

# SHINING LIGHT THROUGH THE DARKNESS

## (Planning in the Shadow of Uncertainty, Social Distancing, Fear, and the Election)

#### Paul S. Lee, J.D., LL.M.

Chief Tax Strategist The Northern Trust Company New York, NY <u>PSL6@ntrs.com</u>

September 2020

## **Fallout from the COVID-19 Pandemic & Response**

Global economy has stalled (Recession by Proclamation)

Asset values have fallen

Interest rates at historical lows

CARES Act: \$2.7T cost (more to come)

Liquidity at a premium

Market volatility will be high for an uncertain period of time

Uncertain timing for recovery (Economic and Medical)

Unpredictable and sudden mortality risks have spiked

Social distancing provides challenges to advice & execution



<u>Clients Are Feeling</u>: Fear Anxiety Frustration Anger Transfer wealth at depressed asset values

Planning that leverages the historically low interest rates

Strategies that transfer wealth but allow retained cash flow

Likely higher income tax rates in the future

Techniques that can defer payments as long as possible

Provide flexibility and the ability to abandon or change the plan

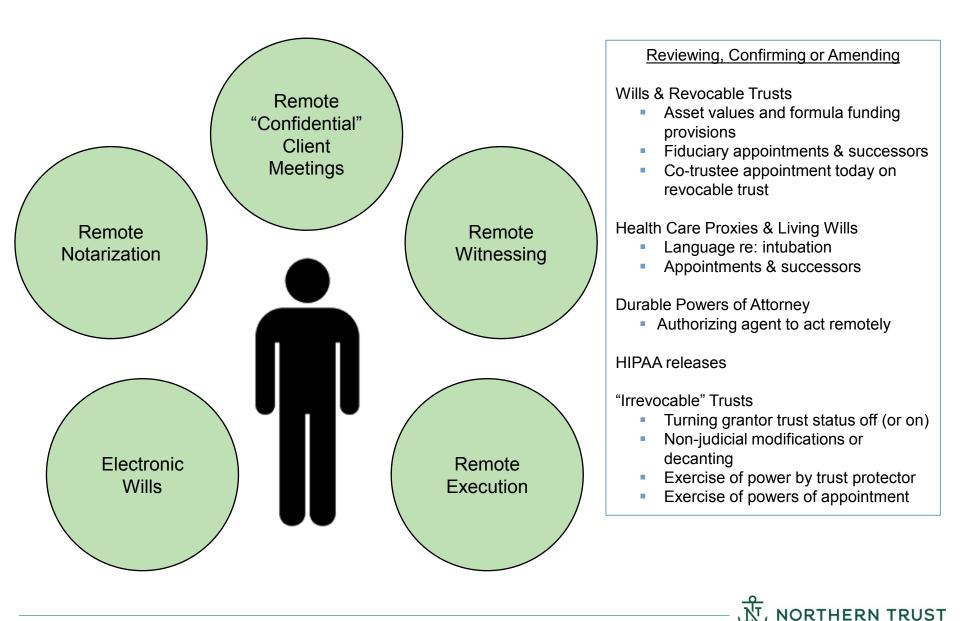
Need structures that provide access to the "gifted" asset, if needed

Prepare for unexpected and premature deaths

"Distance planning" is mandatory when timely advice is most needed



## From a Distance... But Staying Connected



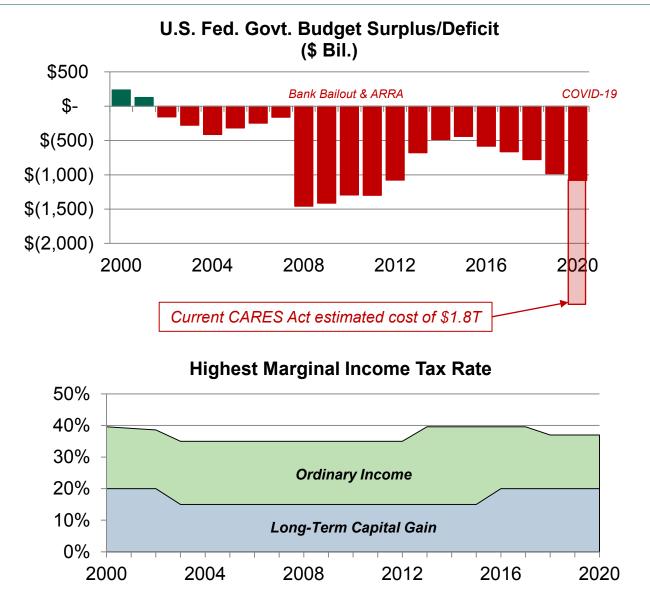
## Preserving Capital or Increasing Cash Flow, As Needed...

- CARES Act Options
  - No 10% early withdrawal penalty up to \$100,000 from retirement accounts (incl. IRAs)
    - Income tax liability can be paid over a 3-year period
    - > Option to "recontribute" funds within 3 years without contributions limits
    - Amend returns to get refunds on tax paid if "recontributed"
  - Increase in loans from qualified retirement accounts from \$50,000 to \$100,000
  - No RMDs for 2020 for all employer plans and IRAs
    - Includes inherited IRAs
    - Individuals do NOT need to meet COVID-19 qualifying criteria
- Other Options
  - Securities-based lending instead of liquidation
    - Very low interest rates
    - Tax deductible to the extent of net investment income
  - Trust Considerations
    - Loans to beneficiaries
    - Power to adjust from principal to income (or vice versa)
    - Unitrust conversion

Qualifying individuals include those diagnosed with COVID-19, family members diagnosed, or experience adverse financial consequences as a result of COVID-19, including quarantines, layoffs, business closures, or child care responsibility issues.



# Likely Higher Tax Rates in the Future



Source: Office of Management and Budget. Income tax rates do not include the 3.5% net investment income tax.



## **F** Roth Conversion Now and Charitable Giving Today

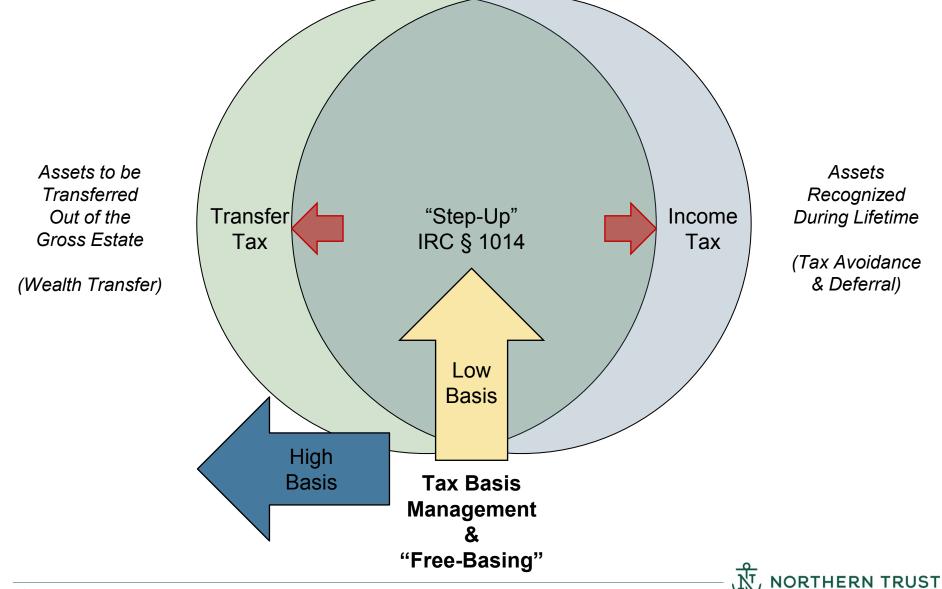
Resulting Income Gift Charity Tax **Recent Loss** Liability in Value CARES Act 100% AGI Limitation for cash • gifts in 2020 Does not include: (i) private ٠ Traditional Roth Conversion foundations, (ii) supporting **IRA** IRA organizations, and (iii) donor advised funds.

