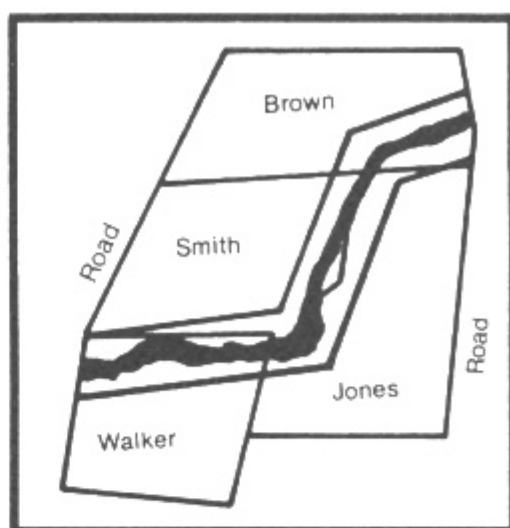
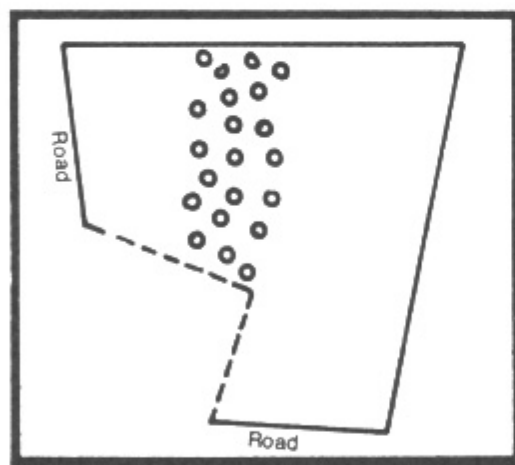


PROBLEM: COOPERATIVE ACTION GUARDS VALUE. A brook wanders between two parallel roads making patches of wetlands and tangled growth. The area it touches is owned by four families. Each wants to preserve the wild area and agrees not to do anything which would hurt or mar it.

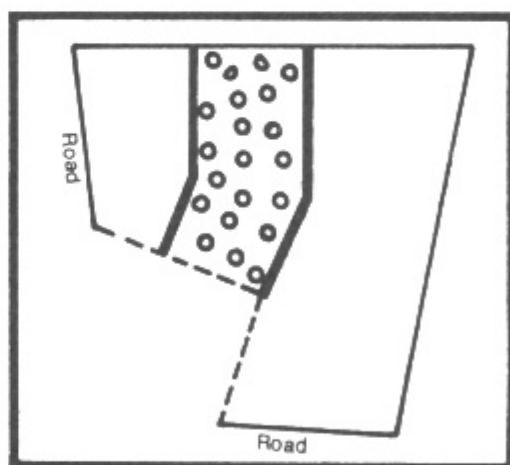
But each family wonders what would happen if one of the pieces of land should change hands. A new owner might use this back land as a private refuse area or even interfere with the natural flow of water. They know that there are dozens of ways this wild area could be spoiled so that the plant and wildlife would disappear.



SOLUTION: The four owners get together and agree to deed the land in question to the Land Trust for the benefit of all. This way they can guarantee that the open space will remain to support the value of the entire area. And — at the same time — each family gets a welcome deduction from income taxes taking full advantage of the appreciated value of the donated land.



PROBLEM: A NEW TOOL FOR BETTER LAND DEVELOPMENT. Mr. Bee bought a 40 acre wooded tract for investment. Some was high land, ideally suited for attractive homes. Nine acres were low and poorly drained. Reclaiming the low acres would be expensive and result in scarring the entire tract with an area of raw, unattractive fill. An alternative would be to pass the problem on to prospective purchasers — thus reducing the appeal of the plots affected.



SOLUTION: By establishing the nine acres as a wild, open space and deeding it to the Land Trust as a nature preserve, the owner not only improved the saleability of his remaining 31 acres, but he also received maximum cash benefit on his income tax by extending his gift over several years. He was able to make the tax deductions coincide with annual income from the sale of building sites.

The town gained a more attractive group of new homes with permanent open space nearby. The investor was spared the expense of filling or draining land for building purposes and made a fair return on his investment.