

# Contractor Failures: Warning Signs and Risk Mitigation

Moderator



**Gloria Koehlinger, STS, LEED AP, BD+C,**  
Director, Contractor Default Rimkus  
Pittsburgh, PA



**Joshua K. Chesser, Esq.**  
Krebs Farley, PLLC



**Ben Copstead, CPA**  
*Underwriting Manager*  
AXA XL  
Seattle, WA



**Derek Fennell**  
Assistant Vice President  
SDI Claims Manager  
AXA XL  
Schaumburg, IL



# CONTRACTOR FAILURES: Warning Signs and Risk Mitigation

January 2024



# GLORIA KOEHLINGER, STS, LEED AP, BD+C



Director, Contractor Default – Rimkus

(412) 979-4206

Gkoehlinger@Rimkus.com



# RIMKUS



## DEREK FENNELL



Assistant Vice President – SDI Claims  
Manager – AXA XL

(331) 223-0123

[Derek.Fennell@AXAXL.com](mailto:Derek.Fennell@AXAXL.com)





## JOSH CHESSER, Esq.



Partner – Krebs Farley

(256) 479-5534

[Jchesser@KrebsFarley.com](mailto:Jchesser@KrebsFarley.com)





## BEN COPSTEAD, CPA



Underwriting Manager – AXA XL

(206) 401-4835

[Ben.Copstead@AXAXL.com](mailto:Ben.Copstead@AXAXL.com)





- ▷ Low bidders, bid selection and preconstruction considerations
- ▷ Early warning signs that a Subcontractor or Contractor is failing
- ▷ Taking action when early warning signs are exhibited
- ▷ Deciding between supplementing or terminating
- ▷ Key Takeaways



# Bid Selection and Preconstruction Considerations





# Early Warning Signs of Subcontractor or Contractor Failure during Construction

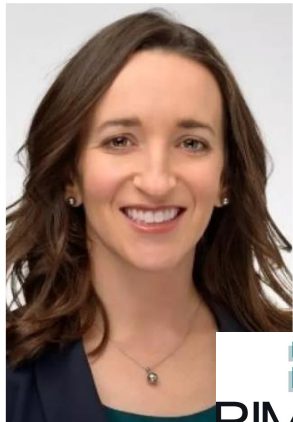


# Supplementation or Termination



## Key Takeaways

# THANK YOU



GLORIA KOEHLINGER, STS, LEED AP, BD+C

 [Gkoehlinger@Rimkus.com](mailto:Gkoehlinger@Rimkus.com)

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



DEREK FENNELL


 [Derek.Fennell@AXAXL.com](mailto:Derek.Fennell@AXAXL.com)

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



JOSH CHESSER, Esq.

 [JChesser@KrebsFarley.com](mailto:JChesser@KrebsFarley.com)

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



BEN COPSTEAD, CPA

 [Ben.Copstead@AXAXL.com](mailto:Ben.Copstead@AXAXL.com)

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