



## Monday, October 2, 2023

*CONTENT SUBJECT TO CHANGE*

*All session times noted are U.S. Central Daylight Time*

**8:30 - 8:45am**

### **Welcome & Opening Remarks**

[Johnnie White](#), MBA, CAE, CMP | CEO/Executive Vice President | ASA

[Garrett Schwartz](#), ASA, CEA | Senior Equipment /Appraiser | Sencer Appraisal Associates

**8:45 - 9:45am**

### **Keynote Address: Attempting Everest the Harder Way**

[Nick Talbot](#) | Chief Executive Officer | IVSC

Come and listen to Nick Talbot's humorous but motivating take on living a life less usual. Nick was born with Cystic Fibrosis which can destroy the lungs and other organs to the extent that he had a life expectancy of 16. Nick is now the CEO of the International Valuation Standards Council and has managed to get through a few near-death experiences including being on Everest for the two worst natural disasters in history. Hear about his approach to challenges in both the world of appraisal and mountaineering to push boundaries and fundraise for charities around the world.

**10:15 – 10:25am**

### **[Personal Property]**

#### **Discipline Welcome**

**10:25 – 11:25am**

### **[Personal Property]**

#### **The Beginning and Evolution of Valuation Around the World**

[Ivo Kostov](#), Ph.D. | Chief ASST Professor/Certified Valuer | Department of Business, Investment, Real Estate, Faculty of Economics, University of Economics - Varna, Bulgaria

The presentation examines the development of valuation worldwide during the last 130 years. First, the foundation of the valuation theory and practice is explored, namely the concept of "value," defined as early as the 18th-19th century. Then, based on in-depth scientific research by the author, including a project financed by the state budget of a member state of the European Union, the material presents data on the very beginning of modern valuation activity. Finally, the information for the subsequent development of valuation in the 20th and 21st centuries includes global data for established valuation professional organizations, various standards, and novelties.

### **[Gems & Jewelry]**

#### **Repair and Alteration to Jewels and Their Effect on Value**

[Duncan Parker](#), FGA, FCGmA, CAP (CJA) | Vice President | Dupuis Fine Jewellery Auctioneers

Repair or alteration of jewels is common. Sizing a ring or converting a ring into a pendant are natural ways to ensure that jewels continue to be enjoyed. Some alterations are considered standard and may have very little effect on value. Other modifications, gem substitutions, or repairs may have a substantial impact on the value of a jewel. In this presentation, we will explore the identification of repair or alteration to jewels, and how these changes may affect the value of a jewel.

**11:30am – 12:30pm**

### **[Personal Property]**

#### **Beyond the Obvious: A Panel Discussion**

[Susan M. Golashovsky](#), FASA | Owner | Susan M. Golashovsky LLC  
[Liza Hickey](#), ASA | Head of Appraisal Services | Roth Art Group  
[Darcy Tell](#), AM, ASA | Antiques & Decorative Arts Specialty  
[Frances Zeman](#), M.A., FASA | President | Appraisal Resource Associates

Three objects that, at first glance, look relatively common. Until a deeper look reveals a unique characteristic that increases rarity and adds value. This panel provides insight from three appraisers who were required to employ divergent thinking in order to either recognize a critical characteristic, and/or develop a justifiable argument for a value conclusion when there may be no true comparable object.

### **[Gems & Jewelry]**

#### **The History of Design: Symbolism in Jewelry**

[Sindi Schloss](#), GG | President | International Gemological Services

Symbolic thought defines us as "modern man". Jewelry is one of the first indicators of symbolic thought and predates rock art by 90,000+ years. This presentation will examine primary symbols represented in ancient, antique, contemporary and global jewelry as well as cultural symbols. The information gleaned from this presentation will give appraisers not only a greater ability to interpret purpose and meaning of jewelry, but will assist in determining geographic origin of a piece of jewelry or article of adornment.

**1:30 – 2:30pm**

### **[Personal Property]**

#### **Katherine Choy: 1950s Radical Potter at Newcomb in New Orleans**

[Mel Buchanan](#) | Curator of Decorative Arts & Design | New Orleans Museum of Art

Katherine Choy (American, b. China 1927-1958) was one of the first ceramicists to bridge Asian traditions into Modern abstract art. A 2022 exhibition and catalog at the New Orleans Museum of Art was the first monographic review of this artist who was celebrated by the 1950s American craft world but has nonetheless been nearly forgotten. This presentation puts Choy's work in context of both ceramics at New Orleans's Newcomb College, where she taught in the mid-1950s, and examines the artist's leadership in evolving clay from purely utilitarian objects and into the purview of expressive fine art.

