

OF VALUE | 2019 NATIONAL CONFERENCE

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SATURDAY, NOVEMBER 9

9:00 AM - 5:30 PM

SUNDAY, NOVEMBER 10

9:00 AM - 5:30 PM

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
www.appraisersassociation.org

SATURDAY, NOVEMBER 9 MORNING



8:00 AM | CHECK-IN | 9th Floor Hall

8:00 AM – 8:45 AM | COFFEE AND EXHIBITORS | 10th Floor President's Room

8:45 AM – 9:00 AM | WELCOME | 9th Floor Lounge

Lark Mason, AAA, *Board President, Appraisers Association of America*
Kersten Nagle, *President, Kersten's Antiques*
Sabine Wilson, Ph.D., AAA, *Co-Chair, Conference Committee*

9:00 AM – 9:30 AM | KEYNOTE ADDRESS | 9th Floor Lounge

The State of the Art and Luxury Auction Market

Brook Hazelton, *Chairman, WineCredit; Chairman, Advisory Board, LiveAuctioneers*
From an insider's perspective, Brook Hazelton will share insights on current secondary market trends for art, luxury items, and collectibles.

Sponsor | Freeman's

9:30 AM – 10:30 AM | PANEL | 9th Floor Lounge

Evolution of Auction House Models

This panel will discuss how auction houses have evolved to meet market challenges. Topics will include: growing and shrinking categories and geographies, increasing vs. decreasing transparency from price databases, the consolidation vs. the growth of smaller auction houses, auction inventory, technology trends and forecasts, and disruptive players.

Phil Michaelson, *CEO, LiveAuctioneers*
Kathleen Guzman, *Managing Director, Heritage Auctions*
Laura Doyle, *CEO, Doyle*
Brook Hazelton, *Chairman, WineCredit; Chairman, Advisory Board, LiveAuctioneers, moderator*

Sponsor | Appretium Appraisal Services

10:30 AM – 11:00 AM | COFFEE AND EXHIBITORS | 10th Floor President's Room

11:00 AM – 12:00 PM | PANEL | 9th Floor Lounge

Art in the Public Realm

Public art is an integral aspect of urban public space: from the "outdoor museums" of our cities, to the new additions to the Metropolitan Museum facade, to the Highline, to works commissioned to enhance luxury residences or commercial spaces. To delve into this topic, panelists will present case studies, discuss the issues and concerns that affect value, and when insuring public art.

Nancy Rosen, *Principal, Nancy Rosen Incorporated*
Kierstin Johnsen, *Account Manager, DeWitt Stern | A Risk Strategies Company*
Susan McDonough, AAA, *McDonough Fine Art Appraisals, LLC*
Nancy Harrison, AAA, *Senior Fine Art Specialist/Vice President, Emigrant Bank Fine Art Finance/Fine Art Asset Management, moderator*

12:00 PM – 1:00 PM | PANEL | 9th Floor Lounge

Southern Paintings of the 18th and 19th Centuries: Connoisseurship and Market

This panel will explore the history and forms of Southern paintings that distinguish this category of fine art from paintings made in the Mid-Atlantic and New England regions. The panel's speakers will discuss the connoisseurship of Southern paintings along with fine examples from museum collections, some acquisition stories, and the current marketplace.

Martha R. Severens, *Curator, Greenville County Museum of Art, 1992-2010*
Robert M. Hicklin, Jr., *President, The Charleston Renaissance Gallery*
Mary Rabbitt, *Appraiser, Mary Rabbitt Appraisals and Consulting, moderator*

Sponsor | Brunk Auctions

**SATURDAY, NOVEMBER 9
AFTERNOON**



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

2019 Belmont Society Award Presented to Ronald Bourgeault

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

1. Understanding the Market for ‘Ultra’-Contemporary Art

Art-market categories as designated by auction houses can sometimes obscure the market more than they illuminate it. We examine a new category—the ultra-contemporary, which refers to artists born after 1975—and how it fits into the shifting market for contemporary art and helps us better understand where that market is headed.

Julia Halperin, *Executive Editor, artnet News*

Sponsor | Sabine Wilson Fine Art LLC

2. Current Market in Civil War Memorabilia

This session will discuss how the political climate has affected values of Civil War Confederate objects, as well as the current market for Civil War and other military objects.

