



Exchange by Northern Trust:
An Interactive Conversation Around the Art of Collecting is a daily panel program surrounding dialogue on the contemporary art market, perspectives on collecting, institutional engagement and philanthropy.



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2022 PROGRAM

EXCHANGE
BY NORTHERN TRUST

An Interactive
Conversation
Around the
Art of Collecting

EXPO
CHGO

THE INTERNATIONAL EXPOSITION OF
CONTEMPORARY AND MODERN ART

Friday, April 8

12:00–12:30pm

NORTHERN TRUST PURCHASE PRIZE ANNOUNCEMENT

Join us for a reception with recipient institutions of the Northern Trust Purchase Prize, following the unveiling of three special acquisitions from the EXPOSURE section curated by Humberto Moro (Deputy Director of Program, Dia Art Foundation and 2022 EXPO CHICAGO EXPOSURE Curator) to the Walker Art Center, Portland Art Museum and Pérez Art Museum Miami.

1:00–2:00pm

COLLECTING FOR IMPACT

Panelists | **Sara Krajewski** (Portland Art Museum), **Miki Garcia** (Arizona State University Art Museum), **Henry Johnson** (Northern Trust).

Moderated by **Michael Darling** (Museum Exchange).

How can museums expand the stories their collections are able to tell? Join Michael Darling, co-founder of Museum Exchange, as he explores the collecting practices and potentialities of the Portland Art Museum with curator Sara Krajewski and the Arizona State University Art Museum with director Miki Garcia. Darling will also explore how Museum Exchange's digital platform connects collectors to museums to expand and diversify their donor base and collections, and speak to Henry Johnson of Northern Trust on how to maximize the effects of philanthropic giving.

This panel is presented in partnership with Museum Exchange.

2:30–3:30pm

FOCUSING A COLLECTION: WOMEN ARTISTS AND THE MARKET

Panelists | **Elizabeth Fiore** (APAA), **Susanne Vielmetter** (Susanne Vielmetter), **Jessica Silverman** (Jessica Silverman), **Monica Brown** (Hindman Auctions).

Moderated by **Victoria Burns** (APAA).

Art advisor Victoria Burns, Executive Board Member of the Association of Professional Art Advisors (APAA) discusses specific ways to help clients focus a collection, highlighting the talent and market opportunities of women artists. Burns will be in dialogue with her APAA colleague Elizabeth Fiore, dealers Susanne Vielmetter and Jessica Silverman, both of whom have revived the careers of older women artists while successfully launching the careers of others, in addition to Monica Brown, Senior Specialist of Prints and Multiples from Hindman Auctions, who will provide a global perspective on women artists in the market.

This panel is presented in partnership with Hindman Auctions and the APAA.

4:00–5:00pm

COLLECTING WITH FAMILY

Panelists | **Elisa Shevlin Rizzo** (Northern Trust), **Roberta Kramer** (Heritage Auctions), **Naomi Baigell** (TPC Art Finance), **Christopher Wise** (Risk Strategies).

Moderated by **Juan Alonso** (Northern Trust).

Collecting art as a family can be rewarding, potentially bringing generations together in a meaningful, lifelong activity, but can also present some unique challenges. This panel will focus on discussing the journey panelists have enjoyed—strengthening relationships, creating memories, and building remarkable collections—as well as resolving obstacles, such as overcoming differences in taste, generational approaches and varying levels of enthusiasm and knowledge. This panel will also suggest options for planning, from leaving the collection to another beneficiary, such as a museum or charity, to selling it.

This panel is presented in partnership with TPC Art Finance, Heritage Auctions, and Risk Strategies.

Saturday, April 9

11:30am–12:15pm

CONVERSATION AND BOOK SIGNING

THE BRILLIANCE OF THE COLOR BLACK

Art historian, curator and collector **Charles Moore** speaks about a germane topic today—Black artists and the collectors who support them in his recent book *The Brilliance of the Color Black through the Eyes of Art Collectors*. The author takes the reader on a journey through the world of the Black artists who revolutionized contemporary art, and the patrons who supported them. Charles will speak with **Katja Zigerlig**, VP of Arts Advisory at Berkley One about his own collecting journey, the role of activist collectors and the artistic and social importance of today's Black artists. *Followed by a book signing.*

This panel is presented in partnership with Chartwell Insurance Services.

ART WORLD LEARNING—*The Future of:*

1:00–2:00pm

THE FUTURE OF: COLLECTING NFTs

What does it mean to be an NFT Collector? Logistics and More

Panelists | **Sandy Lee** (Financial Analyst CAIA, CFP; Treasurer, Joan Mitchell Foundation), **Lesley Silverman** (UTA).

Facilitated by **Erika R. Knierim** (Nomic Consulting).

