#### STARTING SOON

### Trust Administration Workshop April 22, 2021

Presenters: Louis Pierro, Esq., Aaron Connor, Esq. & David Wojeski, CPA

Linked to the handouts were emailed at I I am and are posted here: <a href="https://www.pierrolaw.com/resources">www.pierrolaw.com/resources</a> under "Estate and Trust Planning"

#### HOUSEKEEPING

- > Your mics are muted.
- Handouts can be downloaded from the email you received at I lam with the Zoom link to this event
- Also posted at www.pierrolaw.com/resources under "Estate & Trust Planning"
- > Ask questions through the "Q&A" space
- > Interactive program: have your mouse ready to participate
- > Please fill out the survey with feedback



#### TRUST ADMINISTRATION WORKSHOP WEBINAR

HOSTED BY LOUIS PIERRO & AARON CONNOR, PIERRO, CONNOR & STRAUSS WITH DAVE WOJESKI, CPA

#### THANK YOU TO OUR SPONSOR



Michael Bates
Business Development Officer

John Bresonis Senior Officer, Trust Administration

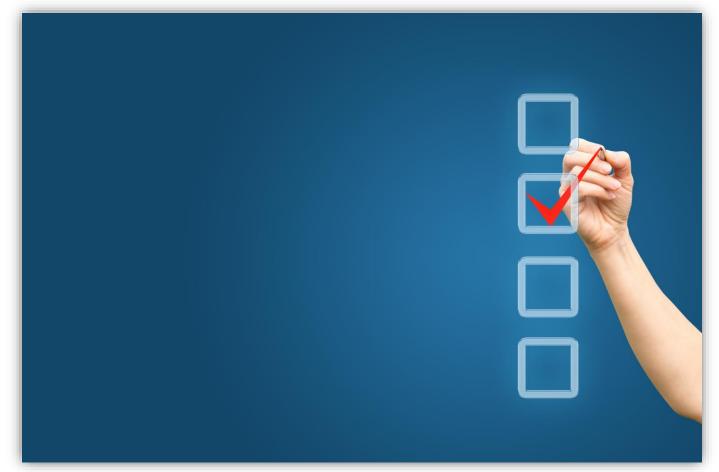
Trustco Bank Financial Services

#### AGENDA

- Trust Planning Basics
- Trust Funding and Related Tax Issues
  - Revocable
  - Irrevocable
- Lifetime Administration
  - Managing as Trustee
- Tax Reporting and Accounting During Lifetime
- Trust Administration at Death
  - Paying Bills and Costs
  - Distributions to Beneficiaries and further trusts
  - Tax and Accounting Issues



## A BRIEF POLL



#### TYPES OF TRUSTS

- Living vs. Testamentary
- Revocable vs. Irrevocable
- Life Insurance Trusts
- Retirement Plan Trusts
- Special Needs Trusts
- Dynasty Trusts
- Asset Protection Trusts
- Beneficiary Controlled Trust



#### WHAT IS TRUST ADMINISTRATION?

- A Trust is a contract which creates legal relationships Grantor hands over assets to Trustee to manage for Beneficiaries
- Provides lifetime management of assets
- Allows family to avoid probate & assure privacy
- Can be used to protect assets or reduce taxes
- Trustee is responsible for managing trust assets and administering the trust- there is a "fiduciary duty" to beneficiaries

# Trust Funding

#### THE DAY OF YOUR DOCUMENT SIGNING...



- Once your documents are drafted and carefully reviewed, a document execution will be held
- You will receive several documents which are listed on Form I via "Post Execution Checklist"
- (See "Your Planning Documents" Form I)

#### TRUST FUNDING KIT

- A. Trust Funding Letter (see Form 2)
- B. Certification of Trust (see Form 3)
- Provided to each Financial Institution
- C. Attorney Certified Copy of your Trust
- D. Trust Funding Worksheet (see Form 4)



