NTISA congratulates ISA president and NTISA member Christine Guernsey and conference co-chairs Libby Holloway & Diane Marvin on another great conference. We hope you’ll take some time to explore all that North Texas has to offer and find out why we’re so proud to call it home.

For information on our chapter visit

www.ISAappraisers.org
The International Society of Appraisers designates the education sessions of Assets 2016 for a maximum of 15.5 Professional Development Credits. Attendees should only claim those hours of credit that were actually spent in the educational activity. Letters of attendance will be sent post-conference upon completion of a verification of attendance form. Session-level surveys are available through our mobile-enabled site, messageblocks.com/assets2016. An overall evaluation of the meeting will be sent post-event.
WHO WE ARE

The International Society of Appraisers (ISA) is a not-for-profit, member-driven association, formed to support our members’ 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 as well as specialty studies. Our four main divisions are comprised of antiques and residential contents, fine arts, gemstones and jewelry and 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.

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PRESIDENT’S LETTER

A big Texas welcome to all attendees of the International Society of Appraisers’ annual conference, Assets 2016! It is extremely rewarding to see so many of our members making this important commitment to the advancement of their careers and their professional education.

ISA is renowned for hosting exceptional appraisal conferences. On the heels of last year’s conference success in Philadelphia, I am pleased to announce we have exceeded all expectations and goals this year in Dallas-Fort Worth. We’ve set new records for the highest attended ISA conference and the most sponsorship support in the Society’s history!

Assets 2016 continues our growing reputation with another exceptional program. This year features speaker presentations by recognized experts in their fields, expanded tours and a collaborative ambiance with plenty of networking opportunities. Our theme, Expanding Horizons, delves into the constantly changing nature of our industry and explores ways to overcome its challenges, while finding new opportunities and directions for our appraisal practices. You will return to your office post-conference excited to put the new ideas and knowledge you’ve gained into practice.

I want to thank the Annual Meeting Committee Chairs, Libby Holloway and Diane Marvin; along with Fine Art Chair, Kim Kolker; Antiques and Residential Contents Chair, Michael Logan; and their fine team who worked tirelessly to pull together the phenomenal speakers and tours that comprise this year’s program. Without all their hard work and dedication to ISA, this conference would not be taking place.

Thanks are also due to our sponsors, Affinity Business Partners and advertisers, whose commitment to the appraisal community has helped make this event a success. It is through their support that we are able to provide our attendees exceptional educational programming. We thank them all for sharing in our mission to advance the professionalism and effectiveness of personal property appraisers.

ISA also extends a sincere thank you to the Foundation for Appraisal Education for their generous educational grant, which allows ISA to offer quality speakers at our conferences. Without their support, we could not hold the quality meetings that we do.

I thank you all again for your support of the International Society of Appraisers. It is our collective commitment to advancing our profession which makes ISA the premier personal property appraisal organization of choice!

Sincerely,

Christine Guernsey, ISA CAPP
PRESIDENT

Christine Guernsey, ISA CAPP
PRESIDENT
ANNUAL CONFERENCE COMMITTEE

Christine Guernsey, ISA CAPP  
President
Libby Holloway, ISA CAPP  
Co-Chair
Diane P. Marvin, ISA CAPP  
Co-Chair
Michael Logan, ISA CAPP  
Immediate Past Antiques & Residential Contents Chair
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Fine Art Chair
Patricia Meadows, ISA  
Committee Member
Lyn Huck, ISA  
Committee Member

Special thanks to:
Perri Guthrie, ISA CAPP  
Vice President
Cindy Charleston-Rosenberg, ISA CAPP  
Immediate Past President

CONFERENCE SPONSORS AND EXHIBITORS

ISA sincerely thanks this year’s Assets 2016 sponsors. The support from this diverse group of industry leaders is a significant contribution to the meeting’s success.

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SPECIAL EVENTS

FAE PRESENTS: READING BETWEEN THE WINES
Thursday, April 14, 5:00 – 7:00pm
Grace | Modern American Classics • 777 Main Street
The Foundation for Appraisal Education (FAE) invites Assets 2016 attendees to a special evening at Grace | Modern American Classics for their annual “Reading Between the Wines” event. Space is limited, so please RSVP early.

