Professional Development Credits

The International Society of Appraisers designates the education sessions of Assets 2012 for a maximum of 13.5 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.
Who We Are

The International Society of Appraisers (ISA) 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 as well as specialty studies. Our four main divisions are comprised of antiques and residential contents; fine art; 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

The mission of ISA is to advance the professionalism and effectiveness of personal property appraisers.

ISA Board of Directors

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President’s Letter

It is my pleasure to welcome you to Tempe, Arizona for the International Society of Appraisers Annual Conference, Assets 2012 – Turning up the Heat. I am excited you have chosen to join us at the Tempe Mission Palms. Our Annual Conferences have a great history of bringing together well-known speakers who are experts in their respective fields, and this year’s conference is no different. I am sure that you will leave Tempe with your expectations exceeded.

I want to thank the Annual Meeting Committee – Tom Helms, Christine Guernsey, Selma Paul, and Martha Peck – who worked tirelessly to pull together the speakers and tours that comprise this program. Without their hard work and dedication to ISA, this conference would not be taking place.

Thanks are also due to our sponsors, whose commitment to the appraisal community has helped make this event possible. It is through their support that we are able to provide our attendees exceptional educational programming, sharing 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 educational grant, which allows ISA to offer quality speakers at our conferences. The Foundation will be hosting their Fun’ d Auction on Sunday evening following the Southwest Dinner. I hope to see each of you there for a great time!

The International Society of Appraisers remains committed to providing the best in personal property appraisal education. I am confident that this conference will provide you with renewed energy and inspiration to take back home with you.

Sincerely,

Todd W. Sigety, ISA CAPP
President
Annual Meeting Committee

ISA expresses sincere gratitude to the Annual Meeting Committee for their hard work and dedication to this event over the past year.

Judith M. Martin, ISA CAPP – Board of Directors Advisor
Tom Helms, ISA CAPP – Annual Meeting Chair
Selma Paul, ISA CAPP – ARC Committee Co-Chair
Martha Peck, ISA AM – ARC Committee Co-Chair
Christine Guernsey, ISA CAPP – Fine Arts Committee Chair

Conference Sponsors and Exhibitors

The International Society of Appraisers sincerely thanks this year’s Annual Meeting sponsors. The support and assistance that these partners provide help make the conference a great success.

Silver Sponsors

Bronze Sponsors

Exhibitors

Bonham’s
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Special thanks to the Foundation for Appraisal Education for their educational grant toward this year’s conference.
Final Program and Agenda

Assets 2012 Annual Conference – Turning up the Heat

Thursday, April 19

4:00pm – 7:00pm
Registration Open
Palm Foyer

Friday, April 20

8:00am – 5:00pm
Registration Open
Palm Foyer

9:00am – 5:00pm
Specialty Tours
All tours depart from Tempe Mission Palms

7:30pm
“Reading Between the Wines”
Sponsored by the Foundation for Appraisal Education
Suite 4069

Saturday, April 21

7:00am – 5:30pm
Registration Open
Palm Foyer

7:00am – 8:30am
Continental Breakfast
East Break Station & Palm Foyer

All Educational Sessions in Palm AD for the remainder of the day.

8:30am – 9:00am
Welcome & Opening Remarks
Todd W. Sigety, ISA CAPP, ISA President

9:00am – 9:15am
Welcome to Tempe
Rose Mofford, Former Arizona Governor

9:15am – 10:30am
Your Money, Your Life
Sharon Lechter, Entrepreneur
10:30am – 11:00am
Networking Coffee Break

*East Break Station & Palm Foyer*

11:00am – 12:15pm

**The International Collector’s Car Market**
Malcolm Barber, Bonhams & Butterfields

12:15pm – 1:30pm

Buffet Luncheon

*Cloister*

1:30pm – 2:45pm

**To Tweet or not to Tweet – How to Use Mass Media and Social Networking in Your Appraisal Business**
Judith M. Martin, ISA CAPP, The Perfect Thing and Todd Sigety, ISA CAPP, WSA Appraisals

