

# DISCOURSE IN THE MARKET: All Things Considered

2014 National Conference  
Appraisers Association of America

**Art Law Day**

**November 7, 2014**

NYU Kimmel Center  
Eisner & Lubin Auditorium  
60 Washington Square South  
New York City

**National Conference**

**November 8 & 9, 2014**

New York Athletic Club  
180 Central Park South  
New York City





# ART LAW DAY

## @ NYU School of Professional Studies

Friday, November 7, 2014, 8:30 am - 6:00 pm  
NYU Kimmel Center, Eisner & Lubin Auditorium  
60 Washington Square South, New York City

Co-produced by the Appraisers Association of America and NYU School of Professional Studies

**8:30 am – 9:00 am**  
CHECK-IN AND COFFEE

**9:00 am – 9:15 am**  
WELCOME

**Terry Shtob**, Director, Humanities,  
Arts and Writing Programs, *NYU School of  
Professional Studies*  
**Betty Krulik**, President, *Appraisers Association*

MODERATOR

**Steve Pincus**, Managing Director, Fine Arts  
Practice Leader, *DeWitt Stern Group*

**9:15 am – 9:45 am**  
KEYNOTE

*Legislative Initiatives: Updates*  
**Judith Bresler**, Counsel, *Withers Bergman LLP*  
**Congressman Jerrold Nadler**

**9:45 am – 11:00 am**  
PANEL

*Changing Laws for the Sale of Endangered Species*  
**Craig Hoover**, Chief, *Wildlife Trade and  
Conservation Branch, U.S. Fish and Wildlife  
Service*; **Monica Kreshik**, Associate Attorney,  
*Department of Environmental Conservation,  
New York State*; **Michael McCullough**, Partner,  
*Pearlstein & McCullough LLP*; **Lark Mason**,  
President, *iGavel Auctions/Lark Mason Associates*  
(moderator)

**11:00 am – 11:10 am**  
COFFEE BREAK

*Sponsored by **GV Art Conservation***

**11:10 am – 12:25 pm**  
PANEL

*Restitution: Issues, Claims and Resolutions*  
**Ulf Bischof**, Partner, *Bischof & Paetow  
Rechtsanwälte*; **Monica Dugot**, International  
Director of Restitution, *Christie's*;  
**Christopher A. Marinello**, Director & Founder,  
*Art Recovery International Ltd.* (moderator);  
**Marianne Rosenberg**, Attorney and  
Granddaughter of Paul Rosenberg

**12:30 pm – 2:00 pm**  
LUNCH

(A list of local restaurants will be provided)

**2:00 pm – 3:15 pm**  
PANEL

*IRS/1031 Tax Free Exchange*  
**Suzanne Goldstein Baker**, Executive Vice  
President & General Counsel, *Investment Property  
Exchange Services, Inc.*; **Randi A. Schuster**,  
Principal, *Baker Tilly Virchow Krause, LLP*;  
**Elizabeth von Habsburg**, Managing Director,  
*Winston Art Group* (moderator);  
**Diana Wierbicki**, Partner, *Withers Bergman LLP*

**3:15 pm – 3:25 pm**  
COFFEE BREAK  
*Sponsored by **ARIS***

**3:25 pm – 4:40 pm**  
PANEL

*Bankruptcy and the Detroit Institute of Arts*  
**Ford W. Bell**, President & CEO, *American Alliance  
of Museums*; **Amy Goldrich**, Of Counsel, *Cahill  
Partners LLP* (moderator); **Richard Levin**,  
Partner, *Cravath, Swaine & Moore LLP*;  
**Samuel Sachs II**, President, *Pollock-Krasner  
Foundation*; Director Emeritus, *The Frick  
Collection*; Former Director, *Detroit Institute of  
Arts*, (1985-1997)

**4:40 pm – 6:00 pm**  
RECEPTION

Join us for cocktails, canapés, and comments in the  
Eisner and Lubin Auditorium Reception Hall.

CONTINUING EDUCATION

Art Law Day qualifies for 6.5 Professional Practice/  
Practice Management CLE credit hours.  
Appraisers Association members earn 6 CE  
credits.

REGISTRATION

Registration for Art Law Day is processed by the  
NYU School of Professional Studies. To register,  
please visit NYU School of Professional Studies at  
<http://scps.nyu.edu/humanities/artlawday>,  
call 212.998.7289 or email [scps.libarts@nyu.edu](mailto:scps.libarts@nyu.edu).  
Fees: \$225 Members, \$250 General Admission.  
For those facing financial hardship, applications  
are available for financial aid.