WELCOME RECEPTION
Friday, April 15, 6:30 – 8:00pm – Crystal D
Join your fellow attendees in celebrating the kick-off of the conference and a big welcome to Dallas-Fort Worth. Sponsored by Platinum Sponsors, Heritage Auctions and Collectrium.

NEWCOMERS RECEPTION
Friday, April 15, 8:00 – 9:00pm – Crystal C
A special reception for first-time attendees to meet fellow newcomers, ISA leadership and staff and get tips on maximizing their conference.

FAE HAPPY HOUR & AUCTION WITH SPECIAL SPONSOR APPRECIATION
Sunday, April 17, 5:30 – 7:00pm – Promenade
Enjoy refreshments while taking part in the Foundation for Appraisal Education’s (FAE) fun and much anticipated live auction! Proceeds will benefit scholarships for appraisers like you and advance education related to personal property appraising as a whole.

PHOTOGRAPHER NATALIA NAKAMURA
Saturday, April 16 – Sunday, April 17
Visit Natalia in the exhibit hall to get a new head shot for your use on LinkedIn, your ISA Member profile or on your business card! Natalia will take three personal head shots and then email you your favorite one for only $50.

CAPP APPRECIATION COFFEE
Monday, April 18, 8:00 – 9:00am – Citizens B
(*Announcements start at 8:30am)
ISA CAPP certified members are invited to begin the final day of the conference with fellow CAPP members for mingling and networking.

MONDAY BBQ & MARGARITA TOUR
Monday, April 18, 5:30 – 10:00pm – Departs from Hilton Fort Worth
Attendance: 30 Max for 3 BBQ stops or 50 Max for 2 BBQ and 1 Mexican stop
Maximum Capacity: 50
Price: $85/person
End your conference experience with the best of Texas barbecue and margaritas. Get the best sampling of ribs, smoked brisket, sausage, smoked turkey and sides, as well as a guided tour through Fort Worth and the historical Stockyards. Price includes transportation, food and gratuity for tour leader. Alcohol is not included, except at the final stop of the tour.
PROGRAM SCHEDULE

Registration will remain in the Promenade for the duration of the conference.

Thursday, April 14

1:00 – 4:00pm
Hands-On Behind the Scenes at Heritage Auctions

4:00 – 7:00pm
Registration Open

Friday, April 15

8:00am – 5:00pm
Registration Open

8:00am – 5:00pm
Specialty Tours
(All tours depart from the Hilton Fort Worth)

ARC:
Pittet Architecturals, Crow Collection of Asian Art, Dallas Museum of Art,
Nasher Sculpture Center

FA:
Nasher Art Collection, Dallas Art Fair, Dallas Museum of Art,
Nasher Sculpture Center

6:30 – 8:00pm
Welcome Reception – Crystal D
Welcome to Dallas-Fort Worth

8:00 – 9:00pm
Newcomers Reception – Crystal C

Saturday, April 16

All Saturday Sessions take place in Crystal D.

7:30am – 5:30pm
Registration Open
7:30 – 8:30am
Continental Breakfast – Promenade

8:30 – 8:45am
President’s Welcome & Opening Remarks
Christine Guernsey, ISA CAPP

8:45 – 10:00am
Expanding Horizons: Appraising in a Landscape of Change
**KEYNOTE SPEAKER:** Dennis McCuistion | PBS
sponsored by: The Hall Group, Dallas, TX

10:00 – 11:15am
Making Sense of the Market for Fine Art and Decorative Arts
Michael Moses | Beautiful Assets – Mei Moses Art Index
sponsored by: Ard Knox Insurance

11:15 – 11:45am
Networking Coffee Break

11:45am – 1:00pm
Collectible Assets and New Directions for Wealth Advising; Creating Opportunities with Clients, Their Collections and Estate Planning Professionals
Todd Sigety, ISA CAPP
Peter May, JD, LLM, CFP | Independent Wealth Advisor
sponsored by: The Patonack Company

1:00 – 2:15pm
Lunch on Own

2:15 – 3:30pm
Expanded Insights: Advanced Methodologies Employed in the DIA Valuation
Michael Plummer | Artvest
sponsored by: Frost Wealth Advisors

