

ESTATE PLANNING COUNCIL OUTLINE

SEPTEMBER 2026

- **INTRODUCTION**
- **CURRENT STATE OF ECONOMY**
 - Consumer Spending
 - Majority of Homes Focusing on the Essentials
 - Top 10% (maybe even fewer than that) Are Driving Discretionary Purchases
 - Private Fixed Investment
 - Data Center Growth IS the Driving Force in the Economy Right Now
 - Government
 - Will Fluctuate Wildly Moving Forward
 - Change in Net Imports
 - Despite Tariffs, the US is Still Running a Massive Deficit
- **CONSIDERATIONS FOR THE FEDERAL RESERVE**
 - Labor Markets
 - Strong but Weak
 - Low Unemployment Rate But Few People Looking for Work
 - Economy Creating Jobs But NOT High-Paying, Career-Level Jobs
 - Inflation
 - Energy Prices Dictating Consumer Prices
 - Crude Oil UP Primarily Due to Conflict in Iran/Middle East
 - Will Drop Into \$60s/barrel should the situation resolve
 - Agriculture Prices Have Nowhere to Go But UP
 - Fertilizer Prices Are Already High
 - Diesel Prices Are High
 - Super El Nino Will Impact Growing Seasons
 - Drought In Europe and Other Negatives
 - Cost of Living Is Going Up Faster Than Cost of Living It Up
 - Utilities Surging Higher
 - Most Types of Goods Are Stagnant OR Going Down in Price...According to the Government
 - Federal Reserve
 - Does NOT Want to Raise the Overnight Rate **and** Will Try To “Talk” Inflation DOWN If Possible
 - CANNOT Cut the Overnight Rate as Long as Inflation Remains Stubbornly High

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- WILL Manipulate the Long-End of the Yield Curve Should Rates Increase Significantly
- **PROBLEMS ON THE HORIZON**
 - Data Center Overbuild
 - Bubble Isn't the Right Word Since the Economy Will Ultimately Use All of the Capacity
 - Prices Will Come Down
 - Each New Center Brings Down Marginal Prices Which Will Constrict Future Profit Margins
 - Circular AND Creative Financing
 - Seems Like We Have "Been There & Done That"
 - Massive Federal Debt
 - We Will Never Repay It
 - It Will Choke the Federal Budget Deficit
 - However, What Do We Want to Cut?
 - Social Security?
 - Medicare?
 - Medicaid?
 - Debt Service?
 - Impact on the GDP Equation Moving Forward
 - Slowing of G
- **WHAT DOES THE FUTURE HOLD**
 - Demographic Shifts Bode Well For Economy
 - More People Hitting 35-40 Than 65 By 2030
 - The First of the Baby Boomers Hits 85!
 - Every Time We Say "This Time is Different" We Find Out it Isn't!
 - My Grandmother's Life Growing Up in Maryland
 - My Life Growing Up in the 1970-80s in Birmingham
 - My Children's Life Growing Up in the 21st Century
- **CLOSING REMARKS**
- **QUESTIONS & ANSWERS**