



## Monday, September 16, 2024

CONTENT SUBJECT TO CHANGE

All session times noted are U.S. Pacific Daylight Time

8:00 - 8:15am

### Welcome & Opening Remarks

[G. Adrian Gonzalez, Jr.](#), ASA, MRICS | President | Adrian Gonzalez & Associates, P.A.

8:15 - 9:15am

### Keynote Address: The Status and Outlook for the U.S. Economy

[LaVaughn M. Henry](#), PhD, CBE | Former Senior Economist for the Council of Economic Advisers in the Executive Office of the President (the White House) and the Senior Regional Officer and Vice President for the Federal Reserve Bank of Cleveland, Cincinnati Branch

In this enlightening keynote, Dr. Henry will discuss in detail the current state of the economic environment of the United States. Focus will be made on the current state and outlook for the U.S. GDP and production trends; consumer demand, market sentiment, and financial conditions; U.S. employment and unemployment trends; the outlook for U.S. inflation, and Federal Reserve Monetary Policy, and its implications for interest rates and selected credit markets.

9:20am – 9:30am

[Personal Property]  
Discipline Welcome

9:30 – 10:30am

### [Personal Property] Valuing the Future: AI's Revolutionary Impact on Appraisal

[Scott DeMarco](#), MBA, CBA, CVA, CDFA, CPVA | CEO | Equitable Value LLC

The presentation explores the evolution of Artificial Intelligence (AI) and its profound expected effects on the field of business valuation. It delves into the fundamentals of AI, including its history, technological overview, and specific applications in business valuation calculations, research, and report writing. The presentation also addresses the challenges and ethical considerations of AI in this field, providing a well-rounded view of AI's role in shaping the future of business appraisal. *Note: This description was drafted by AI, edited by a human, and proofread by AI.*

### [Gems & Jewelry]

#### The Value of Jewellers' Work: Appraising Work From the Bench

[Duncan Parker](#) | Vice President | Dupuis Fine Jewellery Auctioneers

As appraisers, we see jewels from designers and artists, high-end studios, famous houses, and from large-scale manufacturers. It's important, as an appraiser, to recognize and

properly represent the time and value of the work that went into producing the jewel you're valuing. This presentation will explore methods for recognizing different methods of manufacture, from jewels entirely hand-built at the bench, to single-piece castings from 3-D models. Various manufacturing methods reflect a range of costs of production and an appraisal should reflect the differences.

**11:00 – 11:45am**

**[Personal Property]**

**Arts Services for Arts Professionals**

[Jennifer Viviano](#) | Managing Director | X Gallery Art Services

X Gallery is a fine arts service company serving national and regional West Coast clients. Recognizing that art objects have a life cycle, X Gallery's service offerings are built around a dedication to keeping those artworks in circulation. Providing storage, collection management, consulting, art sales and transport, our services are oriented around collectors and collections – and mirror the ecosystem of arts professionals. We frequently work as a resource for artists, estate managers, appraisers, consultants, auction houses, galleries and national and regional art shippers. Our item-based approach allows piece-specific management, and our clean, professional facility is available to professional partners while working on an item or collection.

**11:00am – 12:30pm**

**[Gems & Jewelry]**

**Impact Moments: Innovations and Discoveries that Changed the Jewelry World**

[Starla Turner](#) | Gemologist | Lang Antiques and Estate Jewelry

[Suzanne Martinez](#) | Owner | Lang Antiques and Estate Jewelry

The jewelry we enjoy today is rooted in past centuries technology and discoveries. Since 1851 World Expositions flattened the world becoming a forum for sharing/inspiring ideas and techniques while today the internet explodes with new knowledge. Opportunities to be faster, cheaper, or finer, to meet consumer demand and price point, comes from borrowing techniques from other industries, discovering gemstones as a byproduct of other mining, or developing the next new wonder. This lecture studies the transitions/adaptations/improvements/booms/busts of our industry and enables you to date pieces and gain appreciation for those that came before us and changed our world.

**11:45am – 12:30pm**

**[Personal Property]**

**How to Avoid IRS Scrutiny**

[Robin Bonner](#) | Art Appraiser | Bonner Arts

What do you need to know to avoid IRS scrutiny? What recent unique court cases should you be aware of? Former art appraiser with Art Appraisal Services at the IRS will dispel your fears and promote confidence in your tax appraisal reports.

