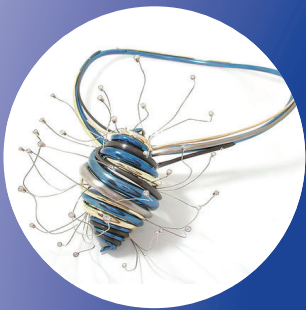


# OF VALUE

2022 NATIONAL CONFERENCE

Wednesday, November 9, 2022 | 9:00 AM - 5:30 PM EST

Thursday, November 10, 2022 | 9:00 AM - 5:30 PM EST



Wednesday, November 9, 2022

 artledger

STANDARDS FOR THE ART WORLD



**8:50 am – 9:00 am EST** | WELCOME, 9th Floor

**Sharon Chrust, AAA**, Board President, Appraisers Association of America  
**Jay Grimm, AAA**, Co-chair, Conference Committee

**9:00 am – 9:30 am EST** | KEYNOTE ADDRESS **A Collector's Perspective**

**Alvin Hall**, Broadcaster, Writer, Art Collector

Sponsor | Seriatim, Inc.

While wealth and art have always been inextricable, the field of contemporary art now seems to privilege prices above all else. Through the lens of personal experience and financial expertise, this presentation seeks to distinguish among the many reasons people acquire art.

**9:30 am – 10:30 am EST** | PANEL **Collectors' Panel: Value, Social Responsibility and the Ethics of Collecting**

Join collectors **Benedicta Badia Nordenstahl** and **Alvin Hall** in conversation as they each share what drives them to collect, their approach to collecting, and what are some of the most pressing issues they think about when collecting today.

**Alvin Hall**, Broadcaster, Writer, Art Collector  
**Benedicta Badia Nordenstahl**, Art Advocate  
**Mireya Lewin, Ph.D, AAA**, Vulcan LLC, *Moderator*

Sponsor | Freeman's

**10:30 am – 11:00 am EST** | COFFEE BREAK, 10th FLOOR

**11:00 am – 12:00 pm EST** | PANEL **Should We Broaden the Way We Think of and Appraise Jewelry?**

Panelists will engage in a conversation about the expanded world of artist and studio jewelry. Learn about the types of jewelry that capture their professional interests. As the panelists debate and consider how appraisal methods might be expanded to include less traditional factors. Come ready to participate in a lively discussion about appraising objects that may not align perfectly with jewelry as we think of it today.

**Tiffany Dubin**, Artist Jewelry Specialist, Senior Business Development, Sotheby's  
**Bella Neyman**, Co-Founder, NYC Jewelry Week  
**Emily Stoehrer, Ph.D.**, Rita J. Kaplan and Susan B. Kaplan Curator of Jewelry, Museum of Fine Arts, Boston  
**Barbara Gifford**, Associate Curator, Museum of Arts & Design, New York, *Moderator*

Sponsor | Appretium Appraisal Services

**12:00 pm – 1:00 pm EST** | PANEL **Perspectives on the Impressionist Art Market**

Although French Impressionist art still draws big crowds to museum exhibitions and masterworks by the major artists still bring trophy prices, this market has had its vicissitudes, due to geo-political forces and a younger audience who seek a contemporary aesthetic. **Nancy Harrison, AAA**, moderates a panel with leading art dealers **Michael Findlay** and **David Norman** to discuss market dynamics and the future of the field.

**Michael Findlay**, Director, Acquavella Galleries  
**David Norman**, Owner, David Norman Fine Art  
**Nancy Harrison, AAA**, Partner, Vice President, Senior Fine Art Specialist  
Emigrant Bank Fine Art Finance/Fine Art Asset Management, *Moderator*

Sponsor | Betty Krulik Fine Art, Limited



**1:00 pm – 2:30 pm EST** | NETWORKING LUNCH, 9th Floor  
2022 Belmont Society Award Presented to Beth Weingast, AAA  
Sponsor | Art For Eternity

**2:30 pm – 3:45 pm EST** | CONCURRENT CONNOISSEURSHIP SESSIONS | 10th Floor Olympic Suites

### 1. The Art of Discovery: Brokering and Selling Estates

Join auctioneer Nicholas Thorn as he sheds light on the complicated yet exciting process of brokering estates. With nearly thirty years of experience finding treasure, sometimes in the most unlikely of places, he surveys methods of deaccessioning work from large and small collections alike. His insights are helpful to appraisers who are new to selling estates and to more seasoned brokers alike. Attendees will gain concrete knowledge about conducting home visits, selling work on the secondary market, and everything in between.

