

# New Vistas *in the* Marketplace

2009 NATIONAL CONFERENCE

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NOVEMBER 7–8, NEW YORK ATHLETIC CLUB  
180 CENTRAL PARK SOUTH, NEW YORK CITY

INCLUDING AN EVENING RECEPTION AND PREVIEW  
FRIDAY, NOVEMBER 6, AT THE UBS ART COLLECTION  
AND ART LAW DAY, MONDAY, NOVEMBER 9

*Connect with fellow appraisers and allied professionals to debate and discuss new issues and challenges facing the independent appraiser at our annual national conference in New York City.*

*We will offer panels, specialist sessions, networking, and evening receptions.*

...CELEBRATING 60 YEARS 1949–2009...

 APPRAISERS  
ASSOCIATION  
*of* A M E R I C A

# FRIDAY

NOVEMBER 6TH

5:30 – 7:30 pm

## OPENING RECEPTION AND TOUR

*UBS Art Collection, NY, with Jacqueline Lawrence, Regional Curator, Americas, 1285 Avenue of the Americas, New York, NY*

The UBS Art Collection is widely regarded as one of the finest corporate art collections in the world focusing on contemporary art. UBS is proud of its global contemporary art collection, which is comprised of approximately 40,000 works located throughout approximately 1,250 UBS buildings around the world. The collection includes paintings, photographs, drawings, sculptures and video ranging from the earliest years of Abstract Expressionism to today's emerging artists. Exhibitions drawn from the UBS Art Collection have been exhibited at major international museums, including The Museum of Modern Art, New York, to which UBS gifted approximately 40 major works; the Tate Modern in London; the Mori Art Museum in Japan; the Shanghai Art Museum in China; and the Art Gallery of New South Wales in Sydney, Australia. The collection is constantly on display on our premises, at museums and online. It enriches UBS' offices for employees, clients and visitors, and aims to increase the public's access to art. The public can view works from the Collection and learn more about the artists represented in it by visiting the interactive web museum at [www.ubs.com/artcollection](http://www.ubs.com/artcollection). Sponsored by ARIS Corporation.

## LUNCHEON ROUNDTABLES

During lunch on both Saturday and Sunday, each table will have a topic posted, so you may select any table and join the discussion if you wish!

## VIP LOUNGE

Come and visit the new VIP Lounge on the 10th floor, meet with colleagues, talk with vendors, and relax in between sessions. Coffee and snacks served.

## MINI MENTORING SESSIONS IN THE VIP LOUNGE

During the afternoon on both Saturday and Sunday, mentoring sessions will be available. Please let us know if you wish to register to provide appraisal advice, or if you wish to receive appraisal advice. We will schedule 20-minute sessions accordingly.

## CONFERENCE COMMITTEE

Harmer Johnson, AAA  
Jane C.H. Jacob, AAA  
*Co-Chairs*

Ruth Crnkovich  
Brian C. Cummings  
Aleya Lehmann Bench  
Kathy Rosenblatt, AAA  
Victoria Shaw-Williamson, AAA  
Deborah Gerstler Spanierman, AAA  
Sabine Wilson, AAA  
Sylvia Leonard Wolf, AAA

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# SATURDAY

NOVEMBER 7TH

8:00 – 8:45 am

## CHECK-IN & COFFEE

NYAC, 180 Central Park South, at 7th Avenue

## WELCOME

Beth G. Weingast, AAA, President, Appraisers Association of America

9:00 – 10:00 am

## KEYNOTE ADDRESS

*Keep Your Heads Down and Helmets On: How the Rising Tide That Floated So Many Boats Went Out and What Those Boats Will Do* by Jerry Saltz, Art Critic and Author of *Seeing Out Louder*. Sponsored by Lynn & Cahill LLP.

10:00 – 11:15 am

## PANEL DISCUSSION

*A Look at Marketplaces: Market Correction, Contraction or Collapse?*

Galleries, antiques fairs, auction houses and online sales have all suffered during the financial downturn, but just how much? What is the reality within the market places? Has one market been affected more negatively than another? Moderator: Michael Findlay, Acquavella Galleries, NY. Panelists: Catherine Sweeney Singer, Winter Antiques Show, NY; Sara Friedlander, Christie's, NY; Lark Mason, iGavel, NY.

11:15 – 11:45 am

## VIP LOUNGE COFFEE BREAK

Sponsored by Amy J. Goldrich, Esq.

