



Connoisseurship in Context

**2013 NATIONAL CONFERENCE
APPRAISERS ASSOCIATION OF AMERICA**



Conference


November 9–10

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

Art Law Day

November 8

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



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 an evening reception.

FRI

ART LAW DAY @ NYU-SCPS

Friday, November 8, 2013, 8:30am-7:30pm

NYU Kimmel Center, Eisner & Lubin Auditorium

60 Washington Square South, New York City

Co-produced by New York University/School of Continuing and Professional Studies and the Appraisers Association

Sponsored by Withers Bergman LLP & Heritage Auctions

CHECK-IN AND COFFEE

8:30am – 9:00am *Sponsored by Herrick Feinstein LLP*

WELCOME

9:00am – 9:15am **Terry Shtob**, NYU-SCPS; **Betty Krulik**, Appraisers Association; **Steve Pincus**, DeWitt Stern Group

KEYNOTE ADDRESS

9:15am – 10:00am ***New Legislation for Authentication Experts***

Judith Bresler, Withers Bergman, LLP.

PANEL

10:00am – 11:10am ***Issues with Artists, Post-Post-Disaster***

Moderator: Dean Nicyper, Flemming, Zulack, Williamson, Zauderer, LLP. **Panelists:** Gloria Velandia, GV Art Conservation; Jill Arnold, AXA Art Insurance Corporation; and Simon Hornby, Crozier Fine Arts.

COFFEE BREAK

11:10am – 11:20am *Sponsored by Doyle New York*

PANEL

11:20am – 12:30pm ***Antiquities Case Studies***

Moderator: Christopher Marinello, Art Recovery International. **Panelists:** Karen Sanig, Mishcon de Reya; Laurie Rush, Fort Drum Cultural Resources Program; Yael Weitz, Herrick Feinstein, LLP; and Patty Gerstenblith, Distinguished Research Professor, DePaul University of Law.

LUNCH BREAK

12:30pm – 1:30pm *A list of local restaurants and cafes will be provided*

PANEL

1:30pm – 2:40pm ***Conflicts of Interest***

Moderator: John Cahill, Cahill Partners LLP. **Panelists:** Elizabeth von Habsburg, Winston Art Group; Judith Pearson, ARIS Title Insurance Corporation; David Gorenberg, Citi Commercial Bank; and Christopher Robinson, Davis Wright Tremaine LLP.

COFFEE BREAK

2:40pm – 2:50pm *Sponsored by Flemming, Zulack, Williamson, Zauderer LLP*

PANEL

2:50pm – 4:00pm ***Recent Complex Art and Tax Law Cases***

Moderator: Ralph Lerner, Withers Bergman, LLP. **Panelists:** Yuri Yanchyshyn, Period Furniture Conservation LLC; Theresa Melchiorre, IRS; Michael McCoullough, Michael McCoullough LLC; and Lark Mason, Lark Mason Associates.

4:00pm – 5:00pm RECEPTION

Eisner and Lubin Auditorium Reception Hall. *Sponsored by Cahill Partners LLP*
Cocktails, canapés, and comments!

*Art Law Day qualifies for 6.5 Professional Practice/ Practice Management CLE units.

**Art Law Day registration is through NYU and not included in the general Conference registration fee.



CONFERENCE NOVEMBER 9, 2013

8:00am – 8:45am **CHECK-IN AND COFFEE**
NYAC, 180 Central Park South, at 7th Avenue

8:45am – 9:00am **WELCOME**
Harmer Johnson, AAA, Co-Chair, Conference Committee
Betty Krulik, AAA, President, Appraisers Association of America

9:00am – 9:30am **KEYNOTE ADDRESS**
Amy Herman on ***The Art of Perception: Rethinking How We See***
A discussion on the applicability and relevance of visual literacy across the professional spectrum and the use of analysis and perception of works of art in providing an innovative way to reconsider the skills necessary for professional success. *Sponsored by Phillips*

9:30am – 10:30am **PANEL**
Current Issues at the IRS
Representatives from the Office of Appeals and the Office of the Chief Counsel will cover all of the most current issues pertaining to the process of reviewing income, estate, and gift tax appraisals.
Speakers: Ruth Vriend, IRS: Art Appraisal Services, Appeals; Karin Gross, IRS: Office of the Chief Counsel; Theresa Melchiorre, IRS: Office of the Chief Counsel. *Sponsored by 1stdibs*

10:30am – 11:00am **COFFEE BREAK AND BOOK SIGNINGS**
Sponsored by Rago Arts and Auction Center
Edward Dolnick: *The Forger's Spell: A True Story of Vermeer, Nazis, and the Greatest Art Hoax of the Twentieth Century*, 2009
Robert Kashey: *Nineteenth and Early Twentieth Century European Sculpture: A Handbook*, 2012

11:00am – 12:00pm **PANEL**
The Effect of Digital Images and Prints on the Photography Market
The Effect of the impact of technology on 21st century photography and photobook appraisals.
Speakers: Edward Yee, AAA, Penelope Dixon & Associates, Inc.; Daile Kaplan, AAA, Swann Auction Galleries; Sarah Morthland, Archive Consulting and Management Services LLC. *Sponsored by 1stdibs*

