

OF VALUE

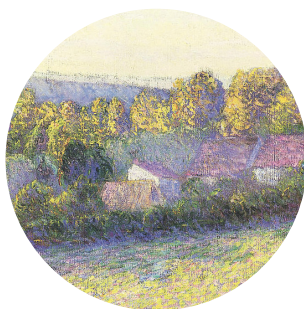
2017 NATIONAL CONFERENCE

Sunday, November 12, 2017 | 9:00 AM - 5:30 PM

Monday, November 13, 2017 | 9:00 AM - 5:30 PM

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

PEARLSTEIN McCULLOUGH & LEDERMAN LLP | PLATINUM SPONSOR





Sunday, November 12, 2017

MORNING

SPONSOR

8:00 am | [CHECK-IN](#) | 9th Floor Hall

8:00 am – 8:45 am | [COFFEE AND EXHIBITORS](#) | 10th Floor Presidents Room

8:45 am – 9:00 am | [WELCOME](#) | 9th Floor Lounge

Sabine Wilson, *Ph.D., AAA, Co-Chair, Conference Committee*

Cynthia D. Herbert, *AAA, President, Appraisers Association of America*

Michael McCullough, *Partner, Pearlstein, McCullough & Lederman LLP*

9:00 am – 9:30 am | [KEYNOTE ADDRESS](#) | 9th Floor Lounge

Tracking the International Art Market - A Look Back

Judd Tully, *Former & Longtime Editor-at-Large, Art + Auction magazine*

A personal, memoir-esque recounting of covering the art and auction market since the mid-1980's as seen through the filtered, though not necessarily rose-tinted lens of a journalist and art aficionado. Along that Appian way, issues of provenance, authenticity, condition and aesthetic merits of a particular artwork come into play as the gavel is raised.

9:30 am – 10:30 am | [PANEL](#) | 9th Floor Lounge

Changing Environments of the Global Art Market

This panel will discuss what you need to know about the landscape of the market and how the transparency, availability and reporting of art market data drives motivations and influences reliability.

Evan Beard, *National Art Services Executive, U.S. Trust*

Brian Boucher, *Senior Writer, artnet News*

Anders Petterson, *Founder and Managing Director, ArtTactic*

Judd Tully, *Former & Longtime Editor-at-Large, Art + Auction magazine (moderator)*

10:30 am – 11:00 am | [COFFEE AND EXHIBITORS](#) | 10th Floor Presidents Room

11:00 am – 12:00 pm | [PANEL](#) | 9th Floor Lounge

Authenticity in the Old Master Market

Proper attribution of Old Masters is heavily reliant on research and the expertise of specialists. You will gain information on how connoisseurship, technical analysis, historic documentation and provenance form the foundation to arrive at the ever more important group consensus.

Nanne Dekking, *CEO, Co-Founder, Artory LLC*

Nica Gutman Rieppi, *Principal Investigator, Art Analysis and Research*

Robert Simon, *AAA, President, Robert Simon Fine Art (moderator)*

12:00 pm – 1:00 pm | [PANEL](#) | 9th Floor Lounge

Appraising Income Producing Property

This panel will address appraisal methodology for items that are a potential income stream. Issues to be discussed will include artists' rights, fair use and intellectual property.

Theodore Feder, *President, Artist Rights Society*

Steven R. Schindler, *Partner, Schindler Cohen & Hochman LLP*

Edward Yee, *AAA, Vice President, Penelope Dixon & Associates*

Brian Cummings, *Specialist, Popular Culture and Recorded Media (moderator)*

FREEMAN'S
AUCTIONEERS & APPRAISERS SINCE 1805

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Sunday, November 12, 2017
AFTERNOON

SPONSORS

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

2017 Belmont Society Award Presented to Roslyn Bakst Goldman, AAA

SKINNER
AUCTIONEERS

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

1. The Gentleman's Auction: Appealing to Modern Men

This session will explore why auction houses have begun cultivating this audience. It will also discuss trends, highlights and observations on the 'Gentleman's' market.
Christopher Barber, Deputy Director, Americana, Skinner, Inc.