2:45pm – 3:15pm

Networking Coffee Break

*East Break Station & Palm Foyer*

3:15pm – 4:30pm

**Legally Protecting Yourself as an Appraiser**
Kirsten Smolensky, JD, ISA AM, Scottsdale Appraisal

4:30pm

Sessions Adjourn

4:30pm – 7:00pm

**Committee Meetings:**
*All members are welcome to attend committee meetings.*

4:30pm – 5:00pm
Annual Conference – *Cavetto*
Marketing & Promotions – *Colonnade*
Designation & Review – *Augustine*

5:00pm – 5:30pm
Chapter Relations – *Cavetto*
Ethics – *Colonnade*
Fine Arts – *Augustine*

5:30pm – 6:00pm
Finance & Audit – *Cavetto*
Membership – *Colonnade*
Antiques & Residential Contents – *Augustine*
6:00pm – 6:30pm
Bylaws & Governance – Cavetto
Nominating – Colonnade
Specialty Studies – Augustine

6:30pm – 7:00pm
Resource Development – Cavetto
Awards – Colonnade
Education – Augustine

Sunday, April 22

7:30am – 5:30pm
Registration Open
Palm Foyer

7:30am – 9:00am
Continental Breakfast
East Break Station & Palm Foyer

7:30am – 9:00am
CAPP Breakfast
Joshua Tree

9:00am – 10:15am
Breakouts:
Antiques & Residential Contents:
Mid-Century Furniture
Heidi Abrahamson, Heidi Abrahamson Modern Jewelry Studio
Palm AD

Fine Art:
Auction Houses and Galleries – How Do They Value Art to Sell?
Brad Richardson, Scottsdale Art Auction and
John Marzolf, Biltmore Galleries
Palm CF

10:15am – 10:45am
Networking Coffee Break
East Break Station & Palm Foyer

10:45am – 12:00pm
Breakouts:
Antiques & Residential Contents:
Toy Collectibles
Harlene Soucy, Arizona Doll & Toy Museum
Palm AD
Fine Art:
**Investor Perspective to Art Valuation:**
*Investment Returns, Risk Factors & Liquidity Metrics*
Sergey Skaterschikov, Skate’s LLC
*Palm CF*

12:00pm – 1:30pm
Buffet Luncheon
*Cloister*

1:30pm – 2:45pm
**Breakouts:**
- Antiques & Residential Contents:
  **Unraveling the Mysteries of Good, Better, Best of Clocks:**
  *for the Generalist Appraiser*
  Joe Cohen, National Association of Watch and Clock Collectors
  *Palm AD*

- Fine Art:
  **Inspection Techniques for Fine Art:**
  *How to Recognize Condition Aspects and How Aspects Affect Value?*
  Brian Roughton, Heritage Auctions
  *Palm CF*

2:45pm – 3:15pm
Networking Coffee Break
*East Break Station & Palm Foyer*

3:15pm – 4:30pm
**Breakouts:**
- Antiques & Residential Contents:
  **Costume Jewelry**
  Craig Lynch, Ouellet & Lynch
  *Palm AD*

- Fine Art:
  **How Do We Know What’s Real? Approaching the Question of Authenticity**
  Marianne Berardi, Heritage Auctions
  *Palm CF*

4:30pm
Sessions Adjourn

4:30pm – 5:30pm
**Meet the Speakers Event**
*Palm E*

6:00pm – 8:00pm
Southwestern-Style Dinner Buffet and Live Silent Auction
*Abbey*
Monday, April 23

7:30am – 2:00pm
Registration Open
*Palm Foyer*

7:00am – 8:00am
Continental Breakfast
*East Break Station & Palm Foyer*

8:00am – 9:00am
ISA Business Meeting
*Palm AD*

9:00am – 10:30am
**Appraising Autographs, Manuscripts & Historical Documents – Easier Than You Think**
Brian Kathenes, ISA CAPP, National Appraisal Consultants
*Palm AD*

10:30am – 11:00am
Networking Coffee Break
*East Break Station & Palm Foyer*

11:00am – 12:00pm
**Breakouts:**
- Antiques & Residential Contents:
  - **Silver**
    - William Faust, Faust Gallery
    *Palm AD*
  