*Art Law Day will not be recorded.*

THANK YOU TO OUR EXHIBITORS

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THANK YOU TO OUR "FRIENDS OF ART LAW  
DAY" FOR YOUR GENEROUS SUPPORT

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# DISCOURSE IN THE MARKET

National Conference: Saturday, November 8, 2014

New York Athletic Club, 180 Central Park West

## SATURDAY, NOVEMBER 8, 2014

**8:00 am – 8:45 am, 9th Floor Hall**  
CHECK-IN AND COFFEE

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

**Cynthia Herbert**, AAA, Co-Chair,  
Conference Committee

**Betty Krulik**, AAA, President,  
Appraisers Association of America

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

*Sponsored by **Skinner, Inc.***

📍 **Owners and Objects: Provenance and Value**

**Inge Reist**, Director, Center for the History of  
Collecting, Frick Art Reference Library,  
The Frick Collection

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

*Sponsored by **1stdibs***

📍 **Value Added or Value Detracted?**

The influence and impact of provenance will be discussed. Does solid provenance trump questions of authenticity? How does a collector's desire for anonymity affect provenance? Is there a quantifiable 'value added' or 'value detracted' for provenance?

**Catherine Herbert**, Philadelphia Museum of Art; **Christopher A. Marinello**, Art Recovery International Ltd. (moderator); **Lucian Simmons**, Restitution Department, Sotheby's

**10:30 am – 11:00 am, 10th Floor Presidents Room**  
COFFEE BREAK AND BOOK SIGNING

*Sponsored by **GV Art Conservation***

Book Signing: **Inge Reist**, *Provenance: An Alternative History of Art*

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

📍 **Made in Russia: The Legacy of an Empire**

Russian collectors are streaming into the art market. What are the collecting habits of the 21st century connoisseur? Are they reaching back in history or looking ahead to the future?

**Alexandre Gertsman**, Alexandre Gertsman Contemporary Art Gallery; **Gene Shapiro**, Shapiro Auctions, LLC; **Geza von Habsburg**, Fabergé (moderator)

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

📍 **Beyond the Obvious:**

*Re-defining 'Regional' from Local to Global*

Whether an auction house chooses to focus on a niche market or expand its offerings, the ubiquity of the Internet provides access to a worldwide clientele. Has technology eliminated the regional market?

**Ronald Bourgeault**, Northeast Auctions;

**Rachel Davis**, Rachel Davis Fine Art;

**Cole Ferry**, W.C. Ferry and Associates (moderator);

**William Roland**, Roland Auctions NY

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

*Sponsored by **Herrick, Feinstein LLP***

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

📍 1. *Wrong Pictures: Recognizing Problematic Old Master Paintings*

**Robert Simon**, Robert Simon Fine Art

*Sponsor: DGS Fine Art Consultants, Inc.*

📍 2. *Matrimonial Appraisals: What Many Appraisers and Attorneys Don't Know Can Hurt Them*

**Matthew Kesten**, Kantor, Davidoff, Mandelker, Twomey, Gallanty & Olenick, P.C. and **Edward Lewand**, Consultant Appraisal Services, LLC

*Sponsor: Molly Seiler, AAA*

📍 3. *Price Trends in Audubon Prints: 30-Year Perspective*

**Alex Clausen**, Swann Auction Galleries

*Sponsor: W.C. Ferry and Associates*

📍 4. *American Painting: The Good, The Bad, The Ugly*

**Betty Krulik**, Betty Krulik Fine Art Ltd.

*Sponsor: Fortress*

**3:45 pm – 4:15 pm, 10th Floor Presidents Room**  
COFFEE BREAK AND BOOK SIGNING

*Sponsored by **Roland New York***

Book Signing: **Alexandre Gertsman**, *Remembrance: Russian Post-Modern Nostalgia* and **Natalya Nesterova**, *American Spiritual Journey*

**4:20 pm – 5:30 pm, 9th Floor Lounge**  
PANEL

*Sponsored by **Doyle New York***

*IRS: Guidelines for Preparing a Defensible Estate Tax Appraisal*

This panel will address the fundamental nature of estate tax appraisals in order to clarify the expectations of both the IRS and estate attorneys.

