



Conserving Farms, Fields & Forests Since 1987



# Planned Giving

*Make a lasting impact on the places you love*



Perhaps you choose to live in western Massachusetts or spend time here because the land inspires you. Maybe you feel connected to the land through family memories, the local farm where you buy food, a hiking trail, or the view of uninterrupted forest from your favorite mountain peak.

You can make a lasting impact on the land you love by making a planned gift to the Franklin Land Trust. By supporting our work through a bequest or other gift, you're helping to ensure the farms, forests, and special places that inspire you are here for future generations to enjoy.



“Nearly every Saturday morning I drive through Shelburne Center to the local library. On my way, I pass a small mowing that might have looked

quite different had it not been for the Franklin Land Trust and the efforts of neighbors. I know that opportunities to protect fields like this require fast and efficient action and access to immediate funds. And not a day goes by that I don't see some property protected by this organization.

We worked with the dedicated staff to protect our own property. We have also contributed to help operating expenses for future land protection. So there was no question that we would include FLT in our estate plans. We hope that these funds can contribute to future stewardship and more land protection in this glorious county, long after we are gone.

We encourage you to consider such a plan so that we can all continue to support an organization that has enhanced the quality of our lives.”

—Charlie Cohn



**The Franklin Land Trust is a non-profit organization that assists farmers and other landowners who want to protect their land from unwanted development.**

## OUR MISSION

The Franklin Land Trust works with landowners who seek to protect the farms, forests, and other natural resources significant to the environmental quality, economy and rural character of our region.

## OUR VISION

We celebrate the landscape, history and rural culture of western Massachusetts and work to ensure, through a program of land protection, that the historic pattern of field, woodland and village will endure for the benefit of generations to come.

“There are very few ways in which we can be assured of leaving important resources to our children and loved ones. Land is an enduring gift with renewable resources. The riches of the earth – air, water, and plants – are a heritage which must be sustained. Each step taken to enable those resources to thrive including supporting the Franklin Land Trust is a gift for future generations.”

—Jill Ker Conway



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**W**hile planned gifts can take many forms, they are the result of a passion for the conservation work of the land trust and an intention to leave a legacy at the end of your life. Planned gifts can include bequests made in a will, naming FLT as a life insurance or retirement fund beneficiary, or using strategic tax options such as charitable gift annuities or remainder trusts.

Conservation supporters who have made planned gifts have had an extraordinary impact on our work. Thanks to legacy gifts early in FLT’s history, we were able to become a secure, established land trust, better equipped to monitor perpetual easements. Now, planned gifts make a vital contribution to our endowment, which helps ensure our long term success and stability.

With thoughtful planning, your gift to FLT will have a long-term impact on our future while meeting your near-term personal and financial goals. After reviewing the information about common types of planned gifts below, we encourage you to consult with your own qualified advisors to determine how these options might affect your personal tax and estate planning objectives. We are happy to provide assistance to your advisors, at your request.

### Bequests

When you decide to leave assets in your will to support the work of the Franklin Land Trust, you are making a bequest. You may decide to leave a specific amount or percentage of your estate to the Franklin Land Trust. Sample language can be found in the Frequently Asked Questions section of this brochure. All bequests to the Franklin Land Trust can reduce federal estate taxes, and there is no limitation on the size of the gift. Please consult with your attorney and financial advisor regarding your estate tax circumstances.

### Personal Property

Donations of artwork, books, equipment, collections, antiques, and other personal property can be valuable gifts to the organization. Before making a gift of tangible personal property, please consult with the Land Trust to confirm that your gift can be used according to your wishes while also supporting the mission of the organization.

Gifts of tangible personal property entitle you to a significant tax deduction. If your gift is likely to be valued at more than \$5,000, you must have it appraised by an independent, licensed appraiser within 60 days prior to the gift’s transfer to determine the value of your deduction.

### Life Insurance Policies

You may make the Franklin Land Trust the owner or the beneficiary of your life insurance policies. A number of options are available that can result in immediate income tax deductions or future estate tax deductions.

### Retirement Plans

The Franklin Land Trust may also be named as the contingent beneficiary of your retirement plan. Gifts of these assets can result in significant income and estate tax benefits.

### Securities

Gifts of appreciated securities such as stocks (including closely-held S corp. and C corp. stocks) and mutual fund shares can be contributed for charitable purposes. You receive a charitable deduction based on the fair market value of the asset at the date of transfer, and avoid paying capital gains tax on the asset’s appreciation. This can allow you to make a significant gift at a far lower cost to you than donating cash.

### Matching Gifts

Numerous corporations have matching gift programs through which the employer will match an employee’s charitable gift. Use your employer’s matching gift form to leverage your gift. If you are unsure if your company has a matching gift program, please call your human resources or benefits office.



“I am happy to have included the Franklin Land Trust in my will. What could be a more lasting legacy than the fields and forests preserved forever by this most effective and efficient land trust?”

