DISCOURSE IN THE MARKET: All Things Considered

2014 National Conference
Appraisers Association of America

Art Law Day
November 7, 2014
NYU Kimmel Center
Eisner & Lubin Auditorium
60 Washington Square South
New York City

National Conference
November 8 & 9, 2014
New York Athletic Club
180 Central Park South
New York City
ART LAW DAY
@ NYU School of Professional Studies
Friday, November 7, 2014, 8:30 am - 6:00 pm
NYU Kimmel Center, Eisner & Lubin Auditorium
60 Washington Square South, New York City

Co-produced by the Appraisers Association of America and NYU School of Professional Studies

8:30 am – 9:00 am
CHECK-IN AND COFFEE

9:00 am – 9:15 am
WELCOME
Terry Shtob, Director, Humanities, Arts and Writing Programs, NYU School of Professional Studies
Betty Krulik, President, Appraisers Association

MODERATOR
Steve Pincus, Managing Director, Fine Arts Practice Leader, DeWitt Stern Group

9:15 am – 9:45 am
KEYNOTE
Legislative Initiatives: Updates
Judith Bresler, Counsel, Withers Bergman LLP
Congressman Jerrold Nadler

9:45 am – 11:00 am
PANEL
Changing Laws for the Sale of Endangered Species
Craig Hoover, Chief, Wildlife Trade and Conservation Branch, U.S. Fish and Wildlife Service; Monica Kreshik, Associate Attorney, Department of Environmental Conservation, New York State; Michael McCullough, Partner, Pearlstein & McCullough LLP; Lark Mason, President, iGavel Auctions / Lark Mason Associates (moderator)

11:00 am – 11:10 am
COFFEE BREAK
Sponsored by GVArt Conservation

11:10 am – 12:25 pm
PANEL
Restitution: Issues, Claims and Resolutions
Ulf Bischof, Partner, Bischof & Paetow Rechtsanwälte; Monica Dugot, International Director of Restitution, Christie’s; Christopher A. Marinello, Director & Founder, Art Recovery International Ltd. (moderator); Marianne Rosenberg, Attorney and Granddaughter of Paul Rosenberg

12:30 pm – 2:00 pm
LUNCH
(A list of local restaurants will be provided)

2:00 pm – 3:15 pm
PANEL
IRS / 1031 Tax Free Exchange
Suzanne Goldstein Baker, Executive Vice President & General Counsel, Investment Property Exchange Services, Inc.; Randi A. Schuster, Principal, Baker Tilly Virchow Krause, LLP; Elizabeth von Habsburg, Managing Director, Winston Art Group (moderator); Diana Wierbicki, Partner, Withers Bergman LLP

3:15 pm – 3:25 pm
COFFEE BREAK
Sponsored by ARIS

3:25 pm – 4:40 pm
PANEL
Bankruptcy and the Detroit Institute of Arts
Ford W. Bell, President & CEO, American Alliance of Museums; Amy Goldrich, Of Counsel, Cahill Partners LLP (moderator); Richard Levin, Partner, Cravath, Swaine & Moore LLP; Samuel Sachs II, President, Pollock-Krasner Foundation; Director Emeritus, The Frick Collection; Former Director, Detroit Institute of Arts, (1985-1997)

4:40 pm – 6:00 pm
RECEPTION
Join us for cocktails, canapés, and comments in the Eisner and Lubin Auditorium Reception Hall

CONTINUING EDUCATION
Art Law Day qualifies for 6.5 Professional Practice/Practice Management CLE credit hours. Appraisers Association members earn 6 CE credits.

REGISTRATION
Registration for Art Law Day is processed by the NYU School of Professional Studies. To register, please visit NYU School of Professional Studies at http://scps.nyu.edu/humanities/artlawday, call 212.998.7289 or email scps.libarts@nyu.edu. Fees: $225 Members, $250 General Admission. For those facing financial hardship, applications are available for financial aid.

Art Law Day will not be recorded.

