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17 UNITED STATES DISTRICT COURT
18 NORTHERN DISTRICT OF CALIFORNIA
19 SAN FRANCISCO DIVISION

20 **THE MENOMINEE INDIAN TRIBE OF**
21 **WISCONSIN, THE MENOMINEE**
22 **INDIAN GAMING AUTHORITY d/b/a**
23 **THE MENOMINEE CASINO RESORT,**
24 **and WOLF RIVER DEVELOPMENT**
25 **COMPANY**, individually and on behalf of
26 all others similarly situated,

27 Plaintiffs,

28 vs.

) CASE NO. 3:21-cv-00231-WHO
)
) **PLAINTIFFS' RESPONSE TO**
) **DEFENDANT ARCH SPECIALTY**
) **INSURANCE COMPANY'S MOTION**
) **TO DISMISS AND JOINDER IN**
) **DEFENDANT LEXINGTON**
) **INSURANCE COMPANY'S MOTION**
) **TO DISMISS PLAINTIFFS'**
) **AMENDED CLASS ACTION**
) **COMPLANT**

- 29 (1) **LEXINGTON INSURANCE**
30 **COMPANY;**
31 (2) **UNDERWRITERS AT LLOYD'S –**
32 **SYNDICATES: ASC 1414, XLC 2003,**
33 **TAL 1183, MSP 318, ATL1861, KLN**
34 **510, AGR 3268;**
35 (3) **UNDERWRITERS AT LLOYD'S -**
36 **SYNDICATE: CNP 4444;**
37 (4) **UNDERWRITERS AT LLOYD'S -**
38 **ASPEN SPECIALTY INSURANCE**
39 **COMPANY;**

) Date: June 16, 2021
) Time: 2:00 p.m.
) Judge: William H. Orrick
) Room: Courtroom 2

- 1 (5) UNDERWRITERS AT LLOYD’S -)
 - 2 SYNDICATES: KLN 0510, ATL 1861,)
 - 3 ASC 1414, QBE 1886, MSP 0318, APL)
 - 4 1969, CHN 2015, XLC 2003;)
 - 5 (6) UNDERWRITERS AT LLOYD’S –)
 - 6 SYNDICATE: BRT 2987;)
 - 7 UNDERWRITERS AT LLOYD’S -)
 - 8 (7) SYNDICATES: KLN 0510, TMK 1880,)
 - 9 BRT 2987, BRT 2988, CNP 4444, ATL)
 - 10 1861, NEON WORLDWIDE)
 - 11 PROPERTY CONSORTIUM, AUW)
 - 12 0609, TAL 1183, AUL 1274;)
 - 13 (8) HOMELAND INSURANCE)
 - 14 COMPANY OF NEW YORK;)
 - 15 (9) HALLMARK SPECIALTY)
 - 16 INSURANCE COMPANY;)
 - 17 ENDURANCE WORLDWIDE)
 - 18 (10) INSURANCE LTD T/AS SOMPO)
 - 19 INTERNATIONAL;)
 - 20 (11) ARCH SPECIALTY INSURANCE)
 - 21 COMPANY;)
 - 22 (12) EVANSTON INSURANCE)
 - 23 COMPANY;)
 - 24 (13) ALLIED WORLD NATIONAL)
 - 25 ASSURANCE COMPANY;)
 - 26 (14) LIBERTY MUTUAL FIRE)
 - 27 INSURANCE COMPANY;)
 - 28 (15) ARCH AMERICAN INSURANCE)
 - COMPANY; and)
 - (16) SRU DOE INSURERS 1-20;)
 - Defendants.)
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(application for admission
pro hac vice to be filed)

