

SAT CONFERENCE NOVEMBER 10, 2012 **2**

8:00am – 8:45am **CHECK-IN AND COFFEE**
NYAC, 180 Central Park South, at 7th Avenue

8:45am – 9:00am **WELCOME**
Nancy Harrison, AAA, President, Appraisers Association

9:00am – 10:00am **KEYNOTE ADDRESS**
Leigh Keno, Keno Auctions on **Hidden Treasures: Discoveries in the Field of American Furniture and Decorative Arts**. Leigh Keno, whose lifelong immersion in the world of art and antiques has made him one of the foremost experts in the field, will open up the conference with a keynote address focused on his fascinating discoveries over the years, beginning with early days at Doyle New York and Christie's before opening up Leigh Keno American Antiques in 1986, and in 2009, Keno Auctions. Keno has helped define the field, and has contributed significantly to our knowledge of American Furniture and Decorative Arts.
Sponsored by Cirkers and Hayes Fine Art Storage and Logistics

10am – 11:15am **PANEL DISCUSSION**
Authenticity and the Appraiser
Fakes and forgeries of art have dominated the news during the last year. This panel will focus on the responsibility of the appraiser and the resources available to the appraiser to navigate the challenges of fakes and forgeries. **Moderator:** Judy Pearson, ARIS. **Speakers:** Nancy Mowll Mathews, Catalogue Raisonné Scholars Association; Katy Rogers, Dedalus Foundation; Paul Messier, Conservator of Photographs and Works on Paper; Ronald D. Spencer, Carter Ledyard & Milburn
Sponsored by 1stdibs

11:15am – 11:45am **VIP LOUNGE/COFFEE BREAK**
Book Signing: **Ronald D. Spencer**, *The Expert versus The Object, 2004*
Sponsored by Keno Auctions

11:45am – 1:00pm **PANEL DISCUSSION**
Banned Materials
Objects that cannot be legally sold because they are made from endangered species: what are these materials, and where can the appraiser find the rules and regulations? Are there statutes of limitation whereby some antique objects containing such materials are not subject to these laws? What regulations govern interstate and international transportation of banned materials? How does one value this property? **Moderator:** and Yuri Yanchyshyn, Period Furniture Conservation. **Speakers:** Phil Alegranti, United States Fish and Wildlife Service; Sandra Cobden, Christie's; Margaret Sinozich, Masterpiece International; Joan Caballero, Joan Caballero Appraisals.
Sponsored by 1stdibs

1:00pm – 2:30pm **LUNCHEON ROUNDTABLES**
Presentation: Virginia Rutledge, PIPE Arts Group, on *Priceless: The Future of Contemporary Art*
Sponsored by Skinner Inc.

2:30pm – 3:45pm **AFTERNOON SESSIONS:**
Elaine Banks Stainton, Doyle New York, on *Old Masters in Today's Market*. *Sponsored by Art Peritus*
Karin Gross, IRS and **Paul Roy**, Withers Bergman, on *Gift, Estate and Non-cash Charitable Donations*. *Sponsored by Emigrant Bank Fine Art Finance*
Antonio Alvarez, on *Essentials of Paper Conservation*. *Sponsored by Doyle New York*
Gloria Lieberman, Skinner, Inc., on *Artist Jewelry in the Secondary Market*. *Sponsored by Art Peritus*

3:45pm – 4:15pm **VIP LOUNGE/COFFEE BREAK**
Book Signing: **Barbara Appelbaum**, *Conservation Treatment Methodology, 2012*
Sponsored by Keno Auctions

4:15pm – 5:30pm **AFTERNOON SESSIONS**
Sebastian Clarke, Doyle New York, on *English Furniture: Basics and Current Market Trends*. *Sponsored by Harmer Johnson*
Clayton Kirking, NYPL and **Tom McNulty**, NYU, on *Where Can I Find That #@!:%#\$ Catalogue? Research Tips for Appraisers*. *Sponsored by Emigrant Bank Fine Art Finance*
Paul Messier, Conservator of Photographs and Works on Paper, on *Understanding the Condition of Photographs*. *Sponsored by Doyle New York*
Wendell Garrett, Wendell Garrett & Associates, on *American Decorative Arts and Antiques*. *Sponsored by Harmer Johnson*

