The art market demonstrated a dramatic shift in selling trends in 2008 as the international economic downturn impacted sales. In the last quarter of 2007, auction houses and galleries alike saw the most pronounced setbacks since the 1990-91 market plunge; reports state that art prices actually declined 7.5 percent when compared with the fourth quarter of 2007. What does this mean for appraisers as we analyze the art market depression? Is there an across-the-board devaluation formula that can be applied to assess fourth quarter of 2008? Private Client Group at Chartis Insurance

Day & Meyer, Murray & Young

Phillips de Pury & Company

UBS Art Collection, NY, with Jacqueline Lawrence, Regional Curator, American, UBS Avenue of the Americas, New York, NY

The UBS Art Collection is widely regarded as one of the finest corporate art collections in the world focusing on contemporary art. UBS is proud of its global contemporary art collection, which is comprised of approximately 24,000 works located throughout approximately 3,000 UBS buildings around the world. The collection includes paintings, photographs, drawings, sculptures and videos ranging from the earliest years of Abstract Expressionism to today's emerging artists.

Exhibitions drawn from the UBS Art Collection have been exhibited at major international museums, including The Museum of Modern Art, New York, to which UBS gifted approximately 10 major works. The Tate Modern in London, the Mori Art Museum in Japan; the Shanghai Art Museum in China, and the Art Gallery of New South Wales in Sydney, Australia. The collection is constantly on display on our premises, museums and online. It utilizes UBS offices for employees, clients and analysts, and aims to increase the public's access to art. The public can view works from the Collection and learn more about the artists represented in it by visiting the interactive museum at www.ubs.com/artsolutions. Sponsored by ARIS Corporation.
FRIDAY

OPENING RECEPTION AND TOUR
UBS Art Collection, NY, with Jacqueline Lawrence, Regional Curator, Americas, 1285 Avenue of the Americas, New York, NY
The UBS Art Collection is widely regarded as one of the finest corporate art collections in the world focusing on contemporary art. UBS is proud of its global contemporary art collection, which is comprised of approximately 40,000 works located throughout approximately 1,250 UBS buildings around the world. The collection includes paintings, photographs, drawings, sculptures and video ranging from the earliest years of Abstract Expressionism to today’s emerging artists. Exhibitions drawn from the UBS Art Collection have been exhibited at major international museums, including The Museum of Modern Art, New York, to which UBS gifted approximately 40 major works; the Tate Modern in London; the Mori Art Museum in Japan; the Shanghai Art Museum in China; and the Art Gallery of New South Wales in Sydney, Australia. The collection is constantly on display on our premises, at museums and online. It enriches UBS offices for employees, clients and visitors, and aims to increase the public’s access to art. The public can view works from the Collection and learn more about the artists represented in it by visiting the interactive web museum at www.ubs.com/artcollection.
Sponsored by ARIS Corporation.

LUNCHEON ROUNDTABLES
During lunch on both Saturday and Sunday, 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 new VIP Lounge on the 30th floor, meet with colleagues, talk with vendors, and relax in between sessions. Coffee and snacks served.

MINI MENTORING SESSIONS IN THE VIP LOUNGE
During the afternoon on both Saturday and Sunday, mentoring sessions will be available. Please let us know if you wish to register to provide appraisal advice, or if you wish to receive appraisal advice. We will schedule 20-minute sessions accordingly.

CONFERENCE COMMITTEE
Harmer Johnson, AAA
Jane C.H. Jacob, AAA
Co-Chairs
Ruth Crnkovich
Brian C. Cummings
Aleya Lehmann Bench
Kathy Rosenblatt, AAA
Victoria Shaw-Williamson, AAA
Deborah Gerstler Spanierman, AAA
Sabine Wilson, AAA
Sylvia Leonard Wolf, AAA

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General Counsel

Design: C. Harvey Graphic Design, NYC (charvey.com)
Images courtesy of Doyle New York
November 8th – 9th