11:45 – 1:00 pm

## PANEL DISCUSSION

*A Look at Markets: A Glimpse into Diverse Markets*

Last year's market volatility and loss of assets have forced many collectors to reassess their collecting habits. What types of art and artifacts are selling? This panel will shed light on levels of buying activity, types of buyers, available inventories and future trends. Panelists will discuss their experiences within various venues and offer their perspectives. Moderator: Kathleen Doyle, Doyle New York, NY. Panelists: Frank Maraschiello, Bonhams, NY; Harmer Johnson, AAA, Antiquities, NY; Betty Krulik, Betty Krulik Fine Art, NY.

1:00 – 2:00 pm

## LUNCHEON ROUNDTABLES

Sponsored by Withers Bergman LLP

2:00 – 3:15 pm

## AFTERNOON SESSIONS

*The Current Russian Art Market*, Nick Nicholson, Nicholson Art Advisory, NY  
*Assessment of Media and Collections*, Dara Meyers-Kingsley, Independent Curator, NY  
*What Happens To Appreciated Property After You Appraise It*, Tony Martignetti, Martignetti Planned Giving Advisors, LLC, NY  
*Condition as a Key to Value: A Conservator's Approach to Examining Furniture*, Yuri Yanchyshyn, Period Furniture Conservation, LLC, NY  
*The Identification and Evaluation of Nineteenth Century American Flatware, 1842-1876*, Don Soeffing, Professor, Author and Consultant, NY

3:15 – 3:45 pm

## VIP LOUNGE COFFEE BREAK

Sponsored by Travelers

3:45 – 5:00 pm

## AFTERNOON SESSIONS

*Scottish Art*, Alasdair Nichol, Freeman's, PA  
*History and Connoisseurship of Prints*, Todd Weyman, Swann Galleries, NY  
*Hot Topics in Art Law: Case Studies, and Q & A*, John R. Cahill, Lynn & Cahill LLP, NY  
*Ceramics: A Hands-On Experience*, Jorge Luis Gonzalez, AAA, Ceramics Specialist Appraiser & Consultant, NY  
*Forensic Examination and Appraisals*, James S. Martin, Orion Analytical, MA

5:30 – 7:30 pm

## EVENING RECEPTION AND ANNUAL MEETING

Doyle New York, 175 East 87th Street, NY

The AAA Annual Meeting will include a special 60th Anniversary presentation, awards for members, raffle prizes, and news on all the latest developments at the Association. Open to AAA members only. Sponsored by Doyle New York.

# SUNDAY

NOVEMBER 8TH

8:30 – 9:15 am

## CHECK-IN & COFFEE

NYAC, 180 Central Park South, at 7th Avenue

9:15 – 9:30 am

## WELCOME

Aleya Lehmann Bench, Executive Director, Appraisers Association of America

9:30 – 10:00 am

## KEYNOTE ADDRESS

*State of the Art Market* by Steven Zick, Christie's, Chicago.

Sponsored by Alston + Bird LLP.

10:00 – 11:15 am

## PANEL DISCUSSION

*How Markets are Driven: Dealer Dynamics in the Art Market*

The Postwar and Contemporary art markets have dominated the marketplace for several years and their sales now rival the historically dominant Impressionism and Modern categories. In recent years, collectors have also begun to look beyond Europe and the Americas. How has this been accomplished? Moderator: Daniel Grant, *American Artist*, NY. Panelists: Deborah Gerstler Spanierman, DGS Fine Art Consultants, NY; Patterson Sims, NY; Judith Selkowitz, Art Advisory Services Inc., NY.

11:15 – 11:45 am

## VIP LOUNGE COFFEE BREAK

Sponsored by Day & Meyer, Murray & Young

11:45 – 1:00 pm

## PANEL DISCUSSION

*Tools in Light of the Markets: Industry Changes Affecting Appraisers*

In 2006, *New York* magazine writer, Marc Spiegler wrote an article entitled, "Five Theories On Why the Art Market Can't Crash." Three years later it has, and the market is still recovering. What does this collapse have to do with buying, selling and insuring art, and how can appraisers protect themselves? Moderator: Gayle M. Skluzacek, AAA, Abigail Hartmann Associates, NY. Panelists: Katja Zigerlig, Private Client Group at Chartis Insurance, NY; Ralph Lerner, Withers Bergman LLP, NY; Barbara Chu, Emigrant Bank Fine Art, NY; Judith L. Pearson, ARIS Corporation, CO.