# A BRIEF POLL



#### THE TRUST FUNDING PROCESS

#### Revocable

- All Assets included- avoid probate
  - Exceptions see below\*
- All bank accounts in

#### Irrevocable

- Select Assets included
- Annuity Issues- tax treatment
- Some bank accounts out

#### **BOTH**

- \*IRA, 40 I (K) outside trust
- Home Star exemption, capital gains tax issues

#### All other assets are treated the same

#### TRUST FUNDING - PCS

- Tangible Personal Property
  - Assignment (see Form 5)
  - Distribution (see Form 6)
- Real Property
  - Deeds to Trust
- Tangible Personal Property
  - Shares Corporations
  - Membership Interests LLC's



#### TREATMENT OF RETIREMENT ACCOUNTS

Transfer of retirement accounts would be a taxable event

Beneficiary designations must be reviewed & redrafted to

coordinate with the Trust

 SECURE Act effective January 1, 2020 changed the rules



#### THE SECURE ACT

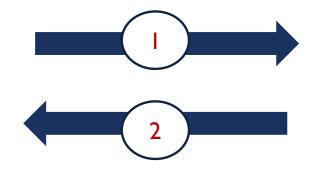
- Imposes a mandatory 10 year payout for all qualified retirement accounts, including 40 l (k)s, 403(b)s, etc. (Exceptions for spouse, disabled or chronically ill individual)
- Careful consideration must be given to naming trusts as beneficiaries
- Trust Protectors can be used to add flexibility
- All existing Trusts should be reviewed to avoid unintended consequences

# View our webinar on the SECURE Act at www.pierrolaw.com/videos

#### TRUST FUNDING- REVOCABLE TRUST

Place assets in trust

Grantor



Receives income and/or principal from trust

Revocable Living Trust

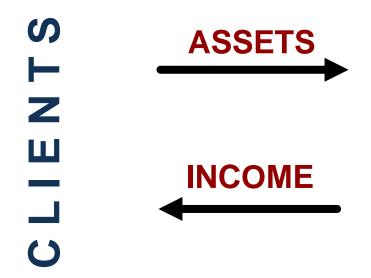


Trust is distributed at death

Family, heirs trusts and charitable organizations

#### TRUST FUNDING- IRREVOCABLE TRUST

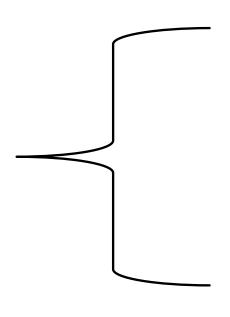
#### **Medicaid Asset Protection Trust**



- Trustee manages trust assets
- Beneficiaries income & principal
- Client income for life and rights to use real and personal property
- Heirs = Remaindermen inherit when trust ends

#### TRUST FUNDING- IRREVOCABLE TRUST

Home
Bank Accounts
Stocks & Bonds
Annuities
Life Insurance
Business
Real Estate



#### **MAPT**

- Income can be paid or accumulated
- Principal can NOT be given back to the Grantor directly
- Principal can be paid to children or others (who can use it for any purpose)

#### TRUST FUNDING- IRREVOCABLE TRUST

#### **KEEP OUT**

Cash Bank Acct. IRA, 401(k)

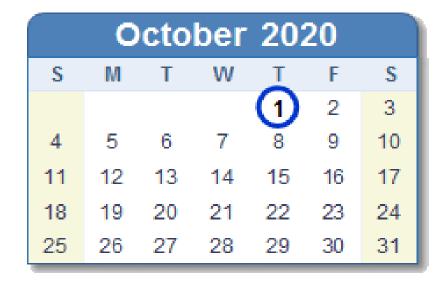
### Security Features

- Power to change Trustee
- Power to change beneficiaries
- Can revoke under NY Law with consents

