

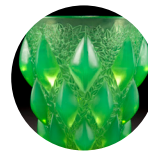
OF VALUE

2016 NATIONAL CONFERENCE
Influences, Complexities & Contradictions

Saturday, November 12, 2016 | Sunday, November 13, 2016

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

RECEPTION | 6:00 - 8:00pm | Lowy | 232 East 59th Street, 4th Floor, New York City



Saturday, November 12, 2016
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

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

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

Critical Mass: What Antique Columns Bring to Light

Eve M. Kahn, *Antiques Columnist, The New York Times*

In covering what's on the market and what's been discovered in archives and attics, I have set out to expand the rubric of what's considered antiques. This lecture will cover how topics find me, and the outraging and amusing things that happen once they're in print.



BETTY KRULIK FINE
ART, LIMITED

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

Limbo Art

What happens when the provenance of artworks or objects casts a pall on value, particularly if the pieces passed through Nazi hands? Experts on the panel will explain what kinds of research can help clear the clouds, with case studies that resulted in dead ends or multimillion dollar prices.

Eve M. Kahn, *Antiques Columnist, The New York Times (moderator)*
Victoria Sears Goldman, *Independent Provenance Research and Art Historian, VSG Consulting*
Elizabeth Gorayeb

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

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

3-D Printing & Milling: Use in Fine Art and Design

This panel explores the use of digital 3-D design, 3-D imaging, additive manufacturing (3-D printing laser sintering) and milling for sculpture. An artist and a foundry director will present their perspectives on the expansive possibilities of these techniques in the creation and research of sculpture.

Barry X Ball, *Founder/Owner, Barry X Ball Studio*
Richard DuPont, *Artist, Richard DuPont*
Dylan Farnum, *President, Walla Walla Foundry*
Sabine Wilson, *Ph.D., AAA, Fine Art Appraiser (moderator)*

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

Come Up and See My Etchings

Fine Art Prints are a popular art form for artists and collectors because they are accessible and affordable. This panel will be an overview of printing, the print market and problems in print appraising from Old Masters through Contemporary.

Mary Bartow, *Senior Vice President, Director, Print Department, Sotheby's*
Diana Burroughs, *Director of Graphics, Marlborough Gallery*
Roslyn Goldman, *AAA, Fine Art Appraiser, Roslyn Bakst Goldman*
Deborah Gerstler Spanierman, *AAA, President, DGS Fine Art Consultants, Inc. (moderator)*





Saturday, November 12, 2016
AFTERNOON

SPONSORS

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

2016 Belmont Society Award Presented to Harmer Johnson, AAA



2:30 pm – 3:45 pm | CONNOISSEURSHIP SESSIONS

1. American Folk Art: Good, Better, Best | 9th Floor Lounge

This session will discuss markets, dealers, auctions, buyers, books, museums, appraisers and what constitutes value in American Folk Art.

Helaine Fendelman, AAA, CEO, Helaine Fendelman & Associates

JOANNE KESTEN + ASSOCIATES
ART ADVISORY

2. Appraising African-American Fine Art | 10th Floor Olympic Suite

An introduction to the rapidly changing values of and market for African-American fine art, as seen from an auction house perspective.

Nigel Freeman, Director, African-American Fine Art, Swann Auction Galleries

Sabine Wilson , Ph.D, AAA

3. Conflicts of the 20th Century: An Auctioneer's View | 10th Floor Olympic Suite

This session will focus on the emerging field of material artifacts from conflicts in 20th century, ranging from objects found in campaign headquarters to the battlefields of Europe and Asia. Appraisers will be introduced to the idea and range of this field and the importance it is gaining with individual collectors and institutions worldwide.

Thomas Lamb, Director, Business Development, Books and Manuscripts, Bonhams

HARMER JOHNSON
APPRAISER & AUCTIONEER

4. What Happened When Pots Became Art? | 10th Floor Olympic Suite

As the idea of ceramics-as-art flourished during the Gilded Age, two distinct camps emerged: elite art porcelain and earthier art pottery aimed at a middle-class consumer. By the late 20th century it became clear that the importance of late-19th century ceramics was under represented in both museums and the marketplace.

Ulysses Dietz, Chief Curator, Curator of Decorative Arts, The Newark Museum

Molly Seiler Art Advisory
& Appraisal Services

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

4:20 pm – 5:30 pm | AFTERNOON IRS PANEL | 9th Floor Lounge

Estate Planning

This panel will address the topics of income, estate tax and gift tax, in addition to the appeals process in order to clarify the expectations of both the IRS and estate attorneys.