Out of the gross estate...

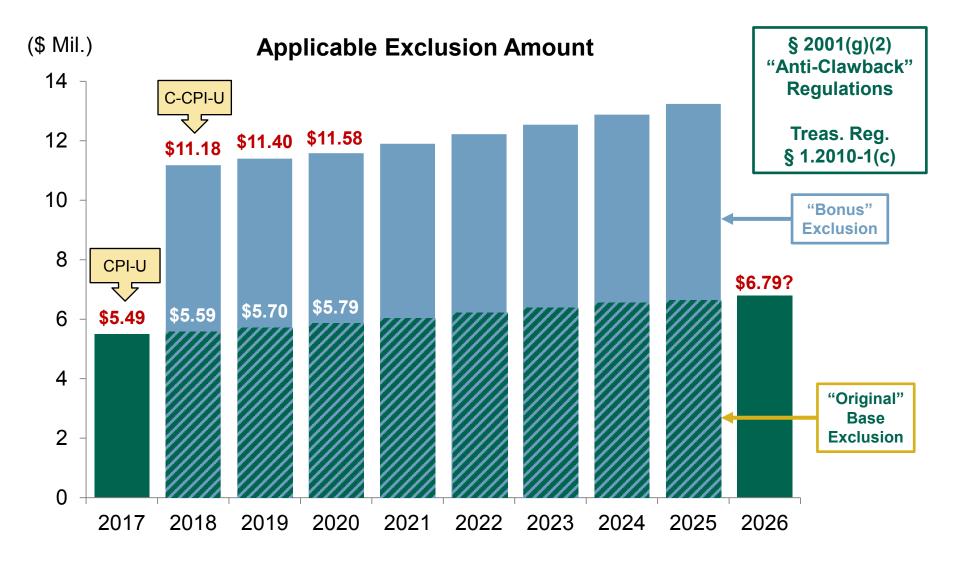




### The Temporary TCJA Transfer Tax Landscape: Venn Diagram







NORTHERN TRUST





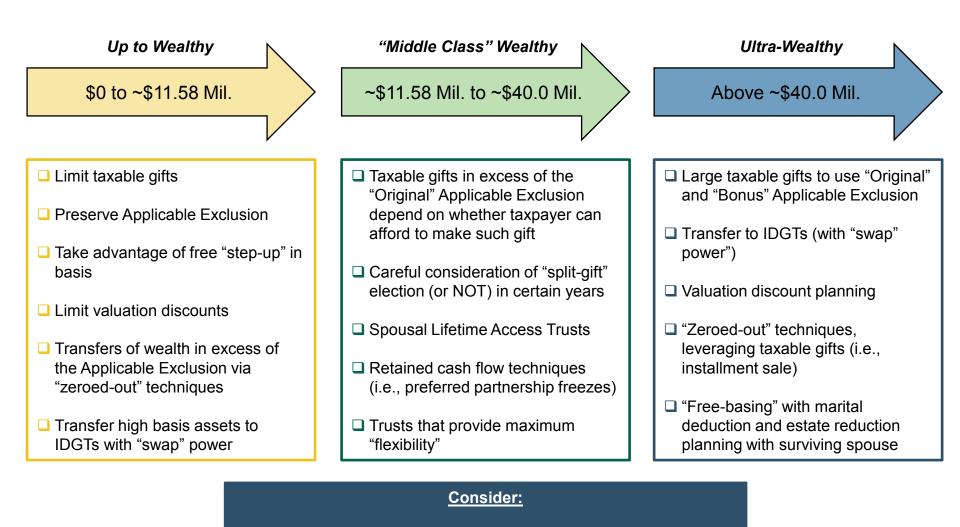
## **Select Possible Election Outcomes**

	Current	Trump "Plan"	Biden "Plan"
Individual Income Tax	<ul> <li>Top rate of 37%</li> <li>SALT deductions capped at \$10,000</li> <li>Pease limitations repealed</li> <li>Exp. 12/31/25</li> </ul>	Extend TCJA provisions	<ul> <li>Top rate of 39.6%</li> <li>Repeal SALT cap</li> <li>Restore Pease limitations for income &gt;\$400,000</li> <li>Limit itemized deduction to 28% rate</li> </ul>
Long-Term Capital Gains	<ul> <li>Top rate of 20%</li> <li>3.8% NIIT</li> <li>QOZ investments</li> </ul>	<ul> <li>Top rate of 15%</li> <li>Index to inflation</li> <li>Repeal of ACA and NIIT</li> <li>"Expand" QOZs</li> </ul>	<ul> <li>Tax long-term capital gains (and qualified dividends) at 39.6% on income &gt;\$1 million</li> </ul>
Transfer Tax	<ul> <li>Estate, gift &amp; GST tax rate of 40%</li> <li>Doubled applicable exclusion amount (exp. 12/31/25)</li> </ul>	Extend TCJA provisions	Restore "historical norms"
"Step-Up" in Basis	IRC section 1014	No change	<ul> <li>"Eliminate" the "step-up" in basis</li> <li>Possible: (i) carry-over basis; (ii) modified carry-over basis: or (iii) taxable event on DOD</li> </ul>
Corporate Tax	Top rate of 21%	<ul> <li>"Made in America" tax credit for companies that cease operations in China and create jobs domestically</li> <li>Other credits for pharmaceutical companies that cease business in China and manufacture domestically</li> </ul>	<ul> <li>Top rate of 28%</li> <li>15% minimum tax on "book income" of companies that report &gt;\$100 million in the U.S., but pay zero or negative federal income tax</li> </ul>
Qualified Business Income	<ul> <li>20% deduction on QBI of pass-thru entities</li> <li>Exp. 12/31/25</li> </ul>	Extend TJCA provisions	<ul> <li>Phase out the QBI deduction for filers with taxable income &gt; \$400,000</li> <li>QBI deduction would not be available to real estate investors</li> </ul>



# Ŵ

## To Gift or Not to Gift: That's the Question...



Applicable Exclusion gifts of cash (or marketable securities), and

NORTHERN TRUST

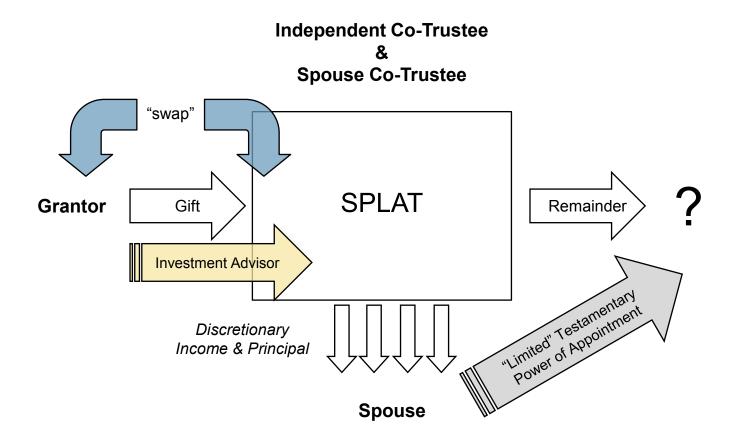
Exercise of "swap" power in the future.