SUNDAY

9:00 – 9:15 am
Breakfast

9:15 – 9:30 am
Welcome by President, Appraisers Association of America

9:30 – 10:45 am
Keynote Address

10:45 am – 11:00 am
Coffee Break

11:00 am – 11:15 am
The Continuing Allure of Art Glass

11:15 am – 12:00 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

12:00 – 1:15 pm
Lunch Roundtables

Sponsored by Wilhelm Bergman LLP

1:15 – 2:00 pm
Afternoon Session I

2:00 – 3:30 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

3:30 – 4:15 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

4:15 – 5:00 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

5:00 – 5:45 pm
Closing Reception

November 9th

9:00 – 9:15 am
Breakfast

9:15 – 9:30 am
Welcome by President, Appraisers Association of America

9:30 – 10:45 am
Keynote Address

10:45 am – 11:00 am
Coffee Break

11:00 am – 11:15 am
The Current Russian Art Market

11:15 am – 12:00 pm
Sponsored by Martignetti Planned Giving Advisors, LLC, NY

12:00 – 1:15 pm
Lunch Roundtables

Sponsored by Wilhelm Bergman LLP

1:15 – 2:00 pm
Afternoon Session II

2:00 – 3:30 pm
Sponsored by the Appraisers Association of America

3:30 – 4:15 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

4:15 – 5:00 pm
Sponsored by University of Nebraska - Lincoln

5:00 – 5:45 pm
Closing Reception

November 8th – 9th

FRIDAY

8:00 – 8:45 am
Cappuccino & Coffee

8:45 – 9:00 am
Welcome by AAA President, Appraisers Association of America

9:00 – 9:15 am
Keynote Address

9:15 am – 9:30 am
Coffee Break

9:30 am – 11:00 am
Panel Discussion I

How Markets are Driven: Dealer Dynamics in the Art Market

11:00 am – 11:30 am
Sponsored by Day & Meyer, Murray & Young

11:30 am – 12:00 pm
Lunch Roundtable

Sponsored by Wilhelm Bergman LLP

12:00 – 1:15 pm
Lunch Roundtables

Sponsored by Martignetti Planned Giving Advisors, LLC, NY

1:15 – 2:00 pm
Afternoon Session I

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3:30 – 4:15 pm
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Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

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Closing Reception

November 9th

8:00 – 8:45 am
Cappuccino & Coffee

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Welcome by President, Appraisers Association of America

9:00 – 9:15 am
Keynote Address

9:15 am – 9:30 am
Coffee Break

9:30 am – 11:00 am
Panel Discussion II

Revaluing Photographs in the New Millennium

11:00 am – 12:00 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

12:00 – 1:15 pm
Lunch Roundtables

Sponsored by Martignetti Planned Giving Advisors, LLC, NY

1:15 – 2:00 pm
Afternoon Session II

2:00 – 3:30 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

3:30 – 4:15 pm
Sponsored by University of Nebraska - Lincoln

4:15 – 5:00 pm
Sponsored by Tannenbaum Helpern Syracuse & Hirschtritt LLP, NY

5:00 – 5:45 pm
Closing Reception
8:30 – 9:15 am
CHECK-IN & COFFEE
NYAC, 180 Central Park South, at 7th Avenue

WELCOME
Aleya Lehmman Bench, Executive Director, Appraisers Association of America

KEYNOTE ADDRESS
State of the Art Market by Steven Zick, Christie’s, Chicago. 
Sponsored by Alston + Bird LLP.

10:00 – 11:15 am
PANEL DISCUSSION
How Markets are Driven: Dealer Dynamics in the Art Market
The Postwar and Contemporary art markets have dominated the marketplace for several years and their sales now rival the historically dominant impressionism and Modern categories. In recent years, collectors have also begun to look beyond Europe and the Americas. How has this been accomplished? Moderator: Daniel Grant, American Artist, NY. Panelists: Deborah Gerstler Spanierman, DGS Fine Art Consultants, NY; Patterson Sims, NY; Judith Seikowitz, Art Advisory Services Inc., NY.