Maricarmen R. Cuello, Director, Art Appraisal Services, Internal Revenue Service

Cynthia D. Herbert, AAA, President and Principal Appraiser, Appretium Appraisal Services (moderator)

Joseph C. Mahon, Partner, Estate Planning and Administration Group, Frankfurt Kurnit Klein + Selz

Frankfurt Kurnit

6:00 pm – 8:00 pm | EVENING RECEPTION

Lowy | 232 East 59th Street (between 2nd and 3rd Avenue), 4th Floor, New York, NY

Hosted by Lowy All Members, Conference Attendees and Guests welcome!

A map is included in your printed materials.



LOWY
ART, IMPROVED.



Sunday, November 13, 2016
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

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

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

Classica Americana

Peter M. Kenny, Co-President, Classical American Homes Preservation Trust

The Classical American Homes Preservation Trust is a collection of six exemplary historic American houses each with its own fascinating history up to and including its acquisition by noted preservationist and collector, Richard Hampton Jenrette. Preserved and furnished in Jenrette's inimitable style, these houses contain a remarkable array of American furniture and related decorative arts. Mr. Kenney will take us on a virtual tour of these homes, providing expert commentary along the way on their social and architectural histories.



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

Research and Resources in Regional Identification of Early American Furniture

This panel will discuss regional differences that are deeply embedded in early American furniture. Though a growing array of research resources are available for identification, still most vital is the ability to identify materials, construction features and origin. These resulting identifications yield large variances in value.

Ronald Bourgeault, Owner and Principal Auctioneer, Northeast Auctions
Tara Gleason Chicirda, Curator of Furniture, The Colonial Williamsburg Foundation
Phillip D. Zimmerman, Ph. D., Museum and Decorative Arts Consultant (moderator)

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

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

The Photography Market in the 21st Century: Issues Present and Future

The photography market is adapting to advances in technology that can provide challenges for dealers/gallerists, curators and appraisers. This panel will be a discussion of the issues that the market is facing today, including declining connoisseurship, the effect of digital photography on a historically analog medium, rarity of quality vintage material, and several other important and timely issues.

Emily Bierman, Assistant Vice President, Head of Department, Sotheby's Photographs
Alicia Colen, Howard Greenberg Gallery
Mark Lubell, Executive Director, International Center of Photography
Edward Yee, AAA, Vice President, Penelope Dixon & Associates (moderator)

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

Argue the Argument: When There Are No Comps

When comparable sales are not available, or minimally helpful, it is imperative to create a strong narrative within an appraisal report and to clarify the rarity of the property and the marketplace conditions in order to support the value conclusions.

Susan Brundage, AAA, Director of Appraisal Service, Art Dealers Association of America
Brian Cummings, Specialist, Popular Culture and Recorded Media, Winston Art Group
Claire Marmion, CEO + Founder, Haven Art Group



Sunday, November 13, 2016
AFTERNOON

SPONSORS

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

Annual Meeting and 2016 Awards Presentation

2:30 pm – 3:45 pm | **CONNOISSEURSHIP SESSIONS**

1. Colonial Latin American Art | 9th Floor Lounge

An overview of art produced through the converging cultures during the Spanish empire in the Americas, 1500-1810.

Carmen Melián, AAA, Principal, Melián Arts

2. Dogs in Show and Field | 10th Floor Olympic Suite

We will look at the history of Dog Painting from the Renaissance to the early 20th century and discuss the current market for such works.

Alan Fausel, Regional Representative, Bonhams

3. History and Value of Early American Clocks | 10th Floor Olympic Suite

The history of American clocks and clockmaking mirrors that of other crafts transformed by 19th century industrialization. This presentation will provide a brief history of clocks in America and how to approach their valuation.

Jack O'Brien, O'Brien Art and Appraisals

4. Jewelry ID for Generalists | 10th Floor Olympic Suite

An overview that provides the appraiser with tools to discern qualitative differences between period and reproduction jewelry. We will examine marks, material and construction. We will touch on the pitfalls of gold testing and the growing challenge of gem treatments and synthesis.

Sarah Churgin, Director of Jewelry, Rago Auctions

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

4:20 pm – 5:30 pm | **AFTERNOON IRS PANEL** | 9th Floor Lounge

IRS Appraisal Rules for Charitable Contribution: What are the Rules and What is New?

This panel will cover the IRS's appraisal requirements for donated tangible personal property valued at over \$5,000. The speakers will focus on the Art Advisory Panel and Art Appraisal Services, Form 8283 and what the law and regulations require. The speakers will address common appraisal errors and appraisers' frequently asked questions.