## Spousal Lifetime Access Trusts, Grantor Trusts & Flexibility











Leveraging the Historically Low AFRs

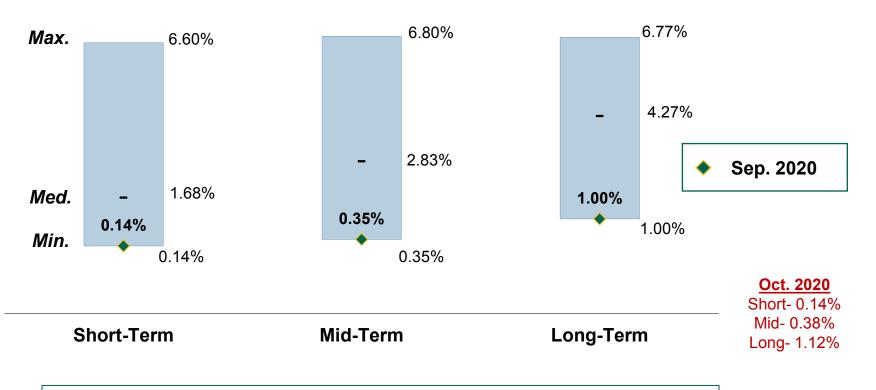
## Intra-Family Loans & Sales to IDGTs





### Applicable Federal Rates

Jan. 1998 – Sep. 2020

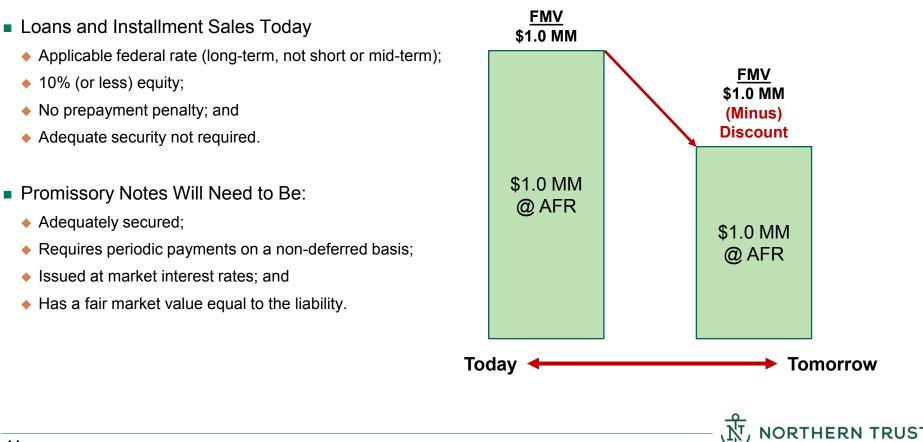


- Refinancing may require consideration.
- Consider prepaying debt and replace with new promissory note.
- Remember term of note should not be longer than life expectancy of holder.





"In the case of an entity engaged in an active trade or business, at least 60 percent of whose value consists of the nonpassive assets of that trade or business, and to the extent that the liquidation proceeds are not attributable to passive assets within the meaning of section 6166(b)(9)(B), such proceeds may include such a note or other obligation if such note or other obligation is adequately secured, requires periodic payments on a non-deferred basis, is issued at market interest rates, and has a fair market value on the date of liquidation or redemption equal to the liquidation proceeds." Prop. Treas. Reg. 25.2704-3(b)(iv).



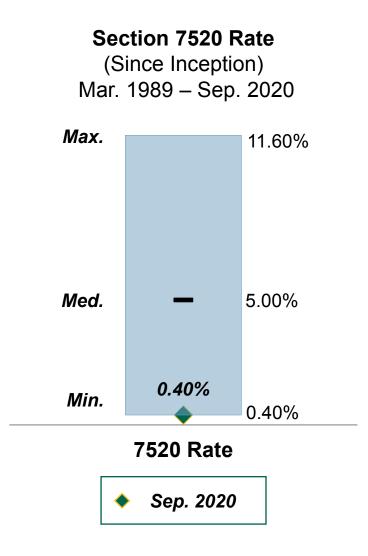


## Long-Term GRATs Back-Loaded Grantor CLATs Deferred & Increasing Private Annuities





### **Historically Low 7520 Rate**







### 100 Years? 365 Years?

#### Estate Tax Inclusion is LESSER of:

=

- FMV of GRAT assets; or
- Amount of Principal to Pay Annuity in PERPETUITY

Annuity Payment 7520 Rate at Death

100 Year GRAT	-	7520 Rate at Death	0 Rate at Death § 20.2036-1(c)(2) Inclusion			GRAT Asset Value		
Annuity	\$121,527.02	1.0%	\$	12,152,702		Annual Return		
7520 Rate	0.4%	2.0%	\$	6,076,351	Years	7%		
Years	100	3.0%	\$	4,050,901	5	\$ 13,326,647		
PV of Grantor's Retained Interest	\$10,000,000	4.0%	\$	3,038,175	10	\$ 17,992,442		
Annuity Factor	82.28622756	5.0%	\$	2,430,540	15	\$ 24,536,460		
Life Factor	0.32914491	6.0%	\$	2,025,450	20	\$ 33,714,785		
Remainder Factor	0.67085509	7.0%	\$	1,736,100	25	\$ 46,587,859		

365 Year GRAT		7520 Rate at Death	at Death § 20.2036-1(c)(2) Inclusion			Asset Value
Annuity	\$ 52,145.36	1.0%	\$	5,214,536		Annual Return
7520 Rate	0.4%	2.0%	\$	2,607,268	Years	7%
Years	365	3.0%	\$	1,738,179	5	\$ 13,725,643
PV of Grantor's Retained Interest	\$10,000,000	4.0%	\$	1,303,634	10	\$ 18,951,050
Annuity Factor	191.7716031	5.0%	\$	1,042,907	15	\$ 26,279,953
Life Factor	0.767086413	6.0%	\$	869,089	20	\$ 36,559,120
Remainder Factor	0.232913587	7.0%	\$	744,934	25	\$ 50,976,182

Private Split-Dollar Life Insurance Alternative?





50 Year GRAT	7520 Rate at Death	7520 Rate at Death § 20.2036-1(c)(2) Inclusion				
Annuity	\$221,064.63	1.0%	\$	22,106,463		Annual Return
7520 Rate	0.4%	2.0%	\$	11,053,231	Years	7%
Years	50	3.0%	\$	7,368,821	5	\$ 12,754,232
PV of Grantor's Retained Interest	\$10,000,000	4.0%	\$	5,526,616	10	\$ 16,617,186
Annuity Factor	45.23564004	5.0%	\$	4,421,293	15	\$ 22,035,177
Life Factor	0.18094256	6.0%	\$	3,684,410	20	\$ 29,634,191
Remainder Factor	0.81905744	7.0%	\$	3,158,066	25	\$ 40,292,201

60 Year GRAT		7520 Rate at Death	§ 20.	.2036-1(c)(2) Inclusion	GRAT	Asset Value
Annuity	\$187,797.42	1.0%	\$	18,779,742		Annual Return
7520 Rate	0.4%	2.0%	\$	9,389,871	Years	7%
Years	60	3.0%	\$	6,259,914	5	\$ 12,945,543
PV of Grantor's Retained Interest	\$10,000,000	4.0%	\$	4,694,936	10	\$ 17,076,820
Annuity Factor	53.24886782	5.0%	\$	3,755,948	15	\$ 22,871,150
Life Factor	0.212995471	6.0%	\$	3,129,957	20	\$ 30,997,997
Remainder Factor	0.787004529	7.0%	\$	2,682,820	25	\$ 42,396,320

