

Building Partnerships

NOVEMBER 6 – 8, 2017

SAN DIEGO, CA RANCHO BERNARDO INN

ACC is pleased to announce a new workshop at the 39th Annual Conference & Exposition



Nicole L. Mangino, Esq.
XL Catlin Insurance

*Vice President &
Director of Field Operations*

Nicole Mangino is a Vice President/ Director of Underwriting Operations with the design professional group for XL Catlin Insurance. She currently works closely with claims staff, actuarial and loss education to benefit XL Design Professional's clients through educational programs and advising on trends and insurance coverage solutions. Nicole began her career as a commercial litigator representing international and domestic corporate clients in complex commercial litigation, contract disputes, corporate governance, insurance coverage disputes, and regulatory compliance matters. She joined XL in 2006 as an Executive Claims Counsel handling construction, environmental and design professional liability claims worldwide. In her current role, she regularly presents nationally on risk management and loss control topics for design professionals and their clients.

Is Your Firm at Risk? How to Identify and Manage Risk in Airport Contracts



Monday, November 6, 2017
1:30 - 2:30 pm | Catalina Ballroom East

Join Nicole L. Mangino, Esq., Vice President and Director of Field Operations with XL Catlin, in an informative, interactive workshop on recent trends in airport contracting, how to identify indemnification provision, and strategies to negotiate and mitigate problematic clauses with airport clients.

Contracts play a crucial role in any project. With indemnification, waiver of subrogation, arbitration and hidden liabilities- contracts are one of the most risky activities on a project. Consultants often don't realize the implications to those agreed upon contract provisions until there is a claim. This interactive course will review the most problematic contract terms, how to identify them and how to negotiate with your consultants or owners. We will explore the claims environment for airport claims including current trends in losses. A risk management course would not be complete without a quick discussion of how insurance plays into acceptable contract terms.

The workshop will cover:

1. Claims activity on airport and airport related projects - What types of claims are we seeing, problematic jurisdictions, typical claims valuation
2. Trends in contract terms and provisions - Implications for owners and consultants.
3. Best practices on contract language and negotiation tactics - What are the deal breakers in contracting? What battles are worth fighting?
4. Case study examples of poor language in contracts and the impact of poor terms.
5. The role insurance plays in covering consultants and their liability.