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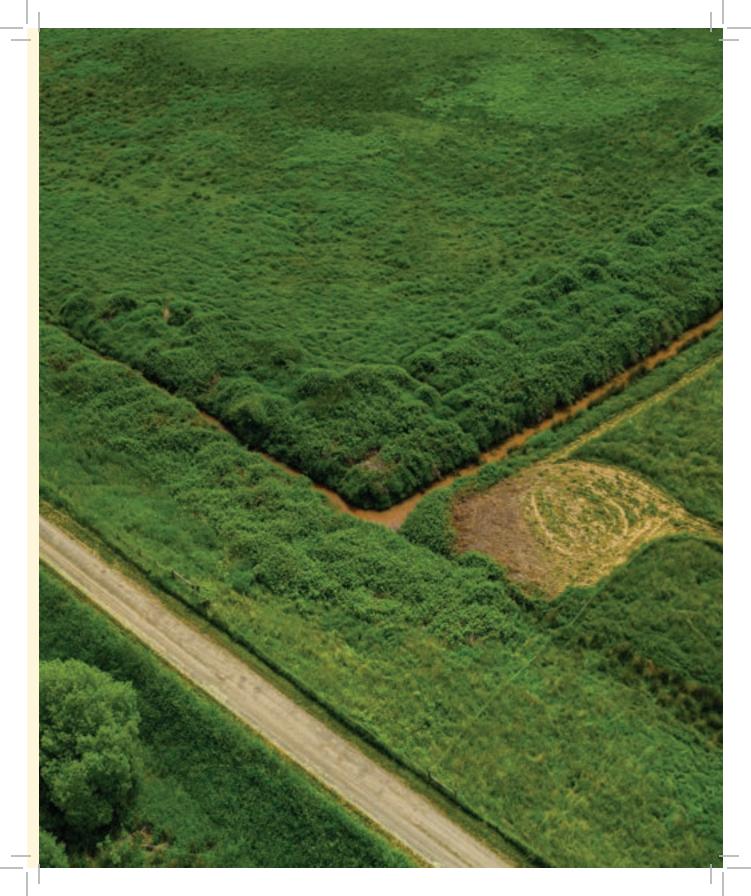
EASEMENTS



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STRAIGHTSHOOTER'S GUIDE EXPLAINED

As a farmer or rancher, you have countless decisions to make every day—from deciding when to lime a field or move your herd, to what deductions to take on your taxes, to who will take over the operation when you retire. These decisions require a level of expertise that has likely made you a Jack or Jill of all trades.

One of the decisions you may make is to protect your land with a **working land conservation easement**—a voluntary agreement to remove development rights on your property. A growing number of Oregon farmers and ranchers are conveying easements in exchange for cash or tax benefits to help with succession or business expansion or to make the land more affordable to the next generation. Conveying an easement is a big decision and can be very personally and economically rewarding, but it's a decision that you should only enter into with full information and a solid plan.

The Straightshooter's Guide to Easements is designed to help you make decisions concerning whether, when, and how to integrate an easement into your management decisions. This document explains what a working land conservation easement is and is not, the benefits of easements, and the process of conveying an easement. But this guide isn't designed to just talk at you, and it doesn't assume that all landowners have the same situations and goals—the Straightshooter's Guide gives you the opportunity to write down what you hope to accomplish in an easement transaction. This is a working document that can help you refine your plans and have productive conversations with the land trust you partner with on the easement.

While the Straightshooter's Guide to Easements was created by Oregon Agricultural Trust (OAT), most of the information and worksheets can be useful no matter which land trust you work with.

As you set out to learn about easements, know that the OAT team is happy to be a sounding board. We wish you all the best in whatever decisions you make for the future of your operation.

OREGONAGTRUST.ORG/PROTECT-MY-LAND



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Oregon Agricultural Trust (OAT) is a statewide, agricultural land trust that partners with farmers and ranchers to protect agricultural lands for the benefit of Oregon's economy, communities, and landscapes. Our programs for Land Protection, Public Engagement, and Education address the interrelated challenges of the loss of ag land to fragmentation and development, and the difficulty of passing ag land to the next generation of farmers and ranchers, including those who historically have not had access to land.

