Chicago Boyz*



(Who are the people in the photos?)

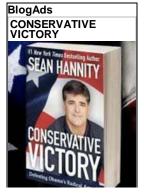
*Some Chicago Boyz know each other from student days at the University of Chicago. Others are Chicago boys in spirit. The blog name is also intended as a good-humored gesture of admiration for distinguished Chicago boys including those pictured above (we claim no affiliation), and others who helped to liberalize Latin American economies.



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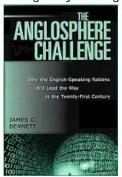
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Taxes and the Rich

Posted by Carl from Chicago on March 30th, 2010 (All posts by Carl from Chicago)





On the opinion page at the Wall Street Journal Alan Reynolds of the Cato Institute wrote an excellent article titled "The Rich Can't Pay for ObamaCare".

The key concept is what he describes as "the elasticity of taxable income" or ETI. ETI measures how taxable income is impacted as tax rates increase; if you use a rate of 0.5 you assume that an increase in tax rates that would yield \$1 if prior behavior held stead would yield 50 cents after the impact of behavioral changes is taken into account. However, instead of an ETI of 0.5, per the article:

For incomes above \$500,000, Treasury Department economist Bradley Heim recently estimated the ETI at 1.2 – which means that higher tax rates on the super-rich yield less revenue than lower tax rates.

The article describes, in practical terms, how rich individuals can take action that illustrates this ETI:

- dump dividend paying stocks (you will probably want to do this anyways because they are likely to fall in price because part of their value is tied to the reduced tax rate) when the 15% rate is raised
- avoid selling stocks with capital gains when the rate rises, or sell stocks with unrealized losses at the same time to

"net out" any gains owed to the government

- reducing income near the \$250k range when "phase outs" raise the MARGINAL tax rate to a very high rate through tax deferral strategies such as 401(k) contributions and the like
- consider becoming a one-earner couple instead of a DINK if the penalty on incremental income becomes too great to make up for the cost of child care and the general decremented quality of life

I really like this paragraph that should be an epitaph for tax policy:

Punitive tax rates on high-income individuals do not increase revenue. Successful people are not docile sheep just waiting to be shorn.

A sound tax policy has two main elements 1) it raises the amount of revenue that it is supposed to raise 2) it provides the minimal distortion of productive economic activity.

Super high tax rates on the rich accomplish neither of these two attributes. They don't raise the money as planned (in fact you could likely end up with LESS money overall) and they distort the economy by having our most valuable members of the economy step back from working at a time when their entrepreneurial drive is needed most to jump-start the economy.

Cross posted at LITGM

This entry was posted on Tuesday, March 30th, 2010 at 7:25 pm and is filed under <u>Taxes</u>. You can follow any responses to this entry through the <u>RSS 2.0</u> feed. You can skip to the end and leave a response. Pinging is currently not allowed.

6 Responses to "Taxes and the Rich"

 Michael Kennedy Says: March 30th, 2010 at 7:58 pm

We went through all this in the 40s and 50s and the record shows that income tax receipts do not change, even with 90% tax rates. I have a friend who is Swedish. She is an orthopedic surgeon here but she is very well informed on the situation in Sweden. They have a big step up in rates at an income level that is about, let us say \$150,000. The lethal step arrives about October 1st for most senior Swedish doctors. At that point, all the senior doctors head for the Mediterranean. You cannot find a senior doctor after October 1. Everyone knows it and acts accordingly.

There was another Swedish story that made the New England Journal of Medicine about 25 years ago. The short version was that the doctors were all on salary but there was a second system to encourage primary care. The doctor was paid seven crowns per patient visit to see patients in the clinic. This resulted, unsurprisingly, with all the senior professors seeing patients in the clinic while the junior house staff were doing all the complex surgeries upstairs. It finally came to the attention of the government which changed the compensation rules to encourage the professors to return to the hospital wards and allow junior staff to man the clinic.

