



# The Art **Business** Conference



*New York*

APRIL 26-27, 2023

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# Welcome to the Art Business Conference

I am delighted that the conference is returning to New York, following a 3-year hiatus, and today we will welcome over 120 art organizations (at the time of going to press) from the USA, Europe, the Middle East, Asia and Latin America. I would like to thank all our speakers for their valuable contributions and for taking time in their hectic schedules to prepare for today, with a special thank you to our conference chair, Julia Halperin.

I would also like to thank our sponsors and partners. I greatly appreciate your generous support of this initiative for the art market, and I am delighted to partner with Crozier for a half day of talks on sustainability taking place tomorrow.

The aim of the conference is simple: to bring together art professionals to discuss the key issues affecting the

global art world, and to share insights and practical knowledge that we hope will prove useful for your organization.

During the various networking and refreshment breaks, the conference will also offer opportunities to meet new and existing contacts from different sectors of the art world. I hope you enjoy this year's conference, and if there are ways in which we can improve your future conference experience, I would welcome your feedback.

Please do not hesitate to get in touch: [louise@artmarketminds.com](mailto:louise@artmarketminds.com).

**Louise Hamlin,  
Director,  
The Art Business  
Conference**



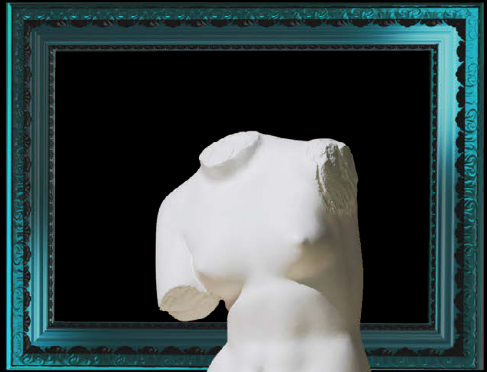
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# April 26 - Agenda

*Click on a panel for more information*

<b>8:45-9:15</b>	Coffee and Networking
<b>9:15-9:20</b>	<b>Opening remarks: Julia Halperin</b> (conference chair)
<b>9:20-10:35</b>	<b>Sustainability and the art world</b> Jake Burgess (AXA XL), Ted Maclean (Crozier), Maureen Bray (ADAA), Liz Bloomfield (Marianne Boesky Gallery), and co-moderated by Laura Lupton (LHL Consulting & Barder) and Heath Lowndes, (GCC)
<b>10:35-10:50</b>	<b>The Art Provenance Report</b> Angelina Giovani-Agha (Flynn & Giovani Art Provenance Research)
<b>10:50-11:20</b>	Coffee and Networking
<b>11:20-12:20</b>	<b>From Wallflower to Wealth Generator: how Art Lending unlocks value in an increasingly muddy landscape</b> Rebecca Fine (Athena Art Finance), Sayuri Ganepola (Christie's), Deborah Larrison (Bank of America) and moderated by Tim Schneider (artnet)
<b>12:20-12:40</b>	<b>Artsy's Art Industry Trends Report</b> Presenter: Alexander Forbes (Artsy)
<b>12:40-12:45</b>	<b>Presentation: Edouard Gouin</b> (Convelio)
<b>12:45-1:40</b>	Networking Lunch sponsored by Convelio
<b>1:45-2:45</b>	<b>Cyber Security Workshop: are you a target?</b> Marty Ross (Gallagher), James Caroll (Hackett Cyber), John C. Cleary (Polsinelli) and moderated by Brenden Beu (Synergy)
<b>2:45-3:45</b>	<b>Hire &amp; Inspire: Employment in Today's Art World</b> Rebecca Zaretsky (David Zwirner), Anita Ragusa (HR Consultant), Ruofei Xiang (Mazzola Lindstrom), Rosie Allan (Sophie Macpherson) and moderated by Cat Manson (Executive Coach & Consultant)
<b>3:45-4:15</b>	Networking coffee break sponsored by Mazzola Lindstrom
<b>4:15-5:15</b>	<b>Art &amp; Technology panel</b> Joe Elliott (Artlogic), Dustyn Kim (Artsy), Edouard Gouin (Convelio) and moderated by Lexy Schmertz (Christie's Ventures)
<b>5:15-5:20</b>	<b>Closing remarks: Julia Halperin</b> (conference chair)
<b>5:20-6:20</b>	Networking drinks

[Meet our Exhibitors →](#)

[Companies attending →](#)



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# Meet our exhibitors *in the Business Pavilion*

B I D S  U A R E

**Bidsquare** is a New York-based software company, founded by auction houses, to provide best-in-class software solutions tailored to the specific needs of the auction industry. Originally launched as an online auction marketplace, Bidsquare now offers a full suite of white-label software solutions with dynamic, customizable designs that maintain the look and feel of your brand, while offering seamless back-end functionality powered by Bidsquare Cloud.

