



**American Friends of
Canadian Land Trusts**

Among Friends

THE NEWSLETTER OF CROSS-BORDER CONSERVATION

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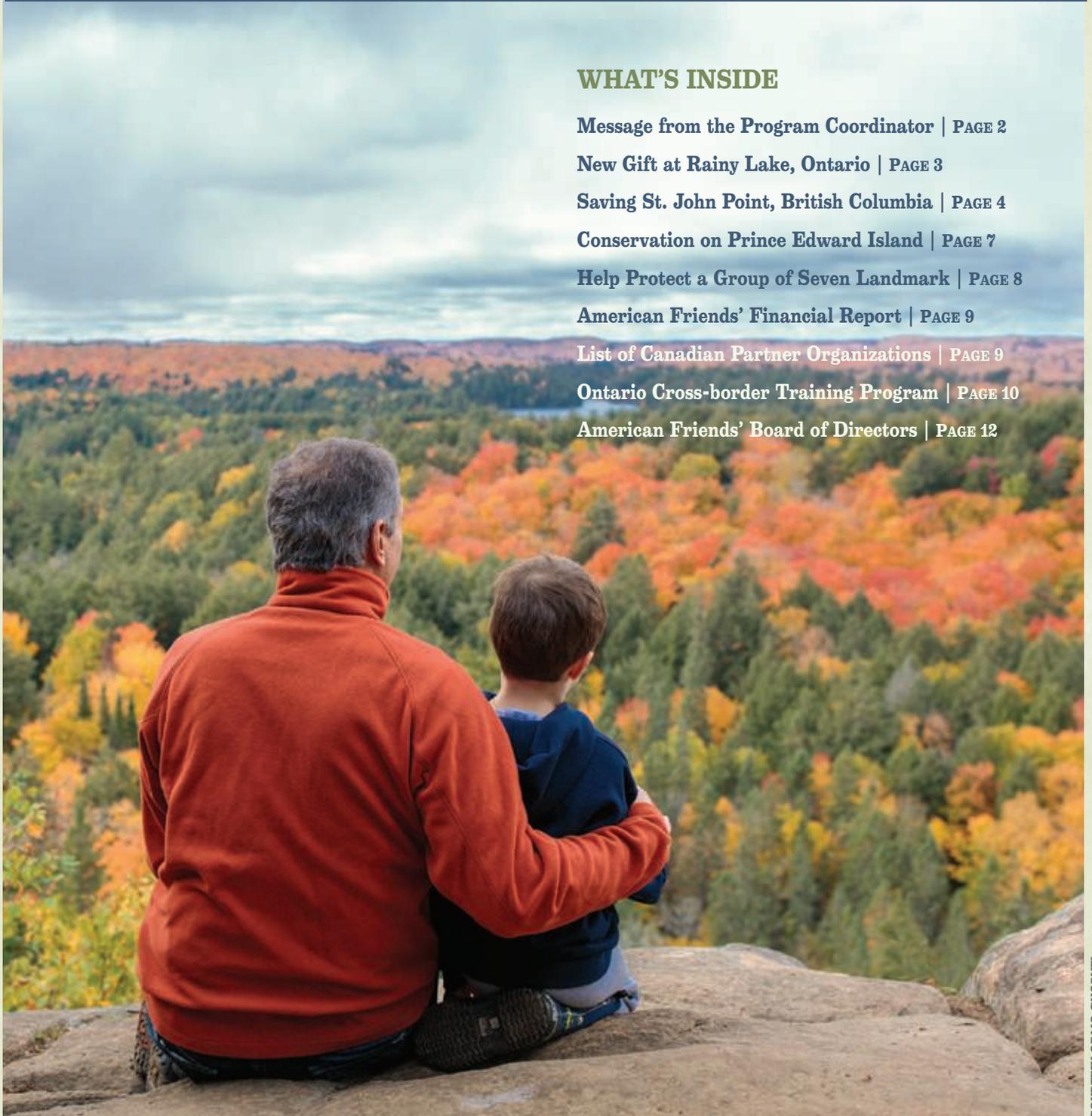
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American Friends of Canadian Land Trusts

American Friends of Canadian Land Trusts (American Friends) is a US charity that partners with Canadian conservation organizations to preserve Canada's natural areas, scenic landscapes, sensitive watersheds, recreation resources, important habitat for fish, birds and wildlife, and the places that hold generations of family memories.

www.afoclt.org

Sandra Tassel | Program Coordinator | 360-515-7171
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MESSAGE FROM THE PROGRAM COORDINATOR

Connections Make Conservation Possible

By Sandra Tassel

THE EMAIL FROM A CONSERVATION COLLEAGUE at the Trust for Public Land in Seattle said, "A friend of mine and his brothers own a large undeveloped property on an island in British Columbia, with over a mile of shoreline. It is on the market but my friend is trying to find a conservation solution. Isn't that what you do?" This was the most superb example of the value of a personal network that I've ever encountered.



