OF VALUE
2016 NATIONAL CONFERENCE
Influences, Complexities & Contradictions

Saturday, November 12, 2016 | Sunday, November 13, 2016

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

RECEPTION | 6:00 - 8:00pm | Lowy | 232 East 59th Street, 4th Floor, New York City
Saturday, November 12, 2016
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
Cynthia D. Herbert, AAA, Co-Chair, Conference Committee
Deborah Gerstler Spanierman, AAA, President, Appraisers Association of America

9:00 am – 9:30 am | KEYNOTE ADDRESS | 9th Floor Lounge
Critical Mass: What Antique Columns Bring to Light
Eve M. Kahn, Antiques Columnist, The New York Times
In covering what’s on the market and what’s been discovered in archives and attics, I have set out to expand the rubric of what’s considered antiques. This lecture will cover how topics find me, and the outraging and amusing things that happen once they’re in print.

9:30 am – 10:30 am | PANEL | 9th Floor Lounge
Limbo Art
What happens when the provenance of artworks or objects casts a pall on value, particularly if the pieces passed through Nazi hands? Experts on the panel will explain what kinds of research can help clear the clouds, with case studies that resulted in dead ends or multimillion dollar prices.
Eve M. Kahn, Antiques Columnist, The New York Times (moderator)
Victoria Sears Goldman, Independent Provenance Research and Art Historian, VSG Consulting
Elizabeth Gorayeb

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

11:00 am – 12:00 am | PANEL | 9th Floor Lounge
3-D Printing & Milling: Use in Fine Art and Design
This panel explores the use of digital 3-D design, 3-D imaging, additive manufacturing (3-D printing laser sintering) and milling for sculpture. An artist and a foundry director will present their perspectives on the expansive possibilities of these techniques in the creation and research of sculpture.
Barry X Ball, Founder/Owner, Barry X Ball Studio
Richard DuPont, Artist, Richard DuPont
Dylan Farnum, President, Walla Walla Foundry
Sabine Wilson, Ph.D., AAA, Fine Art Appraiser (moderator)

12:00 pm – 1:00 pm | PANEL | 9th Floor Lounge
Come Up and See My Etchings
Fine Art Prints are a popular art form for artists and collectors because they are accessible and affordable. This panel will be an overview of printing, the print market and problems in print appraising from Old Masters through Contemporary.
Mary Bartow, Senior Vice President, Director, Print Department, Sotheby’s
Diana Burroughs, Director of Graphics, Marlborough Gallery
Roslyn Goldman, AAA, Fine Art Appraiser, Roslyn Bakst Goldman
Deborah Gerstler Spanierman, AAA, President, DGS Fine Art Consultants, Inc. (moderator)
Saturday, November 12, 2016
AFTERNOON

1:00 pm – 2:30 pm | NETWORKING LUNCHEON | 9th Floor Card Room
2016 Belmont Society Award Presented to Harmer Johnson, AAA

2:30 pm – 3:45 pm | CONNOISSEURSHIP SESSIONS

1. American Folk Art: Good, Better, Best | 9th Floor Lounge
This session will discuss markets, dealers, auctions, buyers, books, museums, appraisers and what constitutes value in American Folk Art.

Helaine Fendelman, AAA, CEO, Helaine Fendelman & Associates

2. Appraising African-American Fine Art | 10th Floor Olympic Suite
An introduction to the rapidly changing values of and market for African-American fine art, as seen from an auction house perspective.

Nigel Freeman, Director, African-American Fine Art, Swann Auction Galleries

3. Conflicts of the 20th Century: An Auctioneer’s View | 10th Floor Olympic Suite
This session will focus on the emerging field of material artifacts from conflicts in 20th century, ranging from objects found in campaign headquarters to the battlefields of Europe and Asia. Appraisers will be introduced to the idea and range of this field and the importance it is gaining with individual collectors and institutions worldwide.

Thomas Lamb, Director, Business Development, Books and Manuscripts, Bonhams

4. What Happened When Pots Became Art? | 10th Floor Olympic Suite
As the idea of ceramics-as-art flourished during the Gilded Age, two distinct camps emerged: elite art porcelain and earthier art pottery aimed at a middle-class consumer. By the late 20th century it became clear that the importance of late-19th century ceramics was under represented in both museums and the marketplace.

