



Appraisers Association of America

GLOBAL TRENDS & MARKET FORCES

National Conference

Sunday, November 8

Monday, November 9, 2015

New York Athletic Club

180 Central Park South

New York City



Appraisers Association of America, Inc.

212 West 35th Street, 11th Floor South | New York, NY 10001

212.889.5404 | programs@appraisersassociation.org | appraisersassociation.org

SPECIAL EVENTS

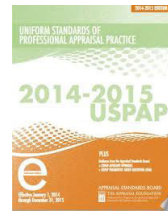


Saturday, November 7, 2015 - USPAP

7HR USPAP UPDATE COURSE

A 7hr USPAP update course is offered on Saturday, November 7 at the Appraisers Association office.

Visit appraisersassociation.org/conference for more information.....



Saturday, November 7, 2015 - OPENING RECEPTION

ANNUAL MEETING, AWARDS AND OPENING RECEPTION

This year's Reception is co-hosted by Shapiro Auctions LLC, and Godel & Co. Fine Art, Inc.

[2015 Award Recipients](#)

- Student Award: Emily Casden
- Regional Service Award: Kevin Zweyer Anderson, AAA
- Educational Service Award: Sharon Chrust, AAA
- Director's Award: Gayle Skluzacek, AAA
- President's Award: Steven Pincus.....



Sunday, November 8, 2015 - LUNCHEON 1:00 PM - 2:30 PM

2015 BELMONT SOCIETY AWARD - Samuel Rosenfeld, AAA

The 2015 Belmont Society Award will be presented to **Samuel Rosenfeld, AAA** at a luncheon on **Sunday, November 8** at the New York Athletic Club, in conjunction with our National Conference. Please join us in recognizing Mr. Rosenfeld's years of dedication and contributions to the field of appraising, and for his longtime membership with the Appraisers Association of America. Mr. Rosenfeld has been a member of the Appraisers Association since 1980 and has held the leadership positions of Treasurer and Chair of the Ethics Committee.

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 November 1958 - circa 1973.....



Samuel Rosenfeld, AAA

Sunday, November 8, 2015 - EVENING RECEPTION 6:00 PM - 8:00 PM

EVENING NETWORKING RECEPTION

Join your colleagues for this reception hosted by Bonhams. All Appraisers, Members, Conference Attendees & Guests welcome!

Bonhams
580 Madison Avenue
New York, NY

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



GLOBAL TRENDS & MARKET FORCES



Program

Sunday, November 8, 2015

8:00 am, 9th Floor Hall
CHECK-IN OPENS

8:00 am – 8:45 am, 10th Floor Presidents Room
COFFEE AND EXHIBITORS.....

8:45 am – 9:00 am, 9th Floor Lounge
WELCOME

Cynthia D. Herbert, AAA, Co-Chair, Conference Committee
Deborah G. Spanierman, AAA, President, Appraisers Association of America

9:00 am – 9:30 am, 9th Floor Lounge
KEYNOTE ADDRESS

Robin Pogrebin, Art and Auction Reporter, The New York Times
On the Brink of Another Museum Building Boom: Can Philanthropy Keep Pace?.....

9:30 am – 10:30 am, 9th Floor Lounge
PANEL: Rites of Passage for Outsider Art:
Growth and Change in the Field and Marketplace

The definition of the term “Outsider Art” has changed and grown in the 50 years since it first came to public attention as “Folk Art.” This panel will discuss aspects of scholarship and the changing marketplace in this very rich and varied field.

Shari Cavin, AAA, Co-Owner, Cavin-Morris Gallery (moderator)
Andrew Edlin, CEO, Wide Open Arts, LLC
Jane Kallir, Co-Director, Galerie St. Etienne
Leslie Umberger, Curator of Folk and Self-Taught Art, Smithsonian American Art Museum.....

10:30 am – 11:00 am, 10th Floor Presidents Room
COFFEE AND EXHIBITORS.....

11:00 am – 12:00 pm, 9th Floor Lounge
PANEL: Issues in Valuing Archives

With so many archives now being donated, sold or inherited, it is more important than ever to understand types of organization, methodology and valuation. This presentation covers recognizing different types of archives; handling various collections containing high and low value objects and dealing with supporting documentation; differences in retail replacement and fair market valuations; when to apply blockage; typical IRS issues and distinctions in artists’ estates.

Robin Bonner, Art Appraiser, Art Appraisal Services, Appeals, Internal Revenue Services
Leila Dunbar, AAA, President, Leila Dunbar Appraisals and Consulting LLC (moderator)
Lewis Shepard, Director, Lewis A. Shepard Works of Art, Inc.

12:00 pm – 1:00 pm, 9th Floor Lounge
PANEL: Changes in Due Diligence: Past & Present

This panel will discuss the latest developments used to analyze objects, expose fakes and forgeries, and how these changes impact due diligence for appraisers.

