

Schedule At-A-Glance



****SCHEDULE SUBJECT TO CHANGE****
ALL TIMES ARE NOTED IN U.S. PACIFIC TIME (PT)

THURSDAY, OCTOBER 21 - SUNDAY OCTOBER 24

8:00am - 5:00pm

PRE-CONFERENCE COURSES

SATURDAY, OCTOBER 23

8:00am - 1:00pm

GOLF OUTING

3:00 - 6:00pm

CHAPTER LEADERSHIP TRAINING

SUNDAY, OCTOBER 24

8:30am - 5:00pm

DISCIPLINE COMMITTEE MEETINGS

12:00 - 5:00pm

BOARD OF GOVERNORS MEETING

12:00 - 7:30pm

REGISTRATION OPEN

5:15 - 5:45pm

ASA ANNUAL BUSINESS MEETING

6:00 - 7:30pm

WELCOME RECEPTION

Schedule At-A-Glance



MONDAY, OCTOBER 25

	BUSINESS VALUATION 1	BUSINESS VALUATION 2	MACHINERY & TECHNICAL SPECIALTIES	PERSONAL PROPERTY	GEMS & JEWELRY	REAL PROPERTY	APPRAISAL REVIEW & MANAGEMENT	MULTI-DISCIPLINE
7:00am	REGISTRATION & CONTINENTAL BREAKFAST							
8:00am	Introduction & Opening Remarks							
8:30am	Keynote Address: Mastering Self Discipline Brian Brinig, ASA							
9:30am	Valuation and Other Considerations Due to COVID: Past, Present & Future Kenneth Pia, ASA Arlene Ashcraft, ASA Jay Fishman, FASA Matthew Crow, ASA	What's Hot/ What's Not in Equipment Leasing and Finance for 2021 Carl Chrappa, ASA	Las Vegas: A Cultural Oasis Michele Quinn	Mock Trial Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	Dark Store & Fee Simple Estate Barry Cunningham	Mock Trial Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	Mock Trial Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	
10:30am	NETWORKING BREAK							
11:00am	New Data Source for Valuing Privately Held Promissory Notes Bruce Johnson, ASA	Equity and Financial Metrics Volatility for Earnouts Vincent Covrig Kellie Adkins, ASA	Extrusion Industry Equipment Kenneth Heyse, ASA Gary Anderson	From Landfall to Black Rock: A Master Printer's Story of Change in Print Making and Marketing Steven Campbell	Mock Trial (continued) Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	Dark Store & Fee Simple Estate (continued) Barry Cunningham	Mock Trial (continued) Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	Mock Trial (continued) Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA
12:00pm	INTERNATIONAL AWARDS LUNCHEON							