  - Fine Art:
    - **North of Red River: the Art Pottery of Oklahoma at a Glance**
      - Matt McNeil, ISA CAPP, McNeil Appraisals and Liquidations
      *Palm CF*

12:00pm – 2:15pm
Closing Speaker and Awards Luncheon
**The Art of Provenance Research: WWII-era Research Projects at the Smithsonian Institution**
Jane Milosch, Smithsonian Institution
*Abbey*

2:15pm
Meeting Adjourns

2:30pm – 3:30pm
Committee Report-Out
*Dolores*
9:15am – 10:30am

**Your Money, Your Life**

Sharon Lechter, Entrepreneur

Are you ready for your greatest success? Do you have the right people around you? Is something holding you back from reaching your full potential? Are you ready to shed the negativity that is holding you back?

This life-changing presentation will:

- Define your personal success equation
- Share proven strategies on how to turn your obstacles into opportunities
- Reveal the four global economic trends that will produce the next explosive business successes
- Identify how to seize those opportunities, ride the trends, and create great wealth

These proven strategies will steer you in the right direction and help you plot your course to great success. It’s your turn!

*Sharon Lechter is an entrepreneur, author, philanthropist, educator, international speaker, licensed CPA, and mother. She has been a pioneer in developing new technologies, programs, and products to bring education into children’s lives in ways that are innovative, challenging, and fun and remains committed to education – particularly financial literacy. Co-author of the bestselling book Think and Grow Rich: Three Feet from Gold with the Napoleon Hill Foundation, Rich Dad Poor Dad and 14 other books in the Rich Dad series, Sharon’s most recent book project is Outwitting the Devil by Napoleon Hill – a manuscript hidden for over 70 years, annotated and updated by Lechter for the modern reader. She is the founder of Pay Your Family First, a company dedicated to empowering children and families to build prosperous futures through financial literacy education. With innovative, thoughtful, and easy-to-understand programs and products, such as the ThriveTime for Teens board game and YOUTHpreneur entrepreneurial programs, Pay Your Family First teaches the practical skills that will give a new generation the self-assurance to become masters, instead of slaves, to their money. Sharon served as a member of the first President’s Advisory Council on Financial Literacy, was a national spokesperson for the National CPAs Commission on Financial Literacy, and was an instructor for Thunderbird School of Global Management’s Project Artemis. She is also a member of the national boards of Childhelp, Women Presidents’ Organization, and EmpowHer.*
11:00am – 12:15pm
The International Collector’s Car Market
   Malcolm Barber, Bonhams & Butterfields

Malcolm Barber will lead the audience in a journey through the international collector’s car market, which has become a multi-million dollar industry. You will learn not only about the fascinating cars but the industry that supports this market. There will be adequate time for questions as well.

*Malcolm Barber, FRICS is the CEO and Group Managing Director of Bonhams. He closely manages US operations, while continuing a wider role as Group Managing Director of Bonhams worldwide. He is renowned for his professional capabilities on the rostrum and in the boardroom. His career spans more than 30 years, during which he has conducted important auctions of fine art and classic motorcars. Malcolm was able to indulge his passion for classic motorcars by joining the Car Department of a large auction house in 1975 and becoming its Director in 1980. In 1995, he became Brooks Auctioneers’ Group Managing Director. He moved to San Francisco to follow Bonhams acquisition of Bonhams & Butterfields in August 2002, creating the world’s third-largest auction house. With expansion of the New York business in 2008, he then made Manhattan his home, where he resides today.*

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**Professional Headshot Opportunity**

Get your professional headshot taken for $50. Dean Stevenson will be onsite Saturday, April 21 and Sunday, April 22 from 3:00pm – 6:00pm. Be sure to see the registration desk at check-in to sign up for your time slot.

Update your LinkedIn photo, add a new photo to your website, or add a personal touch to your Find-an-Appraiser profile on the ISA website with a professional headshot!

