PROFESSIONAL DEVELOPMENT CREDITS

ISA designates the education program of Assets 2019 for a maximum of 13 Professional Development Credits. Attendees should only claim those hours of credit that were actually spent in the educational activity.
WHO WE ARE

Founded in 1979, the International Society of Appraisers is the industry’s leading professional personal property appraisal association, representing the most highly trained and rigorously tested independent appraisers in the United States and Canada.

ISA is a not-for-profit, member-driven association, formed to support member needs and enhance public trust by producing qualified and ethical appraisers who are recognized authorities in personal property appraising.

In the years since its founding, the Society has grown to be the undisputed personal property association of choice. ISA's Core Course in Appraisal Studies is widely regarded as the most comprehensive in the industry, distinguishing ISA as the leader in methodology, theory, principles, practices, and ethics. We also offer extensive professional development in specific areas of product knowledge and connoisseurship, both through coursework and continuing education offerings at our annual conference.

ISA MISSION STATEMENT

Advancing excellence in the personal property appraisal profession.

ISA BOARD OF DIRECTORS

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Executive Director

PRESIDENT’S LETTER

Welcome to the International Society of Appraisers’ Assets conference in Louisville, Kentucky!

This year’s program, The Triple Crown of Appraising: Education, Ethics and Excellence, takes center stage in the Bluegrass State of the legendary Louisville Slugger, bodacious bourbon, famous fried chicken, and of course, the renowned Kentucky Derby.

ISA’s well-earned reputation as the industry’s leading organization of personal property appraisers in the United States and Canada is strengthened tenfold by our member-driven, collaborative community. Whether it is ISA's Core Course, advanced methodology program, the specialty and advanced studies pathway or a fresh and new immersion connoisseurship experience, our steadfast focus is on advancing excellence through education.

Many thanks are due to our superhuman conference chair, Libby Holloway, and her dedicated committee including Hughene Acheson, Ross Bradley, Lisa Duke, Wendy Gerdau, Rob Hittel, Suzanne Houck, Meredith Meuwly, Irene Szylinger, Fred Winer and Awards Chair, Larissa Wild. In tandem with ISA’s Sentergroup management team, this wonderful group of volunteers has created and produced this year’s extensive conference program, which includes relevant and unique opportunities for professional growth.

We are abundantly grateful for the generosity of the Foundation for Appraisal Education. FAE’s ongoing commitment to providing educational grants is vital to ISA's ability to bring meaningful and distinguished presentations to you each year through conference.

And through their amazing support, this year’s fantastic Affinity Business Partners, Bonhams, Chubb, Collector Systems, Freeman’s, Heritage Auctions, Higginbotham, John Moran Auctioneers, Skinner Auctioneers and Quinn’s Auction Galleries, contributed not only to this conference’s success, but to the advancement of personal property appraisal education year-round. Our valued ISA partners truly make a difference!

Whether you are here for this year’s slate of exceptional presentations, unique tours, or shared experiences with friends and colleagues, we appreciate and thank you for joining us in Louisville!

Kind regards,

Perri Guthrie, ISA CAPP
President
ANNUAL CONFERENCE COMMITTEE

Hughene D. Acheson, ISA AM
E. Ross Bradley, ISA AM
Lisa W. Duke, ISA AM
Wendy M. Gerdau, ISA CAPP
Perri Guthrie, ISA CAPP
Robert A. Hittel, ISA CAPP
Libby Holloway, ISA CAPP
Suzanne Houck, ISA CAPP
Meredith Meuwly, ISA CAPP
Irene Szylinger, ISA CAPP
Fred J. Winer, ISA CAPP

SPECIAL EVENTS

SPECIALTY TOURS
Friday, April 12 | 8:15 AM - 5:00 PM
Buses will depart from 4th & Broadway. Attendees can go through the first floor walkthrough on the Broadway side door of the hotel. $115/person, includes lunch and transportation. Subject to availability.