#### MEDICAID HOME CARE



Drastic New York Medicaid changes Enacted in 2020



Thursday, Oct 1st 2020

#### WHEN DO THE HOME CARE CHANGES TAKE EFFECT?

- Asset transfers made before October I by applicants who apply for Medicaid Home Care will not have any eligibility penalty
- Transfers on or after 10/1/20 will be subjected to new rules at a future date
- Other home care rules will be phased in during 2021



#### IMPACT ON APPLICATIONS

The new law imposes a "Medicaid lookback" for home care applications

 Transfers made after October I will be subject to penalty for Medicaid Home Care with a phased in lookback that eventually will total 30 months



Take Away: applicants need to plan (create a MAPT) at least 30 months in advance of the need for Medicaid home care; 60 months for nursing home care

# Taxation of Trusts

David Wojeski, CPA

#### TRUST & TAX ISSUES

- Separate tax returns
- New tax ID unless Grantor=Trustee- See SS-4 (see Form 7)
- Situs of trust- what state to file in
- Different type= different tax considerations
- Determined by terms within trust
  - Grantor
  - Simple
  - Complex
- See "Information for Tax Professionals" (see Form 8)

#### TRANSFER AND THE IMPACT ON THE ESTATE TAX

- Transfers to Trusts can be either completed as gifts or remain in the grantors taxable estate.
- The Federal Gift Tax Exemption is \$11,700,00
   There is no NYS Gift Tax
- The Federal Estate Tax Exemption is \$11,700,000
  The NYS Estate Tax Exemption is \$5,930,000



#### BIDEN'S PROPOSED TAX PLAN



- Lower the estate tax and gift tax exemption
- Increase the estate and gift tax rates
- Increase the capital gains tax rates
- Increase capital gains tax to ordinary income tax rates for income over \$1 million
- Repeal the step-up in basis at death
- Deemed sales of assets when gifted or at death

#### **GRANTOR TRUST**

Definition: A trust in which the grantor of the trust is treated as if he or she owns the property outright for income tax purposes

- Separate tax filing
- Income taxes paid by grantor
- No gift tax return if power of appointment is retained

#### SIMPLE TRUST

Definition: A trust that requires all income to be distributed to non-charitable beneficiaries at least annually.

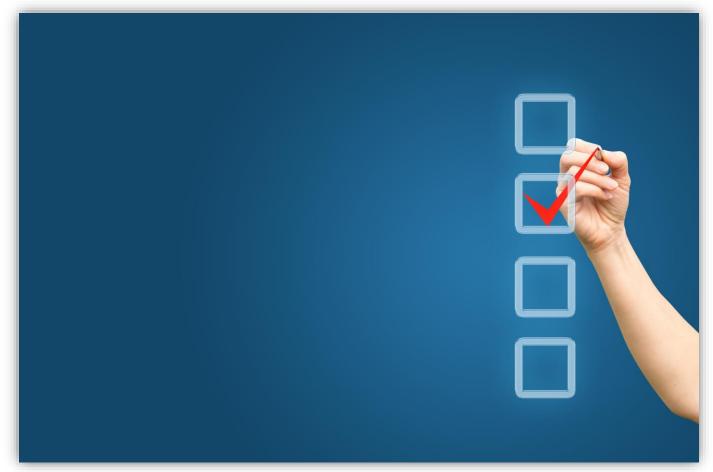
- Trustee has no discretion
- Income tax paid by beneficiary
- Watch capital gains

#### **COMPLEX TRUST**

Definition: A trust that may distribute income or principal to its beneficiaries or make charitable contributions at the trustee's discretion

- Income tax could be shared by trust and beneficiaries
- Beneficiary brackets vs. trust brackets = planning opportunity

# A BRIEF POLL



### TRUST AND ESTATE INCOME TAX BRACKET

2020 Estate & Trust Income Tax Bracket	
If taxable income is:	The tax is:
Not over \$2,600	10% of taxable income
\$2,601 but not over \$9,450	\$260 plus 24% of the amount over \$2,600
\$9,450 to \$12,950 in income	\$1,904 plus 35% of the amount over \$9,450
Over \$12,950 in income	\$3,129 plus 37% of the amount over \$12,950