THANK YOU TO OUR EXHIBITORS
Art Recovery International Ltd.; borro; Chubb Personal Insurance; Collector Systems, LLC; Day & Meyer, Murray & Young Corp.; DeWitt Stern Group; Roland New York

THANK YOU TO OUR “FRIENDS OF ART LAW DAY” FOR YOUR GENEROUS SUPPORT
Doyle New York, Sullivan & Worcester LLP & Winston Art Group (as of 10/07/2014)

WE GRATEFULLY THANK OUR CO-SPONSORS

Heritage Auctions
The Law Firm for Successful People
SATURDAY, NOVEMBER 8, 2014

8:00 am – 8:45 am, 9th Floor Hall
CHECK-IN AND COFFEE

8:45 am – 9:00 am, 9th Floor Lounge
WELCOME
Cynthia Herbert, AAA, Co-Chair, Conference Committee
Betty Kruilik, AAA, President, Appraisers Association of America

9:00 am – 9:30 am, 9th Floor Lounge
KEYNOTE
Sponsored by Skinner, Inc.

Owners and Objects: Provenance and Value
Inge Reist, Director, Center for the History of Collecting, Frick Art Reference Library, The Frick Collection

9:30 am – 10:30 am, 9th Floor Lounge
PANEL
Sponsored by 1stdibs
Value Added or Value Detracted?
The influence and impact of provenance will be discussed. Does solid provenance trump questions of authenticity? How does a collector’s desire for anonymity affect provenance? Is there a quantifiable ‘value added’ or ‘value detracted’ for provenance?
Catherine Herbert, Philadelphia Museum of Art; Christopher A. Marinello, Art Recovery International Ltd. (moderator); Lucian Simmons, Restitution Department, Sotheby’s

10:30 am – 11:00 am, 10th Floor Presidents Room
COFFEE BREAK AND BOOK SIGNING
Sponsored by GV Art Conservation
Book Signing: Inge Reist, Provenance: An Alternative History of Art

11:00 am – 12:00 pm, 9th Floor Lounge
PANEL
Sponsored by DGS Fine Art Consultants, Inc.
Made in Russia: The Legacy of an Empire
Russian collectors are streaming into the art market. What are the collecting habits of the 21st century connoisseur? Are they reaching back in history or looking ahead to the future?
Alexandre Gertsman, Alexandre Gertsman Contemporary Art Gallery; Gene Shapiro, Shapiro Auctions, LLC; Geza von Habsburg, Fabergé (moderator)

12:00 pm – 1:00 pm, 9th Floor Lounge
PANEL
Sponsored by Doyle New York
Beyond the Obvious: Re-defining ‘Regional’ from Local to Global
Whether an auction house chooses to focus on a niche market or expand its offerings, the ubiquity of the Internet provides access to a worldwide clientele. Has technology eliminated the regional market?

1:00 pm – 2:30 pm, 9th Floor Card Room
NETWORKING LUNCHEON
Sponsored by Herrick, Feinstein LLP

2:30 pm – 3:45 pm, 10th Floor Olympic Suite
CONNOISSEURSHIP SESSIONS
1. Wrong Pictures: Recognizing Problematic Old Master Paintings
Robert Simon, Robert Simon Fine Art
Sponsor: DGS Fine Art Consultants, Inc.

Matthew Kesten, Kantor, Davidoff, Mandelker, Twomey, Gallanty & Olenick, P.C. and Edward Lowand, Consultant Appraisal Services, LLC
Sponsor: Molly Seiler, AAA

3. Price Trends in Audubon Prints: 30-Year Perspective
Alex Clausen, Swann Auction Galleries
Sponsor: W.C. Ferry and Associates

Betty Kruilik, Betty Kruilik Fine Art Ltd.
Sponsor: Fortress

3:45 pm – 4:15 pm, 10th Floor Presidents Room
COFFEE BREAK AND BOOK SIGNING
Sponsored by Roland New York

4:20 pm – 5:30 pm, 9th Floor Lounge
PANEL
Sponsor: W.C. Ferry and Associates
Swann Auction Galleries
Alex Clausen, Price Trends in Audubon Prints: 30-Year Perspective
Sponsor: W.C. Ferry and Associates

Sponsor: Doyle New York
IRS: Guidelines for Preparing a Defensible Estate Tax Appraisal
This panel will address the fundamental nature of estate tax appraisals in order to clarify the expectations of both the IRS and estate attorneys.
Cynthia Herbert, Appraisal Appraisal Services (moderator); Theresa Melchiorre, Office of Chief Counsel, Internal Revenue Service; Nicholas Montorio, Herrick, Feinstein LLP