SUN CONFERENCE NOVEMBER 11, 2012 **3**

8:00am – 8:45am **CHECK-IN AND COFFEE**
NYAC, 180 Central Park South, at 7th Avenue

8:45am – 9:00am **WELCOME**
Aleya Lehmann Bench, Executive Director, Appraisers Association

9:00am – 10:00am **KEYNOTE ADDRESS**
David S. Buntton, President, The Appraisal Foundation and Paul Bierschwale, Chairman, Board of Trustees, The Appraisal Foundation, on **Building a Profession**. The Appraisal Foundation, dedicated to promoting professionalism and ensuring public trust in the valuation profession, works on behalf of the appraisal profession to strengthen and increase awareness—we'll hear the latest!
Sponsored by Artprice

10am – 11:15am **PANEL DISCUSSION**
Art Financing Now: Opportunities and Pitfalls
Representatives of three diverse art lenders will speak about their respective niches within this burgeoning industry, and will explicate the realities of today's tightened credit environment. Also, from the attorney and lender perspectives, we will discuss the criteria, skills and protections needed by the appraiser when called in to analyze potential art-loan collateral. **Moderator:** Nancy Harrison, Emigrant Bank Fine Art Finance. **Speakers:** Suzanne Gyorgy, Citi Private Bank, Art Advisory & Finance; Paul Aitken, Borro; Li Jun Xian, Emigrant Bank Fine Art Finance; Stephen Brodie, Herrick Feinstein.
Sponsored by Herrick, Feinstein LLP

11:15am – 11:45am **VIP LOUNGE/COFFEE BREAK**
Book Signing: **Judith Bresler**, *Art Law: The Guide for Collectors, Artists, Investors, Dealers, and Artists*, PLI, 2012, 4th edition. *Sponsored by Roland New York*

11:45am – 1:00pm **PANEL DISCUSSION**
Market Analysis
Appraisal reports should include a relevant explanation of the current art market. In order to accomplish this analysis, appraisers must have a wide range of available data. This session will provide insight into tools and information sources including art indices that measure market movements, trend reports and fine-tuned approaches for creating credible appraisal documents. **Moderator:** Michael Plummer, Artvest. **Speakers:** Thomas Galbraith, Artnet Analytics; Nancy Murphy, Jincheng Tongoda & Neal; Martin Bremond, Artprice.
Sponsored by Herrick, Feinstein LLP

1:00pm – 2:30pm **LUNCHEON ROUNDTABLES**
Presentation: Nancy Murphy, Jincheng Tongoda & Neal, on *A Look at the Current State of Art Collecting Conventions in China*
Sponsored by Fine Art Connoisseur

2:30pm – 3:45pm **AFTERNOON SESSIONS:**
David Walker, Freeman's, on *All that Glitters is not Gold: Silver in the Marketplace*. *Sponsored by Freeman's Auctions*
Amy Goldrich, Lynn & Cahill and **Juliet P. Kalib**, Attorney at Law, on *Estate Planning and Administration: Practical Considerations for Appraisers*. *Sponsored by Emigrant Bank Fine Art Finance*
Gloria Velandia, GV Art Conservation, on *Painting Conservation: Condition Impact on Value*. *Sponsored by Doyle New York*
Stuart Lutz, Historic Documents, on *Come Hear the Last Civil War Widows Speak!*
Sponsored by Freeman's Auctions

3:45pm – 4:15pm **VIP LOUNGE/COFFEE BREAK**
Book Signing: **Stuart Lutz**, *The Last Leaf: Voices of History's Last-Known Survivors, 2010*
Sponsored by Roland New York

4:15pm – 5:30pm **AFTERNOON SESSIONS**
Daile Kaplan, Swann Auction Galleries, on *Evaluating Rare Photobooks*. *Sponsored by DeWitt Stern Group*
Jane Willis, **Jennifer Garland Ross** and **Jane C.H. Jacob**, on *Appraisers working with Appraisers*. *Sponsored by Emigrant Bank Fine Art Finance*
Lyda Muros, GV Art Conservation, on *Conservation Issues in Ceramic and Glass*. *Sponsored by Doyle New York*
Meredith Meuwley, Heritage Auctions, on *Illustration Art: American History in Images*. *Sponsored by DeWitt Stern Group*