CONSERVATION EASEMENTS IN OREGON

Easements have not been used in Oregon to the extent that they have been used in other states, in part because our land use program helps prevent the loss of natural and working lands. But Oregon currently has almost 100 working land conservation easements that protect over 90,000 acres of productive farms, ranches, and forest land. Land trusts also own over 120 working land properties around the state.



WHAT IS A CONSERVATION EASEMENT?

A conservation easement is a voluntary agreement between a landowner and an organization such as a land trust to remove specific property rights in order to protect agricultural or habitat resources on the property. In exchange for removing these property rights, landowners are paid or receive tax deductions described on p.20-21.

Working land conservation

easements protect land for agricultural or forestry use. Farmers and ranchers remove property rights such as development rights that conflict with agriculture, and the land under easement remains in agricultural production.

CONSERVATION EASEMENTS

Do NOT take your ownership of the land. The landowner continues to own and be able to sell or give away the property or pass it on in their will.

Are negotiated. They represent a mixture of the landowner's goals and the resources the land trust is seeking to protect.

Do NOT restrict all use of the property. Working land easements allow for continued productive use, and may allow some homebuilding, subdivisions, and other uses.

Do NOT grant public access to your land unless you specifically allow this.

Do NOT need to cover your entire property unless you want them to. You can exclude areas for buildings, or sell an easement on only part of your land.

Are NOT quick cash. It can take 2+ years to receive payment (generally grant funds), if you qualify. Donated easements can be completed much more quickly.

Do NOT replace land use. Land use regulation provides a baseline protection for all working land, but it only slows the pace of development—it cannot stop it. Sixty non-farm uses exist and half a million acres of ag land have been lost to development since the program began. Easements complement land use regulation in that they're permanent (except as noted below), remove subdivision and development rights otherwise allowed by land use, and offer landowners cash/tax benefits.

Are permanent, except... if a body of government uses eminent domain to purchase the property or (very rarely) a judge agrees with the land trust and landowner that the purpose of the easement has become impossible.

WHAT A LAND TRUST DOES

Negotiates easements. Land trust staff sits down with the landowner to determine what property rights the landowner wants to remove and what they want to keep. The land trust can help the landowner understand the value of removing certain rights, and the likelihood that a grantor will want to fund the easement.

Secures funding for easements. The land trust applies for funding from grantors such as the USDA's Natural Resources Conservation Service, and passes these funds along to the landowner.

"Holds" easements. The land trust has the legal responsibility to make sure the easement isn't violated. Sometimes, one organization negotiates and buys an easement and another holds it.

Enforces easements. If a landowner violates the easement terms, the land trust must stop the violation and mitigate its impacts. The land trust will try to resolve issues through conversation, but can bring legal action.

Can own property in "fee title" as well. Landowners can donate or sell their entire property (not just an easement) to a land trust. Depending on the landowner/donor restriction, the land trust might sell the property with or without an easement, or lease it to a farmer or rancher.

LAND TRUSTS

Are NOT "trusts" as in a will and trust, which are often used in estate planning to hold and transfer assets. "Land trusts," on the other hand, are nonprofit organizations like OAT that hold easements and defend them forever.

Are NOT government entities. While some governmental bodies like soil and water conservation districts can hold conservation easements, land trusts are not bodies of government.

OREGON AGRICULTURAL TRUST (OAT)

Only holds working land easements that protect ag land. While we consider protecting properties that include some working forest land or habitat, our organization focuses on protecting agricultural lands. If you want to protect land for other purposes, you can talk with the Coalition of Oregon Land Trusts, www.oregonlandtrusts.org.

Supports all forms of Oregon agriculture. OAT works with farms and ranches using all production and marketing methods, growing any commodity type.