Ulysses Dietz, Chief Curator, Curator of Decorative Arts, The Newark Museum

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

4:20 pm – 5:30 pm | AFTERNOON IRS PANEL | 9th Floor Lounge

Estate Planning
This panel will address the topics of income, estate tax and gift tax, in addition to the appeals process in order to clarify the expectations of both the IRS and estate attorneys.

Maricarmen R. Cuello, Director, Art Appraisal Services, Internal Revenue Service
Cynthia D. Herbert, AAA, President and Principal Appraiser, Appretium Appraisal Services (moderator)
Joseph C. Mahon, Partner, Estate Planning and Administration Group, Frankfurt Kurnit Klein + Selz

6:00 pm – 8:00 pm | EVENING RECEPTION
Lowy | 232 East 59th Street (between 2nd and 3rd Avenue), 4th Floor, New York, NY

Hosted by Lowy | All Members, Conference Attendees and Guests welcome!
A map is included in your printed materials.
Sunday, November 13, 2016
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

Harrer Johnson, AAA, Co-Chair, Conference Committee
Linda Selvin, Executive Director, Appraisers Association of America

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

Classica Americana
Peter M. Kenny, Co-President, Classical American Homes Preservation Trust
The Classical American Homes Preservation Trust is a collection of six exemplary historic American houses each with its own fascinating history up to and including its acquisition by noted preservationist and collector, Richard Hampton Jenrette. Preserved and furnished in Jenrette’s inimitable style, these houses contain a remarkable array of American furniture and related decorative arts. Mr. Kenney will take us on a virtual tour of these homes, providing expert commentary along the way on their social and architectural histories.

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

Research and Resources in Regional Identification of Early American Furniture
This panel will discuss regional differences that are deeply embedded in early American furniture. Though a growing array of research resources are available for identification, still most vital is the ability to identify materials, construction features and origin. These resulting identifications yield large variances in value.

Ronald Bourgeault, Owner and Principal Auctioneer, Northeast Auctions
Tara Gleason Chicirda, Curator of Furniture, The Colonial Williamsburg Foundation
Phillip D. Zimmerman, Ph.D., Museum and Decorative Arts Consultant (moderator)

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

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

The Photography Market in the 21st Century: Issues Present and Future
The photography market is adapting to advances in technology that can provide challenges for dealers/gallerists, curators and appraisers. This panel will be a discussion of the issues that the market is facing today, including declining connoisseurship, the effect of digital photography on a historically analog medium, rarity of quality vintage material, and several other important and timely issues.

Emily Bierman, Assistant Vice President, Head of Department, Sotheby’s Photographs
Alicia Colen, Howard Greenberg Gallery
Mark Lubell, Executive Director, International Center of Photography
Edward Yee, AAA, Vice President, Penelope Dixon & Associates (moderator)

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

Argue the Argument: When There Are No Comps
When comparable sales are not available, or minimally helpful, it is imperative to create a strong narrative within an appraisal report and to clarify the rarity of the property and the marketplace conditions in order to support the value conclusions.

Susan Brundage, AAA, Director of Appraisal Service, Art Dealers Association of America
Brian Cummings, Specialist, Popular Culture and Recorded Media, Winston Art Group
Claire Marmion, CEO + Founder, Haven Art Group
Sunday, November 13, 2016

AFTERNOON

1:00 pm – 2:30 pm | NETWORKING LUNCHEON | 9th Floor Card Room
Annual Meeting and 2016 Awards Presentation

2:30 pm – 3:45 pm | CONNOISSEURSHIP SESSIONS

1. Colonial Latin American Art | 9th Floor Lounge
An overview of art produced through the converging cultures during the Spanish empire in the Americas, 1500-1810.
Carmen Melián, AAA, Principal, Melián Arts

2. Dogs in Show and Field | 10th Floor Olympic Suite
We will look at the history of Dog Painting from the Renaissance to the early 20th century and discuss the current market for such works.
Alan Fausel, Regional Representative, Bonhams

3. History and Value of Early American Clocks | 10th Floor Olympic Suite
The history of American clocks and clockmaking mirrors that of other crafts transformed by 19th century industrialization. This presentation will provide a brief history of clocks in America and how to approach their valuation.
Jack O’Brien, O’Brien Art and Appraisals

