

# 2nd Annual Winter Farmland Seminar

Presented by **1 Stop Realty, Inc.**

**Wednesday, February 1, 2012**

*Holiday Inn & Suites, 1600 S County Club Drive, Mesa AZ*

## **Tax Strategies for Land Owners**

Presented by nationally recognized ag expert, **Andrew R. Biebl, CPA**



- Depreciation Incentives
- Surprising Installment Sales Benefits
- Succession Planning For Land Owners
- Tax Saving Techniques When Selling

## **Farmland Market Update:** Presented by 1 Stop Realty Staff

We will cover: Land Values & Trends, Farm Leases & Rates, Benefits of a Land Auction, Client Services and time for open discussion.

**Sign-in: 9:00 am ♦ Seminar: 9:30 am until 2:30 pm**

\$30/person or \$50/couple - includes coffee, rolls & a plated lunch

## **Registration Deadline is January 25, 2012**

Contact Julia with any questions or to register!

1-877-306-3038 or email her at [info@1stop-realty.com](mailto:info@1stop-realty.com)

***“The Experienced Farmland Professionals!”***

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## **TAX STRATEGIES FOR LANDOWNERS - ANDY BIEBL, CPA**

- **Understanding our Tax Rate System**
  - The tiers of ordinary and capital gain rates
  - Opportunities and traps in today's rate system
- **Depreciation Incentives**
  - The special Sec. 179 deduction and bonus depreciation incentives
  - Special rules for landlords and the 179 deduction
- **Surprising Installment Sale Benefits**
  - Understanding the non-capital gain advantages
  - When installment sales do and do not benefit the seller
- **Succession Planning for Land Owners**
  - Gift vs. sale strategies
  - Use of Family Limited Partnerships for succession ownership
- **Tax Saving Techniques When Selling**
  - Avoiding the new Medicare surtax
  - Exchanges into other realty
  - Use of Charitable Remainder Trusts to sell land

## **Farmland Market Update - by 1 Stop Realty Staff**

### **Land Values & Trends**

- What is driving higher farmland values?
- Are current gains in farmland values rational?
- Are these higher prices sustainable?

### **Farmland Leases & Rates**

- How good is your lease?
- Are you getting market rents?
- If not why?
- Do you have a standard lease or a flex lease?

### **Benefits of Land Auctions in today's high demand for farmland**

- The competition created by public auction provides a great advantage
- Real Estate is sold "as is" and with no contingencies
- A **sense of urgency** is created by the auction sale date

### **Client Services provided by "The Experienced Farmland Professionals!"**

- Farmland Sales
- Land & Farm Auctions
- Farmland Management
- 1031 Tax Deferred Exchanges
- All of this with 80+ years of combined experience
- **All your AG real estate needs, in MN, IA, SD, and the United States**