Introduction | **Heather Bhandari** (Art World Learning).

Over the past year, art world insiders and the general public alike have witnessed the meteoric rise of non-fungible tokens (NFTs) and the debate over their potential costs and benefits, including environmental impact, authentication, equity for artists, and resale rights. But what exactly does an NFT purchase entail, and what are the long-term responsibilities of ownership? Erika R. Knierim, a lawyer, former financial advisor, and blockchain expert, will discuss the logistics and realities of NFT ownership with Sandy Lee, a financial analyst specializing in alternative investments, and Lesley Silverman, the head of digital assets at UTA. They will discuss the legal, financial, and archival ramifications of owning NFTs as well as questions of stewardship. Do the expectations and impact of traditional art collectors translate to this sector? Should they? What might the future hold?

This panel welcomes those considering acquiring their first NFT as well as experienced NFT collectors with questions.

This panel is presented in partnership with Art World Learning.

3:00–4:00pm

THE FUTURE OF: COLLECTING WITH YOUR CONSCIENCE

Panelists | **Schwanda Rountree**, (Art Collector and Art Advisor), **Vesela Sretenović** (The Phillips Collection), **Henry Thaggart** (Collector and Arts Patron).

Facilitated by **Ada Pinkston** (Artist).

Introduction | **Heather Bhandari** (Art World Learning).

For some art institutions and private collectors, artist rights, resale royalties, deaccessioning, and diversity, equity, and inclusion initiatives have been topics of thoughtful conversation for decades. For others, these are new, and even painful, discussions in the wake of powerful social justice movements, the emergence of NFTs, and exceptional journalism that continues to identify the disconnect between public statements and closed-door actions. Through the lens of their own groundbreaking work in their communities and the field, artist Ada Pinkston; The Phillips Collection Director of Contemporary Art Initiatives and Partnerships, Vesela Sretenović; and collectors Schwanda Rountree and Henry Thaggart will discuss the roles of stewardship and ethics within their collecting practices and the very real impact of supporting work that represents the true definition of diversity. They will share their interconnected experiences in the Baltimore/DC arts ecosystem and make recommendations for others.

This panel welcomes new and seasoned collectors as well as those from institutions evaluating the future of how art works are acquired and how an artist's legacy and community can be valued and fortified in the process.

This panel is presented in partnership with Art World Learning.

The Future Of is produced in partnership with ART WORLD LEARNING (AWL). AWL produces actionable, inclusive workshops and events, both in-person and online, focused on business and financial health to build and sustain careers in the arts. The emphasis of all programming is on personal and professional development and empowerment, with a guiding belief that financial health and sustainability for cultural producers is a social justice issue. Co-founded by Dexter Wimberly and Heather Bhandari, Art World Learning is a fiscally sponsored project of the New York Foundation for the Arts.

Sunday, April 10

1:00–2:00pm

ARTS FUNDERS FORUM | NEXT ERA ARTS FUNDING

Panelists | **Christopher J. Alfieri** (Prospect New Orleans, Christovich & Kearney, LLP), **Whitney Hardy** (3RSPACE, Hardy Beverages), **Abby Pucker** (Gertie).

Moderated by **Melissa Cowley Wolf** (MCW Projects, Arts Funders Forum).

A new generation of arts funders, producers, collectors, and organizational leaders has emerged, and they bring an increased focus on impact-driven models of investment and programming in the cultural economy. As arts giving is being reimagined in the midst of the largest intergenerational wealth transfer in history, these leaders are re-positioning the arts for increased relevance to engage next gen audiences. They are seeking to fuel a sustainable, equitable cultural sector that expands economic opportunity, heals communities, strengthens democracy, and inspires creative solutions to global challenges. Melissa Cowley Wolf, Founder of MCW Projects and Director of Arts Funders Forum (AFF), leads a conversation with three leaders reimagining the status quo with Christopher J. Alfieri, President & Board Chair and General Counsel, Prospect New Orleans, and Partner, Christovich & Kearney, LLP, Whitney Hardy, Founder, 3RSPACE, and Founder, Hardy Beverages, and Abby Pucker, Producer and Founder, Gertie.

This panel is presented in partnership with Arts Funders Forum.

Sunday's program is produced in partnership with Arts Funders Forum (AFF). Designed to increase private funding for arts and culture, AFF is an advocacy, media, convening, and research platform for engaged philanthropists and funders, artists, experts, and influencers to come together to develop new models of impact-driven financial support for the cultural sector.

AFF is directed by MCW Projects, a consulting firm dedicated to expanding the next generation of cultural philanthropists, advocates, and audiences by advising organizations on philanthropic strategies, guiding funders to drive impact and legacy in the culture economy, and collaborating across industries to advocate for increased philanthropic support of the arts.