

Colorado Cattlemen's Agricultural Land Trust

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Brokering the Tax Credits Earned From the Donation of a Conservation Easement

Colorado has one of the most innovative tax credit incentive systems for land conservation in the country. Colorado is one of only four States in the nation that offers a tax credit incentive for landowners for the donation of a conservation easement.

The tax credits that Colorado offers landowners can be brokered by professionals who specialize in conservation easement tax credits and can provide landowners with cash in hand for the value lost in the property from extinguishing the development rights on the property. Depending on the Conservation Easement appraisal, the amount of the credit can range up to \$375,000 on an annual basis. Unlike a tax deduction, the credits can be used to directly offset Colorado income taxes or can be sold to another Colorado taxpayer at a slight discount.

The list of brokers below represents brokers that are professionals who have been involved in the conservation community for a number of years, but who also have a strong business background and have gained the confidence of our organization through working with numerous CCALT landowners to successfully broker the credits. Each of the recommended brokers below are fully qualified to complete the due diligence necessary to ensure that each transaction meets the needs of both the seller and the buyer of the tax credit. Each of these entities is committed to seeing that landowners receive the highest possible dollar for the tax credits that they have created.

CCALT encourages each landowner to interview potential tax credit brokers to find an entity that they feel comfortable with. We also encourage landowners to talk to multiple brokers in order to ensure that they are receiving fair market value for their credits. Please feel to contact the CCALT offices at (303) 225-8677 if you have any additional questions regarding the Colorado State Income Tax Credits for Conservation Easements.

Tax Credit Connection, LLC

Ariel Steele
2919 W. 17th Ave. #201
Longmont, CO 80503
(303) 827-5851

An attorney by training, Ariel comes to the field with extensive experience working with landowners as a part of the Boulder County Open Space Program where she worked specifically on conservation easements. She has shown a commitment to agricultural landowners through several initiatives she has begun to link landowners and consumers.

Conservation Resource Center

Mike Strugar and Tina Burghardt
820 Pearl St., Ste. F
Boulder, CO 80302
303-544-1044

The Conservation Resource Center is a nonprofit organization that specializes in policy, research, outreach and education. In addition to its Tax Credit Exchange Program, the conservation attorneys at the Center work to advance land conservation in Colorado and throughout the nation. Mike is an attorney specializing in real estate law and land conservation techniques. Working in Colorado, he established the nation's first functioning exchange for transferring Conservation Tax Credits. Tina is an attorney specializing in real estate law and land conservation. She was in private practice for 5 years before joining the Conservation Resource Center

Conservation Tax Credit Transfer, LLC

Carl Spina, Owner
P.O. Box 249
Masonville, CO 80541
(970) 612-0696

Carl entered this business as a landowner who created one of the first credits created under the Colorado legislation. He founded this firm as a way of combining his business sense with his passion for conservation.

Colorado Conservation Connection

Marty Zeller, Partner
1410 Grant Street, Suite C306
Denver, CO 80203
(303) 831-9378

Marty formed CCC following his more than 20 years in the conservation community as a land trust professional and as the owner of a conservation planning firm. CCC combines Marty's expertise with an established accounting firm and some of the leading legal experts in the conservation law field.

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