6:00 pm – 8:00 pm, Bonhams, 580 Madison Avenue
EVENING RECEPTION AND ANNUAL MEETING
Sponsored by Bonhams New York

Indicates recorded session
SUNDAY, NOVEMBER 9, 2014

8:00 am – 8:45 am, 9th Floor Hall
CHECK-IN AND COFFEE

8:45 am – 9:00 am, 9th Floor Lounge
WELCOME
Harmer Johnson, AAA, Co-Chair, Conference Committee
Linda Selvin, Executive Director, Appraisers Association of America

9:00 am – 9:30 am, 9th Floor Lounge
KEYNOTE
Five Ways I’d Change the Art Market If I Could...

9:30 am – 10:30 am, 10th Floor Presidents Room
COFFEE BREAK AND BOOK SIGNING
Book Signing: Lark Mason, Asian Art: Including the Art of Islam

9:30 am – 10:30 am, 9th Floor Lounge
PANEL
Sponsored by Pearlstein & McCullough LLP
Director’s Order 210: Clarifying the Confusion
President Obama issued an Executive Order committing the United States to step up its efforts to combat wildlife trafficking. Panelists will discuss the legislation’s restrictions and the new responsibilities placed on the appraiser.

Lark Mason, iGavel Auctions / Lark Mason Associates (moderator);
William Pearlstein, Pearlstein & McCullough LLP; Anibal Rodriguez, Anibal Rodriguez Consultant LLC / American Museum of Natural History

10:30 am – 11:00 am, 9th Floor Presidents Room
COFFEE BREAK AND BOOK SIGNING
Book Signing: Lark Mason, Asian Art: Including the Art of Islam

11:00 am – 12:00 pm, 9th Floor Lounge
PANEL
Art Fairs: A New Paradigm
Gain perspective on the ‘Fair Factor’ as it applies to new connoisseurship and buying habits, macro-trends and factors affecting dealers and collectors.

Sara Kay, White Cube; Sue Stoffel, UNTITLED Art Fair, Miami Beach 2014; Catherine Sweeney Singer, Winter Antiques Show; Renée Vara, Vara Art (moderator)

12:00 pm – 1:00 pm, 9th Floor Lounge
PANEL
Sponsored by ARIS
Burden of Proof: The Value of Authenticity
This discussion addresses the criteria of authenticity: where an appraiser turns when there is a question and how to best broach these issues with a client.

1:00 pm – 2:30 pm, 9th Floor Card Room
NETWORKING LUNCHEON
Sponsored by Lofty
Presentation of the Belmont Award

2:30 pm – 3:45 pm, 10th Floor Olympic Suite
CONNOISSEURSHIP SESSIONS
1. The Methods of Art Forger Wolfgang Beltracchi
Jamie Martin, Orion Analytical, LLC and Sabine Wilson, Fine Art Appraiser
Sponsor: Joanne Kesten & Associates
2. Valuation of Vintage Comics and Original Comic Art
Barry Sandoval, Heritage Auctions
Sponsor: Sabine Wilson, Ph.D., AAA, Fine Art Appraiser
3. Appraising Stamp Collections 101
Richard Colberg, R. Colberg Enterprises
Sponsor: Harmer Johnson, AAA
4. Wood Identification and How It Can Affect Attribution
Randy Wilkinson, Fallon & Wilkinson, LLC
Sponsor: Appretium Appraisal Services

3:45 pm – 4:15 pm, 10th Floor Presidents Room
COFFEE BREAK AND BOOK SIGNING
Book Signing: Phoebe Hoban, Lucian Freud: Eyes Wide Open

4:20 pm – 5:30 pm, 9th Floor Lounge
PANEL
Sponsored by Betty Krulik Fine Art Ltd.
Compared to What: Issues in Valuation
What do you do when there are no obvious comparables? What is considered a relevant versus an irrelevant comp?