MICHAEL DUNN, SANDRA TASSEL, HELEN O'BRIAN AND MALCOLM INGLIS CELEBRATING SUCCESS

CRAIG LEE

"Yes!" I quickly responded. "That is exactly what American Friends of Canadian Land Trusts does. We protect natural lands in Canada owned by US taxpayers." Shortly thereafter, Jon Eddy called me. Jon is one of the three brothers who owned a 64-acre peninsula known as St. John Point, on Mayne Island, in the Southern Gulf Islands.

I explained the next step was identifying a qualified Canadian partner to provide the expertise, and networks, that make our transactions possible. I found the Mayne Island Conservancy Society (MICS) online. Their website indicated it had impressive programs, an office, an Executive Director, a land steward and summer interns. A promising start.

I called Jack Miller, American Friends' former director who has a vacation home on Mayne Island, to find out if St. John Point was really as significant a property as it seemed and whether MICS would be a solid partner. "Yes!" he affirmed, in response to my query about the importance of the property. "Yes!" he said again when I inquired about MICS. Jack had only complimentary things to say about Michael Dunn, MICS' executive director.

Thanks to Jack, I felt confident taking the next steps toward the imposing goal of protecting a tract that was on the market for C\$11M.

Michael, former MICS' president Helen O'Brian and current president Malcolm Inglis and I met to discuss whether our two charities should tackle such an imposing target. Our consensus was "We cannot NOT try. St. John Point and the community deserves our best effort." They were confident their network could raise a substantial portion of the money required for the SAVE ST. JOHN POINT acquisition campaign. They were right! For more about St. John Point, and how it was saved, see page 4.

The natural, cultural, recreational, educational, historic and scenic characteristics of St. John Point warranted the effort and certainly attracted supporters. But it was networks and relationships

CONTINUED ON BACK PAGE

The Gift of Respite on Ontario's Rainy Lake

WHEN HELEN (MUDGE) HELLER DIED on July 27th, 2018, after a long and painful illness, she left behind an extended community of grieving friends and family in the US and Canada, where she was born and raised. In addition to the treasured relationships that survive, Helen also left a conservation treasure by permanently protecting Olson Island through a gift to American Friends shortly before she passed away. Helen said, "The island will be a gift to future generations who love Rainy Lake. The images embedded in my memory of one of the most beautiful places on earth and the deep satisfaction that Olson Island will be preserved in perpetuity are also special gifts to myself."

It was fitting that conserving the island brought joy and respite to Helen even though she was suffering. Locals say that World War II veteran Fred Olsen took refuge on the island to recover from "shell shock." Apparently the healing qualities of nature, the quiet solace of the island and the nurturing powers of Rainy Lake were his cure, as he went on to lead a normal life.

It was when Helen and her family lived on the shores of Rainy Lake during her high school years in Fort Frances Ontario that Helen came to fully appreciate it. "I fell in love with the lake. It was beautiful in all seasons," Helen recalled, while conceding that winter could be very challenging.

Shortly after Helen married Robert Heller, a lifelong resident of San Francisco, Rainy Lake became an integral part of their married life. The Hellers

bought Noden Island and spent summers there for over forty years. Olson Island is just a "stone's throw" from Noden, so Robert and Helen jumped at the chance to buy it in 1989. The Hellers shared Olson Island with their nieces and nephews. "We all enjoyed the lovely mossy areas, the little swamps, the beach, the blueberry patches and the majestic pine trees," Helen recalled.



MARTIN KOMOSA

When Helen's sister and brother-in-law, Phyllis and Dale Callaghan, helped launch the Rainy Lake Conservancy (RLC) in 1999, Helen remembered being "immediately receptive to the idea" of preserving Olson Island. Phyllis and RLC board president Carolyn Wallis, whose family protected Echo Island with Ontario's first cross-border conservation easement, made Helen's wish a reality by facilitating her gift to American Friends.