1 **I. INTRODUCTION**

2 Plaintiffs the Menominee Indian Tribe of Wisconsin, The Menominee Indian Gaming
3 Authority, and Wolf River Development Company (collectively, “the Menominee”) alleged that
4 they suffered substantial business interruption losses as the coronavirus pandemic swept through
5 their property and Wisconsin, causing businesses to close and customers to stay home, and
6 resulting in numerous civil authority orders that also limited permissible business activity.
7 Plaintiffs alleged that the coronavirus was physically present on their properties and that
8 coronavirus caused physical loss or damage to their properties through its impact on the physical
9 surfaces, the danger to individuals, and the resulting reduced functionality of the property. This
10 physical loss or damage produced substantial losses as well as various costly repair measures and
11 other expenses, but the Menominee’s insurers refused to pay the insurance claim submitted,
12 forcing the Menominee to file the present litigation.

13 Defendant Arch Specialty Insurance Company (“Arch”) moves to dismiss the Amended
14 Complaint largely on the basis of an exclusion it contends formed part of a separate insurance
15 policy sold to the Menominee. This policy was not attached to the complaint or described in it,
16 and the Menominee have separately moved to strike the policy from consideration at this stage of
17 the litigation. Even if the Court did consider the exclusion, however, it does not apply to the
18 claims raised here. The Court should deny Arch’s motion.

19 **II. STANDARDS FOR MOTIONS TO DISMISS**

20 When evaluating a motion to dismiss under Federal Rule of Civil Procedure 12(b)(6), a
21 court must accept all material allegations in the complaint—as well as any reasonable inferences
22 to be drawn from them—as true and construe them in the light most favorable to the non-moving
23 party. *Doe v. United States*, 419 F.3d 1058, 1062 (9th Cir. 2005). To survive a motion to
24 dismiss, a plaintiff must allege “enough facts to state a claim to relief that is plausible on its
25 face.” *Ashcroft v. Iqbal*, 556 U.S. 662 (2009). Under this standard, a complaint must “contain
26 sufficient allegations of underlying facts to give fair notice and to enable the opposing party to
27 defend itself effectively,” and “the factual allegations that are taken as true must plausibly
28 suggest an entitlement to relief.” *Starr v. Baca*, 652 F.3d 1202, 1216 (9th Cir. 2011).

1 “As a general rule, a district court may not consider any material beyond the pleadings in
2 ruling on a Rule 12(b)(6) motion.” *Williams v. Cty. of Alameda*, 26 F. Supp. 3d 925, 935 (N.D.
3 Cal. 2014) (quoting *Lee v. City of Los Angeles*, 250 F.3d 668, 688 (9th Cir. 2001)). Courts only
4 recognize three exceptions to this general rule. *Poisson v. Aetna Life Insurance Co.*, 488 F.
5 Supp. 3d 942, 945–46 (C.D. Cal. 2002). First, pursuant to Federal Rule of Evidence 201, a court
6 may take judicial notice of adjudicative facts that are “not subject to reasonable dispute,” such as
7 “matters of public record” and facts that are “generally known” or that “can be accurately and
8 readily determined from sources whose accuracy cannot reasonably be questioned.” *Khoja v.*
9 *Orexigen Therapeutics, Inc.*, 899 F.3d 988, 999 (9th Cir. 2018) (quoting Fed. R. Evid. 201(b)).
10 Second, a court may consider documents that are attached to or “properly submitted as part of
11 the complaint.” *Poisson*, 488 F. Supp. 3d at 945. Lastly, a court may consider a document that
12 is not “physically attached to the complaint,” but only if the complaint “necessarily relies” on the
13 document *and* the document’s “authenticity . . . is not contested.” *Lee*, 250 F.3d at 688.
14 However, if a document “merely creates a defense to the well-pled allegations in the complaint,
15 then that document did not ‘necessarily form the basis of the complaint’ and cannot be
16 incorporated by reference.” *Khoja*, 899 F.3d at 1002.