—*Eve Endicott*

### Real Estate

A gift of real estate that has appreciated in value can be an attractive option when considering a major charitable contribution. You incur no capital gains tax on appreciated real estate given for charitable purposes, and you benefit from a charitable deduction on your income taxes. You can also donate a remainder interest in your home to the Franklin Land Trust, retaining the right to live in it for the rest of your life. This provides you with a current charitable deduction on your income taxes, and the property will pass automatically to the Franklin Land Trust at your death.

### Charitable Gift Annuities

A Charitable Gift Annuity is a contract between you and the Franklin Land Trust. You transfer cash or negotiable securities in exchange for the promise by the Franklin Land Trust to pay a fixed payment for life to you or to a friend or family member as beneficiary. Annuity payment amounts are based on the size of the gift and the age of the beneficiary. You receive an income tax deduction at the time that you make the transfer.

### Deferred Charitable Gift Annuities

You can also create a Deferred Charitable Gift Annuity to begin payments at least one year and a day after creating the annuity. The longer you defer the initiation of the payments, the more the annuity payments and your income tax deduction increase. Younger donors often prefer Deferred Gift Annuities – they can take a charitable deduction when the annuity is set up, during higher income years, and the annuity payments can begin at retirement, to supplement retirement income.

### Charitable Remainder Trusts

A Charitable Remainder Trust is an irrevocable trust that pays you or someone you designate either a fixed percentage of the value of the trust (unitrust) or a fixed payment (annuity trust) annually for life or a term of years, after which the assets are given to the Franklin Land Trust. You receive an immediate income tax deduction at the time you transfer assets to the trust. Charitable Remainder Trusts are a good way to provide a stream of income to a family member for a period of years while benefiting the Franklin Land Trust with a significant gift.

## Join Legacy Leaders Today!

Legacy Leaders are a group of special people who have made a lifelong commitment to FLT by including it in their estate plans. They understand the importance of land conservation and want to do something that will make a real, lasting difference in this region. As a member of this group, you will have made an important decision to include FLT in your plans. Your commitment will have lasting rewards for generations to come.



“I am so happy to have found the FLT to assist me in my estate planning. I wanted to ensure – for the benefit of future generations – that my property would contribute to the preservation of the incredible environment that is Franklin County. I couldn’t have found a better partner than FLT!”

—*Judy Schotland*

### Charitable Lead Trusts

A Charitable Lead Trust is an irrevocable trust that pays the Franklin Land Trust a stream of income for your lifetime or for a set number of years, after which the assets revert to you or to someone you designate. The payment can be set as a percentage of the value of the trust or as a fixed annual payment. You receive an immediate income tax deduction upon the transfer of assets to the Charitable Lead Trust. This vehicle is an excellent way to make a gift to the Franklin Land Trust and to transfer assets to your children and grandchildren without having to pay estate taxes on the assets.



“FLT has done more to enhance the quality of my life in Franklin County than any other organization. The unspoiled landscape and thriving farms are not an accident but due in large extent to the efforts of FLT. Knowing that my support through my estate plan will enhance this effort for generations to come is a source of great satisfaction and pleasure for me.”

—*Paul Cooper*

## FREQUENTLY ASKED QUESTIONS

### Why include the Franklin Land Trust in my estate plans?

Bequests are an important source of funds that support all aspects of the land trust mission. For many donors, a bequest is the most realistic way of making a significant gift to the land trust and provides the donor with the satisfaction of making an enduring investment for future generations.

### What are the tax benefits of including the land trust in my estate plans?

Completely exempt from federal estate tax, bequests reduce your estate’s federal tax liability. In a large estate, the savings can be more than half the value of the bequest. Your heirs, accordingly, may benefit from the tax savings, while the land trust benefits from the full amount of the bequest.

### Is there a minimum that I have to bequeath?

There is no minimum amount. A bequest may be any amount that you designate.

### Can I indicate how my gift can be used?

You may assign your gift to a particular program within the land trust however an unrestricted gift provides us with the flexibility to use the gift where it is most needed.

### How can I include the Franklin Land Trust in my estate plans?

You may provide for the land trust by creating a new will, adding a codicil to your present will, including the land trust in your revocable trust, gifting your land or real estate to the land trust, or designating the land trust as a beneficiary of your retirement plan or investment account.

### How do I include the Franklin Land Trust in my will?

A bequest should be made payable to the Franklin Land Trust, Inc. You may leave bequests in specific dollar amounts, in percentages of your estate or in named assets. A residuary bequest directs that the land trust receive either everything remaining in your estate or a designated percentage of your estate after all expenses and bequests are satisfied.

### The following sample language can be used to fulfill your charitable objectives:

I give, devise and bequeath to the Franklin Land Trust, Inc., with its principal offices at 5 Mechanic Street, Shelburne Falls, Massachusetts 01370, the sum of \$\_\_\_\_\_ or \_\_\_\_\_% of my residuary estate (or an accurate description of securities, real estate or other property given) for its general purposes without restriction.

*The information in this brochure is for illustration purposes only and does not constitute legal and/or tax advice. Please consult your own legal or financial advisors to determine how this information may apply to your personal situation.*