



**2020 ASA
International
Conference**

Convergence of the Appraisal Disciplines

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Schedule At-A-Glance

SCHEDULE SUBJECT TO CHANGE
SESSION TIMES ARE NOTED IN U.S. CENTRAL STANDARD TIME

SATURDAY, OCTOBER 3

10:00am—
4:00pm

Personal Property Committee Meeting

SUNDAY, OCTOBER 11

4:00 - 4:30pm

Annual Business Meeting

MONDAY, OCTOBER 12

	BUSINESS VALUATION 1	BUSINESS VALUATION 2	MULTI-DISCIPLINE	MACHINERY & TECHNICAL SPECIALTIES	PERSONAL PROPERTY	REAL PROPERTY	APPRAISAL REVIEW & MANAGEMENT
6:00—7:00am	Sunrise Yoga or Virtual 5k Fun Walk/Run						
8:00—8:30am	Introduction & Opening Remarks						
8:30—9:30am	KEYNOTE ADDRESS Convergence of the Disciplines: Appraising in the New Normal						
9:30—10:30am	Big Market Delusion <i>Bradford Cornell</i>	How to Market Your Professional Designation <i>Barry Lebow</i>	Modeling...Beyond the Math <i>Douglas Krieser, ASA</i>	The Gray Market: Valuing Unauthenticated Objects <i>Megan Noh Brian Brusokas</i>	How to Review a Business Economic Damages Report <i>Robert Schlegel, FASA Ernest Demba, FASA</i>	How to Review a Business Economic Damages Report <i>Robert Schlegel, FASA Ernest Demba, FASA</i>	
10:30—10:50am	NETWORKING BREAK						
10:50—11:50am	You Get What You Pay For: Voting, Non-Voting, and Supervoting Shares <i>John Taylor, ASA Yuka Itami, ASA</i>	Why LEAP's Provide Defendable Discounts for Lack of Marketability (DLOM's) <i>Brian Pearson, ASA</i>	Gift and Estate Tax Appraisals: an Estate Planner's Perspective <i>Mel Justak</i>	Cell Towers and Cellular Communications Equipment <i>Ned Persons</i>	Architectural Artifacts: Meaningful and Marketable <i>Eric Nordstrom</i>	Using and Misusing Regression Analysis in Valuation <i>Thomas Hamilton Mark Munizzo, ASA</i>	Gift and Estate Tax Appraisals: an Estate Planner's Perspective <i>Mel Justak</i>
11:50am—12:50pm	ANNUAL AWARDS PRESENTATION & LUNCH						



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12:50—1:50pm	Potential Pitfalls of FCF Forecasting in the Terminal Period <i>Joseph Thompson, ASA David Neuzil</i>	Estimating Long Term Growth Rates <i>Ashok Abbott Roger Grabowski, FASA</i>	The Compelling Use of Business Valuation Appraisals in Litigation <i>John Sciacotta Judge Mulroy</i>	Valuation of Offshore Exploration and Production Equipment <i>John Ray</i>	Paintings, Works on Paper and Books: Conservation and Condition Impacting Value <i>Rustin Levenson Susan Russick</i>	Using and Misusing Regression Analysis in Valuation (cont.) <i>Thomas Hamilton Mark Munizzo, ASA</i>	The Compelling Use of Business Valuation Appraisals in Litigation <i>John Sciacotta Judge Mulroy</i>
NETWORKING BREAK							
2:10—3:10pm	Update on Valuation Cases in Delaware <i>Gil Matthews</i>	Valuation Enforcement Cases – SEC and IRS Valuation Controversies <i>Anthony Kelly Natalie Hoyer Keller</i>	ASC842: Accounting and Valuation Implications for FASB's New Lease Guidance <i>Steve Hills Brendan Smith Troy Szopo, ASA</i>	All Wine Tanks are not Created Equal <i>Jack Young, ASA</i>	The Tiffany Ceiling: Taking on a Challenging Assignment <i>Patricia Atwood, ASA</i>	Appraisal Review: Process vs Technical Knowledge <i>Raymond Rath, ASA</i>	Appraisal Review: Process vs Technical Knowledge <i>Raymond Rath, ASA</i>
3:10—3:30pm	NETWORKING BREAK						
3:30—5:00pm	Applying Environmental, Social and Governance Standards to Valuations <i>John Buley</i>	Early Stage Valuation: A Fair Value Perspective <i>Antonella Puca</i>	Convergence of Disciplines: Hotel Appraisal <i>Gary DeClark Matt Lubawy Andrew Ciocca</i>	Valuing Process Plants: Tricks of the Trade <i>Larry Perdue, ASA</i>	Appraisers as Liaison: Estate Planning Considerations and Tax Strategies <i>Micaela Saviano Tiffanie Powell</i>	Convergence of Disciplines: Hotel Appraisal <i>Gary DeClark Matt Lubawy Andrew Ciocca</i>	Convergence of Disciplines: Hotel Appraisal <i>Gary DeClark Matt Lubawy Andrew Ciocca</i>
5:00—6:00pm	Virtual Happy Hour						