SOCIAL EVENTS

Welcome Reception
Friday, April 12 | 6:30 - 8:00pm | Rooftop Garden - 16th Floor
Join your fellow attendees to officially kick-off Assets 2019.

New Attendee Welcome Reception
Friday, April 12 | 8:00 - 9:00pm | The Gallery Ballroom - 16th Floor
Following the Welcome Reception, first-time attendees and new members are invited to a special reception with ISA leadership.

Hosted by HERITAGE AUCTIONS

FAE Event: "The Winner's Circle of Appraising"
Sunday, April 14 | 6:30 - 9:00pm
The Kentucky Derby Museum
704 Central Avenue
Executive coaches will depart from the Brown Hotel every 20 minutes beginning at 6:00pm, and return guests to the hotel every 20 minutes from 7:00pm until the end of the evening.

Hosted by Treasures Event Management & Design, Inc.

EDUCATIONAL SUPPORTER

CHUBB

TWITTER: @ISAPPRAISERS | #ASSET52019
PROGRAM SCHEDULE AT A GLANCE

ROOM LOCATIONS

Registration: Mezzanine - 3rd Floor
General Session & Presentation A: Crystal Ballroom - 3rd Floor
Presentation B: Gallery Ballroom - 16th Floor
Presentation C: Citation AB - 1st Floor
Breaks: Mezzanine and the J. Graham Brown Suite - 3rd Floor

FRIDAY, APRIL 12

8:15am – 5:00pm
Specialty Tours
Tour buses will depart from 4th & Broadway. Attendees can go through the first floor walkthrough on the Broadway side door of the hotel.

2:00 – 7:00pm  | Mezzanine - 3rd Floor
Registration Open

6:30 – 8:00pm | Rooftop Garden
Welcome Reception

8:00 – 9:00pm | Gallery Ballroom - 16th Floor
New Attendees Welcome Reception

SATURDAY, APRIL 13

8:00am – 4:30pm | Mezzanine - 3rd Floor
Registration Open

8:00 – 9:00am | Mezzanine and the J. Graham Brown Suite
Coffee and Breakfast

9:00 – 9:15am
President’s Welcome & Opening Remarks
Perri Guthrie, ISA CAPP

9:15 – 10:15am
Impactful Valuation Interactions of Fine and Decorative Arts in the Marketplace
Ann-Marie Richard, Director of Fine and Decorative Art and Design, Sotheby’s Institute of Art

10:20 – 11:20am
Ethical Best Practices and the Appraiser
Scott Fintzen, Partner, Law Firm of Gaido & Fintzen

11:20 – 11:40am
Networking Break

11:40am – 12:40pm
Between a Rock and a Hard Price: Evaluating Historic Objects Without Direct Comparables
James Supp, Coronado Trading Company and Appraiser for Antiques Roadshow

12:40 – 2:00pm
Lunch (on own)

2:00 – 3:00pm
PRESENTATION A: Silver - A Tarnished Reputation
Diane Wachs, Fine and Decorative Art Consulting

PRESENTATION B: Bronze - Beyond Its Surface
Robin Salmon, Vice President of Collections and Curator of Sculpture, Brookgreen Gardens

3:05 – 3:30pm | Mezzanine and the J. Graham Brown Suite
Networking Break

3:30 – 4:30pm
Collecting Appraisal Opportunities
J.P. Bryan, Founder of Torch Energy, Owner of the Gage Hotel in Marathon, Texas, Creator of the Bryan Museum in Galveston, Texas, Life-Long Collector

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### Committee Meetings

<table>
<thead>
<tr>
<th>Time</th>
<th>Broadway A</th>
<th>Broadway B</th>
<th>Broadway C</th>
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<tbody>
<tr>
<td>4:30-5:00pm</td>
<td>Ethics Committee (Closed)</td>
<td>Membership Committee</td>
<td>Marketing &amp; Promotions Committee</td>
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<tr>
<td>5:00-5:30pm</td>
<td>Designation &amp; Review Committee (Closed)</td>
<td>Antiques, Furnishings + Decorative Arts Committee</td>
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<tr>
<td>5:30-6:00pm</td>
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<td>Fine Art Committee</td>
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**Saturday, April 13, 2019**

