

TRUST ADMINISTRATION WORKSHOP

PRESENTED BY:

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Michael Bates

Sr. Business Development Officer Trustco Wealth Management

AGENDA

You Can Find This Presentation at: www.pierrolaw.com/resources

- 2025 Gifts and Tax Rates
- Trust Planning Basics
- Trust Funding and Related Tax Issues
 - Revocable
 - Irrevocable
 - Medicaid Changes Coming
- Lifetime Administration
 - Managing as Trustee
 - Rights of Beneficiaries
- Tax Reporting and Accounting During Lifetime
- Trust Administration at Death



2025 TAX RATES

GIFTING: You can gift individuals
 Up from \$17K

■ FEDERAL GIFT TAX EXCLUSION: \$13,990,000

Up from \$12.92mil

■ NYS ESTATE TAX EXEMPTION: \$7,160,000

Beware the Cliff!

Tax payable on entire amount if the estate is over 105% of the exemption

Estate = \$7,518,000

Tax Exemption = \$0.00

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



WHO'S WHO IN THE WORLD OF TRUSTS?

- A Trust is a contract which creates legal relationships Grantor hands over assets to Trustee to manage for Beneficiaries
- Grantor
- Trustee
- Lifetime Beneficiaries
- Remainder Beneficiaries



WHAT IS TRUST ADMINISTRATION?

- 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

An Essential Step in Trust Planning

THE TRUST FUNDING PROCESS

Revocable

- All Assets included- avoid probate
- All bank accounts included

Irrevocable

- Select Assets for inclusion
- Some bank accounts out

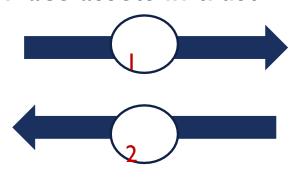
EXCEPTION FOR BOTH

IRA, 401(K) – outside trust; beneficiary designations control
 All other assets are treated the same

TRUST FUNDING - REVOCABLE TRUST

Place assets in trust

Grantor



Receives income and/or principal from trust

Revocable Living Trust

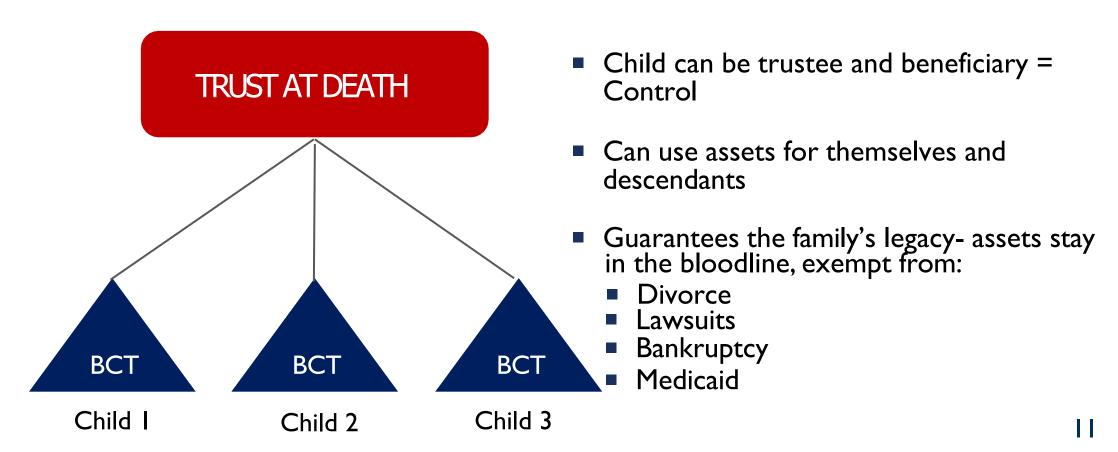


Grantor is Trustee and Beneficiary

Trust is distributed at death

Family, heirs, trusts and charitable organizations

BENEFICIARY CONTROLLED TRUSTS



Pierro, Connor & Strauss, LLC

TRUSTS CREATED AT DEATH

- Beneficiary Controlled Trusts
- Spendthrift Trusts
- Special Needs Trusts

All Complex Trusts

KEY QUESTIONS ON PAYING FOR LTC

- 1. Where would you want to live?
- 2. Who would take care of you?
- 3. How would you pay for it \$200K+/yr!

