

THE
CONSERVATION FUND



“Knowing When To Say No!”

The Conservation Fund works at the intersection of conservation and community—we believe that environmental protection and economic vitality are inseparable.

WHAT WE DO



Conservation Acquisition
Land, Water & Wildlife Protection



Conservation Leadership Network
Collaborative Solutions



Freshwater Institute
Aquaculture & Water Quality



Go Zero
Carbon & Climate



Land Conservation Loans
Finance & Expertise



Mitigation Solutions
Infrastructure Mitigation



Natural Capital Investment Fund
Business Finance



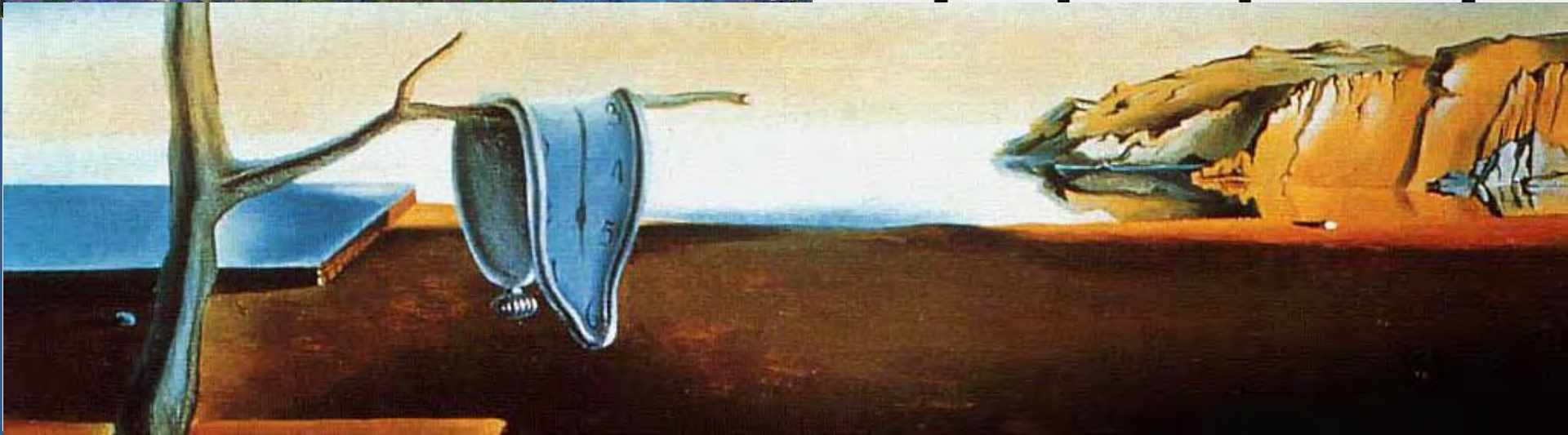
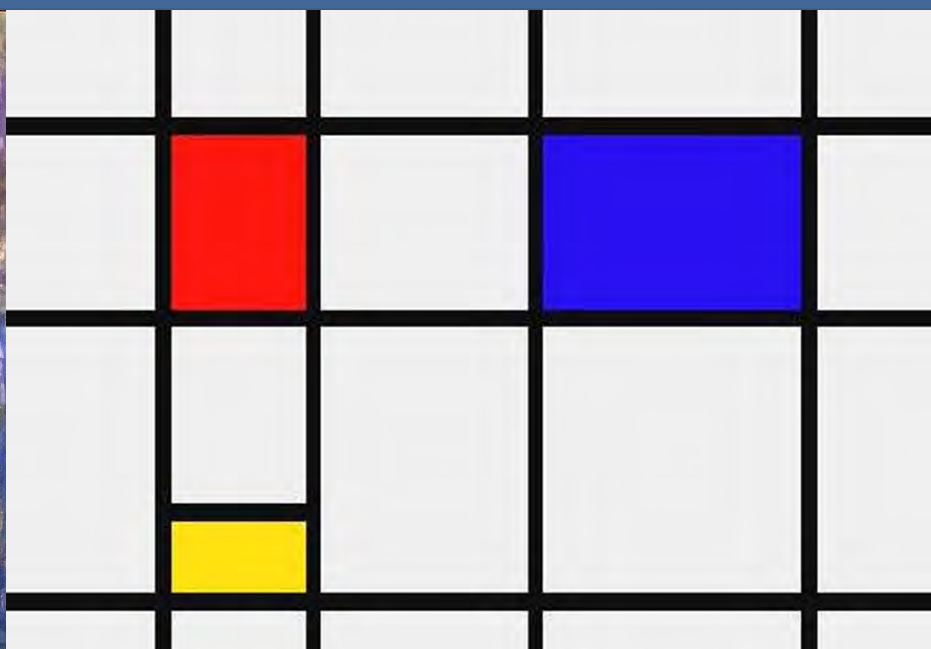
Resourceful Communities
People, Places, Opportunities