#### DEFINITION OF INCOME

- Money or property received as current return from a principal asset
- Can sometimes include a portion of receipts from a sale, exchange or liquidation of a principal asset



#### ALLOCATION TO PRINCIPAL

- Property received
- Money received in exchange for trust's interest
- Money received in total or partial liquidation

#### DISTRIBUTION PLANNING

- Tax brackets and net investment income tax
- Year end planning and 65 day rule
- Distributing Capital Gains



# Lifetime Administration

#### YOUR REVOCABLE TRUST DURING YOUR LIFE

- Grantor=Trustee= Beneficiary business as usual
- Incapacity
  - Successor Trustee takes over administration
- How is incapacity determined?
  - Physician Affidavit
  - Court Determination
  - Disappearance



#### YOUR REVOCABLE TRUST DURING YOUR LIFE



- Management of your Assets during Incapacity
  - Draft in provisions to cover your needs and those of your family
  - Administered for Grantor, Spouse and Dependents
  - Consider Special Needs and Spendthrifts

#### IRREVOCABLE- MEDICAID ASSET PROTECTION TRUST

- Grantor ≠ Trustee at inception
- Income to Grantor or Remainder Beneficiaries
  - What is income? (Principal & Income Act)
  - Sale of real property- capital gains tax?
- Principal Remainder Beneficiaries
  - In the Trustee's discretion
  - No restrictions on use of principal distributions

#### TRUSTCO BANK TRUST & INVESTMENT SERVICES

#### **Trustco Bank Financial Services**

Michael Bates
Business Development Officer

John Bresonis
Senior Officer, Trust Administration

#### TRUSTCO BANK – IN YOUR HANDOUTS

- Menu of Services
- Investment Performance
- Trust Administration Fee Schedule
- Estate Administration Fee Schedule

# TRUSTCO BANK – CORPORATE TRUSTEE SERVICES

- Provide professional investment management of trust assets.
- Uphold the standards of the Prudent Investor Act when managing assets
- Professional review of clients' needs in conjunction with the trust agreement when making trust disbursements
- Preparation and filing of annual Federal and State fiduciary tax returns

#### BENEFITS OF USING A CORPORATE TRUSTEE

- Trust administration a long and complicated process
- Family member can become burdened by the time and attention needed
- A bank and trust company has resources and expertise
- Corporate trustees administer trusts in unbiased manner, can make independent decisions that can be difficult for family members
- Corporate trustees are bonded, insured and highly regulated

#### TRUSTCO BANK - SERVICES

#### **Estates:**

- We serve as executor, co-executor, successor, and/or agent for the executor
- Work in tandem with Attorney and Accountant in performing administration
- Preparation of accounting, and filing of Estate Tax Returns, Fiduciary Income
   Tax Returns, and Decedent Final Income Tax Return
- Provide additional Trust services for client satisfaction

#### TRUSTCO BANK – INVESTMENT MANAGEMENT

- Provide professional investment management and advisory services of trust assets,
   incorporating an allocation of fixed income and equities
- Customized investment portfolio catered to a client or grantor's needs and wishes with respect to a trust agreement
- Management of both qualified and non-qualified accounts
- Monthly statements
- Provide detailed tax statements of income, expenses and capital gains/losses
- Bill paying services
- Fee schedule incorporates both asset management and trust services

# Tax Reporting & Accounting

Return Requirements

Revocable = Form 1040

Irrevocable = Form 1041

#### CALCULATING TAX LIABILITY

- Income
- Less deductions
- Less distributions
- Less exemption



#### CALCULATING TAX LIABILITY

#### Income

- Investment earninginterest/ dividends
- Rental real estate
- Business income
- Pass-through income

#### **Deductions**

- Legal and accounting fees
- Fiduciary fees
- Interest
- Taxes-TCJA limitation
- Administration expenses