70 Year GRAT		7520 Rate at Death	7520 Rate at Death § 20.2036-1(c)(2) Inclusion			
Annuity	\$164,072.93	1.0%	\$	16,407,293		Annual Return
7520 Rate	0.4%	2.0%	\$	8,203,646	Years	7%
Years	70	3.0%	\$	5,469,098	5	\$ 13,081,977
PV of Grantor's Retained Interest	\$10,000,000	4.0%	\$	4,101,823	10	\$ 17,404,608
Annuity Factor	60.94850675	5.0%	\$	3,281,459	15	\$ 23,467,323
Life Factor	0.243794027	6.0%	\$	2,734,549	20	\$ 31,970,594
Remainder Factor	0.756205973	7.0%	\$	2,343,899	25	\$ 43,896,872



#### \$10 Mil. Contribution - \$4.21 Mil. Retained Annuity = \$5.79 Mil. Taxable Gift

50 Year GRAT		7520 Rate at Death	§ 20.20	36-1(c)(2) Inclusion	GRAT	Asset Value
Annuity	\$ 93,068.21	1.0%	\$	9,306,821		Annual Return
7520 Rate	0.4%	2.0%	\$	4,653,410	Years	7%
Years	50	3.0%	\$	3,102,274	5	\$ 13,490,306
PV of Grantor's Retained Interest	\$ 4,210,000	4.0%	\$	2,326,705	10	\$ 18,385,642
Annuity Factor	45.23564004	5.0%	\$	1,861,364	15	\$ 25,251,602
Life Factor	0.18094256	6.0%	\$	1,551,137	20	\$ 34,881,468
Remainder Factor	0.81905744	7.0%	\$	1,329,546	25	\$ 48,387,852

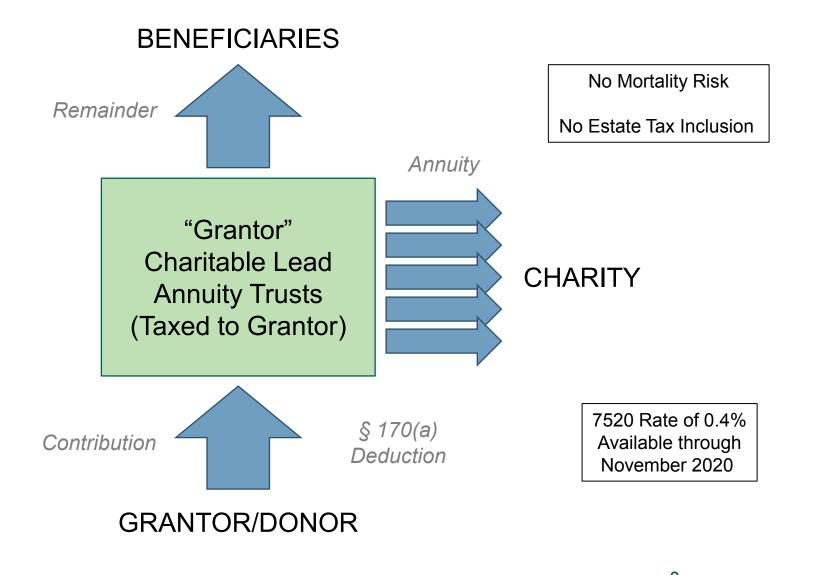
60 Year GRAT		7520 Rate at Death	§ 20.2	036-1(c)(2) Inclusion	GRAT	Asset Value
Annuity	\$ 79,062.71	1.0%	\$	7,906,271		Annual Return
7520 Rate	0.4%	2.0%	\$	3,953,136	Years	7%
Years	60	3.0%	\$	2,635,424	5	\$ 13,570,848
PV of Grantor's Retained Interest	\$ 4,210,000	4.0%	\$	1,976,568	10	\$ 18,579,148
Annuity Factor	53.24886782	5.0%	\$	1,581,254	15	\$ 25,603,547
Life Factor	0.212995471	6.0%	\$	1,317,712	20	\$ 35,455,630
Remainder Factor	0.787004529	7.0%	\$	1,129,467	25	\$ 49,273,686

70 Year GRAT		7520 Rate at Death	§ 20.	2036-1(c)(2) Inclusion	GRAT	Asset Value
Annuity	\$ 69,074.70	1.0%	\$	6,907,470		Annual Return
7520 Rate	0.4%	2.0%	\$	3,453,735	Years	7%
Years	70	3.0%	\$	2,302,490	5	\$ 13,628,287
PV of Grantor's Retained Interest	\$ 4,210,000	4.0%	\$	1,726,868	10	\$ 18,717,147
Annuity Factor	60.94850675	5.0%	\$	1,381,494	15	\$ 25,854,536
Life Factor	0.243794027	6.0%	\$	1,151,245	20	\$ 35,865,093
Remainder Factor	0.756205973	7.0%	\$	986,781	25	\$ 49,905,418





### "Intentionally Defective" Grantor Charitable Lead Trusts



RTHERN TRUST



- IRS Forms for Charitable Lead Trusts
- Guaranteed Annuity
  - Determinable amount
  - Paid periodically
  - Not less than annually
- Payment Requirements
  - Not subject to any minimum or maximum payout
  - May provide for an annuity amount that is
    - Fixed dollar
    - Increases during the annuity period
    - Provided that the value of the annuity is ascertainable at the time the trust is funded