Stephen W. Clark, Vice President, General Counsel and Secretary, J. Paul Getty Trust
Michael Cohn, AAA, Appraiser, Michael Cohn Fine Art Consultants, LLC (moderator)
Sharon Flescher, Executive Director, International Foundation for Art Research
Jennifer Mass, Ph.D., Senior Scientist, Winterthur Museum and Scientific Analysis For Fine Art, LLC.....

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GLOBAL TRENDS & MARKET FORCES



Sunday, November 8, 2015
CONTINUED

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

2015 Belmont Society Award Presented to Samuel Rosenfeld, AAA.....

2:30 pm – 3:45 pm, 10th Floor Olympic Suite
AFTERNOON CONNOISSEURSHIP SESSIONS:

1. Mid-Century Modern Design

David Rago and James Zemaitis will present an illustrated discussion, moderated by Molly Seiler, on the shifting marketplace for Mid-Century Modern Design. The speakers will address issues relating to provenance, authentication, manufacture and the reissuing of iconic mid-century designs.

David Rago, *Partner, Rago Arts and Auction Center*

Molly Seiler, *AAA, President, Molly Seiler Art Advisory & Appraisal Services (moderator)*

James Zemaitis, *Visiting Curator of Decorative Arts, Indianapolis Museum of Art*.....

2. Understanding Asian Art Through 10 Objects

Through 10 examples of typical Asian objects, this session will lend insight into how to recognize, categorize and value in this area. Asian material comes from many countries including China, Japan, Korea, India and Southeast and North Asian countries. You will be introduced to different themes and materials.

Michael Cohn, *AAA, Appraiser, Michael Cohn Fine Art Consultants, LLC*

Michael Murphy, *Appraiser, Michael Cohn Fine Art Consultants, LLC*.....

3. De-Mystifying Auctions

This presentation will provide an overview of “art auctions”, how property gets to the auction block and the advantages of buying and selling at auction. The mystery of what actually is happening in the saleroom and how an auctioneer conducts the sale is also explained. A discussion of the terminology of auctions is followed by a brief review of rules and regulations and some common saleroom bidding techniques are also described.

Barbara Strongin, *Director of Administration, Sotheby's Institute of Art*.....

4. Evaluating a Home Library Shelf-by-Shelf

Learn to appraise rare and common books as encountered on virtually every appraisal!

Peter Costanzo, *AAA, Director of Rare Books, Autographs, Maps and Photographs, Doyle New York*.....

3:45 pm – 4:15 pm, 10th Floor Presidents Room
COFFEE AND EXHIBITORS.....

4:20 pm – 5:30 pm, 9th Floor Lounge

PANEL: When All Is Not Lost: Appraising Partial Loss in Fine and Decorative Arts

Determining the diminution in value to an object that has sustained a partial loss can be challenging for an appraiser. This panel will address the appraiser's scope of work when faced with a partial loss, the need for extraordinary assumptions, working with conservators and other experts, and the expectations of insurance companies.

Ronald Fiamma, *Vice President, Global Head of Private Collections, AIG*

Karen McManus, *AAA, Director, Jacqueline Silverman & Associates (moderator)*

Brad Shar, *Vice President, Lowy*

Victoria Shaw-Williamson, *AAA, Furniture Specialist, 1stdibs*

Sharon Goodman Squires, *AAA, Director, Jacqueline Silverman & Associates*.....

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GLOBAL TRENDS & MARKET FORCES



Sunday, November 8, 2015
CONTINUED

6:00 pm – 8:00 pm, Bonhams, 580 Madison Avenue, New York, NY
EVENING RECEPTION

Hosted by Bonhams
All Appraisers, Members, Conference Attendees & Guests welcome!

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Bonhams
International Auctioneers and Appraisers

Monday, November 9, 2015

8:00 am, 9th Floor Hall
CHECK-IN OPENS

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

8:45 am – 9:00 am, 9th Floor Lounge
WELCOME

Harmer Johnson, AAA, Co-Chair, Conference Committee
Linda Selvin, MPA, Executive Director, Appraisers Association of America

9:00 am – 9:30 am, 9th Floor Lounge
KEYNOTE ADDRESS

Clare McAndrew, Ph.D., Founder and Director, Arts Economics
The Global Art Market in 2015

9:30 am – 10:30 am, 9th Floor Lounge
PANEL: *The Polarized Art Market – How High End Sales are Changing the Infrastructure of the Global Art Trade*

The panel will examine the influence of top prices on the growth of the aggregate market and assessing the performance of the top end versus rest of market. It will ask how these sales are affecting market valuations and appraisals as well as looking at the investment implications for collectors. The panelists will determine who in the art trade is really gaining from these sales and the competitive and legal implications of practices such as auction guarantees and other potential manipulation of the market in the struggle to secure vendors. It will also look at which markets will be most important for high-end sales going forward: Beijing versus New York versus London, asking which center has the greatest sustainability and why.