# GRANTOR 1041

	E 1141 U.S.	lent of the Treasury - Internal Revenue Service Income Tax Return for Estates and Trusts by www.irs.gov/Form1041 for instructions and the latest information.	<b>120</b>	OMB No. 1545-0092		
		For calendar year 2020 or fiscal year beginning , 2020, and ending		1		
	A Check all that apply:	Name of estate or trust (if a grantor type trust, see the instructions.)		CEmployer identification number		
/	Decedent's estate	DIEDDO NON CDANMOD MOLICM		L2 3456789		
	Simple trust	PIERRO NON-GRANTOR TRUST  Name and little of fiduciary	D Date on	шу стоатес		
	Complex trust	Trains and the of modelary				
	Qualified disability trus		E Nonexe	empt charitable and split-		
	ESBT (S portion only)	TRUSTEE	interes	t trusts, check applicable		
	Grantor type trust	Number, street, and room or suite no. (If a P.O. box, see the instructions.)	box(es	). See instructions.		
	Bankruptcy estate-Ch. 7	43 BRITISH AMERICAN BLVD.		escribed in sec. 4947(a)(1).		
	Bankruptcy estate-Ch. 11	City or town, state or province, country, and ZIP or foreign postal code	Check her	e if not a private foundation		
	Pooled income fund	LATHAM, NY 12110	<u> </u>	escribed in sec. 4947(a)(2)		
\	B Number of Schedules K-	F Check applicable tritial return Final return Amended return		Net operating loss carryback		
1	attached 1	DOXES: Change in trust's name Change in fiduciary Change in fiduciary's n	ате	Change in fiduciary's address		
	Check here if the estate or fil	ing trust made a section 645 election Trust TIN				
	Al a momos	ejament parmierempet emer estates and maste, etc. maste estreade a trem is is el	1 1			

#### GRANTOR LETTER

(see Form 10)

#### **GRANTOR LETTER**

GRANTOR

43 BRITISH AMERICAN BLVD. LATHAM, NY 12110

Grantor Name & Address	Name of Trust
GRANTOR 7 SUNNY LANE LATHAM, NY 12110	PIERRO GRANTOR TRUST
Social Security Number: 123-45-6789	Employer ID Number: 12-3456789

THE FOLLOWING INCOME, DEDUCTIONS AND CREDITS ARE TO BE REPORTED ON THE INCOME TAX RETURNS FOR THE ABOVE NAMED GRANTOR, IF REQUIRED.

FEDERAL INFORMATION							
INCOME							
INTEREST INCOME	750.						
TOTAL ORDINARY DIVIDEND INCOME	2,750.						
QUALIFIED DIVIDEND INCOME INCLUDED ABOVE	2,750.						
DEDUCTIONS							
INTEREST EXPENSE	4,500.						
REAL ESTATE PROPERTY TAX	7,500.						