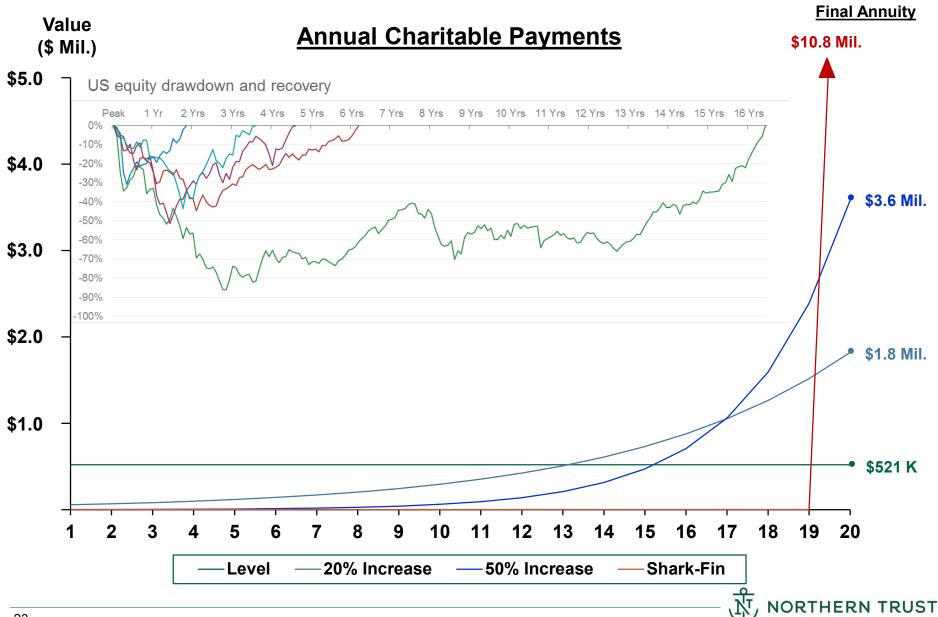


### Possible Guaranteed Annuities (\$10 Mil. for 20 Yrs. @ 0.4%)

Year	Level	2	0% Increase	5	0% Increase	 Shark-Fin"		
1	\$ 521,265	\$	56,984	\$	1,616	\$ 1,000		
2	\$ 521,265	\$	68,381	\$	2,424	\$ 1,000		
3	\$ 521,265	\$	82,057	\$	3,636	\$ 1,000		
4	\$ 521,265	\$	98,468	\$	5,454	\$ 1,000		
5	\$ 521,265	\$	118,162	\$	8,182	\$ 1,000		
6	\$ 521,265	\$	141,794	\$	12,272	\$ 1,000		Present
7	\$ 521,265	\$	170,153	\$	18,409	\$ 1,000		Value
8	\$ 521,265	\$	204,183	\$	27,613	\$ 1,000		Of ¢10 Mil
9	\$ 521,265	\$	245,020	\$	41,419	\$ 1,000		\$10 Mil.
10	\$ 521,265	\$	294,024	\$	62,129	\$ 1,000	ļ	(Gift or Estate
11	\$ 521,265	\$	352,829	\$	93,193	\$ 1,000		Tax Deduction)
12	\$ 521,265	\$	423,395	\$	139,790	\$ 1,000		,
13	\$ 521,265	\$	508,074	\$	209,685	\$ 1,000		(Income Tax
14	\$ 521,265	\$	609,688	\$	314,527	\$ 1,000		Deduction if
15	\$ 521,265	\$	731,626	\$	471,791	\$ 1,000		Grantor CLAT)
16	\$ 521,265	\$	877,951	\$	707,687	\$ 1,000		
17	\$ 521,265	\$	1,053,542	\$	1,061,530	\$ 1,000		
18	\$ 521,265	\$	1,264,250	\$	1,592,295	\$ 1,000		
19	\$ 521,265	\$	1,517,100	\$	2,388,443	\$ 1,000		
20	\$ 521,265	\$	1,820,520	\$	3,582,665	\$ 10,811,364		
Total	\$ 10,425,309	\$	10,638,200	\$	10,744,762	\$ 10,830,364		

NORTHERN TRUST

## Back-Loading: Allows for Volatility and More Wealth Transfer





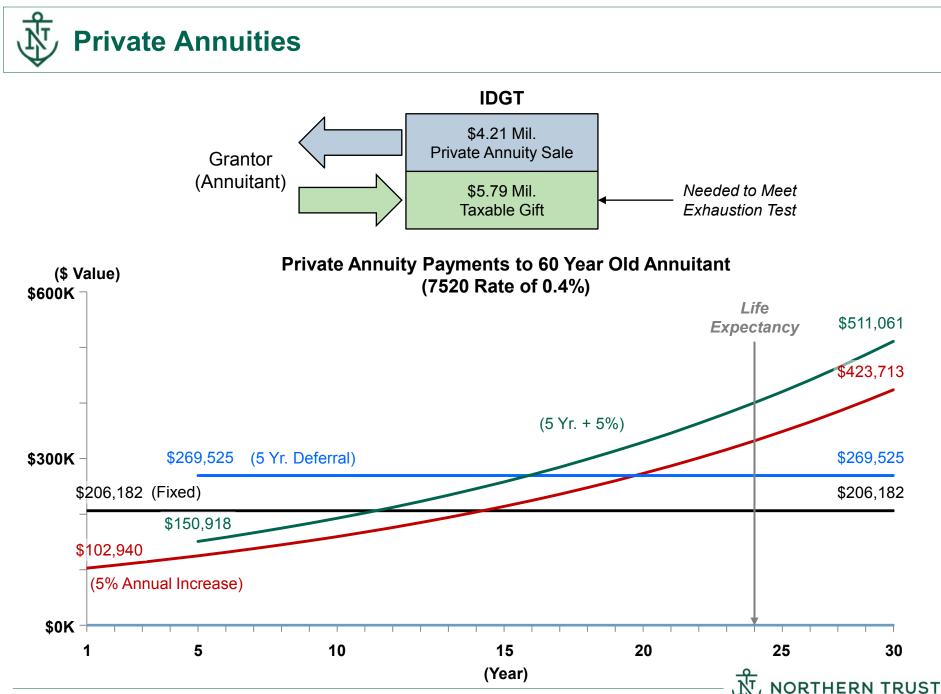
#### Ending Remainder Value to Children (\$10 Mil. Contribution)

Return	Level 20% Increase 50%			% Increase	,	Shark-Fin		
3%	\$ 4,054,515	\$	5,815,791	\$	6,633,287	\$	7,223,878	
5%	\$ 9,296,838	\$	12,976,785	\$	14,600,291	\$	15,689,547	
7%	\$ 17,327,311	\$	23,588,273	\$	26,213,721	\$	27,845,486	

#### Aggregate Amount Paid to Charity Over Term

	Level	20% Increase			% Increase	Shark-Fin	
Charity	\$ 10,425,309	\$	10,638,200	\$	10,744,762	\$	10,830,364



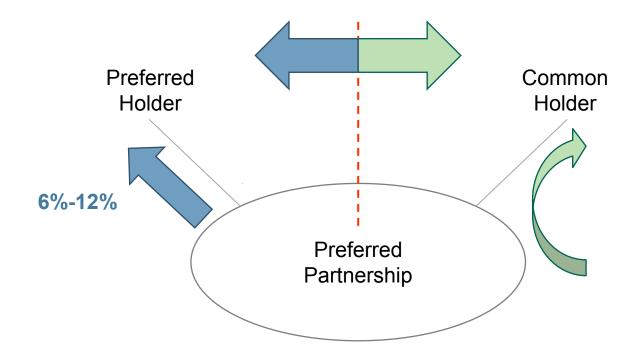




## **Preferred Partnerships: Qualified or Non-Qualified**





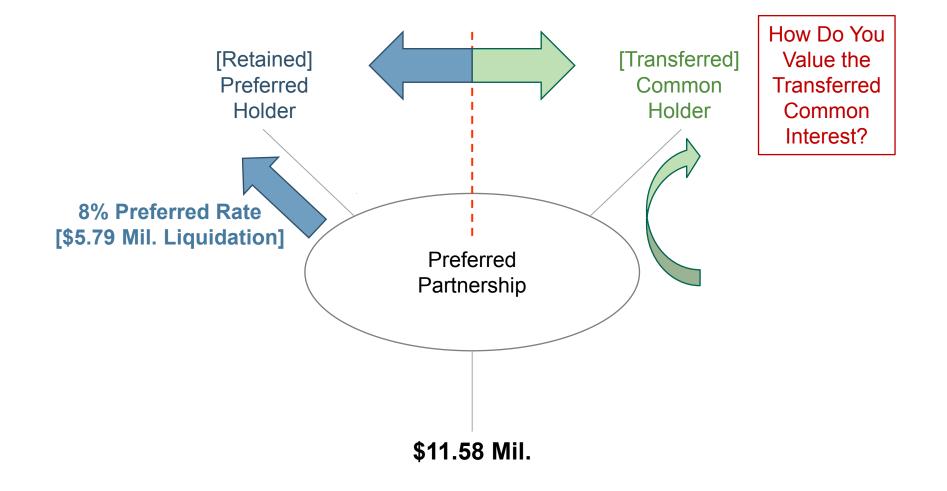


- Fixed Liquidation Value
  Annual Distribution at Fixed Rate/Amount
  Tax Items Preferentially Allocated
  Retain (Traditional), § 2701 Applies
  Transfer (Reverse), Normal Gift Tax Rules
- All Value in Excess of Preferred
- No Fixed Annual Distribution
- Residual Tax Items
- If Retain, Normal Gift Tax Rules
- o If Transfer, § 2701 Applies





