

Tomorrow's Challenge:

Valuing Art & Design in the 21st Century

2011 National Conference



November 13–14, New York Athletic Club

180 Central Park South, New York City

Including Art Law Day On November 15

At NYU Kimmel Center, Rosenthal Pavilion

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 evening receptions.

OPENING RECEPTION SATURDAY 12th

6:00 – 8:00 pm

Phillips de Pury & Company, 450 Park Avenue

On view at Phillips' flagship galleries will be highlights from the upcoming *Latin America Auction* providing a spectacular setting for the Opening Reception. Cocktails, hors d'oeuvres, and special presentations!

Sponsored by Dunnington, Bartholow & Miller LLP

Have your picture taken for the website!

If you are looking to have a professional picture taken of yourself for the AAA website, David Smith, conference photographer will be available to take your portrait during the coffee and lunch breaks on Sunday and Monday. **Free of Charge!**

LUNCHEON ROUNDTABLES

During lunch on both Sunday and Monday, each table will have a topic posted, so you may select any table and join the discussion if you wish!

VIP LOUNGE

Come and visit the VIP Lounge on the 10th floor, meet with colleagues, talk with exhibitors, and relax in between sessions. Coffee and snacks served.

BOOK SIGNINGS

Book-signings with Maureen Stanton, University of Missouri in Columbia, author of *Killer Stuff and Tons of Money*, 2011; and Anthony M. Amore, Director of Security, Isabella Stewart Gardner Museum, author of *Stealing Rembrandts: The Untold Stories of Notorious Art Heists*, 2011. Authors will be on hand during the coffee breaks in the VIP Lounge.

EXHIBITORS

American Institute for Conservation, ARIS Title Art Insurance Corporation, Art Loss Register, Artnet, Capo Auction Galleries, Chartis Private Client Group Christie's Fine Art Storage, Chubb Group of Insurance Companies, Cirker's, Day & Meyer, Murray & Young, Heritage Auctions, Hutter Auction Galleries, Period Furniture Conservation LLC

CONFERENCE COMMITTEE

Brian Cummings
Cole Ferry
Jennifer Garland Ross, AAA
Cynthia Herbert
Jane C.H. Jacob, AAA
Harmer Johnson, AAA
Aleya Lehmann Bench
Deborah Spanierman, AAA
Sabine Wilson, AAA

BOARD OF DIRECTORS

Nancy Harrison, AAA
President
Alasdair Nichol, AAA
First Vice President
Elizabeth von Habsburg, AAA
Second Vice President
Daile Kaplan, AAA
Secretary
Erica Hartman, AAA
Treasurer
Jane C.H. Jacob, AAA
Parliamentarian
Sharon Chrust, AAA
Recording Secretary

Kate Carmel, AAA
Roslyn Bakst Goldman, AAA
Shari L. Cavin, AAA
David A. Gallagher, AAA
Ramona Hillier-O'Hara, AAA
Betty Krulik, AAA
Robert I. Levy, AAA
Elvin Montgomery, AAA
Anne Frances Moore, AAA
Kathy Rosenblatt, AAA
Jacqueline Silverman, AAA
Deborah G. Spanierman, AAA
Renée Vara, AAA
Beth G. Weingast, AAA
Jane H. Willis, AAA

Aleya Lehmann Bench
Executive Director

Judith A. Bresler
General Counsel

Images: Andy Warhol, *Martha Graham: Letter to the World (The Kick)*, 1986 (original color has been altered for this brochure), © 2011 The Andy Warhol Foundation for the Visual Arts / Artists Rights Society (ARS), New York; Brice Marden, *Tiles Portfolio*, 1979, © 2011 Brice Marden / Artists Rights Society (ARS), New York; Bruce Nauman, *Double Poke in the Eye II*, 1985, © 2011 Bruce Nauman / Artists Rights Society (ARS), New York; Pablo Picasso, *Grand vase aux danseurs*, 1950, © 2011 Estate of Pablo Picasso / Artists Rights Society (ARS), New York

Design: C.Harvey GraphicDesign, NYC (charvey.com)



CONFERENCE SUNDAY 13th

8:00 – 8:45 am

CHECK-IN AND COFFEE

NYAC, 180 Central Park South, at 7th Avenue

8:45 – 9:00 am

WELCOME

Nancy Harrison, AAA, President, Appraisers Association of America

9:00 – 10:00 am

KEYNOTE ADDRESS

James McAndrew, Forensic Specialist, Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP on *A Decade of Transition in the Trade of Art and Antiquities*.

