

RFP #: 251-18-018

Questions received

LED responses

- 1. Please define “gaming sector.” We understand it to be synonymous with segment, which would be riverboat casinos, race-track casinos, land-based casinos, etc., but would like clarification to be certain.**

Yes, gaming sector is synonymous with gaming segment, and does include all forms of legal gaming in Louisiana, including riverboat casinos, race-track casinos, tribal casinos, land-based casinos, and also sports betting.

- 2. Tribal Casino revenue and visitation is not public information. Will the Contractor be provided with this data or is it something that will need to be estimated based on the best information publicly available?**

Only one tribe shares some information with Louisiana gaming regulators, the Chitimacha Tribe in Charenton, Louisiana. The tribes are not required to share this information. Unless the tribes agree to provide information to the contractor, estimates based on best publicly available information will be necessary. However, information about the tribal casinos is expected to be a minor piece of the report and will primarily be used to illustrate the entire gaming industry in the state.

- 3. Will the Louisiana Gaming Commission be involved with this study to the extent that they may share relevant, non-public gaming studies, data, and analyses with the Contractor?**

The Louisiana Gaming Control Board will provide any and all relevant information allowed. The Gaming Control Board is prohibited from releasing confidential information as defined in La. R.S. 27:21.

- 4. Is the sample contract in Attachment III meant as the final terms and conditions, or are bidding firms allowed to submit our proposed T&C's for this engagement?**

Yes, Attachment III is meant to be the final terms and conditions, unless there is a particular provision that is troublesome to a bidder, that the state may be willing to revise, and the revision is approved by the State Procurement Office.

- 5. Are there specific sections of the contract terms that are non-negotiable? If so, which ones?**

Consider all provisions of the contract terms to be non-negotiable.

- 6. What is the process for negotiating terms (if any)? Does this take place before or after bid submission?**

After bid submission and after a winner is notified that the firm is determined to be the winner, the State may want to negotiate some terms of the bid, and the winning bidder may want to modify something as well. If any such negotiations occur and require changes to the contract, the changes may require approval by the State Procurement Office.

- 7. We are curious to understand if the Louisiana Department of Economic Development has or will release guidance on the budget for the effort?**
LED has not yet established a budget for this project and will not be releasing any such budget.
- 8. Will research data be acceptable from any source, i.e. Wikipedia?**
All data will need to be considered extremely reliable, so sources like Wikipedia are not typically ideal. The data gathered will be used to inform opinions on the state's gaming industry, so research must be well sourced and rigorous.
- 9. Name a few associations that may be considered a conflict of interest, i.e. if proposer/subcontractor sits on a BRAF Board or has relations with BRAC, etc.?**
Just an association with another entity may not necessarily create a conflict of interest, unless there is an issue between the association and the state department, and in that case the conflict may be avoided if the contractor disqualifies or recuses itself from working on that issue.
- 10. Will proposer have to show financial capacity at any point in RFP process? Once contract is awarded?**
Yes. In response to Section 1.9.4 of the RFP, the Proposer must provide copies of its latest financial statement, preferably audited; and in accordance with Section 1.23, the state must find that the selected proposer has adequate financial resources for performance or has the ability to obtain such resources as required during performance. So, in order for the state to make such a finding, the proposer must demonstrate it has such resources.
- 11. Can LED provide a previous study from a successful proposer on a similar topic for review?**
LED has not requested any similar RFPs in the past, so the department does not have any similar topic studies to share.