### **"Forward Freeze" Preferred Partnership Transaction**





### **V** Forward Freeze: Subtraction Method (Valuing Common Interest)

#### Step 1: Determine

Value of all family-held interests

#### Step 2: Subtract

Value of senior equity interests

#### Step 3: Allocate

Among the transferred interests

#### Step 4: Determine

Value of the gift

#### Section 2701

Not liquidation value No minority interest discount

Zero OR Value of "Qualified Payment" Interest

Minority interest discount Lack of marketability discount Subordination discount

#### Qualified Payment Annual Cumulative Fixed Rate

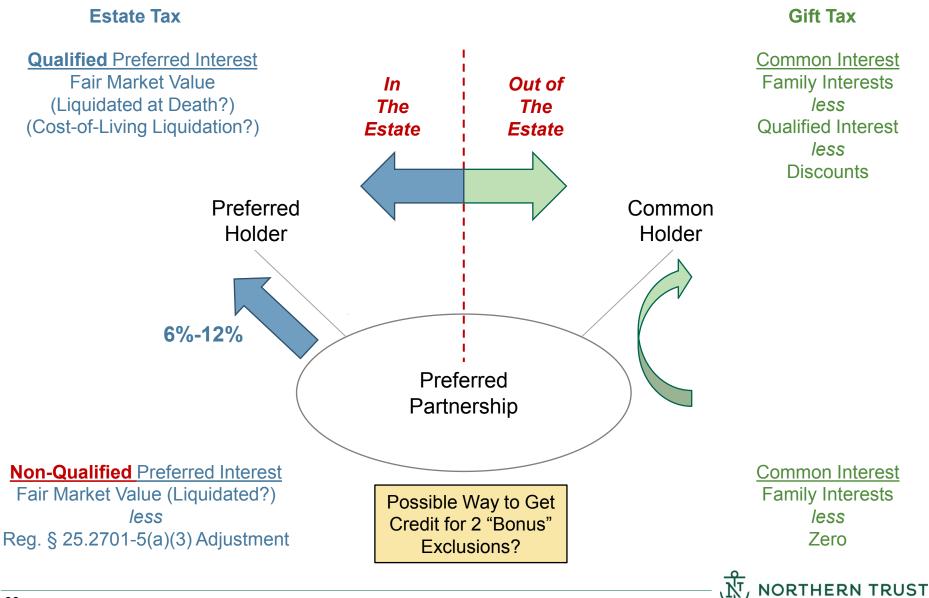
Rev. Rul. 83-120

No ability to inflate value above liquidation





### **Retain Preferred/Transfer Common: Qualified or Non-Qualified**





## Maximizing the "Step-Up" in Basis



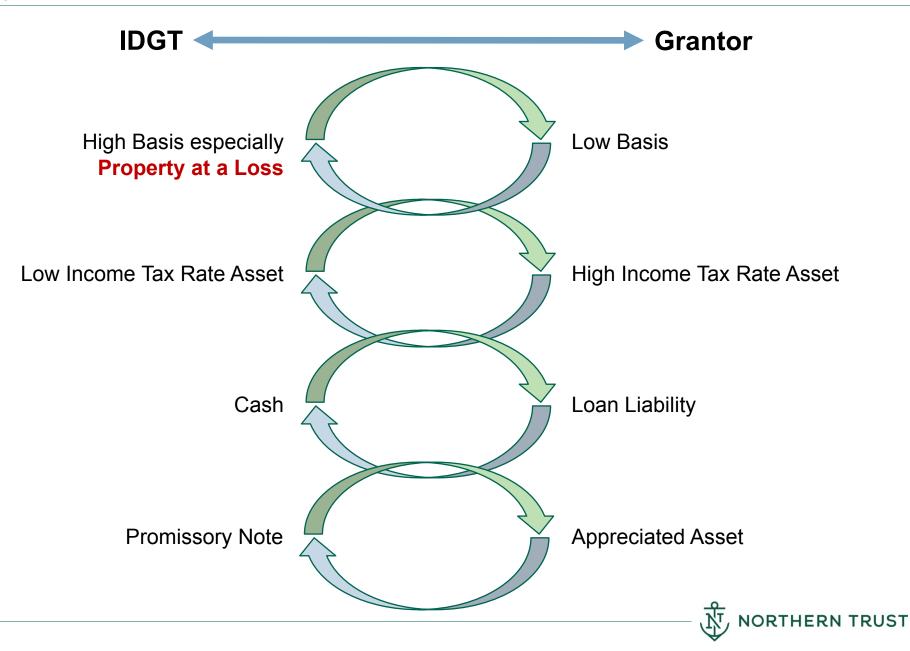


32

### Some Assets Benefit from "Step-Up"—Some Do Not

**Asset Type Tax Characteristic** "Step-Up" Important [Higher Valuation] Creator-Owned Copyrights, Trademarks, Patents & Artwork Ordinary Transforms to Long-Term "Negative Basis" Commercial Real Property LPs Recapture & >100% Long-Term "Bonus Depreciation" Qualified Property under § 168(k) § 1245 Recapture **Oil & Gas Investments** § 1245 Recapture Artwork, Gold & Other "Collectibles" 28% Long-Term Low Basis Stock 20% Long-Term **Roth IRA Assets** Tax Free & No Surcharge Qualified Small Business Stock (QSBS) § 1202 Gain [50, 60, 75 or 100%] Exclusion High Basis Stock Minimal Gain **Fixed Income Typically Minimal Gain** Cash Basis = Face Value Passive Foreign Investment Company (PFIC) Shares No "Step-Up" Stock at a Loss Capital Loss Erased **Qualified Opportunity Zone (QOZ) Investments** Converts to IRD "Step-Up" not Important Traditional IRA & Qualified Plan Assets 100% IRD [Lower Valuation] HERN TRUST

