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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/](https://foundationforappraisaleducation.org/membership/)

**AVAILABLE SCHOLARSHIP OPPORTUNITIES**

Our 2018 scholarship program is currently accepting applications. Scholarships are open to anyone interested in the field of appraising. Learn more about the available scholarship opportunities, download an application, and read about the experiences of past recipients online at [https://foundationforappraisaleducation.org/scholarships/](https://foundationforappraisaleducation.org/scholarships/)

**JOIN US AT OUR RECEPTION MARCH 11**

We are delighted to invite ISA Conference attendees to join us on Sunday, March 11 for a special FAE Reception “A Toast to the Future of Appraising,” hosted by Treasures Estate Concierge Services, Inc. We look forward to seeing you there!

[https://foundationforappraisaleducation.org](https://foundationforappraisaleducation.org)
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PROFESSIONAL DEVELOPMENT CREDITS
ISA designates the education program of Assets 2018 for a maximum of 13 Professional Development Credits. Attendees should only claim those hours of credit that were actually spent in the educational activity.

SESSION SURVEYS
Please provide valuable feedback on the sessions you attend through our mobile-enabled site, https://www.connect.space/events/isa-assets-2018. An overall conference survey will be sent via email following the conference.

NETWORK: WESTIN-MEETING
PASSCODE: isa2018

Wi-Fi
WHO WE ARE

The International Society of Appraisers is a not-for-profit, member-driven association, formed to support our member needs and serve the public by producing highly qualified and ethical appraisers who are recognized authorities in professional personal property appraising. Our members include many of the country’s most respected independent appraisers, consultants, estate liquidators, auctioneers, gallery owners, and dealers.

ISA offers a comprehensive professional development program designed to build and enhance performance in the area of personal property appraisal practice with concentrations in Antiques, Furnishings + Decorative Arts, Fine Art, Gemstones and Jewelry, as well as Machinery and Equipment.

ISA’s professional development and credentialing programs, along with its strong code of ethics and professional conduct, serve as the foundation for the organizational mission.

ISA MISSION STATEMENT

Advancing excellence in the personal property appraisal profession.

ISA BOARD OF DIRECTORS

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Director

JOSEPH M. JACKSON, CAE
Executive Director
Welcome to Assets 2018, this year’s annual International Society of Appraisers conference in Pasadena, California. Historic Pasadena, with its diverse architectural and cultural resources, has provided us with an ideal venue for discovery and scholarship.

As ISA continues its mission to provide vital educational programming, our conference theme, The Gold Standard: Innovation & Valuation is designed with advancing excellence in mind. Leading-edge concepts, methods, and perspectives presented by industry leaders help us better understand and cultivate important opportunities that enrich and elevate our professional appraisal practices.

We are most grateful for the generosity and support of our sponsors: Heritage Auctions, Stratton and Sons, John Moran Auctioneers, AIG, Bonhams, Collector Systems, Freeman’s, Quinn’s Auction Galleries, and Higginbotham, as well as our loyal Affinity Business Partners, underwriters, and advertisers. These valued ISA partnerships greatly contribute to our ongoing commitment to the advancement of personal property appraisal education.

It is also important for us to recognize the Foundation for Appraisal Education. FAE has been an integral part in the success of this year’s conference. Through their fundraising efforts, FAE provided ISA with a significant education grant, affording us the ability to bring distinguished speakers to California.

And most deserving of our appreciation and praise, are Assets 2018’s conference co-chairs, Suzanne Houck and Kathi Jablonsky; our dedicated committee, Hughene Acheson, Cindy Charleston-Rosenberg, Wendy Gerdau, Christine Guernsey, Meredith Meuwly, Elise Waters Olonia, Irene Szylinger, Maureen Winer, and Fred Winer; along with ISA’s Sentergroup team, all of whom have worked tirelessly together for the past year to produce this valuable program.

We hope you will be inspired by our rich slate of exceptional presentations, custom tours, and networking experiences.

Our sincere thanks for joining us this year at conference!

Kind regards,

Perri Guthrie, ISA CAPP
President
ANNUAL CONFERENCE COMMITTEE

SUZANNE S. HOUCK, ISA CAPP, BA & MALS  Committee Chair
KATHI JABLONSKY, ISA CAPP  Committee Chair

HUGHENE ACHESON, ISA AM  Committee Member
CINDY CHARLESTON-ROSENBERG, ISA CAPP  Committee Member
WENDY GERDAU, ISA CAPP  Committee Member
CHRISTINE GUERNSEY, ISA CAPP  Committee Member
PERRI GUTHRIE, ISA CAPP  Committee Member
MEREDITH MEUWLY, ISA CAPP  Committee Member
ELISE WATERS OLOLIA, ISA AM  Committee Member
IRENE SZYLINGER, ISA AM  Committee Member
FRED WINER, ISA CAPP  Committee Member
MAUREEN WINER, ISA CAPP  Committee Member

CONFERENCE SPONSORS AND EXHIBITORS
Thank you to our Assets 2018 sponsors and exhibitors.