John Sexton, *Civil War Appraiser*

Sponsor | Mary Rabbitt Appraisals and Consulting

3. Evaluating the Cleveland School of Ceramic Sculpture

During the Great Depression the focus in American ceramics shifted from the vessel to ceramic sculpture. Under the leadership of Guy Cowan of Cleveland’s Cowan Pottery, a group of ceramic artists, brought national attention to ceramic sculpture as a viable new medium. I will discuss the artists in the Cleveland School, their works and the shifting values for their works.

Thomas Folk, Ph.D., AAA, *Art Historian and Appraiser*

Sponsor | Betty Krulik Fine Art, Limited

4. Beyond USPAP: A Practical Approach to Operating a General Appraisal Practice

Negotiating the assignment, performing the fieldwork, determining the scope, choosing other team members, delegating tasks, performing research, reaching value conclusions, and compiling the report.

Robert Levy, AAA, *Owner, ARTXPRT, Beverly Hills Appraisal Co.*

Sponsor | Jane H. Willis Appraisal Service

3:45 PM – 4:15 PM | COFFEE AND EXHIBITORS | 10th Floor President’s Room

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

Archives: Identifying the Past to Inform the Future.

How Appraisers and Archivists Assess and Determine Value

Archive collections are easily misunderstood and often poorly defined. Are they simply papers, correspondence, journals and photographs? This session explores how archivists, estate executors, and stewards of noteworthy legacies define and leverage archives, and how appraisers and archivists work in tandem.

Janine St. Germain, *Consulting Archivist*

Kathleen Nugent Mangan, *Executive Director, Lenore Tawney Foundation*

Francine Snyder, *Director of Archives, Robert Rauschenberg Foundation*

Helaine Fendelman, AAA, *CEO, Helaine Fendelman & Associates, moderator*

6:00 PM – 8:00 PM | EVENING RECEPTION

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

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

**SUNDAY, NOVEMBER 10
MORNING**



8:00 AM | CHECK-IN | 9th Floor Hall

8:00 AM – 8:45 AM | COFFEE AND EXHIBITORS | 10th Floor President's Room

8:45 AM – 9:00 AM | WELCOME | 9th Floor Lounge

Linda Selvin, *Executive Director, Appraisers Association of America*
Louky Keijzers Koning, *AAA, Co-Chair, Conference Committee*

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

Strategies of Financially and Technologically Savvy Collectors

Doug Woodham, *Managing Partner, Art Fiduciary Advisors;*
Author, "Art Collecting Today - Market Insights for Everyone Passionate About Art"

More collectors than ever before rely on sophisticated financial tools and technology to pursue their collecting passions. How savvy collectors use these techniques, and the issues associated with them, will be covered in this keynote presentation.

Sponsors | Lark Mason Associates, Sharon Chrust and Associates LLC, Nicholas M. Dawes, AAA, Suzanne Smeaton LLC

9:30 AM – 10:30 AM | PANEL | 9th Floor Lounge

The Convergence of Artificial Intelligence on Art

Be part of a lively discussion between specialists and innovators who use AI, and related technology, to supplement professional art appraisers' expertise.

Doug Woodham, *Managing Partner, Art Fiduciary Advisors*
Steven J. Frank, *Co-Founder and Manager, Art Eye-D Associates*
Nanne Dekking, *Founder/CEO, Artory*
Cynthia Gayton, *Attorney, Gayton Law, moderator*

Sponsor | Scientific Analysis of Fine Art, LLC

10:30 AM – 11:00 AM | COFFEE AND EXHIBITORS | 10th Floor President's Room

11:00 AM – 12:00 PM | PANEL | 9th Floor Lounge

Bauhaus and America

The Bauhaus in Germany existed only for 14 years, from 1919-1933. Leaving Germany, many of the Bauhaus faculty and alumni came to America, bringing with them their ideas for art and design. This panel will look at the history of Bauhaus education, their reception in America and the market for by the Bauhaus masters and their students.