Flash drives will also be given to attendees, courtesy of Quinn’s Auction Galleries, to save your photos so you can walk away with a digital copy of your photo right away. Photos will also be emailed to attendees.
1:30pm – 2:45pm
To Tweet or not to Tweet – How to Use Mass Media and Social Networking in Your Appraisal Business

Judith M. Martin, ISA CAPP, The Perfect Thing
Todd Sigety, ISA CAPP, WSA Appraisals

Todd and Judy will be speaking about the uses of social networking in your business, from Facebook to LinkedIn to Twitter. They will also address blogging and how and why to start a blog. Do you want to publish? How do you go about doing that and what are some of the pitfalls? Think you want to be a reality star? Here’s what you should know before you sign on the dotted line.

Judith M. Martin
Judith Martin, ISA CAPP is a long-standing member of ISA. Judith has just recently been involved in a national reality series along with her mother Gloria and her daughter Kate. All three are members of ISA.

Todd W. Sigety
Todd W. Sigety, ISA CAPP owns Washington Square Antiques, Inc. and WSA Appraisals, located in Old Town Alexandria, Virginia. Todd is a certified personal property appraiser and currently is serving as the President of the International Society of Appraisers. He is the developer and editor of the Journal of Advanced Appraisal Studies published by the Foundation for Appraisal Education, a partner in the Appraiser Workshops and a member of the International Society of Appraisers Board of Directors. His appraisal practice specializes in American and English antique furniture, fine art, and household contents.

3:15pm – 4:30pm
Legally Protecting Yourself as an Appraiser

Kirsten Smolensky, JD, ISA AM, Scottsdale Appraisal

This talk will explore some of the legal problems an appraiser may encounter in his or her practice, including tort liability, regulatory sanctions, and even – in rare instances – criminal liability. After briefly discussing the types of legal liability an appraiser may face, the talk will suggest several simple ways in which the appraiser can protect his or her practice. (Note: the speaker is only licensed to practice law in the state of Arizona. The talk is for educational purposes only and shall not be construed as legal advice. If you seek legal advice, please consult an attorney in your state.)

Kirsten Rabe Smolensky, JD, ISA AM is the owner of Scottsdale Appraisal Specialists, LLC in Scottsdale, Arizona. She grew up in the antiques business and started buying and selling at the age of 12. Later she practiced law and then became a law professor. In 2009, Kirsten left legal academia to pursue her passion for antiques. She now appraises full-time.
9:00am – 10:15am

**Mid-Century Furniture**
Heidi Abrahamson, Heidi Abrahamson Modern Jewelry Studio

This presentation will cover the basic definition of Mid-Century Modern including common misunderstandings. Heidi will explore both American and Scandinavian designers and architects.

*Heidi Abrahamson is the daughter of German immigrants who came to the United States at the height of the mid-twentieth century explosion of modern design. Her parents’ passion for architecture and design of the period was passed on to Heidi. At Indiana University Heidi studied fine arts and interior design. Leaving Indiana for Seattle, Heidi began a career in visual merchandising. Soon, her career led her to creating beaded jewelry, and in 2003 she began working with silver. Heidi also works with 14K and 18K gold. Her studio is open to the public and located in Phoenix, Arizona.*

9:00am – 10:15am

**Auction Houses and Galleries – How Do They Value Art to Sell?**
Brad Richardson, Scottsdale Art Auction
John Marzolf, Biltmore Galleries

Appraisers use records of sold items from auction houses and galleries to develop appraised value support. What criteria does the auction house use to assign value estimates? How does the gallery arrive at a retail price? Come prepared with questions for our panel of Brad Richardson from the Legacy Gallery and Scottsdale Art Auction, Scottsdale, Arizona and John Marzolf of Biltmore Galleries, Scottsdale, Arizona. This will be an informative session on valuing art.

**John Marzolf**
*John Marzolf is the owner of Biltmore Galleries in Scottsdale, Arizona, which is the oldest major fine art gallery in the West, presenting many Western artists including numerous Taos Society and Santa Fe artists and specializing in 19th- and 20th-century American painters and sculptors.*

**Brad Richardson**
*Brad is the owner of Legacy Gallery in Scottsdale, Arizona, which is proud to specialize in paintings and sculptures in a wide variety of subject matter, including western, figurative, wildlife, still-life, and landscape, for over 20 years.*
10:45am – 12:00pm

**Toy Collectibles**

Harlene Soucy, Arizona Doll & Toy Museum

In this session Harlene will cover the last 75 years of toy collectibles. Learn from this doll dealer as she explores this fascinating world!