Leila Dunbar, Leila Dunbar Appraisals and Consulting LLC (moderator);
Jane Willis, Jane H. Willis Appraisal Service; Gretchen Wolf, Office of Art Appraisal Services, Internal Revenue Service

THANK YOU TO OUR EXHIBITORS
ARIS; Art Recovery International Ltd.; ArtBase; artnet; Auctionata; Black Rock Galleries; Bonhams; Capo; Collector Systems, LLC; Heritage Auctions; Lofty; Mana Fine Arts; Period Furniture Conservation, LLC; Roland New York; Stevens Company; Woodbury Auction LLC
(as of 08/25/2014)

Indicates recorded session
REGISTRATION

Please note you cannot register for Art Law Day by using this form. See the Art Law Day schedule for registration information.

DISCOURSE IN THE MARKET: All Things Considered
National Conference: Saturday, November 8 and Sunday, November 9, 2014

REGISTRATION FEES

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NATIONAL CONFERENCE RECORDED SESSIONS

If you are unable to attend the National Conference, or were there but missed a key session, now you have a way to see what you may have missed and earn continuing education credits.

RECORDING FEES*

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*The following sessions will not be recorded: Saturday, November 8: IRS: Guidelines for Preparing a Defensible Estate Tax Appraisal; Sunday, November 9: The Methods of Art Forger Wolfgang Beltracci and Compared to What: Issues in Valuation

Access to the recordings will be sent digitally one month after the conference. You will have unlimited access to the purchased recordings. The recordings can be purchased before, during or after the conference.

HOW TO REGISTER

Go online to appraisersassociation.org/conference, or submit this completed form via email: programs@appraisersassociation.org, fax: 212.889.5503, or mail:

Appraisers Association of America
212 West 35th Street, 11th Floor South
New York, NY 10001

Name: ____________________________________________
Title: ____________________________________________
Company: _________________________________________
Address: _________________________________________
City/State/Zip: ___________________________________
Tel: _____________________________________________
Email: ___________________________________________

[  ] Please find enclosed my check in the amount of $______________
   Payable to the Appraisal Institute of America

[  ] Please charge $________ to my: [  ] Mastercard [  ] Visa [  ] Amex [  ] Discover

Card #: ___________________________________________
Expiration Date: ___________________________________
Signature: _________________________________________

Conference registration closes on Friday, October 31, 2014

CANCELLATION POLICY

All cancellations must be received by Friday, October 24, 2014 to receive a refund (less $50 administration fee). No refunds will be made after October 24, 2014. Refunds are not available for the recorded sessions.
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Art Law Day

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National Conference

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Woodbury Auction LLC

Information (as of 8/25/2014)
Evening Reception
and Annual Meeting

Bonhams New York
580 Madison Avenue, New York City
Saturday, November 8, 2014; 6:00pm - 8:00pm
Cocktails, canapés, presentations, awards and raffle!
Highlights from the Contemporary Art Sale will be on view.

Sponsored by

VISIT WITH THE EXHIBITORS
Visit our exhibitors in the 10th Floor Presidents Room - Coffee and snacks served! Meet with colleagues, relax in between sessions and talk to exhibitors. This year’s exhibitors include representatives from collections management systems, auction houses, online databases, conservators and other important service providers vital to the appraisal and art world communities.

Visit every exhibitor and enter for a chance to win a free ticket to the 2015 National Conference!

CONTINUING EDUCATION CREDITS (CE)
Appraisers Association members earn 6 CE credits for attending Art Law Day and each day of the National Conference. For attorneys, Art Law Day qualifies for 6.5 Professional Practice/Practice Management CLE credit hours.

ACCOMMODATIONS
A block of rooms have been reserved for attendees of Art Law Day and the National Conference. Attendees may make reservations using the Appraisers Association group rates at the following locations: New York Athletic Club, 180 Central Park South (at 7th Avenue). For reservations call 212.767.7135 or email reservation@nyac.org. Rates: $355-$375/night. Reservations need to be made by October 10, 2014. Royalton New York, 44 West 44th Street (between 5th and 6th Avenues). For reservations call 800.606.6090. Rates: $285-$325/night. Reservations need to be made by September 23, 2014.

QUESTIONS
Contact the Appraisers Association of America
212.889.5404 x 11
programs@appraisersassociation.org

LOCATION: NATIONAL CONFERENCE
The New York Athletic Club
180 Central Park South at 7th Avenue
New York, New York 10019
212.767.7130

LOCATION: ART LAW DAY
NYU Kimmel Center, Eisner & Lubin Auditorium
60 Washington Square South
New York, New York 10012
212.998.7289

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