Margret Kentgens-Craig, *Ph.D., Adjunct Associate Professor, NCSU College of Design*
David Leiber, *Partner, David Zwirner Gallery*
Richard Wright, *CEO, Rago/Wright*
Sabine Wilson, *Ph.D., AAA, Principal, Sabine Wilson Fine Art LLC, moderator*

12:00 PM – 1:00 PM | PANEL | 9th Floor Lounge

Women Artists/Feminist Artists: Does a Rising Tide Raise All Boats?

In a major shift, work by women artists has commanded a great deal of critical and collecting attention. Looking within the post-war and contemporary category, the panel will focus on the degree to which this increased interest has affected various artists, with specific attention paid to work by pioneering feminists.

Jill Weinberg Adams, *Founder, Lennon Weinberg Inc.*
Kat Griefen, *Co-Owner, Accola Griefen Fine Art*
Jay Grimm, *AAA, Jay Grimm Art Advisory, moderator*
Sponsor | Swann Auction Galleries

**SUNDAY, NOVEMBER 10
AFTERNOON**



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

Annual Meeting and 2018 Awards Presentation

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

1. Jewelry at Auction: Beyond the Vault

Robin Wright G.G., Senior Jewelry Specialist at Sotheby's will provide an informative and entertaining look into the world of auction house jewelry offerings; including what is "hot", what is "not" and how to tell the difference. This will be a true insider's look into some of the extraordinary stories and sales results that have been realized throughout her 20 year career.

Robin Wright, Senior Vice President, Senior Specialist, Sotheby's

Sponsor | DGS Fine Art Consultants, Inc.

2. Samplers: Schoolgirl Art and Education

Schoolgirl samplers are popular with textiles collectors. Ms. Steinhoff will describe types of samplers, materials used to make them, factors that affect value and collector interest, and resources to aid in identifying and describing them.

Cynthia Shank Steinhoff, Co-author, "Delaware Discoveries: Girlhood Embroidery, 1750-1850"

Sponsor | McDonough Fine Art Appraisals

3. Searching Databases for Valid Comparables for the Dec. Arts

This session will review the various auction databases that are available to the decorative arts appraiser, focusing on how to get the most out of each search engine, and how to refine your search criteria so that you find the best comparables. Case studies will be used to illustrate how sites differ in the information they provide followed by time for questions from the audience.

Susan Hunter, AAA, Director of Appraisals, Winston Art Group

Molly Seiler, AAA, President, Molly Seiler Art Advisory & Appraisal Services

Sponsor | W.C. Ferry and Associates

4. Woodstock: Appraising the Counterculture

This session will explore the music memorabilia market against the background of Woodstock, appraising the most important and iconic artifacts of the 1960s as well as the more niche relics of the counterculture.

Helen Hall, AAA, Founder, DIG Appraisals

Sponsor | Jay Grimm Art Advisory

3:45 PM – 4:15 PM | COFFEE AND EXHIBITORS | 10th Floor President's Room

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, Art Appraisal Services, Internal Revenue Service

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

Karin Gross, Special Counsel, IRS Office of Chief Counsel, Internal Revenue Service

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SPECIAL EVENTS

2019 BELMONT SOCIETY AWARD

Saturday, November 9 | 1:00 pm | Networking Luncheon

2019 Belmont Society Award will be presented to **Ronald Bourgeault**, member since 1974

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.



Luncheon Sponsor



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EVENING NETWORKING RECEPTION

Saturday, November 9 | 6:00 - 8:00 pm

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

Members, Conference Attendees, and Guests welcome!

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2019 AWARD RECIPIENTS

Sunday, November 10 | 1:00 pm | Networking Luncheon

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REGIONAL SERVICE AWARD
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STUDENT AWARD
ALIXANDRA HOLLOWAY
JAMES GOODMAN GALLERY

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The Appraisers Association of America, Inc. is the premier association of personal property appraisers who focus on fine and decorative arts. Our members provide independent, ethical, and objective valuations for insurance, estate tax, charitable donation, equitable distribution, and liquidation purposes. The Appraisers Association of America, Inc. was founded in 1949 and incorporated in 1950 in New York State as a non-profit 501c6 trade association; in 1983, the Appraisal Institute of America was established as a non-profit 501c3 educational foundation. Its mission is to provide, advance and promote educational programs and accessibility to information pertaining to appraisals for the general public and for new and established appraisers.