**11:00am – 12:30pm**

**[Gems & Jewelry]**

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1:30 – 2:30pm

**[Personal Property]**

**Changing Trends in the Fine Art Collector and Investment World**

[Frank Coates](#) | Founder/Owner | Bloomsbury Fine Art & Antiques

Frank will share his insights into the changing trends in the fine art collector and investment world.

**[Gems & Jewelry]**

**Harry Winston: In Pursuit of the Perfect Jewel**

[Angela Hedges](#), GG | President | AMH Luxury Consulting, LLC

Join Angela Hedges, former Archives and Estate Jewelry Director for Harry Winston, who will guide you through Mr. Winston's life-long pursuit of the perfect jewel.

2:35 – 3:35pm

**[Personal Property]**

**Decoding the Essence of Value in Automobiles: Art & Science**

[Donald W. Osborne](#), ASA | Principal | Donald W Osborne, LLC / Automotive Valuation Services

Why does the evaluation and creation of value opinions of automobiles and motorcycles vary from other collectible categories? It is vital to understand how and when general appraisal knowledge and practice applies in this area and when a completely different viewpoint and expertise is demanded. Donald W Osborne, ASA will discuss how he and his fellow members of the ASA Automotive Specialties Group approach the complex and exciting world of appraising veteran, antique, classic, historic, special interest and exotic vehicles.

**[Gems & Jewelry]**

**Pearl Evaluation and Appraisal Expertise**

[Sarah Senzer](#), GIA GG, GD, AJP, Gem-A FGA | Gemologist GG FGA | Independent

How much do you know about pearls? The quality and value of a pearl can be quite subjective, due to the complexity of the pearl's structure and a variety of factors. Appreciating and properly identifying a specimen requires a thorough investigation combined with best practices; I am delighted to provide a unique and original immersion course in pearl appraisal to assist all professionals. Motivated by the goal of offering excellent service during appraisal examinations, we will cover all the aspects of each type of pearl present on the market – yesterday, today, and tomorrow. This seminar is ideal for appraisers and gemologists looking to excel in accurate analyses of pearls, using simple tools.

4:00 - 5:30pm

**[Personal Property]**

**The Cost and Income Approaches for Personal Property Appraiser**

Robert Schlegel, FASA, MCBA | Principal | Houlihan Valuation Advisors  
Patrick H. Ela, ASA, Fine Arts, MBA | President | Comprehensive Art Services, LLC

This session will offer an overview of the income approach, examples of where Personal Property appraisers may need to use it and examples of discounted cash flow models. We will also review the application of the cost approach to valuation with a focus on public artworks and how their values and approaches to valuation can change over time.

**[Gems & Jewelry]**

**Ancient Cut Diamonds**

Dr. Celine Rose David | Expert and legal appraiser | Céline Rose David Expertise srl

Unsure how to recognize a table cut, double table cut, a Mazarin cut, Peruzzi, old mine, old European and different rose cut diamonds? Or how to estimate the weight of those diamonds? Ancient cut diamonds are very common on antique jewels in Europe. This talk will be a journey through jewelry history.

**Tuesday, September 17, 2024**

8:00 - 9:00am

**[Personal Property]**

**What's that Rug Worth? A Changing Rug Market and Values**

[Randy Hyde](#) | Business Owner/ Consultant | Renaissance Rug Cleaning Inc.

The classic model of rug commerce, how rugs are made, marketed, and sold to consumers is changing. We will explore what has changed in rug values and what it means for rug values for new, used, vintage and antique rugs.

**[Gems & Jewelry]**

**Jade Adventures in Guatemala**

[Charles Carmona](#), ASA | President | Guild Laboratories, Inc.

The carving of figures out of jade and associated minerals was one expression of the Mayan culture and spirituality dating back over 3500 years. But when the Spanish arrived 500 years ago, they forbade the carving of idols, under penalty of death, and within a few generations, the skills of carving and knowledge of where to source the jade was lost. It wasn't until the 1970's, after years of searching, that these ancient jade deposits were rediscovered. In this presentation, various aspects of the history, geology and archaeology of Guatemalan jade will be discussed.