There is a somewhat similar system in Germany in which the professor makes the incision in the surgery, then leaves the junior staff to complete the operation. He then returns to close the incision as patients often judge the quality of the surgery by the appearance of the scar. 60 MInutes once did one of their typically dishonest exposes on "ghost surgery" at Rochester when a famous professor of surgery allowed them to do a program on "surgical training" but when it was broadcast, it was on "ghost surgery" because the professor, whose name escapes me at the moment, allowed the chief resident to do much of his cases. I got the story from the chief resident at the time who happened to be black and was very angry about it. Anyone who chooses a teaching hospital knows that not every stitch will be placed by the professor. The Germans carried this to the extreme.

People are not sheep. They respond to incentives. If they didn't, we are wasting billions on advertising.

2. methinks Says:

March 30th, 2010 at 8:33 pm

We went through all this in the 40s and 50s and the record shows that income tax receipts do not change, even with 90% tax rates.

Michael, either I'm tired or your post contradicts your first sentence.

Even when tax rates were above 90%, nobody actually paid 90%. There were a million tax loopholes that Reagan traded in for lower marginal tax rates. In fact, according to Milton Friedman in "Capitalism and Freedom", the people subject to the 90% tax rate only paid 23%.

I look forward to reading the article, but I hope it covered the GDP effect. Other than reclassifying their income by investing in tax free munis (which would take another Supreme Court decision to make taxable by the Feds) or by rearranging when they receive income, high earners are more likely to be entrepreneurs and they can always choose to just work less – especially if they're near the top of the top quintile of earners. Working only enough to earn \$1MM instead of breaking your back for \$2MM isn't going to change your family's consumption very much, but it will give you a heck of a lot more time with your loved ones. But, the government – which didn't consider incentive effect when calculating Obmacare – is going to collect half the taxes it planned to collect. Plus, you may have to fire some employees and you certainly won't hire new employees in a business you're downsizing. Entrepreneurs are also welcome all over the world – they can just choose to leave the country, including immigrating out.

The net effect is a declining GDP, significantly lower tax revenues and more people dependent on Obamacare at the same time. People talk about implosion, but a country usually turns into a hellhole long before it implodes.

3. David Foster Says:

March 30th, 2010 at 10:19 pm

- dump dividend paying stocks (you will probably want to do this anyways because they are likely to fall in price because part of their value is tied to the reduced tax rate) when the 15% rate is raised
- avoid selling stocks with capital gains when the rate rises, or sell stocks with unrealized losses at the same time to "net out" any gains owed to the government

The combination of those two things makes it impossible to ever get any return out of the stock, either via dividends or via price appreciation. (Unless your portfolio performs poorly, you will not be able to net out capital gains with capital losses indefinitely)

4. Carl from Chicago Says:

March 30th, 2010 at 10:19 pm

I think the post is actually saying that these tax rates will reduce collections, net.

Just like the Beatles said

"one for you, 19 for me"

taxman

5. *Eddie* Says:

March 31st, 2010 at 8:29 am

I could agree with all this if they (a) closed loopholes and simplified taxes for everyone and (b) if rich people would stop hiding their assets and wealth in overseas accounts in Switzerland and the Caribbean. The numbers for tax fraud are staggering, so I feel little sympathy for a group who has so many dedicated tax cheats among them, especially in a time of war.

6. methinks Says:

March 31st, 2010 at 9:16 am

Eddie,

The "rich" wouldn't have incentive to hide anything if America didn't have the most progressive tax rates in the world.

Of course, they don't have to cheat. They can very legally invest in tax exempt municipal bonds, defer taxes using retirement accounts and delay selling assets, or simply work a whole hell of a lot less.

The vast majority of America's "rich" are working rich. Why trade the time with your family to work for the marginal dollar of which the vast majority will go the the government?

I don't know what war has to do with it, but what's more disgusting is that about half of all Americans don't pay ANY income taxes at all – and that number is growing. So, I feel little sympathy for a group of people who expects someone else to pay for all the big government they want in a time of war or otherwise.

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