**Committee Meetings**

- **Broadway A**
  - Ethics Committee (Closed)
  - Designation & Review Committee (Closed)

- **Broadway B**
  - Membership Committee

- **Broadway C**
  - Marketing & Promotions Committee
  - Antiques, Furnishings + Decorative Arts Committee
  - Fine Art Committee

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### SUNDAY, APRIL 14

**Registration: Mezzanine - 3rd Floor**

**General Session & Presentation A: Crystal Ballroom - 3rd Floor**

**Presentation B: Gallery Ballroom - 16th Floor**

**Presentation C: Citation AB - 1st Floor**

**Breaks: Mezzanine and the J. Graham Brown Suite - 3rd Floor**

**8:00am - 6:00pm | Mezzanine - 3rd Floor**

**Registration Open**

- **8:00 - 9:00am | Mezzanine and the J. Graham Brown Suite**
  - **Coffee and Breakfast**

- **9:00 - 10:00am**
  - **Perils for the Appraiser Intersecting with Emerging Art Technologies: Demystifying Blockchain and Crypto-Currencies**
  
  Nanne Dekking, CEO and Founder of Artory, Chairman of the European Fine Art Foundation

  **Presented by**: Freeman's

  - **10:10 - 11:20am**
    - **PRESENTATION A**: Unlocking Furniture Secrets in the 21st Century
      
      Daniel Ackermann, Curator of MESDA Collections

**11:30am - 1:00pm | Crystal Ballroom**

**Conference Luncheon and ISA Awards Presentation**

**Lunch will be served in the South Alcove**

**Presented by**: Bonhams

- **1:00 - 2:00pm**
  - **PRESENTATION A**: Navigating the Military Minefield: A Guide to Evaluating 20th Century Military Antiques
    
    Jeff Shrader, Advance Guard Militaria

  - **PRESENTATION B**: Classical and Contemporary Photographs: New Trends, New Marketplaces
    
    Daile Kaplan, Vice-President, Director of Photographs & Photobooks, Swann Galleries

  - **PRESENTATION C**: The Current Southern Pottery Market and Attributes Driving Value
    
    John Case, President and Co-Owner, Case Antiques

**2:10 - 3:10pm**

- **PRESENTATION A**: Rug Identification: It’s Not Just Design, It’s Construction
  
  Ellen Amirkhan, ISA CAPP, Owner and Master Rug Cleaner, Oriental Rug Cleaning Co.

- **PRESENTATION B**: African American Art: Reconstructing the Narrative
  
  Onaje Henderson, Partner and Gallery Director, ZuCot Gallery

- **PRESENTATION C**: Precious Metal Jewelry: How to Test, Mark & Value It
  
  Renée Newman, GG and Author

**3:10 - 3:50pm | Mezzanine and the J. Graham Brown Suite**

**Networking Break**
3:50 - 4:50pm

**PRESENTATION A:** John James Audubon: A Guide to Identification and Valuation
Michael Foley, Director, Arader Galleries, New York

**PRESENTATION B:** Growing Market in a Shrinking World
Eliza Osborne, Deputy Director of the Armory Show, New York

5:00 - 6:00pm

Appreciating and Appraising Bourbon
Susan Reigler, Author, Executive Bourbon Steward, and Past President of the Bourbon Woman Association

Presented by

6:30 - 9:30pm | Kentucky Derby Museum
Foundation for Appraisal Education Reception
“Winner’s Circle of Appraising”

Presented by

MONDAY, APRIL 15

Registration: Mezzanine - 3rd Floor
General Session: Crystal Ballroom - 3rd Floor

8:00 - 11:00am | Mezzanine - 3rd Floor
Registration Open

8:00 - 9:00am
Coffee and Breakfast

9:00 - 10:00am
Instructor Panel: Advancing Excellence in Methodology
Moderator: Meredith Meuwly, ISA CAPP
Presenters: Kirsten Smolensky, JD, ISA CAPP
Michael Logan, ISA CAPP
Steve Roach, JD, ISA CAPP
Tim Luke, ISA AM