Not long after Helen passed away, Phyllis wrote, "We're fortunate to be back on Rainy Lake, which we think does have a special healing power. Helen is never far from our thoughts; she seems to be present in the water, trees and rocky shorelines that she loved dearly. She will always be a presence here on the lake." Helen's gift of Olson Island will help ensure that Rainy Lake will continue to have that effect on everyone who has the good fortune to experience it.



PHOTOS COURTESY OF HELEN HELLER

Change for the Good

“Few will have the greatness to bend history itself; but each of us can work to change a small portion of events, and in the total; of all those acts will be written the history of this generation.”

ROBERT KENNEDY

CHANGE CAN LEAD TO CONSERVATION, even though conservation is, to some extent, motivated by an urge to keep things the same. This is the story of the relationship between change, conservation, and community.

The community of Mayne Island morphed over the six decades that the Eddy family owned St. John Point. When Jon Eddy's parents bought the 64-acre tract in the mid-1950's, the island was still in what Jon calls "the early agrarian phase" when the population was composed of the descendants of the first white settlers, many of whom were veterans of one or both World Wars.

During World War II, before Jon's family began coming to Mayne Island from their home in Seattle, the Canadian government had expropriated lands, including St. John Point, from Japanese farmers. After the war, those lands were distributed to veterans, including the person who sold to the Eddys.

Then came the 1970's and the "hippie phase" when conscientious objectors from the US came to Mayne Island along with others seeking a simpler way of life. The last couple of decades

have brought increasing numbers of retirees and vacationers who are building large new homes.

From a developer's perspective, St. John Point is an ideal site for a gated subdivision of private south-facing oceanfront lots. Island residents and visitors alike were very concerned that was the likely fate of this beloved and relatively untouched natural area. Public access to the shore is surprisingly scarce on Mayne and many other islands. The Eddy family had allowed people to walk on the footpaths that wind through the trees and along the shores of their property. Kayakers often landed on St. John Point's gravel beaches.

Jon and his two brothers were concerned about the impact of Canadian capital gains tax, and worried about the issues facing their heirs if any of the three brothers died. "None of us looked forward to subdivision, but financial realities were intruding, as well as the issues of joint ownership if our heirs got the property, rather than being held by the three of us," said Jon. They had to consider their children's and grandchildren's interests and futures.





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ST. JOHN POINT WAS A DESIRABLE DEVELOPMENT PROPERTY BECAUSE OF ITS VIEWS AND FERRY ACCESS

Shifts in culture, economics and lifestyles often alter landowners' ability to maintain a substantial, costly and sometimes under-utilized property, especially if it is located in another country. Some families are unified in their desire to protect land they own and can afford to donate it for conservation purposes. But for others, even if they would like to see the property remain natural, it

is an important financial asset to provide for the owners' future, and that of their kids, grandkids or other heirs.

That was Jon and his two brothers' situation, so they listed St. John Point for sale. It seemed highly probable that a sale would lead to loss of public access to



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ARBUTUS GROVE

the fragile peninsula, with its rare forest, inviting beaches, and stunning views.

Luckily, the evolution of Mayne Island's community had not eliminated the determination of early agrarians or the peaceful dreams of hippies. The wave of new residents and second-home owners who value the Island's more rural lifestyle included many conservation-minded individuals. When these factors combined with the

financial wherewithal of some of the more recent arrivals, they formed a potent force that ensured positive change for St. John Point. Even the current generation of the Japanese family that

was unjustly removed in the 1940s forgave that huge injustice enough to contribute to the acquisition of St. John Point to prevent the site of their forebears' graves from being part of a pricey subdivision.

In the process of raising more than C\$2M from individuals and foundations who did not want these 64 acres to change negatively, the Mayne Island Conservancy itself has changed in meaningful ways. Michael Dunn, executive director of the Mayne Island Conservancy says "The Conservancy's leaders had proactively created the legal and financial capacity to tackle major projects. Even so, when the



COURTESY OF EDDY FAMILY

CONTINUED ON NEXT PAGE

Change for the Good CONTINUED



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THE APPLE ORCHARD ESTABLISHED BY THE JAPANESE FAMILY THAT FARMED ON ST. JOHN POINT WELCOMES VISITORS TO THE NEW CONSERVATION AREA

opportunity to protect St. John Point was presented to us, the scale of the enterprise seemed daunting.