12:00pm – 1:00pm **PANEL**
Fake-ish Objects in Appraisals
How appraisers evaluate restrikes, afters, and *surmoulage* of prints and sculptures.
Speakers: Roslyn Goldman, AAA, Fine Art Appraiser and Consultant; Robert Kashey, Shepherd Gallery Associates; Jacob Lewis, Pace Prints Chelsea. *Sponsored by 1stdibs*

1:00pm – 2:30pm **LUNCHEON ROUNDTABLES**
Sponsored by Herrick Feinstein LLP

2:30pm – 3:45pm **AFTERNOON SESSION OPTIONS**
1. *American Silver: Stylistic Periods and Today's Market*, **Joseph Brady**, Joseph P. Brady Appraisal Services. *Sponsored by Aleya Lehmann Bench Photography*
2. *Planning Strategies and Financial Tools for Your Clients*, **Paul Aitken**, borro; **Sonya Weisshappel**, Seratim, Inc.; **Michelle Bergeron Spell**, Herrick Feinstein, LLP; **Deborah Spanierman**, AAA, DGS Fine Art Consultants, Inc. (Moderator). *Sponsored by Fortress Storage NY*
3. *Getting Started in Social Media: How to Use Social Media to Market Your Practice*, **Loraine Kasprzak**, Advantage Marketing Consulting Services. *Sponsored by Appretium Appraisal Services*
4. *Understanding and Valuing American Period Frames*, **Tracy Gill & Simeon Lagodich**, Gill & Lagodich Fine Period Frames. *Sponsored by W.C. Ferry and Associates*

3:45pm – 4:15pm **COFFEE BREAK AND BOOK SIGNINGS**
Sponsored by Roland New York
Tracy Gill: *One Hundred Years on the Edge: The Frame in America 1820 to 1920*, 1996
Loraine Kasprzak: *Turn Your Practice into a Client Magnet (e-book)*, 2012

4:15pm – 5:30pm **AFTERNOON SESSION**
De-Mystifying the IRS: Preparing a Successful Report for Tax Purposes, **Ruth Vriend**, Appeals, IRS: Art Appraisal Services; **Karin Gross**, IRS: Office of the Chief Counsel; **Theresa Melchiorre**, IRS: Office of the Chief Counsel; **Karen Holtzman**, AAA, Art Advisor and Appraiser (Moderator). *Sponsored by DGS Fine Art Consultants, Inc*

6:00pm – 8:00pm **EVENING RECEPTION AND ANNUAL MEETING**
Hosted and Sponsored by Bonhams New York; 580 Madison Avenue



SUN

CONFERENCE

NOVEMBER 10, 2013

8:00am – 8:45am

CHECK-IN AND COFFEE

NYAC, 180 Central Park South, at 7th Avenue

8:45am – 9:00am

WELCOME

Cynthia Herbert, AAA, Co-Chair, Conference Committee
Linda Selvin, Executive Director, Appraisers Association of America

9:00am – 9:30am

KEYNOTE ADDRESS

Bonnie Magness-Gardiner on **FBI Art Theft Program: Recent Trends**
Case studies will illustrate current issues in art theft, reveal how the FBI detects and solves these cases, and identify the important repercussions of art theft crimes. *Sponsored by Litchfield County Auctions, Inc.*

9:30am – 10:30am

PANEL

Challenges with Conserving Contemporary Art

The difficulty of conservation with works created in new materials, new media, and nontraditional materials from the perspectives of a conservator, appraiser, and insurance professional.

Speakers: Renee Vara, AAA, Vara Fine Arts LLC; Michelle Impney, Fireman's Fund Insurance Company; Gloria Velandia, GV Art Conservation. *Sponsored by Skinner, Inc.*

10:30am – 11:00am

COFFEE BREAK AND BOOK SIGNINGS

Sponsored by artnet

Brian Cummings (pictorial research and content contributor): *John Wayne: The Legend and the Man: An Exclusive Look Inside Duke's Archive*

Emily Eerdmans: *Mario Buatta: Fifty Years of American Interior Decoration, 2013*

11:00am – 12:00pm

PANEL

Africa, Asia, and the Americas: Cultural Patrimony

Legal realities and issues of important and exporting art and antiques to and from the United States.

Speakers: Michael Cohn, AAA, Michael Cohn Fine Art Consultants, LLC; Harmer Johnson, AAA, Tribal and Ancient Art; Howard Nowes, AAA, Art for Eternity. *Sponsored by Skinner, Inc.*

12:00pm – 1:00pm

PANEL

The Current Market in Vintage Fashion and Luxury Accessories

An informed discussion of the rise in popularity of vintage fashion and luxury accessories and establishing values for auction and retail markets.

