

W I N T E R 2 0 2 0



HANSEN'S

ADVISORY SERVICES, INC.

Investing in companies that give a hoot.

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Gifts of Planning Keep Giving

How do you choose a gift during the Holiday Season? Do you try to think of something that will be useful to the recipient? Or do you focus on something that you know will bring them joy? Perhaps it is something meaningful that you're passing down from one generation to the next. In gift giving, as we all know, it is truly the thought that counts.

In the spirit of giving, I wonder if we could think outside the gift box. What is a gift we could give ourselves, our community, or the world around us? What is a gift we could give to future generations? At Hansen's, we create portfolios that reflect our clients' values. One of the main themes of that is fossil fuel free investing.

To give oneself the gift of supporting green infrastructure and renewable energy, it meets all of the criteria we mentioned above. There is such joy in protecting our Earth, and it is certainly useful to divest from fossil fuel companies and reinvest into the renewable energy economy. What greater gift could there be than passing a healthy planet to our loved ones?

Maybe this type of gift isn't one that can be neatly wrapped and placed under a tree, but in the spirit of giving, this is one gift where the thought truly counts. For our communities, for the planet, and for all of the generations to come.

As an idea for a gift to a loved one to help them work toward a thoughtful financial future, you could create a gift certificate to pay part of the cost for a financial plan. Maybe, you could give them the first deposit into an investment or set up an appointment for a financial consultation. Please contact our office for assistance in creating such a gift—we look forward to hearing from you!

Saying Thanks to Our Corporate Citizens

As we know there are such a variety of citizens with a mission. In the world of corporate citizens there are those who encourage other companies to be more mindful of a healthy world. We celebrate all the strides that these mutual funds and companion organizations (such as Green America and As You Sow) make by having conversation with individual companies. This is their part in Shareholder Advocacy. Since they own so many shares of an individual company, they have a bigger voice in a conversation concerning issues of global concern.

Discussions relating to renewable energy are taking place with the telecom companies; T-Mobile/Sprint is nearing 100% renewable energy and Verizon is committed to 50% renewables. Amazon has committed to achieve carbon neutrality for half of its package deliveries by 2030, sparking its commitment to order 100,000 fully electric delivery vehicles and achieve 100% renewable energy by 2025 and net zero emissions by 2040.

Green Century Funds have secured a commitment from Darden Restaurants, Inc. (Olive Garden, Longhorn Steakhouse), the largest casual dining operator in the U.S., to phase out the routine use of medically important antibiotics in its chicken supply chain by 2023 and has secured zero-deforestation policies from Tyson Foods, the world's second largest processor of chicken, beef, and pork; Kroger, the largest supermarket chain in the U.S.; Aramark, which serves 2 billion meals a year around the world; and Kellogg, which now sources 99.5% sustainably certified palm oil.

In the area of responsible finance, pressure has been placed on JPMorgan Chase to stop financing fossil fuels. JPMorgan Chase has agreed to end new financing of coal and Arctic drilling.

Throughout the year these efforts take place as part of the mission of these corporate citizens and we applaud their tenacity in striving toward such transformative goals!

*Yesterday is history
Tomorrow is a mystery
Today is a gift
That's why it's called the present.*

Eleanor Roosevelt

Tax tales to Tell for 2020?

As the time nears for gathering information for your tax documents, you may wish to know some updated figures for 2020.

The standard deduction (what you can subtract from your adjusted gross income) has increased to: \$12,400 if single; \$18,650 for head of household and \$24,800 for married filing jointly. Therefore, if you have less than those amounts when you add your charitable contributions, real estate taxes (up to \$10,000), and medical expenses (what is over 10% of your adjusted gross income) and mortgage interest, it will be to your advantage to take the standard deduction.

During the year when you sell investment assets and have a gain, then you may owe capital gains taxes which have different rates than the taxes on other income. You may be surprised to learn that when you are single and have income less than \$40,000, married filing jointly - \$80,000, head of household - \$53,600, your capital gains rate is 0%.

If you are single and have income between \$40,001 and \$441,450, married filing jointly - \$80,001 and \$496,601, head of household - \$53,601 and \$469,050, your capital gains rate is 15%. Above those numbers, you pay 20% in capital gains taxes.

Please contact us if you would like more information about tax updates.

HAS NEWS

Such a year it has been!! As an essential business, we have fortunately been able to be in the office and have virtual appointments along with some meetings on our patio and in the building. We appreciate any of the inconveniences you have had while communicating your questions and concerns to us!

During summer and fall, we have been working on a redesign of our conference/waiting room. Hopefully, by the middle of winter we will have improved spaces for you and our team to enjoy.

Our team has expanded to include Julie Wright and Kate Jacobs who are working with Laura to share the administrative responsibilities. Laura will be expanding her role in client relations and progressing toward the role of Financial Advisor.

This year Katelyn Kriesel has been named an honoree for the *CNY 40 Under Forty* group which recognizes those who have excelled in the workplace and in the community. Congratulations, Katelyn!

Another team member, Susan Hansen, has received one of *The Investment News' Excellence in Diversity & Inclusion Awards* (a national financial publication) which honors 14 individuals and 15 firms that are raising awareness about the importance of diversity and the value in building an industry culture that welcomes everyone.

We appreciate your patience and understanding as we navigated many adaptations over the last few months and particularly wanted to thank you for communicating your questions and concerns to us, whether by phone, video or in-person (with masks and distancing). We are always here to serve the needs of our valued clients and truly hope you have been well as we look forward to a year of celebrating renewed health and wealth!



A Holiday Haiku for You

*Having hope abound
With Earth's cleanliness in view
Celebrate Bounty!*