Self-Insuring

Private LTC
Insurance
+ Life
Products

Medicaid



MEDICAID: YOUR HOME...OR THE NURSING HOME?



Chronic Care

- Nursing home care
- 5-year lookback
- Transfer penalties = # of mos.
- "Rule of Halves" planning



Community

- Home health care
- Assisted living facility
- Medicaid managed long-term
- Care and Adult day care
- No lookback under current rules*

MEDICAID HOME CARE



Changes now in effect

 Independent Assessment – not your doctor – determines # of hours care is needed

Expected sometime in 2025:*

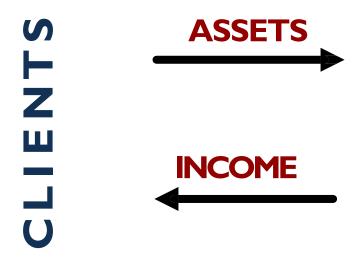
Phase-in of 30-month lookback for asset transfers



*Awaiting NYS DOH Guidance

TRUST FUNDING - IRREVOCABLE TRUST

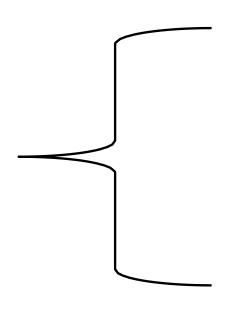
Medicaid Asset Protection Trust



- 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

NOW THAT YOU CREATED THE TRUST: THE DAY OF YOUR DOCUMENT SIGNING...



- Once your documents are drafted and carefully reviewed, a document execution will be held
- You will receive originals and copies of documents listed on Form 1 - "Post Execution Checklist"
- (See "Your Planning Documents" Form I)
- Storing and Maintaining your documents

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)



TRUST FUNDING - PCS

- Tangible Personal Property
 - Assignment (see Form 5)
 - Distribution (see Form 6)
- Real Property
 - Deeds to Trust
- Intangible 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 for inheritance



THE SECURE ACT

- Imposes a mandatory <u>10-year payout</u> for all qualified retirement accounts, including 40 I (k)s, 403(b)s, etc. (Exceptions for spouse, disabled or chronically ill individual)
- RMD's must be taken by age 73
- Careful consideration must be given to naming trusts as beneficiaries
- Exceptions for spouses, special needs and chronically ill beneficiaries
- All existing Trusts should be reviewed to avoid unintended consequences

INCOME TAXATION OF TRUSTS

Gretchen Guenther, CPA



TRUST TAXATION – THRESHOLD ISSUES

- Is the trust a separate income taxable entity?
 - Is there a completed gift?
 - Determined by terms within trust
 - Grantor
 - Simple
 - Complex
 - ESBT/QSST
 - Charitable
 - Each type has a different tax considerations
- Situs of trust- what state to file in
- See "Information for Tax Professionals" (see Form 8)

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

- Two Types:
 - Revocable
 - Intentionally Defective Grantor Trusts
- Separate tax filing Issues a grantor letter
- Income taxes paid by grantor

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 on non-capital gain items paid by beneficiary
- Capital Gains to distribute or not distribute?

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

SMALL BUSINESS TRUSTS – S CORP. OWNERSHIP

- ESBT Electing Small Business Trust
 - Multiple beneficiaries
 - Taxable as complex trust
 - Discretionary distributions
- QSST Qualified Subchapter S Trust
 - Solo beneficiary
 - Deemed grantor trust
 - Required income distribution



DEFINITION OF INCOME

- Money or property received as current return from a principal asset
 - Interest
 - Dividends
 - Rents/Royalties
 - Income from Business interests
- 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

FEDERAL TRUST AND ESTATE INCOME TAX BRACKET

2025 Estate & Trust Income Tax Bracket		
If taxable income is:	The tax is:	
Not over \$3,150	10% of taxable income	
\$3,151 but not over \$11,450	\$315 plus 24% of the amount over \$3,150	
\$11,451 to \$15,650 in income	\$2,307 plus 35% of the amount over \$11,650	
Over \$15,650 in income	\$3,707 plus 37% of the amount over \$15,650	