Presented by

10:00 - 11:00am | Crystal Ballroom
ISA Business Meeting
Open to ISA members only

Presented by

11:00am - 5:00pm | Gallery Boardroom - 16th Floor
ISA Committee Chair Reports / Board of Directors Meeting

11:30am - 6:30pm | Citation A
7-Hour Personal Property USPAP Course
Instructor: Tim Luke, ISA AM
Advance registration required

12:00 - 5:00pm | Broadway A
Exam Proctor Session
Advance registration required

TUESDAY, APRIL 16

8:00am - 5:00pm | Citation A
Requalification Course
Instructor: Kirsten Smolensky, JD, ISA CAPP
Advance registration required

WEDNESDAY, APRIL 17

8:00am - 5:00pm | Citation A
Requalification Course
Instructor: Kirsten Smolensky, JD, ISA CAPP
Advance registration required

TWITTER: @ISAPPRAISERS
#ASSETS2019

#ASSETS2019
**SPEAKERS & PRESENTATIONS**

**9:15 - 10:15am**

**Impactful Valuation Interactions of Fine and Decorative Arts in the Marketplace**  
Ann-Marie Richard, Director of Fine and Decorative Art and Design, Sotheby’s Institute of Art

The traditional presentation, cataloguing, and sales offerings of auction categories have experienced a series of permutations in the last few years as auction houses focus their efforts on capturing the attention of emerging collectors with interests as diverse as their cultures. The most significant shifts are within the broad field of decorative arts, where individual categories and historic decorative arts are being re-contextualized to promote contemporary lifestyles of these connoisseurs and collectors.

**ANN-MARIE RICHARD** has a 20-year career in art business working at an international level. Richard is a fine art and design history and valuation specialist with experience advising on a diversity of legal cases. She has worked as an art broker, collection manager, curator, and appraiser. Richard has provided art consulting and market research expertise to a number of financial institutions, non-profit organizations, museums, private collectors, artists’ foundations and estates. She is co-author with Tom McNulty of The Valuation of Fine Art and Design: A Handbook for Professionals to be published by Lund Humphries in 2020. Richard was educated in Canada, the U.K., France, and Italy. She obtained her MA in the History of Decorative Arts and Design from The New School/Parsons School of Design/Cooper-Hewitt National Design Museum. She is the Director of the Sotheby’s Institute MA program in Fine and Decorative Art and Design in New York.

**10:20 - 11:20am**

**Ethical Best Practices and the Appraiser**  
Scott Fintzen, Partner, Law Firm of Gaido & Fintzen

Scott Fintzen, a Partner in Gaido-Fintzen, ISA’s legal counsel, will discuss ethical concerns that all appraisers should be aware of. He will help demystify the relationship between ISA’s Code of Ethics and USPAP. Mr. Fintzen will also discuss issues frequently asked about, such as antitrust for appraisers and ISA chapters, and how Fair Trade/Free Trade applies to ISA members.

**SCOTT FINTZEN** is an attorney with the law firm of Gaido & Fintzen in Chicago. His practice focuses on representing tax-exempt organizations. He is an expert on legal and ethical issues associated with personal property appraising, including issues related to antitrust compliance, work product ownership, and client relationships.

**11:40am - 12:40pm**

**Between a Rock and a Hard Price: Evaluating Historic Objects Without Direct Comparables**  
James Supp, Coronado Trading Company and Appraiser for Antiques Roadshow

Everything has a price, but not everything is priceless. In the world of historic artifacts and memorabilia, it is not always easy to find comparable sales. An item linked to a historic person or event may have a value far beyond its intrinsic value. Using case studies and examples, we will go through different approaches and methods to valuing and appraising historic items, and how to find comps where there are no comps to be found!

**JAMES SUPP**, frequently seen on the popular PBS television series Antiques Roadshow, is a fine art and antiques appraiser based in the Pacific Northwest. Specializing in objects of historic significance and material culture, he has lectured on everything from the history of playing cards to the evolution of footwear.