1:00 – 2:00 pm

## LUNCHEON ROUNDTABLES

Sponsored by Phillips de Pury & Company

2:00 – 3:15 pm

## AFTERNOON SESSIONS

*American Portraiture: Their Relative Desirability and Market*, Anne Frances Moore, AAA, Anne Frances Moore Fine Art Services, NY

*Studio Ceramics: Past, Present and Future Markets*, Greg Kuharic, Decorative and Fine Arts Consultant, NY

*Nuts and Bolts of Insurance for Appraisers*, Sam Pugatch, DeWitt Stern Group, NY  
*'Hey, That Looks Like Mine; 'When Is Appropriation Art Infringing?'*, Andrew Berger, Tannenbaum Helpert Syracuse & Hirschtritt LLP, NY

*The Continuing Allure of Art Glass*, Malcolm Mac Neil, Doyle New York, NY

3:15 – 3:45 pm

## VIP LOUNGE COFFEE BREAK

Sponsored by Harmer Johnson, AAA

3:45 – 5:00 pm

## AFTERNOON SESSIONS

*Valuing Wines in Today's Marketplace*, Charles Curtis, Christie's, NY

*Revaluing Photographs in the New Millennium*, Daile Kaplan, AAA, Swann Galleries, NY

*Sculpture: Still Alive*, Alice Levi Duncan, Gerald Peters Gallery, NY

*Considering Picture Frames When Appraising Fine Art*, Suzanne Smeaton, Eli Wilner & Co., Inc., NY

*Appraising Design: Chairs You Can't Sit In and Other Challenges*, Brent Lewis, Christie's, NY

5:30 – 7:30 pm

## CLOSING RECEPTION

Cavin-Morris Gallery, 210 Eleventh Avenue. Randall Morris, Guest Speaker.

Sponsored by Private Client Group at Chartis Insurance.

8:30 – 9:00 am

## CHECK-IN &amp; COFFEE

NYU, 15 Barclay Street, Woolworth Building, 4th Floor

9:00 – 10:00 am

## OPINIONS AT YOUR PERIL?

Judith Bresler, Withers Bergman LLP, NY

Explores the liabilities experts can incur in rendering opinions about the value or authenticity of art, as well as how to maximize appraiser protection. A 45-minute presentation. Q&A for 15 minutes.

10:00 – 11:30 am

## CURRENT LEGAL ISSUES IN ART INSURANCE

Amy J. Goldrich, Law Offices of Amy J. Goldrich, NY

Steve Pincus, DeWitt Stern Group, NY

Greg Smith, Berkley Asset Protection Underwriters, Inc., NY

Answers the critical questions about insurance, both as to maintaining a successful claim, and as to what happens to the art itself. Who has an insurable interest in art? What is covered, and how are insurance companies changing the definition of what risks are covered? What action is necessary by an insured in order to minimize the risk that an insurer does not reject an otherwise covered claim? How is art appraised and insured on site and in transit? What happens when there is loss and damage? Three 25-minute presentations. Q&A for 15 minutes.

11:30 – 1:00 pm

## LEGAL ISSUES ARISING IN A “DOWN” ART MARKET

Dean R. Nicyper, Flemming Zulack Williamson Zauderer LLP, NY

Elizabeth von Habsburg, AAA, Gurr Johns, NY

James S. Martin, Orion Analytical, MA

Robert J. Feinstein, Pachulski Stang Ziehl &amp; Jones, NY

Judith L. Pearson, ARIS Corporation, CO

Addresses important practical and legal issues that arise when prices are falling and the economy is difficult. In light of recent bankruptcies and uncertainty across all markets, what protection is there for buyers, sellers, and appraisers? How can a collector guard against fakes? What are safe borrowing and lending practices? From when to file a UCC to what do in the even the worst case scenario (Salander-O'Reilly or the “Bernie Madoff” of art dealers, Michel Cohen), this is a practical presentation on issues of concern to all. Five 15-minute presentations. Q&A for 15 minutes.

1:00 – 2:00 pm

## LUNCH BREAK (ON YOUR OWN)

2:00 – 3:30 pm

## THE CHANGING ART TAX LANDSCAPE

Paul M. Roy, Withers Bergman LLP, NY

Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf, Inc., NY

Ann M. Garfinkle, Whiteford Taylor Preston, LLP, DC

Provides practical advice on estate planning and charitable giving for those with art assets. How, when and whether to give to institutions, including the state of fractional giving. How changes in Washington may affect charitable giving and estate planning. What appraisers, attorneys, and collectors need to know about recent IRS regulations concerning appraisers. And, of course, what everyone needs to know about sales and use taxes. Three 25-minute presentations. Q&A for 15 minutes.