Sponsored by Skinner, Inc.

10:00 – 11:15 am

PANEL DISCUSSION

International Marketplace: Where Do We Stand Now?

In this world of insecure economies and uncertain prospects, many areas of the art market are thriving and we are witnessing world record prices. What are these areas, where are they, why are they, and who are the players? What are the fields of collecting in which great works are little affected by the dramatically escalating prices for masterpieces, and what are the reasons? Moderator: Marley Rabstenek, Marley Rabstenek Asian Works of Art, Inc. Speakers: Cristiano Bierrenbach, Heritage; Anthony Grant, Sotheby's; Mike Moses, Beautiful Asset Advisors LLC; Richard Vine, Art in America

11:15 – 11:45 am

VIP LOUNGE COFFEE BREAK

Sponsored by Fortress

11:45 – 1:00 pm

PANEL DISCUSSION

Approaching International Appraisal Challenges

This panel will address the many global changes appraisers face today working in other countries with their worldwide colleagues as well as important information to assist foreign clients here in the US. Moderator: Kimball Higgs, Winston Art Group Speakers: Tash Perrin, Christie's; Barden Prisant, RICS, Telepraisal, Inc.; Josefa Velazquez, Art Appraisal Services International

1:00 – 2:30 pm

LUNCHEON ROUNDTABLES

Sponsored by Doyle New York

2:30 – 3:45 pm

AFTERNOON SESSIONS

Sponsored by Freeman's

Following your Appraisal through the IRS, Gretchen Wolf, Internal Revenue Service.

Ask the Print Expert Roundtable, Roslyn Bakst Goldman, AAA.

Appraising Outsider Art, Shari Cavin, AAA, Cavin-Morris Gallery.

American Furniture at Auction, Lynda Cain, Freeman's.

3:45 – 4:15 pm

VIP LOUNGE COFFEE BREAK

Sponsored by Roland Auction NY

4:15 – 5:30 pm

AFTERNOON SESSIONS

Sponsored by Freeman's

What's New at Paddle8, Thomas Galbraith, Artnet.

Ask the Fine Art Expert Roundtable, Kathleen Harwood, AAA, Harwood Fine Arts Inc.

Tangible Commodities as Art and Investments, Jon and Janet Frank, Frank and Frank LLC

Appraising Rare Books & Maps, Peter Costanzo, Doyle New York.

6:00 – 8:00 pm

EVENING RECEPTION AND ANNUAL MEETING

Museum of Arts and Design, 2 Columbus Circle

Annual Meeting of the AAA including special presentations, awards, and raffle prizes.

(Open to all members, including those not attending the conference). On view *Crafting*

Modernism: Midcentury American Art and Design, which explores the rich interplay of art

and design in clay, fiber, wood, metal, glass, and alternative materials that exploded across

the United States during the postwar era. Cocktails and hors d'oeuvres!

Sponsored by 1stdibs

CONFERENCE MONDAY 14th

8:00 – 8:45 am

CHECK-IN AND COFFEE

NYAC, 180 Central Park South, at 7th Avenue

8:45 – 9:00 am

WELCOME

Aleya Lehmann Bench, Executive Director, Appraisers Association of America

9:00 – 10:00 am

KEYNOTE ADDRESS

Michael Bruno, Founder and President, 1stdibs, *Creating Global Confidence for Buying and Selling Online*

