OF VALUE

2018 NATIONAL CONFERENCE

Sunday, October 28, 2018 | 9:00 AM - 5:30 PM
Monday, October 29, 2018 | 9:00 AM - 5:30 PM
New York Athletic Club | 180 Central Park South, New York City

Pearlstein McCullough & Lederman LLP | Platinum Sponsor
Sunday, October 28, 2018
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

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

Trends and Transitions in the Art Market
Georgina Adam, Author of: “The Dark Side of the Boom: The Excesses of the Art Market in the 21st Century”
Colossal prices at the top end, accelerating interest in art as an investment, the notion of “fractional ownership,” and the potential impact of blockchain: these are just some of the topics covered in this presentation, which will look at current trends as well as the transformations that have already taken place in the art market today.

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

The Landscape of the 2018 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, Bank of America Private Wealth Management
Doug Woodham, Managing Partner, Art Fiduciary Advisors
Georgina Adam, Journalist and Author, moderator

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

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

Perishable Art: How to Appraise the Temporary
Contemporary art works are often created using perishable or delicate materials, causing them to deteriorate over time. In some cases, this deterioration is the intent of the artist, but in others it may not be planned. How do we appraise artwork that might not last? Looking at the issue from three different perspectives: the insurer, the dealer, and the conservator, we will attempt to give insight on this topic.
Katherine Chan, Director, Miguel Abreu Gallery
Gloria Velandia Ludmer, Chief Conservator, GV Art Conservation
Katja Zigerlig, Vice President, Art, Wine + Collectibles Advisory, Berkley One
Louky Keijzers Koning, AAA, Principal, Keijzers Koning Appraisals, moderator

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

The Global Rise of African American Art
From the perspective of the dealer, collector and art historian, this panel will discuss issues that touch on a diverse range of criteria that determine how African American art is accessed and valued.
Rodney M. Miller, Vice Chairman-Investment Banking, JP Morgan; Collector
Michael Rosenfeld, Michael Rosenfeld Gallery
Dr. Leslie King Hammond, Senior Fellow, Robert W. Deutsch Foundation, moderator
Sunday, October 28, 2018
AFTERNOON

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

2018 Belmont Society Award Presented to Manuel Greer

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

1. The Nature of Things: Natural History in an Unnatural World
What is the difference between a study sample and collectible specimen? How things are displayed, stored, and handled can be a good indicator of the value.
Craig C. Kissick, Director, Nature and Science, Heritage Auctions

2. Chanel, Hermès and...Kate Spade? Value in the Closet
Learn which brands and categories of items are increasing in value as well as which are losing their worth: the answers might surprise you. From jewelry to shoes, there is now more value in the closet than ever before.
Karin Dillie, Director, Trusts and Estates, The RealReal

3. The Middle Market: Art Auction Case Studies
This lecture will cover recent success stories at auction, and discuss how the middle market has improved over the past 5-10 years and will also address questions about the art auction business.
Sandra Germain, Owner, Shannon’s Fine Art Auctioneers

4. Understanding Decorative and Functional Objects through Scientific Analysis
This session will discuss how science can be used to assist with matters of object attribution, authentication, and evidence of use. Dr. Mass will also discuss how to identify authentic surfaces and conservation/restoration histories.
Jennifer L. Mass, Ph.D., President, Scientific Analysis of Fine Art, LLC

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

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

This session will focus on differences between USPAP Standard 5 (Mass Appraisal, Development) and Standard 7 (Personal Property Appraisal, Development). There will also be a discussion of factors and methods to consider when conducting a sampling or to determine a blockage discount.
Edward Yee, AAA, Vice President, Penelope Dixon & Associates
Jannette M. Barth, Ph.D., Economist and Managing Director, Pepacton Institute LLC
Cynthia D. Herbert, AAA, President, Appretium Appraisal Services, AQB Certified USPAP Instructor, moderator

6:00 pm – 8:00 pm | EVENING RECEPTION
Alexandre Gallery, New York | 724 Fifth Avenue, 4th floor, New York, NY 10019
Between 56th & 57th Streets

All Members, Conference Attendees, and Guests welcome!
A map has been provided for your convenience in the printed materials.
Monday, October 29, 2018
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

Louky Keijser Koning, 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

**Art Bridges: Sharing Art Across America**
Margaret C. Conrads, Ph.D., Director of Curatorial Affairs, Crystal Bridges Museum of American Art

Art Bridges’ mission is to share outstanding works of American Art with those that have limited access to our country’s most meaningful works. Our goals include championing museum engagement with communities and build and sustain inclusive relationships; fostering new ways of collaboration among museums of all sizes; and sparking experimentation. The mission is achieved by partnering with institutions of all sizes on projects that deeply engage communities.