Strategic Conservation Planning
Green Infrastructure



Working Forest Fund
Forestry



- Landowner contact
- Site Inspection/Conservation Values ID
- Mission Fit
- Public Benefit/IRS compliance
- Written Selection Criteria
- Plan to complete project
- Board Approval



- Won't reinvent the wheel
- Consistency & Transparency
- Provide focus
- Flag potential problems





- Doesn't fit mission
- Zero Public Benefit
- Oppressive Stewardship Burden
- Financial Burden
- Others?

- High Cost
- Weak Public Benefit
- Surrounding Impacts
- Stewardship Issues
- Reserved Rights or Restrictions
- Reasonable Effort
- Liability Issues
- Better group fit
- PR, Legal or Ethical Impacts
- Administrative Burden



We will review a series of projects that I am bringing before YOU, our Committee.

These are simple cases, and more information would always be required so think about basic selection criteria and your gut instinct.

For the first time ever, we got a call from the Refuge Manager of our local National Wildlife Refuge asking for help! A private inholding at the Refuge just got put on the market. This is a huge priority for the Refuge and they've asked us to pre-acquire the land while they wait for the funding to become available to buy it from us.

Our organization was founded 15 years ago to conserve our county's natural heritage and we've completed 10 projects protecting 1,500 acres. The land use in the county is predominantly agricultural and we've been approached by a farmer wanting to donate a conservation easement to protect her farm that has prime farm soils, woodlands and extensive riparian frontage.

We've been approached by the landowner of the #2 priority tract according to our strategic conservation plan. They are ready to sell and at a bargain sale! There isn't a lot of public grant money available in our region and while we've fund raised in the past, we would need to raise twice as much money as we've previously done.

Amazing opportunity! The long time owners of a huge undeveloped tract on the edge of town want to donate a conservation easement and have even offered to provide some stewardship funds. Unfortunately, the property is surrounded on three sides by residential developments and thus has more than 300 neighbors.

We're an urban land trust in Providence. There's an amazing patch of open space downtown that personifies relief from urban closeness and the harmonious juxtaposition of shapes and patterns. Unfortunately, the property is a very successful private golf course where many of our members play.

