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PAUL W. RAINWATER  
COMMISSIONER OF ADMINISTRATION

**State of Louisiana**  
Division of Administration  
**Office of Risk Management**

March 31, 2011

**AMENDMENT NO. 2**  
**REVISIONS**  
**ISSUED BY THE DIVISION OF ADMINISTRATION-**  
**OFFICE OF RISK MANAGEMENT**

**Bid Proposal No.: SMP-19**

**FOR:** Excess Commercial General Liability Coverage for State of Louisiana, Louisiana Stadium and Exposition District (Superdome and New Orleans Sports Arena) and SMG, A/T/I/M/A

**Bid Opening Date:** April 13, 2011 at 10:00 A.M.

This amendment provides for clarification and additional information. **This amendment MUST be signed and returned.**

If you have any questions concerning this amendment, please call Mona Propes at (225) 342-8468.

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Signature of Authorized Bidder/Contractor

**Revision 1**

IFB Reference: Part IV, General Bid Information, 5. Insurance Required, Item 5.1.5 AND Schedule D, Policy Forms and Endorsements, Endorsement No. 4  
Page Nos.: 14 and 76 of 96

**Schedule D, Page 76 of 96 indicates that Professional Liability (E&O); Public Officials and Employees Liability Insurance; and EBL are not to be covered in the excess insurance. Please confirm.**

The following coverages are excluded in all excess layers: Law Enforcement coverage, Professional Liability (Errors and Omissions), Public Officials and Employees Liability Insurance and Employee Benefits Liability. See revised page 14A of 96.

**Revision 2**

IFB Reference: Schedules A and B, Superdome and New Orleans Sports Arena General Information, Total Gross Receipts and Attendance  
Page Nos.: 21 and 28 of 96

**Pages 21 and 28 of 96 list the total gross receipts by year since 2005-2006. Figures for 2010-2011 are projected. However, there are no projected gross receipts for fiscal year 2011-2012, the policy year covered by the bid. Can you include projected total gross receipts for fiscal year 2011-2012 for the Superdome and the Arena? Is it possible to furnish actual historical attendance figures for the Superdome and Arena?**

See pages 21A and 28A.

**Revision 3**

IFB Reference: Schedule D, Policy Forms and Endorsements, Policy Change No. 1, Item 2  
Page No.: 57 of 96

**The Care, Custody and Control exclusion is deleted in the primary \$5,000,000. Will it need to be covered in the excess policies?**

It is excluded in the ISO form but in Policy Change No. 1 we added it back, so it is to be provided in the excess policies.

**Revision 4**

The following are general questions about the Superdome/New Orleans Sports Arena's operations.

**Are any NFL lockout provisions to be considered in the excess?**

NFL lockout is not covered in the underlying policy; therefore, it is not included in the excess.

**To what extent are the Superdome and Arena sprinklered (entire buildings, just open areas, specified seating or skyboxes)? Any other means of fire safety?**

The majority of both buildings are sprinkler protected. Any areas with ceiling tiles have smoke detectors. Kitchens have Ansul hood systems. The Superdome has two diesel fire pumps. The Arena has a single electric fire pump. Both buildings have Notifier fire alarm panels. The Arena panel is remotely monitored by Simplex / Grinnell. The Superdome panel is monitored by in-house control room operators 24/7. Both buildings have smoke evac systems in place. Both

buildings have horns and strobes throughout the entire facilities. Both buildings are inspected, tested and certified annually.

**Describe the liquor controls. Is alcohol beverage training required? Do the stadiums cut off alcohol sales at designated points in time (halftime, hour before end of concerts, etc.)**

Alcohol beverage training is provided. Alcohol sales are cut off at the end of the 3<sup>rd</sup> quarter for football and basketball games and 30 to 45 minutes before the end of all other events.

**Is there a publically posted phone number for security for attendees to call during an event? Are the parking lots patrolled by security?**

There is no publically posted phone number for security, however, there are security officers on every level during events and are very visible. Guest services and supervisors are available throughout both facilities to offer assistance. The garages are patrolled by security.

