Sunday, September 11, 2022

**Welcome & Opening Remarks**

Johnnie White, MBA, CAE, CMP Fellow | CEO/Executive Vice President | ASA
Richard Berkemeier, ASA | Pegasus Aircraft Appraisal Group

**Keynote Address: The Status and Outlook for the U.S. Economy**

LaVaughn M. Henry, PhD, CBE
Special Assistant to the Sr. Deputy Director of Supervision and Policy in the Division of Risk Management & Supervision | The Federal Deposit Insurance Corporation (FDIC)

**[Personal Property]**

IRS
Theresa Melchiorre | Attorney | Internal Revenue Service

**True Luxury? Appraisal Best Practices in a Counterfeit Culture**

Graham Wetzbarger | Founder & CEO | Luxury Appraisals & Authentication

Hermes handbags, Rolex watches, and archival fashion are the stars of the rapidly expanding personal luxury market. With the emergence of new asset categories, counterfeiters are rampantly polluting the marketplace with illegal replicas. This session will provide an overview of the complex process of authenticating luxury goods and discuss the prevalence, nuance, and quality of counterfeits. As values increase and appraisers are increasingly asked to wade into this area, it is critical to know what to look for, and when a specialist may be needed.

**Understanding Relevant Markets for Sold-Out Artists**

Lela Hersh, ASA | President | Museum and Fine Arts Consulting LLC
Vivian Pfeiffer | Head of Business Development and Deputy Chairman, Americas | Phillips

When conducting an insurance appraisal, what is the relevant market for artists who have long waiting lists? For tax-related assignments, what is the most common market for artists’ works when not everyone is able to buy at the gallery level where who can and cannot make a purchase is tightly controlled. How does an appraiser factor in sharp surges and high prices for emerging artists with limited recognition by museums, and without a history exhibitions and publications? This session will address current market conditions...
for works by diverse artists by a leading auction house contemporary specialist and art advisor.

2:05 – 3:35pm  
**[Personal Property]**  
**A Step into the NFT World**  
*Erick Calderon | Founder/CEO | Art Blocks Inc.*

The entry of NFTs, or non-fungible tokens, into the marketplace is not a passing trend. It is a multi-billion-dollar industry that is expanding exponentially. Artist and entrepreneur Erick Caldron will discuss exactly what an NFT is, how it compares to a simple digital file, where to find and understand comparables in the cryptocurrency milieu, how to protect NFTs against theft, and why the technology is here to stay.

4:00 – 5:00pm  
**[Personal Property]**  
**Seeking the Truth - Forensic Authentication Through Signatures and Composition**  
*Larry F. Stewart, AA, BS, MS, CFC | Chief Forensic Scientist | Global Forensic Services, LLC*

Art, historical documents and statuary are often counterfeited for monetary gain. An incomplete provenance on an object can make it challenging to appraise works. How can forensics assist in developing proof of fraudulence or alternatively help show likelihood of genuineness? This interactive discussion will attempt to help define what is possible through the forensic scientific examination of signatures/inscriptions, paint pigments, compositional analysis, and aging of questioned works of art.

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**Monday, September 12, 2022**

8:00 - 9:00am  
**[Personal Property]**  
**Protecting Passion Investments**  
*Michelle Impey | AVP, Fine Art & Collections Manager | Chubb*

Collectors need specialized insurance coverage in order to have the broadest protections. Are new risks emerging? What are the top causes of loss for collections and what’s insurable and what’s not? What are the appraisal requirements? This session will help you understand the common pitfalls that your clients must avoid by learning about loss trends, insurance coverage benefits, and risk management for collections.

9:05 - 10:05am  
**[Personal Property]**  
**And Then There’s The Ordinary – The Market for Residential Contents**

10:30am - 12:00pm  
**[Personal Property]**  
**A Window into Understanding Contemporary Glass Markets**  
*Suzanne Perrault | Partner | Rago/Wright Auctions*

Contemporary glass has been collected roughly since the great museum experiments of 1962 in Toledo, Ohio, and has become tremendously popular worldwide in subsequent decades. Many collectors regularly have their holdings appraised, whether for estate or
insurance purposes, or with a goal of divestiture. This session will address varying markets and prices of objects - both purchased new from living artists and at auction. A discussion regarding the expectations of clients and sale venues, as well as the history and psychology behind them, will guide appraisers moving forward.

**Contemporary Glass: Connoisseurship**  
*Jane Buckman | Executive Director | Imagine Museum: Contemporary Glass Art*

The United Nations has designated 2022 as the “International Year of Glass,” highlighting the movement of studio glass into mainstream contemporary art, with tremendous innovation in technique, creativity and diversity of available material. This session will address the history of glass as art, what makes a work worthy of institutional display, and include a discussion of ranking and connoisseurship.

### 1:00 - 2:00pm

**[Personal Property]**  
**Understanding Salvador Dalí**  
*Peter Tush | Curator of Education | Salvador Dalí Museum*

The two-decade curator at the Dalí Museum, Peter Tush, will discuss symbolism and connoisseurship in Dalí’s work and provide insight to understanding his work.

**Salvador Dalí Prints, The Market and the Madness**  
With a leading auction houses specialist, this session will explore the complex market for Dali prints, fraught with widely varying prices and authentication issues that make valuation challenging. What are the standards held by auction houses to feel comfortable offering Dali prints for sale? Is there a gray market? How are offered examples currently performing?

### 2:05 – 3:05pm

**[Personal Property]**  
**The Impact of 18th and 19th Century African American Decorative Arts**  
*Paul K. Baker, Ph.D. | Director of the University Galleries & Professor of History | North Carolina A & T State University*

Many African American craftsmen such as cabinetmaker and freedman, Thomas Day, created their work in the field of decorative arts using period styles and intertwining rhythmic themes and motifs. Centuries later, many of these artisans tell their stories of overcoming anonymity are being revealed and their works prized by collectors and museums.

### 3:35 – 4:35pm

**[Personal Property]**  
**Updating Contracts in a Post Covid World**  
*Wendy Lindstrom | Attorney | Mazzola Lindstrom LLP*

In 2020, the process of appraising was flipped on its head. With insurers, courts and the IRS regularly receiving appraisals completed without an onsite inspection, appraisers were tasked with creating credible reports with value conclusions that could be relied upon without ever seeing the property in person - or even meeting the client. Although the demand for remote appraisals has been growing for years, issues involving confirming cataloging, condition, authenticity, working with galleries and auction houses have taken center stage. What complications have arisen from having to work remotely during the pandemic? This session will address new considerations and language that should be included in an appraisal contract to protect appraisers in 2022 and beyond.