SEA BLUSH, PLECTRITIS CONGESTA

MAYNE ISLAND CONSERVANCY

Could we as a small local charity on an island with just over 900 full-time residents find a way to purchase this crown jewel? It turned out that enough of us

believed we could and, working together, we did it. We so appreciate the opportunity and experience that American Friends provided and the Eddy family's willingness to give us time to accomplish our shared goal. The Conservancy reached a new level of maturity and confidence as a result of this very rewarding process."

The Eddys provided a substantial discount from the appraised value of their property in order to make the transaction possible. In the US this is known as a "bargain sale." Canadian conservationists refer to it as a "split receipt donation." The St. John Point

project was American Friends' first such transaction, potentially changing the way it and its partners will do business in the future with families in similar financial situations.

St. John Point is now owned by the Capital Regional District, which used C\$2M collected from its property tax levy, to help acquire the property. The property will be managed as a regional conservation

area. This was the first time that American Friends partnered directly with a government agency. American Friends' board had already decided

to expand the organization's partnerships to encompass all of Canada's conservation entities to achieve its mission more completely.

So, change at St. John Point is limited to passing seasons and improvements for public use of the new conservation area. But American Friends and The Conservancy are changing to do more good.



GOLDEN-CROWNED KINGLET

DAVID WONG

Small Province with Big Protection Plans

CANADA IS SERIOUS ABOUT PROTECTING her natural heritage, and fulfilling international commitments. American Friends' newest partnership, with Island Nature Trust (INT), can contribute to national success on both fronts by helping increase protected lands in the province of Prince Edward Island (PEI).

In 2010, as part of the UN Convention on Biological Diversity (CBD), Canada promised to set aside 17% of its "inland land and water" and 10 % of its marine environment by 2020. Provincial governments have an essential role to play in reaching the national objective. Most, but not all, made their own commitments to support the nationwide effort. PEI's government aims to nearly double its permanently conserved area from 3.6% of its total area to 7%. This will require conserving a substantial amount of private land because PEI is 87% privately owned. In Canada as a whole, the percentage is reversed. The federal and provincial governments own 89% of the country's total acreage.

Research by the Province revealed that at least 3.9% of the land is owned by Americans. Megan Harris, INT's Executive Director, reports that American-owned properties are often large waterfront tracts with a modest amount of development. Many have been summer retreats for the same families for generations. The small footprint of existing structures and long timeline of ownership means that these properties contain some of the last fragments of PEI's native forests. Harris also observes that the ownership is concentrated in parts of the island that have



COASTAL DUNES ARE A HIGH PRIORITY FOR INT.

WWW.FLICKR.COM:PHOTOS:RHODESON

sensitive coastal wetlands and the beach-dune ecosystems which are critical nesting habitat for endangered piping plovers.

Luckily, conservation can help families retain ownership of some or all of their beloved PEI properties. Donating the ecologically significant portions of their land for conservation will reduce, or potentially eliminate, the onerous Canadian capital gains tax on transfers, including bequests. Permanently restricting future development with a legal agreement such as a conservation easement is another option for preservation-minded landowners. US tax benefits available for gifts to American Friends can make conservation gifts more financially realistic for American owners.

American Friends and INT have already begun assisting several families who are seeking conservation solutions to their estate-planning challenges. Expert professional advice on the Canadian and US tax consequences of various options is essential to ensure that families are not forced to sell their PEI ecological gems in order to pay Canadian taxes.

Please consider helping American Friends and INT protect these PEI jewels, and assist the Province in meeting its goal. Make a contribution today so that our organizations have funding to secure donations of land in PEI.



