

# OF VALUE

## 2018 NATIONAL CONFERENCE

**Sunday, October 28, 2018** | 9:00 AM - 5:30 PM

**Monday, October 29, 2018** | 9:00 AM - 5:30 PM

**New York Athletic Club** | 180 Central Park South, New York City

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Sunday, October 28, 2018  
MORNING

SPONSORS

8:00 am | **CHECK-IN** | 9th Floor Hall

8:00 am – 8:45 am | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

8:45 am – 9:00 am | **WELCOME** | 9th Floor Lounge

**Sabine Wilson, Ph.D., AAA, Co-Chair, Conference Committee**  
**Cynthia D. Herbert, AAA, President, Appraisers Association of America**  
**Michael McCullough, Partner, Pearlstein, McCullough & Lederman LLP**

9:00 am – 9:30 am | **KEYNOTE ADDRESS** | 9th Floor Lounge

***Trends and Transitions in the Art Market***

**Georgina Adam, Author of: “The Dark Side of the Boom: The Excesses of the Art Market in the 21st Century”**

Colossal prices at the top end, accelerating interest in art as an investment, the notion of “fractional ownership,” and the potential impact of blockchain: these are just some of the topics covered in this presentation, which will look at current trends as well as the transformations that have already taken place in the art market today.

9:30 am – 10:30 am | **PANEL** | 9th Floor Lounge

***The Landscape of the 2018 Art Market***

This panel will discuss what you need to know about the landscape of the market and how the transparency, availability and reporting of art market data drives motivations and influences reliability.

**Evan Beard, National Art Services Executive, U.S. Trust,  
Bank of America Private Wealth Management**  
**Doug Woodham, Managing Partner, Art Fiduciary Advisors**  
**Georgina Adam, Journalist and Author, moderator**

10:30 am – 11:00 am | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

11:00 am – 12:00 pm | **PANEL** | 9th Floor Lounge

***Perishable Art: How to Appraise the Temporary***

Contemporary art works are often created using perishable or delicate materials, causing them to deteriorate over time. In some cases, this deterioration is the intent of the artist, but in others it may not be planned. How do we appraise artwork that might not last? Looking at the issue from three different perspectives: the insurer, the dealer, and the conservator, we will attempt to give insight on this topic.

**Katherine Chan, Director, Miguel Abreu Gallery**  
**Gloria Velandia Ludmer, Chief Conservator, GV Art Conservation**  
**Katja Zigerlig, Vice President, Art, Wine + Collectibles Advisory, Berkley One**  
**Louky Keijzers Koning, AAA, Principal, Keijzers Koning Appraisals, moderator**

12:00 pm – 1:00 pm | **PANEL** | 9th Floor Lounge

***The Global Rise of African American Art***

From the perspective of the dealer, collector and art historian, this panel will discuss issues that touch on a diverse range of criteria that determine how African American art is accessed and valued.

**Rodney M. Miller, Vice Chairman-Investment Banking, JP Morgan; Collector**  
**Michael Rosenfeld, Michael Rosenfeld Gallery**  
**Dr. Leslie King Hammond, Senior Fellow, Robert W. Deutsch Foundation, moderator**



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ART CONSERVATION



Sunday, October 28, 2018  
AFTERNOON

SPONSORS

1:00 pm – 2:30 pm | **NETWORKING LUNCHEON** | 9th Floor Card Room

**2018 Belmont Society Award Presented to Manuel Greer**



2:30 pm – 3:45 pm | **CONCURRENT CONNOISSEURSHIP SESSIONS** | 10th Floor Olympic Suites

**1. The Nature of Things: Natural History in an Unnatural World**

What is the difference between a study sample and collectible specimen? How things are displayed, stored, and handled can be a good indicator of the value.

Craig C. Kissick, *Director, Nature and Science, Heritage Auctions*



**MARY RABBITT**  
APPRAISALS AND CONSULTING

**2. Chanel, Hermès and...Kate Spade? Value in the Closet**

Learn which brands and categories of items are increasing in value as well as which are losing their worth: the answers might surprise you. From jewelry to shoes, there is now more value in the closet than ever before.

Karin Dillie, *Director, Trusts and Estates, The RealReal*



**3. The Middle Market: Art Auction Case Studies**

This lecture will cover recent success stories at auction, and discuss how the middle market has improved over the past 5-10 years and will also address questions about the art auction business.

Sandra Germain, *Owner, Shannon's Fine Art Auctioneers*



**4. Understanding Decorative and Functional Objects through Scientific Analysis**

This session will discuss how science can be used to assist with matters of object attribution, authentication, and evidence of use. Dr. Mass will also discuss how to identify authentic surfaces and conservation/restoration histories.