FRI ART LAW DAY @ NYU-SCPS **4**

Friday, November 9, 2012, 8:30am-7:30pm
NYU Kimmel, Rosenthal Pavilion, 60 Washington Square South, New York City
Co-produced by New York University/School of Continuing and Professional Studies and the Appraisers Association
Sponsored by Heritage Auctions and Withers Bergman LLC

8:30am – 9:00am **REGISTRATION AND CHECK-IN**

9:00am – 9:10am **WELCOME**
Terry Shtob, NYU-SCPS; **Nancy Harrison**, Appraisers Association

9:10am – 9:50am **KEYNOTE ADDRESS**
An Introduction to Moral Rights
What are Moral Rights? The educated public is surprisingly unaware of these rights which accrue to the author of a "work of visual art." Judith Bresler will enlighten us as to these semi-obscure rights, touch on their origins, discuss the history of Moral Rights in the United States, discuss our federal Moral Rights legislation, and address some of the limitations of our Moral Rights statute. **Presenter:** Judith Bresler, Withers Bergman, LLP. **Intro:** Ron Fiamma, Chartis Private Client Group

9:50am – 11:20am **Moral Rights and the Law**
Little known or understood in the US despite the passage of the Visual Artists Rights Act ("VARA") two decades ago, American artists have yet to receive the full breadth of legal protection realized by their European counterparts. However, a series of recent lawsuits and proposed legislation has brought the issues of moral rights back to the forefront. What happens when an artist invokes his or her moral rights? **Moderator:** John Cahill, Lynn & Cahill LLP. **Panelists:** Gloria Velandia, GV Art Conservation; Magdalena Dabrowski, Independent Curator and Art Consultant; and Christiane Fischer, AXA Art Insurance Corporation. **Intro:** Yuri Yanchyshyn, Period Furniture Conservation, LLC.

11:20am – 11:30am **COFFEE BREAK**
Sponsored by Borro

11:30am – 1:00pm **Authenticity Issues and the Law**
Some say that there is a crisis in the art market. In the face of rising legal bills pre-eminent artist foundations including the Pollock-Krasner Foundation and the Warhol Foundation have stopped authenticating artworks. CAA recommends that art historians "consult legal counsel" prior to rendering opinions on artworks that lack a consensus of opinion. What can be done to ensure that important scholarly opinion is not stifled by the threat of litigation? **Moderator:** Michael Ward Stout, Stout, Thomas & Johnson. **Panelists:** Peter Stern, McLaughlin & Stern, LLP; Sharon Flescher, IFAR; and Jack Flam, Dedalus Foundation, Inc.; and Judith L. Pearson, ARIS Title Insurance Corporation. **Intro:** Jane C. H. Jacob, AAA, Jacob Fine Art.

1:00pm – 2:20pm **LUNCH BREAK**
A list of local restaurants and cafes will be provided

2:20pm – 3:50pm **Art Financing and the Law**
With the rampant growth of art loans and the collateralization of art, lenders must conduct due diligence that requires inspection of the client's balance sheets, establishing credible and lawful title, UCC searches and, often, an appraisal. Experts will provide insight into the legal ramifications of art loans, due diligence checklists, and the role of the appraiser. **Moderator:** Christopher A. Marinello, The Art Loss Register. **Panelists:** Amy J. Goldrich, Lynn & Cahill; Elizabeth von Habsburg, Winston Art Group; Nicola Walter, J.P. Morgan Securities. **Intro:** Dorit Straus, Chubb Group of Insurance Companies LLP.