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FOUNDRY FOR APPRAISAL EDUCATION
SPECIAL EVENTS

SPECIALTY TOURS
Friday, March 9 | 8:30am – 5:30pm
Both tours depart from The Westin Pasadena – $150/person, includes lunch
Attend one of two specialty tours focusing on key specializations in appraising. The Fine Art tour will take participants on an exploration of the art collections of The Huntington Library, followed by a tour of the Degas exhibit at the Norton Simon Museum. The Antiques, Furnishings + Decorative Arts tour will also begin at The Huntington Library, and will include a unique look at the museum’s antiques and decorative arts collections. This tour will conclude with a custom tour of the Gamble House. Both tours include transportation, a snack, and lunch.

WELCOME RECEPTION
Friday, March 9 | 6:30 – 8:00pm | Courtyard
Don’t miss our lively opening event, where you can catch up with fellow attendees over drinks and appetizers. *Note this event has a cash bar.

NEW ATTENDEE WELCOME RECEPTION
Friday, March 9 | 8:00 – 9:00pm | Plaza Room
Following the Welcome Reception, first-time attendees and new members are invited to a meet and greet with ISA leadership.

FOUNDATION FOR APPRAISAL EDUCATION RECEPTION
Sunday, March 11 | 6:30 – 9:30pm
John Moran Auctioneers, 145 E. Walnut Ave, Monrovia, California 91016
“A Toast to the Future of Appraising”
Join FAE for cocktails and hors d’oeuvres as we raise a toast to the future of our industry and preview the March 12 auction. Proceeds from the sale will benefit the Foundation’s scholarship and educational programs.
Transportation Information: Three black executive buses will run on a loop from The Westin Pasadena’s Walnut Street entrance (by the Gift Shop just off the elevators) to John Moran Auctioneers, beginning at 6:00pm. The last bus will depart The Westin Pasadena at 7:00pm.

CONFERENCE LUNCHEON AND ISA AWARDS PRESENTATION
Sunday, March 11 | 11:30am – 1:00pm | Fountain Ballroom
Enjoy lunch with fellow attendees while we recognize and honor the outstanding achievements of some of our dedicated ISA members.

CAPP APPRECIATION COFFEE
Monday, March 12 | 8:30 – 9:00am | Madera
ISA CAPP members are invited to attend this special appreciation event on the final day of the conference.
PROGRAM SCHEDULE
Registration will remain in the Santa Rosa Foyer for the duration of the conference.

FRIDAY, MARCH 9

8:30am – 5:30pm
SPECIALTY TOURS
All tours depart from The Westin Pasadena, Walnut Street entrance
(by the Gift Shop just off the elevators)

FINE ART TOUR: The Huntington Library, The Raymond (lunch), Norton Simon Museum

ANTIQUES, FURNISHINGS + DECORATIVE ARTS TOUR:
The Huntington Library, The Raymond (lunch), Gamble House

2:00 – 7:00pm
REGISTRATION OPEN — Santa Rosa Foyer

6:30 – 8:00pm
WELCOME RECEPTION — Courtyard

8:00 – 9:00pm
NEW ATTENDEE WELCOME RECEPTION — Plaza Room

SATURDAY, MARCH 10

All Saturday sessions take place in the Fountain Ballroom

8:00am – 4:30pm
REGISTRATION OPEN

8:00 – 9:00am
COFFEE AND BREAKFAST

9:00 – 9:15am
PRESIDENT’S WELCOME & OPENING REMARKS

9:15 – 10:15am
CALIFORNIA DREAMIN’: MISSIONS TO MODERNISM
Staci Steinberger, Assistant Curator, Decorative Arts and Design, Los Angeles County Museum of Art

10:15 – 11:15am
THE GOLD STANDARD OF LEADERSHIP
Melody Kanschat, Executive Director, Executive Education for Museum Leaders, Getty Leadership Institute
SATURDAY, MARCH 10 continued

All Saturday sessions take place in the Fountain Ballroom

11:15 – 11:40am
NETWORKING BREAK

11:40am – 12:40pm
AVOIDING ERRORS AND OMISSIONS THAT RAISE FLAGS IN TAX-USE APPRAISALS
Gretchen Wolf, IRS, Art Appraisal Services Division (Preliminary)
Erica A.E. Claus, MA, ISA AM, Past Officer of the Canadian Cultural Property Export Review Board

Presented by

12:40 – 2:05pm
LUNCH (on own)

2:05 – 3:05pm
TRACKING AND VERIFYING ASSETS: BETTER AUTHENTICATING THROUGH TECHNOLOGY
Jordan Arnold, Executive Managing Director, K2 Intelligence, New York and Los Angeles

Presented by

3:05 – 3:30pm
NETWORKING BREAK

3:30 – 4:30pm
FROM DYLAN TO MARILYN: THE VALUE OF CELEBRITY
Laura Woolley, President, The Collector’s Lab, Los Angeles, California

Presented by

4:30 – 6:30pm
ISA COMMITTEE MEETINGS
See schedule on page 14.