Sabine Wilson, Ph.D., AAA

2. Pennsylvania Impressionists

The Pennsylvania Impressionists is one of the leading artistic colonies in the United States, noted critic and artist Guy Pene du Bois considers this to be 'our first truly national expression'. Alasdair Nichol, Chairman and Head of Fine Art at Freeman's, the only auction house to hold specialist sales devoted to the school, will explore the history and personalities involved as well as providing a narrative for the current market in this exciting collecting area.
Alasdair Nichol, Chairman and Director of Fine Art, Freeman's

JOANNE KESTEN + ASSOCIATES
ART ADVISORY

3. Pre-Columbian Art: An Appraisal Primer

This session analyzes how to identify, grade and appraise Pre-Columbian art, largely decorative, from Mexico to South America created by indigenous peoples before contact from European conquistadors.
Howard M. Nowes, AAA, Director, Art for Eternity

Mary Rabbitt

4. Understanding Lalique Glass

A comprehensive guide to identifying the authenticity, age and value of Lalique glass from the earliest work of Rene Lalique to modern ware.
Nicholas M. Dawes, AAA, Vice President, Special Collections, Heritage Auctions

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3:45 pm – 4:15 pm | COFFEE AND EXHIBITORS | 10th Floor Presidents Room

FREEMAN'S
AUCTIONEERS & APPRAISERS SINCE 1805

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

Bridging Expectations: Damage and Loss

Using published case studies, this panel will discuss practical aspects of complex damage and loss appraisals such as lifecycle of a claim, timelines, report expectations, value definitions, information flow, pre-existing conditions, partial loss percentages, salvage and comparables.

Laura Doyle, Vice President, Collections Manager, CHUBB
Christopher Gaillard, AAA, Deputy Chairman, Chief Advisor and Appraiser, Gurr Johns
Leah Hutton, Executive General Adjuster, McLarens
Sabine Wilson, Ph.D., AAA, Fine Art Appraiser (moderator)

6:00 pm – 8:00 pm | EVENING RECEPTION

Lowy | 232 East 59th Street (between 2nd and 3rd Avenue), 4th Floor, New York, NY

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



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Monday, November 13, 2017
MORNING

8:00 am | **CHECK-IN** | 9th Floor Hall

8:00 am – 8:45 am | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

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

Molly Seiler, AAA, Co-Chair, Conference Committee

Linda Selvin, Executive Director, Appraisers Association of America

William Pearlstein, Partner, Pearlstein, McCullough & Lederman LLP

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

Reductionism in Art and Brain Science: Bridging the Two Cultures

Eric R. Kandel, M.D., Kavli Professor and Director, Kavli Institute for Brain Science; Co-Director, Mortimer B. Zuckerman Mind Brain Behavior Institute; Senior Investigator, Howard Hughes Medical Institute, Department of Neuroscience, Columbia University

The surprising partnership of art and science. Can science and art find common ground? Are scientific and artistic quests mutually exclusive? In his talk, Eric Kandel, whose interests span the fields of brain science and art, will explore how reductionism—the distillation of larger scientific or aesthetic concepts into smaller and more tractable ideas—has been used by scientists and artists alike to pursue their respective truths.

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

The Kollsman Case: Lessons of Due Diligence

The public rarely has an opportunity to witness the dispute between an estate and the IRS. Such a dispute is especially unusual when it involves the fine arts. The Kollsman case demonstrates all this and the importance of due diligence in the role of the appraiser.

Dr. Paul J. Cardile, AAA, Owner and President, Paul J. Cardile Appraisal Services

Lauren Rich, Senior Paintings Conservator, Lowy

Brad Shar, Vice President, Lowy

Deborah Gerstler Spanierman, AAA, President, DGS Fine Art Consultants, Inc. (moderator)

10:30 am – 11:00 am | **COFFEE AND EXHIBITORS** | 10th Floor Presidents Room

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

Just What is Art Deco, Anyway?

The program will begin with a brief discussion on what, exactly, is meant by the term “Art Deco” followed by the development and evolution of the market for Art Deco past and present. The session will end with a lively discussion on where we expect things might go from here.