**Cynthia Herbert**, Appretium Appraisal Services (moderator); **Theresa Melchiorre**, Office of Chief Counsel, Internal Revenue Service;

**Nicholas Montorio**, Herrick, Feinstein LLP

**6:00 pm – 8:00 pm, Bonhams, 580 Madison Avenue**  
EVENING RECEPTION AND ANNUAL MEETING

*Sponsored by **Bonhams New York***

## Bonhams

International Auctioneers and Appraisers

📍 Indicates recorded session

# NET: All Things Considered

November 8 and Sunday, November 9, 2014  
Central Park South, New York City



## SUNDAY, NOVEMBER 9, 2014

**8:00 am – 8:45 am, 9th Floor Hall**  
CHECK-IN AND COFFEE

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

**Harmer Johnson**, AAA, Co-Chair,  
Conference Committee

**Linda Selvin**, Executive Director,  
Appraisers Association of America

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

📌 **Five Ways I'd Change the Art Market If I Could...**

**Kelly Crow**, Art Market Reporter,  
*The Wall Street Journal*

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

*Sponsored by **Pearlstein & McCullough LLP***

📌 **Director's Order 210: Clarifying the Confusion**

President Obama issued an Executive Order committing the United States to step up its efforts to combat wildlife trafficking. Panelists will discuss the legislation's restrictions and the new responsibilities placed on the appraiser.

**Lark Mason**, *iGavel Auctions / Lark Mason Associates* (moderator); **William Pearlstein**, *Pearlstein & McCullough LLP*; **Anibal Rodriguez**, *Anibal Rodriguez Consultant LLC / American Museum of Natural History*

**10:30 am – 11:00 am, 10th Floor Presidents Room**  
COFFEE BREAK AND BOOK SIGNING

Book Signing: **Lark Mason**, *Asian Art: Including the Art of Islam*

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

📌 **Art Fairs: A New Paradigm**

Gain perspective on the 'Fair Factor' as it applies to new connoisseurship and buying habits, macro-trends and factors affecting dealers and collectors.

**Sara Kay**, *White Cube*; **Sue Stoffel**, *UNTITLED Art Fair, Miami Beach 2014*; **Catherine Sweeney Singer**, *Winter Antiques Show*; **Renée Vara**, *Vara Art* (moderator)

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

*Sponsored by **ARIS***

📌 **Burden of Proof: The Value of Authenticity**

This discussion addresses the criteria of authenticity: where an appraiser turns when there is a question and how to best broach these issues with a client.

**John Cahill**, *Cahill Partners LLP* (moderator);  
**Colette Loll**, *Art Fraud Insights, LLC*;  
**Katy Rogers**, Director of the Robert Motherwell catalogue raisonné, *Dedalus Foundation*

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

*Sponsored by **Lofty***

Presentation of the Belmont Award

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

1. *The Methods of Art Forger Wolfgang Beltracchi*

**Jamie Martin**, *Orion Analytical, LLC* and  
**Sabine Wilson**, Fine Art Appraiser

*Sponsor: **Joanne Kesten & Associates***

📌 2. *Valuation of Vintage Comics and Original Comic Art*

**Barry Sandoval**, *Heritage Auctions*

*Sponsor: **Sabine Wilson, Ph.D., AAA, Fine Art Appraiser***

📌 3. *Appraising Stamp Collections 101*

**Richard Colberg**, *R. Colberg Enterprises*

*Sponsor: **Harmer Johnson, AAA***

📌 4. *Wood Identification and*

*How It Can Affect Attribution*

**Randy Wilkinson**, *Fallon & Wilkinson, LLC*

*Sponsor: **Appretium Appraisal Services***

**3:45 pm – 4:15 pm, 10th Floor Presidents Room**  
COFFEE BREAK AND BOOK SIGNING

Book Signing: **Phoebe Hoban**, *Lucian Freud: Eyes Wide Open*

**4:20 pm – 5:30 pm, 9th Floor Lounge**  
PANEL

*Sponsored by **Betty Krulik Fine Art Ltd.***

*Compared to What: Issues in Valuation*

What do you do when there are no obvious comparables? What is considered a relevant versus an irrelevant comp?

**Leila Dunbar**, *Leila Dunbar Appraisals and Consulting LLC* (moderator); **Jane Willis**, *Jane H. Willis Appraisal Service*; **Gretchen Wolf**, *Office of Art Appraisal Services, Internal Revenue Service*

THANK YOU TO OUR EXHIBITORS

*ARIS; Art Recovery International Ltd.; ArtBase; artnet; Auctionata; Black Rock Galleries; Bonhams; Capo; Collector Systems, LLC; Heritage Auctions; Lofty; Mana Fine Arts; Period Furniture Conservation, LLC; Roland New York; Stevens Company; Woodbury Auction LLC*  
(as of 08/25/2014)

📌 *Indicates recorded session*

# REGISTRATION



Please note you cannot register for Art Law Day by using this form. See the Art Law Day schedule for registration information.