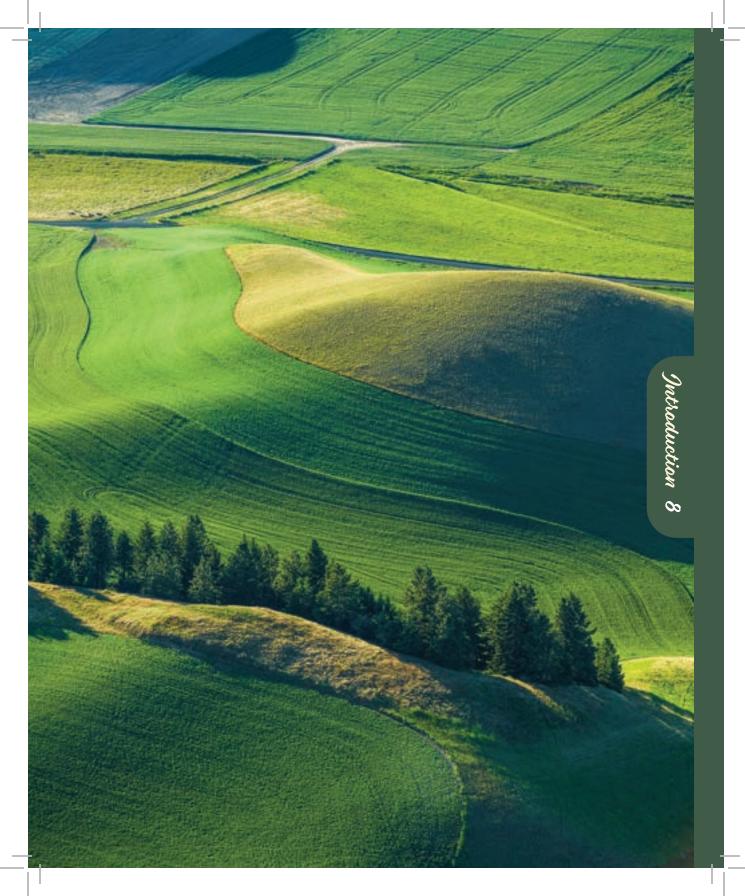
Only holds permanent conservation easements. While some easements can last for a limited number of years, OAT only accepts permanent easements. This is because the cost of a temporary easement is almost the same as a permanent easement, and we want to use our resources efficiently.

Is NOT the Oregon Agricultural Heritage Program (OAHP). The Trust (OAT) is a 501(c)(3) nonprofit organization. The Program (OAHP) is a state grant program that funds easements, as well as succession planning education and conservation activities.



WHY DO A CONSERVATION EASEMENT ON YOUR FARM OR RANCH?

- Legacy | An easement helps you to leave a legacy by keeping your land in farming or ranching, allowing future generations to work and steward the land. This can benefit your family and/or successors as well as the community, ag economy, and Oregon's rural landscapes.
- **Taxes** | An easement can be a tool to save money on your taxes. You may qualify for a charitable tax deduction for all or part of the value of a permanent conservation easement.
- Cash | The sale of an easement can help you generate cash or both cash and tax benefits in the case of a "bargain sale." This can help with succession planning, paying off a mortgage, or reinvesting into your operation.





Case Study | "Bargain sale" to reduce taxes and help cash flow

Hector has a profitable farm and would like to diversify and invest in perennial plantings and buy new equipment. He would prefer not to take on a lot of new debt, but he is struggling to set aside cash due to his income tax payments.

Hector decides to sell a conservation easement on his farm to a land trust in what is known as a "bargain sale." A bargain sale means the land trust pays for a portion of the conservation easement value in cash and he donates the remaining value. Because the land trust is a charitable organization, he receives a tax deduction for his donation – reducing his adjusted gross income for tax purposes.

In Hector's case, his conservation easement is worth \$500,000. He donates 50% and receives cash for the other half—\$250,000. He uses the cash to purchase upgraded equipment and, with the tax deduction, he can completely shelter the first \$250,000 of income off his farm from income taxes. As a farmer, Hector can spread this tax deduction out over 16 years (see p. 20).





Case Study | Sale of easement to help with succession

Jane is a 67-year-old rancher with a legacy—four generations managed her family ranch before her. While her children love visiting the home ranch, they have decided on other careers and won't take over the operation. There are some young ranchers Jane likes who would be good managers and would honor her family's legacy on the land. However, local land values are so high that it's nearly impossible to float a mortgage on a rancher's income, which means the young family can't finance the purchase. Jane can't afford to just give the land away to the next generation of ranchers—the land is part of her retirement.