New for 2023, Bidsquare is excited to add Bidsquare Vault, a full end-to-end inventory management solution for auctioneers to our product range.

[Bidsquarecloud.com](https://bidsquarecloud.com)



With offices in Paris, London and New York, **Convelio** specialises in the transport of fine art and collectible design and allows you to instantly book local and international shipments from their online platform.

How does it work? They have developed an innovative algorithm that generates instant quotes, along with an end-to-end solution to cover the entire shipping process: from collection, soft-packing and crating, to insurance, freight, customs, and front-door or white-glove delivery with installation. Through Convelio's dashboard, clients have access to white-label real-time tracking, shareable payment links, as well as their shipments history and all related documents. Convelio delivers on excellence, meeting industry standards for complex shipping demands unique to the art world.

[convelio.com](https://convelio.com)



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## Meet our exhibitors *(continued)*

**CROZIER**

**Crozier** is the global leader in fine art storage and logistics. Our array of solutions and services include art handling and installation, packing, crating, domestic and international shipping, private viewing galleries, project and collection management, artwork and archive digitization, emergency planning and response, and more. With new locations in Hong Kong, Paris, and Chicago, we now offer 1.8 million square feet of fine art storage space and personalized, expert care across 30 locations in 12 global markets.

Recognizing the environmental impact of art logistics, Crozier is spearheading initiatives to waste less, recycle more, source sustainably, and use less energy. We continue to pursue partnerships that move the industry toward a greener, more equitable future. Our new sea freight shipping solution, for example, reduces the carbon emissions associated with art transport. Other partnerships and new resources drive practical digital innovation, make art more accessible, and allow us to support the next generation of art specialists. Forty-plus years since our founders built this company with a dedication to service and a true love of art, we are proud to continue that legacy.

[www.crozierfinearts.com](http://www.crozierfinearts.com)





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## Meet our exhibitors *(continued)*



**Synergy** is the leading provider of IT services for the international fine art market. With local teams in London, Paris, New York, Los Angeles, Hong Kong and Dubai, Synergy supports day-to-day IT operations for galleries, dealers and artists' studios around the world.

Synergy designs solutions which blend seamlessly into gallery environments, ensuring IT remains sympathetic to aesthetics. The firm also consults on IT security, helping clients to protect their digital spheres.

[synergy.tech](https://www.synergy.tech)

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- We work with galleries and architects to fit-out new spaces
- We facilitate access to vital data during art fairs

[synergy.tech](https://synergy.tech)   [hello@synergy.tech](mailto:hello@synergy.tech)



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Daniel Dörfler, stock.adobe.com

9:15-9:20

# Opening remarks

*by Conference Chair*

**Julia Halperin**

*Arts and Culture Journalist*

Julia Halperin is an arts and culture journalist, editor, and cofounder of the Burns Halperin Report, the largest report of its kind tracking equity and representation in the art world. From 2017 to 2022, she was executive editor of Artnet News, where she oversaw editorial operations for the world's most widely read art news site. Before that, she served as museums editor of The Art Newspaper and news editor of Art + Auction magazine. Her writing has appeared in WIRED magazine, T: the New York Times Style Magazine, and New York magazine.



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**R**awlinson & Hunter LLP has been at the forefront of the provision of tax and accounting advice to the art world, acting for Artists, Collectors, Galleries and Dealers since our formation in the early 1930s.

We act for leading artists, galleries & dealers on their underlying businesses and specific transactions. Many of our private clients are also avid collectors and we advise them regularly on transactional practicalities.

We provide intelligent, well thought out and practical advice on the financial aspects of art transactions. Our experience in advising on complex issues, often involving a number of jurisdictions with their associated tax implications, has given us a unique understanding of the requirements of those at the business end of the art world as well as collectors.

If you need help, please contact one of the following:

## **Craig Davies**

craig.davies@rawlinson-hunter.com

0207 842 2136

## **Catherine Thompson**

catherine.thompson@rawlinson-hunter.com

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9:20-10:35

# Sustainability & the art world

Responsibly operating art businesses in the time of the climate crisis requires cross-sector collaboration in order to make meaningful shifts towards sustainable models. After a momentary pause in operations after 2020, the art world is back in full swing with a robust pace of art fairs, exhibitions, and travel. How can galleries, shippers, and insurers work together to advance commitments to climate action in the sector?