17 When interpreting an insurance policy, if the “meaning a layperson would ascribe to the
18 language of a contract of insurance is clear and unambiguous, a court will apply that meaning.”
19 *Montrose Chem. Corp. v. Admiral Ins. Co.*, 913 P.2d 878, 10 Cal. 4th 645, 666 (1995). At the
20 same time, a policy provision “will be considered ambiguous when it is capable of two or more
21 constructions, both of which are reasonable.” *Foster-Gardner, Inc. v. Nat’l Union Fire Ins. Co.*,
22 959 P.2d 265, 18 Cal. 4th 857, 868 (1998). “If an asserted ambiguity is not eliminated by the
23 language and context of the policy, courts then invoke the principle that ambiguities are
24 generally construed against the party who caused the uncertainty to exist (i.e., the insurer) in
25 order to protect the insured’s reasonable expectation of coverage.” *Id.* In addition, insurance
26 coverage is “interpreted broadly so as to afford the greatest possible protection to the insured,”
27 while “exclusionary clauses are interpreted narrowly against the insurer.” *MacKinnon v. Truck*
28 *Ins. Exch.*, 73 P.3d 1205, 1213, 31 Cal. 4th 635, 648 (2003). Accordingly, insurers must “phrase

1 exceptions and exclusions in clear and unmistakable language.” *Id.* Whereas the insured has the
2 burden to establish that the claims fall within the basic scope of coverage, the insurer must
3 demonstrate that the claim is specifically excluded. *Id.*

4 **III. ARGUMENT**

5 **A. The Court Should Dismiss Arch’s Motion without Considering the** 6 **Documents Attached to the Motion**

7 Arch first seeks to dismiss the Amended Complaint based on the arguments raised in
8 Lexington’s motion to dismiss. For the reasons set forth in the Menominee’s opposition to that
9 motion, Dkt. 72, the motion should be denied. The Amended Complaint expressly alleges the
10 presence of the virus on insured property, physical loss or damage to property as a result of the
11 virus, and business interruption losses and other expenses flowing from that physical loss or
12 damage. Given the high standards this Court applies to motions to dismiss, and the need to make
13 every inference in favor of the non-moving party, the motion must be denied.

14 Arch next seeks to apply an exclusion purportedly attached to a separate excess policy
15 issued by Arch that was neither attached to the Amended Complaint nor described in that
16 complaint. For the reasons set forth in the Menominee’s separately filed Motion to Strike, the
17 Court should strike this extrinsic documentation. The Menominee have no record of receiving
18 any such policy from Arch. Dkt. 73-1 (hereinafter, “Bowman Decl.”). Instead, the only property
19 policies the Menominee received were contained in the Tribal First “Property Solutions” book.
20 Bowman Decl. Based on the information the Menominee possessed, the Menominee believed
21 that the Tribal First “Property Solutions” book, *see* Dkt. 58-1, contained all of the relevant policy
22 language governing their relationship with their insurers, including Arch. Bowman Decl. For
23 these reasons, the Menominee dispute the authenticity of the purported Arch excess policy and
24 its application here.

25 Accordingly, this Court should not consider this disputed, extrinsic document at this stage
26 of the litigation. *E.g., City of Royal Oak Retirement System v. Juniper Networks, Inc.*, 880 F.
27 Supp. 2d 1045, 1060 (N.D. Cal. 2012) (granting motion to strike because the “Declaration falls
28

1 into none of these categories [of 12(b)(6) exceptions] and thus cannot be considered by the Court
 2 for purposes of ruling on the pending motions to dismiss”); *In re Easysaver Rewards Litig.*, 737
 3 F. Supp. 2d 1159, 1169 (S.D. Cal. 2010) (“The law allows a court to consider extrinsic evidence
 4 in a motion to dismiss when it is incorporated into the complaint, however, the rule expressly
 5 states that the material must be beyond dispute . . . In this instance, the requirements of the rule
 6 have not been met because Plaintiffs challenge the authenticity of the screenshots.”); *Davis v.*
 7 *Minnesota Life Ins. Co.*, No. 1:19-CV-00453-DCN, 2020 WL 6163119, at *7 (D. Idaho Oct. 21,
 8 2020) (“In sum, the Court can hardly evaluate the terms of the Policy if it does not know which
 9 documents actually constitute the Policy Discovery is clearly necessary to flesh out what
 10 constituted the Policy and the [summary plan description] in this case, who authored the various
 11 documents, which documents were in effect during the relevant time period, and which
 12 documents [the insured] was aware of.”).¹