**[Gems & Jewelry]**

**Jewelry as Art**

[Carole C. Richbourg](#), ASA, GG, FGA | Owner | Fine Jewelry Appraisals and Consulting Inc.

The intersection of fine art and jewelry has been of interest to artists and jewelry designers alike. As a genre, “Art Jewelry” is attracting serious attention from the major auction houses. Fine art and jewelry appraisers are therefore encountering challenges in appraising art jewelry as the two disciplines converge and collaborate. This presentation, which was born out of an earlier panel presentation by the ASA Northern California Chapter, delves into issues like how we define “Art Jewelry”, whether a piece would be considered fine art or fine jewelry, ranking and value characteristics, uniqueness of design vs. materials, methodology and valuation sources. It will also include information from an experienced curator and jewelry retailers who deal exclusively with this type of jewelry. Included are examples of well-known and not so well-known artists who made jewelry, and jewelers who made art.

**2:35 – 3:35pm**

**[Personal Property]**

**The Market for Louisiana Art: Two Decades in Review**

[Amanda Winstead](#) | Appraiser & Fine Art Dealer | Amanda Winstead Fine Art LLC

The market for Louisiana paintings has grown tremendously in the last twenty-five years, thanks to expanding interest from a broader group of collectors and the establishment of museums dedicated specifically to the art of the American South. This presentation will examine the markets for 19th c. Louisiana landscape painting (The Bayou School painters), Impressionist painters of early 20th c. New Orleans, and Modernist painters of mid-20th c. New Orleans and how the values have changed since the late 1990s. The important portrait painters of 19th c. New Orleans will also be discussed.

**[Gems & Jewelry]**

**Modernizing Gemology - Applications of Basic Spectroscopy Techniques in Everyday's Gem Laboratory Practice**

[Alberto Scarani](#), GG, IGA, AGA | CEO | Magilabs USA

The presentation will provide an overview of how gem laboratories today tackle and resolve the most intricate gemological challenges, utilizing advanced spectroscopic technologies.

**4:00 - 5:15pm**

**[Personal Property]**

**Blockage, FMV Rental Rates & Fractional Ownership**

[Charles Rosoff](#), ASA, MRICS | President | Appraisal Services Associates

[Mark S. Campbell](#), ASA | Managing Director | Scout Valuations LLC

Panel of JD, LLM Tax and Art Law attorneys with a CPA to discuss Art Law issues regarding Blockage Discounts, FMV Rental Rates & Fractional Ownership Discounts moderated by Charles Rosoff ASA MRICS.

**[Gems & Jewelry]**

**Precious Metal Hallmarks: Identification, Verification, Location and Dating**

[Danusia Niklewicz](#), ASA, GG, FGA, ISA-CAPP | Director of Research & Education | Hallmark Research Institute

William Whetstone | Historical Director | Hallmark Research Institute

A Session for Personal Property and Gems and Jewelry appraisers whether new to or experienced with precious metal hallmarks. Designed to convey a better understanding of important world hallmarks, this intensive class introduces the practice of precious metal hallmarking, what hallmarks mean, and what detailed information they can tell us about the object or jewelry item to be appraised. A hands-on workshop accompanies this session.

**5:30 – 7:00pm**

**M.S. Rau Gallery Reception**

Sponsored by Peter Held Art Appraisals & Associates

Personal Property attendees are invited to a special reception at the M.S. Rau Gallery. Founded in 1912, M.S. Rau stands as one of North America's most respected fine art, antiques and jewelry galleries. This family-run business operates globally, discovering items around the world and placing them in international collections, both public and private alike. M.S. Rau specialists will be on hand for guided tours in their specialty areas. This is a rare opportunity to hear from fine art and antique experts from the leading New Orleans gallery. Enjoy light refreshments as you preview selected works from Claude Monet, John Singer Sargent, Rembrandt van Rijn, Tiffany & Co., Paul Revere, Thomas Chippendale, Louis Comfort Tiffany, René Lalique and many others.