So Jane talks to the local land trust about selling a conservation easement. By selling the conservation easement, Jane is able to return the purchase price of the land to its agricultural value—in this case the land had inflated more than 40% over that ranching value. Jane is paid cash value for that easement or 40% of her land's value, a huge down payment on her retirement. The conservation easement also ensures the land stays a ranch—protecting her family's legacy. Finally, by knocking 40% off the purchase value for the young ranchers, they can get the financing they need to buy her out. With the initial financing from the conservation easement, Jane can also afford to be patient with those next generation ranchers, letting them lease it for the first few years to help them with business planning and securing financing.

Jane is paid cash value for that easement or 40% of her land's value, a huge down payment on her retirement. The conservation easement also ensures the land stays a ranch—protecting her family's legacy.

WORKSHEET: CONSERVATION EASEMENT BENEFITS

Working land conservation easements provide many benefits for landowners. What benefits are you hoping to receive from the sale and/or donation of a working land easement?

Consult with your legal and financial advisors about how these benefits apply to your unique circumstances.

Benefit	Description
Cash	By selling a conservation easement, a landowner can turn equity into cash that can be used for business investment, succession planning, retirement, or paying off a mortgage.
Income Tax Benefits	A landowner can donate all or part of the value of a conservation easement and receive a federal charitable income tax deduction in the year of the gift and carry it forward an additional 15 years.
Bargain Sale: Combination of cash and income tax deduction	A bargain sale is the sale of a conservation easement for less than fair market value. It is sometimes called a partial donation, and can generate both cash and income tax deduction for a landowner. Most conservation easements are a bargain sale.
1031 Exchange	Income from the sale of a conservation easement can qualify for §1031 tax-deferral when proceeds are used to purchase another property.
Estate Tax Benefits	A landowner or their heirs can reduce their estate taxes by selling or donating a conservation easement.



Financial Benefits

How does this apply to your farm or ranch?	

WORKSHEET: CONSERVATION EASEMENT BENEFITS

Benefit	Description
Future farmers	By selling or donating a conservation easement, a landowner is limiting future development potential, thereby reducing the value of their property and making it more affordable to the next generation.
Protecting the landscape and agricultural economy	Landowners protect farms and ranches out of a conservation ethic and a love of the land. Many are also motivated to support Oregon's agricultural heritage and local economies by keeping land in production.
Wildlife habitat	Working farms and ranches provide significant year- round habitat, foraging areas, and migration corridors for wildlife, including game species and migratory birds.
Candidate Conservation Agreement with Assurances (CCAA)	A conservation easement that includes species management goals can automatically qualify a property for a CCAA* in many cases. *A CCAA may protect farmers and ranchers from future endangered species regulations.
Carbon sequestration	Conservation easements can be used to demonstrate permanence and mitigate against risk in the development of a carbon sequestration project.
Sustainability marketing	Conservation easements can be part of a farm or ranch's brand, illustrating a landowner's long-term commitment to sustainable agricultural production.

Legacy Benefits Conservation Benefits

How does this apply to your farm or ranch?	

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THE CONSERVATION EASEMENT PROCESS

This is an overview of the conservation easement transaction process. Please note that multiple steps are not dependent upon the completion of a previous step and steps may occur simultaneously.

STEP 1—FIND THE RIGHT EASEMENT HOLDER

All organizations that hold or fund conservation easements seek projects that advance their mission. Typically, land trusts and funders look for conservation easement properties that are relatively large, agriculturally viable, under threat for conversion, and offer co-benefits to communities and wildlife.

While Oregon Agricultural Trust works with landowners throughout the state, our four focal regions for conservation easement projects are the North Coast, Southeast Oregon, Willamette Valley, and Mid-Columbia. Within these focal regions, we seek out properties that are of sufficient size and that have adequate soil and water resources for long-term agricultural viability. We also take into account the local development pressure and wildlife habitat co-benefits.

STEP 2—BUILD YOUR TEAM

Conservation easement sales and donations are complex and unique to each landowner's circumstances. It is important for you as the landowner to assemble your team of legal and financial advisors to provide support through the process, particularly if a federal income tax deduction is involved. You should talk with your lender early on to make sure they would consider a conservation easement on property that they hold as collateral. It is also critical to hire an appraiser with experience appraising conservation easements. When hiring an appraiser, look for an appraiser who is a Member, Appraisal Institute (MAI) or a member of the American Society of Farm Managers and Rural Appraisers Association (ASFMRA). Your land trust staff can help you assemble this team.