13 Because the Menominee have alleged “direct physical loss or damage,” and because
 14 Arch’s purported policy should not be considered at this stage, Arch’s motion should be denied.

15 **B. Even if Considered, Arch’s Pollution and Contamination Exclusion**
 16 **Would Not Bar The Menominee’s Claim**

17 If the Court considers the policy attached to Arch’s Motion, the Court should still deny
 18 the motion to dismiss because the purported exclusion cited by Arch does not apply to the
 19 business interruption and other losses sought by the Menominee. Arch seeks to apply what is
 20 expressly a “pollution and contamination” exclusion, designed to address accidental spills of
 21 chemical or biological materials, to the spread of a virus during a pandemic. Nether the text nor
 22 the purpose of the exclusion support Arch’s position. If Arch wished to exclude loss caused by
 23 the spread of a virus, it could have included an express virus exclusion in its policy, as did the
 24 insurers in many of the cases Arch cites. Arch did not do so.

25 Arch’s pollution and contamination exclusion does not extend to the spread of a virus
 26

27 ¹ See also *Wks. v. Home Depot U.S.A., Inc.*, No. CV 19-6780 FMO (ASX), 2020 WL 1652539, at *1 (C.D. Cal. Jan.
 28 21, 2020) (denying motion to dismiss without prejudice for “improperly referencing materials outside the pleadings”).

1 from external sources during a pandemic. The exclusion reads:

2 This policy does not cover any loss, damage, cost or expense caused by, resulting
3 from, contributed to or made worse by actual, suspected, alleged or threatened
4 presence, discharge, dispersal, seepage, migrations, introduction, release or escape
5 of “Pollutants or Contaminants”, all whether direct or indirect, proximate or remote
6 or in whole or in part caused by, contributed to or aggravated by any physical
7 damage insured by this policy, except as specifically referenced below.

8 Arch Motion, Dkt. 70-2, Ex. A, at 26.

9 This language does not apply to the Menominee’s losses. First, the exclusion expressly
10 applies to “Pollutants or Contaminants,” placing it in a long line of pollution exclusions attached
11 to property policies. Courts have routinely interpreted such exclusions to apply to traditional
12 environmental pollution or analogous situations. *MacKinnon*, 73 P.3d at 1216 (“Limiting the
13 scope of the pollution exclusion to injuries arising from events commonly thought of as
14 pollution, i.e., environmental pollution, also appears to be consistent with the choice of terms
15 ‘discharge, dispersal, release or escape.’ . . . [T]here appears to be little dispute that the pollution
16 exclusion was adopted to address the enormous potential liability resulting from anti-pollution
17 laws enacted between 1966 and 1980.”); *see also Century Sur. Co. v. Casino W., Inc.*, 329 P.3d
18 614, 616 (Nev. 2014) (“The absolute pollution exclusion’s drafting history further supports the
19 conclusion that the exclusion was designed to apply only to outdoor, environmental pollution.”);
20 *American States Ins. Co. v. Koloms*, 687 N.E.2d 72, 75 (Ill. 1997); (“Accordingly, we agree with
21 those courts which have restricted the exclusion’s otherwise potentially limitless application to
22 only those hazards traditionally associated with environmental pollution.”); *Sullins v. Allstate*
23 *Ins. Co.*, 667 A.2d 617, 623 (Md. 1995) (“It appears from the foregoing discussion that the
24 insurance industry intended the pollution exclusion to apply only to environmental pollution.”).
25 Courts have applied similar reasoning to the comparable pollution exclusion in first-party
26 property policies. *E.g., Vigilant Ins. Co. v. V.I. Tech., Inc.*, 253 A.D.2d 401, 402 (N.Y. Sup. Ct.
27 App. Div. 1998) (declining to apply first-party pollution exclusion and noting that the
28 “commonly understood meaning of the language in question should not be held to be different
depending on whether it is used in a ‘first-party’ or ‘third-party’ policy”). Like the purchasers of
these policies with pollution exclusions, the Menominee could have expected the exclusion to