**Are season ticket holders/attendees of the NFL and NBA teams also permanent seat licensees? In other words, do the season ticket holders have a financial investment in retaining their tickets based on permanent seat license membership that was established in order to construct the stadium?**

There is no financial investment.

**Please advise regarding the hold harmless agreement from SMG and the insurance limits carried by SMG.**

Remember that SMG is a named insured on the excess insurance. Per the Management Agreement between the State of Louisiana and SMG, the State is required to insure SMG's operations of the Superdome and New Orleans Sports Arena. The State is providing the indemnity to SMG for SMG's operations, errors, acts or omissions, except for gross negligence, intentional misconduct or breach of contract on the part of SMG.

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PROPOSAL NO.	*	INVITATION FOR BID	*	DATE	*	PAGE
	*	PART IV	*		*	REVISED
SMP-19	*	GENERAL BID	*	April 13, 2011	*	14A of 96
		INFORMATION				

- 3.4** The bidder/contractor **must** submit a narrative description of the claim service it proposes to provide. The narrative should include, but not necessarily limited to, a description of the claim handling procedures (routine processing) commencing with the date of loss, reaction time on claims and length of time before a claims payment will be made. The bidder/contractor **shall** be held contractually responsible for information provided in EXHIBIT III.

**Underwriting Information**

- 4.1** NAMED INSURED: State of Louisiana, Louisiana Stadium and Exposition District (Superdome and New Orleans Sports Arena) and SMG, A/T/I/M/A
- 4.2** LOCATION OF PREMISES: Louisiana Superdome and New Orleans Sports Arena  
1500 Poydras Street, New Orleans, Louisiana
- OCCUPIED BY: Owner, State of Louisiana, Louisiana Stadium and Exposition District (Superdome and New Orleans Sports Arena) and SMG, A/T/I/M/A which has been contracted by the State to manage the location.
- 4.3** Additional underwriting information is found in Schedules A and B.

**Insurance Required**

- 5.1** ORM will provide the primary \$5,000,000 through a self-insurance policy as shown in Schedule D.
- 5.2** The contractor **shall** provide blanket coverage subject to the following:
- 5.1.1** \$95,000,000 excess of \$5,000,000 SIR of Commercial General Liability coverage.
  - 5.1.2** Quotations by layer will be submitted as shown on Exhibit I – Bid Quotation Form.
  - 5.1.3** The award will be made based on the Net Annual Installment Premium of Layer 1 only. ORM reserves the right to purchase up to any layer at the costs quoted on the awarded bid.
  - 5.1.4** Aggregates: A general aggregate limit that is equal to the policy’s limit for each occurrence will be accepted. All policies above the first excess layer (\$20,000,000 excess of \$5,000,000 SIR) must have a “drop down” provision.
  - 5.1.5** Law enforcement coverage, professional liability (errors and omissions), public officials and employees liability insurance and employee benefits liability are **excluded** in all excess layers.
  - 5.1.6** For the following exclusions, it is acceptable for the companies to use their own forms in all layers:
    - Fungus/Mold
    - Asbestos
    - Terrorism
    - Pollution, except the form **must** have an exception for hostile fire
    - Claims resulting from a violation of economic or trade sanctions, if applicable
  - 5.1.7** Besides the exceptions listed above, ORM requires that the policy of insurance **shall** provide coverage equal to or exceeding the coverage provided in the underlying policy forms reflected in Schedule D of these specifications. The policy of insurance **shall** also include the General Required Endorsements reflected in PART II, Item 2 of these specifications.

PROPOSAL NO.	*	INVITATION FOR BID	*	DATE	*	PAGE
	*	SCHEDULE A	*		*	REVISED
SMP-19	*	SUPERDOME	*	April 13, 2011	*	21A of 96

## GENERAL INFORMATION

**\*\* THIS PAGE DOES NOT HAVE TO BE RETURNED \*\***

**SCHEDULE A**  
**SUPERDOME GENERAL INFORMATION**

## 1. Description

Premises – Operations 2011-2012Projected Admissions: \$80,000,000Projected Attendance: 1,268,200

Stadium - Operated by the insured, including use for games or exhibitions of all descriptions and all undertakings operated by the insured.