Sponsored by ART PERITUS LLC

10:00 – 11:15 am

PANEL DISCUSSION

Current Trends in Interior Design: What you will be Appraising in the Future

Trends in interior design are set by designers, gallerists and auction house experts who act as filters for their clients, guiding them through myriads of material before arriving at the furniture, art and design that will constitute the backdrop of their lives. What trends do these current taste makers see, and how are they composing the homes that appraisers will be working in? Moderator: Eric Cohler, Eric Cohler, Inc. Speakers: Melissa Gagen, Christie's; Cristina Grajales, Cristina Grajales Gallery; Robert Passal, Robert Passal Interior and Architectural Design

11:15 – 11:45 am

VIP LOUNGE COFFEE BREAK

Sponsored by Day & Meyer, Murray, & Young

11:45 – 1:00 pm

PANEL DISCUSSION

What Museums Collect Now: A Curator's Perspective

Design is a catch-all term for a very broad segment of artworks. Museums and galleries play an important role by selecting collectable works. How do these institutions navigate historical and contemporary productions, what criteria are used in evaluating and collecting design objects, to what extent is process and material key to understanding design, how do collectors keep ahead of the curve of understanding what works are important? Moderator: Brent Lewis, Artnet. Speakers: Jane Adlin, Metropolitan Museum of Art; Ronald Labaco, Museum of Arts and Design; Emily Zilber, MFA, Boston

1:00 – 2:30 pm

LUNCHEON ROUNDTABLES

Sponsored by iGavel

2:30 – 3:45 pm

AFTERNOON SESSIONS

Sponsored by Freeman's

Serving as an Expert Witness, Ray Dowd and Thomas Marino, Dunnington, Bartholow & Miller LLP.

Ask the Americana Expert Roundtable, Jane Willis, AAA, Jane H. Willis Appraisal Service. *Toys, Past, Present and Future*, Eric Alberta

Historic Letters and Autographs, Stuart Lutz, Stuart Lutz Historic Documents, Inc.

3:45 – 4:15 pm

VIP LOUNGE COFFEE BREAK

Sponsored by Harmer Johnson

4:15 – 5:30 pm

AFTERNOON SESSIONS

Sponsored by Freeman's

Condition is Everything! Patricia Shea, Patricia Shea Fine Art & Appraisal Services; Gloria Velandia, GV Art Conservation

Ask the Folk Art Expert Roundtable, Helaine Fendelman, AAA, Helaine Fendelman & Associates.

African American Documents, Wyatt Day, Wyatt Houston Day Bookseller

Current Trends in the Print Market, Kelly Troester, Phillips de Pury & Company.

6:00 – 8:00 pm

CLOSING RECEPTION

Spanierman Gallery, 45 East 58th Street

On view, *Sarah Lamb*, an exhibition of paintings by contemporary artist Sarah Lamb including still lifes in the tradition of Chardin and Vallayer-Coster. Cocktails, hors d'oeuvres, and special presentations!

Sponsored by Emigrant Bank Fine Art Finance

ART LAW DAY TUESDAY 15th

Sponsored by ARIS & Heritage Auction Galleries
Co-produced by New York University/School of Continuing
and Professional Studies
and the Appraisers Association of America

8:30 – 9:00am

CHECK-IN AND COFFEE

NYU Kimmel Center, Rosenthal Pavilion, 60 Washington Square South

9:00 – 9:40 am

KEYNOTE ADDRESS

Expert Opinions and Liabilities

A presentation on legal liabilities potentially incurred by artist foundations and authentication boards when rendering opinions of authenticity, including whether there is a duty to render such opinions, as illustrated by recent cases. Speaker: Judith Bresler, Withers Bergman LLP

9:40 – 11:00 am

Duty of Care

Presenters will examine professional and fiduciary liabilities for art market advisors, appraisers and attorneys who manage their clients' art collections and discuss how buyers and sellers of art are demanding greater due diligence in transactions, valuations and appraisals and art market risks. Moderator: Sherri North Cohen, ARIS; Panelists: John R. Cahill, Lynn & Cahill; Karl Geercken, Alston + Bird; Jane C.H Jacob, AAA, Jacob Fine Art; Dean R. Nicyper, Flemming Zulack.