**Nicholas Thorn**, President/Partner, Capsule + Litchfield Auctions

Sponsor | Sharon Chrust & Associates

### 2. Not Just Spaceships and Robots: Looking at Science Fiction on the Shelves

Henry Wessells gives a brief illustrated overview of science fiction and talks about how to look at science fiction books and magazines you might encounter on a appraisal visit, and how to identify value in the current market.

**Henry Wessells, AAA**, James Cummins Bookseller

Sponsor | Penelope Dixon & Associates

### 3. Collector Cars: The Market, The Trends, The Future

We will examine the current market for collector cars, the recent trends and where this segment may go in the future. We will also look at the impacts of the Covid shutdowns, how the market evolved and survived and what the “re-entry” to normal was like. Finally, with acceptance and emerging strength of electric vehicles what might the future hold for the industry.

**Christopher D. Sanger, AAA**, President, Durant Enterprises

Sponsor | Clars Auction Gallery

**3:45 pm – 4:20 pm EST** | COFFEE BREAK, 10th FLOOR

**4:20 pm – 5:30 pm EST** | PANEL **Methodology of Appraising an Artists’ Estate** | 10th Floor Olympic Suites

Appraising an artist’s entire estate brings a level of complexity not often found with other assignments. One may need to address a high volume of objects, multiple stakeholders, and a variety of working conditions in order to simply assess the scope of work. The estate of American artist Stephen Pace (1918-2010) is our working model as we examine this type of appraisal report.

**Christine Berry**, Co-owner, Berry Campbell Gallery

**Rachael Blackburn Cozad, AAA**, Owner, Principal Appraiser, Madison Group Fine Art Appraisals

Sponsor | DGS Fine Art Consultants, Inc.

**6:00 pm - 8:00 pm EST** | Reception held at Bonhams. Please join us following the conference for our evening reception. Enjoy a glass of wine, raffle and a private viewing of their current exhibition.

Members, Conference Attendees, and Guests welcome!

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

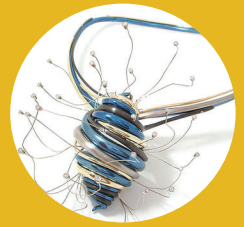
# Bonhams

AUCTIONEERS SINCE 1793



Thursday, November 10, 2022

**HERITAGE**  
AUCTIONS



**8:50 am – 9:00 am EST** | INTRODUCTION, 9th Floor

**Linda Selvin**, Executive Director, Appraisers Association of America  
**Deborah G. Spanierman, AAA**, Co-chair, Conference Committee

**9:00 am – 9:30 am EST** | KEYNOTE ADDRESS **A Network Not an Empire: How Bonhams is Expanding its Footprint**

**Bruno Vinciguerra**, Chief Executive Officer, Bonhams

Sponsor | Jay Grimm Art Advisory

Join Bruno Vinciguerra as he describes how the 225-year-old auction house is pushing boundaries, both geographically and digitally, to focus on growth opportunities in the auction world.

**9:30 am – 10:30 am EST** | PANEL **NFTs and the Evolving Art World Ecosystem**

Non-Fungible Tokens dominated headlines in 2021 with extraordinary prices realized for digital-only assets - what has subsequently evolved are the roles of auction houses, galleries, and service providers such as insurers and appraisers. This panel explores how NFTs have challenged observers and participants to reconsider what constitutes art, and discusses how this new technology is affecting the various affiliated businesses.

**Nyasha Foy**, VP, Assistant General Counsel, & NFTs, Sotheby's  
**Ankur Kacker**, Senior Vice President, Head of Digital Assets UK, Marsh Ltd.  
**Anders Petterson**, Founder, ArtTactic  
**Caroline Taylor, AAA**, Founder & CEO, Appraisal Bureau, *Moderator*

**10:30 am – 11:00 am EST** | COFFEE BREAK, 10th FLOOR

**11:00 am – 12:00 pm EST** | PANEL **The American Arts and Crafts Movement: Understanding Today's Market**

This panel will explore how the American Arts & Crafts Movement has evolved into a niche area of the Twentieth Century Design market. The panel's speakers will review the important designers and objects associated with the movement and the major dealers and collectors who served as market movers. The panel will take the form of a lively discussion focusing on the factors influencing today's market, how to discern quality and value, and the relationship between auction and retail prices.