ENDANGERED PIPING PLOVERS NEST ON PEI

WWW.FLICKR.COM:PHOTOS:ALBERTOVOS

Protecting an Ontario Natural and Cultural Landmark

By Jake Tibbles

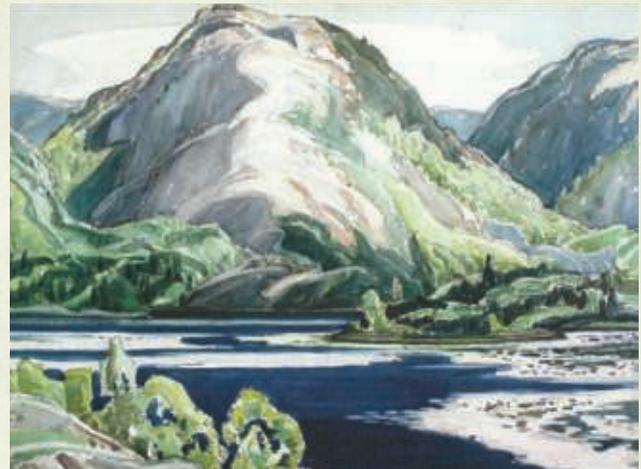
ESCARPMENT BIOSPHERE CONSERVANCY (EBC) and American Friends are fundraising for a critical Ontario land acquisition. Located in the heart of the La Cloche Mountains, one of the oldest mountain ranges in the world, Willisville Mountain is a true landmark that deserves and needs protection.

EBC is a Canadian charity that establishes, maintains and stewards a system of nature reserves on and near the Niagara Escarpment; which is a World Biosphere Reserve located along a section of the Lake Huron coast. EBC also educates the public about preserving the ecology and wildlife of the Escarpment — partly by providing low impact, ecologically-sustainable recreational opportunities.

Willisville Mountain is an ecological and cultural treasure, with habitat for Species of Special Concern including Bald Eagles and Peregrine Falcons. It was prominently featured in iconic paintings by the famous Group of Seven artists. The Mountain is a major contributor to local tourism because it is such a popular recreation destination, so conservation is an essential economic strategy for the area.

Acquiring Willisville Mountain will protect a key 235-acre piece of the 2.5 billion-year-old silica and quartz La Cloche Mountains, formerly as high as the Rockies. A 44-mile swath of this unique geology and associated species is protected by Ontario Provincial Parks, First Nations and other conservation organizations. Willisville Mountain is one of only two properties needed to complete that impressive conservation corridor.

Bob Barnett, Executive Director of EBC said, “Willisville Mountain is one of the most recognized parts of the iconic La Cloche Mountains. As a result, donors have been excited to participate in protecting it. To reach our goal of C \$180,000 we need the help of supporters who love the Escarpment, whether they live in Canada, the US or elsewhere in the world. The Group of Seven paintings of the area are safe in galleries, but EBC and American Friends want future generations to be able to hike up Willisville Mountain



PAINTING OF WILLISVILLE MOUNTAIN LIKELY BY FRANKLIN CARMICHAEL

to enjoy the same views.” (Note: When this publication went to print, EBC needed only C \$20,000 to complete the campaign.)

Generations of Americans have been captivated by the beauty of the Georgian Bay region and the Niagara Escarpment observes Sandra Tassel, from American Friends. Visitors and landowners from the US who are passionate about the area can make a US tax deductible contribution to American Friends to help purchase Willisville Mountain.

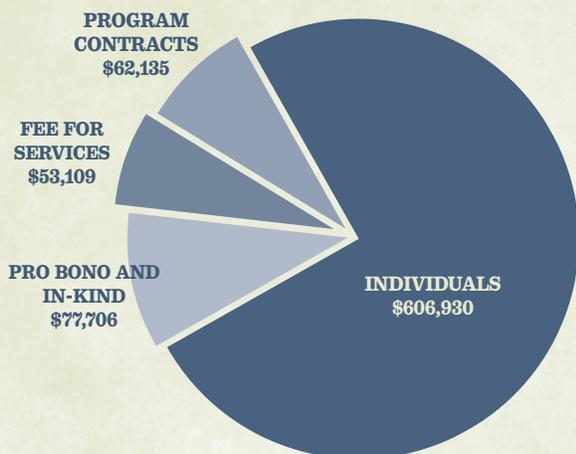
Tassel commented, “Permanently protecting Canadian landmarks, like Willisville Mountain, which are beloved by people from all over the world, is the core of American Friends’ mission. EBC is working to conserve a globally unique landscape, and we are delighted that Americans are generously supporting that effort.”

Help EBC and American Friends to “Save the Mountain” to keep it just as the Group of Seven painted it. Make your online donation at www.escarpment.ca or www.afoclt.org (American supporters). If you would prefer to donate securities please contact Sandra Tassel, (360) 515-7171, or sandra.tassel@afoclt.org.

Jake Tibbles is the Executive Director of the Thousand Islands Land Trust.