3:50pm – 4:00pm **COFFEE BREAK**
Sponsored by DeWitt Stern Group

4:00pm – 5:30pm **Philanthropy and the Law**
A panel of experts will discuss basic aspects of transfers of art to exempt organizations; what the IRS is looking for when art is donated to a museum; whether charitable fractional gifts of art still work; and whether using art for non-charitable gifts this year is a good idea. **Moderator:** Ralph Lerner, Withers Bergman, LLP. **Panelists:** Holland Dunn, Aurora Advisory Group; Donn Zaretzky, John Silberman Associates; and Karin Gross, IRS. **Intro:** Ella Newman, ETN Associates.

5:30pm – 7:30pm **Art Law Day Reception, Rosenthal Pavilion**
Sponsored by ARIS Title Insurance and Lynn & Cahill LLP and celebrating **Judith Bresler and Ralph Lerner's**, *Art Law: The Guide for Collectors, Artists, Investors, Dealers, and Artists*, PLI, 2012, 4th edition. With cool jazz from the Jared LaCasce Combo.

REGISTRATION **5**

Yes, I will attend the 2012 National Conference and would like to register for the following:

FULL TWO-DAY CONFERENCE
 \$495 Accredited Members/Certified Members/Life Members
 \$495 Candidates/Allied Professionals/Students/Associates/Emeritus
 \$545 ISA/ASA/RICS/APAA/POWArts
 \$595 General Admission

DAY PASSES
 \$400 Saturday, November 10
 \$400 Sunday, November 11

STREAMING
 \$150 Streaming Webcast and Archived Video

Registration is by phone, mail, fax, email, or *online!*
www.appraisersassociation.org

NAME

TITLE

COMPANY

ADDRESS

CITY STATE ZIP CODE

TELEPHONE FAX

EMAIL (REQUIRED)

Please find enclosed my check in the amount of \$ made payable to the Appraisal Institute of America, Inc., the educational foundation of the Appraisers Association of America.

Please charge \$ to my Mastercard Visa Amex

CARD NUMBER EXPIRATION DATE

SIGNATURE

Please return with payment by November 7 to:
Appraisers Association of America
386 Park Avenue South, Suite 2000, New York, NY 10016
Tel: 212.889.5404, x 11, Fax: 212.889.5503
Email: programs@appraisersassociation.org

Cancellations
Notice of cancellation must be sent in writing, i.e. via email, letter or fax at least one week before the event in order to get a full refund. No exceptions.

HOW TO REGISTER FOR ART LAW DAY:
Art Law Day is not included in Conference registration; you must register directly with NYU/SCPS. Attorneys, please note: this program is eligible for 7 non-transitional CLE credits in the category of professional practice. AAA members please note: this program provides 7 re-certification points. For those facing financial hardship, applications are available for financial aid. **Register directly with NYU/SCPS. Online:** http://www.scps.nyu.edu/events **Call:** 212.998.7289 **Email:** scps.libarts@nyu.edu **Fees:** \$250 General Admission; \$225 for AAA/ISA/ASA/RICS/ APAA/POWArts/NYU/Bar Association.

We Gratefully Acknowledge Our Sponsors

6

- 1stdibs
- ARIS Title Insurance Corporation
- Art Peritus LLC
- Artprice
- Bonhams
- Borro
- Christie's Fine Art Storage
- Cirkers and Hayes Fine Art Storage and Logistics
- Day & Meyer, Murray & Young
- DeWitt Stern Group
- Doyle New York
- Dunnington, Bartholow & Miller LLP
- Emigrant Bank Fine Art Finance
- Fine Art Connoisseur
- Freeman's
- Harmer Johnson
- Heritage Auctions
- Herrick Feinstein LLP
- Keno Auctions
- Lynn & Cahill LLP
- Roland Auction NY
- Skinner, Inc.
- Withers Bergman LLP



APPRAISERS
ASSOCIATION OF AMERICA

EVENING RECEPTION

7

Annual Meeting

Bonhams
580 Madison Avenue
Saturday, November 10, 2012
6:00-8:00pm

On view will be highlights from *Contemporary Art* (sale, November 12) and *Adventures in Style: Hamish Bowles & Gordon Watson* (sale, November 13), providing a spectacular setting for the Evening Reception and Annual Meeting. Cocktails, canapés, presentations, awards and raffle! Open to all members, including those not attending the conference.