## Tax Basis Management Basics: Grantor Trust Swapping?

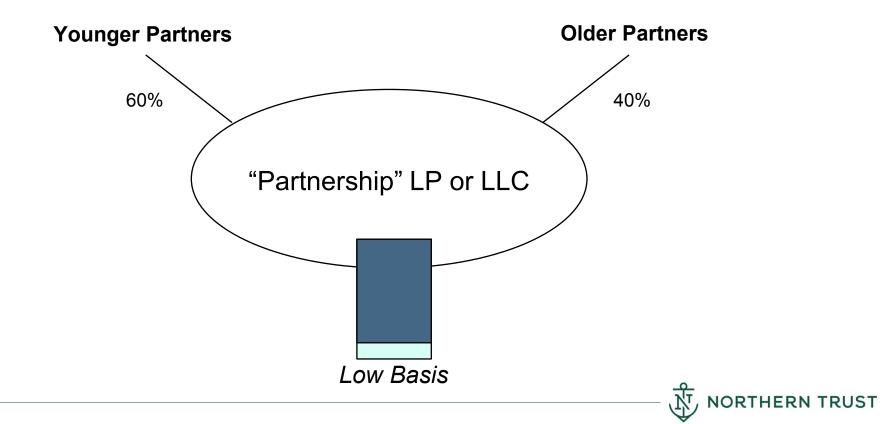




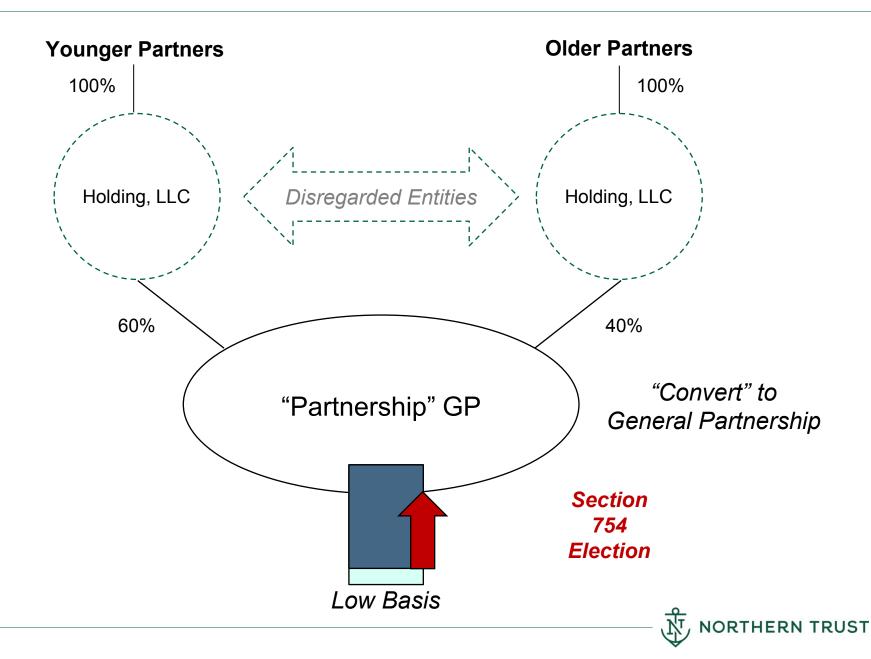
## Eliminating Valuation Discounts On Pre-Existing FLP Interests Included in the Gross Estate







## **Eliminating Valuation Discounts on Pre-Existing FLPs**

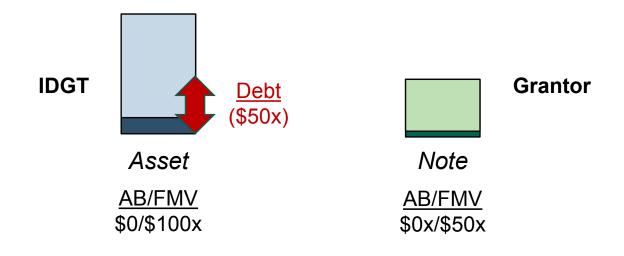




## Eliminating Outstanding Installment Notes, Avoiding Gain At Death, and Getting A "Step-Up" On The IDGT Property

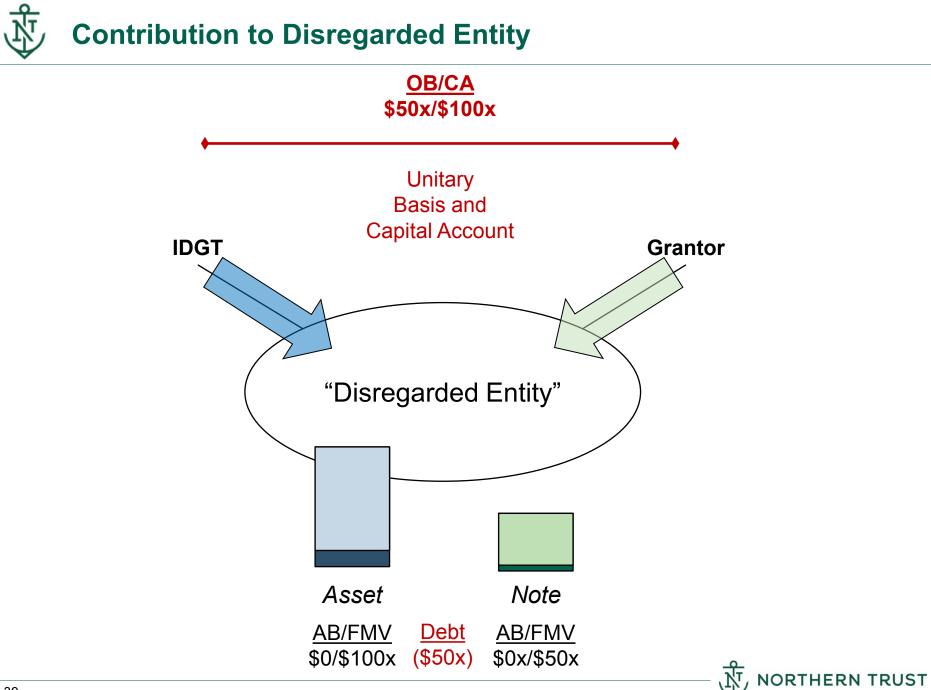


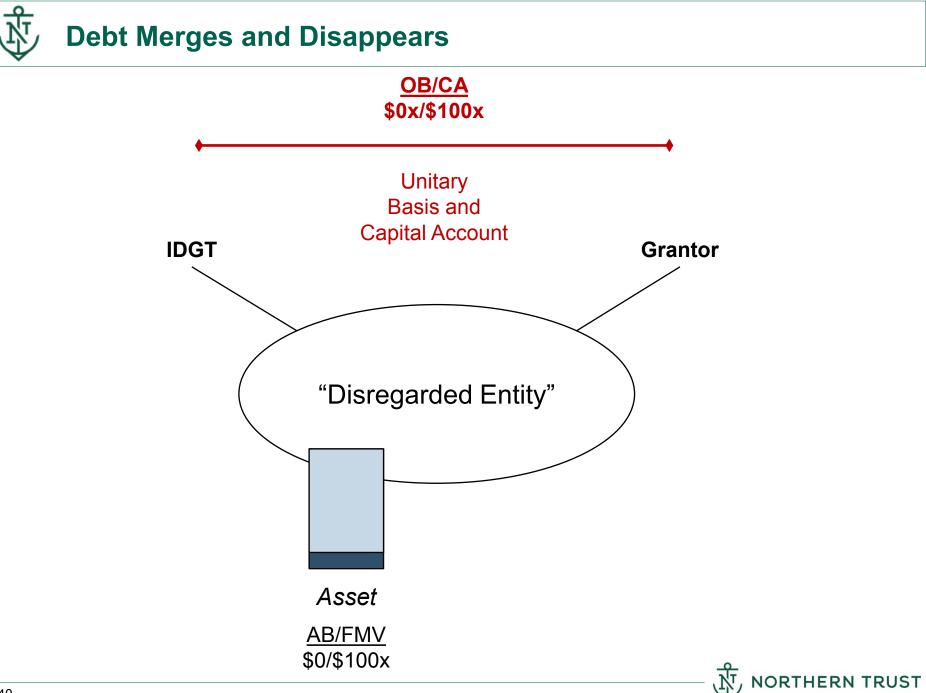




Potential \$50x Taxable Gain Upon Conversion of Grantor Trust to Non-Grantor Trust