3.8% Net Investment Income Tax Surcharge

Taxable Income Above \$15,650

FEDERAL INCOME TAX BRACKET FOR INDIVIDUALS

2025 Income Tax Bracket for Individuals Married/Filing Jointly and Qualifying Widowers

If taxable income is:	The tax is:	
Not over \$23,850	10% of taxable income	
\$23,851 but not over \$96,950	\$2,385 plus 12% of the amount over \$23,850	
\$94,951 to \$206,700 in income	\$11,157 plus 22% of the amount over \$94,950	
\$206,701 to \$394,600 in income	\$35,302 plus 24% of the amount over \$206,700	
\$394,601 to \$501,050 in income	\$80,398 plus 32% of the amount over \$394,600	
\$501,051 in income to \$751,600	\$114,462 plus 35% of the amount over \$501,050	
\$751,601 and above	\$202,154.50 plus 37% of the amount over \$751,600	

3.8% Net Investment Income Tax Surcharge

Taxable Income Above \$250,000

2024 LONG TERM CAPITAL GAINS TAX RATES

FEDERAL CAPITAL GAINS TAX RATE THRESHOLDS - INDIVIDUALS

■ Tax Rate	Taxable Income (Married Filing Joint)	Taxable Income (Trust)
0%	Up to \$96,700	Up to \$3,250
15%	\$96,701to \$600,050	\$3,250 to \$15,900
20%	Over \$600,050	Over \$15,900

DISTRIBUTION PLANNING FOR COMPLEX TRUSTS

- The compressed income tax brackets for trusts require planning
- Uneven tax brackets among beneficiaries, net investment income tax present opportunities and pitfalls
- Year end planning and the 65 day rule to reduce income taxes
- 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
 - Provisions to cover your needs and those of your family
 - Administered for Grantor, Spouse and Dependents
 - Consider Special Needs and Spendthrifts
 - Obtain Tax ID #

IRREVOCABLE- MEDICAID ASSET PROTECTION TRUST

- Grantor ≠ Trustee During Lifetime
- 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

WHO SHOULD BEYOUR TRUSTEE?

- You Revocable
- Children and Family Basic Irrevocable
- Corporate Trustee –
 Complex or Family Issues



TRUSTCO BANK TRUST & INVESTMENT SERVICES



Trustco Bank Wealth Management

Michael Bates
Sr. Business Development Officer

TRUSTCO BANK MENU OF SERVICES

ESTATES

TRUSTS

INVESTMENT MANAGEMENT



TRUSTCO – PARTIAL CHECKLIST FOR ADMINISTRATION OF TRUSTS

A Trustee's Duties - as soon as you are able

- to identify beneficiaries and the plan of distribution the decedent intended
- acquire names, addresses, phone numbers, email addresses, age and social security numbers of beneficiaries
- gather income and begin paying bills
- locate and assemble creditor information, passwords, bank and brokerage statements, tax information and search all assets including IRAs, pension, real estate and insurance policies
- make address changes to existing accounts and open new accounts if necessary
- contact Social Security, the post office to forward mail, review medical receipts and records, utility, insurance and municipality for tax bills
- set up a routine
- get a handle on funeral arrangement
- meet with investment, insurance, accounting and legal advisors

TRUSTCO – PARTIAL CHECKLIST FOR ADMINISTRATION OF TRUSTS (cont.)

At Death:

- •Notate date of death values for securities (Investment management accounts, stocks, bonds, mutual funds and annuities)
- Appraise Real Estate
- •Prepare an accounting for beneficiaries (recent statement of value / supporting statements / plan for proposed distributions / Trusts documents
- •File claims for life insurance, social security or veterans benefits
- •Included in your proposed distributions current bills owed to doctors, hospitals, funeral services
- •Estimate cash needs for taxes, fees and other expenses of settling the estate
- Satisfy debts and obtain receipts for claims paid
- •If appropriate you have a duty to deny payment of claims and to defend that denial in court

TRUSTCO – PARTIAL CHECKLIST FOR ADMINISTRATION OF TRUSTS

At Death Continued...

- collect all income, receivables and other money due to the estate
- maintain accurate records including additions of principal and interest
- manage property(s)
- file tax returns (1040, 1041, Form 706, Form 4810) and pay taxes due
- Complete applications for beneficiary funds, Investment accounts and IRAs in new trusts (BCTs)
- Distribute some or all of the trust assets



TRUST ADMINISTRATION

The administration work is much more involved and time consuming than I thought			
What a mess!			
The questions about moving money, applications and agreements, record keeping, allocating money properly and tax questions is bogging me down.			
The phone calls and emails I get from Beneficiaries are driving me nuts!			
I'm putting my personal goals and own financial management in the back seat.			
I spend more time, investment planning for each person and fussing on factors like inflation, tariffs, geopolitical risk, interest and credit risk, to make good fund choices and worry if I am doing enough or if I'll please or disappoint the people I care about.			