9:05 - 10:05am

**[Personal Property]**

**Collectible Sneaker Market**

Mikey Nguyen | Co-Owner | Index PDX

Learn more about the collectible sneaker market in this session with an in-depth look at market trends, the state of the sneaker industry and the secondary market.

**[Gems & Jewelry]**

**Sharing Knowledge to Further Your Appraisal Practice**

[Sharon Kerwick](#), ASA | Owner Senior Appraiser | Kerwick Appraisals

By providing various types of students with knowledge and awareness of our appraisal business we broaden our base of potential clients. Personalized Classes are an outgrowth of Sharon Kerwick's over 40 years in the appraisal business in South Florida. Sharon suggests that by focusing on mutually agreed-upon subjects, such as gold, silver, or coral your class will provide various types of students with knowledge and awareness of our appraisal business. Suggestions for some classes for your use will be provided.

**10:30am - 12:00pm**

**[Personal Property]**

**The Impact of \$80 Billion and 87,000 Additional IRS Employees on PP and Gems and Jewelry**

[Michael A. Gregory](#), ASA, CVA, Qualified Mediator with the MN Supreme Court | Founder | Michael Gregory Consulting, LLC

The Inflation Reduction Act was supposed to provide the IRS \$80 billion additional dollars and add 87,000 employees over the next 10 years but has been reduced by Congress. During this session Mike takes a look at the IRS strategic plan, public information available from the Treasury Department and IRS, and shares with you his insights of what this may mean overall related to personal property, machinery and equipment in the IRS Engineering Program and gems and jewelry as they relate to the artwork panel and valuation. Both short term and longer-term implications are presented to give appraisers an idea of what may be expected in the future given IRS objectives.

**1:00 - 2:00pm**

**[Personal Property]**

**Unique Assets from an Estate Lawyer's Point of View**

[J. Mackenzie Hogan](#), Esq. | Partner | Harris & Bowker, LLP Attorneys at Law

Mackenzie Hogan will cover estate planning probate, real estate, business dispositions and acquisitions and trusts.

**[Gems & Jewelry]**

**Pioneering a Mercury-Free Era in Gold Mining**

[Toby Pomeroy](#) | Founder and Lead Researcher | Mercury Free Mining, Inc.

Toby Pomeroy's journey through the artisanal and small-scale gold mining (ASGM) sector highlights his quest for ethical gold extraction. Since 2010 Toby has visited ASGM sites globally, researching the world's most responsible mining communities and methods, leading him to discover the groundbreaking Goldrop® system. His audacious commitment to mercury-free gold mining methods that provide millions of miners across the globe access to safe, mercury-free alternatives, will leave you with an indelible experience of the power of one's stand.

**2:30 – 3:30pm**

**[Personal Property]**

**Mexican Silver: Roots to Revival**

[Maranda Moran](#) | Vice President | John Moran Auctioneers & Appraisers

Creating a historical overview of Mexican silver design, from its pre-Columbian origins

and historical revival, culminating with contemporary examples from well-known designers such as Fred Davis, William Spratling, Hector Aguilar, Matilde Poulat, and Antonio Pineda. This lecture will weave market analysis, identification pitfalls, and history to create a comprehensive narrative on Mexican silver.

3:35 –4:35pm

**[Personal Property]**

**Market Trends within Contemporary Auctions and Primary Markets**

[Kate Rosenheim](#), ISA, A.M., M.A. | Specialist Post-War & Contemporary Art,  
Head of Sale Bonhams

[Grace Kook-Anderson](#) | Arlene & Harold Schnitzer Curator of Northwest Art | Portland  
Art Museum

This diverse panel of industry experts will discuss emerging trends in contemporary auctions and primary art markets, focusing on the increasing influence of a new wave of young collectors on market trends.

**[Gems & Jewelry]**

**When Was It Made? Materials, Manufacturing and Design to Pinpoint Era**

[Jessie English](#), GIA, GG, NAJA | J.S. English Appraisals

Learn more about jewelry design eras based on materials, manufacturing and a smidge of history. You will leave this session with applicable tips and tricks to help you place a circa date on a piece of estate jewelry.

[Register Now!](#)