American Friends Financial Report – FISCAL YEAR 2017/18

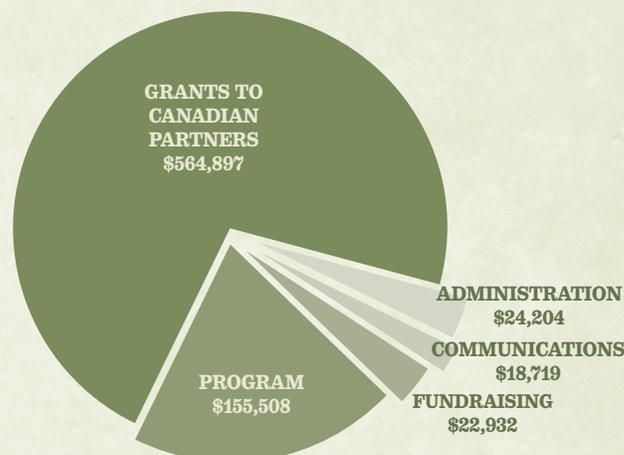
REVENUE \$799,880



REVENUE SUMMARY

| | |
|-----------------------|-------------------|
| Individuals | \$ 606,930 |
| Pro bono and In-kind* | 77,706 |
| Fee for Services | 53,109 |
| Program Contracts | 62,135 |
| Total | \$ 799,880 |

EXPENSES \$786,260



EXPENSES SUMMARY

| | |
|-----------------------------|-------------------|
| Grants to Canadian Partners | \$ 564,897 |
| Program | 155,508 |
| Administration | 24,204 |
| Communications | 18,719 |
| Fundraising | 22,932 |
| Total | \$ 786,260 |

***American Friends is especially grateful for the pro bono services of:**

Konrad Liegel, Konrad J. Liegel PLLC, Seattle WA
 Ray Kinoshita, Grant Thornton LLP, Toronto, Canada
 Rebecca Goodwin, Goodwin Consulting, Toronto Ontario

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Algonquins to Adirondacks
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Island Nature Trust
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 Island

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Ontario Land Trust Alliance
 Toronto, Ontario

Rainy Lake Conservancy
 Fort Frances, Ontario

Rideau Waterway Land Trust
 Smiths Falls, Ontario

Salt Spring Island Conservancy
 British Columbia

Thousand Islands Watershed
 Land Trust

Lansdowne, Ontario

Knowledge is the Power Behind Protection

By Alison Howson

CONSERVATION IS ALL ABOUT PEOPLE. Our activities threaten habitat for all species. On the other hand, our passion for nature provides the inspiration for preservation. We are cause and cure. Land trusts provide knowledge and support to people who are inspired to act on behalf of nature, and future generations.

The Ontario Land Trust Alliance (OLTA) strengthens land conservation in Ontario by building and supporting a strong land trust community. We ensure that conservation organizations have the knowledge and tools to be effective.

Three years ago, OLTA and American Friends launched the Cross-border Conservation Training Program (CCTP) to increase land trusts' capacity to protect ecologically significant, and potentially threatened, properties owned by US taxpayers. In recognition of the potential land protection outcomes, the Ontario Trillium Foundation provided the key funding. The McLean Foundation also invested in the CCTP. We are extremely grateful for this support which brought our project to life.



MACKIE AND CHARLOTTE WITH NEXT GENERATION OF STEWARDS

COURTESY MACLEAN FAMILY

Educating landowners from the US about differences between our two countries' capital gains tax regimes is a critical conservation strategy. In Canada, capital gains result from almost all transfers of appreciated real estate; including bequests. Under the US system which uses an estate tax instead, only the very wealthiest Americans have to worry. As a consequence, Americans often don't make any special estate arrangements for their Canadian property; opting to "...just give it to the kids."

The Canadian tax on such a gift can be as much as 25% of the property's appreciation. Where property values have escalated sharply, the tax quickly adds up to six figures. Unless the current owners set aside funds, their heirs may have to sell some or all of the property for development in order to pay the tax.

This is why OLTA and American Friends are helping Canadian land trusts provide guidance and support to US landowners and their professional advisors.