SUNDAY, MARCH 11

General Session & Break-Out A: Fountain Ballroom | Break-Out B: Madera | Break-Out C: Plaza Room

8:00am – 4:30pm
REGISTRATION OPEN

8:00 – 9:00am
COFFEE AND BREAKFAST

9:00 – 10:00am
BEYOND READILY APPARENT IDENTITY
Todd W. Sigety, ISA CAPP, WSA Appraisals, The Appraisers Workshops, Alexandria, Virginia
Cindy Charleston-Rosenberg, ISA CAPP, Art Appraisal Firm, LLC, Elkins Park, Pennsylvania

Presented by
SUNDAY, MARCH 11 continued

General Session & Break-Out A: Fountain Ballroom | Break-Out B: Madera | Break-Out C: Plaza Room

10:10 – 11:20am

BREAK-OUT SESSIONS

Break-Out A:
ART: A SOURCE OF LIQUIDITY
John Arena, Senior Vice President, Senior Structured Credit Executive for Fine Art Product Global Banking & Markets—Wholesale Credit, US Trust, Fort Lauderdale, Florida

Break-Out B:
DESIGN INSPIRATION & INGENUITY: DISCOVERING CALIFORNIA POTTERY
Bill Stern, Book Author and Executive Director of the Museum of California Design, Los Angeles, California

Break-Out C:
NEW APPRAISERS GUIDE TO THE GALAXY
Kirsten Smolensky, JD, ISA CAPP, Owner, Minerva Appraisal, LLC., Brentwood, Tennessee

11:30am – 1:00pm

CONFERENCE LUNCHEON AND ISA AWARDS PRESENTATION — Fountain Ballroom

Hosted by Bonhams

1:05 – 2:20pm

BREAK-OUT SESSIONS

Break-Out A:
GOOD, BETTER, AND BEST: ANSEL ADAMS PHOTOGRAPHS
Brittany J. Moorefield, Director of Photography Sales, Ansel Adams Gallery, Yosemite, California

Break-Out B:
GOOD, BETTER, AND BEST: AMERICAN FURNITURE AND SILVER
Brooke Sivo, Director of American Furniture & Decorative Arts, Bonhams, Regional Representative Palm Springs/San Diego County, California

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General Session & Break-Out A: Fountain Ballroom | Break-Out B: Madera | Break-Out C: Plaza Room

2:25 – 3:40pm

BREAK-OUT SESSIONS

Break-Out A:
STOP, LOOK, AND LISTEN: USING CONNOISSEURSHIP TO NAVIGATE THE CONTEMPORARY ART MARKET
Holly Sherratt, Director, Modern & Contemporary Art, Heritage Auctions, San Francisco, California

Break-Out B:
STAY GOLDEN! EXPLORE WHAT GLITTERS IN COSTUME JEWELRY
Anna Rasche, G.G., Fine Jewelry, Watches, and Authenticity Manager, The RealReal, New York, NY

Break-Out C:
THE INTERSECTION OF APPRAISING AND WEALTH MANAGEMENT: WORKING WITH HIGH-NET WORTH CLIENTS, THEIR COLLECTIONS, AND THEIR INSURANCE CARRIERS
Presented by UBS

Moderator:
Todd Sigety, ISA CAPP, WSA Appraisals, The Appraisers Workshops, Alexandria, Virginia

Presenters:
Danna Kay, AIG Director Western Zone, Art Collection Management, Los Angeles, California
Barbara Chamberlain, AIG Director, Art Collection Management, Miami, Florida

3:40 – 4:00pm

NETWORKING BREAK

4:00 – 5:00pm

BREAK-OUT SESSIONS

Break-Out A:
EIGHT STREET ARTISTS TO WATCH IN 2018
Tim Luke, CAI, BAS, MPPA, ISA AM, Executive Vice President, Senior Appraiser, Gurr Johns, Chicago and New York; and President, TreasureQuest Group, Inc.

Break-Out B:
AMERICAN INNOVATIONS: STUDIO GLASS
Bruce Orr, Owner, Jaremos, Art Glass Consultant and Authenticator, Naperville, Illinois
**SUNDAY, MARCH 11 continued**

General Session & Break-Out A: Fountain Ballroom | Break-Out B: Madera | Break-Out C: Plaza Room

5:00 – 6:00pm

**LIQUID ASSETS: WINE INVESTMENT AND APPRECIATION**

*Amanda Crawford*, Director, Fine & Rare Wines, Heritage Auctions, Beverly Hills, California

Presented by

6:30 – 9:30pm

**FOUNDATION FOR APPRAISAL EDUCATION RECEPTION**

“A Toast to the Future of Appraising”

See page 5 for location and transportation information.