Speakers: Karen Augusta, Augusta Auctions; Matthew Rubinger, Heritage Auctions; David Ornstein, Manhattan Vintage. *Sponsored by Skinner, Inc.*

1:00pm – 2:30pm

LUNCHEON ROUNDTABLES

Sponsored by Art Peritus, LLC

2:30pm – 3:45pm

AFTERNOON SESSION OPTIONS

1. *Appraising Wine: Challenges and Solutions*, **Charles Curtis MW**, Wine Alpha.

Sponsored by Harmer Johnson

2. *Reconstructing Value: The Damage and Loss Appraisal and the Role of Experts in Extraordinary Assumptions*, **Steven Pincus**, DeWitt Stern Group; **Jonathan Schwartz**, Atelier 4;

Yuri Yanchyshyn, Period Furniture Conservation LLC; **Molly Seiler**, Art Advisory and Appraisal Services (Moderator). *Sponsored by Fortress Storage NY*

3. *Blockage Discount: A Primer*, **Jannette Barth, Ph.D.**, Pepacton Institute LLC.

Sponsored by Freeman's

4. *Studio Glass: A Market in Transition*, **Douglas Heller**, Heller Gallery.

Sponsored by Emigrant Bank Fine Art Finance

3:45pm – 4:15pm

COFFEE BREAK AND BOOK SIGNINGS

Sponsored by Doyle New York

Judith Bresler and Ralph Lerner: *Art Law: The Guide for Collectors, Artists, Investors, Dealers, and Artists, 2012*

Ann Fensterstock: *Art on the Block, 2013*

4:15pm – 5:30pm

AFTERNOON SESSION

Current Conflict of Interest Issues in the Art World, **Judith Bresler**, Withers Bergman LLP; **John**

Cahill, Cahill Partners LLP; **Karen McManus**, AAA, Jacqueline Silverman & Associates, Inc.; **Patricia**

Dillon, Putnam Art Advisors & Consultants, Inc. (Moderator). *Sponsored by Betty Krulik Fine Art Ltd.*

EVENING RECEPTION AND ANNUAL MEETING

Bonhams

580 Madison Avenue

Saturday, November 9, 2013

6:00-8:00pm

On view will be highlights from the November Contemporary Art Sale. Cocktails, canapés, presentations, awards and raffle! Open to all members, including those not attending the conference!

Sponsored by Bonhams New York

10th FLOOR LOUNGE

Come and visit the 10th Floor!
Meet with colleagues, talk with exhibitors and authors, and relax in between sessions with coffee and snacks.

BOOK SIGNINGS

Book signings with **Judith Bresler and Ralph Lerner**: *Art Law: The Guide for Collectors, Artists, Investors, Dealers, and Artists*, 2012; **Brian Cummings** (pictorial research and content contributor), *John Wayne: The Legend and the Man: An Exclusive Look Inside Duke's Archive*; **Edward Dolnick**, *The Forger's Spell: A True Story of Vermeer, Nazis, and the Greatest Art Hoax of the Twentieth Century*, 2009; **Emily Eerdmans**, *Mario Buatta: Fifty Years of American Interior Decoration*, 2013; **Ann Fensterstock**, *Art on the Block*, 2013; **Tracy Gill**, *One Hundred Years on the Edge: The Frame in America 1820 to 1920*, 1996; **Robert Kashey**, *Nineteenth and Early Twentieth Century European Sculpture: A Handbook*, 2012; **Loraine Kasprzak**, *Turn Your Practice into a Client Magnet (e-book)*, 2012.

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Capo Auction
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Day & Meyer, Murray & Young
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PB Fine Art Appraisal, LLC
Period Furniture Conservation LLC
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REGISTRATION

Yes, I will attend the 2013 National Conference and would like to register for the following:

FULL TWO-DAY CONFERENCE

- \$495 Accredited Members/Certified Members/Life Members
- \$495 Candidates/Allied Professionals/Students/Associates/Emeritus
- \$545 ISA/ASA/RICS/APAA/POWArts
- \$595 General Admission

DAY PASSES

- \$400 Saturday, November 9
- \$400 Sunday, November 10

Registration is by phone, mail, fax, email, or *online!*
www.appraisersassociation.org

HOW TO REGISTER FOR ART LAW DAY:

Art Law Day is not included in Conference registration; you must register directly with NYU/SCPS. Attorneys, please note: this program is eligible for 8.5 non-transitional CLE credits in the category of professional practice. AAA members please note: this program provides 8.5 re-certification points. For those facing financial hardship, applications are available for financial aid. **Register directly with NYU/SCPS. Online:** <http://www.scps.nyu.edu/events> **Call:** 212.998.7289 **Email:** scps.libarts@nyu.edu **Fees:** \$250 General Admission; \$225 for AAA/ISA/ASA/RICS/APAA/POWArts/NYU/Bar Association.

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Appraisers Association of America
386 Park Avenue South, Suite 2000, New York, NY 10016
Tel: 212.889.5404, x 11, Fax: 212.889.5503
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Cancellations

Notice of cancellation 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. No exceptions.

We Gratefully Acknowledge Our Sponsors

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