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1:00pm	Debt Valuation Adam Newman Bethany Harms	A Discussion: Whether or Not to Include ESOP-Specific Tax Benefits in Valuation Corley Thomas, ASA	What to Look for When Appraising Printing Assets Joseph Karavos	Online Auctions During and After the COVID-19 Era Phil Michaelson Erwin Hungerbuhler	Mock Trial (continued) Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	The Effect of Solar Systems on Home Values Terry Taylor, ASA	Mock Trial (continued) Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA	Mock Trial (continued) Jeffrey Brend, ASA Craig Capilla Mark Munizzo, ASA Genice Lee, ASA Meighan Harmon Teri Brossmer, ASA
2:00pm	Anatomy of a Deal Gone Bad Vanessa Claiborne, ASA Nene Gianfala, ASA	Master Class in Cost of Capital Inputs (PRESENTED IN PERSON ONLY) Todd Fries, ASA Roger Grabowski, FASA	Growing Your Appraisal Business Joseph Santora, ASA	Changes to the Auction Market: The Perspective from Two Auction Houses Joe Baratta Nancy Zander	Native American Jewelry Courtney Elkins		Trends in Real Estate Centered Businesses & Going Concern Properties Robert Schlegel, FASA	Pros and Cons: Rollover Equity, Sellers Note or Earnout? Jonathan Tang, ASA
3:00pm	Monte Carlo: When and Why It Should Be Used Arti Karande		What's Behind Your Curtain #3? - A Conversation About Compliance Paul Cogley, ASA	NETWORKING BREAK		Problematic Issues in Review Reports Melanie Modica, ASA	Problematic Issues in Review Reports Melanie Modica, ASA	
3:30pm	NETWORKING BREAK			Snapshot: A Gallerist's Perspective on the Black Contemporary Photography Market Arnika Dawkins	The Authentication Trap Gina D'Onofrio, ASA	Desktop Appraisals Robbie Wilson, ASA	NETWORKING BREAK	
4:00pm	How I Learned to Stop Worrying and Love the USPAP J. Mark Penny, ASA Jack Young, ASA	SPACs Amanda Miller	Pulp & Paper - A Case Study on ACV Asher Cohen, ASA Joshua Abbey, ASA	What's Behind the Curtain? Transparency and Regulation in the Art Market Nicholas O'Donnell			Competing Appraisals in Litigation Edward Kainen	Business Valuation 101 Carla Glass, FASA Marissa Pepe Turrell, ASA
4:30pm								
5:00pm								
5:30 - 6:30pm	Rising Stars Happy Hour (invitation only)				Jade for Gemologists Richard Hughes Billie Hughes	Rising Stars Happy Hour (invitation only)		
5:45 - 7:00pm	Personal Property Reception							

Schedule At-A-Glance



TUESDAY, OCTOBER 26

	BUSINESS VALUATION 1	BUSINESS VALUATION 2	MACHINERY & TECHNICAL SPECIALTIES	PERSONAL PROPERTY	GEMS & JEWELRY	REAL PROPERTY	APPRAISAL REVIEW & MANAGEMENT	MULTI-DISCIPLINE
7:00am	CONTINENTAL BREAKFAST							
8:00am	What's New That Appraisers Doing Business Valuations for Federal Tax Purposes Need to Know <i>Mike Gregory, ASA</i>	Fair Value Measurement of Illiquid Cryptocurrencies & Digital Assets <i>Joshua Lefcowitz, ASA</i> <i>Joseph Brennan</i>	The Pandemic and Its Valuation Impacts on Food Processing and Service Equipment <i>Joseph Joyce, ASA</i>	Case Study: A Philadelphia Story - Fair Market Value of an Important 1849 Mirror <i>Susan Golashovsky, FASA</i>	Topic TBD <i>Duncan Parker</i>	Update on the Gaming Industry <i>Ray Moran, ASA</i> <i>Brian Holloway</i> <i>Scott Kellenberger, ASA</i> <i>Joe Tinucci</i> <i>Jack Behrens</i>	Cannabis: Business Valuation and Real Estate Appraisal <i>Vanita Spaulding, ASA</i>	Cannabis: Business Valuation and Real Estate Appraisal <i>Vanita Spaulding, ASA</i>
9:00am	Patent Valuation: Moving Beyond Relief-from-Royalty <i>Brian Dies, ASA</i>	The Impact of Covid 19 and the Energy Transition on Energy Company Valuations <i>Tim Stuhlreyer, ASA</i> <i>Seenu Akunuri, ASA</i>	Demystifying Insurance Appraisals <i>Austin Engelhardt, ASA</i>	How Do You Know It's Real? <i>Stuart Lutz</i>	Provenance and Origin The Influence on Value <i>Duncan Parker</i>	Future of Impairments <i>Micheal Lohmeier</i> <i>PJ Patel, ASA</i> <i>John Marcus, ASA</i>	Cannabis: Business Valuation and Real Estate Appraisal (continued) <i>Vanita Spaulding, ASA</i>	Cannabis: Business Valuation and Real Estate Appraisal (continued) <i>Vanita Spaulding, ASA</i>
10:00am	NETWORKING BREAK							
10:30am	Does the Size Premium Exist Outside of the U.S.? <i>Carla Nunes</i> <i>Jim Harrington</i> <i>Jan Marek, ASA</i>	Reading Purchase Agreements 101 <i>Kathy Nalepka</i> <i>Ian Long</i>	USPAP Analysis Requirements for Desktop Appraisals, Oral Reports, and Restricted Appraisal Reports <i>R. Lee Robinette, ASA</i>	Is an Obituary a Boon or Death Knell for Value <i>Terri Cohn</i> <i>Dean Sobel</i> <i>Kathy Andrews, ASA</i>	Current Market: Collectible Wristwatches <i>Jonathon Burford</i>	Complex Valuation <i>Randall Bell</i>	Cannabis: Business Valuation and Real Estate Appraisal (continued) <i>Vanita Spaulding, ASA</i>	Cannabis: Business Valuation and Real Estate Appraisal (continued) <i>Vanita Spaulding, ASA</i>
11:00am		The Valuation of Inventory <i>Anna Mazover</i> <i>Margaret Ross</i>	The Growing Market for Used Cannabis Equipment				How About a New ARM? <i>Melanie Modica, ASA</i> <i>Jack Young, ASA</i>	The Growing Market for Used Cannabis Equipment
12:00pm	BUSINESS VALUATION LUNCH		LUNCH ON OWN					