Hosted by

**MONDAY, MARCH 12**

All Monday sessions take place in the Fountain Ballroom

8:00 – 11:00am

**REGISTRATION OPEN**

8:00 – 9:00am

**COFFEE AND BREAKFAST**

8:30 – 9:00am

**CAPP APPRECIATION COFFEE** — Madera

9:00 – 10:00am

**CURRENT ISSUES AND PENDING LEGISLATION IMPACTING AMERICAN INDIAN ART**

*Vanessa Elmore, ISA AM*, Elmore Art Appraisals, Santa Fe, New Mexico

10:00 – 11:00am

**ISA BUSINESS MEETING**

(open to ISA members only)

11:00am – 5:00pm

**ISA COMMITTEE CHAIR REPORTS / BOARD OF DIRECTORS MEETING** — Arcadia

11:30am – 6:30pm

**7-HOUR USPAP COURSE** — Plaza Room

*Tim Luke, CAI, BAS, MPPA, ISA AM*, Executive Vice President, Senior Appraiser, Gurr Johns, Chicago and New York; and President, TreasureQuest Group, Inc.

*Must be pre-registered to attend.*
SPEAKERS & PRESENTATIONS

9:15 – 10:15am
CALIFORNIA DREAMIN’: MISSIONS TO MODERNISM

Staci Steinberger, Assistant Curator, Decorative Arts and Design, Los Angeles County Museum of Art

This presentation surveys distinctive California design by visionary artists, designers, and craftspeople whose creativity and innovations have shaped and celebrated modern lifestyle.

Staci Steinberger is Assistant Curator of Decorative Arts and Design at the Los Angeles County Museum of Art, where she played a key role in organizing California Design, 1930–1965: Living in a Modern Way (2011-12), and curated several installations on graphic design. Most recently, she co-curated Found in Translation: Design in California and Mexico, 1915-1985 now on view at LACMA.

10:15 – 11:15am
THE GOLD STANDARD OF LEADERSHIP

Melody Kanschat, Executive Director, Executive Education for Museum Leaders, Getty Leadership Institute

Melody Kanschat will share data and techniques for developing your own leadership in the new paradigm of the co-creator age. She will explore what leadership entails in the world of fine art, antiques, and decorative arts as well as share a few tips for leveraging your own strengths as a leader when working with museums, curators, collectors, collection managers, and insurers.

Melody Kanschat is Executive Director of the Getty Leadership Institute at Claremont Graduate University, where she produces executive education programs for museum leaders. She holds a Bachelor of Science degree in Radio, Television, and Motion Pictures from Ball State University in Muncie, Indiana, and teaches the Theory and Practice of Institutional Leadership in the Arts Business and Management program.

Before the Getty Institute, she had a 22-year career with the Los Angeles County Museum of Art (LACMA), where she served in a variety of executive capacities. In her final six years at LACMA, she was the Museum’s President and Chief Operating Officer and was responsible for the day-to-day operations of the museum, overseeing a total annual expense budget of over $60 million and a $320 million multi-year capital expansion campaign.

Melody is an energetic arts professional with broad experience in leadership, communications, fundraising, and master plan development. She is known for her enthusiastic commitment to the audiences that arts organizations serve and a perspective that synthesizes a drive for excellence with a practical sensibility.
AVOIDING ERRORS AND OMISSIONS THAT RAISE FLAGS IN TAX-USE APPRAISALS

Gretchen Wolf, IRS, Art Appraisal Services Division (Preliminary)
Erica A.E. Claus, MA, ISA AM, Past Officer of the Canadian Cultural Property Export Review Board

Tax-use appraisals can be complex and challenging. This demystifying discussion provides critical insight, information, and guidance for fair market valuations.

Gretchen Wolf has over 20 years of experience in the art market and has worked at the IRS as a fine art appraiser for over 11 years, including the last three years as the Lead Appraiser. She specializes in the appraisal of 19th and 20th Century American and European fine and decorative art including paintings, works on paper, prints and sculpture and regularly reviews taxpayer submitted appraisals for estate tax, gift tax and non-cash charitable contribution deductions.

Prior to joining the IRS Office of Art Appraisal Services in May 2006, she was an independent fine art appraiser and consultant who regularly wrote appraisals for insurance or tax purposes.

Gretchen was formerly the curator at a 19th and 20th Century American and European paintings art gallery in Washington, DC.

Gretchen earned a Bachelor of Arts degrees in History and Literature, with a minor in Art History, at James Madison University in 1991, and completed a post-graduate level certification program in Appraisal Studies at George Washington University, focusing in Fine Art, in 2000.

Erica A.E. Claus is founder of Erica Claus and Associates in Ontario, Canada, providing appraisal and art advisory services. Erica was appointed Secretary to the Canadian Cultural Property Export Review Board in 2008 and served three years reviewing approximately 3,000 appraisals for cultural property of outstanding significance and national importance being donated to collecting institutions in Canada. Prior to this she served as Head of the Cultural, Academic Relations and Public Affairs Section of the Embassy of Canada in Berlin (2005-2008). Ms. Claus has held numerous positions in culture, arts and heritage over a 30-career in the public sector working with cultural collecting institutions in Canada and internationally prior to joining the private sector.
2:05 – 3:05pm

TRACKING AND VERIFYING ASSETS: BETTER AUTHENTICATING THROUGH TECHNOLOGY

Jordan Arnold, Executive Managing Director, K2 Intelligence, New York and Los Angeles

This informative and in-depth presentation will explore new and emerging technological advancements that are making an impact on the verification and security of asset class collections.