VIP LOUNGE COFFEE BREAK
Sponsored by Day & Meyer, Murray & Young

11:15 – 11:45 am
PANEL DISCUSSION
Tools in Light of the Markets: Industry Changes Affecting Appraisers
In 2006, New York magazine writer, Marc Spiegler wrote an article entitled, “Five Theories On Why the Art Market Can’t Crash.” Three years later it has, and the market is still recovering. What does this collapse have to do with buying, selling and insuring art, and how can appraisers protect themselves? Moderator: Gayle M. Skluzacek, AAA, Abigail Hartmann Associates, NY. Panelists: Katja Zigerlig, Private Client Group at Chartis Insurance, NY; Ralph Lerner, Withers Bergman LLP, NY; Barbara Chu, Emigrant Bank Fine Art, NY; Judith L. Pearson, ARIS Corporation, CO.

1:00 – 2:00 pm
LUNCHeon ROUNDTABLES
Sponsored by Phillips de Pury & Company

2:00 – 3:15 pm
AFTERNOON SESSIONS
American Portraiture: Their Relative Desirability and Market, Anne Frances Moore, AAA, Anne Frances Moore Fine Art Services, NY
Studio Ceramics: Past, Present and Future Markets, Greg Kuharic, Decorative and Fine Arts Consultant, NY
Nuts and Bolts of Insurance for Appraisers, Sam Pugatch, DeWitt Stern Group, NY ‘Hey, That Looks Like Mine;’ When Is Appropriation Art Infringing?, Andrew Berger, Tannenbaum Helpern Syracuse & Hirschkritt LLP, NY
The Continuing Allure of Art Glass, Malcolm Mac Neil, Doyle New York, NY

VIP LOUNGE COFFEE BREAK
Sponsored by Harmer Johnson, AAA

3:15 – 3:45 pm
AFTERNOON SESSIONS
Valuing Wines in Today’s Marketplace, Charles Curtis, Christie’s, NY
Revaluating Photographs in the New Millennium, Daile Kaplan, AAA, Swann Galleries, NY
Sculpture: Still Alive, Alice Levi Duncan, Gerald Peters Gallery, NY
Considering Picture Frames When Appraising Fine Art, Suzanne Smeaton, Eli Wilner & Co., Inc., NY
Appraising Design: Chairs You Can’t Sit In and Other Challenges, Brent Lewis, Christie’s, NY

5:30 – 7:30 pm
CLOSING RECEPTION
Cavin-Morris Gallery, 210 Eleventh Avenue. Randall Morris, Guest Speaker. 
Sponsored by Private Client Group at Chartis Insurance.
ART LAW DAY
MONDAY@NYU

November 9th

8:30 – 9:00 am
CHECK-IN & COFFEE
NYU, 15 Barclay Street, Woolworth Building, 4th Floor

9:00 – 10:00 am
OPINIONS AT YOUR PERIL?
Judith Bresler, Withers Bergman LLP, NY
Explores the liabilities experts can incur in rendering opinions about the value or authenticity of art, as well as how to maximize appraiser protection. A 45-minute presentation. Q&A for 15 minutes.

10:00 – 11:30 am
CURRENT LEGAL ISSUES IN ART INSURANCE
Amy J. Goldrich, Law Offices of Amy J. Goldrich, NY
Steve Pincus, DeWitt Stern Group, NY
Greg Smith, Berkley Asset Protection Underwriters, Inc., NY
Answers the critical questions about insurance, both as to maintaining a successful claim, and as to what happens to the art itself. Who has an insurable interest in art? What is covered, and how are insurance companies changing the definition of what risks are covered? What action is necessary by an insured in order to minimize the risk that an insurer does not reject an otherwise covered claim? How is art appraised and insured on site and in transit? What happens when there is loss and damage? Three 25-minute presentations. Q&A for 15 minutes.