STEP 3—ESTABLISH CONSERVATION EASEMENT TERMS AND TRANSACTION DETAILS

Work with land trust staff and your legal advisors to negotiate transaction and conservation easement terms that reflect your long-term goals for your farm or ranch. Address permitted and prohibited future uses of your property, including subdivision, residential development, renewable energy development and protection of water resources. It can take a few rounds of negotiations and conversations to come to agreement on conservation easement terms.

STEP 4—SUPPORT THE LAND TRUST AS IT WRITES GRANT APPLICATIONS TO SECURE FUNDING

If you are selling a conservation easement, the land trust will need to fundraise to pay you for the value of your easement. As an expert on the natural resources and agricultural values of your property, you will need to be available and responsive to help land trust staff research important qualities of your property. Each funding source may be interested in protecting a different aspect of your property. Land trust staff will explain the grant programs they have identified that could fund your easement and answer any questions you have.

STEP 5—REAL ESTATE DUE DILIGENCE

Conservation easements generally require the following real estate due diligence activities: appraisal, survey, environmental site assessment, title research, and mineral resource documentation. These activities are divided between the land trust and you as the landowner, depending on which party is responsible for each cost. For example, you are required to secure your own appraisal for donated conservation easements. This is because the appraisal substantiates the value of the conservation easement gift for your federal income tax deduction. In addition, you will work with your lenders to ensure mortgages are subordinated to the land trust.

STEP 6—FINALIZE THE CONSERVATION EASEMENT

With terms finalized, due diligence complete and funding secured, the land trust and you (the landowner) sign and record the conservation easement deed with the County Clerk. The Deed of Conservation Easement becomes a permanent part of the title of the property. Land trust and landowner also sign the Baseline Documentation Report, which is kept on file at the land trust office and becomes part of your own property records.

HOW MUCH IS AN EASEMENT WORTH? HERE'S ONE EXAMPLE:



COSTS OF CONSERVATION EASEMENTS

The following estimated costs may be incurred in the process of undertaking a conservation easement. Some costs may be borne by the landowner and some by the land trust. Make sure to discuss costs and who will pay for what before starting work on a conservation easement.

Conservation Easement Appraisal If donated for charitable deduction, landowner is required to pay. Otherwise, cost negotiated.
Title Insurance Required to ensure the landowner has clear title. Cost negotiated.
Closing Costs. Recording and escrow fees. Cost negotiated.
Environmental Site Assessment Required to ensure no hazardous substances are on the property. Cost negotiated.
Mineral Report
Conservation Easement Drafting Land Trust's time negotiating and drafting easement and managing project. Cost negotiated.
Baseline Documentation Report Document capturing the condition of the property and where use limitations and reserved rights may be. Cost negotiated.
Landowner's Legal and Expert Services Landowner's attorney and possible accountant fees. Landowner pays.
Land Trust's Legal Services Land trust pays.
Stewardship Endowment Gift The IRS requires the land trust to put funds aside for the permanent protection of the conservation easement. These are typically provided by the landowner after closing and may be a tax deductible gift.

\$5,000-\$25,000
\$1,500-\$6,000
\$300-\$1,500
\$3,000-\$5,000
\$5,000-\$10,000
\$3,500-\$6,000
\$1,000-\$3,000
\$1,000-\$3,000
\$25,000+

TOTAL ESTIMATED COST: \$47,800-\$90,500

WORKSHEET: VALUE OF A CONSERVATION EASEMENT

TAX DEDUCTIONS AND CONSERVATION EASEMENTS

Value of a Conservation Easement: \$ (Example: \$500,000)

• Only an appraisal can determine the market value of your easement, but 30% of your land's value is an often-used example.

Taxable Income: \$ _____(Example: \$50,000)

• Your taxable income is how much money the IRS has assessed your income to be after you've taken legal deductions; e.g., equipment depreciations, home mortgage, dependents, etc.

Tax Bracket and Cash Saved:

Tax deductions reduce your taxable income. To calculate your cash savings, multiply your income by the percent deduction you can take from donating an easement (50% for non-farmers/ranchers or 100% for farmers/ranchers), and multiply this by your tax bracket percentage (visit the IRS website to find your percentage).