TRUSTCO BANK – CORPORATE TRUSTEE SERVICES

- Administer the Trust
- Provide professional investment management of trust and other assets
- Uphold the standards of the Prudent Investor Act when managing assets
- Professional review of client and beneficiary needs in conjunction with the trust <u>especially</u> when making trust disbursements
- Preparation of an annual Federal and State informational return for your accountant. Preparation for fiduciary returns are available upon request.

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 – INVESTMENT MANAGEMENT

- Provide professional investment management and advisory services of trust assets, incorporating an allocation of fixed income and equities (Discretionary + Non-Discretionary)
- Team approach with a planner, investment officer and administrator
- Management of both qualified and non-qualified accounts
- Monthly statements
- Provide detailed tax statements of income, expenses and capital gains/losses (informational return)
- 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

CALCULATING TAX LIABILITY

Distributions

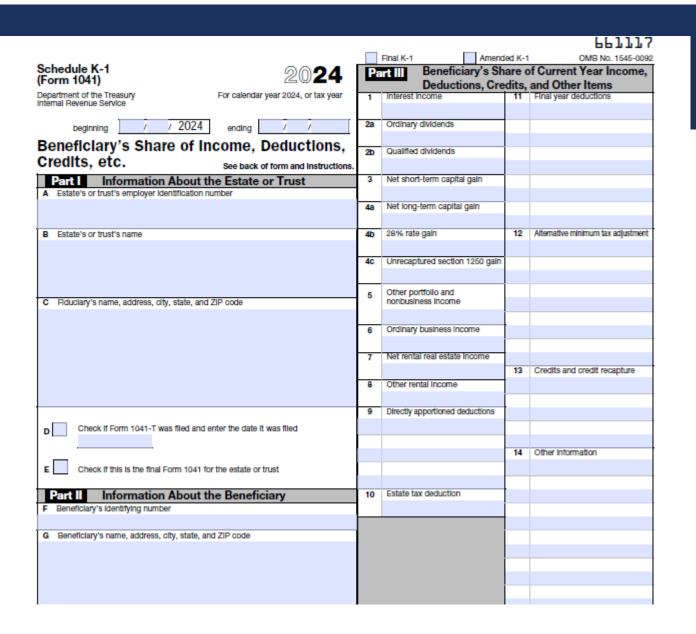
- The trust receives a deduction for the amount of distributions paid to the extent the distributions send income to the beneficiary.
- Exemptions:
 - A trust required to distribute all income \$300
 - Qualified disability trusts \$5,000
 - All other trusts \$100

FORM 1041- FORM 9

1 1 1 1 ∪.S. 1	nt of the Treasury—Internal Revenue Service ncome Tax Return for Estates and Trusts www.s.gov/Form1041 for instructions and the latest information.	02	OMB No. 1545-0092
A Check all that apply:	For calendar year 2024 or fiscal year beginning , 2024, and	endir	ng , 20
Decedent's estate	Name of estate or trust (If a grantor type trust, see the instructions.)	С	Employer identification number
Simple trust			
Complex trust	Name and title of fiduciary	D	Date entity created
Qualified disability trust			
ESBT (S portion only)	Number, street, and room or suite no. (If a P.O. box, see the instructions.)	E	Nonexempt charitable and split-interest trusts, check applicable box(es).
Grantor type trust Bankruptcy estate—Ch. 7			See instructions. Described in sec. 4947(a)(1). Check here
Bankruptcy estate—Ch. 11	City or town, state or province, country, and ZIP or foreign postal code		if not a private foundation
Pooled income fund			Described in sec. 4947(a)(2)
B Number of Schedules K-1 attached (see instructions)	F Check Initial return Final return Amended return boxes: Change in trust's name Change in fiduciary Change in fiduciary	's na	Net operating loss carryback Thange in fiduciary's address
	ng trust made a section 645 election		
1 Interest incom	^		4

SCHEDULE K-I

(see Form 10)



1041 – GRANTOR TRUST

(see Form II)