*co-moderated by*

**Laura Lupton**, LHL Consulting & Barder | **Heath Lowndes**, Gallery Climate Coalition  
*with*

**Jake Burgess**, AXA XL | **Ted MacLean**, Crozier | **Maureen Bray**, ADA A

**Liz Bloomfield**, Marianne Boesky Gallery





**co-moderated by**  
**Laura Lupton**  
*LHL Consulting & Barder*

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Laura Lupton is an art and climate consultant and the co-founder of several collaborative ventures at the intersection of art and climate: Galleries Commit, Artists Commit, Barder, and the Visual Arts PACT. With over a decade of experience working directly with some of contemporary art's leading galleries, museums and artist studios to produce large scale projects, Laura has a robust inside knowledge of what it takes to catalyze action from within. Projects she has been part of have been presented by Creative Time, MoMA, the Metropolitan Museum of Art, the Venice Biennial, Tate Modern, and The Shed, among others. She consults on a variety of projects in the art sector.



**co-moderated by**  
**Heath Lowndes**  
*Gallery Climate Coalition, GCC*

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Heath Lowndes is co-founder and Managing Director of the Gallery Climate Coalition (GCC), which he has run since its launch in 2020. GCC is an international charity and membership organisation set up to provide sector-specific resources and guidelines for environmental responsibility.





**Ted MacLean**  
*Crozier*

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Ted MacLean is Executive Vice President, Global Head of Crozier Fine Arts, a company at the forefront of art logistics innovation. MacLean previously directed Iron Mountain's global Adjacent Business Group, managing specialized luxury business markets within the company's portfolio. Ted joined Iron Mountain in 2014 as Chief Marketing Officer from Microsoft, where he held multiple customer and partner-facing general manager roles, most recently leading growth strategies in emerging markets. He was recruited to Microsoft from his role as CEO of a start-up software firm focused on the insurance underwriting process. Prior to that, he held roles at management consultancies AT Kearney and KPMG, and spent his early career in Japan. He is on the Foundation Board of MassArt, on the Board of Directors at Mott Corporation, Connecticut, and on the Board of Overseers at the Museum of Science, Boston. He also serves as the executive sponsor of HOLA, Iron Mountain's hispanic Employee Resource Group, in an effort to promote the diversification of the workspace.



**Maureen Bray**  
*ADAA*

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Maureen Bray is the Executive Director of the Art Dealers Association of America, the leading nonprofit membership organization of fine art galleries across the United States. With more than twenty-five years of experience in the art world, Bray oversees the ADAA's programming (including its annual art fair, The Art Show) and advocacy on behalf of art dealers and the broader industry. During her tenure, she has significantly expanded the educational resources available to ADAA members; spearheaded a dynamic legislative outreach to represent fine art small businesses in Washington, D.C., with a focus on recent tax and regulatory legislation; created new digital initiatives to support members throughout the U.S.; and developed the organization's collaborative engagement with other arts and culture associations, both domestically and abroad. During the pandemic, Bray also focused on a series of initiatives designed to help galleries economically so that they could remain the cultural anchors of their communities, in New York and elsewhere.





## **Liz Bloomfield**

*Marianne Boesky Gallery*

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Liz Bloomfield specializes in financial planning and management for creative businesses. In her current capacity as Managing Director of Marianne Boesky Gallery, Liz oversees all aspects of finance, operations, human resources, and planning. She has over fifteen years of experience in management, accounting, and consulting for arts and entertainment businesses in both the for-profit and nonprofit sectors. Before joining the Gallery in 2014, she held similar roles at a film distribution company, boutique arts consulting firm, and New York Foundation for the Arts. Liz has an MBA from New York University.



## **Jake Burgess**

*AXA XL*

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Jake Burgess has worked in the Fine Art & Specie insurance sector for 9 years, working predominantly in the Lloyd's market, in both the claims and underwriting functions. He very recently emigrated to New York to work for AXA's Fine Art & Specie team in the Americas, where he currently holds the role of Underwriting Manager for the West Zone Fine Art and US Specie portfolios.