# NON-GRANTOR 1041

10	1 <b>41</b> U.S.	Income T	sury · Internal Revenue	Estates a	nd Trusts	;		202	0	OMB No. 1545-0092		
•	Go		Form 1041 for instruction year 2020 or fiscal year		atest informatio	in.	, 2020, and	andino				
0		Name of estate	or trust (if a grantor type to	ust, see the instru	ctions.)		, 2020, and	enang	05	yer identification number		
_										•		
_	ecedent's estate	IERRO NON-GRANTOR TRUST								12 3456789		
=	mple trust			OR TRUS	T				D Date on	tity created		
_	Complex trust											
=	alified disability trust	, I <u>I</u>								E Nonexempt charitable and split- interest trusts, check applicable		
=	ESBT (S portion only) RUSTEE								interes			
l Gr	antor type trust	Sumber, street, and room or suite no. (If a P.O. box, see the instructions.)							box(es	box(es). See instructions.		
Ва	nkruptcy estate-Ch. 7									Described in sec. 4947(a)(1).		
_] Ва	Bankruptcy estate-Ch. 11 City or town, state or prevince, country, and ZIP or foreign postal code							Check here if not a private foundation				
_ Po	oled income fund	LATHAM	<u>, NY 1211</u>	0					Described in sec. 4947(a)(2)			
mbe	er of Schedules 📶	F Check applicable	Initial return	Fir	nal return		Amended re	eturn		Net operating loss carryback		
au.	<b>d</b> ▶ 1	boxes:	Change in trust's i	name Ch	ange in fiduciary		Change in f	iduciary's name		Change in fiduciary's address		
eck	here ir ine estate or fil		a section 645 election		_ <b>▶</b> □ Tr	ust TIN	<b>&gt;</b>					
1	Interest income								1	750		
2										32.750		
	b Qualified dividends	s aliocable to: (1	1) Beneficiaries	32.750	. (2) Estate o	r trust		0.				
3		•	Schedule C (Form 10									
4			edule D (Form 1041)									
5			er estates and trusts,						1			
٠			ici catates and trusta, t						5			
_	Farm income or //r	nee\ Attach Sch	nedule F (Form 1040)			•••••			6			
-												
7			rm 4797				•••••					
8									8			
9			a, and 3 through 8						9	33,500		
10		orm 4952 is att	tached 🕨 🔲						10	4,500		
11										7,500		
12	Fiduciary fees. If o	nly a portion is	deductible under secti	12								
13	3 Charitable deduction	on (from Sched	lule A, line 7)						13			
14	Attorney, accounta	ant, and return p	preparer fees. If only a	portion is deduc	ctible under sec	tion 67(	(e),					
	see instructions .								14			
15	see instructions  a Other deductions (attach schedule). See instructions for deductions allowable under section 67(e)							15a				
	b Net operating loss	Net operating loss deduction. See instructions							15b			
16	Add lines 10 throu	through 15b								12,000		
			ubtract line 16 from lin					21,500				
18		tion deduction (from Schedule B, line 15). Attach Schedules K-1 (Form 1041)								21,500		
19		on including certain generation-skipping taxes (attach computation)										
20		income deduction. Attach Form 8995 or 8995-A										
21		Modello Good Color Alabora Color Col								300		
22								22	21,800			
23		ubtract line 22 from line 17. If a loss, see instructions								-300		
24		hedule G, Part I, line 9)								-300		
25												
	ZUZU HEL 905 IZX I	iability paid from Form 965-A, Part II, column (k), line 4							25			
26		from Schedule G, Part II, line 19)										
27		alty. See instructions										
28		is smaller than the total of lines 24, 25, and 27, enter amount owed										
29		If line 26 is larger than the total of lines 24, 25, and 27, enter amount overpaid : b Refunded ►: b Refunded I to the best of my known						29				
30	Amount of line 29	to be: a Credite	d to 2021	including seces	anving cohodul	and etat-	: b	Refunded >	<u>  30  </u>			
gn	and belief, it is true, corr	ect, and complete.	. Declaration of preparer (o	ther than taxpayer)	is based on all in	ormation	of which prep	arer has any kno	mowieage owledga.	May the IRS discuss this		
re										return with the preparer shown below (see instr.)?		
-					_					N 1		

# SCHEDULE K-I

(see Form II)

