

IN THIS ISSUE

● **News** Q&A⁰⁵ // Ask the experts⁰⁷ // Calendar⁰⁹ // On the move⁰⁹

● **Features** Gender investment differences¹² // Ultra-wealthy flock to Art Basel¹³

TOP NEWS STORIES

SILVER BRIDGE'S MANNING BECOMES CEO, PROSTANO STEPS DOWN

Thomas Manning has served as CIO of the company since 2007, and president since 2010

TURN TO P4

MONAEO PLATFORM HELPS WEALTHY SET WITH AUDIT DEFENSE

The data and analytics platform is targeting high-net-worth individuals, family offices and financial advisors

TURN TO P6

COLLECTORS FUND READIES SECOND FUND LAUNCH

Alexander Kemper, founder, spoke to *PAM* in an exclusive interview

TURN TO P8



Q&A

Q&A with Cole Wilcox, CEO and chief investment officer of Longboard Asset Management

TURN TO P5



Industry advisors and insiders give their insights on Miami's hottest fair – By Kristen Oliveri

COMMENT

Ask the experts

William Luterman (*right*) and James McGrath talk international investing



FEATURE

Gender investment differences

PAM takes a look at how advisors can gain and keep clients by tailoring approaches to females

Ultra-wealthy flock to Art Basel

Industry advisors and insiders give their insights on Miami's hottest fair

By Kristen Oliveri

Art Basel has become the premiere art show in the US, coming to town every December in Miami Beach to showcase a mixture of modern, contemporary and emerging art from both national and international galleries. This year, the show featured 257 leading international galleries, with roughly 50% of the galleries hailing from the US and Latin America.

The vast exhibit had different components to it with the main show breaking up into art galleries, including 201 exhibitors, and Art Nova offered younger galleries a platform to present artworks made in the last three years. Additionally, Art Public included outdoor sculptures, interactive performances, and public artworks in exhibition format curated by Christine Kim.

Attendees were able to experience a series of educational talks and seminars, most notably one regarding rethinking the encyclopedic museum, moderated by Andras Szanto, author and consultant to Arts and Philanthropic Organizations in New York. (*Playbacks of all talks and seminars can be found at artbasel.com*).

Josh Baer, art advisor and publisher of *The Baer Faxt*, believed the time leading up to the popular fair was filled with more anxiety and pressure since the fall season was weaker for many galleries, particularly those who were affected by Hurricane Sandy.

"Overall, I was happy to see so many people with positive energy at the fair, given the economy and the rest of the world," said Karen Boyer, founder of Elements in Play. "But the art market is alive and well."

For those looking for outside influences and to delve even deeper into the art world, there was an abundance of satellite fairs including Unscripted, Art Miami, Pulse and Nada that kept high-net-worth individuals more than entertained for the weekend. "There are a plethora of fair organizers who want to create new fairs. Collectors all go to

Miami to buy, which is a testament to the art market and international galleries," explained Boyer.

Warren Winegar, of Winegar Fine Arts, believed that Art Miami, one of the preeminent satellite fairs, stood out for him. "I felt Art Miami has risen to a higher level and offered a greater selection of quality works, opening a broader range of price points," he said.

Beyond art buying and selling, Art Basel Miami Beach is also known for its entertaining and nightlife, giving many wealth advisors the opportunity to entertain art investing-inclined clients. "When you go to ABMB, which has become so big, it seems attendees either go for the art or for the parties," said Ann Lydecker, director of sales, Circkers Fine Art Storage and Logistics. "This year I focused on the big fairs, since that's where my clients and prospective clients can be found. I really liked Art Miami and Context this year as well."

There was no shortage of private events hosted by galleries, wealth management firms like Alliance Bernstein and UBS and art-related firms during the show. Artnet.com hosted a private tour and reception at the Bass Museum of Art in Miami Beach. Guests toured the museum's exhibit coined 'The Endless Renaissance' that featured six artists: Eija-liisa Ahtila, Barry X Ball, Walead Beshty, Hans-Peter Feldmann, Ged Quinn and Araya Rasdjarmrearnsook. The exhibition, according to a Bass museum curator, is meant to bridge the gap between classic Renaissance art and contemporary art, linking both younger and older generations in their appreciation for art.

Barry X Ball, a sculptor from Pasadena, California, whose work utilizes digital technologies and unconventional types of stone, was on hand at the exhibit to speak with guests and answer questions regarding his sculptures. "I like using a medium that fights me back," he said while referring to the stone that is the basis for his creations.

Where one might argue that the parties reign over art, noted Winegar, the ability to display contemporary and emerging artwork in a way that reaches the high-net-worth community was truly stunning. "From the Warhol show at the Versace Mansion to the stunning Bill Viola exhibition at MoCA Miami to the cool calm construction of the Absolut Bar by Los Carpinteros, it was a stunning array of fun," said Winegar. ■