11:30 – 1:00 pm
LEGAL ISSUES ARISING IN A “DOWN” ART MARKET
Dean R. Nicyper, Flemming Zulack Williamson Zauderer LLP, NY
Elizabeth von Habsburg, AAA, Gurr Johns, NY
James S. Martin, Orion Analytical, MA
Robert J. Feinstein, Pachulski Stang Ziegler & Jones, NY
Judith L. Pearson, ARIS Corporation, CO
Addresses important practical and legal issues that arise when prices are falling and the economy is difficult. In light of recent bankruptcies and uncertainty across all markets, what protection is there for buyers, sellers, and appraisers? How can a collector guard against fakes? What are safe borrowing and lending practices? From when to file a UCC to what to do in the even the worst case scenario (Salander-O’Reilly or the “Bernie Madoff” of art dealers, Michel Cohen), this is a practical presentation on issues of concern to all. Five 15-minute presentations. Q&A for 15 minutes.

1:00 – 2:00 pm
LUNCH BREAK (ON YOUR OWN)

2:00 – 3:30 pm
THE CHANGING ART TAX LANDSCAPE
Paul M. Roy, Withers Bergman LLP, NY
Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf, Inc., NY
Ann M. Garfinkle, Whiteford Taylor Preston, LLP, DC
Provides practical advice on estate planning and charitable giving for those with art assets. How, when and whether to give to institutions, including the state of fractional giving. How changes in Washington may affect charitable giving and estate planning. What appraisers, attorneys, and collectors need to know about recent IRS regulations concerning appraisers. And, of course, what everyone needs to know about sales and use taxes. Three 25-minute presentations. Q&A for 15 minutes.

3:30 – 5:00 pm
HOT TOPICS IN ART LAW: CASE STUDIES, AND “FREE RANGE” QUESTIONS AND ANSWERS
John R. Cahill, Cahill, Lynn & Cahill LLP, NY
Raymond J. Dowd, Dunnington, Bartholow & Miller LLP, NY
Jane C.H. Jacob, AAA, Jacob Fine Art, IL
Karl Geercken, Alston + Bird LLP, NY
Copyright and Copyleft: Who Owns the Intellectual Property in Art?
Deaccessioning: If a Museum Owns Art, Why Can’t It Just Sell It?
Customs of the Art Trade: Art Import, Export, and Unexpected Seizures
Four 15-minute presentations. 30-minute opportunity for all audience members to ask questions on any art law topic to any panelist.
November 13th

9:00 – 10:00 am
A Look at Marketplaces: Market Correction, Contraction or Collapse?
Panelists: Winter Antiques Show, NY; Sara Friedlander, Christie’s, NY; Lark Mason, iGavel, NY.

10:00 – 11:15 am
State of the Art Market by Steven Zick, Christie’s, Chicago. Sponsored by ArtNet + BLP LLC

11:15 – 11:45 am
What Happens to Appreciated Property After You Appraise It
Speaker: Dara Meyers-Kingsley, Independent Curator, NY

11:45 – 1:00 pm
Condition as a Key to Value: A Conservator’s Approach to Examining Furniture
Speaker: Andrew Berger, AAA, Anne Frances Moore Fine Art Services, NY

1:00 – 2:00 pm
Assessment of Media and Collections in the Post-WG and 21st Century Art World
Panelists: Nick Nicholson, Nicholson Art Advisory, NY; Jorge Luis Gonzalez, AAA, Ceramics Specialist

2:00 – 3:15 pm
How to Talk to Your Clients and Advertise Your Services: The Continuing Allure of Art Glass
Panelists: James S. Martin, Orion Analytical, MA; Charles Curtis, Christie’s, NY; Daile Kaplan, AAA, American Portraiture: Their Relative Desirability and Market

3:15 – 4:30 pm
American Portraiture: Their Relative Desirability and Market
Panelists: Skluzacek, AAA, Abigail Hartmann Associates, NY. Panelists: Katja Zigerlig, Private Client Group at Chartis Insurance, NY; Ralph Lerner, Withers Bergman LLP, NY; Ann M. Garfinkle, Whiteford Taylor Preston, LLP, DC