1

661117

Schedule K-1 (Form 1041)	2020		Final K-					
Separtment of the Treasury		Part III Beneficiary's Share of Current Year Income,						
Internal Revenue Service For calendar year 2020, or tax year		Deductions, Credits, and Other Items  1 Interest income 11 Final year deductions						
beginning		١,	Interest	income	1"	Pinal year deductions		
ending Beneficiary's Share of Income, Ded Credits, etc.	uctions,  See page 2 and instructions.	2a	Ordinar	y dividends 21,500.	T			
Part I Information About the E		2b	Qualific	d cividends	-			
A Estate's or trust's employer identification number				21,500.		1		
12-3456789	-	3	Net sho	rt-term capital gain	-			
B Estate's or trust's name								
PIERRO NON-GRANTOR TRUS	ST.	48	Net lan	g-term capital gain				
		4b	28% ra	te gain	12	Alternative min tax adjustment		
		4c	Unrecapi	tured section 1250 gain				
C Fiduciary's name, address, city, state, and ZIP or	ode	÷	CONTROL DO	entered to	-			
TRUSTEE 43 BRITISH AMERICAN BLV	m.	5	nonbusir	ess income	1			
LATHAM, NY 12110		6	Ordinar	y business income	t			
		7	Met ren	tal real estate income	T			
D Check if Form 1041-T was filed and enter t	he date it was filed	8	Other re	ental income	13	Credits and credit recapture		
E Check if this is the final Form 1041 for the	estate or trust	9	Olivectry :	apportioned deductions	Γ			
		Г	_		$\vdash$			
Part II Information About the I	Beneficiary		_		_			
F Beneficiary's identifying number					14 E*	Other information 21,500.		
6 Beneficiary's name, address, city, state, and ZIP BENEFICIARY	code	10	Estate t	ax deduction				
7 SUNNY LANE LATHAM, NY 12110					L			
					Г			
	"See attached statement for additional information,							
				Note: A statement must be attached showing the beneficiary's share of income and directly apportioned deductions from each business, rental real estate, and other rental activity.				
		IRS Use Only						
H X Domestic beneficiary	Foreign beneficiary	P						

52

# Trust Administration at Death

- I. Paying Bills & Costs
- II. Distributions to Beneficiaries
- III. Tax and Accounting Issues

#### DURATION OF PROBATE ESTATE ADMINISTRATION

- No access to assets prior to probatecourt must issue Letters Testamentary- risk of delays
- Minimum 7 months for simple estates
- Larger estates with complicated assets average 12-24 months
- Maximum timeframe: Unlimited in the event of litigation or other complications



#### POTENTIAL PROBATE PITFALLS

- Complicated assets
- Minors
- Incapacitated distributees or beneficiaries
- Predeceased distributees or beneficiaries

- Charities
- Creditors
- Disharmony
- Estate Taxes
- Unknown Heirs (Publication)
- Litigation/ Will contests

#### COSTS FOR PROBATE & ADMINISTRATION

- Court fees
- Heir search/ publication
- Executors commissions
- Legal Fees
- Service of process
- Bond if needed
- Accountant fees
- Appraisal fees
- GAL if needed
- Litigation expenses if applicable



#### Trust

# Will

- No probate
- Manages assets during life and provides long term protection
- Provides for successor trustee upon death or incapacity
- Financial affairs remain private



- Takes effect after death
- No provision for incapacity
- May need a guardian or other planning
- No privacy court papers filed in probate are public record

#### DISTRIBUTIONS TO BENEFICIARIES

#### Revocable Trust Administration: First Spouse's Death

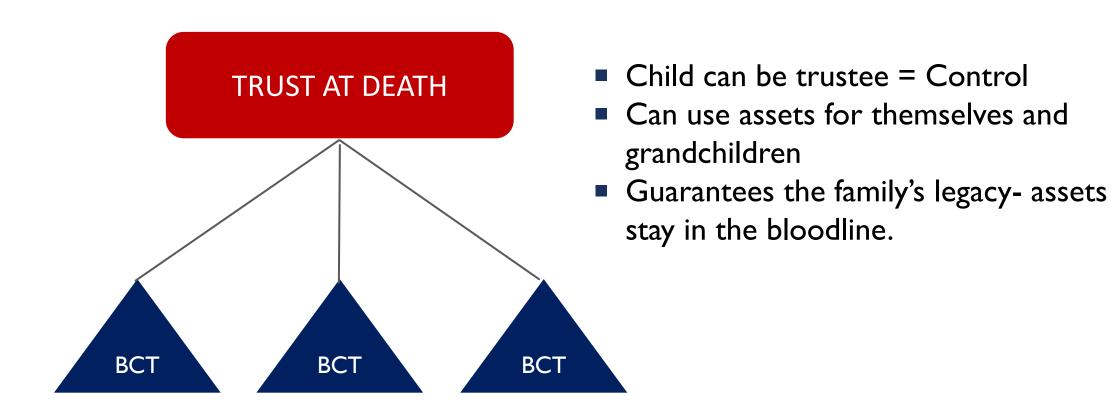
- Generally all to Survivor- joint trust considerations
- Survivors' credit shelter and marital deduction sub-trusts- creditor protection
- Testamentary Trusts (SNT option)
- Funding formula
  - Pecuniary
  - Fractional Share
- Disclaimers
- QTIP's