**2:00 - 3:00pm**

**PRESENTATION A: Silver - A Tarnished Reputation**  
Diane Wachs, Fine and Decorative Art Consulting

This discourse will review a particularly American history of silver, in its many incarnations, to demonstrate its rise and its fall, post-World War II to today. There will also be an explanation of the silver that still has social, monetary, and utilitarian value. Forms and favorites that are still in demand will be examined, as well as important silver markets that still exist and, finally, what to tell clients to do with the rest.

**DIANE WACHS** is a fine and decorative art appraiser. Her background includes the museum world, the collectors’ world, and the auction world. She has a master’s degree in the history of decorative art from the Cooper-Hewitt Smithsonian Museum of Decorative Art and is a past graduate of the NYU Program in Decorative Art Appraisal, as well as the MESDA Summer Graduate Program on Southern Decorative Art of the Backcountry. She has spoken widely on southern decorative art, in particular, Kentucky furniture and Kentucky silver. Between appraisals, she researches Southern African American Artisans who made furniture and silver.
PRESENTATION B: Bronze - Beyond Its Surface
Robin Salmon, Vice President of Collections and Curator of Sculpture, Brookgreen Gardens

This presentation will discuss the types of bronzes many collectors have in their homes. Participants will better understand classification types, identification (original, lifetime, and posthumous casts), and condition issues that affect value and are essential to connoisseurship.

ROBIN SALMON has been on the staff of Brookgreen Gardens since 1975. She oversees the acquisition, exhibition, and conservation of Brookgreen’s art, history, library, and archives collections. She directs the activities of the Carroll A. Campbell Jr. Center for American Sculpture, bringing prominent sculptors to Brookgreen annually for residencies, lectures, and workshops. Robin also serves on the Editorial Advisory Board of Sculpture Review magazine and was recently appointed to the U.S. Mint’s Citizens Coinage Advisory Committee.

3:30 - 4:30pm
Collecting Appraisal Opportunities
J.P. Bryan, Founder of Torch Energy, Owner of the Gage Hotel in Marathon, Texas, Creator of the Bryan Museum in Galveston, Texas, Life-Long Collector

Mr. Bryan will share personal experiences and discuss who he employs to help with acquisitions, collection and exhibition management, restoration and conservation, shipping and storage of works, and preparations for the future of his collections. Learn about appraisal opportunities when working with collectors and how to expand your appraisal practice by networking with other professionals providing ancillary services to your clients.

Meet J.P. BRYAN, a prolific, life-long collector of western history and art with a focus on Texas. In October 2013, Bryan purchased the old Galveston Orphans Home to house his eclectic collection of approximately 70,000 objects. After careful restoration of the historic structure, The Bryan Museum in Galveston, Texas opened in June 2015. J.P. Bryan’s collection includes historical Texas artifacts, artillery, and firearms, Spanish Colonial art and decorative arts, rare books, documents and maps, antique toys, and Texas art including works by Frank Reaugh, Tom Lea, José Arpa, Elisabeth Ney, and Robert and Julian Onderdonk.

9:00 - 10:00am
Perils for the Appraiser Intersecting with Emerging Art Technologies: Demystifying Blockchain and Crypto-Currencies
Nanne Dekking, CEO and Founder of Artory, Chairman of the European Fine Art Foundation

The art and collectibles markets are faced with better-prepared, more skeptical, and more risk-averse buyers whose wants and needs are changing. Many believe that modern technologies should be embraced to improve their clients’ experiences — that’s where blockchain can play an important role. In this session, Nanne Dekking will discuss the advantages and potential pitfalls of blockchain technology and its application to art and collectibles.

