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YOUR GIFT  
**TO FUTURE  
GENERATIONS**





# Your love for **THE LAND**

*Land = Legacy*

## **WHY BECOME A LEGACY DONOR?**

Thank you for your interest in including the Land Trust of Santa Cruz County – in a small or large way - in your estate plan. Legacy donors direct a portion of their estate to sustain our mission to protect, care for, and connect people to the extraordinary lands that make Santa Cruz County special.

A legacy gift is a profoundly significant statement about your passion for protecting the wildlife and wildlands of Santa Cruz County. Your legacy gift will help ensure that the land you care about now will be forever protected and enjoyed by future generations.

Legacy gifts are gifts anyone can make. By designating the Land Trust to receive assets in the future, you are making a gift during your lifetime without impacting your current lifestyle or family security.

There are a variety of ways you can make a legacy gift to the Land Trust, which we summarize below. We encourage you to consult your advisors regarding your financial, legal, or tax needs to ensure that your gift fits well into your overall circumstances and planning.

Over the years, members have made gifts both small and large through legacy gifts. Each gift is unique to the member who made it and will make a meaningful impact on our work for years to come.

# HOW DO I MAKE A LEGACY GIFT?

## Include a Bequest in Your Will or Trust Document

You can name the Land Trust as a beneficiary of your will or living trust. They are easy to arrange, cost nothing during your lifetime, and the bequest remains in your control. You can change your mind at any time or modify your gift should circumstances change.

You can also structure the bequest to leave a percentage of your estate, a specific dollar amount or item (including real estate), or the balance or residue of your estate to the Land Trust. Your bequest is entitled to an estate tax charitable deduction for the gift's total value. All that is needed is a few sentences in your will or trust.

To include the Land Trust as a beneficiary of your will or trust, please use the following language:

*"The Land Trust of Santa Cruz County, a California non-profit corporation, with Business Address of 617 Water Street, Santa Cruz, CA 95060. Our taxpayer identification number is 94-2431856."*

## Real Estate

Naming a gift of real estate to the Land Trust can reduce your taxes and ease the demands of owning property. The Land Trust accepts two types of real estate gifts: conservation lands, which the Land Trust will retain, and properties intended for sale. If you intend to restrict the use or sale of the property you would like to give, please contact our office to ensure we can fulfill your wishes.



# HOW DO I MAKE A LEGACY GIFT?

## **Designate the Land Trust as the Full or Partial Beneficiary of Your Life Insurance Plan**

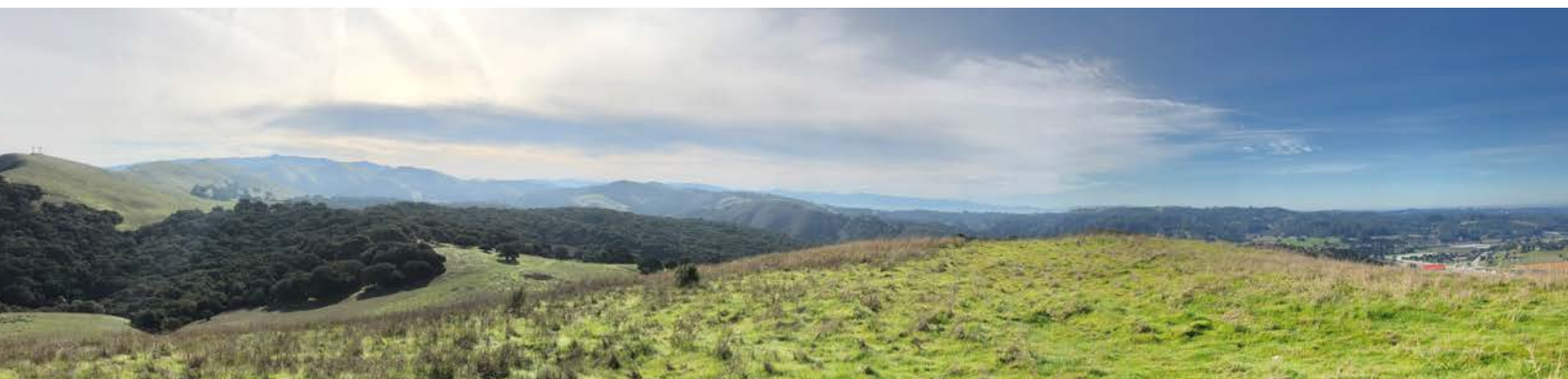
By naming the Land Trust as a beneficiary of your life insurance plan, you'll avoid potential estate taxes and make an extraordinary gift. The process is easy and straightforward and can be done (or undone) anytime using a "change of beneficiary" form from your insurer and without the expense of an attorney.

## **Retirement Assets**

Naming the Land Trust as a beneficiary of your retirement plan is easy and straightforward. Designation can be done (or undone) online without the expense of an attorney. Retirement plan funds can get hit with heavy income and estate taxes if left to family members but are tax-free if left to a charity. By naming the Land Trust as the beneficiary of your retirement plan, the balance will be donated tax-free. Then you can use your will or living trust to pass other assets that are not as highly taxed to your heirs.