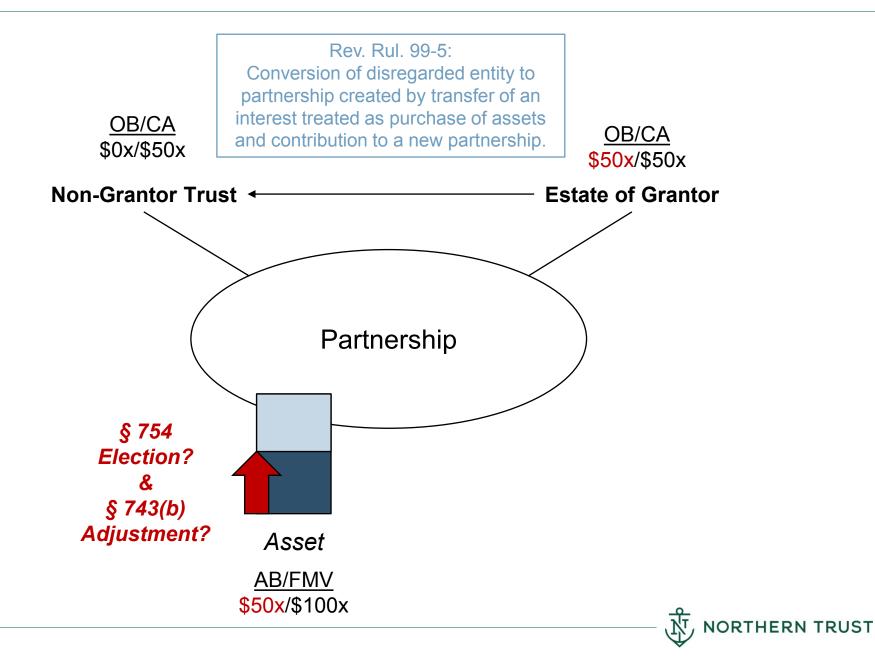








### **Conversion to Non-Grantor Trust & Partnership at Death**





## Planning With "Grantors" and "Grantor Trusts" (BDOTs)

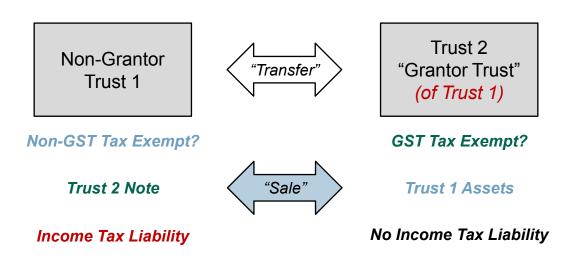




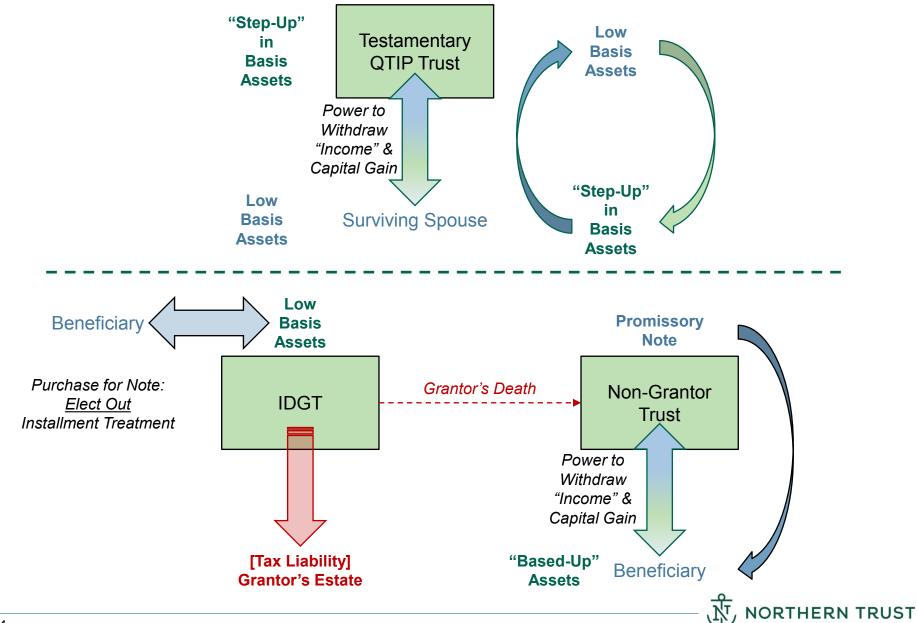
- PLR 201633021
  - Trust 1
    - Grantor deceased.
    - F/B/O children, spouse, and issue.
    - Trustee proposes to transfer assets to Trust 2.
  - Trust 2
    - F/B/O children, spouse, and issue.
    - Trust 1 retains sole power to revest net income of Trust 2.
    - Lapses on the last day of the calendar year.
    - "Net income" includes income under § 643(b) and capital gain.

#### **RULING:**

Trust 1 will be treated as the owner of the portion of Trust 2 over which they have the power to withdraw under § 678(a).



### **Basis Opportunities with Grantor Trusts of a Beneficiary?**





LEGAL, INVESTMENT AND TAX NOTICE: This information is not intended to be and should not be treated as legal advice, investment advice or tax advice. Readers, including professionals, should under no circumstances rely upon this information as a substitute for their own research or for obtaining specific legal or tax advice from their own counsel. These materials do not constitute and should not be treated as, legal, tax or other advice regarding the use of any particular tax, estate planning or other technique, device, or suggestion, or any of the tax or other consequences associated with them. Although reasonable efforts have been made to ensure the accuracy of these materials and the seminar presentation, neither Paul Lee, nor The Northern Trust Corporation, assumes any responsibility for any individual's reliance on the written or oral information presented during the seminar. Each seminar attendee should verify independently all statements made in the materials and during the seminar presentation before applying them to a particular fact pattern, and should determine independently the tax and other consequences of using any particular device, technique, or suggestion before recommending it to a client or implementing it for a client.

**OTHER IMPORTANT INFORMATION:** This presentation is for your private information and is intended for one-on-one use only. The information is intended for illustrative purposes only and should not be relied upon as investment advice or a recommendation to buy or sell any security. Northern Trust and its affiliates may have positions in, and may effect transactions in, the markets, contracts and related investments described herein, which positions and transactions may be in addition to, or different from, those taken in connection with the investments described herein. Opinions expressed are current only as of the date appearing in this material and are subject to change without notice.

No information provided herein shall constitute, or be construed as, a recommendation or an offer to sell or a solicitation of an offer to acquire any security, investment product or service and should not be treated as legal advice, investment advice or tax advice. This material is provided for educational and informational purposes only. Opinions expressed are those of the presenter and are subject to change without notice.

**Past performance is no guarantee of future results**. Periods greater than one year are annualized. Performance assumes the reinvestment of dividends and earnings and is shown gross of fees, unless otherwise noted. Returns of the indexes and asset class projections do not reflect the deduction of fees, trading costs or expenses. It is not possible to invest directly in an index. Indexes and trademarks are the property of their respective owners, all rights reserved. A client's actual returns would be reduced by investment management fees and other expenses relating to the management of his or her account. To illustrate the effect of compounding of fees, a \$10,000,000 account which earned a 8% annual return and paid an annual fee of 0.75% would grow in value over five years to \$14,693,281 before fees, and \$14,150,486 million after deduction of fees. For additional information on fees, please read the accompanying disclosure documents or consult your Northern Trust Representative.

There are risks involved in investing including possible loss of principal. There is no guarantee that the investment objectives or any fund or strategy will be met. Risk controls and asset allocation models do not promise any level of performance or guarantee against loss of principal. All material has been obtained from sources believed to be reliable, but the accuracy, completeness and interpretation cannot be guaranteed.

Securities products and brokerage services are sold by registered representatives of Northern Trust Securities, Inc. (member FINRA, SIPC), a registered investment adviser and wholly owned subsidiary of Northern Trust Corporation. Investments, securities products and brokerage services are:

Not FDIC Insured | No Bank Guarantee | May Lose Value