Jordan Arnold is the Executive Managing Director in K2 Intelligence’s New York and Los Angeles offices, and head of the firm’s Private Client Services practice. With more than 15 years of investigatory and legal experience, he leads complex engagements on behalf of high-profile and high-net-worth individuals, family offices and their advisors, and private and public entities, as well as financial services and law firms.

Prior to joining K2 Intelligence, Jordan served as an Assistant District Attorney at the New York County (Manhattan) District Attorney’s office. In his final assignment, Jordan led development of and headed the Financial Intelligence Unit, and served as a senior investigative counsel in Major Economic Crimes.

As a prosecutor, Jordan routinely worked with the Major Case Squad of the New York Police Department (NYPD) on some of Manhattan’s most sensitive investigations, involving abduction, extortion, stalking, bank robbery, and art crime, including art fraud.

Jordan received his Juris Doctorate from Vanderbilt Law School and his Bachelor of Arts from the State University of New York at Albany.

CONNECT WITH US

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3:30 – 4:30pm
FROM DYL... THE VALUE OF CELEBRITY
Laura Woolley, President, The Collector’s Lab, Los Angeles, California

Gain valuable insight into the multiplex of characteristics that can transform an intrinsically inexpensive object into a pop-culture treasure. This talk will provide a list of value characteristics useful in valuing unique celebrity objects with few direct comparables.

Laura Woolley attended New York University receiving a bachelor’s degree in Art History, worked at Sotheby’s auction house in New York from 1997–2001, and left to study at The London School of Economics where she earned a master’s degree in New Media and Communications. She returned to the United States as the Chief Operating Officer of Julien’s Auction house in Los Angeles, where she helped to build the company’s live auction business, managing sales of Barbra Streisand, Marilyn Monroe, and Cher memorabilia in addition to a full schedule of entertainment memorabilia and charity sales.

Laura founded her own appraisal company, The Collector’s Lab, focusing on Hollywood and Rock n’ Roll memorabilia. She has done appraisal work for a variety of clients including Warner Bros., Paramount Studios, The Bob Dylan Archives as well as the estates of Elizabeth Taylor, Bob Hope, Michael Jackson, and others.

4:30 – 6:30pm
COMMITTEE MEETINGS — Arcadia, San Gabriel, and Fountain Ballroom

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<thead>
<tr>
<th>Time</th>
<th>Arcadia</th>
<th>San Gabriel</th>
<th>Fountain Ballroom</th>
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<tbody>
<tr>
<td>4:30–5:00pm</td>
<td>Antiques, Furnishings +</td>
<td>Ethics Committee (Closed)</td>
<td>Membership Retention Committee &amp; Chapter Relations Committee w/GoToWebinar Demo</td>
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<td>Decorative Arts Committee</td>
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<td>5:00–5:30pm</td>
<td>Fine Art Committee</td>
<td>Designation &amp; Review Committee (Closed)</td>
<td>Membership Development Committee</td>
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<td>5:30–6:00pm</td>
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9:00 – 10:00 AM

BEYOND READILY APPARENT IDENTITY

Todd W. Sigety, ISA CAPP, WSA Appraisals, The Appraisers Workshops, Alexandria, Virginia
Cindy Charleston-Rosenberg, ISA CAPP, Art Appraisal Firm, LLC, Elkins Park, Pennsylvania

As object identification and authentication grow ever more significant in developing credible appraisal conclusions, the proper application and use of the Readily Apparent Identity disclaimer becomes more of a challenge for appraisers. This presentation will explore the potential benefits and hazards of using Readily Apparent Identity disclaimers for both fine and decorative arts appraisals, and how to go further when required.

Todd W. Sigety, ISA CAPP, owns and operates WSA Appraisals and leads the Potomack Company’s Appraisal Division in Alexandria, Virginia. Todd is a past president of ISA, a member of the Appraisal Foundation’s Advisory Council, and has developed and edited the Journal of Advanced Appraisal Studies, published by the Foundation for Appraisal Education. He holds a connoisseurship certificate in the Fine and Decorative Arts from George Washington University and is tested and qualified under the Uniform Standards of Professional Appraisal Practice (USPAP).

Todd specializes in important fine and decorative art appraisals and has established a reputation for providing unique and complex valuation assignments in developing credible methodologies and value conclusions where there are few or no direct comparable properties. He is the recipient of numerous appraisal awards from ISA, including three Lamp of Knowledge Awards, the Publications Award, the Media Award, and the Marketing Award.