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Marc Dennis, *The Annunciation*,  
2022, oil on linen, 61 x 50 inches



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10:35 - 10:50

# The Art Provenance Report

Following a successful inaugural Art Provenance Symposium earlier this year, we present, The Report. An essential addition to the various yearly art market reports, the report addresses the state of due diligence and provenance research across the institutional and private sectors. During the Art Provenance Symposium, over 20 delegates offered their expert opinions on issues ranging from repatriation and restitution, new databases and research tools, case studies on a wide range of possible red flags and different approaches to provenance research, the

current cultural heritage crisis in Ukraine, and the change in public perception throughout the decades. The Report contextualizes the main themes, emphasizing the key issues faced by art market professionals, independent researchers and curators. A steppingstone in the solidification of the relationship between the private and institutional culture sector, the reports aim is to broaden the conversation on '*How much due diligence qualifies as duly diligent*' and ideally agree on a universal provenance standard.





## Angelina Giovani-Agha

*Flynn & Giovani Art Provenance Research*

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Angelina Giovani-Agha is an art historian and provenance researcher based in London and is the Co-Founder of Flynn & Giovani Art Provenance Research Agency. In 2020, she was appointed as a Provenance Research Specialist at CAFA - Court of Arbitration for Art, The Hague and regularly assists in both pre-transactional due diligence and helping address historical provenance gaps and WWII claims. As of early 2023, Angelina is also the Director of the Art Market Academy, a first of its kind online platform dedicated to offering courses and trainings in provenance research. She is currently working on her first monograph on the life and work of British artist Christopher Bledowski.

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deagreez, stock.adobe.com

11:20-12:20

# From Wallflower to Wealth Generator: how Art Lending unlocks value in an increasingly muddy landscape



Our panel of art financiers will discuss various art lending business models (private banks, specialty art finance companies and auction house lenders) in the new normal of an increasingly challenging global banking environment. To help art owners navigate these options, the panelists will highlight the differences in underwriting guidelines of the various liquidity solutions. This all-women panel, moderated by Tim Schneider of Artnet News, will address the ways that the art lending space has evolved around the globe in the last decade. Topics will include creative ways that collectors, gallerists, estates, trustees, museums and others, are using art loans to meet their financial objectives and key challenges for both lenders and borrowers in the current market. Finally, the panel will discuss ways that the art financing landscape is likely to evolve in the coming years.

*moderated by*

**Tim Schneider**, artnet

*with*

**Rebecca Fine**, Athena Art Finance

**Sayuri Ganepola**, Christie's

**Deborah Larrison**, Bank of America





**moderated by Tim Schneider**  
*artnet*

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Tim Schneider is Art Business Editor for Artnet News, co-producer of the Artnet News podcast the Art Angle, and writer of the conversation-starting industry-analysis column the Gray Market. His work draws from a decade-long career in the gallery sector and research into economics, technology, data analysis, and related subjects. He has lectured or participated in panel discussions at Art Basel's Conversations series, the Talking Galleries symposium, the Art Business Conference, and numerous arts nonprofits and universities in the US. In 2017, he published his first book, *The Great Reframing: How Technology Will – and Won't – Change the Gallery System Forever*.



**Rebecca Fine**  
*Athena Art Finance*

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Rebecca Fine manages Athena Art Finance and Art Investments at Yieldstreet, a private market alternative investments platform. Prior to founding Athena in 2015, Rebecca was a law partner at a boutique art law firm, focusing on the art-specific risks associated with lending against art as an asset. There, she litigated disputes involving title, authenticity, attribution, and restitution claims. After graduating from Columbia College and Columbia Law School, Rebecca was a commercial, cross-border litigator at the law firms of Simpson Thacher & Bartlett and Wilmer Hale. Hailing from three generations of women artists and gallerists, Rebecca is immensely proud of her all-women art finance team.





**Sayuri Ganepola**  
*Christie's*

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Sayuri Ganepola is the Global Managing Director of Christie's Art Finance and the Co-Chairman of Equity, Diversity and Inclusion for the Americas. After graduating from the University of Pennsylvania and earning her MBA at the Darden School at University of Virginia, Sayuri gained extensive experience in wealth management, structured finance and investment banking at Merrill Lynch, Standard and Poor's and Lehman Brothers before completing a master's degree from Christie's Education. During her Christie's career she has held numerous leadership positions, building on her finance acumen and strong knowledge of the art and capital markets. Prior to her current role, she was the Head of Client Strategy for the Americas.