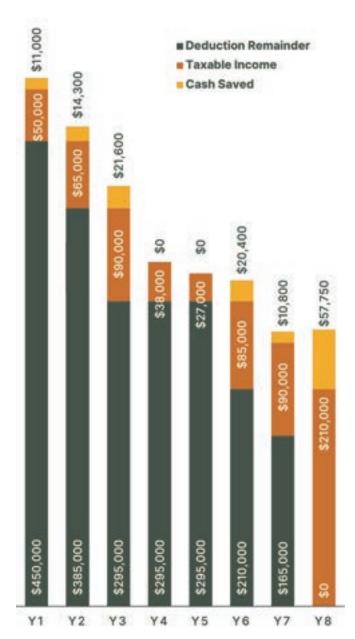
- Example | Farmer: \$50,000 x 100% = \$50,000 of deductible income saved. \$50,000 of deductible income x 22% tax bracket = \$11,000 cash saved.
- Example | Non-Farmer: \$50,000 x 50% = \$25,000 of deductible income saved. \$25,000 x 22% tax bracket = \$5,500 cash saved.

In any given year, subtract your tax deduction from the total value of the conservation easement you donated to see how much deduction you have left.

The donated value of the easement is a reserve that you draw down as you use it until the value is fully used, or after 16 years has elapsed, whichever comes first. You can always skip years and bank your deduction for future years.







Year	Decide to Use Tax Deduction?
1	Yes
2	Yes
3	Yes
4	No, too low value
5	No, too low value
6	Yes
7	Decided to use only half of potential income to bank deduction for a windfall next year
8	Yes, as income was more than deduction, landowner income was assessed at \$45,000 and paid at the 22% rate, or \$9,900
Totals	Deduction was not used in some years, and partially used in others, resulting in landowner's total tax liability of \$28,500 in income taxes.

Using the tax deduction over 8 years, this farmer made \$655,000 in income, saved \$135,850 in federal income tax, and paid only \$28,500 in income tax.

DOES MY LAND QUALIFY FOR AN EASEMENT?

If you say yes to #1 as well as any of the following **conservation purposes** (the more the better, although none are required), your land probably qualifies for a **working land conservation easement.**

- 1. Is your land a working farm or ranch? Does it have: soils which are considered of good quality for the production of food or fiber, or grazing resources considered valuable for the production of livestock? Is your property of a size considered viable and appropriate for the scale of agriculture in your area given local markets, climate, and the kind of products possible on that land?
- 2. Is there a government policy which has indicated that your land may be important to land conservation or open space protection goals?
- 3. Would your land be generally considered scenic or part of a scenic landscape, and is it visible from a public road, viewpoint, park, or other public access area?
- 4. Do you have a nationally registered historic structure on your land, or do you have a structure that would otherwise qualify as one?
- 5. Does your land provide habitat for threatened or endangered species?
- 6. Do you regularly make your land available for the outdoor education or recreation of the general public?

If you qualify under any of the **conservation purposes**, then the easement must reflect a **use limitation**, which protects that purpose and may limit existing or potential uses of the property. Each use limitation below corresponds to the numbered conservation purposes on the opposite page.