Todd has worked with many prestigious collectors, insurance companies, courts, museums, financial and estate planners, family offices, and banks in developing USPAP-compliant appraisal reports and consultations for insurance coverage, tax preparations, liquidations, charitable donations, damage claims, and court settlements.

Cindy Charleston-Rosenberg, ISA CAPP, President of the Art Appraisal Firm, brings more than 25 years of art market experience to the appraisal and management of important collections of American art, including some of the nation’s most prominent private and public collections.

Cindy was the recipient of the ISA 2016 Lamp of Knowledge Award for her white paper, “Is it ‘Right’? Emerging Authentication Expectations, Best Practices & New Ways Forward in the Wake of Knoedler.” She authored the chapters on Authentication and Connoisseurship for the 2014 revised edition of the ISA Appraisal of Fine Art Course Manual. Cindy is a past ISA President and currently serves as Chair of the Specialty and Advanced Studies Committee.
10:10 – 11:20am – Break-Out Sessions

**Break-Out A:**

**ART: A SOURCE OF LIQUIDITY**

**John Arena,** Senior Vice President, Senior Structured Credit Executive for Fine Art Product
Global Banking & Markets–Wholesale Credit, US Trust, Fort Lauderdale, Florida

There has been a surge in growth of personal property asset class collections used as collateral. This session will illustrate how to recognize and apply caution to the issues surrounding the valuation of leveraged collections.

**John Arena** is a Senior Structured Credit Executive in the Global Banking & Markets–Wholesale Credit division, where he is responsible for structuring highly complex loans for ultra-high-net-worth individuals in Bank of America’s Global Wealth & Investment Management division. Today though, his primary focus is in managing and extending loans that are secured by a client’s fine art collection.

Having worked as a credit professional for over 35 years, John was instrumental in formalizing the underwriting guidelines for fine art lending at major New York City banks, including Bank of America where he currently is the fine art subject matter expert for the Global Wealth & Investment Management division. Previously, he structured loans to small businesses, professionals, middle market companies, publicly traded investment grade companies, and multi-national corporations across North America.

John holds a Bachelor of Science degree in Accounting from the City University of New York’s Brooklyn College. He has served as Chairman of the Catholic Charities Committee on Scouting and is a past President of UNICO. Mr. Arena is also a U.S. Army Vietnam Veteran.

**Break-Out B:**

**DESIGN INSPIRATION & INGENUITY: DISCOVERING CALIFORNIA POTTERY**

**Bill Stern,** Book Author and Executive Director of the Museum of California Design, Los Angeles, California

From the brightly colored glazes of the 1930’s to mid-century modern, learn about the inventive design and playful shapes associated with this sought after and often overlooked pottery.

**Bill Stern** is Executive Director of the Museum of California Design in Los Angeles, California. He is also a curator, author, and lecturer. His exhibitions have included California Pottery: From Missions to Modernism; California’s Designing Women 1896-1986; and Frank Gehry: 40 Years of Product Design 1972 to 2015. Bill is also consulting curator for LACMA’s exhibition, California Design 1930-1965: Living in a Modern Way.
10:10 – 11:20am – Break-Out Sessions

**Break-Out C:**

**NEW APPRAISERS GUIDE TO THE GALAXY**

**Kirsten Rabe Smolensky, JD, ISA CAPP,** Owner, Minerva Appraisal, LLC., Brentwood, Tennessee

This instructive and empowering session will be most beneficial for appraisers in the beginning years of building their appraisal practices.

**Kirsten Rabe Smolensky, JD, ISA CAPP** is a full-time personal property appraiser living in the Nashville, Tennessee, area. She grew up in the antiques business and started buying and selling at the age of 12. After obtaining a biology degree from the University of Pennsylvania and a law degree from the University of Chicago, Kirsten was a litigator in Chicago and later an Associate Law Professor at the University of Arizona.

In 2009, Kirsten left academia to pursue her passion for antiques and joined ISA, following in the footsteps of her mother, Karen Rabe, ISA CAPP. She is a graduate of Winterthur Institute; a former Board Member, Treasurer, and President of the Foundation for Appraisal Education; and an instructor for ISA's Core Course in Appraisal Methodology, ISA's Requalification Course, and ISA's Advanced Appraisal Methodology course. She has given talks on various decorative arts topics and written scholarly papers.

1:05 – 2:20pm – Break-Out Sessions

**Break-Out A:**

**GOOD, BETTER, AND BEST: ANSEL ADAMS PHOTOGRAPHS**

**Brittany J. Moorefield,** Director of Photography Sales, Ansel Adams Gallery, Yosemite, California

Ansel Adams was a prolific photographer whose documentary portraits and landscapes form the iconic imagery of the American West. This session will elucidate how to have an educated eye and apply close scrutiny to important valuation characteristics in Adam’s oeuvre.

**Brittany J. Moorefield** is Director of Photography Sales for The Ansel Adams Gallery, one of the oldest and most established galleries in the U.S. She specializes in assisting collectors with acquiring original signed photographs printed by Ansel Adams during his lifetime, from the 1920s through the 1970s.