Jennifer L. Mass, *Ph.D., President, Scientific Analysis of Fine Art, LLC*

**W. C. Ferry**  
and Associates

3:45 pm – 4:15 pm | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

4:15 pm – 5:30 pm | **AFTERNOON PANEL** | 9th Floor Lounge



**Mass Appraisals, Sampling, & Blockage:  
Best Practices for Valuing a Universe of Properties**

This session will focus on differences between USPAP Standard 5 (Mass Appraisal, Development) and Standard 7 (Personal Property Appraisal, Development). There will also be a discussion of factors and methods to consider when conducting a sampling or to determine a blockage discount.

Edward Yee, *AAA, Vice President, Penelope Dixon & Associates*

Jannette M. Barth, *Ph.D., Economist and Managing Director, Pepacton Institute LLC*

Cynthia D. Herbert, *AAA, President, Appretium Appraisal Services,  
AQB Certified USPAP Instructor, moderator*



6:00 pm – 8:00 pm | **EVENING RECEPTION**

**Alexandre Gallery, New York** | 724 FIFTH AVENUE, 4th floor, New York, NY 10019  
BETWEEN 56TH & 57TH STREETS

*All Members, Conference Attendees, and Guests welcome!  
A map has been provided for your convenience in the printed materials.*

**ALEXANDRE GALLERY**  
NEW YORK



Monday, October 29, 2018  
MORNING

SPONSORS

8:00 am | **CHECK-IN** | 9th Floor Hall

8:00 am – 8:45 am | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

8:45 am – 9:00 am | **WELCOME** | 9th Floor Lounge

Louky Keijsers Koning, *AAA, Co-Chair, Conference Committee*  
Linda Selvin, *Executive Director, Appraisers Association of America*  
William Pearlstein, *Partner, Pearlstein, McCullough & Lederman LLP*

9:00 am – 9:30 am | **KEYNOTE ADDRESS** | 9th Floor Lounge

**Art Bridges: Sharing Art Across America**

Margaret C. Conrads, *Ph.D., Director of Curatorial Affairs, Crystal Bridges Museum of American Art*  
Art Bridges' mission is to share outstanding works of American Art with those that have limited access to our country's most meaningful works. Our goals include championing museum engagement with communities and build and sustain inclusive relationships; fostering new ways of collaboration among museums of all sizes; and sparking experimentation. The mission is achieved by partnering with institutions of all sizes on projects that deeply engage communities.

9:30 am – 10:30 am | **PANEL** | 9th Floor Lounge

**American Art Market: Do Museums Set The Trends, Buck Them, or Follow Them When Building Collections?**

The panelists will discuss what drives the current market for vintage American Art (1780-1980).  
Margaret C. Conrads, *Ph.D., Director of Curatorial Affairs, Crystal Bridges Museum of American Art*  
Andrew Schoelkopf, *Partner, Menconi + Schoelkopf*  
Betty Krulik, *AAA, President, Betty Krulik Fine Art, Ltd, moderator*

10:30 am – 11:00 am | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

11:00 am – 12:00 pm | **PANEL** | 9th Floor Lounge

**Issues of Ownership, Authorship, & Copyright**

Art can lose value or become unsalable when ownership, authorship or copyright is in question. The panel discusses the importance of certificates, installation descriptions, invoices and contracts and how authorship and copyright are protected in the world of conceptual and digital art.

Lindsay Aveilhé, *Editor, Sol LeWitt Wall Drawings Catalogue Raisonné*  
Mary Buschman, *President, ARIS Title Insurance Corporation*  
Emily Reisbaum, *Partner, Clarick Gueron Reisbaum LLP*  
Sabine Wilson, *Ph.D., AAA, Principal, Sabine Wilson Fine Art LLC, moderator*

12:00 pm – 1:00 pm | **PANEL** | 9th Floor Lounge

**Southern Furniture & (Other) Decorative Arts - Connoisseurship and Market**

This panel will explore both the retail and the secondary markets for examples of Southern furniture and decorative arts in the current marketplace. Features and forms that are distinguishing or unique to Southern furniture, and other decorative arts, will be compared to their Early American counterparts from the Middle States and New England regions. The panel's museum speaker will further explore connoisseurship with fine examples from the collection of the Museum of Early Southern Decorative Arts (MESDA) along with some acquisition stories.

Catherine A. Carlisle, *Development Officer, Museum of Early Southern Decorative Arts at Old Salem Museums & Gardens*  
Sumpter Priddy, III, *Sumpter Priddy III, Inc.*  
Jeffrey S. Evans, *President, Senior Auctioneer and Expert, Jeffrey S. Evans & Associates, Inc.*  
Patricia M. Dillon, *AAA, President, Putnam Art Advisors & Consultants, Inc., moderator*

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Monday, October 29, 2018  
AFTERNOON

SPONSORS

1:00 pm – 2:30 pm | **NETWORKING LUNCHEON** | 9th Floor Card Room

**Annual Meeting and 2018 Awards Presentation**



KERSTEN'S ANTIQUES

2:30 pm – 3:45 pm | **CONCURRENT CONNOISSEURSHIP SESSIONS** | 10th Floor Olympic Suites

**1. Taxidermy: How Laws and Regulations Can Affect Values**

Tim and Brent will discuss the laws surrounding the sale of taxidermy. They will review what cannot be sold under the endangered species act and discuss trends effecting value.