*Harlene Soucy is a doll dealer based in the Phoenix area. She is the president of the Valley of the Sun Doll Club and assists at the Arizona Doll & Toy Museum as a curator.*

10:45am – 12:00pm

**Investor Perspective to Art Valuation:**
**Investment Returns, Risk Factors & Liquidity Metrics**

Sergey Skaterschikov, Skate’s LLC

Sergey Skaterschikov, the founder of Skate’s Art Market Research and the author of *Skate’s Art Investment Handbook* (published by McGraw & Hill in 2009), will talk about fundamentals of art valuation from a professional investor point of view. As the art market faces increasing participation of financially-savvy buyers that seek to diversify to fine art as an asset class with a growing reputation for art value preservation qualities, these rational minds bring their own perspective to how art should be valued and priced (and even bought – hence the proliferation of third-party-guarantees business around auctions). Relying on a number of case studies using well-recognized masterpieces, Sergey will illustrate some of the specific approaches to art valuation applied by this expanding group of rational art buyers and sellers and will also highlight some of the more important trends in art market dynamics internationally.

*Sergey Skaterschikov is a graduate of Moscow State University and holds an MBA from the Fuqua School of Business (Duke University). He has 20 years of international professional experience in media, investment banking, and private equity and is a member of the board of directors for a few publicly-listed companies (LSE: LSRG, RTS: Volga). Sergey is also the Chairman of Vienna, Austria-based investment management firm Next Edition Partners GmbH.*
1:30pm – 2:45pm
Unraveling the Mysteries of Good, Better, Best of Clocks: for the Generalist Appraiser
Joe Cohen, National Association of Watch and Clock Collectors

This short program will cover the basics of what the generalist appraiser needs to look at and what questions need to be answered in order to start the process of understanding the Good, Better, Best of clocks. Also some of the pitfalls and problems the generalist appraiser will encounter with identifying makers, origin, dating, models, and characteristics and finding comparables. A list of recommended books for research will also be provided.

Joe “JC” Cohen, a Silver Star Fellow of NAWCC, is a nationally-recognized clock and watch expert, researcher, educator, author, and appraisal consultant. He has appeared on numerous antiques-related television programs like Adventures in Collecting and has been interviewed by numerous antiques trade magazines. He has presented over 100 programs at NAWCC meetings/conventions and is a member of their national speakers’ bureau with a dozen separate programs. JC has authored a number of articles that have appeared in antiques magazines and the NAWCC magazine. JC developed and teaches the NAWCC’s first and only recognized clock and watch appraisal programs ever offered in the US, approved as qualified specialty areas by the ISA, AOA, and NAJA appraisal organizations.
1:30pm – 2:45pm

**Inspection Techniques for Fine Art: How to Recognize Condition Aspects and How Aspects Affect Value?**

Brian Roughton, Heritage Auctions

Brian will discuss the most common condition issues found in the fine art field and how they affect the value and marketability of works at auction. He will use specific examples from his experience as an auction specialist to illustrate instances when condition has negatively impacted the commercial value of a work, as well as other instances when the quality of a work and the strength of the market for the artist have been great enough to override the condition of the work, still achieving a strong price at auction. Brian will also discuss when to advise a client to seek restoration of a work prior to selling it and when to allow works to be offered in the market in their current state.