As a fine art consultant in the San Francisco Bay Area with clients all over the world, Brittany has provided advice on high-end sales and acquisitions of major artists such as Picasso, Matisse, Chagall, Miro, Dali, Leroy Neiman, Norman Rockwell, and many top international artists.

Brittany has a degree from Harvard University in Social Anthropology and Archaeology and has studied and worked abroad as a field archaeologist amongst Mayan ruins in the rainforest of Guatemala.
1:05 – 2:20pm – Break-Out Sessions

**Break-Out B:**

**GOOD, BETTER, AND BEST: AMERICAN FURNITURE AND SILVER**

*Brooke Sivo*, Director of American Furniture & Decorative Arts, Bonhams, Regional Representative Palm Springs/San Diego County, California

This session will focus on examples of furniture and silver with comparisons based on design and craftsmanship, illustrating how to rate each example from average to masterpiece.

*BROOKE SIVO* has been a Vice President and Director of Bonhams American Furniture and Decorative Arts department for over 28 years. He has been a principal auctioneer at all U.S. locations and as a generalist appraiser, has traveled extensively, appraising institutional, personal, and estate property. He holds a Bachelor of Arts in Art History, and an Master of Science in Education. Brooke is a seasoned lecturer and has appeared on HGTV’s “Value It.”

2:25 – 3:40 PM – Break-Out Sessions

**Break-Out A:**

**STOP, LOOK, AND LISTEN: USING CONNOISSEURSHIP TO NAVIGATE THE CONTEMPORARY ART MARKET**

*Holly Sherratt*, Director, Modern & Contemporary Art, Heritage Auctions, San Francisco, California

The Post-War and Contemporary fine art market has been the driving force behind global art sales this past year. Holly Sherratt will share discerning insight on the best performing artists and their artwork in this significant market sector.

*HOLLY SHERRATT* has more than 20 years of auction, business development, and non-profit experience. As Director of Modern and Contemporary Art at Heritage Auctions and Founding Director of Made in California Art at Bonhams, Holly has worked in the auction industry for more than a decade. Holly was also Head of Museum Programs at Art.com, managing strategic partnerships with museums such as MoMA, British Museum, and the de Young.

Holly received her Bachelor of Arts in Art History from UCLA and Master of Arts in Visual Studies from UCI. She trained at the Smithsonian American Art Museum and Laguna Art Museum. Holly is an active member of the San Francisco arts community. She is an Adjunct Professor at USF and was on the Board of Directors of Contemporary Extension at SFMOMA.

**Break-Out B:**

**STAY GOLDEN! EXPLORE WHAT GLITTERS IN COSTUME JEWELRY**

*Anna Rasche, G.G.*, Fine Jewelry and Watches Pricing and Authenticity Manager, The RealReal, New York, NY

Our love affair with jewelry and its global influence continues to evolve. This session will focus on important designer and branded costume jewelry makers, as well as today’s market.

*ANNA RASCHE* earned a Bachelor of Arts from Boston University and a Graduate Gemology degree from GIA, where she then worked as a diamond grader. At NYC antique jewelry boutique Gray & Davis, Anna managed everything from authentication to repairs to custom designs. Her specialties are gemology and American jewelry of the 19th and 20th centuries, and she is currently working towards an Master of Arts at Parsons in the History of Design & Curatorial Studies with a focus on jewelry.
2:25 – 3:40 PM – Break-Out Sessions

Break-Out C:

THE INTERSECTION OF APPRAISING AND WEALTH MANAGEMENT: WORKING WITH HIGH-NET-WORTH CLIENTS, THEIR COLLECTIONS, AND THEIR INSURANCE CARRIERS

Moderator:
Todd Sigety, ISA CAPP, WSA Appraisals, The Appraisers Workshops, Alexandria, Virginia

Presenters:
Danna Kay, AIG Director Western Zone, Art Collection Management, Los Angeles, California
Barbara Chamberlain, AIG Director, Art Collection Management, Miami, Florida

This session focuses on the holistic approach required for the collaboration and scope of services, solutions, and expertise required for high-net-worth clients, from archiving to collection management, from insurance to claims.

See Todd Sigety’s bio on page 15.

Danna Kay is Director of Art Collection Management at AIG Private Client Group where she provides collections related risk management and loss prevention services, disaster mitigation and collections claims assistance to policyholders in the western United States and western Canada. Prior to starting her position at AIG in 2006, Danna was Associate Curator and Collections Manager at the Iris & B. Gerald Cantor Foundation in Los Angeles where she was responsible for the management and circulation of traveling exhibitions from the Foundation’s renowned collection of works by Auguste Rodin. Danna holds a Bachelor of Arts degree in Art History from the University of California, Los Angeles, a Master of Arts degree in Art History and Museum Studies from the University of Southern California, and a Graduate Gemologist certificate from the Gemological Institute of America.

