



Gregory L. Harper

Areas of Practice

Insurance Coverage Litigation
Construction Defect Litigation
Commercial Litigation
State and Federal Appeals

Education

Gonzaga University School of Law (J.D., 1997)
Duke University (B.A., 1988)

Admitted to Practice

Washington State & Federal Courts
Oregon State & Federal Courts

State Licenses

Washington, 1997
Oregon, 2008

Activities & Awards

2011 - Selected for inclusion in Washington *Super Lawyers*
2010 - Selected for inclusion in Washington Law & Politics *Super Lawyers* Edition
2009 - Selected for inclusion in Washington Law & Politics *Super Lawyers* Edition
2008 - Selected for inclusion in Washington Law & Politics *Super Lawyers* Edition
2007 - Selected for inclusion in Washington Law & Politics *Super Lawyers* Edition
2005 - Selected for inclusion in Washington Law & Politics *Super Lawyers* Edition

Greg Harper is the founding member of Harper | Hayes PLLC. Greg represents business entities and persons in litigation, including Fortune 500 companies, financial institutions, builders, homeowner associations, commercial property owners, and corporate officers and executives. A large part of Greg's practice involves litigating insurance disputes on behalf of his policyholder clients. As a result, Greg is familiar with most insurance coverage forms in the market, such as Commercial General Liability, Builder's Risk, Professional Liability, Directors & Officers, Employment Practice, and First-Party Property.

Though Greg's practice focuses on litigation, he is a problem-solver first and a litigator second. Greg's clients seek solutions to what are typically high-stakes legal problems. Greg delivers solutions by helping his clients define their objectives and design an action plan to achieve those objectives. He is equally comfortable delivering results at a negotiation table or in a courtroom. Greg practices in Washington and Oregon. He has tried cases to the bench and jury in state and federal courts, and has handled appellate work for his clients in the Washington Court of Appeals, the Washington Supreme Court, and the Ninth Circuit Court of Appeals.

Greg also consults on a wide array of general risk management issues; including analyzing potential coverage problems before they arise, finding available insurance coverage, preparing claims and proofs of loss, providing notice and tendering claims to responsible insurers, negotiating settlements with one or more insurers, developing allocation models when multiple insurers share responsibility for a loss, and working with policyholders to find unique and adaptive strategies to meet their individualized risk management goals.

Representative Cases

- Obtained \$6.3 million settlement on behalf of condominium owners association client from property insurers that initially denied the claim.
- Obtained \$2.3 million judgment on behalf of client against excess insurance carrier which denied coverage for an arbitration award. Judgment for the full amount sought was entered after a series of favorable summary judgment rulings on the eve of jury trial.
- Recovered in excess of \$730,000 from a Directors & Officers insurer to reimburse board member clients for amounts spent defending an arbitration proceeding.
- Represented the owners of a water-damaged North Seattle condominium complex in a first-party insurance coverage dispute. Litigated in Federal Court against three property insurers. Seven-figure settlement achieved.
- Represented the residential and commercial owners of a Bellevue condominium complex against a building contractor. Seven-figure settlement achieved at close of client's case at jury trial.
- Represented general contractor in property damage dispute with builder's risk carriers. Six-figure settlement achieved.
- Represented general contractor who was sued by property owner over alleged construction defects. Settled suit on behalf of client. Recovered 100% of client's attorney's fees and home office overhead costs from responsible subcontractors.



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- A CGL insurer denied coverage for a \$400,000 arbitration award entered against our general contractor client. Obtained summary judgment in our client's favor in the trial court. Division I of the Washington Court of Appeals then reversed and entered judgment in favor of the insurer. The Washington State Supreme Court granted review of our client's case. After the Supreme Court granted review, the insurer settled the appeal on terms quite favorable to our client.
- Represented custom home builder in lawsuit to recover costs incurred to repair rot and decay damage at single family residence. Obtained summary judgment of coverage for the entire amount of costs incurred, plus client's attorney's fees expended in litigating coverage action.
- Represented major financial institution in a lawsuit seeking insurance coverage for an underlying environmental contamination lawsuit involving property held by the bank in trust. Seven-figure recovery for client.
- Represented the owner/operator of a retirement facility whose building suffered severe property damage. Filed lawsuit on client's behalf seeking first-party property benefits from the property insurer to pay for necessary repairs. The insurance company settled for seven figures three days before trial.
- Represented developer/builder in insurance coverage lawsuit against CGL carrier. Tried case and obtained \$593,000 judgment on behalf of client.

Presentations

- "Insurance in the Construction Industry," Co-Chair, The Seminar Group, October 2011
- "Insurance in the Construction Industry," Co-Chair, The Seminar Group, October 2010
- "Western Regional Construction Defect & Construction Law Conference" MC Consultants, September 2009
- Liability of Corporate Executives: Risk Management Strategies & Solutions" The Seminar Group, May 2009
- "Insurance in the Construction Industry" The Seminar Group, October 2008
- "Insurance for Developers, Contractors and Subcontractors" The Seminar Group, June 2008
- "Insurance Law for Builders and Developers: Construction Defect Litigation" – a Panel Discussion Harper Hayes PLLC, March 2008
- "Property Insurance for Condominiums and Apartments: The Property Manager's Perspective" Harper Hayes PLLC, February 2008
- "Condominiums: Opportunities and Pitfalls" The Seminar Group, June 2007
- "Insurance Coverage Law in Washington" National Business Institute, January 2007
- "Insurance Bad Faith Claims in Washington" Lorman Seminars, July 2006
- "Condominiums: Opportunities and Pitfalls" The Seminar Group, June 2006
- "Alternative Dispute Resolution in Construction Defect Litigation" Mealey's Seminars, June 2006
- "Insurance Coverage Law in Washington" National Business Institute, June 2005