	1	Interest income	1	
	2 a	Total ordinary dividends	2a	
	b	Qualified dividends allocable to: (1) Beneficiaries (2) Estate or trust		
_	3	Business income or (loss). Attach Schedule C (Form 1040)	3	1
ne l	4	Capital gain or (loss). Attach Schedule D (Form 1041)	4	
ncome	5	Rents, royalties, partnerships, other estates and trusts, etc. Attach Schedule E (Form		
ے		1040) "UNDER THE TERMS OF THE TRUST	5	
	6	Farm income or (loss). Attach Schedule F (Form 1040) INSTRUMENT, THIS IS A GRANTOR	6	1
	7	Ordinary gain or (loss). Attach Form 4797 TRUST • IN ACCORDANCE WITH	7	
	8	Other income. List type and amountSECTIONS 671-679 IRC, 1986,	8	
	9	Total income. Combine lines 1, 2a, and 3 through 8 ALL INCOME IS TAXABLE TO THE	9	
	10	Interest. Check if Form 4952 is attached GRANTOR . STATEMENTS OF INCOME,	10	1
	11	Taxes DEDUCTIONS AND CREDITS ARE ATTACHED."	11	
	12	Fiduciary fees. If only a portion is deductible under section 67(e), see instructions	12	
	13	Charitable deduction (from Schedule A, line 7)	13	
	14	Attorney, accountant, and return preparer fees. If only a portion is deductible under section 67(e),		
35		see instructions	14	

1041 – GRANTOR REPORT OF INCOME, DEDUCTIONS, CREDITS

(see Form 12)

GRANTOR LETTER

GRETCHEN GUENTHER TRUSTEE

7 WASHINGTON SQUARE ALBANY, NY 12205

Grantor Name & Address

Social Security Number:

Employer ID Number:

THE FOLLOWING INCOME, DEDUCTIONS AND CREDITS ARE TO BE REPORTED ON THE FEDERAL INCOME TAX RETURN OF THE ABOVE NAMED GRANTOR, IF REQUIRED.

FEDERAL INFORMATION

INCOME

INTEREST INCOME

10,000.

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

- Probate: cost & delays
- Takes effect after death pursuant to court order
- 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 tax planning and creditor protection
- Testamentary Trusts (SNT option)
- Funding formula but laws change
- Disclaimers
- QTIP's

DISTRIBUTIONS TO BENEFICIARIES

At First or 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



TAX FILINGS AFTER DEATH

- Decedent's final 1040
 - Income and deductions up to the date of death
- Estate 1041 Estate income tax return
 - Income earned after date of death
- Estate 706 or ET-706 Estate asset tax return
 - File if estate is over the exemption amounts
 - Federal may want to file to claim portability

TAX FILINGS AFTER DEATH

- Form 1041- Trust tax return
- The trust document controls what happens.
- Grantor trust terminates in the eyes of the IRS.
 - New EIN number required (Form 7)
 - Simple or Complex
- Revocable Trust may elect to file with Estate 1041 return
 - 645 election

TAX FILINGS AFTER DEATH - DEDUCTIONS

- Estate tax deductions
 - Charity if leave outright to the charity
 - Funeral Expenses
 - Outstanding Debt
 - Administration expenses of the estate
 - Election to claim expenses on 1041



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
- Formal accountings must follow an established format and add costs and delays to the administration of the trust.

Will or Trust can/should waive formal accounting

MAINTAINING YOUR PLAN

- Life Happens! Keep your plan current to account for changes in laws and circumstances
- Maintaining your plan is crucial- what are your options?

P.A.L.M.S.

Professional Advocates Lifetime Maintenance System

(see Form 13 plus brochure)

MAINTAINING YOUR PLAN WITH PALMS

- A comprehensive annual meeting with your attorney from Pierro, Connor & Strauss
- 24/7 Access to clear, concise online dashboard displaying summaries of your legal and financial information through Inheralink
- Analysis, new insights and recommendations that will help your strategy continue its success as changes in life, laws and regulations affect your existing plan
- Direct phone access to your attorney at no additional cost (2 hours a year)
- Immediate access to legal documents, your asset information and values, anywhere, anytime
- Personalized Total Net Worth Statement
- Updates to your financial and personal info and profile with no appointment necessary





NEXT TRUST WORKSHOP

June 2025
Details and Registration Coming Soon
www.pierrolaw.com/events



Life Happens Radio Saturdays at 9am

NOW ON SPOTIFY!







FREE CONSULTATION



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