3:30 – 4:15pm
Rock Your Appraisals: Get Wired to Research and Record in a Snap
Boris Pevzner | CEO and Founder of Collectrium

4:15 – 4:45pm
Networking Coffee Break
4:45 – 6:00pm
Asian Turbulence and Market Upheaval: How to Keep Calm and Stay in Business
Lark Mason | Lark Mason Associates and IGavel
sponsored by: Antiques Vintage

6:00 – 7:00pm
Committee Meetings - Third Level
Committee meetings are open to members interested in volunteering. Please check with committee chairs for more information.

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Sunday, April 17

Fine Art Sessions: Crystal C  |  ARC & Joint Sessions: Crystal D

7:45am – 5:30pm
Registration Open

7:45 – 8:45am
Committee Meetings – Third Level
Committee meetings are open to members interested in volunteering. Please check with committee chairs for more information.

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<td>Antiques &amp; Residential Contents</td>
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7:45 – 9:00am
Continental Breakfast

9:00 – 10:15am: FA & ARC Joint Session – Unique Appraisal Assignments
The Challenges of Appraising International Art and Collectibles
Josefa González Mariscal, ISA AM | Velazquez Fine Art Consultants
Susan E. Lahey, MA, ISA AM | Eastern Art Consultants Inc.

sponsored by: Collector Systems
10:15 – 10:35am
Networking Coffee Break

10:35 – 11:55am: Breakout I
ARC Session: Things We Keep and Stories We Tell
Wes Cowan | Cowan Auctions and Host of History Detectives

FA Session: Less Than Perfect: How to Assess Condition Issues When Valuing Works on Paper
Rachel Davis | Rachel Davis Fine Art

12:00 – 1:15pm
Bonhams’ Networking Lunch

1:15 – 2:30pm: Breakout II
ARC Session: Taking Stock of the Closet Arsenal
Jeff Shrader | Principal, Advance Guard Militaria

FA Session: The Pathway to Transparency in an Opaque Market and Restoration on the Value of Art in the Marketplace
Russell Tether | Russell Tether Fine Art

2:30 – 2:50pm
Networking Coffee Break

2:50 – 4:05pm: Breakout III
ARC Session: Distinguishing European Furniture: Out of the Woods and Beyond
Matthew Sturtevant | Decorative Arts Editor of Venu Magazine and Co-Owner of M.S. Antiques and M.S. Estate Appraisals

FA Session: Contemporary Art: Are We at the Crossroad on the Information Highway?
Candace Moeller | Cristin Tierney Gallery
4:10 – 5:30pm: FA & ARC Joint Session
Lemons to Lemonade: Recipes for Repositioning in a Secondary Market
Andrew Brunk | Brunk Auctions, Co-Creator of Bidsquare

sponsored by:

5:30pm
Sessions Adjourn

5:30 – 7:00pm
FAE Happy Hour & Auction with Special Sponsor Appreciation – Promenade

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Monday, April 18

8:30 – 9:00am
Coffee & Light Breakfast – Promenade

8:00 – 9:00am
(Announcements start at 8:30am)
CAPP Appreciation Coffee – Citizens B, Third Floor

9:00 – 9:45am
ISA Business Meeting – Crystal C

9:45am – 12:00pm: Closing Speaker & Awards Brunch
Picture Perfect – Crystal D
David Wharton – Professional Photographer

sponsored by: COLLECTOR SYSTEMS

12:00pm
Meeting Adjourns

1:00 – 3:00pm
Committee Report-Out – Continental, Third Floor

5:30 – 10:00pm
Special Post-Conference Barbeque & Margarita Tour
(Advance registration required for those remaining Monday night)
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SPEAKERS & PRESENTATIONS

8:45 – 10:00am
Expanding Horizons: Appraising in a Landscape of Change
Dennis McCuistion | PBS

How will impending economic, social, political and market trends impact future opportunities and challenges for the personal property appraisal profession? As an author, “recovering” bank CEO, professor of corporate governance at University of Texas at Dallas and popular PBS television host, Dennis McCuistion regularly explores relevant social, economic and political issues affecting our world with leading global strategists. Be inspired by Dennis’ unique perspective on how embracing expected changes can present meaningful opportunities for appraisers to rise to future business challenges and shifting business models.