NANNE DEKKING is the Founder and CEO of Artory, New York/Berlin and current Chairman of the Board of the European Fine Art Fair. He is an eloquent advocate for change in the international art market, previously serving as Vice Chairman and Worldwide Head of Private Sales at Sotheby’s. Before joining Sotheby’s, he was Vice President of Wildenstein & Co., one of the world’s leading art dealers, where he advised individuals, museums, and foundations on the formation and development of their collections. Nanne was the founder and principal of Nanne Dekking Fine Arts, an art consultancy firm and gallery in New York.

10:10 - 11:20am
PRESENTATION A: Unlocking Furniture Secrets in the 21st Century
Daniel Ackermann, Curator of MESDA Collections

Using traditional resources joined by new technologies — ranging from internet databases to advanced scientific analysis — appraisers now have the ability to ask questions that would have been impossible to answer in the past. This gives examining furniture new meaning. Is it real or is it fake?

DANIEL KURT ACKERMANN is curator at the Museum of Early Southern Decorative Arts. He began his career as the Tiffany & Co. Foundation Curatorial Intern in American Decorative Arts at the Metropolitan Museum of Art. Daniel studied history and material culture at the College of William and Mary and architectural history and preservation at the University of Virginia. He is currently pursuing a PhD at the University of North Carolina at Chapel Hill in Art History. He is a nationally recognized author and speaker.
PRESENTATION B: How Can Science Move Us Past Readily Apparent Identity? Let’s Ask Willem de Kooning, Amedeo Modigliani, and Piet Mondrian
Dr. Jennifer Mass, Scientific Analysis of Fine Art, LLC

Explore how scientific analysis can be combined with a knowledge of the history of artists’ materials and the history of technology, giving appraisers the ability to rule out paintings with anachronistic materials and/or forged provenance and faked labels. Case studies will be provided to show when it is useful to consult with a scientist on attribution issues and how science can identify appropriate evidence of age in a work.

JENNIFER MASS is President of Scientific Analysis of Fine Art, LLC. She is also the Andrew W. Mellon Professor of Cultural Heritage Science at Bard Graduate Center for Decorative Arts, Design History, and Material Culture. Jennifer earned her Ph.D. from Cornell University, and did her postdoctoral work at the Metropolitan Museum of Art.

1:00 - 2:00pm
PRESENTATION A: Navigating the Military Minefield: A Guide to Evaluating 20th Century Military Antiques
Jeff Shrader, Advance Guard Militaria

As “The Greatest Generation” continues to depart the stage, an increasing amount of military memorabilia, primarily from World War II, is being discovered in estates. In this session, appraisers will be introduced to resources for proper identification of this material, as well as current market trends for the purpose of valuation. This presentation will also explore issues of historical and cultural sensitivity that often emerge as concerns when 20th-century military souvenirs are brought to the market.

So what do you get when you mix an education in history and museum studies with the passion of a compulsive collector? For JEFF SHRADER, the answer is militaria dealer. Jeff Shrader and his wife Anna have built Advance Guard Militaria into a business with a loyal worldwide clientele, specializing primarily in 20th century military antiques. AGM thrives on quality artifacts, customer loyalty, and professional relationships forged with appraisers, museums, and collectors throughout the US and Europe. For the past decade, Shrader has been privileged to appraise Arms & Militaria on the Emmy-nominated PBS series Antiques Roadshow.

PRESENTATION B: Classical and Contemporary Photographs: New Trends, New Marketplaces
Daile Kaplan, Vice-President, Director of Photographs & Photobooks, Swann Galleries

As fine art photography has transitioned from an emerging to a mature market, digital processes have replaced wet darkroom analogue practices, resulting in new challenges to properly identify photographic prints and establish market values.

DAILE KAPLAN is vice president and director of photographs at Swann Galleries, New York’s oldest specialty auction house, where she is also an auctioneer. She is a photographs specialist on PBS’s nationally acclaimed television program Antiques Roadshow, and has also appeared on The History Channel, The Discovery Channel, HGTV, Plum-TV, City-TV (Toronto), and Copa-TV (in Paris). Kaplan enjoys sharing stories about collecting photographs, and is a USPAP-compliant appraiser in fine art photography, photobooks, and vernacular photography. She is also a collector of three-dimensional decorative and functional objects adorned with photographic images, which she named “pop photographica.”