Escalators - 42

Elevators - 13

Freight Elevator - 1

## 2. Exhibitions using the Superdome are required to have \$1,000,000 Combined Bodily Injury/Property Damage Liability Coverage.

## 3. Miscellaneous Information

A) Actual Total Gross Receipts  
(Fiscal Year 2009-2010):

Rental Income	\$2,915,800
Food & Beverage	\$11,032,500
Parking	\$715,200
Luxury Seating	\$6,003,500
Land Lease	\$51,300
Rights Fees	\$0
Tours	\$0
Tenant Rent	\$0
Other	\$469,700
<b>TOTAL</b>	<b>\$21,188,000</b>

## B) Total Gross Receipts and Attendance:

<b>Gross Receipts</b>		<b>Attendance</b>	
2005-2006	\$4,523,000	Building Closed - Katrina	
2006-2007	\$13,501,000	853,486	9 months
2007-2008	\$17,500,000	1,218,455	
2008-2009	\$16,800,000	1,029,549	
2009-2010	\$21,188,000	1,375,444	
2010-2011	\$15,800,000* Projected	1,091,273	Actual
2011-2012	\$21,726,600 Projected	1,268,200	Projected

*\*The discrepancy in Gross Receipts for 2010-2011 is due to a 5-month facility closure for building renovations.*

C) The garage square footage is included within the 1,800,000 total square feet.

D) The seating capacity is 73,500.

E) Security guards are armed while in patrol vehicles.

F) A copy of the certificate of insurance showing proof of coverages for Centerplate is available to any interested bidder/contractor upon written request. Centerplate is the company that provides food services and concessions for the Superdome.

## 4. Below is a schedule of events to be held in the Superdome for fiscal year 2010-2011

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	*	<i>SCHEDULE B</i>	*		*	
SMP-19	*	NEW ORLEANS SPORTS ARENA	*	April 13, 2011	*	28A of 96
GENERAL INFORMATION						
<b>** THIS PAGE DOES NOT HAVE TO BE RETURNED **</b>						

**SCHEDULE B**  
**NEW ORLEANS SPORTS ARENA GENERAL INFORMATION**

1. Miscellaneous Information

- A) Escalators - 7  
Elevators - 5  
Freight Elevator - 2
  
- B) There are nine (9) Box Offices at the Arena. Cash is transported to the Superdome for pickup. The Accounting Office is maintained at the Superdome.
  
- C) Patrons park in the Superdome garage. The Arena is closed to the public on non-event days, except to buy tickets, and Superdome security patrols the area.
  
- D) Two (2) security guards are assigned to the arena.
  
- E) The Arena is run in direct conjunction with the Superdome. The emergency, fire and evacuation procedures are handled the same as in the Superdome.
  
- F) Arena Seating Capacity is 18,500.

G) Total Gross Receipts and Attendance:

<b>Gross Receipts</b>		<b>Attendance</b>		
2005-2006	\$1,400,000		Building Closed	
2006-2007	\$6,400,000		524,687	
2007-2008	\$6,696,000		986,455	
2008-2009	\$7,918,400		930,610	
2009-2010	\$7,763,700		781,610	
2010-2011	\$6,183,400	Projected	750,000	Estimated
2011-2012	\$7,636,100	Projected	832,000	Projected

The New Orleans Sports Arena officially opened in October 1999.

- H) The projected attendance for all events held in the Arena in FY 2010-2011 is 699,800 including Hornets games attendance.
  
- I) The Arena does co-promote concerts (country music concerts, in the past) only a couple times a year. All proceeds of a co-promoted concert are split 50-50 by the LSED and the promoter/management group.