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1:00pm	Valuing Cannabis 2.0 <i>Ron Seigneur, ASA</i> <i>Nick Parseghian, ASA</i>	Valuation Issues in Shareholder Disputes <i>Karl Schwabauer</i>	High Tech Assets - A Practical Guide for No/Low Tech Appraisers <i>Alex Steele, ASA</i>	Telling Untold Stories: Appraising African American Art and Historic Collections <i>Genice Lee, ASA</i> <i>Dianne Dinkins Carr, ASA</i>	Adventures in Solid Geometry - Getting the Most Out of Your Gemstone Weight Estimation Formulas <i>Charles Carmona, ASA</i>	Conservation Easements <i>Ernie Demba, FASA</i> <i>Richard Gilmore, FASA</i> <i>William Wilson, FASA</i>	How are the Standard of Value, Premise of Value and Methodology Impacted by the Intended Use <i>Jay Fishman, FASA</i>	Valuing Cannabis 2.0 <i>Ron Seigneur, ASA</i> <i>Nick Parseghian, ASA</i>
2:00pm	NETWORKING BREAK							
2:30pm	Valuation of General Partner Interests in VC and PE Funds <i>Antonella Puca</i> <i>Andrew Proctor</i>	ERP and Risk-Free Rate in the Eurozone, U.K. and Canada <i>Carla Nunes</i> <i>Jim Harrington</i>	Emerging Technology Trends in Agricultural Equipment and Impact on Secondary Market Values <i>Anthony Gordon, ASA</i>	Demystifying NFTs and Cryptocurrencies <i>Nanne Dekking</i>	Victorian Jewelry <i>Duncan Parker</i>	Going Concern <i>Ernie Demba, FASA</i>	Five Recent Appraisal Professional Liability Claims <i>Peter Christensen</i>	Five Recent Appraisal Professional Liability Claims <i>Peter Christensen</i>
3:30pm	Valuing Tech Companies: Adjusting Financial Statements for the Value Driver Formula <i>Joseph Thompson, ASA</i> <i>David Neuzil</i>	Turning Trophies Into Treasure: The Valuation of Sports Businesses <i>Drew Dorweiler, ASA</i>	Drone and Digital Surveys for Equipment Appraisals <i>Harry Ward</i>	Catching Up with the IRS <i>Karin Gross</i> <i>Robin Bonner</i>	Catching Up with the IRS <i>Karin Gross</i> <i>Robin Bonner</i>	Going Concern (continued) <i>Ernie Demba</i>	Risk Management - Insurance & Engagement Letters <i>Sheri Thome</i>	Risk Management - Insurance & Engagement Letters <i>Sheri Thome</i>
4:30pm	CONFERENCE ADJURNS					CONFERENCE ADJURNS		
5:00pm				CONFERENCE ADJURNS				