PRESENTATION C: The Current Southern Pottery Market and Attributes Driving Value
John Case, President of Case Antiques, Inc.

Stoneware and Earthenware from the Southeastern United States continues to gather interest in the antique market, starring in museum exhibits as well as generating new research and publications. This presentation will examine what pottery forms, glazes, decoration, and makers result in higher values in the current Southern pottery market.

JOHN CASE is president of Case Antiques, Inc. Auctions & Appraisals in Knoxville, Tennessee. He has over 25 years of experience researching and evaluating American antiques and art, with a specialization in early Southern decorative arts. He is a frequent lecturer for organizations such as the Museum of Early Southern Decorative Arts and has spoken at AAA and ISA annual conventions. He is also a contributing author in the area of early Southern decorative arts. John holds a degree in biomedical/biochemical engineering from Duke University and has completed the museum graduate course sponsored by MESDA at Wake Forest University.
PRESENTATION A: Rug Identification: It’s Not Just Design, It’s Construction
Ellen Amirkhan, ISA CAPP, Owner and Master Rug Cleaner, Oriental Rug Cleaning Co.

This presentation will focus on construction and how different tribes and manufacturers weave their rugs. Amirkhan will also address the many challenges of looking beyond the characteristics of design.

Since 1980, ELLEN AMIRKHAN has served as president of Oriental Rug Cleaning Co. in Dallas, Texas, a business started by her grandfather in 1911 that specializes in cleaning, repairing, appraising, and selling oriental rugs. A Past President of Association of Specialists in Cleaning and Restoration, Ellen holds the designations of Certified Rug Specialist and ISA CAPP. She is a co-developer of the Master Rug Cleaner Program, co-author of A Comprehensive Guide to Oriental and Specialty Rug Cleaning and the video series Unraveling the Riddle of Rug Identification, and serves as an expert witness for the legal profession.

PRESENTATION B: African American Art: Reconstructing the Narrative
Onaje Henderson, Partner and Gallery Director, ZuCot Gallery

ZuCot Gallery has grown to become the largest fine arts gallery in the southeastern United States focusing on living African American artists from across the country. Gallery partner Onaje Henderson will discuss the art market’s emerging interest in works by African American artists and the effects of this “newfound” discovery on the overall state of African American art.

After earning his BS in Mechanical Engineering from Tuskegee University, ONAJE M. HENDERSON began his corporate career with a major consulting firm working with communication and hi-tech companies across the country. He cultivated his professional training within arts through soaking up his father’s (artist Aaron F. Henderson) discipline over a span of more than 20 years. As partner and gallery director, Onaje has advised on art selection for a diverse group of corporate and individual collectors nationwide. ZuCot Gallery is the largest African-American owned fine art gallery in the Southeast with the mission to promote original works of art by living African American artists and provide both novice and seasoned collectors with meaningful and unique services that enhance the art collecting experience.

PRESENTATION C: Precious Metal Jewelry: How to Test, Mark & Value It
Renée Newman, GG and Author

Renée Newman, a respected gemologist and author, will give insight on how to test and evaluate quality metals. Gold and platinum jewelry markings and how Fair Trade markings affect value will be explored.

RENÉE NEWMAN, GG, BA, MA, is a gemologist, lecturer, and author of 13 books on jewelry and gems including Gold, Platinum, Palladium, Silver & Other Jewelry Metals: How to Test, Select & Care for Them. Her books are used worldwide as sales training tools, textbooks, and references for jewelers, dealers, and appraisers.

3:50 - 4:50pm
PRESENTATION A: John James Audubon: A Guide to Identification and Valuation
Michael Foley, Director, Arader Galleries, New York

Michael Foley will present a brief biography of John James Audubon, his family, and their place in the story of natural history illustration. He will discuss Audubon’s principal works as well as modern editions, restrikes, and reproductions. Tips on the connoisseurship and valuation of Audubon prints will be shared including the state of the current market and what is influencing it.