**Tuesday, October 3, 2023**

**7:40 – 8:25am**

**[ARM/Multi-Discipline]**

**Building Trust in the Appraisal Profession**

[Robert B. Morrison](#), FASA | Member, Board of Trustees | The Appraisal Foundation

[David Doering](#), ASA | President | Missouri Property Appraisal, Inc.

[David Bunton](#) | President | The Appraisal Foundation

The appraisal profession is facing unprecedented headwinds from the public and from regulatory agencies. Major challenges include the "Silver Tsunami" and a growing scarcity of qualified appraisers, allegations of bias and discrimination in appraisals, and lack of diversity among appraisers. Learn what The Appraisal Foundation is doing to combat these challenges and what you might do to help.

**8:30 - 9:30am**

**[Personal Property]**

**Inherited Land: Cracking the Code Using Archival Records**

[Beryl F. Hunter](#), M.A. | Asst. Archivist New Orleans Notarial Archives Research Center | Elelyon Cultural Solutions LLC

This presentation will focus on how real property records are protected in government offices and can be researched by the public. These records can be used to determine the current value of the property and can be used to discover the history of the property and who the previous title holders have been. These records stored in archives provide historical insight into how particular agreements on land purchase were executed before notaries.

## **[Gems & Jewelry]**

### **State of the Jewelry Industry – Facts, Figures, Future**

Harold Dupuy, ASA, FGA, MGA | Vice President, Strategic Analysis | Stuller, Inc.

Can you understand your company's performance in the larger context of the U.S. Jewelry Market? After a better-than-expected pandemic recovery and two years of record growth, the landscape has changed.

The jewelry industry faces multiple headwinds from challenging economic and geopolitical conditions. Meanwhile, consumers' buying habits have quickly shifted. Get a macro view of the jewelry industry, including market size, custom jewelry, margins, and pricing trends, the diamond market (both natural and lab-grown), and briefly, the U.S. manufacturing market.

Learn about the recent changes, new trends, and, most importantly, what the near-term future of the jewelry industry looks like.

9:35 - 10:35am

## **[Personal Property]**

### **Navigating the Secondary American Craft Market Through the Lens of Objects: USA (1969)**

[James Zemaitis](#) | Director of Museum Relations | R & Company

It has been more than fifty years since Objects: USA introduced the public to the American studio craft movement with a travelling exhibition featuring works by more than 300 artists which visited dozens of American museums. I will discuss the latest market and institutional developments in American craft including furniture, ceramics, glass, jewelry and textiles. The accompanying catalogue has remained influential to this day, becoming a Bible of sorts for the community of American craft historians, collectors, curators, gallerists, Instagram dealers, and auction house experts. In 2023, American museums continue to unpack the American modern craft movement with exhibitions that blur the boundaries of "fine art" and "craft." Numerous artists featured in Objects: USA have been rediscovered, especially women and artists of color. There has been a corresponding ripple effect on the secondary market, especially for ceramic artists such as Toshiko Takaezu, Doyle Lane and Ruth Duckworth.

## **[Gems & Jewelry]**

### **Lab-Grown Diamonds - Screening Challenges**

[Guy Borenstein](#), FGA EGG | Senior Gemologist | Stuller Inc.

Lab-grown diamonds are the hottest trend in recent years. They have become increasingly popular, offering consumers attractive prices and quality options they couldn't afford before.

However, this coin has two sides. In recent years, the industry media repeatedly covered dozens of undisclosed lab-grown diamond issues, demonstrating the increased prevalence of these goods and fueling consumer awareness. In this presentation, we will cover the formation processes of both origins, their visible and non-visible unique properties, the common screening techniques and technologies used for separation, and, most importantly, each technique's limitations and blind spots.

11:00am - 12:30pm

**[Personal Property]**

**Confronting Documentation Gaps in the Legacies of Black Artists**

[Jennifer Mass](#) | President and Founder | Scientific Analysis of Fine Art  
[Douglas Bort](#) | Founder/Lead Investigator | Odyssey Global Consulting, LLC  
[Renée Vara](#), MA, AAA, USPAP | President & Founder | Vara Art

This panel dissects the current landscapes of art history, conservation, and attribution with studies of post-war artists Alma Thomas and Jean-Michel Basquiat. These artists are haunted by attribution issues commonly found amongst artists of color and their legacies. Within the context of the twentieth-century's indifference, they sold their works without documentation of their corpus. Such lacunae create systemic problems for the art market, making black artists targets for exploitation through fakes and misrepresentations.