Dennis McCuistion is the Host and Executive Producer of the McCuistion Program, an award-winning and nationally syndicated television news show on PBS.

10:00 – 11:15am
Making Sense of the Market for Fine Art and Decorative Arts
Michael Moses | Beautiful Assets – Mei Moses Art Index

We have all heard staggering auction results for fine and decorative arts in recent years. Sold prices climb higher every auction. But what is really happening in the arts and collectibles market? Mr. Moses will discuss how collectible assets have performed over time, how this information can be used in valuation and the risk adjusted financial performance of the market’s leading artists. We cannot predict the future, but the past can be useful in outlining the range of possibilities.

Professor Moses was a faculty member at The Stern School of Business of New York University for 32 years before his recent retirement. His most recent research has been focusing on art as an asset class. He is co-founder of Beautiful Asset Advisors® LLC based in New York and Beijing. This firm is set up to help individuals and family offices, as well as their insurers and wealth managers, to better understand the financial implications of the art market in general and their collections in particular. The firm, via its website, www.artasanasset.com, makes available annual art market financial performance reports and intermediate monthly and quarterly market tracking updates based on their proprietary family of eight Mei Moses® fine art indexes, which are based on a unique database of over 43,000 works of art that have sold at auction at least twice.
Differentiating, developing, establishing. New opportunities abound (and are constantly changing) in working within your client’s existing relationships. Understand how those in the estate profession are now working with their clients, using collectible assets to create succession and success. Appraisers can lead the process and are the best equipped to create synergistic relationships with their clients and estate professionals. Learn how appraisers can create opportunities by helping to solve client and estate professionals’ needs.

Todd Sigety is a past president of ISA. Under Todd’s leadership, branding ISA as the personal property appraiser’s organization of choice was initiated, with the development of a new website, updated logo and a wide variety of marketing tools to help ISA members promote their practices. His appraisal practice, WSA Appraisals in Alexandria, Virginia, specializes in appraising fine furniture and art, as well as unique and complex valuation assignments. He is developer and editor of the Journal of Advanced Appraisal Studies and a partner in the Appraiser Workshops.

Peter May has over 20 years of wealth management experience, providing individual clients with in-depth expertise in financial, estate and philanthropic matters. He specializes in developing new revenue stream opportunities from inception to implementation in corporate settings; creating national relationships with business partners in fine arts, philanthropy, legal and insurance sectors and is recognized as a content expert in trade and financial publications.
2:15 – 3:30pm
Expanded Insights: Advanced Methodologies Employed in the DIA Valuation

Michael Plummer | Principal and Co-Founder of Artvest

In 2014, Michael Plummer of Artvest Partners LLC, a leading global art advisory, was named as an expert witness in the City of Detroit’s bankruptcy litigation suit. In his valuation of the Detroit Institute of Art’s collection, Plummer identified, analyzed and weighed how the market impact of notoriety and blockage could be predicted to affect the proposed deaccession of this renowned collection. Mr. Plummer discusses his advanced approach to this high-profile assignment, with profound implications for public trust and stewardship.

Mr. Plummer is Principal and Co-Founder of Artvest Partners LLC, an art advisory firm that counsels private clients, museums, foundations and Fortune 500 companies on valuations, market projections, acquisitions, dispositions and business strategies related to art. Additionally, Artvest arranges art financing for private collectors and dealers.

Since its founding in 2009, Artvest has guided clients from around the globe on projects in the billions of dollars. In 2013, while consulting for Citibank’s Equity Research Group, Mr. Plummer and Artvest concluded a groundbreaking, 13-year analysis of Sotheby’s that quickly led to activist investors taking sizeable positions in the company. In 2014, Mr. Plummer and Artvest were named as an Expert Witness for the Detroit Institute of Arts and the City of Detroit in the City’s Chapter 9 bankruptcy trial.

