

Eastern Shore Attorneys, Accountants & Landowners

are invited to attend a professional workshop on

**Recent Developments in Conservation Easements:
Tax Benefits, IRS Issues and Easement Appraisals**

Wednesday, April 25, 2007

Registration & Refreshments start at 9:30 am

Seminar from 10 am to noon

Shore Financial Corporation, Onley

Hosted by Shore Financial Corporation

No admission fee

Reservations required by April 23

Please call 757-442-5885 or email yeslt@verizon.net

with name, number in party and contact information.

There has been a significant expansion of the federal tax deduction a landowner can take based on the value of the development rights extinguished by a donated conservation easement. This new benefit is set to expire at the end of 2007. A landowner donating a conservation easement this year may deduct the value of the easement from up to 50 percent of their adjusted gross income (AGI) on their federal tax returns for up to 16 years. Qualified farmers and ranch owners may deduct the value of the easement from up to 100 percent of their AGI on federal tax returns, also for 16 years.

Virginia allows a conservation easement donor to claim a tax credit of 40 percent of the value of the easement against state income taxes for up to 11 years. These credits can be used on a \$1 for \$1 basis against income tax liability, up to a maximum of \$100,000 in taxes per year. Unused Virginia Land Preservation Tax Credits may be donated or sold to other taxpayers.

The workshop will be presented by Kendall C. Bradley, of Accomac, a certified general real estate appraiser and specialist in conservation easement appraisals in Northampton and Accomack Counties and Rebecca E. McCoy, CPA, of Mathews, specialist in tax and estate planning for conservation-minded clients on Virginia's Middle Peninsula.

Continuing Education Credits: 2 hours CLE

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AGENDA

- 9:30 am Registration/Refreshments
- 9:45 am Welcome & Introductions
Harry S. Holcomb, III, President, VES Land Trust
Scott Harvard, President, Shore Bank
- 10:00 am Conservation Easements - Estate Planning and Tax Advantages
- I. Virginia Eastern Shore Land Trust and the Conservation Easement Process:
Peter Henderson
 - II. Conservation Easement Appraisals:
Kendall C. Bradley
Scope of the appraisal
Enhancement issues: contiguous parcels owned by relatives
IRS issues
 - III. Tax Advantages: Rebecca McCoy
Case studies: New rules Virginia Land Preservation Tax Credit and federal income tax deduction
IRS activity
 - IV. Panel Discussion / Question and Answer
- Noon Adjourn

Seminar Presenters

Rebecca E. McCoy, CPA provides consulting services to landowners, non-profit and governmental entities in utilizing conservation easements, historic rehabilitation programs and land donations to preserve land and historic properties. Her practice centers on real estate strategies, estate and income tax planning for individuals and the use of long-term charitable gifting programs to maximize tax benefits. Ms. McCoy currently serves as Vice Chair on the Board of Directors for the Virginia Society of CPA's and has previously served as a Tax Resource Group Leader and member of numerous taxation and educational committees for VSCPA. Ms. McCoy co-authored the VSCPA course, "2007 Ethics – Your License Depends on it" and authored several articles on conservation easements. She is a member of AICPA and the Peninsula Estate Planning Council. She has previously served on the board for the Middle Peninsula Land Trust, a non-profit organization committed to preserving land for conservation or open space use. Ms. McCoy is a sole practitioner with an office located in Mathews County, Virginia.

Kendall C. Bradley has been active as a real estate appraiser on the Eastern Shore of Virginia since 1980, including 13 years as the Real Estate Assessor for Accomack County. He specializes in the appraisal of agricultural, commercial, industrial, and complex residential properties and has extensive experience in the field of conservation easement appraisals.

Peter N. Henderson has served for the past three years as stewardship manager and executive director of the Virginia Eastern Shore Land Trust. A geologist, he has more than ten years of fieldwork and project management experience in environmental monitoring and mitigation. A native of Bridgetown, he lives there with his wife and two children.