After several years assisting Heritage Auctions on retainer, Brian Roughton joined the team as Director of American & European Paintings in January, 2012. With 45 years of experience as the owner and president of Roughton Galleries, Inc., he brings to Heritage a highly respected international reputation as an expert in both 19th- and early-20th-century important American and European paintings. Brian is distinguished for his scholarship and actively supports research in American and European art. He is currently working on the forthcoming catalogue raisonné for the works of French academic painter Leon Bazile Perrault. In addition, with Brian’s extensive working knowledge, experience, and expertise, he is an accepted authority for the works of Edouard L. Cortes, Antoine Blanchard, Hovsep Pushman, Johann Berthelsen, and Guy C. Wiggins. Brian is a member of several organizations including the FADA (Fine Art Dealers Association), where he held a position on the Board of Directors and Vetting Committee, IAGA (International Art Galleries Association), and IFAA (International Fine Art Appraisers).

3:15pm – 4:30pm

**Costume Jewelry**

Craig Lynch, Ouellet & Lynch

Craig will provide insight into the “good, better, and best” of costume jewelry as well as a look at its history and values over the years.

*Craig A. Lynch is indeed passionate about gems and jewelry! Craig has extensive experience and knowledge of modern and historical jewelry. He is the owner of Ouellet & Lynch, an independent fine jewelry appraisal firm in Phoenix, Arizona. He has served tens of thousands of clients for the past 25 years. Craig has worked on some of the most valuable, rare, and unique collections of fine jewelry in Arizona and the United States.*
The task of examining works of art in isolation from the oeuvre of a given artist, often with unknown or questionable provenance and not always in the finest state of preservation, is an assignment that rests squarely at the heart of the lives of appraisers, collectors, gallerists, museum and auction house professionals, and scholars of art history everywhere on the planet. How to grapple with the meaning, significance, and integrity of the physical object before one’s eyes, and accurately assess what it truly is, is often far from a straightforward process. In this presentation, Marianne will share some of the ways she has approached questions of authenticity as well as relative quality over the years through concrete “case studies” illustrated with high-resolution photographs. She will share specific tips on how to look at certain genres and periods of work and what forensic qualities to pay attention to prior to seeking out opinions from conservators and third-party scholars.

Art historian Marianne Berardi has served as Heritage Auctions’ Senior Expert in American and European Paintings since 2006. Through her dual areas of scholarly expertise in 17th-century Dutch art and American 20th-century painting; her personal collecting interests; and her varied professional experiences as a museum director and curator, university instructor, and affiliation with two national auction companies, Dr. Berardi has developed an arsenal of connoisseurship skills integral to her primary role in assessing large volumes of artwork on a continual basis for the Fine Art Department of America’s third-largest auction house. Dr. Berardi holds a PhD from the University of Pittsburgh, where she held two consecutive Mellon fellowships, a Kress Fellowship, and the Theodore Rousseau Fellowship for connoisseurship from the Metropolitan Museum of Art for her dissertation on the Dutch flower painter, Rachel Ruysch (1664-1750), on whom she is preparing a catalogue raisonné and monograph. She served as Director of both the Albrecht-Kemper Museum of American Art in St. Joseph, Missouri and the Cleveland Artists Foundation in Cleveland, Ohio. She has taught art history at the University of Pittsburgh, the Kansas City Art Institute, Case Western Reserve University, and John Carroll University.
9:00am – 10:30am
**Appraising Autographs, Manuscripts & Historical Documents – Easier Than You Think**

Brian Kathenes, ISA CAPP, National Appraisal Consultants

There are millions of dollars worth of autographs and documents lurking in your clients’ homes and businesses. Some are trash – others may be worth thousands of dollars. Mastering the ability to identify and appraise these items is a skill that will create a new and desirable service for your clients. This interactive, hands-on presentation will provide you with specific, simple ways to identify common non-genuine autographs and documents that you may encounter on an appraisal engagement. Learn the proven steps to proper identification. Discover the best sources for pricing and valuation. Handle a variety of documents made from parchment, vellum, and paper.

_Brian Kathenes, ISA CAPP (S-CAPP in Autographs, Manuscripts, and Historical Documents), Managing Partner of National Appraisal Consultants, is an author; nationally-syndicated radio show host of Value This! With Brian and Leon; science fiction, space, and technology TV personality on Discovery Channel’s Pop Nation – America’s Coolest Stuff; and an expert in manuscripts and historical documents. Brian is a past Chairman of the ISA Ethics Committee. He serves as an expert witness and consultant in many manuscript-and-document-appraisal-related court cases, including the Richard Nixon Watergate presidential papers trial and the Fleer Baseball Card Company bankruptcy case._

11:00am – 12:00pm
**Silver**

William Faust, Faust Gallery

In this session, Bill will explore the history of American Indian jewelry from the introduction of silver to present day.