**Tim Hollinger, Auctioneer, Firearms and Outdoor Specialties, Alderfer Auction Company**  
**H. Brent Souder, Sales Director, Auctioneer, Appraiser, Alderfer Auction Company**

**Jay Grimm Art Advisory**

**2. Beyond Fabergé: Russian Furniture & Decorative Arts**

A brief survey of Russian furniture and decorative arts from ancient Moscow to the revolution, touching lightly on the types of materials appraisers are most likely to see, and with a special emphasis on forgeries and reproductions.

**Nick Nicholson, Senior Vice President, Division Head, Decorative Arts, Freeman's Auction**

**FREEMAN'S**  
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**3. Modernism in Indian Art: When, How and What**

This session focuses on an introduction to modern Indian art, its history and the contours of its market.

**Josheen Oberoi, Gallery Director, Tyler Rollins Fine Art**



**Michael Cohn Appraisers**  
Asian Antiquities + Contemporary Asian Art  
212-473-2347 mcohn@me.com

**4. 10,000 Hours? Collections Management and the Art Appraiser**

Appraisers' skill set often overlap with those of collections managers, but appraisers may not know exactly what their role is in terms of caring for a collection. This breakout session will be a conversation among experienced independent collections managers who will give an overview of their expertise, the services they provide, and their thoughts on the future of the collaboration between appraisers and collections managers.

**Maura Kehoe Collins, Principal, Artiphile**  
**Suzanne Quigley, Collections Management Consultant, Art & Artifact Services**  
**Jay Grimm, AAA, Jay Grimm Art Advisory, moderator**

Sabine Wilson Fine Art LLC

3:45 pm – 4:15 pm | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

**FREEMAN'S**  
AUCTIONS | APPRAISALS | TRUSTS & ESTATES | COLLECTIONS | PRIVATE SALES

4:15 pm – 5:30 pm | **AFTERNOON PANEL** | 9th Floor Card Room

**Ask the IRS**

Q&A forum with an attorney and an appraiser from the IRS in recent changes, current issues, concerns and frequently seen errors.

**Robin Bonner, Art Appraiser, Internal Revenue Service**  
**Karin Gross, Attorney, Internal Revenue Service**  
**Emily A. Thompson, Fine Art Specialist, Emigrant Bank Fine Art Finance/  
Fine Art Asset Management, moderator**





# SPECIAL EVENTS

## 2018 BELMONT SOCIETY AWARD

Sunday, October 28 | 1:00 pm | Networking Luncheon

The 2018 Belmont Society Award will be presented to **Manuel Greer**

The Belmont Society Award is presented to a member who has made a significant contribution to the Appraisers Association of America over the course of 25 years or more. The derivation of the name comes from the Belmont Plaza Hotel, where the Association Members met monthly from circa 1958 to 1973.



## 2018 AWARD RECIPIENTS

Monday, October 29 | 1:00 pm | Networking Luncheon

### President's Award

**Michael Findlay**

Director, Acquavella Galleries



### Director's Award

**Michael McCullough**

Partner, Pearlstein, McCullough & Lederman LLP

**William Pearlstein**

Partner, Pearlstein, McCullough & Lederman LLP



### Service to Education Award

**Cole Ferry**

Owner, W.C. Ferry and Associates



### Regional Service Award

**Pat Dillon, AAA**

President, Putnam Art Advisors & Consultants, Inc.



### Student Award

**Kristy Bryce**

Comprehensive Appraisal Studies Program (CASP), Fall/Spring 2017



## EVENING NETWORKING RECEPTION

Sunday, October 28 | 6:00 - 8:00 pm

**Alexandre Gallery, New York** | 724 FIFTH AVENUE, 4th floor, New York, NY 10019

BETWEEN 56TH & 57TH STREETS

ALEXANDRE GALLERY  
NEW YORK

### Join your colleagues

Members, Conference Attendees and Guests welcome!

*A map has been provided for your convenience in the printed materials.*

The **Appraisers Association of America**, established in 1949, is the premier association of personal property appraisers serving the arts, legal, and financial communities, as well as the general public. Our members provide independent, ethical, and objective valuations for insurance, estate tax, charitable donation, equitable distribution, and liquidation purposes. Members are required to produce appraisal reports that comply with the Uniform Standards of Professional Appraisal Practice (USPAP) issued by the congressionally authorized Appraisal Foundation.



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