	[0.0334***]	0.202***	[0.0328***]
	(0.000998)		(0.00173)	
Age	0.0237***		0.0408***	
	(0.000773)		(0.00135)	
Age2	-0.0000932***	[0.00388***]	-0.000162***	[0.00393***]
	(0.00000729)		(0.0000127)	
Gender (male=1)	0.0798***	[0.0218***]	0.136***	[0.0218***]
	(0.00427)		(0.00747)	
Marital status:				
Widowed	-0.353***	[-0.0912***]	-0.578***	[-0.0870***]
	(0.0107)		(0.0194)	
Married	-0.0413***	[-0.0117***]	-0.0446***	[-0.00745***]
	(0.00727)		(0.0134)	
Divorced	-0.207***	[-0.0558***]	-0.334***	[-0.0528***]
	(0.00922)		(0.0167)	
Minorities (Jewish=1)	0.780***	[0.166***]	1.495***	[0.176***]
	(0.0133)		(0.0273)	
Immigration	0.0108***	[0.00296***]	0.0178***	[0.00289***]
	(0.000704)		(0.00127)	
Ethnic origin:				
Africa + Asia	-0.139***	[-0.0371***]	-0.233***	[-0.0365***]
	(0.00521)		(0.00888)	
Americas + Europe	0.0274***	[0.00764***]	0.0492***	[0.00810***]
	(0.00442)		(0.00748)	
Income Source (Earned Income=1)	0.499***	[0.122***]	0.832***	[0.119***]
	(0.00571)		(0.0100)	
Industrial Classification:				
Manufacturing & high-tech	-0.309***	[-0.0680***]	-0.539***	[-0.0680***]
	(0.00824)		(0.0151)	
Banking & Finance	0.156***	[0.0411***]	0.261***	[0.0402***]
	(0.0103)		(0.0174)	
Real estate	0.425***	[0.122***]	0.705***	[0.119***]

	(0.00428)		(0.00722)	
Organizations	0.428***	[0.122***]	0.693***	[0.117***]
	(0.00378)		(0.00654)	
Constant	-3.985***		-6.930***	
	(0.0292)		(0.0529)	
Year FE	Yes		Yes	
Locality FE	Yes		Yes	
Observations	1091791		1091791	
Pseudo R^2	0.137		0.134	
log likelihood	-757898.1		-760187.7	

Notes: Robust standard errors in parentheses, AMEs in square brackets.
Factor Variables reference categories: Marital Status - Single | Ethnic origin - Israel | Industrial classification - Other; *p<0.1 **p<0.05 ***p<0.01

Table A7. Count Models – Consistency

Dependent Variable: # Donations	(1)		(2)	
Model	Poisson		Nbreg	
Income Decile	0.0558***	[0.173***]	0.0538***	[0.167***]
	(0.000866)		(0.000856)	
# Children	0.0410***	[0.127***]	0.0399***	[0.124***]
	(0.00115)		(0.00114)	
Age	0.00688***		0.00420***	
	(0.000926)		(0.000894)	
Age^2	0.0000418***	[0.0346***]	0.0000619***	[0.0325***]
	(0.00000889)		(0.00000863)	
Gender (male=1)	0.00492	[0.0153]	0.00638	[0.0198]
	(0.00494)		(0.00476)	
Marital status:				
Widowed	-0.0602***	[-0.186***]	-0.0644***	[-0.199***]
	(0.0136)		(0.0131)	
Married	-0.0182**	[-0.0574**]	-0.0249***	[-0.0787***]
	(0.00814)		(0.00748)	
Divorced	-0.134***	[-0.399***]	-0.134***	[-0.402***]
	(0.0115)		(0.0107)	
Minorities (Jewish=1)	0.361***	[0.943***]	0.329***	[0.872***]
	(0.0287)		(0.0253)	
Immigration	-0.00376***	[-0.0117***]	-0.00374***	[-0.0116***]
	(0.000736)		(0.000722)	
Ethnic origin:				
Africa + Asia	-0.0554***	[-0.166***]	-0.0534***	[-0.161***]
	(0.00632)		(0.00619)	
Americas + Oceania	0.118***	[0.385***]	0.116***	[0.380***]
	(0.00790)		(0.00798)	
West Europe	0.126***	[0.416***]	0.125***	[0.413***]
	(0.00798)		(0.00806)	
East Europe	-0.0311***	[-0.0945***]	-0.0300***	[-0.0913***]
	(0.00640)		(0.00631)	
Income source (earned income=1)	0.0420***	[0.128***]	0.0438***	[0.133***]
	(0.00855)		(0.00848)	
Industrial classification:				
Manufacturing & High-tech	-0.0258**	[-0.0763**]	-0.0285***	[-0.0842***]
	(0.0111)		(0.0108)	
Banking & Finance	0.0241**	[0.0729**]	0.0195*	[0.0590*]
	(0.0117)		(0.0115)	
Real estate	0.144***	[0.464***]	0.142***	[0.457***]
	(0.00468)		(0.00464)	
Organizations	-0.0109**	[-0.0324**]	-0.00836*	[-0.0249*]
	(0.00456)		(0.00441)	

Constant	-2.473***	-2.330***
	(0.0831)	(0.0777)
Locality FE	Yes	Yes
Exposure Year	Yes	Yes
N	152711	152711
Pseudo R^2	0.0564	0.0349
Log Likelihood	-316426.9	-311402.6

Notes: Standard errors clustered at the individual level in parentheses, AMEs in square brackets
Factor Variables reference categories: Marital Status - Single | Ethnic origin - Israel | Industrial classification - Other
*p<0.1 **p<0.05 ***p<0.01