_Bill Faust is recognized as a leading expert in Southwest American Indian Art who specializes in Contemporary American Indian Jewelry and who also has an academic knowledge of turquoise and semi-precious gemstones. He began working with his Great Aunt Lovenia Ohl nearly 30 years ago. At the gallery, Bill worked with artists Larry Golsh, Harvey Begay, James Little, and Hopi artist Charles Loloma, the “Father of Contemporary American Indian Jewelry.” Bill has been profiled by the Arizona Business Gazette and he has been asked to judge jewelry at prestigious events such as Santa Indian Market, the Heard Museum Indian Market, and the Museum of Northern Arizona’s Indian Art Show. As a guest speaker he has lectured at the Heard Museum – he is often referred to by the Heard as the go-to person for evaluating their collections._
A brief overview of the history of the Indian Territory, followed by a short discussion of its topography as well as its soils, minerals, and clays. We’ll cover Frank Studios and early Frankoma, only very briefly touching on later (i.e., Sapulpa clay) wares. We’ll move on to WPA/NYA wares, as well as the work of the noted Sequoyah firm. Tamac and other Oklahoma potteries will receive mention as time permits. We’ll discuss not only manufacturing techniques and glaze work but also market values and the market conditions for the various potteries mentioned.

Although a generalist, Matt McNeil, ISA CAPP specializes in period silver, particularly British and Continental wares of the 18th and 19th centuries. He is an active collector of both period Southern silver and English silver. He also holds a strong interest in Georgian furniture; Chinese export porcelain, art, and glass of the mid-20th century; American art pottery of the early-20th century; and Civil War memorabilia (particularly items related to the Texas 1st, the Arkansas 9th, and the Army of the Trans-Mississippi). He is a fifth-generation native of Oklahoma and holds his baccalaureate in American History (with a minor in theology) from Newman (formerly Sacred Heart) University, from which he was graduated magna cum laude.
12:00pm – 2:15pm

The Art of Provenance Research: WWII-era Research Projects at the Smithsonian Institution

Jane Milosch, Smithsonian Institution

Valuing world cultures and facilitating research are central to the Smithsonian’s mission to increase and diffuse knowledge. With 137 million objects, including artworks, artifacts, and living specimens from around the world, displayed and stored in 19 museums and 9 research centers, the Smithsonian is a leader in the development of acquisition and collection policies. New international and national cultural heritage issues have necessitated a reconsideration of policies for acquisition of objects with provenance gaps and require museums to develop new standards of “due diligence” in efforts to establish the ownership and authenticity of objects before acquiring or borrowing them for exhibitions. The Smithsonian has initiated focused provenance research projects dealing with decorative arts at the Hirshhorn Museum and Sculpture Garden, Freer and Sackler Galleries, National Museum of American History, and the Cooper Hewitt National Design Museum. This talk will present these initiatives and highlight provenance research-related resources available through the Smithsonian.

Jane Milosch currently directs the Provenance Research Initiative in the Office of the Under Secretary for History, Art, and Culture at the Smithsonian Institution, where she was previously Senior Program Officer for Art, directing pan-institutional art programs and new interdisciplinary initiatives, as well as a curator at the Renwick Gallery, Smithsonian American Art Museum. Before joining the Smithsonian, she worked at museums and cultural organizations in the US and abroad, including the Cedar Rapids Museum of Art, Cedar Rapids, Iowa; The Detroit Institute of Arts; and Prestel Publishing, Munich, Germany. Milosch was a Fulbright Scholar in Munich, Germany. Her research interests include modern and contemporary art, craft, and design.
Resource Guide

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Active Learning at its Best

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For the Latest Art Market Trends and News
www.appraiserworkshops.blogspot.com

APPRAISER WORKSHOPS
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