

THE  
COUSE  
FOUNDATION

# Estate Art Program



## THE COUSE

FOUNDATION (TCF) has established a program to assist donors with the disposition of artwork from their collections and estates while also benefiting the long-term financial stability of the Couse-Sharp Historic Site and its programs, including The Lunder Research Center.

Many of our supporters with significant art collections have said they would appreciate a third party that can coordinate the sale of their artwork during their lifetimes or upon their passing; **a personal agent that is trustworthy and objective.** Some are reluctant to invite dealers and gallery representatives into their homes. Most want to “**do well and do good.**” They enjoy seeing appropriate proceeds resulting from the sale of their collections and are committed to donating all or part of those proceeds to an arts nonprofit organization with a mission and vision they support.



TCF's Estate Art Program has been developed with input from significant donors, our Board of Directors, experts in art sales and financial planning, and our staff. We have the **capacity and expertise to handle planning for art collectors** who wish to make gifts of one or a few works up through entire significant estates. We can recommend tools to organize and catalog collections, refer to knowledgeable licensed appraisers, coordinate with a preferred fine art shipping company with climate-controlled storage facilities across the country, and maintain any desired level of discretion and involvement for donors. We coordinate with donors' legal, financial, and other advisors to **accomplish their personal wishes.**

Our Estate and Collections Consultant is **James D. Balestrieri**, former Director of Bartfield Galleries in New York City. He oversees the organizing, crating, shipping, storage, and sale of artwork in a phased operation aligned with the desires of the donor. Through the expertise of our staff and consultants, and established relationships with numerous auction houses and other sale venues, we have a **track record of maximizing return** on all manner of fine and decorative arts and ethnographic material.



When a donor contacts us with an interest in participating in the program, we launch a **three-phase process**:

In **Phase I**, we meet with the potential donor to discuss their goals for disposition of their collection or whatever portion is under consideration. We make a general survey of the artwork in question, explain in detail the process, discuss options for appraisal, and come to a customized **agreement on scheduling and other parameters**.

In **Phase II**, TCF supervises the gathering of the items to be gifted, then coordinates and supervises art movers as they crate and organize the items in the collections for **transfer into appropriate storage facilities** with an eye to staged retrieval for disposition. At all points, we ensure proper handling of the artworks for their protection.

In **Phase III**, TCF finalizes decisions on which gifted items are to be held by the organization for its collection and which will be sold. This includes assessment of **strategies to sell items** through auctions, galleries, dealers, or to private collectors, and recommendations on which channels provide the best value options for TCF and the donor.





We work with major national auction houses (Christies, Sotheby's, Hindman, Heritage, Freeman's, Santa Fe, and Scottsdale) and have negotiated a **0% seller's commission** with all of them. This assures that 100% of the hammer price supports The Couse Foundation.

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To discuss the Estate Art Program or other planning considerations for your art collection, please contact **Davison Koenig, Executive Director**, at 575.751.0369 or [dkoenig@couse-sharp.org](mailto:dkoenig@couse-sharp.org).

We look forward to working with you.





All the works depicted were donated through the program

*Disputed Trail* by Olaf Wieghurst, oil on canvas

Acoma Pueblo polychrome pottery jar, mid 20th century

Japanese cloisonné vase, green ground

*Spring Morning in Gaylordsville* by Richard Schmid, oil on canvas

*An Honored Life* by John Coleman, bronze sculpture



**COUSE-SHARP**  
HISTORIC SITE

## THE COUSE FOUNDATION

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