**Deborah Larrison**  
*Bank of America*

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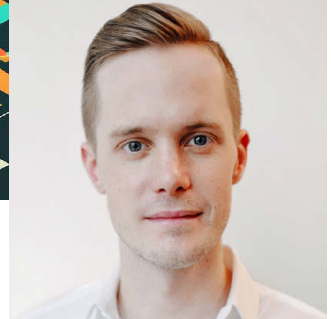
Deborah (Debi) Larrison is a managing director and national art credit executive for Bank of America. Headquartered in NYC, she leads the strategic direction to drive art lending capabilities externally and across multiple channels within Bank of America. As the national art credit executive, Debi partners with the Art Services team to bring Bank of America's complete suite of art capabilities to collectors, auction houses and centers of influence.

Since joining Bank of America in 2010, Debi's responsibilities have included providing liquidity solutions for high-net-worth clients in Merrill's Northeast Division, and working at Bank of America Private Bank, developing and executing business strategies.

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12:20-12:40



# Artsy's Art Industry Trends Report

Artsy's Art Industry Trends Report will offer a look at the major issues that are affecting art businesses today. Through surveying our network of galleries and art dealers, we'll offer a data-driven analysis of the key topics impacting galleries today, such as the types of artists and genres of art driving the most sales; artwork pricing; online sales; and changing collector

*Presented by*  
**Alexander Forbes**  
*Artsy*

Alexander Forbes is the Head of Collector Services & Private Sales at Artsy, the world's largest marketplace for buying and selling fine art. He leads a team of art advisors and private sales directors who leverage decades of experience across today's most popular collecting categories to help Artsy's over 2.5 million users acquire works from their wishlists; identify new artists to add to their collections; and design bespoke sales strategies across Artsy's auctions, private sales, and online marketplace.





12:40-12:45

# Presentation by Edouard Gouin

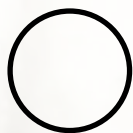
Edouard is the CEO and co-founder of Convelio, a leading tech-enabled fine art shipping company. Join Edouard as he considers the current status of the art market and its digitalisation.

Prior to Convelio, Edouard worked for various tech companies in Berlin. He then went on to build a high-end design marketplace, where he gained first-hand experience of the inefficiencies in shipping highly fragile and valuable works.

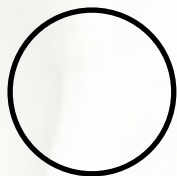
Edouard holds degrees from Bocconi University and IE Business School. He was recognized as the Ivy award winner for best young tech leader in June 2021 and listed in Forbes' 30 Under 30 and Apollo 40 under 40 Art & Tech for Convelio's contribution to the Art and Culture industry.



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1:45-2:45

# Cyber Security Workshop: are you a target?

The panel will explore the cyber threat environment, vulnerabilities you face along with the importance of implementing cyber security controls to minimize an attack and how to recover from reputational damage.

*moderated by*  
**Brenden Beu**, Synergy  
*with*  
**Marty Ross**, Gallagher  
**James Carroll**, Hacket Cyber  
**John C. Cleary**, Polsinelli





**moderated by Brenden Beu**  
*Synergy*

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As an early member of Control Group - the company behind LinkNYC which was acquired to form Intersection under Alphabet's Sidewalk Labs in 2016 - Brenden Beu worked with a wide range of organizations including The ACLU, The Edward M Kennedy Institute for the US Senate, Neue Gallerie, Callen Lorde Community Health Center, David Zwirner and Gagosian Gallery, consulting on technology and business practices. Brenden co-founded Intersection's air travel innovation practice before moving on to international business leadership for a number of digital product startups and most recently joining Synergy Associates. Over his decade in the field, Brenden has been involved with innovation initiatives to support and transform business operations, activate physical spaces and engage the public in new and novel ways, leveraging technologies such as conversational interfaces and natural language processing; advanced indoor positioning, mapping and routing; reactive video installations; and journey curation.



**Marty Ross**  
*Gallagher*

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Marty Ross is Chief Operating Officer of Gallagher's Cyber Liability Practice, responsible for the overall operation of the National Sales Team and strategic initiatives. Prior to joining Gallagher, Marty spent more than 6 years with Aon in a number of leadership positions - most recently acting as the SVP, Commercial Officer over the Eastern Region for Aon's Cyber Solution team. In this role, he identified and protected clients' critical assets by aligning cyber security strategy. Earlier in his tenure with Aon, he was the Managing Director and Team Leader for the Aon Global Risk Consulting Americas-Business Development team, where he represented Risk Consulting, Risk Control & Claims, and Captive Insurance Management. Before his time with Aon, he was the National Director of Business Development and Cyber for Dempsey Partners LLC (later acquired by Aon).