TUESDAY, OCTOBER 13

	BUSINESS VALUATION 1	BUSINESS VALUATION 2	MULTI-DISCIPLINE	MACHINERY & TECHNICAL SPECIALTIES	PERSONAL PROPERTY	REAL PROPERTY	APPRAISAL REVIEW & MANAGEMENT
6:00—7:00am	Sunrise Yoga or Virtual 5k Fun Walk/Run						
8:00—9:00am	Popularity: Pricing and Premiums <i>Roger Ibbotson</i>		Litigation in Valuation <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>	Exceeding USPAP With Your Report Writing <i>R. Lee Robinette, ASA</i>	Signs of Change: Recent Market Milestones in Modern Design <i>Peter Jefferson</i>	Litigation in Valuation <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>	Litigation in Valuation <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>



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9:00— 10:00am	M&A and Valuations: Skilled Nursing and Assisted/Independent Living Facilities <i>Vanessa Claiborne, ASA</i>	Top 15 Glitches of Valuation Reports for ESOP Purposes <i>Hillary Hughes, ASA Erin Hollis, ASA</i>	Litigation in Valuation (cont.) <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>	Appraisal of Cannabis Industry Equipment <i>Garrett Schwartz, ASA Richard Gilmore, FASA</i>	Vida Americana: Analyzing Latinx Art <i>Cesareo Moreno Jeannette van Campenhout</i>	Litigation in Valuation (cont.) <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>	Litigation in Valuation (cont.) <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>
10:00— 10:20am	NETOWRKing BREAK						
10:20— 11:20am	International Cost of Capital: Understanding and Quantifying Country Risk <i>James Harrington, ASA Carla Nunes</i>	TCJA, Kress, Jones, and Cecil: Where Do We Go From Here <i>Dan Van Vleet, ASA</i>	Litigation in Valuation (cont.) <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>	Valuation Principles for Healthcare Facilities <i>Jack Beckwith, ASA</i>	Mineral, Crystal and Lapidary Objects of Substance: Digging in the Market <i>Cigdem Lule</i>	Litigation in Valuation (cont.) <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>	Litigation in Valuation (cont.) <i>Jeffrey Brend Craig Capilla Mark Munizzo, ASA</i>
11:20am— 12:20pm	LUNCH						
12:20— 1:20pm	The Good, Bad, and Ugly Truths About Valuing Convertible Debt <i>Anthony Banks, ASA Taylor Rosanova</i>	FASB Update <i>Joy Sy</i>	Malpractice Defense & Insurance <i>Larry Hoellwarth</i>	Research 2020: Sources, Best Practices, & International Considerations <i>Ryan Kinahan, ASA Ray Moran, ASA</i>	From Creation to Consumption: Fabrication Costs and Considerations <i>Mike Baur Eric Stephenson</i>	Malpractice Defense & Insurance <i>Larry Hoellwarth</i>	Malpractice Defense & Insurance <i>Larry Hoellwarth</i>
1:20— 1:40pm	NETWORKING BREAK						
1:40— 2:40pm	"Volatility Haircut" in Convertible Debt Valuation <i>Amir Alerasoul Marina Kagan</i>	Business Valuation After ASC842 <i>Ryan Gandre</i>	80/20: Profitability and Growth <i>Peter Philippi</i>	80/20: Profitability and Growth <i>Peter Philippi</i>	The African-American Fine Art Market <i>Halima Taha</i>	80/20: Profitability and Growth <i>Peter Philippi</i>	The Art of Testifying Remotely <i>Adam Massey</i>
2:40— 3:40pm	When Beta Breaks Down: Practical Approaches to Improving Cost of Capital Estimates <i>Adam Smith, ASA David Polan</i>	Using Management's Forecasts Under the Mandatory Performance Framework <i>Mark Zyla, ASA</i>	Advisory Opinion 20: Opinion of Value <i>Joel Gonja, ASA</i>	Roundtable Market Sessions	IRS: Requirements and Recent Tax Court Cases <i>Theresa Melchiorre Sandra Tropper, FASA</i>	Advisory Opinion 20: Opinion of Value <i>Joel Gonja, ASA</i>	Advisory Opinion 20: Opinion of Value <i>Joel Gonja, ASA</i>
	CONFERENCE ADJOURNS						