Robin Bonner, Art Appraiser, Internal Revenue Service

Sharon Chrust, AAA, President, Sharon Chrust & Associates, Ltd. (moderator)

Karin Gross, Attorney, Internal Revenue Service

SKINNER
AUCTIONEERS

Appretium
APPRAISAL SERVICES

W. C. Ferry and Associates


DGS
Fine Art
Consultants, Inc.

BUNDA
NYCjewelryAppraisers.com

Jane H. Willis
Appraisal Services



SPECIAL EVENTS

2016 BELMONT SOCIETY AWARD - Harmer Johnson, AAA

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.

The 2016 Belmont Society Award will be presented to Harmer Johnson at the National Conference luncheon on Saturday, November 12, 2016. Harmer receives this award in recognition of his many years of dedication to the Association and to the field of appraising. As a previous Board President and current Co-chair of the Conference Committee and Advisory Council, Harmer epitomizes professionalism, scholarship and excellence.



2016 AWARDS RECIPIENTS

The 2016 Awards will be presented at the National Conference luncheon on Sunday, November 13, 2016.

President's Award: **John Cahill, Esq.**
Cahill Partners, LLC



Director's Award: **Rand Silver**
Global Director, Art Collection Management, AIG Private Client Group



Service to Education Award: **Cynthia D. Herbert, AAA**
1st Vice President, Appraisers Association
Co-Chair, Conference and Education Committees



Regional Service Award: **Lindsay Nivens-Frosini**
LNF Fine Art Appraisal Resource



Student Award: **Yoseph Horowitz**
CASP Summer 2016



EVENING NETWORKING RECEPTION

Join your colleagues at a reception hosted by Lowy
All Appraisers, Members, Conference Attendees and Guests welcome!

Lowy
232 East 59th Street, 4th Floor, New York, NY
A map has been provided for your convenience in the printed materials.



LOWY
ART. IMPROVED.

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.



We gratefully thank our 2016 sponsors and exhibitors!

PLATINUM SPONSOR



BETTY KRULIK FINE ART, LIMITED

COLLECTOR SYSTEMS



Frankfurt Kurnit



iGAVEL AUCTIONS™

JOSEFA GONZALEZ MARISCAL FINE ART APPRAISER



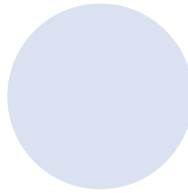
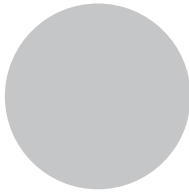
Michele S. Kay fine paintings conservation



SKINNER AUCTIONEERS

EXHIBITORS

- All Wrapped Up
- Art for Eternity
- artnet
- The Clarion List
- Collector Systems
- Fine Art Auctions Miami
- Heritage
- Showplace Antique + Design Center Estate Buyers
- Rago Arts & Auction Center
- Roland
- Schwenke Auctioneers



2016-2017 BOARD OF DIRECTORS

Deborah G. Spanierman, AAA
President

Cynthia D. Herbert, AAA
First Vice President

Lark Mason, AAA
Second Vice President

Sharon Chrust, AAA
Recording Secretary

Edward Yee, AAA
Treasurer

Beth Weingast, AAA, *PAST PRESIDENT*
Parliamentarian

Kevin Zweyer Anderson, AAA

Sebastian Clarke, AAA

Kristin Gary, AAA

Nancy G. Harrison, AAA, *PAST PRESIDENT*

Susan Hunter, AAA

Betty Krulik, AAA, *IMMEDIATE PAST PRESIDENT*

Susan McDonough, AAA

Karen McManus, AAA

Molly Seiler, AAA

Gene Shapiro, AAA

Lori Spector, AAA

Sabine Wilson, Ph.D., AAA

John R. Cahill
General Counsel

Linda Selvin
Executive Director

DIGITAL MATERIALS

The following materials are available to download from our website.

- Certificate of Attendance
- Directory of Exhibitors
- Directory of Speakers
- Directory of Sponsors
- Speaker Handouts

2016 NATIONAL CONFERENCE COMMITTEE

Cynthia D. Herbert, AAA, *Co-Chair*

Harmer Johnson, AAA, *Co-Chair*

Michael Cohn, AAA

Brian Cummings

Cole Ferry

Joanne Kesten

Betty Krulik, AAA

Amy Parenti

Mary Rabbitt

Molly Seiler, AAA

Deborah G. Spanierman, AAA

Sabine Wilson, Ph.D., AAA

STAFF

Linda Selvin
Executive Director

Kathryn Moldenhauer
Programs Manager

Johanna Levy
Membership Manager

Teresa Caputo
Communications Coordinator

Clare Maxwell
CASP Coordinator

Sue Ann Wojick
Bookkeeper

Alexis St. Jeanos
Intern

Sue Ann Wojick
Bookkeeper