1 apply to situations involving pollution or contamination from a polluting event, not a pandemic
2 resulting in the infestation of property through the simple visitation of customers and employees.

3 Second, the language of the exclusion highlights its basic purpose, using words
4 traditionally relating to environmental pollution, like “discharge,” “seepage,” “release,” and
5 “escape” — words used to describe the management and escape of traditional pollutants
6 otherwise thought to be contained. Like the overall purpose of the exclusion, these terms
7 generally imply a foreign substance leaking from, or escaping from, something on plaintiff’s
8 property or nearby property. Once that happened, the policy would exclude loss or damage
9 caused by the presence, movement, or impact of the pollutant. Of course, the policy defines
10 “Pollutant” to include a “virus,” and the exclusion might therefore apply to the rupture of a
11 sealed medical waste container used to prevent the “release,” “escape,” or “dispersal” of a
12 harmful bacteria or virus, but these terms do not encompass the spread of a communicable
13 disease, like COVID-19, through the normal behavior of patrons or casino workers. Nothing in
14 the Amended Complaint suggests that the virus “escaped” or was “discharged” by the
15 Menominee, that it dispersed, seeped, or escaped from any kind of container, or that the
16 Menominee somehow contributed to the presence of the virus on its property.

17 Third, the exclusion states that it applies to the presence, escape or dispersal of Pollutants
18 or Contaminants “caused by, contributed to or aggravated by any physical damage insured by
19 this policy.” Dkt. 70-2, Ex. A, at 26. The exclusion applies broadly to any such causal
20 relationship, applying to “all” such presence, seepage, or movement of pollutants, whether the
21 connection is “direct or indirect, proximate or remote or in whole or in part” caused by such
22 physical damage. *Id.* This reading of the exclusion also comports with its traditional purpose as
23 applying to the escape or spread of environmental pollutants or contaminants. Arch appears to
24 offer a different reading of the “caused by . . . physical damage” clause, but reading that phrase
25 to modify the term “Pollutants and Contaminants” is a reasonable interpretation of the words
26 Arch selected when it drafted the exclusion. That reading also harmonizes the construction of
27 this exclusion with the historical interpretation of broad pollution exclusions by courts.

28 Arch cites two unpublished trial court cases from other jurisdictions that have recently

1 applied a pollution exclusion to losses incurred in the coronavirus pandemic, but these cases fail
2 to engage the nature and purpose of the exclusion, and, in any case, should not be followed.
3 First, Arch cites *Circus Circus LV, LP v. AIG Specialty Insurance Co.*, No. 2:20-cv-01240-JAD-
4 NJK, 2021 WL 769660 (D. Nev. Feb. 26, 2021), which applies a somewhat similar exclusion to
5 a claim for loss resulting from the coronavirus pandemic. The *Circus Circus* court
6 acknowledged that the Nevada Supreme Court had found a similar pollution clause ambiguous
7 and had noted that “that the clause could be construed as one applying to ‘traditional
8 environmental pollution.’” *Id.* at *5 (citing *Century Sur. Co.*, 329 P.3d at 616). However, the
9 court simply declined to apply *Century* in the first instance because it involved a third-party
10 policy, rather than a first-party policy, and concluded without any separate analysis that the terms
11 “release,” “dispersal,” and “discharge” applied to the pandemic. *Id.* at *5–6. The court also
12 rejected the policyholder’s argument that any virus must have been release from “solid waste,”
13 an argument not made here. *Id.* at *6. The reasoning in this case is not persuasive or applicable.