Happily, there are tax incentives in both the US and Canada to promote permanent protection of Canada's natural heritage. Unfortunately, this fact is not widely known. Through the CCTP, OLTA and American Friends are providing materials to share this information with US owners of priority parcels in Ontario. Tax benefits can make it financially feasible for US owners to act on their passion to protect their favorite places. We are proud to report that CCTP has created innovative new tools, built land trust capacity and helped advance the protection of thousands of acres of environmentally sensitive lands owned by US taxpayers.

Beauvais Point, on Wolfe Island, is a perfect example. Located in the Thousand Islands region of the St. Lawrence River, very close to where it originates in Lake Ontario, Wolfe Island's forests have almost all been cut to create farmland. The majority of the shore is divided into second home



THOUSAND ISLANDS WATERSHED LAND TRUST

BEAUVAIS POINT'S RARE (AND NOW PROTECTED) UNDISTURBED SHORE ON THE ST. LAWRENCE RIVER

lots for vacationers who can swiftly reach Wolfe Island via a short ferry trip.

Thanks to the multi-generational stewardship of the MacLean family, Beauvais Point is the exception, with an impressive forest, on rich, dark soils. Visitors are struck by the unusually lofty canopy height of the straight, tall shagbark hickories and maples. The extensive waterfront is mostly natural. These features protect habitat for migratory birds and rare plants, and maintain the clear water and clean river bottom that species like small and large mouth bass and muskellunge require for reproduction.



THOUSAND ISLANDS WATERSHED LAND TRUST

FOREST PROTECTED BY MACLEAN GIFT

Burton (Mackie) MacLean and his wife Charlotte, who live in Pennsylvania, were searching for a realistic way to pass Beauvais Point to their adult children and ensure that their large crew of grandchildren would be able to experience the river, the woods, and the

company of their extended family. To achieve that vision, they needed a conservation approach to reduce Canadian taxes and produce a US income deduction. The CCTP helped make that possible.

Last year, Mackie and Charlotte donated a perpetual conservation easement to American Friends in a transaction facilitated by Thousand Islands Watershed Land Trust (TIWLT). Beauvais Point cannot be subdivided and new structures are allowed only in the areas around existing buildings. A CCTP workshop for landowners, hosted by TIWLT, helped inform the MacLeans of their options. The CCTP also provided essential funds for transaction costs associated with the easement gift.

This year, as part of the CCTP program, the MacLeans welcomed dozens of other American landowners to Beauvais Point to share their story, and showed off the natural features of the property to inspire other families to follow their lead.

Together, OLTA and American Friends look forward to all the important future land conservation in Ontario that is resulting from our program and partnerships.

Alison Howson is the Executive Director of the Ontario Land Trust Alliance.

Connections Make Conservation Possible

CONTINUED FROM PAGE 2

that made success possible. You, dear reader, are part of a network that extends across the US and Canada. The success



SUPPORTERS HIKING ON ST. JOHN POINT

of cross-border conservation relies on you. Please share this publication, educate your financial advisors, tell the stories to your neighbors, friends and colleagues, and make a contribution to American Friends to help us, and partners such as MICS, to save the places we all cherish.

DAVE SECORD

Give today in honor of your favorite Canadian landscape

Please send your contribution to:
American Friends of Canadian Land Trusts
702 Kentucky Street, #663
Bellingham WA 98225

Donate online using your credit card at www.afoclt.org

For more information or to donate stocks, bonds, other securities or real estate please contact:

Sandra Tassel, Program Coordinator
360-515-7171 ■ info@afoclt.org



MO GHORVEI

Gail Kruk

Welcome to the Board!

Gail Kruk, CPA, CGA is a Principal and the Cross Border Practice Director of Larson Gross CPAs and Consultants in Bellingham, Washington. Prior to joining Larson Gross in 2000, she worked 9 years for a public accounting firm in Surrey, British Columbia.



Gail specializes in serving Canadian businesses and individuals with a U.S. presence as well as U.S. businesses and individuals with a Canadian presence. As a resident of Canada working in the U.S., she provides a unique perspective to this complex area. She is an accomplished, sought-after speaker and author on such topics as Cross Border tax issues, tax planning for businesses and individuals, and doing business in Canada.

She is a member of the Chartered Professional Accountants of British Columbia and the former treasurer of the Canada-America Society of Washington, a business and social networking organization that works to encourage business relationships between Canadians and Americans.

Gail and her husband, Ed, have two grown children and two grandchildren. She likes to spend her free time with family, and she and Ed enjoy travelling.

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* FISCAL YEAR 17/18