11:00 – 11:10 am

COFFEE BREAK

Sponsored by Flemming Zulack Williamson Zauderer LLP

11:10 – 12:30 pm

Tax Planning in a Changing Environment

A review of the latest issues on taxes, art ownership and transfer including discussions on sales and exchanges by collectors, federal capital gains tax, state income tax, installment sales, and like-kind exchanges; estate, gift, and GST tax rate and unified credit amount, marital deduction, estate liquidity issues, family limited partnerships, and basis issues. Moderator: Paul M. Roy, Withers Bergman; Panelists: Moira L. Crabtree, The Law Office of Moira L. Crabtree; Judith L. Pearson, ARIS; Renée Vara, Vara Fine Arts.

12:30 – 1:30 pm

LUNCH

(on your own, list of cafes and restaurants provided)

1:30 – 3:00 pm

Fine Art Shipping Disputes

A discussion of issues in shipping fine art, including conservation and condition reports and appraisals, contracts and bills of lading, crating and packing, import and export duties and restrictions, insurance, limitations of liability, damages, loss adjustment and subrogation. Moderator: Jonathan S. Chernow, White, Fleischner; Panelists: Jonathan Schwartz, Atelier 4; Nicole Sheley, NS International; Greg Smith, Berkley Asset Protection; Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf, Inc.; Yuri Yanchyshyn, Period Furniture Conservation.

3:00 – 4:20 pm

Beyond Valuation: A Practical Discussion of Stolen Art

A discussion of questions that arise when stolen or looted art surfaces in the marketplace or in the course of offering appraisal services. Practical discussions include the role of the Appraiser and procedures to follow when faced with stolen art issues as well as a briefing on the laws pertaining to these issues. Moderator: Christopher A. Marinello, The Art Loss Register; Panelists: Raymond J. Dowd, Dunnington, Bartholow; James E. McAndrew, Grunfeld, Desiderio; Howard N. Spiegler, Herrick, Feinstein; Deborah Spanierman, DGS Fine Art Consultants.

4:20 – 4:30 pm

COFFEE BREAK

Sponsored by Lynn & Cahill LLP

3:30 – 5:50 pm

Valuation Inside and Outside of the Appraisal World

Dialogue regarding issues between lenders and museums, including ways an insurance policy can be modified to accept flexible valuations; the valuation process for museum loans from private individuals and other institutions, and the Indemnity Program. Moderator: John R. Cahill, Lynn & Cahill; Panelists: Steven Pincus, DeWitt Stern Group; Suzanne Quigley, Art & Artifact Services; Dorit Straus, Chubb; Alice Whelihan, National Endowment for the Arts; Jane C.H Jacob, AAA, Jacob Fine Art.

6:00 – 8:00 pm

ART LAW DAY RECEPTION, ROSENTHAL PAVILION

Sponsored by Withers Bergman LLP

REGISTRATION

- **Yes, I will attend the 2011 National Conference and would like to register for the following:**

FULL TWO-DAY CONFERENCE

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

DAY PASSES

- \$400 Sunday, November 13
- \$400 Monday, November 14

Register by phone, mail, fax, email, or online!
www.appraisersassoc.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 7 non-transitional CLE credits in the category of professional practice. AAA members please note: this program provides 7 CE points. For those facing financial hardship, applications are available for financial aid. Register directly with NYU/SCPS: Online at: <http://events.scps.nyu.edu> Call: NYU/SCPS at 212.998.7289. Write scps.libarts@nyu.edu. \$200 General Admission; \$175 for AAA, ISA, ASA, RICS, APAA, POWArts, NYU students, NYC Bar Association.

Name

Company

Address

City

State

Zip

Telephone

Fax

Email (required)

Please find enclosed my check in the amount of \$ _____ made payable to the Appraisal Institute of America, Inc., the educational foundation of the Appraisers Association of America.