In 2013, Mr. Plummer and Co-Founder of Artvest, Jeff Rabin, acquired an art fair held annually in May at the historic Park Avenue Armory and rebranded it Spring Masters New York.
3:30 – 4:15pm

**Rock Your Appraisals: Get Wired to Research and Record in a Snap**  
*Boris Pevzner | CEO and Founder of Collectrium*

Collectrium is a management platform for appraisers and art professionals to research and report on high-value fine art and collectibles. Collectrium Founder Boris Pevzner, who holds undergraduate and graduate degrees from MIT, will discuss his vision of the opportunities that technology is bringing to appraisers and their everyday work. Trusted by thousands, Collectrium and the cloud empower the appraisal industry to support client needs with a proprietary database of 6.5 million auction results, which are built-in and enable USPAP-compliant reports from a complete suite of customizable templates, all in a single platform, and so much more. Learn how to leverage the innovative technology to build your business and retain clients in today’s competitive environment.

Boris is a serial entrepreneur, builder of enterprise software companies and an avid art lover. In 2009, he founded Collectrium, the leading collection management platform for high-value fine art and collectibles. The company was acquired by Christie’s in 2015 and continues to operate independently, ensuring client and data privacy. Collectrium was designed specifically for collectors, by a technology expert. Known for innovation, Collectrium has earned the trust of thousands of clients around the world.

4:45 – 6:00pm

**Asian Turbulence and Market Upheaval: How to Keep Calm and Stay in Business**  
*Lark Mason | Lark Mason Associates and IGavel*

Following the growth of their national economy, Chinese art has been the rock star of the middle market. With declining prices for many categories of American and European fine and decorative art markets, one bright spot has been China. But, turmoil in the property and stock markets in Asia have disturbed these economies and the effect has rippled across the Pacific. A regulatory labyrinth restricting the trade of ivory and other endangered species has complicated an unstable market. Lark Mason is well-positioned to demystify these complex issues and help us provide meaningful guidance to our clients.

Lark Mason is a specialist of Chinese Art and the owner of Lark Mason Associates, fine art and antique auction houses in New York and Texas, and IGavel Auctions, an online auction platform. Formerly he has been with Sotheby’s New York for 25 years and has been regularly appraising on PBS’ Antiques Road Show for 20 years.
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**COLLECTRIUM**

*For Appraisers*
The Challenges of Appraising International Art and Collectibles
Josefa González Mariscal | Velazquez Fine Art Consultants
Susan E. Lahey, MA, ISA AM | Eastern Art Consultants Inc.

Appraising international art and collectibles brings its own set of challenges which include currency rate exchanges both current and past, variance in sale information for use in comparables from different countries, customs, art repatriation, patrimony law and protecting cultural heritage, to name a few. Learn navigation and appraisal tips from fellow ISA members representing two of the US borders, Josefa González Mariscal (Houston, Texas), specialist in Latin American art and former Cultural Attaché for the Mexican government and Susan Lahey (Toronto, Ontario), Asian decorative arts specialist and instructor for upcoming Asian specialties course.

Josefa González Mariscal studied art history in Mexico and appraisal theory and methodology through the ISA and NYU. She is a former Mexican Cultural Attaché and has lectured and published in the US and abroad on art, patrimony law and provenance. She is on the AAA Board of Directors, an Accredited Member of ISA and an AAA certified member.

Susan Lahey, MA, ISA AM, is an appraiser of personal property with a specialty in Asian art, specifically focusing on Chinese decorative and fine art. Ms. Lahey holds an Honors BA in Chinese Studies, an MA in Classical Chinese Literature, and a Post-Graduate Diploma with Distinction in Asian Art from the School of Oriental & African Studies (University of London, England) and Sotheby’s Educational Studies. She is the President of Eastern Art Consultants Inc., providing independent appraisal, research, advisory and collection management services since 2010. She has worked at the Royal Ontario Museum in various capacities, and led the Asian art department of a Toronto auction house for six years. Ms. Lahey is a frequent speaker, has published articles and is an enthusiastic teacher.
10:35 – 11:55am – ARC Session
Things We Keep and Stories We Tell
Wes Cowan | Cowan Auctions and Host of History Detectives

Every object, large and small, has a story and a family member who was part of the story. The mementos we collect connect us to a bigger story, whether passed down in the family or acquired because we were charmed by them. As an auctioneer, frequent appraiser on PBS’ Antiques Road Show and host of History Detectives, Wes Cowan will share his unique perspective on how our relationship with objects informs our views of American History. Cowan will also share trends in the current antiques marketplace and how to weigh “the story” in assessing collections.