**James Carroll**  
*Hacket Cyber*

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James Carroll is a penetration tester, information security engineer, "ethical hacker" and Co-Founder of Hacket Cyber. James has extensive experience in breaking security defenses and locating sensitive information inside corporate networks, and exfiltrating that data in ways that are hard for normal security defenses to recognize. James has worked with Fortune 100 organizations, professional sports teams, large publicly traded companies and some of the leading security software vendors with the goal of breaking in, stealing data, and working with the client to further secure the holes that were exploited.



**John C. Cleary**  
*Polsinelli*

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John Cleary's practice focuses on serving the Litigation and Technology Transaction and Data Privacy needs of U.S. companies, with an emphasis on data security incidents and other cyber-related losses and controversies.

John brings his litigation and dispute resolution skills to bear on problems faced by clients across an array of settings, principally in the areas of cybersecurity, class action defense, intellectual property, insurance, banking and maritime law. John previously served as an Assistant U.S. Attorney in Washington, D.C., representing U.S. government agencies and officials across a range of constitutional and other federal sector issues.

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2:45-3:45

# Hire & Inspire: Employment in today's Art World

Against a background of the introduction of the New York salary transparency mandate as well as new, shifting workplace expectations on the part of both employer and employees, our panel will explore key trends and best practice. From the legal requirements around hiring, including contract formation, confidentiality, non-solicits, non-competes, to new standards focused on retaining, developing, and incentivising teams, we will ask our panel to share advice and relevant case studies

*moderated by*

**Cat Manson,**  
Executive Coach  
& Consultant

*with*

**Rebecca Zaretsky,**  
David Zwirner

**Anita Ragusa,**  
Consultant

**Ruofei Xiang,**  
Mazzola Lindstrom

**Rosie Allan,** Sophie  
Macpherson



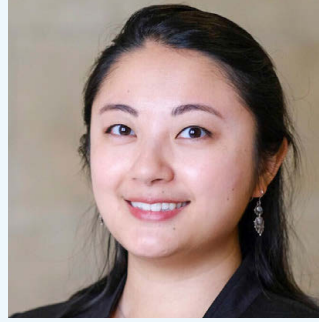


**moderated by Cat Manson**  
*Executive Coach & Consultant*

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Cat Manson is an accredited executive coach and communications strategy advisor. She served as Global Head of Communications and Corporate Affairs at Christie's until 2020 where she had worked with five Chief Executives over 25 years. Cat has long campaigned for better industry access, equality and talent retention. She led two global projects focused on talent retention, Equity, Diversity and Inclusion resulting in significantly improved global support and employee experience policies.

Cat co-founded of Art Market Mentors in 2020, a global cross-industry mentoring program promoting support and access in the commercial art world.

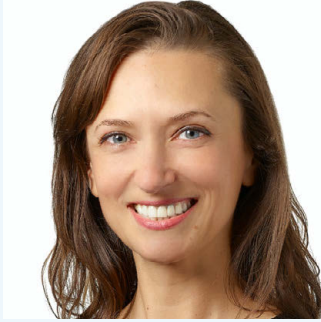


**Ruofei Xiang**  
*Mazzola Lindstrom*

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Ruofei Xiang is an attorney with Mazzola Lindstrom LLP whose practice focuses on employment law and commercial litigation. Ruofei counsels employers on the implementation of compliant employment policies and preventative practices. She routinely drafts employment agreements, offer letters, restrictive covenants, termination and severance agreements, and employment handbooks. Ruofei conducts management and employee training on the prevention of sexual harassment and discrimination, workplace investigations, and best employment practices. Ruofei has represented employers in state and federal courts on claims involving discrimination and retaliation under Title VII, the ADEA, and corresponding state and local statutes.





**Anita Ragusa**  
*HR Consultant*

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Anita Ragusa is a fine art HR consultant and artist with over 15 years of experience at global galleries and auction houses, such as Gagosian, David Zwirner, Pace, and Bonhams. Her experience includes attracting, motivating, and retaining talent, designing compensation and benefits packages, developing succession plans and career paths, ensuring multi-state compliance, and facilitating international expansion. She holds a BFA from The Cooper Union School of Art in New York and a Bachelor's degree in Biology from St. John's University, also in New York.



