

I AM INTERESTED IN MORE INFORMATION

- I am just beginning my estate planning, and would like to learn more about GreenTrade options, and speak further about my situation, so that I can determine the best charitable outcome.
- I have made provisions for Greenbelt in my will or estate plans. Please include me as a member of the Greenbelt Legacy Society.
- I would like Greenbelt to have my bequest language. A copy is enclosed.

Greenbelt strongly recommends that you consult your attorney, financial or tax advisor, and/or estate planner when establishing or revising your estate plans.

PLEASE CONTACT ME

Name

Address

Day Phone

Evening Phone

Email

Please return this form in the enclosed envelope and we will be happy to contact you regarding your interests.



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**Conserving local farmland, wildlife habitat,
and scenic landscapes.**



GreenTrade Program

Leaving a Lasting Legacy

You have the opportunity to be a part of our region's land conservation future.

Our GreenTrade Program can help you make a gift of developed property that will meet your philanthropic goals and further Greenbelt's conservation mission.

Nancy's Inspiration for our GreenTrade Program

As a child in Newburyport, Nancy Weare helped her parents load up a boat moored at the foot of their street with bottled water, ice, some food and her beloved dog Nikki, setting off for adventures at the Knobbs – a cluster of four small cottages at the lower end of Plum Island.

"It was a magical place that shaped all my values," the teacher, historian and author remembered. "I would spend hours outside, exploring the tidal flats and sandy beach, and digging clams for supper with Nikki." The camp was located on land that would be acquired for the creation of the Parker River National Wildlife Refuge in 1942. She continued to visit on daytrips until the cottages were demolished in 1989.



"Of all the charities I know, Greenbelt represented the things I care most about. Maybe other people will be tempted to do the same."

Nancy Weare
GreenTrade Gift | 2004

The GreenTrade Program Helped Nancy Realize Her Goals

As an adult, Nancy had the amazing good fortune to find a home overlooking the Knobbs site on Great Neck, Ipswich. As she considered her next transition into an active retirement community, Nancy offered to sell her Great Neck home through our GreenTrade Program, allowing Greenbelt to acquire her home at a discounted rate, then resell it at market value, resulting in a substantial gift for land conservation. The gift leveraged Greenbelt's experience with real estate transactions, but it also helped Nancy realize her personal, financial and philanthropic goals.

Cover photo: Kindra Clineff

CONSIDER THE LEGACY YOU WILL LEAVE

Your real estate assets can become a gift for generations to come.

Owning real estate of any type carries responsibilities and challenges. There may be a need to dispose of under-utilized property that is now too big, demands too much time or financial outlay, or is just too far away from your home to comfortably manage.

If you own a home and are downsizing from a primary residence or a vacation home, camp or cottage, you may be able to make a gift to support Greenbelt's conservation work, while realizing significant tax savings. In some cases, you may even continue to use the property for the rest of your lifetime.

What is the GreenTrade Program?

A gift of real estate, made during or at the end of your lifetime, as part of your overall financial and/or estate planning.

Through the GreenTrade Program, you can gift all or a portion of a "non-conservation" real estate asset to Greenbelt, either during your lifetime or through your estate plan. Greenbelt will then sell the property and use the proceeds to support our land conservation work.

A GreenTrade Gift May:

- Reduce or eliminate real estate taxes
- Reduce estate taxes
- Free you of immediate and future management and selling issues
- Make a significant gift to support Greenbelt's land conservation and stewardship programs
- Leave a lasting legacy for generations to come



Common Types of Arrangements

Outright Gift

Most Significant Impact

Consider this option if you no longer need a real estate asset, and do not need the income from the sale of the property. All charitable gift benefits apply.

Bargain Sale

Part Sale : Part Gift

This option works best when you no longer need a real estate asset, but do need to realize some income from the sale of a property. You agree to sell your property to Greenbelt at less than fair market value. A portion of the transaction is a charitable gift and can eliminate capital gains tax. The balance of the transaction is a sale, providing income to you.



Undivided Interest

Sell Now : Gift a Percentage Now

If you anticipate the sale of a property in the near future, and do not need the full income from the sale, you may be able to gift a percentage of the undivided interest in the property to Greenbelt prior to signing the purchase and sale agreement. Upon sale, a percentage of the proceeds goes directly to Greenbelt. You may receive an income tax deduction and elimination of capital gains tax on the donated percentage of undivided interest.

Gift of Real Estate by Bequest

Use Now : Pass Property Along Later

You may gift all or a portion of your property to Greenbelt through your will or other estate plan. This option allows you to fully use the property throughout your lifetime, then pass it along to Greenbelt when you no longer need it.

Life Estate

Retain Ability to Live on Property

In a life estate arrangement, you donate the property to Greenbelt, but retain the ability to live on or rent your property during your lifetime. At the end of your lifetime, the life estate would terminate and Greenbelt would sell the real estate to support our mission. You may be entitled to a current income tax deduction for the "remainder value" of the charitable gift that Greenbelt will receive in the future.

LEARN MORE ONLINE

www.ecga.org/legacy_gifts

Photos: Jerry and Marcy Monkman/ecophotography.com



GREENBELT
LEGACY
SOCIETY

Greenbelt Legacy Society Recognizing Your Generosity

The Greenbelt Legacy Society has been created to recognize those generous individuals who establish planned and life income gifts to Greenbelt, including gifts through the GreenTrade Program.

Members of the Legacy Society help lead the way and set the tone for creative and innovative philanthropy on behalf of Greenbelt's mission.

ILLUSTRATION

GreenTrade | Bargain Sale

A 50% Bargain Sale of a \$500,000 Property

Sale Portion

Gross Proceeds from Sale:	\$250,000
Federal Capital Gain Tax*:	- 33,750
State Capital Gain Tax*:	- 11,925

Net Proceeds: \$204,325

Charitable Gift Portion

Federal Tax Savings**:	+ 70,000
Savings on Federal Capital Gain:	+ 33,750
Savings on State Capital Gain:	+ 11,925

Total Return to Donor: \$320,000

Gross Amount Generated
for Conservation: \$250,000

Assumptions

* Taxable Capital Gain applies to Sale Portion only, which is assumed for this illustration to be \$225,000 (Fair Market Value less 50% of allocated \$50,000 Cost Basis).

** Federal Tax Savings is based on an income tax deduction on \$250,000 at the 28% tax bracket.

Note that the income tax deduction is limited to 30% of household Adjusted Gross Income for the year. Excess deduction may be used in the year of the gift, then carried forward for five additional tax years.