Cowan is a licensed auctioneer in Ohio and received a BA and MA in Anthropology from the University of Kentucky, and a PhD in Anthropology from the University of Michigan. After receiving his PhD, he taught at the Anthropology Department of Ohio State University. In 1984, Cowan moved to Cincinnati, Ohio, to be the Curator of Archaeology at the Cincinnati Museum of Natural History & Science. He has published in the fields of American archaeology and paleoethnobotany. In 1995, he left academia and founded his antiques business, Cowan’s Auctions, Inc. in Cincinnati. Cowan has been a regular in the PBS series Antiques Roadshow and History Detectives.

10:35 – 11:55am – FA Session
Less Than Perfect: How to Assess Condition Issues When Valuing Works On Paper
Rachel Davis | Rachel Davis Fine Arts

How do appraisers factor in condition issues for prints and works on paper when determining value? How much does mat burn, light strike or a torn corner change the value? Is there a formula that can be applied and used as a guideline? Rachel Davis from Rachel Davis Fine Arts in Cleveland, Ohio, addresses these issues every day in her quarterly Works on Paper auctions, and will discuss how the various conditions affect value in the market.

Rachel Davis holds a BA in Art History and Chemistry from the University of Delaware, along with an MBA from Indiana University. She worked as a Painting Conservation Assistant at Winterthur Museum from 1980-1982, and was Director of Fine Arts at WOLF’s from 1983-1991. Beginning in 1991 through the present, Rachel operates Rachel Davis Fine Arts, a commercial auction gallery that also provides consultation and appraisal services for estate, tax and insurance purposes for private collections and institutions. She is experienced in providing authentication and documentation of fine art and antiques. She holds six auctions a year specializing in fine art and works on paper, as well as two auctions a year for furniture and decorative arts.
1:15 – 2:30pm – ARC Session
Taking Stock of the Closet Arsenal
Jeff Shrader | Principal, Advance Guard Militaria

This presentation will introduce appraisers who are unfamiliar with firearms to the fundamentals of safely handling and inspecting weapons. Appraisers will learn to accurately identify the basic types of firearms most commonly encountered in estates, and discover the resources available to them for research. We will also discuss related military material that is commonly found with firearms, as well as basic legal concerns that appraisers may encounter.

Jeff Shrader began his career at a young age attending estate auctions with his parents, who operated a small antique shop in western Illinois. He majored in Museum Studies and Administration at Southeast Missouri and Eastern Illinois State Universities. After college, he worked for several years at a 19th-century open-air agricultural museum in Tennessee. When a downturn in funding spelled the end of that brief but enjoyable career, Mr. Shrader made ends meet by working in the local tobacco fields. On weekends he began selling off parts of his small militaria collection at regional collector shows. Purchasing items and small collections for resale soon replaced his short career as a migrant field hand.

Sharing an interest in artifacts from World War I, Mr. Shrader entered into business with his long-time friend, Bill Combs. Together with their wives, Anna and Joyce respectively, and other friends from their museum days, they built Advance Guard Militaria. The “big break” for AGM came during 1999-2000, when a tip from a good friend and customer led to the purchase of the Oorlogsmuseum Dadizele, an important private military museum on the old Western Front near Ieper, Belgium. The sale of this museum was an international event and AGM was able to capitalize on this momentum with the subsequent purchase and sale of numerous private collections. In addition to working with private collectors, AGM is a well-known and trusted name in the museum community, and has secured several significant museum de-accession contracts.
1:15 – 2:30pm – FA Session
The Pathway to Transparency in an Opaque Market and Restoration on the Value of Art in the Marketplace

Russell Tether | Russell Tether Fine Art

Online sales, private sales and difficult-to-find comps....what is an appraiser to do? Get the scoop from Russell Tether, a private dealer and specialist in secondary market fine art management. Mr. Tether discusses the process for accessing private sales information, and how to obtain the most relevant comparables with due diligence. Discover new strategies for obtaining critical sales data from private dealers and fine art galleries.