Sponsored by Dunnington Bartholow & Miller LLP

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! We are also going to have two guest speakers for the first time!

VIP LOUNGE

Come and visit the VIP Lounge on the 10th floor, meet with colleagues, talk with exhibitors, and relax in between sessions. Coffee and snacks served.

BOOK SIGNINGS

Book-signings with **Ronald D. Spencer**, *The Expert versus The Object*, 2004; **Barbara Appelbaum**, *Conservation Treatment Methodology*, 2012; **Judith Bresler**, *Art Law: The Guide for Collectors, Artists, Investors, Dealers, and Artists*, 2012, 4th edition; **Stuart Lutz**, *The Last Leaf: Voices of History's Last-Known Survivors*, 2010. Authors will be on hand during the coffee breaks in the VIP Lounge.

EXHIBITORS

American Institute for Conservation
ARIS Title Art Insurance Corporation
Art Loss Register
Artnet
Christie's Fine Art Storage
Day & Meyer, Murray & Young
Heritage Auctions
Period Furniture Conservation LLC
Roland New York
Swann Auction Galleries
Time and Again Galleries
Woodbury Auction

BOARD OF DIRECTORS

Nancy Harrison
President
Betty Krulik
First Vice President
Elizabeth von Habsburg
Second Vice President
Daile Kaplan
Secretary
Erica Hartman
Treasurer
Jane C.H. Jacob
Parliamentarian
Sharon Chrust
Recording Secretary

Kate Carmel
Shari L. Cavin
David A. Gallager
Ramona Hillier-O'Hara
Robert Levy
Karen McManus
Elvin Montgomery
Anne Frances Moore
Kathy Rosenblatt
Deborah Spanierman
Renée Vara
Beth G. Weingast
Jane H. Willis

Aleya Lehmann Bench
Executive Director

Judith A. Bresler
General Counsel

CONFERENCE COMMITTEE

Jane C.H. Jacob, Co-Chair
Harmer Johnson, Co-Chair

Brian Cummings

Cole Ferry
Lauren Gewolb
Cynthia Herbert
Aleya Lehmann Bench
Susan McDonough
Jennifer Garland Ross
Molly Seiler
Deborah Spanierman
Sabine Wilson

New! Streaming Video!

This year we are offering a special opportunity to view the conference live even if you cannot be in New York! For \$150, you will have the ability to watch and listen to the keynote speakers, all four morning panels and four afternoon workshops. Alternatively, you can purchase a copy of the entire webinar to view once the conference has completed. Look for this symbol, these sessions will be streaming: ☐



CONFERENCE LOCATION

The New York Athletic Club
180 Central Park South at 7th Avenue
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 7. Confirmation notices will be sent via email upon receipt of payment. Tickets may be picked up each morning at NYAC.

CONTINUING EDUCATION

AAA Members receive 6 points per day for Saturday and Sunday; 7 points for Friday.

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; programs@appraisersassociation.org

ACCOMMODATIONS

Participants may make reservations using the Appraisers Association group rates at the following locations where we have reserved blocks of rooms: New York Athletic Club, 180 Central Park South at 7th Avenue, 212.767.7135; \$340-\$360/night, cut-off date October 8th; Jolly Hotel/Madison Towers; Madison Avenue at 38th Street, 212.802.0600, \$279-\$329/night, cut-off date October 8th; Hotel Pennsylvania, 7th Avenue at 33rd Street, 212.736.5000, \$169-\$199/night, cut-off date October 18th

FIRST CLASS
U.S. POSTAGE
PAID
NEW YORK, NY
PERMIT NO. 638

8



1



RISKY BUSINESS

Determining Value in a Complex Market

2012 NATIONAL CONFERENCE



November 10-11
New York Athletic Club
180 Central Park South, New York City

Including Art Law Day
on November 9
at NYU Kimmel Center, Rosenthal Pavilion

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, specialist sessions, networking, and evening receptions.



Appraisers Association of America, Inc.
386 Park Avenue South, Suite 2000
New York, NY 10016



Images courtesy of: Bonhams, Freeman's Auctions, Pook & Pook, Skinner, Inc.