Barbara Deisroth, Owner, Barbara E. Deisroth, LLC

Jared Goss, Independent Art Historian

Carina Villinger, Specialist Head of Design Department, Christie’s

Molly Seiler, AAA, President, Molly Seiler Art Advisory & Appraisal Services (moderator)

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

Managing Time Based Art

This panel will discuss the issues considered and practices employed when collecting, preserving and appraising Digital and Video Art.

Joanna Phillips, Senior Conservator, Time-based Media, Solomon R. Guggenheim Museum

Marshall Reese, Media Artist, LigoranoReese

Steve Sacks, Director/Owner, bitforms gallery

Louky Keijsers Koning, AAA, Co-Owner, Keijsers Koning Art Appraisal, LMAK Gallery (moderator)



Monday, November 13, 2017
AFTERNOON

SPONSORS

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

Annual Meeting and 2017 Awards Presentation



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

1. Appraising Oriental Rugs and Carpets

A general guide on how to appraise Oriental Rugs and Carpets. This will include tips on how to properly inspect and catalog them in the field while doing an on-site visit.

Mark Topalian, AAA, President, M. Topalian Inc.

W. C. Ferry
and Associates

2. Using Costume and Jewelry to Date Paintings and Decorative Arts

An overview of how to use fashion clues in depictions of human figures to date paintings and other objects. Topics will include fashionable dress, artistic and allegorical costume, and historicism.

Alexia Palmer, Appraiser and Gemologist, Betteridge Jewelers, Inc.



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3. Watches: Luxury or Lie?

This talk is an introduction to identifying genuine wristwatches from fakes. It will touch on the size of the issue and give you a few tips to get started.

Adam R. Harris



4. What's Hot, What's Not: the Current Silver Market

An overview, from the New York auction standpoint, of what in the silver market is seen as strong and what areas have weakened in recent years – and maybe why.

John Ward, SVP, Head of Silver and Vertu Department, Sotheby's



3:45 pm – 4:15 pm | COFFEE AND EXHIBITORS | 10th Floor Presidents Room

4:15 pm – 5:30 pm | AFTERNOON PANELS | 10th Floor Olympic Suites

1. Ask the IRS

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

Robin Bonner, Art Appraiser, Internal Revenue Service

Karin Gross, Attorney, Internal Revenue Service



2. USPAP, IVS and Appraiser Credibility in a Global Market

Appraisers must be ready to meet the needs of clients from around the globe. While the Uniform Standards of Professional Appraisal Practice form a basis for client expectations, appraiser benchmarks, and public trust in the US, clients who are based in other parts of the world may have different expectations. This presentation will look at how the International Valuation Standards, while focused on a narrow market segment, may provide additional insight into those expectations.

Barry J. Shea, IFA, Appraiser, Barry Shea and Associates





SPECIAL EVENTS

2017 BELMONT SOCIETY AWARD

Sunday, November 12 | 1:00 pm | During the Networking Luncheon

The 2017 Belmont Society Award will be presented to **Roslyn Bakst Goldman, AAA**

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 November 1958 - circa 1973.



2017 AWARD RECIPIENTS

Monday, November 13 | 1:00 pm | During the Networking Luncheon

Susan Brundage, AAA: President's Award
Board Member and Membership Committee
Partner, Brundage Art Advisory



Gloria Velandia Ludmer: Director's Award
Chief Conservator, GV Art Conservation, LLC



Sabine Wilson, Ph.D., AAA: Service to Education Award
AQB-Certified USPAP Instructor
Co-Chair, Conference Committee



Amy Parenti: Regional Service Award
Head of Department: Appraisals/Trusts & Estates
Vice President, Trusts & Estates



Monika Fabijanska: Student Award
Comprehensive Appraisal Studies Program (CASP), Summer 2017



EVENING NETWORKING RECEPTION

Sunday, November 12 | 6:00 - 8:00 pm

Lowy | 232 East 59th Street (between 2nd and 3rd Avenue), 4th Floor, New York, NY

Join your colleagues at a reception hosted by Lowy
All Appraisers, Members, Conference Attendees and Guests welcome!

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



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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.



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Sabine Wilson, Ph.D., AAA

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