Russell Tether, President of Russell Tether Fine Arts Associates, LLC, has been involved with fine art for over 30 years. An entrepreneur and founder of several successful companies, and contributor to numerous professional catalogues and publications, he approaches each client’s individual collecting objectives with research-based asset management principles and strategies.

2:50 – 4:05pm – ARC Session
Distinguishing European Furniture: Out of the Woods and Beyond

Matthew Sturtevant | Decorative Arts Editor of Venu Magazine and Co-Owner of M.S. Antiques and M.S. Estate Appraisals

This lecture is designed to give the listener tips and clues on how to identify European furniture by understanding the characteristics that point to a specific country of origin and time period. Primary and secondary woods, design elements, construction techniques and furniture forms will be addressed. Walk away from this lecture with real knowledge that will help you on your next appraisal of antique furniture!

Matthew is trained with 35 years of experience as an appraiser and an expert in European furniture and decorative arts. He has taught courses for the NYU Appraisal Studies Program on 19th century furniture and wood identification and has lectured in London and across the country.
2:50 – 4:05pm – FA Session
Contemporary Art: Are We at the Crossroad on the Information Highway?
Candace Moeller | Cristin Tierney Gallery

The intersection of art and commerce is congested with art fairs, live and online auctions and galleries—both brick and mortar and online only. Is this growth sustainable? How will emerging online auction houses such as Paddle8, Lofty and Auctionata impact the fine art market in the next 5-10 years? Do art fairs provide a serious venue for buying art or are they simply venues for gallery promotion? How can appraisers navigate the world of contemporary art with so many players and arrive at relevant conclusions? Candace shares her perspective on the future of online resources for the sale of contemporary art.

Candace Moeller is the Associate Director at Cristin Tierney Gallery in New York. From 2010-2012, she was the Assistant Curator at the Museum of Contemporary Art in Tucson, where she oversaw eight seasons of curatorial and educational programming including the shows: The Artist as Collector – Olivier Mosset; Raymond Pettibon: The Punk Years; and Aili Schmeltz: Tomorrowland. After receiving an MA from Christie’s Education, she produced marketing campaigns and sale catalogues at Christie’s auction house for multiple departments, including Post-War and Contemporary. She has curated several group and solo shows with emerging artists in New York, and recently served as the TOBY Curator in Residence at artist-run alternative art space Brooklyn Wayfarers. As the Associate Director at Cristin Tierney Gallery, she manages all gallery communications and collaborates on sales with the directors.
4:10 – 5:30pm – Joint ARC & FA Session
Lemons to Lemonade: Recipes for Repositioning in a Secondary Market
Andrew Brunk | Brunk Auctions, Co-Creator of BidSquare

What do you do when fine, early American antiques become dismissed as “brown furniture,” or when dark 19th century paintings or extravagant porcelains become bargain box lot items? Mr. Brunk will discuss the innovative ideas he’s implemented at Brunk Auctions in Asheville, North Carolina, and BidSquare, which made him and his team leaders in marketing antiques and fine art through visual and online media. He will also explore strategies for successfully bringing these challenging assets to market.

Andrew Brunk is the President of Brunk Auctions in Asheville, North Carolina, a company founded by his father in 1983. Having rejoined the firm in 2005, he brought with him extensive experience in the fine and decorative arts market, as well as in academia and museums. Andrew grew up in the business, and has worn many hats in the world of antiques and fine art. His experience includes his work as the head of the American Furniture Department at Christie’s, New York, and as an assistant curator at the Philadelphia Museum of Art. He received his Master’s degree from the Winterthur Program in Early American Culture in Delaware. Andrew has published widely in the field of American Decorative Arts, and he lectures regularly on topics ranging from Philadelphia furniture to the current state of the art market.
9:45am – 12:00pm

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David Wharton has over 40 years of experience as a professional photographer specializing in art reproduction. He’s cataloged a number of major collections, including The Kimbell Art Museum, The Modern Art Museum and The Dallas Museum of Art, as well as local galleries, collectors and artists.
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