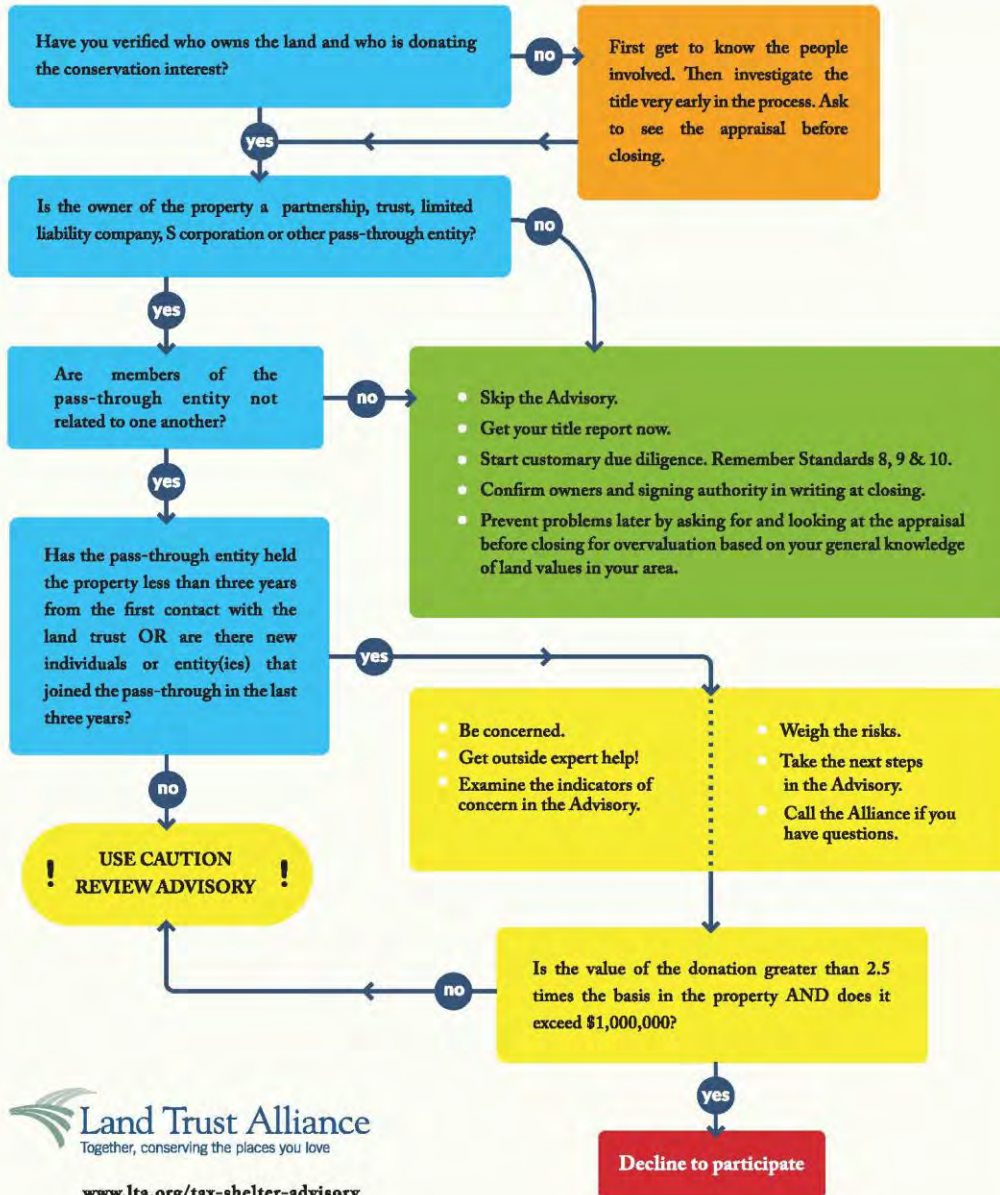
A developer and their tassel loafers just walked out of our office. As part of Del Boca Vista Phase IV's buildout, the city is requiring them to place a conservation easement on 200 acres. As part of the same closing, they want to throw in an additional 200 acres and claim the charitable donation for being environmentally sensitive.

A very well heeled family from out of state has now come to us wanting to conserve their family's compound. The property is comprised of numerous contiguous parcels and is actually owned by Family Compound in the Ocean State LLC. They've heard about conservation easements, have spoken with their financial advisors from New Jersey and want to claim their millions in tax benefits. They even offered to bring by the 8283 form for us to sign.

Do you need to use the tax shelter advisory?

Find out if it applies to your transaction. It's easy!

LTA Advisory



C. Avoiding Fraudulent or Abusive Transactions

1. Review, on the land trust's own behalf, each transaction for consistency with federal and state income tax deduction or credit requirements
- 2. Evaluate the Form 8283 and any appraisal to determine whether the land trust has substantial concerns about the appraised value or the appraisal
- 3. Discuss substantial concerns about the appraisal, the appraised value or other terms of the transaction with legal counsel and take appropriate action, such as:
 - a. Documenting that the land trust has shared those concerns with the donor
 - b. Seeking additional substantiation of value
 - c. Withdrawing from the transaction prior to closing
 - d. Or refusing to sign the Form 8283
- 4. When engaging in transactions with pass-through entities of unrelated parties, particularly those offered or assembled by a third party or described as a syndication by the IRS,
 - a. Require a copy of the appraisal prior to closing
 - b. Decline to participate in the transaction if the appraisal indicates an increase in value of more than 2.5 times the basis in the property within 36 months of the pass-through entity's acquisition of the property, the value of the donation is \$1 million or greater and the terms of the transaction do not satisfy the Land Trust Alliance Tax Shelter Advisory



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