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

**American Art Market: Do Museums Set The Trends, Buck Them, or Follow Them When Building Collections?**
The panelists will discuss what drives the current market for vintage American Art (1780-1980).
Margaret C. Conrads, Ph.D., Director of Curatorial Affairs, Crystal Bridges Museum of American Art
Andrew Schoelkopf, Partner, Menconi + Schoelkopf
Betty Krulik, AAA, President, Betty Krulik Fine Art, Ltd, moderator

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

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

**Issues of Ownership, Authorship, & Copyright**
Art can lose value or become unsalable when ownership, authorship or copyright is in question. The panel discusses the importance of certificates, installation descriptions, invoices and contracts and how authorship and copyright are protected in the world of conceptual and digital art.
Lindsay Aveihlé, Editor, Sol LeWitt Wall Drawings Catalogue Raisonné
Mary Buschman, President, ARIS Title Insurance Corporation
Emily Reisbaum, Partner, Clarick Gueron Reisbaum LLP
Sabine Wilson, Ph.D., AAA, Principal, Sabine Wilson Fine Art LLC, moderator

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

**Southern Furniture & (Other) Decorative Arts - Connoisseurship and Market**
This panel will explore both the retail and the secondary markets for examples of Southern furniture and decorative arts in the current marketplace. Features and forms that are distinguishing or unique to Southern furniture, and other decorative arts, will be compared to their Early American counterparts from the Middle States and New England regions. The panel’s museum speaker will further explore connoisseurship with fine examples from the collection of the Museum of Early Southern Decorative Arts (MESDA) along with some acquisition stories.
Catherine A. Carlisle, Development Officer, Museum of Early Southern Decorative Arts
at Old Salem Museums & Gardens
Sumpter Priddy, III, Sumpter Priddy III, Inc.
Jeffrey S. Evans, President, Senior Auctioneer and Expert, Jeffrey S. Evans & Associates, Inc.
Patricia M. Dillon, AAA, President, Putnam Art Advisors & Consultants, Inc., moderator
Monday, October 29, 2018

AFTERNOON

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

Annual Meeting and 2018 Awards Presentation

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

1. Taxidermy: How Laws and Regulations Can Affect Values
   Tim and Brent will discuss the laws surrounding the sale of taxidermy. They will review what cannot be sold under the endangered species act and discuss trends effecting value.
   Tim Hollinger, Auctioneer, Firearms and Outdoor Specialties, Alderfer Auction Company
   H. Brent Sounder, Sales Director, Auctioneer, Appraiser, Alderfer Auction Company

2. Beyond Fabergé: Russian Furniture & Decorative Arts
   A brief survey of Russian furniture and decorative arts from ancient Moscow to the revolution, touching lightly on the types of materials appraisers are most likely to see, and with a special emphasis on forgeries and reproductions.
   Nick Nicholson, Senior Vice President, Division Head, Decorative Arts, Freeman’s Auction

3. Modernism in Indian Art: When, How and What
   This session focuses on an introduction to modern Indian art, its history and the contours of its market.
   Josheen Oberoi, Gallery Director, Tyler Rollins Fine Art

4. 10,000 Hours? Collections Management and the Art Appraiser
   Appraisers’ skill set often overlap with those of collections managers, but appraisers may not know exactly what their role is in terms of caring for a collection. This breakout session will be a conversation among experienced independent collections managers who will give an overview of their expertise, the services they provide, and their thoughts on the future of the collaboration between appraisers and collections managers.
   Maura Kehoe Collins, Principal, Artiphile
   Suzanne Quigley, Collections Management Consultant, Art & Artifact Services
   Jay Grimm, AAA, Jay Grimm Art Advisory, moderator

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

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

Ask the IRS
   Q&A forum with an attorney and an appraiser from the IRS in recent changes, current issues, concerns and frequently seen errors.
   Robin Bonner, Art Appraiser, Internal Revenue Service
   Karin Gross, Attorney, Internal Revenue Service
   Emily A. Thompson, Fine Art Specialist, Emigrant Bank Fine Art Finance/Fine Art Asset Management, moderator
2018 BELMONT SOCIETY AWARD
Sunday, October 28 | 1:00 pm | Networking Luncheon

The 2018 Belmont Society Award will be presented to **Manuel Greer**
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 circa 1958 to 1973.

2018 AWARD RECIPIENTS
Monday, October 29 | 1:00 pm | Networking Luncheon

**President’s Award**
**Michael Findlay**
Director, Acquavella Galleries

**Director’s Award**
**Michael McCullough**
Partner, Pearlstein, McCullough & Lederman LLP
**William Pearlstein**
Partner, Pearlstein, McCullough & Lederman LLP

**Service to Education Award**
**Cole Ferry**
Owner, W.C. Ferry and Associates

**Regional Service Award**
**Pat Dillon, AAA**
President, Putnam Art Advisors & Consultants, Inc.

**Student Award**
**Kristy Bryce**
Comprehensive Appraisal Studies Program (CASP), Fall/Spring 2017

EVENING NETWORKING RECEPTION
Sunday, October 28 | 6:00 - 8:00 pm

**Alexandre Gallery, New York** | 724 Fifth Avenue, 4th floor, New York, NY 10019
Between 56th & 57th Streets

Join your colleagues
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.
We gratefully thank our 2018 sponsors!

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The following materials are available to download from our website:

- Certificate of Attendance
- Speaker Handouts
- Directory of Exhibitors
- Directory of Speakers
- Directory of Sponsors

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