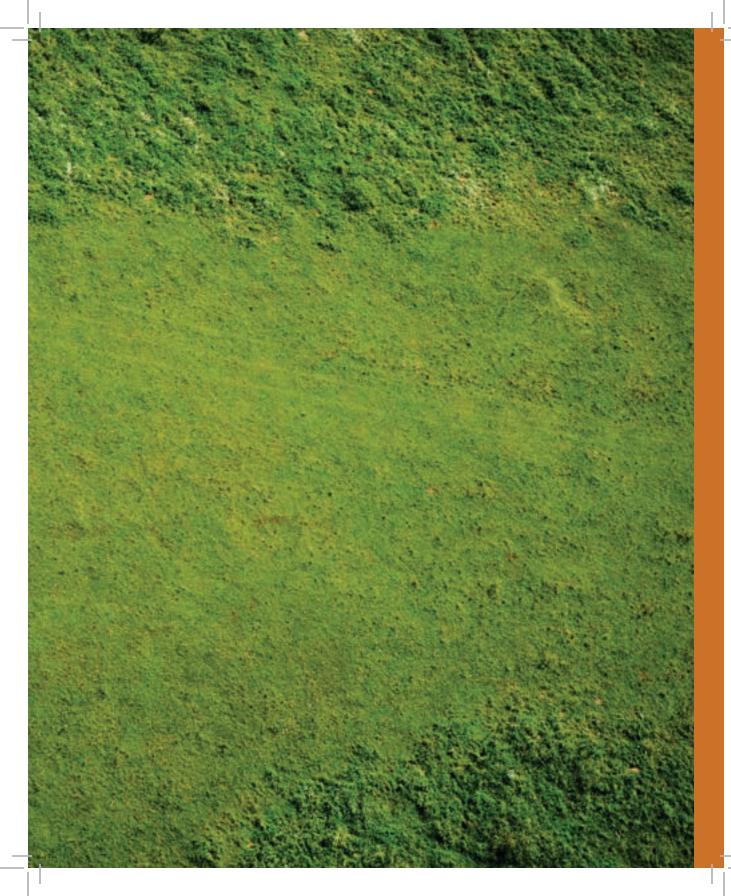
- 1. Would you agree to remove some of the rights to fragment or develop the property? Would you agree to permanently allow agricultural use on all or some of the property?
- 2. Would you agree to preserve the aspects of the property identified in that government conservation or open space plan?
- 3. Would you agree to restrict use of the property so that those areas would be viewable by the public and the property would keep its scenic character?
- 4. Would you agree to maintain the façade of any historic structures, to not significantly alter them, and keep them largely in their historic appearance?
- 5. Can your production areas be cooperatively managed for agriculture or habitat? If not, are there non-productive parts of the property that can be set aside for habitat?
 - 6. Would you agree to maintain access or use of the property for the general public?

Most easements specify that landowners can do anything on the land as long as it doesn't conflict with the conservation purposes of the easement (these are called *"retained rights"*). If you wish to specify some rights (like reserving a house site, or allowed agricultural use) you may request these *"reserved rights"* in the conservation easement.

OREGON WOULDN'T BE OREGON



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EASEMENTS AND YOUR ESTATE

Easements offer many flexible ways to plan for the next generation on your land. As you think about your succession plan, whether it contains an easement or not, start with the following:

- Identify all of the people who would be affected
- Identify each person's goals
- Identify and address family disputes
- Plan for retirement
- Review insurance policies (life, long-term care, etc.)
- Identify and train the next generation of producers
- Decide what each heir will receive
- Set up and follow through on a gifting plan
- Minimize estate/income tax liability
- Ensure business viability

You may want to talk to these professionals as part of your planning:

- Estate attorney with understanding of farm/ranch estates
- Accountant
- Lender/Mortgage holder
- Family counselor
- Financial advisor
- Appraiser
- Insurance agent



Your succession plan is unique to you and your farm or ranch. It depends on your goals, your business, and the people you want to see taking over your operation in the future. Write down:

What do you want to do and where do you want to be for retirement? When would you like to begin and complete your transition to retirement?

Who do you want to take over the property? The business? (If there's no one in particular right now, what qualities do you want them to have?)

How important is it that your business stays in operation after you're gone? (Scale of 1-10)

What agricultural or conservation values do you want to see continue on?

What are the possible pitfalls for your heirs and loved ones after you've passed? What information and resources do you want each of them to have?

ESTATE PLANNING COSTS

Planning your estate requires resources of time and money. The earlier you start, the easier it will be. At a minimum, you or your heirs will likely need cash on hand to pay for the following:

- Retirement
- End of life medical and funeral costs
- Inheritance of non-farming heirs
- Living trusts for young or vulnerable family members
- Estate tax payments
- Attorney fees



ESTATE TAX BENEFITS

What estate tax benefits could be valuable to you? While you should consult with an estate attorney to discuss your particular circumstances and create an associated estate plan, broad considerations include:

I'd like to reduce Oregon estate tax for my heirs.

- A state estate tax of up to 16% applies in Oregon to estates worth over \$1 million. By limiting development potential on your farm or ranch, you are effectively reducing its market value, the value of your taxable estate, and your estate taxes.
- For Oregon state estate tax, you should also talk with your attorney about whether reducing the value of your working lands assets may affect your ability to qualify for the Natural Resources Tax Credit.