14 Similarly, Arch cites *Zwillo V, Corp. v. Lexington Insurance Co.*, No. 4:20-00339-CV-
15 RK, 2020 WL 7137110 (W.D. Mo. Dec. 2, 2020), but that case, too, did not consider the nature
16 of the pollutant exclusion. The court acknowledged the argument that other jurisdictions had
17 found the exclusion “to apply to traditional environmental and industrial pollution,” but
18 concluded that “Missouri precedent directs a different result.” *Id.* at *6 (citing *Heringer v. Am.*
19 *Family Mut. Ins.*, 140 S.W.3d 100, 105 (Mo. Ct. App. 2004)). *Heringer*, however, held that lead
20 had been specifically defined as a pollutant in the policy, and the claimant’s injuries from the
21 forced discharge and dispersal of that pollutant through the use of a heat gun on paint fell within
22 its scope. *Heringer*, 140 S.W.3d at 104. Again, that case offers little guidance to the spread of a
23 communicable disease through the mere presence of human visitors or employees without any
24 other actions taken. The *Zwillo* court also noted that policy separately contained a virus
25 exclusion and rejected the policyholder’s argument that “virus” must modify the word “waste,”
26 *Zwillo*, 2020 WL 7137110, at *7, a condition and argument not present in this case. Like *Circus*
27 *Circus*, *Zwillo* is not persuasive in the circumstances here.

28 Other courts have expressly examined the origin and purpose of a Pollution and

1 Contamination Exclusion and have declined to apply it to coronavirus claims. For example,
2 in *JGB Vegas Retail Lessee, LLC v. Starr Surplus Lines Insurance Co.*, the court denied the
3 insurer’s motion to dismiss based on a pollution exclusion because the insurer had “not shown
4 that it is unreasonable to interpret the Pollution and Contamination Exclusion to apply only to
5 instances of traditional environmental and industrial pollution and contamination that is not at
6 issue here, where JGB’s losses are alleged to be the result of a naturally-occurring,
7 communicable disease.” No. A-20-816628-B, 2020 WL 7190023, at *3 (Nev. Dist. Ct. Nov. 30,
8 2020); *see also Thor Equities, LLC v. Factory Mut. Ins. Co.*, No. 20 Civ. 3380, 2021 WL
9 1226983 (S.D.N.Y. March 31, 2021) (declining to apply pollution and contamination exclusion
10 on the ground it was ambiguous).

11 Arch also cites several cases including exclusions other than Pollutant and Contamination
12 exclusions, including several cases that apply exclusions for “fungi, wet rot, dry rot, bacteria or
13 virus” and a long string cite with cases that apply express virus exclusions. Arch Motion, Dkt.
14 70 at 7–8 n.1. Arch does not show that any of those cases involve pollutant and contamination
15 exclusions or raise any comparable issues regarding the “release” or “discharge” of pollutants.
16 Arch implies that its exclusion resembles the virus exclusion in these cases, but the cases
17 themselves demonstrate that Arch could have, but did not, attach an express virus exclusion to
18 the policy. Arch’s own exclusion is very different, and these cases have no bearing on Arch’s
19 policy.

20 In fact, one court has examined the exclusion cited by Arch in a claim brought under the
21 same property program at issue here. *Cherokee Nation v. Lexington Ins. Co.*, Case No. CV-20-
22 150, 2021 WL 506271 (Okla. Dist. Ct. Jan. 28, 2021). That decision granted summary judgment
23 to the plaintiff policyholders and is currently on appeal by the insurers. *See id.* The court
24 assumed without deciding for the purposes of the motion that the exclusions cited by various
25 excess insurers including Arch formed part of the property program and did not address fact-
26 based arguments against their application. *Id.* at *2 n.7. Even assuming that the exclusions were
27 valid, however, the court concluded that the exclusions, including Arch’s exclusion “did not
28 clearly and distinctly apply” to the loss. *Id.* at *11. The court expressly adopted the