#### DISTRIBUTIONS TO BENEFICIARIES

#### Revocable Trust Administration: Second Spouse's Death

- Outright to children & beneficiaries
- Lifetime Sub-trusts-Beneficiary Controlled Trusts
  - Creditors
  - Divorcing Spouses
  - Spendthrift
  - Predators
  - Government Benefits Special Needs Trusts
- Beneficiary income discretionary, unitrust
- Principal discretionary, HEMS
- Beneficiary as trustee NY Rule

#### BENEFICIARY CONTROLLED TRUSTS



#### TAX FILINGS



- Decedent's final 1040
- Estate 1041
- Estate 706 or ET-706? (claim portabilityfederal)
- Trust 1041
- Timing issue- if expenses and fees paid late, may lose deductions due to distribution of corpus

# ACCOUNTING REQUIREMENT

#### To whom does the trustee account?

 To each beneficiary that income or principal is required or authorized in the trustee's discretion to be currently distributed

#### What is accounted for?

Every incoming and outgoing transaction

Will or Trust can/should waive formal accounting

#### MAINTAINING YOUR PLAN

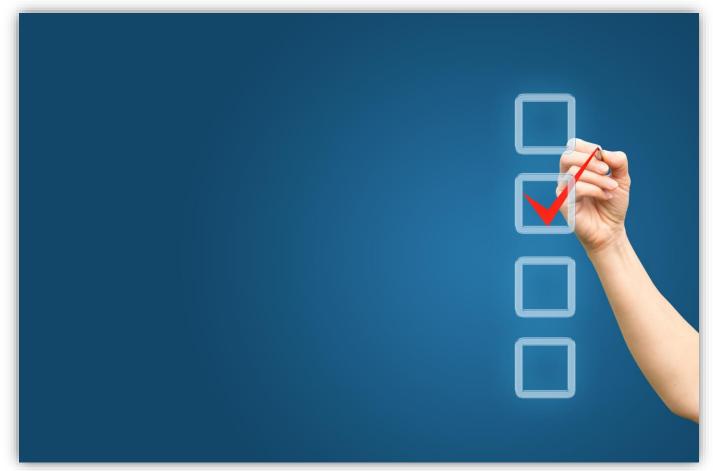
- Laws and circumstances are subject to frequent changes
- Maintaining your plan is crucial- what are your options?

#### P.A.L.M.S

Professional Advocates Lifetime Maintenance System

(see Form 12)

# WRAP-UP POLL



#### NEXT TRUST WORKSHOP WEBINAR

July 2021-TBD Virtual? Indoors? Outdoors? 12-1:30 pm

Registration opening soon www.pierrolaw.com/events

#### FREE CONSULTATION







Louis Pierro, Esq.
Aaron Connor, Esq.
(518)459-2100
info@pierrolaw.com

David Wojeski (518)477-1102 info@wojeskico.com

Thank you!

John Bresonis
jbresonis@trustcobank.com
Michael Bates
mbates@trustcobank.com
(518)381-3643

Pierro, Connor & Strauss, LLC