MICHAEL C. FOLEY is a Director at Arader Galleries on Madison Avenue in New York. He specializes in American and European works on paper, particularly natural history, cartography, exploration, and historical subjects. He speaks regularly on the life and work of John James Audubon. As a lawyer licensed to practice in New York, he also serves as the firm’s General Counsel.

PRESENTATION B: Growing Market in a Shrinking World
Eliza Osborne, Deputy Director of the Armory Show, New York

With an increasing number of art fairs taking place around the world—and the related, up-to-the-minute information (and sometimes hype) that surrounds them—how does each ensure its relevance and gravitas and help to maintain the art fair’s pole position as a forerunner for trends and reporting? How does a branded or a defined local identity foster success in reaching collectors and engender opportunity against the background of a widening global market?
ELIZA OSBORNE is Deputy Director of The Armory Show, New York City’s premier art fair. As Deputy Director, Eliza oversees the VIP Program and manages strategic partnerships with sponsors, private collectors, and museums and other cultural institutions. Prior to joining the Armory Show team in June 2018, Eliza served as the Executive Director of the Centre Pompidou Foundation, an American organization dedicated to supporting the Centre Pompidou in Paris. In this role, she secured over $27 million in donations of artwork and organized a robust and profitable art travel program for the CPF’s supporters. Prior to her four-year tenure at the Centre Pompidou Foundation, Eliza held executive positions at Sotheby’s between 1997-2014 in the client loyalty, business development, and bid departments. Eliza holds a B.A. in Art History from Smith College, an M.A. in French Literature from Middlebury College, and is a graduate of Christie’s Education at the Royal Society of Arts in London. In 2016, she was awarded the Chevalier de l’Ordre des Arts et des Lettres by the French Government for her contribution to the arts.

5:00 - 6:00pm
Appreciating and Appraising Bourbon
Susan Reigler, Author, Executive Bourbon Steward, and Past President of the Bourbon Woman Association

Susan Reigler will explain how to appreciate bourbon like a Kentuckian. The session will include some basic advice for knowing if that dusty bottle found in the closet is of collectible value or not. Helpful resources will also be shared.

Louisville-based bourbon journalist SUSAN REIGLER’s numerous books include Kentucky Bourbon County and The Bourbon Tasting Notebook. She has spoken at whiskey festivals all over the United States and leads private tastings as well as charity tastings. Susan is also a correspondent for American Whiskey and Bourbon+ magazines.

9:00 - 10:00am
Instructor Panel: Advancing Excellence in Methodology
Education Director Meredith Meuwly will lead a panel of ISA Instructors as they discuss a number of prevailing methodology questions many appraisers commonly have with the report development and writing processes. Q&A will follow.

MODERATOR
Meredith Meuwly, ISA CAPP
ISA Director of Education

PRESENTERS
Kirsten Smolensky, JD, ISA CAPP
Core Course Instructor

Michael Logan, ISA CAPP
Antiques, Furnishings + Decorative Arts Instructor

Steve Roach, JD, ISA CAPP
Fine Art Instructor

Tim Luke, ISA AM
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Best Wishes to all of our fellow members at the 2019 ISA Conference

Congratulations to all of the new CAPPs, AMs and members!

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NOTES

Your generous support helps the Foundation for Appraisal Education fund scholarships and grants for personal property appraisal education.

INTERESTED IN JOINING THE FAE?

Interested in joining the FAE? We welcome new members! Learn more about membership benefits online at https://foundationforappraisaleducation.org/membership/

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JOIN US AT OUR RECEPTION APRIL 14

We are delighted to invite ISA Conference attendees to join us on Sunday, April 14, for a special FAE Reception “Winner’s Circle of Appraising,” hosted by Treasures Estate Concierge Services, Inc. We look forward to seeing you there!

Welcome To “The Winner’s Circle of Appraising”
Please Join The Foundation For Appraisal Education as we celebrate the winning excellence of our members.

Sunday, April 14, 2019
6:30 p.m. to 9:30 p.m.
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