1 interpretation of the exclusion also set forth above, finding that “the exclusion is limited to
 2 claims “caused by, contributed to or aggravated by any physical damage,” without reference to
 3 physical loss.” *Id.* at *11 n.19. Because “physical damage” and “physical loss” had “distinct
 4 meanings within the TPIP Policy,” the court found that “Defendant Arch must have intended to
 5 provide coverage for physical loss.” *Id.* This Court should similarly decline to apply Arch’s
 6 exclusion.

7 **C. The Court Should Not Apply Arch’s Purported Exclusion Without**
 8 **Giving The Menominee an Opportunity to Conduct Discovery**
 8 **Regarding its Inclusion in the Policy**

9 The Menominee believe this Court should strike the portion of Arch’s motion relating to the
 10 purported exclusion it attached to the motion. The Menominee further believe that, if the Court
 11 considers the exclusion, the Court should conclude it does not apply to the Menominee’s losses.
 12 In the event that the Court does consider the exclusion and believes it could apply to the losses at
 13 issue, the Menominee also believes it would be premature to grant the motion at this time, before
 14 the Menominee has had an opportunity to conduct discovery regarding the inclusion,
 15 communication, and interpretation of the exclusion.

16 If the Court chooses to consider materials outside the pleadings and to convert a motion
 17 under Rule 12(b)(6) into a motion for summary judgment, the court must give the parties notice
 18 and a reasonable opportunity to supplement the record. *Williams v. Cty. of Alameda*, 26 F. Supp.
 19 3d 925, 935–36 (N.D. Cal. 2014) (citing *Bank Melli Iran v. Pahlavi*, 58 F.3d 1406, 1408 (9th Cir.
 20 1995)). That opportunity might include a motion under Federal Rule of Civil Procedure 56(d)
 21 for additional discovery. *See generally Williams*, 26 F. Supp. 3d at 936.² If the Court does
 22 decide to consider the exclusions, the Menominee respectfully request the opportunity under
 23 Rule 56(d) to conduct discovery into the materials presented by Arch.

24 _____
 25 ² *Id.* (“Given the relatively early stage of this litigation, the Court exercises its discretion and declines to convert
 26 Defendants’ motion to dismiss into a motion for summary judgment. The Court finds that the evidence submitted by
 27 Defendants is more appropriately considered after the parties have had an adequate opportunity to fully develop the
 28 factual record. Neither party has suggested that the factual record is sufficiently developed such that a motion for
 summary judgment is appropriate at this stage of the proceedings.”); *see also Michael v. La Jolla Learning Inst.,*
Inc., No. 17-CV-934 JLS (MDD), 2019 WL 4747658, at *5 (S.D. Cal. Sept. 30, 2019) (““Converting Defendants’
 Motion into one for summary judgment would be premature at this point in the case,’ in part because ‘[t]he record
 discloses [that] no discovery [has been] conducted.’”) (quoting *Lacey v. Malandro Commc’n, Inc.*, No. CV-09-
 01429-PHX-GMS, 2009 WL 4755399, at *4 (D. Ariz. Dec. 8, 2009)).

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Dated this 7th day of May 2021

Respectfully submitted,

ANDRUS ANDERSON LLP

By: /s/ Jennie Lee Anderson

Jennie Lee Anderson

Attorneys for Plaintiffs and Proposed Class.

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CERTIFICATE OF SERVICE

The undersigned hereby certifies that a true and correct copy of the foregoing document has been served on May 7, 2021 to all counsel of record who are deemed to have consented to electronic service via the Court’s CM/ECF system.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct. Executed at San Francisco, California on May 7, 2021.

/s/ Jennie Lee Anderson
Jennie Lee Anderson