

Geoffrey J. Greeves

Partner

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OVERVIEW

Geoffrey Greeves is a battle-tested first chair trial lawyer with decades of experience in providing bespoke insurance advisory and litigation services to Fortune 500 companies with disputed claims using mediation, arbitration, and litigation.

Geoffrey is a partner in the firm's Insurance Recovery and Counseling practice group. Geoffrey recovers insurance proceeds for corporate policyholders in disputed claims, coverage litigation matters, adversary proceedings, and through negotiation.

Geoffrey is first and foremost a trial lawyer. He routinely handles business tort litigation from inception through appeal. He has received national acclaim individually as an insurance MVP in *Law360* and in *The Legal 500* and is known for monetizing contested insurance claims involving business interruption, contingent business interruption, first-party catastrophe, property damage claims, and bad faith and extra-contractual insurance disputes with insurance carriers. He has tried more than a dozen high stakes commercial litigation matters, successfully handling several jury trials on bad faith recently, and in 2016 obtained the largest insurance coverage jury verdict (US$71.7 million) in the United States—the 25th largest jury verdict overall that year. Spanning 25 years in insurance recovery practice in hotly disputed insurance claims involving man-made and natural disasters such as 9/11, the Nashville floods, ValuJet flight 592, the Deepwater Horizon incident, the Mayfield Tornado, earthquakes in Chile and Japan, Sandy and Harvey, and various other hurricanes, Geoffrey has achieved numerous eight-figure settlements for his clients.

Geoffrey acts as a trusted counselor, using his knowledge of insurance products and prior claims experience to provide legal advice to clients at renewal and in connection with non-routine insurance manuscript products. His industry knowledge encompasses hospitality, commercial real estate, microchip, retail, government contracts, aviation, traditional energy, renewables, education, technology, heavy industry, and marine risks.

Geoffrey is also called upon by his clients to handle complex business litigation and corporate governance disputes, as well as litigating matters related to Northern Virginia's technology industry.

PROFESSIONAL BACKGROUND

Geoffrey is a native Washingtonian with 25 years of BigLaw experience extending across a range of litigation—including class actions and appellate—as well as retail, cybersecurity and data privacy, disaster planning, and relief.

ACHIEVEMENTS

- Listed in *The Best Lawyers in America*® for Insurance Law in Washington, DC, 2027
- Recognized by *Chambers USA* for Insurance: Policyholder in District of Columbia, 2026
- Recognized by *The Legal 500 United States* as a Recommended Lawyer for Insurance: Advice to Policyholders, 2023-2026
- Listed in *Law360*
  - "Insurance MVP," 2016
  - "Legal Lion," 2015

PROFESSIONAL / CIVIC ACTIVITIES

- Fairfax Bar Association
- Lost Dog and Cat Rescue Foundation, volunteer pro-bono lawyer

SPEAKING ENGAGEMENTS

- Panelist, ACC DFW Chapter Annual In-House Symposium, 7 March 2024
- Speaker at energy industry focused conferences involving coverage disputes
- RIMS speaker on various insurance coverage issues, 2018-present

EDUCATION

- J.D., Washington and Lee University School of Law, 1997 *(Notes Editor - Law Review)*
- B.A., James Madison University, 1992 *(magna cum laude)*

ADMISSIONS

- Bar of District of Columbia
- Bar of Virginia

- United States Bankruptcy Court for the Western District of Virginia
- United States Court of Appeals for the District of Columbia Circuit
- United States Court of Appeals for the Fourth Circuit
- United States Court of Appeals for the Second Circuit
- United States District Court for the District of Columbia
- United States District Court for the Eastern District of Michigan
- United States District Court for the Eastern District of Virginia

THOUGHT LEADERSHIP *POWERED BY HUB*

- 15 August 2023, Maui Wildfires - Coverage Considerations and What Business Policyholders Need to Know

NEWS & EVENTS

- 4 June 2026, K&L Gates Receives Nearly 235 Firm, Individual Rankings in 2026 *Chambers USA* Guide
- 4 February 2026, K&L Gates Secures US$14.4 Million Jury Award for Carlex Glass in Tornado Damage Case
- 8 August 2023, K&L Gates Welcomes Insurance Litigation Partner to Washington, D.C., Office

AREAS OF FOCUS

- Insurance Recovery and Counseling

INDUSTRIES

- Life Sciences
- Technology

REPRESENTATIVE EXPERIENCE

- Won pathbreaking appeal following certification from 10th Circuit to a state Supreme Court on novel insurance coverage choice of law issue.
- Handled numerous appraisals of business interruption losses and property damage issues on commercial property forms.
- Tried and won jury verdict against carrier in runoff in Wyoming Federal Court - award of $3 million in extracontractual damages in addition to $5 million of carrier’s quota share plus pre-judgment interest.