4:30 – 5:45 pm
The Postwar and Contemporary art markets have dominated the marketplace for half a century. What are the market dynamics today?
Panelists: Aleya Lehmann Bench, Executive Director, Appraisers Association of America; Thomas Shum, Swann Galleries, NY; Harmer Johnson, AAA; Alice Levi Duncan, Gerald Peters Gallery, NY; Malcolm Mac Neil, Doyle New York, NY

5:45 – 7:00 pm
Hot Topics in Art Law: Case Studies, and “Free Range” Questions and Answers
Panelists: Roberta A. Sicular, R. Coldis, LLP, New York; James S. Martin, Orion Analytical, MA; Karl Geercken, Alston + Bird LLP, NY; Jane C.H. Jacob, AAA, Jacob Fine Art, IL; Ray Schwabacker, Brown & Jamesman, PA; Robert L. Harlan, |S|C|A|P|A|L®

November 14th

9:00 – 10:00 am
A Look at Marketplaces: Market Correction, Contraction or Collapse?
Panelists: Winter Antiques Show, NY; Sara Friedlander, Christie’s, NY; Lark Mason, iGavel, NY.

10:00 – 11:15 am
State of the Art Market by Steven Zick, Christie’s, Chicago. Sponsored by ArtNet + BLP LLC

11:15 – 11:45 am
What Happens to Appreciated Property After You Appraise It
Speaker: Dara Meyers-Kingsley, Independent Curator, NY

11:45 – 1:00 pm
Condition as a Key to Value: A Conservator’s Approach to Examining Furniture
Speaker: Andrew Berger, AAA, Anne Frances Moore Fine Art Services, NY

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The art market demonstrated a dramatic shift in selling trends in 2009 as the international economic downturn impacted sales. In the last quarter of 2009, auction houses and galleries alike saw the most notable reduction in sales since the 1990-1992 market plunge, reports state that art prices actually declined 7.5 percent when compared with the fourth quarter of 2008. What does this mean for appraisers as we analyze the art market depression? Is there an across the board devaluation formula that can be applied to assess art market values? What is the expected market turnaround as we analyze the art market depression? Is there an across the board devaluation formula that can be applied to assess art market values? The New York Art Market has put together an extraordinary assembly of experts to shed light on these and other important issues.

**Extraordinary Assembly of Experts to Shed Light on These and Other Important Issues.**

**Art Market**

**Market Turnaround**

**Devaluation Formula**

**Expected Market Turnaround**

**Across the Board Devaluation Formula**

**Art Market Depression**

**New York Art Market**

**Extraordinary Assembly of Experts**

**Shed Light on These and Other Important Issues.**

**November 6th**

**FRIDAY**

**5:30 – 7:30 pm**

**Opening Reception and Tour**

UBS Art Collection, 1W, with Jacqueline Lawson, Regional Curator, Americas, UBS, Private Banking, Americas, NY, NY.

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**Luncheon Boundaries**

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**Mini Mentoring Sessions in the VIP Lounge**

During the afternoon on both Saturday and Sunday, mentoring sessions will be available. Please let us know if you wish to register to provide appraisal advice, or if you wish to receive appraisal advice. We will schedule 20-minute sessions accordingly.

**Conference Committee**

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General Counsel

**New Vistas in the Marketplace**

**2009 National Conference**

**November 7-8, New York Athletic Club 180 Central Park South, New York City**

**Including an Evening Reception and Preview Friday, November 6th, at the UBS Art Collection and Art Fair Day, Monday, November 9th.**

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, special sessions, screenings, and evening receptions.

**Celebrating 60 years 1949-2009**
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 1. No refunds after November 1. Confirmation letters will be sent via email upon receipt of payment. Tickets may be picked up each morning at NYAC.

CONTINUING PROFESSIONAL DEVELOPMENT
AAA Members receive ten points per day for Saturday, Sunday, and Monday.

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, 212.767.7135, $255-$340, cut-off date: October 10, 2009, Jolly Hotel Madison Towers, Madison Avenue at 38th Street, 212.802.0600, $260-$335, cut-off date October 7, 2009.