Stephen Brodie, Partner, Herrick, Feinstein LLP
Benjamin Mandel, Economist/Global Strategist, J.P. Morgan Asset Management
Clare McAndrew, Ph.D., Founder and Director, Arts Economics (moderator)
Michael Plummer, Principal, Artvest Partners and Co-Director, Spring Masters New York

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

11:00 am – 12:00 pm, 9th Floor Lounge
PANEL: *Cuban Art: Where the Past Meets the Future*

This panel will discuss the possible effects in the art market in a post-embargo Cuba, and potential art restitution claims by Cuban exiles. The state of the current Cuban art scene and the impact of a potential travel boom on the art market will also be discussed.

Ramon Cernuda, Director, Cernuda Arte
Josefa Gonzalez Mariscal, AAA, Josefa Gonzalez Mariscal Fine Art (moderator)
Carmen Melian, AAA, Principal, Melian Arts
Alex J. Rosenberg, Sc.D, AAA, ASA, President, Alex Rosenberg & Associates

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Rosenberg
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ART APPRAISERS AND CONSULTANTS

GLOBAL TRENDS & MARKET FORCES



Monday, November 9, 2015
CONTINUED

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12:00 pm – 1:00 pm, 9th Floor Lounge

PANEL: *The Developing Landscape of Online Auctions*

As the Internet has matured, online sales have become an essential tool for auctioneers. As auction sites proliferate and costs to host auctions drop, what can we expect in the future?

Thomas Galbraith, *Managing Director, Paddle8*

Mark Lurie, *CEO, Lofty*

Amelia Manderscheid, *Global Head of eCommerce, Specialist, Associate Vice President, Post-War & Contemporary Art, Christie's*

Lark Mason, *AAA, Lark Mason Associates, iGavel Auctions*

Renee N. Vara, *AAA, Director, Vara Global Fine Arts (moderator)*.....



1:00 pm – 2:30 pm, 9th Floor Card Room

NETWORKING LUNCHEON

2:30 pm – 3:45 pm, 10th Floor Olympic Suite

AFTERNOON CONNOISSEURSHIP SESSIONS

1. *The Museum Library as a Resource*

This session will discuss the online research tools available through the Thomas J. Watson Library at the Metropolitan Museum of Art, as well as important resources available and in development at peer institutions.

Tina Lidogoster, *Assistant Museum Librarian, Technical Services and Departmental Special Projects, The Thomas J. Watson Library, The Metropolitan Museum of Art*

John Lindaman, *Assistant Museum Librarian, Technical Services, The Thomas J. Watson Library, The Metropolitan Museum of Art*

Andrea Puccio, *Assistant Museum Librarian, The Metropolitan Museum of Art*.....

JOANNE KESTEN + ASSOCIATES
ART ADVISORY

2. *The Language of Luxury: Understanding Value in Today's Luxury Goods Market*

Learn about the current, robust state of the U.S. secondary luxury goods market. How does Heritage's Luxury Accessory division determine what gets into a Signature Auction? Which pieces are in greatest demand? And why do collectors continue to go to auction houses?

Diane D'Amato, *Director of Luxury Accessories, New York, Heritage Auctions*.....

HARMER JOHNSON
APPRAISER & AUCTIONEER

3. *New Deal Artwork: Ownership and Responsibility*

This session will address the complex history of the government's role in art of the 1930s, how an appraiser identifies these works, and the federal requirements imposed on such material.

Kathryn Erickson, *Fine Arts Management Specialist, U.S. General Services Administration, Public Building Service*.....



4. *From Antiquity to Modernity: 20th Century Murano Glass*

A discussion of the history of glass-making in Italy culminating in an in depth look at 20th century Murano glass, its companies, designers and today's secondary market.

Jim Oliveira, *Co-Director, Glass Past*.....

Sabine Wilson, Ph.D., AAA

3:45 pm – 4:15 pm, 10th Floor Presidents Room
COFFEE AND EXHIBITORS.....

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🕒 Indicates recorded session

GLOBAL TRENDS & MARKET FORCES



Monday, November 9, 2015
CONTINUED

4:20 pm – 5:30 pm, 9th Floor Lounge
PANEL: *IRS: The Donation Appraisal*

A summary of the IRS appraisal rules, including IRS updates and recent case law.

Robin Bonner, *Art Appraiser, Internal Revenue Service*

Karin Gross, *Art Appraiser, Internal Revenue Service*

Joanne Kesten, *Principal, Joanne Kesten + Associates (moderator)*

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DIGITAL MATERIALS

The following materials have been sent to you via email prior to the start of the conference.

Certificate of Attendance

Directory of Exhibitors

Directory of Speakers

Directory of Sponsors

Speaker Handouts

The Appraisers Association of America, established in 1949, is the premier national 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.