- Litigated property loss claim for large US energy-from-waste producer caused by mechanical breakdown of turbine in California; case resolved during discovery.
- Resolved a $50 million disputed business interruption loss for a Mayfield, Kentucky business destroyed by tornadic winds in December 2021 and associated landlord claims to proceeds.
- Represent private equity interest as trial counsel in connection with bad faith dispute over hotel loss in Maui.
- Resolved a complex business interruption loss post-Hurricane Harvey for fabricator of food grade HDPE products following closure.
- Upheld appraisal award on appeal for refinery fire business interruption where a carrier refused to pay client's property insurance loss.
- Represented an experienced-based learning provider in connection with a unique event cancellation insurance claim arising out of President Obama's inauguration ceremony and resulting class action by high school aged plaintiffs. Successfully settled disputed claims with Lloyd's of London syndicate.
- Lead trial lawyer for a Nashville, Tennessee-based guitar retailer in connection with flood claims against its insurers relating to Nashville floods and inland marine warehouse loss in finished goods warehouse. Claims resolved following protracted multiforum litigation with property carriers.
- Frequently represent hotels and resort owners following business interruption related to natural disasters and property damage insurance claims arising out of various Atlantic hurricanes.
- Successfully settled a $100 million+ Superstorm Sandy claim for PE-backed company in late 2016, days before Manhattan jury trial involving business interruption and complete mechanical rebuild of office tower.
- Litigated a fidelity claim for leading IT government contractor on a $20 million fidelity bond loss and policy rescission defense.
- Lead trial counsel for refiner, a Tennessee-based diversified downstream energy company in a two-week federal court jury trial. Obtained a $72 million verdict for contingent business interruption refinery losses resulting from non-owned pipeline rupture.
- Resolved tsunami and hurricane business interruption claims of airline policyholder against its various quota share property insurers.
- Negotiated resolution of disputed claim for a microchip industry company following Kumamoto province Japan earthquake loss claims for property damage.
- Negotiated an insurance recovery for a PE portfolio company following paper industry mechanical breakdown claim.
- Litigated and favorably settled a bet-the-company dispute for an owner-developer clearing the way for the build-out of an upscale mall adjacent to Orange Line metro stop in suburban Washington, DC.
- Lead counsel handling business interruption claims for petrochemical refiners in connection with refinery fires and outages.

- Represented Washington, DC, think tank policyholder in duty to defend litigation and obtained costs of defense payment.
- Represented a policyholder in a semi-submersible offshore drilling rig coverage litigation in connection with its marine insurance package claims against carriers in federal court MDL proceeding.
- Obtained a published multicount summary judgment ruling in a Ponzi scheme insurance recovery in bankruptcy proceeding under financial institution bond.
- Serving as lead counsel in refinery and oil and gas industry business interruption claims.
- Litigated and resolved a complex insurance recovery for a renewable energy plant operated by an independent power producer.
- Won partial summary judgment for policyholder against AIG in first-party dispute for multinational university client.
- Prevailed in a case of first impression in DC Court of Appeals upholding lenient review standard in auditor master control dispute case.
- Won a Delaware Supreme Court argument reversing summary judgment against client biomethane gas independent power producer; over $1 million judgment entered plus prejudgment interest for multiple years.
- Obtained affirmance of trial court victory in Maryland Court of Special Appeals for government contractor in finder fee litigation.
- Secured a $4.5 million judgment for damages sustained by the owner of an international open wheel racing team in Fairfax County Circuit Court.
- Lead counsel in a successful change in control 25-day bench trial for a restaurant investor group over capitalization of two Gallery Place restaurants in Chinatown area.
- Overturned on an appeal of a $28 million judgment in Maryland Court of Special Appeals relating to Iraq telephony venture and obtained new trial.
- Overturned an eight-figure arbitration award against a technology executive in Maryland Court of Special Appeals.
- Litigated and favorably settled subcontractor claims relating to a build out of US Embassy project in the Middle East.
- Obtained bad faith jury verdict for extra contractual damages against the carrier and in favor of the policyholder following one-week jury trial in federal court.
- Won $14.4 million policyholder jury verdict against Sompo in commercial property policy breach of contract case involving disputed tornado loss in M.D. Tenn. following nine-day trial and three days of jury deliberations.

- Resolved before trial complex deductible litigation in NY commercial division for independent power producer over whether natural catastrophe "wildfire" deductible or ordinary property deductible applied to policyholder's damaged solar deployment in California.