3:30 – 5:00 pm

## HOT TOPICS IN ART LAW: CASE STUDIES, AND “FREE RANGE” QUESTIONS AND ANSWERS

John R. Cahill, Cahill, Lynn &amp; Cahill LLP, NY

Raymond J. Dowd, Dunnington, Bartholow &amp; Miller LLP, NY

Jane C.H. Jacob, AAA, Jacob Fine Art, IL

Karl Geercken, Alston + Bird LLP, NY

*Copyright and Copyleft: Who Owns the Intellectual Property in Art?**Deaccessioning: If a Museum Owns Art, Why Can't It Just Sell It?**Customs of the Art Trade: Art Import, Export, and Unexpected Seizures*

Four 15-minute presentations. 30-minute opportunity for all audience members to ask questions on any art law topic to any panelist.

# REGISTRATION

- Yes, I will attend the 2009 National Conference and would like to register for the following:**

## FULL TWO-DAY CONFERENCE

- \$495 AAA Members/Certified Members
- \$495 AAA Candidates/Friends/Student Affiliates
- \$545 ISA/ASA/RICS Members
- \$595 General Admission

## DAY PASSES

- \$400 Saturday, November 7
- \$400 Sunday, November 8

## ART LAW DAY

- \$200 AAA/ISA/ASA/RICS/NYU Students/NYC Bar Association members
- \$250 General Admission

Register separately with NYU: [www.scps.nyu.edu/artandthelaw](http://www.scps.nyu.edu/artandthelaw)

- Art Law Day is free with Conference Registration, no need to register separately.

CLE points available; scholarships available for law students

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**Please call for information on vendor tables, advertising, sponsorships, and more!**

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Please find enclosed my check in the amount of \$ \_\_\_\_\_ made payable to the Appraisal Institute of America, Inc., the educational foundation of the Appraisers Association of America.

Please charge \$ \_\_\_\_\_ to my  Mastercard  Visa  Amex

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**Please return with payment by November 1 to:**

Appraisers Association of America

386 Park Avenue South, Suite 2000, New York, NY 10016

Tel: 212.889.5404 x11, Fax: 212.889.5503

Email: [aaa@appraisersassoc.org](mailto:aaa@appraisersassoc.org)

Web: [www.appraisersassoc.org](http://www.appraisersassoc.org)

## Cancellations

Notice of cancellations must be sent in writing, i.e. via email, letter, or fax at least one week before the event in order to get a full refund.

*The art market demonstrated a dramatic shift in selling trends in 2008 as the international economic downturn impacted sales. In the last quarter of 2008, auction houses and galleries alike saw the most notable reduction in sales since the 1991-1992 market plunge; reports state that art prices actually declined 7.5 percent when compared with the fourth quarter of 2007. What does this mean for appraisers as we analyze the art market depression? Is there an across the board devaluation formula that can be applied to assess art market values? What is the expected market turnaround time? The 2009 National Conference has put together an extraordinary assembly of experts to shed light on these and other important issues.*

WE GRATEFULLY  
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Travelers

#### CONFERENCE LOCATION

The New York Athletic Club  
180 Central Park South  
New York, New York  
212-767-7130

#### REGISTRATION

Registration is accepted with payment only. Registration is in advance only and the registration deadline is November 1. No refunds after November 1. Confirmation letters will be sent via email upon receipt of payment. Tickets may be picked up each morning at NYAC.

#### CONTINUING PROFESSIONAL DEVELOPMENT

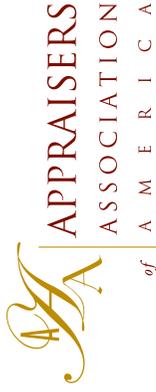
AAA Members receive ten points per day for Saturday, Sunday, and Monday.

#### QUESTIONS

Please contact the Appraisers Association of America for further information on the program, tickets and accommodations.  
212.889.5404, x 11; 212.889.5503 fax;  
aaa@appraisersassoc.org

#### ACCOMMODATIONS

Participants may make reservations at AAA group rates at the following locations where we have reserved a block of rooms: New York Athletic Club, 180 Central Park South, 212-767-7135, \$255-\$340, cut-off date: October 10, 2009. Jolly Hotel Madison Towers, Madison Avenue at 38th Street, 212.802.0600, \$260-\$335, cut-off date October 7, 2009.



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