4. Jewelry ID for Generalists | 10th Floor Olympic Suite
An overview that provides the appraiser with tools to discern qualitative differences between period and reproduction jewelry. We will examine marks, material and construction. We will touch on the pitfalls of gold testing and the growing challenge of gem treatments and synthesis.
Sarah Churgin, Director of Jewelry, Rago Auctions

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

4:20 pm – 5:30 pm | AFTERNOON IRS PANEL | 9th Floor Lounge

IRS Appraisal Rules for Charitable Contribution: What are the Rules and What is New?
This panel will cover the IRS’s appraisal requirements for donated tangible personal property valued at over $5,000. The speakers will focus on the Art Advisory Panel and Art Appraisal Services, Form 8283 and what the law and regulations require. The speakers will address common appraisal errors and appraisers’ frequently asked questions.
Robin Bonner, Art Appraiser, Internal Revenue Service
Sharon Chrust, AAA, President, Sharon Chrust & Associates, Ltd. (moderator)
Karin Gross, Attorney, Internal Revenue Service
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.

The 2016 Belmont Society Award will be presented to Harmer Johnson at the National Conference luncheon on Saturday, November 12, 2016. Harmer receives this award in recognition of his many years of dedication to the Association and to the field of appraising. As a previous Board President and current Co-chair of the Conference Committee and Advisory Council, Harmer epitomizes professionalism, scholarship and excellence.

2016 AWARDS RECIPIENTS

The 2016 Awards will be presented at the National Conference luncheon on Sunday, November 13, 2016.

President’s Award: John Cahill, Esq.
Cahill Partners, LLC

Director’s Award: Rand Silver
Global Director, Art Collection Management, AIG Private Client Group

Service to Education Award: Cynthia D. Herbert, AAA
1st Vice President, Appraisers Association
Co-Chair, Conference and Education Committees

Regional Service Award: Lindsay Nivens-Frosini
LNF Fine Art Appraisal Resource

Student Award: Yoseph Horowitz
CASP Summer 2016

EVENING NETWORKING RECEPTION

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

Lowy
232 East 59th Street, 4th Floor, New York, NY
A map has been provided for your convenience in the printed materials.
We gratefully thank our 2016 sponsors and exhibitors!

PLATINUM SPONSOR

ROLAND AUCTION
N E W Y O R K

EXHIBITORS

All Wrapped Up
Art for Eternity
artnet
The Clarion List
Collector Systems
Fine Art Auctions Miami
Heritage
Showplace Antique +
Design Center Estate Buyers
Rago Arts & Auction Center
Roland
Schwenke Auctioneers
2016-2017 BOARD OF DIRECTORS
Deborah G. Spanierman, AAA
President
Cynthia D. Herbert, AAA
First Vice President
Lark Mason, AAA
Second Vice President
Sharon Chrust, AAA
Recording Secretary
Edward Yee, AAA
Treasurer
Beth Weingast, AAA, PAST PRESIDENT
Parliamentarian
Kevin Zweyer Anderson, AAA
Sebastian Clarke, AAA
Kristin Gary, AAA
Nancy G. Harrison, AAA, PAST PRESIDENT
Susan Hunter, AAA
Betty Krulik, AAA, IMMEDIATE PAST PRESIDENT
Susan McDonough, AAA
Karen McManus, AAA
Molly Seiler, AAA
Gene Shapiro, AAA
Lori Spector, AAA
Sabine Wilson, Ph.D., AAA
John R. Cahill
General Counsel
Linda Selvin
Executive Director

DIGITAL MATERIALS
The following materials are available to download from our website.
Certificate of Attendance
Directory of Exhibitors
Directory of Speakers
Directory of Sponsors
Speaker Handouts

2016 NATIONAL CONFERENCE COMMITTEE
Cynthia D. Herbert, AAA, Co-Chair
Harmer Johnson, AAA, Co-Chair
Michael Cohn, AAA
Brian Cummings
Cole Ferry
Joanne Kesten
Betty Krulik, AAA
Amy Parenti
Mary Rabbitt
Molly Seiler, AAA
Deborah G. Spanierman, AAA
Sabine Wilson, Ph.D., AAA

STAFF
Linda Selvin
Executive Director
Kathryn Moldenhauer
Programs Manager
Johanna Levy
Membership Manager
Teresa Caputo
Communications Coordinator
Clare Maxwell
CASP Coordinator
Sue Ann Wojick
Bookkeeper
Alexis St. Jeanos
Intern
Sue Ann Wojick
Bookkeeper