Please charge \$ _____ to my Mastercard Visa Amex

Card #

Expiration Date

Signature

Please return with payment by November 7 to:

Appraisers Association of America
386 Park Avenue South, Suite 2000, New York, NY 10016
Tel: 212.889.5404 x11, Fax: 212.889.5503
Email: aaa@appraisersassoc.org. Web: www.appraisersassoc.org

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.

CONFERENCE LOCATION

The New York Athletic Club
180 Central Park South
New York, New York
212-767-7130

REGISTRATION

Registration is accepted with payment only. Registration is in advance only and the registration deadline is November 7.

Confirmation notices will be sent via email upon receipt of payment. Tickets may be picked up each morning at NYAC.

CONTINUING EDUCATION

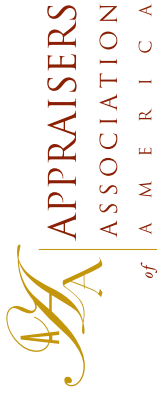
AAA Members receive 6 points per day for Sunday & Monday, and 7 points for Tuesday.

QUESTIONS

Please contact the Appraisers Association of America for further information on the program, tickets and accommodations.
212.889.5404, x 11; 212.889.5503 fax;
aaa@appraisersassoc.org

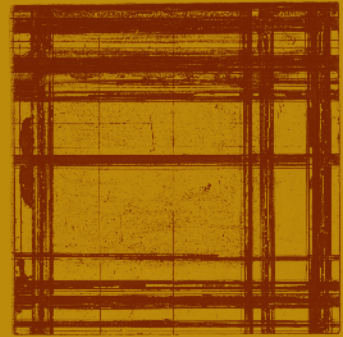
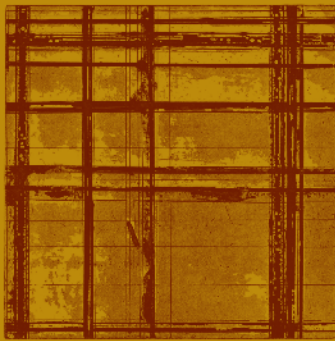
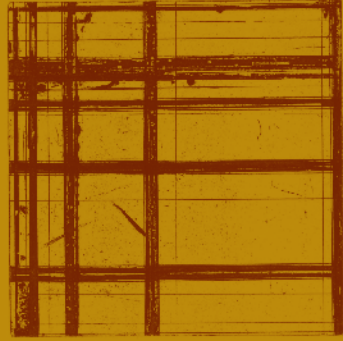
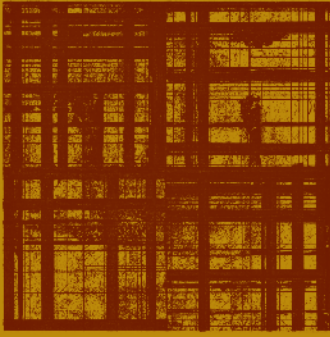
ACCOMMODATIONS

Participants may make reservations at AAA group rates at the following locations where we have reserved a block of rooms: New York Athletic Club, 180 Central Park South at 7th Avenue, 212-767-7135, \$260-\$360, cut-off October 21, 2011. Jolly Hotel/Madison Towers, Madison Avenue at 38th Street, 212.802.0600, \$259-\$299, cut-off date October 21, 2011.



386 Park Avenue South, Suite 2000
New York, NY 10016

FIRST CLASS
U.S. POSTAGE
PAID
NEW YORK, NY
PERMIT NO. 638



WE GRATEFULLY
ACKNOWLEDGE OUR
SPONSORS

1stdibs

ARIS Title Art Insurance Corporation

Art Peritus LLC

Day & Meyer, Murray & Young

Doyle New York

Dunnington, Bartholow & Miller LLP

Emigrant Bank Fine Art Finance

Flemming Zulack Williamson Zauderer LLP

Freeman's

Harmer Johnson

Heritage Auctions

iGavel

Lynn & Cahill LLP

Roland Auction NY

Skinner, Inc.

Withers Bergman LLP