**Rebecca Zaretsky**  
*David Zwirner*

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Rebecca Zaretsky is the Director of HR at David Zwirner since 2019. Prior to her time at David Zwirner, she formed and led the HR department at Gagosian for 11 years - with a combined 15 years of leading in HR in the gallery realm, and 7 years prior in other industries, Rebecca has over 20 years of HR experience! She has both a Bachelors and Masters degree in Sociology and was proudly educated in the New York public university system (SUNY/CUNY.) Rebecca holds a certificate in DEI for HR, and is enrolled in an ICF Leadership Coaching Certification program with Rutgers University beginning this summer.







## **Rosie Allan**

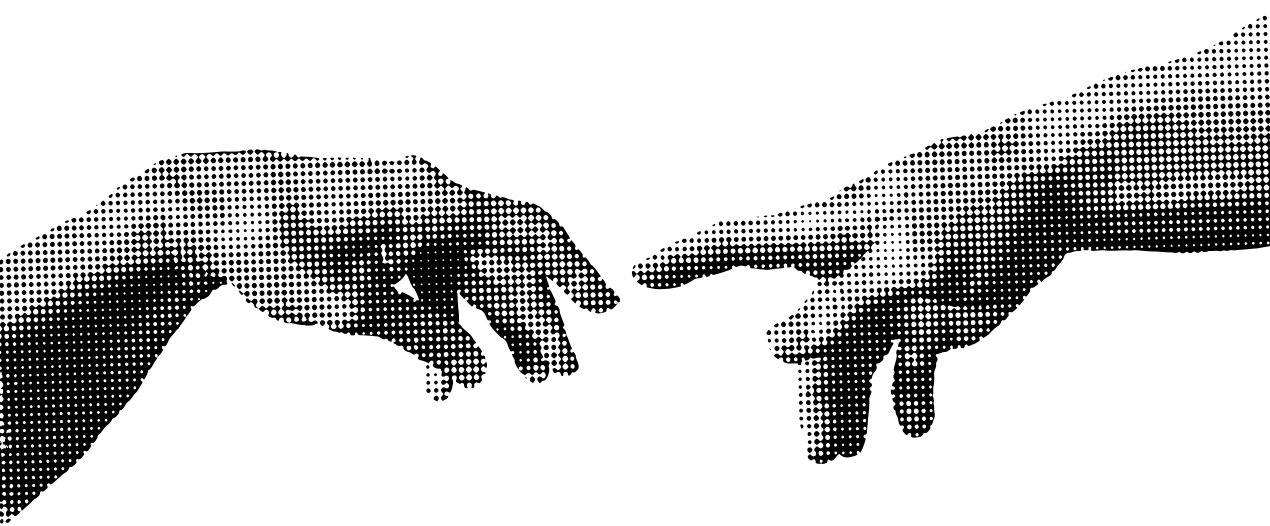
*Sophie Macpherson*

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Rosie Allan is Managing Director of Sophie Macpherson Ltd.

SML is the global market leader in art recruitment. With over 20 years' experience, SML has established a track record of strengthening businesses and placing candidates who shape the international art market. Rosie joined SML in 2013, and, following four years placing candidates in UK and European art businesses, was promoted to Director. Since then, she has been responsible for growing SML's team and service offering, spending time in New York, Hong Kong, and Los Angeles, and opening offices in New York and Los Angeles. SML partners with art businesses to build specialist teams across the art market globally.

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4:15-5:15

# Art & Technology panel

These three key innovative art tech companies are paving the way for how technology can change the business of art for galleries, collectors and artists around the world. Join us as they break down the top emerging technology trends for 2023, and reveal some of the exciting innovations they are developing.

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*moderated by*

**Lexy Schmertz**, Christie's Ventures

*with*

**Joe Elliott**, Artlogic

**Dustyn Kim**, Artsy

**Edouard Gouin**, Convelio





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**moderated by Lexy Schmertz**  
*Christie's Ventures*

Lexy Schmertz is a Senior Advisor at Christie's Ventures, focusing on Web3 investment opportunities that will change the future of the art market ecosystem. She has been at Christie's for almost a decade, developing strategic partnerships with creators and brands. Lexy has been integral in producing Christie's Art+Tech Summits and reinforcing Christie's role leading the dialogue around art and technology. Lexy's career began in finance at Goldman Sachs and the New York City Investment Fund. She later worked at the Financial Times Tokyo, covering the emerging Internet and related tech developments, and as an online editor at Condé Nast. She went on to become CMO and Head of Business Development for the e-commerce fashion start-up Moda Operandi. Lexy has an A.B. in History and a Certificate in European Cultural Studies from Princeton University and an MBA from the Tuck School at Dartmouth.