**[Gems & Jewelry]**

**Hallmarks Around the World, an Advanced Session**

[Danusia Niklewicz](#), ASA, GG, FGA, ISA-CAPP | Director of Research & Education | Hallmark Research Institute  
William Whetstone | Historical Director | Hallmark Research Institute

The Hallmarks Around the World Advanced Session skips the familiar English and French hallmarks to cover those from other hallmarking countries, strong in jewelry production, like Egypt, Israel, Tunisia, India, and many more. This advanced session will encompass concepts in nomenclature through to how regional influences can assist in identifying more of what you are seeing. A hands-on workshop will follow to allow firsthand examination of a range of hallmarks from around the globe.

1:30 - 2:30pm

**[Personal Property]**

**A Gumbo of Goods: New Orleans Craftsmen and Retailers**

[Lydia Blackmore](#) | Decorative Arts Curator | The Historic New Orleans Collection

Lydia Blackmore, Decorative Arts Curator of the Historic New Orleans Collection, will provide an overview of the craftsmen, retailers, and tastemakers in 19th century New Orleans. From Free Men of Color cabinetmakers to Bordeaux importers, Caribbean silversmiths to New York jewelers, the trade in fine furnishings and tablewares reflected the international tastes of a French/Spanish/American/ Caribbean city. Just as the tastes of New Orleans consumers lean towards the rich and spicy, the furniture and silver available in the city was luxurious in material and design.

**[Gems & Jewelry]**

**Evaluating Jadeite**

[Jeff Mason](#), GG | President | Mason-Kay Jade

This presentation will provide an overview of jadeite, and dive into the various aspects that determine the quality and value of jadeite. We will also discuss the treatment of jadeite and common jadeite simulants, as well as review some high-end jadeite sales.

3:00 – 4:00pm

**[Personal Property] Seeing Through Paintings**

[Rustin Levenson](#), FAIC, FIIC, RAAR | Founder | ArtCare Conservation

This lecture describes how appraisers can use the materials and techniques of paintings

to make art historical assessments. It introduces scientific methods of investigation and the history of artist's materials. The lecture will also outline the work of conservators; how they assess condition and treat paintings.

#### **[Gems & Jewelry]**

##### **Origin Determination for Colored Stones: (Why) Does it Matter?**

[Aaron Palke](#), Ph.D., GG | Sr. Manager, Colored Stone Research | Gemological Institute of America

Geographic origin determination has become one of the major services gemological laboratories provide to the gem and jewelry industry. While origin can be an important part of the story of a gemstone, origin reports issued by gemological laboratories are often used to justify dramatic differences in the value of a stone depending on whether the stone came from a classical or modern source. This presentation will provide an overview of the current state of knowledge of geographic origin determination for colored stones and discuss possible future protocols for origin reporting.

**4:05 –5:05pm**

#### **[Personal Property]**

##### **The Do's and Don'ts of Charitable Contributions**

Karin Gross, Esq. | Special Counsel | Internal Revenue Service  
Kelly Grimm Knowlton | Art Appraiser | IRS Art Appraisal Services  
[Sandra Tropper](#), FASA | Owner | Artemis Inc.

This session will review the appraiser's role in preparing a qualified appraisal for clients seeking a federal income tax deduction for a charitable contribution of property. The session will cover the Internal Revenue Code requirements for a qualified appraisal and who is a qualified appraiser, what is a deductible contribution, and what supporting documents your client needs to file with the return.

#### **[Gems & Jewelry]**

##### **From Madagascar with Love**

[John Ferry](#) | Founder/CEO | Prosperity Earth

Playing on the words of another epic James Bond film, "From Madagascar with Love" presents demantoid from Madagascar as a new gemstone deposit that has quickly gained global attention for quality and quantities. Gem miner Prosperity Earth stands as a world-leader in sustainable and traceable colored gemstone mining. This presentation highlights the challenges and achievements in mining gemstones in one of the world's most difficult operating environments.

[Register Now!](#)