**Johnathan Clancy**, Ph.D, Director of Collections and Preservation, The Stickley Museum of Craftsman Farms  
**Robert Kaplan**, Private Dealer, Collector, and Former Principal of the NYC gallery Cathers & Dembrosky  
**David Rago**, President, Rago/Wright, expert in the field of American ceramics and art pottery  
**Molly Seiler, AAA**, President, Molly Seiler & Associates, *Moderator*

**12:00 pm – 1:00 pm EST** | PANEL **Contemporary Art Glass in 2022: The United Nations International Year of Glass**

Celebrate the Contemporary Art Glass movement during the United Nations International Year of Glass. Survey the movement with the Ringling Museum's extensive collection as a guide. Look through the eyes of an experienced collector as they share their passion for the medium and experiences within the Contemporary Art Glass collecting community at large. Keep your finger on the pulse of the current market for Contemporary Art Glass in both the gallery and auction arena, while learning the nuances between the two. A question and answer session will follow.

**Marissa Hershon**, Curator, Ca' d'Zan and Decorative Arts, The John & Mable Ringling Museum of Art  
**Sharon Karmazin**, Tony Award-Winning Broadway Producer; Founder, Karma Foundation, Good Karma Productions  
**Suzanne Perrault**, Partner, Rago Wright LLC  
**Laurel Porcelli, AAA**, Founder, Principal Appraiser, Artisan Advisory Group, *Moderator*



**1:00 pm – 2:30 pm EST** | NETWORKING LUNCH, 9th Floor  
Annual Meeting and 2022 Award Presentation

Sponsor | John Moran Auctioneers & Appraisers

**2:30 pm – 3:45 pm EST** | CONCURRENT CONNOISSEURSHIP SESSIONS | 10th Floor Olympic Suites

### **1. Playing to Win: Video Games as a Collectible in 2022**

Though collected since their inception, video games only entered the mainstream as a collectible in 2019, when they quickly became one of the hottest new commodities. The market peaked in mid-2021 with multiple 7-figure sales for items worth a fraction of that only a year prior. We will cover the history of video games and video game collecting and how it parallels and differs from other collectible markets.

**Valarie Spiegel**, Managing Director, Video Games, Heritage Auctions

### **2. Movie Poster Values: Blockbusters and Flops**

Attendees will gain a perspective on the many categories of movie poster collecting and factors that contribute to fair market and insurance valuations. In addition to summer blockbusters, additional categories will be Animation (Disney) Directors (Hitchcock, Kubrick, Coppola), Movie stars (Audrey Hepburn, Marilyn Monroe, James Dean), 1950's Sci-Fi, Comedy, Romance, Epics, Westerns and Silents.

**Cole Ferry**, Owner, W.C. Ferry & Associates

Sponsor | Jane H. Willis Appraisal Services

### **3. Native American Art: The Current State of a Shifting Field**

The arts produced within the multitude of Native North American cultures are enormously rich and diverse. Likewise, the field of collecting is complex, nuanced, ever-changing and today, culturally and politically charged. This presentation will provide an overview of historical Native cultures, patterns of collecting, issues of connoisseurship and cultural sensitivity, current market dynamics, and the challenges facing appraisers in establishing fair market values.

**Gaylord Torrence**, Curator Emeritus of American Indian Art, The Nelson-Atkins Museum of Art, Kansas City

Sponsor | Madison Group Fine Art Appraisals

**3:45 pm – 4:20 pm EST** | COFFEE BREAK, 10th FLOOR

**4:20 pm – 5:30 pm EST** | PANEL **Internal Revenue Service** | 10th Floor Olympic Suites

Q&A forum with an attorney and an appraiser from the IRS in recent changes, current issues, concerns and frequently seen errors.

**Kelly Grimm Knowlton**, Art Appraiser, IRS Art Appraisal Services

**Karin Gross**, Special Counsel, IRS Office of Chief Counsel

**5:45 pm EST** | CONFERENCE CONCLUDES- **Thank you for attending!**

# SPECIAL EVENTS

## 2022 BELMONT SOCIETY AWARD

Wednesday, November 9

2022 Belmont Society Award Recipient  
**Beth Weingast, AAA**, member since 1978

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's Members met monthly from circa 1958 to 1973.