Barbara Chamberlain is a Director of Art Collection Management at AIG Private Client Group where she provides loss prevention and risk management services, disaster mitigation, and collections claims assistance for AIG’s collection policy holders in the central and southeastern United States and Eastern Canada. She began her career at a contemporary art gallery in New York City, after which she was assistant curator of The FORBES Magazine Collection and registrar at the Appleton Museum of Art in Ocala, Florida.

Barbara earned a Bachelor of Arts degree in Art History and Psychology at Smith College and Master of Arts degree in Museum Studies at Johns Hopkins University where she is now an adjunct professor. She is the Chairman of the Professional Advisory Committee at the Boca Museum of Art and on the Executive Board of the Friends of the Uffizi Gallery.
4:00 – 5:00pm – Break-Out Sessions

**Break-Out A:**

**EIGHT STREET ARTISTS TO WATCH IN 2018**

**Tim Luke, CAI, BAS, MPPA, ISA AM**, Executive Vice President, Senior Appraiser, Gurr Johns, Chicago and New York; and President, TreasureQuest Group, Inc.

This presentation will focus on the current list of blue-chip emerging Street artists, their hierarchy, and their art, providing an invaluable roadmap to this growing global art sector.

**Tim Luke** has 28 years of experience in the auction and appraisal industry, beginning his career at Christie’s in New York where he became a Director and Auctioneer. After leaving Christie’s, Tim established and is president of his own auction/appraisal/events business, TreasureQuest Group, Inc., located in South Florida providing appraisals for divorce, insurance, donations, and estates, along with providing auction and brokerage services of Fine & Decorative arts. Tim works with non-profits and serves as benefit auctioneer for many high profile charities across the United States.

He is an active member of the National Auctioneers Association (NAA) and is an Accredited Member of the International Society of Appraisers. He is an instructor for both organizations and serves on the Graduate Personal Property Appraiser committee for the NAA and was awarded the Pat Massert Leadership Award from the Certified Auctioneer Institute. He is also an AQB Certified USPAP Instructor. Tim recently joined Gurr Johns as Executive Vice President, Senior Appraiser doing appraisals and business development for the company.

**Break-Out B:**

**AMERICAN INNOVATIONS: STUDIO GLASS**

**Bruce Orr**, Owner of Jaremo’s Auction House in Naperville, Illinois

Bruce Orr will cover the origins of the American studio glass movement including artists and collaborations, as well as the current market and valuation.

**Bruce Orr** is an art glass consultant, authenticator, and owner of Jaremo’s Auction House in Naperville, Illinois. His knowledge of antique and contemporary art glass makes him one of the leading experts in the field. His expertise has proven invaluable to museums, appraisers, and auction houses.
5:00 – 6:00pm

LIQUID ASSETS: WINE INVESTMENT AND APPRECIATION

Amanda Crawford, Director of Fine & Rare Wines, Heritage Auctions, Beverly Hills, California

Learn how to tell the difference between plonk and priceless, and the benefits and challenges of collecting wine in a market rife with fakes and fraudsters.

Amanda Crawford is a Los Angeles-based wine expert and consultant who works with collectors, restaurants, auction houses, and trade. Currently she holds the title of Director in the Beverly Hills department of Heritage Wine Auctions, a division of Heritage Auctions. She served as President of Spectrum Wine Auctions in Southern California and was formerly the Lead Specialist and Assistant Vice President of Christie’s Wine Department in New York. A licensed auctioneer, Amanda has personally managed the sale of over $50 million in fine and rare wine in various global locations. Her extensive wine-related travels have taken her to Burgundy, Bordeaux, Germany, Piedmont, Napa, Oregon, and Eastern Europe in addition to her work as a harvest intern in Tuscany. Amanda has lectured on wine for Fortune 500 companies, colleges and universities across the country and was a member of the wine faculty at the French Culinary Institute in New York City for many years. Prior to her tenure at Christie’s, Crawford was wine director and wine buyer in New York. She graduated from Wellesley College.
9:00 – 10:00am

PENDING LEGISLATION IMPACTING AMERICAN INDIAN ART

Vanessa Elmore, Elmore Art Appraisals, Santa Fe, New Mexico

Learn about proposed bi-partisan Senate Bill S.1400, “Safeguard Tribal Objects of Patrimony Act of 2017” (STOP Act of 2017), which seeks to prohibit the export of American Indian objects potentially considered as tribal cultural patrimony. Although this bill has not yet been passed, the ideology behind it is here to stay. Learn about the current resources and procedural outlets that may be available to appraisers working with American Indian objects of sacred and religious importance for contemporary tribes.

Vanessa Elmore has handled countless important American Indian artworks in her roles as a scholar, gallerist and dealer, writer and lecturer, collection consultant, and as a professional art appraiser. An accredited member of ISA, Elmore specializes in American Indian Art—from ancestral prehistoric objects, to historic traditions, and onward to modern and contemporary works by award-winning artists.
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