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**Joe Elliott**  
*Artlogic*

Joe Elliott is the Co Managing Director & CCO of global art tech business, Artlogic. For the past decade, Joe has been helping galleries, artists and collectors to embrace technology in a way that enhances the management, sales and overall interaction with art, both in person and online. Having begun his career working for commercial galleries in New York, Joe moved into the world of art tech, working for the start-up Collectirum prior to joining Artlogic in 2012. He holds a BFA from the Rhode Island School of Design and an MA in Visual Arts Administration from New York University.





## Dustyn Kim

*Artsy*

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Dustyn Kim is Chief Revenue Officer and oversees Artsy's Marketplace Partners business which encompasses galleries, art fairs, auction houses and institutions. She is responsible for developing strategies to grow the marketplace, formulating operating plans and budgets, and leading teams across sales, partner relations, marketing, and operations.



## Edouard Gouin

*Convelio*

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Edouard is the CEO and co-founder of Convelio, a leading tech-enabled fine art shipping company. Join Edouard as he considers the current status of the art market and its digitalisation.

Prior to Convelio, Edouard worked for various tech companies in Berlin. He then went on to build a high-end design marketplace, where he gained first-hand experience of the inefficiencies in shipping highly fragile and valuable works.

Edouard holds degrees from Bocconi University and IE Business School. He was recognized as the Ivy award winner for best young tech leader in June 2021 and listed in Forbes' 30 Under 30 and Apollo 40 under 40 Art & Tech for Convelio's contribution to the Art and Culture industry.

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# Companies attending

This list was complete at the time of going to press. Please note that not all attending companies are listed, as some have asked to be omitted.

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Adam Sheffer, LLC  
Adamowicz  
AIG  
AIG Private Client Group  
Almine Rech  
Appraisal Bureau  
APS Designs  
Art Dealers Association of America  
Art / Switch  
Art Heritage, New Delhi, India  
Arthur J. Gallagher  
Articheck  
Artiphile  
Artisio  
Artlogic  
Artnet  
ArtOps  
Artory  
Asociación Mexicana de Asesores de Arte  
Association of Professional Art Advisers  
Association of Women Art Dealers  
Athena Art Finance  
AX3 International LLC  
AXA XL  
Balance Partners  
Bank of America Private Bank  
Barbara Wallace & Association  
Barder  
Bonhams  
Bonhams Skinner  
Borghese Associates  
Brink's Fine Art Services  
Broward County Cultural Division  
Cadell & Co  
Capital Art Group LLC  
Christie's  
Christie's Ventures  
Chubb  
Citi Art Advisory & Finance  
Contempo Collective  
Convelio  
Creative Artworks  
Crozier  
Cultural Counsel  
David Zwirner  
Dietl International  
Dunning & Partners  
Eleventh Hour Art  
Elizabeth Fiore Art Advisory  
Emigrant Bank Fine Art Finance  
Fieldfisher  
Flynn & Giovanni Art Provenance Research  
Freeman's  
Friedman Benda  
Friedrichs Pontone  
Gagosian  
Gallagher  
Gallery Climate Coalition (GCC)



# Companies attending *(continued)*

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Glori Cohen Art Advisory  
Gurr Johns  
Hacket Cyber  
Hauser & Wirth  
HUB International  
J.T. Robinette  
Jeffrey Terreson Fine Art LLC  
Jonathan Prince Studio  
Kane Kessler  
Kaye Spiegler PLLC  
Kei London | Artist Management Agency  
kkg arts + culture communications  
Kourosh Mahboubian Fine art  
Kristy Bryce Art Advisory  
LHL Consulting  
Liberty Mutual  
Lockson  
Love Fine Art Inc.  
Lure Consulting LLC  
Magazzino Italian Art  
Marianne Boesky Gallery  
Marion Harris  
Mazzola Lindstrom LLP  
Murk & Co

Pace Gallery  
Polsinelli  
Powerhouse Arts  
Pryor Cashman LLP  
Rawlinson & Hunter  
RLL Art Services  
Schnader Harrison Segal & Lewis LLP  
SCOPE Art Show  
SFA Advisory  
Sophie Macpherson  
Sotheby's  
SRI Fine Art Services  
Sustainable Heritage  
Synergy  
The Art Newspaper  
The James Howell Foundation  
Thompson Hine LLP  
Turon Travel  
Valence Art  
Valencia Tong  
Victoria Burns Art Advisory  
White Cube  
Windsor Jewelers  
Yieldstreet

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