Luncheon Sponsor



## EVENING NETWORKING RECEPTION

Wednesday, November 9 | 6:00 - 8:00 pm EST

Bonhams, 580 Madison Ave, New York, NY 10022

Members, Conference Attendees, and Guests welcome!

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

## 2022 AWARD RECIPIENTS

Thursday, November 10 | 1:00 pm EST | Networking Luncheon



Steven R. Schindler  
President's Award



William Roland  
Director's Award



Debra Singer  
Student Award



Dr. Tom Folk, AAA  
Service to Education Award



Lori Spector, AAA  
Regional Service Award



WE GRATEFULLY THANK OUR 2022 SPONSORS!



STANDARDS FOR THE ART WORLD

**HERITAGE**  
A U C T I O N S

**JOHN MORAN**  
— SINCE 1969 —  
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Art for Eternity



**JAY GRIMM**  
ART ADVISORY



**S E R I A T I M**



Gloria Velandia  
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JOHN MORAN  
— SINCE 1969 —  
AUCTIONEERS & APPRAISERS

MuseumExchange



SHOWPLACE  
antique + design center  
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— INC —

## COVID-19 Protocol

The health and safety of our attendees is our priority. We will continue to monitor and abide by guidelines issued by the Centers for Disease Control (CDC), New York State, and New York City for health and safety procedures that inform our protocols.

- Masks are recommended, but not required.
- We encourage attendees to be vaccinated.
- Please do not attend the conference if you have a fever or any COVID-19 symptoms, tested positive for COVID-19 within the past 14 days, or have had close contact with anyone who is confirmed or is suspected of having COVID-19.

An inherent risk of exposure to COVID-19 exists in any public space where people are present. We cannot guarantee that you will not be exposed to COVID-19 during your attendance at the conference. By attending the conference, you do so at your own risk of such exposure.

The link for Closed Captioning can be found on the Attendee Page. A link to the Attendee Page was included in the reminder mail you received.

### 2022 Conference Committee

Jay Grimm, AAA, Co-chair	Betty Krulik, AAA
Deborah G. Spanierman, AAA, Co-chair	Mireya Lewin, AAA
Rebecca Cochran	Mee-seen Loong, AAA
Rachael Blackburn Cozad, AAA	Carmen Melián, AAA
Nicholas Dawes, AAA	Sarah Morthland, AAA
Cynthia D. Herbert, AAA	Laurel Porcelli, AAA

### Special Thanks to our staff and volunteers!

Teresa Caputo	Patrick McIntyre
Alaina Boukedes	Yasemin Yeldener
	Claudia Hernandez
Valencia Tong	Alexandria Deters
Tina Ting Wen Hsiao	Livia Gao
Chelsea Burgess	Nancy Kaminsky
John Rodriguez	Maureen Vitanza
Jean-Paul Maitinsky	Taylor Pope
Tyler Rutledge	
Jamie Satterfield	

### 2022- 2023 Board of Directors

Sharon Chrust, AAA, <i>President</i>	Cynthia D. Herbert, AAA*
Suzanne Smeaton, AAA, <i>First Vice President</i>	Thomas Lecky, AAA
Molly Seiler, AAA, <i>Second Vice President</i>	Mireya Lewin, AAA
Susan Hunter, AAA, <i>Recording Secretary</i>	Carmen Melián, AAA
Betty Krulik, AAA*, <i>Secretary</i>	Eric Silver, AAA
Edward Yee, AAA, <i>Treasurer</i>	Lori Spector, AAA
Deborah Spanierman, AAA* <i>Parliamentarian</i>	Carina Villinger, AAA
Lark Mason, AAA*	Rick Wester, AAA
<i>Immediate Past President</i>	Deborah E. Zafman, Ph.D., AAA
Karen Tallackson Bacon, AAA	*Past Presidents
Pamela Brown, AAA	Ex-Officio:
Charles Curtis, AAA	Linda Selvin
Nicholas M. Dawes, AAA	<i>Executive Director</i>
Ben Farina, AAA	Steven Schindler
Jay Grimm, AAA	<i>General Counsel</i>

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

The Appraisal Institute of America is the educational foundation of the Appraisers Association of America. 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.