**DISCOURSE IN THE MARKET: All Things Considered**  
National Conference: Saturday, November 8 and Sunday, November 9, 2014

## REGISTRATION FEES

| TWO-DAY                                    | SINGLE DAY: SATURDAY                       | SINGLE DAY: SUNDAY                         |
|--|--|--|
| <input type="checkbox"/> \$495 Members     | <input type="checkbox"/> \$265 Members     | <input type="checkbox"/> \$265 Members     |
| <input type="checkbox"/> \$595 Non Members | <input type="checkbox"/> \$365 Non Members | <input type="checkbox"/> \$365 Non Members |

## NATIONAL CONFERENCE RECORDED SESSIONS

If you are unable to attend the National Conference, or were there but missed a key session, now you have a way to see what you may have missed and earn continuing education credits.

## RECORDING FEES\*

| TWO-DAY                                    | SINGLE DAY: SATURDAY                       | SINGLE DAY: SUNDAY                         |
|--|--|--|
| <input type="checkbox"/> \$440 Members     | <input type="checkbox"/> \$230 Members     | <input type="checkbox"/> \$215 Members     |
| <input type="checkbox"/> \$540 Non Members | <input type="checkbox"/> \$290 Non Members | <input type="checkbox"/> \$275 Non Members |

\*The following sessions will not be recorded: Saturday, November 8: *IRS: Guidelines for Preparing a Defensible Estate Tax Appraisal*; Sunday, November 9: *The Methods of Art Forger Wolfgang Beltracci and Compared to What: Issues in Valuation*

Access to the recordings will be sent digitally one month after the conference. You will have unlimited access to the purchased recordings. The recordings can be purchased before, during or after the conference.

## HOW TO REGISTER

Go online to [appraisersassociation.org/conference](http://appraisersassociation.org/conference), or submit this completed form via email: [programs@appraisersassociation.org](mailto:programs@appraisersassociation.org), fax: 212.889.5503, or mail:

Appraisers Association of America  
212 West 35th Street, 11th Floor South  
New York, NY 10001

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

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Please find enclosed my check in the amount of \$ \_\_\_\_\_  
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Please charge \$ \_\_\_\_\_ to my:  Mastercard  Visa  Amex  Discover

Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Conference registration closes on Friday, October 31, 2014

## CANCELLATION POLICY

All cancellations must be received by Friday, October 24, 2014 to receive a refund (less \$50 administration fee). **No refunds will be made after October 24, 2014. Refunds are not available for the recorded sessions.**

# WE GRATEFULLY ACKNOWLEDGE OUR SPONSORS AND EXHIBITORS

## Art Law Day

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## National Conference

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# Evening Reception and Annual Meeting

Bonhams New York  
580 Madison Avenue, New York City  
Saturday, November 8, 2014; 6:00pm - 8:00pm  
Cocktails, canapés, presentations, awards and raffle!  
Highlights from the Contemporary Art Sale will be on view.

*Sponsored by*

**Bonhams**  
International Auctioneers and Appraisers

## VISIT WITH THE EXHIBITORS

Visit our exhibitors in the **10th Floor Presidents Room** - Coffee and snacks served! Meet with colleagues, relax in between sessions and talk to exhibitors. This year's exhibitors include representatives from collections management systems, auction houses, online databases, conservators and other important service providers vital to the appraisal and art world communities.

**Visit every exhibitor and enter for a chance to win a free ticket to the 2015 National Conference!**

## CONTINUING EDUCATION CREDITS (CE)

Appraisers Association members earn 6 CE credits for attending Art Law Day and each day of the National Conference.

For attorneys, Art Law Day qualifies for 6.5 Professional Practice/ Practice Management CLE credit hours.

## ACCOMMODATIONS

A block of rooms have been reserved for attendees of Art Law Day and the National Conference. Attendees may make reservations using the Appraisers Association group rates at the following locations: **New York Athletic Club**, 180 Central Park South (at 7th Avenue). For reservations call 212.767.7135 or email reservation@nyac.org. Rates: \$355-\$375/night. Reservations need to be made by October 10, 2014. **Royalton New York**, 44 West 44th Street (between 5th and 6th Avenues). For reservations call 800.606.6090. Rates: \$285-\$325/night. Reservations need to be made by September 23, 2014.

## QUESTIONS

Contact the Appraisers Association of America  
212.889.5404 x 11  
programs@appraisersassociation.org

## LOCATION: NATIONAL CONFERENCE

The New York Athletic Club  
180 Central Park South at 7th Avenue  
New York, New York 10019  
212.767.7130

## LOCATION: ART LAW DAY

NYU Kimmel Center, Eisner & Lubin Auditorium  
60 Washington Square South  
New York, New York 10012  
212.998.7289

## 2014 NATIONAL CONFERENCE COMMITTEE

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## 2014 ART LAW DAY COMMITTEE

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