I'd like to reduce Federal estate tax for my heirs.

- The federal estate tax rate is up to 40% for estates worth over \$12 million for individuals and over \$24 million for couples (as of 2022). In 2026, the federal threshold is scheduled to revert to roughly half of that. By limiting development potential on your farm or ranch, you are effectively reducing its market value and the associated value of your taxable estate. Some landowners could avoid federal estate tax altogether if the easement reduces the taxable estate to below the tax threshold.
- In addition, there is a federal conservation easement estate tax benefit, whereby heirs can exclude 40% of the value of land under conservation easement from estate taxes, up to a cap of \$500,000.

Affordability for the next generation

• Easements remove speculative development rights, bringing the land price down to its agricultural value. The land then becomes more affordable to the next generation—be they family members or not. Planning Ahead 28

What happens next?

Land trust staff monitor the conservation easement annually.

• Land trust staff typically visit conservation easement properties annually to ensure there are no violations of the easement. Land trust staff contact landowners in advance to determine a mutually agreeable date and time for the monitoring visit. Landowners are invited, but not required, to attend monitoring visits.

Land trust and landowner develop a long-term relationship.

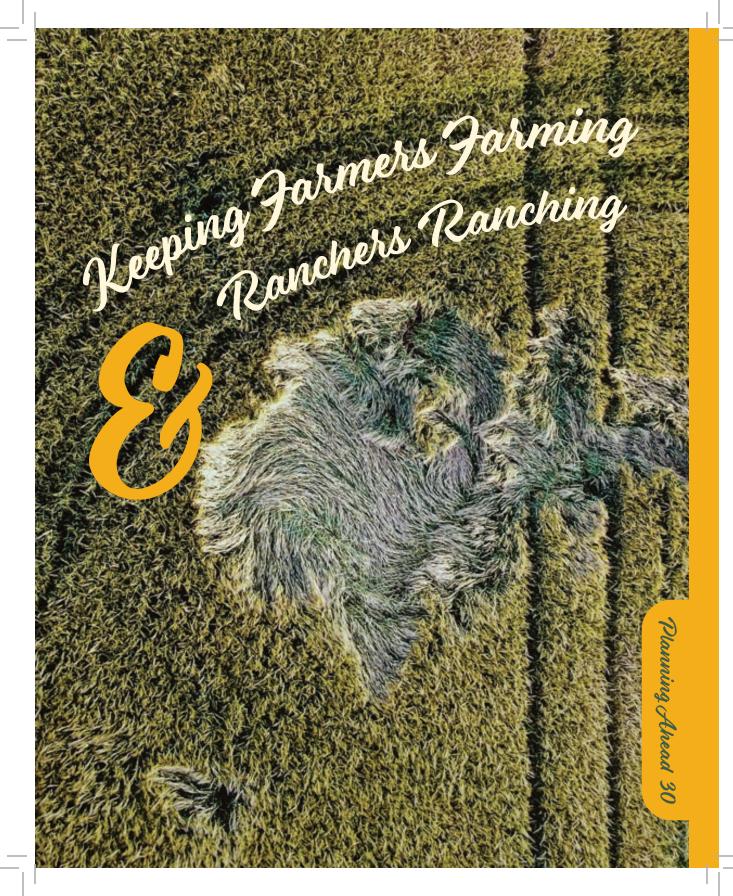
• A conservation easement establishes a long-term relationship between a land trust and a landowner. This relationship is key to the success of farm and ranch protection work. For all OAT easements, we seek to establish personal and open relationships with our conservation easement landowners, past, present and future.

Landowner notifies the land trust when transferring the farm or ranch to the next owner.

• Land trusts ask landowners to notify them when the property with a conservation easement is being sold or transferred (e.g. foreclosure, passing in a will, etc.). It is important that land trust staff meet with new landowners to explain the terms of the conservation easement and the land trust's approach to conservation easement stewardship and monitoring activities.

Land trust enforces the conservation easement forever (aka—in perpetuity).

• The land trust is required to monitor and enforce the terms of the conservation easement forever. This means that land trusts use all legal tools available to make sure the agricultural and conservation values of the farm or ranch are protected for future generations.





Notes



Notes



Notes

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