Potential Advantages:

- No income tax need be paid on funds transferred directly to a charity, so the full amount of your gift is available to assist the Land Trust.
- Designation can be done (or undone) online, without the expensive services of an attorney.
- Since your gift is expressed as a percentage, it will automatically fall in value as you withdraw funds from your retirement account and your overall estate is diminished.
- For even greater flexibility, make the Land Trust your contingent beneficiary: this means your heir has the option to "foreswear" part of the assets and direct tax-advantaged funds to the Land Trust in your memory.



# HOW DO I MAKE A LEGACY GIFT?

## Charitable Gift Annuities

If you have \$10,000 or more for which you can permanently forego access to principal, consider making the Land Trust the beneficiary of a Charitable Gift Annuity.

Potential Advantages:

- Fixed annuity for life at favorable rates, e.g., 7.0% at age 81.
- Immediate charitable tax deduction.
- Possible avoidance of capital gains.
- Possible avoidance of estate tax.
- Annuity payouts to the beneficiary are largely tax-free.

## Charitable Remainder Trusts

A charitable remainder trust allows you to make a gift while providing payments to one or more people (including yourself) for life or a term of years. It can be funded with any asset (cash, stock, real estate, or business interest). When you set up a CRT, you benefit from an income tax charitable deduction for a portion of the gift amount, and any capital gain associated with assets going into the trust are deferred or forgiven. When the trust ends, the balance remaining will be donated to the Land Trust.

**Questions?** Please contact Laura Dannehl-Schickman, Development and Communications Director: (831) 588-8209 | [laura.schickman@landtrustsantacruz.org](mailto:laura.schickman@landtrustsantacruz.org)

**Thank you for considering the Land Trust as a part of your legacy. Knowing that you share our values for the land and trust our ability to do this work is the greatest gift we could ever receive.**



*Love for the Land*

## WELCOME TO THE LEGACY CIRCLE

Making a Legacy Gift welcomes you into our Legacy Circle Program.

We celebrate our Legacy Circle members during their lifetime. Legacy Circle members are invited to special Legacy and Conservation member-only events, receive special updates, and are recognized with gratitude in Land Trust publications and on our Byrne-Milliron Legacy Wall.

If you'd like to remain anonymous but still wish to participate in Legacy circle events, just let us know! We want to honor your gift in whatever way makes you comfortable.

To let us know your recognition preferences, please fill out the confidential form in this packet and return it by mail or email to Development and Communications Director, Laura Dannehl-Schickman at [laura.schickman@landtrustsantacruz.org](mailto:laura.schickman@landtrustsantacruz.org).





*Legacy Gifts to the Land Trust*

## THE LAND TRUST STRIKE AND STEWARDSHIP QUASI-ENDOWMENT

One of the largest hurdles the Land Trust faces in acquiring and protecting open space is time. Sellers are generally unwilling to wait for the Land Trust to fundraise the capital to purchase their land. The ability to move quickly is what allowed the Land Trust to protect land on either side of Laurel Curve—the pivotal first step in creating the HW17 undercrossing. The second largest hurdle is the continued cost of maintaining and stewarding the growing list of properties we have protected (16,000 acres and growing).

As part of the Land Trust's recent strategic plan, we have identified over 6,000 acres of critical properties within the wildlife corridor that stretches from the Santa Cruz mountains to the Gabilan Range in the south. There are 500 acres of endangered species habitat that are at risk of development across the county. The need is clear and will drive our work for years to come.

The Land Trust has created a quasi-endowment that will create a self-sustaining source of funding that assures our ability to continue protecting and restoring our county's wild and working lands for decades to come. This quasi-endowment will allow the Land Trust to:

- Utilize “strike now” funds to move quickly when land opportunities present, allowing the Land Trust to replenish the endowment's core capital through fundraising, government grants, or conservation easements without risk of losing the property.
- Fund ongoing habitat restoration and management across the Land Trust's growing acres of open space.
- Support the purchase of conservation easements to protect our county's farm and ranch lands from development.

To designate your gift to the Land Trust Strike and Stewardship Quasi-Endowment, we suggest adding the following language to your bequest:

*“This bequest is designated for use in funding the Land Trust of Santa Cruz County's Strike and Stewardship Fund, a quasi-endowment which will support the protection and stewardship of open space throughout the Santa Cruz County”*



## Welcome to the Land Trust Legacy Circle

Thank you for including us in your estate plan. The Land Trust Legacy Circle was created by our Board of Trustees to recognize those who have included the Land Trust in their estate plans. Legacy Circle donors receive special updates and invitations to special events. To confirm your planned gift, please complete this confidential form and return it to the address below.

Date: \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

e-mail: \_\_\_\_\_ phone: \_\_\_\_\_

I have included the Land Trust in my estate plan through (check all that apply):

\_\_\_Will \_\_\_Trust \_\_\_Real estate \_\_\_Insurance policy \_\_\_Retirement account

\_\_\_Other: \_\_\_\_\_

My official documents are filed with:

Name \_\_\_\_\_

Organization/Business \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

e-mail: \_\_\_\_\_ phone: \_\_\_\_\_

☐ YES. Acknowledge me as a member of the Land Trust's Legacy Circle. I would like to be listed as: \_\_\_\_\_

☐ NO. I prefer to remain anonymous.

Please return to:

Land Trust of Santa Cruz County  
c/o Laura Dannehl-Schickman  
617 Water Street, Santa Cruz, CA 95060

or email to [Laura.Schickman@LandTrustSantaCruz.org](mailto:Laura.Schickman@LandTrustSantaCruz.org)